

APRIL I - 2014 ISSUE

Pages 1 - 5

Late Breaking News:

- BIIA First Quarter 2014 Business Development Review
- Media, Information, Marketing and Technology Sectors Q1 M&A Volume Up 6%
- Mirror, Mirror on the Wall ... Who is Going to Shine in the new World of Data Analytics and Data Insights in the B2B Sector?
- Hightech Goes Into High Altitude to Boost Internet Access to Remote Areas
- Equifax Sued by a Person Named 'God'
- Tech Insiders Dumped Shares Ahead of Tech Sector Correction

Page 6

Member News:

- TransUnion Partners with Epsilon to Introduce Auto Insurance ValueScore
- D&B Ramps Up Data and Analytics by Acquiring Fliptop's Social Data Matching Business Unit

Pages 7 - 9

Industry News:

- Equifax Announces Strategic Alliance with IHS Automotive and Unveils Lost Sales Analysis Solution
- Wolters Kluwer Acquires Remaining Shares of Parent of DataCert, Inc.
- Thomson Reuters Offers Customers Experian Data Quality Address Verification
- Yahoo Partners With Yelp To Bring Local Data To Its Search Tools
- Business Owners Blast Yelp
- S&P Granted Permission to Access Government Documents
- Tracesmart Acquired by LexisNexis Risk Solutions

Pages 10 - 11

News from China:

- CIOs Become a Hot Commodity
- The Alibaba – AutoNavi Deal
- Alibaba Invests US\$692 million in Department Store Operator Intime
- Sina Weibo IPO Yielded Less than Expected Value
- Chinese Cross-border Businesses in UK 'could Overhaul London'

Page 12

From the Regulatory Corner:

- So You Think You Are FCA Compliant? Regulatory Headlines
- Credit Information in India – Version 2

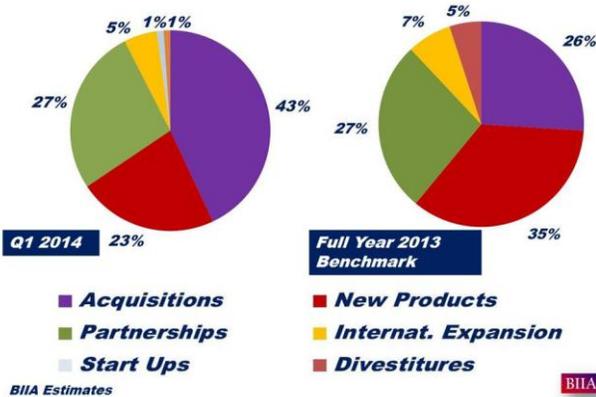


BIIA Welcomes Iberinform as a new Associate Member

LATE BREAKING NEWS

BIIA First Quarter 2014 Business Development Review

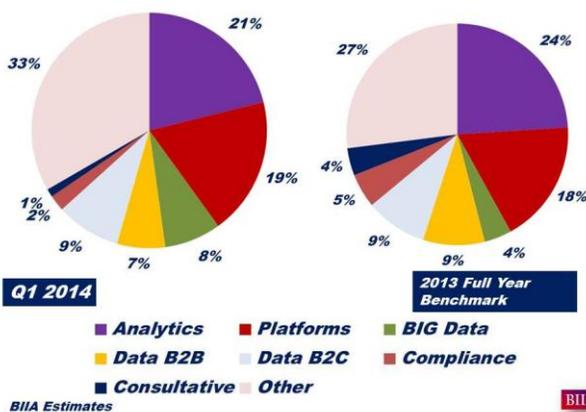
**Business Information Services Development Methods
Q1 2014 vs 2013 Full Year Benchmark**



During the first quarter of 2014 BIIA tracked over 90 company announcements covering acquisitions, internal product development, partnerships, international expansion, start-ups and divestitures.

In comparing the first quarter with the full year 2013 data it can be said that business information companies acquired more capabilities and products than what they developed on their own. Partnerships continue to be in vogue with companies marrying data with software or adding analytical capabilities. Analytics, platforms and BIG data continue to dominate in business development representing almost 50% of the announcements. In the analytics segment fraud detection services are high on the list.

