

Welcome to the inaugural edition of the ASEAN Newsletter, where we aim to round up exciting developments in D&B, news around the region, data stories and product updates. Referenced below are a number of hot topic areas, take a look, click on the links, ask your local sales team for further clarification or drop us an email directly.



Country Risk Spotlight - Philippines

A strong external position will enable the Philippines to weather high exchange rate volatility.

The Philippine peso continued to depreciate at the beginning of July over concerns that the Federal Reserve's monetary stimulus will be gradually withdrawn and that this will cause high capital outflows from those emerging markets that have previously benefited from the low yields in developed countries.

The Philippines' exports fell 12.8% year on year (y/y) in April, after growing marginally by 0.1% in the previous month, due to weak demand. Shipments of semiconductors and electronics products (the country's top export item) fell by 0.4% y/y in April, marking the slowest pace of contraction in five months. Exports to the US and China both dropped, by 10.2% and 8.3% y/y respectively, while shipments to Japan (the country's largest trading partner) rose by 27.5% y/y in April.

Vehicle sales in the country jumped 11.2% y/y in May to 15,859 units, bringing sales growth since the start of the year to 23.3% y/y, according to the Chamber of Automotive Manufacturers of the Philippines Incorporated (CAMPI). Given the solid start to the year, CAMPI expects industry sales to hit 210,000 units for 2013, up 34% from last year.



Click the button to download the rest of the report to view details on trading terms, payment delays, exchange rates and economic indicators, plus political, economic and commercial risk analysis.

This complimentary write-up from D&B's Country Insight Services group has been put together by their team of experts using the most up-to-date information to provide a snapshot of the latest country risk situation, and provides an excellent overview for those exposed to cross-border credit or investment risks.

Looking For Different Countries?

D&B Country Insight Services provides analysis on over 130 countries worldwide and its products are available for purchase online by D&B subscribers.

If you wish to order reports using your D&B subscription [please click on the link](#) and select the country/region in which you are registered as a D&B subscriber. Non-D&B subscribers wishing to order reports please contact Customer Services at your local D&B Office.

ASEAN Industry Highlights

For more News, click [Here](#)

Indonesia

11-Jul-13 Indonesia Finance Today [Motor Sales during Ramadan Projected to Grow 10%](#)

12-Jul-13 Bisnis Indonesia [National Energy Council Asks to Reduce Gas Export](#)

9-Jul-13 The Jakarta Globe [Tin Exports From Indonesia Surge to Highest Level in 18 Months](#)

1-Jul-13 Bisnis Indonesia [Indonesia Manufacturing Growth Slows on Weak Exports](#)

Malaysia

12-Jul-13 The Star [May industrial production growth exceeds expectations](#)

12-Jul-13 Business Times [Rubber sector set to get a boost](#)

12-Jul-13 Business Times [Commodity exports stay buoyant](#)

4-Jul-13 Business Times [Malaysia wants to diversify exports to Japan](#)

Myanmar

11-Jul-13 The Nation [US-ASEAN business council mission meets key Myanmar leaders](#)

8-Jul-13 The Nation [GM enters Myanmar market](#)

Philippines

12-Jul-13 Philippine Star [Motor vehicle sales hit record high](#)

11-Jul-13 Daily Inquirer [Manufacturing output grew by 20.4% in May. Strong domestic demand more than offset decline in exports.](#)

8-Jul-13 Manila Bulletin [1Sem BOI investments reach P202B](#)

5-Jul-13 Manila Bulletin [Manufacturing industry roadmap to strengthen competitiveness – PIDS](#)

4-Jul-13 Business Mirror [Ecozone investments up 92% in 1st half of 2013](#)

Singapore

12-Jul-13 The Edge Singapore [Singapore economy grows more than forecast on manufacturing](#)

Thailand

10-Jul-13 The Nation [FTI eager for progress on govt mega-projects](#)

8-Jul-13 The Nation [UNCTAD recommendation: Thailand 'must develop 10 areas'](#)

5-Jul-13 The Nation [MUFG takeover of BAY reflects shift to region](#)

5-Jul-13 Bangkok Post [Japan's SMEs seek fortune in Thailand](#)

Vietnam

11-Jul-13 Vietnamplus [Auto Export: New opportunities for local manufacturers](#)

9-Jul-13 Vietnamplus [Minister pledges more incentives for foreign investors](#)

