

ABOUT BRANDZ

Kantar's thought leadership study

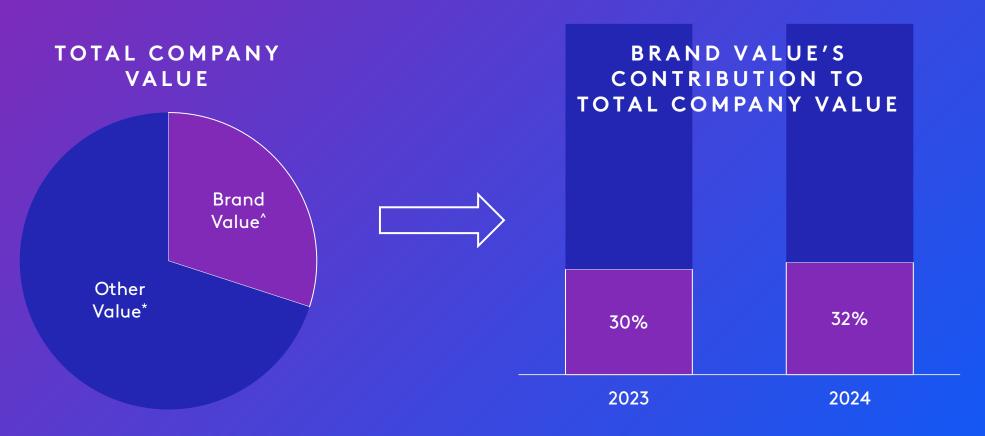
KANTAR BRANDZ UNIQUELY CONNECTS BRANDS WITH BUSINESS VALUE

5.5 BILLION DATA POINTS
4.3 MILLION CONSUMER REVIEWS
21,000 BRANDS
532 CATEGORIES
54 MARKETS

KANTAR BRANDZ

THE DEFINITIVE GUIDE TO BRAND BUILDING

BRAND VALUE ACCOUNTS FOR A SIGNIFICANT PROPORTION OF A COMPANY'S TOTAL VALUE, AND THE CONTRIBUTION OF BRAND IS BECOMING INCREASINGLY IMPORTANT IN DRIVING GROWTH



[^]Brand Value = the \$ value contributed to Total company value by BRAND

^{*}Other Value = Factors NOT contributed by BRAND, including tangibles e.g. property, equipment, inventory, and intangibles e.g., distribution and promotions

KANTAR BRANDZ PORTFOLIO HAS REACHED ITS HIGHEST EVER RETURN ON INVESTMENT



ALTHOUGH THE USA HAS HISTORICALLY DOMINATED, THE MOST VALUABLE BRANDS CAN COME FROM ANYWHERE ------NUMBER OF BRANDS ACROSS THE TOP 100 AND CATEGORIES ---------------. CANADA -------------SOUTH KOREA JAPAN 26 GERMANY SAUDI ARABIA HONG KONG UK INDIA **MEXICO** 6 SWITZERLAND ITALY **INDONESIA NETHERLANDS** BRAZIL **SWEDEN** AUSTRALIA SPAIN **AUSTRIA** ARGENTINA **BELGIUM**

IRELAND

TOP 100 AND CATEGORY NEWCOMERS HAVE COME FROM A VARIETY OF COUNTRIES

NUMBER OF NEWCOMERS ACROSS TOP 100 AND CATEGORIES



LULULEMON
CORONA
PULL & BEAR
MERCADO PAGO
MODELO
FLIPKART
BRITANNIA
NIDO
ADP
SERVICENOW
VMWARE

THE MEANINGFUL, DIFFERENT, SALIENT FRAMEWORK



MEANINGFUL

DELIVER RATIONAL NEEDS AND MAKE A SUPERIOR EMOTIONAL CONNECTION



DIFFERENT

DIFFERENTIATE
FROM OTHERS AND
LEAD THE WAY



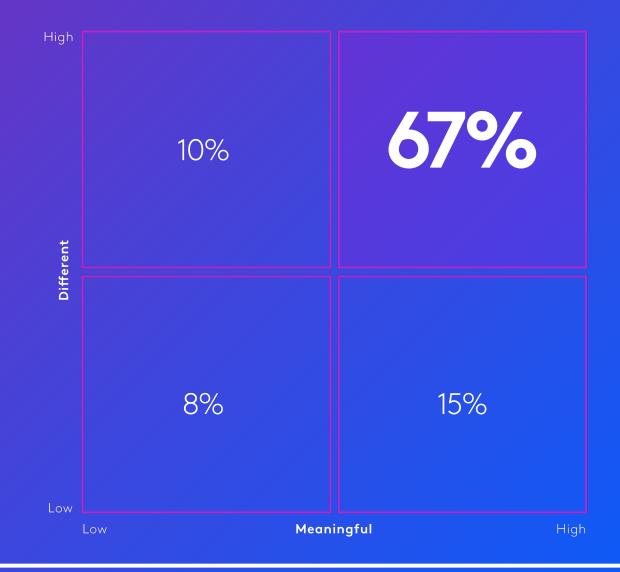
SALIENT

COME TO MIND
QUICKLY AND
EASILY IN RESPONSE
TO NEEDS

TWO THIRDS OF THE MOST

OF THE MOST VALUABLE GLOBAL BRANDS ARE MEANINGFULLY DIFFERENT

PROPORTION OF MOST VALUABLE GLOBAL BRANDS



BRAND VALUE GROWTH ADVANTAGE

BRANDS
THAT BECAME
MEANINGFULLY
DIFFERENT TO MORE
PEOPLE SAW A 19%
GROWTH ADVANTAGE

Growth advantage refers to brand value growth rate vs. expectation based on a brand's category and market.

