

# LexisNexis® Dossier Suite

*Retrieve and analyze—quickly and easily—the comprehensive company, industry and executive information you need to make better, more informed business decisions*

*Enter one simple search—either a company name, an industry or an executive's name—and receive a thorough report with the current, vital facts about existing and prospective customers business partners, vendors, competitors and industries.*

## **Gain deeper insights into companies with whom you do business already and find new prospects with the LexisNexis Dossier business intelligence suite.**

*Having easy access to this comprehensive and reliable information enables you to dig deeper and stay ahead of the competition by making better, more informed decisions.*

### **Strengthen existing business relationships**

- Drive business development and maximize sales and marketing programs by keeping one step ahead of changing needs, financial situations, marketplace trends and competitors.
- Track competitors, their businesses, performance and litigation.
- Research possible mergers & acquisitions or joint venture prospects.
- Stay current on industry needs.
- Monitor a competitor's or prospective partner's brand and trademark performance.

### **Target the right business relationships**

- Identify and pre-qualify potential customers, and even retrieve customized prospect lists based on specific criteria (i.e., industry, sales, geographic location, earnings and position titles).
- Prepare on-point presentations and reports before meeting with prospects or analyzing business opportunities. The intelligence the LexisNexis Dossier tools provide allows you to have a comprehensive understanding of your customers' businesses and needs.
- Gain an understanding of a prospective partner's brands and trademarks.
- Compare and contrast financials on up to five prospects simultaneously to create benchmarks and evaluate relationship risk.

### **Do your LexisNexis Dossier research anywhere**

- On-the-go professionals can navigate Company Dossier, Industry Dossier, and Executive Dossier from mobile devices. LexisNexis® Dossier Mobile lets you research companies, industries and executives—and generate prospect lists—without being tethered to a desktop PC.

# Count on powerful company insights with **LexisNexis® Company Dossier**

LexisNexis Company Dossier reports cover more than 43 million public, private and international companies, including 26 million non-U.S. companies. Getting a report is simple... just enter the company name or ticker symbol.

## Easy-to-browse customizable reports

Each report comes with an easy-to-navigate table of contents and includes details from the extensive universe of authoritative LexisNexis sources, allowing you to link directly to:

- A** Convenient, at-a-glance company overviews.
  - B** Articles about target companies in publications from our collection of more than 20,000, such as The New York Times®, The Washington Post®, CNN® and USA Today®. View articles, publication type, topic or region.
  - C** Parent company and subsidiary information from the Directory of Corporate Affiliations™.
  - D** Financial, competitive and stock information; mergers & acquisitions; research and analyst reports; and other company reports provided by the most prestigious names in the business including Hoover's®, Standard & Poor's®, Hemscoff, Investext Analysts Reports and more.
- And currency conversion allows you to convert among six currencies for a more robust view of companies that have an international presence.
- E** Recent U.S., U.K. and Canada case law; Commonwealth case law; Mealey's™ Reports; Martindale-Hubbell® Outside Counsel, Corporate Counsel and Law Directory.
  - F** Domestic and foreign patents; recent state, federal and international trademarks; and recent U.S. copyrights.
  - G** Competitive positioning, research and analyst reports, corporate financials, and mergers & acquisitions.
  - H** Now, LexisNexis® Dossier Publishing Manager (sold separately) lets you integrate access to Dossier reports (or parts thereof) through your organization's intranet, portal, wikis, Web parts/gadgets, e-mails, documents or any internal applications in which you can paste an HTML link. HTML coding is generated dynamically based upon your selection of components for each report.

Any authorized Dossier user in your organization will see the content displayed when they go to the site where you've published access to the content—or you can create links for one-click access. The reports update automatically, so the information viewed on your site is always current.

- I** Executive contacts are provided for each company, including in-depth list of contacts from Jigsaw contact database which features hard-to-find email addresses and direct phone lines for over 70% of the more than 12 million contacts available. Lists can be viewed online or downloaded to a spreadsheet.

Click on the "Create a Company List" tab on the main Company Dossier page ... you can **generate prospect lists of companies** based on criteria you select—revenue, SIC or NAICS, location—and view your list online or download it into a spreadsheet.

