Empowering Knowledge™

Elsevier at a glance 2017

ELSEVIER

All knowledge begins as uncommon
— unrecognized, undervalued
and sometimes unaccepted.

But with the right perspective,
the *uncommon* can become the *exceptional*.

Empowering
UNCOMMON
Knowledge™

Professionals in science, technology, engineering and health have more information at their disposal today than any time in history; yet understanding, discovery and knowledge are often beyond reach. At Elsevier, we create the tools that make sense of information, to help make better decisions, deliver better healthcare, save lives and make breakthrough discoveries that advance science and society.

That means sorting through the overflow of information and choices to reveal knowledge that helps to make critical decisions. We do this by applying smart technology to complex problems, drawing from our unique foundation of authoritative information and structured data.

We apply advanced technology and analytics to filter, extract and learn from vast data sets, social networks and collaboration platforms. We provide insight into global research productivity, helping researchers find funding and collaborate with colleagues. We provide the right clinical answers to physicians and nurses, shorten the path to actionable data for R&D professionals, and build adaptive learning technologies to help students learn more effectively.

Quite simply,

Elsevier is Empowering Knowledge.

For stories about people and projects empowered by knowledge, we invite you to visit Empowering Knowledge.
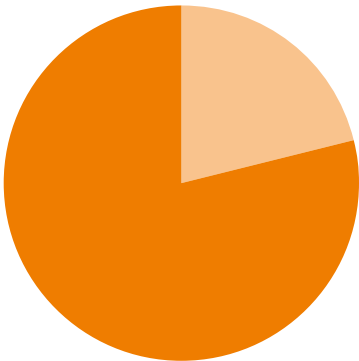www.elsevier.com/about/empowering-knowledge

THIS IS ELSEVIER

A DIGITAL COMPANY

79% of our revenue comes from digital products.
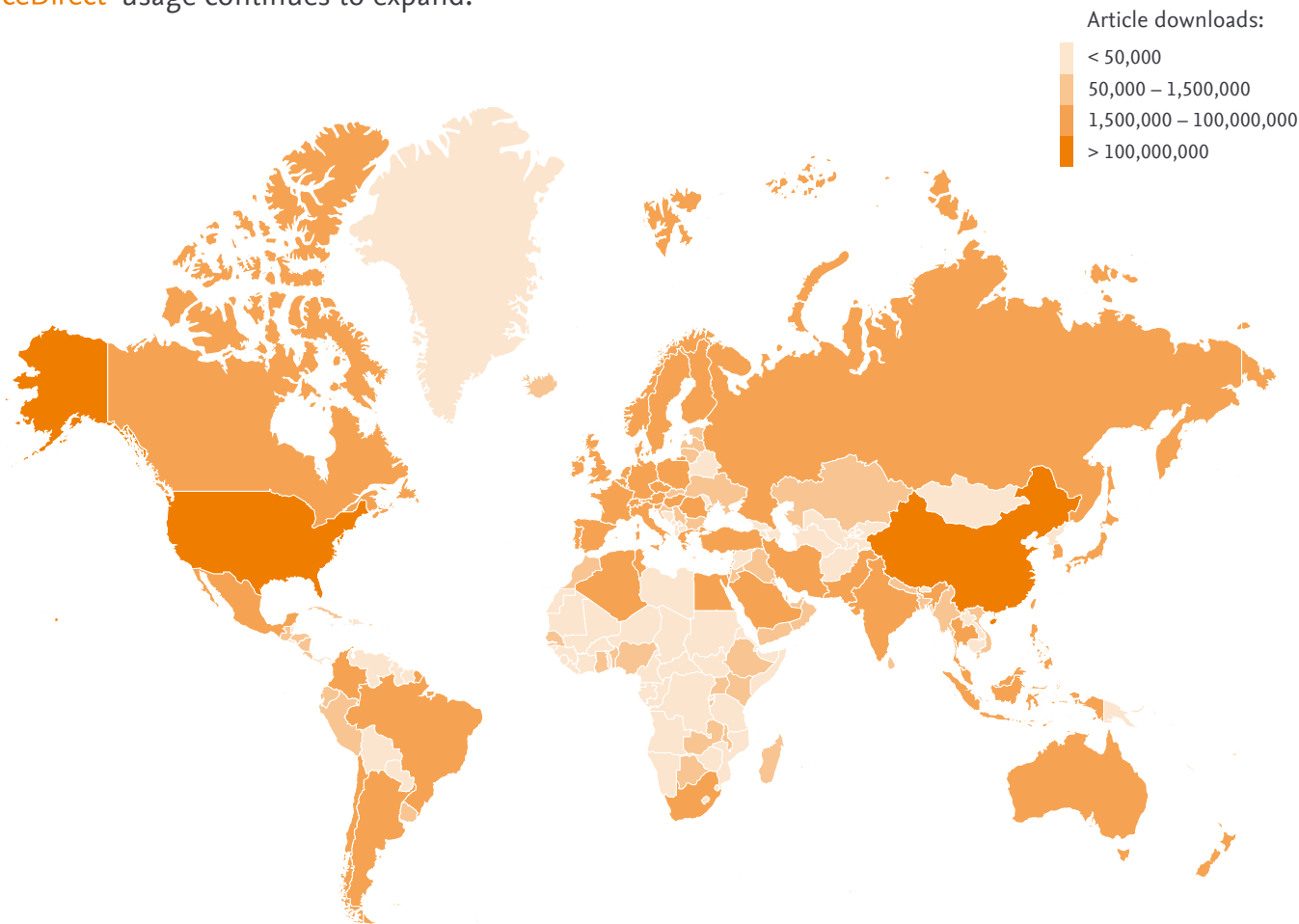
14 million people per month use ScienceDirect®, our flagship online platform for academic research.

