

VIP Report

Product Review of Debtwire

In-depth, independent review of the products,
plus links to related resources

"Debtwire is a proprietary intelligence and research provider, delivering real-time news and analysis on worldwide high yield and distressed credits. Subscribers can access intelligence, historical restructuring deal information, targeted company profiles, alerts, and direct contact with Debtwire's journalists..."

June 2010



[SAMPLE]

VIP Volume: Reports on Products

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In-depth review of products by experienced researcher, including screen shots and commentary

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About this Report

VIP Report

VIP (<http://www.vivaVIP.com/>) publishes in-depth reports on products, vendors and user experiences relating to premium content products. The monthly *VIP Magazine*, available by paid subscription, includes news analysis and highlights from the latest product reviews. Subscribers also receive, as part of their subscription, the full product review reports published each month.

Users can also purchase individual reports and back-issues of the magazine to meet their immediate needs. The free *VIP Wires Weekly* HTML newsletter offers a regular update of the material which VIP's editorial team is reviewing and commenting upon.

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Product Review of Debtwire (ISBN 978-1-907594-15-1) is a VIP Report published by Free Pint Limited.

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This version of the report was published in June 2010 and was accurate as of that date.

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Perrin Kerravala
[View Author Biography](#)

"The service was inspired by the request of large institutional clients seeking sophisticated coverage of distressed debt opportunities."

Introducing Debtwire

Debtwire is a proprietary intelligence and research provider, delivering real-time news and analysis on worldwide high yield and distressed credits. Subscribers can access intelligence, historical restructuring deal information, targeted company profiles, alerts, and direct contact with Debtwire's journalists.

Debtwire was launched in the UK in 2003 by The Mergermarket Group, a mergers and acquisitions (M&A) intelligence company. The service was inspired by the request of large institutional clients seeking sophisticated coverage of distressed debt opportunities. The founders of the Mergermarket Group - Caspar Hobbs, Gawn Rowan Hamilton, and Charlie Welsh - have diverse, yet complementary backgrounds in intelligence gathering, financial reporting and entrepreneurship that lent themselves well to financial journalism. Hobbs was formerly an officer in the British Army; Welsh had been an M&A journalist for several years, and Hamilton was a former financial advisor and had launched two private companies before Mergermarket. The company grew rapidly (100% growth for several years, since 2000), and in 2003 they expanded into reporting on the distressed and credit markets with Debtwire.

In 2006, the FT Group (publisher of the Financial Times) bought Debtwire as part of their acquisition of The Mergermarket Group. Today, Debtwire has over 1,000 clients in 29 countries, with journalists in 64 global locations. Debtwire now comprises the largest revenue centre in the Mergermarket Group.

Debtwire: VIP's View

- | | |
|--|---|
| ✓ <i>Highly targeted presentation of credit-related data – saves users time from researching on disparate, complicated platforms</i> | ✗ <i>Can't export or cut/paste most data</i> |
| ✓ <i>High level of proprietary content may keep subscribers ahead of the game</i> | ✗ <i>Regional content is not integrated – users must toggle between regions</i> |
| ✓ <i>Full access to investigative reporters gives clients ability to dig deeper</i> | |

Sources of Information

About 30-40% of Debtwire's intelligence is proprietary information, obtained by their extensive journalist network. Debtwire supplements their proprietary content with news from about 3,000 aggregated sources. It obtains and extracts information from company regulatory filings, such as SEC, SEDAR and Companies House filings, and court documents from PACER. For non-English speaking jurisdictions, Debtwire's stringers/analysts (located in 64 global locations) interpret and translate key information from local language news, regulatory agencies and courts, and publish their own summaries in English on the Debtwire platform.

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VIP Magazine

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