

**Monthly Account
Performance Report
1 Sep 2020 — 30 Sep 2020**

COR Medspa

472-719-9888

Key Performance Indicators (KPIs)

Cost

\$5,404

↔ 0%

Conv

43.7

↓ 47%

Conv Rate

4.12%

↓ 31%

Cost / Conv

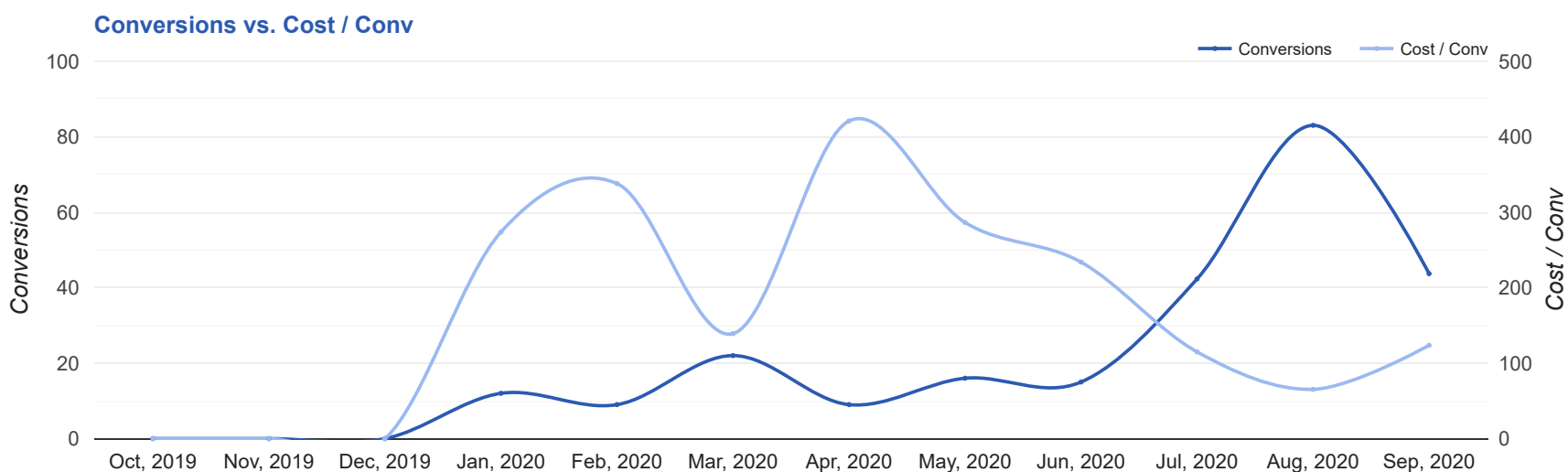
\$123.58

↑ 89%

Performance Comparison - Month-over-Month

| | IMPR | CLICKS | COST | AVG CPC | CTR | AVG POS | CONV | CONV RATE | COST / CONV | SEARCH IMPR SHARE |
|-------------------------------------|----------------|--------------|-----------------|-----------------|---------------|---------|----------------|----------------|------------------|----------------------|
| 1 Aug 2020 — 31 Aug 2020 | 30,036 | 1,391 | \$5,416.28 | \$3.89 | 4.63% | - | 83 | 5.97% | \$65.27 | 28.18% |
| 1 Sep 2020 — 30 Sep 2020 | 24,705 | 1,062 | \$5,404.10 | \$5.09 | 4.3% | - | 43.7 | 4.12% | \$123.58 | 35.56% |
| Change | 5,331 ↓ 18% | 329 ↓ 24% | \$12.18 ↓ 0% | \$1.20 ↑ 31% | 0.33% ↓ 7% | -- | 39.25 ↓ 47% | 1.85% ↓ 31% | \$58.31 ↑ 89% | 7.38% ↑ 26% |