### Compare Companies

Enter up to five company names or ticker symbols for at-a-glance comparison of financials.

The report will compare balance sheet, income statement, and ratio information for companies that are listed on one of the US stock exchanges, based upon currency that the company reports to the SEC.

# Find industry information with greater precision and speed with LexisNexis® *Industry Dossier*

LexisNexis Industry Dossier allows you to quickly pinpoint, display and analyze the exact information you need.

- Search by SIC and NAIC at the two- or four-digit level.
- Browse the SIC hierarchy.
- View a side-by-side comparison of the top five companies within an industry by sales.
- Link to LexisNexis Company Dossier profiles to pinpoint companies within a selected industry.

## Targeted, clearly organized industry reports

LexisNexis Industry Dossier delivers specialized, in-depth reports that help you investigate various industry dynamics, financial metrics and macroeconomics, all provided in an easy-to-use format.

Reports include:

- A** The top 10 companies by sales within a specific industry with current news coverage, ratio components and market performance indicators.
- B** Details on an industry's competitive landscape, leading companies, even forecast value.
- C** The top 20 mergers by price over the previous 20 months in a given industry.
- D** Names, synopses, last action dates and links to the full text of federal legislation from the U.S. Congress.
- E** Balance sheets, financial ratios and sales ranges within 900 industries representing four million companies Powered by Integra.
- F** Data representing the manufacturing industries; U.S. Census Bureau data organized by state, employee size, product class and more; and links to full reports and individual statistical tables.
- G** Now, LexisNexis Dossier Publishing Manager (sold separately) lets you integrate access to Dossier reports (or parts thereof) through your organization's intranet, portal, wikis, Web parts/gadgets, e-mails, documents or any internal applications in which you can paste an HTML link. HTML coding is generated dynamically based upon your selection of components for each report.
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**Commercial banks, nec**

Include this report on your site **H**

**Industry Overview**

Division H: Finance, Insurance, And Real Estate > Major Group 60: Depository Institutions > Industry Group 602: Commercial Banks > **Commercial banks, nec (6029)**

Commercial banks (accepting deposits) which do not operate under Federal or State charter.

from SIC Manual, 1/1/87  
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**Top Companies (Sales)**

Ticker	Company	Net Sales (000)	Total Assets (000)	Total Liabilities (000)	Cost of Goods Sold (000)	Net Income (000)
	<a href="#">BARCLAYS BANK PLC</a>	20,777,000	522,253,000	495,393,000	6,823,000	3,279,000
	<a href="#">NATIONAL WESTMINSTER BANK PLC</a>	10,785,000	196,265,000	186,719,000	2,784,000	2,516,000
	<a href="#">BANK OF TOKYO-MITSUBISHI LTD</a>	2,002,391,000	92,050,299,000	88,883,714,000	184,314,000	287,108,000
BMA	<a href="#">BANCO MACRO SA</a>	1,056,158	9,487,822	7,998,168	127,274	262,719
CVBF	<a href="#">CVB FINANCIAL CORP</a>	349,918	6,094,262	5,704,923	67,180	71,906
BLX	<a href="#">LATIN AMERICAN EXPORT BANK</a>	85,809	2,736,107	2,079,977	11,939	141,730
ANCX	<a href="#">ACCESS NATIONAL CORP</a>	67,571	644,782	582,487	15,776	7,593
	<a href="#">INDUSTRIAL DEVELOPMENT BANK ISRAEL LTD</a>	66,200	9,078,400	8,570,100	NA	1,400
OCFL	<a href="#">OC FINANCIAL INC</a>	3,690	66,945	60,130	1,236	-615
ANZBY	<a href="#">AUSTRALIA &amp; NEW ZEALAND BANKING GRP LTD</a>	30,039,000	392,613,000	370,565,000	10,123,000	4,180,000

from Disclosure(R) Online Database-US Public Company Profiles, 12/31/07  
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**Ratio Components**

