



Under Pressure, Consumers Shift Their Spending

Global Consumer Radar

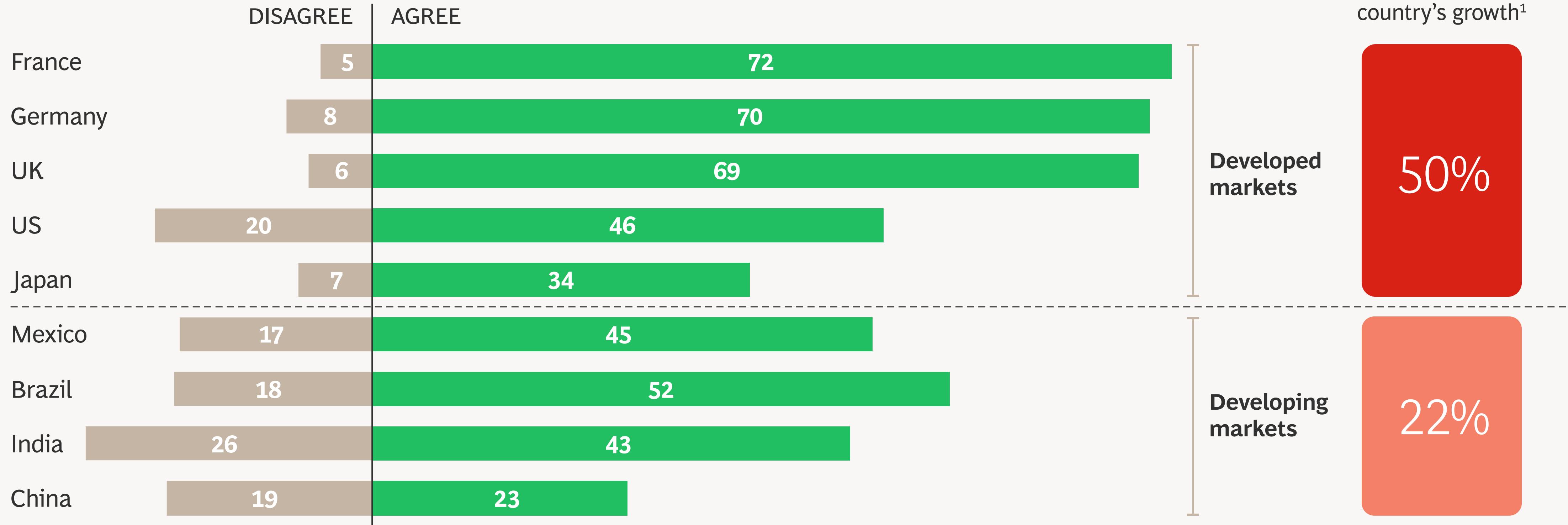
DECEMBER 2025



Amid geopolitical upsets, developed markets are more pessimistic about continued growth

“Recent global conflicts or political events will slow down my country’s growth”

(% OF RESPONDENTS WHO DISAGREE OR AGREE)



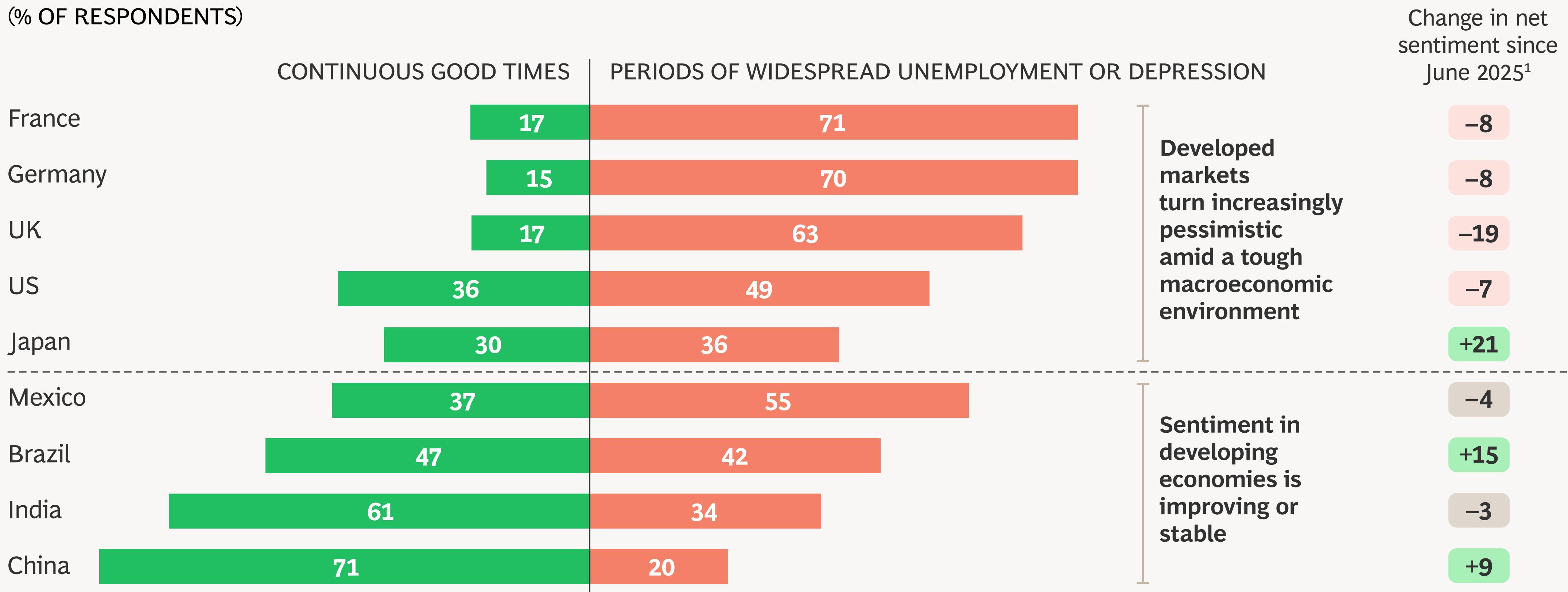
Source: BCG Global Consumer Radar survey, November 2025.

