

# International Reports and Resources from Experian

Reliable international credit information  
is a passport to opportunity.

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We live in a global economy. Big companies are international companies. In 2013, the U.S. stake in the global export and services market reached nearly \$2.3 trillion. That's almost a quarter of the \$9 trillion international business market.

The global economy offers myriad opportunities for growth. It also contains serious hazards and challenges. By mitigating risk and identifying expansion opportunities, your company can navigate the fast-moving waters of international trade successfully, taking advantage of expanding markets and enjoying improved profitability.

## Challenges of international business

To thrive internationally, your company must be prepared to deal with challenges unique to the international marketplace. These include:

- A variety of address standards and the lack of data consistency to support modeling.
- Poor transparency, even with some of our nation's top trading partners.
- Different credit infrastructures that produce differences in data availability and depth.
- Challenges with data currency in international markets.
- The high cost of acquiring reliable international business information and monitoring customers in high-risk countries.

## Powerful tools support international business acquisition and portfolio management

Experian's Business Information Services has developed tools to support the customer acquisition and portfolio management needs of companies that operate — or are thinking of operating — internationally.

We provide timely global information on a wide range of businesses in more than 225 countries dependencies and territories. This information is supported through Experian-owned assets and industry-leading partnerships that serve as a consistent source of high-quality international data. Our information is fresh. Our prices are competitive. Our value is unmatched.

## International reports and resources from Experian

### Stronger international customer acquisition capabilities

Experian's comprehensive international reports and profiles help you acquire international customers and vendors more efficiently and with greater confidence.

We offer instantly available online reports that are up to date and feature comprehensive information on your targeted companies, including:

 **International Report**

- Credit Limits
- Risk Scores
- Accounts
- Public Records
- Legal Notices
- Judgments
- Corporate Structures
- Director Information

These real-time international reports are available in English via BusinessIQ<sup>SM</sup>, Experian's proprietary source for top analytical intelligence. They include:

- United Kingdom Risk Report (3.9 million records).
- Western European Company Report (29 million records).
- Brazilian Company Rating Report (10 million records).

### Superior Corporate Linkage

Experian® also offers a superior Corporate Linkage capability. This lets you gain a complete perspective on a target company's overall risk and structure by pinpointing relationships between business locations anywhere on the globe. Pulling reports through BusinessIQ provides an online linkage summary and linkage details for companies in 11 Western European countries and the United Kingdom. We can also deliver linkage for multicountry files through a batch linkage append provided through centralized fulfillment centers.

### International developed profiles

International developed profiles can be customer-built to provide insight into businesses operating in more than 225 countries, dependencies and territories. To create these, Experian draws on data from numerous sources, including local credit agencies, government entities, financial institutions, suppliers and interviews with the subject companies.

Reports include:

- Company details and registration assets.
- Credit risk ratings, financial ratings and credit limit recommendations.
- Financial statements and legal notices.
- Ownership/corporate structures.
- Up to three trade references.

Same day reports are delivered within 24 to 36 business hours and contain detailed information on businesses in more than 55 countries. Full international developed profiles arrive within two to five business days using priority delivery or six to 10 business days via standard delivery.

## International Reports and Resources from Experian

### The freshest data from around the world

Experian is creating a seamless global commercial data resource to ensure the data you receive is the freshest available. Our international data platform, the Global Data Network draws on a comprehensive repository of business identity data updated monthly by Experian commercial bureaus and partners across the globe. This includes data from the following countries, which together represent 41 percent of the world's gross domestic product:



#### 13-country coverage

- Austria
- Belgium
- Denmark
- Finland
- France
- Germany
- Ireland
- Netherlands
- Norway
- Spain
- Sweden
- United Kingdom
- United States

Business credit reports for these countries are available instantly via our web-based platform (BusinessIQ), via application programming interface or through the Experian FusionIQ™ app within Salesforce.com.

### Two batch processing options

Because managing a portfolio of businesses located half a world away carries unique challenges, Experian offers two effective options for identifying growth opportunities and handling exposure with the efficiency of batch processing. Choose the option that best meets your company's risk-management needs:

- **File enhancement with Global Business Identification Number and Corporate Linkage** — Whether you are managing credit risk, determining which relationships to grow or working to meet Know Your Customer requirements, you need a complete picture of the business you're working with. Through Experian's Global Data Network Corporate Linkage, you are able to identify relationships among business locations to gain a complete perspective of a company's overall risk and structure. With this information, you can identify areas of risk and opportunity as you build profitable relationships with your customers and vendors.
- **File enhancement with Corporate Linkage and credit attributes** — Batch processing through the Global Data Network enables you to proactively manage risk on international accounts via a single, convenient file submission — at a fraction of the cost of pulling individual credit reports. Conduct a more comprehensive evaluation of your international portfolio using credit attributes like depth, composition and utilization of credit, payment performance and more.

## International Reports and Resources from Experian

### This is more than a numbers game

Granting credit internationally is about more than just data. It's about the data's depth. The data's freshness. The data's reliability.

For international business reports, Experian provides:

- Fresher data from industry-leading, in-country providers.
- Industry-leading commercial scores.
- Proprietary data in emerging markets.

Receive more actionable in-depth data on millions of international businesses, both in established, stable nations and in higher-risk countries. Experian helps take the uncertainty out of an uncertain world.

### About Experian's Business Information Services

Experian's Business Information Services is a leader in providing data and predictive insights to organizations, helping them mitigate risk and improve profitability. The company's business database provides comprehensive, third-party-verified information on 99.9 percent of all U.S. companies as well as millions of companies worldwide. Experian provides market-leading tools that assist clients of all sizes make real-time decisions, process new applications, manage customer relationships and collect on delinquent accounts.

To find out more about Experian's international business services, contact your local Experian sales representative, call 1 800 520 1221 or visit [www.experian.com/b2b](http://www.experian.com/b2b).