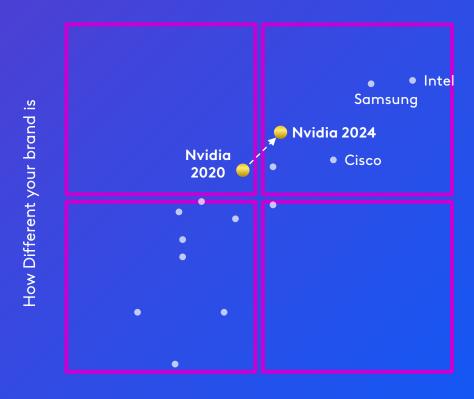


GROWTH SUPPORTED BY BRAND IS POSSIBLE IN B2B



Brand value +178% YoY

USE OF AI TO ENHANCE CUSTOMER ENGAGEMENT AND BRAND CONTENT CREATION



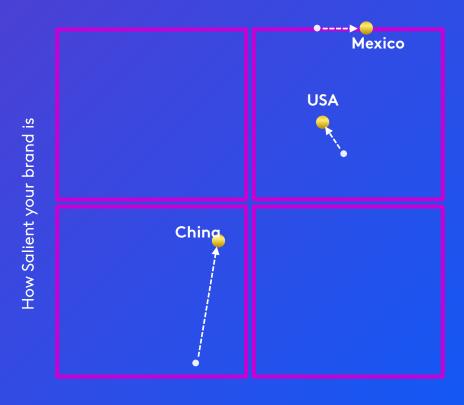
How Meaningful your brand is

CLARITY & CONSISTENCY OF COMMUNICATION



\$19,043M

'CORONA'S SUPERPOWER IS COMBINING THE FUNCTIONAL AND EMOTIONAL IN AN INTEGRATED, DIFFERENTIATED WAY.'



How Meaningful and Different your brand is

INCREASING RELEVANCE BUT NOT COMPROMISING ON PRICING

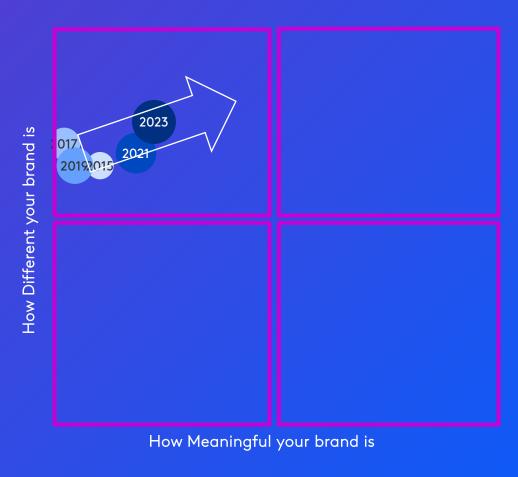




Brand value

19%

EXTENDING DEMAND WITHOUT COMPROMISING ON PRICE



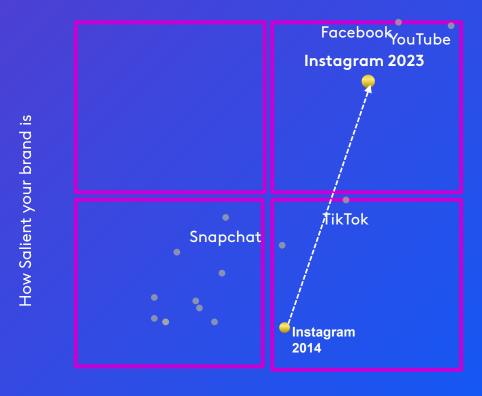
A COMMITMENT TO LONG TERM BRAND BUILDING



Brand value

+93%

INSTAGRAM REELS INNOVATION = IMPROVED MONETISATION



How Meaningful and Different your brand is

WHICH OF THESE BRANDS IS THE MOST DIFFERENT?









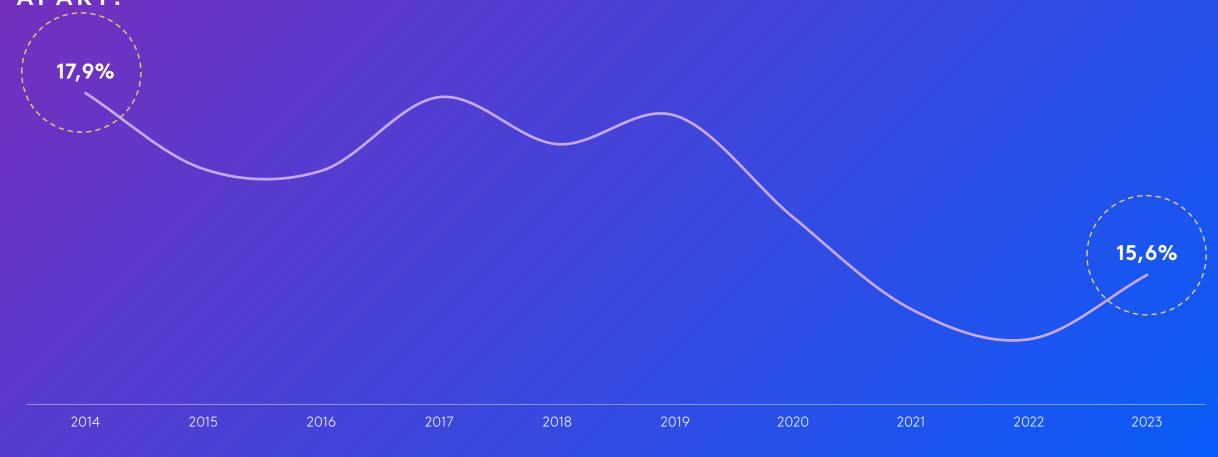




IT DOESN'T MATTER!

