

BIIA NEWSLETTER

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

BIIA NEWSLETTER ISSUE 05 - 09

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News from Asia

EVENTS

EADP Annual Congress Prague 16 - 18 September 2009

Joachim C. Bartels, Managing Director, Business Information Industry Association, Asia Pacific, Middle East 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 on the Second World Credit Congress, its agenda, speakers, history and registration see page eight or you go to

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

QUOTE OF THE MONTH:

"We are in the midst of an epochal debate over the value of content"

Rupert Murdoch

The Financial Times on Online content: As media owners find advertising revenue alone will not sustain their businesses; they face a battle to convince freeloading consumers to pay. "To tip people into the fee-paying world, it will have to be distinctive and new." FT May 18th, 2009



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LATE BREAKING NEWS

ASIAN B2B MEDIA STOCKS REBOUND WITH MARKET

Hong Kong, 30th April: The key listed Asian B2B media stocks have rebounded from March lows largely in line with the broader market. The NASDAQ is up 35% off its 9th March low. The Dow is up 24% and in Hong Kong; the Hang Seng Index has jumped 37% reaching 15,500 by April 30th. *Courtesy: Business Strategies Group www.bsgasia.com*

TECH MAHINDRA TAKES CONTROLLING STAKE IN SATYAM

India's Tech Mahindra outbids rivals to acquire a 31% stake in outsourcing firm Satyam paying US\$353million. That puts the value of Satyam at US\$ 1.1 billion, a 23% premium. The Tech Mahindra / Satyam combination elevates Tech Mahindra to the top league of Indian outsourcing companies and marks its entry into other verticals such as financial services, healthcare and manufacturing. It is all about diversification and the result of SATYAM having lost its independence due to accounting fraud by its founder and key shareholder. *Source: Company Press Release*

VDF TURKEY SELECTS EXPERIAN TO AUTOMATE CUSTOMER DECISION PROCESS

Volkswagen Dogus Automotive Finance (Vdf), a subsidiary of Volkswagen Financial Services in Turkey, has chosen Experian, to automate and improve the performances of its customer decision process with a custom-tailored scorecard for SMEs. The scorecard will enable Vdf to accurately assess the risk of applicants and make fast decisions while identifying optimal customers.

This questionnaire-based system estimates the solvency of a borrower, the related probability of default and the likelihood that a loan would be repaid in the future. In addition, the scoring system enables the company to process applications quickly and make decisions on the spot. *Source: Experian*

BOL Q1 REVENUES DOWN 22%

Bangkok, 12th May: Bangkok-listed business information provider, Business Online (BOL) announced first quarter results this week. Revenues were US\$1.4 million, down 22% year-on-year. The company attributed the decrease to a project worth Baht 14-15 million (US\$405,000-US\$435,000) which has been significantly delayed. BOL remained profitable. The company's net income in the first quarter was US\$209,000, a drop of 59% compared with the same period in 2008. BOL's management also reported that diluted earnings per share for the quarter was Baht 0.01. *Source: [BOL press release](#) Courtesy of Business Strategies Group www.bsgasia.com*

MCGRAW-HILL COMPANIES DIVESTS VISTA RESEARCH INC

NEW YORK, May 21 /PRNewswire-FirstCall/ -- The McGraw-Hill Companies (NYSE: MHP) today announced the sale of Vista Research Inc., to Guidepoint Global, LLC, a leading provider of primary research services to investors around the world. The Corporation will incur a pre-tax loss on the sale of \$13.8 million, or approximately \$0.03 per diluted share of second-quarter 2009 earnings.

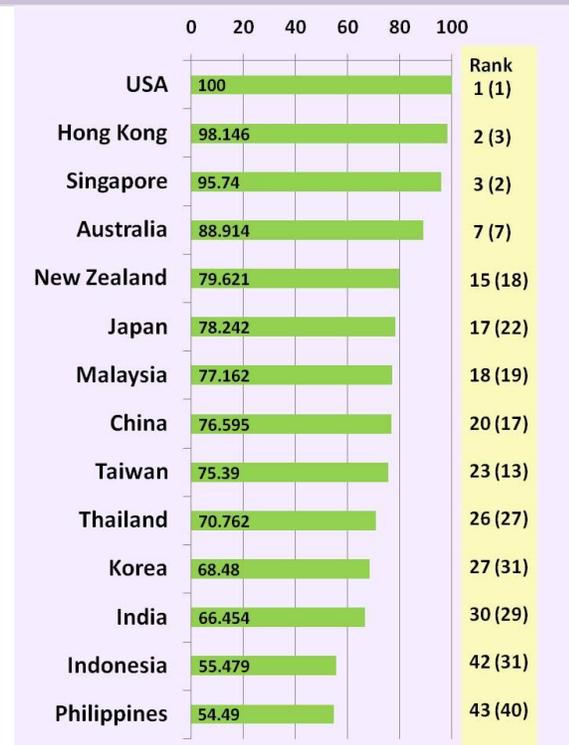
Source: [McGraw-Hill Companies](#)

LATE BREAKING NEWS

U.S. CONSUMERS' MOOD RISES IN EARLY MAY

U.S. consumer confidence rose in early May to its strongest since the September failure of Lehman Brothers, with rising expectations the economy may be in the last stages of the recession, a survey showed on Friday. The Reuters/University of Michigan Surveys of Consumers said its preliminary index of confidence for May rose to 67.9 from 65.1 in April. This was above economists' median expectation of a reading of 67.0, according to a Reuters poll. The index of consumer expectations jumped to 69.0 in early May, the highest since October 2007 and up from 63.1 in April. Confidence remained shaky overall however, with the majority of consumers in early May reporting their financial situation had worsened due primarily to income declines, shorter work hours and lost jobs, according to the survey. **Source: Reuters**

IMD ANNOUNCES COMPETITIVENESS RANKINGS FOR 2009



Source: **IMD World Competitiveness Yearbook 2009**

Of the 57 economies ranked by IMD, the US still ranks No. 1 in 2009. Hong Kong has switched places with Singapore to gain the 2nd place and is swiftly "closing the gap".

In a free-fall economy, competitiveness is also about how countries can resist adversity and show resilience to weather the storm. What is their ability to withstand "one-off events" such as today's turmoil? For example, Japan comes out better than expected in 17th position. However, one must take into account that these rankings are based on a majority of statistics from 2008, especially the growth period of early 2008, and countries entered the economic crisis at different times. The most spectacular movements are seen for Indonesia, rising from 51st place to 42nd and Taiwan falling from 13th place to 22nd.

Lastly, IMD's definition of competitiveness is: "How nations and businesses are managing the *totality of their competencies* to achieve greater prosperity". Competitiveness is not just about growth or economic performance but should take into consideration the "soft factors" of competitiveness, such as the environment, quality of life, technology, knowledge, etc. This helps explain why some countries, the US, Japan, the UK, Nordic economies and small, open economies like Hong Kong, Singapore and Switzerland are able to maintain their rankings in the top league despite short-term disruptions.

The IMD World Competitiveness Ranking is a photograph of competitiveness at one point in time. But it is also important to look at the evolution of countries' performances over the longer period that IMD has been studying competitiveness – now more than 20 years! To view the entire press release follow the link: <http://www.biiacom/press.php>

MEMBER NEWS

TRANSUNION AND CIBIL LAUNCH INDIA'S FIRST PERSONAL LOAN SCORE

MUMBAI, India, May 14 /PRNewswire/ -- To enable credit grantors to make loan decisions with greater confidence and reliability at a time of new challenges, Credit Information Bureau India Limited (CIBIL) and TransUnion today announced the launch of the CIBIL TransUnion Personal Loan Score. Developed by CIBIL and TransUnion, the new offering is the first score of its kind for the Indian market.

The CIBIL TransUnion Personal Loan Score is the only offering to provide analytics on the likelihood of applicants or customers becoming 91 days delinquent on a personal or consumer loan over the next 12 months.

