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Hoover's moves into India	3	UNCTAD / OECD / ILO Conference Geneva, Switzerland December 4 th – 5 th , 2006 “Using ICT to Achieve Growth and Development” At the invitation of UNCTAD, BIIA will present “The Use of ICTs in Trade Finance: The Case of e-Credit Information” The objective is to gain the support of UNCTAD and the OECD in overcoming the public sector data deficiencies and to create awareness of new information concepts, such as the SME credit bureau in Singapore and the Public / Private Sector Partnership in Thailand (BOL Online)
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THE QUOTE OF THE MONTH		
<p><i>“Information companies need to create tools that act off their wealth of readily available information. They have to create information systems that not only give their clients access to huge amounts of data, but also add intelligence to credit processes.”</i></p> <p><i>Martin Jones, General Manager, Atradius Credit Information Consulting Co. Ltd, Shanghai, PRC</i></p>		FCIB's 123rd International Credit & Risk Management Conference Rome, Italy February 11 th – 13 th , 2007 “State of Information in Emerging Markets” BIIA will report to international credit managers the outcome of the <i>World Bank Credit Information and Public Sector Data Survey</i> , plus the consensus from the Forum 2005 and 2006

MEMBER NEWS

FCS ONLINE PARTNERS WITH PREMIERE GLOBAL SERVICES TO PROVIDE A COST EFFECTIVE SKIP TRACING SOLUTION

FCS OnLine and Premiere Global Services (www.premiereglobal.com), a US business process solutions outsourcer, has entered into an agreement that allows FCS OnLine to bundle the Collections Accelerator solution with FCS OnLine's skip tracing tools. "The combined solution will help users reduce the cost and time involved in tracking lost customers and locating lost debtors," explained Tony Fitzgibbon, Managing Director of FCS OnLine. "Call centre agents will not have to waste time calling dead telephone numbers, instead they can concentrate on right party connects: numbers where a person is actually on the other end of the line. In addition, they will be able to use FCS Search for those contacts who are proving difficult contact much earlier in the collection process." *Source FCS OnLine News: November 2006 (info@fcsonline.com.au)*

CRIF DECISION SOLUTIONS OPENS A NEW OPERATION IN PRAGUE

CRIF Decision Solutions, a CRIF Group company focused on the development of decision support systems for credit risk management and marketing strategies, has established a new operation in Prague. A team of professionals will directly provide banking and financial institutions with know-how and expertise gained in international markets related to the design of advanced decision support models for credit management. *Source: GRIF Group November 9th, 2006*

D&B ESTABLISHES OFFICE IN THE DUBAI (UAE) DIFC

D&B has established its regional office for South Asia and Middle East at the Dubai International Finance Centre (DIFC). D&B is currently working with the Department of Economic Development (DED) for issuing the Data Universal Numbering System (DUNS Number) to all companies registered with the DED. The D&B D-U-N-S Number is a unique nine-digit identification number, recognized as the universal standard for identifying businesses worldwide and functions like a globally-enabled trade license number. "DIFC enables us to provide world class service to our clients in the financial sector across the region. We have excellent expertise and state-of-the-art infrastructure required for developing innovative products and solutions for the banking and financial community. The DIFC creates a favorable environment for local and international institutions to prosper," said Rajesh Mirchandani, CEO - D&B SAME Ltd. *Source: D&B website and Published in the Khaleej Times on 4th October 2006*

OUTSELL / EPS MARKET FORECAST

Outsell's Search, Aggregation & Syndication: 2006 Market Size, Share, Forecast and Trend Report forecast that the market will achieve a four-year compound annual growth rate of 17% through 2009, reaching USD68bn.

MEMBER NEWS

HOOVER'S LAUNCHES IN INDIA

Mumbai, October 31: Dun & Bradstreet has announced the launch of Hoover's in India. Hoover's is an information provider for intelligence on US and global companies, industries and people who lead them. The service targets financial equity research, banking and financial services, export market, recruitment, retail and legal, IT and IT enabled services, and education segments, aiming to provide global markets with customized data solutions.

