



**Better customer** retention



**Improved** profitability

## **Increased trust drives** business growth

Improved profitability and better customer retention are the top two advantages of increasing trust

Building enhanced customer experiences is a top driver for investment



say the collection of structured data on customer transactions has been a priority over the last 12 months last 12 months



have focused on analyzing third-party customer behavior data over the last 12 months over the last 12 months

Businesses are focusing cybersecurity on three evolving areas to build trust and ensure the success of digital investments

## **Data privacy and transparency**

65% are involving the information security team in the design phase of new business initiatives



65%

## **Artificial intelligence**

76% say technology adoption raises fundamental ethics questions that require careful oversight



76%

## **ESG**

Nearly half say the CISO plays an active or integral role in setting the governance agenda



49%

But despite this desire to boost trust, many are failing to give the CISO a strong mandate to drive change

57%

say that senior leaders do not understand the competitive benefits of enhanced trust enabled by better information security

65%

say that information security is seen as a risk-reduction activity instead of a business enabler



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Organizations must develop a clear vision of what trust means in the context of the CISO role. Only then will they ensure the success of digital investments in today's complex landscape and realize the business benefits of increased trust.

About the research:

KPMG's Cyber trust insights 2022 is based on a survey of 1881 executives across a range of industries operating from ASPAC, EMA and the Americas.