



# THE NEW DYNAMICS OF THE INSIGHTS AND MARKETING INDUSTRY

Consumers are smarter and more empowered than ever. They are willing to share their opinions, but expect something in return: more control, better personalization, with impenetrable privacy and security.

Brands need to understand their customers holistically to deliver the right message at the right time.

At the same time, privacy and security regulations continue to increase, challenging your ability to make the most of data-driven opportunities. In a post-cookie world, first-party data has never been more critical to ensure you can deliver value at every step of the marketing journey at the speed of your business.

# YOUR CHALLENGES AND OPPORTUNITIES HAVE NEVER BEEN MORE COMPLEX

Industry dynamics demand a new blueprint for market expansion. Businesses must think differently to find ways to grow revenue, accelerate insights to market, streamline operations and stretch their budgets further.

#### **BUSINESS NEEDS**



Support business transformation



Expand addressable markets



Drive revenue growth

#### **RESEARCH NEEDS**



Accelerate insights to market



Stretch budgets further



Streamline internal processes



Minimize inefficiency in data and project management



Focus on revenuegenerating activites

#### POWERING YOUR GROWTH AND TRANSFORMATION AT EACH STEP OF THE MARKETING CONTINUUM

We help power your growth across the entire marketing journey with our solutions for insights, activation and measurement.

Harness the power of data by uncovering accurate insights and connecting data sources to activate new advertising campaigns and measure effectiveness of cross-channel marketing ROI and longer-term brand lift.





#### DYNATA'S DIFFERENCE

Dynata has the largest depth, widest breadth, and highestquality first-party panel data in the world. We own and operate the largest panel comprised of 67 million consumers, B2B panelists and hard-to-reach audiences.

Dynata is known for having the highest-quality and most trusted panel of real and engaged people in the industry. Our fully permissioned panelists are profiled with over 2,700 attributes and are sourced using unique methodologies, offering flexibility and bias controls for precise audience selection.

Panel data can be seamlessly connected to CRM and other data sources to model and scale custom audiences for campaign activation.

# DATA QUALITY, THE FOUNDATION OF ACCURATE INSIGHTS & BETTER DECISION - MAKING

High-quality data is the cornerstone of business intelligence - driving accurate insights for smarter decision-making. Quality data comes from the right people who are real and engaged, ready to share trusted insights.

Our rich recruitment sources and fully verified panelists ensure you have access to the highest quality data to protect your investment and reputation.

We employ proprietary identity verification controls and the highest, most compliant levels of data management.

Our Imperium data solution, QualityScore™, provides an automated multi-point check to assess each respondent's survey quality, reducing up to 85% of the time spent manually reviewing data and saving valuable participant responses.



## FULLY INTEGRATED END-TO-END PLATFORM THAT CONNECTS RESEARCH AND INSIGHTS WITH EFFECTIVE CAMPAIGN EXECUTION

#### **Find Your Audience**

Identify and select your audience, field your survey in market and tabulate your results.

#### **Build Your Survey**

Script and program mobile-first surveys for any question type or length.



## Improve Cross-channel Marketing ROI

Validate results against real people, measure advertising effectiveness and optimize media spend.

### **Connect Data & Activate Campaigns**

Connect data sources and activate audiences across channels to enhance targeting and maximize impact

#### **Analyze & Visualize**

Uncover insights and instantly visualize findings with automated data viz and interactive dashboards.

#### **Publish & Share Your Results**

Deliver insights to decision makers in seconds with cloud-based collaborating tools













Unparalleled **DEPTH AND BREADTH** across six continents



200,000+ PROJECTS DELIVERED ANNUALLY



Extensive survey testing and data verification attributes for

**ERROR-FREE PROJECT DELIVERY** 









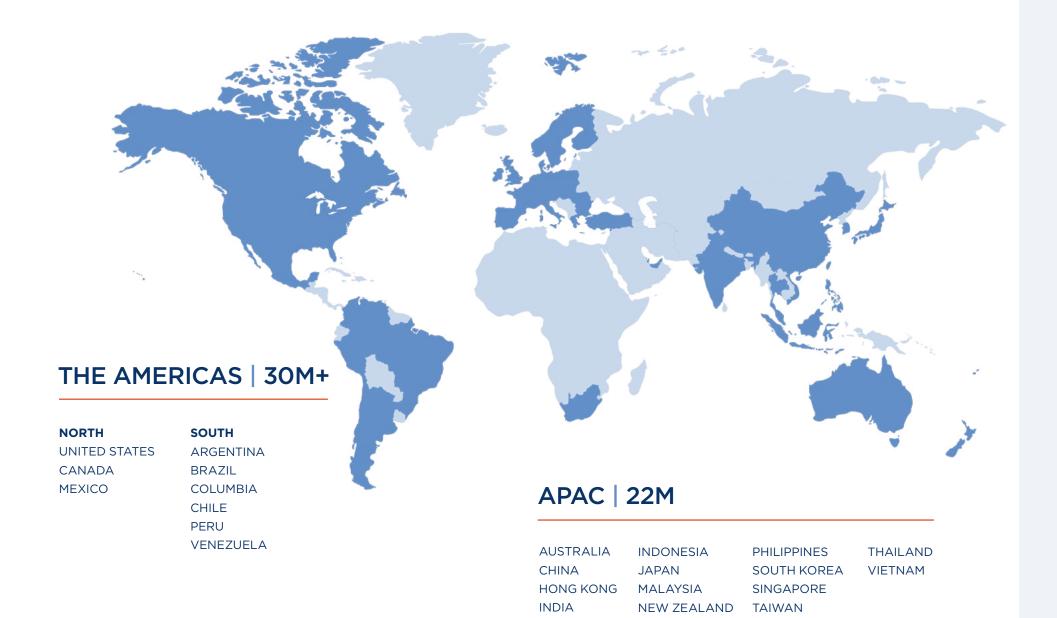






#### EMEA | 16M

**AUSTRIA** FINLAND **IRELAND PORTUGAL SWEDEN** ROMANIA SWITZERLAND **BELGIUM** FRANCE ITALY **GERMANY** SLOVAKIA TURKEY BULGARIA **NETHERLANDS CZECH REPUBLIC** GREECE NORWAY SOUTH AFRICA UAE **SPAIN** UNITED KINGDOM **DENMARK HUNGARY** POLAND



#### GLOBAL FOOTPRINT

Dynata is uniquely positioned to deliver the most diverse B2B and B2C online sample globally for maximum feasibility, sustainability, representativeness and consistency. Our extensive reach lets us connect you to consumer, business, specialty, or hard-to-reach audiences in almost every country around the world quickly and efficiently. Connect with your Dynata sales team to find out more about our global capabilities.

#### RECRUITMENT METHODOLOGIES

Dynata has a variety of sample sources to meet your unique project requirements.

