



FRAMEWORK & SERVICE

November 2024











NIKKEI RESEARCH SURVEYED OVER 70,000 PEOPLE IN 11 MARKETS, INCLUDING CHINA, TAIWAN, THAILAND, INDIA, VIETNAM, INDONESIA, MALAYSIA AND THE PHILIPPINES FROM ASIA.

#### **SURVEYED IN 11 MARKETS**

# 8 ASIAN MAKERTS WITH JAPAN, U.S. AND GERMANY























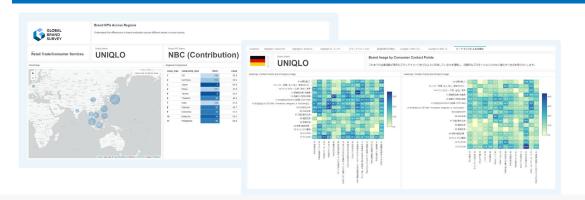


## 200 BRANDS

Selected from 15 categories of lifestyle-related industries, including auto, home appliance, sports, game and food.

AROUND 70,000 RESPONDENTS

#### **DASHBOARD OF BRAND DATABASE**



# NIKKEI-R BRAND EQUITY SCORE AND BRAND RANKING IN 11 MARKETS

Nikkei-R Brand Power Nikkei-R
Brand Contribution







OVERALL RANKING IN ASIA					
1	Samsung (South Korea)	6	Honda (Japan)		
2	Adidas (Germany)	7	Toyota (Japan)		
3	Apple (U.S.)	8	Microsoft (U.S.)		
4	Sony (Japan)	9	Panasonic (Japan)		
5	Nike (U.S.)	10	BMW (Germany)		

8 MARKETS, INCLUDING CHINA, TAIWAN, THAILAND, INDIA, VIETNAM, INDONESIA, MALAYSIA AND THE PHILIPPINES

© Nikkei Research Inc. All Rights Reserved \*around 6,000 respondents in each market





## TOP 3 BRANDS IN EACH ASIAN MARKET

	1	2	3
CHINA	Haier	Coca-cola	BYD
TAIWAN	Apple	Nintendo	Coca-cola
THAILAND	Honda	Samsung	Adidas
INDIA	Tata Motors	Samsung	Honda
VIETNAM	Samsung	Panasonic	Adidas
INDONESIA	Honda	Yamaha	Samsung
MALAYSIA	Panasonic	Apple	Toyota
PHILIPPINES	Nike	Nestle	Samsung

## Introduction 1/2





## GLOBAL BRAND SURVEY is a service provided by Nikkei Research Inc.

that evaluates and analyzes the value of corporate brands on a global basis. Our service is based on surveys in each country and area to index and visualize the value of corporate brands, clarifying brand issues in a data-driven manner, and supporting the resolution of these issues.

## **Global Brand Survey's Brand Value**

Based on the basic idea that "brands are built through relationships with consumers and customers," we conduct surveys of consumers and customers in each country and area, and use the results to analyze and evaluate the value of brands.

In this evaluation, we quantitatively calculate indicators for each of the components of brand value, and also calculate

The Nikkei-R Brand Equity Score (NBES), an evaluation index representing brand value by integrating these components.

## Nikkei-R Brand Equity Score (NBES)



Nikkei-R Brand Power (NBP)

Nikkei-R Brand Contribution (NBC)



## **Introduction 2/2**



## **Brand Value Indicators**

## 1. Nikkei-R Brand Equity Score (NBES)

In the GLOBAL BRAND SURVEY, an overall indicator of brand value is calculated as a score called **the Nikkei-R Brand Equity Score (NBES).** This indicator represents the value of a brand to consumers and customers, and is calculated based on "brand power (**Nikkei-R Brand Power**)" and "brand contribution analysis (**Nikkei-R Brand Contribution**)," which analyzes the degree to which a brand influences the purchase of products and services.

#### 2. Nikkei-R Brand Power(NBP)

"Brand power (**Nikkei-R Brand Power, NBP**)" is based on Keller's Brand Equity Pyramid concept and calculates the degree to which a brand is recognized by consumers and customers as the strength of "brand awareness (Awareness)" and "relationships with the brand (Engagement)." In other words, a brand that is more widely and deeply recognized has stronger brand power. "Engagement," an indicator of the depth of brand recognition, consists of four categories: "uniqueness," "affinity," "recommend," and "endorse." It evaluates the extent to which consumers and customers are aware of these categories for each company.