SOURCE: *TransUnion* <http://www.transunion.com/> <http://www.cibil.com/> To read the full story click on the link: http://www.biaa.com/industry_news.php

TRANSUNION INTRODUCES FIRST GENERIC CREDIT SCORE TO HONDURAS

TEGUCIGALPA, Honduras, May 13 /PRNewswire/ -- TransUnion announced the introduction of the first generic [credit score](#) for Honduras, helping banking and financial institutions to better evaluate the credit worthiness of Hondurans.

TransUnion Score Predictivo will predict the likelihood of a consumer becoming past due (90 days or more) on one or more lines of credit, including credit cards, personal, home and auto loans within the next 12 months. This scoring model represents the second one introduced by TransUnion into countries where no generic scoring system existed. The first one was in India in November 2007. **Source:** *TransUnion*

To read the full story click on the link: http://www.biaa.com/industry_news.php

STANDARD & POOR'S ADOPTS VANTAGESCORE

STAMFORD, Conn., Apr 20, 2009 (BUSINESS WIRE) -- Standard & Poor's Ratings Services recently announced that it has fully integrated VantageScore(R) into LEVELS(R) 6.6, Standard & Poor's U.S. mortgage analytical model. VantageScore is the borrower credit score jointly developed by the three national credit reporting companies (Equifax, Experian, and TransUnion).

VantageScore was designed as a benchmark of borrower credit risk and likelihood of repayment. It is derived using a statistical method based on the borrower's credit history and leverages the same algorithm across all three major credit reporting companies. Its scoring methodology provides lenders with a consistent interpretation of consumer credit files across all three major credit reporting companies and the ability to score a broad population.

Standard & Poor's conducted an analysis of VantageScore to determine whether the score was an appropriate measure of borrower risk. This independent analysis found that VantageScore is an acceptable option for Standard & Poor's in its ratings analysis for US residential mortgage backed securities.

SOURCE: *VantageScore Solutions, LLC*

Comment: Rating agencies used to rely on the FICO Score from Fair Isaac prior to the sub-prime mortgage crisis. It appears that a move is afoot to replace the FICO score with the VantageScore

MEMBER NEWS

BREAKINGVIEWS SHINES IN BUSINESS JOURNALISM "OSCARs"

Two Breakingviews editors, Richard Beales and Edward Hadas, were winners of the annual Business Journalist of the Year Awards. Four other Breakingviews journalists were runners up. Richard Beales won the Best Deadline or Breaking News Story for his coverage of the crisis engulfing Bear Stearns and the bank's rescue takeover by JPMorgan. The story **Grin and Bear it** was part of this award-winning insight. Edward Hadas received the award for the Best Economics Story for his piece, **Aim for the sky**, in which he astutely predicted the collapse of the oil price from the heady heights of summer 2008. Breakingviews journalists received 5 other nominations, in four categories:

- Best Corporate Journalist: Rob Cox for coverage of Citi, in his story **Too big to succeed**.
- Best Deadline or Breaking News Story: George Hay on Royal Bank of Scotland's rights issue, in **The rights math**.
- Best Economics Story: Martin Hutchinson for predicting the Dow would fall to 7800 in **13 Year Bubble**.
- Best Online or Wire Service Story: John Foley for coverage of private equity in **Feel the squeeze**,
- George Hay for the story **Constant pain, debt obligatory**.

The Business Journalist of the Year Awards are the only awards for business writers open to journalists of all nationalities, and the only awards to cover the entire spectrum of business and financial reporting. "We believe that **Breakingviews** has been leading the way in its coverage of the financial crisis. These awards are a tremendous recognition of the high quality of our agenda-setting insight," said Hugo Dixon, Breakingviews editor-in-chief. *Source: hugo.dixon@breakingviews.com*

WAND REDESIGNS AND GROWS ITS TAXONOMY LIBRARY PACKAGES

2009 has marked a dramatic increase of interest in taxonomies for classification, enterprise search, consumer sites, and more. This year, WAND has been busy at work developing brand new subject domains like Yellow Pages Headings, Banking, Finance, and Accounting, General Business Functions, Records Retention, and Insurance. WAND is not just products and services anymore. Wand also realized that there is a lot of great information and data hidden in our 33 product and service vertical segments that we haven't effectively displayed as available. So, it completely redesigned its product and service packages to break these 33 vertical segments into many smaller, but more targeted segments that customers can choose from. The existing 33 product and service taxonomy packages are just one way of aggregating dozens of smaller packages that include both B2C and B2B topics.

These changes will make it dramatically easier for customers to get just the taxonomies they need and to mix and match to create a larger custom package. This means more flexibility and more relevant packages. For those of you who think of WAND as providers of just a few B2B product and service taxonomies, please take another look. Our library of taxonomies is larger and more responsive to customers than ever before. And in multiple languages. *Source: info@wandinc.com*

THE MCGRAW-HILL COMPANIES NAMED ONE OF THE COUNTRY'S BEST ADOPTION-FRIENDLY WORKPLACES FOR THIRD CONSECUTIVE YEAR

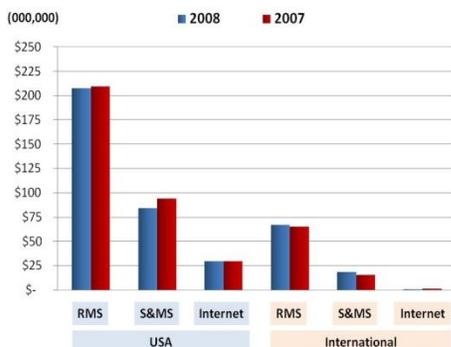
The McGraw-Hill Companies has been named one of the 100 Best Adoption-Friendly Workplaces in America by the Dave Thomas Foundation for Adoption (DTFA) for a third year. *Source: [McGraw-Hill](#)*

Congratulations from BIIA

MEMBER NEWS

CREDIT CRUNCH CATCHES UP WITH D&B

D&B Financial Results Q1 2009



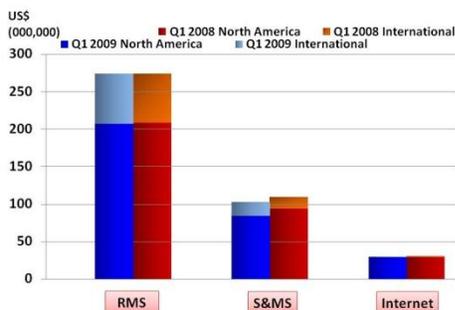
Source: D&B Investor Relations News Release

Revenue Comparison by Product Lines and by Geography

D&B's revenue growth during the credit crunch of 2007/08 were remarkably resilient. Nevertheless demand for legacy transactional services (credit reporting) began to soften in Q4/08 and started to decline more than what management had anticipated.

D&B reported first quarter revenues of US\$407.4 million, down 2% (after foreign exchange effect [AFX]). North American revenues were down 3% [AFX], international revenues were up 5% [AFX]. In local currency (BFX) D&B's product lines performed as follows: North American (NA) Risk Management Solutions (RMS) was flat (51% of total revenue). Within the RMS: traditional products grew by 3%, Value Added products (VAPs) declined by 10%, Supply Management Solutions grew by 8%. Sales & Marketing Solutions (S&MS) declined 10% (21% of total revenues). Within the S&MS segment traditional product lines declined by 19%, VAPs declined by 4%. Internet Solutions (Hoover's) were up 1% (7% of total revenues).

