

# BIIA NEWSLETTER

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

BIIA NEWSLETTER ISSUE 06 - 2007

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Software and  
Information Industry  
Association Global  
Information Summit



Joachim C. Bartels, Managing Director of BIIA and Dr. Bredemeier, Publisher and Editor of Password, Germany (BIIA Affiliate) will Discuss the Contrast Between the European and Asian Information Economies

SEPT. 5<sup>th</sup> -7<sup>th</sup>, 2007 Berlin,  
Germany, [www.sii.net](http://www.sii.net)

## FCIB

4th CHINA  
INTERNATIONALCREDIT AND  
RISK MANAGEMENT  
CONFERENCE 2007

To understand the current situation and developing trends of China's construction of a social credit system, and learn the latest developments in the China economy and credit environment.

SEPT. 19 - 21, 2007  
SHENZHEN, CHINA

[www.fcibglobal.com](http://www.fcibglobal.com)

## BIIA WELCOMES ICRA LIMITED, INDIA AS AN ASSOCIATE MEMBER

ICRA Limited (an Associate of Moody's Investors Service) is a leading provider of investment information and credit rating services in India. ICRA's major shareholders include Moody's Investors Service and leading Indian financial institutions and banks. With the growth and globalization of the Indian capital markets leading to an exponential surge in demand for professional credit risk analysis, ICRA has been proactive in widening its service offerings, executing assignments including credit ratings, equity gradings, specialized performance gradings and mandated studies spanning diverse industrial sectors. In addition to being a leading credit rating agency with expertise in virtually every sector of the Indian economy, ICRA has broad-based its services for the corporate and financial sectors, both in India and overseas: ICRA's subsidiaries ICRA Online Limited and ICRA Techno Analytics Limited are Associate Members of BIIA.



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## MEMBER NEWS FROM INDIA:

### DUN & BRADSTREET INDIA IN TRAINING DEAL WITH GARP

Dun & Bradstreet (D&B) has entered into AN alliance with Global Association of Risk Professionals (GARP) for conducting training for GARP's international Certification in banking risk and regulation. Initially, course certification will be available in India. This is the first time that this certification is being offered in India. While various banking institutes in India offer short-term courses on risks in banking etc., there is no equivalent single Indian or international certificate being offered covering all the topics that the GARP certificate does. Although the certificate will initially be offered in India, the alliance is applicable to the Indian subcontinent which includes India, Pakistan, Bangladesh, Sri Lanka, Maldives, Bhutan & Mauritius. *Source: D&B India [www.dnb.co.in](http://www.dnb.co.in)*

### DUN & BRADSTREET INDIA ENTERS INTO MOU WITH FIMSE ON SME RATINGS

The **Federation of Indian Micro and Small & Medium Enterprises (FIMSE)** and **Dun & Bradstreet India** signed a memorandum of understanding (MoU) according to which D&B would rate FIMSE's registered SSI members and affiliate SSI entities at a subsidized fee and non-SSI members at a preferential price. *Source: D&B India [www.dnb.co.in](http://www.dnb.co.in)*

### DUN & BRADSTREET INDIA SIGNS MOU WITH STATE BANK OF MYSORE FOR RATING OF CREDIT RATING SCHEME FOR SMALL SCALE INDUSTRIES

Dun & Bradstreet India signed a Memorandum of Understanding (MOU) with State Bank of Mysore (SBM), a premier commercial Bank in Karnataka. Under the terms of the MOU, D&B will offer SBM's customers the NSIC–D&B Performance and Credit Rating at a subsidized fee. This rating, offered under the Performance and Credit Rating Scheme for Small Scale Industries (SSI) adopted by the Ministry of Small Scale Industries of the Government of India is meant especially for the Small Scale Industries sector. Dun & Bradstreet India has rated the maximum number of SSI units under the NSIC-D&B Performance & Credit Rating Scheme since its inception.