## 3. Nikkei-R Brand Contribution(NBC)

Along with the power of the brand, an important consideration of the value of the brand is the extent to which the brand influences the actual purchase of the product or service. **The Global Brand Survey** analyzes the degree of contribution, and quantifies the extent to which the brand plays a role in "the brand contribution analysis (**Nikkei-R Brand Contribution**, **NBC**)." The NBC scores by multiplying a company's attractiveness score on ten items for consumers and customers (quality, price, convenience, customer service, logo, design and style, events and campaigns, ads/CM, reputation, traditional and history) and the importance of the brand in the purchase of products and services. These 10 items are classified\* as "fundamental value," "practical value," "emotional value," and "ideational value," and the composition of each value is analyzed to understand the characteristics of the company, country, and area.

\*WADA, Mitsuo. Marketing Strategy, Tokyo: Yuhikaku Publishing.

## Nikkei Research's Brand Power (NBP)



# Nikkei-R Brand Power (NBP)

NBP calculates the degree to which a brand is recognized by consumers and customers as the strength of "brand awareness (Awareness)" and "relationships with the brand (Engagement)."

Brand Awareness

X

Brand Engagement

**Awareness** 

Uniqueness Recommend

Affinity Endorse

## Nikkei Research's Brand Contribution (NBC)



# Nikkei-R Brand Contribution (NBC)

The NBC scores by multiplying a company's attractiveness score on ten items for consumers and customers (quality, price, convenience, customer service, logo, design and style, events and campaigns, ads/CM, reputation, tradition and history) and the importance of the brand in the purchase of products and services. These 10 items are classified\* as "fundamental value," "practical value," "emotional value," and "ideational value," and the composition of each value is analyzed to understand the characteristics of the company, country, and area.

## Advantage



## **Importance**

of the brand in the purchase of products and services

Fundamental Value\* Practical Value\* Emotional Value\* Ideational Value\* Event and **Quality** Convenience Reputation Logo Campaign Design and **Tradition** Customer Ads and Price Commercials and History Style service

## Survey Outline



Markets surveyed	USA, Germany, China, Taiwan, Thailand		d, India, Vietnam, Indonesia, Malaysia, the Philippines, Japan					
Survey target	Ages of 20–59 (gender x generations)		*Equally distributed by gender and generation					
	Total No. of responses collected: 70,786s							
	No. of samples collected per market:	1	USA	6,347	7	Vietnam	6,057	
		2	Germany	6,106	8	Indonesia	6,234	
		3	China	6,358	9	Malaysia	6,018	
No. of responses collected		4	Taiwan	6,450	10	Philippines	6,383	
		5	Thailand	6,059	11	Japan	8,437	
		6	India	6,337				
	Covered companies per market: <b>200 companies</b> , 300 samples per company by market (400s for Japan only)							
Survey item	5 SCR questions + 16 main questions							
Companies covered	200 major companies with overseas sales in designated industries (Randomly selected by Nikkei Research. Foreign-affiliated companies were selected based on an overseas sales ratio of 30% or more)							
Industries covered	Motor Vehicles, Electronics/Industrial Machinery, Toiletries/Health Care, Food Products/Beverages/Services, Other Manufacturing, Technology Services, Retail Trade/Consumer Services							
Survey period	June - July, 2024							

## Main questions



#### **Brand Power**



#### Awareness and Engagement

awareness	awareness How well do you know the company?			
uniqueness	How unique do you think the company is?			
affinity	Do you have an affinity for the company?			
recommend	How strongly would you recommend the company's products and/or services to others?			
endorse	How strongly would you endorse the company's attitudes, activities and philosophies?			

#### **Brand Contribution**



#### Advantage and Importance of the brand in the purchase of products and services



**Advantages** 

**Importance** (total 100%)

#### Contact Points



#### Seen or heard about each brand in the past one year

- TV commercials
- □ TV/radio programs
- Online advertisements
- Shops and retail stores
- Online articles, blogs, and social media
- Word of mouth (from colleagues. etc. friends, or family)

#### Company Image



#### **Evaluation and impression** of the company

- Innovative
- Has leadership
- Customer oriented
- Provides high-quality products and services
- Environmentally conscious / sustainable

etc.

