



**Deloitte.**

2023 Global  
Marketing Trends  
**Resilient Seeds for Growth**

Australia Respondents

# Agenda

## 1 2023 Global Marketing Trends Introduction

Resilient seeds for growth

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Creativity as a force for growth

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Rising technologies for marketers to watch

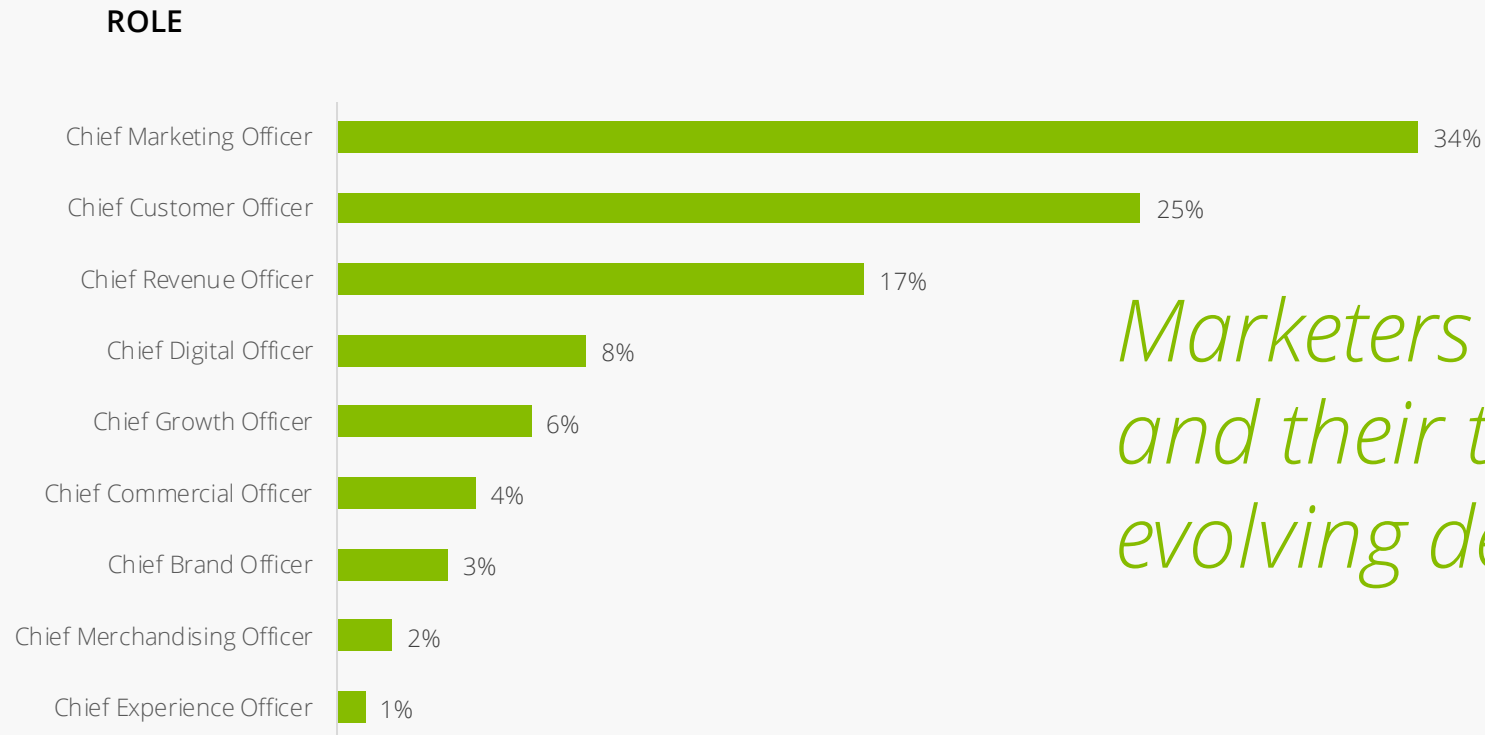


We surveyed **1,015** global executives including **115** Australian executives to better understand how top brands are meeting the needs of today's customers.

