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EVENTS



Turkey Trade & Export Finance Conference

October 14, 2008, Istanbul, Turkey
events@exportagroup.com

World Consumer Credit Reporting Conference 2008

October 19-21, 2008; Rio de Janeiro Brazil

This is the 6th World Consumer Credit Reporting Conference organized by CDIA and ACCIS.

It takes place for the first time in Latin America and will deal with a wide range of consumer information services issues

www.wccr2008.com

MEET OUR NEW ASSOCIATE MEMBER ABBEY ROADS ASSOCIATES

Abbey Road Associates is a boutique strategy consulting firm, specializing in price strategy. It assists leading corporations to achieve their profit goals by analyzing their price issues, and by helping these corporations develop a price strategy which captures the most value from their services and products. Abbey Road Associates published a book that provides excellent insights into pricing and branding strategies. In ‘Winning the Profit Game’, the authors offer a simple but powerful solution – to keep improving the bottom line, your organization must now shift its sights and focus on growing the top-line. They also introduce two fundamental tools for producing top line growth: price and brand.

Authors: Robert G. Docters; Michael R. Reopel, Jeanne-Mey Sun and Stephen M. Tanny. The book ‘Winning the Profit Game’ was published in 2004 by McGraw-Hill

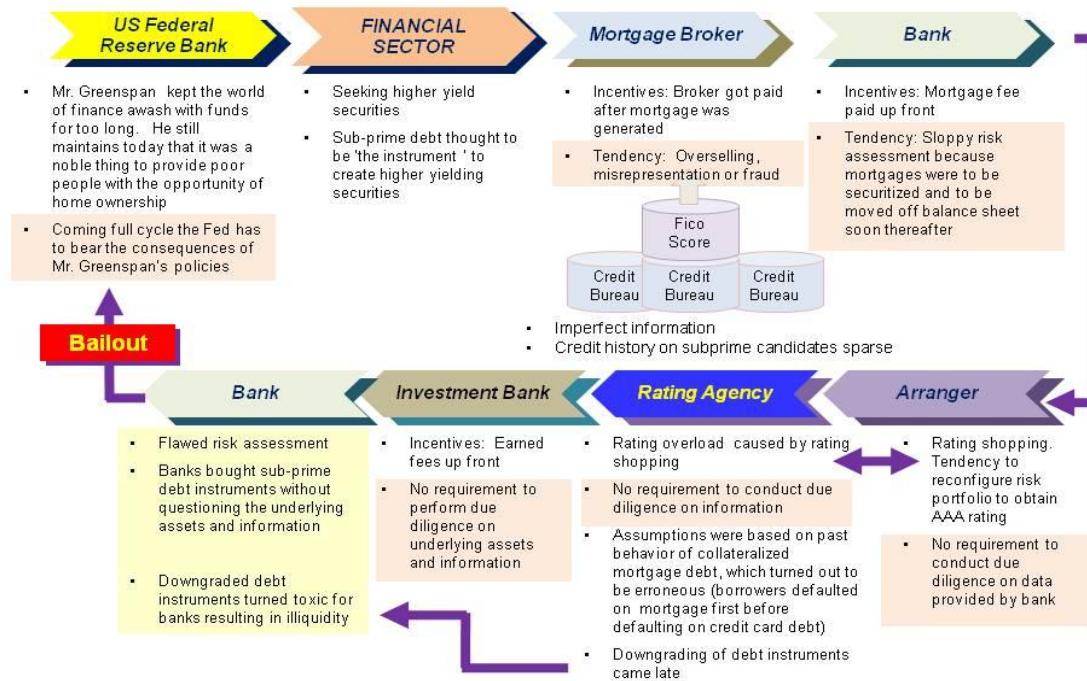
The authors can be reached at : <http://www.abbeyroadassociates.com/>

LATE BREAKING NEWS

CREDIT CRUNCH COMES FULL CIRCLE WITH THE PLAN TO BAIL OUT BANKS

In the hunt for culprits of the credit crunch the lack of information, perhaps imperfect information, and the rating agencies have been unfairly singled out as prime suspects. What received scant attention is the fact that in the value chain of capital markets there are many players, some of which acted irresponsibly, misrepresented information, many of them got paid up front, and a poor regulatory regime did not require due diligence on underlying assets. The FED (or tax payer) is now picking up the pieces. BIIA covered the SEC report on the role of rating agencies in the July/August 2008 newsletter. With the plan to relieve banks of illiquid 'toxic' debt instruments, the entire matter has now come full circle to point of origin: The US Federal Reserve Bank, which under its former Chairman Greenspan, kept global finance awash with money for too long. Whether the plan will eventually get congressional approval or will work at all has yet to be determined. To read the full story go to: <http://www.biaa.com/library.php#208>

SUB-PRIME CRISIS REVISITED – 'Value Chain' to Financial Meltdown



BIIA

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BIIA NEWSLETTER

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

BIIA NEWSLETTER ISSUE 09 - 08

LATE BREAKING NEWS

POST CREDIT CRUNCH: NEW OPPORTUNITIES FOR CONTENT

Once the dust has settled a new dawn of regulatory regime will emerge. This may lead to a potential new boom in compliance services. **David Curle, Director and Lead Analyst of Outsell Inc.** wrote in his recent Outsell Insight: "Wall Street's troubles and the proposed bailout could be a boon for the finance and governance compliance industry - but information players need comprehensive offerings. The legal and compliance industries love misery and the new magic words will be oversight, transparency and regulation, which create opportunities for all kinds of players who want to help corporations meet those new obligations efficiently and at the lowest possible cost."

However David Curle also pointed out that the first thing to expect will be a surge of new software solutions designed to track and report all kinds of regulated activity. Many current software offerings are simply warmed-over and re-branded versions of generic document management and other enterprise software tools. Moreover, technology solutions tend to overemphasize the role of automation, and underestimate the role of human factors such as **culture, education, and organization** in successful, integrated compliance functions. Compliance functions are supported by a complex mix of participants including publishers, IT providers, lawyers, accountants, consultants, training companies, and the regulating bodies themselves. **Source: www.outsellinc.com**

SHARE PRICE COMPARISON MAJOR B2B CONTENT AND RATING COMPANIES

There appears to be no short term relief for information companies from the credit crunch. Every time shares price begin to inch upward, negative market sentiments cause a further decline.

Nevertheless when one compares the share price performance of major US business information and rating agencies over a five year period, D&B and Equifax are still ahead. Moody's and McGraw-Hill are at the same level of five years ago, while InfoUSA, Acxiom and Fair Isaac share prices suffered.

Based on the current lending situation at banks, the outlook for consumer information companies for the remaining year remains bleak.



