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Events - Events

BIIA members in Asia and Australasia still have an opportunity to visit the Gartner Business Intelligence & Information Management Summit in Sidney on February 21st to 22nd 2012.

Discounts for BIIA members apply

For details refer to the banner ad on the home page of www.biaa.com

LATE BREAKING NEWS

Business Information: The Annual Report Season has Begun: What Grows and What Does Not?

The annual report season was kicked off by **McGraw-Hill Companies** reporting a 3% revenue growth with analytical services growing at 14% while rating services grew only at 4%. What remains of the former business information division is now called 'commodities & commercial' which grew by 10%. Education services declined by 5%. McGraw-Hill stock gave up one point following the announcement.

D&B followed Feb. 8th by reporting overall revenue growth of 5% mainly due to impressive growth in Asia (43%) and Europe (24%). US Risk Management Services were flat reflecting the anemic commercial credit climate in the US. Management also conceded that the delay in its technology program had a negative effect on product innovation particularly on DNBI. D&B's stock declined 4.5% following the earnings release.

Equifax released its 2011 results on Feb. 9th reporting 5% revenue growth. Its US consumer information business was up 7%. The North American personal solutions business grew by 15% and its North American commercial solutions business grew 11%. European operations grew by 15% while Latin America declined by 10%. Its TALX workforce solutions business, which showed spectacular growth during the financial crisis, grew only by 2%. Most analysts on today's call congratulated Equifax's management on a fine performance. By mid-day Equifax's rose by 2 points.

Experian's full year results will not be out until May. Its financial year ends March 31, 2012. It had issued first six months trading results in December (April 2011 to September 2011 results). Its overall growth rate was a respectable 15%. Brazil has overtaken the North American business as the largest Credit Services business in the group and with it continuing to grow at 20% will pass through the \$1bn barrier by the end of the financial year. Decision Analytics business is growing strongly 14% globally with revenues of \$223 million assuming this growth rate continues it will be close to \$500m in revenues at the year end and Experian could be expected to overtake FICO as the biggest global credit analytics business by the end of 2012. Experian still puts its faith in acquisitions which drives its impressive overall growth rate, while organic growth was a single digit 6%. In January Experian published interim trading results for the quarter ending Dec. 31, 2011 announcing a 12% growth in revenues. Experian's shares have risen steadily since August of 2011.

TransUnion's results will be published on February 21st 2012.

To read the full stories and view charts go to <http://www.biaa.com/member-services/industry-news-by-company> and click on the individual companies mentioned above.

BIIA Network Group on LinkedIn has Reached 500 Members

BIIA set up a networking group on LinkedIn called [Business Information Industry Association Network](#) one year ago. The BIIA Network is growing day by day and has recently reached 500 members.

There are a number of interesting discussions under way on the subject of 'freshly investigated credit reports' and 'From Freshly Investigated' to 'Synthetically Generated' credit reports. Based on the discussions one has to realize that these terms do mean different things to different people. In observing the rising number of applicants every week the BIIA Group may reach 1,000 members by year end!

LATE BREAKING NEWS

Taxonomy: The Route to Value Added

BIIA member WAND Inc. (<http://www.wandinc.com/>) is now widely acknowledged as a market leading player in horizontal and multi-lingual taxonomy and classification development.

Wand has dedicated its 15 years of existence entirely to the business of developing taxonomies which are product based thus go beyond the traditional route of UNSPSC, Harmonized Codes or NAICS, as well as those superficial and now dwindling Yellow Page classifications.

Major enterprise software vendors get the message while content providers in general appear ignorant. To read this fascinating story click on this link: [Taxonomy](#) on www.biaa.com

Outsell: Five Technologies to Watch

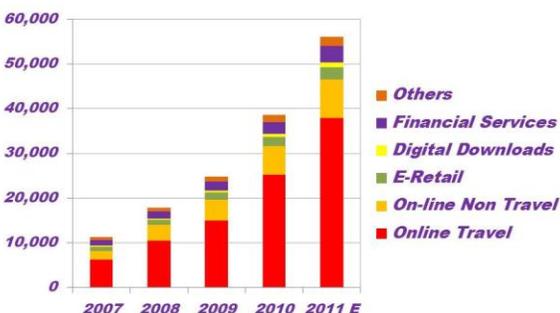
Outsell published its report on the five technologies to watch which continues the tradition of providing an annual view of the five technologies that in Outsell's opinion most warrant the attention of information industry executives in the next 12 to 24 months.