#### Product/Service **Image**

Impression of the company's products and/or services

- Trustworthy
- Sophisticated
- □ Global-leading
- Advanced technologies
- User-friendly
- Environmentally conscious / sustainable

etc.

### Company Image 🗹



Reputation

**Tradition** 

and History

What do the following companies remind you of?

(Open answer)

Purchase intention. and Experience ofproducts and services

## Consumer buying attitudes/values are also collected for marketing insights



## **Global Marketing Insights**

attitudes 😜

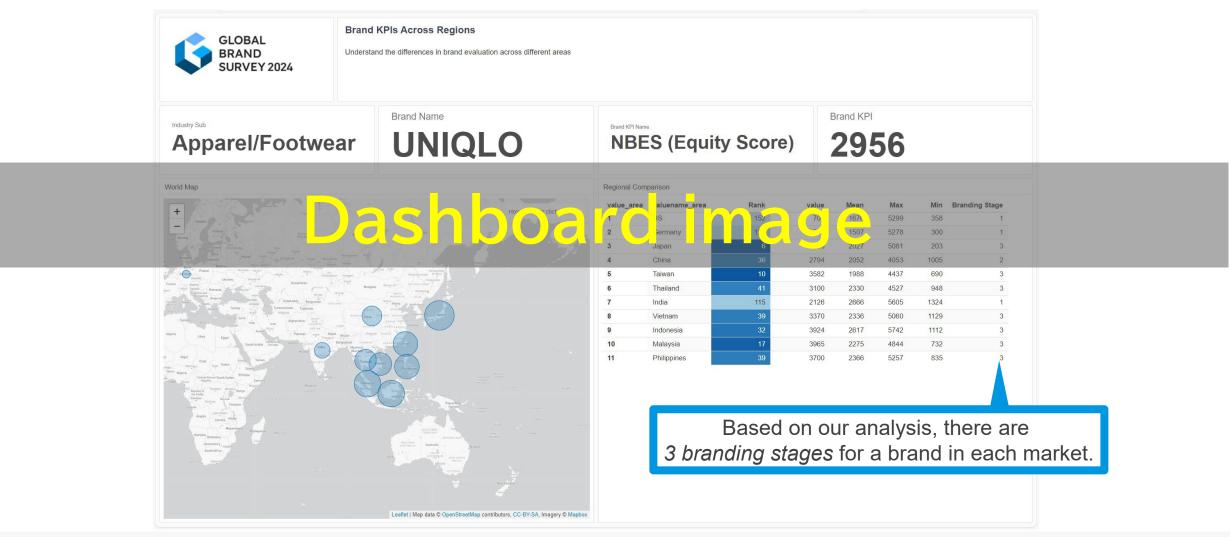
#### from the voices of about 70,000 people

Independence- oriented	I decide everything by myself before making a purchase	$\leftrightarrow$	I discuss everything with somebody before making a purchase
Value criteria	Functional value is more important to me	$\leftrightarrow$	Emotional value is more important to me
Planning-oriented I tend to make impulse purchases		$\leftrightarrow$	I tend to make planned purchases
Quality-oriented	I value quality over price	$\leftrightarrow$	I value price over quality
Environment- oriented	I prefer to purchase more environmentally friendly items	$\leftrightarrow$	I rarely care about whether items are environmentally friendly or not
Brand-oriented	Good brand reputation means good value to me	$\leftrightarrow$	Value to me is more important than brand reputation
Customer- oriented	I like brands that actively engage with their customers	$\leftrightarrow$	The engagement of brands with their customers does not affect my evaluation
Innovation- oriented	Latest technology is more important	$\leftrightarrow$	Basic function is more important
National-oriented	I prefer domestic brands to foreign ones	$\leftrightarrow$	I rarely care about whether domestic brands or not
Beliefs	I prefer to purchase items that fit my values	$\leftrightarrow$	I rarely care about whether items fit my values or not
Frugal	I prefer to purchase at a good price or with coupons	$\leftrightarrow$	I rarely care about good price or coupons
Design-oriented	I prefer simple designs	$\leftrightarrow$	I prefer unique and original designs





