Regional Registry Portal

Data services that foster cross border cooperation and facilitate regionalization of SEE markets

Supported by:

European Bank for Reconstruction and Development

www.ebrd.com

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European Bank for Reconstruction and Development
About the region

Population: 70 Mil

Total companies: 2 Mil

Value of cross-border trading: 20 Bil EUR
About the region

Population: 30 Mil

Total companies: 1 Mil

Value of cross-border trading: 10 Bil EUR
About the region

Population: 10 Mil

Total companies: 400,000

Value of cross-border trading: 1 Bil EUR
About the region

First Project Partners
Signed MoU to join in
Expressed interest to join in
The rationale to start the portal

Business and Financial
- Thousands of companies trading cross-border and establishing subsidiaries in the other country
- Need for accurate assessment of business partners across the border
- Bringing precise "regional" outlook to "global investors"

Legal and Institutional
- Similar registry agencies
- Initiative for cross-border recognition of legal acts
- Possibility for interoperability in creating company subsidiaries across borders
- Existing mechanisms to prevent spill-over of "doubtful and fraudulent" business practices across borders

Economic
- Historical regional economic ties
- Value of economic exchange between Macedonia and Serbia in billions of USD
Project background and roadmap

**Initiation**
Serbian-Macedonian Governmental cooperation agreement

**Collaboration**
Inter-institutional MoU EBRD steps in to finance the project

**Preparation**
Procurement preparation and signing of MoU’s

**Kickoff**
Implementation started

**Go-Live**
All services go to market

**New business model**
Platform as a legal entity

**Governmental support**
Both Governments gave their full support for the development of an interoperability platform through an international Agreement in 2013

**Proposal and financing**
EBRD adopts SBRA's project for financing its development, implementation and hosting part. SBRA and CRRM sign a special MoC to kickstart the project

**Closing formalities**
Starting the procurement and signing of MoU with Slovenia, Croatia and Bosnia

**Implementation**
Portal development started and first free regional demo services going live

**Rollout**
All free and commercial regional services for Serbia and Macedonia go to market
All registry data are in the cloud, depersonalized for fast macroeconomic searches.
Specific individual reports reside within registries until paid through the platform.
Every registry gets its share.
Operational principles

**Independence**
- Not colliding with existing services of either registry – **new products**
- Every institution can sell its **existing products to different markets**
- Open to new registry members and new data sources

**Sustainability**
- **New revenue streams** from mashed-up products and **global distribution channel**
- **Self-sustainable operation** from own revenues
- Clear governance **without cumbersome organization**

**Usability**
- Trustworthy data from **official sources**
- Understandable, **comparable data and reports in multiple languages**
- Modular design for adding **new registry sources and services**
Customers

02 Governments
- Macroeconomic analytics
- Modelling and planning
- Proceedings

01 Businesses
- Company profile
  - Owners
- Name and address
  - Status
  - Directors
- Annual accounts
- Court sanctions
- Disqualifications
  - Pledges
  - Leasing
- Bank accounts
  - Licenses
- Cross-border actions
- "Watchdog" notifications

03 Investors
- Company KPI's
- Analytics and ratings
  - Industry insight
- Forecasts and trends
- Company and industry comparisons
  - Regional averages
  - Connected entities
- Capital markets analytics
Market approach

Free
- Basic access and searches

Fee
- Single-source registry products
- Multi-source reports
- Cross-border analytics
- Value added mashed-up services
- Web services for system integration

Future
- Branch registration
- Transfer of seats
- Cross-border mergers
- Fraud protection (disqualifications)
- Various cross-border registration services
01 Company and person searches
Finding company or persons by name, ID or similar parameters or their connected entities

02 Basic and full company profiles
Historical and current legal, operational and financial data about a company

03 KPI's and comparisons
Cross-company and cross-country comparison of operational and financial KPI's of a company

04 Finding a business partner
Finding a business partner in any country according to any legal, operational and financial parameter registered in official registries

05 Macroeconomic searches and reports
Cross-industry comparisons, averages and statistics

06 Notification of changes
Notification of any change registered over a person or company in the registries
Find a partner – Purchase Report

<table>
<thead>
<tr>
<th>Country</th>
<th>Current Ration</th>
<th>Search Result</th>
</tr>
</thead>
<tbody>
<tr>
<td>Macedonia</td>
<td>Select range</td>
<td>28 Companies were found matching your criteria</td>
</tr>
<tr>
<td>Employees</td>
<td></td>
<td>To see and download your report, please proceed to payment</td>
</tr>
<tr>
<td>51-100</td>
<td>Select range</td>
<td></td>
</tr>
<tr>
<td>Revenue</td>
<td>LTDebt / Equity</td>
<td></td>
</tr>
<tr>
<td>Under 500 EUR</td>
<td>Select range</td>
<td></td>
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<tr>
<td>ROE</td>
<td>Currency</td>
<td></td>
</tr>
<tr>
<td>Over 10%</td>
<td>Euro</td>
<td></td>
</tr>
</tbody>
</table>

Selected criteria fee: $2.50

PROCEED TO PURCHASE

MAKE ANOTHER SEARCH
Basic and full company profile
User / Company Dashboard

Statistics

432.61
12.156

78.4%
ANNUALLY

43.8%
MONTHLY

59.7%
WEEKLY

+7516.78
ANNUAL INCREASE

Further expansion beyond data services

**IDENTIFICATION**
- Slovenian registry AJPES will issue LEI to companies in SEE markets
- Single corporate digital identity can be created for B2B and B2G communication in SEE markets

**REGISTRATION**
- Direct online Registry-to-Registry business registration and early warnings for disqualified entities in cross-border transactions with recognition of legal acts

**TRADE**
- Chambers of Commerce can create multi-profiling of their members and additional trading services
Thank you

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