



Consumers Worldwide Will Allow Access to Personal Data for Clear Benefits, Says Infosys Study

*82 percent want data mining for fraud protection, will even switch banks for more security;
78 percent more likely to buy from retailers with targeted ads, while only 16 percent will share
social profile;
56 percent will share personal and family medical history with doctors*

NEW YORK – June 25, 2013: Consumers worldwide overwhelmingly will share personal information to get better service from their doctors, bank and retailers; however, they are very discerning about how they share. Today's digital consumers are complicated and sometimes skeptical about how institutions use their data, according to a global independent survey of consumers around the world commissioned by [Infosys](#).

Americans, Europeans and Australians feel comfortable sharing data with doctors (90 percent), banks (76 percent) and retailers (70 percent); however, the research shows contrasting nuances. Consumers won't readily share personal medical history with doctors. They say they want targeted ads yet are wary of sharing the information to enable this. The study shows consumers understand the benefits of sharing data but remain cautious of data mining (especially in Europe): 39 percent globally describe data-mining as invasive while also saying it is helpful (35 percent), convenient (32 percent) and time saving (33 percent). Consumers in the United States are less concerned about the invasive issue (30 percent) than in the other countries surveyed, while German consumers are less willing to share personal data than in other countries.

The global research polled 5,000 digitally savvy consumers in five countries about how they trade personal data in the retail, banking, and healthcare sectors. The study shows the key challenge facing business is to navigate the complex behaviors consumers display when sharing their personal data.

Key global findings:

Retail

- **To know me is to sell to me:** Three quarters of consumers worldwide believe retailers currently miss the mark in targeting them with ads on mobile apps, and 72 percent do not feel that online promotions or emails they receive resonate with their personal interests and needs.
- **To really know me is to sell me even more:** A wide majority of consumers (78 percent) agree that they would be more likely to purchase from a retailer again if they provided offers targeted to their interests, wants or needs, and 71 percent feel similarly if offered incentives based on location.
- **Catch 22 for retailers?** While in principle shoppers say they want to receive ads or promotions targeted to their interests, just 16 percent will share social media profile



information. Lacking these details could make it difficult for retailers to deliver tailored digital offers.

Banking

- **Security = Loyalty:** 82 percent of respondents *expect* their bank to mine personal data to protect against fraud. It's so important issue that just over three quarters (76 percent) even would consider changing banks if a competitor offered assurances that their data and money would be safer.
- **Digital communication conundrum:** There is a communications challenge for banks: 63 percent of consumers want banks to communicate with them about their account or transaction information via alerts to mobile or smart phone; however only 32 percent frequently share information on these devices.
- **Are banks reassuring customers enough?** Despite these clear concerns about security more than a third of consumers (35 percent) still feel that their current bank or financial institution does not have a clear process for addressing fraudulent issues.

Healthcare

- **It's right there in my e-file:** An overwhelming 88 percent of consumers favor physicians being armed with electronic health information about patients, however...
- **I'm not telling you that:** Only 56 percent will share personal medical history, 52 percent family medical history.
- **Apps are more personal:** While more than 76 percent are interested in mobile apps for tracking their health, consumers are less comfortable using their mobiles to share data with doctors and prefer to share personal data with their doctor's office in person (98 percent), followed by online (77 percent) and mobile (66 percent).

Visit www.infosys.com/digital-consumer-study for complete survey results.

Quote

Stephen Pratt, Managing Partner, Worldwide Consulting and Systems Integration and Executive Council Member at Infosys:

"This study is a wake-up call to companies about the enormous untapped opportunity to gain greater access to data by clearly communicating 'what's in it for me' to the customer. Our research shows that people will certainly share though they're very savvy about how they give up their personal information. Companies need to crack the code in mining data effectively to gain consumer trust **and** clearly articulate the benefit to their customers."

Engaging the Digital Consumer – Research Methodology

This comprehensive global research project studied consumer sentiment on big data issues in the retail, financial services, and health care industries in the United States, United Kingdom, France, Germany and Australia. The study polled 1,000 consumers in each country via an online survey for a total global sample of 5,000 adults between the ages of 18 and 69.



Independent research firms KRC and Vanson Bourne conducted the study; KRC surveyed the United States between May 3rd and 7th, 2013 and Vanson Bourne surveyed the remaining countries between May 8th and 22nd, 2013. To qualify for the survey, respondents had to be active Internet users and indicate that they have made an online purchase during the previous six weeks. The majority of respondents also had to indicate they owned a smartphone or tablet computer.

Additional Resources

[Engaging the Digital Consumer global microsite](#)

Engaging the Digital Consumer – United States findings

Engaging the Digital Consumer – United Kingdom findings

Engaging the Digital Consumer – Australia findings

About Infosys

Infosys is a global leader in business consulting and technology solutions. As a proven partner focused on building tomorrow's enterprise, Infosys enables clients in more than 30 countries to outperform the competition and stay ahead of the innovation curve.

Ranked in the top tier of Forbes' 100 most innovative companies, Infosys—with \$7.4 billion in annual revenues and 150,000+ employees—provides enterprises with strategic insights on what lies ahead. We help enterprises transform and thrive in a changing world through strategic consulting, operational leadership and the co-creation of breakthrough solutions, including those in mobility, sustainability, big data and cloud computing.

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Certain statements in this release concerning our future growth prospects are forward-looking statements, which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, fluctuations in foreign exchange rates, our ability to manage growth, intense competition in IT services including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on immigration, industry segment concentration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks or system failures, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, the success of the companies in which Infosys has made strategic investments, withdrawal or expiration of governmental fiscal



incentives, political instability and regional conflicts, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry. Additional risks that could affect our future operating results are more fully described in our United States Securities and Exchange Commission filings including our Annual Report on Form 20-F for the fiscal year ended March 31, 2013 and on Form 6-K for the quarter ended June 30, 2012 September 30, 2012 and December 31, 2012. These filings are available at www.sec.gov. Infosys may, from time to time, make additional written and oral forward-looking statements, including statements contained in the company's filings with the Securities and Exchange Commission and our reports to shareholders. The company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the company unless it is required by law.

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