

**Powering  
the business  
of certainty**

The world's most  
powerful comparable  
data resource on  
private companies



**orbis**

## **About Bureau van Dijk**

At Bureau van Dijk we're in the business of certainty. Leaders in informing business decisions, we are committed to capturing and treating the right data to deliver the richest, most reliable private company information on the market. Our solutions add value and make a tangible impact on your business by providing you with access to the precise, standardised information on private companies and corporate structures that you need to confidently and quickly make the most informed decisions possible. We give you more than mere "data", we offer you a greater level of certainty.

# Orbis is the world's most powerful comparable data resource on private companies

Use Orbis to find, analyse and compare companies worldwide for better decision-making and increased efficiency.

We capture, treat and standardise data from a wide range of sources to provide you with value-added company information.

## **Orbis offers you:**

- Information on 220 million companies across the globe\*
- Public and private company data – including banks and insurance companies
- Financial strength metrics and projected financials
- Scores on companies with limited financials
- Associated news and independent research
- Extensive corporate ownership structures and beneficial ownership information
- Original filed documents and document ordering
- Individuals associated with companies
- Global M&A deals and rumours
- Marine vessels data
- ESG reputational risk ratings and metrics
- Public tenders data
- PIEs (public interest entities)
- Patents and intellectual property
- Royalty agreements
- PEPs and Sanctions

*\*As of June 2017. Coverage is continually growing.*

# The information provided by Orbis comes from a wealth of sources, yet is instantly comparable and searchable

## **Compare companies wherever they are in the world**

You can search and compare company information across borders, because our reports are in standardised formats to accommodate regional variations in filing regulations and accountancy practices. You'll get up to 10 years of history, with a longer history available via a subscription to Orbis Historical.

## **Access the richest, most reliable private company information on the market**

Even though varying legal filing obligations make it a challenge to capture private company information, more than 99% of the companies Orbis covers are private. We are committed to capturing, treating and delivering to you the highest-quality private company information. In cases where full financial information is not available, Orbis still provides a financial strength indicator.

## **Benefit from information captured from 160 providers**

To make sure that Orbis's data is as comprehensive, wide-ranging and detailed as possible, we collect data from 160 separate providers, as well as hundreds of our own sources around the world. And, after carefully capturing this wide variety of information, we then treat, append and standardise it to make it richer, more powerful and easier for you to interrogate.

## **Search globally using comparable data**

With Orbis's standardised formats, you can search for information on companies across regions and countries – using the same criteria. Possible search criteria you can use include actual financials, growth rates and estimates. Also, Orbis lets you use a single activity code when you search globally, because we've mapped international and local industry codes.

## **Build precise searches**

You can choose from over 100 search criteria that can be combined to create very specific searches.

## **Get a clearer picture by looking at related M&A information**

Orbis gives you access to all the M&A deals and rumours in our Zephyr database, providing you with exceptional coverage of deals and mergers across the world.

## **Gain a quicker and more thorough understanding of corporate structures and hierarchies**

Orbis helps you learn more about the ownership structures of companies by offering comprehensive lists of direct and indirect subsidiaries and shareholders, a company's degree of independence, its ultimate owner and other companies in the same corporate family. We also offer information on beneficial owners – giving you the ability to set your own level-of-ownership-percentage threshold, based on your appetite for risk.

Our ownership data is highly regarded for its scope and accuracy. We collect, append and complement the information we receive from our information providers, as well as a variety of additional sources, including:

- Official registers, such as SEC filings and stock exchanges
- Annual reports
- Private correspondence
- Telephone research
- Company websites
- Newswires
- M&A intelligence

### Take advantage of our financial strength metrics

Use Orbis's financial models, which have been designed by experts to work with our standardised company reports to gain transparent, independent views and predictive indicators of a company's financial strength. With these financial strength metrics, you'll have the ability to assess companies more quickly and with a greater degree of certainty. They'll also help you benchmark your own models.

In addition, Orbis offers you access to modelled projected financials for predictive analyses.

