



## IHS Global Insight

Providing critical data, tools, and insight  
to help clients understand the business  
environment in which they operate.



**GLOBAL  
INSIGHT**

**The Source** for Critical Information and Insight™



# About IHS Global Insight

IHS Global Insight provides the most comprehensive economic, financial, and political coverage available from any source to support planning and decision making. Using a unique combination of expertise, models, data, and software within a common analytical framework, we cover over 200 countries and more than 170 industries.

IHS Global Insight has over 3,800 clients in industry, finance, and government with revenues in excess of \$100 million. Approximately 700 employees are located in 23 offices in 13 countries covering North and South America, Europe, Africa, the Middle East, and Asia.





# IHS Global Insight History



Global Insight was founded in 2001 with the merger of WEFA (est. 1963) and DRI (est. 1968). In the 7 years that followed, we expanded our offerings and expertise through key acquisitions.

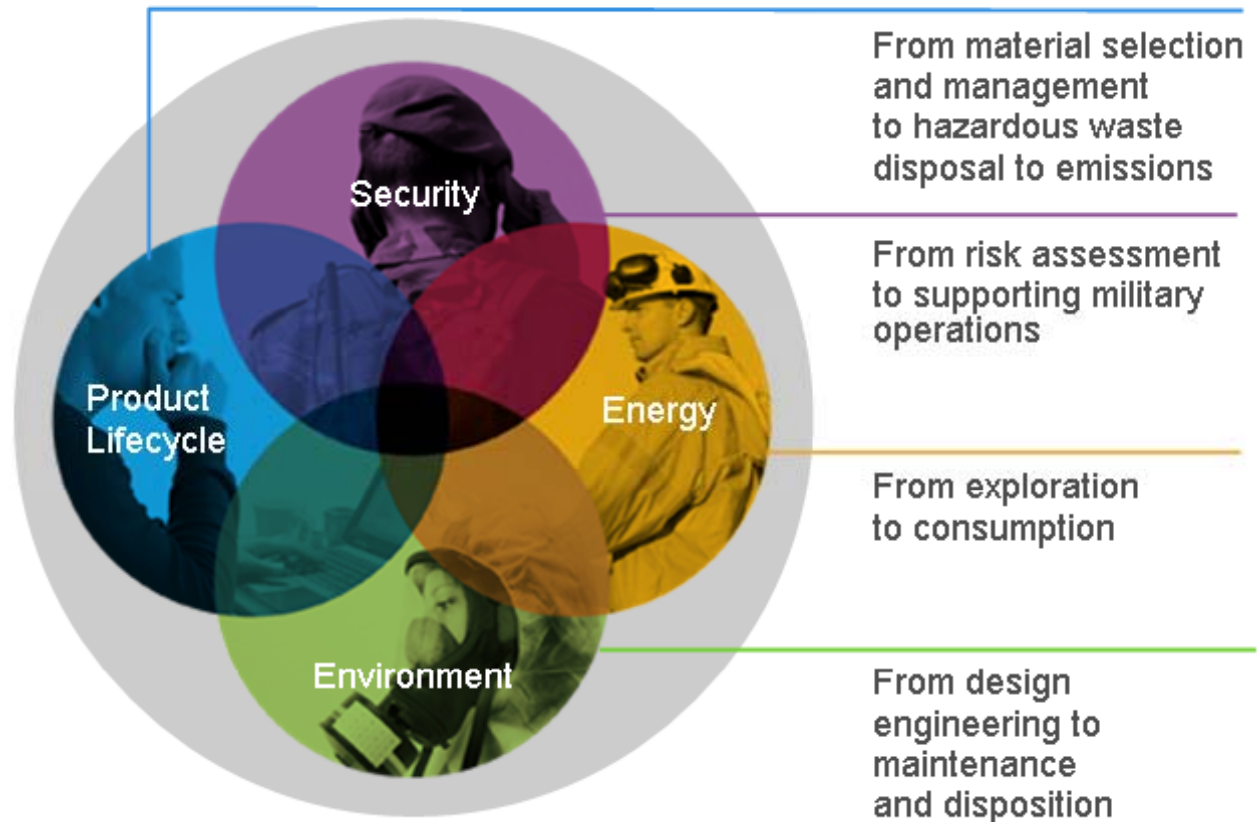
In October 2008, Global Insight became part of the IHS family.





