

D&B COUNTRY INSIGHT REPORTS

Comprehensive Country Intelligence for evaluating risks & opportunities across the globe

If you are involved in cross-border business, developing relationships or identifying opportunities overseas, you are exposed to the risk associated with a country's overall political, economic and commercial status.

D&B Country Insight Reports allow you to confidently evaluate the situation in a country and provide the detailed intelligence that lets you form a full view of the underlying risks and opportunities.

The reports are produced by a team of highly-trained expert analysts using Dun & Bradstreet's quality data and are presented in an engaging visual format to provide summary recommendations and in-depth insight to enable you to make commercially relevant decisions.

HOW DO COUNTRY INSIGHT REPORTS HELP YOU?

Whether you are involved in strategic investment decisioning, financial risk analysis or supply chain management, understanding the changing commercial environment is crucial for effective risk mitigation and strategic decision making.

Country Insight Reports simplify this process by providing a one-stop shop for insight on a single market and highlight the current global and regional developments in relation to the country, giving you a comprehensive background to the situation.

Each of the four key sections of the report are clearly outlined using a summary page and a series of 'traffic light' graphics to easily identify the trends at a glance, while also providing forward-looking analysis and focused narrative around the implications and recommended actions for each section.

These key sections (credit, supply, commercial and political factors) follow a standard format, allowing you to easily absorb the detail into your best practice processes without becoming a subject matter expert, enabling cross-comparison of reports on different countries.

DELIVERING BENEFITS ACROSS YOUR BUSINESS

- Delivering benefits across your business
- One-stop country intelligence solution for 132 countries
- Focus on Country, Regional and Global level insight
- Summary of key factors and detailed core analysis
- 'At-a-glance' indicators
- Commercially relevant and 'decision-ready' recommendations
- Simple integration of D&B's Country Insight into your decision making
- Dun & Bradstreet quality data, expertise and analysis combined into insight that you can trust



INFORMATION ON EACH INDIVIDUAL COUNTRY INCLUDES:

- **D&B Country Risk Indicator** – A unique and comparative cross-border assessment of the risks and opportunities of doing business in a country
- **Global & Regional Insight** – Developments in the wider regional and global sphere and their impact on the country
- **Headline Issues & Key Recommendations** – Snapshot details of the key headlines and recommended actions
- **Risk & Opportunities** – Summary view of the core structural risk / opportunity elements, focusing on current, short- and long-term risks
- **Detailed analysis of core elements** – Detailed analysis of fundamental elements in the key analytical components
- **Perspective** – Understanding the background to the country

DELIVERED USING DUN & BRADSTREET'S DATA AND EXPERTISE

D&B Country Insight Reports are compiled by a team of highly-skilled analysts using exclusive aggregated micro-level data from Dun & Bradstreet's global network of reporting offices and worldwide database of over 240 million company records.

This information is supplemented by primary data from national and international sources, and secondary data from the International Monetary Fund, World Bank and other multilateral organizations to allow our team to provide a unique perspective when producing our reports.

Updated on a quarterly cycle, the data and analysis are presented in a standard format that facilitates the comparison of economic, political and commercial conditions across countries around the globe.

FURTHER PRODUCT SHEETS IN THE COUNTRY INSIGHT SERIES

D&B COUNTRY INSIGHT SNAPSHOT

Snapshot view of a single country's cross-border risk exposure focusing on the Political, Commercial and Macroeconomic environments. Guide to payment terms and delays.

INTERNATIONAL RISK & PAYMENT REVIEW

Snapshot views of over 130 countries' cross-border risk, focusing on the Political, Commercial and Macroeconomic environments. Country monitoring on multiple countries.

D&B ENTERPRISE SOLUTION

Customer-hosted insight solution combining Dun & Bradstreet's in-depth and snapshot reporting. Integration of Dun & Bradstreet's country insight expertise at a company-wide level.

For more information on our Country Insight products and service, please go to www.dnb.co.uk/country-insight



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ABOUT DUN & BRADSTREET

Dun & Bradstreet (NYSE: DNB) grows the most valuable relationships in business. By uncovering truth and meaning from data, we connect customers with the prospects, suppliers, clients and partners that matter most, and have since 1841. Nearly ninety percent of the Fortune 500, and companies of every size around the world, rely on our data, insights and analytics. For more about Dun & Bradstreet, visit DNB.com.

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D&B COUNTRY INSIGHT SNAPSHOTS

Unmatched Insight into overseas business environments

When exporting or investing abroad it is vitally important to have the most up-to-date information available to help you identify business opportunities and evaluate your risk exposure. D&B Country Insight Snapshots provide the essential analysis to keep you informed of business trading conditions in overseas markets.

D&B Country Insight Snapshots are the quick, easy and cost-effective way to monitor developments in your chosen market. Updated frequently, these reports typically provide a summary of the more detailed information contained in the D&B Country Insight Reports and are ideal when you need information just once, on just one country or when you need to monitor developments over several months.

Displayed in an easy-to-follow format, the reports present country-level intelligence, insight and recommendations on a single market to provide decision ready coverage on cross-border and country-specific risks and opportunities.