### Use qualitative scores to help improve the accuracy of your financial strength assessments

Boost your ability to assess companies' financial strength, in the frequent cases where financial information is not available, with Orbis's qualitative scores. Added to our financial strength module in late 2016, these qualitative scores are based on credit rating agency ModeFinance's research on and use of non-financial information, including:

- The size and strength of shareholding companies and subsidiaries
- A company's management and number of directors
- A company's experience and structure, such as years in business, number of employees, and capital and legal form

### Enjoy an enhanced user experience

Our new, state-of-the-art, tablet-friendly interface lets you more quickly and easily access and manipulate the data in Orbis. Developed over a two-year period, based on interactive feedback from our customers, the new interface aims to both "show simplicity and offer complexity."

Some of its new and upgraded features include:

- Enhanced navigation capabilities due to simpler screens and the addition of a new navigation bar
- Visualisation tools, including the "ownership explorer", "pivot analysis" and "heat map" features that help you to arrange and segment your research findings in ways that bring corporate ownership structures and your analyses to life
- A "company profile" format designed to give you an instant overview of each company, through its clear, striking visuals and prominent text

### Benefit from Orbis in a variety of ways

You can either choose to access the entire Orbis database or to use certain subsections that focus on, for example, company size or regional coverage. We can also integrate Orbis data and functionality into your own systems via a range of apps, web services and add-ins. You can opt to have Orbis data populate your analysis templates, enrich and refresh your in-house databases, and be seamlessly integrated into your workflow.

In addition, there is a range of subscription options. For instance, you can choose an annual subscription or, for less frequent use, you can set up a Bureau van Dijk credit account.

### Regional options include:



# Orbis's high quality information powers the business of certainty

Orbis contains information on companies worldwide, captured from a diverse range of sources, and treated to add value.

## Coverage and timeliness

To make certain that you have access to the broadest and timeliest information possible, we select our information providers based on the:

- Breadth of their coverage
- Extensiveness of their company population
- Proportion of companies with recent accounts

We maintain strong relationships with our information suppliers and work proactively with them to make certain that you're able to get information with the greatest value to you.

## Quality and accuracy

We take certain steps to make sure that Orbis offers you the highest quality information possible. These include:

- Running frequent quality and accuracy checks, using a combination of automated and manual testing
- Examining all datasets to guarantee consistent quality levels
- Alerting information providers, as soon as we detect any inaccuracies

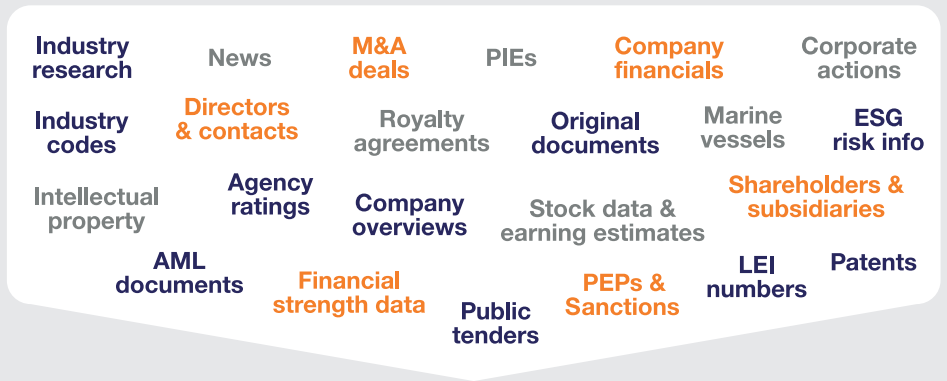
## Usability and relevance

Because we're in the business of certainty, we're committed to providing you with the most comprehensive, effective and relevant company information available. So, we:

