

BIIA NEWSLETTER

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

BIIA NEWSLETTER ISSUE 07 I - 2015

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BIIA Salutes 58 Members and the many Returning Visitors to www.biaa.com



16 Days left to take advantage of the *Early Bird Rate*

To Register click here

Join the best BIIA conference ever, where we celebrate our 10th anniversary, address critical industry issues, learn about new developments, and acknowledge the accomplishments of our industry and its members.

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D. Worlock

In July 2005 three consultancy businesses: **BSG - Business Strategies Group**, Hong Kong represented by Paul Woodward; **IEI - Intrepid Explorers, Inc.** represented by J.C. Bartels and **Electronic Publishing Ltd. (now Outsell Inc.)** represented by David Worlock launched BIIA on behalf of nine regional business information companies. The association is registered in Hong Kong as a Limited Liability Corporation by Guarantee and the three consultancy firms are its guarantors.



C. Christian



P. Woodward

BIIA is the brainchild of Christine Christian, formerly Managing Director of D&B Australasia. She was BIIA's first Chairman, 2005 – 2007. David Emery, formerly President D&B Asia, recruited the initial members. Lawrence Yee, formerly VP Greater China for D&B did a lot of the ground work in researching legal structure and location. We are also thankful to Jack Min Intanate, President BOL Thailand and Lim Hua Min, Phillip Securities, Singapore who served as board members in 2005.



D. Emery



J.C. Bartels

BIIA owes its existence to dedicated and farsighted individuals who recognized the need to provide a neutral open forum for members to debate and resolve common issues with users, regulators, government and the public information sector. Promoting the value of information for users and national economies as a whole, and protecting the industry by advocating a legal regulatory environment that benefits the industry and data subjects, was seen as vital



L. Yee

elements of its mission. Informing members, users of information, regulators and the general public by serving as a resource on standards, trends, technological developments, and policies was also a core element of the BIIA mission, which the BIIA board of directors pursued with vigor. Here are some of the Highlights

- **2005: BIIA registered in Hong Kong with 12 members**
 - Joint BIIA / FCIB (NACM) User Group Forum in Shanghai – Industry discussion with trade credit professionals which lead to an increase in membership
- **2006: Membership 19**
 - www.biaa.com launched to communicate with members, users, regulators –
 - Second BIIA User Group Forum in Tianjin, China
 - First BIIA Annual Meeting in Cape Town South Africa
 - BIIA presents at UNCTAD / OECD / ILO in Geneva
- **2008: Membership 29**
 - Third BIIA Forum in Hong Kong served as a catalyst for further increase in membership
 - Credit Information Workshop with Chinese regulators involving a further series of consultations with Chinese regulators until new credit information regulations were introduced in 2014
- **2010: Membership 30**
 - www.biaa.com to a WordPress web-platform setting the stage to a further increase in visitors and new members. Since 2010 BIIA www.biaa.com has become one of the largest reference sites for business information with 6,000+ posts and tracking 1,000+ categories of information services, companies and geographic markets

(Continued next page).

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- **2011: Membership 32**
 - BIIA Forum in conjunction with Incisive Media's 'Online Asia' convention and exhibit
- **2012 - 2015: Membership increased to 58 by Mid-June 2015**
 - Since its inception BIIA has maintained relationships with other user groups such as ICISA and NACM/FCIB attending or presenting at their meetings.
 - BIIA has intensified its relationships with other regional information industry associations, such as ACCIS, CDIA and EASDP/SIINDA participating in their events.
 - BIIA represents members in international forums / workshops such as APEC/ABAC, the World Bank and the IFC. BIIA is a member of the World Bank International Committee for Credit Reporting.
 - Industry advocacy is becoming more complex. To monitor regulatory changes and assist members in working with regulators, BIIA set up a permanent regulatory committee in 2014. BIIA has participated in EU workshops on SME access to finance and credit scoring.
 - In Asia BIIA has set up a regional chapter called APCCIS (Asia Pacific Consumer Credit Information Services) to assist members with regulatory matters, consumer education and data standards issues. A steering committee has been set up and met in 2015 for the first time.

In ten years the membership has grown from 12 to 58 companies. BIIA has issued over 700 passwords to information professions employed by our members. The BIIA Network group on LinkedIn has 2,440 members

We thank our members for their support and we hope to see many of you at the BIIA 10th Anniversary



BIIA's 10th Anniversary Business Information Conference Park Lane Hotel, Hong Kong — October 29th & 30th 2015

Business Information Conference in October 2015. Come and join the birthday party.

