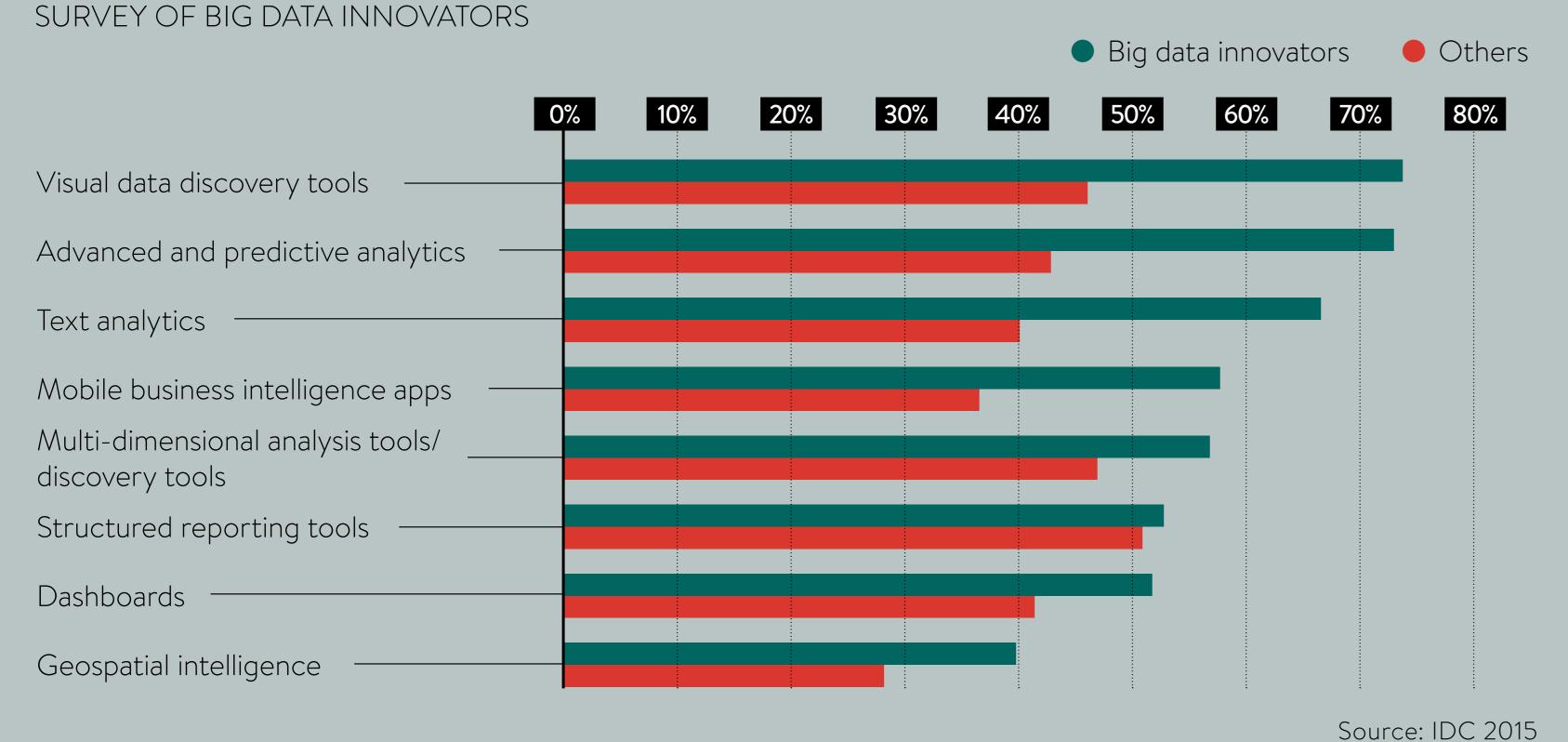
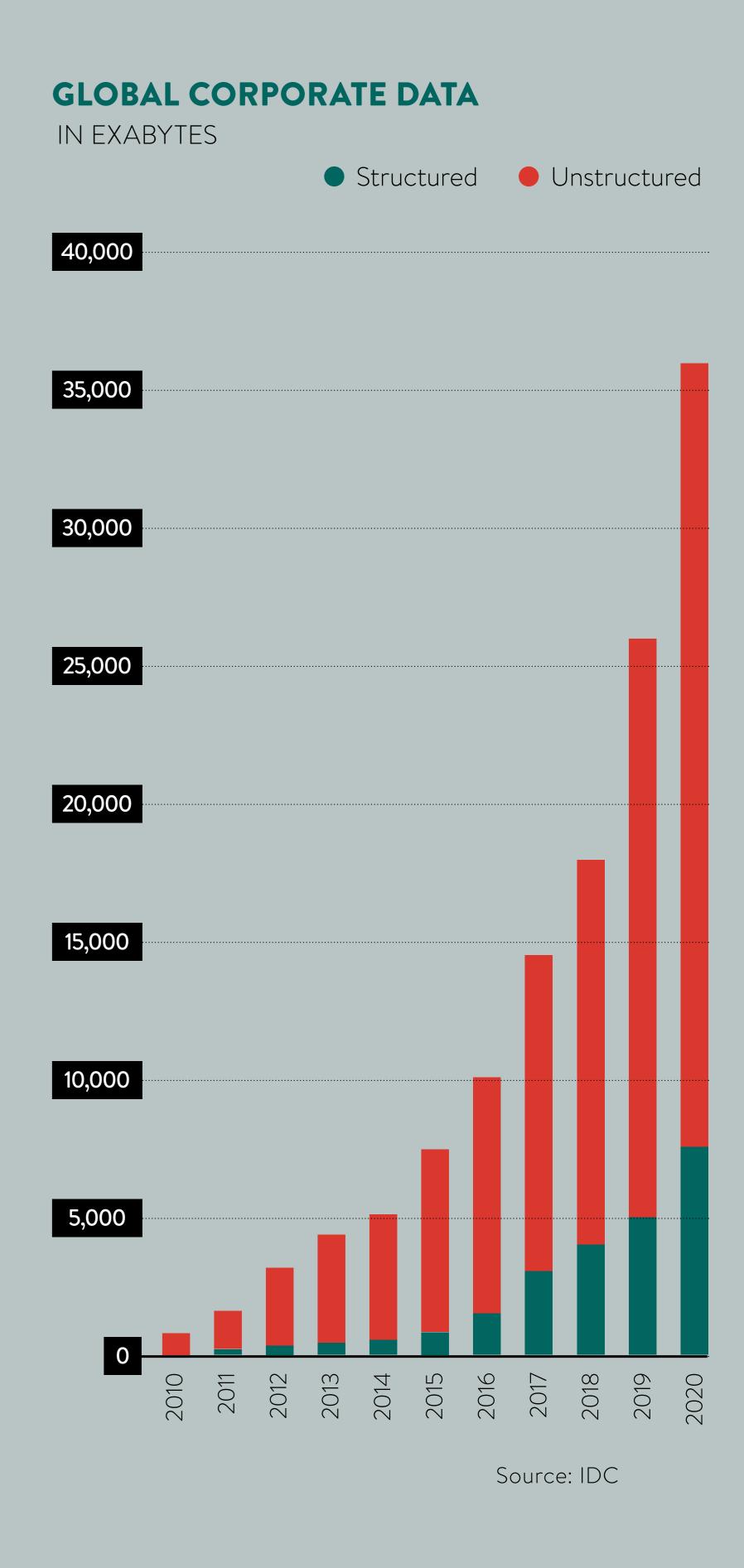
DATA ANALYTICS IS KEY TO SUCCESSFUL TRANSFORMATION