n = 1015

Source: Deloitte Global Marketing Trends Executive survey, June 2022

# The 115 Australian Respondents | Role

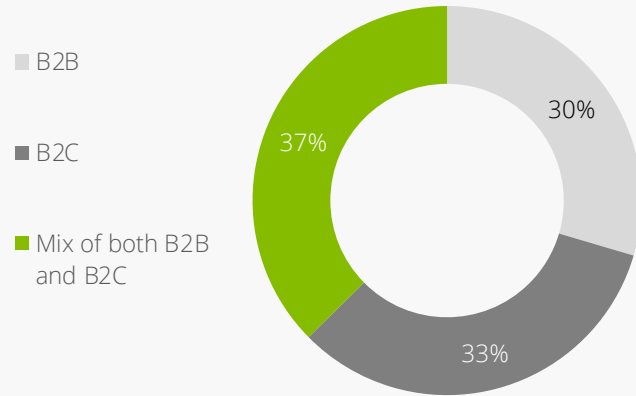


*Marketers wear many hats –  
and their titles reflect the  
evolving demands of their role.*

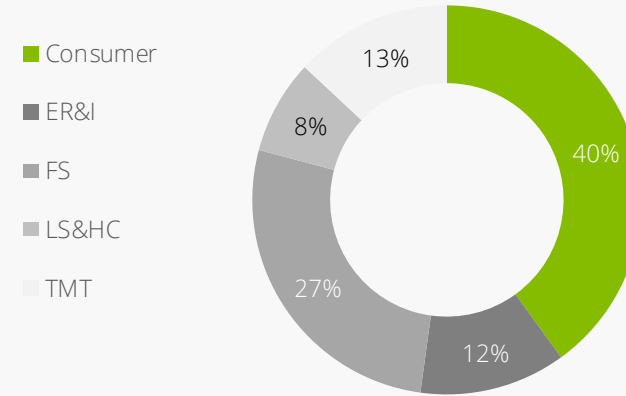
Base: Australia (n=115)

# The 115 Australian Respondents | Demographics

## INDUSTRY



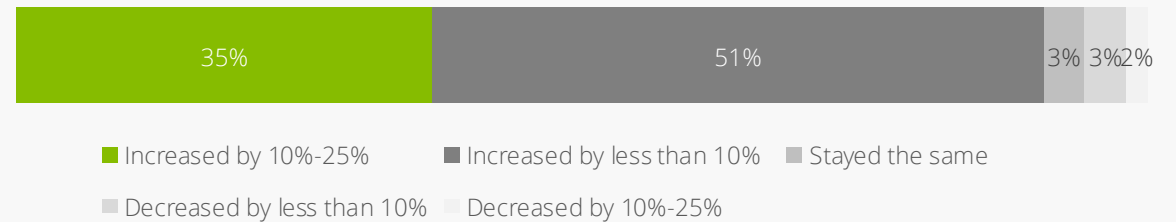
## BUSINESS TYPE



## ANNUAL REVENUE



## ANNUAL GROWTH RATE



Base: Australia (n=115)

## TREND 1

# Brands answer economic instability with marketing investments

**Financial uncertainty** such as inflation, supply issues and a looming recession **is the top-of-mind concern for brands globally**. Rather than cost cutting, brands surveyed are planning to weather financial uncertainty with marketing investments.