Small scale industries (micro and small enterprises) usually lack access to financing due to the absence of accurate and reliable information. The benefits of a D&B Performance and Credit Rating Scheme for small scale industries are as follows:

**Easier Access to Finance:** A D&B Rating enhances a company's ability to access finance from banks and financial institutions. The Indian Banking Association (IBA) has endorsed this scheme and has communicated the same to its members. Several banks have signed an MOU with D&B, offering interest rate benefits to companies with a good D&B rating. **Global Acceptability:** A D&B rating helps a business establish credibility on a global platform and provides easy access to global markets. **Affordable:** The scheme makes Ratings affordable to SSIs since 75% of the rating fees are subsidized. **Global Listing:** Provides the business with an opportunity to get listed in D&B's global database of over 106 million companies, one of the world's largest B2B trade facilitators. **Validation:** Leading global companies insist on a D&B rating in order to authenticate /validate their prospective and existing suppliers. **Credibility:** Companies globally examine D&B reports before making collaboration and equity investment decisions.

*Source: [www.dnb.co.in](http://www.dnb.co.in)*

## MEMBER NEWS:

### TRANSUNION EXPANDS ROLE IN INDIA WITH STRATEGIC HIRE

TransUnion has hired Satish Pillai to serve as vice president of Solutions Development in India. Pillai will be responsible for the launch and support of both TransUnion's generic and custom analytics and decisioning technologies for the marketplace, including the launch with the Credit Information Bureau India Limited (CIBIL) of India's first generic scoring model this summer. TransUnion's partner in the market since 2004, CIBIL is India's first and only national consumer credit bureau, maintaining files on more than 77 million credit-active Indian consumers.

Pillai comes to TransUnion from American Express, where he was a director of collection strategy and a manager in the small business risk management area, both part of the U.S. Risk Management division. Pillai began his career in the banking industry with Banco Popular North America and then with Wachovia Bankcard Services. He holds a master's in economics from the University of Florida.

"Satish's international and local expertise will prove valuable to TransUnion as we continue to expand our services offerings in this key marketplace," said TransUnion's Larry Howell, president of Asia and Europe. "His financial background in collections and risk management as well as his customer point-of-view brings a critical set of skills which will be leveraged to identify growth opportunities for TransUnion."

Source: *TransUnion Press Release* [www.transunion.com/business](http://www.transunion.com/business)

### CREDITREFORM GERMANY ANNOUNCES 2006 RESULTS

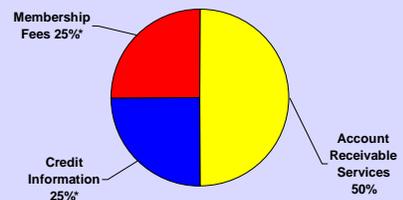
*Creditreform* has recently held its annual general meeting where it announced its results: Revenues in 2006 have exceeded Euro 500 million with Euro 458 million being generated by the German business. Roughly 50% of revenues are credit information, the other 50% of revenues are account receivable management services (debt collection, debt purchasing, factoring). International credit report volume has increased for the first time in five years.

*Creditreform* does not publish financial statements, because it is an association. It operates very much like a franchise with fixed geographic boundaries operated by individual entrepreneurs, linked through a cross shareholding arrangement to the national association and a central resources company. The central resource company provides support functions such as marketing, IT development, database management, international services etc. It also owns *Creditreform Mittelstands Rating*, MICROM (market analysis), a consumer information business and a joint venture with Bertelsmann: b-information. *Creditreform* Germany has 130 local offices serving 125,000 clients. Since the 1990's it has expanded steadily into Central and Eastern Europe. It now operates in 19 countries.

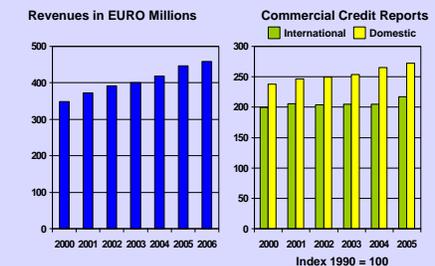
Mr. Udo Pyszny, CEO of *Creditreform* stated in an interview with *PASSWORD*, a German information content news service, that the organization had Asian markets in its sights for some time and that it is in discussions with local parties. Source: *PASSWORD*

#### CREDITREFORM GERMANY

2006 Revenues EURO 458 million  
Source: *Password* Interview May 2007; \* Previous Interviews



#### CREDITREFORM GERMANY



Source: *Creditreform Annual Report*

## MEMBER NEWS:

### CRIF DECISION SOLUTIONS FORUM 2007

CRIF held its annual Decision Solutions Forum in May 2007. Over 300 representatives from banks, financial institutions, Italian *Confidi*, as well as telecommunications, insurance and utilities companies, from over 20 countries took part in the 2007 edition of the CRIF Decision Solutions Forum. Risk management, process effectiveness, marketing and collection were the four core topics on which the main speeches and networking conversations were based for this 2007 edition of CRIF Decision Solutions Forum, that took place in Bologna on May the 17th and 18th. For more than ten years this conference has represented a state of the art moment, a chance to share considerations, trends and international best practices on the most important and current themes concerning banking and financial operators.