Business Information Services Announcements Q1 2014



We also noticed business information companies moving into what we have categorized as 'Other'. For details please refer to the last illustration. Breaking out of the traditional mold of being a content provider, companies are looking for new capabilities and markets. Payment systems and health care information services continue to be in hot demand. Bertelsmann – Arvato acquired the Dutch payment services company *Afterpay* to supplement its financial services solutions. Companies are fully embracing the concepts of social media, networks, e-commerce, training programs, business insights and intelligence as a means to expand their markets.

In the credit Information space there has been further convergence of consumer and commercial information with CRIF acquiring the Swiss based Orell Fuesli, the market leader commercial credit information, thus complementing its consumer information business. BISNODE acquired Denmark based consumer credit services company Debtor Registret. In addition BISNODE strengthened its consultancy services by acquiring the remaining shares of Swedish marketing consultancy company Vendemore It added Grufman Reje, a leading provider of industry analysis, helping clients visualizing factors such as efficiency and competitiveness. **Continued next page**

BIIA NEWSLETTER

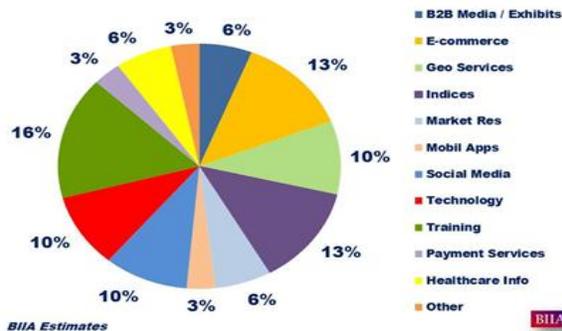
Market Intelligence - Industry Developments & Trends - Information Technology - Regulatory Issues - User Community

BIIA NEWSLETTER ISSUE 04 I - 2014

LATE BREAKING NEWS

BIIA First Quarter 2014 Business Development Review (continued from previous page)

Business Information Services Announcements Q1 2014 'Other Segments'



Equifax entered the debt collection software market in a big way by acquiring UK based TDX being able to provide end to end solution from loan originations to debt management. Not to be outdone on the commercial side Equifax acquired Forseva, a Chicago based leading provider of end-to-end, cloud-based credit and collections management solutions. This acquisition will be integrated into its commercial credit solutions business. In addition Equifax acquired Mexican based software company Inffinix, providing collections workflow software on a licensed basis to companies throughout the Latin American region.

If you are in analytics, healthcare information and payment services the rewards appear to be higher. According to Marlin & Associates review of enterprise values for 2013, data and analytics services for the financial services segment have a revenue multiple of 5.3x, while information and market research services have a lower revenue multiple of 3.5x. Healthcare information software services have a revenue multiple of 4.4x. Same applies for payment systems. See Newsletter March II – 2014 Issue.

Media, Information, Marketing and Technology Sectors Q1 M&A Volume Up 6%



The media, information, marketing and technology sectors saw 374 transactions announced in the first quarter of 2014, at a total value of \$41 billion. Deal volume increased by 6% over a slack first quarter of 2013, after the 2012 year-end surge ahead of expected tax changes.

Database and information services M&A deals grew by 25%; value of deals grew 126% as compared to same period last year.

Meanwhile, deal value took an exponential leap from \$7.5 billion in Q1 2013, on the strength of Facebook's \$19 billion acquisition of mobile messaging application **WhatsApp** and several other large transactions. In Q1 2014, transactions with \$500+ million price tags accounted for 81% of total announced deal value, according to **The Jordan, Edmiston Group, Inc. (JEGI)**

specializing in M&A advisory services across these core markets. [To read the full press release click on this link](#)

Copyright © BIIA 2014 - For Member Internal Use Only – To Request Permission to Publish Contact: biainfoasia@gmail.com
 The content of this newsletter does not necessarily reflect the opinion of BIIA and its members. BIIA is not responsible for the use which might be made of the information contained in this Newsletter. Nothing in this Newsletter implies or expresses a warranty of any kind. Neither will BIIA be responsible for any errors. To unsubscribe: Contact biainfoasia@gmail.com

LATE BREAKING NEWS

Mirror, Mirror on the Wall ... Who is Going to Shine in the new World of Data Analytics and Data Insights in the B2B Sector?