8-Jul-13 Vietnam News [Central Bank Policies Aim To Revive Economy](#)

8-Jul-13 Vietnam Breaking News [HCM City Sanctions 200 More FDI Projects](#)

Product Update

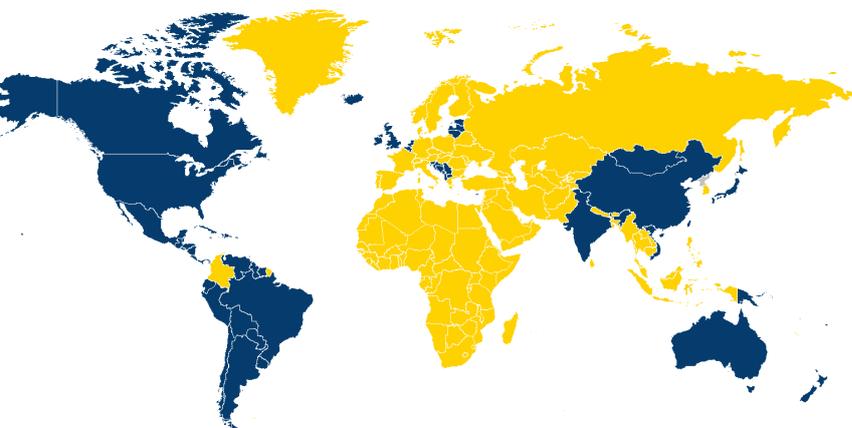
Portfolio Manager / Supplier Portfolio Manager



Good news for Portfolio Manager & Supplier Portfolio Manager customers as we will add China data set to the next release of Portfolio Manager, expected to be released in the next few weeks. Watch this space - For more information, please contact your account manager.

Portfolio Manager is an online analysis tool which merges your customer receivables data with D&B's databases to provide a unique insight into your portfolios. It enables you to pinpoint the main areas of risk and opportunity leading to better targeting of your credit management resources and a clearer, more informed view of which credit policies are most appropriate for your circumstances.

Supplier Portfolio Manager merges your vendor data with D&B's databases to give you insight into your supplier portfolios from buyers or business unit spend to how your suppliers are linked and what their main business activities are.



- Mature markets: markets where there is an absence of significant growth (Canada, France, USA, Germany, UK)
- Developing markets: markets with social or business activity in the process of rapid growth and industrialisation (Australia, China, Japan)
- Nascent markets: markets are newly developing with rapid growth (India, Korea, Russia, Vietnam)

These markets will be striving for the following:

- 100% coverage of ID data and accuracy
- 40% of records with 3+ trade
- 40% financials coverage

The next set of markets to be included in this initiative will be: Belgium, Brazil, Indonesia, Ireland, Mexico, Netherlands, New Zealand, Thailand and Turkey.

Feedback

The ASEAN Newsletter will continue to evolve and we have exciting plans moving forward that will further improve communication. We welcome your feedback so please send us your comments via this [Quick Survey](#), or to the Newsletter Team directly at ongc@dnb.com. We welcome your feedback so please send us your comments for us to serve you better.

Hoover's

- Improving the Business One Profile at a Time

Updating contact information in Hoover's profiles has made a significant impact on the business, and D&B contact data quality scores rose 20 points in the most-viewed company records on Hoover's, thanks to the D&B's Austin editorial team.

Late 2012, the team developed a plan to improve contact information in Hoover's company profiles, including assigning a special projects team to update information on top-level executives (C-level officers) on an on-going basis.

Also, new technology was added to scan the websites of 42,000 companies to identify officer changes and eliminate duplicate listings of lower-level employees in Hoover's company records.

"This is a win for all of us and certainly for our customers" said Kenny Jones, Hoover's customer advocate and a member of the special projects team. Because the contact data is used by many D&B products, these changes have resulted in timelier profile updates that benefit not only Hoover's customers, but also customers of other D&B products.

Be part of the solution to improve contact quality across D&B products. If you notice any incorrect information on company records, please contact update@hoovers.com.

