

FACT SHEET
Overview of Recent Additions to LexisNexis Business Intelligence Content
October 2002

Newly licensed business intelligence content on the LexisNexis services falls into three groups:

- Financial and investor news and analysis
- Corporate information, data and analysis: Subjects include business executives and company financials, as well as brands, products and consumer trends
- Trade publications for industry sectors such as business executives & decision makers; government, policy & defense; energy & environment; and healthcare

FINANCIAL AND INVESTOR NEWS AND ANALYSIS

MarketWatch.com, Inc., a leading financial media company, is the number-one financial news and information source on the Internet. Founded in 1997, MarketWatch.com operates three Web sites – CBS.marketwatch.com, BigCharts.com and U.K.-based FTmarketwatch.com – and features the following:

- Supplies wide array of licensed content and tools in custom-designed formats for brokerages and other online businesses.
- Produces the syndicated CBS MarketWatch Weekend program, airs financial reports over CBS Network Television, and provides updates every 30 minutes on the MarketWatch.com Radio Network.

Publications from the renowned **Kiplinger Washington Editors, Inc.** now available on LexisNexis include *The Kiplinger Retirement Report*, *The Kiplinger Personal Finance*, *The Kiplinger Tax Letter*, *The Kiplinger Washington Letter*, *The Kiplinger Agriculture Letter*, *The Kiplinger California Letter* and *Kiplinger Business Forecasts*.

EFinancialNews.com is a leading source of news and analysis of Europe's investment banking, fund management and securities industries. Topics include M&A, private equity, debt and equity capital markets, fund management, information technology and recruitment.

FD (Fair Disclosure) Wire, published by eMediaMillWorks, contains transcripts of analyst calls to executives of publicly traded companies:

- Conference calls are held shortly after release of company quarterly earnings.
- Companies include those listed on S&P 500, Nasdaq 100 and RUSSELL 2000+.
- “Preliminary” transcripts are available beginning approximately 30 to 60 minutes into each call. A “final” transcript is available 2 to 3 hours after the call.

eMediaMillWorks, formed in 1993, today has more than 100 employees dedicated to developing and publishing news and information for research, market intelligence, and industry surveillance purposes.

**CORPORATE INFORMATION, DATA AND ANALYSIS:
*EXECUTIVES, FINANCIALS, BRANDS, PRODUCTS, CONSUMER TRENDS***

COMPANY INTELLIGENCE AND KEY EXECUTIVE CONTACT INFORMATION

idEXEC provides a comprehensive database of company intelligence and key executive contact information that is updated monthly. This industry-leading global business-to-business contact database of executive decision-makers at the world's most important public, private, non-profit, and government organizations includes the following features:

- Tracks 2 million people at 900,000 organizations in 172 countries – statistics that continually rise.
- **idEXEC Online**, a web-based solution that enables powerful custom-searching and real-time access to the idEXEC database, is used for sales prospecting, lead generation, market research, client list database enhancement, and sales territory planning purposes.
- Core data is augmented by: competitor profiles, corporate parent and subsidiary linkage information, industry news, executive biographies and compensation.
- **idEXEC Company Profile** one-pager integrates idEXEC's detailed executive decision maker contact information such as Job Function pre-qualifier, direct-dial phone numbers and addresses, along with valuable supplemental information including current news powered by LexisNexis, plus company financials and executive biographies, packaged into a printer-friendly, pre-sales call business intelligence summary.

Integra Information Industry Reports comprise a custom dataset of corporate financial information with the following features:

- Covers about 900 industries representing almost 4 million businesses within 13 sales size ranges for each industry for a total of approximately 11,000 reports.
- Each report contains two years of historical data including balance sheet and income statement summaries (\$ and %), key financial ratios and industry growth rates.
- Report elements include: sales growth, percent of total assets, accounts receivable, inventory, other short-term assets, total short-term assets, long-term assets, total assets, other short-term liabilities, subtotal short-term liabilities, long-term liabilities, total liabilities, net worth, percent of sales, sales, gross margin, selling, general and administrative expenses, advertising expenses, profit before interest and taxes, main ratios, current, quick, total debt to total assets, pre-tax return on net worth, and pre-tax return on assets.
- Integra Information's diverse data sources for private company information include the Internal Revenue Service, the Department of Labor, the Bureau of Labor and Statistics and the U.S. Census for various industries.

Gale Group Company Briefs contain key executives' current address, names and titles, and a summary of financial and marketing information:

- Covers approximately 250,000 U.S. public and private companies and more than 180,000 non-U.S. companies.
- Commercial and industrial companies; headquarters or single-location establishments.
- Private company information is gathered through annual questionnaires as well as via telephone interviews conducted with their authorized company personnel.
- Public company information is obtained from annual reports and 10-K reports.