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LATE BREAKING NEWS

BUSINESS ONLINE THAILAND Q2 REPORTS REVENUES INCREASE OF 27%

Business Online, the Bangkok-based business information provider and BIIA member, announced its financial results for the three months ended 30th June. Revenues for the quarter were US\$1.6 million, an increase of 27% over the same period last year. Net income was US\$511,000, a rise of more than 40% compared with the same quarter in 2007. For the six months ended 30th June, revenues were US\$3.4 million. That is a 20% increase over the first half of 2007. Net income in the first half was US\$1.03 million, representing a jump of almost 43% over the same period of last year. BOL's share price hit a new 52-week high (Baht 18.60) following the announcement of the results.

Source: *BOL Announcement*

HAROLD "TERRY" MCGRAW III: Even in Tough Times, There Are Winners

Speaking at the ABM/FIPP conference, Terry McGraw noted that over the next five years, the media and entertainment industry is expected to grow more outside the U.S. than within its borders. The largest regional media market will be the grouping of Europe, the Middle East and Africa; partnering with local entities is perhaps the best way to tap into this tremendous global growth. **Source:** *McGraw-Hill; ABM Release*

To read the entire speech go to: <http://www.biaa.com/memberNewsPW.php>

ABM HIRES BOOZ & COMPANY FOR MAJOR INDUSTRY STUDY

American Business Media has commissioned global management consulting firm Booz & Company to conduct a major business-to-business industry study addressing how ABM membership can accelerate profitable revenue growth in today's changing business environment by adopting best practices from across b-to-b media. The study will identify new ways for developing content, applications and services, as well as new approaches for leveraging technology and adapting organizational models. Booz & Company will work closely with the media membership of ABM, as well as share their insights and experience from across their global client base, to identify winning strategies. It is surprising to note that ABM selected a general management consulting firm ignoring its own member Outsell Inc. who has most of the data already on file. **Source:** *ABM Website*

THE LOST GENERATION - PEOPLE UNDER 30 – MAY NEVER READ PAPERS

Hugo Dixon, *Editor-in-Chief of Breakingviews.com* stated at a recent Global Information Industry Summit, organized by the US based Software and Information Industry Association, that print journalism is in inexorable decline and newswires are being commoditized. Faced with 'a lost generation' - people under thirty years of age - who will never read a paper, newspapers experience declining circulation, which generally leads to savage cutbacks in staff resulting in loss of talent. The battle is on to keep talent and to capture the attention of online readers with a new brand of journalism. The issue is how to make money out of online journalism. Professionals are mobile, they demand sophisticated content. They are not prepared to put up with second rate insight. In addition speed matters.

To view Hugo Dixon's presentation click on: <http://www.biaa.com/library.php#204>

LATE BREAKING NEWS

STANDARD & POOR'S ANNOUNCES ALLIANCE WITH SHANGHAI BRILLIANCE

Standard & Poor's announced the signing of a technical services agreement with Shanghai Brilliance Credit Rating & Investors Service Co., Ltd. (Shanghai Brilliance), one of the leading credit rating agencies in the People's Republic of China. The agreement will provide Standard & Poor's and Shanghai Brilliance with a mutually beneficial platform to share respective knowledge and experience. Broad areas of cooperation include participating in training sessions, collaborating on joint research projects and sharing credit rating expertise.

Shanghai Brilliance Credit Rating & Investors Service Co., Ltd. (SBCRIS) is one of first nationally recognized credit rating agencies in China, offering bond rating and corporate rating services. It is also a fully qualified rating agency in China, including: bond rating qualification in inter-banking market; nationwide bond rating qualification granted by National Development and Reform Commission. *Source: S&P Press Release*

ARGUS AND TRANSUNION LAUNCH CREDIT DYNAMICS 360(SM) SOLUTION

Argus Information and Advisory Services and TransUnion today jointly launched Credit Dynamics 360(SM), the first solution that provides senior financial services executives with a comprehensive and customized view of the U.S. consumer credit landscape. With industry-trended data back through 1999 on 75 depersonalized key credit characteristics, the product allows financial services companies to compare and analyze performance going forward of their customers and their accounts as well as establish benchmarks against the industry overall and their competitors. *Source: <http://www.argusinformation.com/> <http://www.transunion.com/business>*

MOODY'S CORPORATION TO ACQUIRE FERMAT INTERNATIONAL

Moody's Corporation (NYSE:MCO) has agreed to acquire Fermat International, a leading provider of risk and performance management software to the global banking sector. The combination of Moody's credit portfolio management and economic capital tools with Fermat's expertise in risk management software positions Moody's to deliver comprehensive analytical solutions for financial institutions worldwide.

Moody's will purchase Fermat for 132.5 million (\$189 million), subject to customary closing adjustments. An additional sum of up to 25 million (\$36 million) in consideration may be paid based on achievement of certain financial targets by year-end 2008. The acquisition will be funded primarily from offshore cash on hand, and Fermat will operate as part of Moody's Analytics.

The acquisition combines leading risk management platforms from Moody's Analytics and Fermat. By leveraging a proprietary and robust data management platform, Fermat helps banks meet regulatory capital requirements and provides risk management and performance monitoring capabilities. With installations at more than 100 banks -- primarily in Europe, the Middle East and Asia -- Fermat significantly extends the functional and geographic scope of the Moody's Analytics suite of banking software. Founded in 1996, Brussels-based Fermat International has approximately 275 employees located worldwide serving customers in 30 countries, with significant operational and development hubs in France and Singapore.

Moody's anticipates that this acquisition will add incremental annual revenues of approximately \$75 million to \$85 million by 2010, with lower incremental 2009 revenues reflecting most of the impact from purchase accounting and deferrals associated with conversion to U.S. GAAP. Future revenue growth will be achieved through license sales and fees from software maintenance and related professional services. *Source: Moody's Press Release*

LATE BREAKING NEWS

MARTINDALE-HUBBELL AND LINKEDIN JOIN FORCES

The old world directory publisher of lawyers and law firms, Martindale-Hubbell (a unit of LexisNexis) has announced an agreement to integrate LinkedIn contact networks with martindale.com. The Martindale-Hubbell / LinkedIn relationship is part of an ongoing attempt to upgrade martindale.com for a changing legal industry's information environment, and it is also a recognition that Martindale-Hubbell itself was perhaps not in a position to build a better mousetrap than the one LinkedIn already provides. LinkedIn will receive value in the form of greater visibility in the legal market. A test of its value to Martindale-Hubbell will be whether it can use the LinkedIn relationships to continue to add more substantive content about, and from, the lawyers and firms in its service.

Source: Outsell Insight July 30, 2008

AUSTRALIAN BUSINESS EXPECTATION SURVEY INDICATES MORE PAIN

Australia's business executives are anticipating a further decline in economic conditions in the December quarter as high fuel prices, continued inflationary pressures and a cut back in consumer spending hurt sales and profit margins.