Note: Data shown for select markets only. Excludes those who responded “I don’t think this will affect/impact me.” n = approximately 620–920 per country.

¹Percentage of consumers who agreed with the statement minus percentage of consumers who disagreed. Net percentage calculated by weighted averages across developed and developing markets.

Developed and developing economies exhibit polarized outlooks

During the next 5 years, what is more likely in the country as a whole: continuous good times or periods of widespread unemployment or depression?



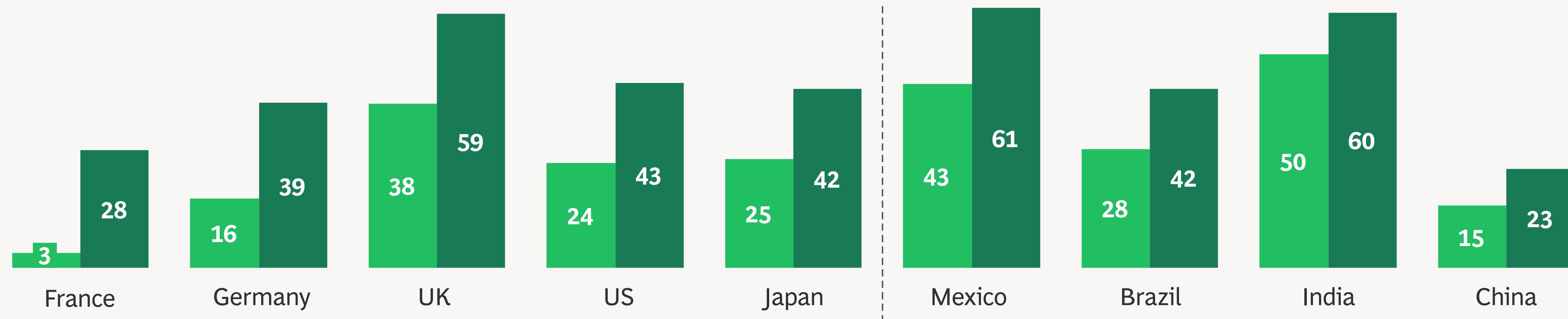
Sources: BCG Global Consumer Radar surveys, June 2025 and November 2025.

Note: Data shown for select markets only. Excludes those who responded "don't know/no opinion." n = approximately 1,000 per country per survey.

¹Percentage of consumers who see continuous good times minus percentage of consumers who see periods of widespread unemployment or depression.

Consumers' intent to increase spending continues to rise globally, primarily because of inflation

% CONSUMERS WITH INTENDED NET INCREASE IN SPENDING IN NEXT 6 MONTHS¹



% consumers say they expect to spend more because of inflation²

84% Developed countries

70% Developing countries

■ September 2024

■ November 2025

Sources: BCG Global Consumer Radar surveys, September 2024 and November 2025.

