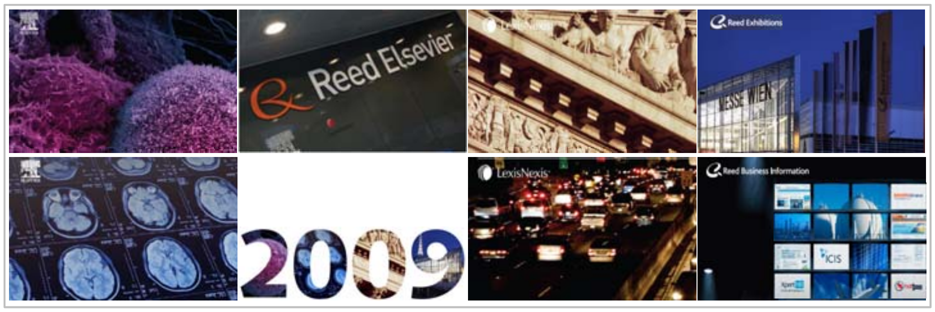


Nomura European Media Field Trip

June 2010, New York

Reed Elsevier

Agenda

Reed Elsevier

Mike Rusbridge, CEO Reed Exhibitions

Phil Livingston, CEO LexisNexis Marketing and Business Solutions

Tom Wilhelm, VP and Publisher, Elsevier Nursing and Health Professions

Introduced by Mark Armour, CFO Reed Elsevier

Nomura European Media Field Trip, New York

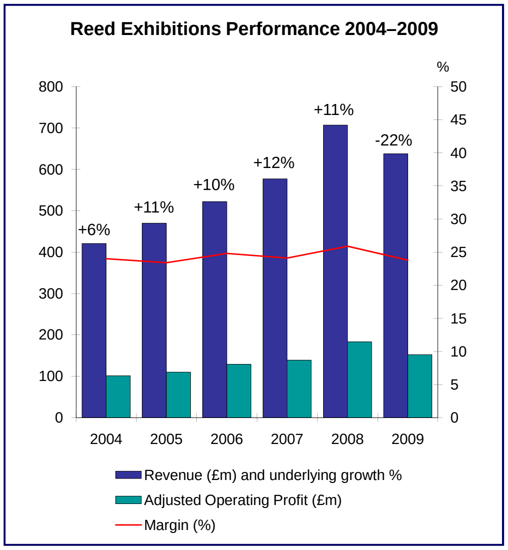
Mike Rusbridge, CEO
Reed Exhibitions

Introducing Reed Exhibitions

The world's leading organiser of trade & consumer events

- Over 440 events in 36 countries serving 44 industries
- Experienced management team who have been in the tradeshow business for a total of 184 years
- Over six million active event participants attended our events in 2009
- 35 offices across the globe with International Sales offices and promoters in 93 countries
- $1bn in revenue with an operating margin of 23.8% (2009)

Reed Exhibitions Growth Profile 2004-2009



- Strong revenue growth and margin expansion 2004 – 2008
- Revenue impacted by recession in 2009 compounded by cycling out of biennial exhibitions
- Strong cash generation and good returns on capital

What is an exhibition?

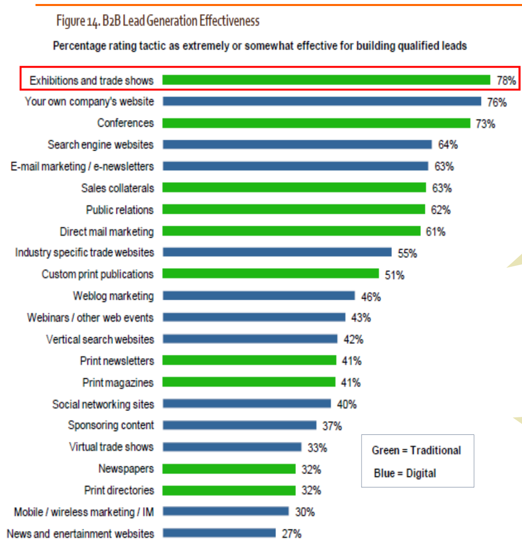
EXHIBITORS	EXHIBITION	VISITORS
Sell Product	-Buy/Sell	Buy Products/Services
Generate Sales Leads	-Find/Evaluate	Research Market
Increase Brand Awareness	-Learn	Learn