Each of our recruitment channel delivers a different population thus our panels provide diversity, representativeness and enables you to target hard-to-reach population segments.



#### HARD-TO-SOURCE PANEL DATA







#### The Standard for B2B Data

Largest and deepest global reach offering more than 3 million professionals with an average of 15 attributes per member

Broadest selection of business professionals across hundreds of B2B roles

Robust and proven recruitment practices across loyalty, open and integrated channels

#### Healthcare

Comprehensive patient panel offering 9M patients in 40 markets, across 300 ailments with over 2,000 studies per year

Concentrated healthcare B2B panel with more than 2.5 million allied health professionals and other healthcare business decision makers globally

Rich Healthcare Professionals Panel containing 200,000 across the US,
Canada and EU5 and access to over 1M globally through partner programs

#### **Diversity, Equity & Inclusion**

Panel recruitment using messaging and rewards to encourage maximum diversity among participants and a 3-channel strategy to ensure access to respondents who are under-represented when only using one approach

Broad-scale panelist data library includes items such as race, gender, sexual orientation and disability

Accommodations in the survey-taking process to ensure optimal engagement among diverse populations

## PANELISTSUPPORT **PANEL** Recruitment DATA **PANEL** Cleaning & Management Analysis **PANEL** DATA Engagement Collection **SAMPLE** SUPPORT SERVICES Selection

# POWERED BY OUR PROPRIETARY TOTAL RESEARCH QUALITY SYSTEM

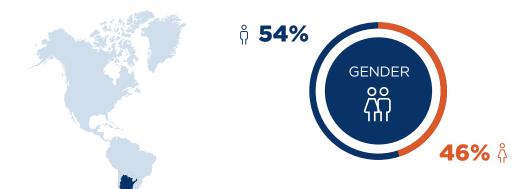
#### **Total Research Quality® System Components**

Our Total Research Quality® system is a comprehensive integrated system of tools, metrics, procedures, and policies that operates throughout the entire lifecycle of each participant across every project we complete to ensure our clients are receiving the highest quality data available. The system begins long before the data is collected and ends long after the analysis is complete.

Dynata employs proprietary identity verification controls and the highest, most compliant levels of data management and data protection.



#### **ARGENTINA**

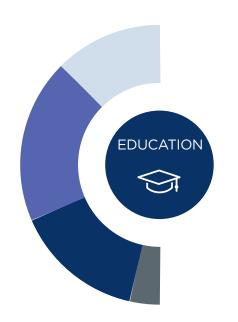


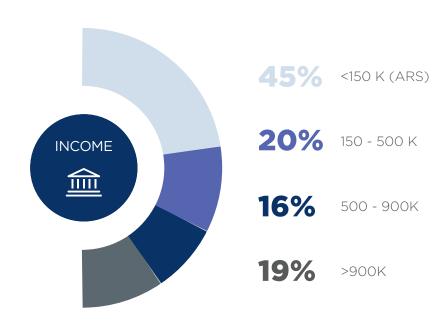
Secondary Education or below 26%

University, Professional or Vocational Certification 38%

University Degree 30%

Postgraduate,
Doctorate or above 7%

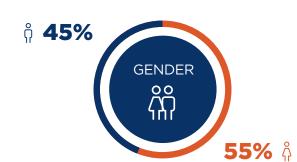




AGE
| 16% | 29% | 26% | 18% | 9% |
| 18 - 24 | 25 - 34 | 35 - 44 | 55 - 64

#### **BRAZIL**





Secondary Education or below

University, Professional

or Vocational Certification

37%

20%

University **28%** 

Postgraduate,
Doctorate or above 16%





69% <85K (BRL)

26% 85 -450K

3% 450K - 1.75M

>1.75M

3%

+ 65

AGE	20%	30%	26%	14%	7%	3%
	18 - 24	25 - 34	35 - 44	45 - 54	55 - 64	+ 65

#### **CANADA**





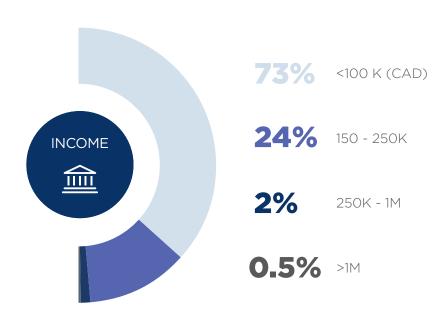
**56%** Å



Postgraduate,

Doctorate or above







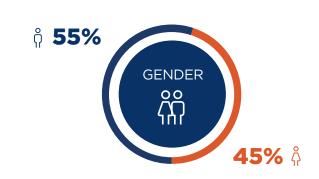
7%	15%	17%	16%	20%	25%
18 - 24	25 - 34	35 - 44	45 - 54	55 - 64	+ 65

**24%** 

19%

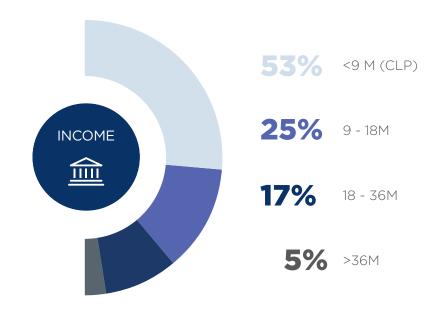
#### **CHILE**





18%	Secondary Education or below
14%	University, Professional or Vocational
49%	University Degree
19%	Postgraduate, Doctorate or above

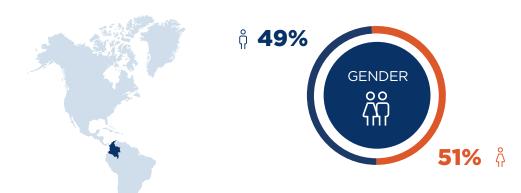




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AGE	18%	30%	24%	17%	7%	5%
	18 - 24	25 - 34	35 - 44	45 - 54	55 - 64	+ 65

#### **COLOMBIA**





University Degree

University, Professional

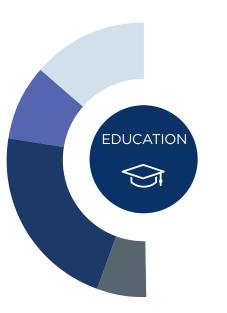
or Vocational Certification

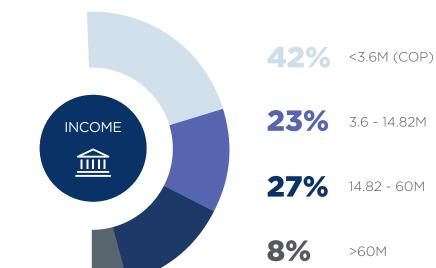










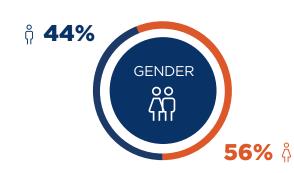




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ہننے		23%	33%	24%	13%	6%	
	18 - 24	25	5 - 34	35 - 44	45 - 54	55 - 64	+ 65

