

dun & bradstreet

We Combine Global Data And
Local Expertise to Help Clients
Make Smarter Decisions





A legacy of almost two centuries of helping clients make smarter decisions

Established in 1841

Headquartered in Jacksonville, USA

Listed on NYSE

Market Capitalization of ~US\$ 5.5 bn

Largest global commercial database with 595M+ entities

5M database updates daily

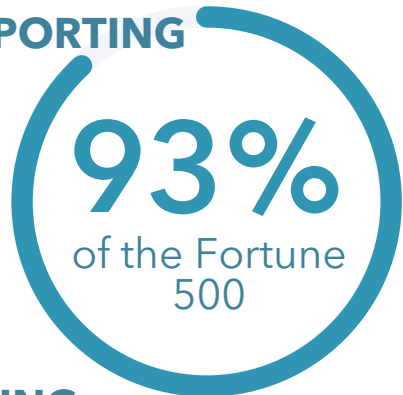
Serving over 250,000 customers across 220 geographies





Combining global data with local expertise

SUPPORTING



SERVING

1.5M+ Small Business Owners

\$3T

is the combined group annual revenue of Top 10 clients of Dun & Bradstreet. Our solutions play a critical role in driving revenue and reducing risk for all customers.

FOR ALMOST 200 YEARS

companies of every size have trusted Dun & Bradstreet to deliver timely answers that matter most



dun & bradstreet

WORLDWIDE NETWORK

Sourcing data from around the globe



PATENTS

244 GRANTED
98 PENDING

GLOBAL FINANCE

“World’s Best Supply Chain Finance Provider”

“Best Analytics for Credit Scoring and Risk Assessment”

Leader In B2B Marketing Data Providers 2021



Sales and Marketing Technology Award Winner 2021



Chartis RiskTech100 2025
D&B Credit Data: SME



Certified in UK

Restricted Confidential



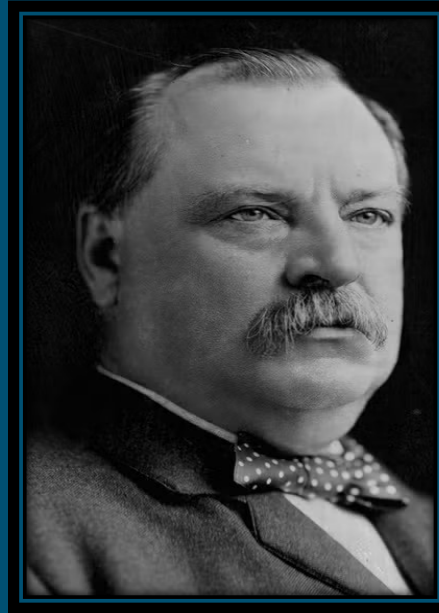
Did You Know



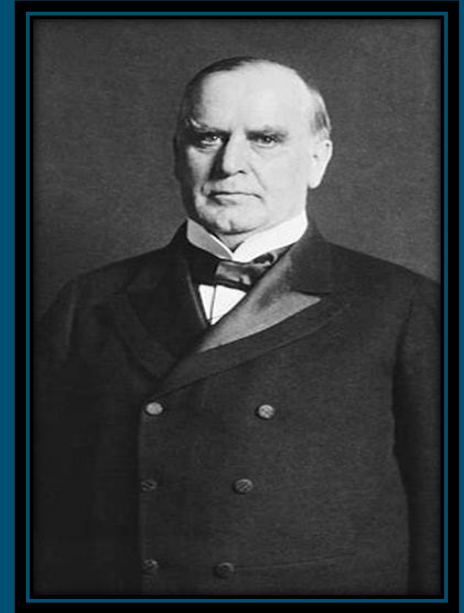
Abraham Lincoln



Ulysses S. Grant



Grover Cleveland



William McKinley

Four US presidents have worked with Dun & Bradstreet!



A proud journey of three decades

in helping companies in India achieve their potential

Established in 1995

Headquartered in the commercial heart of India: BKC, Mumbai

7 offices, 1300+ employees based out of India

Trusted by over 7,000 clients

Database of 40M+ entities in India

Established CIBIL with SBI, HDFC, TransUnion

Established SMERA (SME rating agency) with SIDBI and other PSU banks

Hyderabad is home to D&B's Global Capability Centre





Collaboration with government and industry associations

Ministry of MSME, Government of India

Empaneled under Survey, Studies & Policy Research Scheme of the Ministry of MSME, Govt

Niti Aayog and Ministry of Commerce

Analyzed logistics at 14 ports and recommended measures to improve efficiency in the port logistics sector

State Governments

Policy Impact Assessment for the state government scheme

Made MSMEs export ready and discoverable in our global database -through issuance of D-U-N-S Number

National Small Industries Corporation

MoU with NSIC for offering value-added products at a discounted rate to enable growth of exporters & MSMEs

Bombay Stock Exchange BSE - SME

MoU to offer products at a concessional rate to the SMEs

Small Industries Development Bank of India

D&B-SIDBI Sustainability Perception Index;
Conducted various capacity building programs for both bankers and entrepreneurs

Open Network for Digital Commerce

MoU with ONDC to issue D-U-N-S Number to the Buyer & Sellers on its platform as well as value added services.