Hoover.com will provide local customers service through D&B offices in seven cities which employ 550 people, and will establish a local billing system.

"India is one of the fastest growing economies worldwide and its importance in the global markets, for both- foreign funds and companies investing in India as well as Indian companies looking overseas for trade, investments and acquisitions, is growing with each passing day. This has led to an increase in demand for comprehensive, timely and accurate global business information that D&B India will address with the launch of Hoover's in India," said Raife Watson, Leader – Hoover's Asia Pacific. *Source: BSG Asia, Hong Kong*

INDUSTRY NEWS

EXPERIAN ADDS 30 NEW DATA ELEMENTS TO ITS NATIONAL BUSINESS DATABASE

Expanded file provides marketers with access to millions of new information points to help them build the most successful business-to-business marketing campaigns

Experian announced the addition of more than 30 new data elements to its National Business Database. The newly added fields provide business-to-business marketers with additional information and specialty data they can use to target new prospects and gain valuable intelligence on existing customers. Some of the new information incorporated into the National Business Database includes more than six million additional contact names, bringing the total number of business contacts in the database to more than 22 million. The expanded file also includes new specialty data elements such as commercial vehicle information. With the addition of information on commercial vehicles, marketers can further target their prospects by vehicle type, class or size of the company's fleet.

Additionally, the newly enhanced National Business Database offers expanded information on ownership types and multiple business locations such as the organization's corporate headquarters. This information assists marketers in obtaining a more complete picture of the business to improve targeting and segmentation. The National Business Database is available in batch, XML or other traditional formats, as well as through Experian's BizInsight Web site. *Source: Experian press release Oct. 2006*

INDUSTRY NEWS

EXPERIAN

Experian has announced a new subscription-based credit monitoring plan that provides business owners with unlimited access to their commercial credit reports. Available through Experian's SmartBusinessReports.com Website, Credit Insure allows users to closely monitor business information to help them protect their business and reduce credit risk. The product also includes an e-mail alert system that notifies business owners of significant changes in their credit status that may affect their overall credit rating. *Source: Experian Press Release 09/10/2006*

EQUIFAX ACQUIRES AUSTIN-TETRA, INDUSTRY- LEADING B-TO-B INFORMATION SOLUTIONS COMPANY

Equifax Inc. (NYSE: EFX) today announced the acquisition of Austin-Tetra, a privately-held company that is a leading provider of business-to-business data management solutions for FORTUNE 1000 companies and government agencies. A world-class provider of supplier data management (SDM) and customer data management (CDM) services, Austin-Tetra will become a key part of Equifax's strategy to grow its commercial business. "With our robust data assets and analytics, Equifax has developed a market-leading commercial information business," said Rick Smith, Equifax Chairman and CEO. "The addition of Austin-Tetra's industry expertise and superior technology will provide customers with an expanded suite of commercial solutions."

The cornerstone of Austin-Tetra's offerings is the A-T Number®, a unique nine-digit identifier for individual business entities such as parent companies, subsidiaries, headquarters and branches. Using its proprietary technology and data match verification process, Austin-Tetra links data records to build corporate family structures for enterprise-wide visibility of customers and suppliers. The Austin-Tetra data-match verification process has an industry-leading accuracy rate - a powerful resource for customers seeking to optimize costs and relationships. Austin-Tetra leverages a proprietary database of more than 30 million global businesses, with information aggregated from more than 300 information sources. Leading companies spanning a number of industries rely on its data management solutions to enhance their decision-making processes, enabling them to drive increased value from customer and supplier relationships. Equifax acquired Austin Consolidated Holdings, Inc. (Austin-Tetra) in an all-cash transaction; other financial terms of the acquisition were not disclosed. Austin-Tetra will maintain its presence in Irving, Texas and its Founder and CEO, Phil Berkebile Jr., will remain with Equifax under a consulting arrangement during the transition. The rest of the Austin-Tetra team will join Equifax.