This year Outsell also explains why a few technologies did not make its list. Not every technology important to watch is disruptive, but this year there are certainly a few that are. This report is intended to help publishing executives identify technologies that matter - ones that can enable superior products and services and serve as competitive differentiators. It is also intended to be a primer for those who need to be conversant in publishing technologies, but don't have the time or inclination to dive into technical publications.

The link to this report is: <http://www.outsellinc.com/store/products/1050>

Indian E-commerce Rises

E-commerce in India



The Economic Times (India) 2011-12-15 Indian Rupee Crore BIIA

Indian E-commerce: Travel Shows the Way: Internet without transactions means nothing. That was a decade ago when the dot com business went bust. Since those early experiments, E-commerce's growth in India has been slow, but it is beginning to take off with travel showing the way. The Indian Railways portal, which was started in 2002, books 400,000 tickets per day with revenues of Crore 765 (US\$ 145 million).

Devices will continue to be low cost, but high on frills. Phones and tablets seem to be the future. Telecommunications: Mobile Internet could be the savior for the telephone companies facing a decline in the voice business. Investors: The good news is that valuations

are correcting although it is still a complex and tough space to crack

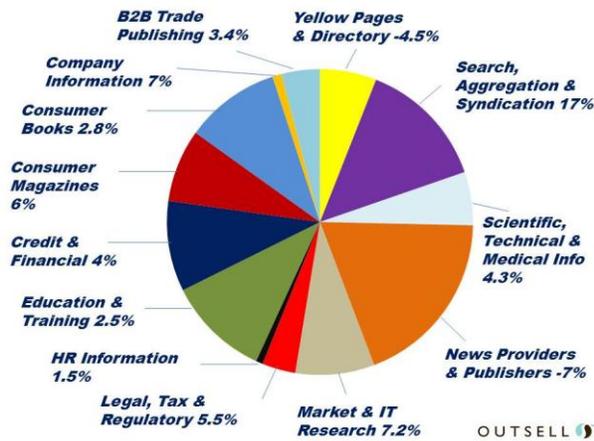
Source: The Economic Times (India) 2011-12-15

LATE BREAKING NEWS

Outsell Preliminary Industry Forecast: The 100 Largest Players Outperformed the Industry Average

The larger companies get bigger – the smaller players linger on

The top 100 Information Industry companies grew faster than the market as a whole, posting an impressive 8% growth, compared to the industry average of 2.9%. When you compare the growth of the largest 100 companies with the average one-year growth of their segment peers, the vast majority of top 100 companies grew at a faster rate than their segment counterparts. Clearly, size and scale matter in the Information Industry in driving growth.



Outsell Information Industry Forecast Through 2014



Public companies outperformed the overall top 100 and the Information Industry in each year from 2007 to 2011. The market volatility of 2009 took a toll on publicly held companies, dropping their growth below that of private and non-profit companies for the first time this decade. In 2011, public companies rebounded and once again posted growth three times higher than their privately held competitors.

Preliminary estimates show that the Information Industry grew 2.9% in 2011 to \$462 billion, compared with 0.6% growth in 2010. The strongest growth was experienced in the Search, Aggregation & Syndication (SAS), Market & IT Research (MITR), and Company Information segments of the market.

LATE BREAKING NEWS

Outsell Preliminary Industry Forecast: The 100 Largest Players Outperformed the Industry Average (continued from page xx)

Company Information segment generated \$4.4 billion in revenues and represented 1% of the total Information Industry. The **Credit & Financial Information market segment** grew an estimated 4.0% in 2011. With the exception of 2009, the Credit & Financial segment performed as well as or better than the overall Information Industry and global GDP

The largest 10 companies are (by rank): Google, Thomson Reuters, Reed Elsevier, Bloomberg, Pearson, News Corporation, The McGraw-Hill Companies, The Nielsen Company, Wolters Kluwer, Yahoo! Inc. The next 10 largest companies are: The Asahi Shimbun Company, The Yominuri Shimbun, AT&T, Inc., WPP-Consumer Insight, Gannett Co., **Experian plc**, Daily Mail & General Trust, IDG, Nihon Keizai Shimbun (Nikkei), John Fairfax Holdings Ltd. **Moody's # 23, D&B Corporation # 36 and Equifax # 45**

Here are Outsell's recommendations for 2012:

Target Emerging Markets: Geographic diversification remains a key component to growing market share with US-centric players in segments such as E&T and News significantly lagging behind their internationally diversified counterparts. Across the industry, players are expanding by tapping into emerging economies. Smart information providers that have saturated home markets will contend in these evolving areas to establish broader dominance, especially in the Asia Pacific and Latin American regions. Smart players will actively develop partnerships and alliances to gain entry to restricted markets.