Performance by Month - 1 Oct 2019 — 30 Sep 2020



| MONTH | IMPR | CLICKS | COST | AVG CPC | CTR | AVG POS | CONV | CONV RATE | COST / CONV | SEARCH |
|--------------|---------------|--------------|--------------------|---------------|--------------|----------|------------|--------------|-----------------|---------------|
| | | | | | | | | | | IMPR SHARE |
| Jan '20 | 3,193 | 201 | \$3,284.15 | \$16.34 | 6.3% | - | 12 | 5.97% | \$273.68 | 81.52% |
| Feb '20 | 5,002 | 240 | \$3,040.53 | \$12.67 | 4.8% | - | 9 | 3.75% | \$337.84 | 73.29% |
| Mar '20 | 3,719 | 225 | \$3,059.46 | \$13.60 | 6.05% | - | 22 | 9.78% | \$139.07 | 84.31% |
| Apr '20 | 2,899 | 199 | \$3,787.23 | \$19.03 | 6.86% | - | 9 | 4.52% | \$420.80 | 90.48% |
| May '20 | 2,487 | 190 | \$4,581.50 | \$24.11 | 7.64% | - | 16 | 8.42% | \$286.34 | 73.9% |
| Jun '20 | 4,368 | 282 | \$3,506.94 | \$12.44 | 6.46% | - | 15 | 5.32% | \$233.80 | 81.64% |
| Jul '20 | 6,712 | 423 | \$4,859.43 | \$11.49 | 6.3% | - | 42.3 | 10% | \$114.91 | 77.6% |
| Aug '20 | 30,036 | 1,391 | \$5,416.28 | \$3.89 | 4.63% | - | 83 | 5.97% | \$65.27 | 28.18% |
| Sep '20 | 24,705 | 1,062 | \$5,404.10 | \$5.09 | 4.3% | - | 43.7 | 4.12% | \$123.58 | 35.56% |
| Total | 83,121 | 4,213 | \$36,939.62 | \$8.77 | 5.07% | - | 252 | 5.98% | \$146.59 | 39.25% |

Campaign Summary - 1 Sep 2020 — 30 Sep 2020

| CAMPAIGN | IMPR | CLICKS | COST | AVG CPC | CTR | AVG POS | CONV | CONV RATE | COST / CONV | SEARCH IMPR SHARE |
|-------------------------------------|--------|--------|------------|---------|-------|---------|------|-----------|----------------|----------------------|
| search beta coolsculpting | 15,922 | 639 | \$3,458.47 | \$5.41 | 4.01% | - | 24.9 | 3.9% | \$138.95 | 33.65% |
| search beta dermal fillers | 2,674 | 105 | \$737.37 | \$7.02 | 3.93% | - | 9 | 8.57% | \$81.93 | 49.8% |
| search beta hair restoration | 4,295 | 172 | \$733.56 | \$4.26 | 4% | - | 5.8 | 3.4% | \$125.61 | 30.58% |
| search beta microneedling | 1,814 | 146 | \$474.70 | \$3.25 | 8.05% | - | 4 | 2.74% | \$118.68 | 66.31% |