HOWEVER, IT IS ABOUT ESTABLISHING A PERCEIVED POINT OF DIFFERENCE AGAINST DIRECT COMPETITORS, IS CRITICAL. I.E. RELATIVITY OF PERFORMANCE WITHIN CATEGORY, IS CRUCIAL

DIFFERENCE OVER TIME - AN OPPORTUNITY!
PERCEIVED DIFFERENCE OVER TIME FOR A TYPICAL BRAND IN THE DATABASE IS
DECLINING - AN OPPORTUNITY FOR THOSE WHO CAN TRULY SET THEMSELVES
APART.



THREE KEY TAKEAWAYS

BRAND IS
BECOMING
INCREASINGLY
IMPORTANT

GROWTH REMAINS
POSSIBLE FROM
ANYWHERE

THINK

RELATIVITY,

RELATIVITY,

RELATIVITY!



LOOKING AT THE TOP30 STRONGEST BRANDS IN BELGIUM

TOP 10 STRONGEST BRANDS IN BELGIUM

#2 #3 #1 #4 #5 B. **©Kruidvat** SAMSUNG Booking.com Booking.com Kruidvat **Proximus** Samsung Coca-Cola #6 #7 #8 #9 #10 lette Apple iPhone Michelin Lotto Tui **Telenet**

TOP 30 STRONGEST BRANDS IN BELGIUM

# 11	GOOGLE	# 21	COLRUYT
# 12	NETFLIX	# 22	COTE D'OR
# 12	EUROMILLIONS	# 23	SPA
# 14	LOTUS	# 24	BELFIUS
# 15	MCDONALD'S	# 25	ZALANDO
# 16	LOCAL FRITKOT	# 26	FACEBOOK
# 17	ORANGE	# 27	WIN FOR LIFE
# 18	LU	# 28	ROYAL CANIN
# 19	YOUTUBE	# 29	KBC
# 20	JUPILER	# 30	BNP PARIBAS FORTIS

Top brands by REGION

NORTH - FLANDERS			SOUTH - WALLONIA		
# 1	SAMSUNG	Mobile Phones	#1	SAMSUNG	Mobile Phones
# 2	TELENET	Communication Providers	# 2	PROXIMUS	Communication Providers
# 3	KRUIDVAT	Health and Beauty Retailers	# 3	BOOKING.COM	Travel & Holiday Agents
# 4	COCA-COLA	Soft Drinks	# 4	COCA-COLA	Soft Drinks
# 5	BOOKING.COM	Travel & Holiday Agents	# 5	MICHELIN	Tyre
# 6	MICHELIN	Tyre	# 6	GOOGLE	Information, News and Search
# 7	TUI	Travel & Holiday Agents	# 7	LOTTO	Gambling & Betting
# 8	APPLE iPHONE	Mobile Phones	# 8	YOUTUBE	Video Entrainment
# 9	PROXIMUS	Communication Providers	# 9	ORANGE	Communication Providers
# 10	LOTTO	Gambling & Betting	# 10	KRUIDVAT	Health and Beauty Retailers

TOP 30 BELGIAN BRANDS ARE LEVERAGING THEIR STRENGTH ON THEIR MEANINGFUL DIFFERENCE...

TOP 30 BELGIAN BRANDS VS GLOBAL TOP 100

TOP 30 Belgian brands are higher on Meaningful Difference than Global Top100







0

BRANDS THAT BECAME
MEANINGFULLY
DIFFERENT TO MORE
PEOPLE SAW A GROWTH
IN DEMAND POWER OF
+22%



MEANINGFUL DIFFERENCE IS INCREASING OVERTIME, ESPECIALLY DIFFERENCE





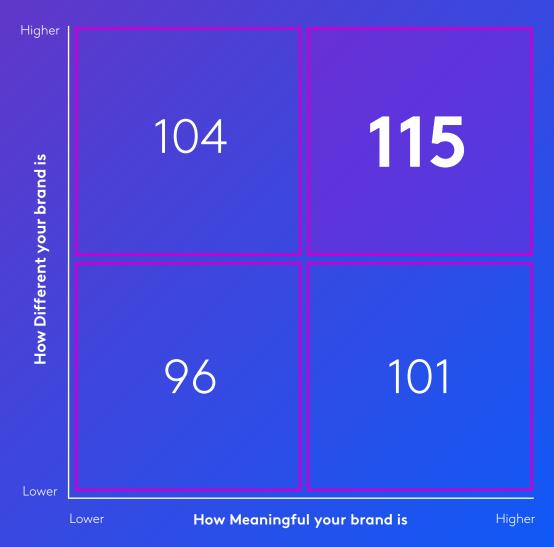
MEANINGFUL DIFFERENCE (ESPECIALLY DIFFERENCE) GENERATES POTENTIAL FOR FUTURE GROWTH





BRANDS THAT ARE MEANINGFUL AND DIFFERENCE HAVE MORE POTENTIAL TO GROW IN THE FUTURE

FUTURE POWER INDEX





ALPRO LEVERAGE ITS STRENGTH ON DIFFERENCE



OFFERING PLANT-BASED ALTERNATIVES TO DAIRY PRODUCTS, ALPRO HAS A VERY CLEAR AND DIFFERENTIATING POSITIONING.