HOW DO D&B COUNTRY INSIGHT SNAPSHOTS HELP YOU?

Whether your focus is on evaluating operational environments in a new market, monitoring fluctuations in exchange rates or assessing changes in payments terms in a known business relationship, D&B Country Insight Snapshots allow you to integrate expert knowledge and commercially relevant forecasts into your own business processes.

The reports show an outline of the country's short-term economic, social and political environment, helping you quickly understand the key factors influencing operational risk in the country and provide a guide to help you trade more effectively.

The data, analysis and five-year forecasts are combined with D&B's Country Risk Rating and quick reference trend data, facilitating the easy comparison of business conditions across countries and allowing you to develop the most effective strategies on which your company can act.

D&B Country Insight Snapshots are compiled by a team of highly skilled analysts using exclusive data (macro) gathered from Dun & Bradstreet's global network of reporting offices and worldwide database of over 240+ million company records (micro). This information is supplemented by primary data from national and international sources, and secondary data from the International Monetary Fund, World Bank and other multilateral organisations.

DELIVERING BENEFITS ACROSS YOUR BUSINESS

- Country-level snapshot on a single country (132 countries available)
- A quick reference guide to the improving, stable or deteriorating business risk environment
- Identification of key risks & opportunities based on commercially-focused analysis
- A vital tool for assessing and setting trading terms and credit periods
- Simple integration of D&B's Country Intelligence and Insight into your decision making
- Simple integration of Dun & Bradstreet's decision-ready country intelligence into your activities



INFORMATION ON EACH INDIVIDUAL COUNTRY INCLUDES:

- **D&B Country Risk Indicator** - A unique and comparative crossborder assessment of the risk of doing business in a country
- **Rating Trend** - A quick reference guide on whether the country's overall risk environment is stable, improving or deteriorating
- **Core Outlook** - A summary section highlighting the positive and negative business outlook in a country
- **Key Development** - The key factor affecting the operating risk in a country assessed across four key business environments
- **Economic Indicators** - A table of key economic statistics covering three years of historical data and five-year forecasts
- **Trade & Commercial Environment** - A succinct assessment of developments affecting a country's trade and commercial environments, including information on payments performance, trade and investment agreements, and foreign exchange reserves
- **Trade & Transfer Situation** - A guide to recommended and minimum credit terms and usual credit periods including payment delays with regard to local and foreign currency, exchange rates and on-going credit conditions
- **Risks & Opportunities** - Focused analysis of a country's current short-term economic outlook, including socio-political and economic forecasts including a view on the business environment quality

DELIVERED USING DUN & BRADSTREET'S DATA AND EXPERTISE

D&B Country Insight Snapshots for individual countries are available from Dun & Bradstreet's subscription web platforms or via your local office customer centres. They provide focused, integrated updates on the broader, deeper coverage provided elsewhere in our product portfolio.

For in-depth analysis of country-level risks see D&B's Country Insight Reports.

FURTHER PRODUCT SHEETS IN THE COUNTRY INSIGHT SERIES

INTERNATIONAL RISK & PAYMENT REVIEW

Snapshot views of over 130 countries' cross-border risk, focusing on the Political, Commercial and Macroeconomic environments. Country monitoring on multiple countries.

D&B COUNTRY INSIGHT REPORTS

In-depth analysis of a single country's risks and opportunities in relation to the global and regional business environment. Current, short-term and longterm recommendations.

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INTERNATIONAL RISK & PAYMENT REVIEW

Online Country Monitoring for today's global marketplace

Investing and trading in a foreign market can be a high-risk / high-reward pursuit. The International Risk & Payment Review puts you in the best possible position to reduce that risk by keeping you informed of the latest developments across the globe.

The International Risk & Payment Review (IRPR) is an online resource that provides the critical economic, political and commercial information needed to facilitate decision-making when trading in multiple countries around the world.

Displayed in an easy-to-follow format, the IRPR presents country-level intelligence on numerous markets to provide insight into cross-border and key global trends.

HOW DOES THE IRPR HELP YOU?

Whether you are involved in foreign trade, financial risk analysis or supply chain management, understanding the ever-changing commercial risks is crucial for effective risk mitigation and decision making. Updated frequently, the IRPR allows you to confidently evaluate your global risk exposure and predict ongoing developments by providing insight on over 130 countries in a concise fashion.

The data, analysis and forecasts are combined with D&B's Country Risk Rating, which facilitates the comparison of business conditions across countries around the globe, meaning you can fulfil all your country assessment requirements from a single expert source.

The IRPR is compiled by a team of highly skilled analysts using exclusive data from Dun & Bradstreet's global network of reporting offices and worldwide database of over 240 million company records. This information is supplemented by primary data from national and international sources, and secondary data from the International Monetary Fund, World Bank and other multilateral organisations to allow our team to provide a unique perspective when producing our reports.