The Plastics Export Promotion Council

MoU to offer value added services such as the D-U-N-S Registered Seal to its member-exporters

National Stock Exchange NSE - SME

MoU to offer products at a concessional rate to the SMEs

North- Eastern Regional Agricultural Marketing Corporation Limited

MoU with NERAMAC (Govt. of India enterprise) to issue DUNS to Farmers Producers Organization

Association of Chambers of Commerce

Developed D&B - ASSOCHAM Small Business Confidence Index

FICCI & AMCHAM

Shaping the industry by active participation in the industry bodies



It's challenging to grow & thrive in a complex business environment

Reduce Financial Risk

Improve Operational Efficiency

Improve Decision Making

Improve Customer Experience

Increase Efficiency



RISK



FINANCE



MARKETING

Reduce Costs

Manage Risk

Protect Reputation & Brand

Accelerate Due Diligence



PROCUREMENT



COMPLIANCE



SUSTAINABILITY

Improve Client Outreach

Deliver Winning ABX Programs

Accelerate Deals

Increase Sales Team Efficiency

Gain Visibility



CREDIBILITY



SALES



DATA



And here's how we can help you navigate with confidence

CREDIBILITY & BUSINESS INSIGHTS SOLUTIONS

SOLUTIONS

- ❑ Market Insights Research
- ❑ ESG reports / Advisory
- ❑ Overseas subsidiary reports (BIR)

PRODUCTS

- ❑ D-U-N-S Corporate parent tree linkage
- ❑ D&B D-U-N-S Registered Solutions
- ❑ D&B Credibility Reports
- ❑ ESG Registered Solutions

THIRD PARTY RISK & COMPLIANCE SOLUTIONS

SOLUTIONS

- ❑ Credit Risk Management
- ❑ Supplier Risk Management
- ❑ ESG Assessments
- ❑ Sanctions & Compliance Checks

PRODUCTS

- ❑ Risk Analytics Compliance Intelligence
- ❑ Risk Analytics Supply Intelligence
- ❑ Risk Essentials
- ❑ D&B Direct for Compliance
- ❑ D&B Finance Analytics

FINANCE SOLUTIONS

SOLUTIONS

- ❑ Credit Reports (*Cross Border & Domestic*)
- ❑ Project Appraisal Services (*TEV*)
- ❑ Trade Exchange Program

PRODUCTS

- ❑ D&B Finance Analytics
- ❑ D&B Direct for Finance
- ❑ Risk Analytics Compliance Intelligence

SALES & MARKETING SOLUTIONS

SOLUTIONS

- ❑ Demand Generation
- ❑ Master Data Management
- ❑ D&B Analytics
- ❑ Integrated Marketing Solutions

PRODUCTS

- ❑ D&B Hoovers
- ❑ D&B Direct+ for Sales & Marketing
- ❑ D&B Connect

LEARNING & ECONOMIC INSIGHTS SOLUTIONS

SOLUTIONS

- ❑ Content, Research & Thought Leadership
- ❑ Awards & Publications
- ❑ Conferences & Webinars
- ❑ Training Programs
- ❑ Impact Analysis

PRODUCTS

- ❑ Bespoke Indices
- ❑ Economic, Policy Research & Advisory
- ❑ Union Budget Impact Analysis
- ❑ Vodcast, IPs, & Customized Events

D&B D-U-N-S[®] Number and its significance



Dun & Bradstreet D-U-N-S® Number

Unique Identifier

Global standard for business identification



123456789

240

Recommended or required by 240+ commercial, trade and government organizations globally