All indexes except selling prices remain in negative territory. Sales and profits growth expectations continue to fall, down 42 and 41 points respectively from the highs of the December quarter 2007. Employment growth expectations are at the lowest point since June 1991. Capital investment expectations are unchanged at an index of minus seven. Selling price expectations have climbed six points to an index of 57.

Source: D&B Australia <http://www.biaa.com/library.php#209>

USA RETAIL BANKRUPTCIES ARE MOUNTING

It is high time to review credibility of US retailers. According to Bernard Sands retail bankruptcies are mounting in the USA as the consumer spending drought, brought on by high fuel prices, rising food prices, the housing slump, a severe credit crunch and a weakening job market, has reached a critical level now that government stimulus checks have dried up. The retailing landscape is shifting, with vacancies at the nation's malls and strip centers on the rise.

Source: Bernard Sands www.bernardsands.vcmww.com

RENEWED FOCUS ON IMPORTANCE OF RISK MANAGEMENT

As the financial crisis spreads and threatens the world economy, the importance of risk management has never been greater. Indeed, given the fact the crisis was not caused by any single type of risk but a mix of market risk, credit risk, operational risk and others, the urgency for banks to move to a holistic risk management approach cannot be overstated. "Everyone is thinking about this," says Chris Matten, partner, financial services industry practices, PricewaterhouseCoopers (PwC). "This whole idea is, what is the right way to organise yourselves so as to get a truly holistic view of risk?"

Source: Asian Banker 9/24/2008

LATE BREAKING NEWS

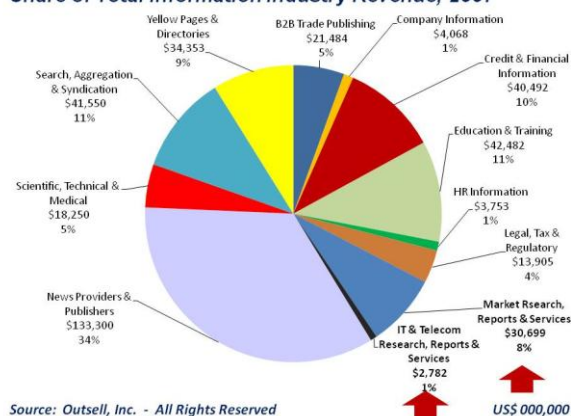
FAIR ISAAC LINKS UP WITH EURODECISION

Fair Isaac Corporation (NYSE: FIC), announced an agreement with Versailles-based **EURODECISION**, the premier French optimization consultancy, to provide decision management solutions in France. Through this agreement, EURODECISION's clients will have access to Fair Isaac's award-winning optimization and decision management technology solutions, including Fair Isaac Blaze Advisor® business rules management system, Xpress-MP optimization tools and other leading products.

EURODECISION offers organizations a wide variety of global solutions in resource optimization including consulting, feasibility studies, development of operational prototypes, software applications, integration into company existing information systems and their maintenance. Based in Versailles, the company employs over 45 high level consultants skilled in both information technology and optimization techniques. www.EURODECISION.com Source: Fair Isaac Press Release – More news on Fair Isaac are listed in Member News

MARKET RESEARCH, REPORTS & SERVICES SEGMENT GREW 9.6%

Share of Total Information Industry Revenue, 2007



The Market Research and IT & Telecom Research, Reports & Services market continued to outperform the information industry as a whole in 2007, with growth of 9.6% against total industry growth of 6.6%, achieving a total market size of US\$33.5 billion.

This market includes two segments: Market Research, Reports & Services (MRRS), which accounts for 92% of revenue, and IT & Telecom Research, Reports & Services (ITTRRS), which makes up 8%. The top five MRRS players in 2007 were The Nielsen Company, IMS Health, TNS (Taylor Nelson Sofres), WPP Info, Insight & Consultancy, and GfK AG.

Source: Outsell Inc.

UBM REVENUE GROWTH BOOSTED BY ASIA

United Business Media reported revenues of US\$883 million in the first six months of 2008. That figure is a 10.4% increase over the same figure in 2007. Pre-tax profits rose 17.4% to US\$151 million. The strong results were in part attributed to a solid performance in Asia at the company's subsidiary, **CMP Asia**.

Despite an abandoned bid to merge with **Informa**, another media group, UBM did manage to continue its run of acquiring new businesses. Seven deals were completed in the first half of 2008. *The Financial Times* reports that UBM has completed 60 acquisitions since 2004. Recently, the company's overall strategy has been focused on mitigating its dependence on advertising dollars from the B2B media businesses by increasing revenues from events and online operations. Source: *Financial Times*

MEMBER NEWS

FAIR ISAAC'S DECISION OPTIMIZER 5.7 ACCELERATES DEVELOPMENT OF OPTIMIZED DECISION STRATEGIES

Enhancements significantly reduce time needed to validate and tune models used to identify optimized strategies

Fair Isaac Corporation (NYSE: FIC), announced the release and immediate availability of Decision Optimizer version 5.7, the preeminent tool for optimizing decision strategies amid operational complexities, resource constraints and market uncertainties. Enhancements in Decision Optimizer 5.7 streamline the validation and tuning of decision models that are used to drive the optimization process, enabling companies to create optimized strategies much more quickly than previously possible. Decision Optimizer 5.7 provides a new scenario type and supporting reports for validating decision model results, along with improved tracing capabilities to assist faster debugging of the underlying components. New modeling enhancements allow more flexible criteria within decision tables, and enable users to add custom functions seamlessly for use within equation models. In addition, more flexible options have been added to specify how segmentation is applied during optimization.

Decision Optimizer is a core component of Fair Isaac's Decision Management suite of solutions and technologies that enable organizations to automate, improve and connect decisions across their business. The market-proven technology is currently in use in more than 90 projects at more than 50 financial institutions throughout the world, helping them optimize business results in customer acquisition, origination, account management, retention and fraud referrals. *Source: Fair Isaac Press Release*

FAIR ISAAC Q3 RESULTS STILL IMPACTED BY CREDIT CRUNCH

July 23, 2008 - (Minneapolis, Minnesota, USA) - Fair Isaac Corporation (NYSE:FIC), the leading provider of analytics and decision management technology, today announced the financial results for its third quarter ended June 30, 2008.