Personal

Meet People - Network - Job Hunt

F2F is robust and resilient

Reed Exhibitions



Souce: Outsell's Ad Spending Database, December 2009 Survey
Reproduced with permission of Outsell, inc.
www.outsell.com

– Exhibitions and tradeshows are rated the most effective B2B tool for building qualified leads

95% of Harvard Business Review subscribers believe face-to face meetings are essential for new business. HBR Aug 09

Exhibitions have a high inherent resistance to lower-margin Internet versions such as webinars AMR – July 2009

Key brands

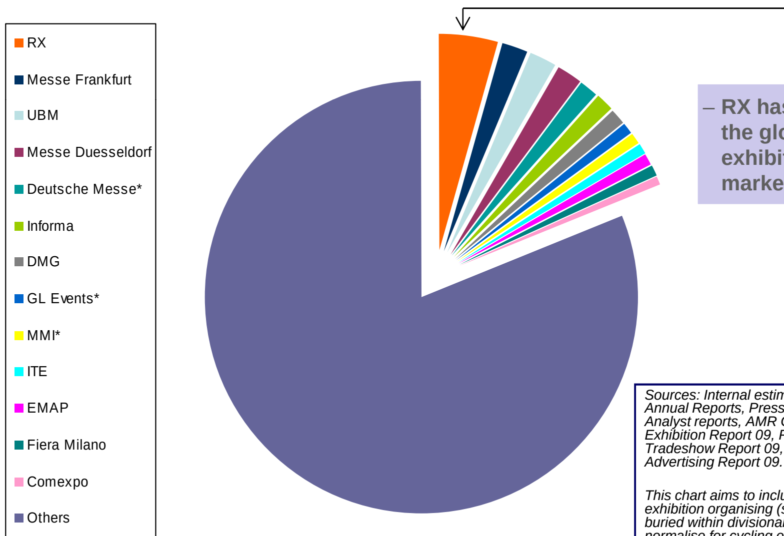
Reed Exhibitions

– Top 35 shows generate c.45% of revenue

– Key brand from market perspective is the show brand

– Leading shows have been more resilient in downturn…'flight to quality'

Global Exhibition Market



– RX has 6% of the global exhibitions market

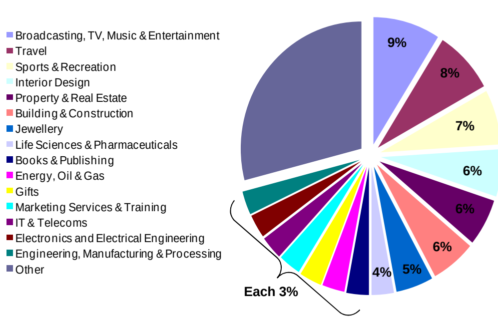
Sources: Internal estimates based on Annual Reports, Press Releases, Analyst reports, AMR Global Exhibition Report 09, Roland Berger Tradeshow Report 09, Outsell B2B Advertising Report 09.

This chart aims to include pure exhibition organising (sometimes buried within divisional revenues) and normalise for cycling effects, but this is not always easy.

**2008 as 2009 results not yet published*

Key industries served

Revenue by Industry (2009)



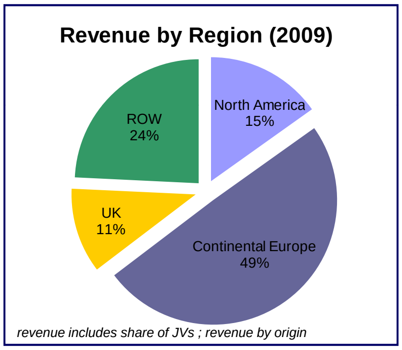
revenue includes share of JVs

– RX runs exhibitions across a diversified range of sectors

– Only 16 sectors contribute 3% or more of revenue; most sectors comprise 1% or less