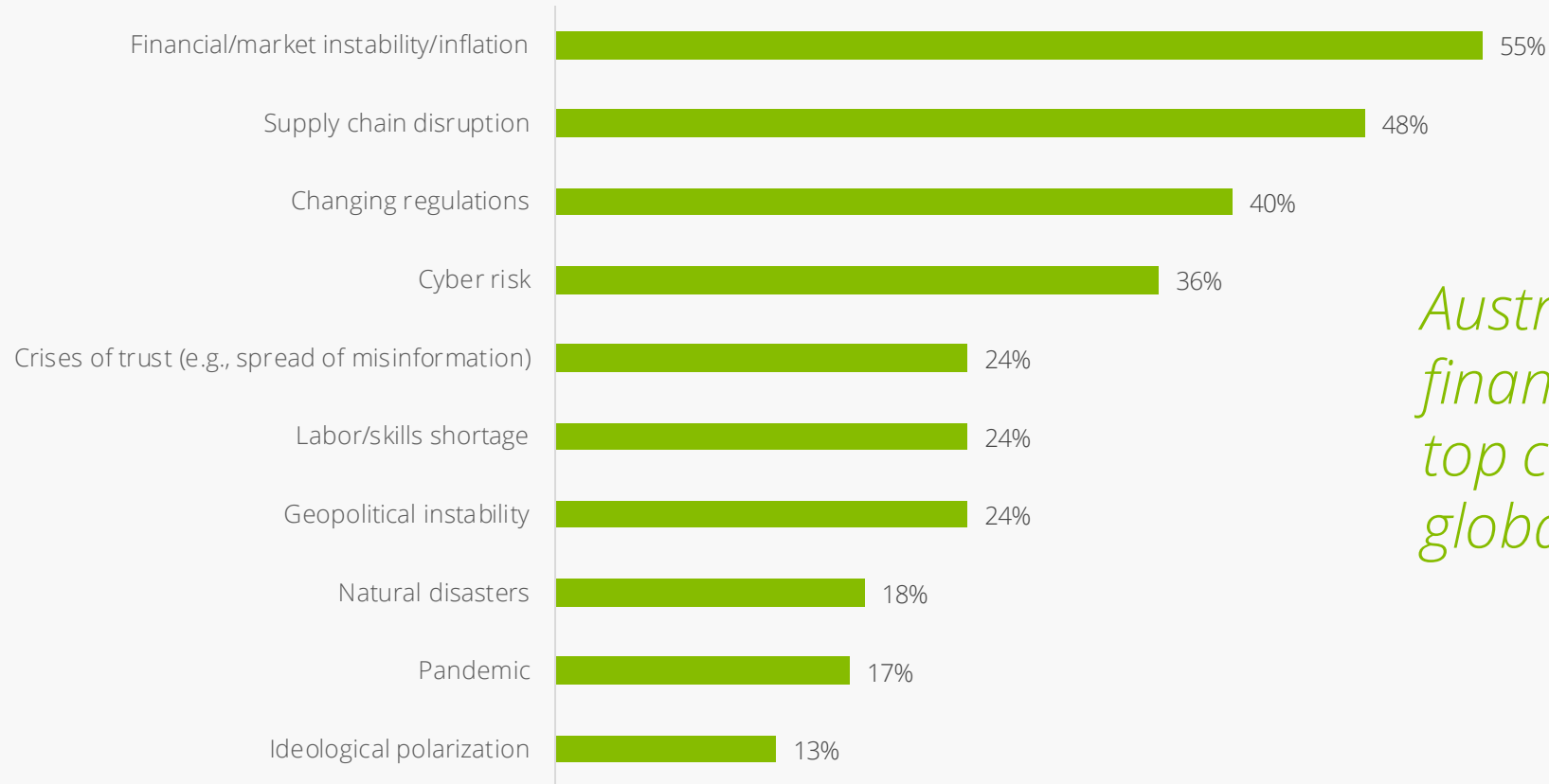
### Globally, the top three strategies include:

- 1 Accelerating to new digital platforms/technologies
- 2 Expanding into new markets, segments, and geographies
- 3 Implementing systems (such as AI) to create greater customer personalization