Widely used by App Stores and online marketplaces to verify trader information

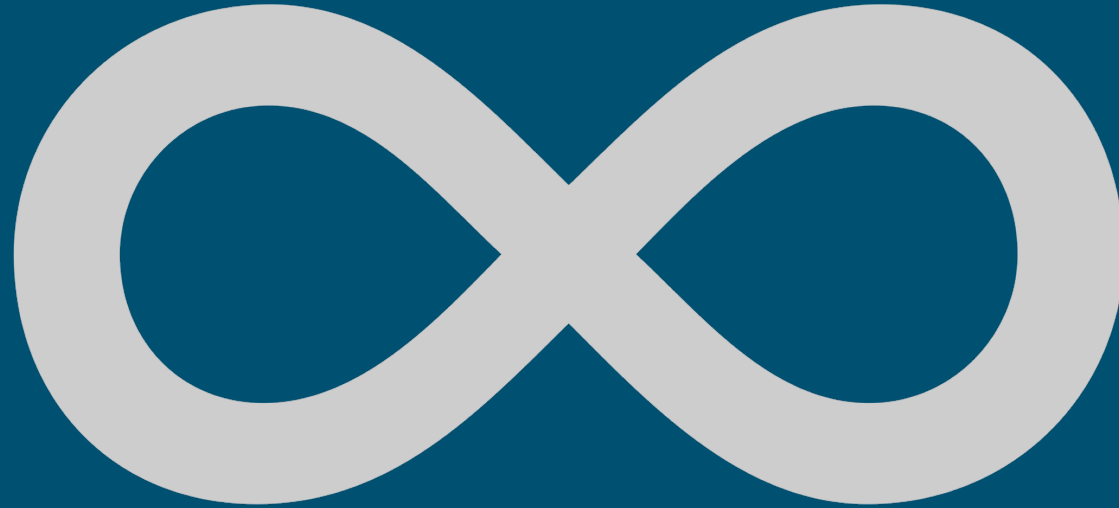


Facilitates qualification for contracts, loans, especially beneficial for startups





Did You Know



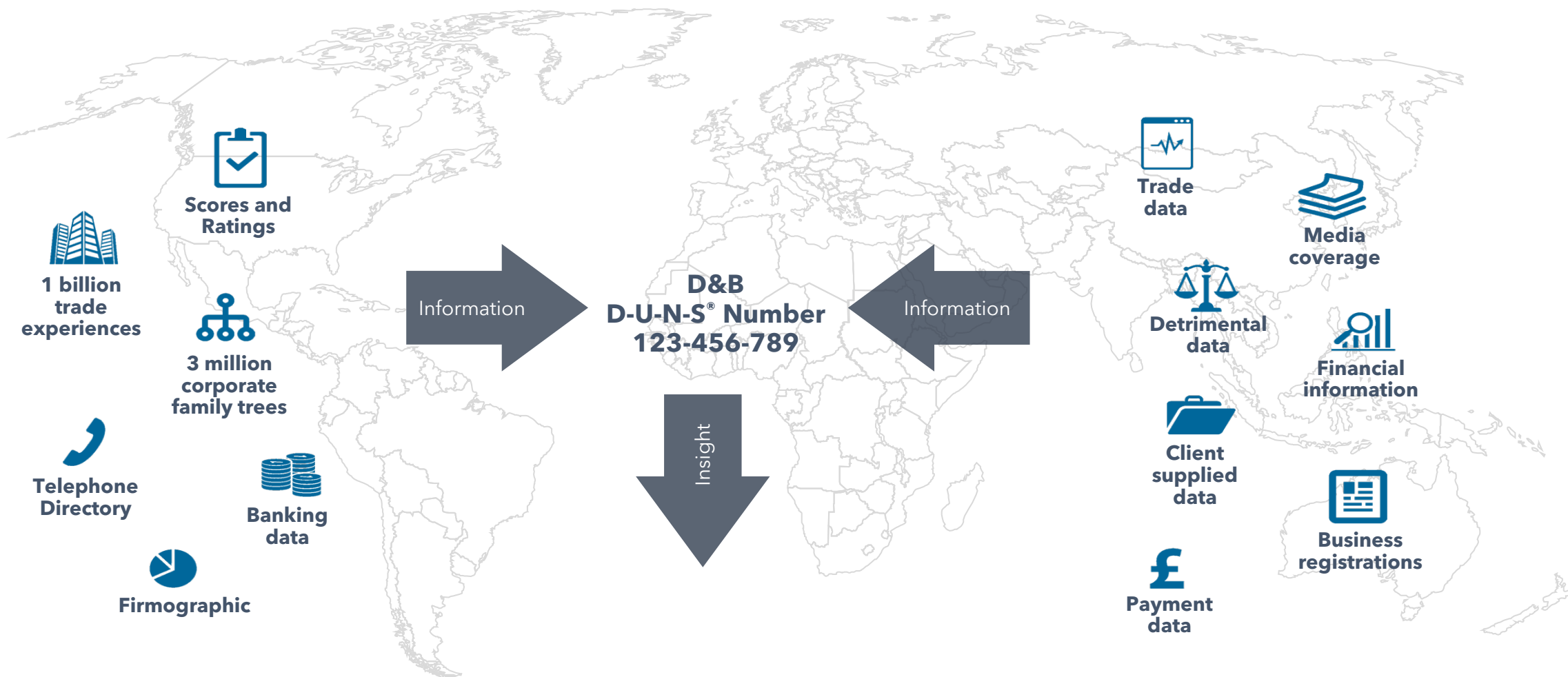
D-U-N-S® NUMBERS ARE NEVER RE-USED OR RE-ISSUED
Once assigned to a business entity, it's assigned forever



