

Regional Registry Portal

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

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Serbian Business Registry Agency

Franklin Steves
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



Project background and roadmap

Initiation
Serbian-Macedonian
Governmental
cooperation agreement



2013

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

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

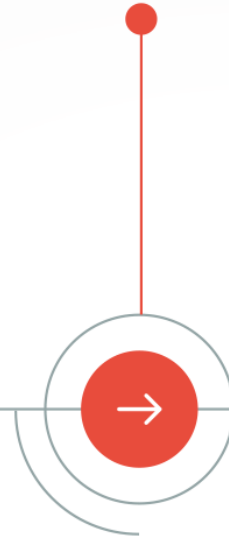


2015

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

Preparation

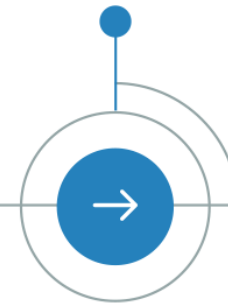
Procurement preparation and signing of MoU's



2016

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

Kickoff
Implementation
started



Q3 2017

Go-Live
All services go to market



Q1 2018

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

New business model
Platform as a legal entity

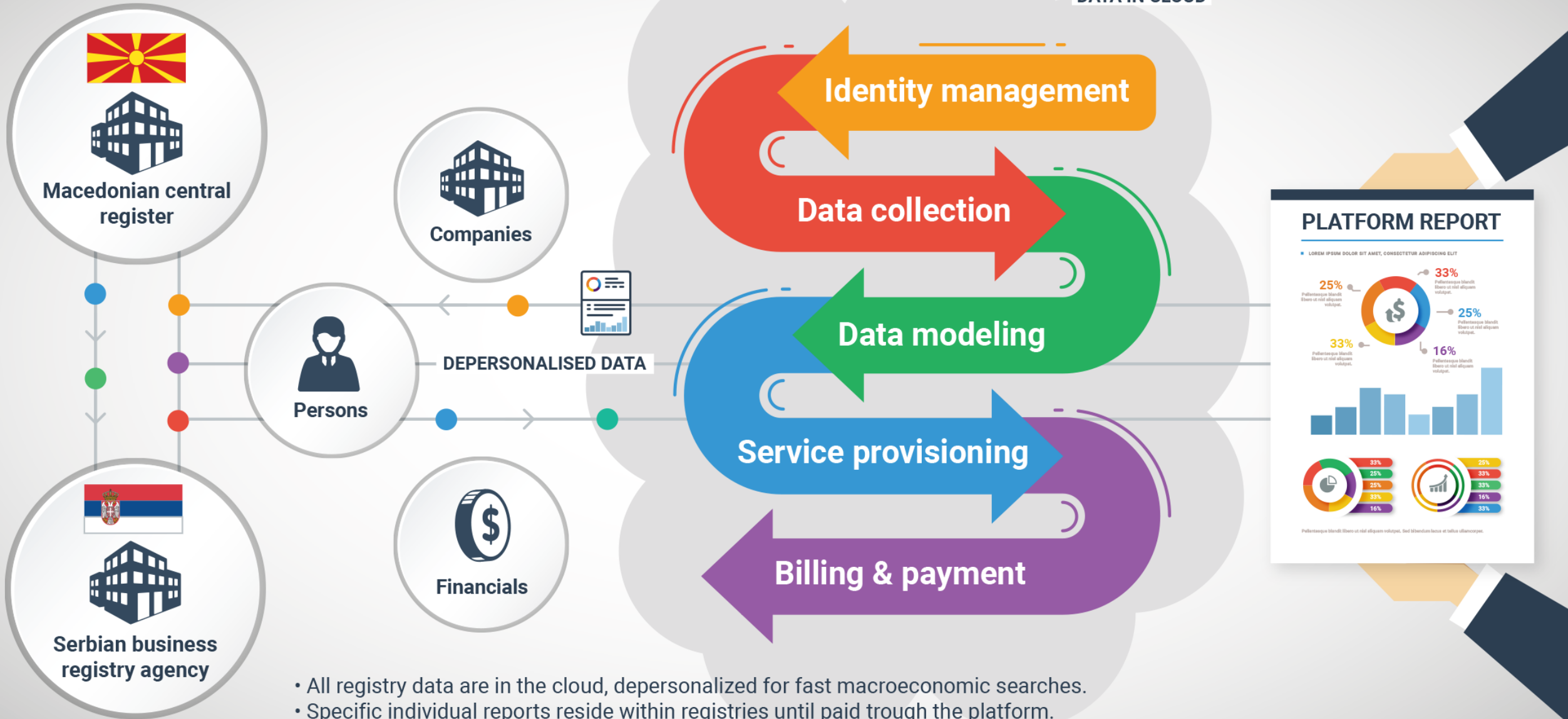


2018

Rollout
All free and commercial regional services for Serbia and Macedonia go to market

