



## ICAP Group becomes the exclusive partner of Dun & Bradstreet in Greece, Bulgaria and Romania

Bucharest, May 3, 2011

ICAP Group has entered into an exceptionally significant strategic agreement with the worldwide leader in the provision of Credit Risk Services and Business Information, Dun & Bradstreet (D&B). Effective 10 September, under a long-term agreement, ICAP will become the exclusive provider of D&B's services in Romania, Greece and Bulgaria supplying, amongst other things, information on companies from 220 countries.

Likewise, D&B will distribute to its customers worldwide quality information on Romanian, Greek and Bulgarian companies, supplied exclusively by ICAP, thus, taking advantage of the largest and most reliable business database in the Balkans. Notably, the D&B Credit Reports will also include the ICAP Rating, which is recognized by the European Central Bank.

D&B, with 1.7 billion dollars turnover in 2010, is the world's leading source of commercial information and insight on businesses. D&B's global commercial database contains more than 195 million business records from 220 countries and the company employs 4,700 people.

Under this agreement, ICAP will join the largest network of Business Information providers, the D&B Worldwide Network and has the right to use the D&B branding exclusively in the three countries. Moreover, ICAP commits to invest heavily for further improvements in its services, which will also benefit its entire customer base.

Corinne Saunders, Senior Vice President of D&B International Partnerships & Latin America, said, "We are proud to welcome ICAP to the D&B Worldwide Network, an unparalleled alliance of best-in-class commercial information providers which delivers the best of global reach and local expertise to our customers so they can make confident trading decisions. As a result of this partnership, customers locally and globally will benefit from access to higher quality information on businesses across Greece, Romania and Bulgaria thus strengthening our customer value proposition and reinforcing the power of the D&B brand."

Nikitas Konstantellos, ICAP Group CEO, added, "We are quite satisfied that ICAP, the leader in the Credit Risk Services in Greece and the Balkans, becomes the exclusive partner of Dun and Bradstreet, the worldwide leader of commercial insight. This agreement is the ultimate recognition of the successful strategy applied by the Group during the last 4 years, since it was acquired by a fund of Global Finance. Specifically, the investments we have made in respect to our geographic expansion, the infrastructure upgrades, our new Data Center and the improvements made to our services were positively evaluated by D&B, and are being effectively rewarded with this long-term agreement. At the same time, ICAP contractually commits to continue investing and expanding, a strategy which has resulted in transforming it to the largest Business Services Group."

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**ICAP Group** –with **€60 million revenues** for 2010 and **1.200 employees**- is one of the most successful Business Services Groups in Southeastern Europe with a strong presence in Romania, Greece, Bulgaria, Serbia and Cyprus. In Romania, ICAP Group operates through its subsidiaries **ICAP Romania and Cycle European**, which generated **€3.5 million revenues** in 2010 and employ more than **400 people**. Located at the Global City Center in Bucharest, ICAP Romania owns a database of more than 1 million businesses and offers the majority of ICAP's services, which are grouped into 4 Business Lines: **Credit Risk Services, Marketing Solutions, Management Consulting and People Solutions**.

*D&B (Dun & Bradstreet)* is the world's leading source of commercial information and insight on businesses, enabling companies to Decide with Confidence<sup>(R)</sup> for 170 years. D&B's global commercial database contains more than 195 million business records. The database is enhanced by D&B's proprietary



DUNSRight<sup>(R)</sup> Quality Process, which provides our customers with quality business information. This quality information is the foundation of our global solutions that customers rely on to make critical business decisions.

D&B provides solution sets that meet a diverse set of customer needs globally. Customers use D&B Risk Management Solutions<sup>TM</sup> to mitigate credit and supplier risk, increase cash flow and drive increased profitability; D&B Sales & Marketing Solutions<sup>TM</sup> to increase revenue from new and existing customers; and D&B Internet Solutions<sup>TM</sup> to convert prospects into clients faster by enabling business professionals to research companies, executives and industries, over the web. For more information, please visit [www.dnb.com](http://www.dnb.com).