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LATE BREAKING NEWS

Experian and Kabbage in Strategic Alliance

Experian to Provide Kabbage Technology and Data Platform to Clients

Kabbage Inc. is one of the leading technology and data platform that powers automated small business lending, is expanding its platform business through a strategic alliance with Experian, the leading global information services company. As part of the collaboration, Experian will offer Kabbage's automated lending and servicing platform to its institutional clients that serve small businesses and consumers.

The announcement follows this year's successful launch of Kabbage's platform licensing business, an extension of the company's core direct lending business. Kabbage continues to reinvent financial services by making its technology platform available to large financial institutions and other companies in the U.S. and abroad that serve small businesses and consumers.

Experian joins MasterCard as the second global leading company in financial services to leverage the Kabbage platform to extend automated lending to small businesses and consumers. Through these alliances, Kabbage will serve a broad spectrum of financial institutions, connecting small businesses and consumers with new sources of funding.

About Kabbage Inc.

Kabbage Inc., headquartered in Atlanta, has pioneered the first financial services data and technology platform to provide fully automated funding to small businesses in minutes. Kabbage leverages data generated through business activity such as accounting data, online sales, shipping and dozens of other sources to understand performance and deliver fast, flexible funding in real time.

Through its [Karrot](#) brand, Kabbage offers simple consumer loans through its automated platform. Kabbage is venture-funded and backed by SoftBank Capital, Thomvest Ventures, Mohr Davidow Ventures, BlueRun Ventures, the UPS Strategic Enterprise Fund, TCW/Craton and additional investors, including Ron Conway's SV Angel, David Bonderman, founder of TPG Capital, and Warren Stephens, CEO of Stephens Inc. All Kabbage and Karrot U.S.-based loans are made by Celtic Bank, a Utah-Chartered Industrial Bank, member FDIC. [Source: Mysanantonio.com](#)

BIIA Editorial Comment: Based on recent fanfares by FINTECH companies about relying entirely on analytics and alternative data sources (other than credit bureaus), the alliance between Experian business information services and Kabbage indicates that information companies can have an important role in providing a reliable foundation to expeditions lending to SMEs.



"In today's competitive lending environment, there is inherent value in automated technology to underwrite, monitor and manage current and prospective customers."

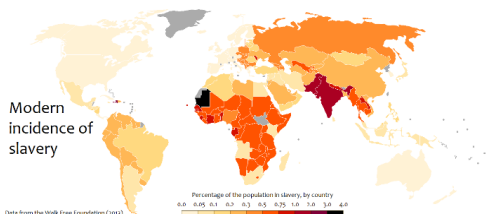
"By teaming with Kabbage, we are able to offer our clients additional resources that

enable them to minimize risk and improve profitability, while providing small businesses and consumers with access to much-needed capital."

Laura DeSoto, senior vice president of Experian
Business Information Services

LATE BREAKING NEWS

Thomson Reuters Partners with NGOs to Fight Human Trafficking



Powerful data analytics will enable companies to identify sources of labor in their supply chains and avoid risk of involvement in exploitation

Thomson Reuters announced new partnerships with two of the world's premier anti-slavery organizations to turn the power of data analytics onto corrupt labor brokers and people traffickers. Companies and financial institutions can become unwitting

participants in slavery due to a lack of understanding of their suppliers, partners or contractors: although they may have a thorough understanding of their immediate contractors, sub-contractors may expose companies to further risk.

Verité, a nonprofit organization dedicated to ensuring that people around the world work under safe, fair, and legal conditions, is working to help leading companies assess and analyze the trafficking risk associated with labor brokers used by their subsidiaries, suppliers and contractors to source staff. As part of this effort, Thomson Reuters is partnering with Verité to provide expert guidance and data analysis to uncover the links between labor trafficking in supply chains and other crimes such as corruption.

Liberty Asia, which is dedicated to providing a more effective and coordinated response to slavery, is collaborating with Thomson Reuters on data and information gathering about human trafficking and modern slavery. Thomson Reuters and Liberty Asia will also work together to train analysts and investigators in gathering this data.

World-Check is Thomson Reuters source of intelligence on politically-exposed persons (PEPs) and heightened risk individuals and organizations globally. World-Check data aids compliance with legislation relating to anti-money laundering, threat financing, anti-corruption, organized crime, third party risk and other financial crimes control. World-Check contains over 12,000 profiles linked to child and slave labor, migrant smuggling, sex trafficking and human trafficking.”

