



**i** Case Study of Fast Fashion Brand

# How this Fast fashion Clothing Brand Increased Revenue by 99% in 3 Month

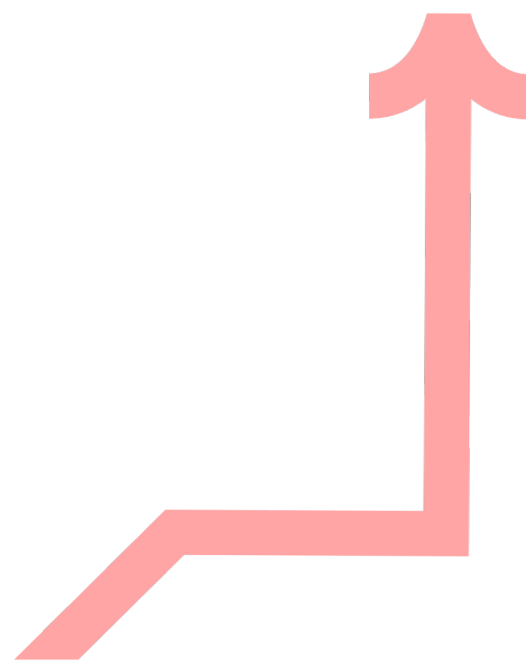


PRESENTED BY :  
OptiFOX Media Solutions





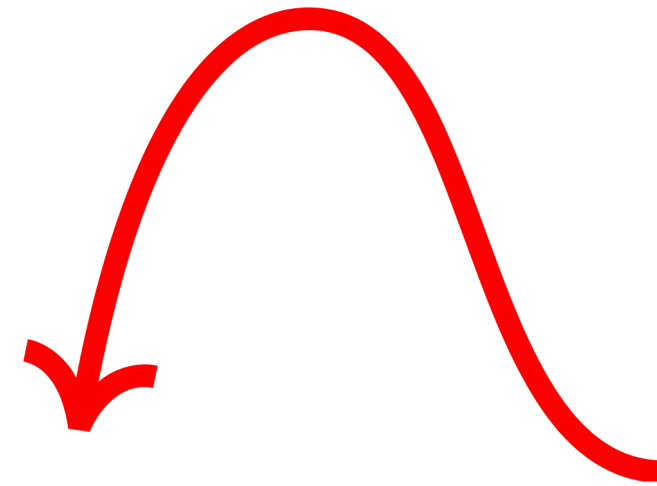
# thinking it impossible?



1	Campaign Goals
2	Performance
3	Sales Journey
4	KPIs
5	Roadmap
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# Campaign Goals



This is a the ultimate go-to-destination for curated fast fashion essentials that effortlessly blend contemporary trends with timeless style.

## Our Goals :

- ✓ Increasing brand awareness.
- ✓ Drive Sales and Revenue
- ✓ Expand Customer Base
- ✓ increasing order by 2x in 2 months



# Problems

01

Despite monthly ad spends ranging from ₹80,000 to ₹120,000 with two prior agencies, the brand struggled to attain the targeted 2x Return on Ad Spend (ROAS) and boost total revenue.

02

The challenge extended to managing a significant volume of counterfeit orders and high Return to Origin (RTO) rates, posing a hurdle to the brand's operational efficiency.

03

Furthermore, the brand encountered a sense of stagnation as their marketing efforts predominantly focused on a limited set of products, prompting a desire to diversify sales across a broader range of offerings.

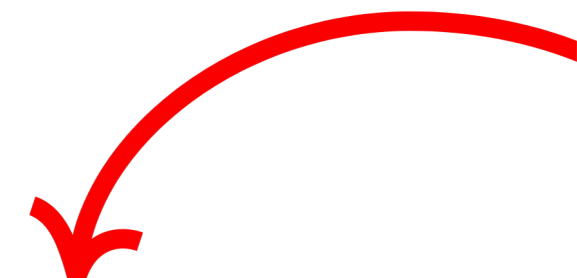






## THE SOLUTION

# A multi-phased approach



The brand had worked closely on Instagram for a year to generate sales organically. To ensure a continuous flow of new customers, and expand its reach we decided to take a multi-phased approach to maintain an ROAS minimum of 1.5x, by running product focus ads to increase visits to its website, along with ads that focused on sales conversions.

### What we did to improve performance in Oct -

- Short-listed best sellers in the last 3 months.
- Used best-performing creatives, its format, and products highlighted creatives
- Broken down data by age, location, and Platform most orders coming from.

