

BIIA NEWSLETTER

Market Intelligence - Industry Developments & Trends - Information Technology - Regulatory Issues - User Community

BIIA NEWSLETTER ISSUE 07/08 - 09

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The credit crisis and Information

To register contact:

c.steinhoefer@herford.creditreform.de
<http://www.febis.org>

EADP Annual Congress

Prague 16 - 18 September 2009

Joachim C. Bartels, Managing Director, Business BIIA will speak on the subject of **The State of Global Business Information**

Luis Carmona, International Manager, Informa, ES and Member of the Board of FEBIS will speak about the **European Credit Information Market**

<http://www.eadp.org/?q=node/17224>

2nd WORLD CREDIT CONGRESS & EXHIBITION (WCCE)

NOVEMBER 24 – 25, 2009,
DUBLIN, IRELAND

For further information go to

<http://www.creditcongress.com/2009/home.html>

See BIIA commentary on Page 14

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LATE BREAKING NEWS

CREDIT AND FINANCIAL INFORMATION MARKET UP BY 4% IN 2008

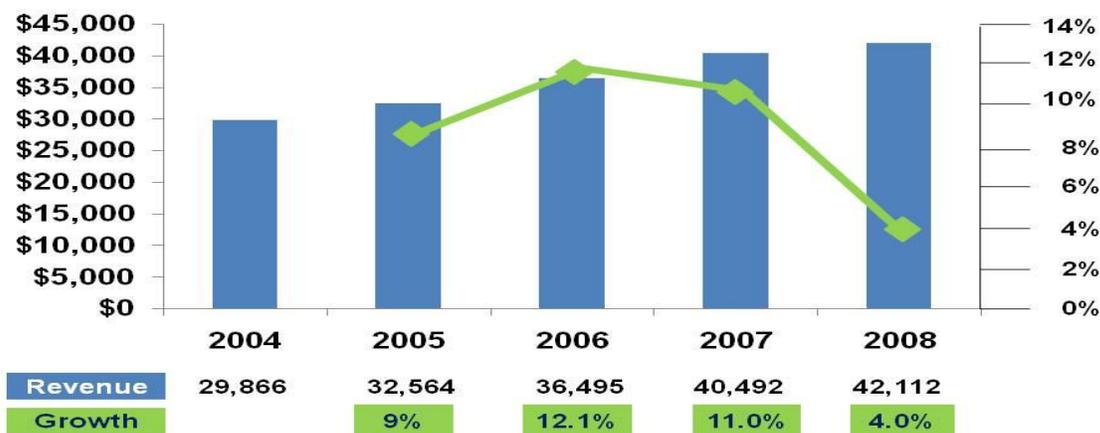
Outsell has published its 2008 final market size and share report on the credit & financial information segment. The following is an excerpt of the report summary:

The Credit & Financial Information market grew by 4.0% in 2008 to achieve an estimated total market size of \$42.1 billion. This represents a slowdown from the growth rates seen in the previous three years, but shows a degree of resilience in the face of the economic slowdown and turbulence in the financial markets. The strong performers were companies in the financial information sub-segment of the market. The appetite for financial information and for associated analysis and investment decision support tools remained strong for most of 2008. The market turmoil following the collapse of Lehman Brothers in September of 2008 was beginning to impact some fourth quarter results, and financial information budgets are likely to be cut significantly in 2009 as the financial services sector accommodates substantial job losses.

The credit information sub-segment of the market performed much more sluggishly in 2008. Companies supplying credit information and credit ratings are more immediately impacted by a fall in transaction volumes in the markets they serve. The contraction of the capital and credit markets hit the major credit ratings agencies particularly, and the revenues of all the major ratings companies fell. The consumer and business credit information providers fared better than the ratings agencies.

There is an argument that this part of the information industry is countercyclical: that demand increases – at least at the onset of a recession — as customers become increasingly risk averse. There seems to be some evidence to support this view in the 2008 results. *The price of the report is \$1895.00, BIIA member discount is 20%. It can be ordered at <http://www.outsellinc.com/store/products/857>*

**Credit & Financial Information:
2008 Final Market Size and Share Report**



Source: Outsell's Publishers & Information Providers Database© 2009 Outsell, Inc. Reproduction strictly prohibited.

LATE BREAKING NEWS

D&B ACQUIRES ROADWAY, A LEADING S&MS COMPANY IN CHINA

D&B made good on its promise to invest for growth in Asia by acquiring a majority stake in RoadWay.

RoadWay is one of China's largest data base marketing companies with an extensive database consisting of 8 million enterprise and 80 million consumer data records. Specifics of the transaction were not disclosed.

The combination of D&B credit information and RoadWay's direct marketing services provides a one-stop service for **Sales & Marketing Solutions (S&MS)** to customers in China. As a result of this acquisition, Huaxia D&B China (HDBC), D&B's local joint venture, will merge its Sales & Marketing business into RoadWay so that the latter will become the specialized arm of HDBC in China. RoadWay will be renamed "Shanghai RoadWay D&B Marketing Services Co. Limited (RoadWay D&B).

According to Chinese press reports D&B was said to have paid US\$ 60 million for RoadWay, which has US\$ 6.5 million of annual revenues. Based on what is known about D&B's cautious acquisition approach, a 10 x revenue multiple can be dismissed as wishful thinking. D&B was quick to issue the following statement: "*D&B clarifies today that the rumored sum of \$60million as the acquisition price for Roadway reported by some web media is substantially overstated. Although the company does not release any number, D&B says that its investments worldwide are always rational and cautious so as to protect investors and shareholder' interests. The successful acquisitions and mergers in the Asia Pacific region and worldwide in recent years have brought D&B improved competencies in the local markets and enriched its global business database and product offerings. Details of the transaction will be disclosed in the company's quarterly earnings report.*" **Source: D&B China Press Release and Local Press Coverage**

NO GREEN SHOTS AT EXPERIAN AS REVENUES DECLINE BY 8%

Experian issued an interim management statement with an update on trading for the three months to 30 June 2009. Group revenues declined by 8% at actual exchange rates (Experian reports in US\$). Revenue from continuing activities increased by 1% at constant exchange rates. Group organic revenue growth was 1% year-on-year. By principal activity, organic revenue increased by 10% at Interactive and by 2% at Credit Services. Organic revenue declined by 7% at Decision Analytics and by 8% at Marketing Services. Don Robert, Chief Executive Officer, said:

"Our businesses traded in line with our expectations during the quarter, and we continue to expect little organic revenue growth in the first half. We are managing the business tightly and are on track for the year to broadly maintain margins, grow profits at constant currency and deliver strong cash flow conversion. We are aggressively pursuing a number of growth initiatives, which we expect will position Experian strongly for the future."

North America: Total revenue from continuing activities in North America declined by 2%. Organic revenue also declined by 2%. There was a small contribution from SearchAmerica (acquired in December 2008). Organic revenue at Credit Services declined by 6%, as market conditions remained challenging during the quarter. **UK and Ireland:** At constant exchange rates, total revenue growth in UK and Ireland from continuing activities was flat. Organic revenue growth was also flat. **Latin America:** Revenue for Latin America increased by 15% at constant exchange rates. Organic revenue growth was also 15%. **EMEA/Asia Pacific:** At constant exchange rates, total revenue in EMEA/Asia Pacific increased by 5%. Organic revenue growth was flat, with KreditInform in South Africa (acquired in December 2008) contributing the balance. **Source: Experian Press Release**

LATE BREAKING NEWS

SINOTRUST JOINS BIIA

BIIA welcomes Sinotrust International Information & Consulting (Beijing) Co., Ltd. as a full member.

