



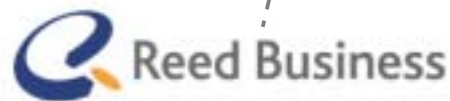
Beyond the Law
Integrating Legal, News and Business with
Intellectual Property Information

October 17, 2005

Reed Elsevier, is a world leading publisher of information for international users.



*Science &
Medical*



Business to Business



Education



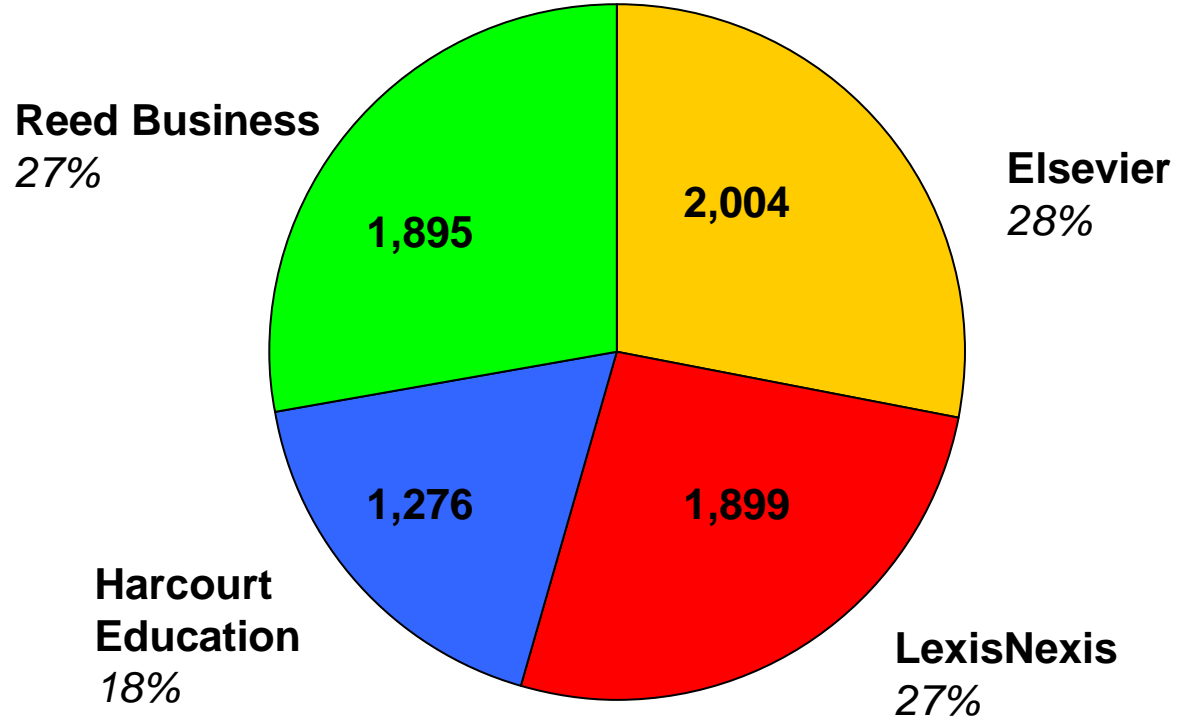
Legal



Reed Elsevier Preliminary 2004 Results

Note: All figures in €m

2004 Turnover = 7,074



Reed Elsevier Timeline

- 1880 Jacobus George Robbers founds NV Uitgeversmaatschappij Elsevier. The name is taken from the 16th Century Elsevier family of Dutch booksellers and publishers
- 1894 Albert E. Reed establishes a newsprint manufacture
- 1903 Albert E. Reed goes public
- 1919 Harcourt Brace & Company founded
- 1970 Mead Corp creates Mead Data Central
- 1973 Mead Data Central begins offering the Lexis® service. Lexis is the first commercial, full-text legal information service.
- 1980 Mead Data Central begins offering the Nexis® news and business information service
- 1991 General Cinema acquires publisher Harcourt Brace Jovanovich and is re-named Harcourt General
- 1993 Merger of Elsevier NV and Reed International PLC is effective Jan 1
- 1994 Reed Elsevier acquires Mead Data Central from Mead Corp and re-names the business LexisNexis
- 2001 Reed Elsevier acquires Harcourt General, and on-sells Harcourt's corporate and professional services and higher education businesses to Thomson
- 2005 LexisNexis acquires Univentio





