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BIIA IN ACTION

BIIA participated in the recent IFC (World Bank Group) Regional Workshop on **‘Innovative Approaches to SME Banking and Credit Reporting for SMEs’**. Key topics of discussion were a) the World Bank consultative paper on credit reporting standards, b) innovative role models of SME credit reporting services, c) various models/approaches used by banks in the region to provide financial services to SMEs, what works, what doesn’t and what could be done to scale up. The regional workshop was part of an ongoing IFC program that involves the private sector in the G20 initiative to provide access to finance for SMEs.

BIIA NEWSLETTER

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

BIIA NEWSLETTER ISSUE 05 II - 2011

BIIA WELCOMES NEW MEMBERS

BIIA is pleased to announce that several new members have joined our association during recent months. We welcome our new members and appreciate their contribution to promote business information services and to protect our industry from unreasonable regulations.

LEXIS NEXIS Asia Pacific



LexisNexis is a leading provider of legal, tax, regulatory, risk solutions, and business information solutions to professional, corporate and government customers worldwide.

LexisNexis provides authoritative content through trusted market leading brands which, enabled by technology, offers online information solutions increasingly integrated within the customer workflow. In risk solutions, LexisNexis assists customers in managing risk through identity verification, employment screening and fraud prevention. <http://www.reed-elsevier.com/OurBusiness/LexisNexis/pages/home.aspx>

KRELLER GROUP



The Kreller Group was formed in the 1980s, with its sole purpose to educate clients in purchasing credit information intelligently and price effectively.

As information has become more readily available throughout the world, our foundation has been the one constant as we have grown from a small consulting business to a multi-functional organization which continues to consult, develop investigative international credit reports, and engage in international investigations. From a concept to implementation and international recognition, companies who never heard of us, now order "a Kreller" every day. **To read more click on the link: [The Kreller Group](#)**

Worldbox Business Intelligence



Worldbox Business Intelligence is an independent service with information on more than 50 million companies worldwide.

Worldbox also offers a Global Debt Recovery Service. Worldbox offers easy access to both concise and extensive company information: from a quick check, to full financial data, corporate finance data on mergers & acquisitions, or a credit report. Various types of company information can be supplied to support research, legal, or sales and marketing activities. **Electronic mail: General Information: info@worldbox.com** **To read more click on the link: <http://www.biaa.com/meet-our-member-worldbox>**

CORTERA



Cortera, headquartered in Boca Raton, Florida, USA, is a provider of credit information on businesses and corporations.

Cortera collects and analyzes business to business financial intelligence through payment histories, trend comparisons, public records, news, and information available on the web on over twenty five million businesses. Cortera compiles this information and creates solutions to help companies improve interactions with their customers and suppliers and make more informed decisions. **To read more click on the links: <http://www.biaa.com/meet-our-associate-member-cortera> or <http://www.cortera.com/about-cortera/contact-us/>**

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LATE BREAKING NEWS

Experian Australian Joint Venture is Challenged by the Competition and Consumer Commission (ACCC)

The Australian competition watchdog ACCC has started to hone in on Experian's plans to form a joint venture with several major banks.

Experian's newly appointed managing director, Kim Jenkins opined that Australia was ripe for healthy competition and that the new credit bureau would enable lenders to assess risk and provide credit more efficiently and consistently.

Apparently the Australian Competition and Consumer Commission (ACCC) do not see it that way. At issue is whether a shareholding of banks in a credit bureau will limit rival credit bureaus, such as Veda Advantage and Dun & Bradstreet, access to credit data. A further issue is whether Experian would provide the same terms to other banks and credit unions as they did to the shareholders.

Experian announced several days ago that it would enter the Australian consumer credit bureau market with the help of major banks as shareholders. Experian will hold 76%, four major banks hold 4% each, Citigroup and GE Capital to hold also 4% each. **Source:** [The Australian](#)

Experian "Rides the Waves" of Expansion – Announces Year 2011 Results

A wave of new rules following the financial crisis "plays right into our hands", admitted the chief executive Don Robert as he reported on Experian's results of its financial year ending March 31st, 2011. Revenues were up 9% reaching US\$ 4.24bn. Pre-tax profits were up 13% to US\$679m.