Dun & Bradstreet D-U-N-S® Number

Patented Identity Resolution Process

Recognized and required by many global associations

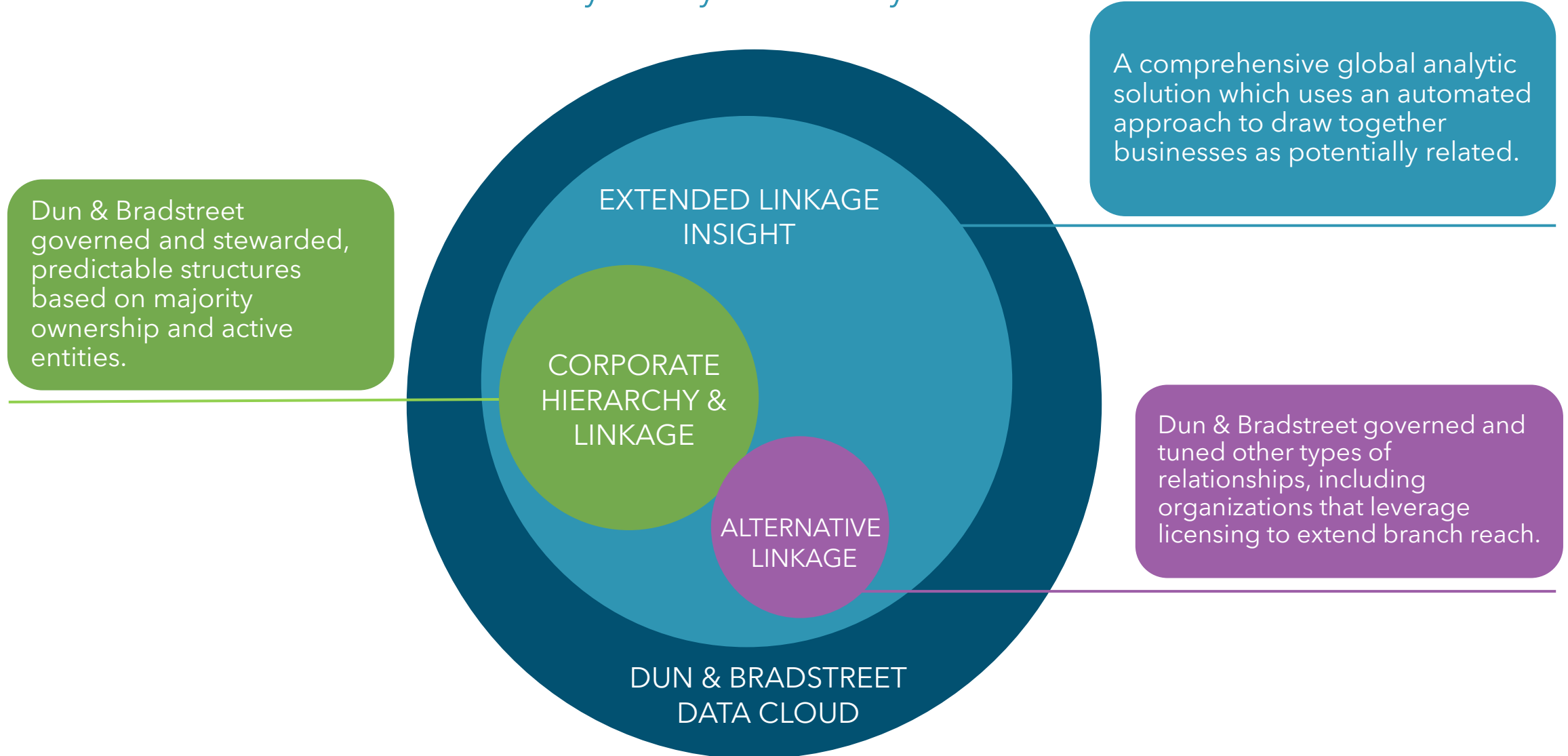




Dun & Bradstreet D-U-N-S® Number

Hierarchy & Linkages

Millions of connections and variety of ways to identify



Our Data Prowess



Clients choose Dun & Bradstreet

when they need to improve business performance



595M+

Global Business Records



93%

of the Fortune 500 are our clients



220

Global markets (countries & territories)



399M+

Ownership Insights on Shareholders



2B

Yearly updates to third-party risk insights



200M

Trade payment experiences



80M+

ESG entity coverage of public and private companies



190M

Linked records in a family tree (not single location)