n=1,015

# Top External Challenges | Australia

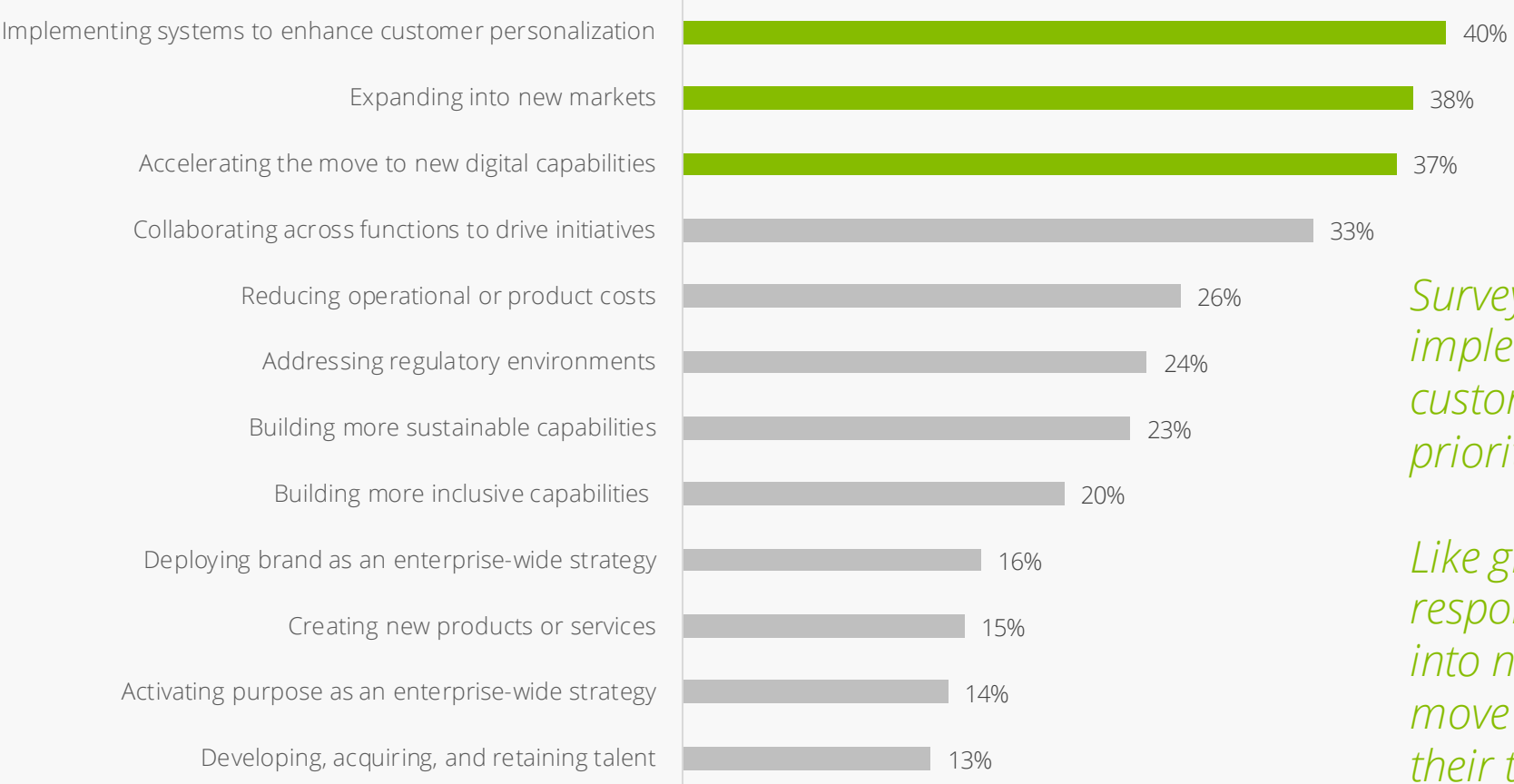
## ALL INDUSTRIES



*Australian brands rank financial instability as their top concern- in line with global results.*

Base: Australia (n=115)

# Top Priorities | Australia



*Surveyed Australian brands ranked implementing systems to enhance customer personalization as their top priority.*

*Like global respondents, Australian respondents also ranked expanding into new markets and accelerating the move to new digital capabilities within their top three priorities.*

Base: Australia (n=115)



## TREND 2

# Chief marketing officers drive growth through internal sustainability efforts

### Leading by example

While there are many potential approaches to sustainability, **brands surveyed are concentrating their efforts on shoring up the sustainability of their own internal practices**, rather than trying to influence customer behavior. These efforts not only establish an authenticity to brands' marketing initiatives but leverages heightened awareness of global uncertainties to help build a more secure, sustainable future.

### Globally, the top three sustainability strategies include:

- 1 Improving sustainability of internal marketing practices
- 2 Promoting more sustainable product and service offerings
- 3 Establishing long-term sustainability commitments

# Top Sustainability Strategies | Australia

Q20. Which of the following environmental sustainability initiatives are part of your current marketing strategy?



*Australian marketers ranked general awareness messaging as their top sustainability priority.*

*Like global respondents, Australian brands ranked promoting more sustainable offerings and improving sustainability of internal marketing practices as top three priorities.*

Base: Australia (n=115)



### TREND 3

# Creativity as a force for growth

**High-growth brands surveyed are prioritizing creativity as a force for long-term growth** over their low-growth counterparts. High-growth brands also place a higher priority on increased risk taking, cross-functional collaboration, and looking to the marketing function for its most creative ideas.