BIIA Comment: The *Tetra A-T Number* appears to be the third 'unique' identification system in use after the D&B's *D-U-N-S Number* and the newly developed identification number *EASY* of COFACE and Creditreform. *When will the business information industry settle on one standard?*
Global database size comparisons: D&B 100m+; COFACE 40m+; Austin Tetra 30m+

INDUSTRY NEWS

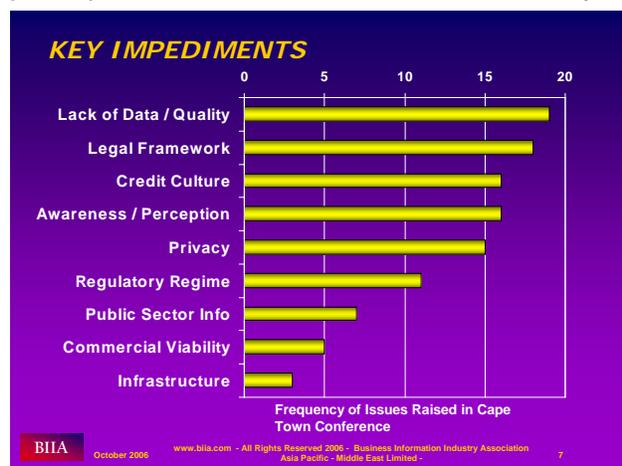
EQUIFAX

Statement from Equifax inc. regarding Fair Isaac Corp. lawsuit against VantageXcore LLC and the three national consumer credit reporting companies

Equifax believes that Fair Isaac's lawsuit is without merit and the company plans to vigorously defend itself and VantageScore Solutions LLC. We anticipated that Fair Isaac would consider litigation in an attempt to slow customer adoption of VantageScore. The creation of VantageScore is a direct result of customer demand for a more consistent, objective and better performing approach to credit scoring across all three national credit reporting companies. Contrary to Fair Isaac's claims, VantageScore in fact increases competition in the marketplace, and provides credit grantors and consumers with more choice, not less. Equifax has received extremely positive feedback from its customers who believe that VantageScore offers a more consistent and better performing scoring system that will be a great benefit to the credit system as well as to consumers. *Source: Equifax Website: ATLANTA, October 12, 2006 - Equifax Media Contact: David Rubinger +1 404-885-8555 [See BIIA NEWSLETTER OCTOBER 06 – Page 6]*

REPORT OF THE WORLD BANK REGIONAL CONFERENCE ON CREDIT REPORTING SYSTEMS IN CAPE TOWN, SOUTH AFRICA

Many African countries are working to develop their financial information systems and are changing laws and regulations to support information sharing. The IFC determined that the time was ripe for a special regional forum to address the importance of credit reporting, the role of public policy, and opportunities for public-private collaboration. Information industry members mingled with officials from central banks,



ministries of finance, economy and commerce, representatives from the legislative and judicial branches of government. Participants discussed the basic concepts of credit reporting and its role in the economy; legal and regulatory frameworks that support credit reporting; the roles of public and private sector players; and other aspects of financial information infrastructure.

The delegates were somewhat overwhelmed by the magnitude of the problems at hand. The most burning issues discussed were the lack of data, and legal frameworks, the absence of a credit culture and the lack of awareness about the value of credit information in the lending process. Some delegates nevertheless felt this represented a

ground floor opportunity and being able to learn from the latest role models in developed countries.