Platform outline

DATA IN CLOUD



- 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

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

02

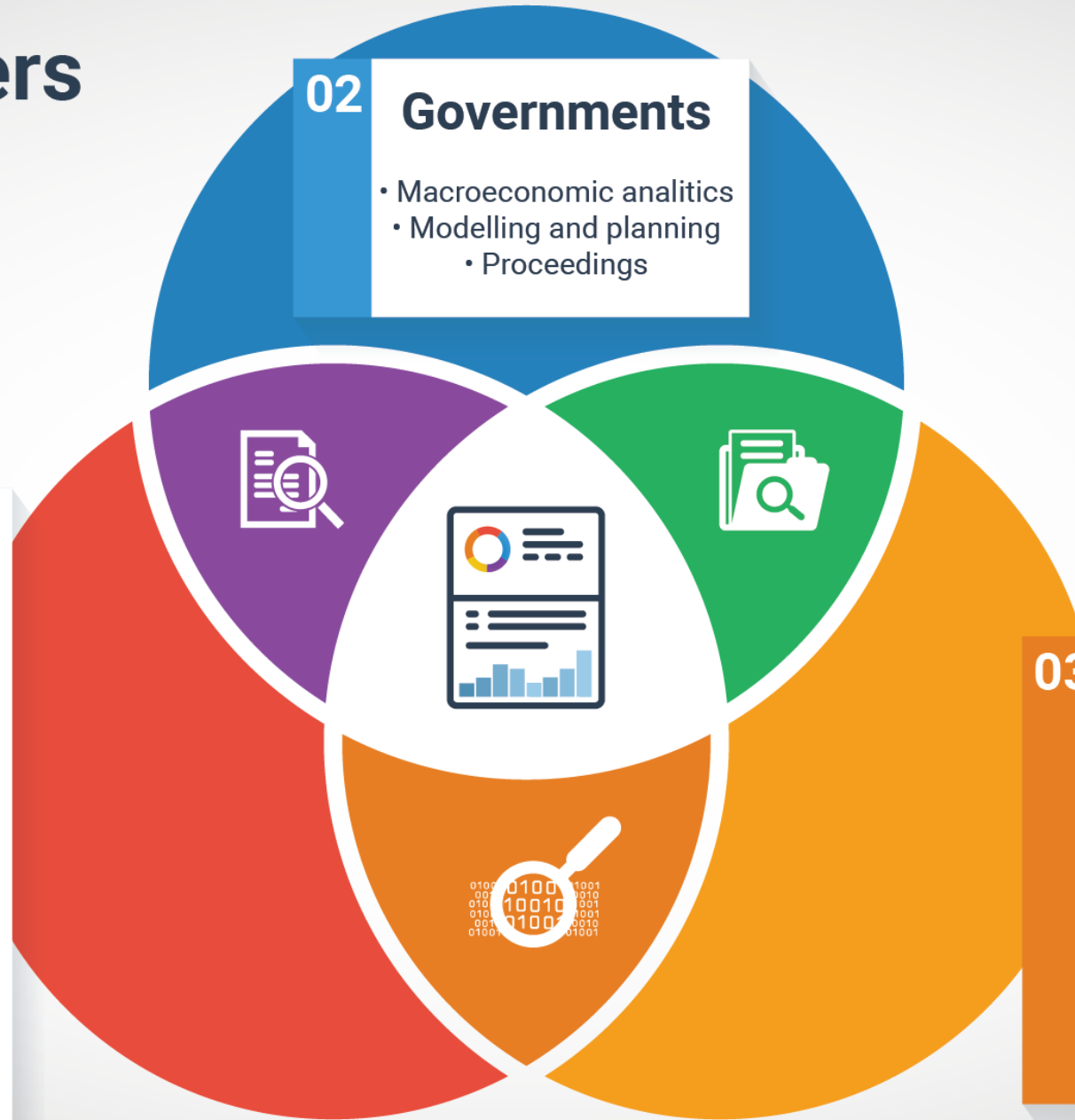
Governments

- Macroeconomic analytics
- Modelling and planning
 - Proceedings

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



Initial services



01

Company and person searches

Finding company or persons by name, ID or similar parameters or their connected entities