29 articles a second Over 900 million full text articles were downloaded in 2016 alone. That's 29 articles a second.

ScienceDirect® usage continues to expand.

Article downloads:

< 50,000
50,000 – 1,500,000
1,500,000 – 100,000,000
> 100,000,000

Institutions in over 100 developing countries have access to ScienceDirect through the Research4Life program.
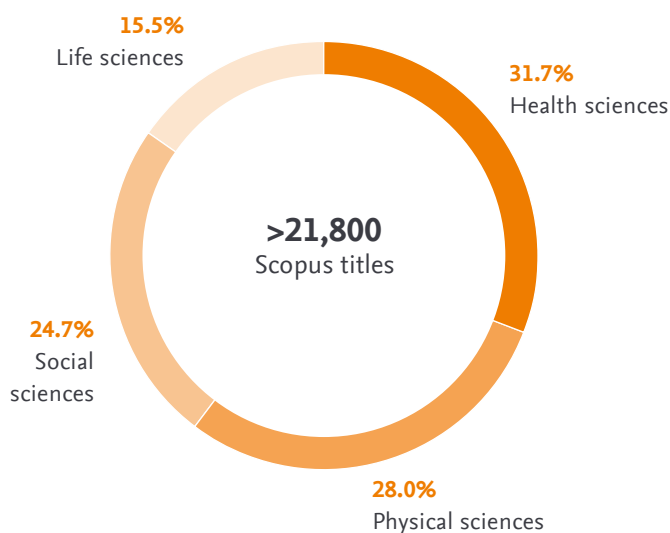
A BIG DATA COMPANY

🗐 # 420,000

peer-reviewed research articles published annually.

Elsevier provides information analytics solutions and digital tools in the areas of strategic research management, R&D performance, clinical decision support, and professional education. Elsevier publishes about 2,500 digitized journals, including *The Lancet* and *Cell*, more than 35,000 book titles, and many iconic reference works, including *Gray's Anatomy*.

Scopus® is the world's largest abstract and citation database of peer-reviewed literature.

>21,800	5,000	>65m
titles from more than…	international publishers.	documents in total.

15.5%
Life sciences

31.7%
Health sciences

>21,800
Scopus titles

24.7%
Social sciences

28.0%
Physical sciences

Reaxys® enables the shortest path to chemistry research answers, supporting drug discovery, chemical R&D, and education. It offers unparalleled precision and speed in retrieving relevant chemistry literature, compound properties and chemical reaction data.
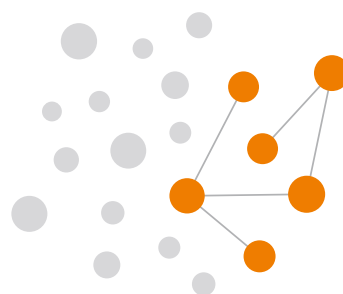
115m	43m	500m
organic, inorganic and organometallic compounds	chemical reactions	published experimental facts

A PRESTIGIOUS LEADER

🏷 # 1

Elsevier is a global information analytics company specializing in science and health.

