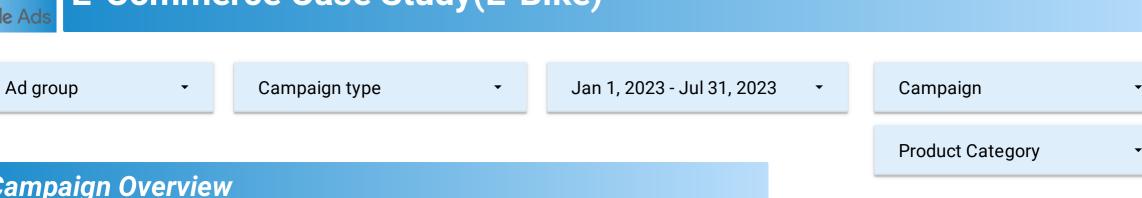
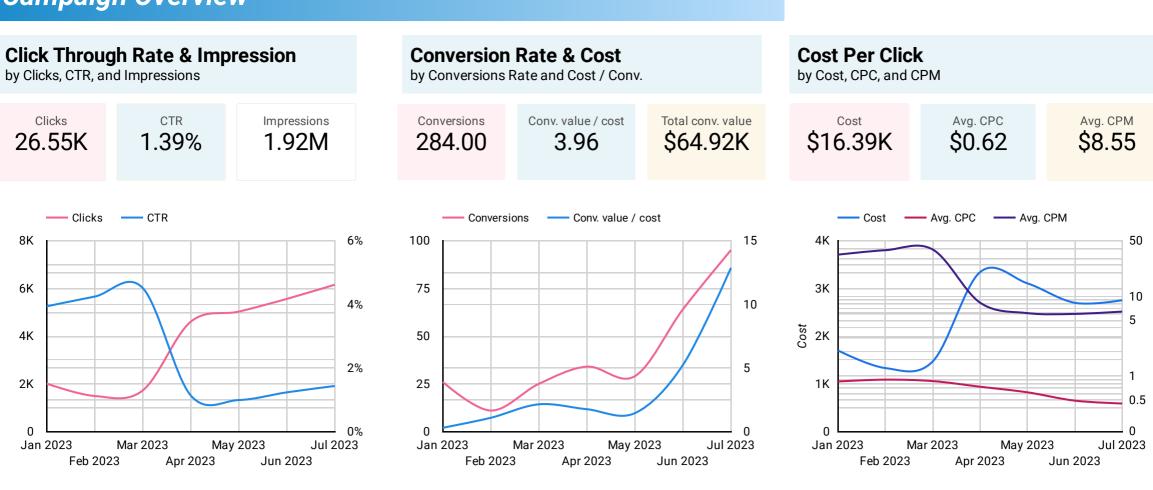