SINOTRUST
新华信

Sinotrust is one of the leading suppliers of marketing solutions and credit solutions in China. Sinotrust collects, analyzes and manages information about markets, consumers and businesses to provide marketing research, business information, consulting and database marketing services through integration of information, services and technology.

Sinotrust products and services help make better marketing and credit decisions and develop profitable customer relationships. Over 80% of the Fortune 500 companies operating in China are using different products and services of Sinotrust. The company employs about 1,000 people in offices in Beijing, Shanghai and Guangzhou. At the beginning of 2007, Experian made a strategic investment in Sinotrust with both capital and know-how. To read more about Sinotrust go to: <http://www.biaa.com/library.php#263>

ICRA REVENUES UP 48% FOR FISCAL YEAR ENDING MARCH 31, 2009

ICRA, a Moody's Affiliate, reports significant revenue growth for the fiscal year ending March 31st 2009 and appears to be unaffected by the global credit crisis.

ICRA's Total Income was Rs. 10,143.58 lakh as against Rs. 6,863.26 lakh in the previous fiscal, reflecting growth of 48%. ICRA's Profit after Tax was higher at Rs. 3,615.10 lakh for the year ended March 31, 2009 as compared to the Rs. 2,665.86 lakh for the previous fiscal, showing growth of 36%.

Group ICRA's consolidated Total Income for the year ended March 31, 2009 was Rs.14,981.81 lakh vis-à-vis Rs. 10,733.02 lakh in the previous fiscal, reflecting growth of 40%. The Group's Profit after Tax was higher at Rs. 3,889.16 lakh for the year ended March 31, 2009 when compared to the Rs. 2,847.67 lakh for the previous fiscal, reflecting growth of 37%.

ICRA's Rating Services Income for the year ended March 31, 2009 (i.e. 2008-09) stood at Rs. 8,851.57 lakh vis-à-vis Rs. 6,026.09 lakh in the previous fiscal, reflecting growth of 47% during fiscal 2008-09. The growth in Rating Services Income during fiscal 2008-09 is attributable mainly to the increase in income from Corporate Sector Ratings. Basel II related Rating contributed significantly to the growth in the Corporate Ratings business during the year under review. Besides Rating of debt issuance by existing and new issuers, the Company was also able to add new issuers/borrowers to its list of Rating clients during 2008-09. **Source: [ICRA Press Release](#)**

FEDERAL TRADE COMMISSION ISSUES RULE ON CREDIT REPORT DISPUTES

The agencies that enforce the rules and regulations of the Fair Debt Collection Practices Act (FDCPA) and the Fair Credit Reporting Act (FCRA)—including the Federal Trade Commission - have proposed a series of new rules to promote the accuracy and integrity of information provided to consumer credit reporting agencies (CRAs) and to allow customers to dispute inaccurate information directly with furnishers.

To read the full story go to the link: <http://www.biaa.com/library.php#262>

For past issues of the BIIA Newsletter go to: <http://www.biaa.com/memberNewsPW.php?action=archive>

LATE BREAKING NEWS

SEC TO CREATE GROUP TO CHECK RATING AGENCIES

[The Securities and Exchange Commission](#) has created a new group of examiners to oversee credit rating agencies, which came under sharp criticism for their role during the financial crisis. The SEC has already adopted a number of measures to increase transparency at credit rating agencies, which are paid by the issuers they rate. But greater oversight is needed with officials expected to conduct both routine and special examinations of their activities, Ms Schapiro is set to tell a Congressional oversight hearing on Tuesday.

The plan is part of a wide range of structural changes being made at the SEC, which has faced withering criticism in the past year for its oversight of financial firms and ratings agencies as well as for failing to detect the Bernard Madoff fraud in spite of credible allegations brought to it for at least a decade. **Source: SEC**

BIIA Comment: One question remains unanswered: "who will regulate and certify the regulators? Regulators are civil servants and are paid only a fraction of what financial services experts get in salaries and bonuses. As long as this disparity exists one will not attract the brightest and most experienced people to be regulators. As in the past, the possibility that incompetence, complacency and corruption may reign, remains high.

CREDIT RATING AGENCIES ARE SUED BY CALPERS

The California Public Employees' Retirement System (Calpers) is suing the three leading credit rating agencies over potential losses of more than \$1bn related to structured investments (SIVs) that were rated AAA but contained risky mortgage debt. Calpers manage US\$ 173 in pension funds and are regarded as a 'heavy weight' in pension fund management.

The Calpers suit relates to \$1.3bn of notes and commercial paper that was issued by three structured investment vehicles (SIVs) called Cheyne Finance LLC, Stanfield Victoria Funding and Sigma Finance and that the pension fund bought in 2006.

Calpers claims that the rating agencies went beyond rating the SIVs as they were involved in structuring them and rated them incompetently. Calpers states that the SIV rating fees charged by rating agencies ranging from US\$ 300,000 to US\$ 1 million were contingent on the successful sale of the SIV securities. That provided a motive to give the SIVs the highest rating.

All three rating agencies dismissed the allegations and have always prevailed against similar legal challenges before. **Breakingviews.com** however commented in its recent 'Considered View' that this time the rating agencies "may be forced to eat their own cooking," if these allegations prove to be true. If raters assisted in structuring SIVs it would undermine their assertion that ratings constitute opinions worthy of the same First Amendment protections afforded to journalist.

Furthermore Calpers complains that it didn't receive enough information from SIVs or the rating agencies to adequately comprehend the nature of the risk. Here Calpers treads on 'soft' ground' as it should not have bought what it could not understand. Caveat Emptor.

Source: FT and Breakingviews.com



LATE BREAKING NEWS

LEXISNEXIS® RISK & INFORMATION ANALYTICS GROUP OFFERS LEXISNEXIS® DEBTOR360 FOR THE COLLECTIONS INDUSTRY

LexisNexis® Risk & Information Analytics Group announced the availability of LexisNexis Debtor360, a new data solution that provides collection organizations with greater debtor insight and helps them enhance the efficiency of recovery efforts. Debtor360 provides collection organizations with key debtor indicators that identify critical account characteristics, thereby enabling them to save time and money by avoiding uncollectible accounts and focusing on profitable ones. LexisNexis Debtor360 helps collections agencies address this challenge by providing agencies with more insight about the debtors in their portfolio. This enables agencies to easily identify accounts that require special treatment such as debtors who may be bankrupt, deceased, incarcerated or represent litigious behavior or identity fraud. LexisNexis Debtor360 is available as a stand-alone solution, fully customizable to fit unique collection workflows. It is also available as a fully-integrated component of LexisNexis® Collections Management Solutions. *Source: LexisNexis*

RECESSION HITS AMERICAN BUSINESS MEDIA (ABM)

Since the beginning of the year, ABM has been forced to trim its staff by about 40 percent, according to ABM president and CEO Gordon Hughes. The most recent cuts include Hughes' assistant, video editor Mark Flythe and business development executive vice president Nick Ferrari. ABM currently carries a staff of 12.