For companies, these analyses will help ensure the integrity of their supply chains at a time when their activities are under increased scrutiny. Particularly in developing countries, manufacturers need to demonstrate compliance with local labor laws but in a growing number of countries – such as the United States and the United Kingdom – there is an additional requirement to be compliant with international anti-trafficking protocols and national laws in order to be able to export goods to them.

The new partnerships were announced at the inaugural **Trust Forum Asia** in Hong Kong, organized by Thomson Reuters and the Thomson Reuters Foundation. The event brings together more than 200 financial and legal experts, government, academics, activists and NGOs to discuss the exploitation of domestic labor and the widespread use of displaced, impoverished and trafficked individuals in Asia's fishing industry.

Last week in London the Thomson Reuters Foundation brought together some of the world's leading financial institutions with law enforcement agencies to establish a working group which will combat human trafficking and modern day slavery. **Source: [Thomson Reuters Press Release](#)**

MEMBER NEWS

Forrester Research: Database-as-a-Service

FORRESTER

Forrester Research recently published a report on Database-as-a-service (DBaaS), a new and emerging *publiccloud* database service.

Business leaders demand next-generation applications and new insights to drive more intelligent engagement and better decisions. To get there, enterprise architects need to design an agile technical architecture that can scale automatically with capabilities, such as databases, that are always available to support new initiatives. It takes enormous time, effort, and coordination to provision new databases today because of a lack of resources to meet the administration challenges of rolling out complex clustered systems.

Database-as-a-service (DBaaS), a new and emerging *publiccloud* database service, delivers an elastic, secure, scalable, highly available, and self-service database platform that helps enterprise architecture (EA) professionals and developers respond more quickly to new business needs and competitive threats as well as deliver innovative new products and services.

This report explains the key characteristics to look for in a DBaaS solution and profiles the dominant vendors in the market today. **To order this report click on this link:** [Market Overview: Database-As-A-Service](#)

CRIF Opens Office in Shanghai



To meet the increasing demand for risk management and business information solutions in the region, CRIF opened a new office in Shanghai.

Alongside existing operations in Beijing, Hong Kong, Indonesia, Philippines, Myanmar, and India, the new office will strengthen CRIF's local presence as well as throughout the Asia-Pacific region. CRIF will be able to deliver integrated solutions and business information services directly to clients across Asia. **Source:** [CRIF Press Release](#)

KPMG and D&B Alliance Addresses FATCA Due Diligence Challenges



Collaboration offers tool to simplify FATCA business entity compliance as 2016 deadline looms

Marking the one-year deadline for foreign financial institutions (FFIs) to identify their preexisting entity account base for purposes of the Foreign Account Tax Compliance Act (FATCA), KPMG LLP, the U.S. audit, tax and advisory firm, and Dun & Bradstreet (NYSE: DNB) today announced details around a data-based tool to help global financial institutions meet those requirements.

The **D&B FATCA Classifier™ delivered through KPMG LINK** simplifies the classification of business entities into categories as required by FATCA and is available now. The deadline for FFIs to complete the remediation exercise for preexisting entity accounts is June 30, 2016.

The D&B FATCA Classifier™ delivered through KPMG LINK provides FATCA tax classifications for a financial institution's offshore entity customer base via an automated process, which can help reduce the risk of misclassification or the need to ask a customer to self-classify. **Source:** [Dun & Bradstreet Press Release](#)

MEMBER NEWS

Dun & Bradstreet Shifts to Partnership Model in Australia/New Zealand Markets



Dun & Bradstreet (NYSE: DNB) announced it is shifting its Australia/New Zealand (ANZ) business to a Worldwide Network partner model. Archer Capital, a leading Australian private equity firm – via its newly-formed Credit Data Solutions* business – will acquire the entirety of Dun & Bradstreet's ANZ business, including consumer risk and debt collection, and commercial solutions, for AUD \$220 million.

As part of the agreement, pending regulatory approval, Credit Data Solutions will become a partner within Dun & Bradstreet's Worldwide Network to continue to provide commercial solutions in the region. This decision supports Dun & Bradstreet's long-term growth strategy. Today, approximately two-thirds of the ANZ business is consumer-related, which is inconsistent with Dun & Bradstreet's established business-to-business focus.

After the transaction closes, Credit Data Solutions will become a partner within Dun & Bradstreet's expansive Worldwide Network, joining nearly 25 other partners on four continents to ensure commercial customers maintain seamless access to Dun & Bradstreet's worldwide business information. The partnership will preserve Dun & Bradstreet's established business-to-business presence in the market for commercial solutions.