Media General Financial Services (MGFS) is a leading financial data publisher that builds and maintains databases of information on U.S., international and Canadian publicly traded companies, industry groups and major markets. The MGFS data now accessible via LexisNexis include annual and quarterly financial information, price and volume data, earnings estimates, institutional and insider statistics, and hundreds of financial and performance ratios.

Gale Taft Directories or the "Foundation Reporter" is known throughout the fund-raising community for its depth of content, including important contact, financial and grant information.

- Covers the top 1,000 private U.S. foundations that have at least \$10 million in assets or have made \$500,000 in charitable giving.
- Provides complete profiles of the 1,000 largest corporate foundations and corporate direct giving programs in the United States – the funding sources that represent nearly \$3.6 billion in cash and non-monetary support annually.
- Combined with the Corporate Giving Directory, users can identify valuable links and contacts between an organization's leaders and the trustees, donors, officers and directors of corporate foundations.

Investors Responsibility Resource Center, based in Washington, DC, is the world's leading source of impartial, independent research on corporate governance, proxy voting and corporate responsibility issues. Available in December 2002 on the LexisNexis services, the IRRC products include Social Issues Reporter, Corporate Governance Bulletin, Labor's Money Newsletter, State Takeover Laws and its Monthly Updates, Corporate Governance State By State: A Guide to Selected Statutes and Social Issues Service Background Reports. Founded in 1972 "to provide the highest quality research on companies and shareholders worldwide," IRRC today has more than 80 professional staff members that supply objective, unbiased company profile information for portfolio screening and other purposes.

BRANDS, PRODUCTS AND CONSUMER TRENDS

Gale Group Inc. *Brands and Their Companies* provides up-to-date, accurate information about domestic brands and trade names. Features include the following:

- Published in 2001, this source lists manufacturers and distributors from small businesses to large corporations, from both the public and private sectors,
- Covers more than 420,000 U.S. consumer brands, as well as 115,000 manufacturers, importers or distributors;

- Includes out-of-business companies as well as brands that are no longer in production or are now considered generic.

Product News Network® specializes in delivering all new industrial product information in a timely, reliable and complete manner. More than 1,000 new product news items are reported on each month – from adhesives through machinery, from robotics to waste handling equipment.

Edimax USA Publications, headquartered in San Antonio, Texas, is an editorial company that tracks consumer trends worldwide. Its flagship monthly publications – *Market: Africa/Mid-East*, *Market: Asia Pacific*, *Market: Europe*, and *Market: Latin America* – are leading sources for international trade organizations and companies.

INDUSTRY TRADE PUBLICATIONS

TRADE PUBLICATIONS: BUSINESS EXECUTIVES AND DECISION MAKERS

CFO.com is now on LexisNexis. A comprehensive online resource center for senior finance executives, CFO.com posts daily stories on topics such as new accounting standards, recent capital-raising, risk management, and professional career development.

CIO.com reports on information technology (IT) issues and trends from a management perspective, focusing on how IT supports and changes business practice to better assist chief information officers (CIOs) and helping business executives link IT strategy to corporate goals and bottom-line business value.

TRADE PUBLICATIONS: GOVERNMENT, POLICY AND DEFENSE

Congressional Quarterly now supplies a half dozen publications to non-government LexisNexis subscribers:

- *CQ Weekly*, which “Peter Jennings of ABC News calls ‘the bible’ because it covers Congress more completely and accurately than any other source”;
- *CQ Daily Monitor*, a daily agenda setter and briefing;
- *House Action Reports*, previously available only to members of Congress – includes analysis of every bill scheduled for floor consideration for the coming week and describes amendments expected to be taken up each day;
- Also available are *BillWatch*, *Committee Markup Coverage* and *Member Profiles*.

Jane’s Defence Weekly, published by *The New York Times*, prides itself on pinpointing geopolitical threats and analyzing military activity across the world – providing expert, meaningful interpretation of what happens on the battlefields, at sea, in the air and in the executive suites and command centers throughout the world. Features include regional and headline news; defense business and financial news, JDW 20 global stock index of top defense contractors; analysis of current military developments; monthly country briefings detailing force levels, threats, acquisition strategies; weekly forces briefings; and interviews with senior military and political leaders. LexisNexis to provide abstracts.

Defense & Foreign Affairs Daily, published by International Media Corporation, specializes in political-military affairs on a totally non-partisan basis, and is designed to give insights into strategic issues of current or impending importance. Defense & Foreign Affairs has a long record

of accurate and precise analysis, including the accurate forecasting of the Iraqi invasion of Kuwait in 1990, and advance analysis on the break-up of the USSR. The publication was created three decades ago to provide global strategic intelligence and analysis for a government policy-level audience, and is fed by its network of 200 correspondents and regular sources around the world.