Hughes said ABM is eyeing a "new strategic plan" to help prepare the group for when the economy begins to turn around. "It's what every business should be doing," he said. Despite cutting its video editor, Hughes said ABM will not "go off the air," but will instead outsource its webcasting operations. Earlier this year, ABM altered its annual Digital Velocity conference, transforming the two-day, e-media-focused event into a half-day series of live Webinars, produced at the association's offices. Hughes said ABM events—excluding the Neal Awards, Top Management and annual meeting—will be produced in on-demand video format. *Source: FolioMag.com*

SCIP MERGES WITH FROST & SULLIVAN INSTITUTE

The Society of Competitive Intelligence Professionals (SCIP) is merging with the Frost & Sullivan Institute. The membership strongly supported the merger. SCIP, like many other industry and professional associations, has fallen upon hard times due to the global economic crisis and was seeking a partnership with a financially sound institution. The Frost & Sullivan Institute, as a non-profit organization was found to be an ideal partner. SCIP will remain an autonomous member-driven Society. The current SCIP bylaws will remain in place and be the governing documents for the society. *Source: SCIP*

CREDIT CRUNCH ROUNDUP

A CRISIS IS A TERRIBLE THING TO WASTE: The crisis in the US will end, probably this year. Despite, not because of, government action. Unfortunately, there will be a huge negative legacy. Vastly increased entitlement programs. Huge debt overhang which will be the basis for the next crisis. This was the key message delivered during the FCIB International Credit Executive Conference by Dr. Hans P. Belcsak, BIIA Board Member and President of Rundt Associates. *To view the entire presentation click on the link: <http://www.bia.com/library.php#261>*

LATE BREAKING NEWS

ECONOMIC STIMULUS PLANS: CORRUPTION, MISMANAGEMENT AND BUREAUCRATIC SNAFUS MAY COST US\$500BN

BIIA director Dr. Hans P. Belcsak stated in his FCIB presentation that "A Crisis is a Terrible Thing to Waste". Dr. Chris Kuehl of Armada Business Intelligence defined the term "Waste" in monetary terms:

Situation: The various governments of the world have committed something like \$5 trillion to stimulating their economies out of the recession. The US alone has committed close to \$1.2 trillion if one counts all the programs that have been developed since the start of the financial meltdown, but China is close behind with nearly \$900 billion. Europe has been less enthusiastic but they have been engaged to the tune of \$1 trillion if the entire Euro zone is involved. There have been plans put in place by Russia, Brazil and many others. **With all this money come risks and there have been some studies of late that suggest that as much as \$500 billion of this total will be wasted through corruption, mismanagement and bureaucratic snafus.**

The debate that swirls around the stimulus effort is over whether this waste is something to be concerned about at this point in the process. The argument against allowing this level of waste and corruption is obvious. **The fact that \$500 billion is at risk should be concern enough, but there are bigger issues related to corruption.** The more that this money is siphoned off to pay bribes and ensure sweetheart deals for local politicians, the more the recipient community suffers. Projects that might have resulted in economic development are essentially sabotaged and there are eventually safety issues. The counter argument is that speed is of the essence with these programs and that too much attention paid to the distribution of funds will mean that too little of the money will be spent in time to impact the recession. The challenge is to spend the money wisely but quickly, but these appear to be mutually exclusive tasks for the most part. In the months ahead, the stimulus effort will be judged by very divergent criteria and will likely be found lacking in both to some degree.

Analysis: The assessment of **corruption** comes from a variety of sources. Kroll's Business Intelligence Unit, Transparency International, the Congressional Budget Office and a wide variety of journalists have all commented on and catalogued evidence of corruption already. The most flagrant examples have been in nations that have issues with corruption during more normal times – Russia, China, India and Mexico. Most of the European states are relatively less engaged, but the problems in the US have started to accumulate. The most common form of corruption thus far has been simply buying access. The money that has been allocated has for the most part been put in the hands of some kind of middleman. This can be a local political entity, or in some cases a private contractor that has been assigned the task of distributing the money. Those that want access to the largesse are tempted to grease the wheels a bit and those that are in charge of the money see this as their moment to cash in on their position. This is sometimes subtle, but more often than not, there is simply an exchange – usually in the form of a kick back. The challenge in many situations is that it is very hard to prove cause and effect. The recipients of the stimulus funding simply send money back to the official in some other arrangement and both sides work to make sure these are not overtly connected. This system is hard to crack unless one side or the other fails to trust the other and makes demands that allow the graft to be exposed.

The second most common form of corruption is simple – **failing to use the money provided in the way it was intended.** Unless there are careful inspections, it will be easy to use materials that are inferior while charging for the better versions.

A third issue is simple **mismanagement and waste.** This is by far the most controversial of the challenges. This is a problem that can be addressed with care and attention to process but this is time consuming. The US and Europe are both struggling to balance needs. The systems that are in place at the moment are designed to provide assurance that government money is being well spent and even under these conditions, there is waste and inefficiency. The lowest bidder is not always the best for the job, nor are they always equipped to do the job quickly. There are provisions that require the use of specific providers – those owned by women or minorities for example. There are requirements to perform community and environmental impact statements, provisions to use union contractors and provisions regarding who else is allowed to invest.

These are all requirements that slow the process down, but all have their supporters and their purpose. The question is whether any of these can or should be waived. The **need for speed** to deal with the recession conflicts with all the other goals and the response within the US and Europe has been mixed.

LATE BREAKING NEWS

ECONOMIC STIMULUS PLANS: CORRUPTION, MISMANAGEMENT AND BUREAUCRATIC SNAFUS (continued)

Speed: The experience of the US and China has been a contrast. The majority of the \$700 billion plus stimulus in the US is still waiting to be distributed and many are now questioning whether it ever should be allocated. The need for the money was this year and it now looks like the majority will not be in distribution until 2010 and perhaps later. By that time, the issue will be inflation as opposed to the recession (continued next page).

In China, there has been a rush to provide jobs and this has meant projects of minimal use and egregious examples of boondoggle activity. There are stadiums that hold more than the population of the town they are in, roads that don't connect to anything and local edifices that are more ostentatious than functional. But the US has spent only around 11% of the funds while China is on track to spend 70% by the end of this year and has seen its GDP growth jump from 6% to 7.5%.

Courtesy: Dr. Christ Kuehl, Armada Corporate Intelligence

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TO RATE OR NOT TO RATE ...? IMPARTIALITY AT RISK

CREDITSAFE, a UK based credit information company reversed its cut of the credit score of **Powerchex**, an employment screening company, after the Financial Times (FT) had reported on the matter earlier this year. Alexandra Kelly, a former Wall Street banker and founder of Powerchex claimed that her young business had been unfairly penalized because CREDITSAFE had used her American nationality as a guide to future credit performance. Beginning of July CREDITSAFE reverted to its original score stating it made a "rate refinement" on Powerchex. A CREDITSAFE spokesman stated: "We constantly monitor the profile of company directors to ensure we offer the timeliest and most accurate business information." "When the status of a company director changes, it can have an impact on a company's credit rating". **Source: Financial Times July 12, 2009**

BIIA Comments:

The Aspect of Impartiality: Credit information companies should not rate, nor provide an opinion or score on each other.

Credit Standing of Americans: CREDITSAFE failed to say which criteria was used on the director's status which lead to the downgrading of the rating and later revision. It is hard to comprehend that CREDITSAFE would give a director with an American citizenship a lower rating than a director with a UK citizenship.

Confusion: To the layman the article was highly confusing due to intermingling of the terms 'credit score', 'credit rating' and 'business information'. The FT referred to CREDITSAFE as a rating agency, in today's world hardly a correct term. Furthermore the FT started its article by stating that "a credit rating agency had cut its score on a successful start-up", but switched to the term rating in the following paragraphs.

The CREDITSAFE spokesman referred to a "refinement in credit rating" to insure the most accurate "business information". So what are we talking about? The use of credit scoring, which is based on statistical modeling based on facts, or credit rating which is an opinion based on analysis of past performance and future prospects? If the industry would consistently use the correct terms, perhaps the public would be less confused and more sympathetic to its cause.