** Credit Data Solutions Pty Ltd is wholly owned by the constituent funds managed or advised by Archer Capital.*

SalesPredict and HG Data in Partnership



Helping B2B Marketing and Sales Teams Improve Demand Gen Targeting and Increase Conversion Rates - Predictive scoring now more refined with data about installed technologies

SalesPredict, one of the leaders in Customer Lifecycle Intelligence solutions, and **HG Data**, one of the global leaders in competitive intelligence on installed technologies, announced today a new data partnership. Under the agreement, SalesPredict's predictive scoring algorithm will now leverage HG Data's install datasets so SalesPredict customers can target inbound and outbound marketing efforts more effectively and gain deeper insight into the micro-segments where they are most successful selling.

Using predictive analytics + a company's internal CRM and marketing automation system data + the open web and outside data sources, SalesPredict provides predictive scores and insights to help B2B companies effectively target their marketing efforts, deliver more qualified leads, increase conversions, accelerate sales cycles, and retain more customers.

HG Data currently tracks more than 1,700 technology vendors and more than 5,000 technology products in its proprietary datasets, including SaaS, cloud, security, networking, storage, open source, applications, mobile, big data, CRM, virtualization, visualization and analytics. Dozens of new technologies are added monthly.

Source: [HG Data Press Release](#)

MEMBER NEWS

Lattice Engines adds HG Data's Installed Technology Datasets



Lattice Engines adds the most comprehensive global dataset of installed technologies, making its predictive B2B sales and marketing platform even more powerful

HG Data, the global leader in competitive intelligence on installed technologies, and Lattice Engines, the leading provider of predictive marketing and sales applications, announced today that they have entered into a partnership. This agreement gives Lattice Engines complete access to HG Data's global dataset of installed technologies to be used as a powerful layer of historic technology usage data within their predictive sales and marketing platform. This new level of company firmographics based on current and past installed technologies will give Lattice Engines customers a more accurate, quality feed of net new leads.

Through its partnership with HG Data, Lattice will expand its network of the best content providers, which help create the Lattice Data Cloud, the most comprehensive database of buying signals in the world. Lattice chose HG Data to incorporate installed technology intelligence on a global scale which fuels detailed analyses including ideal customer profiling, market potential, competitive displacement and predictive modeling. HG Data tracks current and past technology installations in over 5,000 categories from over 1,700 vendors in its proprietary datasets. *Source: [HG Data Press Release](#)*

Worldbox Launches Comprehensive Company Database for Africa



Global Business Intelligence company Worldbox now offers complete identification company records for Rwanda, Tanzania, Mauritius, Uganda and Madagascar with extended business records for 25 other African countries.

Worldbox's industry-leading business information database now contains the complete identifications of registered companies in 56 per cent of countries within the Africa continent, and coverage is continuing to grow month-by-month.

Adding to the growing number of African countries its database now incorporates, Worldbox has also begun to link domestic companies' records to their international parent companies, where often financial statements are available. This means an evolution in its traditional offering of company directory to a business intelligence platform that can be leveraged for intricate research and due diligence.

The Worldbox Africa Business Records Database aims to list and offer information on all of these domestic businesses, as well as the international businesses they work with. Business information and financial records within the Worldbox Africa Company Database are often sourced in person by its own agents operating on the ground, meaning risks can be significantly reduced for potential business partners in Africa: whether they're looking to deliver to, invest, merge or buy into domestic businesses there.

Worldbox provides online access to detailed data on a range of essential business areas, including: validation and verification of company registrations and accounts, corporate and financial records and credit risk reports.

Source: [Presswire](#)

INDUSTRY NEWS

Yelp No longer Looking to Sell

Yelp shares fell more than 13% on July 2 after Bloomberg reported that the company is not looking to sell itself. According to the Bloomberg report, based on interviews with people familiar with the matter, Yelp had been approached by several companies but is no longer interested in selling soon.

Yelp hired Goldman Sachs after receiving interest from a potential buyer, according to Bloomberg. The company is currently valued at nearly \$3 billion. Its stock was briefly halted after the news broke. Yelp's stock price spiked more than 25% on May 7 after initial reports that it was exploring a sale, but is now back near the level it was before that news.

Following the report of a potential sale, analysts at Credit Suisse (noting they couldn't confirm the news at the time) identified six potential buyers, including Google, Apple, Amazon, and TripAdvisor.

Source: [Business Insider](#)

Salesforce Debuts Analytics Mobile App

Salesforce has introduced the first **mobile** app for its **Wave Analytics** platform.