Get to Grips with Big Data: Big data – the set of capabilities and resources that allows one to manage, analyze, and extract value from web-scale datasets – is everywhere discussed. That's because it represents a fundamental new way of economic value creation. Admittedly much of the value created will accrue to consumers, but as with disruptive innovation, act first or be on the bottom of the pile. Where to start? The whole senior management team needs to be up to speed on the scale and reach of the opportunity. HR planning will be important, with a definite risk of a talent war for data scientists and engineers erupting, similar to that last seen in the dot-com boom. Beyond the core need for computer and data scientists will be a larger and probably longer term gap for managers who understand and exploit the opportunities of big data.

Invest in Web and Customer Analytics: Publishers and information providers have a gold mine of opportunity in their audiences, whether large and broad or small and niche. Using a combination of profile data and analytically derived data is the key, although with privacy sensitivities.

Capturing a larger share of advertising spending and subscription revenue requires a comprehensive commitment by publishers to analytics and the platforms and skills required to deliver them. Advertisers respond to analytics that demonstrate the ROI of the advertising and marketing dollars they are spending with publishers. Subscription services can be continually upgraded when closely matched to user intent and needs made visible by analytics. Analytics needs to be staffed and funded consistent with their future impact on revenue and profit. ***The report can be purchased from Outsell Inc. Store Products 1052***

BIIA editorial comment: *In the Credit & Financial Market Segment there are several example with regard to geographic expansion: Experian successfully entered Brazil and Colombia with acquisitions lifting growth substantially. The Dun & Bradstreet Corporation re-acquired its Australian and Indian franchises lifting its international presence and Moody's move into South Korea and acquiring analytics outsourcer Copal in India.*

MEMBER NEWS

D&B Disappoints with Low Growth in 2011 in US RMS – Share Price Drops

D&B Business Segments by Quarter



D&B Earnings Releases

BIIA

Core revenue for the full year 2011 was \$1,758.5 million. This result is up 5% from the prior year similar period, before the effect of foreign exchange, (up 7% after the effect of foreign exchange). Operating income before non-core gains and charges for the full year 2011 was \$500.1 million, up 4% from the prior year similar period. On a GAAP basis, operating income for the full year 2011 was \$424.8 million, up 4% from the prior year similar period.

Total year revenues for Risk Management Solutions grew by 6% to US\$ 1,114.4 million; Sales & Marketing Solutions grew by 5% to US\$ 520.8 million and Internet Solutions grew by 7% to US\$ 123.4 million. Revenue growth of its North

American operations was 1%. Asia-Pacific operations grew 43% and European and other markets grew by 24% (all percentage figures before effect of foreign exchange).

Following the earnings release D&B's stock declined 4.8 percent to \$80.22. On February 7th 2012. D&B shares had risen to an almost one-year high of \$84.97 on Feb. 3.

In February 2010 D&B had announced a technology program which it calls 'MaxCV' at an estimated cost of \$130 million. It was expected to be completed this year. The cost of the project has been revised upward to \$160 million is now expected to be completed by the second half of next year. **To read more log on to www.biaa.com**

Source: [D&B Press Release](#)

Veda Australia: New Personal Property Securities Register Goes Live

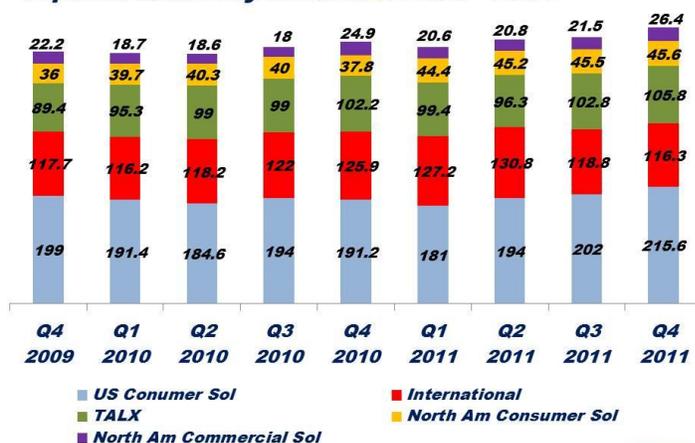
Veda has been at the forefront of the information services industry for many decades. The launch of the federal government's Personal Property Securities Register today, signals a new era for businesses and consumers across Australia. The PPSR brings significant changes to existing Australian business practices, from commercial lending and trade credit, to leasing, legal and professional services.