Fiscal 2008 Year-to-date Revenues from Continuing Operations Highlights:

- **Strategy Machine® Solutions** revenues were \$293.6 million compared to \$306.4 million in the prior year, or a decrease of 4.2%, primarily due to the divestiture of the mortgage product line in the second quarter of fiscal 2007 and a decline associated with marketing solutions and analytics products, partially offset by an increase in revenues derived from collections and recovery, and consumer products.
- **Scoring Solutions** revenues were \$119.6 million compared to \$134.5 million in the prior year, or a decrease of 11.1%, primarily due to a decrease in revenues derived from our PreScore® Service as well as a decrease in the volume of credit bureau risk scores, including a one-time true-up relating to the previously announced agreement with Equifax. **Professional Services** revenues were \$114.6 million compared to \$110.8 million in the prior year, or an increase of 3.4%, primarily due to an increase associated with collections and recovery, customer management, fraud and Blaze Advisor™ implementation and consulting services, partially offset by a decrease in revenues derived from originations and healthcare and analytic implementation and consulting services.
- **Analytic Software Tools** revenues were \$38.8 million compared to \$33.7 million in the prior year, or an increase of 15.0%, due to an increase in revenues generated from the sale of the Blaze Advisor™, model builder and Xpress MP products. *Source: Fair Isaac Press Release*

NEWS FROM INDIA [Courtesy Business Strategies Group, Hong Kong]

CYBERMEDIA'S REVENUES RISE, PROFITS FALL

CyberMedia, an Indian specialty publisher, announced results of the quarter ended 30th June. CyberMedia's revenues were US\$7.8 million compared with US\$5.4 million in the same quarter last year, an increase of over 43%. Net income dropped by 63% to US\$186,000 compared with US\$494,000 in the same quarter in 2007. The fall in net income was the result of a significant rise in expenditures including cost of sales, raw materials and employee costs. The revenue share from its outsourced publishing business increased from 32% of total revenues in 2007 to 51% in this most recent quarter. The remaining 49% of revenues are derived from CyberMedia's media businesses (online, print and events).

Cybermedia publishes 15 print titles, 12 industry websites and organises dozens of events in India. Key titles include *Global Services*, *Dare*, *Halsbury's Law* and *Living Digital*. Cybermedia also operates a publishing outsourcing business. **Source:** [CyberMedia press release](#)

INFOMEDIA REVENUES UP 20% IN Q1

The Indian media group, **Infomedia**, announced its results for the quarter ending 30th June. Revenues were US\$7.26 million, an increase of almost 20% compared with US\$6.05 million recorded in 2007. The company's net profit also increased to US\$314,000.

Prakash Iyer, Managing Director, Infomedia commented, "We are on a growth path, the revenues for the first quarter has increased and we are looking at consistent growth. With the growth in the Indian publishing industry, we are looking at increasing our special Interest publication division to cater to the needs of various emerging sectors. We have entered into new lines of business and tied-up with Alibaba.com, this will contribute to our growth and revenue."

Source: *Company Presentation*

INFOSYS TAKES OVER AXON FOR £407.1 MILLION (US\$748 MILLION)

On 25 August 2008, the boards of Axon and Infosys Technologies Limited ("Infosys") announced that agreement had been reached on the terms of a recommended cash offer to be made by Infosys for the entire issued and to be issued ordinary share capital of Axon (the "Offer"). The Offer, which is expected to be implemented by way of a scheme of arrangement, values Axon's existing issued and to be issued (fully diluted) share capital at approximately £407 million (US\$800 million) on a cum-dividend basis. **Source:** www.axonglobal.com

According to a report in the *Indian Business Standard* analysts noted that the Axon deal is "right-sized" and probably "right-priced" for Infosys. This is expected to strengthen Infosys' consulting business amid the global slowdown. Consulting firms are generally valued at three times their revenues, but the valuations have come down to twice the revenue levels as the markets are down.

Axon's success in winning, and delivering, large business transformation programs continues to deliver significant growth and has driven a 49% increase in revenues to £204.5m (2006: £137.5m). Adjusted operating profit before tax grew by 65% to £36.5m (2006: £22.1m). On the same basis its adjusted operating margin grew to 17.9% (2006: 16.1%). Axon employs 2,000 employees and is based in the UK. **Source:** *Indian Business Standard*

NEWS FROM INDIA [Courtesy Business Strategies Group, Hong Kong]

TIMES OF INDIA ACQUIRES DICE

Times of India subsidiary, *Timesjobs.com* has acquired *CyberMediaDice.com*, an online recruitment service. The two websites both focus on the IT and technology job market in India. The terms of the deal were not disclosed.

R. Sundar, CEO, *Times Business Solutions* stated, "This deal signifies emergence of a very strong relationship between two highly reputed and leading media houses. The complete integration of CyberMediaDice.com's resume database of over 450,000 candidates with TimesJobs.com, shall provide these highly specialised & technologically skilled candidates with better career opportunities from more than 25,000 of TimesJobs.com clients, that include blue-chip companies from India and abroad."

CyberMedia originally established CyberMediaDice.com through a joint venture with *Dice India Holdings* in 2004. Earlier this year, Cybermedia bought out Dice and renamed the company CyberMedia Careers Limited.

Source: *Times of India*

INFOMEDIA TO LAUNCH ENTREPRENEUR MAGAZINE

Television Eighteen India Ltd (TV18) announced last week, its subsidiary, *Infomedia India Ltd* will launch a new business magazine, *Entrepreneur*. Infomedia plans to collaborate with the Entrepreneur Magazine Group, a U.S.-based publisher. The magazine will be launched in India by end of this year. The Indian edition of *Entrepreneur* will include both local content and content taken from the U.S. edition. The Indian edition of *Entrepreneur* will be positioned as a general business magazine. **Key local competitors will include *Business Today* and *Business World*.**

Source: *Livemint Press Release*

CREDIT CRUNCH BOOSTS INDIAN OUTSOURCING

The declining fortunes of the consumer in the US, and increasingly the UK, are proving to be a boost for India's outsourcing industry, with some leading operators gearing up to increase the size of their debt collection and recovery units.

Firstsource, an Indian business process outsourcing company that handles credit recovery for most of the top five US banks and half the top 10 credit card issuers, said it was increasing staff numbers to win business from growing credit card defaults in both national markets. Overdue accounts at the six large US credit card issuers increased in June on the back of rising unemployment, food and fuel prices. The worst affected issuer in June was *American Express*, with loans overdue by 30 days rising 16 basis points to 3.21 per cent. Firstsource is predicting the situation will also worsen in the UK.

Source: *Financial Times*

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NEWS FROM INDIA

COOKING THE BOOKS: CREDIT CRUNCH PROVIDES MORE WORK FOR FORENSIC ACCOUNTANTS

Forensic accountants in India are reported to work on several cases of senior management fraud. Many of these cases relate to increasing profits through unethical and fraudulent practices. The culprit is variable compensation, especially in cases where variable compensation is a multiple of fixed compensation. According to accountants and lawyers interviewed by the Business Standard indicated that more of such cases will emerge as the economic climate worsens.

Cooking the books in the past was linked to stock option schemes, now it seems to be variable compensation. Most experts agreed that these cases will not become public because Indian companies are not transparent and firings are often masked as 'resignations'. Common practices for shoring up profits are: transferring expenses to subsidiaries and pushing finished goods to dealers. In most cases, the whistle is blown by disgruntled employees, and audit committees of directors. Private equity firms often launch their own investigation.