Elsevier provides 16% of all scientific articles published globally, and more than 17% of the world's clinical content. Almost 3 million unique authors worldwide contributed to almost 1.4 million publications in Elsevier journals in the 3 years ending 2015. We estimate that to be almost 30% of all active researchers globally.

More than a quarter of all active researchers globally submitted manuscripts to Elsevier journals in 2015.
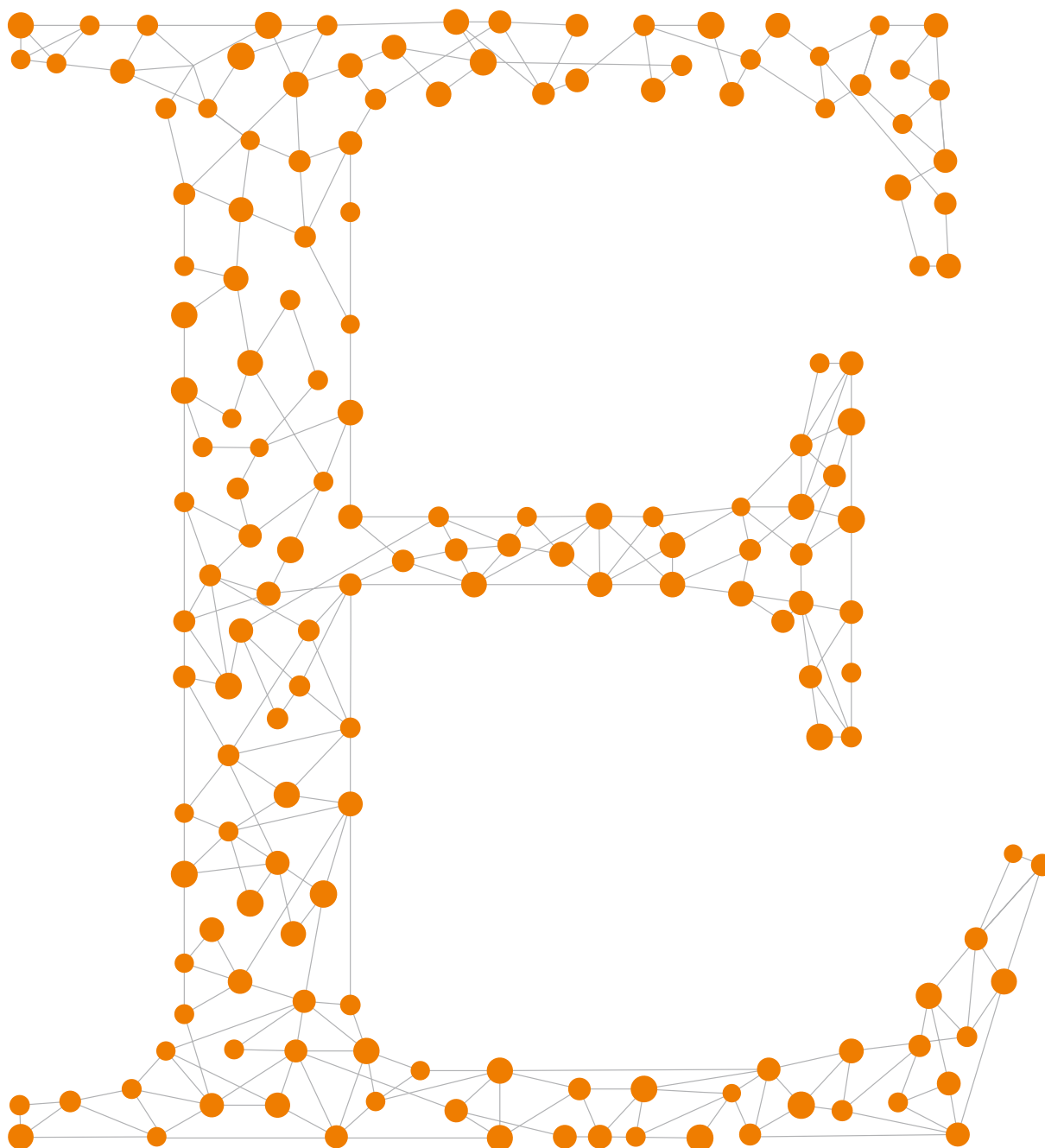
AN ANALYTICS LEADER

🏛 # University rankings

Times Higher Education, ShanghaiRanking Consultancy, and QS World University Rankings rely on Elsevier to generate global university rankings.

