



Decide with Confidence

PRESS RELEASE

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EMBARGOED TILL 3 OCTOBER 2011

New tool to help companies in Singapore mitigate risk exposures in volatile times- D&B Singapore

Singapore, 3 October 2011– Dun & Bradstreet Singapore, a leading provider of business information and insight, today announced the Asian debut of Portfolio Manager in Singapore, a new risk analysis tool to empower companies with a better understanding and monitoring of their customers' risk profiles, addressing a key issue for many companies; that is when to initiate pre-emptive measures to safeguard business interests amidst the global downturn. Portfolio Manager was introduced into the European markets several years ago and has since received overwhelming response on the product's functionalities.

The latest challenge faced by businesses is the management of their commercial risk exposures and a need to balance cost controls with revenue generation in a time critical market. "Over the years, risk strategies for companies have evolved into a portfolio approach, managing both incoming and existing commercial accounts," said Mr Yun Kok Siong, Chief Executive Officer of Dun & Bradstreet Singapore. "Understanding how each customer portfolio is performing is a challenge when a company manages a large portfolio, this is further complicated if their portfolio consists of a mixture of domestic or pan-market ledgers. With this new tool, we can help companies streamline their risk management efforts to be more proactive and efficient."

The new Portfolio Manager product is a web-based analysis tool which merges companies' customer receivables data with D&B's global database of up to 200 million businesses to provide an in-depth insight into their customer portfolios. The tool will also apply D&B's proprietary predictive scores in its analysis to enable companies to predict future risk of failure and payment behaviour within their portfolios. With this information, companies will be better positioned in targeting their credit management resources and making more strategic credit policy decisions.

Potential clients for the Portfolio Manager product include companies that are involved in customer credit management or risk policy making who are looking for solutions that will assist in reducing their portfolio risk exposures or require reassurance on their exposures to the current volatile market.

Portfolio Manager will enable these companies to address four key areas to manage their risk portfolio:

Portfolio Dashboard

A quick and powerful overview of the company's risk exposure from its existing customer base

Evaluations

A breakdown of the overall risk structure according to the company's own defined risk bands and common characteristics of their customer portfolio



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Distributions

A further analysis based on the company's ledger data to review the performance of its reserving and collections strategies

Accumulations

An analysis of the company's aggregated ledger balances by global ultimate holding company and primary activity sector to understand group exposure and potential cross-sell opportunities within the same corporate family

Mr Yun added, "The introduction of Portfolio Manager is timely as this analysis tool will provide a useful insight into what companies in Singapore will perceive to be opportunities and challenges they are facing. Empowering companies with a greater reign over their commercial risk exposures would help to reduce the volatility of market sentiments by reassuring business confidence especially during this time of uncertainty. "

Commentary

About D&B

D&B is the world's leading provider of business-to-business credit, marketing and purchasing information and receivables management services. D&B manages the world's most valuable commercial database with information on more than 200 million businesses.

Information is gathered in over 200 countries, in 95 languages or dialects, covering 186 monetary currencies. The database is refreshed more than one million times daily as part of D&B's commitment to provide accurate, comprehensive information for its customers around the world.

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