

ellispherə

Ellisphere,  
for a reliable economic world  
and sustainable growth

# EDITORIAL

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*As a leader on the information market and as a privileged partner of companies, Ellisphere provides innovative solutions tailored to the needs of its clients: large corporate groups either public or private, small and medium-sized enterprises, entrepreneurs, funders...*

Our teams are convinced that their job is not only to provide you with raw data, they make it a priority to build with you the solutions that you need to secure your internal processes and your decision-making, be it for your business development, your risk management (risks related to credits or investment) or your compliance obligations.

We are very aware of the importance of the decisions you make every day, especially in such a fast-paced economic environment, where financial information on companies tends to become scarce. That is why we want to work with you, to factor in your financial and commercial concerns, and to build the solution best adapted to your needs.

We are keenly aware of the responsibility that we take in the help that we provide, and that is why our future investments will be directed towards the improvement of our professional expertise and towards keeping our relationship with our partners close and confident.

My teams and myself commit to this.

**Valérie Attia**  
President



## Our commitment

# ellispherə

## The reference for B2B information in France and abroad

Ellisphere supports and secures the decision-making of economic players by providing them with economic, legal, financial and non-financial information on their business partners.

**Our ambition:** build innovative solutions that meet companies' challenges, enabling them to develop sustainable activities in a changing economy.

**Our strengths:** having a unique data repository and business expertise, and combining them with new technologies such as Artificial Intelligence.

**Our values :** a strong sense of responsibilities such as our CSR commitment (Corporate Social Responsibility).

### Who are we talking to?

- **Companies**  
SME, ETI or large companies, in the private or public sector
- **Financing actors**  
Banks, insurance companies, institutional or private investors
- **Functions**  
Executives, financial directors, credit managers, purchasing managers, marketing directors, sales directors, compliance/CSR managers

### To meet what challenges?

- **Win over new, reliable customers**
  - ✦ Increase its business turnover
- **Control the risks on its business relationships**
  - ✦ Optimize the profitability and performance of your business (credit risks, fraud)
  - ✦ Secure your investment projects
- **Promote a responsible growth**
  - ✦ Comply with legal and regulatory obligations (KYC - Know Your Customer...)

## ELLISPHERE A COMMITTED ACTOR

- **By joining the UN Global Pact, Ellisphere shows its ambition to deploy its activity taking into account the 10 universal principles of the Pact of human rights, labor standards and the environment, as well as the fight against corruption.**
- **Ellisphere regularly has its CSR performance assessed by authorized external organizations (EcoVadis, Vigéo, Reporting21, etc.). It is also certified « Great Place to Work ».**
- **As a data company that respects and secures personal data, Ellisphere has been awarded the Privacy Protection - Pact professional label.**
- **Ellisphere is certified by Qualiopi (category : actions of training).**

## IN SUMMARY

- Information available online on more than 225 million companies in 230 countries and territories including France
- More than 300 employees
- 3 main sites in France (Paris La Défense, Lyon and Tours) and regional teams involved in the local economic development
- Founding member of FIGEC in France, and of FEBIS and BIGnet international

# Our expertise

Resolutely committed to you, we encourage the development of our employees' skills in order to continually improve our service to meet your expectations.

This ambition is reflected in the deployment of six main areas of expertise:

- data pole specialized in the creation of our « reference » databases,
- data science pole specialized in data analysis and score and algorithm construction,
- IT centre dedicated to technological solutions directly linked to companies' information systems,
- analysis pole for the study of economic and financial information collected from the targeted companies,
- customer relations department responding to customer needs on a daily basis (questions about our offers and services, support in using our solutions, etc.),
- regulatory division in charge of monitoring and analysing regulations concerning information on companies and our customers' activities.

In the economic and financial information market, Ellisphere guarantees the maintenance of unique business expertise that contributes to the sustainable development of your activities.



“ **Because good decision making is vital to any business, Ellisphere builds innovative decision making solutions tailored to your challenges.** ”



In a constantly changing economic and regulatory environment in both France and abroad, Ellisphere's teams are working together on an innovation strategy, combining new technologies and human expertise such as Artificial Intelligence (AI). In response to your challenges of winning new customers, risk management or compliance, our most recent innovative solutions are:

- 3<sup>rd</sup> generation, standard, personalised or customised default probability scores and credit opinions compatible with your economic commitments (notably at 1, 2, 3 or 5 years for scores), thanks to algorithms using machine learning,
- a range of new unique services for the automatic detection of prospects, weak signals, or the prediction of customer events...
- specific solutions meeting compliance requirements (KYC, Sapin II) such as the search for beneficial owners or a better knowledge of your third parties.