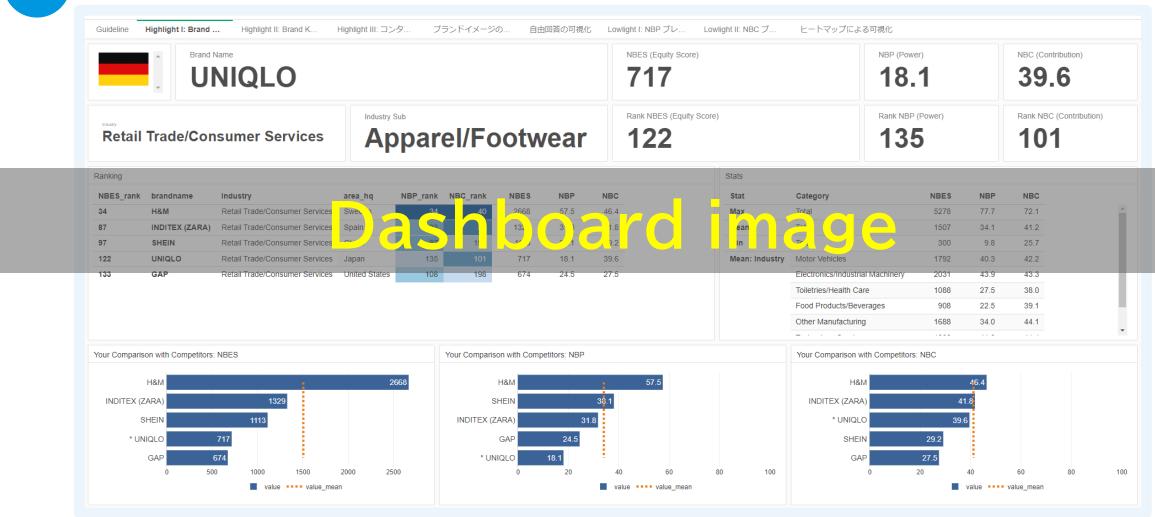
## Check the current brand positions across 11 markets, and determine where to look first







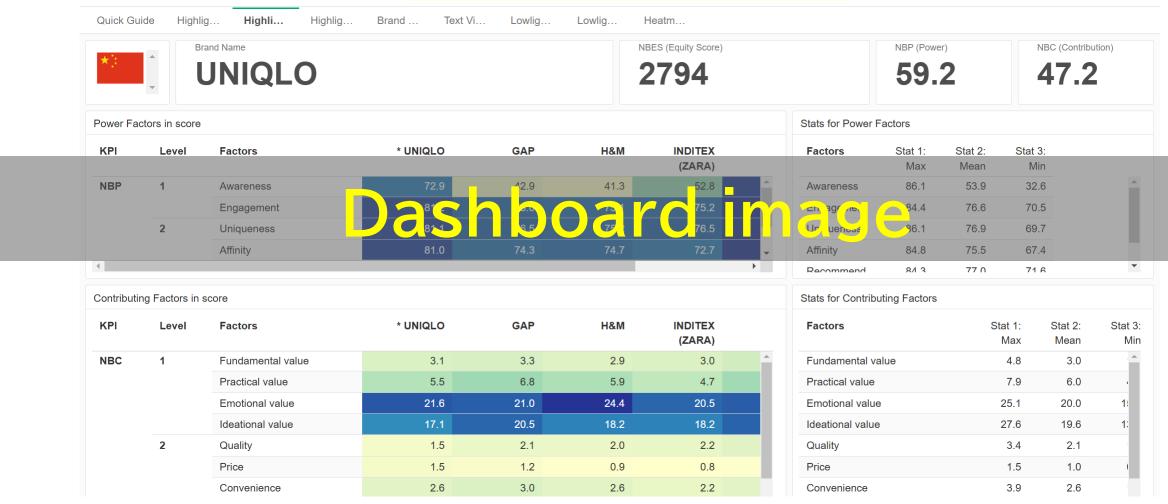
#### Compare your brand with your competitors