Experts from a new unit within CRIF Decision Solutions presented a number of in-depth sessions on Business Process Management. The new CRIF unit – that has been active since the end of last year, is currently working on projects in Italy and Russia – combines CRIF Decision Solutions offer with consultancy services and project activities, ranging from decisional strategies and organisational process design to tools implementation through Change Management activities. **Source: CRIF S.p.A.**

### CRIF ACQUIRES BUSINESS INFORMATION ASSETS IN SLOVAKIA

**INFIN**, a CRIF company, has recently announced the acquisition of the *Universal Register* and the related business activities of EMEL, a business information company based in Bratislava, Slovakia.

The *Universal Register* ([www.ur.sk](http://www.ur.sk)), founded in 2002, contains a huge amount of general information about business entities in Slovakia, including details about their payment discipline, as well as information concerning overdue liabilities of such business entities. Information sources of UR include leasing companies, business companies and state institutions like Social assurance, the Tax office and health insurance. Currently, the Universal Register database includes more than half a million overdue liabilities concerning more than 90 thousand subjects. The main users of this primary source of information are banks, leasing companies, relevant business and manufacturing companies, consulting firms, etc.

CRIF, which also has subsidiaries in the Czech Republic, Poland and recently opened operations in Russia, is also the parent company of SCB– Slovak Credit Bureau. Founded in May 2004, SCB sets up the first banking credit bureau in Slovakia, with a system based on a technological solutions developed and provided in outsourcing by CRIF, exploiting its expertise in the credit-reporting area. All main Slovak retail banks are nowadays members of the Banking Credit Bureau managed by SCB – Slovak Credit Bureau. Moreover the company is launching a non-banking credit bureau of financial institutions (leasing and sales-finance companies etc.) and is involved in the development of anti-fraud solutions and implementation of progressive scoring and rating tools. **Source: CRIF [www.grif.com](http://www.grif.com)**

### QUOTE OF THE MONTH:

***“Credit ratings for non-investors are catching up in the Middle East, but there is a need for greater transparency.”***

***Rajesh Mirchandani, CEO of D&B SAME – Dubai, UAE April, 2007 CNBC Middle East Business Magazine***

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## MEMBER NEWS:

### VEDA ADVANTAGE DELISTS FROM AUSTRALIAN STOCK EXCHANGES

The scheme of arrangement between Veda Advantage Limited (Veda Advantage) and its ordinary shareholders (Scheme) in relation to the acquisition by VA Australia Finance Pty Limited<sup>(1)</sup> (VA Finance) of all of the issued shares of Veda Advantage became effective today with the lodging of the Court orders with ASIC. ASX and NZX will suspend trading in Veda Advantage shares from close of trading today. No further action is required from shareholders. The date and time for determining shareholders' entitlements will be 2 July 2007 at 5:00pm (Record Date). Shareholders registered on the Record Date (Scheme Shareholders) will receive A\$3.61 cash per Veda Advantage share consisting of:

#### A\$3.51 per share in scheme consideration from VA Finance

The scheme consideration will be paid on 9 July 2007 (the implementation date of the Scheme). All Scheme Shareholders will receive the scheme consideration by way of cheque in Australian dollars sent to their registered address. Direct credit facilities will not operate for this payment.

#### A\$0.10 per share by way of fully franked special dividend from Veda Advantage

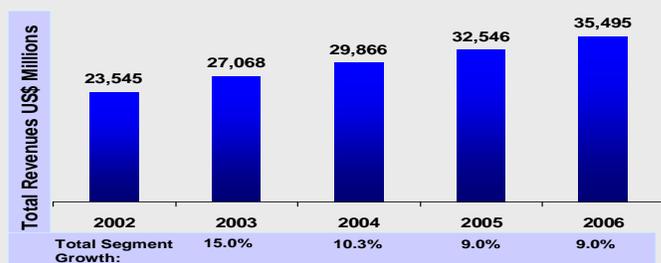
The special dividend will be paid to Scheme Shareholders on 6 July 2007. Scheme Shareholders who previously provided their bank account details to Veda Advantage's registry for the purposes of distribution of dividend payments will have the special dividend paid directly into their nominated accounts. All other Scheme Shareholders will receive the special dividend by way of cheque sent to their registered address.