## **E-Commerce Case Study(E-Bike)**

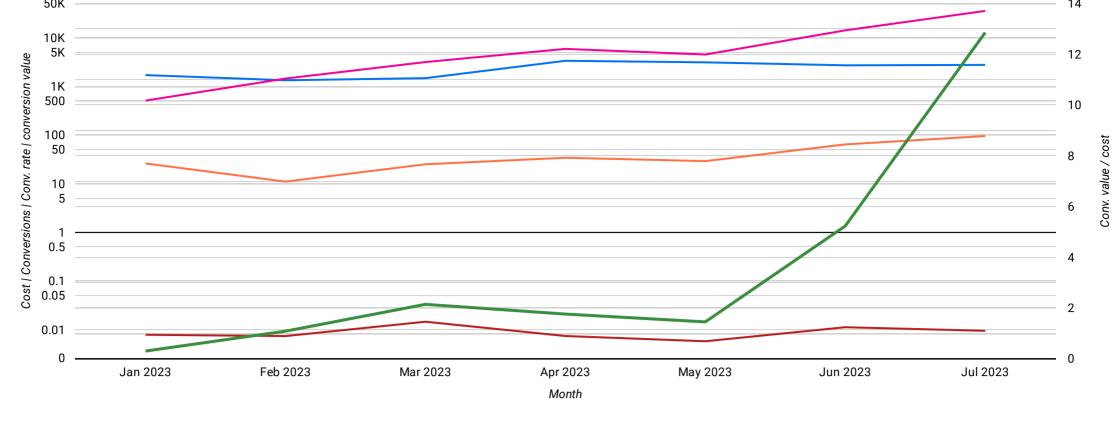


## Campaign Overview



#### Cost — Conversions — Conv. rate — Conv. value / cost — conversion value 50K

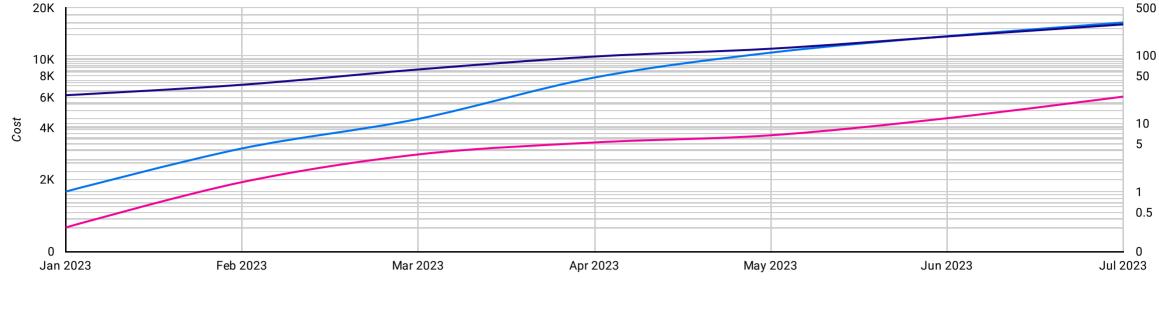
**Comprehensive Monthly Analysis** 



## 20K

**Commulative Conversion Over Time** 

Conversions — Conv. value / cost



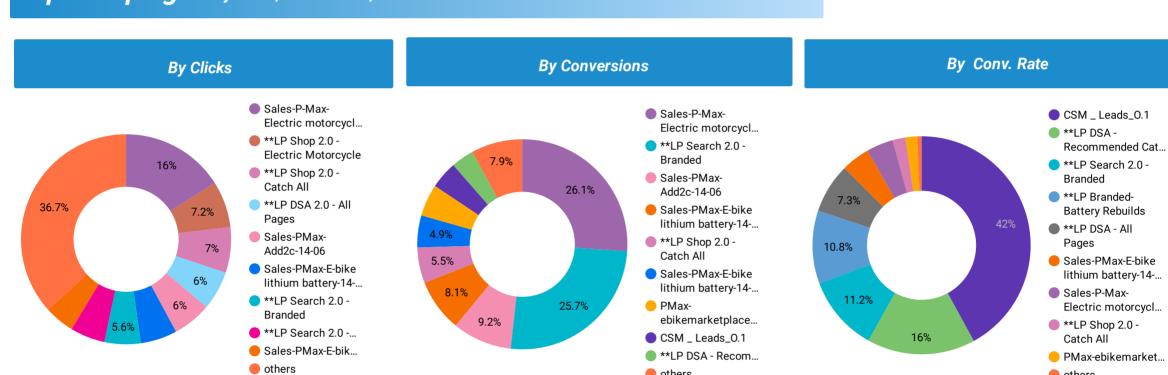
## 3K

Conv. value / cost

4K

Cost and Return on Ads Spend (ROAS) by Month





Clicks 2

4,242

1,483

1,583

**Impressions** 

309.2K

5.1K

Calls from ads Clicks to call

Payment Info

Google Shopping App Add

Google Shopping App Add To

44%

116.4K

others

CTR Avg. CPC

\$0.24

\$0.87

\$0.6

1.37%

28.99%

1.36%

**Conversions** 

74

73

26

Conv.