MEMBER NEWS

HUAXIA AND CRIF FORM A STRATEGIC ALLIANCE IN THE CHINESE MARKET

Beijing, 25 June 2009 - HUAXIA International Credit Group and CRIF today announced the establishment of a new joint company in the Chinese domestic market, **Huaxia CRIF China**, which provides **advanced consumer credit information services and credit risk management solutions**.

In particular, Huaxia CRIF China's offering covers consumer credit risk consultancy and relevant technology services, business and information consultancy.

"We are very satisfied with this strategic alliance" – said Carlo Gherardi, CRIF Chief Executive Officer and Professor Xiaoning Cao, HUAXIA Credit Chief Executive Officer – "We are confident that the synergy between CRIF and HUAXIA's expertise will enable the new company to be a leading provider in China in the fields of consumer information services and credit management solutions. Huaxia CRIF China's clients will benefit from an advanced and complete range of solutions based on cutting-edge technology".

"The consumer credit market in China" – added Carlo Gherardi - "offers great and challenging opportunities. This partnership with an important group such as Huaxia is a significant step in CRIF's international development strategy, guided by a "glocal", global and local, vision. Huaxia CRIF China relies on CRIF's in-depth experience, skills and IT technology. In addition, the new company's local presence in this constantly growing market will enable us to improve our knowledge and expertise in order to better meet clients' increasingly demanding business needs".

"CRIF and HUAXIA Credit have had a business relationship for 10 years, and our mutual cooperation and respect are fundamental for the future business development of HUAXIA CRIF China. The similar company structures of both CRIF and HUAXIA Credit will assist in prompt decision making when facing our future challenge together", stated Prof. Xiaoning Cao.

Source: Joint Press Release for further details go to: http://www.biaa.com/industry_news.php

BIIA Comment: CRIF has recently joined the D&B worldwide network and acquired D&B Italy (see BIIA Newsletter June Issue Page 7). HUAXIA International Credit Group has a joint venture with D&B in China: Huaxia D&B

CRIF HAS ACQUIRED FLS SERVICES

CRIF, a global leader in credit services, and **FLS Services (FLS)**, a major provider of indirect lending software to financial institutions, today announced that it has acquired **FLS**. As part of the agreement, **FLS** will operate as a wholly-owned subsidiary of CRIF. The FLS acquisition is a part of CRIF's continued global expansion and investment in workflow capabilities.

FLS Services is a leading provider of indirect lending products, underwriting in excess of \$1 billion in loans annually. FLS Services has a proven track record and a strong market presence that will enhance both dealer patronage to your financial institution and program profitability. With more than 14 years of experience serving the needs of financial institutions, we have the indirect lending products and expertise to make your program a success. **To read the full story click on the link:** http://www.biaa.com/industry_news.php (Scroll down)

Promote our industry services through enhanced listings in the BIIA/WAND Industry Directory
<http://www.wand.com/biaa/>

MEMBER NEWS

BSG HONG KONG PUBLISHES ASIAN B2B ONLINE MEDIA REPORT

BIIA Member BSG published its fifth report on Asian B2B online media. The report tracks the financial performance of the top Asian B2B media companies that are publicly-listed or publish reliable financial figures. The following is a summary of the major players:

Baidu, the rapidly growing Chinese search engine, surged past Alibaba.com, Pico and Xinhua Finance to seize the number one ranking in terms of revenues. Baidu posted revenues of US\$469 million in 2008 compared to US\$240 million the year before.

Second place is held by Alibaba.com, another company with fast growing revenues. Alibaba.com recorded revenues of US\$440 million in 2008 (vs. revenues of US\$298 million the year before).

Hong Kong-listed Pico Far East generated revenues of just under US\$340 million or if the business of its Thai subsidiary is included in the total, Pico had revenues of US\$369 million.

Fourth place is held by Xinhua Finance with revenues US\$279 million, while Global Sources ranked fifth with revenues of just under US\$207 million. It is important to note, however, that over the last year Xinhua Finance has sold off many of its key subsidiaries. As a result of those asset disposals, Xinhua Finance's management is now forecasting 2009 revenues to plummet down to US\$34 million. Consequently, in the next edition of this report, BSG expects Global Sources to move into fourth place.

To order this report contact Kerry Wong, Researcher Kerry@bsgasia.com (Business Strategies Group, Hong Kong)

D&B ENTERS THE CROWDED FIELD WITH ITS OWN AD NETWORK

D&B Digital, the online media business within [D&B](#), has [launched an advertising platform](#) that aggregates D&B's Business Decision Maker (BDM) audience while they are using [Hoover's](#), [AllBusiness.com](#) and [DNB.com](#) to carry out their daily business research and prospecting workflows. Approximately 10 million BDMs use these D&B Digital sites each month. This ad network allows advertisers to target and reach this group while they are researching companies, industries and executives (on Hoover's and DNB.com) or specific business-related content (on AllBusiness.com).

The network uses AllBusiness.com's proprietary matching and categorization technology known as Content Match to allow advertisers to place relevant advertising on "virtual channels of content" that match the keywords most often used by potential purchasers. In addition, Hoover's paid-site, subscription site targeting offers advertisers subscriber profiling based on registration information so that advertisers can target their messages by company size, the person's title and industry. DNB.com has not previously run advertising alongside its core online paid subscription products.

Chuck Richard of Outsell Inc. commented on June 8, 2009 in a special Outsell Insight: "This network offers ad sales efficiencies by making it easier for D&B to sell advertising across all its Internet properties, and easier for marketers to buy all of the D&B properties. Some practical matters may limit one feature, D&B's use of user registration profiles. When an enterprise subscribes to a paid Hoover's service, it is often via a site license for a specific number of users, in which case the profile information is for the company, not each of the multiple individual users. Of the 10 million BDM's, or users D&B cites, it is likely that a large majority, are using the free services, so do not register or provide profile information. This is not unique to D&B, as the same is true for most ad networks." *Source: Outsell Inc. a BIIA co-founder member*

MEMBER NEWS

TRANSUNION REVENUE MANAGER(SM) MEETS HEALTHCARE CHALLENGES

SEATTLE, June 15 /PRNewswire/ -- As the slumping economy continues to pressure healthcare organizations, more emphasis has been placed on streamlining costs and creating additional efficiencies while continuing to verify patient identity and insurance eligibility and to qualify those in need for charity care or self-pay discounts. To meet the demands of the changing healthcare landscape, TransUnion announced today new enhancements to its patented Revenue Manager(SM) solution at the HFMA's Annual National Institute (ANI) Healthcare Financing Conference.

To read the full story click on the link: http://www.biaa.com/cci_industry_news.php (scroll down to view entry)

TRANSUNION SURVEY ON NATIONAL AUTO LOAN DELINQUENCY RATES

CHICAGO, June 15 /PRNewswire/ -- TransUnion.com released the results of its analysis of trends in the auto lending industry for the first quarter of 2009. The report is part of an ongoing series of quarterly consumer lending sector analyses focusing on credit card, auto loan and mortgage data that may be found on TransUnion's Web site. Information for this analysis is culled quarterly from approximately 27 million anonymous, individual credit files, providing a real-life perspective on how U.S. consumers are managing their credit health.

To learn more about this survey click on the link: http://www.biaa.com/cci_industry_news.php (scroll down to view entry)

TRANSUNION ALERTS COLLECTORS OF ACCOUNTS INVOLVED IN COLLECTION LITIGATION

CHICAGO, June 22 /PRNewswire/ -- TransUnion announced that it will utilize data from FDCPA Case Listing Service LLC to provide an added feature for batch records delivered via TransUnion's Collections Prioritization Engine. The new solution is named FDCPA Case Search and allows TransUnion to alert collectors about accounts that may have previously been involved in FDCPA litigation to assist collectors in determining strategy.