OECD, the UK government, the World Bank and the National Science Foundation rely on Elsevier data, reports and analysis for research and policy assessments. Australia, Italy, Portugal and the UK governments use Scopus data for research funding decisions.

SciVal offers insights into the research performance of:

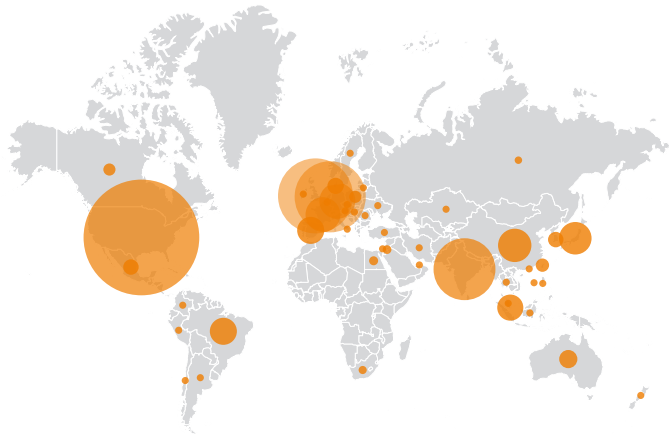| 🔬 7,500	🏴 220
research institutions	nations worldwide

Since the year 2000, **163** of the **164** Nobel laureates in science and economics have published in Elsevier journals. That's more than 99%.
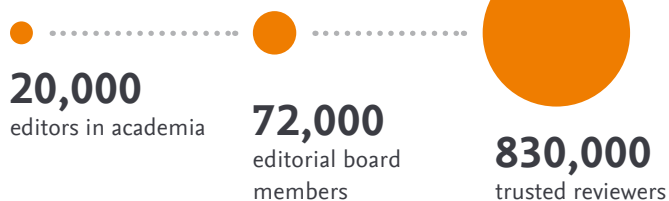
A GLOBAL PARTNER

⊕ 7,500

Elsevier employs 7,500 employees in 46 countries.

We also work with:

20,000
editors in academia

72,000
editorial board members

830,000
trusted reviewers

A TECHNOLOGY COMPANY

1,000+

Elsevier employs 1,000+ technologists in areas such as NLP, machine learning, search, data visualization, big data and mobile.

We work with cutting-edge technologies to create analytics solutions that help advance science, technology and healthcare. We constantly seek to understand our customers problems and provide an agile, innovative and supportive environment that enable all of our technologists to excel and create truly transformative products.

475m
scientific facts extracted from ScienceDirect content using machine reading

4TB
of data of about 7,500 institutions across 220 countries turned into 171 trillion metrics per week using big data analytics since 1996.

A DIGITAL EDUCATION COMPANY

🎓 25,520

Our Elsevier products are used at 25,520 Academic and Government Institutions around the world.

500 million
standardized assessment items administered to students over the past 10 years in North America by the HESI review and standardized testing program for nursing and health professions.

A QUALITY INFORMATION PROVIDER

❞ 12.7 million

Elsevier articles published in the 5 years ending 2015 were cited 12.7 million times putting Elsevier's citation share at more than 25%. During that period, Elsevier had the highest share of top-cited articles.

Top US health systems using Elsevier's Clinical Solutions

96%
of the top 100 Health Systems (ranked by bed count) and 76% of all health systems in the United States use at least one of Elsevier's Clinical Solutions.

20 million
healthcare professionals are served by Elsevier.

1,500+ hospitals and 35,000+ US retail pharmacies use Clinical Pharmacology. Clinical Pharmacology powered by ClinicalKey (drug reference) is recognized as a top performer in the 2017 Best in KLAS® report for clinical decision support – point of care clinical reference with a score of 92.6. Also used by government and managed care agencies, PBMs, pharmaceutical manufacturers and academic institutions, Clinical Pharmacology sets the standard for today's referential and point-of-care drug information solutions.

Elsevier Clinical Solutions products and services are trusted by all of the hospitals that achieved Honor Roll status in U.S. News & World Report's Best Hospitals and Best Children's Hospitals 2015-2016 rankings.

EMPOWERING
KNOWLEDGE

COLLABORATION

1880

Since Elsevier was founded in 1880, our history has been one of collaboration.