This question of 'who is going to shine in the new world of data analytics and data insights' was raised in a recent JEGI (Jordan Edmiston Group) technology conference and Jonathan Flatow, CEO of OneSource Information Services answered: "That company doesn't exist right now. If somebody can go from intent to lead to managing the sales process to close and understand all of the data along the chain, it will continue to build on itself ... that's the company that will win in the B2B space.

In addition to the above comment Flatow also opined that OneSource had the world's largest database concerning businesses. We wonder what the other players in the field such as Salesforce.com, D&B, Experian and others have to say about the two statements. Perhaps it is all in the eye of the beholder ...

Hightech Goes Into High Altitude to Boost Internet Access to Remote Areas



Google is going to use solar-powered drones to boost Internet access to remote areas. In this context Google is acquiring Titan Aerospace, a maker of solar-powered drones. Google did not release the financial terms of the transaction.

Titan's drones are able to run for five years at an altitude of some 65,000 feet (19,812 meters). They can perform similar functions to geostationary satellites, but are less costly. Google is developing Project Loon, which uses large balloons for transmitting Internet signals to regions that are not now connected.

Facebook, not to be left out is also interested in spreading the Internet to new territory, was reportedly interested in acquiring Titan. Instead Facebook announced in late March that it was acquiring Ascenta, a British firm specializing in unmanned solar-powered vehicles.

Mobile phone operators should have been onto this idea to improve mobile phone coverage even in high density areas. Perhaps they can't think beyond the proverbial transmitter mast. **Source: *Industry Week***

Equifax Sued by a Person Named 'God'

God Martovich Gazarov, 26, a Russian native who became a naturalized US citizen in January believes Equifax violated the federal Fair Credit Reporting Act and the New York Fair Credit Reporting Act by allegedly failing to provide his full credit report to him and prospective creditors. God filed a lawsuit in federal court in the Eastern District of New York. He alleges Equifax only provided an "empty credit report containing none" of his credit history, causing creditors to refuse him credit, the lawsuit filing claims.

In a statement to ABCNews.com, Equifax said: "Equifax has processes in place to help ensure that businesses and individuals requesting access to credit are who they say they are. These processes flag standalone names that generally may not be associated with the valid openings of credit accounts. We are working with the consumer to make the necessary changes to his account." **Source: *ABC News***

LATE BREAKING NEWS

Tech Insiders Dumped Shares Ahead of Tech Sector Correction

Insiders at some of the hottest private and publicly traded internet firms unloaded substantial personal stakes ahead of the slump in tech stocks that started at the beginning of March, according to a recent article in the FT.

The selling has stirred unease among some investors, who see the sales as opportunistic moves revealing a lack of confidence in their companies' stock prices as shares in the fastest-growing internet companies soared in 2013. Selling by founders and other insiders at private companies – taking advantage of a bubble in valuations in start-ups thought to be close to launching an initial public offering – raises some of the biggest concerns, according to investors.

Shares in “software as a service” companies, which sell online access to software applications running in their own data centers, have fallen 30-45 per cent from peaks hit six weeks ago.

Among the biggest sellers, Jeff Bezos, CEO of Amazon, raised \$351m in February, taking his total sales to more than \$1bn in just six months – more than three times the amount he had raised in the previous year. Amazon shares have since fallen back 11 per cent, though Mr Bezos' latest sale was still 14 per cent below the peak Amazon hit in January.

Sheryl Sandberg, COO of Facebook, has sold more than half her stake since the company's IPO less than two years ago, benefiting from the steady rise in Facebook's stock since the middle of last year. However, Ms Sandberg, whose disposals were made under a prearranged plan, began her sales when Facebook's stock was at \$21.08, well below the \$58.53 it ended at last week.