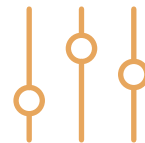
60B+

Cyber issues identified weekly



2,000+

High-risk procurement alerts



1.4B

Match points



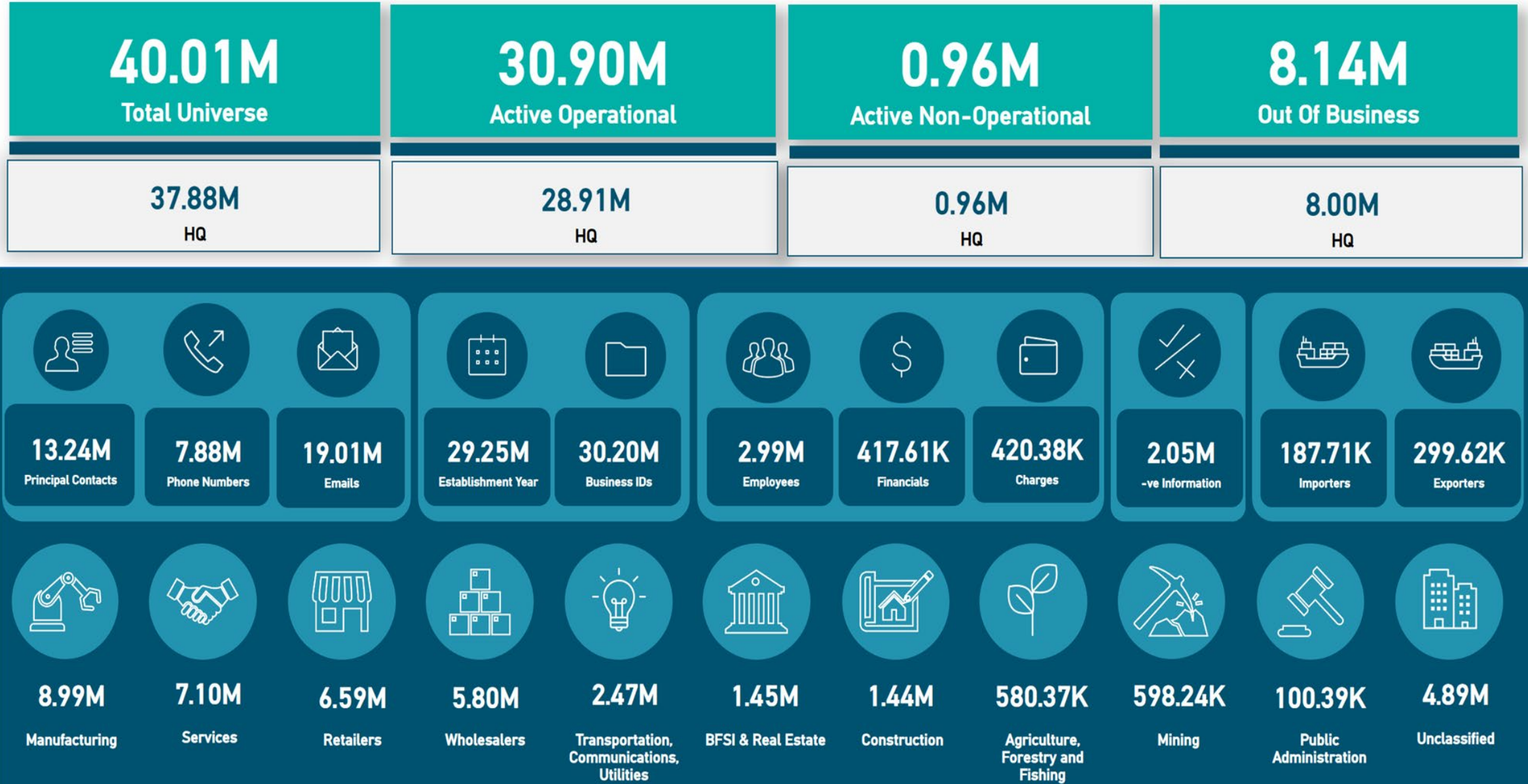
80%

of companies in the Data Cloud have fewer than 11 employees

Please note: The estimates provided is based on available data and may not be 100% accurate. It is subjective to revision as new information become available