Source: Business Standard India Sept. 13, 2008

NEWS FROM CHINA [Courtesy Business Strategies Group, Hong Kong]

THE REAL WINNER OF THE OLYMPIC GAMES IS ONLINE-VIDEO

NEW MEDIA IS OVERTAKING 'OLD MEDIA TV': The most hotly contested Olympic battle and the most intense rivalry stemming from this year's games may have been between NBC and Yahoo and it centers on who had the bigger online audience.

Yahoo's Olympics site averaged 4.7 million unique visits each day, according to Nielsen Online. NBC, owned by General Electric, had 4.2 million in the same period, said Nielsen, which tracks Web site traffic. Previously, NBC has used data from the same researcher to say that during the first week of the Olympics it outranked Yahoo! By total users, page views, and the average amount of time spent on the site.

Source: Albert Sun, Olympic Winner: Online Video, in: www.businessweek.com

ALIBABA MERGES TWO SUBSIDIARIES TAOWA AND ALIMAMA

Taobao is the market leading C2C auction platform in China and Alimama is an online advertising network. The merger comes as part of Alibaba's plan to begin charging fees to Taobao users in October. Taobao has been a free service since it was launched in 2003. The company claims that US\$44 million worth of merchandise is traded on its platform each day and they claim to have 80 million registered users. Alimama works with 400,000 small- and medium-sized websites in China. Alimama competes with other ad networks operated by Baidu and Google. *Source: www.bsgasia.com*

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NEWS FROM CHINA [Courtesy Business Strategies Group, Hong Kong]

ALIBABA LAUNCHES 'EXPORT TO CHINA' SERVICE

Alibaba.com launched the beta-version of a new service this week, "Export-to-China." Historically, Alibaba.com's core business has focused on assisting Chinese small and medium-size enterprises (SMEs) to sell their products overseas. This new service aims to provide international suppliers with a platform to sell their products into China. In addition to offering online storefronts, Export-to-China, will offer professional translation services and promotion opportunities at 40 major trade shows in China each year.

Alibaba.com's CEO David Wei commented, "While China will continue to grow as the world's largest supplier, its emerging role as a major importer is creating opportunities for companies around the world, especially SMEs...Alibaba.com can help equalize the trade imbalance by connecting domestic buyers with international suppliers and promoting imports into China." *Source: Alibaba.com*

BAIDU EXPECTED TO LAUNCH ONLINE PAYMENT SERVICE

According to *China Web 2.0 Review*, Baidu is expected to launch its own online payment service soon. The service, which is to be called **Baifubao**, will compliment its C2C platform which is currently being tested. The online payment market in China is dominated by Alibaba's Alipay which holds approximately 51% of the market. Tencent's **Tenpay** and **China UnionPay's 99Bill** are the other key competitors. The Alibaba Group claims that Alipay has over 80 million registered users and the daily transaction value is US\$51 million. Alipay extended its service in August this year launching a WAP version which enables users to complete transactions on their mobile phones and last year Alipay partnered with Philiou Selwanes Partners (PSP) facilitate entry into the U.S. market.

Source: China Web 2.0 Review

GLOBAL SOURCES Q2 NET INCOME DOUBLES

Global Sources announced its second quarter results on Thursday. For the quarter ended 30th June, revenue was US\$63.7 million, an increase of 21% over the same period last year. Net income doubled rising from US\$4.2 million in the second quarter of 2007 to US\$8.4 million in the second quarter of 2008.

Global Sources' chairman and CEO, Merle A. Hinrichs, noted, "We had a very successful second quarter. Our 21% revenue growth was driven by accelerating online revenue growth of 30% overall, and 40% from mainland China." For the six months ended 30th June, revenue was US\$104.3 million, rising 19% over the first half of 2007. GAAP net income was US\$16.6 million, a 55% increase compared with the first half of 2007.

The company announced guidance for the second half of 2008. Revenue for the third quarter is expected to be between US\$38.5 and US\$39 million and earnings are expected to be US\$0.02 to US\$0.03 per share. According to Reuters, on average analysts were expecting 14 cents per share on revenues of US\$40.8 million. Management cited ongoing investment in its workforce, online platform and the launch of new trade shows as reasons for the decline in earnings. The stock dropped over 22% on Thursday following the release of the results.

Sources: Global Sources Press Release; Reuters

NEWS FROM CHINA [Courtesy Business Strategies Group, Hong Kong]

ALIBABA'S 1st Half of 2008 REVENUES INCREASE BY 48%

Hong Kong-listed [Alibaba.com](http://www.alibaba.com) recorded revenues of US\$206.9 million in the first half of 2008. That is a 48% increase year-on-year. Net income jumped 136% to US\$102 million. Alibaba.com's interest income and currency exchange gains totaled US\$24 million in the first half of 2008 compared to US\$2.7 million in the same period last year. The company's cash balance was US\$844.5 million as 30th June 2008. Revenues from the China marketplace, Alibaba.com's domestic sourcing website, increased by 84.6% in the first half. The US\$70.4 million in revenues from the China marketplace represent 34% of total revenues. The International marketplace still generates more than 60% of the overall revenues at Alibaba.com. As of 30th June, Alibaba.com's two marketplaces had a total of 32.5 million registered users, a 32.5% year-on-year increase. Of that number, nearly 27 million are registered in the domestic China marketplace. *Source: Alibaba.com press release*

XINHUA FINANCE MEDIA REVENUES GROW BY 69%

NASDAQ-listed [Xinhua Finance Media Limited](http://www.xfml.com) (XFML) announced its second quarter revenues jumped 69% compared with the same quarter last year. For the quarter ended 30th June, revenues were US\$48.9 million compared with US\$29 million in the second quarter of 2007. Over 60% of revenues were generated by the company's advertising business, nearly 30% from broadcast services and 10% from print. Net income was US\$800,000 in the second quarter and the company raised its full year revenue guidance by US\$3 million to between US\$198 million and US\$208 million. XFML's share price jumped 17% on the news.

Source: XFML press release

CREDITREFORM INTERNATIONAL LAUNCHES 3ACredit IN SHANGHAI

As of September 19th, 2008 China has a new credit information and debt collection company: **3ACredit Credit** was launched as the China arm of Creditreform International. As per the company's website www.3ACredit.com and www.creditreform.cn the company has joined the ranks of leading credit information companies in China to provide a full range of commercial services designed to promote the more robust top line and bottom line performance of its clients. The company will provide trade credit reports on foreign and Chinese entities, assists clients in trading with China, offers receivable asset management solutions, credit management training and education. The company is located in Shanghai. *Source: Company Websites*

CHINA ON THE AGENDA AT SOFTWARE AND INFORMATION INDUSTRY ASSOCIATION GLOBAL SUMMIT

BIIA Managing Director Joachim C. Bartels presented on China's content industry, which is becoming as dynamic and innovative as its Western counterparts. Thanks in part to China's investing public, which has become enamored by b2b digital media and e-commerce platforms driving their share prices to speculative levels not seen in Western financial markets. However, when outsiders contemplate entering China's content market they will quickly experience the challenging nature of a tough regulatory regime, social and cultural aspects as well as an imperfect legal and business infrastructure.