TRADE PUBLICATIONS: ENERGY AND ENVIRONMENT

LexisNexis has added 17 premier energy-related news publications from **Platt's**, the energy information and market services unit of **The McGraw-Hill Companies**, the world's largest provider of news, analysis and price discovery for the oil, natural gas, petrochemical, coal, electricity, nuclear power, shipping, metals and bandwidth industries. Platt's publications available on the LexisNexis services: *Platt's Coal Outlook (formerly Coal Week)*, *Platt's Energy Business & Technology*, *Platt's International Coal Report*, *Platt's Oilgram News*, *Platt's Oilgram Price Report*, *The Platt's Petrochemical Report*, *Platt's Retail Energy, Gas Daily*, *Generation Week (formerly Power Generation Technology and Markets)*, *Megawatt Daily*, *Coal Outlook*, *Gas Markets Week*, *Gas Storage Report*, *Gas Transportation Report*, *Megawatt Week*, *Mine Regulation Reporter*, and *Transportation & Storage Week*.

Energy Intelligence Group – which now supplies 11 of its publications via the LexisNexis service – is an independent information company that specializes in providing the highest quality business intelligence on the global oil and gas industries. Headquartered in New York, EIG has office in Washington, Houston, London, Moscow and Singapore. The group's first publication, *Oil Daily*, was founded 50 years ago, and *Petroleum Intelligence Weekly* is 40 years old – both are on LexisNexis, along with *Jet Fuel Intelligence*, *Natural Gas Week*, *World Gas Intelligence* and others.

Land Letter: The Natural Resources Weekly Report, by **Environment & Energy Publishing, LLC**, a leading U.S. publisher environmental and energy policy action happenings, including regulation, litigation and legislation. Its 16+ full-time reporters and editors cover topics such as Clean Air Act legislation, electric utility industry restructuring, Endangered Species Act litigation, federal agency budgets, forest management planning and wetlands regulations.

Primedia, a special interest magazine publisher, has added three brand new publications to the list of nearly 70 Primedia publications already available on LexisNexis: *Wildfire*, which was launched in August 2002; *Staging Rental Operations*; and *Forecast*. Among other Primedia-published trade magazines LexisNexis are *American Demographics*, *Waste Age*, *Power Quality* and *Power Electronics Technology*.

TRADE PUBLICATIONS: MEDICAL AND HEALTHCARE

The two new health-related **Cahners** publications have been added. ***Drug Discovery & Development***, a monthly magazine, provides the pharmaceutical and biotech research community with the latest on in the drug research-and-development technologies, tools and services. It is read by nearly 45,000 research executives, lab directors, staff scientists, process engineers, and pharmaceutical informatics specialists. ***Genomics & Proteomics***, published 10 times a year, reports on the changing dynamics and developments in gene analysis, cell biology, proteomics and informatics. Both are published out of Morris Plains, NJ.

Mosby Medical Drug Reference lists by generic name more than 850 generic drugs in common clinical use, representing over 2,600 trade names. The appendix contains tables of comparative drug data and other information useful for choosing a drug therapy. This information is updated and expanded annually. Published by Mosby under the umbrella of Elsevier Science, which for over 100 years has represented a dedication to excellence in information exchange and is a market leader in the publication and dissemination of literature on a range of scientific topics.

The 19th edition of the best-selling ***Taber's Medical Dictionary*** defines more terms than any other medical dictionary. Revised in easy-to-understand language, this new edition includes 2,200 new terms, expanded coverage of complementary and alternative medicine, expanded nutrition appendix and new comprehensive nursing appendix. Published by the F.A. Davis Company, *Taber's* also include more than 56,000 terms, of which 2,200 are new; hundreds of color images; and 48 appendices.

The Diagnostic and Statistical Manual of Mental Disorders, Fourth Edition (DSM-IV), published in 1994 by the American Psychiatric Association in Washington. Widely regarded as the main diagnostic reference of U.S. mental health professionals, the book lists diagnostic criteria for the most common mental disorders including description, diagnosis, treatment, and research findings.

About LexisNexis

LexisNexis™ is the global leader in comprehensive and authoritative legal, news and business information and tailored applications. Its online services combine searchable access to over four billion documents from thousands of sources. A member of Reed Elsevier plc [NYSE: ENL; NYSE: RUK], LexisNexis is headquartered in Dayton, Ohio, USA, and does business in 100 countries with 12,000 employees worldwide. The company offers an extensive range of products and customized tools that address job-specific and organization-wide information needs, driving productivity and confident decision-making. In addition to [LexisNexis™ at nexis.com](http://lexisnexis.com) and lexis.com for corporate, government, legal and association professionals, the company's diverse portfolio of products includes PR Solutions for public relations practitioners; Risk Solutions including extensive public records capabilities and featuring the National Fraud Center for law enforcement and investigative professionals; LexisNexis™ Universe products for academic institutions; and The Directory of Corporate Affiliations and the Advertising Redbooks. LexisNexis recently was named one of *KM World* magazine's "Top 100 Companies in Knowledge Management."

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