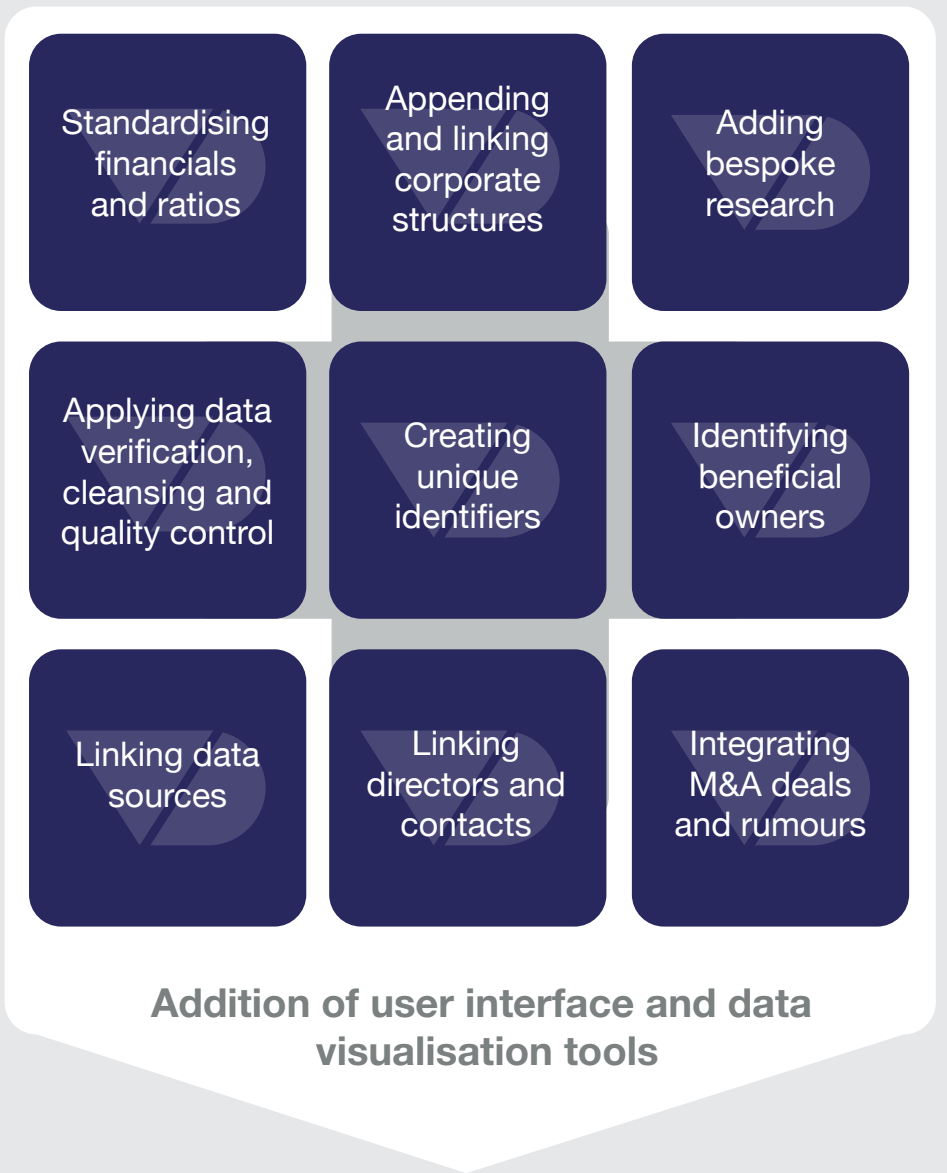
- Aggregate and link data from different sources to provide comprehensive, unique reports, which combine financial data from our external information providers with additional news, financial strength indicators, stock data, and so on
- Integrate official and well-known references, such as local activity codes, accounting formats and national identification numbers
- Accommodate different alphabets or characters, so you can search companies in local and international formats
- Offer transparency about coverage, letting you know where data is sourced from and how data points are calculated (this means you can click on financial items to see the formulae, the derivation of the data and the relevant values on the original filed document)
- Provide a range of options that allow you to tailor how the data in Orbis is defined. For example, you can change the definition of ownership or create your own ratios

# Capture

Data is captured by Bureau van Dijk from regulatory and other sources



# Treating data to add value



# Output

Comprehensive standardised global information across a range of interfaces and solutions, that can be blended with your own data and integrated into your workflow



# Using Orbis you can be certain of a lot more

## Contact information and summary

Obtain accurate, updated company details, such as:

- Incorporation date
- Address
- Phone number
- Email address
- URL

## Unique identifiers

Orbis provides you with unique identifying data for each company, which can be crucial for successful integration projects:

- BvD ID number, created from each business's national company number
- Local ID numbers
- Other important ID numbers, including LEI (Legal Entity Identifier) numbers

## Industry and activities

Find out, easily and quickly, key data relating to a company's industry and activities, including:

- Primary and secondary industry codes in several local and international classifications
- Business activity
- Description of products and services

## Country information and links to EIU Country Profiles

- Population
- GDP
- EIU (Economist Intelligence Unit) Country Outlook, which covers issues like political stability and international relations

## Detailed overview

Information on millions of companies, including:

- History
- Activities
- Scope of operations
- Business lines

## Your own data section

Create your own ratios and data fields, and organise your information in the way that best meets your needs.