# About Parent Company IHS

IHS is The Source for Critical Information and Insight™ that powers growth and value for our clients. Products and solutions span four areas of critical information.





# Third-Party Evaluations of Forecast Accuracy

## THINK YOUR FORECASTS ARE ACCURATE?

IHS Global Insight is proud to say that we **know** ours are.

### ➤ **Bloomberg Markets**

IHS Chief Economist, Nariman Behravesh, ranked as one of the Top-10 economists for 2009

### ➤ **MarketWatch**

IHS Global Insight #1 Most Accurate Forecast for June 2009

IHS Global Insight #1 Most Accurate Forecast for January 2009

IHS Global Insight Ranked #2 in Top Forecasters for 2008 (2nd Consecutive Year in Top 10)

IHS Global Insight #1 Most Accurate Forecast for November 2008

IHS Global Insight #1 Most Accurate Forecast for October 2008

Global Insight #1 Most Accurate Forecast for June 2007

### ➤ **USA Today**

Global Insight #2 Ranking of Top Economic Forecasters 2007

Global Insight #1 Ranking of Top Economic Forecasters 2004

### ➤ **Reuters**

IHS Global Insight ranked #2 forecaster in Forex poll for 2009

Global Insight ranked #3 in a Reuters Forex poll in 2008

Global Insight wins Reuters Forex poll September 2007

Global Insight wins Reuters Forex poll in January 2006

Global Insight wins Reuters poll for most accurate Forex forecaster in 2004

### ➤ **The Sunday Times**

Global Insight ranks in Top 10 for David Smith's Ranking of UK Forecasters 2005

Global Insight ranked #1 "Forecaster of Forecasters" in seven-year survey (2000)

### ➤ **The Wall Street Journal**

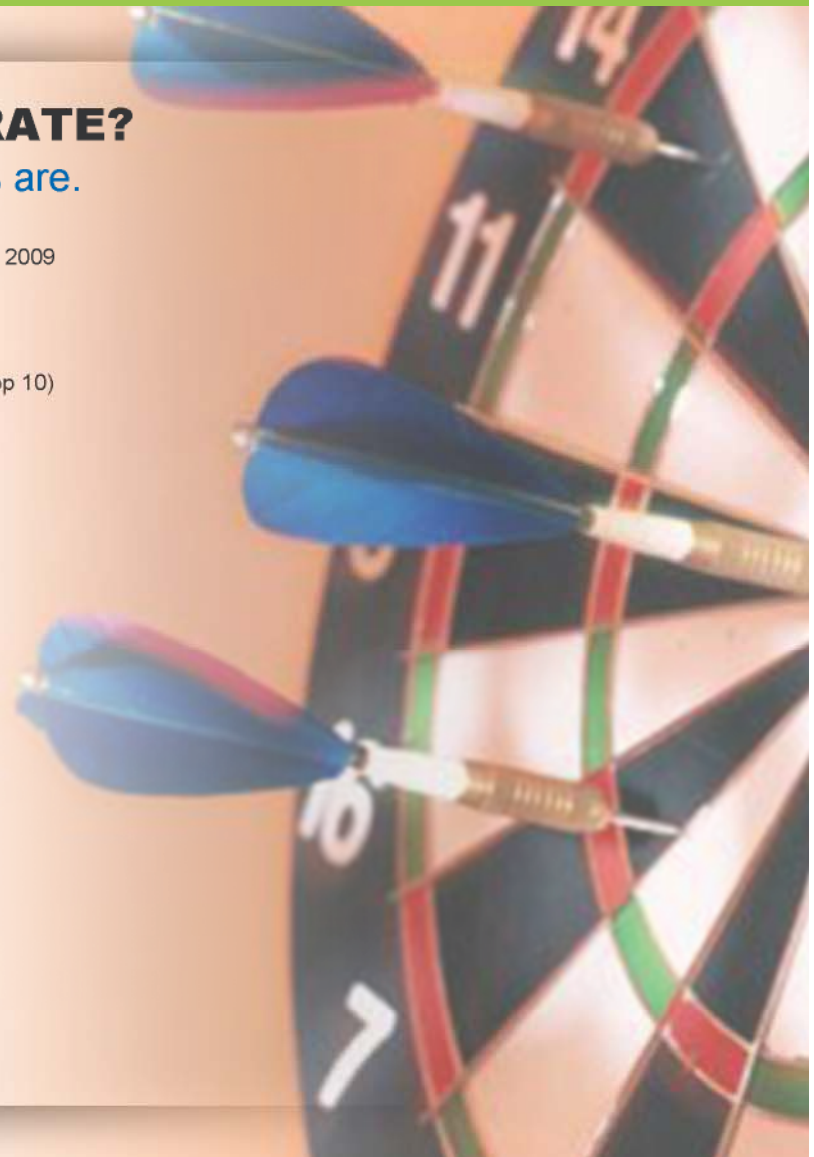
Global Insight only company to rank in the Top 6 for years 2003, 2004, and 2006