With the eclectic group of scientific visionaries we have published – from Jules Verne to Stephen W. Hawking and Tim Berners-Lee.

With the men and women dedicated to disseminating and using scientific and medical knowledge: the editors, librarians, researchers, medical professionals, engineers, data scientists and information specialists.

With universities, governments, healthcare providers and corporations, helping their leaders make strategic decisions about research funding and policy.

And with innovative technology companies, some of which are now part of the Elsevier family.

In that way, our founding motto is as vital as ever: Non Solus (not alone).

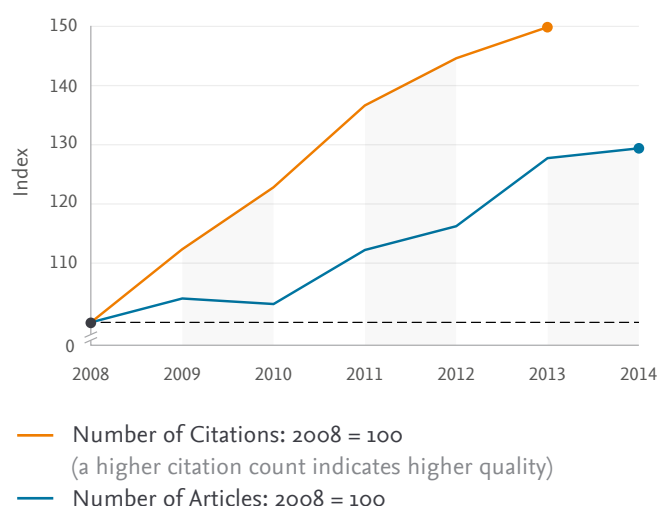Image: Elsevier Logo 1891

VALUE

Elsevier empowers institutions and professionals in science to explore and discover and make groundbreaking discoveries that expand the boundaries of knowledge for the benefit of humanity.

Both the quality and quantity of the content published have increased, with quality gains outpacing the volume growth of articles. In addition, Elsevier journal list price changes have been among the lowest in the industry for over a decade.

Elsevier key performance indicator development

—— Number of Citations: 2008 = 100
(a higher citation count indicates higher quality)
—— Number of Articles: 2008 = 100

"Jisc Collections' analysis shows that over the course of our previous agreement, Elsevier research articles have been of excellent quality at a price per accessible article below the average for the agreements that Jisc Collections negotiates with other publishers. Our new ScienceDirect subscription agreement means that in the next 5 years UK universities will again benefit from Elsevier's outstanding article quality while they continuously push the price per accessible article below industry average."
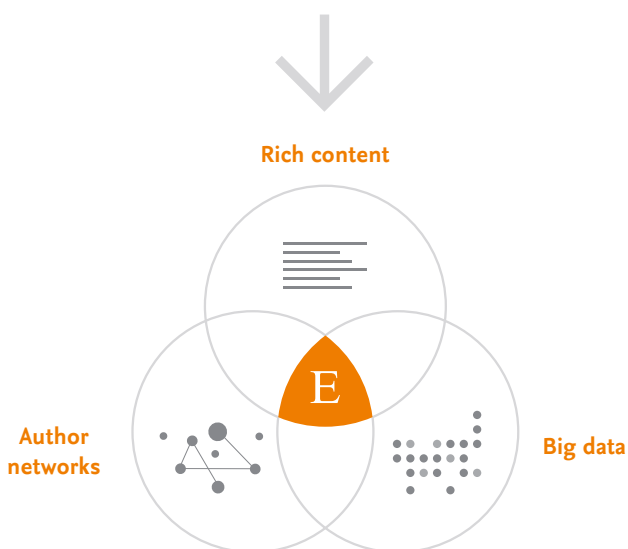
—**Paul Feldman**, CEO, JISC (Joint Information Systems Committee UK)
November 2016

CHANGING TIMES

Today's researcher has many responsibilities to manage:

- Compete for grants
- Conduct research
- Run projects or labs
- Mentor & teach
- Search & sift information
- Write, edit & review manuscripts
- Do interdisciplinary research
- Build a network
- Develop new ideas
- Manage & share data
- Promote their work
- Perform, track & evaluate results
- Gain recognition
- Measure impact

The academic community needs new tools to support more efficient and productive work.

Rich content

Author networks

E

Big data

Elsevier is uniquely positioned to develop tools that increase the chances of success. We combine rich content, data and vast author networks on smart platforms that make researchers more effective and better equipped to share their research.