In France, this innovation strategy is based on our multi-source data repository, rich in information on 16,8 million economic entities available up to 10 years after their termination date. Thanks to our data experts, this repository is updated daily by qualified and reliable data with established traceability.

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Obtain the correct information on  
its third parties at each stage of the  
business relationship

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Online information on more than  
million companies worldwide

225

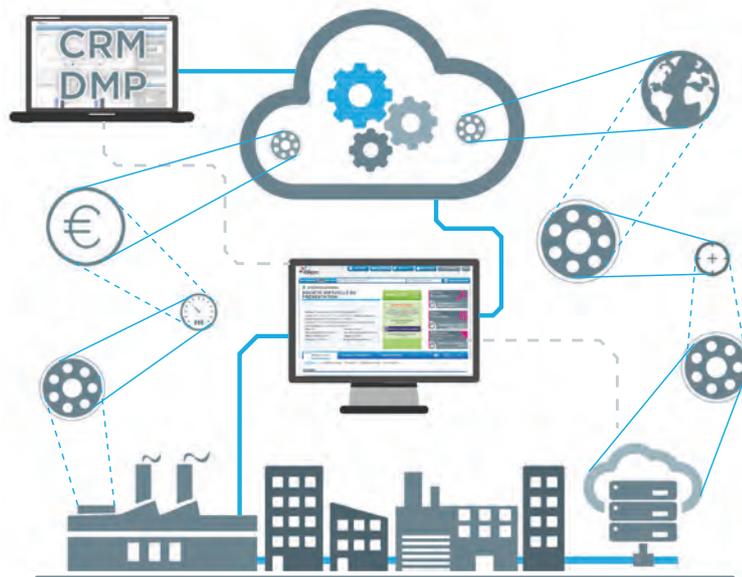
# Ellisphere solutions

Ellisphere offers solutions adapted to the players in the financing of the economy, and to the companies themselves, public or private, in all sectors of activity, in France and abroad, so that they have the right information about their third parties at the right time:

**Sales and marketing departments** with solutions designed to optimise the strategy for acquiring new customers, and to build and feed their information systems (CRM/DMP) in real time.

For **finance, purchasing or compliance departments**, solutions adapted to the requirements of preventive management of customer and supplier risk, as well as legal compliance obligations (KYS-KYC...).

For **financiers**, a better knowledge of corporate risk, particularly potential SME and ETI segment targets, thanks to high value-added services such as private rating.



## Standard

### FOCUS AND ENRICH

Targeting tool, prospecting files, database enrichment and simplification of data management (CRM, ERP)

### INQUIRE AND MONITOR

Daily updated business information reports (including default score and credit notification)

### FURTHER

Field surveys

## Custom-made

### OPTIMIZE

Scores, credit opinions and decision models

### INVEST

Targeting, private rating and investments monitoring

### COMPLY, EVALUATE AND ANALYZE

Identification of beneficial owners, specific studies on key points (supplier sustainability, customer solvency, etc.)

# Local services

Ellisphere has implemented an organization with three business lines (Data Marketing, Risk Management and Compliance), based on local services strongly established in France. It provides businesses with:

- Its network of analysts in France, whose expertise is based, in particular, on its perfect knowledge of the issues and players in the local economy.
- Its teams of IT specialists and pre-sales engineers for the design and deployment of tailor-made customer solutions.
- Its direct sales network, made up of a team dedicated to key accounts, a banking and insurance team, as well as six regional offices.
- Its customer support teams available to users for all its solutions, for both technical and business aspects.
- A regional network of prescribers and partners: banks, insurance companies, brokers, chartered accountants, data integrators, software publishers, professional groups and unions, media...



“Managing a business means anticipating, arbitrating and deciding at all times”

**For any information  
and be directed, if necessary,  
to a specialist:**

**[relation-client@ellisphere.com](mailto:relation-client@ellisphere.com)**

## A strong network

Ellisphere has a solid and committed shareholder base consisting of Andera Partners, Tikehau and Bpifrance alongside its management team and a majority of its employees.

Ellisphere, through its holding company Arthemis, is strengthening its position in the sales and marketing solutions market, as illustrated by its acquisition of Infotrade, which publishes Sparklane solutions, a major player in B2B marketing software.

A founding member of the international network BIGnet (Business Information Group Network), Ellisphere currently holds the presidency and is therefore associated with the leaders in business information in each country who have the common objective of:

- Facilitating international trade and commerce with a unified information format while benefiting from the quality and accuracy of local data.
- Proposing innovative solutions adapted to the challenges of companies conquering new markets in France and abroad.



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