Top Performing Ads - 1 Sep 2020 — 30 Sep 2020

Top Text Ads

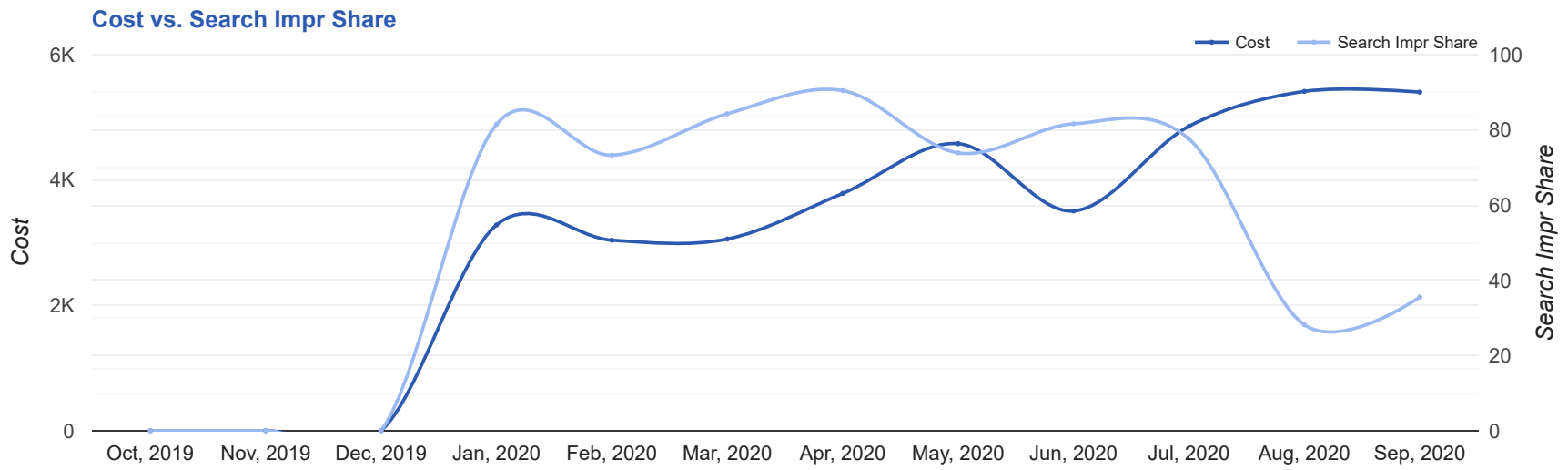
| AD | IMPR | CLICKS | COST | AVG CPC | CTR | AVG POS | CONV | CONV RATE | COST / CONV |
|---|-------|--------|------------|---------|-------|---------|------|-----------|-------------|
| #1 Provider in Denville - Safe & Effective Fat Reduction - 20% Off All CoolSculpting® www.cormedspa.com/coolsculpting/denville #1 CoolSculpting Deal. Freeze Fat. Top Provider in Denville, NJ. Free Consult. | 839 | 44 | \$497.79 | \$11.31 | 5.24% | - | 8.1 | 18.32% | \$61.76 |
| #1 Provider in Denville - Safe & Effective Fat Reduction - 20% Off All CoolSculpting® www.cormedspa.com/coolsculpting/denville #1 CoolSculpting Deal. Freeze Fat. Top Provider in Denville, NJ. Free Consult. | 1,592 | 90 | \$562.39 | \$6.25 | 5.65% | - | 6.9 | 7.66% | \$81.62 |
| CoolSculpting in Denville - Fat Reduction Treatment - Book A Virtual Consultation www.cormedspa.com/coolsculpting/ Best Prices. FDA-Cleared. Clinically Proven Fat Removal. No Surgery. Minimal Downtime. | 5,486 | 101 | \$757.18 | \$7.50 | 1.84% | - | 4 | 3.96% | \$189.29 |
| Dermal Fillers in Denville, NJ - Longest Lasting Facial Filler - Look Younger & More Energized www.cormedspa.com/ Long-Lasting Dermal Filler That Treats Wrinkles and Skin Folds | 975 | 28 | \$221.41 | \$7.91 | 2.87% | - | 4 | 14.29% | \$55.35 |
| #1 Provider in Denville - Safe & Effective Fat Reduction - 20% Off All CoolSculpting® www.cormedspa.com/coolsculpting/denville #1 CoolSculpting Deal. Freeze Fat. Top Provider in Denville, NJ. Free Consult. | 6,740 | 344 | \$1,262.66 | \$3.67 | 5.10% | - | 3.4 | 0.99% | \$371.37 |