SHARING KNOWLEDGE

Empowering the Future of Research

Elsevier is the second largest open access publisher globally.

While most researchers access information via subscriptions, Elsevier ensures that research is accessible in multiple scenarios:

- For more than a decade, institutions in over a hundred developing countries have received free or very low-cost access through Research4Life.

- Patients and caregivers may access medical research for free or at a greatly reduced cost through the PatientACCESS and PatientINFORM programs.

- Elsevier creates online resource centers at times of public concern to provide free access to research, online tools and expert advice on topics such as Zika and Ebola.

- Journalists receive free access to research via ScienceDirect and key tools such as Scopus, SciVal and Mendeley.

- Wikipedia editors receive free access to ScienceDirect to research, edit and cite our authoritative sources.

- Journal authors can share their own research articles with a customized Share Link, which provides 50 days of free online access.

- Over 1,850 of Elsevier's journals now offer the option of funding publication and distribution via a sponsored article fee. In addition, Elsevier now produces around 170 stand-alone open access journals. In 2016 we published over 24,000 open access articles, up over 22% on the previous year, making us the second largest open access publishers in the world.

- Elsevier encourages researchers to make their underlying data sets open by depositing their data in over 65 subject or domain repositories linked to ScienceDirect or by depositing in our own Mendeley data repository under the author's choice of license, enjoying 10GB of free storage.

- Elsevier is also helping to unlock the potential of text and data mining with a self-service developers portal helping researchers detect connections in scholarly content that would be impossible to do manually.

Our mission: Lead the way in science, technology and health

Headquartered in Amsterdam, Elsevier has more than 7,500 employees, and serves customers in over 180 countries. We offer exceptional career development prospects, a chance to work at the forefront of technological development, and the opportunity to contribute to change.

Sharing a passion for health and science, our colleagues collaborate to create products that inspire users and help researchers make breakthrough discoveries and doctors save lives.

Elsevier supports employee initiatives that promote sustainability and inclusion – ensuring a comfortable workplace for everyone while helping the world around us.

Our global community program, RE Cares, supports employee and corporate engagement that makes a positive impact on society through volunteering and giving.

The Green Team aims to raise awareness of our environmental impact and improve company strategies towards a better world.

The Elsevier Women's Network highlights the talent women bring to the company and promotes their professional progress through advocacy and education. Elsevier has attained EDGE Assess certification.

By joining the Workplace Pride Foundation and founding an Elsevier Pride chapter, Elsevier management is committed to working environments in which LGBT employees feel empowered to influence and make a difference in their workplace.

Interested in working at Elsevier?
Visit **elsevier.com/about/careers**

Featured Products & Services

ScienceDirect®
– Elsevier's leading information solution that empowers more than 14 million researchers, teachers, students, healthcare and information professionals around the world to be more impactful in their work. ScienceDirect combines authoritative, full-text scientific, technical and health publications with smart, intuitive functionality so users can stay more informed and work more effectively and efficiently. With over 14 million publications from over 2,500 journals and more than 35,000 books from Elsevier, our imprints and our society partners, ScienceDirect empowers smarter research.

SciVal
– A ready-to-use solution with unparalleled power and flexibility that offers quick, easy access to the research performance of 7,500 research institutions in 220 nations. Analyze the world of research and how institutions compare with each other to make the best decisions on strategy and funding. SciVal enables users to visualize research performance, benchmark relative to peers, develop partnerships and analyze research trends.

Scopus®
– The largest abstract and citation database of peer-reviewed literature, with tools to track, analyze and visualize research. With more than 21,800 titles from 5,000+ international publishers, Scopus gives the most comprehensive overview of the world's research output in science, technology, medicine, social science, and arts and humanities.

Reaxys®
– A robust database that improves productivity in chemistry by combining experimental chemical data and essential literature with powerful, intuitive search interfaces to return relevant extracted chemical data and citations in response to chemistry questions. Reaxys* enables the shortest path to chemistry research answers, supporting drug discovery, chemical R&D and education. It offers unparalleled precision and speed in retrieving relevant chemistry literature, compound properties and chemical reaction data.

Pure
– A comprehensive research information management system to enable evidence-based decisions, promote collaboration, simplify administration and optimize impact. Pure has 230 clients in 32 countries, making Elsevier the world's largest research information management system provider.