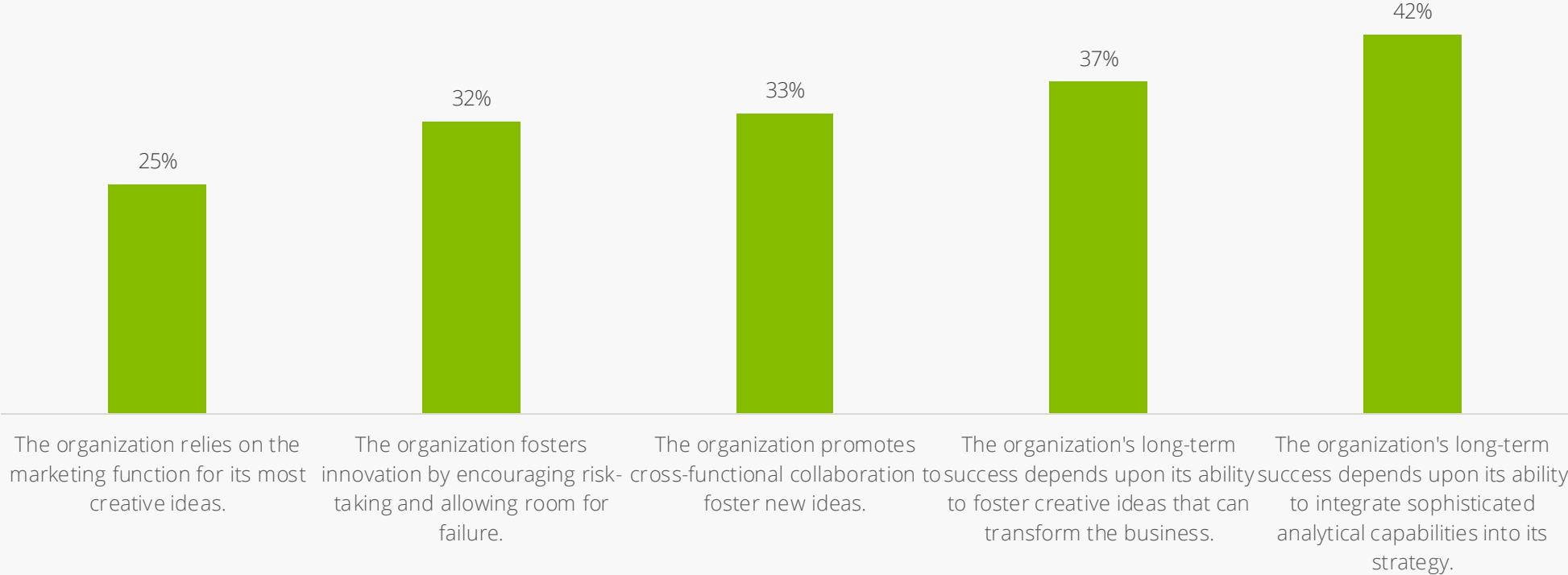


The organization's long-term success depends upon its ability to foster creative ideas that can transform the business.

# Creativity | Australia

**Q21. Please rate your level of agreement with the following statements regarding the role of creativity in your organization: (Strongly Disagree, Disagree, Neither agree nor disagree, Agree, Strongly Agree, Not Applicable)**

*Filtered by Strongly Agree*



Base: Australia (n=115)



# Marketer's Timeline To Partner With Creators | Australia

Q12: In what timeframe, if at all, do you plan to partner with creators/influencers as part of your marketing strategy?

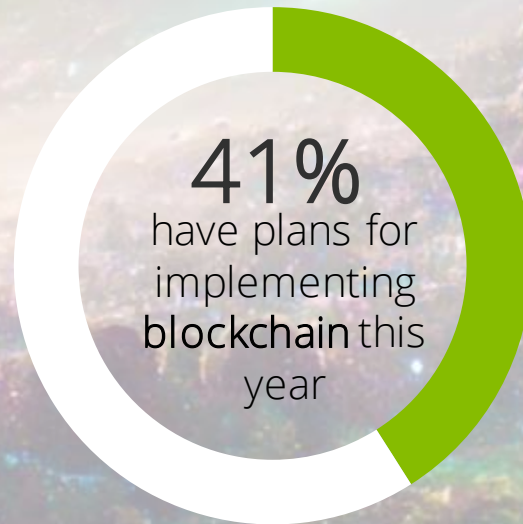
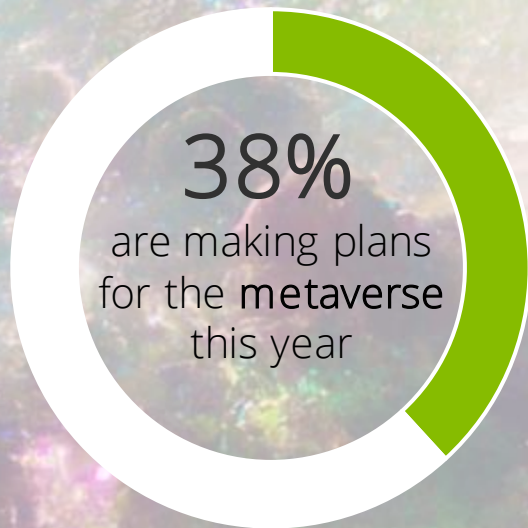