Ticker	Company	P/E	EPS	Return on Sales	Return on Assets	Return on Equity	Debt/Equity	Current Ratio	Quick Ratio	Inventory Turnover	Rec'ables Turnover
	<a href="#">BARCLAYS BANK PLC</a>	NA	NA	16%	1%	12%	0.46	0.82	0.82	NA	0.06
	<a href="#">NATIONAL WESTMINSTER BANK PLC</a>	NA	NA	23%	1%	28%	0.64	0.90	0.90	NA	0.07
	<a href="#">BANK OF TOKYO-MITSUBISHI LTD</a>	NA	NA	14%	0%	10%	1.64	1.09	0.83	0.09	0.05
BMA	<a href="#">BANCO MACRO SA</a>	10.11	2.33	25%	3%	18%	0.01	0.85	0.85	NA	0.23

# LexisNexis® Executive Dossier— executive insight done right

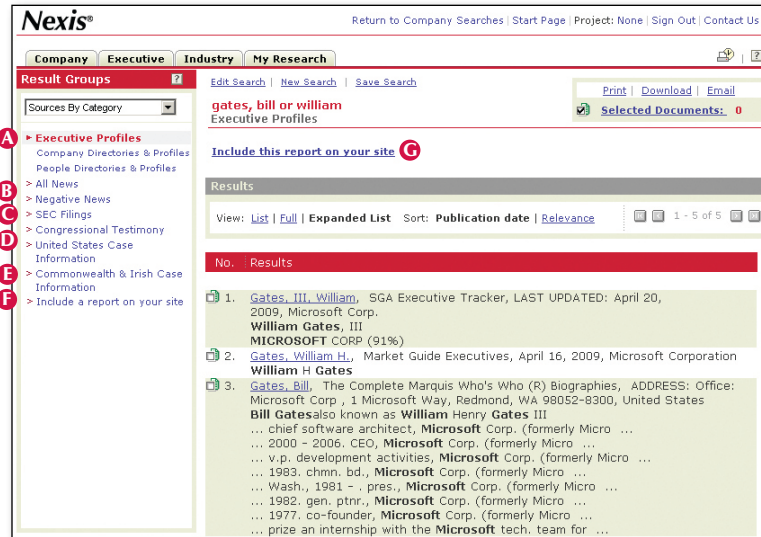
Gain an in-depth understanding of key decision makers with LexisNexis Executive Dossier and the information it provides on more than 58 million executives.

- A** Profile and compensation information from premier sources such as Standard & Poor's Corporate Register or Directors & Executives, Dun's Decision Makers, and D&B® Executive Affiliations.
- B** More than 20,000 news sources categorized general and negative.
- C** Current SEC filings by the executive's company in which he/she is mentioned.
- D** Transcripts of U.S. Congressional testimony by the executive.
- E** Cases—U.S., Commonwealth and Irish—in which the executive and/or his/her company are involved.
- F** Now, LexisNexis Dossier Publishing Manager (sold separately) lets you integrate access to Dossier reports (or parts thereof) through your organization's intranet, portal, wikis, Web parts/gadgets, e-mails, documents, or any internal applications in which you can paste an HTML link. HTML coding is generated dynamically based upon your selection of components for each report.
- G** Any authorized Dossier user in your organization will see the content displayed when they go to the site where you've published access to the content—or you can create links for one-click access. The reports update automatically, so the information viewed on your site is always current.

**LexisNexis Executive Dossier** lets you link directly from an executive report to LexisNexis Company Dossier for access to information about the company for which the executive works.

## LexisNexis Dossier suite of products makes delivery easy...

- List-building capability ideal for lead generation activity.
- Delivery of easily customizable reports with Table of Contents and page numbers in PDF or in Microsoft® Word or Excel® formats for easy presentation and/or distribution.
- Ability to seamlessly integrate into your existing workflow application or department portal.
- Transactional access to list, allowing you to gain access to company, industry and executive reports when you need them.



Click on the "Create an Executive List" tab on the main Executive Dossier page... you can **reach key decision-makers** with a customer target list based on criteria you select—and view your list online or download it into a spreadsheet.

## Empower Your Enterprise

See for yourself how LexisNexis can empower you and your organization to make better, more informed business decisions.

**For more information, contact your  
LexisNexis account representative or  
call 1-800-227-4908.**

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