Experian wisely expanded into market vertical such as utilities, healthcare and telecoms. At the onset of the global financial crisis Experian was largely dependent on the financial services (over 60%) for its business. It has significantly diversified its client portfolio and today it is less dependent on the financial services sector (less than 40%). It was fortunate to acquire Serasa, the largest Brazilian credit bureau at the height of the financial crisis, which helped to offset significant downturns in its US and UK core markets. Expansion is very much on Experian's mind. It is on its way to buy Computec, the largest credit bureau in Colombia, which operates similar businesses in Peru and Venezuela, to further cement its strong market position in the region.

Moving forward Experian intends to invest in new technology to bring new functionality to clients and supporting cost-effective expansion in new geographies. It will focus on organic growth in India and Australia, however the Australian Competition and Consumer Commission (ACCC) is challenging Experian's plans to create a joint venture with Australian Banks.

In the US Experian has announced plans to attack the more than one billion dollar business information market and to invest in new product ranges and sources of data expecting to become a leader within 2 to 3 years. A further growth initiative will be multi-channel digital marketing to expand its market position.

Diversification had saved the day for Experian and it is now reaping the benefits of its diversification strategy. It is outpacing its competitors in growth today and is now more than double the size of its nearest competitors.

Source: *Experian Press Release* To read more go to: <http://www.biaa.com/category/company/experian> (LOG ON)

LATE BREAKING NEWS

Equifax in Joint Venture in Brazil

Equifax Do Brasil, Boa Vista merge operations, creating a premier credit information company with more than 30,000 Customers, 125 Million Consumer and Business Files

Equifax do Brasil Ltda. announced that it has completed a transaction to merge its operations with Boa Vista Serviços S.A., creating a company with a significantly larger presence, deeper resources and expanded capabilities that will bring the most comprehensive credit information solutions to the Brazilian business community.

Under the agreement, Equifax will combine its leading commercial credit intelligence and data operations with Boa Vista, the second largest consumer credit bureau in Brazil, to create a premier provider of consumer and commercial credit data and insights in the country. The combined company will have more than 125 million consumer and commercial files, more than 30,000 customers, a world-class workforce, and a strong brand name and marketing presence throughout Brazil. Equifax will also provide best-in-class global consumer and commercial products and solutions, and has committed up to \$100 million of additional funding available, under various conditions, to support new product development and other strategic growth initiatives.

As part of the agreement, Equifax will become a joint owner of Boa Vista along with the existing shareholders which include: Associação Comercial de São Paulo (ACSP), Associação Comercial do Paraná, Clube de Diretores Lojistas do Rio de Janeiro, Câmara de Dirigentes Lojistas de Porto Alegre, and TMG Partners, LLC, a Brazilian-based investment company. Equifax do Brasil is a subsidiary of Equifax Inc. (NYSE:EFX). **Source:** [Equifax Press Release and SEC Filing](#)

Richard Smith, Equifax's CEO stated in the recent earnings call that the Brazilian business wasn't performing to his expectation for the past 18 months or so, on both the consumer side and the commercial side. Consequently Equifax had hired a new leader, invested significantly to get back on the offensive. The latest initiative to joint venture rather than going it alone indicates that Equifax had lost too much ground against Experian (Serasa).

CRIF Acquires Cypress Software Systems

Acquisition Supports Continued Expansion of CRIF in the Financial Services Technology Marketplace

CRIF has acquired Cypress Software Systems of North Richland Hills, Texas. The purchase of Cypress Software Systems, one of the top providers of loan origination software for community and regional banks, credit unions and financial institutions, will further expand CRIF Lending Solutions technology offerings in the U.S. and abroad. CRIF Lending Solutions is the U.S. arm of CRIF and is comprised of a team of five leading automated lending technology and services companies: Aimbridge, APPRO, FLS, Magnum and Teres. CRIF Lending Solutions is headquartered in Atlanta, Georgia and supports 650 of the most successful U.S. banks, credit unions and financial institutions.

Cypress Software Systems will become a part of the ACTion business unit of CRIF Lending Solutions along with APPRO and Teres. Cypress technology offerings will be marketed and distributed under the CRIF Lending Solutions ACTion brand of loan and account origination system products and services.