#### **MEXICO**







University, Professional

or Vocational Certification

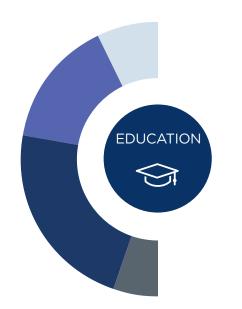








University Degree







30%	50 - 150K

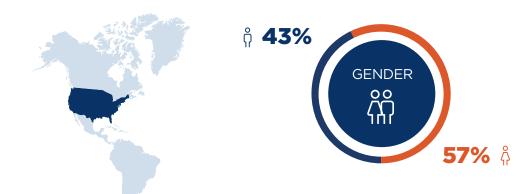


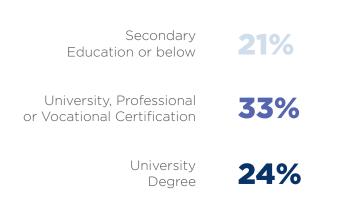
11% >500K





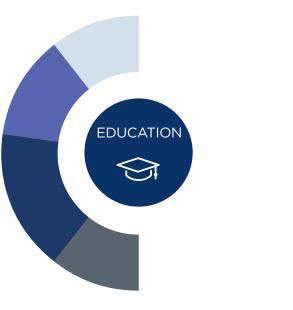
#### **UNITED STATES OF AMERICA**

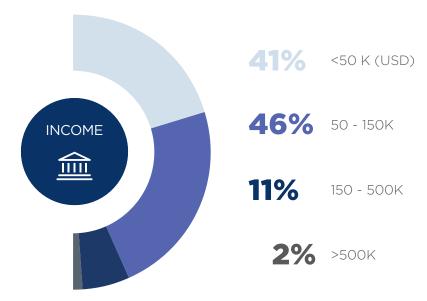




Postgraduate,

Doctorate or above







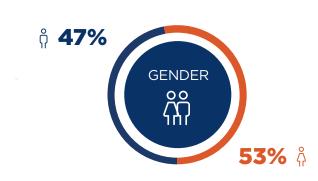
11%	20%	23%	14%	14%	19%
18 - 24	25 - 34	35 - 44	45 - 54	55 - 64	+ 65

21%



#### **AUSTRIA**





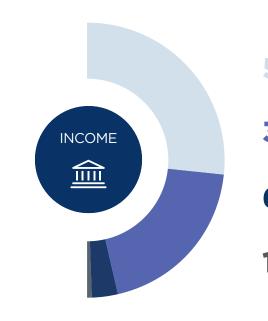


University, Professional 41% or Vocational Certification

> University 8% Degree

Postgraduate, 12% Doctorate or above





60 K (EUR)

**39%** 60 - 120K

6% 120 - 200K

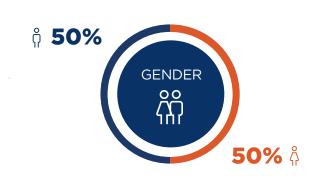
1% >200K



	11%	19%	19%	20%	19%	13%
18 - 24	2	25 - 34	35 - 44	45 - 54	55 - 64	+ 65

#### **BELGIUM**





Secondary	A A 0/
Education or below	44%

University, Professional **25%** or Vocational Certification

> University 19% Degree

Postgraduate, 12% Doctorate or above





<60 K (EUR)
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**17%** 60 - 120K

3% 120 - 200K

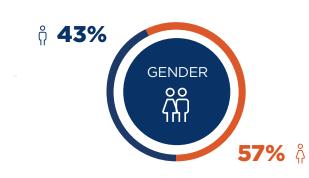
>200K

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يننن	9%	<b>%</b> 16	5% <b>17</b> ′	18%	19%	22%	
	18 - 24	25 - 34	35 - 44	45 - 54	55 - 64	+ 65	

#### **BULGARIA**



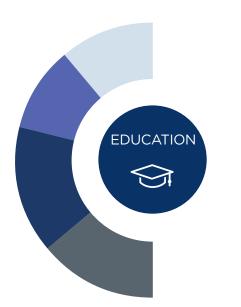


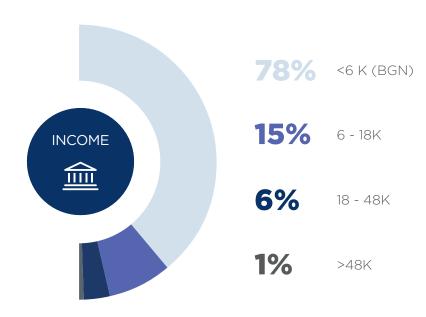






Postgraduate,	28%
Doctorate or above	20%



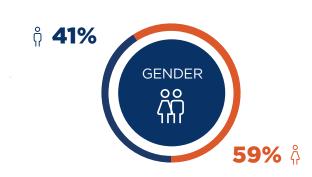




15%	26%	26%	18%	12%	4%
18 - 24	25 - 34	35 - 44	45 - 54	55 - 64	+ 65

#### **CZECH REPUBLIC**





Secondary	700/
Education or below	<b>70</b> %









38%	360 - 720k

<b>13%</b>	720K - 1.081
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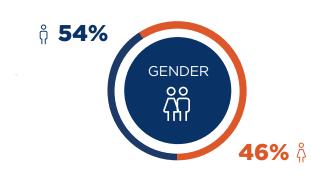
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AGE	11%	22%	22%	19%	14%	12%
	18 - 24	25 - 34	35 - 44	45 - 54	55 - 64	+ 65

#### **DENMARK**





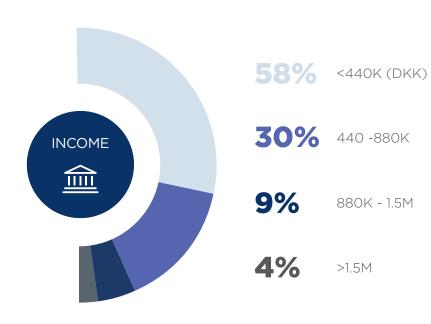
Secondary **55%** Education or below

University, Professional 12% or Vocational Certification

> University Degree **15%**

Postgraduate, 18% Doctorate or above



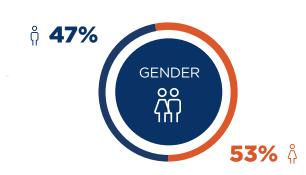




13%	16%	13%	16%	18%	26%
18 - 24	25 - 34	35 - 44	45 - 54	55 - 64	+ 65

#### **FINLAND**



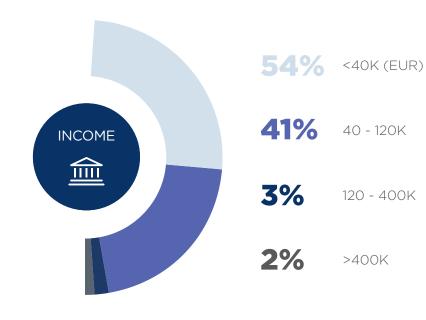


Secondary **25**% Education or below University, Professional 43% or Vocational Certification