The PPSR will impact day to day business processes, documentation, systems and the management of risk. The PPS Register consists of a list of assets and has functions to register, search and maintain asset information. "The PPSR brings great opportunity, but organizations need to ensure that they understand the changes to their business practices. By registering your security interests on the PPSR, your business will be at a lower risk from the bad debts of partners and suppliers. And, it will better your business' position in the list of creditors in the event of insolvency or liquidation. Registering your interests on the PPSR should be an integral part of good practices in credit management and will help protect your business," explains Moses Samaha, Head of Commercial Risk at Veda. Source: [Veda Australia](#)

MEMBER NEWS

Equifax Reports Strong Fourth Quarter and Full Year 2011 Results

Equifax Quarterly Revenues 2009 - 2011



Source: Equifax

BIIA

operations was \$1.87 compared to \$1.86 for the full year 2010. On a non-GAAP basis, full year adjusted EPS from continuing operations, which excludes the impact of acquisition-related amortization expense, the loss on the deconsolidation of our Brazilian business and an income tax benefit, was \$2.52, up 9 percent from the prior year period. For the full year 2011, we returned \$220.4 million of cash to shareholders through dividends and stock repurchases during the year.

Equifax US consumer information solutions grew by 13% in the fourth quarter lifting its full year results by 7% to US\$792.6 million. The deconsolidation of its Brazilian operations impacted Latin American results by revenues declining 10% to US\$208.8 million. European revenues grew by 15% to US\$158.7 million. Canada consumer segment grew by 10% to US\$125.4 million. TALX workforce solutions had an unusually anemic growth of 2% with revenues of US\$404.3 million. North American consumer solutions grew by an impressive 15% to US\$180.7 million. North American commercial solutions grew by 11% to US\$89.3 million. What has Equifax up its sleeves to be able to grow Commercial Credit Solutions at a double digit rate and achieving a 34.4% margin? Equifax's CEO Rick Smith stated in his opening remarks during today's earnings call that growth in North American commercial solutions was largely driven by improved analytics.

First Quarter 2012 Outlook

Based on the current level of domestic and international business activity that Equifax have experienced through the current date and current foreign exchange rates, consolidated revenue from continuing operations for the first quarter of 2012 is expected to be up 9 to 12 percent from the year-ago quarter, excluding Brazil.

Source: [Equifax Press Release](#)

Equifax Inc. (NYSE: EFX) announced financial results for the quarter ended December 31, 2011. The company reported revenue from continuing operations of \$509.7 million in the fourth quarter of 2011, a 6 percent increase from the fourth quarter of 2010. On a non-GAAP basis, fourth quarter revenue was up 10 percent, excluding Brazilian operating results due to the deconsolidation of Brazil in the second quarter of 2011.

For the full year 2011, revenue from continuing operations was \$2.0 billion, a 5 percent increase from 2010. Excluding Brazilian operating results, a non-GAAP measure, full year revenue was up 8 percent. Diluted EPS from continuing

INDUSTRY NEWS

Experian QAS Launches New Medical and Insurance Compliance Tool

Experian(R) QAS(R), a part of Experian Marketing Services and a leading provider of address verification software and services, today launched QASmedWatch(SM), an online medical and insurance compliance tool that allows companies to search for medical professionals who have either opted out or been excluded from federal funding programs.