Source: Veda Advantage Press Release [www.vedaadvantage.com](http://www.vedaadvantage.com)

## INDUSTRY NEWS:

### CREDIT & FINANCIAL INFORMATION MARKET

Market Growth in 2006 = 9%



Source: Outsell's Publishers & Information Providers Database  
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To obtain the full report: Credit & Financial Information Market Size and Rankings: 2006 Results, please contact Outsell, Inc. [http://www.outsellinc.com/about\\_us/contact\\_us](http://www.outsellinc.com/about_us/contact_us)



### LATEST MARKET OVERVIEW – CREDIT & FINANCIAL INFO BY OUTSELL, INC.

The Credit & Financial (C&F) Information segment continues to outperform the information industry as a whole, growing 9% against total industry growth of 6%. The segment covers the provision of consumer and company credit information as well as financial information services purchased by clients such as banks, insurance companies, and investors. It grew 9% in 2006 to achieve a total market size of US\$ 35.5 million and accounted for 9.8% of the total information industry.

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## INDUSTRY NEWS:

### EXPERIAN ACQUIRES 65% OF SERASA BRAZIL

### THE IMPERATIVE TO GROW

Experian, the global information solutions company, has announced that it has agreed to acquire an initial 65% stake in Serasa, the market leading credit bureau in Brazil and operator of the fourth largest credit bureau in the world, from a consortium of Brazilian banks. The stake will increase to 70% over the next six months. The purchase price for the initial stake is R\$2.32bn (\$1.2bn), inclusive of transaction costs, net of cash. The acquisition will be funded from Experian's existing credit facilities. The transaction, which is expected to be earnings neutral in the first full fiscal year of ownership and earnings enhancing thereafter, was completed by the end of June. Serasa 2006 revenues were US\$ 313 million with an EBIT of US\$ 71 million.

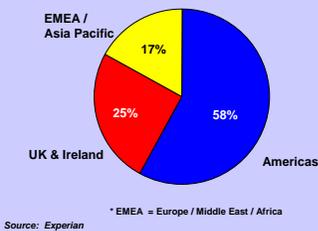
**EXPERIAN – SERASA:** Mr. Don Robert, Experian's CEO lamented not too long ago in an interview that Experian usually spends between US\$ 600 – 700 million on acquisitions per year. Nevertheless last year he could only spend US\$ 82 million due to lack of suitable targets. Well, this year he made up for it by spending US\$ 1.2 billion for a 65% equity stake in the Brazilian Credit Bureau Serasa.

Serasa was courted by many suitors for years and always played hard to get. To convince shareholders and management to sell is a major coup. With this acquisition Experian increased its geographic diversity by entering the world's fourth largest credit bureau market, thus further consolidating its position credit information, from 44% to 49% of its product portfolio. Most notably is the fact that Experian managed to acquire approximately US\$ 125 million in commercial credit information revenue. Once Experian adds BizSource to Serasa's micro and small business market segment it may lead to much faster growth.

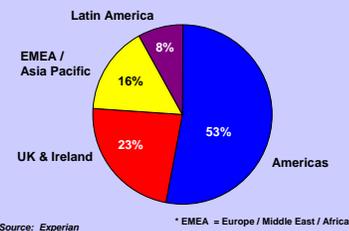
Experian is busy elsewhere to grow its commercial credit information business, either through acquisitions or aggressive business development such as BizSource. BizSource undoubtedly will accelerate Experian's b2b revenue growth in the US, because like in Brazil, small businesses make up more than 98% of the business universe. Unique data sources of consumer data, business data, and analytics, coupled with the latest search engine technology are a combination hard to beat.

Given the fast pace of acquisitions and product development Experian will become a serious threat to D&B's domain in commercial credit information within the next five years.

