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Ipsos Strategy3 isn't a consulting firm, research agency, or innovation lab. We're all three.





Our areas of expertise



Corporate/Business Strategy

Determining the right markets in which to play, and how to win



Brand Strategy

Developing strategies to help your brand and products stand out



Customer/Consumer Strategy

Understanding and reaching the right customers



Innovation Strategy

Planning and conceptualizing new products and offers



Sustainability & DEI Strategy

Transforming impact and equity



Trends and Foresight Strategy

Anticipating and shaping the future



We're entering a New World Disorder...





a world not in crisis, but in crises



It's a polycrisis...

A polycrisis is not just a situation where you face multiple crises. It is a situation... where the whole is even more dangerous than the sum of the parts.

Adam Tooze, author & professor at Columbia University



...with three themes emerging

1

An economic crisis hitting our wallets, and hearts

2

A crisis of tensions between global & local

3

A climate crisis we want & need to solve



But there are longer-term forces influencing the world, as well.

We undertook the most ambitious Ipsos Global Trends research—ever

48,000+
people

50 global markets

70% of the world's population



The result is a toolkit to help you navigate change. Today, we'll share a few relevant macro forces and trends...





We've identified 6 macro forces impacting societies, markets and people















Aging populations



Pervasive technology



Rise & fall of middle classes



Climate change



Plateau of globalization



Growing mental health crisis



Community migration



The immersive frontier



Employee power shift



A greener way of thinking



Security dilemmas



Systemic health inequality



Life stage evolutions



Al advances & quantum computing



Generational wealth disparities



Overdevelopment



Rethinking institutions

geopolitical

conflicts



Integration of health & technology







Increased automation





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Alternative value structures

of inflation

Impacts



Entrenched inequality





Highlighting a few examples...

















Pervasive technology



Rise & fall of middle classes



Climate change



Plateau of globalization



Growing mental health crisis



Community migration



The immersive frontier



Employee power shift



A greener way of thinking



Security dilemmas

Systemic health inequality



Life stage evolutions



Greater ethnic & religious diversity



Identity fluidity



Al advances & quantum computing



Increased automation



Toll of technology



wealth disparities

Generational



Impacts of inflation



Alternative value structures



Overdevelopment



Rethinking institutions



Increasing geopolitical conflicts



Entrenched inequality



Integration of health & technology





AGING POPULATIONS

The population is aging in most countries, creating a brain drain for businesses and putting pressure on economies and social care programs. The birth rate is below the replacement rate everywhere in the world, except Africa.





How will your products and services change to suit an older audience with unique needs?



GLOBAL TRENDS 2023 17 © Ipsos | Global Trends 2023

THE TOLL OF TECHNOLOGY

Many are pushing back on technology: Gen Z are using social media less often than prior years, there are anti-tech actions, and information overload has reduced our collective attention span.





How can you help consumers be present while being connected?





ENTRENCHED INEQUALITY

Global progress in reaching pay parity between men and women slowed down because of women dropping out of the labor force during/after the Covid-19 pandemic. Systemic racism has become more broadly acknowledged, and long-standing inequities are being surfaced and rectified.





In a culture and industry which are systemically unfair, how can you create true equity?





At a glance: the lpsos Global Trends







CLIMATE ANTAGONISM



Climate Antagonism: Driving Forces

1Climate change



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2Overdevelopment



thinking

4Alternative value structures

5
Plateau of globalization

Rethinking institutions

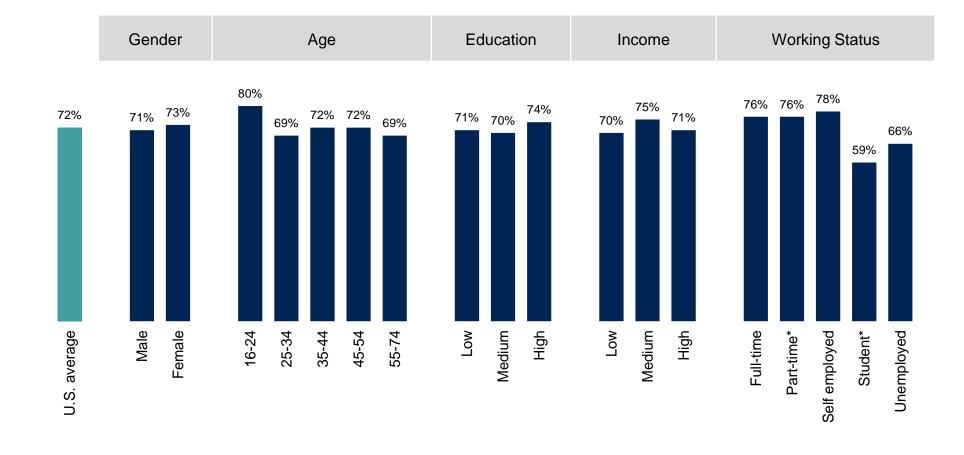
72%

of Americans feel we are heading for environmental disaster unless we change our habits quickly, vs 80% of global citizens