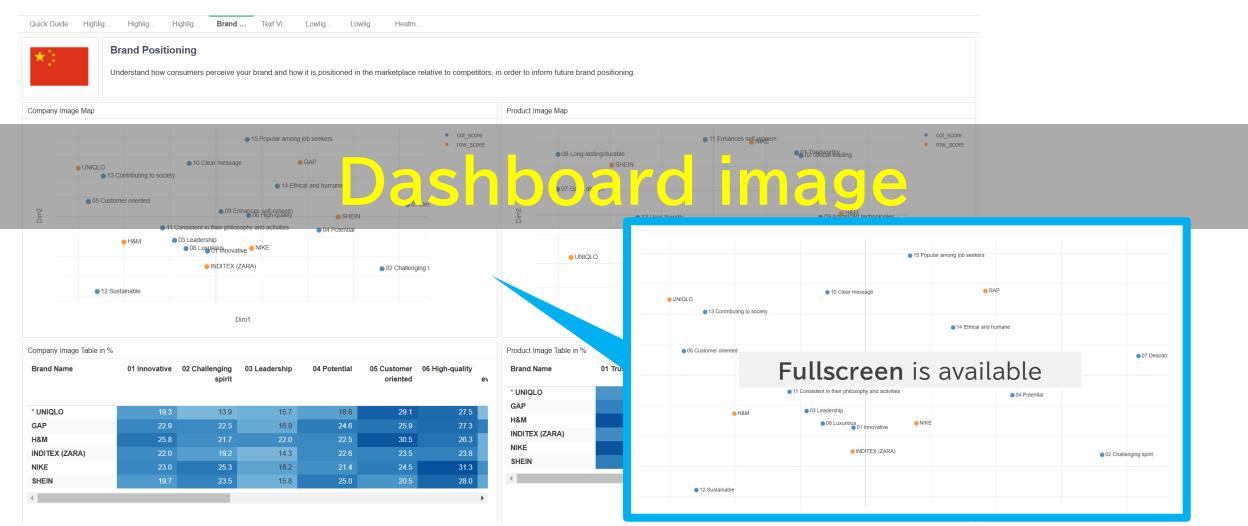
## Understand strengths and weaknesses of your brand by comparison with other brands







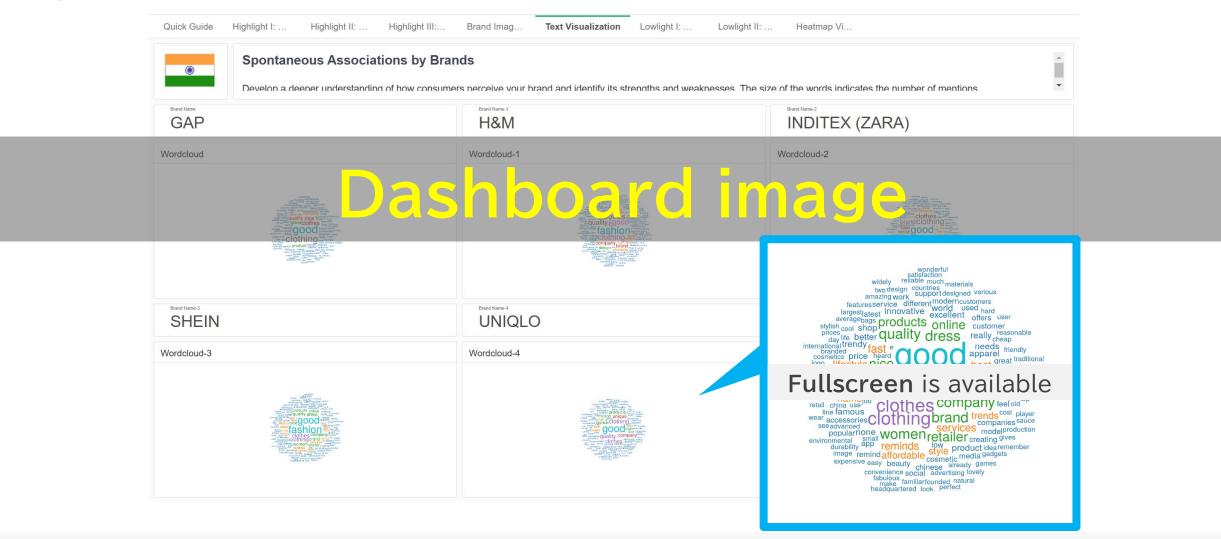
Understand how consumers perceive your brand and how it is positioned in the marketplace relative to competitors.