> University **17%** Degree

Postgraduate, 15% Doctorate or above



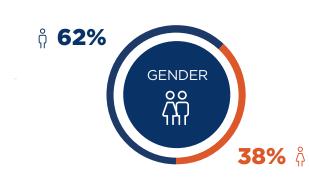


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AGE	11%	18%	19%	18%	19%	16%
	18 - 24	25 - 34	35 - 44	45 - 54	55 - 64	+ 65

#### **FRANCE**





Secondary 42% Education or below

University, Professional **26%** or Vocational Certification

> University 16% Degree

Postgraduate, 16% Doctorate or above





67% <40K (EUR)

**29%** 40 - 100K

3% 100 - 500K

**0.4%** >500K



19%	19%	19%	18%	14%	10%
18 - 24	25 - 34	35 - 4 <i>A</i>	45 - 54	55 - 64	+ 65

#### **GERMANY**





Secondary **32**% Education or below

University, Professional 44% or Vocational Certification

> University **24%** Degree





**50%** <40K (EUR)

**41%** 40 - 120K

6% 120 - 200K

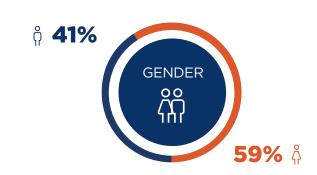
>200K

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AGE		13%	18%	18%	17%	19%	15%
	18 - 24		25 - 34	35 - 44	45 - 54	55 - 64	+ 65

#### **GREECE**





Secondary 29% Education or below

University, Professional **25**% or Vocational Certification

> University Degree **31%**

Postgraduate, 15% Doctorate or above





**73%** <20K (EUR)

**26%** 20 - 60K

1% 60 - 150K

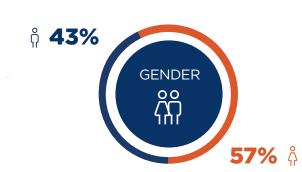
**0.2%** >150K



	12%	20%	32%	24%	9%	3%
18 - 24	25 - 34		35 - 44	45 - 54	55 - 64	+ 65

#### **HUNGARY**





Secondary Education or below

University, Professional or Vocational Certification 24%

49%

University **16%** Degree

Postgraduate, 11% Doctorate or above





<900K (HUF)

**29%** 900 - 3.5M

**13%** 4.5 - 4.5K

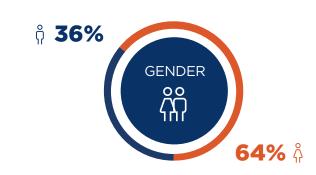
**16%** >4.5K

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AGE	13%	22%	22%	19%	14%	11%
	18 - 24	25 - 34	35 - 11	15 - 51	55 - 64	+ 65

#### **IRELAND**



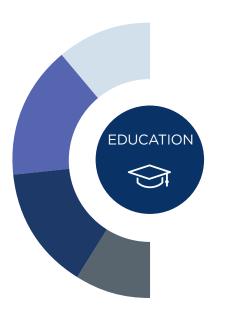




University, Professional or Vocational Certification

University 29%

Postgraduate,
Doctorate or above







<60K (EUR)

**21%** 60 - 100K

**7%** 100 - 300K

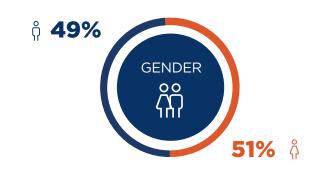
**1%** >300K

AGE ...

9%	23%	26%	19%	13%	10%
18 - 24	25 - 34	35 - 44	45 - 54	55 - 64	+ 65

#### **ITALY**





Secondary Education or below 51%

University, Professional or Vocational Certification

University Degree 11%

Postgraduate,
Doctorate or above 21%





<60K (EUR)
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**11%** 60 - 100K

**4%** 100 - 300K

**2%** >300K

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4GE <b>∷</b> ∺	10%	18%	23%	24%	15%	9%
	18 - 24	25 - 34	35 - 44	45 - 54	55 - 64	+ 65

#### **NETHERLANDS**











Postgraduate,	10%
Doctorate or above	10 /0





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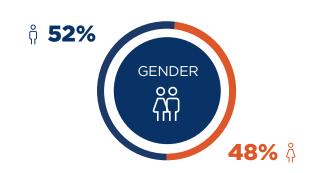




	6%	12%	13%	17%	20%	32%
18	- 24	25 - 34	35 - 44	45 - 54	55 - 64	+ 65

#### **NORWAY**





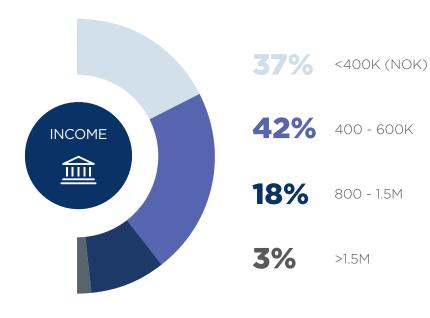
Secondary	36%
Education or below	30%

University, Professional	26%
or Vocational Certification	20/0

University	29%
Degree	29%

Postgraduate, 9% Doctorate or above



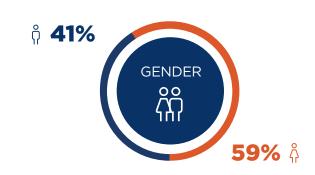


	AGE		13%		16%
		18 - 24		25 - 34	

	13%	16%	17%	19%	14%	21%
18	3 - 24	25 - 34	35 - 44	45 - 54	55 - 64	+ 65

#### **POLAND**





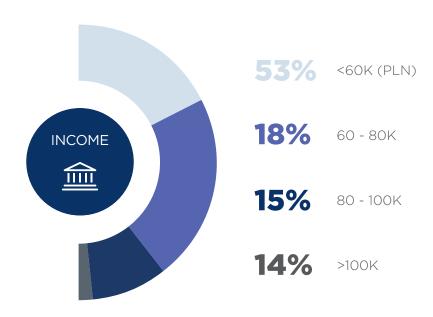
Secondary 46% Education or below

University, Professional 12% or Vocational Certification

> University **15%** Degree

Postgraduate, 28% Doctorate or above



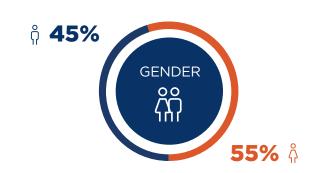




17%	29%	23%	15%	10%	6%	
18 - 24	25 - 34	35 - 44	45 - 54	55 - 64	- 65	

#### **PORTUGAL**





Secondary Education or below

University, Professional

or Vocational Certification

44%

**15%** 

University **29%** Degree

Postgraduate, 13% Doctorate or above





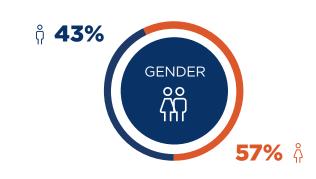
86%	<40K (EUR)
11%	40 - 70K
2%	70 - 100K
1%	>100K