DELIVERING BENEFITS ACROSS YOUR BUSINESS

- Country-level snapshot analysis at your fingertips
- 132 countries monitored in a consistent structure to aid comprehension and cross-border comparison
- Easily integrate Dun & Bradstreet's leading Country Intelligence and Insight into your decision making
- Reduced analytical costs by letting your team focus on their roles rather than becoming country experts
- Everything you need for the whole organisation to monitor the ongoing developments in business risk in multiple markets
- Dun & Bradstreet quality data, expertise and insight



INFORMATION ON EACH INDIVIDUAL COUNTRY INCLUDES:

- **D&B Country Risk Indicator** - a unique and comparative cross-border assessment of the risk of doing business in a country.
- **Rating Trend** - a quick reference guide on whether the country's overall risk environment is stable, improving or deteriorating.
- **Trade Terms** - a guide to recommended and minimum credit terms and usual credit periods.
- **Transfer Situation** - a brief analysis of current payment delays with regard to transactions in local and foreign currency and foreign exchange reserves.
- **Key Facts** - an important economic, social or commercial fact for the country.
- **Trade & Commercial Environment** - a succinct assessment of developments affecting a country's trade and commercial environments, including information on payments performance, trade and investment agreements, and foreign exchange reserves.
- **Economic Indicators** - an index of key economic statistics (GDP growth, inflation, exchange rates, debt-service ratio etc.) covering three years of historical data and a two-year forecast.
- **Risk Factor** - focused analysis of a country's current political and economic conditions, including socio-political and economic forecasts.

In addition to the above information on individual countries the online service also provides a 'Special Reports' resource that contains an archive of Dun & Bradstreet's risk rating history, macroeconomic payments performance trends and extended economic indicator forecasts, allowing a complete assessment of the risks and opportunities in each country.

The Online Service is supplemented by a weekly e-alert notice on current headline stories.

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COUNTRY INSIGHT ENTERPRISE SOLUTION

Customer-hosted Country Intelligence for today's international organisation

Investing and trading in a foreign market can be a high-risk / high-reward pursuit. The Country Insight Enterprise Solution provides the necessary expertise to help your whole organization evaluate opportunities and mitigate risk across its global operations.

D&B's Country Insight Enterprise solution is a customer-hosted report library combining the country analysis of Country Insight Snapshot reports with the in-depth intelligence and expertise from our quarterly Country Insight reports.

Both report formats are updated on a regular schedule and are designed to be integrated into your organisation's intranet / extranet platforms so that every part of the business can share in the knowledge and expertise available from D&B's Country Insight team.

ENTERPRISE-WIDE APPLICATION AND BENEFITS

We understand that companies in different sectors and stages of development, as well as individuals within those companies, have different analytical requirements for risk management and opportunity identification. Our Enterprise solution provides a powerful knowledge base to deliver decision-ready insight and analysis tailored to your needs.

Supply Chain / Logistics Management

- Identify risks to external suppliers and mitigate supply chain risk to help manage potential disruption
- Implement contingency plans for changes to a country's infrastructure / economic environments to mitigate changes that may make it uncompetitive to source from a particular country
- Identify new markets to explore economies of scale, strategic collaborations and cost-sharing initiatives

Financial Risk Management

- See the complete picture of your company's exposure to payments delays / exchange rate fluctuations
- Identify new commercial opportunities across your business Strategic Investment / Treasury Risk
- Improve financial oversight and compliance associated with political factors
- Identify otherwise unknown opportunities to maximize your company's international investments

DELIVERING BENEFITS ACROSS YOUR BUSINESS

- Tailored online one-stop-country intelligence solution for the whole organisation
- Easy integration of Dun & Bradstreet's leading Country Insight into your decision making
- Commercially relevant and 'decision-ready' recommendations
- Dun & Bradstreet quality data, expertise and analysis combined into insight that you can trust
- 132 countries monitored in a consistent structure to aid comprehension and cross-border comparison
- Reduced analytical costs by letting your business focus on its own goals rather than becoming country experts



ADDITIONAL BENEFITS

The report elements listed above provide you with accessible, broad and deep insights into core issues, risks and opportunities, both now and into the longer term. The Enterprise solution offers the following additional benefits:

Bespoke Webinar Presentations

- If you have a particular project or strategic review that would benefit from our extra layers of insight, our analysts can use their specialised regional skills to give you an informed perspective on what matters when you're making decisions about investment, supply chains and partnerships

Access to our Analytical Team

- Do the reports you read leave you with more questions? Are there specific questions you need to ask? If so, direct access to our analytical teams give you the perfect opportunity to understand the elements that make a difference to your business

Monthly e-mail Newsletter (customer branded)

- Make the most of the organization-wide insight and setup a bespoke newsletter to be sent to all interested colleagues

DELIVERED USING DUN & BRADSTREET'S DATA & EXPERTISE

Dun & Bradstreet's Enterprise solution is produced by a team of highly-skilled analysts and delivers analysis and predictive insight covering political, macroeconomic and business trading conditions in order to equip you with commercially relevant information to help you to deliver a competitive advantage.

By taking into account the many facets of D&B's Country Insight model in addition to its core expertise in credit risk, Dun & Bradstreet can deliver expert recommendations and detailed understanding of a country's overall business environment.

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