Next month we aimed to decreased CPP and increase no. of sales

Amount spent ↓	Purchase ROAS (return on ad spend)	AOV	Purchases conversion value
₹7,931.92	1.05 <sup>[2]</sup>	1,384.22	₹8,305.30 <sup>[2]</sup>
₹6,054.43	2.03 <sup>[2]</sup>	1,115.85	₹12,274.40 <sup>[2]</sup>
₹5,108.16	1.82 <sup>[2]</sup>	1,548.48	₹9,290.90 <sup>[2]</sup>
₹5,043.32	2.00 <sup>[2]</sup>	2,019.96	₹10,099.80 <sup>[2]</sup>
₹3,259.92	1.09 <sup>[2]</sup>	1,775.05	₹3,550.10 <sup>[2]</sup>
₹2,892.37	2.25 <sup>[2]</sup>	2,172.58	₹6,517.75 <sup>[2]</sup>
₹2,546.27	0.51 <sup>[2]</sup>	1,300.00	₹1,300.00 <sup>[2]</sup>
₹2,511.50	1.46 <sup>[2]</sup>	1,219.67	₹3,659.00 <sup>[2]</sup>
₹2,237.83	0.58 <sup>[2]</sup>	1,300.00	₹1,300.00 <sup>[2]</sup>
₹54,567.57 Total Spent	1.61 <sup>[2]</sup> Average	1,518.59 <sup>[2]</sup>	₹88,078.05 <sup>[2]</sup> Total



## THE SOLUTION

# A multi-phased approach

We kept redefining most sellings and created ads to appeal to new and existing customers on Instagram, while following Meta's best practices for ads – always featuring the brand name, a call to action, and strong visual branding. We further divided its ads into categories to appeal to different audiences and created enough visual options for each product group to ensure that the ad creative was diverse. The ads were shown to adults living in Metro cities.

What we achieved is spending **₹71938** in **Nov** -

**ROAS** - 1.65x

**AOV** - ₹1287

**Revenue** - ₹118488

**Purchase** - 92

Next month we aimed to increase no. of sales as party season, vacation were about to happen.

Amount spent ↓	Purchase ROAS (return on ad spend)	AOV	Purchases conversion value	Purchases
₹16,569.88	2.00 [2]	1,327.21	₹33,180.30 [2]	25 [2]
₹10,130.22	1.64 [2]	1,187.71	₹16,628.00 [2]	14 [2]
₹3,855.83	1.00 [2]	1,925.00	₹3,850.00 [2]	2 [2]
₹3,748.83	1.07 [2]	1,342.67	₹4,028.00 [2]	3 [2]
₹2,959.13	0.26 [2]	770.00	₹770.00 [2]	1 [2]
₹2,127.85	1.36 [2]	2,884.90	₹2,884.90 [2]	1 [2]
₹1,826.04	—	—	₹0.00	—
₹1,515.26	—	—	₹0.00	—
₹1,263.56	1.03 [2]	1,300.00	₹1,300.00 [2]	1 [2]
₹71,938.78 Total Spent	1.65 [2] Average	1,287.92 [2]	₹118,488.60 [2] Total	92 [2] Total

## THE SOLUTION

# A multi-phased approach

We efficiently allocated the budget to boost orders, meeting the targeted ROAS. Simultaneously, we explored diverse audiences to expand our reach to potential customers, and rigorously monitored and optimized campaigns as necessary.

What we achieved is spending ₹92464 in **DEC** -

**ROAS** - 2.09x

**AOV** - ₹1583

**Revenue** - ₹193151

**Purchase** - 122

Next month we aimed to achieve >6x ROAS with lower CPP

Amount spent ↓	Purchase ROAS (return on ad spend) ↓	AOV	Purchases conversion value ↓	Purchases ↓
₹28,024.98	2.04 <sup>[2]</sup>	1,590.61	₹57,262.10 <sup>[2]</sup>	36 <sup>[2]</sup>
₹22,756.01	2.13 <sup>[2]</sup>	1,307.41	₹48,374.10 <sup>[2]</sup>	37 <sup>[2]</sup>
₹20,898.36	2.64 <sup>[2]</sup>	1,967.57	₹55,091.85 <sup>[2]</sup>	28 <sup>[2]</sup>
₹11,505.16	0.72 <sup>[2]</sup>	1,655.00	₹8,275.00 <sup>[2]</sup>	5 <sup>[2]</sup>
₹9,279.95	2.60 <sup>[2]</sup>	1,509.25	₹24,148.00 <sup>[2]</sup>	16 <sup>[2]</sup>
₹92,464.46 Total Spent	2.09 <sup>[2]</sup> Average	1,583.21 <sup>[2]</sup>	₹193,151.05 <sup>[2]</sup> Total	122 <sup>[2]</sup> Total



## THE RESULTS

# Taking flight

Amount spent ↓	Purchase ROAS (return on ad spend) ↓	AOV	Purchases conversion value ↓	Purchases ↓
₹28,024.98	2.04 <sup>[2]</sup>	1,590.61	₹57,262.10 <sup>[2]</sup>	36 <sup>[2]</sup>
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The brand's performance from **Oct-Dec**, 2023 campaign improved by:

- 99.00% increase in revenue compared to the previous date range CPP almost dropped by
- 27.25% 112.50% increase in total
- orders in Oct-Dec compared to July- Sept The remarketing campaign helped decrease CPP
- of overall campaigns positively.





