



**BUREAU VAN DIJK**

A Moody's Analytics Company

# orbis

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

**Powering the  
business of certainty**

## **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. We provide you with access to precise, standardized information on private companies and corporate structures, so that you can 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, analyze and compare companies worldwide, for better decision-making and increased efficiency.

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

## Orbis offers you:

- information on around 300 million companies across the globe\*, with coverage continually growing
- 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 services
- data on 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 31 March 2018.

**Around 300 million companies, across all countries**

# 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 standardized 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 the highest quality private company information available. In cases where full financial information is not available, Orbis still provides a financial strength indicator.

## Benefit from information captured from over 160 providers

To make sure that Orbis's data is as comprehensive, wide-ranging and detailed as possible, we collect data from over 160 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 standardize it to make it richer, more powerful and easier for you to interrogate.

## Search globally using comparable data

With Orbis's standardized 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 and combine them 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 globe.

## 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
- a company's ultimate owner
- 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 standardized 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.

Orbis also 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 interface lets you 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
- visualization tools, including the "ownership explorer", "pivot analysis" and "heat map" features that help you 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:



# Using Orbis you can be certain of a lot more

## Contact information and summary

Get 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

Quickly find out 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 organize your information in a 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 on 30 million companies, based on financials
- 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 Zephyr, our M&A database. 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

Use Orbis to check if certain ships appear on any 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 up-to-date with 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
- NewsEdge (Acquire Media)
- Reuters
- Zephyr
- Factiva
- 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, including:

- 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
- daily ratings
- 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 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 in-depth analyses. Use its unique financial strength data and comparable, detailed financial reports to do credit assessments across multiple countries. And it can also be integrated with your own risk systems.

## Corporate finance and M&A

Orbis lets you analyze individual companies in detail and compare companies against each other. You can build very specific searches to help you find potential target companies.

You also get exceptional coverage of deals and rumours with our M&A database, Zephyr, which is directly integrated into Orbis.

## Procurement and supplier risk management

Confidently assess a supplier's financial viability across the globe using standardized financial data and comparable financial strength indicators. And use our PEPs and sanctions screening to help safeguard your reputation.

## Business development and strategy

Use Orbis to engage in strategic business development and CRM enrichment. Orbis can also serve as a planning tool and help you find new opportunities.

## Master data management

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

## Compliance and third-party due diligence

Use Orbis to enhance your Anti-Money Laundering (AML) and Know Your Customer (KYC) research, reputation risk management and client due diligence. In addition, the implementation tool lets you automate and speed up your FATCA and CRS pre-screening processes.

## Transfer pricing

Orbis combines company data with transfer pricing functionality, so you can plan, set policies and manage risk. You can also document your compliance procedures to help with the full TP analysis process.

Our feasibility and savings analyses mean you can fine-tune your policies, create robust audit-defense analysis and prepare TP documentation.

We've also created a full document management system to help with BEPS and country-by-country (CbC) reporting requirements.

## Academic

Use Orbis as a valuable research tool, as well as a teaching or learning resource. The 10-year history function offers a major benefit for your academic research, and we can also supply more extensive historical information if required.

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

## Professional services

You can use Orbis to add a new level of certainty to your management consulting projects and executive searches. Orbis is the ideal tool to help you market your professional services to other companies.

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

## Coverage and timeliness

To make certain 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 to make certain 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.

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

## We capture data from regulatory and other sources

Industry research | News | M&A deals | Company overviews | Company financials  
Royalty agreements | Corporate actions | Industry codes | Directors and contacts  
Marine vessels | Original documents | Agency ratings | PIEs | Shareholders & subsidiaries  
LEI numbers | Patents | ESG risk info | Intellectual property | AML documents  
Stock data and earning estimates | Financial strength data | PEPs & sanctions | Public tenders

## We treat data to add value



## User interface, data visualization and integration



# Some of the providers we work with to create Orbis



# Add clarity, depth and breadth to your spreadsheets and 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 visualization tools

Orbis gives you various tools that you can use to analyze 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 Orbis provides, you can also create your own personalized options. And you can bring in your own data fields to include in your reports. For example, you can append customized, relevant information to reports, such as how much a particular company spends with you.

**Orbis's financial strength data, rich, structured ownership information and comparable, detailed financial reports offer the perfect tools to do in-depth analysis**

# 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 with Orbis, with more being created all the time. Compatible apps include:

- Oracle
- MS Dynamics
- Salesforce
- SAP FSCM

Orbis can also integrate with a range of professional services, CRMs and practice management systems.

## Web services

Pull data from Orbis into your existing systems using the Bureau van Dijk Web Services Kit. Our dedicated custom team can also create bespoke solutions for you.

## Contemporary add-in

Orbis's enhanced contemporary add-in aids dynamic analysis in Excel, PowerPoint and other Office products. You can use it to populate templates in Excel and PowerPoint with data from Orbis, including the following:

- data points
- graphs
- formulae
- text fields

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

## Enrich and refresh your data

Access an extensive amount of information and use it to directly append your records. Orbis lets you include and maintain valuable data points in your systems, e.g. your CRM or supplier management systems. And when Orbis is updated, so are your records.

You can include information on what a company does, who owns it and its financial strength. And financials are consistent across countries.

## Credit scoring and modelling

Use the financial data on Orbis to create your own credit assessments and attain greater transparency than would be possible with traditional credit scores.

Our consistent financials across borders and comparable financial strength metrics mean Orbis offers the richest, most reliable data when it comes to assessing credit risk. The 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

Include compliance-critical data points from Orbis in your onboarding systems. You can also integrate them into your existing compliance structures and processes.

Some of the compliance-related information can be customized and incorporated into your own systems, including:

- 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

# | Catalysts

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



**credit**  
catalyst

Improving corporate credit risk management



**procurement**  
catalyst

Providing market intelligence for robust supplier screening and monitoring



**compliance**  
catalyst

Offering customized analysis for risk assessment and documentation



**m&a research**  
catalyst

Delivering the ultimate solution for corporate finance and M&A research



**tp**  
catalyst

Empowering transfer pricing management and reporting

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