Select iOS users are piloting Sales Wave Analytics, which Salesforce will release to the public at an undisclosed date. The **app** will connect to other services on Salesforce's CRM platform to derive data and provide "actionable insight." Features include sales-accelerator templates, historical analysis and a task-creation and deployment option called Sales Wave Actions. Partners might find it useful. Salesforce has not announced the monthly per-user price of the app.

Company CEO Mark Benioff told Dreamforce 2014 conference attendees in October that the company would **enter the analytics market**. He touted Wave as a cloud analytics platform "designed for business users, not just analysts."

Source: [Channelpartneronline.com](#)

Equifax in Partnership with NIADA

Equifax Expands NIADA (National Independent Automotive Dealership Association) Partnership to Provide Industry Insight and Consumer Auto Loan Payment Reporting Capabilities to Independent Dealers

Equifax Inc. is expanding its partnership with the National Independent Automotive Dealership Association (NIADA) to support independent and Buy-Here-Pay-Here (BHPH) dealerships. For the 2015 NIADA Used Car Industry Report, Equifax provided insight on subprime auto lending trends and partnered to conduct the latest edition of the NIADA Quarterly Business Confidence Survey, which presents independent dealers' sentiment on the current state of the industry. The report is currently available at the 2015 NIADA Convention, where Equifax representatives will also host a training session to educate attendees on how to successfully report trade line data to Equifax.

Source: [Equifax Inc.](#)

INDUSTRY NEWS

Kreditech Acquires Top Polish FinTech Company Kontox



First M&A transaction for Kreditech: A market leading bank account / KYC verification technology

Kreditech has acquired 100% of Kontomierz.pl Sp. z o. o. (Kontomierz) for a seven digit amount plus Kreditech shares. Kontomierz has built a market leading technology named KontoX to verify client identity (KYC) and gain read-only access to bank accounts. KontoX provides a missing API to bank systems. The API uses a sophisticated financial technology that works worldwide with any bank.

Kontomierz has net revenues around 1m EUR at positive EBIT and three digit annual growth. Founded in 2009, Kontomierz has built a European-wide brand with renowned B2B clients such as Alior Bank and Idea Bank. The 16-strong team is based in Warsaw will stay as an independent section within the Group. For its CEO and founder, **Marcin Truszel**, now belonging to Kreditech is a remarkable step to accelerate and diversify the growth of Kontomierz:

The acquisition marks an important milestone for Kreditech. It follows a clear strategic rationale to strengthen the Group's position as one of the leading global financial technology companies. "With its technology Kontomierz enables us to get unique data in real-time. Our subsidiary companies will hence provide an even better banking service to a bigger target group. A perfect marriage, indeed." explains **Sebastian Diemer**, founder and CEO of the Kreditech Group. Since its launch in 2012, Kreditech's innovative technology has served two million consumers in nine countries. It is the fastest growing company in consumer finance technology in Europe with a lending run rate of more than EUR 100 million. *More can be read o <http://www.biaa.com/kreditech-acquires-top-polish-fintech-company-kontox> Source: [Kreditech Press Release](#)*

BIIA comment: Some may say it is a lot of noise about nothing. Nevertheless in the end FINTECH companies, who put money where their mouth is, may disrupt traditional lending, trade credit and the information businesses that go with it.

Kreditech Investigates Insider Data Breach

Following an alert by KrebsOnSecurity, Kreditech is investigating a data breach that came to light after malicious hackers posted thousands of applicants' personal and financial records online.

A source pointed KrebsOnSecurity to a Web site reachable only via Tor, a software package that directs Internet traffic through a free, global network of relays. That page, pictured in screen shot to the right, included links to countless documents, scanned passports, drivers licenses, national IDs and credit agreements apparently taken from Kreditech's servers.

The site announced that a group of hackers calling itself "A4" put the information online after finding "hundreds of gigabytes" of Kreditech's documents, including what appear to be configuration files from the company's Intranet and internal servers. *You can read the full story on: <http://www.biaa.com/consumer-lender-kreditech-investigates-insider-breach>*

NEWS FROM CHINA

Amazon to Offer Loans to Sellers in China, India, Six other Countries

Providing Credit is becoming a Key Factor in Competing and Grabbing Market Share

Amazon.com Inc. will launch its business loan program for small sellers later this year in eight more countries including China, where credit is becoming a key factor in competing for new vendors and grabbing market share. Until now, the e-retailer has offered the service only in the United States and Japan. Amazon Lending, founded in 2012, now plans to offer short-term working capital loans in other countries where it operates a third-party, seller-run marketplace business, the head of Amazon Marketplace, Peter Faricy, told Reuters. The countries are Canada, China, France, Germany, India, Italy, Spain and the United Kingdom. The service is on an invite-only basis and is not open to all sellers on Amazon's platform. **Source:** [Business Standard](#)

Alibaba's Affiliate Starts Internet Bank: MYbank

One of Alibaba Group's affiliates, Ant Financial Services Group, and other investors have started a privately owned Internet bank, MYbank, to provide "inclusive and innovative financial solutions" at lower cost to small business and consumers.