D&B Financial Results Q1 2009



Source: D&B Investor Relations News Release

International performance: RMS grew by 18% (16% of total revenue); within the RMS segment traditional products grew by 20%, VAPs by 5% and Supply Management Solutions grew by 2%. S&MS grew by 26% (5% of total revenue); within this segment traditional products grew by 12%, VAPs grew by 42%. International Internet Solutions declined by 26%. D&B's international strategy appears to be working with a surprising 19% revenue growth (BFX). Several key factors drive this positive development: It is benefiting from the international alliance strategy (revenue growth and database development) as Asia's exporters depend on data consistency for cross border transactions. D&B's China and India acquisitions perform well and it has a talented management team in place to sustain revenue growth.

D&B's guidance for the full year 2009 is for core revenue to grow in the range of 2-5%, with an operating income growth range of 5-8%, diluted EPS growth of 9-10% and it forecasts free cash flow of US\$360-US\$375 million.

BIIA Notation: An IMF study indicates that in previous recessions in the USA credit conditions did not return to normal for two years.

MEMBER NEWS

D&B ANNOUNCES ALLIANCE WITH JIGSAW

Web 2.0 Generated Information Database of 12 Million Contacts to Enhance Sales and Marketing Business Solutions for D&B's Customers

SHORT HILLS, N.J.--(BUSINESS WIRE)--Apr. 29, 2009-- D&B (NYSE: DNB), announced that it has entered into an alliance with Jigsaw, a leading provider of business-to-business company and contact information. D&B will provide their customers with Jigsaw's deep business-to-business contact information for their sales and marketing activities. Jigsaw currently has over 12 million business contacts in its rapidly growing database, each containing a contact name, title, company, address, email address and phone number. It includes C-level and VP-level contacts, as well as key mid-level managers who make and influence purchase decisions. The breadth, depth and accuracy of Jigsaw's contact database are driven by its unique Web 2.0 environment that leverages user-generated content contributed by its global community of 800,000 members.

Jigsaw (www.jigsaw.com) is a leading provider of [business information](#) and data services that uniquely leverages user-generated content contributed by its global business-to-business community of 800,000 members. Jigsaw gives individuals and companies access to contact information for 12 million business people and profiles of 2 million companies. In addition to delivering low-cost and easy access to high-value business information for sales, marketing, recruiting and customer service, Jigsaw provides companies with cloud-based data acquisition and management services. Founded in 2004, Jigsaw is located in San Mateo, Calif. and funded by Austin Ventures, El Dorado Ventures, and Norwest Venture Partners. *Source: D&B*

D&B DIGITAL LAUNCHES NEW ULTRA-FOCUSED ADVERTISING PLATFORM

New Online Business Media Network Reaches Millions of Business Decision Makers

SAN FRANCISCO, May 20, 2009 (BUSINESS WIRE) -- D&B Digital(TM), the online media business within D&B, today launched a new ultra-targeted advertising platform that leverages search to attract a Business Decision Maker (BDM) audience while they are in the middle of their daily workflow. D&B Digital represents a unique set of media properties and business information sites combined to offer advertisers a lean (no waste), highly-specified platform that places pertinent, contextual ads in front of BDMs.

Approximately 10 million high-value BDMs use D&B Digital sites (Hoover's, AllBusiness.com and DNB.com) as part of their business problem-solving each month. Now, advertisers can reach this coveted group -- when they are most in need of products and services and often looking to purchase -- while they are researching companies, industries and executives (on Hoover's and DNB.com) or specific business-related content (on AllBusiness.com).

With AllBusiness.com's proprietary matching and categorization technology, also known as Content Match, advertisers can place relevant advertising on virtual channels of content that directly match the keywords most often used by potential purchasers. In addition, Hoover's paid-site targeting offers advertisers profiling of a highly loyal and engaged BDM demographic. These BDMs use the site on a 'log-in' basis, so advertisers are able to target their messages (by company size, title, industry, etc.) while these individuals are using Hoover's to actively research the most pressing business issues of the day. DNB.com has not previously run advertising alongside its core online subscription products. D&B Digital began placing select exclusive advertising opportunities in front of this highly-desirable DNB.com demographic last month. (www.dnbdigitalmediakit.com)

Source: D&B Digital

INDUSTRY NEWS

SOFTBANK INVESTS IN VIETNAMESE SEARCH ENGINE

Tokyo, 24th March: [Softbank](#) and [IDG Venture Vietnam](#) have announced that the two companies have agreed to invest an undisclosed sum in a Vietnamese search engine, [Socbay](#), which is owned and operated by Naiscorp IT Service JS Company. This investment follows on a trend of increasing interest in the Vietnamese market from some key players in Asian B2B media. Naiscorp claims that Socbay is based on unique and proprietary technologies “optimized for the Vietnamese language.” The company was founded in July 2006 following a meeting with initial investor, Pat McGovern, chairman of IDG.

Softbank has invested in key online players in Asia including Yahoo! and Alibaba.com in which Softbank was an early investor. IDG Ventures Vietnam was founded in 2004 and manages a US\$100 million fund.

Sources: [Vietnam Business News](#), [Socbay press release](#) Courtesy: [Business Strategies Group](#) [www.bsgasia.com](#)

EC21 LAUNCHES RESEARCH SERVICE

Seoul, 11th March: [EC21](#), a B2B online sourcing platform, has launched a new service, “Korea Market Research”, which will offer web-based reports targeting businesses assessing the Korean market. The service will produce reports on a variety of industries providing data and analysis including market sizeing, current trends, local resources, import regulations, key players and relevant trade fairs. These semi-customized research reports start at US\$495 and require 15 days for completion.

Mr. Tae-Sung Kim, executive vice president of EC21, commented, “Our team has the unique expertise, vision and strategic perspectives to meet the needs of clients... We hope that our new market research service will help for those who seek to export or start a new business in Korea to create effective marketing strategies for reaching their potential market segment at an affordable price.” Source: [EC21 press release](#)

2nd WORLD CREDIT CONGRESS & EXHIBITION (WCCE). NOVEMBER 24 – 25, 2009, DUBLIN, IRELAND

Dublin, Ireland was chosen to host the 2nd World Credit Congress & Exhibition (WCCE). The WCCE is primarily the platform for the exchange of ideas, knowledge, research, as well as being a forum for interaction between national and international credit professionals, risk management professionals, CEOs and business owners who are involved in or concerned with the function of credit collections. The aim of the congress is to strengthen the credit culture, promote new information and explore advances in technology by associating them to the credit and collections industry in the world.

The 2nd World Congress is being held in association with the Irish Institute of Credit Management (IICM). The World Credit Congress and Exhibition enables delegates an opportunity to exchange international ideas and define new paradigms for the future, commented Luis Eduardo Perez Mata, President of the Steering Committee, 2nd World Credit Congress and Exhibition. We will explore the new potential of the credit industry, share key information technology and develop new ideas related to credit and collections activities worldwide. For further information on the Second World Credit Congress, its agenda, speakers, history and registration you can go to <http://www.creditcongress.com/2009/home.html>

INDUSTRY NEWS

UBM'S BUSINESS REMAINS "RESILIENT"

London, 7th May: [United Business Media \(UBM\)](#) released an "interim management statement" at its annual general meeting in London this week. Management noted that trading remains resilient despite "an extremely challenging economic environment." The company's management stated that its events portfolio was on track to generate 48% of UBM's overall profits this year – in line with 2008 profits.

"Major events such as the [September Hong Kong Jewellery & Gem Fair](#), [Marintec China](#), [CPhI](#), [Furniture China](#) and [Food Ingredients](#) derive almost all of their revenue from exhibitors and sponsorship. These events are on track to deliver good growth in 2009... Since the deepening of the credit crisis in September 2008, exhibitor and sponsorship bookings and rebookings for our key events scheduled for later in 2009 and into 2010 have continued to be good, although in some instances customers' internal processes are slowing the booking approval process."