The service enables more flexible and intelligent searching of sanctioned lists, decreasing the risk of compliance failures due to misspellings or common typographical mistakes. QASmedWatch can perform a search on an individual entry or process lists against the sanctioned files. **Source:** [zecco FOREX](#)

Experian plc (ADR): Experian Simmons Announces New Cross-Platform Media Planning Service

Experian Simmons announces new cross-platform media planning service *Pioneering digital-media panel to link mobile and online activities to thousands of consumer brand preferences, attitudes and behaviors*

[Experian @ Simmons SM](#), part of [Experian Marketing Services](#), announced today the development of [Simmons Connect SM](#), a new cross-platform media planning service that includes the industry's first digital-media panel that links metered online and mobile activities to thousands of consumer brand preferences, attitudes, lifestyles and behaviors. Simmons Connect will provide marketers with the insights they need in an increasingly fragmented media environment to plan marketing efforts across traditional and emerging digital platforms, including mobile, using a consistent consumer definition. **Source:** [4-traders.com](#)

Bureau van Dijk Offers Information on Patent Holders and Patents

Bureau van Dijk offers subscribers of database products ORBIS additional data on patents held by corporations. The data comprises of data on 6.5 million patents held by 585,000 companies. The source of the data is the PATSTAT-database of the European Patent Office.

Source: [Password Germany](#)

InboundScore: A New Tool to Prioritize Inbound Sales Leads

InboundScore is a new startup company which turns inbound website sales leads into a prioritized queue of rich prospect profiles with up to 25 pieces of actionable contact and company data. It is inviting prospects to sign up to a free Beta test. When the public launch comes later in the year, InboundScore will start at \$29 per month, with scoring customization features and high lead counts costing extra.

InboundScore turns any email address and website URL into a detail profile including information about the contact and company. It can automatically append up to 25 data points including contact title, bio and social networking profiles, company summary, website traffic and popularity on social networks like Facebook and Twitter. By automating this extended data aggregation one can decrease the number of required fields on sales contact forms, increase conversion rates and widen the funnel at the very top.

InboundScore automatically scores every inbound lead based on factors related to the company, contact and overall footprint of the business based on data which InboundScore culls from public and private sources. The results can be viewed according to a prioritized queue of leads from our online account center from any web browser. Prioritized leads mean less time wasted on low quality inbound and more time selling to most qualified prospects. **Source:** [VentureBeat and InboundScore](#)

NEWS FORM CHINA

Alibaba Group May Take B2B Division Private as Part of Yahoo Deal

According to Reuters, the Alibaba Group is planning to privatise its Hong Kong-listed B2B subsidiary, Alibaba.com. The Chinese e-commerce giant is in the process of securing a loan worth US\$3 billion from six major banks. Alibaba will use a combination of loans and internal cash as well as an asset swap to buy back a portion of the 40% stake owned by majority shareholder, Yahoo Inc.

The loans from the six banks involved, namely, Australia and New Zealand Banking Group, Credit Suisse Group, DBS Bank, Deutsche Bank, HSBC Holdings and Mizuho Financial Group, have a reported tenor of three years with approximately a 4% yield.

Alibaba.com was suspended from trading on the Hong Kong Stock Exchange (HKEx) yesterday at the request of the company citing "a transaction involving the controlling shareholder of the Company" as the reason. Yahoo's stake in the Alibaba Group is estimated at around US\$14 billion. Alibaba is reportedly aiming to buy back 25% of Yahoo's overall stake. Alibaba will use a stake in Alibaba.com to cover a third of the deal value and the rest through loaned cash. *Source: Business Strategies Group (www.bsgasia.com)*

CTRISKS Rating Limited China Reports Financial Stress in Clothing & Accessory and Real Estate Holding Sectors

CTRISKS Rating Limited ("CTRISKS") publishes the corporate credit ratings Q4 2011 for listed companies in Greater China, covering mainland China, Taiwan and Hong Kong. The rating exercise assesses the creditworthiness of 4,687 listed companies.

The continuous volatile market environment in 2011 has been creating huge stress on many corporations. The sectors suffering most from the credit quality deterioration are Clothing & Accessory and Real Estate Holding & Development.

A number of downgrades were recorded in the clothing industry in Hong Kong, and it can be feared that the order volume from the West to the manufacturers would have been severely impacted. However, CTRISKS keeps a positive outlook for those same industries in China on account of a domestic market that is still growing.

There have been further downgrades in the real estate industry in Hong Kong from the previous rating release. In China, it is still too early to determine whether the Chinese government's policies on the housing market would result in a hard or a soft landing, CTRISKS will continue to apply a cautious monitoring of the credit quality of the housing developers.