1.74%

4.92%

0.73%

rate

Cost

\$1.01K

\$1.29K

\$953.77

86

60

13

\$18.65

\$658.75

\$319.61

\$0

\$0

\$0

\$0

10.2%

10%

Bafang Twist Throttle Twist Throttle Black with Red button

9%

\$70.56K

\$5.15K

\$3.71K

\$14.27K

\$540

\$21

\$0

Shimano Tourney RD-FT35 6/7-

Derailleur | EBikeMarketplace

Battery Charger (Li-Ion) 3 Pin

26 x 2.3" Mountain Bike Tire |

Speed Short Cage Rear

36V 2A Lithium Polymer

XLR Connector

26" Bike Inner Tube

EBikeMarketplace

\$170

\$1.32K

\$0

\$0

\$0

\$0

\$0

\$12.69

0

0

0

12.8

6v Head Light

others

4.	Sales-PMax-E-bike lithium battery-14-06-naked	88.4K	1,233	1.4%	\$0.54	23	1.86%	\$670.12	\$29.14	7.2
5.	**LP Shop 2.0 - Catch All	217.2K	1,861	0.86%	\$0.09	15.6	0.84%	\$173.68	\$11.13	8
6.	Sales-PMax-E-bike lithium battery-14-06-cased	118.5K	1,491	1.26%	\$0.44	14	0.57%	\$649.59	\$46.4	4.1
7.	PMax-ebikemarketplace-bicycles-21-06	68.1K	730	1.07%	\$0.51	14	0.77%	\$369.86	\$26.42	16.8
3.	CSM _ Leads_0.1	1.4K	65	4.67%	\$1.39	12	18.46%	\$90.26	\$7.52	0.1
	**LP DSA - Recommended Categories	1.7K	142	8.31%	\$1.8	10	7.04%	\$256.12	\$25.61	0
0.	**LP Shop 2.0 - Bicycle Parts	71.4K	922	1.29%	\$0.73	4	0.43%	\$670.44	\$167.61	0.2
,0	nversions Actions									
	4.6%	Google Sł Purchase	nopping App							
	21.1%	_			Con	version Type Name	(	Conversions 🕶	Total	conv. value

2.

3.

4.

66

0

2

2

0

0

0

7.8%

8.8%

Switch / HIGO

0%

0%

0%

2.16%

\$163.03

\$63.46

\$165.99

\$115.19

By Conv. Value/Cost and Conversions

**CTR** 

40.82%

Anaheim Jackson North Las Vegas Long Beach

Avg. CPC Cost

\$788.56

\$0.6

4.81%

0.19%

0.2%

0%

0%

0%

Sales

LP Calls From Ads

Calls from ads

Campaign

Sales-P-Max-Electric motorcycle-31-05

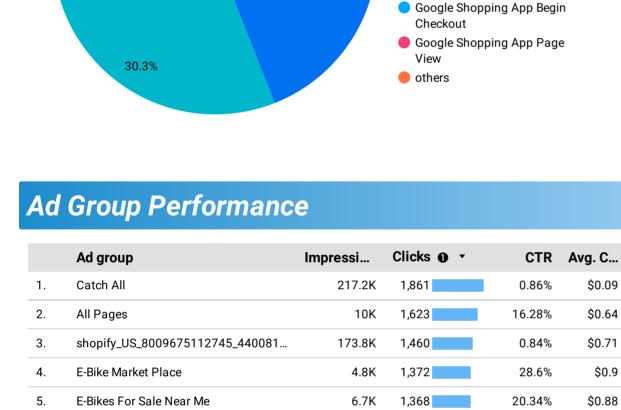
\*\*LP Search 2.0 - Branded

Sales-PMax-Add2c-14-06

1.

2.

3.



11.1K

20.1K

69.1K

1.6K

12.8K

3.7%

3.1%

3.1%

1,081

1,024

685

454

237

Throttle Black with Red butto...

Brake for eBike (Rear) w/ 180...

Service TranzX BL 07 48V 14...