Base: Australia (n=115)

## TREND 4

# Rising technologies for marketers to watch

Which new technologies most interest marketing leaders this year—and which are likely to sustain their interest over the long term? **Marketers have their eye on expanding their investment in blockchain and the metaverse.**

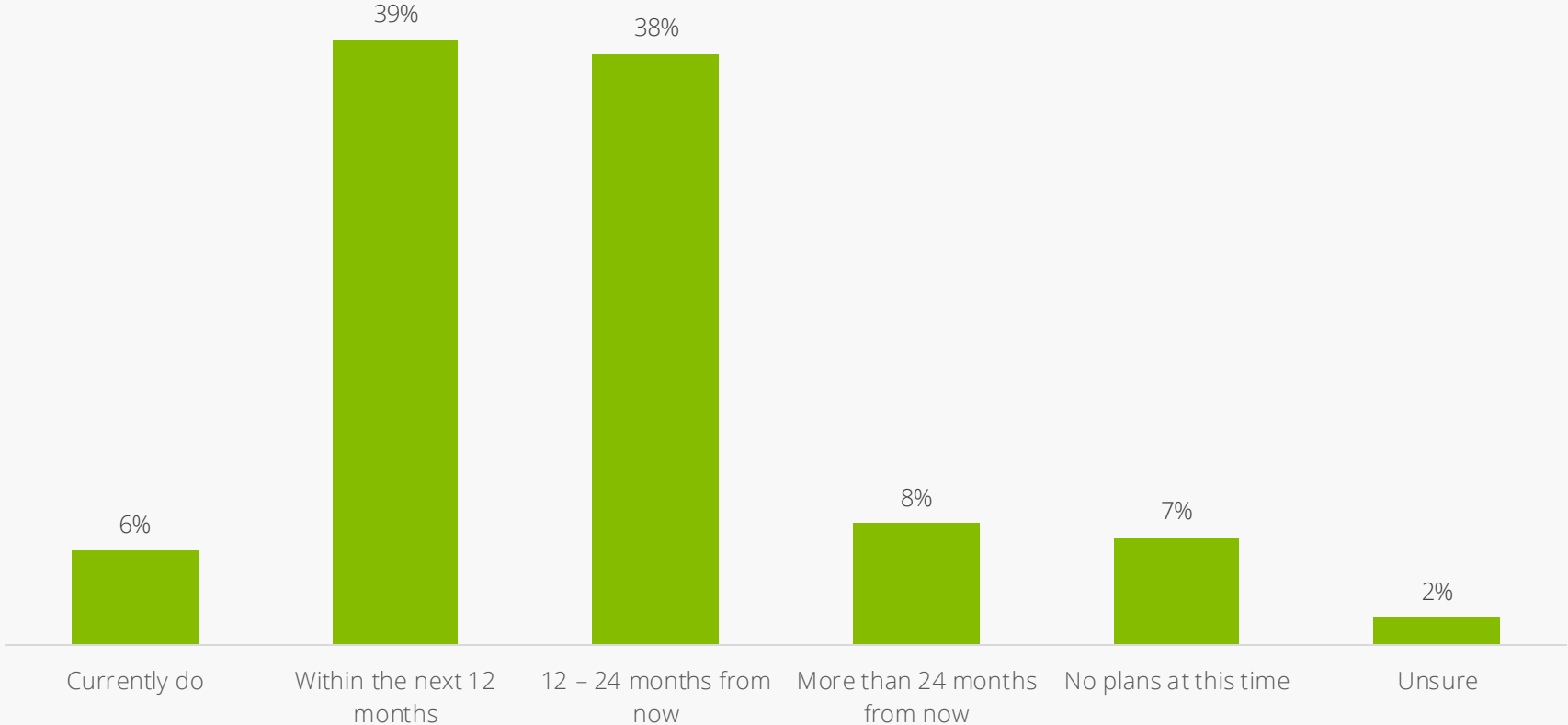


Although nascent, marketers are laying the groundwork for adoption of new technologies this year. To stay relevant, brands should consider laying out strategy that will benefit them in the long term.