UBM also noted that its balance sheet remains strong with approximately US\$375 million (£250m) in cash and unused committed credit facilities. The company is planning to use the recession and credit crunch as an opportunity to pursue high-quality acquisitions worldwide. UBM will report results for the six months ending 30th June on 31st July. **Source:** [UBM press release](#)

EXPERIAN INCREASES COLLECTIONS INSIGHT

Experian[®] launched a new data enhancement service for the UK collections market. Powered by Experian's data and analytics, the new service will help lenders and collections houses improve customer insight by scoring and appending a range of valuable information to customer files. Representing the latest addition to Experian's Strategic Collections Platform, the data enhancement service enables collectors to better assess the propensity of each customer's ability to pay, maximize right-party contacts and more effectively prioritize debt for collection.

Source: [Experian](#)

EXPERIAN LAUNCHES ONLINE BUSINESS PROSPECTING SERVICE

Experian[®], UK, launched [B2B Prospector](#), a new online tool that allows businesses to quickly and simply find targeted new business leads for direct marketing campaigns. Powered by Experian's National Business Database (NBD), B2B Prospector enables businesses to count, build, download and buy business prospect lists via www.b2bprospector.co.uk. With more than 5.1million business records, the NBD is the UK's most comprehensive commercial database and contains both Yellow Pages and Thomson Directory data.

In just a few simple steps, B2B Prospector gives businesses access to tools to conduct complex searches identifying who their best prospects are, not only by geography, location and business type, but also by credit risk and behaviors. Targeting prospects using pre-screened data enables users to draw on Experian's risk scoring expertise to remove high-risk business prospects, ensuring marketing investments are focused on lower risk prospects. Meanwhile, access to Mosaic Commercial data, Experian's business classification and categorization system, means users can build prospect lists based on behaviors and propensities to buy a particular product or service. Once their target universe is established, users can preview and review their data before they buy it and can even choose to purchase just part of a list or make further refinements to it.

B2B Prospector also offers an update service, updating a user's selections automatically when new records become available and matching them to previously selected lists, so that business prospect lists remain accurate and up to date. **Source:** [Experian](#)

INDUSTRY NEWS

HC INTERNATIONAL

HC International (HCI) is an established player in China's domestic B2B media industry. HCI's primary businesses are: publishing trade catalogues and Yellow Page directories, operating online marketplaces and conducting market research. In 2008, HCI's revenues were RMB 314 million (US\$46 million) which is a 12% increase over the RMB 279 million (US\$38 million) recorded in 2007.¹ About 44% of 2008 revenues came from HCI's trade catalogue and Yellow Page directory business, while the company's online services contributed 37% of the total. The market research and consulting business generated 16% of revenues. The remaining 3% of revenues came from a variety of sources.

HCI appears to be increasingly focused on the small- and medium-sized enterprise (SME) market in China. Many of its strategic and product development moves seem to belatedly mimic Alibaba.com. HCI added an instant messaging tool named "Hui Cong Fafa" to its domestic sourcing platform in late 2007. In January 2008, the company launched, "Jin Bang Tin Ming", a paid search ranking service. More recently, in cooperation with [YeePay](#), HCI integrated an online payment solution into the HC360.com platform.

HCI historical focus on domestic sourcing in China is facing mounting competition as well-financed and experienced online operators (e.g. Alibaba.com and Global Sources) become increasingly dedicated to growing their domestic sourcing platforms in China. *Courtesy: Business Strategies Group www.bsgasia.com*

NO NEGATIVE EFFECTS IN USING ALTERNATIVE DATA IN UNDERWRITING

New PERC research shows that using alternative data in underwriting does not negatively affect consumer credit scores over time, and does not lead to above average levels of over-extension in the "new to credit" population. To read the full story click on the link: <http://www.biiia.com/library.php#248>

LEXISNEXIS IS STILL GROWING

LexisNexis had a good year despite the problems in the legal information sector. The ChoicePoint acquisition moved the company into a leading position in the risk information and analytics business. Including the ChoicePoint business acquired in September 2008 and after other acquisitions and disposals, revenues were EURO 2.328 billion, 13% higher at constant currencies and adjusted operating profits up 18%. The overall adjusted operating margin was up 95 basis points at reported exchange rates to 26.4%. Without the ChoicePoint acquisition revenues were up 5% at constant currencies and adjusted operating profits up 10%. Underlying margin improvement was 130 basis points, driven by the good revenue growth and tight cost management.

The company states: "Looking ahead to 2009, legal and risk markets are more resilient than most but by no means immune from the deterioration in economic conditions. Law firm activity and corporate and government budgets are increasingly under pressure and this will reduce underlying revenue growth." *Source: Reed Elsevier*

Press comment: Why do so many information providers fail to make money online?
ANDY PROZES, CEO of LexisNexis comments: "You will make money if you have content that people need, and if you deliver that content using technology that allows people to do their jobs faster. You must have comprehensive content along with easy tools for customization and clean navigation so individuals can get information quickly and in the right context. Any company with that combination is going to make money. Look at Bloomberg, Thomson Reuters, and Reed Elsevier."

ALLIANCES – JOINT VENTURES – M&A

EXPERIAN ANNOUNCES ALLIANCE WITH BUXTON

Alliance provides market planners with additional resources to manage through challenging economic conditions.

Experian®, announced a strategic alliance with Buxton, the industry leader in site location and customer analytics for the retail, health care, manufacturing and public sector industries. The agreement expands the availability of strategic location intelligence services to all types of retailers, municipalities, health care providers and consumer packaged goods companies throughout the United States. Experian — known for its vast array of marketing information, such as its INSOURCESM consumer demographic database — provides all the data necessary to businesses making location-based decisions. The information in INSOURCE contains more than 113 million household records, at the individual household, in addition to ZIP+4TM and block group levels that are updated quarterly based on actual deliverable addresses.

About Buxton: Since 1994, Buxton has been the industry leader in customer analytics for the retail industry. Its focus now includes healthcare organizations, consumer packaged goods manufacturers and city governments. Buxton draws from its individual- and household-level data to determine lifestyles and buying habits to clearly identify an organization's best customers and find more like them anywhere in the U.S. *For more information, visit www.buxtonco.com.*

PEARSON PLC ACQUIRES WALL STREET ENGLISH (CHINA)

Pearson Plc announced that it has acquired Wall Street English for US \$145 million. The acquisition will increase Pearson's annual education sales in China (excluding Hong Kong) to more than US \$100 million.

Wall Street English was acquired from Wall Street Institute [2], which is majority owned by private equity firm Carlyle Group [3]. WES currently runs 39 schools in seven cities including Beijing and Shanghai. Pearson already owns 27 English Language Training (ELT) schools in Shanghai and Beijing, so this acquisition significantly increases its presence in this industry. Some analysts have suggested that Pearson may have overpaid for WSE, but the language school company has achieved 405 compound annual growth rates since 2006 and is expecting sales of US\$70 million this year.

Source: Outsell Inc.

BIIA INDUSTRY DIRECTORY POWERED BY WAND

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

- To view the product and services terms click on: <http://www.wand.com/bia/default.aspx>
- BIIA members are identified with the BIIA Logo: 
- Members can enhance their listings: [see examples](#)
- For information on enhanced listings click on: [Enhancements](#)



PEOPLE ON THE MOVE

MOODY'S ELECTS R. FAUBER AS SENIOR VP CORPORATE DEVELOPMENT

Moody's Corporation (NYSE: MCO) today announced that Robert Fauber has been promoted to Senior Vice President, Corporate Development for the Corporation. Mr. Fauber has led Moody's corporate development activities since joining the Company in 2005, including the origination, evaluation, and execution of investment, merger, and acquisition opportunities, as well as corporate strategy.