Basic and full company profiles

Historical and current legal, operational and financial data about a company

02

03

KPI's and comparisons

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

Finding a business partner

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

04

05

Macroeconomic searches and reports

Cross-industry comparisons, averages and statistics

Notification of changes

Notification of any change registered over a person or company in the registries

06

Find a partner – Purchase Report

RP ^{v1}

Home | About | Services | Public Relations | Archive | Registry Info | Help

Username

Country	Current Ration
Macedonia	Select range
Employees	LTDebt / Equity
51-100	Select range
Revenue	Language
Under 500 EUR	English
Industry	Currency
6202	Euro
ROE	
Over 10%	

Selected criteria fee
\$2.50

[PROCEED TO PURCHASE](#)

Search Result

28 Companies were found matching your criteria

To see and download your report, please proceed to payment

[MAKE ANOTHER SEARCH](#)

Company Profile Page – Selected Service

RP ^{v1}

Home | About | Services | Public Relations | Archive | Registry Info | Help

Username

AB COMPANY

Skopje, Macedonia

Year of registration 2006

[FOLLOW COMPANY](#)

INDUSTRY

Company for consulting and provision of software

ADDRESS

Rooseveltova 33a
1000 Skopje
Macedonia

CONTACT INFORMATION

Telephone: +389 2 345 678
Fax: +389 2 678 910
E-mail: registrar@abcompany.com

Services for company search

- Company and person searches
- KPI's and comparisons
- Basic and full company profiles**
- Finding a business partner
- Macroeconomic searches and reports
- Notification of changes

Basic and full company profiles

Historical and current legal, operational and financial data about a company

Year: Language:

Currency: Units:

Total **\$2.50**

[VIEW SAMPLE DATA](#) [PROCEED TO PURCHASE](#)

Basic and full company profile

The image shows a web dashboard interface for a company profile. On the left is a vertical sidebar with navigation links: DASHBOARD, MY PROFILE, REPORTS, MY COMPANIES, WATCHDOG, PAYMENTS & PLANS, and SETTINGS. At the top of the sidebar is a logo with 'RP' and 'v1'. At the bottom is a user profile icon and the text 'Username'. The main content area is divided into several sections, each with a colored header and an icon:

- Company Info** (Green header, info icon):

Mauris commodo quam augue, nec tristique ligula faucibus at. Ut porttitor venenatis lorem, quis pulvinar lorem sagittis ac. Nam vel erat faucibus, gravida enim sed, iaculis nisl. Aenean malesuada semper dolor.

Quis pulvinar lorem sagittis ac.
- Owners** (Purple header, person icon):

Mauris commodo quam augue, nec tristique ligula faucibus at. Ut porttitor venenatis lorem, quis pulvinar lorem sagittis ac. Nam vel erat faucibus, gravida enim sed, iaculis nisl. Aenean malesuada semper dolor.

Quis pulvinar lorem sagittis ac.
- Principals** (Blue header, person with glasses icon):

Mauris commodo quam augue, nec tristique ligula faucibus at. Ut porttitor venenatis lorem, quis pulvinar lorem sagittis ac. Nam vel erat faucibus, gravida enim sed, iaculis nisl. Aenean malesuada semper dolor.

Quis pulvinar lorem sagittis ac.
- Bank Accounts** (Red header, bank building icon):

Mauris commodo quam augue, nec tristique ligula faucibus at. Ut porttitor venenatis lorem, quis pulvinar lorem sagittis ac. Nam vel erat faucibus, gravida enim sed, iaculis nisl. Aenean malesuada semper dolor.

Quis pulvinar lorem sagittis ac.
- Nominal Capital** (Orange header, building icon):

Mauris commodo quam augue, nec tristique ligula faucibus at. Ut porttitor venenatis lorem, quis pulvinar lorem sagittis ac. Nam vel erat faucibus, gravida enim sed, iaculis nisl. Aenean malesuada semper dolor.

A vertical line with circular markers runs down the right side of the main content area, separating the left and right columns of sections.

User / Company Dashboard



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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