Your Business intelligence Partner

2017
Business intelligence | informa
About Informa

Informa Group operates at the heart of the Knowledge and Information Economy. A global leader in business intelligence, knowledge, and events, with more than 7,500 employees in over 100 offices around the World.

Informa’s global portfolio of knowledge, event, and information-based businesses connect people, providing unrivalled access to high quality, specialist intelligence and links across commercial, professional and academic communities. Informa consists of four divisions:
About Informa Business intelligence

Informa’s Business intelligence (BI) division provides specialist data, intelligence and insight to our customers, helping them make better decisions, gain competitive advantage and enhance return on investment.

BI offers portfolio of more than 100 digital subscription products, providing critical intelligence to niche communities within six core industry verticals: Pharma & Healthcare, Agriculture & Commodities, Transportation, Telecoms, Media & Technology, Finance and Industry & Infrastructure.

High value intelligence is predictive and actionable - it supports the most critical decisions and will be a game changer for your business.
More than 30,000 companies trust our Business intelligence
Why choose Business intelligence?

Our aim is to empower you with industry intelligence that enables you to make smarter commercial decisions for accelerated growth.

- Actionable timely insights delivered to suit our customer
- Robust data and analysis to help you understand and react to the rapid shifts in your industry
- Credible key opinions from experts to keep you ahead of the curve
- The business intelligence that will help you make better decisions faster
The Business Intelligence advantage

Our people and service
• Market leading brands produced by industry leading experts.
• More than 1,900 analysts and researchers with their fingers on the pulse of rapidly changing trends.
• Journalists and thought leaders with unrivalled experience and connections in their respective industries.

Our offering
• Data driven decision making platforms, reports, magazines, newsletters and events.
• Products developed with our users in mind.

Our clients
• Loyal customers who find our industry intelligence indispensable.
• Our aim is to be an instrumental part of the strategic growth of your business.
Foundations of our business

Robust research

Dedicated analysts / experts

Tailored training & Client services

Intuitive platform
From real-time news to actionable prediction

01 Actionable insights
02 What should we do?
03 What will happen?
04 Why did it happen?
05 What happened?

- Collaboration
- Prescriptive
- Predictive analysis
- Diagnostic data
- Descriptive news
Products & services

1. INSIGHT
   - Real Time News
   - Trends
   - Market Analysis
   - Special Reports

2. INTELLIGENCE
   - Real Time Data
   - Predictive analysis
   - Deep data pools
   - Client dedicated support

**CLIENT**

**100,000+ Users**

**17,000+ Customers**

**85% Subscription business**

**100+ Digital subscription products**

**1700+ Employees**

**Intelligence**

- 33% Products

**Insight**

- 68% Products

- 73% Revenue

- 27% Revenue
The Informa Advantage

CONTEXT
- Fast changing world
- Volatile unpredictable markets
- Intense competition
- Pressure to make dynamic decisions

OFFER
- Agri
- Pharma
- Finance
- Industry and Infrastructure
- TMT
- Transportation

SECTORS
- Intelligence
- Insight
- Bespoke Solutions

DELIVERED THROUGH
- Authority
- Connecting
- Precision
- Forward focus

HOW where the advantage comes from

BENEFIT
- Focused on providing client advantage
- Quicker Decisions
- Competitive Advantage
- Return on Investment
Our Vertical Coverage

From news & analysis as it happens, to event sensitive analysis, to real time data, with Pharma Intelligence you have the tools to rapidly respond to changes across the dynamic pharma industry.

Global intelligence on communications, entertainment, and ICT service markets and the market for technologies that support their production, distribution and consumption.

From on-the-ground reporters to live market-leading data to, Transportation Intelligence is the information hub for the maritime, legal, insurance, automotive and trucking industries.

The global source of specialist news, data and analysis helping clients involved in the agribusiness value chain to spot trends, avoid risk and react to opportunities within their markets.

Global provider of independent, unbiased intelligence and insight on the credit, Rates and FX markets along with content and apps serving the finance industry.

The Industry and Infrastructure vertical supports decision makers in foundational businesses that keep business moving – the assets, systems, and networks that underpin our economy.
Pharma intelligence

“A real quantum leap. A fully integrated database with a nice layout, easy and self-explanatory navigation, with tons of information that’s only a mouse-click away.”

Marketing Manager
Lonza Pharma & Biotech
Pharma intelligence

From drug and device discovery and development to regulatory approval, and from product launch to lifecycle management – pharma companies need to make confident decisions in a fast changing market.

• Informa Pharma intelligence is the trusted partner of all of the top 50 global pharmaceutical companies and the top 10 contract research organisations - providing timely intelligence and insight to help them make better decisions.