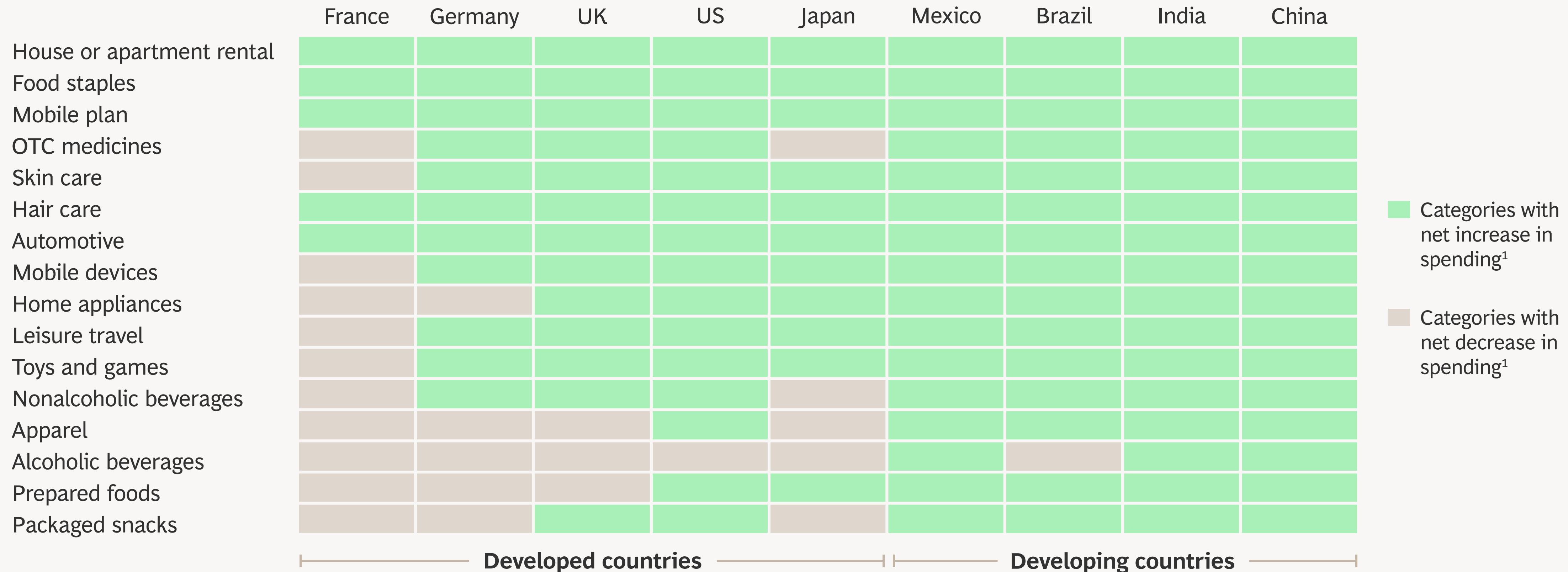
Note: Data shown for select markets only.

¹Percentage of consumers increasing spending minus percentage of consumers decreasing spending. n = approximately 1,000 or more per country.

²Percentage of consumers who cited increases in prices of essentials and nonessentials. n = approximately 310–700 per country.

Consumers in developed markets will rationalize spending to navigate rising costs

INTENDED CHANGE IN SPENDING IN NEXT 6 MONTHS (%)

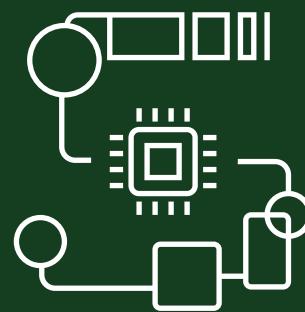


Sources: BCG Global Consumer Radar survey, November 2025.

Note: Data shown for select markets only. n = approximately 9,200.

¹Percentage of consumers who expect to increase spending minus percentage who expect to decrease spending.

Multiple variables influence consumers' decisions



Technology

Generative AI is transforming how consumers search, discover, and make purchase decisions



Tradeoffs

For example, **sustainability** is still a key global concern, yet a gap persists between consumers' stated intent and actual behavior