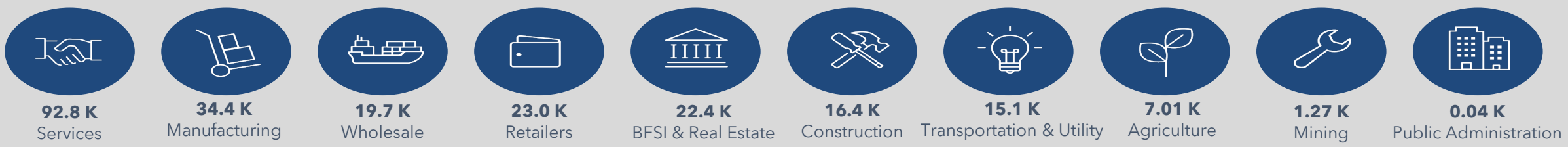
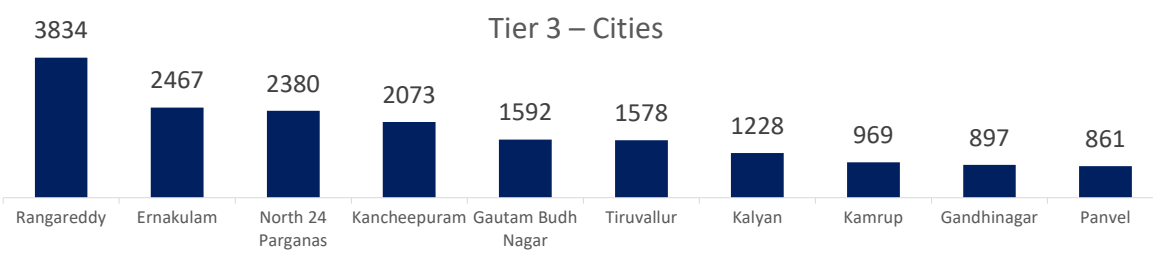
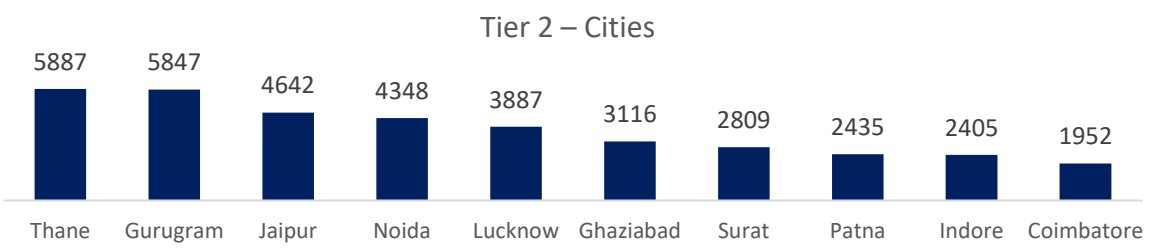
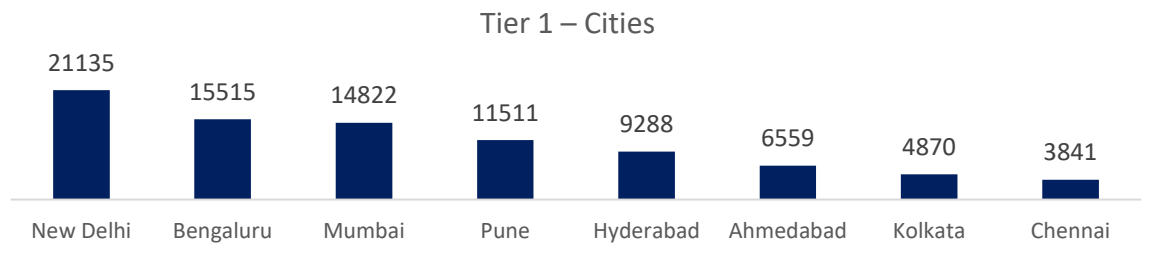
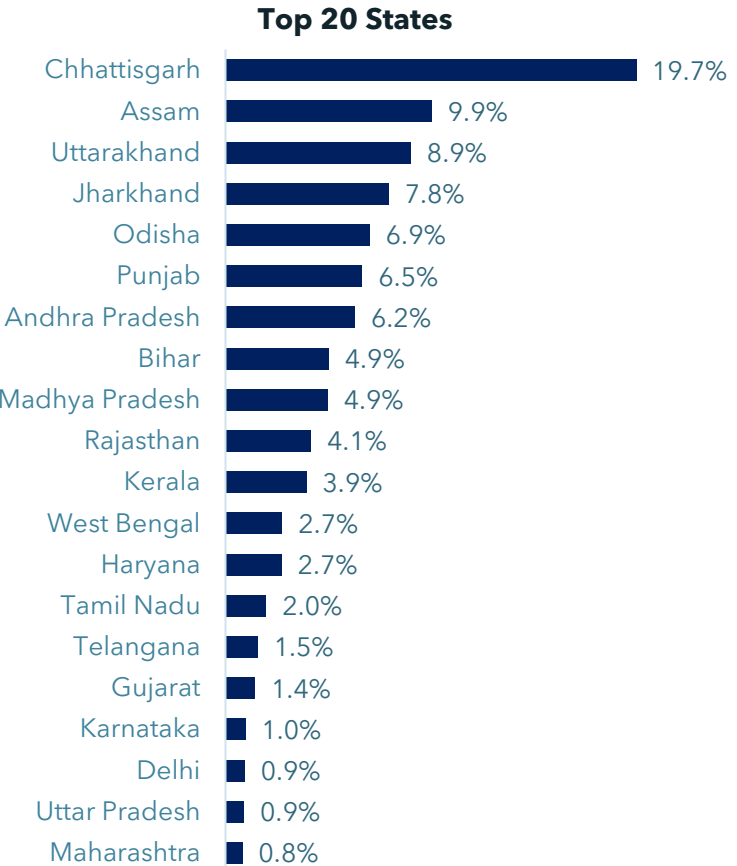
D&B India Data Universe