• The pharma and healthcare sector is facing unparalleled upheaval and the need for an independent advisor with the ability to cut through the clutter and make sense of changing drug development, regulatory and competitive landscapes has never been greater.

• From Early phase & portfolio decisions, to Clinical R&D and Commercial planning & analysis, we offer a suite of complimentary subscription news, data and analysis services, expert analyst reports and consulting capabilities.

• Identifying and understanding the market potential for indications, the market opportunities and competitive threats; revenue forecasts for your drugs in development and competitor drugs to factors you need to consider to increase the likelihood of approval – we have the answers to your questions.
Select Pharma intelligence products

- Biomedtracker
- Strategic Transactions
- Pharma consulting
- RxScorecard
- Pharmapremia
- Pink Sheet
- Trialtrove
- Medtech Insight
- Meddevicetracker
- Datamonitor Healthcare
- In Vivo
- Sitetrove
- Medtrack
- Scrip
Client testimonials

**SCRIP**
“SCRIP Intelligence is my first and most important point of information to refer to. It provides me with highly accurate data on the pharmaceutical industry and its trends.”

**WILLEM DE LAAT, MANAGING DIRECTOR, TI PHARMA, NETHERLANDS**

**SCRIP**
“In this changing world knowledge is power. Particularly accurate and updated information such as that we can get from SCRIP Intelligence. I would recommend SCRIP Intelligence to anybody in the pharmaceutical sector who is willing to progress, stay competitive and gain insight into the likely future. It’s only logical!”

**FRANCISCO KURI-BREÑA, NEW PRODUCTS MANAGER, PROBIOMED, S.A. DE C.V., MEXICO**

**Datamonitor Healthcare**
“At the end of the day, Datamonitor Healthcare is the best on the market...”

**PRODUCT MANAGER, MERCK**

**Datamonitor Healthcare**
“As a Competitive Intelligence Manager, Datamonitor Healthcare reports are essential...”

**BUSINESS ANALYST, STALLERGENES**
Transportation intelligence

“Lloyd’s List Intelligence is very helpful with up to date information. I've used it for the last three years; it is related to my daily work... The quality of content and customer service is excellent.”

Global Trade and Receivables Finance Office
Financial Services Industry
Transportation intelligence

Transportation Intelligence is the business-information hub for the maritime, legal, insurance, automotive and trucking industries.

FleetSeek & WardsAuto
In trucking we provide critical business-information to nearly 1.5 million professionals who design, build, buy, sell, operate and support cars, light vehicles, trucks and trailers worldwide.

FleetSeek lists 400,000 North American trucking operations and contacts used for sales leads by thousands of progressive industry suppliers and participants.

WardsAuto offers reporting, data and analysis that has defined WardsAuto for more than 90 years. Years of archived insights and analysis is combined with the most powerful auto industry focused search capabilities on the Web.

Lloyd's List & Lloyd’s List Intelligence
Information is power in shipping. Our mission is to provide you with the valuable insight into the long-term picture, interpreting the signals in the data and their bearing on your strategy.

In addition to news and insight, vessel tracking and casualties, we now also offer fleet and shipbuilding forecasting and strategic consultancy.

The most trusted picture in global shipping. We have provided clients’ with accurate in-depth insight since 1734. Our services ensure you: anticipate market shifts; avoid risk; spot opportunities and making better strategic decisions.
Transportation intelligence

Our customers rely on the critical advantage our intelligence delivers, from on-the-ground reporters and live market-leading data to help mitigate and minimise risk during times of crisis, to discovering new business opportunities.

Lloyd’s Law Reports and i-law

Providing specialist legal research, Lloyd’s Law Reports and i-law enable our customers to carry out legal research in minutes rather than hours.

We offer a timely cutting-edge solution in a format that suits each user: combining case reports, analysis and news from industry-leading publications.

Insurance Day

Insurance Day covers the maritime insurance and reinsurance markets, with news and market intelligence delivered from an industry perspective, taking into consideration the inter-related trends and issues that influence our customers’ businesses.