MON PETIT-DÉJ?







ALPRO'S DEMAND POWER IS DRIVEN BY DIFFERENCE, THE BRAND HAS ALSO STRONG POTENTIAL TO GROW IN THE FUTURE.





DEMAND POWER

125

FUTURE POWER

111

CRISTAL'S
RELAUNCH
BOOSTED THE
BRAND'S
MEANINGFUL
DIFFERENCE



CRISTAL HAS REPOSITIONED ITSELF AROUND SUSTAINABLE/LOCAL ENGAGEMENT AND NEW PRODUCTS

















CRISTAL'S
RELAUNCH
BOOSTED THE
BRAND'S
MEANINGFUL
DIFFERENCE

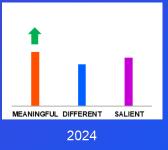


WITH THE RELAUNCH, CRISTAL WAS ABLE TO REINFORCE ITS MEANINGFUL DIFFERENCE AND SHOWS GROWTH IN MARKET SHARE









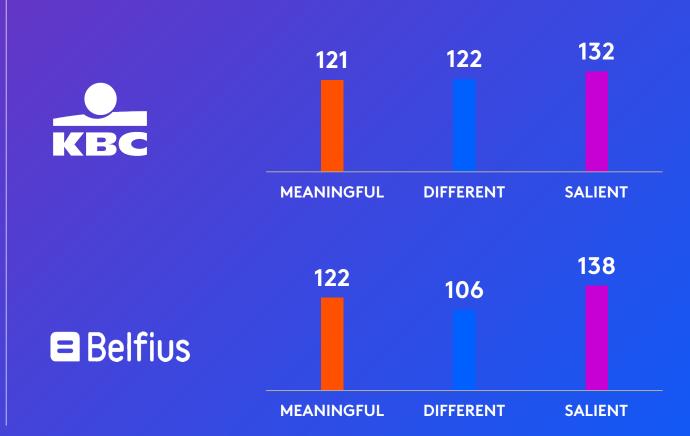
*Market Share evolution 2023-2024

+17%

KBC AND BELFIUS
ARE STRONG
MEANINGFUL
BRANDS



KBC AND BELFIUS ARE BOTH VERY STRONG ON MEANINGFUL, BUT KBC SHOWS A MUCH HIGHER DIFFERENCE...



KBC AND BELFIUS
ARE STRONG
MEANINGFUL
BRANDS



Belfius

... WHICH GIVES THE BRAND A SLIGHTLY HIGHER POTENTIAL TO GROW IN THE FUTURE





DEMAND POWER

FUTURE POWER

189

116

■ Belfius

DEMAND POWER

FUTURE POWER

201

108

KANTAR'S BLUEPRINT FOR BRAND GROWTH

BRANDS GROW BY BEING MEANINGFULLY DIFFERENT TO MORE PEOPLE

Growth accelerators for winning marketers to operationalise effectively

PREDISPOSE MORE **PEOPLE**

BE MORE **PRESENT**

FIND NEW **SPACE**

BEHAVIOURS: CONSISTENT, CONNECTED, OPTIMISED

POWERED BY THE MEANINGFUL DIFFERENT AND SALIENT FRAMEWORK AND BY THE MOST MEANINGFUL DATA

BRANDS GROW BY BEING MEANINGFULLY DIFFERENT TO MORE PEOPLE

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TOP 30 BRANDS IN BELGIUM PREDISPOSE MORE PEOPLE...



01

TO BUY

255

demand power index

169
Global top100

02

TO PAY THE RIGHT PRICE

112

pricing power index

GLOBAL MOST VALUABLE BRANDS PREDISPOSE MORE PEOPLE TO PAY THE RIGHT PRICE, SUPPORTING HIGHER MARGINS





BRANDS GROW BY MEANINGFULLY DIFFERENT TO MORE PEOPLE



01

TOP BRANDS HAVE HIGH PRICING POWER

93%

OF THE TOP30 BRANDS HAVE A HIGH PRICING POWER

02

BRANDS WITH HIGHEST PREDISPOSITION HAVE

+26%

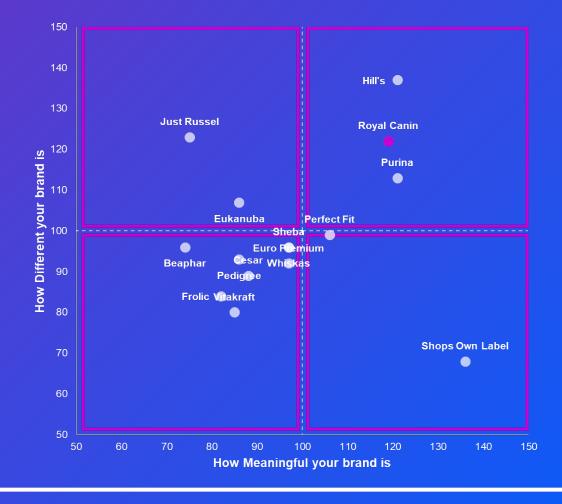
ABILITY TO CHARGE MORE IN THE FUTURE



MEANINGFUL
DIFFERENT BRAND
ROYAL CANIN IS
ABLE TO CHARGE
MORE



ROYAL CANIN, AS ONE OF THE LEADERS IN THE MARKET, IS PARTICULARLY STRONG ON BOTH MEANINGFUL AND DIFFERENCE...