COMPANIES' MAIN SOURCES OF DATA 50% 50% 44% 29% 28% **25**% 19% Back office Website Social Sales and Mobile Customer Open/ third-party relationship media billing systems usage apps data management systems Source: EY 2015

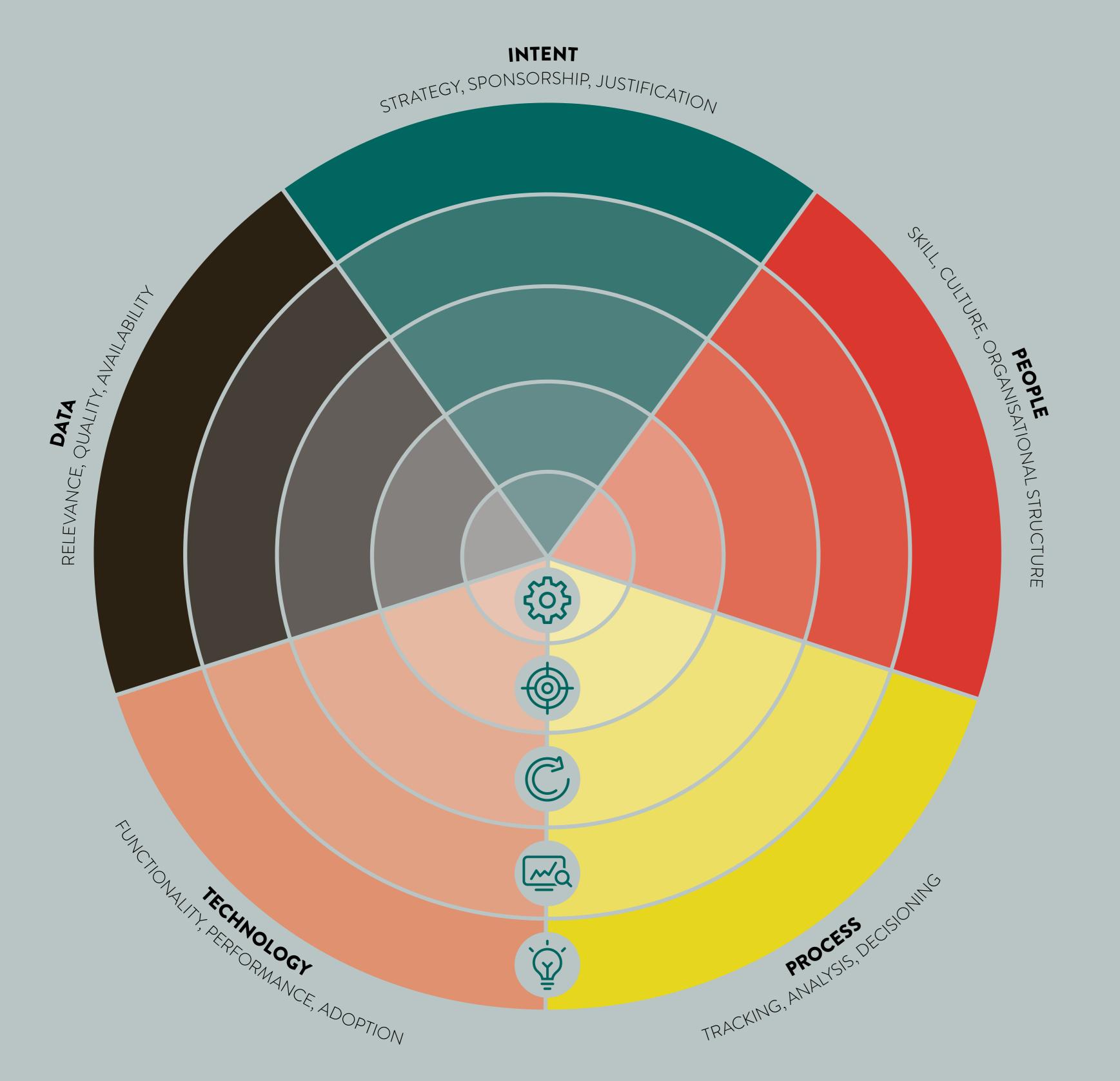
DATA MANAGEMENT APPROACHES USED FOR DATA ANALYTICS



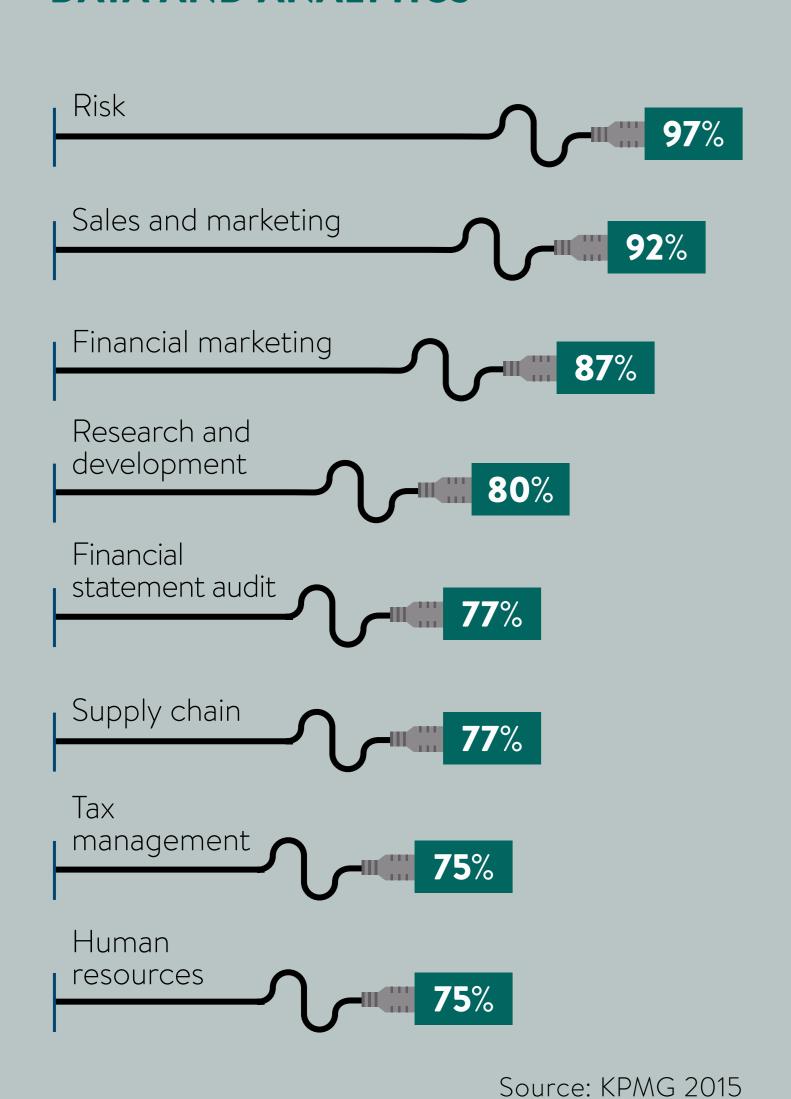


BIG DATA MATURITY UNDERPINS TRANSFORMATION

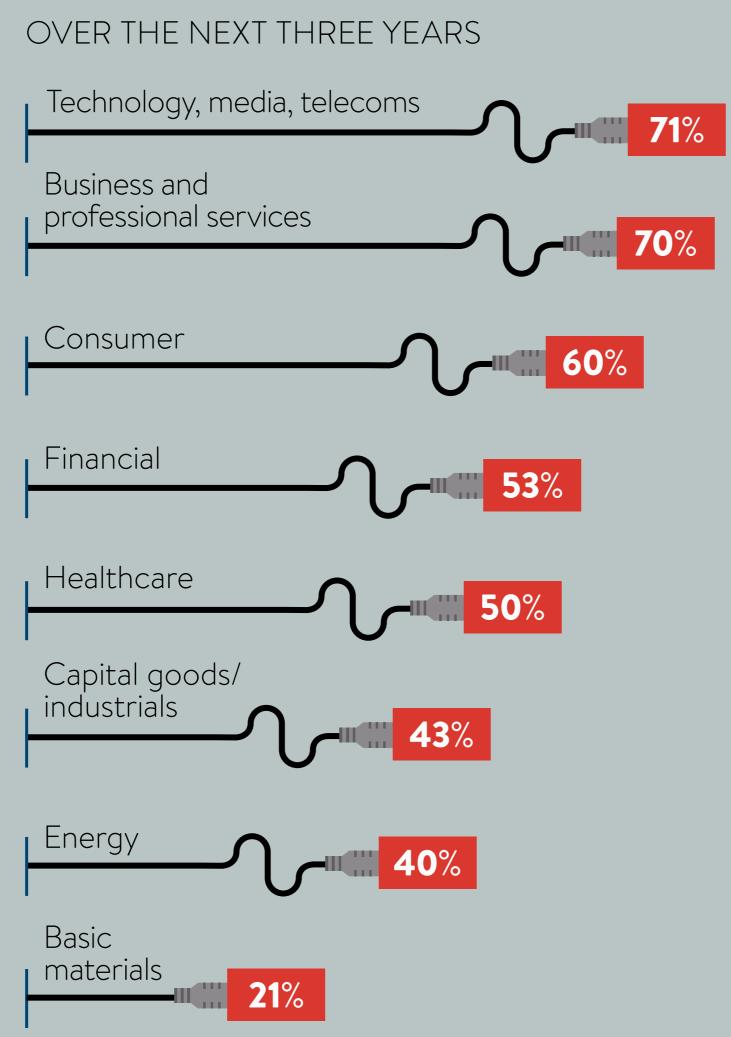
An organisation's ability to drive transformation with big data is directly correlated with its organisational maturity, according to IDC



CURRENT USES OF DATA AND ANALYTICS



ANALYTICS ACROSS SECTORS