To learn more about this service click on the link: http://www.biaa.com/cci_industry_news.php (scroll down to view entry)

TRANSUNION ANNOUNCES NEW AUTOMOTIVE FINANCING SOLUTIONS

CHICAGO, July 1 /PRNewswire/ -- To assist the industry in today's dynamic economic climate, TransUnion announces the launch and availability of Auto Summary and APR Estimator, new solutions to provide insight when evaluating a customer for financing. These solutions will help finance managers, captive lenders, bank lenders and credit union managers streamline the auto financing process and provide them with a competitive edge. Serving as an add-on to online credit reports, TransUnion's Auto Summary and APR Estimator will help car dealers make more informed decisions on consumer loans and financing.

To read the full story click on the link: http://www.biaa.com/cci_industry_news.php (scroll down to view entry)

Did you know BIIA has created an industry directory based on a standard taxonomy of product and services terms? <http://www.wand.com/biaa/>

MEMBER NEWS

TRANSUNION CONSUMER CREDIT INDEX HITS RECORD LEVEL AS RISK OF ACTIVE CREDIT CONSUMERS CONTINUES TO GROW

CHICAGO, July 9 /PRNewswire/ -- The TransUnion Credit Risk Index, a statistic developed to measure the changes in average consumer credit risk within various geographies, increased 1.98 percent from 124.79 in the fourth quarter of 2008 to 127.26 in the first quarter of 2009.

On a year-over-year basis, the Credit Risk Index increased 7.10 percent (from 118.83 in the first quarter of 2008), the largest increase for that time period in this decade. The Credit Risk Index is defined as the weighted average probability of 90-day delinquency or worse among consumers in a given region relative to the nation as a whole.

To read the full story click on the link: http://www.biaa.com/ccj_industry_news.php (scroll down to view entry)

TRANSUNION SURVEY ON LOCATING RELIABLE RESIDENTS

TransUnion Rental Screening Survey Finds 81 Percent of Property Managers are concerned about Locating Reliable Residents for the Remainder of 2009

LAS VEGAS, July 25 /PRNewswire/ -- A TransUnion survey of more than 870 property managers across the United States revealed that half of the respondents are experiencing more difficulty locating qualified renters as compared to last year. Another 81 percent of respondents are concerned that they will not find reliable residents for the remainder of the year. The survey, which was administered in early June 2009, is being released in conjunction with the National Apartment Association's Education Conference & Exposition in Las Vegas.

Source: [TransUnion.com](http://www.transunion.com)

EQUIFAX'S DEBT WISE™ IS THE FIRST-EVER DEBT PAYMENT PLAN PRODUCT POWERED BY A CREDIT REPORT

On July 7th, 2009 Equifax launched Debt Wise™, an innovative product that uses information from the Equifax Credit Report™ to empower consumers to free themselves from debt—faster.

Debt Wise effectively eliminates one of the biggest hurdles for many debt laden consumers—*getting started*. Subscribers can create their personal debt payment plan online in as little as 10 minutes, in the privacy and comfort of their own home. The product's Fast Pay Plan Wizard makes it easy. The wizard *automatically* imports debts from a subscriber's Equifax Credit Report so that they can easily select which debts to include in their plan. *Debt Wise* aligns those debts in an optimal order and then applies a debt stacking strategy so that the subscriber can see how to pay them off faster—without paying more in monthly payments than they already do. *Debt Wise* is a powerful, easy, and secure way for consumers to create a plan to pay off their debts faster; plus have their progress automatically tracked and receive alerts to let them know if they are *on or off plan*. By sticking to their plan, consumers may be able to pay off their debts faster and potentially save a lot of money in interest payments.

Debt Wise is a part of Equifax's suite of products designed to help consumers understand their credit, protect their identity, and maximize their financial well-being. For more information about Equifax Debt Wise, visit www.equifaxdebtwise.com. Source: [EQUIFAX Press Release](#)

INDUSTRY NEWS

WORLD CREDIT CONGRESS DEBATES FUTURE OF B2B CREDIT

The program for the 2nd World Credit Congress is shaping up and organizers have issued an update of the program which is available on: [World Credit Congress Ireland Ezine3](#). One of the major themes will be a discussion **on the future of B2B Credit**. Abe Walking Bear, CEO of ARMG, who as a panel member, offers the following facts for consideration:

1. 80 to 90% of B2B sales are made based on payment at a later date, i.e. credit is extended
2. Accounts Receivables, short term receivables due from customers for the purchase of goods and services, is often one of the largest asset a business has on its balance sheet. On average accounts receivables represents 40% or more of total assets of a company
3. Next to cash on hand the accounts receivables is normally the closest thing to money in the bank, it is considered as a short term liquid asset
4. There is a cost factor in selling to existing clients versus selling to new clients. Selling to new customers involves 8 – 14 times more than selling to existing customers. Hence a repeat sale is most often the most profitable sale

Credit sales and accounts receivables management is often a most misunderstood and underutilized function by business owners, CEOs, Managing Directors and senior business managers...they still view it as a negative, a cost center and as the ugly stepchild of accounting, as one CEO put it.

In the 1950s credit was defined as faith, trust, as the ability and willingness to pay. In the 1950s the performance of B2B Credit Managers were measured by DSO and % bad debt. And for that time of pent up demand, growing demand and limited competition a risk management worldview was the correct way to enhance profitability.

Today and in the future, just as in the past, the **Profit Imperative** is and will be the driving force behind the actions of business owners and business managers who understand that the work/cost of doing business must be performance-related; and that they have an obligation, a duty to strive for profit enhancement . A reasonable level of profitability for a business is not a luxury or an option. Employees and managers with an employee mindset expect to be paid whether their work generates a profit or not.

The only reason for any business to incur the work/costs that go with selling based on payment at a later date (to extend credit) is to get profitable sales that would otherwise be lost. Faith, trust, ability / willingness to pay, risk were factors that had to be taken into consideration when extending credit but they do not define credit alone. Credit is the selling of products/services based on payment at a later date. The later date usually implies that factors relating to credit usually change.

Focusing on DSO and % bad debt alone as a performance measurement will adversely affect the profitability of companies, but yet, this is still the focus of many business owners, CEOs, Managing Directors, and senior business managers. Perhaps in time, they will be reeducated.

For further details click on the link: [World Credit Congress Ireland Ezine3](#)

Experian Portfolio Management Scores That Target Small-Business Risk

Experian claims the new scores outperform other offerings by as much as 60 percent. For further information click on the link: [Experian Press Release](#)

INDUSTRY NEWS

EBAY CLOSES B2B FOCUSED MARKETPLACE

San Jose, 22nd June: [eBay](#) has announced that it will close its [Reseller Marketplace](#) at the end of June. The B2B marketplace aimed to give a source of inventory to eBay's [Powersellers](#) (i.e. high volume sellers on eBay's C2C flagship website). eBay launched the Reseller Marketplace in 2005 as part of a strategic alliance with [Global Sources](#). At that time, Global Sources launched the [Global Sources Direct](#) platform which enabled small volume buyers to source directly from Chinese manufacturers. Global Sources Direct was closed in December of last year.

John Pluhowski, an eBay spokesperson stated that eBay is "encouraging" its developer community to create reseller and liquidation applications. "By having the liquidation marketplace directly available within the eBay site, sellers will [have] access to better and more inventory [and] liquidators will be able to directly market their inventory to a wider audience more efficiently. A larger group of sellers will potentially have access to the same liquidated items that were only available to PowerSellers on the Reseller Marketplace."