Roughly 11 per cent of fundraising rounds for private companies last year included some level of selling by insiders, compared with fewer than 6 per cent three years before.

Among insiders to take money out of their companies before going public, early backers of King Digital Entertainment, maker of the Candy Crush Saga game, were paid \$504m in dividends in the months before their company went public. The company's shares ended last week 22 per cent below their March IPO price.

Three executives at Box, a cloud storage company which has posted big losses and raised questions about whether the recent tech stock rally has made it too easy for companies to become public entities, sold \$11m of shares during private financings, according to the company's prospectus.

Many of the sales were made through pre-arranged stock trading plans that spread disposals over a long period of time, so that corporate insiders have no discretion over the timing of individual transactions. Also, the slump in tech stocks has in many cases only wiped out the gains of the past six months, leaving share prices still above the levels at which insiders were selling for much of last year.

The escalation in risk aversion is likely to be more severe among investors when they gauge the prospects for the next batch of fast-growing companies seeking to go public. One test for the IPO market will come this week as loss-making Sina Weibo is to raise up to \$437m. One big question mark will be the big IPO of Alibaba. Perhaps under the current circumstances Jack Ma may have to cut back his expectation. **Source: [Financial Times](#)**

MEMBER NEWS

TransUnion Partners with Epsilon to Introduce Auto Insurance ValueScore

Epsilon announced the launch of Auto Insurance ValueScore. In partnership with TransUnion, Auto Insurance ValueScore enables marketers to target new auto insurance prospects who are most likely to resemble their most valuable existing customers.

A household marketing indicator that solely ranks prospects into categories of preferred, standard and nonstandard segments, Auto Insurance ValueScore can be used in any marketing application—both online and offline. Leveraging Epsilon's TotalSource Plus™ best-in-class marketing database alongside TransUnion's auto insurance expertise, marketers will be able to obtain a crystal-clear, 360-degree view of their customers through multiple dimensions of marketing data.

About: Epsilon is the global leader in creating customer connections that build brand and business equity. A new breed of agency for a consumer-empowered world, our unique approach harnesses the power of rich data, world-leading technologies, engaging creativity and transformative ideas to ignite connections between brands and customers, delivering dramatic results. Recognized by Ad Age as the #1 U.S. Agency from All Disciplines, #1 World CRM/Direct Marketing Network and #2 U.S. Digital Agency Network, we employ over 5000 associates in 60 offices worldwide. Epsilon is an Alliance Data company. **Source:** [TransUnion Press Release](#)

D&B Ramps Up Data and Analytics by Acquiring Fliptop's Social Data Matching Business Unit

Acquisition expands D&B data and analytics to include social data delivered through the cloud

D&B (NYSE: DNB), has acquired the social data matching business unit of Fliptop, a leader in software solutions that aggregates public web and social data. The acquisition combines social data with D&B's proprietary data and analytics to deliver results for a growing and global customer base. Fliptop will continue to operate as an independent, non-affiliated company. Financial terms of the transaction are undisclosed.

Fliptop's social data matching technology enables D&B to associate the most up-to-date social profiles with businesses in its database. By linking unstructured social data with D&B's existing, proprietary structured data, customers will gain a more comprehensive view of people and businesses, prioritize leads and targets, and identify opportunities to expand relationships with customers. These capabilities will be integrated into D&B's solutions.

"This acquisition is a significant step forward in providing our customers with the most comprehensive data and insights around the people and businesses that matter most to them," said Bob Carrigan, President, Chief Executive Officer and Director, D&B. "Introducing rich social data that matches people with public profiles to the 230 million businesses in our database will offer our customers an edge in an increasingly digital sales and marketing environment."

About: Fliptop uses data science to help companies close more sales. Fliptop's cloud-based platform combines public web data with internal CRM and marketing application data in order to generate measurable sales lift. Their fully automated end-to-end predictive platform provides high return on investment and can be deployed quickly.