In addition to his ongoing *corporate development* responsibilities, Mr. Fauber will assume responsibility for the Company's *enterprise data strategy and data governance*. He will continue to report to Ms. Huber, Executive Vice President and Chief Financial Officer of Moody's Corporation. Prior to joining Moody's, Mr. Fauber served in several roles at Citigroup including Director in the Corporate Strategy & Business Development group and Vice President in the investment banking group. Mr. Fauber holds an M.B.A. with distinction from The Johnson School of Management at Cornell University and a B.A. in economics from the University of Virginia. **Source: Moody's Press Release**

EXPERIAN APPOINTS MANAGING DIRECTOR FOR UK BUSINESS INFORMATION

Nottingham, UK, 31 March 2009 - Experian[®], announced that it has appointed Kirk Fletcher as Managing Director of its Business Information division in the UK and Ireland. Kirk will be responsible for further developing the division's business data and analytics portfolio to help organizations generate new business opportunities and better manage their exposure to risk. Experian's Business Information division provides credit, risk and marketing services to clients ranging from major utilities, telecoms and public sector organizations to finance, leasing and banking clients.

Prior to his appointment, Kirk was Managing Director of Experian's Automotive division in the UK and Ireland. In his new role Kirk will continue to lead this business, which sits within the company's Business Information division. Kirk reports to Phil Cotter, Managing Director of Experian's Credit Services division.

Source: Experian

EXPERIAN APPOINTMENT OF EXECUTIVE DIRECTOR

Experian plc, the global information services company, announces the appointment of Chris Callero as an Executive Director with effect from 1 April 2009. Chris Callero, who is a US citizen and resident, joined Experian in 2002 and has been President and Chief Operating Officer since April 2008. He previously served as Chief Executive Officer of Experian Americas. John Peace, Chairman of Experian, commented: "I am delighted to welcome Chris to the board of Experian. He has played a central role in Experian's success in North America and in the wider global development of our business, and brings tremendous experience of the information services marketplace." The Company confirms that there are no details to be disclosed in respect of Chris Callero pursuant to Listing Rule 9.6.13 R.

Chris Callero, aged 57, was appointed President and Chief Operating Officer of Experian in April 2008, having previously served as Chief Executive Officer of Experian Americas. Before joining the Company in 2002, Chris spent 27 years at Bank of America, where his roles included Group Executive Vice President in retail banking. He was also Chief Operating Officer at Wink Communications, a leading interactive television company. **Source: Experian**

PEOPLE ON THE MOVE

THE MCGRAW-HILL COMPANIES APPOINTS TED SMYTH AS EXECUTIVE VICE PRESIDENT, CORPORATE AFFAIRS

NEW YORK, Jan. 29 /PRNewswire-FirstCall/ -- The McGraw-Hill Companies (NYSE: MHP) today announced the appointment of D. Edward (Ted) Smyth as executive vice president, Corporate Affairs and executive assistant to the chairman, president and chief executive officer of The McGraw-Hill Companies, effective Feb. 16, 2009. He succeeds David Stafford who will rejoin the Corporation's Legal Department as vice president and associate general counsel. [Source: McGraw-Hill](#)

THE MCGRAW-HILL COMPANIES APPOINTS CHARLES L. TESCHNER, JR. EXECUTIVE VICE PRESIDENT, GLOBAL STRATEGY

NEW YORK, March 11 /PRNewswire-FirstCall/ -- The McGraw-Hill Companies (NYSE: MHP) today announced that Charles L. Teschner, Jr. has been appointed executive vice president for Global Strategy effective March 23, 2009. Mr. Teschner succeeds Peter C. Davis, who recently began serving as president of McGraw-Hill Education. In his new role, Mr. Teschner will lead the development of business strategies that help the Corporation to achieve its long-term objectives for business growth and global expansion. Working with senior leaders across the enterprise, he will play a central role in managing the company's portfolio of businesses, strengthening its efforts to enter new markets and developing new business capabilities.

Mr. Teschner has a rich and successful background in the global financial services and media arena, having spent a significant part of the last 20 years working across Europe and Asia in markets including London, Munich, Zurich, Singapore and Jakarta. He spent the majority of this time at the consulting firm Booz, Allen & Hamilton, where he was most recently Lead Partner and Senior Client Officer. During his tenure, he helped businesses increase their profitability and enter new and emerging markets through both transactions and organic revenue growth. His record of success and positive client feedback earned him recognition as one of the "Top 100 Financial Services Consultants" in the world in a survey by Euromoney magazine.

Mr. Teschner, 48, holds a bachelor's degree in economics and political science from Yale University, an MBA in Finance and an MA in Asian Studies from The Lauder Institute at the Wharton School, University of Pennsylvania. He is bilingual in English and German and conversational in several other languages. [Source: McGraw-Hill Companies](#)

CHINESE VICE PREMIER MEETS DELL CEO

Chinese Vice Premier Zhang Dejiang met in Beijing on Thursday with Michael Dell, Chairman and Chief Executive Officer of Dell Inc. Zhang said the Chinese government had taken measures to deal with the international financial crisis and rolled out support plans for ten sectors including the information technology industry. This would help improve information technology development and offer more opportunities for foreign IT companies, he said. The vice premier welcomed Dell to extend its business in China by participating in green IT research and development, TD-SCDMA industry cooperation in urban and rural areas. Dell said he was confident in investing in China and would promote IT cooperation with the country. The Dell Inc. was established in 1984 in the United States. Dell now has two factories in Xiamen, a coastal city in southeastern Fujian Province, a design center in Shanghai and a customer contact center in Dalian, a northeast coastal city, with more than 6,000 employees in China. [Source: Xinhua](#)

PEOPLE ON THE MOVE

GENPACT ANNOUNCES MANAGEMENT CHANGES

Tiger Tyagarajan appointed as the Chief Operating Officer: [GENPACT](#), a leader in the globalization of services and technology and a pioneer in managing business processes for companies around the world, today announced that NV Tiger Tyagarajan is moving to the newly created position of Chief Operating Officer. As Chief Operating Officer, Tiger will lead service delivery across business verticals and geographies. He will be responsible for managing global operations, driving operational excellence, best practices and building domain expertise across Genpact globally. Prior to this, Tiger was Executive Vice President and Head of Sales, Marketing & Business Development, and the Americas Operations. Under his leadership, Genpact built an effective sales engine, resulting in the winning of a marquee list of over 80 global clients in the last 3 years.

Tiger is widely known as one of the leaders who built Genpact. In 1999, he took over as CEO of Genpact (formerly GE Capital International Services) and played a key role in growing the company from 2,000 to 12,000 employees in just under 3 years. In 2002, he moved to GE Commercial Equipment Finance as Senior Vice President, Quality and Operations based in Connecticut and rejoined Genpact in February 2005.

Bob Pryor has joined as Executive Vice President, and Head of Sales, Marketing & Business Development

Bob Pryor, Executive Vice President, will be responsible for Sales, Marketing and New Business Development. He will lead the Business Development teams at Genpact to focus on growing existing client relationships and pursuing business with new clients. He will play a key role in realizing Genpact's growth strategy and establishing increased visibility in our target markets.

Source: Genpact Press Release

WNS INITIATES GLOBAL SEARCH FOR CEO

NEW YORK, NY AND MUMBAI, INDIA, WNS (Holdings) Limited (NYSE: WNS), a leading provider of global business process outsourcing (BPO) services, announced that co-founder and Group Chief Executive Officer Neeraj Bhargava will transition to the role of Strategic Advisor to the company, and will continue in his current role of Group Chief Executive Officer until such time that a successor is appointed. This transition is expected to take place in the second half of 2009.

Starting his career with WNS as co-founder, President and CFO in 2002, Bhargava was appointed Group Chief Executive in December 2003. During this time, the company was transformed from a British Airways captive operation to a leading global BPO company serving over 200 clients today. In 2006, under Bhargava's leadership, the company became the first Indian-heritage BPO company to successfully complete a listing on the New York Stock Exchange.

WNS is a leading global business process outsourcing company. Deep industry and business process knowledge, a partnership approach, comprehensive service offering and a proven track record enable WNS to deliver business value to some of the leading companies in the world. WNS is passionate about building a market-leading company valued by our clients, employees, business partners, investors and communities. For more information, visit www.wns.com.