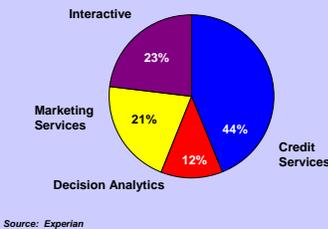
BY GEOGRAPHY BEFORE SERASA 2007  
[PRO FORMA SALES IMPACT]



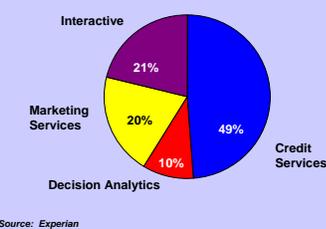
BY GEOGRAPHY EXPERIAN AND SERASA 2007  
[PRO FORMA SALES IMPACT]



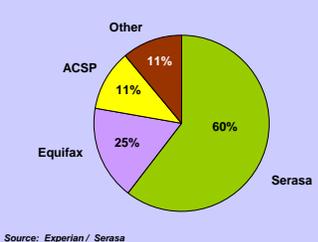
PRINCIPAL ACTIVITIES EXPERIAN 2007  
[PRO FORMA SALES IMPACT]



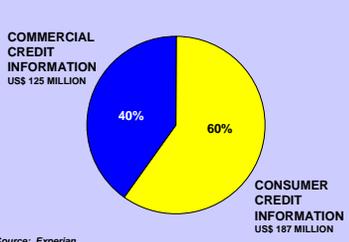
PRINCIPAL ACTIVITIES EXPERIAN AND SERASA 2007  
[Pro Forma Sales Impact]



SERASA MARKET SHARE 2006



SERASA PRODUCT MIX



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## INDUSTRY NEWS:

### MORE NEWS FROM EXPERIAN:

Right on the heels of its BizSource announcement, Experian has redesigned its Small Business Intelliscore and Business Owner Profile Reports and entered into a relationship with eCredit:

Experian announced that it has redesigned its **Small Business Intelliscore<sup>SM</sup>** and **Business Owner Profile reports** to provide more detail in an easy-to-read format. The Small Business Intelliscore report combines the most predictive information on both the business and the business owner to forecast small-business delinquency. The Business Owner Profile report is a comprehensive look at the personal credit profile of the business owner.

**Experian and eCredit<sup>TM</sup>** join forces to launch a new account and portfolio management decisioning tool for the trade credit market — At the 111<sup>th</sup> annual NACM Credit Congress, Experian<sup>®</sup> announced that it has teamed with eCredit<sup>TM</sup>, a leading provider of online solutions for credit and collections professionals, to launch an end-to-end new account and portfolio management credit decisioning tool. Powered by eCredit's market-leading credit decisioning technology and integrated with Experian's small-business commercial risk information, Credit Risk Advisor<sup>SM</sup> provides the trade credit community with a powerful tool to more efficiently support new accounts and existing portfolio management. 1 May 2007

**Tallyman collections management software business** was acquired by Experian in May. Tallyman is used by clients in the UK, Europe and Asia Pacific. This acquisition is a natural extension to Experian's existing product offer in Decision Analytics. Tallyman provides software and services for managing and collecting overdue debts in the utilities, telecommunications, financial services and public sectors. Its clients include Vodafone, British Gas and ABN Amro. Sales of Tallyman in the year to 30 September 2006 were £9m and gross assets as at 30 September 2006 were £3m. Tallyman was purchased from Talgentra, a software solutions company.

*Source: Experian Press Releases*

## B2B BUSINESS MEDIA IN ASIA

### XINHUA FINANCE MEDIA MAKES ACQUISITION

**Despite its continued legal challenges in the United States, Xinhua Finance Media is pressing ahead with business development and has announced the acquisition of Beijing Mobile Interactive Co., Ltd ("M-in") for \$10 million.**

The company says that "this acquisition is intended to enable XFMedia to rapidly integrate mobile service capabilities with its existing range of popular media assets and market a variety of new interactive products and services to more than 487 million mobile phone users in China".

XFMedia, CEO Fredy Bush is quoted as saying, "M-in is an innovator in China's MVAS market, and our acquisition of it is the first step in our plan to expand XFMedia's distribution into new media. XFMedia intends to integrate M-in's MVAS platform and mobile interactive capabilities with our existing media assets such as our high-quality business, entertainment, education and drama shows, allowing viewers to interact with the shows through text messaging."