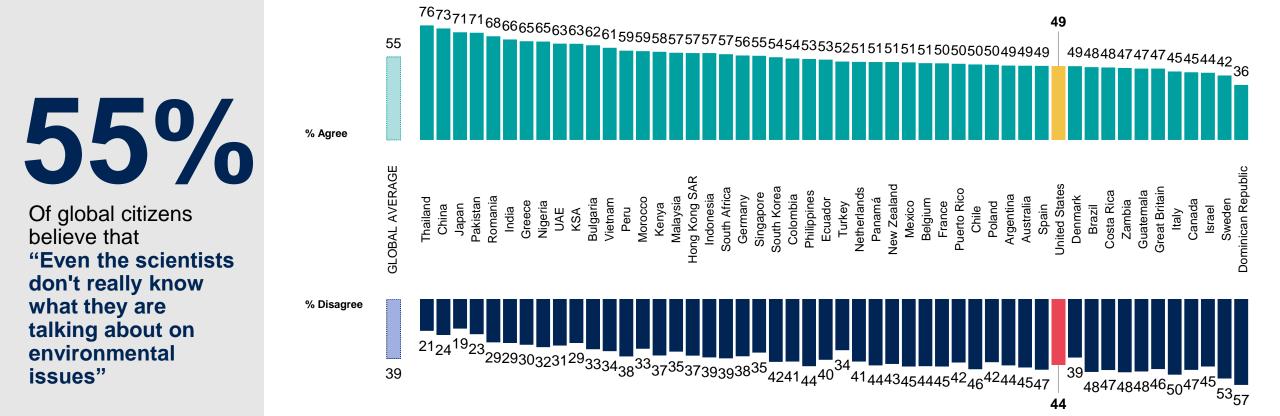
Concern about the environment is consistent across U.S. groups

"We are heading for environmental disaster unless we change our habits quickly"





But there are worrying signs of a pushback





There is a great deal of innovation in sustainability, such as emissions reductions, lower resource usage and



In **Nigeria**, farmers and herders are in conflict for arable land, due to desertification and flooding. (via <u>BBC</u>)



In the U.S. territory of **Puerto Rico**, years of climatechange-driven hurricanes
have eroded precious
beaches. (via the <u>New York</u>
<u>Times</u>)



In Australia, new records have been set every year for solar roof installations.
Almost one in three households have solar panels — the highest rate in the world. (via ABC)



In **Romania**, plans have been solidified to move away from coal to more sustainable forms of power with support from the European Commission. (via IEEFA)



Progress will require concerted action from governments, corporations, NGOs and citizens alike.

What is <u>your</u> business doing to cooperate and solve for the climate crisis?





PEAK GLOBALIZATI ON



PEAK GLOBALIZATI

A DIVIDED

Peak Globalization: Driving Forces

Plateau of globalization

Security dilemmas

Rethinking institutions

Rise & fall of middle classes

5 Impacts of inflation

Community migration

of Americans think that "globalization is good for me personally," vs 62% of global citizens