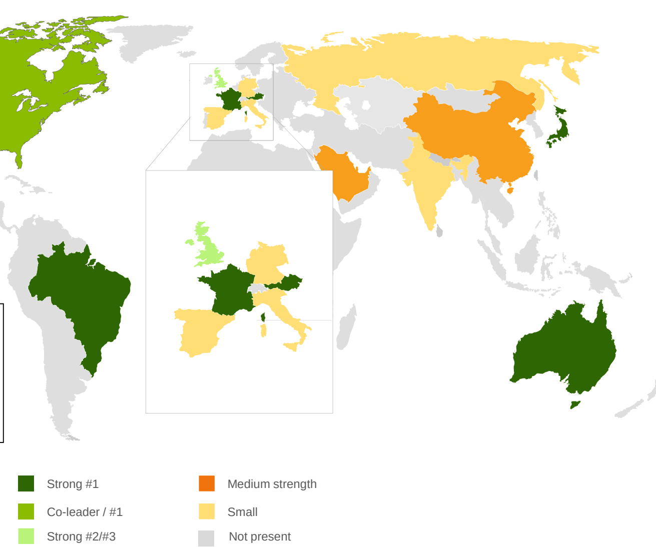
– No reliance on one sector

Geographic Footprint



- Strongly established in major developed economies
- Increasing exposure to RoW / BRIC-ME
  - China growth driven by geo-cloning, acquisitions, organic growth
  - Brazil growth driven by acquisitions and adjacencies

Reed Exhibitions Position



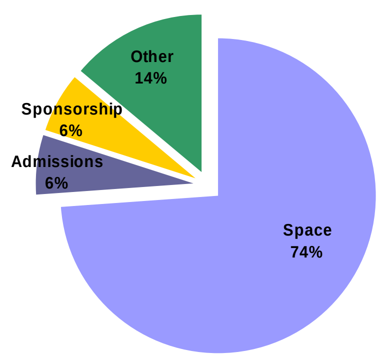
Note: On an individual show level, RX competes as much against shows organised by associations and individual show organisers as against shows organised by those companies identified as competitors.

Building scale in developing economies

	Brazil	Russia	India	China	Middle East
No. Shows 2005 →2009	4 →39	5 →10	2 →2	25 →36	1 → 11
Sectors	Automotive Transport Machine Tools Plastic Building Real Estate Textiles Cosmetics	Travel IT Security Oil & Gas Beauty	Electronics Aluminium	Electronics Manufacturing Pharma/medical Packaging Travel Aluminium Gifts	Travel Security Environment Building Hotel/Catering Energy Jewellery
Position	Strong #1	Small	Small	Medium	Medium

Exhibition Business Model- sources of revenue

2009 Reed Exhibitions Revenue Profile



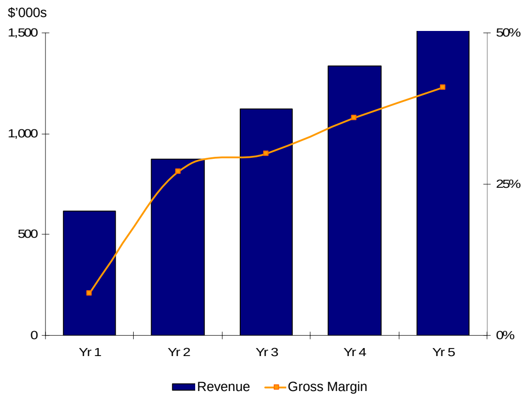
revenue includes share of JVs

- 74% of revenue stems from space sales
- Admissions and sponsorship cut back sharply and quickly in recession
- Space sales more resilient
- 2010 sees rate of decline slowing

Continuous Launch Activity

Reed Exhibitions

Average performance of a launch over a five year period



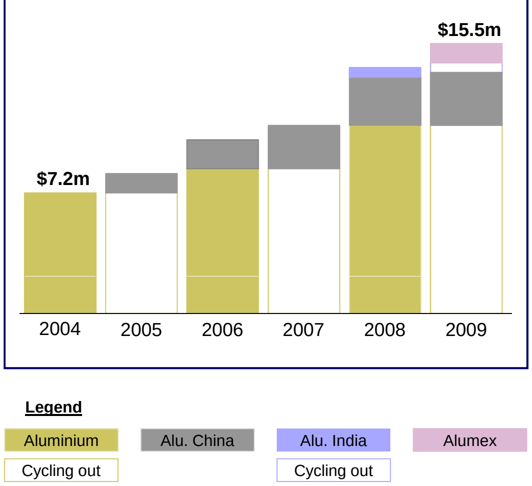
- In 2008, total launches since 2000 delivered revenues of $128m
- An average of 31 shows launched per annum 2000 to 2009
- Launches are self-funding; no capital investment
- Launches between 2000 – 2008 had a success rate of 40%*
- Constantly reshaping the portfolio to address new and growing sectors and geographies