To view the Bartels's presentation click on: <http://www.bii.com/memberNewsPW.php> and scroll down

INDUSTRY NEWS

CALL CENTER TECHNOLOGY ISSUES ASIA

Context News: The 5th Annual Call Center Conference was held in Kuala Lumpur Malaysia on August 20-21, 2008, with a focus on technology. Contact Center companies in technology and customer service continue to be caught in a massive crossfire of demands: "Expand Customer Satisfaction", "Increase Revenues", "Improve Quality". The pressing question that is getting more and more attention is how to meet those and other objectives with a lower cost base and higher profitability. In the Contact Center, the customer ultimately drives the business; the option that should be driving our focus is how can we expand and enhance the relationships with call center current customer base by optimizing outbound calling.

Commentary: *BIIA Associate Member Burton Crapps, CEO of Purlieu Solutions was speaking on Offshore Collection Contact Centers - Back to Offshore Collection Contact Centers Discussions and sent BIIA the following report:*

Burton was intrigued with the potential for growth in Asia in the Outbound Calling space, as companies and countries start to understand the value of the outbound business. They have had collection agency businesses for the past 15+ years in Asia, however they are only now starting to capitalize on the value of the Outbound Technology available for collection. In each country in Asia, there is significant potential and desire for growth and expansion of the market, and huge potential for profits for Western companies to provide investment, leadership, and technology savvy.

Many of the companies represented at the forum were keen to know who to expand, how to leverage technology in their in-bound contact centers for profit, customer satisfaction, and for growth. It is a great time for companies in the West to expand and leverage their knowledge, capital and leadership to the exponential advance of collection efforts in the Asia market.

Burton Crapps can be reached at burton.crapps@purlieusolutions.com

INFORMATION INDUSTRY M&A IN SHARP DECLINE

Information industry M&A waters have turned choppy since 2Q 2008. Reed Elsevier's sale of RBI is triggering all flavors of rumors, the potential sale of Cygnus Media has led to blistering two-way finger pointing, and some planned sales have simply been put on hold due to market conditions. Infoma's deal with Providence Equity Partners, Blackstone and Carlyle Group has failed as well. Breakingviews.com believe it will take quite some time for Infoma's shares to recover.

The Jordan Edmiston Group (JEGI)'s 1st half 2008 summary of transactions [5] shows steep declines in the dollar value of B2B magazine deals, from \$2.3 billion in 1H 2007 to \$347 million in 1H 2008; in database and information services deals, which are way down from \$20.2 billion in 1st half of 2007 to \$7.3 billion in 1st half in 2008; and a 65% reduction in total information industry deal value across all categories.

Source: [Breakingviews.com](http://breakingviews.com) and [Outsell Inc.](http://outsell.com)

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INDUSTRY NEWS

THOMSON REUTERS REPORTS SLOWING REVENUE GROWTH

News of slowing revenue growth from **Thomson Reuters'** financial data business knocked down its share price. Organic revenue growth at the markets division, which accounts for 60 per cent of sales, slowed from 9 per cent in the first quarter to 7 per cent in the three months to June 30.

Tom Glocer, chief executive, said the slowdown was confined to the division's fixed income and equities businesses, and contrasted with "very strong" growth in its treasury businesses, which benefit from foreign exchange volatility, and double-digit increases in its products serving the commodities and energy markets. Stronger sales to corporate customers, such as company investor relations departments, had "more than offset" weakness among investment banking clients.

Enterprise sales had been strong as large institutions sought to "re-engineer" their trading operations. The professional division, which includes the former Thomson Corp's West legal, tax and accounting, scientific and healthcare businesses, produced organic revenue growth of 6 per cent, with strong demand for Westlaw's litigation support products. The group had achieved savings with an annualized value of \$490m from integration programs by June 30, at a cost of \$154m, with job cuts and early moves to offer Thomson Financial products to former Reuters customers and vice versa.

Source: The Financial Times

GOOGLE LAUNCHES "CHROME" [INTERNET BROWSER]

A commentary by **Infocommerce.com** carried the headline "**Chrome Goes for the Gold**", but the author thought that the test version release of Chrome may not get the Gold medal, but it certainly earned Silver.

A German press commentary however was less complimentary and called the new release "**SCRATCHED CHROME**". This is based on the fact that as soon as Google's Internet Browser "Chrome" was released IT experts detected significant gaps in Chrome's security system. Experts therefore warn users not to use Chrome in their regular work environment / PC workstations or on computers with sensitive data. After all Chrome is a just a Beta version and should be treated as such. Perhaps Google is now busy patching up Chrome's security gaps. Caveat emptor: "Let the buyer beware". *Source Info: Commerce Group Inc. and WirtschaftsWoche*

Ned May, Director & Lead Analyst of Outsell Inc. (BIIA Member) has the following to say about the latest Google move: "While Google's justifications for the development of the new browser are sound, they omit one critical element required of success - **customer demand**. This is not the first time Google has built a new product believing folks will simply come en masse, yet to date the company has had nothing close to the level of success it enjoys with its search products; conversely, the majority of its new products have struggled to gain any significant share. Regardless of whether it's a far superior idea and approach, it is simply not compelling enough for users to switch. If anyone ought to understand this need by now it should be Google, which continues to dominate and gain share in web search despite more interesting alternatives emerging each day."

Source: Outsell Inc.

INDUSTRY NEWS

EXPERIAN LAUNCHES DEDICATED BUSINESS INFORMATION REPORTS FOR INSURERS IN THE UK

Experian[™] has launched the UK's first business information reports specifically designed for commercial insurance companies. Experian's new range of 'Business Information for Insurance' reports provide insurers with access to a range of detailed and up-to-date insurance-specific information from a number of trusted sources on UK businesses and the individuals running those businesses.

The detailed information at insurers' fingertips means that companies will be able to: exert greater insight and control through improved risk assessments, provide assistance into fraud investigations and benefit from improved claims management processes. Steve Paton, Commercial Director for Experian's Insurance Services division, said: "Risk management is critical for insurers and to do this effectively, they need an accurate understanding of the nature of the risk. As a result, we are providing insurers in the UK with a new business reporting capability that focuses on the information the industry needs most and in a format that suits companies' processes."

A key feature of our Business Information for Insurance reports is the display of a red, amber or green status (RAG) based on values defined by the user. RAG reporting is widely used by the insurance industry and was a feature insurers specifically requested. The way we present this critical information and the report's clear format gives insurers an immediate indication of a company's risk status to help them make faster decisions.