Our news, analysis and intelligence service is available on multiple platforms to keep users informed whenever and wherever they work and to help them to make better decisions, faster.
Select Transportation intelligence products

Lloyd’s List
Maritime intelligence | informa

Lloyd’s List Intelligence
Maritime intelligence | informa

Intellectual Property Magazine
Business intelligence | informa

FleetSeek.
Business intelligence | informa

i-law.com
Business intelligence | informa

WARDsAUTO
Business intelligence | informa

insurance day
Business intelligence | informa

maritimeintelligence.informa.com
Client testimonials

**Lloyd’s List Intelligence**
“Lloyd’s List Intelligence has been a resourceful tool in engaging and shaping a variety of new business development with inconspicuous companies, and also a good leverage to understand and be part of developments with an established client...”
*RAGESH RAVI, BUNKER TRADER, OW BUNKER AND TRADING A/S*

**i-Law**
“i-Law provides us with 24/7 online access to a vast database of legal knowledge including the well-known Lloyds Law Reports, legislation, books, analysis and news. The dedicated Client Services Team also provides excellent service should we ever need help.”
*CHRISTINE CHILD, LIBRARIAN, FOUNTAIN COURT CHAMBERS*

**i-Law**
“It is indispensable. Attempting to advise clients on maritime law aspects and fight arbitrations without the benefit of i-law would be like fighting with one arm tied behind one's back.
*SOLICITOR, STEMBRIDGE SOLICITORS, UK*

**Lloyd’s List**
"Lloyd’s List is an inextricable part of our industry, it provides up to date and to the point important news without unnecessary and frivolous commentary; if one wants to be part of this community Lloyd's List is a daily must."
*GEORGE D. GOURDOMICHALIS, DIRECTOR, G. BROS MARITIME S.A.*
TMT Intelligence

“Crisp analysis, relevant topics covered, credible consultants.”

VP, Technology
Network Vendor
TMT intelligence

Ovum provides strategic market data, forecasts and advice to strategy, marketing, business development and product management professionals for Digital Service Providers and the ICT technology players that serve and support them.

We provide global insight and intelligence on Connectivity & Communications, Entertainment (Video, Music and Gaming), Finance & Payments and ICT services to both Consumer and Enterprise markets. We also track the market for ICT architectures, technologies and products that support their production, distribution and consumption.

In addition, we offer business-critical insight into the historical and future size and growth of these Digital Services and the demand, business and technology drivers and disruptors at play to enable our customers to identify and seize opportunities, manage risks by making better decisions faster.

We also enable Enterprise ICT decision-makers to maximise their investment in digital transformation.
Ovum Data Tools and Strategic Research enables:

- **Digital service providers, content providers, device manufactures and B2B technology service providers** to build and refine their business, marketing and product strategies by sizing and forecasting global digital markets.

- **B2B software and hardware vendors** to better deploy and enable their sales teams and strategy by tracking and forecasting technology adoption and reacting to reliable account-level intelligence.

- **Enterprise IT decision-makers** to plan their IT strategy, select the best vendor and IT solution, manage their portfolio and realise the business benefits of their investments.
Client testimonials

“Ovum has some very good analysts. I have in particular leveraged your insight in the area of ALM, Dev Ops, Digital Marketing and Cloud - and find it excellent and inspiring”

SENIOR ADVISOR, TIER 1 IT VENDOR

“Ovum has excellent products and customer service. I have in the past recommended a competitor, Goldman Sachs, subscribe.”

ASSOCIATE DIRECTOR, INVESTMENT BANK

“We have an outstanding relationship with Ovum. You are fast to respond & always available for our multiple questions.”

STRATEGIC MARKETING DIRECTOR, TIER 1 COMMS SERVICE PROVIDER

“I've worked with Ovum on various projects over the years. Insights and expertise in various areas has ensured flawless project execution.”

SR. MARKETING MANAGER, CUSTOMER ENGAGEMENT AND EMERGING TECHNOLOGIES, IT SERVICES PROVIDER
Agribusiness intelligence

“Informa Economics is a key source of consistent, unbiased and reliable commodity data and market intelligence that support our company’s purchasing and risk management programs...”

President,
Major restaurant purchasing organisation
Agribusiness intelligence

We are trusted by organisations worldwide as the go-to provider of news, data and analysis for the agricultural inputs, commodities, food production, processing, manufacturing and retail sectors.

Through a combination of online subscription services, focused one-off reports, events and consultancy, our mission is to help our clients understand the global food supply chain whilst providing actionable intelligence, from agricultural inputs right through to the food processing, retail and food service sectors, helping businesses to prosper.

Our expert commodity intelligence, supported by interactive production, trade and price databases, provides the vital analysis, data and forecasts needed by market analysts and researchers to make rapid, informed decisions. This gives our clients the confidence to do their jobs more effectively, manage risk and identify profitable opportunities.

Our market insight provides buyers, traders and C-level executives with latest news supported by reliable data to help them keep on top of their markets.
Agribusiness intelligence

**INPUTS**
Feeding the rapidly increasing global population

Our crop protection, fertilizer and animal health services provide global market information and analysis to clients involved in the manufacture, research, regulation, trade and purchase of these essential components of the agribusiness value chain. Providing product, company and regional analysis, our leading brands provide clients with the most timely and accurate market data and analysis available that helps them to understand what is happening now, in the future and the impact this will have on their business.