MEANINGFUL DIFFERENT BRAND ROYAL CANIN IS ABLE TO CHARGE MORE



...AND ABLE TO JUSTIFY ITS PREMIUM PRICE



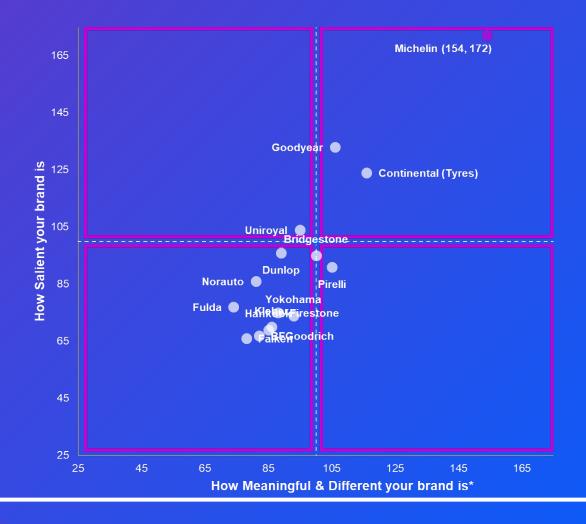




MICHELIN IS BY FAR THE MOST MEANINGFULLY DIFFERENT AND SALIENT TIRE BRAND IN THE MARKET











THUS MICHELIN IS ABLE TO JUSTIFY ITS PREMIUM PRICE



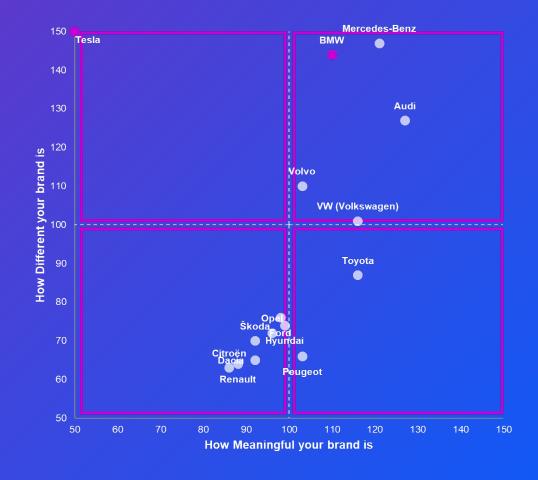














DIFFERENCE ONLY IS NOT ENOUGH



... THUS BETTER ABLE TO JUSTIFY ITS PREMIUM PRICE.







BRANDS GROW BY BEING MEANINGFULLY DIFFERENT TO MORE PEOPLE

Growth accelerators for winning marketers to operationalise effectively

PREDISPOSE MORE **PEOPLE**

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FIND NEW SPACE

BEHAVIOURS: CONSISTENT, CONNECTED, OPTIMISED

POWERED BY THE MEANINGFUL DIFFERENT AND SALIENT FRAMEWORK AND BY THE MOST MEANINGFUL DATA

IT'S IMPORTANT FOR ANY BRAND TO BE PRESENT WHERE CONSUMERS ARE CHOOSING AND USING THE CATEGORY

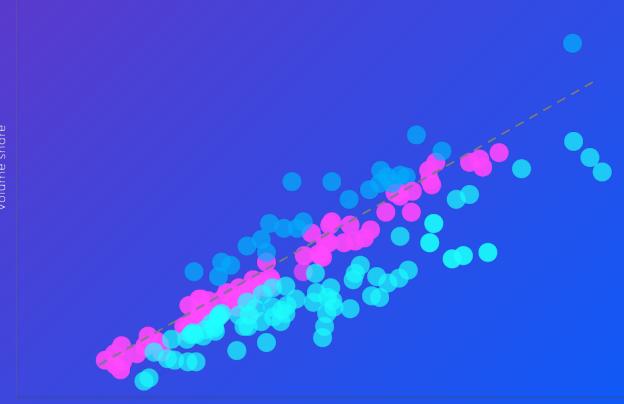


Predisposition **STRONGLY PREDICTS** actual sales for the majority of brands.

Some brands achieve HIGHER MARKET SHARE.

- More advantageous market conditions
- Being more present more chances to win

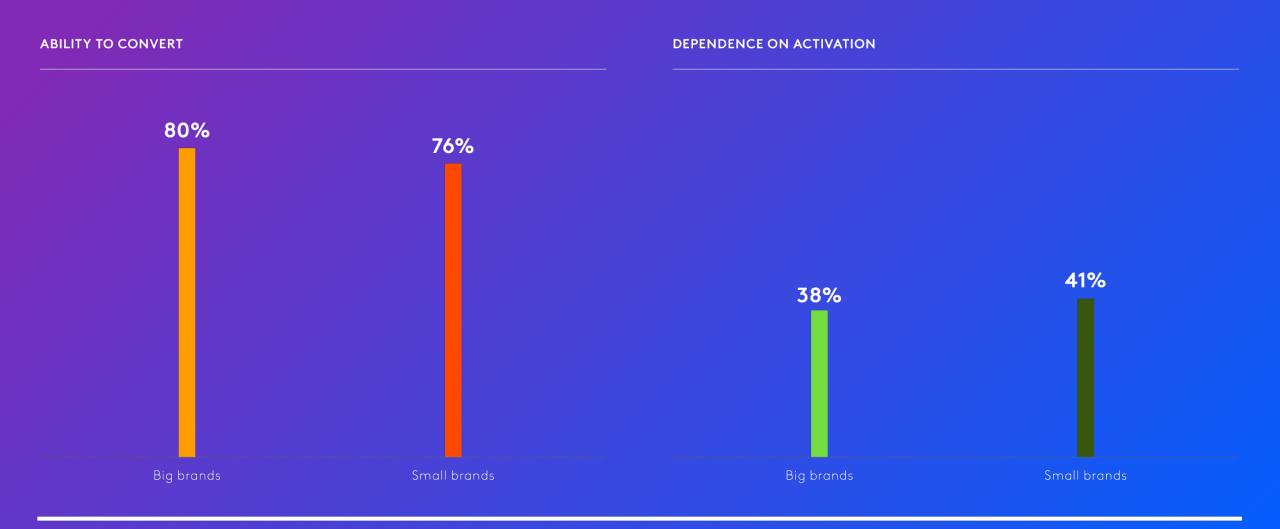
Other brands are **NOT TRANSLATING PREDISPOSITION** into sales and may need to pay attention to being more present at key demand moments.



