

# Growth Unlocked:

## Business Expectations for the Future

Allianz Partners' B-Partner Lab survey uncovered what international businesses see as the most important areas for development and expansion, as well as the biggest challenges they face.

### The B-Partner Lab gathered insights from 181 businesses across...



#### Multiple industries

Travel, Mobility, Retail, Telcos, Finance and more.



#### 7 markets

Australia, Brazil, France, Germany, Italy, UK, USA



#### Multiple functions

including Procurement, Sales, IT, Finance and Operations

### Key Opportunities for Businesses



45% of business partners see **international expansion** as the greatest opportunity for their company in the near future.



Only 14% of respondents identified **digital transformation** as a top opportunity.

### Key Challenges for Businesses



Almost 1 in 5 businesses say **compliance and regulation** present key hurdles.

**Geopolitical risks** were identified by 18% of respondents.

Only 12% of respondents identified **increased costs** as one of their significant challenges.



*"The findings attest to the value that we can bring to partners, given our extensive global network of employees and providers, as we can service partners working globally and scale our offers to wherever they are operating."*

Jacob Fuest, Chief Markets Officer and Board Member at Allianz Partners