



**BUREAU VAN DIJK**

A Moody's Analytics Company



**orbis**  
crossborder  
investment

## **Understand globalization**

Assess what's driving crossborder investment and understand how companies are growing internationally, using the only tool that tracks both forms of equity crossborder investment

We capture and treat private company information for better informed decision making and increased efficiency

**Welcome to the business of certainty**

# High-quality data from the experts in deal and company information

Orbis Crossborder Investment looks at globalization via projects and deals and delivers information on the companies behind these investments – both listed and private. It tracks information daily, and monitors announced, completed and cancelled/withdrawn projects and deals, as well as rumours and intentions.

## These include:

- Greenfield FDI projects – such as a company setting up (or expanding) a physical presence in a foreign market
- Crossborder M&A deals – defined as having more than 10% foreign ownership and including acquisitions, mergers, demergers, joint ventures, minority stakes and IPOs

## And covering:

- details of the investor, acquirer or target companies, including financial data, their structures and their people
- project size estimates when data isn't available
- an indication of a company's propensity to invest
- deal comments and rationale and linked deals/projects
- project financials, job creation, motives, incentives, sources of finance, comments, rationale, contacts, business function and links to other relevant projects/deals

# Sophisticated searching, functionality and data visualization

Using our modern user interface and extensive company information, you can find answers to your queries quickly and easily.

Search by any combination of a huge range of criteria, including detailed text searching. Get easy-to-customize lists and reports, set alerts and export your research. The contemporary reports are designed for fast interpretation.

## Our tools help you create powerful data visualization and analyses in seconds:

**Pivot analysis** - analyze investment flow by your choice of variables.

**Heat map** - plot your research on a map to instantly see geographic concentration, with lots of options to use color and symbols to add impact. The heat maps are available on a regional level.

**Company footprint** – map where a company may be planning to expand or invest, including new executive appointments, new funding and new foreign contracts.

# Use and benefit from Orbis Crossborder Investment for better decision making and increased efficiency

## **Government agencies (IPAs/EDOs):**

- Identify companies to improve your lead generation
- Profile active investors
- Develop investment promotion strategies
- Produce in-depth analysis of key markets and sectors
- Understand how M&A is impacting market entry strategies
- Enhance your marketing and support your public relations
- Prepare for overseas investment missions
- See which companies are raising money
- Compare subject companies to their peers

## **Consultants, advisors, banks and insurance companies:**

- Keep up-to-date with the latest crossborder investment trends
- Validate recommendations and complement your analyses
- Power your business development
- Stay on top of investment news from existing clients
- Improve your view on the key drivers of globalization

## **Multilaterals and academics:**

- Identify emerging trends and analyze historic/current trends - on multiple levels
- Support your research, learning literature and white papers around the business of globalization
- Understand the crossborder investment strategy for a company or state-owned enterprise
- Examine motives driving crossborder investment

## **Corporates:**

- Keep up-to-date with investment news from existing clients/customers/suppliers
- Develop new business and increase your sales revenue
- Inform investment strategy
- Understand crossborder investment trends and identify new export markets
- Acquire competitor and peer group intelligence

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# Contact information

## Argentina

tel: 54 (11) 5246 5065  
buenosaires@bvdinfo.com

## Australia

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

## Austria

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

## Belgium

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

## Brazil

tel: 55 11 2348 5176  
saopaulo@bvdinfo.com

## China

tel: 86 10 8515 2255  
beijing@bvdinfo.com

tel: 86 21 2312 7527  
shanghai@bvdinfo.com

## Denmark

tel: 45 33 4545 20  
copenhagen@bvdinfo.com

## France

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

## Germany

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

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

## Hong Kong

tel: 852 2154 3822  
hongkong@bvdinfo.com

## Italy

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

tel: 39 06 840 4611  
rome@bvdinfo.com

## Japan

tel: 813 5775 3900  
tokyo@bvdinfo.com

## Mexico

tel: 5255 3683 8080  
mexico@bvdinfo.com

## Netherlands

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

## Portugal

tel: 351 211 528 700  
lisbon@bvdinfo.com

## Russian Federation

tel: 7 495 708 4193  
moscow@bvdinfo.com

## Singapore

tel: 65 6496 9000  
singapore@bvdinfo.com

## Slovakia

tel: 421 2 682 86 760  
bratislava@bvdinfo.com

## South Africa

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

## South Korea

tel: 82 2 3789 6727  
seoul@bvdinfo.com

## Spain

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

## Sweden

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

## Switzerland

tel: 41 22 735 48 79  
geneva@bvdinfo.com

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

## United Arab Emirates

tel: 971 4 4391703  
dubai@bvdinfo.com

## United Kingdom

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

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

## United States

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

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

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

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



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