Introduction to LexisNexis

Vision: To be the indispensable partner to legal and professional customers for information-driven services and solutions

Business Description: Provides research tools and publishes content to enable professionals to make better decisions

- Legal
- Business (marketing, journalists and media, financial services, etc.)
- Risk management

Key facts:

- 13,000 employees world wide
- 20,000 publications aggregated in our news and business offering
- 5bn searchable documents online
- 21,000 searchable databases online
- 900m searches in the past 12 months

LexisNexis Products and Customers

Products

Customers

Legal
Research



Large Law Firms

Small Law Firms

News &
Business



Solo Practitioners

Federal, State & Local
Governments

Litigation &
Support
Services



Corporations

Corporate Legal

Practice
Management



Professional Service Firms

Universities & Libraries

Client
Development



Courts

State & Local Law
Enforcement

Risk
Management



Why Did LexisNexis Buy Univentio?

Complete legal practice offerings

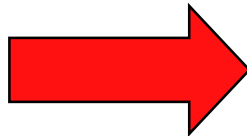
LN's inferior IP offerings relative to Thomson were a weakness in our legal markets

Expand IP offering outside legal markets

Offer IP solutions to audiences outside of the legal market

Strengthen IP expertise

Unmet needs in the broader IP market



Enable a new IP strategy

Who is Univentio?

1952 – Univentio founded, to provide patent document delivery

**1996 – W.G. Lagemaat purchased the business from his father
Univentio begins aggregating patent data**

2001 – Univentio begins to offer patent data for license

2004 – Univentio begins developing a patent search platform

2005 – Acquired by LexisNexis

Univentio licensed patent data,

- Delphion
- Dialog
- CAS
- FIZ
- Q*O
- + others
- Additional license deals under discussion

Document delivery

Alerting services

You may not know it, but you probably use Univentio data today

What Did LexisNexis Get with Univentio?

The most comprehensive primary patent data collection in the world

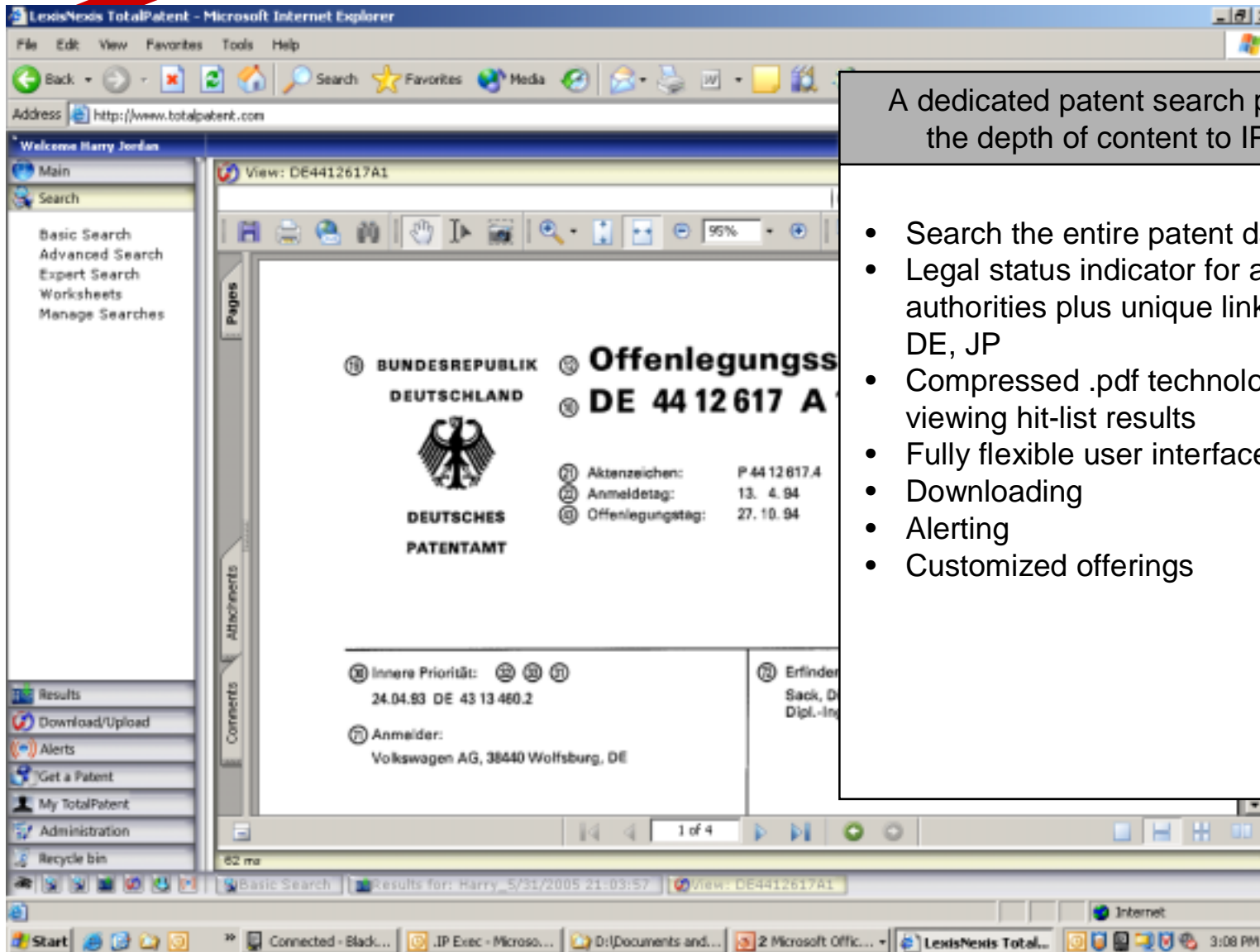
- Almost 100 authorities in Biblio
- 22 authorities in Full Text
- English MAT files for all non-English authorities
- Image files for all authorities
- Compressed .pdf files for all Full Text authorities – *full text searchable*
- Data loaded faster than some authorities (e.g., USPTO)
- All full text and MAT files re-built every 3 years for continuous quality improvements – with advanced tagging
- Numerous data gaps filled (some examples)
 - EPO missing FT applications '78-'86
 - EPO missing FT grants '80-'86
 - CA and AT destroy documents
 - FR and GB non availability of Grants
 - ...
- Other interesting projects under development