Zugo Ebike System | 48V 15Ah

battery 750 Watts | Purple

Battery Extension Cable With

Anderson Connectors 36 inch

Tektro Dorado Hydraulic Disk

C961 BBS02 AND BBSHD

Currie IZiP Battery | Rebuild

**DISPLAY** 

others

12.3%

21.9K

19.4K

42.3K

28.7K

257

232

224

186

1.17%

1.19%

0.53%

0.65%

\$0.63

\$0.27

\$0.74

\$0.62

0

5

0

0

9.71%

5.09%

0.99%

27.92%

1.85%

	0					
vg. C	Conversion	Conv. rate	Cost	Cost / co	conv. value	Conv. val
\$0.09	15.6	0.84%	\$173.68	\$11.13	\$55.66K	8
\$0.64	4	0.25%	\$1.04K	\$260.07	\$7.15K	1.7

\$1.23K

\$1.21K

\$1.32K

\$639.21

\$496.26

\$348.21

\$166.93

others

**ROAS** 

18.6

18

3.9

\$25,798.82

18.1

0

0.1

0

0

0

0

\$0

\$13

Cost / conv.

\$13.71

\$17.66

\$36.68

#### 7. Branded 8. shopify\_US\_6675855409223\_397154... 9. E-Bikes For Sale

shopify\_US\_6805191941\_273987631...

E-Bikes

6.

10.

60.1%

Top Product Categories								
By Conversions			By Conv. Value/C	ost				
12.3	Thro Swite TEK Mou  6.7% Easy Servi	ng Twist Throttle Twist ttle Black with Red button ch / HIGO FRO MD-M300 ARIES ntain Bike Mechanical Di Motion Battery   Rebuild ce 48V 14Ah Upgrade ng Twist Throttle - Twist	7.7%	16.5%	<ul> <li>Bafang BBS02 48V 750W         Upgraded Controller     </li> <li>Lasco crankset set</li> <li>Currie IZiP Battery   Rebuild         Service Currie Electro Drive 24V         16Ah     </li> <li>Thumb Throttle</li> <li>Shimano Tourney RD-FT35 6/7-</li> </ul>			

\$1.22

\$0.62

\$0.72

\$0.77

\$0.7

# **By Conversions**

**Top 10 Performing Product** 

# 60.1%

Tektro Dorado Hydraulic Disk Brake f...

Tektro Dorado Hydraulic Disk Brake f...

EMP ETWISTER M2 60V 3000W - Ora...

EAHORA - GOLF M6G [60V 2000W] | ...

**Product Title** 

**Top Search Term** 

**By Conversions** 

1.

2.

3.

4.

5.

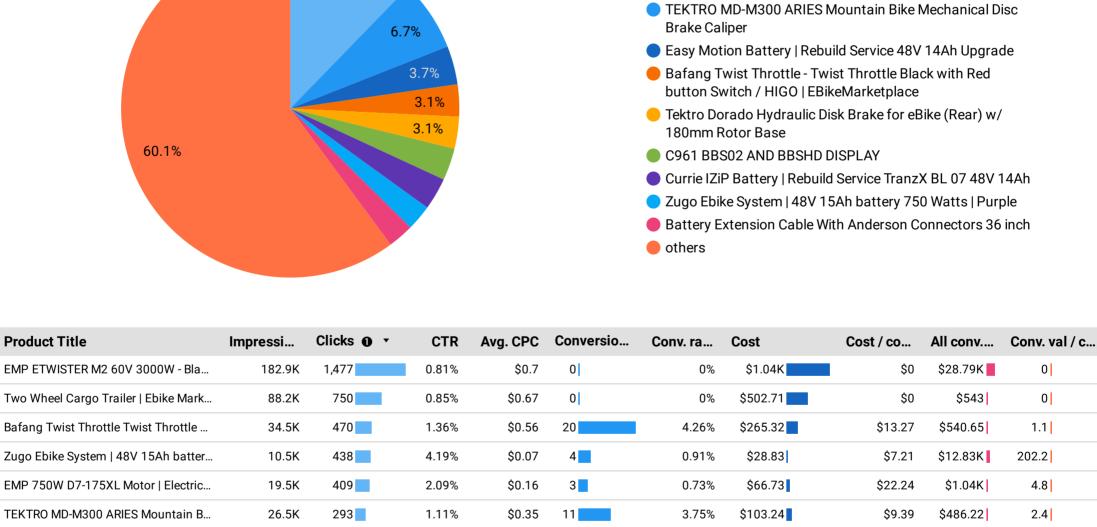
6.