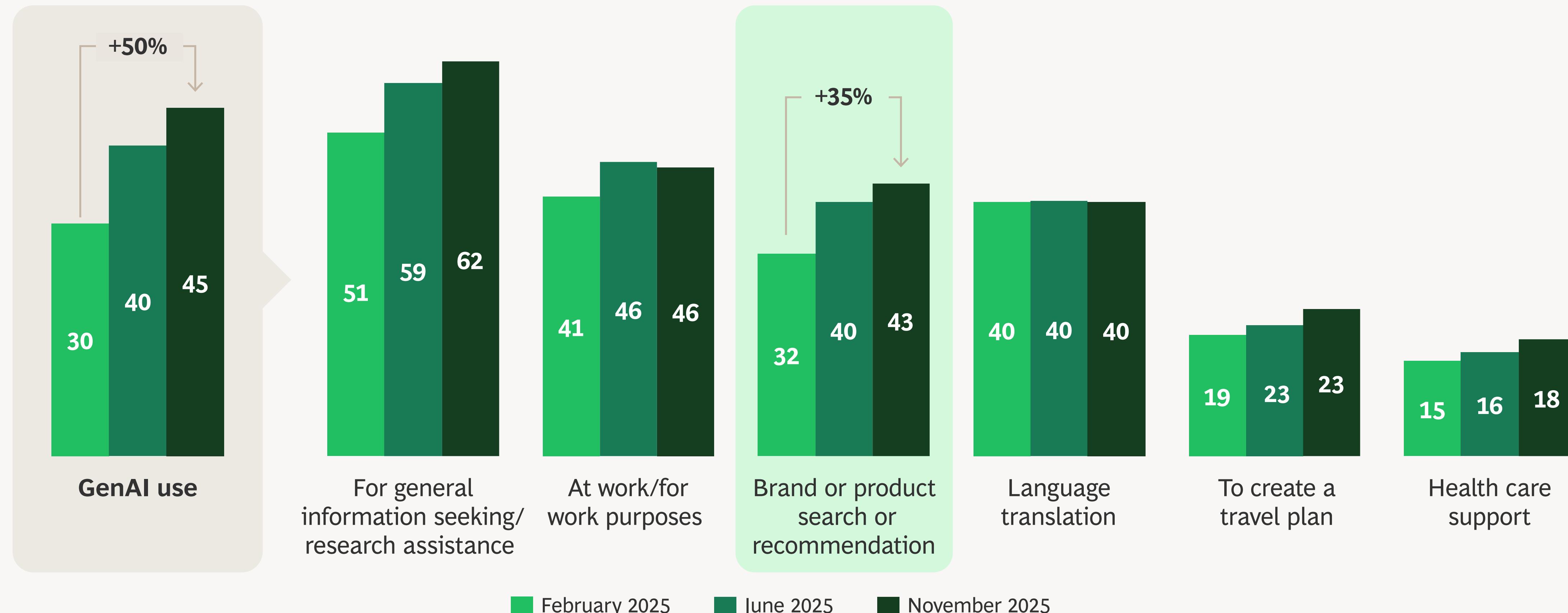


Human factors

Consumers are open to new brands and are exposed to many touch points, yet they often default to their “tried and true”