*Source: Xinhua Finance Press Release / Business Strategies Group, Hong Kong [www.bsgasia.com](http://www.bsgasia.com)*

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## B2B BUSINESS MEDIA IN ASIA

### XINHUA FINANCE MEDIA ACQUIRES ADVERTISING BUSINESS

**Xinhua Finance Media** has acquired a 100% interest in Convey Advertising Company, an outdoor advertising operator in Hong Kong and across southern China for an initial US\$33 million. The company says that the deal “expands XFMedia's outdoor advertising network to seven additional cities and includes significant high traffic and key transit routes linking mainland China with Hong Kong and Macau”. Additional payments may be made to Convey depending on performance.

*Source: XFML press release / Business Strategies Group, Hong Kong [www.bsgasia.com](http://www.bsgasia.com)*

### CYBERMEDIA REVENUES UP OVER 20%

India's **Cybermedia** has reported revenues up by 20.5% for financial year 2007 at Rs98 crore (US\$24.2 million). EBITDA grew 17.9% to Rs14.5 crore (US\$3.5million) on the back of the increased revenues. The net profit margin declined to 6.9 per cent from 7.5 per cent due to increase in financial charges.

The company's traditional publishing business grew by 17.7% and still represents 678% of revenues. Much faster growing, however, were Internet business, up 24.5% to Rs7 crore (US\$1.7 million) and events business up by 30.9% to Rs 3 crore (US\$740,000).

*Source: Cybermedia Press Release / Business Strategies Group, Hong Kong [www.bsgasia.com](http://www.bsgasia.com)*

### ITEM LAUNCHES E-NEWSLETTER IN CHINA

ITEM Publications has launched a digital newsletter targeting Chinese engineering professionals. The publisher claims that the newsletter will initially be distributed to 5,000 subscribers in China. The newsletter, **Interference Technology China eNews**, will be distributed every two weeks.

This is another example of a foreign publisher entering the Chinese market using an e-newsletter rather than attempting to launch a print publication. This strategy has a number of benefits including avoiding the complex Chinese publishing regulatory environment.

*Source: Folio Magazine / Business Strategies Group, Hong Kong [www.bsgasia.com](http://www.bsgasia.com)*

### NIKKEI LAUNCHES ENGLISH LANGUAGE REAL ESTATE WEBSITE

**Nikkei Business Publications** has announced the launch of an English language website focused on the real estate market in Japan. “Nikkei Real Estate Market Report” will be a subscription service starting July 1st available at <http://realestate.nikkeibp.co.jp>.

Nikkei BP believes that there is a strong opportunity in the market due to the limited availability of English language data on the Japanese real estate market combined with a strong increase in interest from foreign investors. The service will offer news, trends, tracking of transaction prices, data on rental yields and analysis covering the commercial and residential property market in Japan. The annual fee for subscribers outside of Japan will be US\$3,000. Nikkei BP is offering a free trial period to those that subscribe before June 25th. *Source: Business Strategies Group, Hong Kong [www.bsgasia.com](http://www.bsgasia.com)*

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## B2B BUSINESS MEDIA IN ASIA

### PWC PREDICTS BUSINESS INFORMATION TO GROW FASTEST IN ASIA

PriceWaterhouseCooper's [annual Global Entertainment and Media report](#) predicts that "business information spending in Asia Pacific will increase at a 6.3 percent CAGR, the fastest of the five regions, from US\$6.9 billion in 2006 to US\$9.3 billion in 2011." The overall media and entertainment industry is predicted to grow to \$2 trillion by 2011. The report notes that "double-digit growth is expected for digital and mobile spending in each territory during the next five years rising to \$153 billion by 2011". Magazine publishing in Asia, however, "will advance at a 3.6 percent CAGR, increasing from US\$17.2 billion in 2006 to US\$20.6 billion in 2011."

Source: PriceWaterhouseCoopers / Business Strategies Group, Hong Kong [www.bsgasia.com](http://www.bsgasia.com)

### ANALYSYS RESIZES CHINA B2B MARKET

Beijing-based consultants [Analysys](#) have produced a report on China's B2B markets which suggests that "the numerous related offline businesses make up the bulk of the B2B industry", suggesting that most existing reports err by focusing only on the online sector. Offline media, the report says, account for 75% of spending in this sector. The report states that the "B2B market has grown rapidly, reaching 7.3 billion RMB (US\$959 million) in 2006, and is expected to reach 9.3 billion (US\$1,222 million) in 2007". That 27% growth rate is broadly in line with BSG's expectations for growth in the trade fair markets. [Analysys](#) estimates that the Canton Fair is market leader with 18% share, followed by Alibaba Group with 16% and Global Sources with 9%.