[The results for all 4,687 rated entities in Q4 2011 are now available to CTRISKS' subscribers.](#)

China B2B Online Sourcing Market Size Estimated at US\$ 1.15 billion

According to a report issued by Business Strategies Group Alibaba holds a commanding lead with a 69% market share over its nearest competitors. Second in line is Global Sources with 8%, Made in China is third with 4%. *The report can be obtained from www.bsgasia.com*

CONSUMER CREDIT INFORMATION

Data Mining from Social Networks - A Discussion on LinkedIn

An interesting discussion was started in a LinkedIn Group called: **Credit Bureau & Consumer Credit Risk Management** with the following question: "Any of the operational credit bureaus start doing data mining / extraction from social networks sites to enrich data? What data could be used and what are the legal implications of that."

Only two to three years ago some loan officers in banks occasionally started by using Facebook to get data on their clients. Now banks are quite seriously looking at using information from social networks for consumer credit risk evaluation. Hence it seems to be the next phase for technological development of consumer credit bureaus. It would be interesting to know if any of the operational credit bureaus start doing data mining / extraction from social networks sites to enrich their data. What data could be used and what are the legal implications of that?

There are interesting comments which we recommend for you to read. [To follow the discussion click on this link.](#)

The Shape of Things to Come – What Does Mobil Phone Usage Say about Credit-worthiness?

Does the number of text messages you send, or the time of day you make your first phone call, say something important about how credit-worthy you are? **Cignifi** believes it does.

Cignifi is revolutionizing the way financial service companies meet the needs of an estimated 2.7 billion people worldwide with a mobile phone but no access to formal financial services. Cignifi has the first proven credit scoring solution capable of closing this gap.

The company's patent pending behavior-based score engine delivers a suite of credit risk and response scores for anyone with a mobile phone. Cignifi's scores provide the underwriting and marketing efficiency needed to profitably serve and reach the world's growing middle class. A team of world-class behavioral mathematicians in Oxford, England, developed the company's technology.

[To read the full story log on](#)

China's Consumers with Global Influence – The Worrying Aspect of Over-indebtedness

FICO hosted a gathering of 30+ senior risk officers from banks in China and other Asia Pacific countries. One of the take-away from the gathering was that bankers are carefully watching where world economic events are headed. The theme of uncertainty prevails, as it does in boardrooms in more troubled regions like the U.S. and Europe. **Over 72% felt that the global influence of Chinese consumers has either overtaken that of U.S. consumers or will do so within 5-10 years.** This is hardly surprising simply because of the number of people involved.

FICO: [Banking Analytics Blog](#)

PEOPLE ON THE MOVE

D&B Appoints Paul D. Ballew Chief Data and Analytics Officer



Almost unnoticed and without great fanfare D&B is ramping up its data and analytics capabilities by hiring **Paul D. Ballew as Chief Data and Analytics Officer**. He will be responsible for global data and information management, customer analytics, predictive analytics and the overall data and analytic strategy for the company.

According to Mr. Ballew's credentials he does not come with the usual commercial or consumer credit reporting baggage. In particular his background and past affiliations with Nationwide, General Motors, J.D. Powers and the Federal Reserve is an indication that CEO Sara Mathew appears to be on the right track in transforming D&B to compete in the new era of BIG data and analytics.

Source: [D&B Website](#)

House Cleaning at S&P

The new president of S&P appears not to be happy with the performance of certain units. He has decided to make changes in the troubled Commercial Mortgage-backed securities ratings group by removing **Barbara Duka** as chief of its commercial mortgage-backed securities ratings group that was at the center of controversy in mid-2011 when its internal review resulted in the derailing of a Goldman Sachs Group and Citigroup bond issue, according to a trade publication. S&P hasn't named a replacement.

Source: [Online Wall Street Journal](#)

Yahoo: Jerry Yang Resigns

Yahoo! Inc. (NASDAQ: YHOO) announced that Jerry Yang has resigned from its Board of Directors and all other positions with the company, effective today. In addition, Yang resigned from the Boards of Yahoo Japan Corporation and Alibaba Group Holding Limited, effective today. Yang stated that the time has come for him to pursue other interests outside of Yahoo!

Yang co-founded Yahoo! Inc. in 1995 with David Filo and served as a member of the Board of Directors since March 1995 and as Chief Executive Officer from June 2007 to January 2009. The Company went public in 1996.

It was evident for some time that Jerry Yang had run out of steam and new ideas to invigorate Yahoo. Perhaps the road is now open for an arrangement with Alibaba.

Source: [4-traders.com](#)

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