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

INDUSTRY NEWS

Equifax Announces Strategic Alliance with IHS Automotive and Unveils Lost Sales Analysis Solution

Equifax formally announced the strengthening of their recent strategic alliance with IHS Automotive, an automotive marketing solutions leader that integrated R. L. Polk & Co. into its business last year. This alliance creates a unique value proposition for the automotive market and allows both organizations the opportunity to bring deeper insights that empower critical business decisions for automotive lenders, dealers and manufacturers.

With the announcement of a formal alliance, Equifax is also releasing its first jointly developed product with IHS Automotive; Equifax Lost Sales Analysis. This solution captures auto loan application data and uses it to produce analysis of where lenders lost out on deals to their competitors. Lenders are also able to assess how missed opportunities are performing and whether the original offers could have been more competitive.

Additionally, Equifax Lost Sales Analysis allows lenders to better understand the competitive landscape by showing where dealers in their network are sending their business and which auto financiers are winning their lost loans. Additionally, lenders will better understand what terms the winning lender offered, and determine if the lost sales would have been a good fit for their portfolio. Equifax Lost Sales Analysis also provides detailed information about customer APR, financed amount, type of loan, vehicle, lender and dealer information when available, and performance metrics such as delinquencies and repossessions. *Source: [Equifax Press Release](#)*

Wolters Kluwer Acquires Remaining Shares of Parent of DataCert, Inc.

Wolters Kluwer Corporate Legal Services announced the acquisition of the remaining shares of Third Coast Holdings, Inc., parent company of DataCert, Inc., which will become part of the Wolters Kluwer Corporate Legal Services (CLS) division. Wolters Kluwer has agreed to a \$180 million cash deal to acquire the balance of the interest that it did not own in Third Coast Holdings Inc. With the deal, Wolters Kluwer will have invested a total of \$197 million in the legal management software and services company, which includes subsidiary [DataCert Inc.](#), which offers legal spending and matter management software and services.

Founded in 1998, DataCert is one of the leading providers of enterprise legal management (ELM) solutions that serve corporate general counsel, compliance and claims department executives, and law firms. DataCert's solutions include legal spend management; matter management; legal governance, risk, and compliance; and insurance claims defense, which are all delivered on a common technology platform called Passport®. DataCert had revenues of \$57 million in 2013 of which over 80% are subscription based.

DataCert, which has experienced 15 consecutive years of revenue growth, will be combined with Wolters Kluwer Corporate Legal Services' high-growth ELM business, TyMetrix. The combined high-growth business will have increased capability to expand its global product offerings, create global value to fuel international expansion, and extend value from legal analytics across a broader base of corporate legal departments, claims organizations and law firms. The acquisition also strengthens CLS's global portfolio in the growing category of legal governance, risk, and compliance software applications focused on helping companies identify and mitigate risk.

To read more [click on this link](#).

INDUSTRY NEWS

Thomson Reuters Offers Customers Experian Data Quality Address Verification

Experian Data Quality, a part of Experian Marketing Services and a leading provider of [contact data management](#) software and services, announced that Thomson Reuters now will offer its address verification software directly to customers. This product addition will allow users of Thomson Reuters ONESOURCE Indirect Tax software to improve address data quality in their SAP and Oracle systems for consistently accurate data throughout the financial process.

Experian Data Quality [address verification](#) will be sold by Thomson Reuters to customers using Oracle E-Business Suite and SAP ERP solutions, which integrates with ONESOURCE Indirect Tax determination software, to ensure an accurate address is verified and standardized upon input. The improved data quality enables Thomson Reuters to better calculate the accurate tax rate on orders processed through the ERP system. **Source:** [Thomson Reuters](#)

Yahoo Partners With Yelp To Bring Local Data To Its Search Tools

Yahoo announced that it has partnered with Yelp to bring local data into its search experience, both mobile and desktop. The deal will see traditional Yelp information, such as ratings and user photos piped into Yahoo.