Source: WNS Press Release

NEWS FROM CHINA *Courtesy: Business Strategies Group www.bsgasia.com*

ALISOFT'S "SHOPKEEPER" SUCCESSFULLY LAUNCHED

Guangzhou, 28th April: Pacific Epoch and 163.com report that [Alisoft](#), the software-focused subsidiary of the [Alibaba Group](#), has successfully launched its new product, "Shopkeeper." Shopkeeper, a back-office financial management software, was launched on 12th April. Since then, Alibaba reports that 150,000 small- and medium-sized enterprises have registered to use the free software. On the back of this positive response, Alisoft has released an "online store version" which targets online sellers such as those using [Taobao.com](#), Alibaba's consumer-focused e-commerce site. The online store version of Shopkeeper includes functionality that allows users to add price tags to product photos, revise prices for groups of products, calculate profit margins and print invoices. *Source: [Pacific Epoch article](#)*

ALIBABA REPORTEDLY INVESTS IN MOBILE SOFTWARE COMPANY

Hangzhou, 4th May: Pacific Epoch has reported that the [Alibaba Group](#) has agreed to invest US\$12 million in [UCWeb](#), a Guangzhou-based mobile browser developer. UCWeb will reportedly focus on building a mobile Internet e-commerce platform. However, neither UCWeb nor the Alibaba Group has confirmed the report. Separately, Pacific Epoch also reports that [Alipay](#), the Alibaba Group's online payment tool, confirmed that the company will soon begin promoting its mobile payment services. Over the past year, Alipay has opened more 100,000 user accounts to test the service. The service will allow users to make payments of up to RMB 200 (US\$30) through their mobile phones. *Sources: [Pacific Epoch article](#), [Pacific Epoch article](#)*

ALIBABA.COM'S Q1 REVENUES INCREASE, PROFITS FALL

Hong Kong, 6th May: [Alibaba.com](#) announced its first quarter results on Wednesday. For the quarter ended 31st March 2009, revenues were US\$118 million – a 19% increase compared with the same quarter in 2008. Net income dropped by 16% to US\$37 million. Management attributed the fall in profits to the ongoing investments the company is making in customer acquisition, staff increases and new technology to better position Alibaba.com for future growth.

Revenues from the [International Marketplace](#) were US\$74 million, an increase of 9% year-on-year. According to management, the growth was mainly due to the increase in the number of "Global Supplier Starter Pack" members. [China Marketplace](#) revenues jumped by 39% year-on-year reaching US\$44 million. The proportion of revenues from China Marketplace increased slightly to 37%. The total number of registered users on both marketplaces now exceeds 40 million – 8.6 million in the International Marketplace and 31.6 million in the China Marketplace. As of 31st March, the number of paid users was 481,575. Of that total, the number of Gold Suppliers was 55,810 - nearly double last year's figure. *Source: [Alibaba.com press release](#) [Business Strategies Group](#) www.bsgasia.com*

GOOGLE TAKES THE FIGHT TO ALIBABA

Hangzhou, 14th April: Google Greater China Director and General Manager of Sales Song Zhongjie is quoted in the Chinese media suggesting that the company will target new business from SME's in Hangzhou, [Alibaba.com](#)'s home town. According to the *Today Morning Express*, Song says that the company hopes to double its employee count and add distributors in Zhejiang Province. It is targeting 10,000 new SMEs as clients. *Source: Today Morning Express via [JLM Pacific Epoch](#) Courtesy: Business Strategies Group www.bsgasia.com*

NEWS FROM CHINA *Courtesy: Business Strategies Group www.bsgasia.com*

ALIBABA ANNOUNCES NEW PRODUCTS

Hangzhou, 10th & 13th April: Alibaba.com Japan, the joint venture of Alibaba.com and Softbank, release a new paid product, "Ali Zhong Ri Tong" (Ali's China-Japan Express). The product targets Gold Suppliers and was made available on 9th April. Alibaba.com's Japanese site, alibaba.co.jp, launched on 15th May 2008 and has recorded 120,000 member and 1.4 million product listings. The company claims that the Japanese purchasers account for 40% of alibaba.co.jp members. The Alibaba Group also announced that it is investing US\$2 billion to form a fund management company to target the secondary market. The new company will be led by Xiong Xiong, the founder and former CEO of Libra Capital. Libra Capital was established in 1997 and was later wholly acquired by the Alibaba Group. *Sources: [Pacific Epoch article](#), [B2B Trade International article](#) Courtesy: Business Strategies Group www.bsgasia.com*

HC INTERNATIONAL Q1 REVENUES UP 5.6%

Beijing, 30th April: Hong Kong-listed HC International announced its first quarter results last week. For the three months ended 31st March 2009, revenues were US\$9.8 million – an increase of 5.6% compared with the same period in 2008. The company reported a net loss of US\$500,000 in the quarter compared with a net profit of US\$431,000 in the first quarter of 2008. HC's online business segment generated revenues of US\$4.2 million or 43% of the total revenues – an increase of 26% compared with the first quarter of 2008. According to the company's quarterly report, HC International plans to continue to focus on its core businesses: an online sourcing platform and its trade catalogue business. HC's share price closed at HK\$0.32 yesterday, up from its March low of HK\$0.20. *Source: [HC Int'l announcement](#)*

CANTON FAIR HIT BY RECESSION

Guangzhou, 30th April: *The South China Morning Post* reported this week that the value of new business contracts signed at Phase Two of the *Canton Fair* fell by 14.9% to US\$7.07 billion. Mr. Mu Xinhai, a spokesman for the exhibition, noted that over 50,000 overseas buyers had visited Phase Two of the Spring Edition of the Canton Fair which ran from 24th – 28th April. That is a small increase over the number of buyers recorded at Phase Two of the Canton Fair held last October. Phase One of the Spring Edition concluded on 19th April and recorded 82,250 overseas buyers – a 5.4% decline. Contract value fell more significantly dropping nearly 21% to US\$13.03 billion. Toys and festive decorations were amongst the hardest hit categories with the deal value dropping 36.6% and 28.5% respectively. *Source: [SCMP article](#)*

BAIDU'S Q1 REVENUES JUMP 41%

Beijing, 27th April: Baidu, a leading Chinese-language Internet search provider, announced this week that its revenues grew to US\$118.6 million in the first quarter of 2009. That is an increase of 41% compared with the same quarter in 2008. Operating profit was US\$29.1 million – up 34.7% year-on-year. The number of active online marketing customers increased nearly 15% to 185,000 in the first quarter of 2009. Revenue per customer increased to US\$644, a jump of more than 22% over 2008. Baidu's net income was US\$26.5 million, a 23% rise compared with the same quarter last year. Diluted earnings per share were US\$0.76. The company's management remains optimistic and is forecasting revenues in the second quarter of 2009 to be between US\$157 million and US\$161 million. *Source: [Baidu press release](#)*

NEWS FROM CHINA

CHINA'S NEW BANK LOANS FALL IN APRIL

China's bank credits fell considerably in April after staying above 1 trillion Yuan for three straight months, with Yuan-denominated new loans standing at 591.8 billion Yuan (about 86.65 billion U.S. dollars), according to a People's Bank of China statement. It brings outstanding loans in financial institutions up 29.72 percent to 35.55 trillion Yuan by the end of April.

The country has pumped 4.58 trillion Yuan (670 billion U.S. dollars) of new loans into the economy in the first quarter to stimulate growth. The figure is already nearing 5 trillion Yuan of new loans targeted for the whole year. In March alone, new loans increased by a record 1.89 trillion Yuan. The Reminbi deposit increased by 1.03 trillion Yuan in April, making the outstanding deposit 53.29 trillion Yuan, up 26.21 percent. In the first-quarter monetary policy report released earlier this month, the central bank said it would continue to instruct financial institutions to extend new loans, despite the earlier surge. *Source: Xinhua*

CHINA'S RECOVERY OPTIONS

There are at least three major schools of thought as regard to China's development and recovery from this recession. The challenge for many that study China is that accurate data remains somewhat hard to come by and when one does have the information needed one is still confronted by the sheer size of the economy – nearly as challenging as describing what is happening in the US.