Source: KPMG 2015

CURRENT AND FUTURE BENEFITS TO COMPETITIVENESS FROM DATA AND ANALYTICS

Key areas of opportunity remain unexplored Current benefit Potential future benefit 86% 9% Faster decision-making 81% 13% Improved dialogue with customers 80% 18% More accurate decision-making 04 13% Greater employee satisfaction 05 **72**% 23% Enterprise-wide actionable insights 06 **70**% **25**% Better-targeted products 67% 30% Reduced business risks 80 31% **62**% Personalised marketing 09 24% **73**% Identification

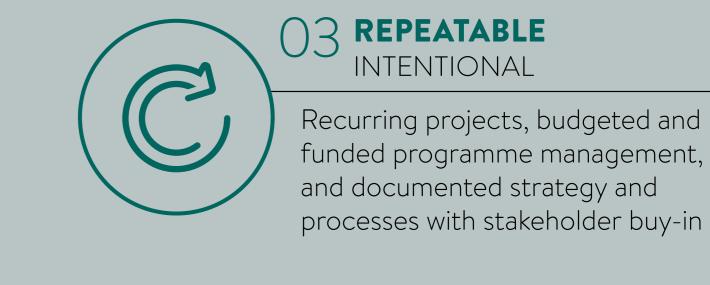
Source: KPMG 2015

80%

16%











of new revenue

streams

Prediction

market trends

of future