FROM THE USER CORNER

TRADE CREDIT INSURER SEES TROUBLED TIMES FOR THE AUTOMOTIVE INDUSTRY

Euler Hermes ACI keeping "close watch" on several industry sectors. The following is an excerpt from a report issued by Euler: The U.S. automotive industry remains one of the toughest business segments in 2006 with different sectors having different problems and varying degrees of concern, according to industry analysis from global trade credit insurer Euler Hermes ACI. "The recent higher fuel prices can't get all of the blame, but they did have an impact across multiple sectors of the automotive industry," said Euler Hermes ACI Risk VP Tony Clary. In the most recent issue of *Foresight*—a bi-annual Euler Hermes ACI publication that features industry and economic analysis—Clary issued his report on the overall health of the automotive industry, which remained "troubled" for the second straight year. "Four particular areas we are monitoring are auto parts suppliers, auto parts retailers, tire manufacturers and auto manufacturers," he said.

Auto Parts Suppliers: Foreign automakers are increasing vehicle production in North America, but Detroit's "Big Three" (Ford, GM and Chrysler) continue to cut back. That, coupled with rising raw materials costs, is pinching auto suppliers. The outlook remains bleak for suppliers closely aligned with domestic manufacturers, while those that serve foreign manufacturers are much better placed to take advantage of their vehicles' popularity.

Auto Parts Retailers: Short-term prospects are adversely affected by the recent high fuel prices, as customers' spending habits change when their disposable income gets squeezed. However, vehicle maintenance cannot be postponed forever, so demand for auto parts should not change appreciably. The outlook for auto parts retailers is mixed, depending on the timeframe, but overall the sector is probably one of the more stable of the automotive industry.

Tire Manufacturers: Tire manufacturers directly feel the effects of the recent higher oil prices because nearly 60 percent of a tire's cost is related to oil. Raw materials costs at Goodyear, the largest U.S. tire maker, have risen 16 percent since last year, and that has held back the company's turnaround plans. While oil prices have come back down from recent record highs, the decreased costs will take a while to filter through the tire manufacturers' bottom line. Additionally, OPEC recently hinted that production may decrease, which could bring the average price of a barrel of oil back up in 2007.

Auto Manufacturers: The U.S. automotive market, like most other developed markets, is largely saturated, so competition is expected to intensify. However, industry sales in North America in 2006 remain favorable compared with historic levels. U.S. manufacturers Ford Motor Co. and General Motors Corp. bear the brunt of the tough industry conditions as their market shares continue to erode. Also, intense competition increases the use of price incentives and drives down profit margins. The outlook for domestic manufacturers remains tough, requiring more progress in the companies' restructuring efforts. Foreign manufacturers continue to outperform the market, and their outlook remains positive. *The complete automotive industry report is available upon request in the latest issue of Foresight. Source: Euler Hermes ACI*

FROM THE USER CORNER

RISK MANAGEMENT

HSBC has signed a global contract with **Experian-Scorex** for its decision support solution to achieve compliance with the New Capital Accord (Basel II). Experian will deliver its strategy management business rules engine technology enabling HSBC to deploy a series of Basel II models within its global operations. *Source: Experian*

FROM THE REGULATORY CORNER

BASEL II - India

The Asian Banker reports: It is a disappointment to learn that the Reserve Bank of **India** (RBI) is postponing the **Basel II** deadline for the country's banks to 2009, as credit grows unabated and borrowing costs increase - RBI raised the repo rate by 25bps to 7.25 percent last week. Foreign banks and banks with an overseas presence have to comply by 2008, while most of the domestic banks will have to be ready by 2009. *Source: The Asian Banker November 06, 2006*

BIIA comment: It is a well known fact that Indian Banks are not very well prepared for Basel II. Computerization of India's main banks began relatively late in the 90's. Penetration of information technology in banking has been successful in the urban areas, unlike in the rural areas where it is insignificant. Banks do not have a data collection culture. Most of the historical data is still on paper and would have to be back-loaded to conform to Basel II (seven years of history). Indian bankers consider this a daunting task. However this leaves outsiders puzzled because the whole western banking world seem to have their data maintained in India. Why can't Indian banks mobilize the Indian outsourcing industry for this important task?



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