Other than Ant Financial, investors of MYbank include: Shanghai Fosun Industrial Technology Development Co., Wanxiang Sannong Co., and Ningbo Jinrun Asset Management. The bank has registered capital of RMB 4 billion (US\$644 million) and a total of 300 employees, which is lower than traditional banks. The business will focus on issuing small loans of less than RMB 5 million (US\$805,500) for small business and consumers after regulatory approval. **Source:** [BSG's Asian Business Media Tracker](#)

China Favors its IT Champions

Xiaomi, Tencent and Huawei are all ranked in the World Top 50 according to BCG's 2014 global innovation survey – They are called National Champions. Alibaba, Tencent, Xiaomi, and Huawei: China's Internet and telecommunication giants are becoming more and more successful not only within China, but also outside the country. But how did they become that successful and why is the Chinese IT market increasingly challenging for western businesses?

China, Gierow argues in his China Monitor, is resolutely pushing the development of its own IT industry. But it is also isolating itself from international IT technology. By exercising control over major state-run businesses, the PRC is also maintaining its sovereign position in the IT sector. Furthermore, the Chinese government supports the international expansion and sales endeavors of Chinese IT companies – the so-called 'national champions'. With their products, they are stepping up competition with Western companies in developing and emerging countries; while on the other hand, companies like Huawei or Lenovo are also frequently alleged to open back doors for Chinese spying in the West.

In terms of foreign companies, censorship, cyber-attacks, and protectionism in China do not only hurt their businesses but have also become a key location factor for foreign companies. They must comply with ever more stringent regulations in the IT sector, impeding their ability to protect business secrets and hindering international co-operation. <http://bit.ly/1HZbKJL> **Source:** [Cyber Security Intelligence](#)

NEWS FROM RUSSIA

Russian Risk Climate: Due Diligence Highly Recommended



Russian Tax Authorities recommend conducting due diligence when contracting with new counterparties

Corporations and proprietors are often faced with additional VAT and income tax charges due to insufficient *Due Diligence* when dealing with fraudulent companies (in Russia, 'fly-by-night' is a common term used for such entities). Many such entities are involved in tax scams, which prompted the Russian tax authorities to stress the use of the concept of *Due Diligence* to avoid dealing with such companies.

The concept of "Due Diligence" is not well-defined in Russian legislation, like in other countries where it is a common practice of investigating companies prior to entering into business transactions. The Russian Tax Authorities have provided explanations and recommendations concerning *Due Diligence* in a letter referenced No. ED-4-2/4124 as of 16th March 2015 even when Register extracts (EGRUL extract) and copies of financial statements are available on a new business partner. The use of private data on natural persons (managers, founders, proprietors), which are listed in State Registers, is regulated by Federal Law "About Personal Data" No. 152 as of 27th July 2006 , Article 6.

The most important elements of *Due Diligence* are the legal status and background check concerning business reputation (past trading experiences). It is absolutely essential to verify the legal status of legal entities who are parties in transactions. Equally important is the verification of proxies held by executives, which authorizes them to execute financial transactions on behalf of the legal entity. Tax authorities also recommend that corporations and proprietors regularly conduct an independent risk assessment on the tax implications caused by respective transactions.

Russian Tax Authorities recommend paying attention to the following negative factors:

- **Entity is not registered in the State Register**
- **Counterparty is registered at the address as described as 'mass' registration (except business centers of 15+ companies at a single legal address)**
- **Address data of trading locations, storage and manufacturing facilities are not available**

Absence of such data indicates serious negative factors of a potentially unreliable party. Transactions should be undertaken on the basis of cash in advance only, or not at all.

Tax Authorities recommend that all business entities should show a high level of responsibility when authenticating business partners. It's not sufficient to only get the Register extract (EGRUL extract). To authenticate and validate the legitimacy of a new business partner requires a comprehensive *Due Diligence*. These recommendations are much in line with the 'Know Your Customer (KYC)' onboarding process required by anti-money laundering laws. Russia uses its tax authorities to enforce compliance in eliminating blatant tax evasion practices of 'fly-by-night' companies.