**3+editions*

Active Portfolio Management

Reed Exhibitions

Revenue Growth: Aluminium Portfolio



- Aluminium Germany successfully cloned to China, India, UAE

✓ RX has international presence and global sales network

✓ Strong brands geo-clone effectively to emerging markets

✓ Existing exhibitor base use trusted RX show to target Eastern markets

✓ Strong relationships with trade associations such as Society of Petroleum Engineers, American Gaming Association, Vision Council of America

Active Portfolio Management

Reed Exhibitions

INTERPHEX — USA to Japan, China, Mexico, Singapore, Puerto Rico

Sino Corrugated — Europe to China

Offshore Europe 2011 — UK to Russia, China, UAE, Brazil

world travel market 8-11 Nov 2010 ExCeL London — Europe to China, UAE, America

- International network enables RX to migrate events in line with the shift of industries from West to East

- Opportunities in developing markets and adjacencies
- Established, transferable brands

Exploiting “e” to drive value

Reed Exhibitions

“e” primarily supports the value of F2F

Show Website Design
- Sites extend to 120 days a year
- Support lead gen with show directory and networking capability
- Global “e” minimum standards

Building “e” capabilities
- Putting in place “e” experts to deliver minimum standards, to create value and gather and process metrics to build ROI for customers
- Using customer insight to evaluate “e” offers
- Understand new developments e.g. social media

Exploring “e” opportunities
- Extend beyond F2F audience
- Widen sites to 365 days per year
- Product catalogues
- “e”-Commerce

Innovation in social media

Reed Exhibitions

- NY Comic Con has successfully built a community that extends beyond the show website to support the show using multiple channels:
  - Facebook
  - MySpace
  - Twitter
  - YouTube
  - Blogs

New York Comic Con 2008 Video #3
ItsJustSomeRandomGuy
328,590 views

- Networking and communities are a vital part of what makes exhibitions so successful
- Social media is a natural extension to enhance the exhibition experience:
  - Promotes shows
  - Enhances brand awareness
  - Increases visitor loyalty
  - Creates viral marketing opportunities
- RX running social media workshops to share learnings
- Still experimenting with social media for lead generation and sponsorship opportunities

323,000 views on YouTube – low cost compared to a traditional targeted campaign

Encouraging signs

Reed Exhibitions

Exhibitions are late cycle in, late cycle out. Bookings for 2010 events overall remain behind prior year levels although some encouraging signs emerging. Varies by sector, geography and timing of show…

…some of the good news

Maison & Objet France January
- Visitors **up 13%** on 2009

PCHi China February
- Recorded **highest ever re-bookings with 85%** of 2011 budgeted space reserved onsite

EMS Today USA March
- A **26% increase in hall attendance** over 2009
- 70% of show contracted onsite vs. 58% last year

In-cosmetics UK April
- **78% visitor increase** over 2009 and 26% more than previous best.
- Event beat all sales expectations with 10% more exhibitors.

NHS USA May
- Visitors were up 23% on 2009
- **Doubled on-site space sales** compared to last year

Strategy

Reed Exhibitions

Customer Focus & Innovation
- Understanding Customer Need (exhibitors and visitors)
- Increased Lead Generation
- Higher ROI for customers

Launches
- Leverage existing portfolio for cross-border and adjacency launches
- Self-funding investment in growth
- Target of 30 - 35 p.a.

Acquisitions
- Continued expansion through selective acquisitions
- Experience of integrating and exploiting acquisitions
- High returns and driver of growth

-BRIC & Middle East

-High Growth Sectors

-Leverage economic recovery

-Continue to deliver strong cash generation and high returns

Summary

Reed Exhibitions

- **F2F remains an important part of the marketing mix and is a resilient and financially attractive business model**
- **RX is the global exhibitions leader with an experienced team, a strong record and leading brands**
- **Well positioned to leverage high growth in developing economies and key sectors**
- **Market is highly fragmented with plenty of scope for further aggregation**
- **"e" extends relationships and ROI for customers**
- **Exhibition industry beginning to see recovery – however, 2011 impacted by the cycling out of biennial shows**