CLIMATE

CONSCIENTIOUS

AUTHENTICITY IS KING DATA DILEMMAS THE TECH DIMENSION PEAK GLOBALIZATION

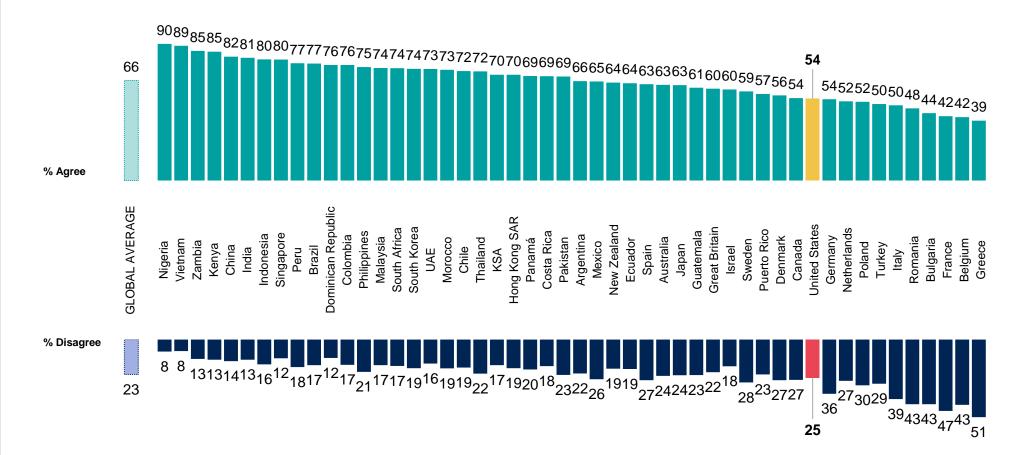
A DIVIDED WORLD APITALISM'S URNING POINT NCERTAINTY ND INEQUALITY OF NOSTALGIA

SIMPLICITY
AND MEANING SEAR

CHOICES OVER HEALTHCARE



of global citizens agreed that "globalization is good for my country"





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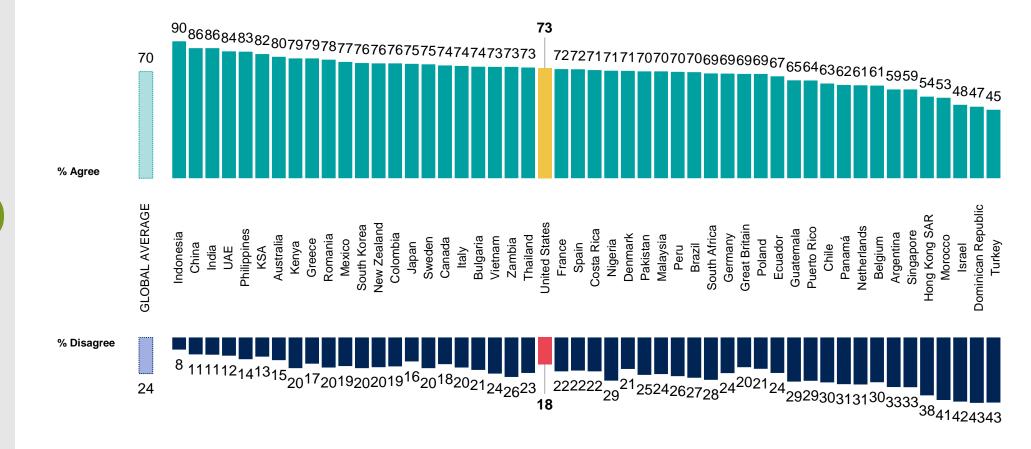
A DIVIDED WORLD APITALISM'S JRNING POINT

JNCERTAINTY AND INEQUALIT ENDURING APPE OF NOSTALGIA SIMPLICITY
AND MEANING SEARC

CHOICES OVER HEALTHCARE

70%

prefer to buy products from my own country rather than products from abroad





Industry is still seeking the right balance between local and global



Globally, Danone restructured its business to become a 'local-first' company. Its 'local-first' project seeks to be as close to the customers and fields as possible, translating into €1bn cost savings expected by 2023, including through 20% reduction in overhead costs. (via FoodNavigator)



Under Armour mapped out a plan to reduce its reliance on manufacturing in China in favor of countries such as Vietnam, Jordan, the Philippines and Indonesia. (via LoveMoney)



Volkswagen Group announced plans to build six 'gigafactories' in Europe to support the group's electrification of its cars and reduce its reliance on its foreign manufacturing plants. (via Manufacturing)



obal Alemas 2023

MAERSK

Finding a balance between global and local is imperative.

Where does your organization sit along the global—to—local continuum, and can, or should this positioning be flexed?