The Information and Analytical System GLOBAS-i® of Credinform provides the tools to be able to comply with the recommendations of the Tax Authorities. You can find all necessary information about your business partner/buyer/supplier on-line: registration data, licenses, legal proceedings, management holding proxies and information on shareholders. The information about records in the Register of debarment and suspension of government contractors maintained by the Russian Antimonopoly Authorities is also available. Russian companies are also assigned a *Reliability Index* helping to identify "fly-by-night" companies, a service which is available online. **Source:** [Credinform Russia](#)

REGULATORY NEWS

EU Data Protection Reform Update

Mike Bradford, BIIA's expert on Privacy and Data Protection has submitted his latest update. To read the full story [click on this link](#).

- **New regulation must not lower data protection standards:** The EU Article 29 Working Party (representing EU Data Protection Authorities) has stated that new data protection regulation must not dilute existing data protection standards. The Data Protection Authorities (DPAs) believe that the proposal to allow data controllers to process data for purpose that is incompatible with its original purpose violates the purpose limitation principle.
- **Raid on Manchester Call Centre:** The Information Commissioner's Office has raided a Manchester call center believing it is responsible for millions of nuisance calls. It believed that it contained an automatic dialer that was capable of making 100,000 calls each day.
- **Recent data breaches:** Municipal government. No commercial entities involved.
- **EU data protection update:** The EU council reached agreement on its recommendations concerning the data protection reform on 15th June. This means that all three versions of the text are now on the table from the Commission, Parliament and the Council and now Trilogue discussions have commenced to agree the final regulation. The timetable to complete is by the end of this year and there will then be two years before the final Act comes into force.

Source: *Courtesy of Mike Bradford of Regulatory Strategies Ltd* - www.regulatorystrategies.co.uk

New UK Fraud Industry Body Will Highlight the Cost of Fraud

PKF Littlejohn and Experian to revive the government's fraud cost estimate. UK's only indicator on the total cost of fraud to be launched this year. A new industry body has been set up to highlight the cost of fraud to UK businesses, charities and the public.

The **UK Fraud Cost Measurement Committee** will seek to revive and enhance the government's previous Annual Fraud Indicator, which ceased publication in 2013. The Committee's new **National Fraud Indicator**, which will be the only one of its kind, will help organizations measure and manage the *impact* of fraud. It will highlight the preventative steps that can be taken to combat fraud and ultimately help protect people across the UK.

In 2013 the government estimated that fraud and cyber-crime was costing the UK economy £52bn every year. There has been no official estimate since then. The new National Fraud Indicator will replace this research and give the most up to date and comprehensive view of the cost of fraud in the UK. It is due for release in late 2015. Comprised of organizations that represent sectors across the economy, the industry body will be led by PKF Littlejohn, an independent firm of chartered accountants and business advisors, in partnership with Experian. The new group will use pioneering techniques of fraud loss measurement, applied by the Centre for Counter Fraud Studies at the University of Portsmouth, to create the new indicator. Source: [Experian UK](#)

For further news please visit our regulatory news section on:

<http://www.biaa.com/category/regulatory-news>

PEOPLE ON THE MOVE

Andreas Tesch Re-elected President of ICISA



The members of the International Credit Insurance & Surety Association (ICISA) re-elected Andreas Tesch, Chief Market Officer of Atradius N.V., to the position of President of ICISA for 2015 / 2016.

In 2014 trade credit premiums of ICISA members increased 2.95% while insured exposure grew 11.9%. (ICISA members account for 95% of trade credit insurance worldwide)

Mr. Tesch noted; "The drop in average premium rate demonstrates the fiercely competitive environment ICISA trade credit insurance members operate in. However members' results continue to improve and exceed pre-crisis levels, with 34.6% higher premium income and 29.1% higher insured exposure."

Tesch continued; "An increasing number of companies, including a growing number of SMEs, recognize the benefits of the product as more than an insurance product. It facilitates access to bank finance and provides them with business relevant market knowledge helping them avoid large losses."

Source: ICISA and Atradius

Acxiom's LiveRamp Hires Luke McGuinness as Head of Data Partnerships

LiveRamp™, an Acxiom® company, announced it has hired Luke McGuinness as head of Data Partnerships. In this role, he will broaden LiveRamp's network of partners and help companies successfully onboard their data assets into the marketing ecosystem.

