

LexisNexis™ Company Dossier and LexisNexis™ Industry Dossier at www.lexis.com

One simple search...one thorough report with the current, vital facts you need about prospective clients, vendors, competitors or allies—and their businesses and industries.

Timely, diverse facts compiled to show the picture you need

When you need specific, current information on companies and industries for:

- prospecting new clients;
- expanding your relationship with existing clients—even positioning your firm as a client's sole representative;
- tracking clients' competitors as well as competitive firms and their business;
- scouting possible M&A or joint venture prospects; or
- exploring vendors.

LexisNexis Company Dossier and LexisNexis Industry Dossier offer powerful solutions.

Company Dossier reports cover more than 20 million companies, including ten million non-U.S. companies and millions of private companies. Each report offers current details on financials, executives and operations, culled from thousands of news sources, respected financial resources, case law—even intellectual property sources.

New Industry Dossier puts more than 1,000 industries into sharper focus, with reports showing you top industry performers along with the latest economic and sales reports, recent mergers, pending legislation that could affect the industry—and more.

Save research, customizing time

Getting a Company Dossier report is as simple as entering the company name or ticker symbol. For Industry Dossier, enter the industry name, Standard Industry Classification (SIC) Code or major group code (or choose from a list). That's all.

Your reports come in an easy-to-browse format with a table of contents, links to other company and industry reports, and simple printing instructions. You can even download into Microsoft® Excel for further analysis! Or choose to subscribe to only the Company Dossier Snapshot summaries.

You can also customize your Company Dossier research to compare up to five companies side by side, or to generate a list of prospects based on the financial criteria you select.

Look inside to discover how you can use LexisNexis Company Dossier and LexisNexis Industry Dossier to your best advantage.

LexisNexis Company Dossier

To request a company report:

1. Sign on to www.lexis.com
2. Click on the **Dossier** link at the top of the menu screen.
3. Click the **Find a Company** tab.
4. Type the company name or ticker symbol. Click **FIND**.

To review your company report:

Use the table of contents on the left side of the screen to link to any report section: (Within sections, link directly to source documents. See the back page for a list of report sources.)

Snapshot—At-a-glance analysis of the basic financial vitals, plus a detailed list of executives, board of directors, corporate structure, etc.

In the News—Recent coverage sorted by top publication, topic or region.

Business Information—Current research & analyst reports, company profiles, details on company auditors, brands, general counsel, competitors and more.

Financial Information—Recent SEC filings, complete corporate metrics, stock information and mergers & acquisitions.

Legal Information—Current U.S. and British Commonwealth court decisions. Plus, find links to a detailed company litigation history (Strategic Profiles) and to current company litigation news from Mealey's Reports.

Intellectual Property Information—Recently acquired U.S. trademarks and copyrights and U.S. patents.

The top screenshot shows the search form with the following fields: Company Name, Ticker Symbol, D-U-N-S@ Number, Company Type (All Companies), Terms, Search within (Business Description), Headquarters (checkbox: Only show company headquarters locations), City, and Postal Code. A 'Find' button and a 'Clear Form' link are also visible.

The bottom screenshot shows the 'Company Dossier' page with a table of contents on the left and a 'Multi-Year Summary' table on the right. The table of contents includes: Snapshot, In the News (By Top Publication, By Topic, By Region), Business Information, Financial Information, Legal Information, Intellectual Property Information, References, and Custom Report.

The 'Multi-Year Summary' table is as follows:

YEAR	SALES	NET INCOME	EPS
2003	32,187,000,000	9,993,000,000	NA
2002	26,365,000,000	7,629,000,000	NA
2001	25,296,000,000	7,346,000,000	NA
2000	22,956,000,000	9,421,000,000	NA
1999	19,747,000,000	7,785,000,000	NA
5-YEAR GROWTH RATE	12.9	6.4	NA

Compare competitors, merger candidates, vendors, etc.

To request a comparison of up to five companies listed on a U.S. stock exchange:

1. Select the **COMPARE COMPANIES** tab at the top of the Company Dossier screen.
2. Enter up to five company names or ticker symbols. Click **Compare**.

Your report will compare balance sheet, income statement, and ratio information.

Balance sheet and income statement information will be reported in the currency that the company uses to report to the SEC.

Compile company lists for prospecting

Choose the **PROSPECTING** tab and use the selection criteria options to compile a list of companies with similar characteristics. For example, select companies based upon:

- company type (public, private, non-U.S.)
- city, county, state or country
- number of employees
- sales revenue
- assets/liabilities
- EPS/EPS growth

LexisNexis New! Industry Dossier

To request an industry report:

1. Sign on to www.lexis.com and click on the **Dossier** link at the top of the menu screen.
2. Click on the **Industry Dossier** tab.
3. Enter:
 - an industry name or partial name, e.g., *communications*. Click **FIND**. Industry Dossier will retrieve all available reports with that name.
 - a two-digit major group code, e.g., *48*, or four-digit SIC code, e.g., *4841*. Click **FIND**.
(Or click the **Browse Industry Hierarchy** link to review an SIC code hierarchy. Find the code you need and click **OK**.)