Source: Experian Press Release

EXPERIAN LAUNCHES NEW COMPANY INFORMATION SERVICE FOR PROFESSIONAL AND ADVISORY SECTOR

Experian[®] has launched **Company Information** – a new, 24/7 online document service delivering accurate and reliable information on any UK private company, its shareholders and directors, to information professionals within the legal, accountancy and financial sectors.

As the foundation of the service, Experian has created its own document and image store and retrieval infrastructure. Adding to its own data assets, it has also added complete Companies House document filing coverage, all contained within a user-friendly web environment to enable it to offer 24/7 availability of Companies House documents backed by reports. As a result, **Company Information** offers unrivalled depth and breadth of information on UK private limited businesses at a service level that outpaces Companies House and other information providers. The **Company Information** service was designed following extensive research within the financial and professional services industries, with the focus on understanding the challenges information professionals and knowledge managers have in undertaking financial research and due diligence, and making it an easy to use, accurate and reliable service.

Source: Experian Press Release

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PEOPLE ON THE MOVE

GLOBAL SOURCES APPOINTS NEW HEAD FOR ONLINE AND PRINT PRODUCTS

NASDAQ-listed **Global Sources** announced this week that it had appointed a new head of its **EE Times-Asia** business unit. Todd Christenson joins Global Sources from Hearst where he was publisher of Hearst Business Media's Electronic Products magazine. Christenson will be responsible for the online and print products that comprise the EE Times-Asia business unit.

Mark A. Saunderson, president of Global Sources Electronics Business unit commented, "Todd recognizes the critical role of both traditional and digital product development in any media growth strategy. He has spent a significant amount of time in Asia and mainland China developing customer relations and understanding regional market dynamics, and brings tremendous experience to the position."

EE Times-Asia is a part of eMedia Asia Limited, a joint venture between Global Sources and **TechInsights**, a division of **United Business Media**. *Source: Global Sources announcement*

TRANSUNION APPOINTS ANDREW KNIGHT PRESIDENT TU INTERNATIONAL

TransUnion announced the appointment of Andrew Knight to president of its international operations. Knight takes the place of Ralph Sorice who retired following a 25-year career at TransUnion. Knight will report directly to Bobby Mehta, president and CEO of TransUnion.

Prior to his new role, Knight was group CEO of TransUnion's South Africa operations, growing it into one of the most successful operations in the company's international portfolio. Knight joined TransUnion in 1994 as managing director of its credit bureau operations. Before that, he held several financial management positions throughout South Africa.



Source: TransUnion Press Release

LAWRENCE TSONG APPOINTED PRESIDENT, TRANSUNION EAST ASIA

Lawrence Tsong was appointed president of TransUnion's East Asia operations. In this role, Mr. Tsong is responsible for promoting and growing TransUnion's credit information and analytic and decisioning business throughout the region. In addition, he is the Managing Director of TransUnion's Hong Kong operations, TransUnion Limited. TransUnion Limited is a majority owned subsidiary of TransUnion, LLC.

Prior to joining TransUnion in 2007, Mr. Tsong was First Vice President of United Overseas Bank group where he was responsible for establishing and managing the credit card business. From 1988 to 1998, Mr. Tsong was Director of Relationship Management for American Express in East Asia. In this role, he was accountable for long-term strategic card and merchant partnership programs, concentrating in the airline, hotel and retail merchant sectors. Mr. Tsong holds a Bachelor of Social Science degree from the University of Hong Kong.



Source: TransUnion

PEOPLE ON THE MOVE

HOWELL NAMED CHAIRMAN OF CRIF INTERNATIONAL ADVISORY BOARD

As reported in the July/August issue of the BIIA Newsletter, Larry Howell changed employment from TransUnion to CRFI. Now it is official: CRIF, a worldwide leader in **credit reporting, business information** and **decision support systems**, announced in August that it has named Larry Howell Chairman of the company's International Advisory Board. In addition, CRIF announced that Mr. Howell will serve as Chairman of the Board for Teres Solutions.



Larry Howell is a director of BIIA: <http://www.bia.com/boardOfDirectors.php>

Source: *CRIF Press Release*. To read the full story click on: <http://www.bia.com/press.php>

FORMER PRESIDENT OF D&B EUROPE POISED TO LEAD JOHNSTON PRESS

John Fry, the chief executive of the newspaper group Archant, appears to be the lead candidate for chief executive of Johnston Press, a Glasgow based newspaper group, which publishes the Scotsman, the Yorkshire Post and 300 other titles. Johnston Press has been searching for a new chief executive since the beginning of the year and the Financial Times had identified John Fry several months ago as a lead candidate.

John Fry has been chief executive of Archant since 2002. Archant, a privately held company has remained relatively resilient to the advertising downturn. Analysts therefore felt Archant's combination of websites and very tightly focused weekly papers was akin to an industry role model. If industry insiders are correct and Fry assumes the top position at Johnston Press he will be expected to lead the fight against an increasingly tough trading environment. Source: *Financial Times September 22, 2008*

BREAKINGVIEWS APPOINTS CHRIS HUGHES SENIOR EDITOR

Breakingviews, the leading source of independent financial insight, has appointed **Chris Hughes** as a senior editor in its London office. Chris, who was previously with Breakingviews from 2003 to mid-2006, returns from the Financial Times, where he was Senior Corporate Reporter and subsequently Investment Banking Correspondent, as well as being a regular comment writer. His previous experience includes The Independent newspaper, where he was Financial Editor. Chris began his career in journalism as a researcher at BBC Television.

For further information, please contact: Yasmeen.khan@breakingviews.com

BAIDU APPOINTS NEW PRESIDENT IN JAPAN

Baidu, a Chinese language Internet search provider, announced last week the appointment of new president of **Baidu's operations in Japan**. As of 1st August, Mr. Toshikazu Inoue assumed the role of president of Baidu Japan. Previously, he was the vice president of the search business and responsible for product research and development at **Yahoo! Japan**. He also worked for the web portal Excite Japan.

Robin Li, Baidu's chairman and chief executive officer said: "Mr. Inoue is recognized across Asia as a pioneer in the Japanese Internet search market. He joins Baidu with substantial international experience, an effective management style and a deep understanding of technology, products and end users in the Japanese Internet search market." Source: *Baidu Press Release*

PEOPLE ON THE MOVE

RESERVE BANK OF INDIA APPOINTS NEW GOVERNOR

Dr. D. Subbarao today took over as the 22nd Governor of the Reserve Bank of India. Dr. Subbarao has been appointed for a three-year term. Prior to this appointment, Dr. Subbarao was the Finance Secretary in the Ministry of Finance, Government of India. Dr. Subbarao has earlier been Secretary to the Prime Minister's Economic Advisory Council (2005-2007), lead economist in the World Bank (1999-2004), Finance Secretary to the Government of Andhra Pradesh (1993-98) and Joint Secretary in the Department of Economic Affairs, Ministry of Finance, Government of India (1988-1993).

