### MikMak

# Personal Care eCommerce Insights

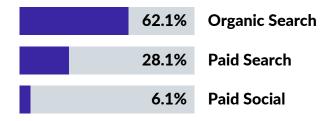


Q3 2025 - FR



### Personal Care brands drive shopper traffic through media and convert more on their websites

### Top 3 Traffic Sources by Share of Purchase Intent Clicks\*

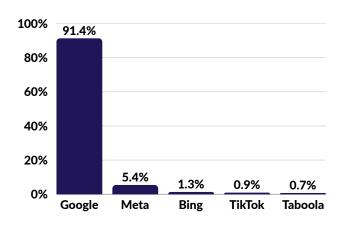


#### Average Purchase Intent Rate\*

29%	<b>Brand websites</b>
1%	Media

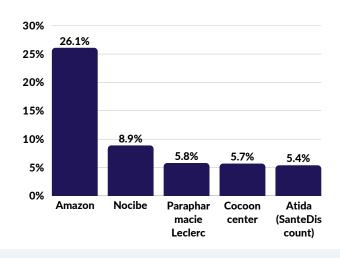
## Google leads in shopper traffic, driven by brand investment

#### Top 5 Media Platforms by Share of Purchase Intent Clicks\*



### Amazon is the top choice for online Personal Care shoppers

Top 5 Retailers by Share of Purchase Intent Clicks\*



<sup>\*</sup>Purchase Intent Clicks: Represents shopper traffic, measured by the number of times a shopper clicks through to at least one retailer during a single session within commerce-enabled brand content.

Source: MikMak Shopping Index, data from 1 July to 1 October 2025

<sup>\*</sup>Purchase Intent Rate: The percentage of shoppers who clicked through to at least one retailer, indicating their likelihood to purchase.