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REACTIONS TO UNCERTAINTY AND INEQUALITY



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ITALISM'S NING POINT

62%

of Americans wish their country was run by a strong leader instead of the current elected government, vs 60% of global citizens

Reactions To Uncertainty and Inequality: Driving Forces

1 Rethinking institutions

2Systemic health inequality

Increase in geopolitical conflicts

4
Greater ethnic & religious diversity



Rise and fall of middle classes

Entrenched Inequality



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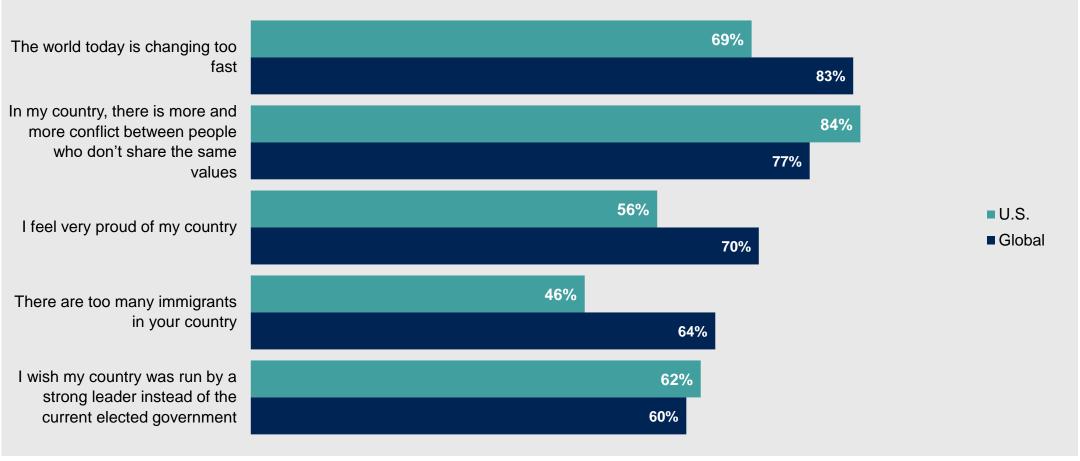
DATA DILEMMAS THE TECH

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TALISM'S NING POINT UNCERTAINTY AND INEQUALITY

IDURING APPEA NOSTALGIA SIMPLICITY AND MEANING SEARCI

Americans also are very aware of and feel the effects of divisiveness





Uncertainty and inequality provide significant opportunities for political gain and corporate innovation



In **Costa Rica** ongoing inequality helped drive a populist economist and political newcomer to the presidency. (via El Pais)



In **Panama**, relief organization UNICEF has been dealing with a growing humanitarian crisis as migrants pass through the nation on their way to countries in the North. (via UNICEF)

stwowość, ale nie rehgia i nawet nie język, bo stosowane są tam oficjalnie cztery języki. Belgia uformowana została jako państwo dopiero w I. 1830–1839, posiada trzy języki urzędowe, między kilkoma regionami występują tam duże różnice kulturowe. Tym, co praktycznie jączy Belgów, jest osoba wspólnego wszystkim króla, choć

Takie dzieła sztuki stanowią fundament tożsamości narodowej danego kręgu kulturowego. Arcydzieło póżnogotyckiej rzeżby -środkowa część monumentalnego Ottarza Mariackiego dłuta Wita Stwosza. Ottarz znajduje się w krakowskim kościele Mariackim.



In **Poland**, a new high school textbook produced under the auspices of Poland's conservative government has provoked criticism for what many see as an attempt to indoctrinate young people. (via the Brussels Times)







THE TECH DIMENSION



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DATA DILEMMAS THE TECH DIMENSION

PEAK GLOBALIZATION A DIVIDED WORLD APITALISM'S JRNING POINT

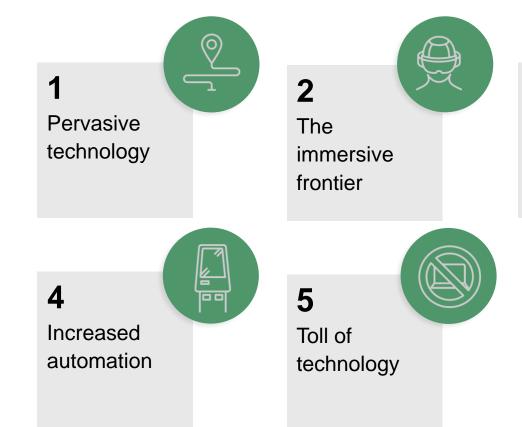
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AND MEANING

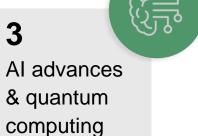
CHOICES OVER HEALTHCARE

71%

of Americans say they can't imagine life without the internet, the same as global citizens at 71%