## Financials

Get financial information on corporates, banks and insurance companies. The corporate format is:

- Balance sheet 26 items
- P&L account 26 items
- Ratios 33 ratios

## Financial strength

Assessment models, supplied by six independent highly respected providers, offer you:

- Scores, based on financials, on 30 million companies
- Metrics that you can compare across borders and industries
- Alerts that monitor changes for you
- Clear presentation for quick interpretation in a dashboard overview and more detailed insight in datasheets including the underlying ratios and historical data and trends
- An immediate understanding of a company's financial strengths and weaknesses, including its probability of default
- Qualitative scores - for the frequent cases where financial information is not available. Provided by credit rating agency ModeFinance, these scores use the non-financial information in our databases to help predict a company's health and viability by measuring variables, such as:
  - Size and strength of shareholding companies and subsidiaries
  - Management and number of directors
  - Experience and structure, such as years in business, number of employees, and capital and legal form



### **Projected financials**

Forecast the risks and rewards of doing business with certain companies based on models that assess a company, its region and industry.

### **Mergers and acquisitions**

Orbis provides data on M&A, IPO, and venture capital deals and rumours from our Zephyr M&A database, which is fully integrated into Orbis. Zephyr covers various deal types, such as:

- M&A activity
- Joint ventures
- IPOs
- Private equity deals

### **AML documentation for financial institutions**

- AML policies
- Articles of association
- Banking licenses
- Certificates of incorporation
- Extracts from commercial registers
- Lists of regulated financial institutions per regulator within each country
- US Patriot Act certification

### **PEPs and Sanctions**

Orbis helps you reduce compliance-related risk by checking individuals, companies and corporate groups against PEPs and Sanctions lists.

### **Marine vessels data**

Check if certain ships appear on sanctions lists.

### **People information and contacts**

Orbis offers an extensive database of relevant people within or connected to companies, like:

- Advisors
- Directors
- Auditors
- Senior managers
- Board members
- Other contacts

Results show current and previous positions, as well as their connections to other contacts.

### **News**

Stay informed about the latest company-related news stories from around the world with Orbis's news service, which also highlights news with a negative sentiment to help you make the best-informed decisions. Updated every 15 minutes, our news service collates relevant stories from reliable sources, including:

- EIU
- Zephyr
- NewsEdge (Acquire Media)
- Factiva
- Reuters
- Syndigate

### **ESG reputational risk data**

Assess the reputational risk involved with potential business partners with access to environmental, social and governance (ESG) risk metrics on companies, such as a reputational risk index (RRI) and reputational risk rating (RRR).

### **Industry research**

Access a wide range of detailed expert research on industries and companies, including SWOT analyses, in a fully searchable database.

Sources include:

- Global Data
- Morningstar
- MarketLine
- Moody's

### **Public interest entities**

Discover new opportunities for your auditing services by taking advantage of Orbis's identification and flagging of PIEs.

### **Peer group report**

Orbis lets you compare subject companies to their peers.

### **Private equity portfolios**

Identify portfolios of specific private equity companies.

### **Corporate ownership information**

This comprehensive and highly regarded dataset is exclusively available in Bureau van Dijk products and includes information on:

- Shareholdings and subsidiaries
- Direct and indirect ownership
- Ultimate owners – domestic and global
- Independence indicators
- Corporate groups – all companies with the same ultimate owner as the subject company
- Company tree diagrams
- Beneficial ownership – defined by your risk appetite and chosen percentage thresholds, an entity's beneficial owners are isolated and brought to the surface in a dedicated module you can subscribe to

In addition, Orbis structures this data so that you can:

- Calculate ownership using either “bottom up” or “top down” approaches
- Edit definitions of ownership, by setting your own percentage thresholds

### **Royalty agreements**

Information on licensing agreements and royalty rates involving companies you're researching.

