

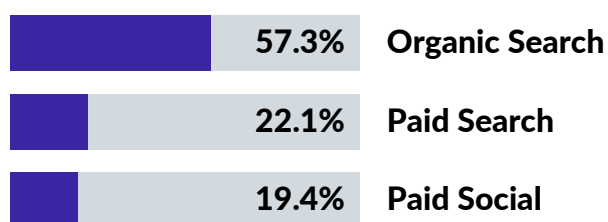
Beauty eCommerce Insights

 Q3 2025 - IT

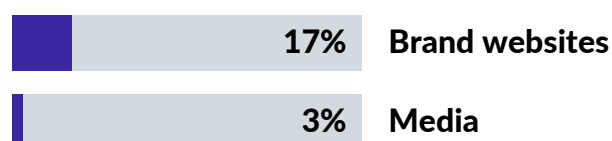


Beauty brands drive shopper traffic through media and convert more on their websites

Top 3 Traffic Sources by Share of Purchase Intent Clicks*

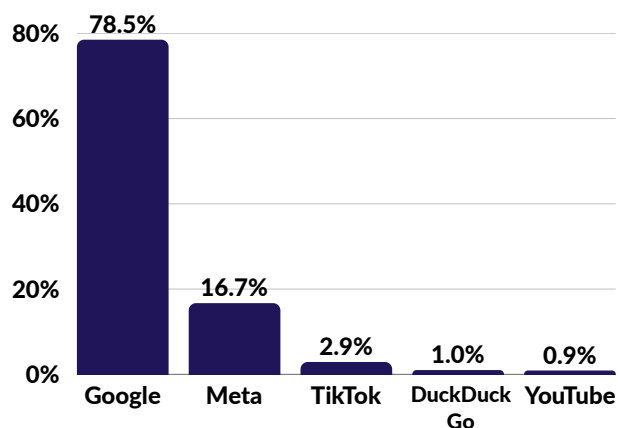


Average Purchase Intent Rate*



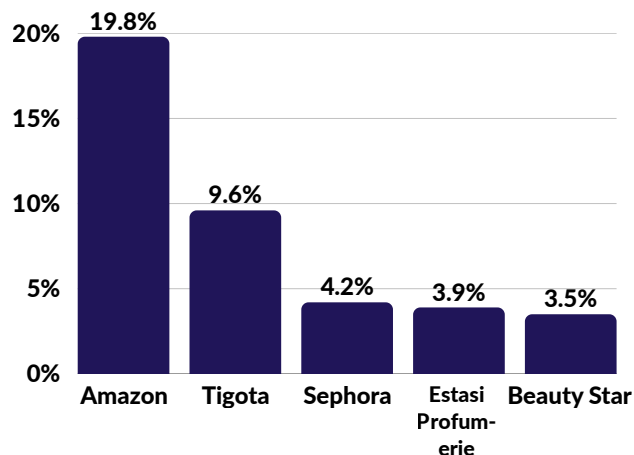
Google leads in shopper traffic, driven by brand investment

Top 5 Media Platforms by Share of Purchase Intent Clicks*



Amazon is the top choice for online Beauty shoppers

Top 5 Retailers by Share of Purchase Intent Clicks*



***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.

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

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