Yahoo is no longer a company known for its search products, having long-ago ceded its search technology to Microsoft, but the company does command a slice of the query market. That slice is in decline, something that the company wants to correct. Yahoo has tried to slow, stall, or get out from under its search deal with Microsoft, given that the partnership has failed to perform up to financial expectations. But, lashed as Yahoo is to the Microsoft Bingwagon, the former is imitating the latter. Microsoft's search engine also partnered with Yelp, albeit 2 years ago.

Yelp remains a trove of information that search companies et al like to have in their pocket. That or you have to collect it yourself, something that Google is betting it can pull off. Bing and Yahoo, lacking Google's scale, seem content to buy off the shelf. **Source:** [Techcrunch.com](#)

Business Owners Blast Yelp

Yelp is taking some harsh criticism in the media. Its handling of fake reviews is coming under fire, as is its worth to consumers. Business owners are speaking out. Yelp recently announced that it had handed out a new round of consumer alerts – warnings that appear on business pages – calling out businesses for alleged foul Yelp review play. It also renewed alerts on some businesses that had previously received them. Yelp found a “large number of positive reviews” coming from the same IP address, which it considered “a sign of someone trying to game the system and mislead consumers”.

Businesses accusing Yelp to suppress positive reviews and leave negative reviews, thus when a business' rating drops Yelp pressures them into buying advertising. Yelp denies that this happens, and calls such accusations “conspiracy theories” and the result of the Woozle effect. Yet the accusations keep coming from business owner after business owner. **Source:** [webpronews.com](#)

INDUSTRY NEWS

S&P Granted Permission to Access Government Documents

Things are looking up for S&P in its defense against the US\$5bn lawsuit filed by the US Federal Government. A California judge on Tuesday granted S&P permission to access federal documents from the days after S&P stripped the US of its AAA rating. Documents related to a phone call that Mr. Geithner, then Secretary of the Treasury, placed to Terry McGraw, then chief executive of S&P's parent company, on the morning after the downgrade. According to Terry McGraw the Treasury secretary said the S&P conduct would be "looked at very carefully".

It happens now and then that when public or private entities are downgraded the respective parties call credit rating agencies complaining about the downgrading of their financial instruments and seeking a reversal. It is probably the first time in recent history that a government is threatening an independent institution about a negative rating decision.

Following S&P's downgrade the Federal Government filed a US\$5bn suit in a [Californian court](#) accusing the credit rating agency of inflating ratings to win more fees from the issuers and bankers that pay for them. It also accused S&P of failing to downgrade ratings for collateralized debt obligations despite knowing they were backed by deteriorating residential mortgage-backed securities. According to the complaint, S&P rated more than \$2.8 trillion of RMBS and nearly \$1.2 trillion of CDOs from September 2004 to October 2007. S&P was the only major credit rating agency sued by the US government.

Source: [Financial Times](#)

Tracesmart Acquired by LexisNexis Risk Solutions

LexisNexis® Risk Solutions announced it is expanding its identity management and fraud prevention solutions for the banking, insurance and public sectors with the acquisition of United Kingdom-based Tracesmart®.

Founded in 1999, Tracesmart is a provider of consumer data and identity, risk and trace solutions serving UK clients by delivering web-based software for tracing, identity verification/fraud prevention, anti-money laundering, debt collection and data cleansing. Tracesmart's client base includes financial services, life and pension, collections, insurance, retail, gaming, non-profit, public sector and consumer sectors.

"Tracesmart brings to LexisNexis a robust set of UK consumer records, allowing us to extend our capabilities beyond the US in order to better serve our customers. They are a leader in identity management and fraud solutions in the UK, and will be a natural complement to our core competencies," said Rick Trainor, CEO Business Services, LexisNexis Risk Solutions.

Acquiring Tracesmart, along with the recent acquisitions of [Verid Knowledge Based Authentication Technology](#), [WorldCompliance](#) and [MapFlow](#) reaffirm the Company's commitment to provide, enhance and extend its capabilities in identity management and fraud prevention solutions globally.