Data Update

Global Data, Insight and Analytics Strategy (2013-2015)

In order to maintain our competitive advantage and meet our ever evolving customer needs, D&B have embarked upon an advanced data strategy - the Global Data, Insight and Analytics Strategy. This strategy will initially focus on 12 markets, divided into three sections:

News Around The Region

Indonesia

- 12-Jul-13 Bisnis Indonesia [National Energy Council Asks to Reduce Gas Export](#)
- 11-Jul-13 Indonesia Finance Today [Coal Export Rises 21.4% May 2013](#)
- 11-Jul-13 The Star [Indonesia central bank surprises again with big rate hike](#)
- 10-Jul-13 Indonesia Finance Today [National Internet Services Industry May Potentially Tumble](#)
- 9-Jul-13 Indonesia Finance Today [Steel Industry's Margins May Continue to Dip](#)
- 9-Jul-13 The Jakarta Globe [Indonesia Coffee Output Likely to Hit Record](#)
- 5-Jul-13 Bisnis Indonesia [RI China to Build a US\\$1 Billion Bauxite Smelter](#)
- 5-Jul-13 Bisnis Indonesia [Car Sales Posts New Record in 1H/2013](#)
- 4-Jul-13 Bisnis Indonesia [Norway interested to invest in energy sector](#)

Malaysia

- 12-Jul-13 Business Times [Commodity exports stay buoyant](#)
- 12-Jul-13 Business Times [Cocoa product exports to hit RM4.5b this year](#)
- 3-Jul-13 Business Times [Energy demand to double over next 50 years](#)
- 3-Jul-13 The Star [Massive outflow of funds from region unlikely](#)
- 2-Jul-13 Business Times [Palm oil exports to Vietnam increase by 64pc](#)
- 2-Jul-13 Business Times [Vehicle sales in Malaysia likely to pick up in H2](#)
- 25-Jun-13 MATRADE [F&B Exporters Should Tap German Market](#)
- 20-Jun-13 MATRADE [Canada Offered Multi Billion Ringgit Opportunities For Malaysia's Oil and Gas Company](#)

Philippines

- 12-Jul-13 Daily Inquirer [SMC to take new investors in banking, power](#)
- 8-Jul-13 Philippine Star [Global air traffic rises in May amid Asia Pacific slowdown](#)
- 8-Jul-13 Manila Bulletin [Petro franchising offers opportunities for MSMEs](#)
- 5-Jul-13 Philippine Star [Phl catching up on FDI – Citi](#)
- 5-Jul-13 Philippine Star [Phl making big push to lift agri, other sectors](#)
- 3-Jul-13 Philippine Star [Domestic trade up 26.7%](#)
- 2-Jul-13 Philippine Star [Gov't ups infra spending in Jan-May](#)
- 1-Jul-13 Business Mirror [New P268 m Facility to cut production cost of chip makers](#)

Singapore

- 9-Jul-13 The Edge Singapore [Banks in Singapore face burden from MAS rate-rigging censure](#)
- 2-Jul-13 The Business Times [S'pore still attractive to businesses: new SICC chief](#)

Thailand

- 15-Jul-13 The Nation [TAT targets Japanese travel agents as bilateral tourism traffic booms](#)
- 13-Jul-13 The Nation [Energy minister to outline plan for rooftop solar panels](#)
- 11-Jul-13 The Nation [Outlook bright for consulting firms as Thai, Asian firms continue M&A strategy](#)
- 5-Jul-13 The Nation [CEO's expect 'GDP growth below 4.5%](#)
- 5-Jul-13 Bangkok Post [Consumer confidence slides](#)
- 4-Jul-13 The Nation [BAY eyes bigger Japanese client base](#)
- 3-Jul-13 Bangkok Post [Car scheme blamed for slow growth](#)

Vietnam

- 11-Jul-13 Thanhnien News [Costly logistics act as drag on Vietnam exports](#)
- 9-Jul-13 Vietnamplus [Vietnam's exports To Malaysia Up In Five Months](#)
- 8-Jul-13 Vietnam News [Seafood export revenue leaps](#)
- 6-Jul-13 Vietnam News [Long-Term Vision Essential For Overhaul Of Agriculture](#)
- 6-Jul-13 Vietnam News [Steel Production Lacks Mettle](#)
- 5-Jul-13 Vietnam Investment Review [Fruit and veg export enjoys fertile growth](#)
- 4-Jul-13 Vietnam Investment Review [Asia investors not ready to invest further despite improved confidence](#)
- 28-Jun-13 Saigon Times [Footwear exports post strong growth](#)
- 28-Jun-13 Saigon Times [Cocoa sees chance for stronger export to Europe](#)
- 26-Jun-13 Saigon Times [Seafood exports likely to reach US\\$6.5 bil.](#)