McGuinness—an experienced leader in business development and partnerships with a focus on audience development, data, measurement and analytics—will work with industry-leading data companies to onboard their data into LiveRamp's extensive partner network in a manner that is consistent with Acxiom and LiveRamp's ethical use of data and consumer privacy practices.

Source: [Acxiom Press Release](#)

Acxiom Appoints Jeremy Allen as President of Marketing Services

Allen will manage and "reinvigorate" the company's marketing services, a \$445 million division, Acxiom said in a statement.

Allen has more than two decades of enterprise marketing experience in leadership roles at Nielsen and McKinsey. In his most recent position as executive vice president of the marketing effectiveness division, he led turnaround revenue growth in three years.

Allen earned a master's degree in business administration from Harvard University and holds a bachelor's degree in economics from Morehouse College. He will be based in New York and report to Chief Executive Officer Scott Howe. Allen's appointment completes Acxiom's new divisional structure.

Source: [Arkansas Online](#)

PEOPLE ON THE MOVE

Harte Hanks Announces Executive Leadership Change

Harte Hanks, a leader in developing customer relationships, experiences and defining interaction-led marketing, announced the appointment of Douglas C. Shepard as interim President and Chief Executive Officer, effective immediately. Mr. Shepard, the company's Chief Financial Officer, succeeds Robert A. Philpott, who has stepped down as President and CEO, as well as from the Company's Board of Directors, to pursue other interests.

Mr. Shepard, 47, will continue in his role as CFO while assuming the interim responsibilities of the CEO's office. Since joining Harte Hanks as CFO in December 2007, he has played a key role in defining the Company's strategic vision, building its M&A strategy and streamlining the organization to improve its operational efficiencies. Prior to joining the Company, Mr. Shepard served as Chief Financial Officer and Treasurer of Highmark's vision holding company, HVHC Inc., and as Executive Vice President, Chief Financial Officer, Treasurer and Secretary of Visionworks, Inc. (formerly Eye Care Centers of America, Inc.).

Related to this transition, the Company expects to incur a pre-tax severance charge of approximately \$2.0 million to \$2.5 million. **Source:** [Marketwatch](#)

Coface appoints Thomas Yong as Executive VP, Chief Commercial Officer, Asia

Thomas Yong will manage the commercial activities across the Asia Pacific, including new sales, renewal business, customer relationship management and Coface Global Solutions.

Thomas, a Business Administration graduate from the National University of Singapore, enjoyed a long and successful career at renowned corporations. Prior to joining Coface, Thomas was Strategy & Operations (SE Asia & Oceania) Director at Samsung Electronic Asia Pte Ltd. Thomas has a strong experience in senior sales management and channel operations at corporations such as CISCO Systems, Sybase (Singapore) Pte Ltd and Blue Kape (Asia) Pte Ltd. Thomas will be based in Hong Kong and report to Hung Wong, Asia Pacific CEO for Coface. **Source:** [Coface Press Release](#)

Kreditech Appoints Oliver Prill as COO

Kreditech, the consumer finance technology Group, appointed Oliver Prill as Chief Operating Officer. Oliver Prill (43) has over 15 years of experience in the wholesale and retail financial service industry. Before joining Kreditech he served as an advisor to a number of funds and banks operating in the consumer finance space. He was Chief Executive of Optanus, a boutique focused on consumer and small enterprise debt resolution in Germany.

In 2006, Oliver launched C&A Bank, a fully licensed bank in Germany and served as Chief Executive until 2012. Prior to this, he held the position of Managing Director, Retail Direct Europe at The Royal Bank of Scotland, growing the Continental European consumer finance business from 500m to 2bn EUR receivables. Between 1999 and 2002, Oliver was Managing Director, E-Commerce at Direct Line Group, the UK based insurance business, leading its initial web-enablement and turning the Group into the UK internet insurance market leader. He started his career at McKinsey London where he extensively consulted across the financial services industry. **Source:** [Kreditech Press Release](#)

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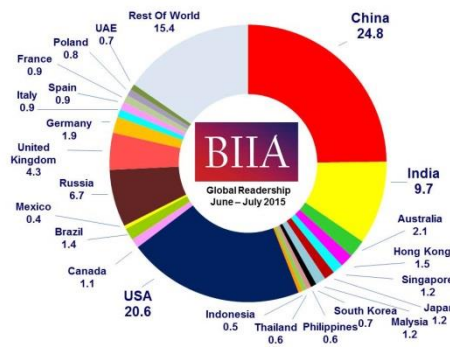
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