[To read the full press release click on the link](#)

MEMBER NEWS

Australian Risk Climate: Veda Advantage Tackles Identity Theft

Veda head of consumer risk Angus Luffman said the company was developing an alert service that would send an SMS message to an individual if there had been any activity on their credit file. Mr Luffman said the SMS system would be rolled out in the next 12 to 18 months. Veda has an existing email-based equivalent that has approximately 63,000 subscribers, who pay about \$47 a year for their credit files to be monitored.

The cost of identity theft tops \$3 billion annually. The rate of identity theft is expected to grow as social networking sites such as Facebook are increasingly used to obtain personal data. The recent hacking of the Sony PlayStation Network, which affected 77 million users worldwide, won't be the last security breach involving the theft of personal information.

Source: [The Australian](#)

Veda Advantage re-signs Capgemini Australia

CAPGEMINI Australia has received a multi-million-dollar renewal contract with Veda Advantage as it moves to enhance its decision analytics systems.

The fresh alliance would help Veda build for the future in a deal that stems from 2006, said Chris Iacovou, Veda Advantage decision analytics division general manager. Veda offers a powerful analytics tool that is used to determine an individual's and business's credit rating for loans and other financial services. The company will continue to outsource infrastructure management, including hardware, software and communications, for its decision analytics development and test environments to Capgemini.

Source: [The Australian](#)

BOL Joins D&B in Launching 'Online Trust Solutions'



Mr. Min Intanate, Executive Chairman of Business Online Public Company Limited and D&B Thailand attended the press launch of '**OTS: Online Trust Solutions**' at Four Seasons Hotel, Bangkok, with Mr. Sahas Treetippabut, President of Thai e-Commerce Association.

OTS or Online Trust Solutions is a service that seeks to increase the credibility between the customers and business partners with the companies that are using this service. To subscribe to this service, companies can send their business information to D&B for verification before they're given a seal that they can use on their websites or in their marketing communications material.

Customers will benefit from this by gaining international credibility which is essential in online business in order to attract more business from customers and other businesses.

Source: [BOL Press Release](#) [To read more click on this link](#)

MEMBER NEWS

Atradius European Survey on Credit Terms Finds 10% of Export Transactions are Uncollectable

The latest Atradius survey of 1,758 businesses in nine EU countries found that 10% of foreign B2B invoices and 8% of domestic B2B invoices are written off as uncollectable by the seller. These percentages spiked to 18% for both foreign and domestic invoices in Italy and 18% for foreign and 14% for domestic invoices in Great Britain. In general 30% of transactions are more than 60 days late.

The Atradius survey is the central component of the 9th edition of the Atradius Payment Practices Barometer. It focuses on nine major European Union (EU) economies, examining the primary aspects of trade credit supply and management, as well as the payment behavior of the customers of international companies. [To read the full story click on the this link](#)

Equifax New Risk Scores Leverage Data on 25M+ Small Businesses

Equifax (NYSE: EFX) has developed a new class of business scoring solutions that provide a more complete view of how a company meets its credit obligations during changing economic conditions. This new suite of market-leading risk scores leverages unique data assets from the **Small Business Financial Exchange (SBFE)**, a member owned, not-for-profit corporation which counts among its members virtually all of the nation's leading small business lenders. With this insight, banks and other businesses can better respond to market dynamics, minimize fraud and make credit risk decisions with greater confidence.

These new scores are the result of extensive collaboration and research conducted during co-innovation sessions with small business lending experts, many of whom are **SBFE** members. With a track record for continuously monitoring small business credit trends, Equifax is uniquely positioned to understand the impact of economic changes on commercial lenders and trade creditors. Working closely with customers to understand their needs, **Equifax Commercial Information Solutions** developed business risk scores designed with several key differentiators:

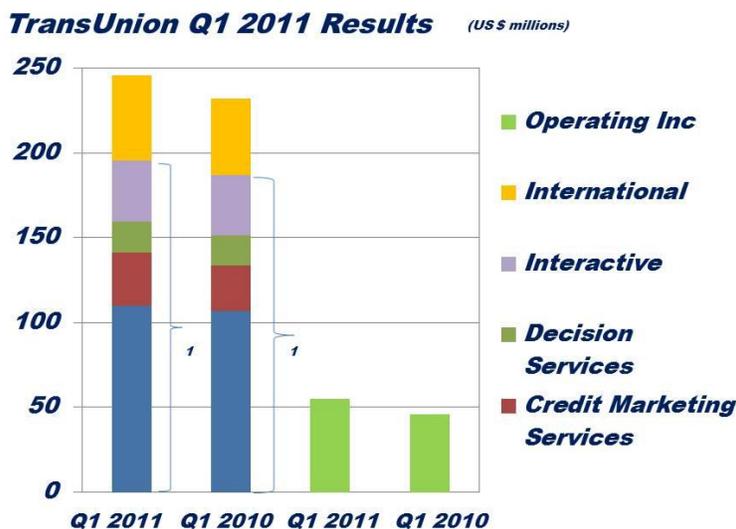
- Automated scoring systems that are built on pre-recession, recession and post-recession data.
- Models that incorporate twice as many data attributes as other industry scores, including large and small business, public and private organization and time series variables.
- A new, minimum scoring criterion to validate the legitimacy of a business and verify application data for potential fraud.
- Scorecards that can be applied automatically based on business size, eliminating the need for multiple systems and scores.

With these enhancements, banks and other companies can realize significant time and costs savings while benefiting from the increased predictability of the scores.

Available now are the Business Delinquency Score(TM), which predicts the likelihood of severe delinquency on an account and the **Business Delinquency Financial Score(TM)**, which determines the likelihood of severe delinquency on financial accounts. Both of these new scores are powerful risk assessment tools designed with an option to include both business principal and business credit information. Customers can now also take advantage of Equifax's next-generation Business Failure Score(TM), which incorporates many of the same data elements as the delinquency scores - enhancing its ability to predict the likelihood of business failure within the next 12 months. **Source:** [Equifax Press Release](#)

MEMBER NEWS

TransUnion Reports First Quarter 2011 Results: EBITDA up 11.5%



Source: [TransUnion Press Release](#) ^{1 USA}

BIIA

TransUnion Corporation reported revenue of \$245.9 million for the first quarter, an increase of 8.3 percent compared to the first quarter of 2010. On a constant currency basis, revenues increased 5.9 percent compared to the first quarter of 2010. Operating income was \$55.1 million, an increase of 19.5 percent compared to the first quarter of 2010.

The net loss from continuing operations attributable to Trans Union for the first quarter was \$25.4 million compared to income of \$25.0 million in the first quarter of 2010, a decrease of \$50.4 million. This decrease was primarily due to a \$59.3 million loss

on the early extinguishment of debt as a result of refinancing the Company's senior secured credit facility in February 2011.

On a non-GAAP basis, Adjusted EBITDA for the quarter was \$79.3 million, an increase of 11.5 percent compared to the first quarter 2010.

"As market conditions continued to stabilize, TransUnion had revenue improvements across all of our business segments," said Bobby Mehta, President and Chief Executive Officer. "Revenue growth in the first quarter of 2011 versus the first quarter of 2010 was driven by double-digit revenue increases in Credit Marketing Services in our USIS segment, Emerging Markets in our International segment and the Interactive segment as a whole."

Source: [TransUnion Press Release](#)

TransUnion, as a privately held company has decided to become transparent by disclosing financial results. BIIA also admires TransUnion for its exemplary **'Thought Leadership'** by providing a constant flow of indices reflecting the consumer credit climate in the USA. The source of the underlying data used for these indices is TransUnion's Trend Data, a one-of-a-kind database consisting of 27 million anonymous consumer records randomly sampled every quarter from TransUnion's national consumer credit database.

Each record contains more than 200 credit variables that illustrate consumer credit usage and performance. Since 1992, TransUnion has been aggregating this information at the county, Metropolitan Statistical Area (MSA), state and national levels. [To access recent press releases click on this link](#)

INDUSTRY NEWS

Association of American Publishers: e-book Revenues Grew 146% in March

Amazon stated that it sells more e-books for its electronic reading device Kindle than paperback and hardback print editions combined.

The news that the online retailer has sold more than three times as many Kindle books so far this year as in the same period of 2010 came as the Association of American Publishers reported that US e-book revenues had grown 146 per cent in March over the same month a year earlier. Amazon only released unit sales data rather than comparable revenue figures, and Kindle editions typically sell for lower prices than print titles. **Source:** [Financial Times](#)

Thomson Reuters GRC Launches *Accelus Suite*

Thomson Reuters' GRC (Governance, Risk and Compliance) division has announced the integration of its services and solutions under the ***Accelus Suite brand*** by publishing a survey which demonstrates how big those bumps are, and how effectively they could hamper the return to global growth that Europe and the US in particular so ardently desire.