### ➤ **Atlanta Federal Reserve**

Global Insight ranked #7 in study of 47 U.S. forecasters 1988–2002

### ➤ **Bank of Sweden**

Global Insight ranked #2 in study of 37 U.S. forecasters 1990–2000

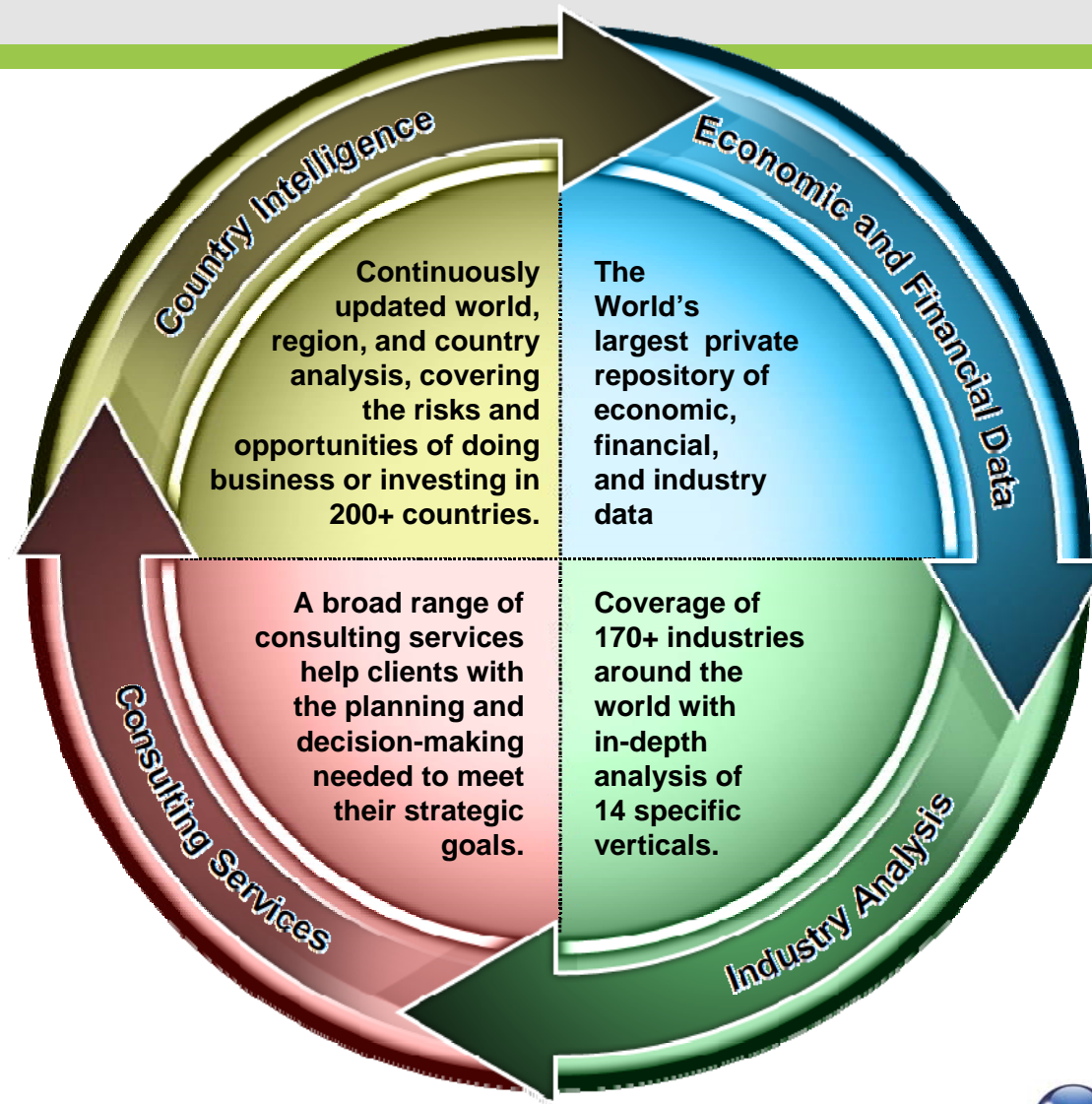






# IHS Global Insight Expertise

With 40+ years of experience, we are the **Global Leader** in **economic and financial analysis, forecasting** and **market intelligence**.





# How We Help Clients

**IHS Global Insight provides a unique range of data feeds, consulting services, and in-depth analyses and forecasts for 200+ countries and 170+ industries. We help clients around the world:**

- **Identify growing markets and new opportunities**
- **Stay abreast of changing political, economic, legal, taxation, operational, and security factors through our 'Same-Day Analysis'**
- **Form strategic plans using our short- and long-term forecasts**
- **Reduce supply chain costs with our 10-year price and wage forecasts for 1,200 commodities**
- **Get insight into specific market conditions for 170+ industries**
- **Mitigate risk**





# Country Intelligence

## Country Intelligence Services

- Advanced Country Analysis and Forecast
- Sovereign Risk Ratings
- Global Risk Service
- Banking Risk Service
- U.S. Macroeconomic Services
- U.S. Regional Services
- Canadian Economic Services
- Mexico Economic Services
- China Regional Services
- Executive Strategy Council

### Advanced Country Analysis & Forecast: Coverage for 200+ Countries:

- 'Same-Day Analysis'
- Continuously updated Country Reports covering: political, economic, legal, tax, operational and security factors
- Extensive historical economic data
- Thirty-year forecasts on over 150 indicators
- Country risk scores and analysis
- Sovereign risk ratings





# Industry Analysis

## Industry Services

- **World Industry Service**  