Source: [AuctionBytes article](#) Courtesy Business Strategies Group Hong Kong

PWC FORECASTS B2B PUBLISHING CONTRACTION

London, 16th June: [PricewaterhouseCoopers](#) (PwC) issued its annual "Global Entertainment & Media Outlook" report this week. In the report, PwC predicts that the global entertainment & media market will expand by 2.7% compounded annually from 2009 to 2013 reaching a market value of US\$1.6 trillion in 2013. PwC is, however, less optimistic about B2B publishing in the U.S. which is forecast to contract by a -3.3% compound annual growth rate (CAGR) between 2009 and 2013.

Global business information spending will decline by -3.8% CAGR in the same five year period falling from US\$86.7 billion to US\$76.9 billion in 2013. According to PwC, global trade magazine print advertising will decline by -4.1% CAGR slipping from US\$17.9 billion last year to US\$14.6 billion in 2013. On the positive side, global trade magazine digital advertising spend is expected to jump 11.1% CAGR in the forecast period rising from US\$1.7 billion to US\$2.9 billion.

Sources: [B2B magazine article](#), [PwC press release](#) Courtesy Business Strategies Group Hong Kong [www.bsgasia.com](#)

FORRESTER ANNOUNCES 2008 EARNINGS & GUIDANCE FOR NEGATIVE REVENUE GROWTH IN 2009

Forrester announced strong revenue growth of 14% for 2008, but layoffs of 50 shows that the company is sharpening its operating dynamics like many of the other large ITTRRS firms. The Jupiter integration is complete, and Forrester is eying more M&A in 2009. Guidance for 2009 revenues is a decline of 2% to 11%.

2008 Revenues were \$240.9 million, an overall increase of 13.6%. Revenue from Research Services increased by 18.4%, while revenue from Advisory & Other services increased by 5.7%. The revenue mix was as follows: Research Services 65%, Advisory & Other 35%. Two thirds of Forrester's business comes from \$1B+ companies. Consulting revenues were down in the fourth quarter. Forrester reported a client renewal rate of 73%, with 84% dollar retention. Deferred revenue increased by 2%. Net income was \$20.4 million.

Source: [Outsell Inc.](#)

ALLIANCES – JOINT VENTURES – M&A

THOMSON REUTERS RUMORED TO ACQUIRE BREAKINGVIEWS.COM

According to the London Times, Thomson Reuters, the financial information services group, is in preliminary discussions to acquire Breakingviews.com (an Associate BIIA member). Apparently Breakingviews.com has retained Perella Weinberg Partners to advise on a possible transaction. Breakingviews.com is said to have 15,000 direct subscribers, many are in stock broking, corporate finance, the legal profession or fund management. It reaches an audience of approximately 4.5 million investors through its web-based service and columns in the New York Times, The Daily Telegraph, Le Monde, El Pais and Handelsblatt. Breakingviews.com is headquartered in London, invests heavily in the USA and has recently opened an office in Hong Kong.

Source: London Times July 14th, 2009

GUIDEPOINT GLOBAL ACQUIRES VISTA RESEARCH FROM S&P

New York, NY, [DATE] – Guidepoint Global, LLC, a leading primary research firm, today announced the acquisition of Vista Research, Inc. from Standard & Poor's. Guidepoint provides one of the world's largest networks of industry experts to investors and business decision makers.

The strategic combination of over 130,000 global experts creates one of the largest industry networks in the world, strengthening Guidepoint's leadership in the expert network field and building on its healthcare expertise with Vista's depth and breadth in Technology, Media, Telecommunications, Energy, Industrials, Retail, Financial Services, and Leisure and Gaming sectors. Additionally, the complementary union provides clients with a global reach through offices and dedicated recruiters in the United States, Europe and Asia. With the acquisition of Vista Research, Guidepoint Global will expand its team of client service professionals and recruiters to support a client base that includes many of the world's leading private equity firms, mutual funds, hedge funds, strategy consultancies and multinational companies.

About Guidepoint Global, LLC

Guidepoint Global is a leading primary research firm founded in 2003 providing customized information solutions in the Healthcare, Technology, Media, Telecommunications, Energy, Industrials, Consumer Goods & Services, and Financial Services sectors. Clients include some of the world's leading private equity firms, mutual funds, hedge funds, strategy consultancies and multinational companies. Through phone consultations, face-to-face meetings, custom surveys, and proprietary data products, coupled with an industry-leading compliance platform, Guidepoint provides its clients with the insight required to make informed decisions.

About Vista Research, Inc.

Founded in 2001, Vista Research, Inc. is a pioneer in the expert network field supporting institutional money managers, corporations and legal and consulting firms. Vista Research provides its clients with an efficient and unique opportunity to gain direct insight into a particular company or industry by connecting its clients with members of the Society of Industry Leaders, a global network of leading experts and prominent industry professionals. *Source: Guidepoint Global*

Implications: Owning a people intensive research business can be burdensome, especially in times of economic stress and declining revenues. For a company such as S&P, which relies on data, analysis and extensive statistical modeling, a people intensive research business was a poor fit, thus the Vista Research divestiture was just a matter of time.

PEOPLE ON THE MOVE

THE GLOBAL ASSOCIATION OF THE EXHIBITION INDUSTRY (UFI) APPOINTS PAUL WOODWARD AS MANAGING DIRECTOR



UFI Board of Directors appointed Paul Woodward, as Managing Director effective August 1, 2010. Woodward is currently UFI's Asia/Pacific Regional Director. Woodward will be based in the UFI Headquarters office in Paris where he will ensure the continuity of UFI's programmes and policies. He will be responsible for the management of UFI's teams in Paris (Headquarters), Abu Dhabi – UAE (Middle East/Africa), and Hong Kong (Asia/Pacific) where BSG will continue to provide UFI services to the association's members in the region.

UFI, the Global Association of the Exhibition Industry, promotes, serves and represents the trade fair industry worldwide. Via its member organizations, including the world's leading show organizers and fairground operators, national and international professional associations and industry partners, UFI is present in 82 countries on 6 continents. UFI members are responsible for the management and operation of over 4,500 exhibitions and 181 exhibition centers around the world. *Source: UFI Announcement*

Paul Woodward, Founder and Owner of Business Strategies Group, is also a co-founder and board member of BIIA. We congratulate Paul on this new assignment. He will be moving to Europe, but promised to continue to provide guidance for BIIA.

UBM ASIA ANNOUNCES SENIOR MANAGER APPOINTMENTS

Hong Kong, 2nd July: [UBM Asia](#), a subsidiary of London-listed [United Business Media](#), announced this week that Michael Kruse will join the company as the managing director of UBM Asia Trade Fairs. Based in Bangkok, Kruse will also assume the role of deputy managing director of UBM Asia (Thailand). Kruse takes over from Jean Oh in Singapore and M. Gandhi in Thailand. After 17 years with UBM Asia, Oh is leaving to pursue other opportunities. Gandhi has been appointed as managing director of UBM India.

Courtesy Business Strategies Group Hong Kong www.bsgasia.com

GLOBAL SOURCES APPOINTS NEW CFO

Hong Kong, 1st July: NASDAQ-listed [Global Sources](#) officially appointed David Gillan as the company's Chief Financial Officer on Thursday this week. Gillan replaces Eddie Heng who is retiring after 16 years with the company. Heng will remain on the company's board of directors.

Merle Hinrichs, CEO of Global Sources commented, "Since October 2008, David served as Deputy CFO. I congratulate David on his new appointment as CFO and am confident his close collaboration with Eddie over the past nine months has resulted in a seamless transition. David's vast knowledge and experience in corporate finance and China tax law is a great asset to our management team. We thank Eddie for his service to Global Sources, and we wish Eddie the very best in his retirement."