Armada Analysis: The most optimistic of the observers hold that China is already on its way to recovery and that it will likely be back in the 8% to 9% growth category before the year is out. This rapid rebound in the face of a global recession is based on a couple of assumptions: The first assumption is that China has developed an internal economy sufficient to offset the loss from the export economy. The second assumption is that China will be able to defend its markets share position from competitors in Asia and elsewhere.

The most pessimistic assessment holds that China is about to enter a deeper recession this year. This is based on some assumption as well. The first is that exports will continue to fall and that much of the economy will sag under the weight of this lost market. It has been noted that some 35 million people have been laid off in China this year so far. It has also been noted that the rising levels of unemployment are creating social tensions that will not be easy for the Chinese to overcome. This outlook asserts that China will fall below 6% growth and in China that is a recessionary number.

The middle scenario is the one that is governed by developments as they play out in the next few months. This assessment assumes that the US economy begins a recovery of some substance this year and that this recovery includes an increased appetite for imports. It also assumes that demand for key commodities do not drive up prices to the point that they become a drain on the Chinese economy. This latter view is probably closer to reality as it forecasts a muddled year that includes some growth and some contraction – not unlike what has been forecast for the US.

Chinese authorities are asserting that the high growth scenario is the more likely but there is a strong element of wishful thinking and a lot of assumptions contained in this assertion. The most important is that the US recovers its financial footing sooner than later. China has made a lot of noise regarding its foreign currency reserve and the fact that 70% of it is in dollars but few analysts think the Chinese have any real options as far as this is concerned. Any move to diversify would only worsen their financial position. *Courtesy: Armada Corporate Intelligence*

NEWS FROM INDIA

FIRST SOURCE REORGANIZES

First Source Solutions restructured into four independent business units - Healthcare industry vertical, Telecoms & Media industry vertical, Banking, Financial Services & Insurance (BFSI) industry vertical, and Asia Business Unit (ABU) effective March 2009. The new organization structure is expected to further facilitate development of domain expertise and a business strategy that mirrors industry opportunities and dynamics.

Firstsource Solutions Limited (NSE:FSL, BSE:532809), reported its consolidated financial results for the quarter and financial year ended March 2009 according to Indian GAAP: Revenues of Rs. 4,723 million, up 6.3% Q-o-Q compared to Rs 4,442 million for the quarter ended December 2008 and up 25.7% Y-o-Y compared to Rs 3,756 million for the quarter ended March 2008. Operating EBIT of Rs. 360 million, up 79.4% Q-o-Q compared to Rs 201 million for the quarter ended December 2008 and down 9.0% Y-o-Y compared to Rs 396 million for the quarter ended March 2008. Profit after tax of Rs. 409 million, up 253.4% Q-o-Q compared to Rs 116 million for the quarter ended December 2008 and up 94.4% Y-o-Y compared to Rs 210 million for the quarter ended March 2008. Source: First Source Press Release http://www.bii.com/industry_news.php

LINKEDIN PARTNERS IN INDIA

Mumbai, 2nd April: [LinkedIn](#), an online business networking platform, has signed an exclusive deal with Indian online ad sales firm, [Networkplay.in](#). LinkedIn reports that Indian users generate some 60 million page views each month.

Networkplay founder and CEO, Rammohan Sundaram, commented, "We are excited about this partnership and are looking forward to showing brand advertisers how LinkedIn can help them reach their business objectives. LinkedIn's incredible targeting capabilities and healthy growth will allow our customers to easily connect with a large, highly-desirable audience in a rich and engaging environment."

Networkplay is one of the larger online sales firms in India and the company exclusively represent over 500 million page views. LinkedIn claims to have over 38 million professionals as registered users. LinkedIn's investors include Sequoia Capital and Bain Capital Ventures.

Source: [Exchange4media article](#) Courtesy: [Business Strategies Group](#) www.bsgasia.com

INFOMEDIA 18 Q1 REVENUES FALL 14%

Mumbai, 8th May: [Infomedia 18](#), a [Television Eighteen](#) subsidiary, has announced results for the year ending 31st March 2009. Revenues were US\$25 million, a decrease of 14% compared with the first quarter of 2008. Infomedia's key business units are publishing and print services. Revenues generated from publishing dropped by 16% to US\$17 million. Revenues generated from the company's print services business were US\$8.4 million – a decrease of 14% compared with the year before. Overall, Infomedia 18 posted a net loss of US\$17 million in the financial year, compared with a loss of just US\$1.9 million last year. The company also announced results for the quarter ended 31st March 2009. Revenues were US\$6.4 million, a year-on-year decrease of 21%. Infomedia 18's net loss in the first quarter was US\$9.3 million, compared with a net loss of US\$434,000 in the first quarter of 2008. Source: [Infomedia 18 press release](#) Courtesy [Business Strategies Group](#) www.bsgasia.com

NEWS FROM INDIA

CONGRESS PARTY PULLS OFF MAJOR VICTORY

The turmoil that was supposed to have engulfed India by now has been replaced with a stunning victory for the ruling party. In the polls that led up to the several week long election there had been consistent fear that the dominant parties would be unable to pull together anything approaching a stable coalition. The biggest concern was over the rise of a third party led by Kumari Mayawati. It was thought that she was set to become something of a kingmaker and that her populist demands would seriously compromise the ability of the Congress Party to pursue reforms.

The tight race that was supposed to lead to a convoluted coalition system never materialized as the power of the Congress party in the rural areas manifested itself once again. That has long been the problem with India's polling. The vast majority of the voters are never effectively polled as they are not easily reachable and they tend to keep their opinions to themselves in any case. In the aftermath of the Congress Party success there is likely to be a significant sea change in Indian politics but not the kind that was forecast at the start of the campaign. It now looks as if the current leader has been transformed from a workable politician into a bonafide political force.

Prime Minister Manmohan Singh is now the first PM since Nehru to win a second term. In the first election that brought him to power he was not really the party's standard bearer as the voters had been casting their support behind Sonia Gandhi. She deferred to Singh in order to fend off some internal party problems but this time it was clear who the leader of the party would be. The Hindu nationalists in the BJP are already in turmoil as they had expected to do much better than they did and their head has already resigned in some disgrace. The best news for many Indians was the fact that Mayawati fizzled quickly. Her bizarre combination of socialism, populism and anti-elite rhetoric was designed to capture the poor but in the end they seemed to find her bombast a little hard to take.

Armada Analysis: India is now set to become more of a force in the region than ever before and the stunning success of the campaign has instantly elevated Singh to a position of global prominence. Among the major issues that he will face will be the imminent crumbling of the Pakistani situation. There is a better than good chance that there will be a government collapse, a coup or some kind of governmental paralysis that would elevate the radical Islamists that have been pushing the Zardari government. India will need to contend with its own economic growth as it has fallen by almost half in the last few months. The rivalry with China has become intense again and at the same time the Indian government will be asked to get engaged with events in Sri Lanka. The relationship with the US will be under intense analysis as Singh has suddenly become the most important ally the US has in this region and Obama now knows that Singh will be in power throughout the US President's term. *Courtesy: Armada Corporate Intelligence*

TATA CONSULTING SERVICES INDIA REVENUES DECLINE

Mumbai, India, January 15, 2009: Tata Consultancy Services (BSE: TCS.BO, NSE: TCS.NS) reported its consolidated financial results according to US GAAP for the quarter ended December 31, 2008. Highlights for Quarter Ended December 31, 2008: Revenues at \$1,483 million flat Y-o-Y; (5.8%) Q-o-Q; Net Income at \$276 million (18.0%) Y-o-Y; (3.5%) Q-o-Q; EPS at \$ 0.28 in Q3. Commenting on the performance, Chief Executive Officer and Managing Director, S. Ramadorai said: "In tough market conditions, TCS continues to perform in a stellar fashion, driving revenue growth through our diversified market presence and boosting our operational profitability by conserving costs and creating efficiencies." *Source: Company Press Release*

B2B ONLINE MEDIA IN ASIA

BUSINESS STRATEGIES GROUP, HONG KONG HAS RELEASED ITS LATEST EDITION OF ITS B2B ONLINE MEDIA REPORT

This report provides a ranking, based on website traffic, of the top 30 online B2B businesses in Asia. The companies broadly fall into two categories, online sourcing platforms and online trade publications. In addition to ranking the companies, this report also includes profiles of companies new to BSG's Top 30. If a company has been profiled in a previous edition of this report and if the details of the company profile have not changed, then the profile is not included in this edition of the report.