LexisNexis

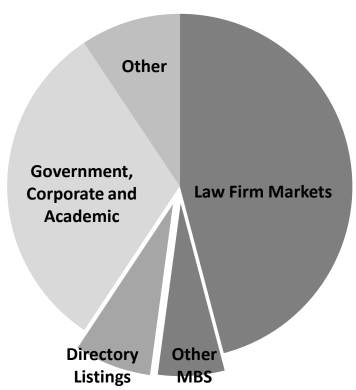
Nomura European Media Field Trip

LexisNexis Martindale-Hubbell Marketing Services

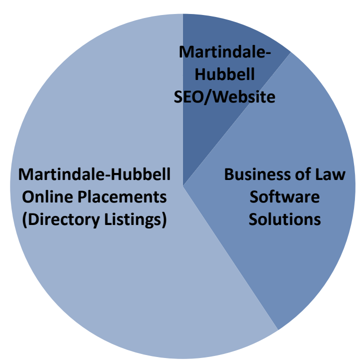
Phil Livingston
CEO LexisNexis Marketing and Business Solutions

Marketing and Business Solutions Overview

2009 US Legal = $1.77B



2009 Marketing and Business Solutions = $271M*



Martindale-Hubbell represents 2/3 of Marketing and Business Solutions and is rapidly transforming its business from directory listings to web-based marketing services

**Before directory listings revenue recognition change*

LexisNexis

What is LexisNexis Martindale-Hubbell Marketing Services?

Lawyers.com Online Placements and Advertising Services

- Enhanced online profile on #1 legal destination for online consumers
- Online advertising services
- Law firm online video
- Pay-for-performance services
- Lead tracking dashboard

Website Construction and Optimization

- High quality and customized websites
- Optimization services (SEO) to increase web visibility
- Website linking to Lawyers.com

LexisNexis

Martindale-Hubbell Evolution

LexisNexis Lawyers.com +  =  **Leads**

Law Firm Website

1871 to Late 1990s
Print Directory Publisher

- Lawyer to lawyer
- Selling print listings
- High growth and margins
- Reed Elsevier acquisition (1989)

Late 1990s to 2006
Print and Online Directory

- Launch Lawyers.com (1998)
- Selling print and online listings
- Basic website and search engine marketing
- Erosion of print directory listings as marketing legal services shift online, towards lead generation

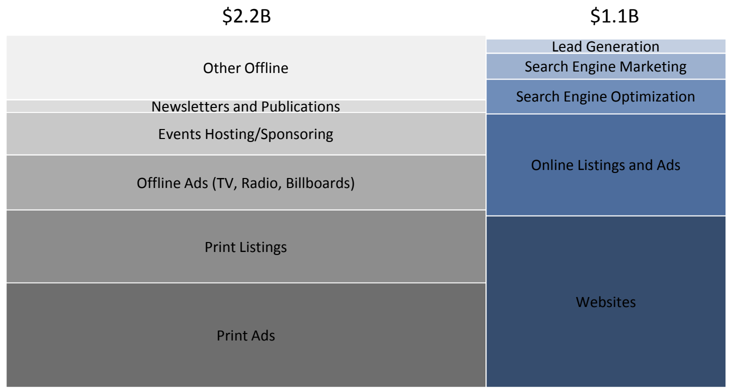
2007+
Premier lead generation and online marketing provider

- Launch new Website/ SEM offerings (2007)
- High quality and measurable leads
- Consumer to Lawyer
- Directory listings declining
- Growing revenues from:
  - Online placements
  - Websites/Search Engine Optimization
  - Consumer legal forms
  - Lead generation performance

LexisNexis

Legal Marketing Services: Attractive Market Opportunity

U.S. Market for Small Law Legal Marketing Services ($m, 2009)