Top Display Ads

No Data Found for this account

Budget Utilization - 1 Sep 2020 — 30 Sep 2020

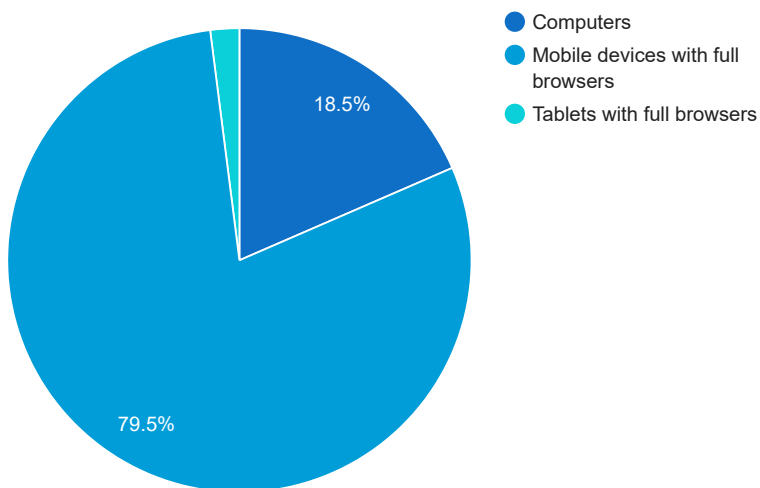
Budget Coverage



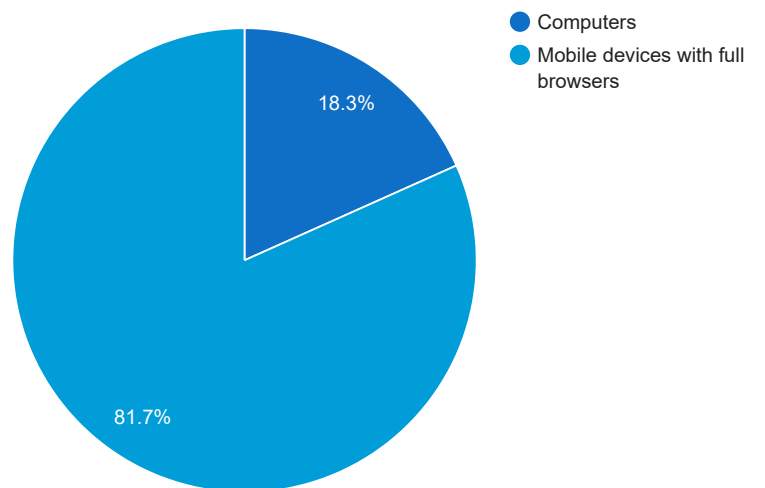
| DATE | COST | SEARCH IMPR SHARE |
|-----------|----------|-------------------|
| Oct, 2019 | 0 | 0 |
| Nov, 2019 | 0 | 0 |
| Dec, 2019 | 0 | 0 |
| Jan, 2020 | 3,284.15 | 81.52 |
| Feb, 2020 | 3,040.53 | 73.29 |
| Mar, 2020 | 3,059.46 | 84.31 |
| Apr, 2020 | 3,787.23 | 90.48 |
| May, 2020 | 4,581.50 | 73.90 |
| Jun, 2020 | 3,506.94 | 81.64 |
| Jul, 2020 | 4,859.43 | 77.60 |
| Aug, 2020 | 5,416.28 | 28.18 |
| Sep, 2020 | 5,404.10 | 35.56 |

Cost and Conversions by Device

Cost



Conversions



| DEVICE | IMPR | CLICKS | COST | AVG CPC | CTR | AVG POS | CONV | CONV RATE | COST / CONV |
|-----------------------------------|--------|--------|------------|---------|-------|---------|------|-----------|-------------|
| Mobile devices with full browsers | 18,821 | 884 | \$4,296.22 | \$4.86 | 4.7% | - | 35.7 | 4.04% | \$120.24 |
| Computers | 5,110 | 156 | \$998.90 | \$6.40 | 3.05% | - | 8 | 5.13% | \$124.86 |
| Tablets with full browsers | 774 | 22 | \$108.98 | \$4.95 | 2.84% | - | 0 | 0% | \$0.00 |

Cost and Conversions by Network (Search vs. Display)

Cost



Conversions



| NETWORK | IMPR | CLICKS | COST | AVG CPC | CTR | AVG POS | CONV | CONV RATE | COST / CONV |
|---------------|--------|--------|------------|---------|------|---------|------|-----------|-------------|
| Google search | 24,705 | 1,062 | \$5,404.10 | \$5.09 | 4.3% | - | 43.7 | 4.12% | \$123.58 |

Conversion Types - 1 Sep 2020 — 30 Sep 2020

CONVERSION TYPE

CONV

Form Submission

31.7

Phone Call

12

Glossary

- Impressions (Impr) - Number of times your ad was displayed
- Display Impression Share - Refers to the percentage of times your ad was shown in a display placement when evaluated against the maximum number of times it could have shown if not limited by budget or bid
- Search Impression Share - Refers to the percentage of times your ad was shown in search results when evaluated against the maximum number of times it could have shown if not limited by budget or bid
- Clicks - Number of clicks that resulted from an ad
- Avg. CPC - Cost per click
- CTR - Clickthrough Rate (CTR) is the number of clicks your ad receives divided by the number of times your ad is shown (impressions)
- Cost - Media spend accrued
- Avg Pos - Refers to the position of a search results pages where your ad appears for each of your ads
- Conversions - A conversion occurs when a user completes a pre-defined action on your site, such as buying something or requesting more information
- CPA - Cost-per-acquisition (CPA) is the cost of your advertising divided by the number of conversions you receive
- CR - Conversion rate
- Quality Score - is a metric used by Google to determine how relevant they believe your advertising to be based on the keywords your ad is appearing for