Evaluate markets globally using our powerful, comprehensive forecast databases for 95 industries in 75 countries.
- **U.S. Industry and Risk Service**  
We assess the economic health of approximately 170 industries in the manufacturing and non-manufacturing sectors of the U.S. economy.
- **Pricing & Purchasing**  
Forecasts for more than 1,200 global price, wage, and manufacturing costs. Forecast coverage includes key global spot market prices, wages, and material costs across 10+ countries for key sectors.

Our **Pricing and Purchasing Service** provides 10 year forecasts for over 1,200 global price, wage, and manufacturing costs allowing purchasers to time buys, reduce costs, and better negotiate contracts.





# Industry Analysis – Vertical Expertise

## Vertical Specialties

- Advertising & Media
- Agriculture
- Automotive
- Construction
- Consumer Markets
- Energy
- Healthcare & Pharma
- Lending & Payments
- Manufacturing
- Steel
- Technology Markets
- Telecommunications
- Trade & Transportation
- Travel & Tourism

Each vertical practice has a dedicated team of industry specialists who deliver customized solutions and in-depth analysis and forecasts.





# Economic and Financial Data

## Global Economic Data

- Balance of payments
- Cyclical indicators
- Finance and financial markets
- Government finance
- Housing and construction
- Output, capacity, and capacity utilization
- Merchandise trade
- National accounts
- Labor market
- Population
- Prices
- Wholesale and retail trade

## Global Financial Data

- Commodities/Futures
- Derivatives
- Equities
- Money markets
- Exchange rates
- Fixed income
- Indexes
- Stock markets

## U.S. Economic Data & Press Releases

## Global Survey Data

## Energy Data

## Industry & Sector Data

Direct data feeds, FTP delivery, and high-level application software all facilitate the population of client central data repositories.