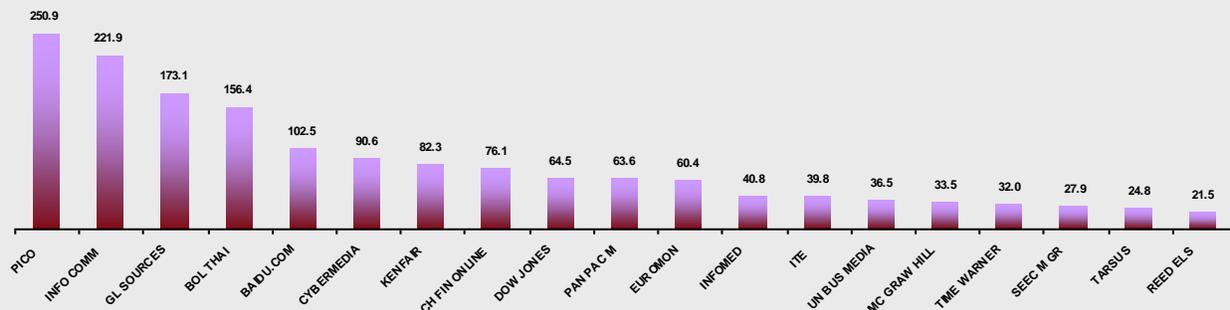
Source: [Analysys](#) / Business Strategies Group, Hong Kong [www.bsgasia.com](http://www.bsgasia.com)

### IDG ADDS ANOTHER PUBLISHING PARTNER IN CHINA, ENTREPRENEUR

[IDG](#) has added another international publishing partner to its network with the announcement that it will publish the Chinese edition of Entrepreneur Media Inc.'s *Entrepreneur* magazine. IDG will reportedly first link the brand with the website, [www.cyzone.cn](http://www.cyzone.cn), launched jointly with [Zero2IPO](#) in May. A trial issue of the magazine will be published shortly, with the first official issue due in October. Hugo Shong, president of IDG Asia/China, is quoted as saying, "Entrepreneurship is a rapidly growing opportunity in China that has yet to be fully supported. With Entrepreneur's longstanding expertise and our strong roots in this market, we're filling a major need for reliable resources to serve entrepreneurs and the advertisers that need to reach them."

Source: [Business Strategies Group](#), Hong Kong [www.bsgasia.com](http://www.bsgasia.com)

### SHARE PRICE MOVEMENT (%) FOR THE PAST 12 MONTHS OF B2B MEDIA COMPANIES INVOLVED IN ASIA



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## BIIA IN ACTION:

### BIIA 3<sup>RD</sup> BUSINESS INFORMATION FORUM - VOLUNTEERS WANTED! -

**Please note:** There has been a change in the dates. For circumstances beyond our control, we have postponed the BIIA Forum until January 2008.

As in the past we want to engage users in a dialog about the trend in credit granting and the implication on information. We will also be discussing new business models, such as the BOL concept, SMERA and other initiatives that bring about greater transparency.

Who will attend: BIIA members, information executives, exporters, local and international credit managers, trade finance managers, the IFC (World Bank Group) and government institutions.

Please contact Lawrence Yee, e-mail: [yeel@dnb.com](mailto:yeel@dnb.com)

### BIIA MEMBERSHIP AND NETWORK

**Founder Members**

**Full Members**

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BIIA

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### CONFERENCES

BIIA management was a guest at the recent Annual General Meeting of **ACCIS**, the European consumer credit information association.

Key topics of the ACCIS meeting centered on European consumer credit behavior, the role of credit bureaus in consumer education and the new European Union Directive on Credit Consumer credit. In order to be more close to the legislative process, ACCIS has moved its legal seat and secretariat to Brussels. A synopsis of the discussions will be included in one of the next issues of the BIIA newsletter.

In **China** BIIA management was a guest speaker at a major consumer credit information user meeting jointly organized by the People's Bank of China (PBC) and the International Finance Corporation (IFC), which is part of the World Bank Group. BIIA presented on the topic of "How Trade Credit Data Can Complement the Bankers' View of Credit History".

The presentation is available on the password protected member services section (member news):

[www.bia.com](http://www.bia.com)

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