(n=1015)

# Marketer's Timeline For Engaging The Metaverse | Australia

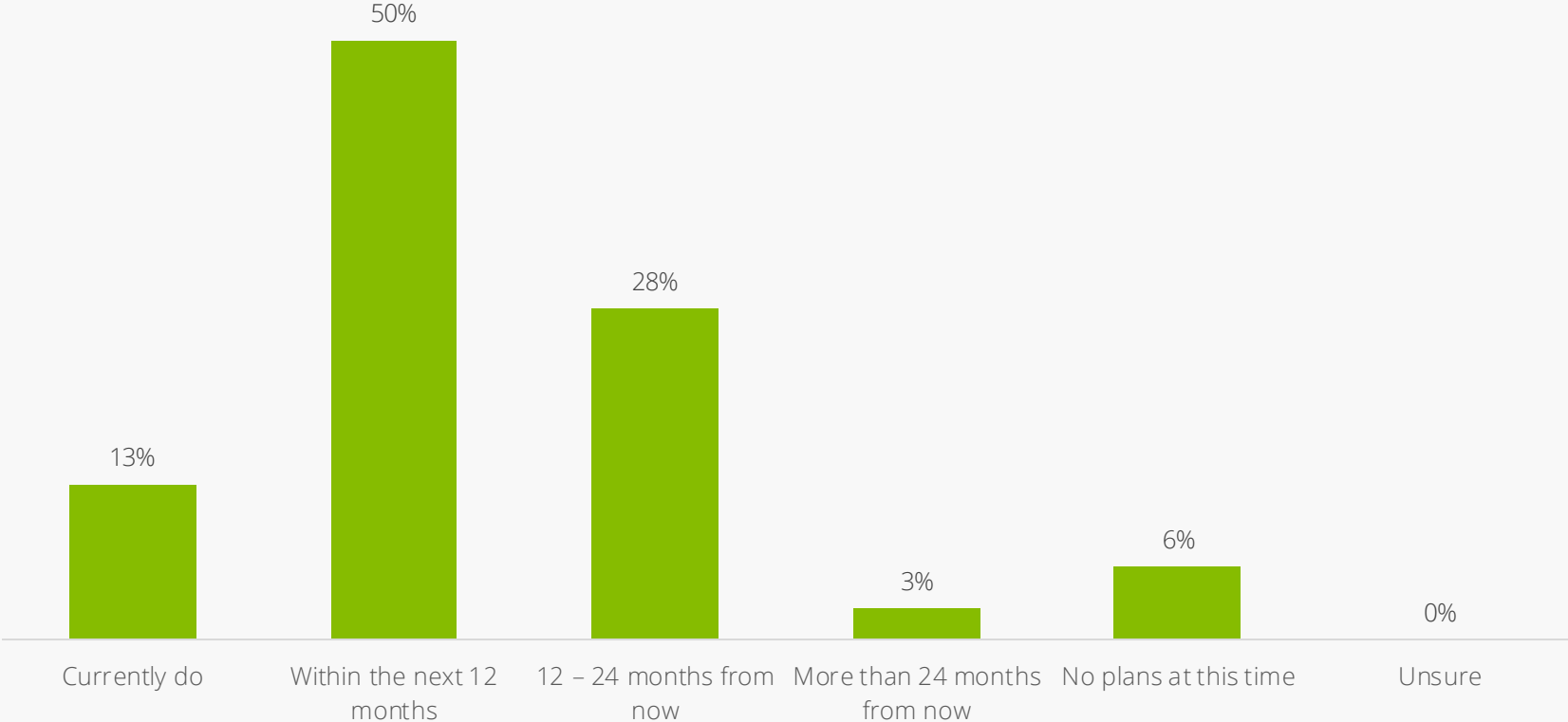
Q11. In what timeframe, if at all, does your brand plan to actively participate within the metaverse?



Base: Australia (n=115)

# Blockchain Technologies | Australia

Q14. In what timeframe, if at all, do you plan to support your advertising strategy with blockchain technologies?



Base: Australia (n=115)





**Gain insights to build resilient seeds for growth here:  
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