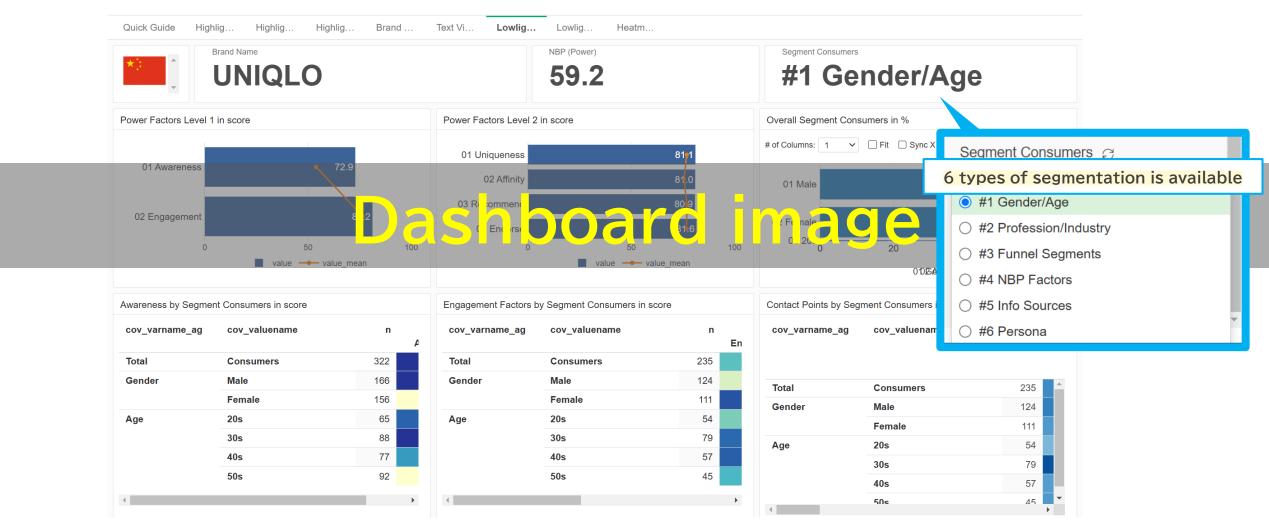
#### Spontaneous Associations by Brands







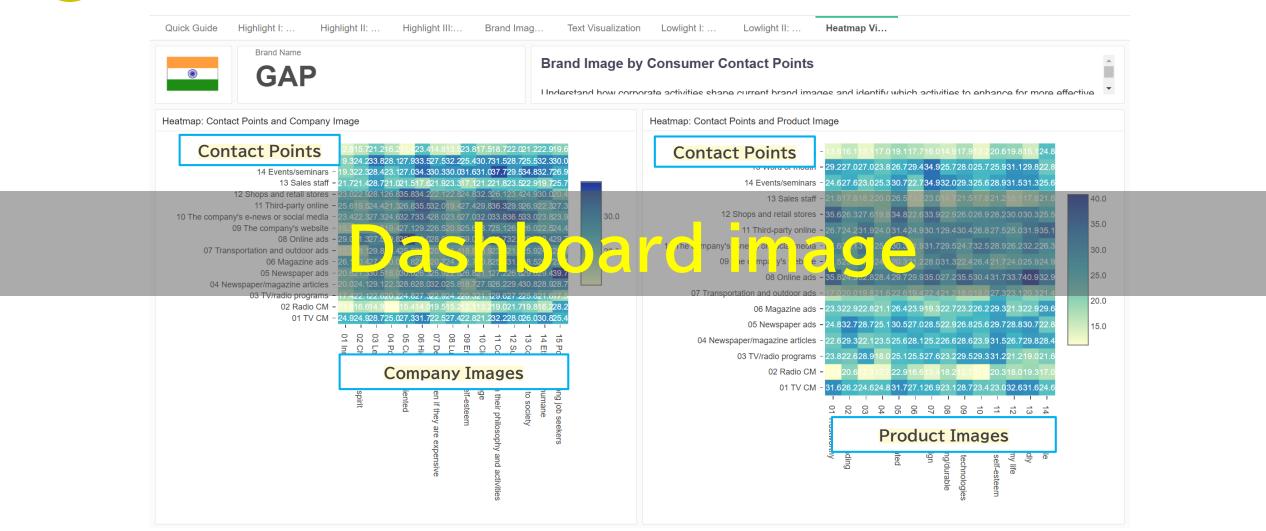
#### In-depth analysis of your brand by demographics and segmentations







Understand how corporate activities shape current brand images and identify which activities to enhance for more effective brand promotion.









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