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طننم	12%	24%	30%	21%	10%	4%
	18 - 24	25 - 34	35 <i>- 44</i>	45 - 54	55 - 64	+ 65

#### **SOUTH AFRICA**







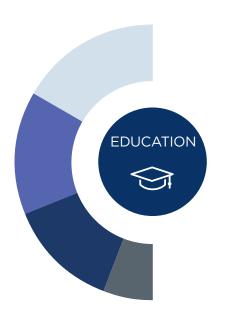
University

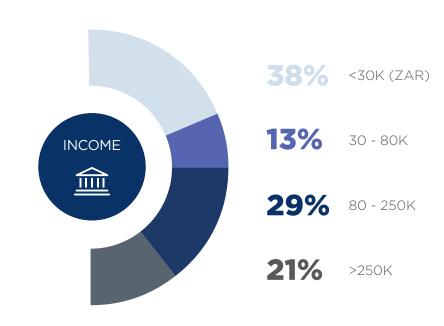
Degree









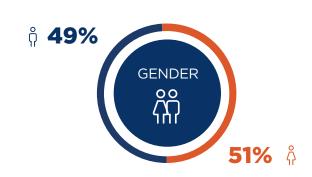




30%	34%	19%	9%	4%	4%
18 - 24	25 - 34	35 - 44	45 - 54	55 - 64 -	+ 65

#### **SPAIN**















85%	<60K (EUR)
11%	60 - 100K
3%	100 - 300K
1%	>300K

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10%	18%	27%	25%	14%	6%
18 - 24	25 - 34	35 - 44	45 - 54	55 - 64	+ 65

#### **SWEDEN**





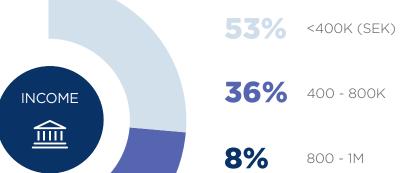


University, Professional or Vocational Certification

University Degree 24%

Postgraduate,
Doctorate or above 14%





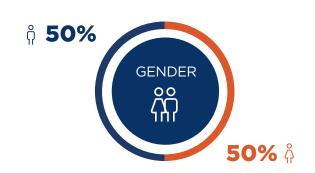
**3%** >1M



9%	14%	16%	15%	18%	27%
18 - 24	25 - 34	35 - 44	45 - 54	55 - 64	+ 65

#### **SWITZERLAND**





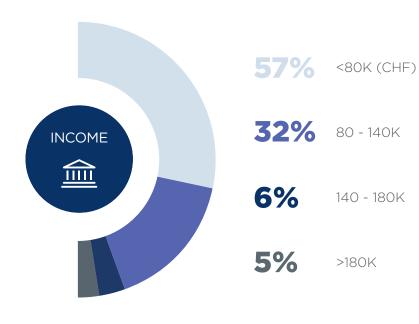
Secondary	269/
Education or below	26%

University, Professional or Vocational Certification 46%

University Degree 12%

Postgraduate,
Doctorate or above



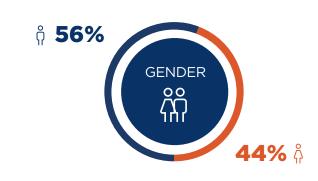


AGE
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8%	17%	19%	19%	17%	20%
18 - 24	25 - 34	35 - 44	45 - 54	55 - 64	+ 65

#### **TURKEY**



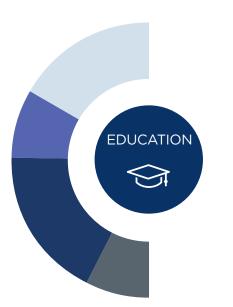


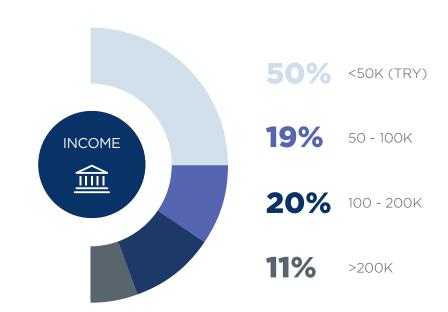






Postgraduate,	15%
Doctorate or above	19/0



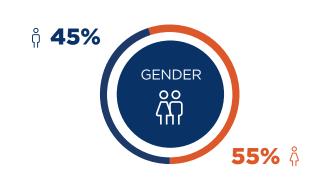




	28%	32%	22%	11%	5%	1
′	18 - 24	25 - 34	35 - 44	45 - 54	55 - 64	+ 65

#### **UNITED ARAB EMIRATES**





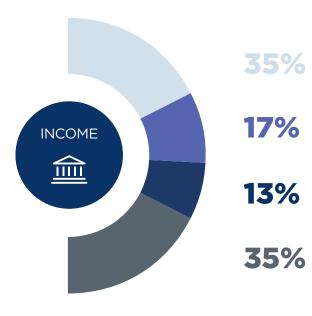
Secondary	170/
Education or below	17%











35%	<180K (AED)
<b>17</b> %	180 - 420K

420 - 600K

<b>35</b> %	>600K
-------------	-------



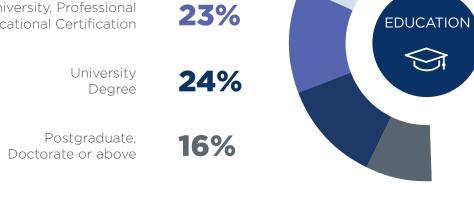
AG	12%	32%	24%	17%	3% 12%
	18 - 24	25 - 34	35 - 44	45 - 54	55 - 64  + 65