Full text includes many unique files not available anywhere else in electronic form

	Application	Grant	MAT
US	✓	✓	na
EP	✓	✓	✓
WO	✓	na	✓
GB	✓	✓	na
FR	✓	✓	✓
DE	✓	✓	✓
CA	✓	✓	✓
AT	✓	✓	✓
NO	✓	✓	✓
CH	✓	✓	✓
FI	✓	✓	✓
DK	✓	✓	✓
NE	✓	✓	✓
BE	✓	✓	✓
LU	✓	✓	✓
ES	✓	✓	✓
PT	✓	✓	✓
AU	✓	✓	na
CZ	✓	✓	✓
IE	✓	✓	na
IT	✓	✓	✓
MC	✓	✓	✓

 Unique Files

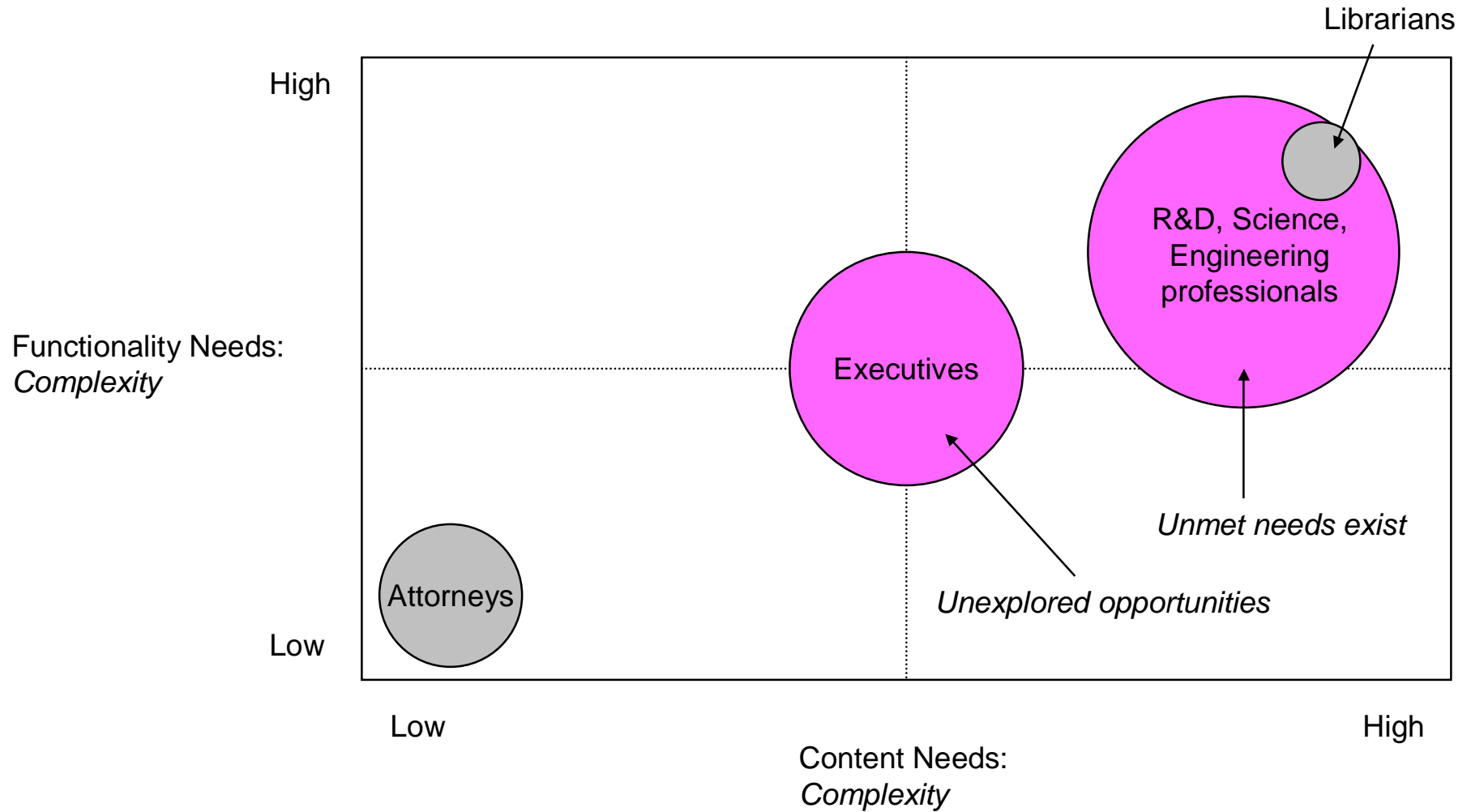
What Did LexisNexis Get with Univentio?



A dedicated patent search platform to deliver the depth of content to IP professionals

- Search the entire patent database
- Legal status indicator for all INPADOC authorities plus unique linkage for US, EP, DE, JP
- Compressed .pdf technology for rapidly viewing hit-list results
- Fully flexible user interface
- Downloading
- Alerting
- Customized offerings

The Demand for IP Information

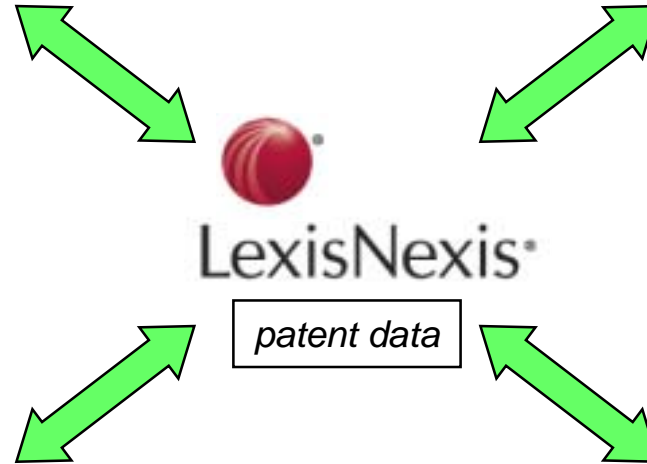




How Does Univentio Fit With Reed Elsevier's IP Portfolio? ..Our intentions...

Engineering Village 2

SCOPUS



SCIRUS
for scientific information only



What is Reed Elsevier's Strategic Vision for IP?

Focus on customer needs

Supply superior products to a demanding community

Challenge entrenched players

Open the portfolio of Reed Elsevier assets across platforms

Offer what is required for search, but go beyond a "me too" solution



What will that mean in practice? ...our intentions...

Integration of linking to articles, journals etc. from TotalPatent product

Integration of linking to patent data from RE platforms to TotalPatent

Integration of MDL products with TotalPatent and other LexisNexis IP offerings

Seamless integration of other LexisNexis resources, such as Courtlink, DCA, PatentOptimizer and ReedFax



What will this Mean for You?

Be heard: opportunity to help shape our direction

Platform choice

Better, faster decisions

Custom opportunities

***We request your guidance and patience
while we get it done***



Thank you

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