Source: [Tracesmart Press Release](#)

NEWS FROM CHINA

CIOs Become a Hot Commodity

McKinsey opines in a recent article on 'What could happen in China in 2014?' that the importance of the role of the CIO is growing.

There is a paradox when it comes to technology in China. On the one hand, the country excels in consumer-oriented tech services and products, and it boasts the world's largest e-commerce market and a very vibrant Internet and social-media ecosystem. On the other hand, it has been a laggard in applying business technology in an effective way. As one of our surveys¹ recently showed, Chinese companies widely regard the IT function as strong at helping to run the business, not at helping it to grow. Indeed, simply trying to find the CIO in many Chinese state-owned enterprises is akin to hunting for a needle in a haystack.

Yet the CIOs' day is coming. The productivity imperative is making technology a top-team priority for the first time in many enterprises. Everything is on the table: digitizing existing processes and eliminating labor, reaching consumers directly through the Internet, transforming the supply chain, reinventing the business model. The problem is that China sorely lacks the business-savvy, technology-capable talent to lead this effort. Strong CIOs should expect large compensation increases—they are the key executives in everything from aligning IT and business strategies to building stronger internal IT teams and adopting new technologies, such as cloud computing or big data. **Source:** McKinsey.com/Insights

The Alibaba – AutoNavi Deal

Alibaba finally got its way by acquiring AutoNavi in a deal which values AutoNavi at approximately \$1.5 bn. Alibaba feels it is a price worth paying since it wants to use digital mapping and navigation services would help Alibaba increase revenue by integrating AutoNavi's technology and data on location of establishments into maps, allowing customers to access peer review of shops and restaurants and pay for goods before arriving at a shop.

AutoNavi was the leading mobile map service by the number of users with 31.3 percent share of the market, as of the third quarter of 2013, according to Beijing-based Analysys. Baidu Inc. ([Baidu Inc \(ADR\)](http://Baidu Inc (ADR))) followed with 26.6 percent. AutoNavi provides map software for Samsung Electronics Co Ltd's (Samsung Electronics Co., Ltd.) smartphones as well as to China Mobile Ltd (China Mobile Ltd.) and Google Inc.

It is all about competition: Alibaba, which owns 28 percent of AutoNavi, offered to buy the company in February to better compete with rivals Tencent Holdings Ltd (Tencent Holdings Ltd) and Baidu, as China's biggest internet firms continue to chase growth by buying online businesses. Tencent is in tough competition with Alibaba's Taobao unit.

Alibaba, valued at around \$140 billion, is expected to go public later this year in the United States in the largest IPO since Facebook Inc's (Facebook Inc) debut in 2012.

It is interesting to note that Alibaba did not use US advisors using the Deutsche Bank while Lazard advised AutoNavi. **Source:** 4-traders.com

NEWS FROM CHINA

Alibaba Invests US\$692 million in Department Store Operator Intime

Alibaba and Intime announced that they have partnered each other to beef up the online shopping experience on Alibaba by connecting to Intime's physical stores and membership system. To this extent, Alibaba has agreed to invest about \$692 million in Intime. This will essentially give Alibaba a presence in the physical world. At the end of 2013, Intime operated 36 stores, including 28 department stores and eight shopping centers.

The partnership means, for example, that Alibaba's Tmall will have access to Intime's offline inventory product database, bringing in a wider selection of international brands, as well as fulfilling online orders from Intime's physical stores.

For Intime customers, they can receive targeted promotions and membership benefits by connecting their smartphones via Wi-Fi and location-based technology in Intime stores. They will also be able to use virtual pre-paid cards in department stores and pay via their smartphones through the Alipay mobile wallet. **Source:**

[Thenextweb.com/asia](http://thenextweb.com/asia)

Sina Weibo IPO Yielded Less than Expected Value

The IPO was less than the company had hoped for, however once the bell rang Thursday, a spate of buying suggested that Wall Street is still welcoming loss-making technology companies. Weibo shares rose from \$17 to as high as \$24.28, before ending the day at \$20.24 (14.65 euros). Weibo plans to use the IPO's proceeds to repay loans and invest in its business.