Dr. Subbarao has wide experience in public finance. In the World Bank, he worked on issues of public finance in countries of Africa and East Asia. He managed a flagship study on decentralization across major countries of East Asia including China, Indonesia, Vietnam, Philippines and Cambodia. Dr. Subbarao was also involved in initiation of fiscal reforms at the state level. Dr. Subbarao has written extensively on issues in public finance, decentralization and political economy of reforms. **Source: Reserve Bank of India Press Release**

EXPERIAN APPOINTMENTS

Experian promotes **Gavin Snell** to General Manager of Experian UK & Ireland's, Credit Services Consumer Business. He will report to Phil Cotter, Managing Director, Credit Services, Experian UK & Ireland. Gavin joins the Consumer Business after enjoying senior sales and general management positions in the UK, South Africa, Australia and most recently, Experian's Nordics business, where he was Chief Operating Officer.

Martin Rossak is appointed Martin Rossak as Market Head of Central Europe for its Decision Analytics division. Martin will be responsible for growing the division's revenues in **Poland, Czech Republic, Austria, Slovakia, Slovenia, Croatia, Serbia, Romania and Bulgaria**

Nico van der Westhuizen is appointed as Market Head in Nordic & Baltic region for Experian's Decision Analytics. He will be responsible for the development and consolidation of the division in Denmark, Finland, Sweden, Norway, as well as Estonia, Latvia and Lithuania.

Charlotte Hogg has been appointed as Managing Director, UK & Ireland. Charlotte will be responsible for driving the company's continued profitable growth across its Credit Services, Marketing Services, Interactive, Strategic Accounts and Decision Analytics business lines. Experian's UK and Ireland senior management team will report to Charlotte. Charlotte will report to Victor Nichols, CEO UK & EMEA, Experian. Prior to her appointment, Charlotte was an executive of Discover Financial Services and ran the NYSE listed company's UK credit card business, Goldfish. She was responsible for the UK business's strategic direction and operations and was instrumental in the sale of its Goldfish business to Barclays Bank plc earlier in 2008. **Source: Experian Press Releases**

BIIA MEMBERSHIP IS UP TO 30 MEMBERS REPRESENTING A WIDE RANGE OF COMPETENCIES

BIIA has now 30 members with a network of 300 key information professional covering a wide range of competencies from consumer credit information, business credit information, rating services, credit platforms, taxonomy services, information consulting, b2b media and digital online services. **Click on <http://www.biaa.com/library.php#214> for further details.**

FROM THE USER CORNER

CREDIT CRISIS DRIVES RISK MANAGEMENT RECONFIGURATION

As the financial crisis spreads and threatens the world economy, the importance of risk management has never been greater. Indeed, given the fact the crisis was not caused by any single type of risk but a mix of market risk, credit risk, operational risk and others, the urgency for banks to move to a holistic risk management approach cannot be overstated.

"The integrated approach towards risk management has been a hot topic for the past 12 months and recent cases just highlight again the importance," says a Singapore-based senior risk manager, who says the bank has started relevant initiatives alongside its Basel II project. However, moving towards such an approach is not an easy task, "as different risk types have traditionally been assessed, measured and managed independently using different approaches and methodologies", he says.

"Everyone is thinking about this," says Chris Matten, partner, financial services industry practices, PricewaterhouseCoopers (PwC). "This whole idea is, what is the right way to organise yourselves so as to get a truly holistic view of risk?" Although different banks may have different structures, there are a few commonalities emerging in banks following best practices in risk management, observes Matten.

Firstly, "the CRO will be on par with the CFO in terms of the hierarchy compositions" and the two will become "equal members of the senior management committee reporting jointly to the CEO". The second element is that the risk department will be monitoring all of the risks of the organisation. "Everything will be in one place. It has to be. Everybody's learnt that lesson," he says. Thirdly, there will be very clear segregation between the origination of risk and the monitoring and supervision of that risk. The risk management function will be responsible for any decisions around hedging or selling of risk, answering questions such as: "Is it a good thing to do? What's the impact of doing it? But the origination or the execution of that idea will be done somewhere else, either in the business unit or in finance", according to Matten.

Some banks rely on various metrics to have a broad view of risk factors. This may be one of the reasons that Bank of the Philippine Islands has dodged most of the recent market turmoil. "We are one of the few banks with very heavy investment in automated Basel II software and what we do is we use it more to help guide us in our management decisions. We have excellent metrics. When something like this happens we're able to get a look at all of the parts of the risk, all of the risk factors in less than a day so we know where to look and get this information fairly quickly," says Aurelio Montinola III, president of Bank of the Philippine Islands.

PwC's Matten says over the next 24 months we could see a total reconfiguration of the way banks handle risk. He adds: "We'll end up with a pure risk management function, which is not 'management' but risk monitoring, supervision and policy that will cover all risks, whether market, credit, interest rate risks, liquidity or operational, whatever it happens to be, because you can't split these things in the modern world. And so this is, if you like, the steady state that we need to get to." - By [Wang Yi](#)

Source: The Asian Banker Published September 24, 2008

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REGULATORY CORNER

GERMANY TIGHTENS ITS DATA PROTECTION LAW – WITH IMPLICATIONS FOR ASIA

Following a number of embarrassing high profile data protection scandals the German data protection commissioner has called for tighter measures to protect sensitive data and to prevent potential misuse. He presented his case this week to the German Minister of Interior and apparently got his way.

A new bill will be sent to parliament in November containing measures to increase penalties for misuse of consumer data and providing citizens with the right of consent. Without consent data cannot be passed on to third parties, but companies have the right to collect and store sensitive data on clients. The government will also issue rules governing data security audits and considers providing certificates of compliance for companies who have passed data security audits. Government will be investigating the feasibility to tag data so that its origin can be identified following misuse of such data.

BIIA Comment: Technology in form of laptops and small storage devices has overtaken the 30 year old data protection law. It was high time to have the law overhauled. Not a week goes by without an incident where sensitive data of individuals turn up on the Internet or being sold by shady call center operators.

The law is meaningless if compliance is not rigorously enforced and heavy fines levied on offenders. Unfortunately government is not always the perfect role model either. The German Ministry of Finance paid a data thief Euro 6 million to get its hands on sensitive bank data with the help of the German Secret Services. That is tantamount to rewarding a thief and not holding up the virtues of protecting the rights of citizens to privacy. Government departments handling sensitive data of its citizens have had their fair share of lost or stolen lap tops.

What is the relevance for Asia? It has yet to be seen whether the revised law will be balanced to permit the pooling of information in critical business decisions and at the same time will be able to protect sensitive data from unauthorized use. Whatever happens in Germany on this subject will have implications within the EU and once they become standards within the EU, sooner or later the EU will try to impose these standards on other countries.

Source: *Germany Press Reports*

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