**OUTPUTS**
Staying ahead of the volatile agricultural commodity markets

Through our leading commodity analysis services, manufacturers, traders, analysts, and procurement clients are supplied with the deep, niche market information they need to understand where the market is heading and to buy or sell at the correct times in the correct markets. Our in-depth historical supply, demand and price data and forecast data with expert analysis allows clients to justify their positions, react to opportunities (either a sudden or likely price movement or change in regulation), in order to make or save money and mitigate risk.

**FOOD PROCESSING**
The latest market movements and their impact on your business

Our clients are involved in the processing of agricultural commodities into saleable products, and its regulation. They use our services to understand how the latest global agricultural trends will impact on their profitability, or that of their clients. We provide reliable, actionable business intelligence which influences ingredient buying decisions and go to market strategy for companies’ finished goods and its packaging. We provide this through online services that drill down into niche commodity areas and markets.
Select Agribusiness intelligence products

IEG Vu
Agribusiness intelligence | informa

Phillips McDougall
Agribusiness intelligence | informa

Agrow
Agribusiness intelligence | informa

Food Chemical News
Agribusiness intelligence | informa

Animal Pharm
Agribusiness intelligence | informa

Fertecon
Agribusiness intelligence | informa

F.O. Licht
Agribusiness intelligence | informa

EU Food Law
Agribusiness Intelligence | Informa

Agra Europe
Agribusiness intelligence | informa

International Sugar Journal
Agribusiness intelligence | informa

IEG Vantage
Agribusiness intelligence | informa

IEG | FNP
Agribusiness intelligence | informa
Client testimonials

FERTECON
“In depth insight in ammonia and fertilizer developments, in a structured way, being recognized as the reference in the industry”
MANUFACTURER, NETHERLANDS

Foodnews
“Excellent update on current trading conditions. Global trading data is brilliant. Relevant & updated price statistics. Great links in the sidebar to similar articles.”
SENIOR MANAGEMENT, FRUIT JUICE COMPANY, SOUTH AFRICA

The Public Ledger
“Informa Economics is a key source of consistent, unbiased and reliable commodity data and market intelligence that support our company’s purchasing and risk management programs. Also, ready access to their team of seasoned, experienced commodity professionals is invaluable when a third-party point of view is helpful when quick decisions may be required while dealing with unusual developments in commodity markets.”
PRESIDENT, MAJOR RESTAURANT PURCHASING ORGANISATION

Animal Pharm
“Animal Pharm is my go-to source for news and information in the Animal Health industry. The content is relevant, well-researched, and keeps me abreast of what's happening to help me make decisions and keep my team on the leading edge in this dynamic and ever-changing industry.”
PHARMA SOLUTIONS DIRECTOR - ANIMAL HEALTH, PHARMACEUTICALS COMPANY, USA
Financial intelligence

“Zephyr StyleADVISOR (Informa Investment Solutions) is my secret weapon. It gives me an unfair advantage in the battle to win assets from top tier sophisticated investors.”

Deborah G. George,
Emerging Manager Services
Financial intelligence

Offering a wide range of specialized financial industry focused research, intelligence, and insight products, we help you make better investment decisions, understand past trends, forecast future performance, drive profitability, and increase returns.

We deliver leading-edge financial information and decision-making products for a diverse range of customers including banks, credit unions, mutual fund and investment companies, rating agencies, universities, municipalities and governments.

As a product or asset manager, consultant, advisor, or executive decision-maker, you gain a competitive advantage by using our research to make smarter, faster decisions in an ever evolving market.

As the premier provider to all top 100 financial institutions in the US and all major banks globally, we enable our customers to gain a competitive advantage by using our research to make better business-critical decisions and form more effective strategies.
Select Financial intelligence products

eBenchmarkers
Financial intelligence | informa

EPFR Global
Financial intelligence | informa

iMoneyNet
Financial intelligence | informa

IGM
informa global markets

financialintelligence.informa.com
Our Consulting team provides deep market expertise, customised analysis and advice, helping you make key decisions to seize market opportunities and manage market risk.

We leverage our deep market expertise......

....to provide customised solutions ......

....that help you make critical business decisions

- Product/service development
- Growth strategies
- Market entry
- Go-to-market
- Investment decisions
- M&A transactions
- Market risk management

**Consulting**

Intelligence
Market-leading data
Leading analysts
Deep market expertise

Market Analysis
Forecasting
Competitor landscaping
Supply-demand analysis
Technology development
Market entry strategy
Go-to-market strategy
Due diligence
We’d like to understand more about your institute and how we can become your academic intelligence partner.

Visit www.informa.com or get in touch on the details below:

partnerquery@informa.com