# 112.50%

increase in incremental conversions for purchase events in the last 3 months

# 2.05x

achieved impressive ROAS in December

# 99.00%

increase in revenue from July to September compared to the previous period

With remarketing campaigns, we included warm audiences from Instagram, video viewers, website visitors with catalog, and all our performing ads and ran it for CBO, We let Meta decide on who should see which. As a result, we saw a drastic incline in revenue





# Strategic Triumph

01

## Audience Diversification:

- Identified and targeted new audience segments.
- Expanded targeting parameters for a wider reach.
- Customized ad messaging to resonate with specific demographics.

03

## SEASONAL CAMPAIGNS:

- Leveraged predictive analytics for anticipating seasonal trends.
- Launched targeted campaigns well in advance of peak seasons.
- Introduced limited-time offers during peak periods.

02

## Continuous Optimization:

- Implemented A/B testing for various ad elements.
- Adjusted bidding strategies based on real-time performance.
- Experimented with different ad placements for optimization.

04

## Creative Refresh & Dynamic Ads:

- Regularly audited ad creatives' performance metrics.
- Introduced a variety of visuals, ad copies, and formats.
- Utilized dynamic ad formats for automatic customization.



# Key Performance Indicators



**KPI #1**

Monitoring Customer acquisition cost  
whether CPA is under the market benchmark  
in luxury clothing niche



**KPI #2**

Running conversion to get orders and  
increase revenue profitably

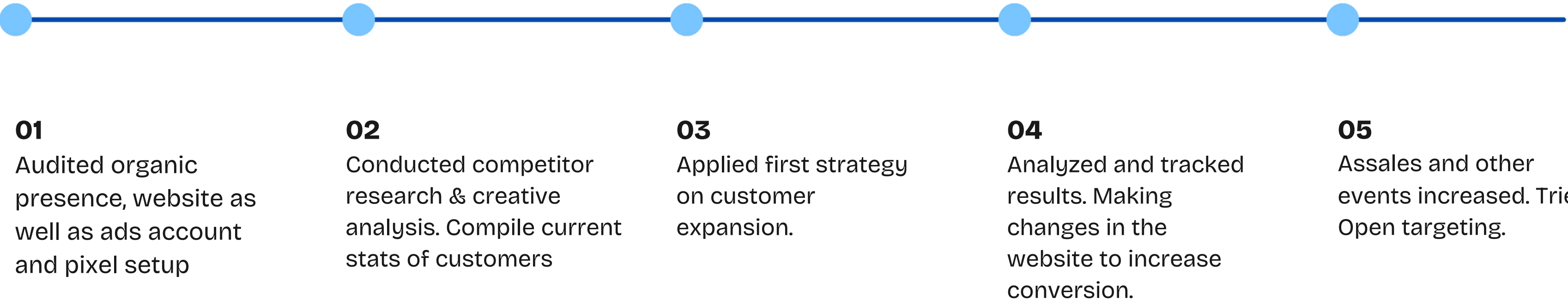


**Ramp up our customer expansion program**

Capitalizing on opportunities with existing business relationships

# Roadmap

We targeted to achieve 2x increase in no. of order the allocated budget monthly to get purchases on the website to beat Breakeven ROAS in the first month.





# Products used



## Instagram

Promote our business to an engaged audience.

## Dynamic ads

Using dynamic ads to let Meta decide products to promote as per its ML

## Remarketing Campaigns

Run more efficient, high-performing remarketing campaigns to nurture BOF +MOF audience

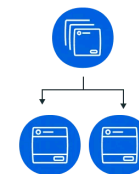
## Catalogs

Show up images in a single ad with products user are more likely to interact with



## Core audiences

Select the right target audience for our ads.



## Account simplification

Simplify account structure to improve ROI



## Measurement

Make better marketing decisions based on insights.

## Marketing Best-selling

Finding out best-selling products and categories to double down them





# Evaluation

By leveraging targeted campaigns, expanding into new markets, and offering enticing discounts, we've not only achieved remarkable returns on investment but also solidified our position as a leader in the fast-fashion clothing industry.

