

# Black Friday 2022

Key Takeaways | Toys & Baby Products



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Black Friday 2022 took place under exceptional circumstances. A challenging economic outlook and consumer concerns about spending, coupled with the aftershocks of the pandemic. But according to our data, Black Friday 2022 proved to be just as successful for e-commercers as previous years. A rapidly changing retail climate places a premium on superior customer experience. Engagement through rich content such as video enables shoppers to make the right purchase decisions online.

Let's dive into Black Friday's essential Toys & Baby Products data to see just how much product videos made a difference!

 All data gathered from our retailer customers from Black Friday to Cyber Monday, and comparisons are to data compiled from an average week.

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Let's dive in



### Video views

Video views grew by a whopping 366%. In total, product videos showcasing Toys & Baby Products had 67 000 video views during Black week.



Nov 1 – Nov 28, 2022

#### Black Friday Week

### Page views

Total page views were up by 277%. Product pages in this vertical were viewed over 1.6 million times during Black week.



Nov 1 – Nov 28, 2022

#### Black Friday Week

#### Add-to-cart events

The most significant gains were in add-to-cart (ATC) events with a boost of 501%.





### Most popular videos

In total, Toys & Baby Products videos had 67 000 views over Black Friday. Here are some of the top videos.



**TTPM Toy Reviews** FurReal GoGo My Dancin' Pup from Hasbro Review



Spin Master Power Zone **Batman All-Terrain Batmobile RC! - How To Drive, Charge** 



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Playmobil English Wiltopia | Sustainability | Animals | How is it made?

**PAW Patrol Official & Friends PAW Patrol Rubble X-Treme** Truck | How to Play

How to Use the Tripp Trapp<sup>®</sup> High Chair From Stokke®

## How did Toys & Baby Products perform compared to other customer verticals?

Every customer vertical saw significant growth in key metrics. And Toys & Baby Products had the biggest Black Friday boost with the largest increases of all in video views and add-to-cart events! The fast approaching holiday season may have played a role here. Enriched product information of the kind that only video can provide likely helped online shoppers to pick out the right gift for younger members of the family.



Let's take a closer look!

### **Boost to video views**





Toys & Baby Products





Beauty



#### +135%

#### Electronics

### **Boost to ATC events**





Toys & Baby Products





Beauty



#### +221%

#### Sports & Outdoor

# Want to keep that Black Friday magic going all year round?

Video is the perfect fit for e-commerce – it simply offers a level of product information that text or still images cannot reach. At Videoly, we automatically connect videos to online stores, giving online retailers the best possible way to showcase products.

Scan your shop for free to discover how many product videos Videoly can seamlessly connect to your online store.



