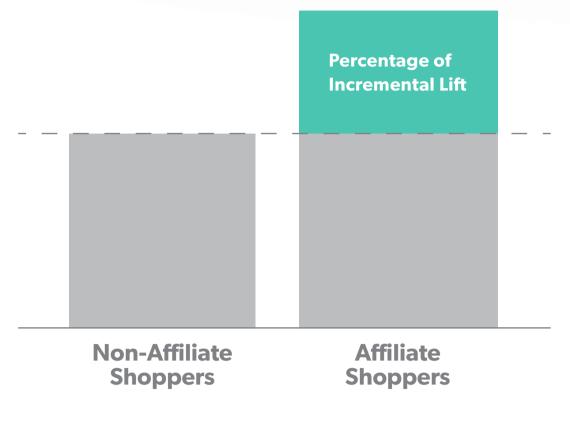


RESULTS ARE IN

## Affiliate is Incremental

In the largest Affiliate Incrementality Study ever conducted—over 21M retail consumers and 5.5M transactions—we've proven the incremental effect that affiliate has on shopper behavior.

Affiliate shoppers drive 88% more revenue



Let's look at two groups of shoppers to demonstrate how affiliate moves the needle.



DIDN'T INTERACT
WITH AFFILIATE

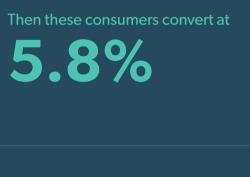


DID INTERACT
WITH AFFILIATE

46% higher rate

Affiliate shoppers convert at a

If these consumers convert at 4%



spend an average of 23% more per order

If these customers spend \$100

Then these customers spend \$123

**Affiliate customers** 

purchase 4% more frequently

If these customers place 2.0 orders

Then these customers place 2.08 orders

**Affiliate customers** 

2.0 orders 2.08 orders

If these customers generate \$8M IN REVENUE

Then these customers generate \$14.9M IN REVENUE

The incremental effect

of affiliate compounds

to deliver 88% more

Whether you have a thousand shoppers or a billion, how does 88% more revenue help you meet your goals?

generates 88% more revenue per shopper

**Affiliate** 

For more information on our Affiliate Incrementality Study of over 21M retail consumers and 5.5M transactions, check out our whitepaper or contact us.

**Customer** - Shoppers who have made at least one purchase with the respective brand

 <sup>\*</sup> Shopper - Individuals in either the Affiliate Shopper (Test) or Non-Affiliate Shopper (Control) group