



The Business Case for Global Expansion Guide: Key Metrics and Market Trends

Manufacturing



About this report

Making the case for global growth: Why localization and personalization are business essentials

As companies across every sector pursue international expansion, the need to connect with customers in their own language—and on their own terms—has never been more urgent.

90% of businesses are planning to enter new markets with different languages within the next five years, yet over half say they've already lost business due to a lack of proper localization.

In fact, 87% confirm that investing in translation and localization has directly contributed to successful expansion efforts.

To better understand what's enabling or hindering this growth, we surveyed 2,000 senior business leaders across diverse industries and regions. The findings reveal the operational, technological, and customer-facing challenges of international expansion, and underscore the strategic role that multilingual content plays in overcoming them.

This guide brings together essential data to help marketing, operations, localization, and technology leaders build a powerful business case for investment. Whether you're launching in Asia-Pacific, refining your presence in Europe, expanding operations in the US or the UK, or tailoring customer experiences in ecommerce, gaming, tech, manufacturing, travel, or automotive, these sector- and region-specific insights are designed to support smarter decisions, stronger engagement, and sustainable global growth.

Over half (57%) of global business leaders find maintaining brand consistency a challenge when expanding their business globally



89%

Of businesses globally are (or are considering) **translating/localizing their E-learning/training material**

A large industrial robotic arm is the central focus, positioned in a factory environment. The arm is white and grey, with various cables and mechanical components visible. It is surrounded by industrial structures, including metal frames and other machinery in the background. The lighting is bright, creating a high-contrast scene with some lens flare effects.

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53%

of businesses globally are **not**
currently proliferating
user-generated content at speed
to drive trust and credibility

Source: The Phrase Business Case for Global Expansion Guide/Censuswide, 2025

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61%

of business leaders globally
find **adapting products and
services a challenge** in their
business expansion efforts



Source: The Phrase Business Case for Global Expansion Guide/Censuswide, 2025



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Nearly two-thirds of global business leaders find competition a challenge in their business expansion efforts

Source: The Phrase Business Case for Global Expansion Guide/Censuswide, 2025

58%

Over half of business leaders globally find navigating **legal and regulatory requirements a challenge** in their business expansion efforts



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79%

Over three-quarters of business leaders globally
foresee the role of translation/localization evolving
in their business strategy in the next 3 years

Source: The Phrase Business Case for Global Expansion Guide/Censuswide, 2025



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Over half (52%) of businesses globally are not currently streamlining and **enhancing the efficiency, security, and transparency of customer processes** throughout the business

Source: The Phrase Business Case for Global Expansion Guide/Censuswide, 2025

About Phrase

The Phrase Localization Platform is the world's most powerful, connective, and customizable localization software. Cloud-based and intelligently powered by AI, it is built to automate multilingual content at great speed, accuracy and scale.

Phrase allows organizations to provide customers with access to the content they need in the language they speak. This means your customers are more engaged and business impact is delivered quickly.

From marketing to product and customer support, Phrase enables seamless multilingual experiences across the customer journey—no matter the market, language, or platform.

Learn more at www.phrase.com