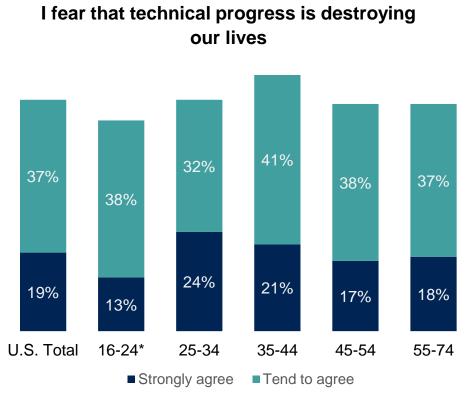
The Tech Dimension: Driving Forces

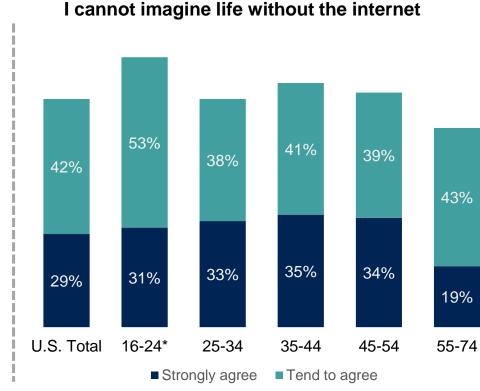






Disquiet about technology is more prevalent among Americans in their mid-20s to mid-40s



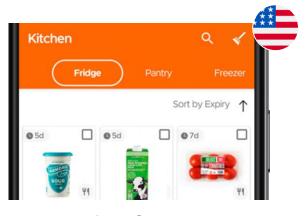




Technology is increasingly ubiquitous in peoples' lives



In **Sweden**, open finance services such as Insurely, which accesses your financial data to provide personalized offers powered by AI. (via Insurely)



In the **United States**, the KitchenPal app makes it easy for users to keep an inventory of their food cupboards, then syncs this with a grocery list to minimize food waste or overbuying. Using barcode scanning, it also performs product comparisons and suggests recipe ideas. (via <u>KitchenPal</u>)



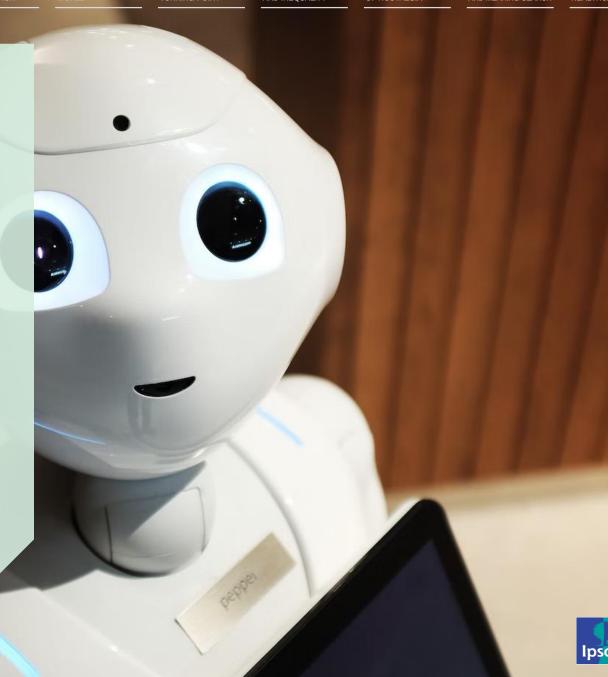
In **Spain**, the national postal company now offers at home many of the services and products it provides in its offices, such as paying electricity, gas and telephone bills, and paying in and withdrawing money in cash, via its 6,011 rural postal workers. (via <u>YouTube</u>)



THE TECH CONSCIENTIOUS UNCERTAINTY DIMENSION

Take stock of what tech might be good for, and what it is not.

How will you address the tension between the need for connectedness, and the desire to disconnect?







We've talked about a lot of change today...





and we should expect more change and disruption in the future.

What will your brand do?



Ways to use Ipsos Global Trends

What's available to you:

- Topline global report with all the trends, global data, and macro forces at lpsosGlobalTrends.com
- · Video about the Ipsos Global Trends
- Sector-specific insights and white papers through the spring

Ways to use the trends:

- Future-focused input into strategic planning
- Inspiration for white spaces innovation workshops & ideation
- Content for lunch and learns to inspire your team
- Ingredients for foresight scenarios

Reach out if you want additional support and details!



Thank you.

Come talk to us at the Ipsos booth!



<u>IpsosGlobalTrends.com</u>



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