ClinicalKey®
– A clinical search engine that delivers fast, concise answers when every second counts, in addition to deep access to medical evidence wherever clinicians need it. Each month on ClinicalKey, thousands of clinical professionals, instructors and students from more than 2,300 institutions make 1.4 million searches in 1 million sessions, resulting in nearly 3 million views of content.

Knovel®
– An engineering decision-support solution enabling engineers to solve problems faster. Through a cloud-based platform with powerful search and interactive analytical tools, engineers can confidently find answers to technical questions through best practice insights, validated equations and materials and substances data from more than 120 providers. For more than 15 years, Knovel has helped thousands of engineers and researchers from leading companies and institutions around the world enhance research and productivity, achieve operational excellence, reduce costs and time to market and build expertise.

Sherpath
– A new personalized teaching and learning solution, the first of its kind for nursing and allied health education. Sherpath uses data, analytics and adaptive technology to track students' interactions with content, assessments and simulations while providing a highly focused learning path for each student. In addition, it empowers faculty to easily customize the learning modules to their specific course outcomes.

Mendeley
– A free reference manager and academic social network. Mendeley enables almost 7 million users worldwide, from undergraduates to professionals, to organize, write, collaborate and promote their research.

STATdx®
– A diagnostic decision support system and educational tool for radiologists, STATdx is used by physicians in 98% of academic institutions in the United States and Canada. STATdx provides instant access to the collective clinical experience and knowledge of renowned sub-specialists in every field of radiology.

SSRN
– A scholarly research preprint repository and online community. SSRN (Social Science Research Network) is devoted to the rapid worldwide dissemination of social science research and is composed of a number of specialized research networks in each of the social sciences. It currently has more than 2 million members and 724,000 paper abstracts from 330,000+ authors. It has extracted 9.1 million references and 9 million footnotes and matched 6 million citations from its 609,500 full-text papers eLibrary database.

Arezzo
– An active clinical decision support engine. Integrating with clinical care systems, Arezzo matches evidence-based guidelines with patient and disease information and dynamically evaluates best-practice treatment options. Arezzo is used by public and private healthcare systems and can be delivered through multiple channels including app, web, telephone and face-to-face. Use of an Arezzo-powered best practice solution in New Zealand has led to a 50% reduction in hospitalization of children with asthma.

* Reaxys is a trade mark of RELX Intellectual Properties SA, used under license.

SUSTAINABILITY AND
CORPORATE RESPONSIBILITY

As a global provider of information solutions in science, technology and health, we are proud of our unique contributions to sustainable development – from our publishing portfolios and analytics capabilities to our initiatives to build research capacity in developing countries and advance diversity in science. We believe that we can have the most significant impact when we apply our expertise and support in partnership with our global research and health communities.
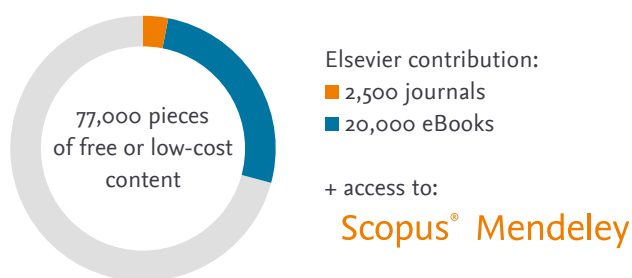
THE ELSEVIER FOUNDATION

Over the past decade, the Elsevier Foundation has awarded more than 100 grants worth millions of dollars to libraries in developing countries, nurse faculties and women scholars during their early and mid careers. Funded by Elsevier, the Elsevier Foundation launched new partnership programs in 2016, contributing over $1 million a year to support global health initiatives, research in developing countries, diversity in science, and technology for development.

www.elsevierfoundation.org

RESEARCH4LIFE

As a founding member, we help Research4Life provide more than 8,000 institutions in more than 100 developing world countries with free or low-cost access to 77,000 peer-reviewed resources, of which Elsevier provides approximately 2,500 journals and 20,000 ebooks.

77,000 pieces of free or low-cost content

Elsevier contribution:
- ■ 2,500 journals
- ■ 20,000 eBooks

+ access to:

Scopus® Mendeley

In 2016, there were over 4 million Research4Life article downloads from Elsevier's ScienceDirect.

$400,000

in grants have been donated through the Elsevier Foundation to support Research4Life's training and usage through the Medical Library Association's Librarians without Borders.