### **Original documents**

Take advantage of a variety of resources, which includes:

- Locally filed “scanned images”
- The ability to order copies of official business documents from around the world, through our partner aRMadillo, for delivery to you, usually within an hour
- PDFs of annual reports
- Links to documents filed at registries

### **Patents and intellectual property**

Use Orbis's searchable database of patents associated with companies and various options to view patents by sector or group.

### **Additional sections for listed companies**

Orbis also provides you with a wide range of information options for listed companies, including:

- Cash flow
- Description and history
- Full-colour scanned, annual, interim and quarterly reports, plus Corporate and Social Responsibility Reports – these are also available for many delisted companies.
- More detailed accounts and interim accounts
- Ratings, updated daily
- Segment data
- Stock data, including:
  - Security and price details
  - Current stock data
  - Annual stock data
  - Current stock valuation
  - Monthly, weekly and daily pricing series

### **Orbis Historical**

If you'd like to research a company's history, beyond the 10 years covered in Orbis's reports, a subscription to Orbis Historical gives you access to historical data going back 15-20 years.

To show you historical information in the context of current company data, we:

- Use the same BvD ID numbers for Orbis Historical and the current version of Orbis
- “Treat” the historical data to make it compatible with current data formats, so any changes we've made recently to ratio calculations are replicated in the historical data

# Use data from Orbis to add clarity, depth and breadth to your spreadsheets, analysis templates, as well as your own data systems and workflow

## **Export and integrate data**

You can download your research into all popular formats and integrate the graphs into your reports and presentations.

## **Create your own alerts**

You'll be able to tailor our flexible alerts service to monitor individual companies for changes in areas, such as new financials, M&A rumours or news stories.

## **Harness analysis and enhanced data visualisation tools**

Orbis gives you various tools that you can use to analyse both individual and groups of companies, including statistical and peer analyses. The pivot analysis option allows you to take your research results and split them into sections, based on pivot variables specified by you, to create a view similar to pivot tables in Microsoft Excel.

## **Create your own data options**

As well as the numerous ratios and financials that Orbis provides, you can also create your own personalised options. Plus, you can bring in your own data fields to include in your reports. For example, you can append customised, relevant information to reports, such as how much a particular company spends with you.

**Orbis's unique financial strength data, rich, structured ownership information and comparable, detailed financial reports offer the perfect tools to give you an extra edge**

# You can integrate data from Orbis into your systems and workflow easily and effectively in various ways

## Apps

Many well-known software systems have apps that easily integrate Orbis data. These include:

- Oracle
- Salesforce
- MS Dynamics
- SAP FSCM
- A wide range of professional services, CRMs and practice management systems

In addition, more apps and plug-ins are being created all the time. So, contact us to see if an app exists for a system you're interested in.

## Web Services

You can use the Bureau van Dijk Web Services Kit to pull data from Orbis into your existing systems.

Alternatively, our dedicated Custom team can create bespoke solutions for you.

## Contemporary add-in

With the arrival of Orbis's new interface comes an enhanced contemporary add-in, which aids dynamic analysis in Excel, PowerPoint and other Office products. Using this add-in you can seamlessly populate templates in Excel and PowerPoint with data from Orbis.

Templates can include:

- Data points
- Graphs
- Formulae
- Text fields

You can view Orbis data instantly using your scoring models, analysis or presentation methods. And, you can even search for companies within Excel. Your templates are automatically updated whenever Orbis is updated.

## Enrich and refresh your data

Orbis lets you include valuable data points in your systems – for example, your CRM or supplier management systems – in ways that you would never be able to collect and maintain in-house.

Additionally, when Orbis is updated, so are your records. Financials are consistent across countries and you can include information on what a company does,

who owns it and its financial strength. In fact, you'll have access to a vast universe of information that you can append directly to your records.

## Credit scoring and modelling

You can use Orbis's financial data to create your own credit assessments, and attain greater transparency than would be possible with traditional credit scores. Orbis offers the richest, most reliable data when it comes to assessing credit risk because of our:

- Consistent financials across borders
- Comparable financial strength indicators

Orbis's data can be integrated into your existing credit scoring systems to help you create more efficient ways of assessing financial risk.