GenAI usage continues to grow, especially to guide shopping choices

% CONSUMERS WHO HAVE USED GENAI TOOLS IN THE AREA

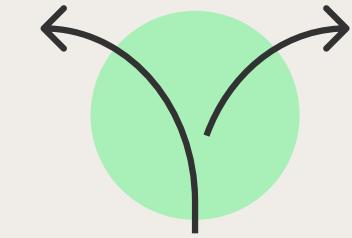
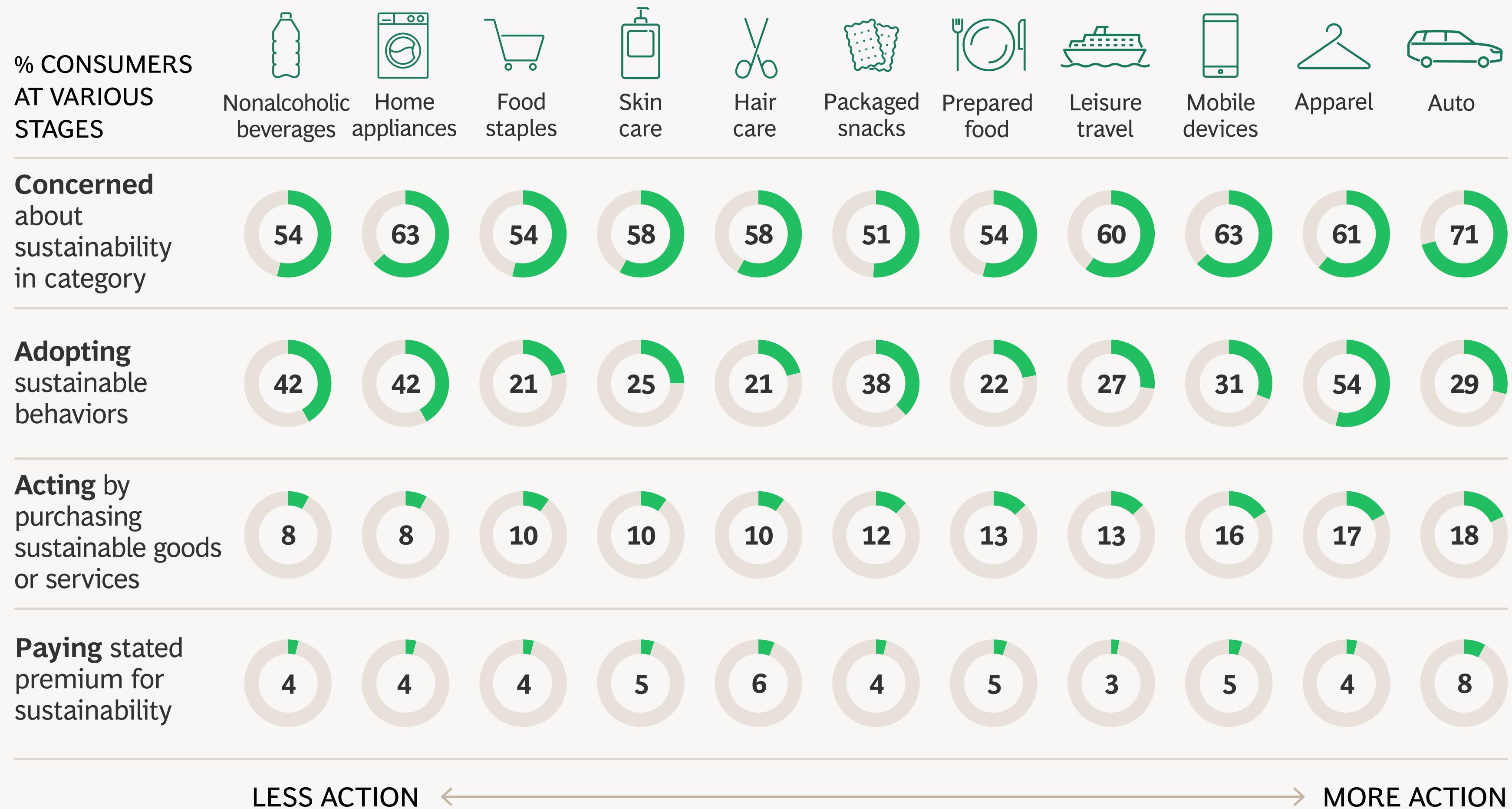


Sources: BCG Global Consumer Radar surveys, February 2025, June 2025, November 2025.

Note: Data shown for select markets and use cases only. GenAI usage n = approximately 9,200; GenAI activities n = approximately 2,500–4,150.

TRADEOFFS

Consumers are concerned about sustainability, but few will pay for it



The say-do gap has persisted since 2022, with no notable shift in consumers' willingness to act on sustainability

Source: BCG Global Consumer Radar survey, November 2025.

Note: Data shown for select markets and categories only. n = approximately 2,100.

HUMAN FACTORS

Despite many touch points and influences, more than 80% of consumers default to familiar brands

Brand mindset during purchase

(% OF RESPONDENTS)



■ Fixed brand mindset

■ Flexible brand mindset

Type of brand purchased

(% OF RESPONDENTS)



■ Purchased the same brand I regularly purchase

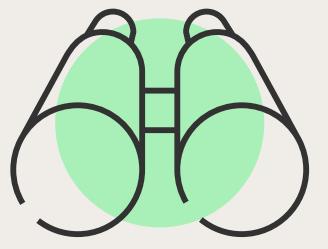
■ Purchased a brand I have used before

■ Tried a new brand for the first time

Source: BCG Global Consumer Radar survey, November 2025.

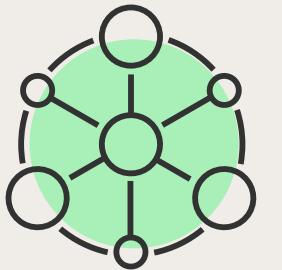
Note: Data shown for select markets and categories only. n = approximately 9,200.

How companies can stay ahead with brand plays that win



Understand the bigger picture

Assess both the category dynamics and the underlying drivers of spending shifts in each market to shape portfolio strategy and prioritize portfolio segments by risk and growth potential



Show up in AI ecosystems

Think beyond SEO and optimize in a world of AEO (answer engine optimization)—as AI becomes an everyday shopping advisor, it's imperative to offer structured, trustworthy, comparison-ready content



Innovate and break tradeoffs

Ensure that sustainable choices are seamless, credible, and cost-neutral to help consumers break tradeoffs and turn intent into action



Build meaningful engagement

Reimagine marketing and deliver consistent best-in-class experiences to reinforce trust and strengthen long-term affinity. Disrupt entrenched behaviors by optimizing touch points to influence new customers and occasions