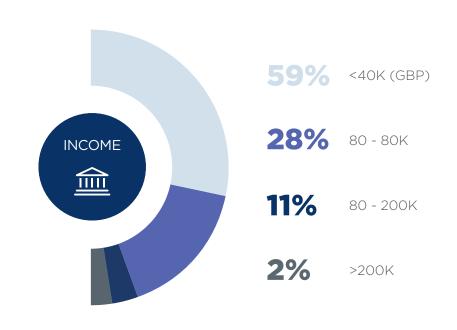
#### **UNITED KINGDOM**











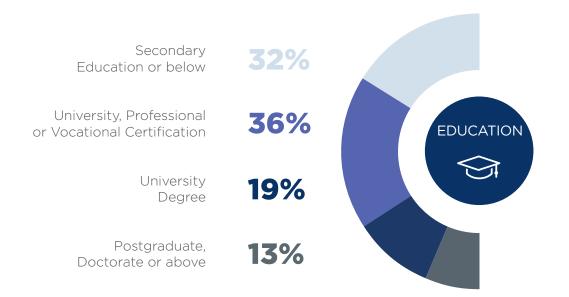


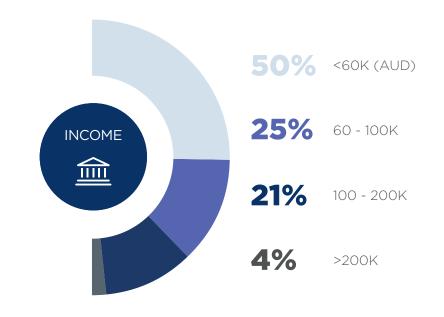
9%	16%	18%	17%	18%	21%
18 - 24	25 - 34	35 - 44	45 - 54	55 - 64	+ 65



#### **AUSTRALIA**





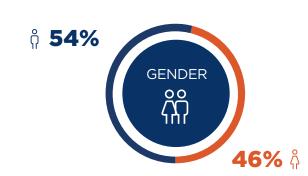


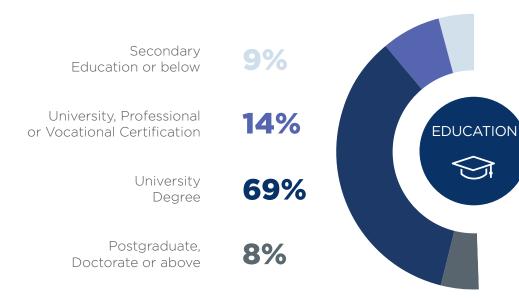


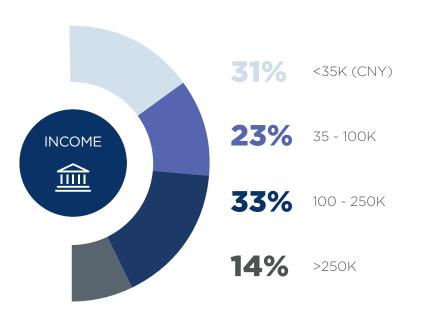
6%	12%	17%	14%	19%	32%
18 - 24	25 - 34	35 - 44	45 - 54	55 - 64	+ 65

#### **CHINA**









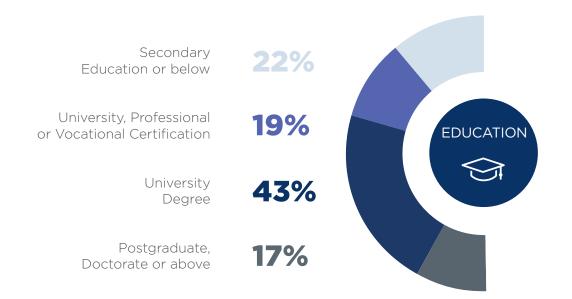


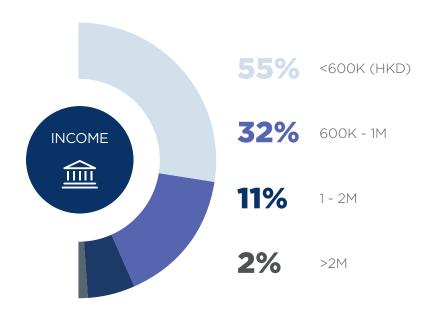
AGE				
<del>#</del>	28%	51%	17%	4%
	10 24		75 44	± 45

35 - 44 25 - 34

#### **HONG KONG**





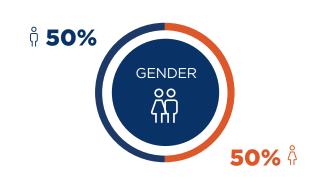


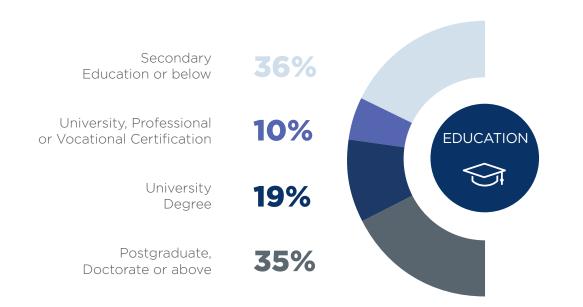


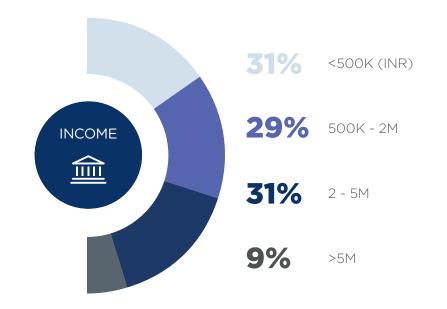
≣ a	16%	29%	26%	18%	10%	2%
	18 - 24	25 - 34	35 - 44	45 - 54	55 - 64	+ 65

#### **INDIA**





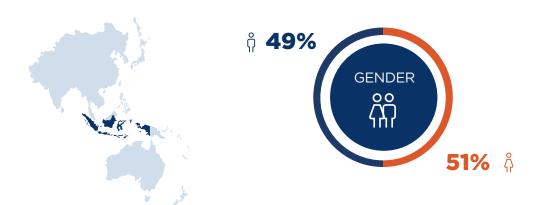


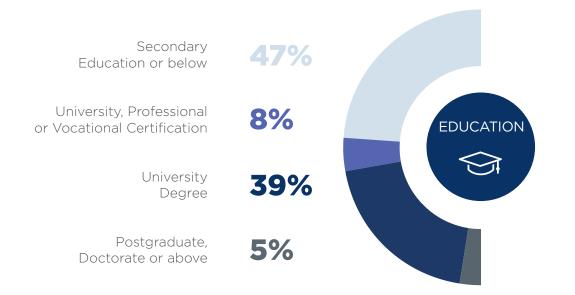


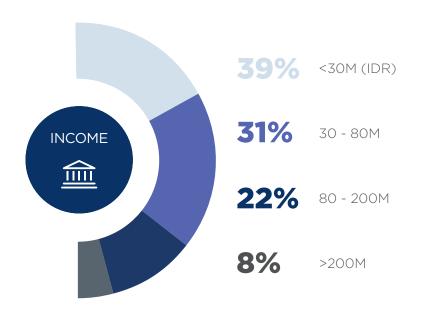
AGE
<b>⇔</b>

AGE						
منظم المنظم	33%	22%	15%	11%	13%	7%
	18 - 24	25 - 34	35 - 44	45 - 54	55 - 64	+ 65