## Compliance and AML research

You can take compliance-critical data points from Orbis and include them in your onboarding systems or integrate them into your existing compliance structures and processes. Some of the compliance-related information, which Orbis offers, that you can customise and incorporate into your own systems includes:

- PEPs and Sanctions data
- ESG risk ratings and metrics
- AML information, such as:
  - AML policies
  - Articles of association
  - Banking licenses
  - Certificates of incorporation
  - Extracts from commercial registers
  - Lists of regulated financial institutions per regulator within each country
  - US Patriot Act certification

# You can use Orbis across a range of business functions and platforms, as a standalone database or combined with one of our purpose-built catalysts

## Credit risk management

Orbis helps you do fast company financial checks and more in-depth analyses. You can also integrate it with your own risk systems. Orbis lets you do credit assessments across multiple countries, with its unique financial strength data and comparable, detailed financial reports.

## Corporate finance and M&A

Orbis helps you analyse individual companies in detail and compare companies against each other. It also lets you build very specific searches to help you find potential target companies.

Plus, you'll also get exceptional coverage of deals and rumours across the world with our M&A database, Zephyr, which is integrated directly into Orbis.

## Procurement and supplier risk management

You'll be able to more confidently assess suppliers' financial viability across the world using Orbis's standardised financial data and comparable financial strength indicators. Additionally, our PEPs and Sanctions screening helps you to protect your reputation.

## Sales and marketing

You'll be able to use Orbis to engage in strategic business development and CRM enrichment. Orbis can also serve as a planning tool to, for instance, help you research opportunities in new countries, regions and markets.

## Master data management

Use Orbis to enrich and refresh your in-house data. Orbis's unique identifiers and bespoke matching/de-duping and data-enhancing services can help you create links between disparate datasets across your organisation and create single customer views from data silos.

## Compliance and third-party due diligence

Orbis's corporate ownership information enhances your anti-money laundering (AML), know-your-customer (KYC), general reputation risk management, and client

and partner due diligence research. In addition, Orbis's implementation tool lets you automate, and thus significantly speed up, your FATCA and CRS pre-screening processes.

## Transfer pricing

Orbis combines extensive company data with transfer pricing functionality so you can:

- Plan
- Set policies
- Manage risk
- Document your compliance processes to help you with the full TP analysis process

Our feasibility and savings analyses let you:

- Fine-tune your policies
- Create robust audit-defense analysis
- Prepare TP documentation

Also, we've created a full document management system to help you with BEPS and country-by-country (CbC) reporting requirements.

## Academic

You can use Orbis as a valuable research tool, at university or business school, either as a teaching or a learning resource. The ten-year history function offers a major benefit for your academic research. Orbis can also supply more extensive historical information on demand.

In addition, Orbis is compatible with various academic access systems, protocols and subscription services.

## Professional services

As well as the numerous business functions listed above, you can also use Orbis to add a new level of certainty to your management consulting projects and executive searches.

Additionally, Orbis is an ideal tool to help you market your professional services to other companies.

# | Catalysts

Our catalysts are purpose built platforms to help you use Orbis for specific business functions.



**credit**  
catalyst

Empowering corporate credit risk management



**procurement**  
catalyst

Market intelligence for robust supplier screening and monitoring



**compliance**  
catalyst

Customised analysis for risk assessment and documentation



**m&a research**  
catalyst

The ultimate solution for corporate finance and M&A research



**tp**  
catalyst

Empowering transfer pricing management and reporting

Some of the providers we work with to create Orbis:

acquiremedia



asiakastiето.fi



Bisnode

bizportal



中華徵信所  
CHINA CREDIT INFORMATION SERVICE LTD.  
A CRIF company



Cerved

cibi  
information, inc.