BOOK DONATIONS

22,000

In 2015 alone, we donated over 22,000 books to African institutions through Book Aid International.

As part of our commitment to sustainability and access, Elsevier donates returned or remaindered books to those who need it most. Since 2004, we have partnered with professional book donation organizations targeting schools, hospitals, universities and nonprofits in Africa and Asia. Both Book Aid International and Books for Asia work with a highly targeted book fulfillment system using librarians on both ends to minimize waste and maximize impact.

SENSE ABOUT SCIENCE

Since 2006, Elsevier has partnered with Sense About Science (SAS), an independent charitable trust championing evidence, scientific reasoning, the needs of early career researchers, and a public discussion of scientific issues. As part of this partnership, we work to promote an understanding of peer review among early career researchers, journalists, policymakers and the public.

SUSTAINABILITY SCIENCE IN A GLOBAL LANDSCAPE

+54%

Elsevier is deeply committed to contributing to the body of sustainability research as a whole, growing our portfolio 54% over the past 5 years.

| 2011 | |
| 2016 | +54% |

As leaders from nearly 200 countries gathered to sign the new UN Sustainable Development Goals (SDGs) at the 70th UN General Assembly in September 2015, Elsevier, in partnership with SciDevNet, a leading provider of science and health news for global development, released *Sustainability Science in a Global Landscape*.

Our report explores key SDG themes, analyzing scientific literature to provide critical insight into the global research underpinning the SDGs and enabling a more informed debate among academics, civil society and policymakers on the best way to move forward and benchmark our progress.

Elsevier is part of the RELX Group, and we are a signatory of the United Nations Global Compact (UNGC). The UNGC links businesses around the world with UN agencies, labor and civil society in support of 10 principles encompassing human rights, labor, the environment and anti-corruption.

Empowering
UNEXPECTED
Knowledge™

www.elsevier.com/sustainability-report-2015

A research scientist wants to develop a targeted therapy for Alzheimer's, but first she needs to compare her genetic data with that of other scientists.

The emergency medical team is treating a man with dizziness and shortness of breath. Which tests should they administer, and how will the treatments interact with medication the patient is already taking?

The provost of a university wants to know which areas of research to invest in to make his institution more competitive. How does its research compare to that of similar institutions, and what are its strengths and shortcomings?

A government is assembling a team of scientists and engineers to develop sustainable solutions to its nation's dwindling water supply. What solutions have worked in other countries, and who has the expertise?

Empowering Knowledge™

If you're in the world of science and health, you make decisions that impact the wellbeing of people, institutions, even nations.

Your knowledge is paramount, but with the ever-growing amount of data available, how can you be sure your information is reliable and current? And how can you find answers quickly? Access to information is just the first step toward knowledge.

But where content was once king, big data now reigns. At Elsevier, we provide both, along with the tools to make sense of it.

We apply smart technologies to the research and data of the world's greatest thinkers, turning this information into knowledge you can act on.

With machine learning, natural language processing and visualization, our tools can help you find the answers you need to achieve meaningful results.

Elsevier is a global information analytics company that helps institutions and professionals progress science, advance healthcare and improve performance for the benefit of humanity. We help researchers make new discoveries, collaborate with their colleagues, and give them the knowledge they need to find funding. We help governments and universities evaluate and improve their research strategies. We help doctors save lives, providing insight for physicians to find the right clinical answers, and we support nurses and other healthcare professionals throughout their careers.

Elsevier provides digital solutions and tools in the areas of strategic research management, R&D performance, clinical decision support, and professional education; including ScienceDirect, Scopus, ClinicalKey andSherpath. Elsevier publishes over 2,500 digitized journals, including *The Lancet* and *Cell*, more than 35,000 ebook titles and many iconic reference works, including *Gray's Anatomy*.

LOCATIONS

Elsevier is a global business, headquartered in Amsterdam, The Netherlands with offices worldwide.

www.elsevier.com/about/company-information/locations

AMERICAS

Brazil
Rio de Janeiro
São Paulo

Canada
Toronto

Mexico
Mexico, D.F.

United States
Atlanta
Cambridge
Grand Rapids
Houston
Laguna Hills
Maryland Heights
Miamisburg
New York
Philadelphia
Rockville
Salt Lake City
San Diego
Tampa
Woodbury

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Sydney

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Mumbai
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Warsaw

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RELX Group

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ELSEVIER