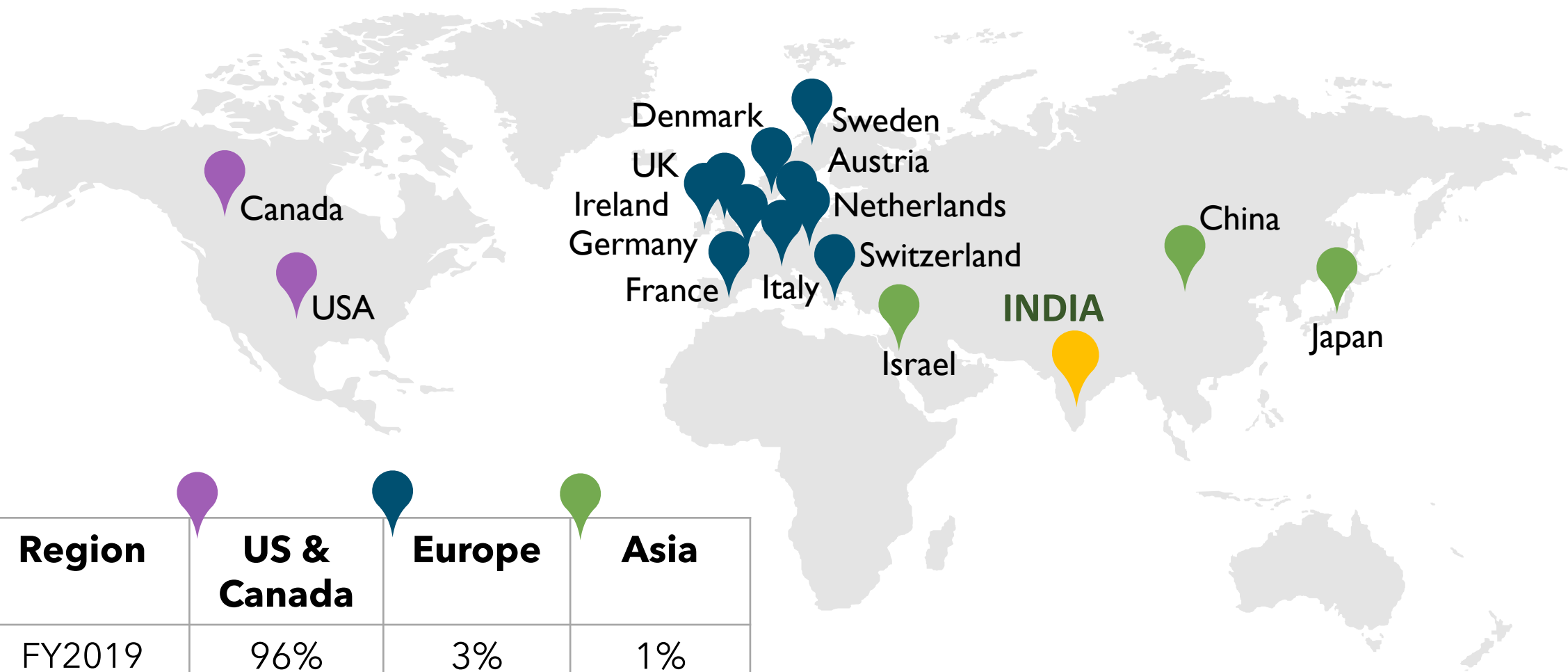
~238K new businesses were registered in 2024 in the MCA

Tier 2 and Tier 3 cities accounts for ~63% of New Business, customers can leverage this data points for Intelligent Prospecting.





Whilst 'USA' continues to be top inquirer on businesses in India, we have observed increased share of interest by European countries on Indian businesses in FY2024



Region	US & Canada	Europe	Asia
FY2019	96%	3%	1%
FY2024	85%	14%	1%

Top 15 countries



Did You Know

IN INDIA, IN THE NEXT 24 HOURS.....

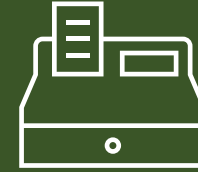


12,264

global inquiries will be made on Indian businesses

648

new businesses will get registered on MCA



288

address changes will take place



168

companies will have new CEO / owners

14

phone numbers will get changed



Keeping data updated is more challenging than ever

OUR SOLUTIONS





CREDIBILITY & BUSINESS INSIGHTS SOLUTIONS



IMPROVE
CROSS-BORDER
TRADES



BUILD
VISIBILITY &
CREDIBILITY



ACCELERATE
DEALS



BUSINESS
VIABILITY



SUSTAINABILITY



ESG Intelligence



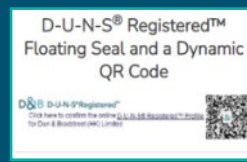
Business Scope Report



Impact Report



Vantage Report



- D-U-N-S[®] Corporate Parent Tree linkage
- Business information update on overseas subsidiaries
- Identifying Preferred Vendor (OEMs)
- Third Party Credible opinion
- Global Rating Scale



THIRD PARTY RISK & COMPLIANCE SOLUTIONS



REDUCE COSTS



MANAGE RISK



ACCELERATE DUE DILIGENCE



PROTECT REPUTATION & BRAND



IDENTIFY RED FLAGS

Supply Management Solutions

Accelerate supplier evaluations, reduce current and future risks, and enhance business resilience with a comprehensive supplier risk solution.