Sina Weibo was launched in 2009 to provide services akin to Twitter which is banned in China. Last year, the firm tripled its revenues to almost \$188 million, while still incurring losses to the tune of \$38 million. It's reported to now have about 144 million active users. However Weibo has been facing questions about the growth potential of its user base as well as rising competition from domestic rivals including Tencent's WeChat, an instant messaging platform allowing users to send text, photos, videos and voice messages over mobile devices.

Following the sharp selloff of tech stocks the Weibo IPO was regarded as a kind of test case whether the market still had an appetite for loss making high tech companies. **Source:** dw.de/sina-wibo

Chinese Cross-border Businesses in UK 'could Overhaul London'

Infrastructure investment in large areas of London could boom as emerging market countries, led by China, respond to Britain's call for £50bn of foreign capital to finance major construction projects.

China's state planning agency - the National Development and Reform Commission - has just issued a guide for Chinese investors at a ceremony in Beijing alongside Oliver Letwin, the UK the Minister of State at the Cabinet Office. The NDRC has never issued a country-specific guide for Chinese investors before. It outlines 18 of its firms that have ventured into the UK as [Chinese cross-border businesses](#). The United Kingdom ranked fourth among Chinese funding destinations in 2012, thanks to a near \$3bn investment in property and development projects. This is combined with corporate deals, including the multinational Chinese food and beverages manufacturing company head-quartered in Shanghai recently taking a 60 per cent stake in Weetabix. **To read the full story click on this link:** <http://worldbox.net>

FROM THE REGULATORY CORNER

News from the UK Regulatory Front: So You Think You Are FCA Compliant?

Mike Bradford, BIIA's expert on Privacy and Data Protection, was featured recently in CCTA [Consumer Credit Magazine Jan: Mar 2014](#) "So you think you are FCA compliant". FCA is the UK Financial Conduct Authority and is likely to come down hard on non-compliant businesses. Mike Bradford states bluntly: "...both the UK Information Commission and the FCA are likely to be far more punitive on a business without a robust control framework in place, accepting that no business is immune from an incident".



To access the article click on this link: [Consumer Credit Magazine Jan: Mar 2014](#)

March Regulatory Headlines:

- EU-US 'data protection umbrella agreement'
- Progress on EU data protection reform
- Direct marketing - concerns about EU data protection reform
- Data privacy - a "critical brand differentiator"
- European Commission update. This section provides an EU update from a Regulatory Strategies' partner, Newgate Public Relations, in Brussels, and provides an insight into the progress of the EU's draft data protection regulation.

For further details please access the [March 2014 Regulatory Strategies Newsletter](#)

This update was provided courtesy of Mike Bradford BIIA's Expert Advisor on Privacy and Regulatory Affairs. Mike can be reached at Regulatory Strategies Ltd www.regulatorystrategies.co.uk or Email: mike.bradford@regulatorystrategies.co.uk

Credit Information in India – Version 2



On 22 March, the Reserve Bank of India (RBI) released the Report of the Aditya Puri led Committee to recommend Data Formats for Furnishing of Credit Information to Credit Information Companies. This report is open for public comments till 30 April.

The recommendations listed in the report will have far reaching implications for consumers (data subjects), financial services and credit bureaus.

Satish Mehta, Founder and Director of Credexpert, has provided his comments for the benefit of BIIA members. To access the document click on this link: [Comments on Aditya Puri Committee Report](#)

BIIA has reported recently on these issues before. To access BIIA's comments click on the following links:

[Free Credit Reports Not Available Short Term](#)

[RBI India calls for free credit reports](#)

Business Information Industry Association Asia Pacific – Middle East Ltd.

Suite 4114 Hong Kong Plaza, 188 Connaught Road West, Hong Kong

Telephone: +852 2525 6120; Fax: +852 2525 6171; E-mail: biainfoasia@gmail.com Home Page: www.biia.com

Certificate of Incorporation: 979425