coface

CORTERA

Credinform

CREDITINFO

Creditreform

creditsafe

CRIF

DataPro  
Since 1999

DOW JONES

DP INFORMATION GROUP



The Economist Intelligence Unit

ellisphere  
Inside Bloomberg Intelligence

EQUIFAX

exchange data international

experian

FACTSET

fd.  
Financial Intelligence

FitchSolutions

G2 Web Services

GlobalData



IHS Markit

INFOCREDIT

infoCREDIT GROUP  
securing ease of mind

INFORMA



IP Business Information

JORDANS  
LEGAL, TRUSTS & INSIGHT

ktMINE

Kyckr

LDI

LexisNexis

Marketline

marketlocation

modeFinance

MOODY'S

MORNINGSTAR

NICE  
NICE Information Service

NIKKEI



opencorporates

pei services

Quanticr/zk solutions



RepRisk  
ESG Business Intelligence



aRMadillo



Roularta  
Business Information  
MAKE INTELLIGENT DECISIONS

SeeNews  
Business Intelligence for Southeast Europe

S&P Global  
Market Intelligence

SyndiGate  
AGGREGATE • SYNDICATE • INTEGRATE

TEIKOKU DATABANK

THOMSON REUTERS

t rank

TransUnion



UC

VADIS  
Value Added Decision Intelligence Services

WHO OWNS WHOM  
African Business Information

WORLD BOX  
Business Intelligence

WVB GLOBAL  
FINANCIAL INTELLIGENCE

ZANDERS  
Treasury and Finance Solutions

zephyr

# Contact information

## Argentina

tel: 54 (1) 5246 5065  
buenosaires@bvdingfo.com

## Australia

tel: 61 (0) 2922 330 88  
sydney@bvdingfo.com

## Austria

tel: 43 (1) 606 11 96 0  
vienna@bvdingfo.com

## Belgium

tel: 32 2 639 06 06  
brussels@bvdingfo.com

## Brazil

tel: 55 11 2348 5176  
saopaulo@bvdingfo.com

## China

tel: 86 10 8515 2255  
beijing@bvdingfo.com

tel: 86 21 2312 7527  
shanghai@bvdingfo.com

## Denmark

tel: 45 33 4545 20  
copenhagen@bvdingfo.com

## France

tel: 33 1 53 45 46 00  
paris@bvdingfo.com

## Germany

tel: 49 (30) 34 655 42 28  
berlin@bvdingfo.com

tel: 49 (69) 963 665 0  
frankfurt@bvdingfo.com

## Hong Kong

tel: 852 2154 3822  
hongkong@bvdingfo.com

## Italy

tel: 39 02 43 98 22 77  
milan@bvdingfo.com

tel: 39 06 840 4611  
rome@bvdingfo.com

## Japan

tel: 813 5775 3900  
tokyo@bvdingfo.com

## Mexico

tel: 52 55 3683 8080  
mexico@bvdingfo.com

## Netherlands

tel: 31 (0) 20 5400 100  
amsterdam@bvdingfo.com

## Portugal

tel: 351 211 528 700  
lisbon@bvdingfo.com

## Russian Federation

tel: 7 495 739 57 12  
moscow@bvdingfo.com

## Singapore

tel: 65 6496 9000  
singapore@bvdingfo.com

## Slovakia

tel: 421 2 32 11 90 11  
bratislava@bvdingfo.com

## South Africa

tel: 27 (0) 11 881 5993  
johannesburg@bvdingfo.com

## South Korea

tel: 82 2 3789 6727  
seoul@bvdingfo.com

## Spain

tel: 34 91 310 38 04  
madrid@bvdingfo.com

## Sweden

tel: 46 8 51 51 04 80  
stockholm@bvdingfo.com

## Switzerland

tel: 41 22 707 83 00  
geneva@bvdingfo.com

tel: 41 44 269 85 00  
zurich@bvdingfo.com

## United Arab Emirates

tel: 971 4 4391703  
dubai@bvdingfo.com

## United Kingdom

tel: 44 (0)20 7549 5000  
london@bvdingfo.com

tel: 44 (0)161 829 0760  
manchester@bvdingfo.com

## United States

tel: 1 (312) 235-2515  
chicago@bvdingfo.com

tel: 1 (212) 797 3550  
newyork@bvdingfo.com

tel: 1 (415) 773 1107  
sanfrancisco@bvdingfo.com

tel: 1 (202) 905 2079  
washingtondc@bvdingfo.com

[bvd@bvdingfo.com](mailto:bvd@bvdingfo.com) | [bvdingfo.com](http://bvdingfo.com)

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