Accelus Suite, as a brand, seems to mean "acceleration with reduced risk" in Thomson Reuters' projection of it, and it is an earnest indication of Thomson Reuters' intent to not just observe the changes taking place, but to frame solutions around them which demonstrate how these problems can be tackled in ways that produce better decision-making, improved productivity, and, of course, cheaper but more effective compliance.

Source: *Outsell Insight –David Worlock, Co-Chair, Outsell Leadership Programs - London, UK*

NEWS FROM CHINA

B2B E-commerce Trade Value in China up 37%

According to Analysys International, a market research firm in China, 2011 first quarter transaction value of the B2B e-commerce market in China was RMB 2.2 billion (US\$337 million), a 37% year-on-year increase. According to DigiTimes, Alibaba occupy the largest e-commerce market share by transaction value with 65.5%, Global Sources in second with 4.6%, Made-in-China (2.6%), Toocle (2.4%) and EmedChina (1.9%) round the top five. **Source:** *Courtesy Business Strategies Group Hong Kong*

Zhejiang Netsun Enters B2C Market

Hangzhou, 24th May: Shenzhen-listed Zhejiang Netsun announced the launch of a beta version of its B2C platform, Boogle.cn. A spokesman of Netsun claims the company's B2B platform receives 40 million hits daily, and its 10 million plus users provide an advantage and reason for the company to enter the B2C market. The Hangzhou-based company has been a leading B2B service provider in the past 15 years. Boogle.cn's platform includes features such as an online retail store, purchasing of air ticket & hotel packages, online payment and logistics & express delivery services. Netsun aims to position the B2C platform as a leading online shopping platform. **Courtesy:** *Business Strategies Group Hong Kong*

NEWS FROM CHINA

Alibaba and Yahoo Issue Joint Statement Regarding Alipay

“Alibaba Group, and its major stockholders Yahoo! Inc. and Softbank Corporation, are engaged in and committed to productive negotiations to resolve the outstanding issues related to Alipay in a manner that serves the interests of all shareholders as soon as possible.” It is obvious that both companies want to avoid an open spat about this issue. In its latest press release Alibaba and Yahoo stated that they had reached an agreement.

Yahoo disclosed in a filing last week that Alibaba had transferred ownership of an online-payment service called Alipay to a new corporate entity controlled by Alibaba founder and Chief Executive Jack Ma. Yahoo holds a 43% ownership stake in Alibaba. Yahoo claims that it had no knowledge of the transfer of Alipay, which Alibaba disputes. Nevertheless transferring an asset without prior agreement of shareholders is indeed a strange way of managing shareholder relations. **Source: Alibaba and Yahoo**

Alibaba.Com Q1 Profit Jumps 37%

Hong Kong, 12th May: Hangzhou-based Alibaba.com posted its first quarter results yesterday. Total revenues were US\$234 million, an increase of 25.5% over the same period last year. The company's International Marketplace generated 59% of its total revenues (US\$139 million), while its China Marketplace contributed another 34% (US\$79 million). Profit attributable to equity owners was US\$69 million, up 37% compared to the first quarter in 2010. Diluted earnings per share were RMB 0.089 (US\$0.0136) in the quarter. Alibaba.com reported a strong increase in the number of registered users – rising by 29% to a total of 65 million. This figure includes 45.3 million users on its China Marketplace and 19.7 million users on the International Marketplace.