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# Consulting Services

**IHS Global Insight can quantify the impact of the economy on your business, end-markets, and distribution channels. Using our industry expertise and the practical tools of econometrics, quantitative modeling, and market indexing, we have helped clients set more realistic goals, optimize planning targets, make smarter investments, avoid risk, and tell a more compelling story to the investor community.**

**Our consulting services are comprised of four practices:**

- Automotive Forecasting and Economics
- Business Planning and Strategy
- Global Commerce and Transport
- Government and Social Benefit

## **Solutions include:**

- Market sizing and segmentation
- Sales modeling and forecasting
- Market potential and entry research
- Business-to-business and business-to-corporate surveys
- Corporate dashboards and custom market indexes
- Economic impact studies





# Global Offices



IHS Global Insight has 700+ employees  
working in offices in over 13 countries







## A Close Up View of Our Core Services



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# Advanced Country Analysis & Forecast

The most comprehensive of our Country Intelligence Services, the Advanced Country Analysis and Forecast service covers 204 countries globally, providing same-day analysis and commentary combined with IHS Global Insight's economic and financial forecasting expertise. Using our constantly updated business and risk assessment models, Advanced Country Analysis & Forecast provides you with the following key benefits:

- Issues and trends tracked daily for 204 countries through Same-Day Analysis
- Country reports featuring in-depth political, economic, legal, tax, operational, and security analysis
- Daily updates for 204 country and sovereign risk ratings, with interactive reports
- IHS Global Insight's renowned Economic Data and Forecasts, which include:
  - Key monthly, quarterly, and annual economic indicators for 204 countries
  - Up to 150 economic indicators
  - Thirty-year forecast horizon
  - All aspects of economic developments, sectors, and trade profiles
  - Historical data going back to 1970
  - Highly flexible download, comparison and graphing capabilities through our industry leading DataInsight-Web tool.





# U.S. Economic Service

IHS Global Insight's U.S. Macroeconomic Service provides you with in-depth forecasts and analyses on the dynamics shaping the U.S. economy—the largest economy in the world. We monitor and forecast all economic sectors and the forces that drive them, providing you with:

- Daily analysis and interpretation of key economic data releases and events
- Likely impacts of proposed policy changes—from an unbiased source
- Anticipated changes in interest rates, exchange rates, and inflation that have a direct impact on your bottom line

## Products and Services include:

- U.S. Economic Executive Service
- U.S. Economic Service—Short Term
- U.S. Economic Service—Long Term
- U.S. Financial Service
- U.S. Macro Model & Forecast Coverage





# Global Risk Service

The Global Risk Service is the only service of its kind to measure specific investment risks on a country-by-country basis. Taking advantage of IHS Global Insight's extensive capabilities for in-depth country analysis, we use a bottom-up approach to monitor ongoing developments and events within each country and, in context with global conditions, provide a systematic and comprehensive picture of business risks anywhere in the world.

## Service Features

- **Aggregate country-risk scores for over 140 countries**  
Includes the one- and five-year risk level for each country.
- **Comprehensive assessments of country risk for over 140 countries:** Includes 51 precisely defined risk factors—from immediate risks such as tax policies and currency depreciation, to secondary risks including terrorism and trade conflicts.
- **Assessments of 12 investment types:** We identify the unique sensitivities of each investment type within the context of each country's risk factors.





# Automotive Services

IHS Global Insight's Automotive Group is dedicated to providing superior information, analysis, forecasting, and advisory services to organizations involved with the automotive industry. We assist in the understanding of market forces and trends through the provision of reliable, timely, and accurate intelligence and assessments, supporting our clients in the development of more effective business strategies and the achievement of better financial results.

## **IHS Global Insight's Automotive offerings include:**

- Component Research and Analysis
- Global and Regional Analysis and Forecasting
- Global Powertrain Analysis and Forecasting
- Automotive Same-Day Analysis
- Market Profiles and Monthly Reports
- Manufacturer and Supplier Profiles
- Sustainable Mobility







# Energy Services

Our Global Energy Group offers a full range of energy services to support every phase of our clients' business planning cycles. From straight data feeds, to in-depth analyses and long-term forecasts of oil, gas, coal, electricity, and environmental markets, to complete consulting engagements that target your unique challenges, we help you understand the forces affecting your energy markets.