The Top 30 is dominated by companies based in Greater China; however, a few Indian sourcing platforms continue to make a showing. IndiaMart.com (#6) is in the same position as in the previous edition and TradeIndia.com (#9) moved up one place. Within the technology trade title ranking, a Japanese publication (ITmedia.co.jp, #5 overall) and a Chinese publication (Chinabyte.com, #7 overall) both posted a reasonably strong showing.

Of the 30 businesses in BSG's B2B Online Media ranking, 19 are primarily finished goods sourcing websites or online trade directories (e.g. Alibaba.com and Global Sources). There are an additional five websites which are vertical industry websites (i.e. Netsun's network of vertical sourcing sites). Five of the 30 are technology-focused trade publications and there is one general business title in the Top 30, Beijing-based *Caijing*.

To order this report contact: Kerry Wong, Researcher Kerry@bsgasia.com

IMPACT OF THE ECONOMIC CRISIS ON THE B2B MEDIA INDUSTRY IN ASIA

Business Strategies Group issued a special report in March designed to provide subscribers with a summary of the impact of the economic crisis on Asia's B2B media sector to date. The report details both the performance and initiatives of key B2B media companies in Asia – most of which have been in a large part a reaction to the ongoing economic crisis. The second section of the report focuses on government initiatives as a consequence of the challenging global economic outlook. Most governments in Asia have concentrated their efforts and resources on the exhibitions and business events market and this summary reflects that focus. The final section provides a brief round-up of the situation for business publishers in Asia.

To order this report contact: Kerry Wong, Researcher Kerry@bsgasia.com

BIIA INDUSTRY DIRECTORY POWERED BY WAND

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

- To view the product and services terms click on: <http://www.wand.com/bia/default.aspx>
- BIIA members are identified with the BIIA Logo: 
- Members can enhance their listings: [see examples](#)
- For information on enhanced listings click on: [Enhancements](#)



BUSINESS INTELLIGENCE IN ASIA

BUSINESS INTELLIGENCE REMAINS CIOs' TOP TECHNOLOGY PRIORITY IN ASIA PACIFIC

For the third year in a row, business intelligence (BI) applications have been ranked the top technology priority in the 2008 Gartner Executive Programs survey of 1,500 chief information officers (CIOs). According to Gartner, this is because CIOs know they must implement a BI strategy properly if they want to accomplish many other priorities, such as customer service improvement and legacy application modernization. Speaking ahead of the Gartner Business Intelligence & Information Management Summit at the Suntec International Convention Centre in Singapore on 14 March, Gartner analysts said that the market for BI software would remain healthy but is facing radical change as acquisitions, new delivery models like software-as-a-service and emerging social software tools are accelerating innovation in the sector.

Revenue for BI software vendors in Asia Pacific is expected to top US\$399 million in 2008 and reach US\$577.6 million in 2011, with a five-year compound annual growth rate (CAGR) of 15.5 percent. In Singapore, BI software revenue is forecast to reach US\$32.2 million in 2008, and US\$46.1 million by 2011, at a five-year CAGR of 15.1 percent.

"Greenfield" opportunities, together with fast economic and structural developments, are fueling higher growth in Asia Pacific countries than in Europe and North America. Worldwide, growth rates are slowing and will move into single-digits beyond US\$7 billion by 2011, with a five-year compound annual growth rate (CAGR) of 8.6 percent. "The days of strong double-digit growth in the global business intelligence market are over, as the industry enters a state of flux following vendor consolidation, increasing maturity and price erosion," said Bhavish Sood, Gartner senior research analyst. "However, BI remains critical for businesses as it turns information into an asset for insight and decision making, especially in high-growth markets in Asia."

Mega-vendor domination

The acquisitions by Oracle (Hyperion), SAP (Business Objects, still pending) and IBM (Cognos, still pending) in 2007 were disrupters for the market, which, if they are finalized, will eliminate all larger publicly traded BI companies. Overall, more than two-thirds of the current BI market is now attributed to the mega-vendors.

The remaining BI powerhouse vendors SAS, Micro-strategy, Information Builders, and more so, smaller BI vendors, such as Arcplan, Panorama, or Qliktech, will need to increase market push to stay visible above the increased noise from the 'big four.'

According to Gartner, value to users can also increase as a result of mergers and acquisitions in the market. "Consolidation activities by SAP, Oracle, IBM and Microsoft should help accelerate the value derived from BI," said Mr. Sood. "Large vendors will drive increased usage, while new BI vendors will emerge introducing innovative technology and products to demonstrate differentiation and fill the gaps in the mega-vendors product lines."

Gartner advises end users of BI solutions from vendors that have been recently acquired to hold strategic investments until a product roadmap has been clearly presented from the vendor. While there is no doubt that the acquired core products, such as Oracle's Hyperion Essbase, Business Objects XI, or Cognos 8 will remain highly strategic and supported by extensive research and development funding, overlapping products in a vendor's portfolio may see some defocus in the midterm. *Source: Local Press Coverage*

BUSINESS INTELLIGENCE IN ASIA

BUSINESS INTELLIGENCE REMAINS CIO'S TOP TECHNOLOGY PRIORITY IN ASIA PACIFIC (CONTINUED)

Can Pure-Play BI Vendors Succeed?

Mr. Sood said that increased BI innovation means that query, reporting and online analytical processing (OLAP) capabilities have reached parity and no longer deliver a competitive edge. Most vendors now include these basic BI capabilities in their product stacks, including Microsoft which has added more BI functionalities in SQL Server 2008, Office 2007 and PerformancePoint Server.

Successful pure-play BI vendors will incorporate emerging technologies in BI such as dashboards, predictive modeling, enterprise search, social software, interactive visualization techniques and in-memory analytics. Hosted BI through software-as-a-service (SaaS) is one new approach being pioneered by a cluster of vendors including Seatab and LucidEra. Vendors can also thrive by specializing in industry or geographic region. In addition, smaller organizations are becoming an important target market for BI vendors, with a large proportion being new opportunities. For more information about the Gartner Business Intelligence & Information Management Summit and a full agenda, please visit www.gartner.com/ap/bis

Published on Search SMB Asia (<http://www.searchsmbasia.com>)

BIIA INDUSTRY DIRECTORY POWERED BY WAND

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

- To view the product and services terms click on: <http://www.wand.com/bia/default.aspx>
- BIIA members are identified with the BIIA Logo:
- Members can enhance their listings: [see examples](#)
- For information on enhanced listings click on: [Enhancements](#)

BIIA



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Business Information Industry Association Asia Pacific – Middle East Ltd.

1101 Wilson House, 19-27 Wyndham Street, Central, Hong Kong

Telephone: +852 2525 6120; Fax: +852 2525 6171; E-mail: biainfo@bii.com Home Page: www.bii.com

Certificate of Incorporation: 979425

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