



# LexisNexis® Dossier Business Intelligence Suite

Gain deeper insights into the players and dynamics in your marketplace.

Conducting a search—by company, industry or executive name—is faster and easier than ever. LexisNexis® Dossier business intelligence suite features an easy-to-navigate interface and robust platform designed to help you speed through your most complex queries. Plus, the enhanced full-text search functionality allows you to generate company and executive lists with even greater precision.

Enhanced content access for company and industry snapshots ensures that you have up-to-date news and industry reports. You can quickly access vital facts about existing and prospective customers, business partners, vendors, competitors and industries—and make critical business decisions with confidence.

## Comprehensive company, industry and executive information for more informed business decisions

With LexisNexis® Dossier business intelligence suite, you can quickly:

- Prepare on-point presentations and reports before meeting with prospects or analyzing business opportunities. The MarketLine premium SWOT analysis reports help you quickly identify an organization’s strengths, weaknesses, opportunities and threats, as well as company revenue streams.
- Identify and pre-qualify potential customers based on specific criteria including industry, sales, geographic location, earnings and position titles.
- Conduct in-depth company and financial analysis for insights needed to succeed in today’s global economy.
- Create multi-level, executive contact lists, including email and phone contact data.
- Explore competitors, their businesses, performance and litigation.
- Use LexisNexis Dossier Mobile to research companies, industries and executives—and generate prospect lists—on the go.
- Create customized reports, including full cite lists of results. Print only those cited documents that are most relevant.

**FedEx Corporation**  
942 South Shady Grove Road  
Memphis, TN 38120  
UNITED STATES OF AMERICA

\*\*\*\*\* COMMUNICATIONS \*\*\*\*\*

**DETAILED INFORMATION:**  
[OVERVIEW](#)  
[BUSINESS DESCRIPTION](#)  
[HISTORY](#)  
[KEY EMPLOYEES](#)  
[COMPANY VIEW](#)  
[LOCATIONS AND SUBSIDIARIES](#)  
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[PRODUCTS AND SERVICES ANALYSIS](#)  
[COMPETITOR ANALYSIS](#)  
[MAJOR PRODUCTS AND SERVICES](#)  
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**SWOT ANALYSIS:**

FedEx offers overnight courier services, freight services, local delivery and transportation company. FedEx has a strong brand image. FedEx is the largest express company all over the world. Strong brand image besides driving domestic revenues, facilitates international expansion. However, the company is threatened from the growing popularity of internet, which could impact the mail volumes, resulting in lower revenues for the group.

**STRENGTH:**

- \* Strong brand image
- \* Large scale of operations
- \* Efficient allocation of resources compared to its peers

**SWOT Analyses**

One click to view strengths, weaknesses, opportunities and threats for a company, helping you develop comprehensive business strategies, more meaningful marketing plans and more.

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

LexisNexis® Company Dossier reports cover more than 80 million public, private and global 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 from our collection of more than 26,000 premium news sources\*, 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 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 Mergerstat®, Standard & Poor's® and more. And currency conversion allows you to normalize currency in the denomination of your choice for a more robust view of companies that have an international presence.
  - E** Competitive positioning, research and analyst reports, corporate financials, and mergers & acquisitions.
  - F** Recent UK and Canada case law; Commonwealth case law; Mealey's™ Reports; Martindale-Hubbell® Outside Counsel, Corporate Counsel and Law Directory.
  - G** Domestic and foreign patents; recent state, federal and international trademarks; and recent U.S. copyrights.
  - H** LexisNexis® Dossier Publishing Manager (offered through a separate subscription) lets you integrate access to Dossier reports (or parts thereof) through your organization's intranet, portal, wikis, Web parts/gadgets, emails, documents or any internal applications into 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 lists of contacts that feature hard-to-find email addresses and direct phone lines. Lists can be viewed online or downloaded to a spreadsheet.

The screenshot displays the LexisNexis Company Dossier for FedEx Corp. The interface is organized into a left-hand navigation menu with categories A through H, and a main content area with several sections:

- Company Overview:** Includes company name (FEDEX CORP), type (Public - Private), address (1425 N. Peabody Drive, Memphis, Tennessee 38120), phone (+1 901 818 7900), fax (+1 901 248 1253), DUNS Number (00 214 1370), ticker (FDX), exchange (NYSE), email (info@fedex.com), website (www.fedex.com), and employees (245,109).
- Business Description:** Describes FedEx's services, including express transportation, overnight delivery, and freight services.
- Financials:** A table showing key financial metrics for the year ending April 30, 2011:
 

Item	Amount	Unit
Revenue	1,181,000,000	US\$
NET INCOME (USD)	21,700,000,000	1
NET ASSETS (USD)	24,000,000,000	1
TOTAL ASSETS (USD)	11,000,000,000	1
TOTAL LIABILITIES (USD)	5,901,000,000	1
EBITDA (USD)	5,901,000,000	1
- Stock Quotes and Charts:** Shows a line graph of the stock price from March 2010 to April 2011, with a current price of \$114.00.
- Current News:** Lists recent news items with links to full articles.
- Board of Directors:** Lists the names of the board members.

