

EXPAND YOUR REACH ON FACEBOOK WITH CAROUSEL AND DYNAMIC ADS

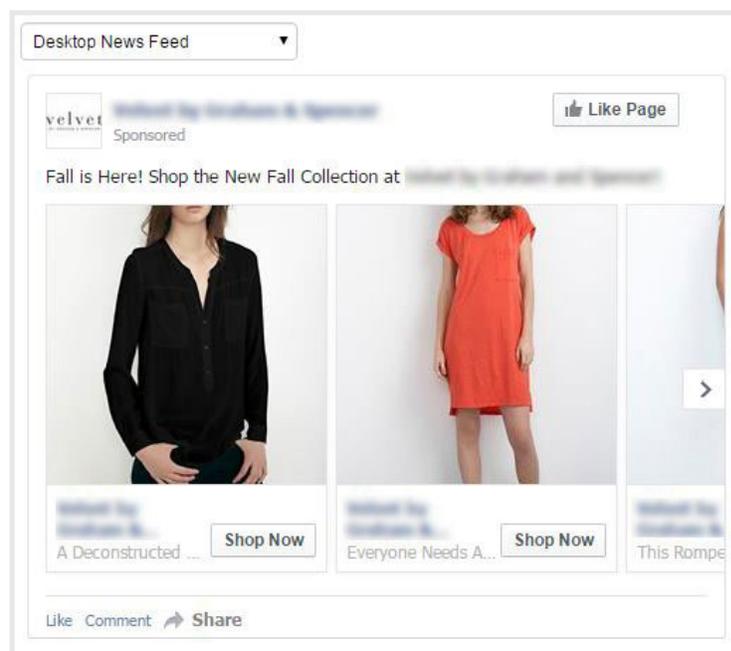
ChannelAdvisor Recommendations Increase Likelihood of Success

You've been waiting for a decade to fully leverage the massive popularity of social giant Facebook — a site that recently had two billion users logged in within a single day (that's billion with a "b").¹ Until recently, it was tough to monetize that popularity, if not impossible. Now, Facebook dynamic ads are providing a successful way for retailers to profit from Facebook's tremendous reach.

FACEBOOK DYNAMIC ADS: THE BASICS

Essentially, Facebook dynamic ads are a type of ad that helps retailers automatically promote their products to Facebook users. They can target shoppers based on actions they've taken (or not taken) with a product on your website, in your app, or elsewhere on the internet. So if a shopper looks at a blue shirt online and you have the same or a similar product in your product catalog you can now target that customer with your item. The ads are driven by product data feeds and can show up in a user's Facebook and Instagram news feed on both desktop and mobile devices.

For years, retargeting has been popular with retailers because of its ability to entice shoppers back to a previously visited product page to complete a purchase. Dynamic ads now take targeting to the next level by allowing you to target users based on product interest. Facebook gives you control over where those types of ads appear on Facebook and Instagram — and who's viewing them.



HOW DYNAMIC ADS WORK

You can target site visitors with custom ad content based on multiple behavior types. For instance, if a shopper visited one of your product pages or even placed a product in their shopping cart, you can serve them a dynamic product ad that features that specific product within their Facebook news feed. After all, shoppers are more likely to purchase a product they've already expressed interest in. With dynamic ads, you can remind them of their original interest.

And if a shopper completes a purchase, you can try to upsell that customer with an ad that shows similar products or recommended accessories. For example, let's say someone adds a purse to their cart. You can show them ads for other purses if you'd like. Or, you can mix it up and show them shoes instead, since they might be looking for a matching outfit. It's all up to you.

In addition, with Facebook's broad audience targeting for dynamic ads, you can create targeted ads for users based on their activity on other websites. Therefore, you'll be expanding your reach to even more potential customers throughout the buyer's journey.

¹ <https://investor.fb.com/investor-news/press-release-details/2017/Facebook-Reports-Second-Quarter-2017-Results/default.aspx>

HOW CHANNELADVISOR SUPPORTS DYNAMIC ADS

Our support for dynamic ads complements our other social support included in ChannelAdvisor Digital Marketing, and allows you to manage every aspect of your dynamic ads from soup to nuts. That includes managing the functionality of your campaigns from both the ad and ad set level, as well as creating product sets and previewing the ad while it's being created. With our powerful Data Transformation Engine, you can create, schedule and send a product feed to Facebook.

Also, you'll now have one account to rule them all! No more logging in and out of your account inefficiently. Once you setup your account with Facebook, you can do everything within the ChannelAdvisor platform. And the best part? As a ChannelAdvisor user you will be able to view and analyze your results from Facebook right alongside your other ads and channels. You don't need to outsource this feed to this agency, or that feed to that provider. With ChannelAdvisor, it's all under one roof.

CAROUSEL ADS: DIRECT RESPONSE AND BRAND AWARENESS

The Facebook Carousel Ad format provides you the ability to showcase up to 10 clickable images or videos in a news feed ad in one ad unit. These images best highlight your brand and products as potential buyers swipe through the carousel. Some advertisers have seen carousel link ads drive 30-50% lower cost-per-conversion and 20-30% lower cost-per-click than single-image link ads.*

Leverage carousel ads to increase traffic and sales by:

- Showcasing Top-Selling Products
- Featuring New Product Lines
- Promoting Seasonal Products
- Demonstrating Product Use
- And much more

CHANNELADVISOR RECOMMENDATIONS AND PRODUCT IMAGES

Our support for carousel ads, included in ChannelAdvisor Digital Marketing, allows you to manage and optimize your ads (and Dynamic Ads) all in one central location. We're utilizing our expertise, Google Shopping performance history and existing product images to make informed recommendations for carousel ads that have a higher likelihood of success.

Through ChannelAdvisor you can select existing product images, which reduces the time it takes to get your ads live and expand your reach to potential customers. It's challenging to wade through a large product catalog and thousands of images and predict which ten images will perform best and increase sales. ChannelAdvisor takes the guesswork out of it by analyzing your Google Shopping performance history, along with your desired strategy. The result: intelligent recommendations to guide the creation and optimization of your ads and boost performance.

If you'd like to learn more about what ChannelAdvisor can do for your digital marketing efforts, contact us at 866-264-8594 or email us at marketinginfo@channeladvisor.com.

* Facebook, Inc.