Courtesy Business Strategies Group Hong Kong

HC International Reduces Loss

Beijing, 11th May: Hong Kong-listed HC International reported its first quarter results earlier this week. For the three months ended 31st March 2011, revenues were US\$15 million – an increase of 39% compared with the same period in 2010. The company reduced its loss to US\$297,000 this quarter - compared with US\$1.6 million last year. Beijing-based HC International's online services business segment generated revenues of US\$8.0 million or 53% of total revenues. Its trade catalogues and yellow page directories segment posted revenues of US\$2.9 million, which accounted for 20% of total revenues. HC's market research and analysis business unit contributed revenues of US\$2.4 million or 16% of total revenues. **Courtesy Business Strategies Group Hong Kong**

People's Bank of China Issues 27 E-payment Licenses

The People's Bank of China issued electronic payment licenses to 27 qualified third-party payment platforms in China on May 26th 2011

Alipay.com Co Ltd (Alibaba Group); Tenpay.com (Tencent Holdings Ltd) and Shanpay (Shanda Interactive Entertainment Ltd) were the three most prominent recipients of licenses to operated electronic payment systems in China. Alipay, China's largest e-payment system stated that the license would allow the company to handle foreign exchange transactions, internet payments, mobile payments and debit card services. According to an analysis by *Analysys International* E-payments are playing an ever increasing role in China's 12th Five-Year Plan, which runs from 2011-2015. China's online payment market has been growing at an annual rate of more than 100% over the past five years – attracting more companies to enter the sector. The industry totaled RMB 600 billion by the end of last year, and the figure could exceed RMB 1 trillion in 2010. **Source Business China**

[For further commentary click on this link](#)

PEOPLE ON THE MOVE

Leadership Changes at D&B

Richard H. Veldran is appointed Chief Financial Officer for D&B reporting to the CEO. Mr. Veldran, currently our Chief Strategy Officer, joined D&B in 2003 and held positions of progressively increasing responsibility, including CFO of North America, Treasurer, and Leader of Global Reengineering.

Emanuele A. Conti is appointed President, D&B International and continues as Chief Administrative Officer of D&B. Mr. Conti joined D&B in 2003 and has held positions of progressively increasing responsibility, including President of Europe, Leader of North America Small Business and Leader of Corporate Strategy. Mr. Conti will assume leadership of our International business, which includes Europe, Asia Pacific and Latin America, while maintaining leadership for Strategy and Human Resources.

Byron C. Vielehr is appointed President, North America and retains leadership of Strategic Technology Investment. Mr. Vielehr joined D&B in 2005 as Chief Information Officer, and his current role is President, Global Risk and Analytics. Mr. Vielehr will be responsible for driving growth in our North America business while implementing the capabilities related to our Strategic Technology Investment.

Joshua L. Peirez is appointed President, Global Product, Marketing and Innovation. Mr. Peirez joined D&B in 2010 as President Innovation and Chief Marketing Officer. Mr. Peirez will assume responsibility for Global Risk and Analytics while also retaining responsibilities for our Sales and Marketing Solutions (S&MS), Global Marketing, Innovation and Data. *Source: Dun & Bradstreet Corporation*

David Emery, President D&B Asia-Pacific: A 'Road Warrior' Bows Out:

BIIA has learned that David Emery, current President of D&B Asia-Pacific will leave D&B in September of 2011.

When David Emery moved from D&B Switzerland to D&B Singapore in 1998 little did he know that he would become within a short time the principal deal maker and implementer of the D&B Worldwide Network. In the quest of improving the performance of its far flung foreign subsidiaries in Asia, D&B tested a franchising concept as a new business model, which merged local D&B subsidiaries with market leaders or sold them off to management backed by private equity. David Emery executed these tasks with flair and soon was asked to replicate the concept in Europe. Always with his Harley Davidson hobby horse in tow and working out of various locations, he was relentless in implementing D&B's franchising concept and D&B's Worldwide Network.

He soon returned to Asia, as President Asia-Pacific and member of D&B's Global Leadership Team, focusing his energy on forming the Huaxia D&B joint venture in China, acquiring Roadway China, creating a joint venture in Japan and eventually reacquiring D&B Australia and D&B India. Today Asia Pacific is the fastest growing part of D&B which grew under David's leadership from US\$30mil to US\$250mil. It should be noted that the franchising concept is an important part of D&B's global data supply chain and distribution system unmatched by any of D&B's competitors.

Distances in Asia, and being linked to a global enterprise, in essence meaning being on call 24/7, exerts a toll on the best of us. So David Emery decided to call it a day and take a break to devote more time to his family. At least until the next challenge arrives. Having been a co-initiator of BIIA we also see David Emery's departure with regret, but do not want to miss the opportunity to thank him for his contribution to the industry and wish him lots of success for the future.

Having known David Emery for some time, we suspect this will not be the last we will have heard of him (and his Harley Davidson).