Demand Power share

THE MOST VALUABLE BRANDS ARE LESS RELIANT ON ACTIVATION

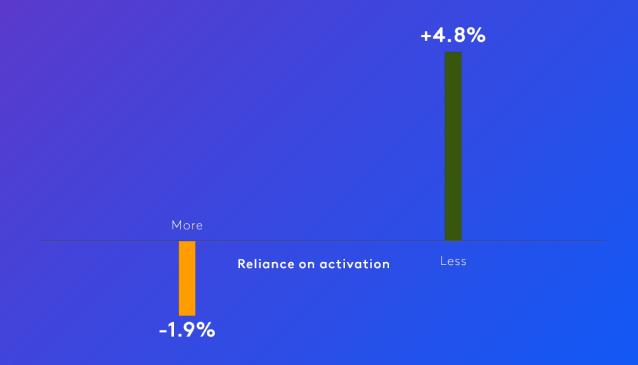






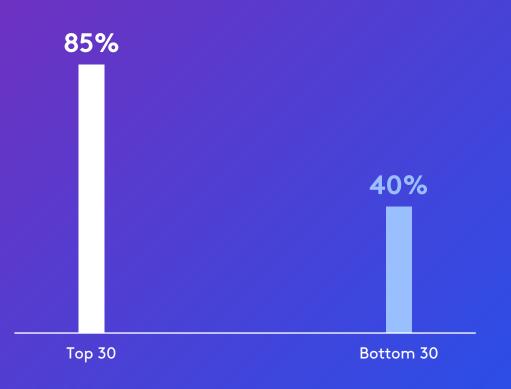
BRAND VALUE GROWTH ADVANTAGE

THE MOST VALUABLE BRANDS ARE LESS RELIANT ON ACTIVATION









TOP 30 Belgian brands have a much higher ability to convert predisposition into actual sales.



JUPILER MANAGES
TO ATTRACT
CONSUMERS FROM
OTHER BRANDS

Jupiler

CLEAR VISUAL IDENTITY, BROAD DISTRIBUTION AND HUGE VISIBILITY HELPS THE BRAND TO CONTINUE LEADING THE MARKET











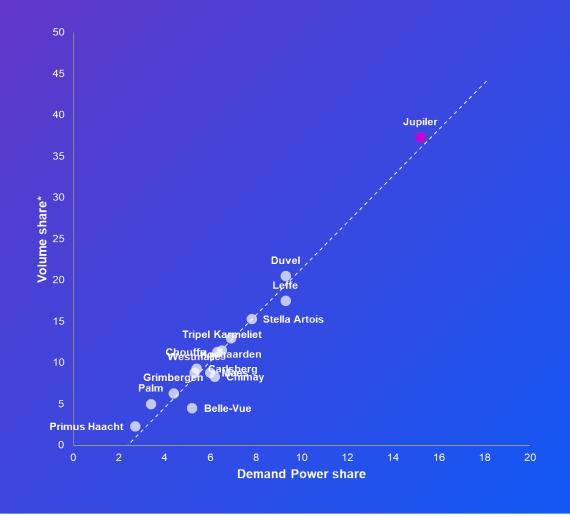


JUPILER MANAGES
TO DISTRACT
CONSUMERS FROM
OTHER BRANDS



JUPILER IS ONE THE CHAMPIONS ON "BE MORE PRESENT"