#### **INDONESIA**





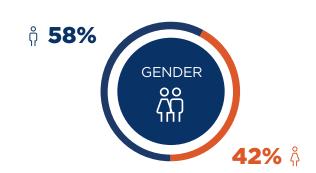


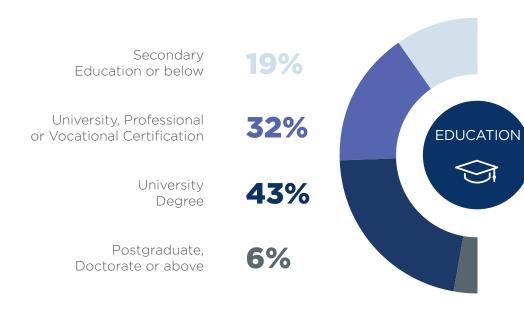
AGE	

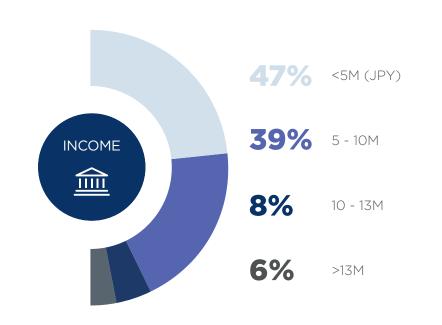
AGE				10%		
<del>ہننہ</del>	29%	31%	22%	10%	5%	3%
	18 - 24	25 - 34	35 - 44	45 - 54	55 - 64	+ 65

#### **JAPAN**





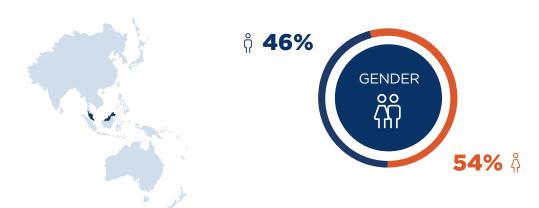


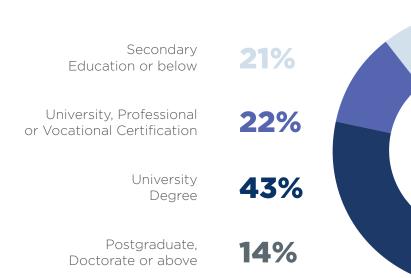


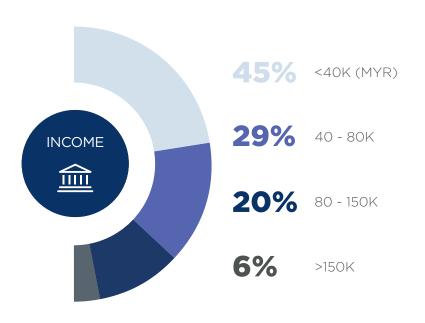
AGE
<b>===</b>

AGE						
خننے	5%	16%	20%	27%	21%	11%
	18 - 24	25 - 34	35 - 44	45 - 54	55-64	+ 65

#### **MALAYSIA**







AGE		25%	
	18 - 24		

25 - 34 35 - 44 45 - 54 55 - 64 + 65

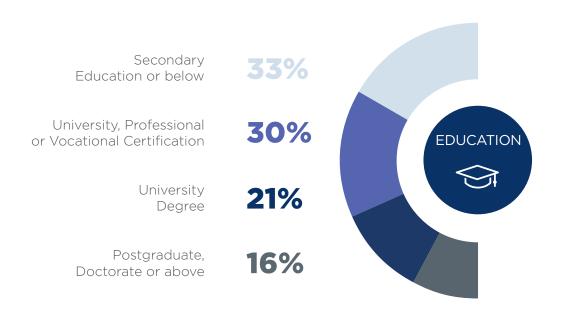
EDUCATION

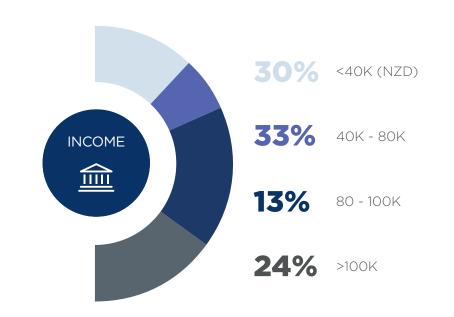
 $\bigcirc$ 

#### **NEW ZEALAND**





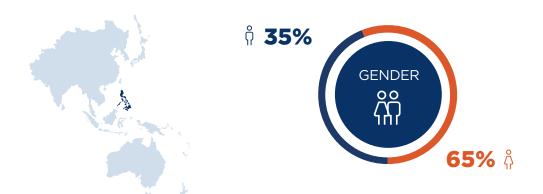


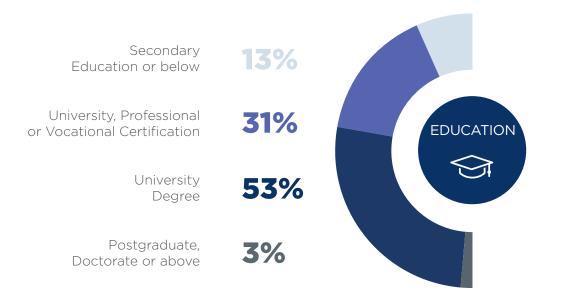


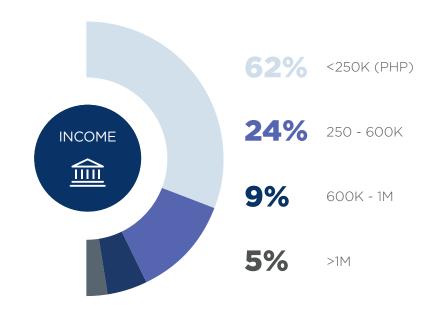
AGE	
<b>==</b>	

AGE	7%	18%	18%	17%	16%	25%
	18 - 24	25 - 34	35 - 44	45 - 54	55 - 64	+ 65

#### **PHILIPPINES**



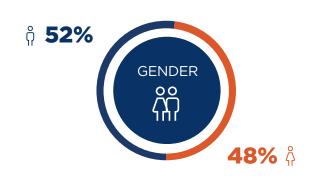


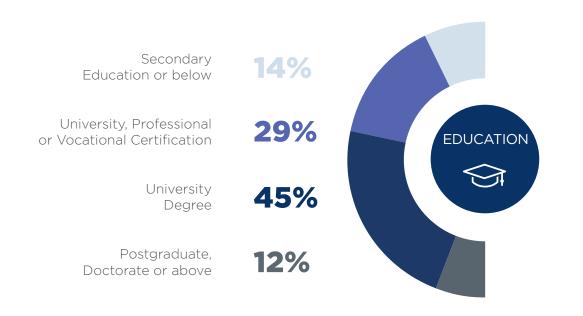


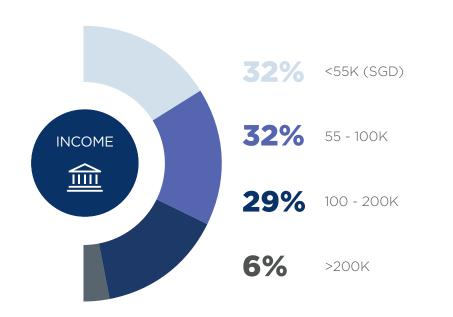
AGE	30%	36%	23%	8%	<b>3</b> % <b>6</b> .0
	18 - 24	25 - 34	35 - 44	45 - 54	55 - 64 + 65