To review your industry report:

Use the table of contents on the left side of the screen to link to any report section: (Within sections, link directly to source documents. See the back page of this brochure for a list of report resources.)

Snapshot—Current industry aggregates and ratio analysis, plus a financial overview of the top industry performers.

Mergers—Particulars on the industry's largest recent mergers. Link to source documents or request facts on other industry mergers.

Legislative Information—Find recent bills from the U.S. Congress that could affect the industry.

Industry Revenue—Extensive, current financial statements including industry growth rates.

Economic Reports—A list of recent U.S. government statistical reports. Link directly to the supporting statistics.

The screenshot shows the LexisNexis 'Industry Dossier' search interface. At the top, there are tabs for 'Company Dossier' and 'Industry Dossier'. Below the tabs, there are two main search options: 'Find an Industry' and 'Browse Industry Hierarchy'. A search form is displayed with the following fields and instructions:

- Terms:** A text input field with the instruction: 'Type a complete or partial Industry name (ex. Metal)'. A 'Find' button and a 'Clear Form' link are to the right.
- SIC:** A text input field with the instruction: 'Separate multiple SIC codes using commas.'

The screenshot shows the 'Industry Dossier' report for 'BROADCASTING & CABLE TV - Industry Aggregates and Ratio Analysis'. The report is organized into several sections:

- Revenues, industry aggregate (millions):** \$ 97,640.41
- Liquidity:**
 - Quick Ratio, Most Recent Quarter: 1.186
 - Current Ratio, Most Recent Quarter: 1.454
- Asset utilization:**
 - Inventory Turnover, TTM: 17.743
 - Asset Turnover, TTM: 0.305
- Leverage:**
 - Long Term Debt to Equity, Most Recent Quarter: 0.765
 - Total Debt to Equity, Most Recent Quarter: 0.816
- Returns:**
 - Return on Assets, TTM: -1.936
 - Return on Equity, TTM: -2.685
 - Return on Investment, TTM: -1.958

Call your LexisNexis™ account executive today to schedule a demo of Company Dossier and Industry Dossier. See how you can strengthen your client development and company/industry research.

Look at the reliable information you can tap when you choose LexisNexis Company Dossier or LexisNexis Industry Dossier!

LexisNexis Company Dossier reports draw from respected sources, including:

(Link to the Reference section of your Company Dossier report to see a list of the resources used in that report.)

Company Information

- *America's Corporate Finance Directory*
- *Canadian Business Directory*
- CanCorp Plus
- Company Intelligence-International
- Company Intelligence-U.S.
- Creditreform (GNB)
- D&B® Global Duns Market Identifiers
- *Directory of Corporate Affiliations™*
- Disclosure® Online Database—U.S. Public Company Profiles
- EDGARPlus® Database
- *The Executive Directories*
- Extel Cards Database
- FBR Asian Company Profiles
- Hoover's Company Capsules
- Hoover's Company Profiles
- ICC Financial Analysis Reports

- ICC Full-Text Quoted Company Annual Reports—International Company Profiles
- INVESTEXT® Database
- Mergerstat® M&A Database
- Nelson's Company Research Reports
- Nelson's Public Company Profiles
- Pinnacor Stock Quotes and Charts
- SEC Filings
- Standard & Poor's Descriptions Plus New Standard & Poor's Register of Corporations
- *U.S. Business Directory*
- Vickers Securities Report
- Worldscope International
- Company Profiles
- Zacks Investment Research, Inc. Consensus Earnings Projections

Intellectual Property Information

- Combined Federal & State Trademarks
- U.S. Copyrights Combined Files
- Patents

News Information

- News Group File, Most Recent Two Years
- Today's News Sources

Legal Information

- Commonwealth & Irish Cases, Combined
- LexisNexis™ CourtLink®
- Martindale-Hubbell® Law Directory
- Mealey's Newsletters
- Most Recent Year Federal and State Cases
- Trademarks

LexisNexis Industry Dossier reports draw from reliable sources, including:

- American Statistics Index—Economic Census Reports
- Bill Tracking Report—Current Congress
- Congressional Full Text Bills—Current Congress
- Disclosure Online Database—U.S. Public Company Profiles
- Integra Industry Reports
- Market Guide Industry Aggregates
- Mergerstat M&A Database

Plus complete, current legislative bill-tracking and bill resources from the LexisNexis services.



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It's how you know™