Otto

THIS HISTORICAL BRAND DRIVES IMPACT ACROSS MULTIPLE TOUCHPOINTS AT KEY **MOMENTS**















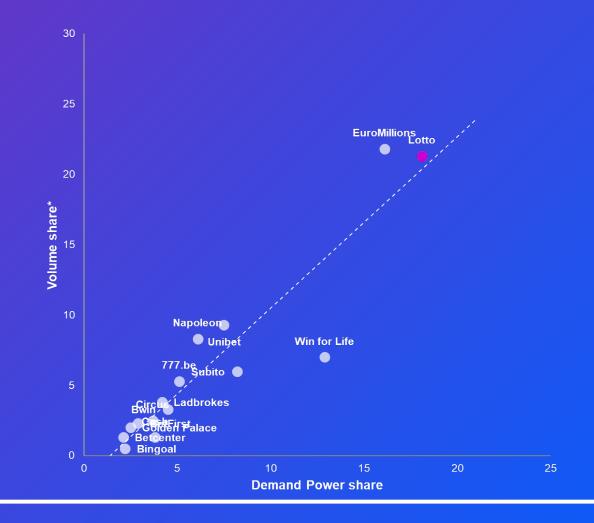




LOTTO IS
PARTICULARLY
PRESENT IN
BELGIAN LIVES



LOTTO IS A GREAT EXAMPLE OF HOW BEING MORE PRESENT HELPS TO SUSTAIN VOLUME SHARE





LOTUS IS PRESENT FOR MULTIPLE OCCASIONS

WITH A VARIETY OF CONSUMPTION OCCASIONS, AT HOME OR OUT OF HOME, THE BRAND IS VERY PRESENT IN BELGIAN CONSUMERS'S LIFE

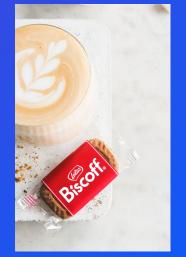












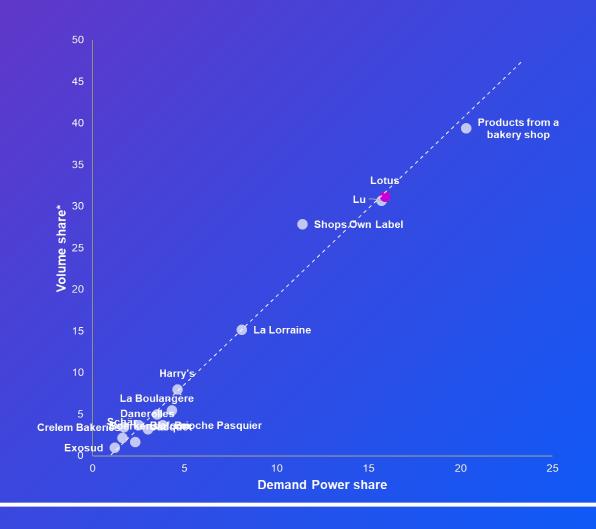




LOTUS SHOWS A STRONG DEMAND POWER, TOGETHER WITH A HIGH VOLUME SHARE







BRANDS GROW BY BEING MEANINGFULLY DIFFERENT TO MORE PEOPLE

Growth accelerators for winning marketers to operationalise effectively

PREDISPOSE MORE **PEOPLE**

BE MORE **PRESENT**

FIND NEW **SPACE**

BEHAVIOURS: CONSISTENT, CONNECTED, OPTIMISED

POWERED BY THE MEANINGFUL DIFFERENT AND SALIENT FRAMEWORK AND BY THE MOST MEANINGFUL DATA

GROWTH IS ACHIEVABLE FROM ANY POSITION



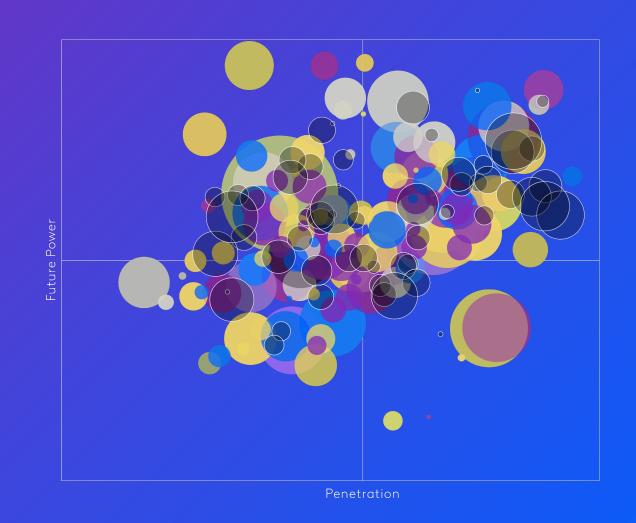
In the Blueprint for Brand Growth, the final opportunity for growth is to consider inside vs. outside the category.

Mapping the Most Valuable lobal brands shows that brand value growth – or the risk of decline – is equally possible wherever a brand finds itself.

Penetration is an important factor to identify that opportunity.

Bubble size = % BV change

- = Brand value growth
- The risk of decline



FUTURE POWER IS A KEY BRAND VALUE GROWTH DRIVER FOR LARGER BRANDS



To grow, big brands need higher future power to take them to new places.

Smaller brands have room to find growth within category – so don't see the same relationship with Future Power as a driver of growth.

There is a bigger risk with the smaller brands of overextending themselves – as they still have big competitors with current category.



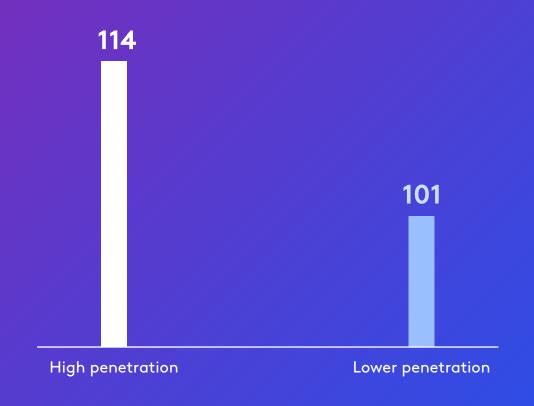
2023-2024



Brands with above average Penetration







Brands with higher penetration show more potential to grow in the future.