- Identify key risk areas
- Improved funding prospect
- Empanel with esteemed organisations/ Banks/FI
- Independent third-party assessment

D&B Risk Analytics Supplier Intelligence

D&B Supplier Intelligence allows you to screen suppliers, actively monitor risk changes, streamline your reporting process, and drive operational efficiency through automation.

Compliance Solutions

Leverage intelligent KYC/KYB monitoring for compliance decision making and automate due diligence with robust data and insights.

- Spot high-risk or banned entities
- Strengthen compliance and regulatory processes
- Manage supply chain and distribution risks

D&B Risk Analytics - Compliance Intelligence

Empower your compliance teams with powerful data, customizable workflows, and real-time KYC/KYB monitoring to proactively manage and stay ahead of potential risks.



FINANCE SOLUTIONS



REDUCE
FINANCIAL
RISK



IMPROVE
OPERATIONAL
EFFICIENCY



BENCHMARKING



IMPROVE
CUSTOMER
EXPERIENCE



DUE-
DILIGENCE

Project Appraisal Services

- Techno Economic Viability Report
- Detailed Project Report
- Lender's Independent Engineers Report
- Agency for Specialized Monitoring
- Traffic Study & Toll Monitoring

Trade Exchange Program

- Payment behavior and Customer segmentation per risk levels, for evaluation of credit terms and up-sell opportunities

D&B Direct for Finance

Stream trusted, comprehensive business data and analytics to make confident, data-driven decisions

- Make confident decisions
- Protect your business from bad data
- Get updates in Near Real-Time
- Spot Risks & Discover Opportunities

D&B Finance Analytics

Manage credit risk at scale with industry-leading data and analytics integrated into a powerful credit management solution.

- Automate Credit Decisioning
- Rules Based Engine
- Real-time insights on millions of businesses
- Manage & Monitor your Global Portfolio



SALES & MARKETING SOLUTIONS



IMPROVE
MARKETING
ROI



DELIVER
WINNING ABX
PROGRAMS



ACCELERATE
DEALS



INCREASE
SALES TEAM
EFFICIENCY



IMPROVE
PROFITABILITY



INCREASE
CROSS-SELL

Demand Generation

'Off-the-shelf' sales lead database, brand building and lead generation

Master Data

Create a trusted view of customers, prospects and vendors across systems, regions and departments

Analytics

Identify high value prospects/ customers to accelerate profitability and achieving higher ROI

D&B Hoovers

Leverage powerful customer and prospect data to build relationships, retain customers, and grow your business

Access data on **595M+ businesses, 250M+ consumers, and 2B+ unique emails** to connect with ideal buyers and start relevant conversations anywhere.

Data Management

Eliminate bad data with reliable, up-to-date insights for smarter decision-making and protect your bottom line

D&B Connect

Gain a complete view of customers, suppliers, and prospects with a self-service data management platform



LEARNING & ECONOMIC INSIGHTS SOLUTIONS



STRENGTHEN COMMUNITIES



IMPROVE MARKETING ROI



FIND NEW CUSTOMERS



GAIN VISIBILITY



THOUGHT LEADERSHIP

Awards, Publications and Conferences

- Conferences & Webinars
 - Awards & Publications
 - SME Roadshows
- & more..

Trainings

- Financial
 - Legal
 - Tax
- & more..

Economic Research

D&B conducts economic research and analysis by closely tracking the economic scenario and business landscape





ESG & SUSTAINABILITY SERVICES



ESG COMPLIANCE AND REPORTING



ESG VALUE CHAIN ASSESSMENTS



ESG ADVISORY



ESG DUE - DILIGENCE

Risk Analytics - ESG

Provides a risk-focused platform for Value Chain ESG analysis, supplier assessments, questionnaires, and ESG performance monitoring.

Available standalone or integrated via APIs, it also supports BRSR reporting.

ESG Advisory

Helps businesses meet sustainability goals with expert guidance on compliance reporting (BRSR, CBAM), GHG accounting, decarbonization, ESG strategy, policy creation, and life cycle assessments.

ESG Reports

Our reports are aligned with GRI, SASB, and IIRC frameworks provide deep insights into key ESG metrics, industry benchmarks, and sustainability efforts for better decision-making.

ESG Registered

D&B's ESG Registered badge verifies and highlights your company's ESG commitments. Showcase your sustainability by displaying the badge and QR code on your website and marketing materials.

Dun & Bradstreet India: Key Contacts

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謝謝

Dankjewel

merci

ありがとう

धन्यवाद

Thank You

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