7.

8.

9.

10.



18.8%	<ul> <li>ebike marketplace</li> <li>ebike marketplace reviews</li> <li>26 x 2.30 bike tire</li> <li>ebike marketplace las vegas</li> <li>e bike marketplace</li> <li>bh easy motion battery</li> <li>bafang c961</li> <li>72v ebike battery</li> <li>others</li> </ul>	<ul> <li>ebike marketplace</li> <li>ebikemarketplace</li> <li>ebike marketplace reviews</li> <li>26 x 2.30 bike tire</li> <li>ebike marketplace las vegas</li> <li>e bike marketplace</li> <li>bh easy motion battery</li> <li>bafang c961</li> <li>72v ebike battery</li> <li>others</li> </ul>
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## **Top Search Keywords** Search term

e bikes for sale

Las Vegas

Huntsville

Henderson

Los Angeles

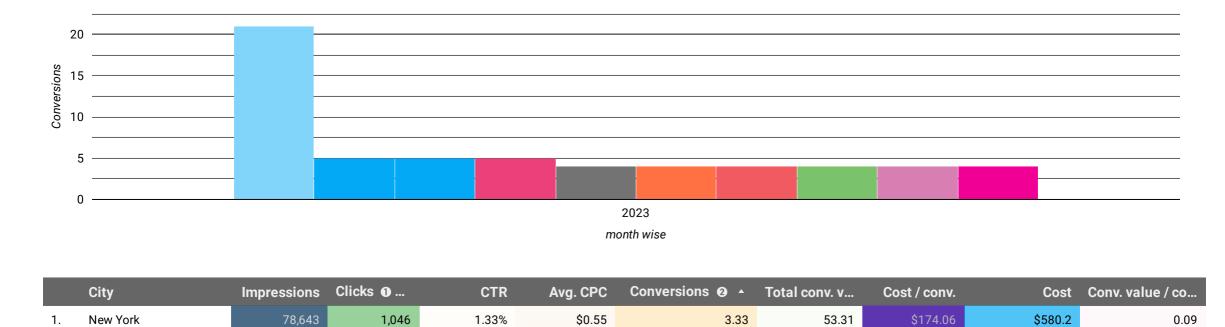
1.

2.	ebike marketplace	1.6K	652	40.62%	\$0.8	\$522.41
3.	electric bikes	4.7K	387	8.2%	\$0.66	\$255.56
4.	electric bicycles	1.4K	354	25.65%	\$0.56	\$199.7
5.	electric motorbike	828	164	19.81%	\$0.42	\$68.83
6.	electric bikes for sale	1.1K	155	14.41%	\$0.65	\$101.25
7.	ebikemarketplace	353	148	41.93%	\$0.51	\$75.52
8.	electric bike	16.1K	148	0.92%	\$1.34	\$197.78
9.	electric motorcycle	30.2K	143	0.47%	\$0.6	\$85.91
10.	best fat tire ebike for seniors	258	130	50.39%	\$0.66	\$86.14
Perfo	rming Cities by conversions					

Impressions Clicks 0 •

1,321

3.2K



Lucas

2. Las Vegas	18,670	1,023	5.5%	\$0.83	21	10,261	\$40.27	\$845.63	12.13
3. Los Angeles	35,835	455	1.27%	\$0.55	5	5,114.73	\$50.26	\$251.3	20.35
4.	24,354	354	784.79%	\$69.83	5	182.97	\$2.58	\$202.57	198.22
5. Chicago	22,773	345	1.51%	\$0.57	2	31.98	\$97.59	\$195.18	0.16
6. Austin	14,363	300	3.13%	\$0.7	0	0	\$0	\$80.86	0
7. San Diego	17,862	229	1.28%	\$0.61	1	0	\$140.4	\$140.4	0
8. Seattle	16,061	187	1.16%	\$0.53	2	1,100	\$49.55	\$99.11	11.1
9. Philadelphia	14,404	179	1.25%	\$0.59	0	0	\$0	\$104.87	0
10. Phoenix	11,810	174	7.59%	\$0.84	3	1,309.99	\$37.49	\$113.04	11.65