SPADEL MANAGES TO FIND NEW SPACES THANKS TO INNOVATION

SPA

USING ITS ECOPACK AS A STARTING POINT, SPADEL IS ABLE TO ENTER NEW MARKETS





Spa Fountain





Derived products

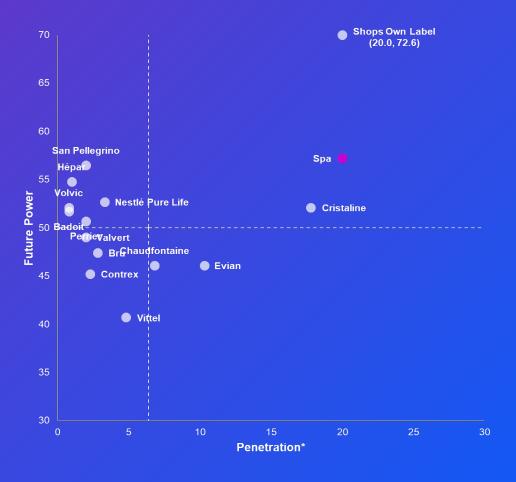








WITH THE HIGHEST PENETRATION, THE BRAND ALSO SHOWS A STRONG POTENTIAL FOR FUTURE GROWTH

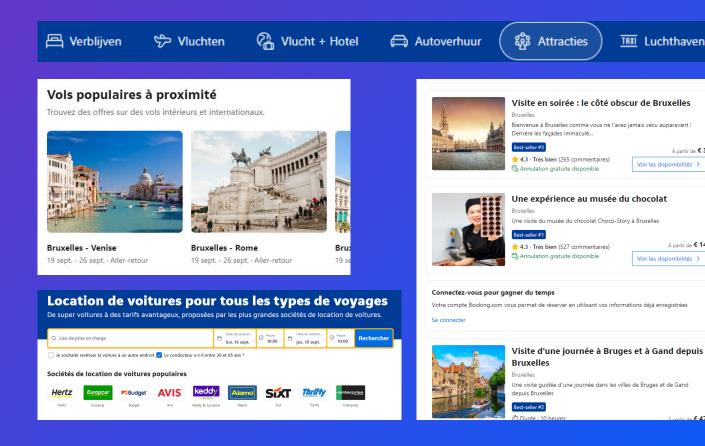




BOOKING KEEPS ON EXTENDING ITS OFFER

Booking.com

WITH THE ADDITION OF MULTIPLES OFFERS, BOOKING.COM IS NOW THE LEADER OF THE TRAVEL AND HOLIDAY BOOKING WEBSITES





TAXI Luchthaventaxi's

à nartir de € 3

À partir de € 14

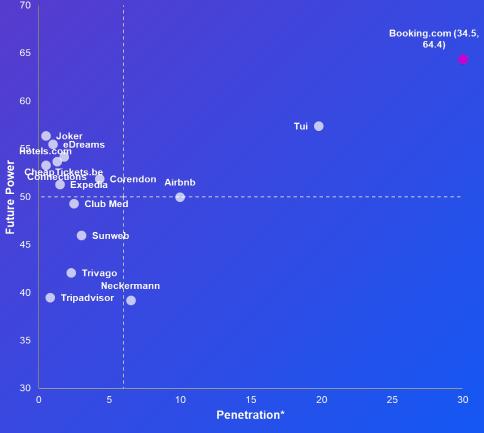
Voir les disponibilités >



Booking.com

BOOKING.COM HAS BY FAR THE HIGHEST PENETRATION IN BELGIUM, WITH A STRONG POTENTIAL TO GROW IN THE FUTURE





LEONIDAS IS STRETCHING ITS POSITIONING



LEONIDAS IS STRETCHING ITS POSITIONING OF "MOMENTS OF HAPPINESS" AND GIFTING TO "MY SMALL MOMENTS OF HAPPINESS"











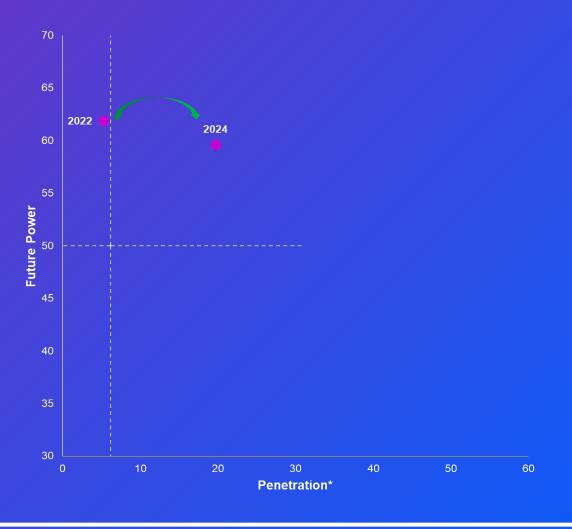




LEONIDAS HAS BEEN ABLE TO INCREASE ITS PENETRATION OVER TIME







KEY LEARNINGS

Meaningful
Difference is
becoming
increasingly
important for
brand growth

Brands grow by being Meaningfully Different to more people

It is important for any brand to be 'More Present' where consumers are choosing and using Category Growth is achievable from anywhere

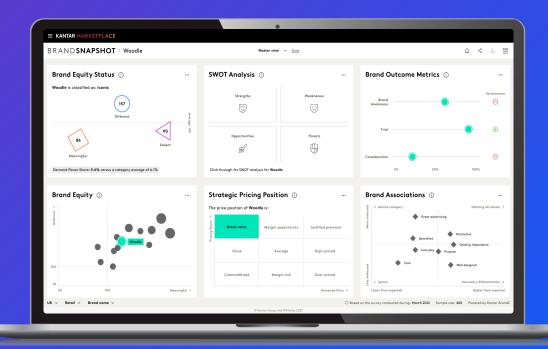
Tind New Space

Difference is a key differentiator of growth

Brands with highest predisposition have ability to charge more in the future The most valuable brands are less reliant on Activations

Brands with higher penetration show more potential to grow in the future

BRAND SNAPSHOT POWERED BY BRANDZ





EXPLORE BRANDSNAPSHOT POWERED BY BRANDZ KANTAR.COM/MARKETPLACE/BRANDSNAPSHOT



2024 STRONGEST BRANDS

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