Gillan was formerly the China managing director and CEO for the Dennis Family Corporation, a private Australian real estate investment fund. Prior to that, he was a finance director at the Intercontinental Hotels Group.

Source: [Global Sources press release](#)

PEOPLE ON THE MOVE

JOHN PEACE: AN INFORMATION MAN BECOMES CHAIRMAN OF A MAJOR INTERNATIONAL BANK



JOHN PEACE OF EXPERIAN TO STEP DOWN AS CHAIRMAN IN CONJUNCTION WITH HIS APPOINTMENT TO CHAIRMAN OF STANDARD CHARTERED PLC.

Experian plc announces that John Peace has notified the Company of his intention to step down as Chairman and as a Director of Experian plc, following his appointment as Chairman of Standard Chartered PLC. John will continue in his role at Experian until a successor has been appointed. The Experian plc Nomination Committee will oversee the process of appointing a successor.

Don Robert, Chief Executive of Experian, said: "John has been an integral part of the formation and development of Experian over the last 30 years, and a true visionary in our industry. He has helped to build the business into the successful global company that it is today. We are extremely

grateful to John for the enormous contribution he has made to the Company and wish him every success in his new role."

John Peace, Chairman, added: "Experian has been a huge part of my life and this has been one of the most difficult decisions I have ever had to make. However, I will be standing down as Chairman and a Director safe in the knowledge that there is a great management team in place at Experian to continue to take the business forward." *Source: Experian*

BIIA Comment: John Peace has been a director of Standard Chartered PLC for two years and therefore would be somewhat familiar with the workings of the bank. Nevertheless in an age where more banking experience is called for on the board of banks, the appointment raised eyebrows because Mr. Peace has no banking experience.

Speaking for the information industry one could say that this appointment is a very good development. After all, money is the largest commodity in the world, but information is the core of banking. To appoint an information man to become chairman of a major bank can only mean that the importance of information has finally been recognized. Perhaps other information executives have something to look forward to. BIIA congratulates John Peace on his appointment.

NICK FERRARI, LEAVES AMERICAN BUSINESS MEDIA (ABM)

Nick Ferrari, since 2007 Executive Vice President of American Business Media has become the victim of recent downsizing at ABM.

"Nick was tasked with recruiting new members, which proved to be too costly," ABM President Hughes stated in a recent interview. Over the last six months, five other ABM staffers left the group and their positions "have not been replaced." ABM currently carries a staff of 12. "We're experiencing the same difficulties all of our members are facing right now," said Hughes. "We've always been a small operation, so any downsizing is difficult and emotional." *Source: FolioMag.com*



PEOPLE ON THE MOVE

DUN & BRADSTREET APPOINTS PRESIDENT FOR D&B NORTH AMERICA

D&B announced the appointment of George Stoeckert to lead its North American customer segment effective July 1, 2009. Mr. Stoeckert was most recently at ADP, Inc., where for 17 years he held various senior leadership positions.

His most recent role was President - Employer Services International where he led the acceleration of growth in that business. Prior to that role, Mr. Stoeckert was President - Major Account Services Division, ADP's largest division where he created sustained high levels of client service quality and helped shift the business toward internet applications. *Source: D&B Press Release*

JAMES P. BURKE, PRESIDENT OF D&B GLOBAL INFORMATION SERVICES RESIGNS

On May 20, 2009, Mr. James P. Burke, the current President, Global Information Services and Chief Quality Officer, notified D&B that he has made a personal decision to leave D&B and resigned his position effective July 5, 2009 in order to pursue a more entrepreneurial path.

Source: D&B SEC Filing 6/2/2009

EXPERIAN PRESIDENT RECEIVES AWARD WHICH RECOGNIZES ENTREPRENEURIAL EXCELLENCE AND COMMUNITY IMPROVEMENT

Minneapolis, MN, June 30, 2009 — **SearchAmerica®**, a part of Experian and a leader in financial clearing services for health care, today announced that its president, Daniel Johnson, received the Ernst & Young Entrepreneur of the Year® 2009 Award in the Services category in the Upper Midwest region. According to Ernst & Young LLP, the award recognizes outstanding entrepreneurs who are building and leading dynamic, growing businesses. Johnson was selected by an independent panel of judges, and the award was presented at a gala event at the Pfister Hotel in Milwaukee on Thursday, June 11, 2009. *Source: Experian*

EXPERIAN APPOINTS JEFF LUNDAL TO LEAD DATA MANAGEMENT BUSINESS

Schaumburg, Ill., April 8, 2009 — Experian Marketing Services today announced the appointment of Jeff Lundal as its new vice president of sales. Lundal, who most recently served as senior vice president of Global Sales at Responsys, will lead a team of consultative sales professionals dedicated to the Data Management group of Experian, which includes Experian® CheetahMail®, digital advertising, list processing, Customer Data Integration and database services. Under Lundal, the sales team will specifically focus on helping brand marketers build more sophisticated and profitable customer engagement strategies through improved data management, measurement and targeting capabilities. *Source: Experian*

FOR LATEST INDUSTRY NEWS GO TO: WWW.BIIA.COM

NEWS FROM CHINA

CHINESE OFFICIAL URGES CRACKDOWN ON "VULGAR" INTERNET PORN

A senior Chinese leader has urged a severe crackdown on pornographic Internet content, stressing that there should be no slackening of efforts to punish the "vulgar trend" in the cyber world. Li Changchun, member of the Standing Committee of the Communist Party of China Central Committee Political Bureau, made the remarks during a five-day tour of the nation's biggest city, Shanghai, which ended Friday. He said the construction of "green" website-surfing venues should be stepped up to offer minors a healthy social and cultural environment. While visiting the construction site of the Shanghai World Expo2010, Li said the expo should be a showcase of the nation's cultural prosperity. The expo would be another grand international festivity after the 2008 Beijing Olympics, Li said, noting that domestic and foreign journalists should be provided with favorable conditions in covering the event. The official also stressed the importance of technical innovation and cultural reform while visiting local manufacturing companies and artistic troupes.

Source: Xinhua

GOOGLE PLEDGES TO COMB OUT PORN RESULTS IN CHINA

Searching engine giant Google Inc. said that it would take all necessary steps to clean up pornographic searching results in its Chinese-language portal, Google.cn. "We are undertaking a thorough review of our service and taking all necessary steps to fix any problems with our results," a statement from Google's headquarters in Silicon Valley in the United States said.

The statement given by John Pinette, communications director of Asian-Pacific Region, confirmed that the company's representative in China had met with government officials to discuss problems with the Google.cn service and its serving of pornographic images and content based on foreign language searches.

The statement came after the Chinese authorities criticized some of the search results served up by Google violated the country's Internet regulations and laws. The China Internet Illegal Information Reporting Center (CIIRC) had "strongly condemned" Google's Chinese portal for providing links to pornography and lewd information.

The national office for Internet pornography crackdown has started blocking some Chinese-language search results and suspended its associated word-search services since Friday from Google over concerns that these links contained pornographic content.

The California-based Internet searching company had been warned twice for providing those pornographic links by the CIIRC in the first four months this year. The statement said the thorough review was a "substantial engineering effort" and the company "has addressed the large majority of the problem results". China launched a major crackdown on Internet porn in January targeting popular online portals and major search engines such as Google and Baidu, the two major competitors in China's Internet search market.

In the past month, 1,001 Web sites had been blocked by the authorities for distributing porn and other lewd material and more than 4,000 web sites that were shut down also had been investigated, according to the CIIRC.