## Core Capabilities Include:

- Corporate, division, and operational strategies
- Senior-level perspectives on today's and tomorrow's global energy markets
- Expert witness, testimonial, and litigation requirements
- Market studies, risk assessments, and financial analysis for investment, trading, and business planning decisions
- Daily intelligence to stay abreast of markets, competition, and international events
- Short- and long-term business plans





# World Industry Service

IHS Global Insight's World Industry Service enables you to evaluate markets globally using our powerful, comprehensive forecast databases for 95 industries in 75 countries. With the World Industry Service you can:

- Compare, rank, and size sector markets at the country, regional, and global level
- Identify market risk and opportunity
- Track benchmarks for sales and profits
- Quantify the impact of financial and economic events by sector
- Track key drivers of demand for an industry, or within a country or region

## Service Features Include:

- A harmonized and consistent set of industry indicators across countries and sectors
- A comprehensive database allowing easy comparisons and rankings by industries, sectors, and countries
- Consistent cross-sector, cross-country data that feeds directly into your company's platform/database
- Event-driven analysis of countries and industries
- Historical data from 1980, forecasts extend out 10+ years
- Access to senior-level analysts





# U.S. Industry and Risk Service

IHS Global Insight's comprehensive U.S. Industry and Risk Service has been providing timely and accurate measures of U.S. market performance and sector risk for over 20 years. We assess the economic health of approximately 170 industries in the manufacturing and non-manufacturing sectors of the U.S. economy. We provide reliable forecasts and risk ratings by industrial sector, enabling you to:

- Determine market strength and vulnerability
- Benchmark company performance
- Allocate resources effectively
- Evaluate risks in your loan portfolio
- Minimize exposure to business cycles

## Service Features:

- Quarterly forecasts for approximately 170 industry sectors by revenue, price, input costs, gross operating profit, production, employment, and productivity
- Assessments of business, environmental, and structural risk across 25 risk categories and a weighted composite risk rating





# Pricing and Purchasing Service

Our Pricing and Purchasing team of industry analysts monitors and forecasts more than 1200 global price, wage, and manufacturing costs. Forecast coverage includes key global spot market prices, wages, and material costs across 10+ countries for key sectors. Our comprehensive approach to market analysis of prices, costs, demand, productivity, and margins gives you the upper hand in contract negotiations by providing the information you need to:

- Negotiate contract escalation clauses
- Evaluate subcontractor and supplier price quotes
- Track purchasing performance
- Benchmark costs accurately
- Monitor prices and pinpoint the best times to make key purchases





# China Regional Service

IHS Global Insight's China Regional Service provides clients with analysis and forecast of China's 31 regions. Our coverage of China's business climate concentrates on the economic, regulatory, and political developments at the national and regional level, providing clients with a comprehensive picture of each rapidly developing market.

## Service Features:

- **Same-Day Analysis:** Daily analysis of key economic, political, and regulatory developments
- **Risk Analysis:** Individual provincial risk ratings covering: politics and security, economic conditions, investment climate, operational issues, and infrastructure; Risk scores updated as events warrant
- **Regional Forecasts And Historical Data:** Data Source—CEInet (China Economic Information Network); 30-year outlook for 22 key indicators with quarterly forecast updates; city data (historical) for 92 top-tier cities; historical data on sector details, land prices, rent, and fiscal balances; extensive annual historical data and key monthly indicators for 31 regions
- **Regional Profiles Covering:** economic conditions, investment climate, operational issues, infrastructure, politics/security
- **Access To IHS Global Insight's China Experts**







# World Trade Service

IHS Global Insight's World Trade Service provides you with the most comprehensive view of international trading markets and commodities.

Each quarter, you receive detailed commodity forecasts by shipment mode as well as our World Trade Service Review. This summary publication gives you an overview of the international events and economic assumptions shaping the trade and transportation outlook. In addition, you receive access to an extensive set of bilateral trade data by commodity, value and volume, and mode of transport.

## The service features quarterly forecasts of annual trade movements:

- By air, sea, and overland/other
- Among 77 commodity groups
- For 54 countries and 16 regions





Thank You!



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