#### **SINGAPORE**







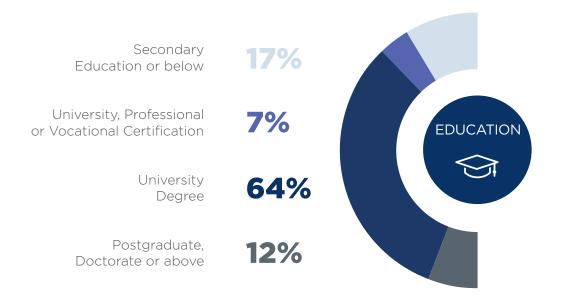


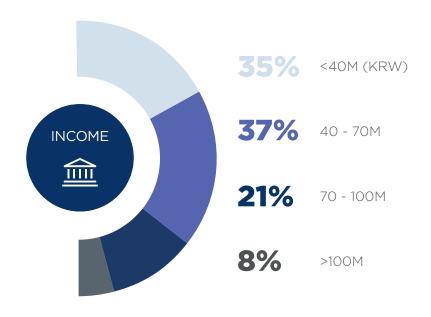
AGE	
<b>=</b>	

AGE	9%	24%	30%	21%	12%	4%	
	18 - 24	25 - 34	35 - 44	45 - 54	55 - 64	+ 65	

#### **SOUTH KOREA**





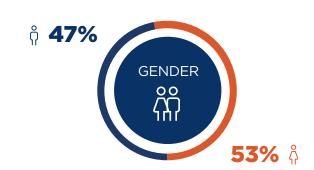


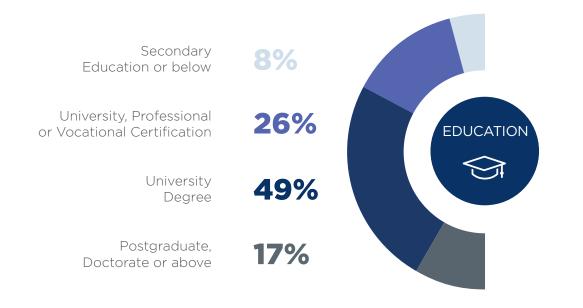
AGE	
<b>=</b>	
	,

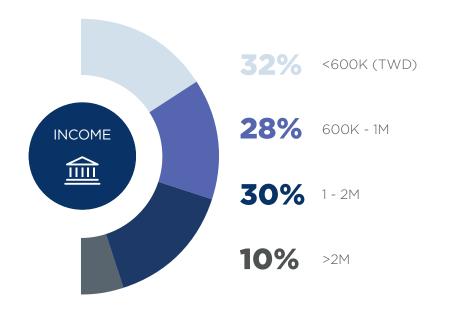
8%	29%	32%	21%	8%	2%
18 - 24	25 - 34	35 - 44	45 - 54	55 - 64	+ 65

#### **TAIWAN**





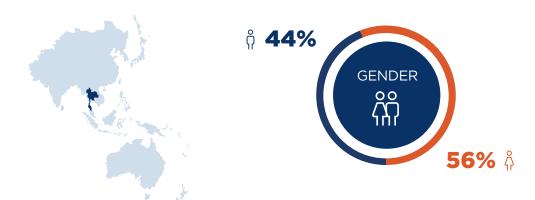


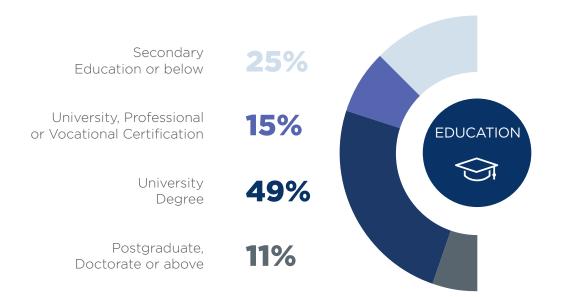


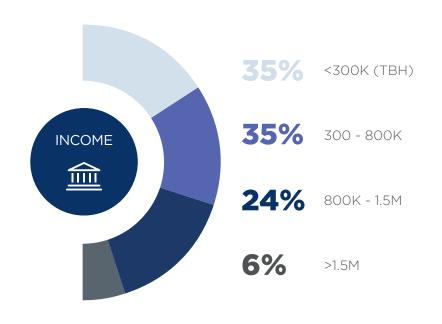
AGE
<b>⇔</b>

AGE						
مننن	16%	29%	29%	19%	6%	1%
	18 - 24	25 - 34	35 - 44	45 - 54	55 - 64	+ 65

#### **THAILAND**





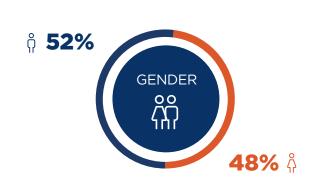


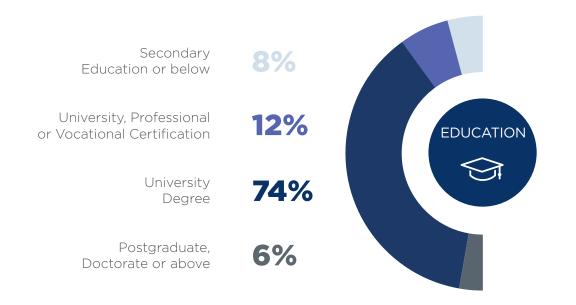
AGE

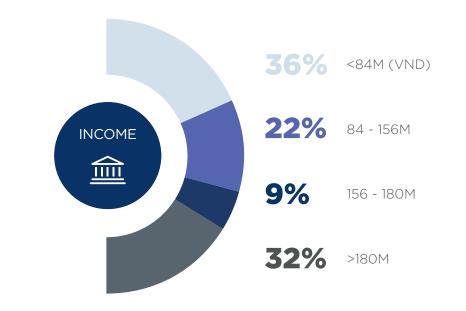
26%	29%	25%	11%	7%	2%
18 - 24	25 - 34	35 - 44	45 - 54	55 - 64	+ 65

#### **VIETNAM**











3% 1 19% 18 - 24 25 - 34 35 - 44 45 - 54 55-64 + 65