Source: Xinhua

NEWS FROM CHINA

CHINA "OBLIGED" TO PROTECT ADOLESCENTS FROM UNHEALTHY ONLINE INFORMATION

China is obligated to protect adolescents from unhealthy information online, said Foreign Ministry Spokesman Qin Gang. The Ministry of Industry and Information Technology (MIIT) said on June 9 that the country would have all new computers produced or sold after July 1 pre-installed with filter software packages, which could filter porn text and images to protect minors from unhealthy information.

The MIIT has invested 41.7 million Yuan (6.1 million U.S. dollars) in the software. "This is the international practice," Qin told a regular news briefing on Thursday, in response to a question on the software. About 48 percent of teenagers have visited porn sites, the Chinese Youth Research Center has estimated. **Source: Xinhua**

CHINA'S TOP 100 SOFTWARE PRODUCERS' REVENUE UP 85% IN 2008

The revenue of China's top 100 software producers rose 84.4 percent last year to about 203.95 billion Yuan (29.86 billion U.S. dollars), according to a list released by the Ministry of Industry and Information Technology. Among the 100 companies, 32 each posted revenue above 1 billion Yuan. The top three were Huawei, ZTE and Digital China. Huawei was first for the eighth year in a row, with revenue of 55.56 billion Yuan. **Source: Xinhua**

PROMOTING ENTERPRISE-LED INNOVATION IN CHINA

World Bank Report by Chunlin Zhang, Douglas Zhihua Zeng, William Mako, and James Seward

This report is the result of a recent World Bank study designed to assist the Chinese government in implementing its strategy of enterprise-led innovation. The report finds that continuous government support for private sector growth is of strategic importance if China is to build up an enterprise-led technological innovation system. Despite remarkable achievements, the World Bank study sees China as a late-comer in technological catch-up, facing a substantial gap from the international technological frontier. To ensure sustainability, Chinese enterprises will have to derive their competitiveness more from innovation. The report was jointly released by the East Asia and Pacific region of the World Bank and the World Bank Institute. To download the report (pdf): [World Bank](#)

For more information: <http://go.worldbank.org/T7UY5M0TO0>

ALIBABA TO INVEST IN A "WESTERN BASE" (CHINA)

Hangzhou, 30th June: [Pacific Epoch](#) is reporting that the [Alibaba Group](#), the parent company of Hong Kong-listed [Alibaba.com](#), has committed to investing US\$100 million in Chengdu with the aim of establishing a "western base" for the group. The Alibaba Group reportedly signed an agreement with the local Gaoxin District government on Monday this week. According to the article, Alibaba plans to establish operations covering all of its subsidiaries as well as a research & development centre, a call centre and training facilities. The group plans to acquire land to build a centre of operations which will eventually employ a staff of more than 10,000.

Sources: [Pacific Epoch article](#), [China Tech News article](#) Courtesy Business Strategies Group Hong Kong www.bsgasia.com

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NEWS FROM INDIA *Courtesy Business Strategies Group Hong Kong www.bsgasia.com*

FT GETS GO-AHEAD FOR FACSIMILE EDITION IN INDIA

Delhi, 9th June: Financial Times India Pvt. Ltd, is reported to have received permissions to launch a facsimile edition of the [Financial Times](#) newspaper in India. [Exchange4media.com](#) has reported that India's Foreign Investment Promotion Board has allowed the company "To induct foreign equity up to 100% by way of transfer of existing equity shares from the resident share holders to fresh equity shares". This approval has reportedly been pending since May. Exchange4media says that "the launch of the paper is still some time away as the paper still needs clearances from the ministry of information and broadcasting as well as the Registrar of Newspapers in India". The FT also remains tied up in a legal battle over the use of the title 'Financial Times', which is owned in India by Bennett, Coleman & Co. Ltd, the publisher of *The Times of India*. Source: [Exchange4media.com](#)

ALIBABA SURPASSES 1 MILLION REGISTERED USERS IN INDIA

New Delhi, 22nd June: Hong Kong-listed [Alibaba.com](#) announced this week that it now has more than one million registered members in India. That is roughly double the number of Indian members they had last year, soon after Alibaba.com announced a strategic partnership with [Infomedia 18](#). Indian members currently account for 12% of Alibaba.com's international users. The company's press release stated that more than 40,000 small- and medium-sized Indian enterprises are now registering each month on Alibaba.com. Source: [Alibaba.com](#)

ALIBABA.COM CONSIDERS INVESTING IN INDIAN JV

Mumbai, 22nd June: Bloomberg reported this week that [Alibaba.com](#) is considering investing in "an e-commerce venture in India to tap growth in the company's largest overseas market after the U.S." CEO of Hong Kong-listed, Alibaba.com, David Wei, stated that the company is open to [Infomedia 18](#) taking a majority stake in the Indian joint venture. Infomedia 18 and Alibaba.com signed a strategic partnership in April last year. Infomedia 18 has a number of B2B publishing businesses in India including various editions of Yellow Page directories. This initiative is part of Alibaba.com's drive to diversify its source of revenues to include more markets outside of China. The company reportedly plans to spend US\$30 million this year to market its services in overseas markets.

Source: [Bloomberg article](#) *Courtesy Business Strategies Group Hong Kong www.bsgasia.com*

CYBERMEDIA FULL YEAR REVENUE RISES 7.7%

New Delhi, 23rd June: Mumbai-based media group, [CyberMedia](#) announced its financial results for the year ended 31st March 2009. In the financial year 2008-09, Cybermedia's revenues grew 7.7% to US\$25 million. The company recorded a net loss of US\$1.2 million compared with a net profit of US\$800,000 last year. The company attributed the loss to the global recession. In addition, Cybermedia's two U.S. acquisitions also booked losses.

For the financial year 2008-09, Cybermedia's media services business generated US\$12 million or 48% of total revenues. That is an increase of over 52% compared with the US\$8.1 million recorded last year. The company's publishing business dropped 16% from US\$16 million to US\$13 million in the same period. For the quarter ended 31st March 2009, Cybermedia's total revenues were US\$4.8 million, a decrease of 17% compared with the same quarter of 2008. The company posted a quarterly net loss of US\$866,000, compared with a net loss of US\$159,000 in the same quarter last year. Sources: [CyberMedia press release](#), [CyberMedia financial results](#)

ASIAN TRADE FAIR INDUSTRY NEWS

ASIAN TRADE FAIR INDUSTRY GROWS BY 8.7% IN 2008

Paris/Hong Kong, 24th June: According to a new report released by [UFI](#), the global association of the exhibition industry, the trade fair industry in Asia expanded by 8.7% in 2008 despite weak global economic conditions. Net area sold by organizers in Asia reached a total of 14.3 million m². Revenues from trade fairs in Asia increased from US\$3.25 billion in 2007 to US\$3.45 billion last year – an rise of just over 6%, down markedly from the 26% revenue growth recorded in 2007.

China's growth continues to outpace the rest of the region. It is the largest market in the region in terms of space sold and industry revenues. Year-on-year, net square meters sold in China grew by 14% outperforming the regional average of 8.7%. Over 7.6 million m² were sold in China in 2008 – accounting for 53% of the 14.3 million m² sold across Asia.

The second largest market, Japan, continues to lose ground to China. The Japanese market shrank by more than 6% last year with 2.0 million m² sold. A number of much smaller markets grew faster than China last year. Space sold in Macau expanded by 69% on the back of the opening of the new venue at the Venetian. Taiwan grew by 26% and Vietnam by 24% in terms of square meters sold which was also primarily driven by additional, new capacity in both markets.

The research was once again undertaken for UFI, by the [Business Strategies Group](#) in Hong Kong.

Sources: [UFI press release](#), [MICE BTN article](#) Courtesy [Business Strategies Group Hong Kong](#) www.bsgasia.com

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