# 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 code at the two- or four-digit level, or browse the SIC hierarchy to find your desired industry.
- View a side-by-side comparison of any five companies of your choice.
- Link to LexisNexis Company Dossier profiles to get deeper insight on companies within a selected industry.

## More robust industry coverage

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

Reports include:

- A** Sources such as Market Guide, SGA Executive Tracker, Standard & Poor's® *Current Environment Reports*, Standard & Poor's *Monthly Industry Review* and *Worldwide Market Share*. Balance sheets, financial ratios and sales ranges.
  - B** Data representing the manufacturing industries; U.S. Census
  - C** Bureau data organized by state, employee size, product class and more; and links to full reports and individual statistical tables.
  - D** The top 20 mergers by price over the previous 20 months in a given industry.
  - E** Names, synopses, last action dates and links to the full text of federal legislation from the U.S. Congress.
  - F** LexisNexis Dossier Publishing Manager (offered through a separate subscription) lets you integrate access to Dossier reports (or parts thereof) through your organization's intranet, portal, wikis, Web parts/gadgets, emails, documents or any internal applications into 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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- G** The top 10 companies by sales within a specific industry with current news coverage, ratio components and market performance indicators.
  - H** Details on an industry's competitive landscape, leading companies, even forecast value.

**Top Companies (Sales)**

Ticker	Company	Net Sales (000)	Total Assets (000)	Total Liabilities (000)	Cost of Goods Sold (000)	Net Income (000)
	BARCLAYS BANK PLC	20,777,000	522,253,000	495,393,000	6,823,000	3,279,000
	NATIONAL WESTMINSTER BANK PLC	10,785,000	196,265,000	186,719,000	2,784,000	2,516,000
	BANK OF TOKYO MITSUBISHI LTD	2,002,391,000	92,050,299,000	88,883,714,000	184,314,000	287,108,000
BMA	BANCO MACRO SA	1,056,158	9,487,822	7,998,168	127,274	262,719
CVBF	CVB FINANCIAL CORP	349,918	6,094,262	5,704,923	67,180	71,906
BLX	LATIN AMERICAN EXPORT BANK	85,809	2,736,107	2,079,977	11,939	141,730
ANCX	ACCESS NATIONAL CORP	67,571	644,782	582,487	15,776	7,593
	INDUSTRIAL DEVELOPMENT BANK ISRAEL LTD	66,200	9,078,600	8,570,100	NA	1,400
OCFL	OC FINANCIAL INC	3,690	66,945	60,130	1,236	-615
ANZBY	AUSTRALIA & NEW ZEALAND BANKING GRP LTD	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
	BARCLAYS BANK PLC	NA	NA	16%	1%	12%	0.46	0.82	0.82	NA	0.06
	NATIONAL WESTMINSTER BANK PLC	NA	NA	23%	1%	28%	0.64	0.90	0.90	NA	0.07
	BANK OF TOKYO MITSUBISHI LTD	NA	NA	14%	0%	10%	1.64	1.09	0.83	0.09	0.05
BMA	BANCO MACRO SA	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 75 million executives.

- A** Profile information from premier sources such as Standard & Poor's Corporate Register or Directors & Executives, D-U-N-S® Decision Makers, and D&B® Executive Affiliations.
- B** More than 26,000 news sources categorized as 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** LexisNexis Dossier Publishing Manager (offered through a separate subscription) lets you integrate access to Dossier reports (or parts thereof) through your organization's intranet, portal, wikis, Web parts/gadgets, emails, documents, or any internal applications into 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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**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

- Full report site print allowing users one-click full print report in cite list. Share results or view offline before printing, then print only those documents needed, saving time and eliminating waste.
- List-building capability ideal for lead-generation activity.
- Delivery of easily customizable reports with tables 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 lists, allowing you to gain access to company, industry and executive reports when you need them.

The screenshot shows the LexisNexis Executive Dossier page for William H. Gates. It includes a search bar, navigation tabs (Company, Executive, Industry, Upload a List, My Research), and a list of sources. The main content area displays a biography of William H. Gates, mentioning his role as Chairman and Co-Founder of Microsoft, and his involvement in the Bill & Melinda Gates Foundation. A red vertical bar on the left side of the page highlights the 'A' through 'F' icons corresponding to the features listed in the text.

The screenshot shows a spreadsheet with columns for Name, Company Name, First Name, Last Name, Title, Telephone Number, and Email Address. The data includes executives from various companies like BEARINGSPOINT INC, UNIVERSITY OF NEBRASKA, and S&P AMERICA INC. A red vertical bar highlights the 'Create an Executive List' tab, which is used to generate a target list based on selected criteria.

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 help empower you and your organization to make better, more informed business decisions.

**For more information**, contact your LexisNexis® account representative or call **1-888-AT-LEXIS**

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