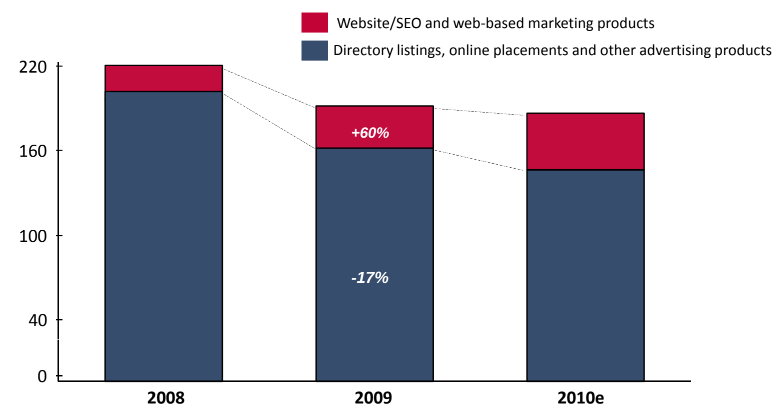
	Offline Legal Marketing Spend	Online Legal Marketing Spend
2006-2008 CAGR	~0% (overall)	+15%
2009-2012 CAGR	+0-2% (overall)	+12-15%

Source: Independent study

LexisNexis

Transition of Martindale-Hubbell Marketing Services

Martindale-Hubbell Revenue ($m)



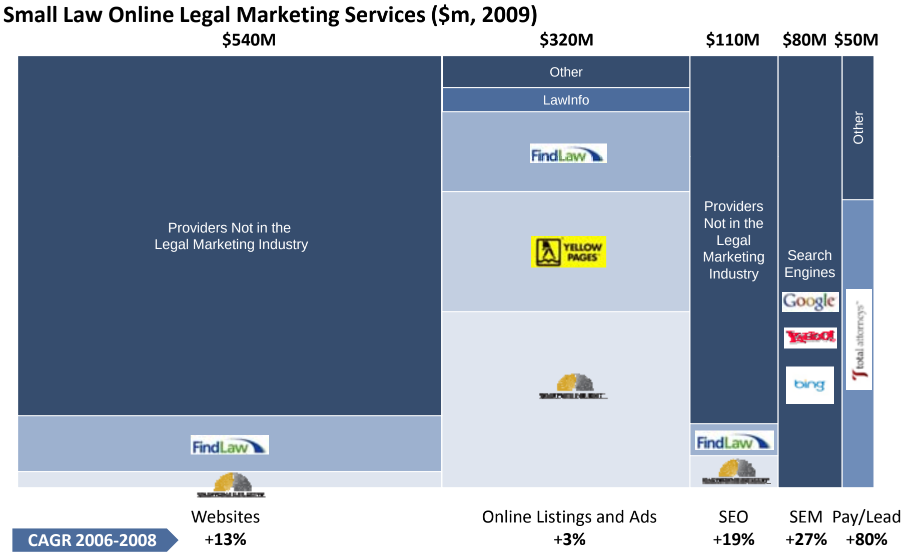
- Decline in traditional directory listings accelerated in 2009 as downturn hit marketing budgets; 2010 moderates with transition to enhanced online placements
- Strong growth in website/SEO and web-based marketing products

Note: 2009 revenue before 2009 revenue recognition change (directory listings down -37% including revenue recognition change)

LexisNexis

Well Positioned in All the Key Areas of Online Legal Marketing Services

Small Law Online Legal Marketing Services ($m, 2009)



Source: Independent study

LexisNexis

The Online Marketplace for Legal Services

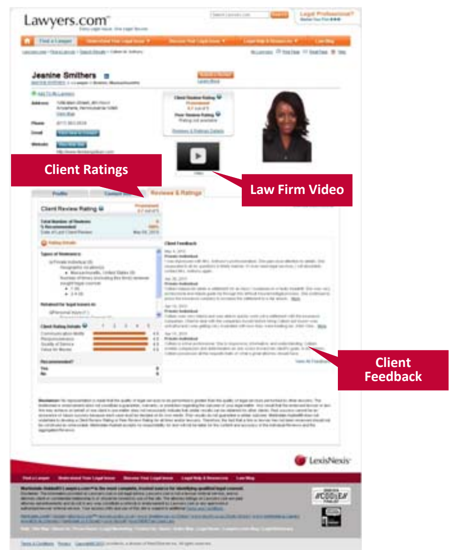
20M consumers with legal issues using online legal resources: 30+% growth in 2 yrs

Research a legal issue	Self-select an attorney	Ask to be matched to an attorney	Use legal forms to self-resolve issue
Lawyers.com legal content	*Lawyers.com lawyer search / Websites & SEO services*	*Pay-Per-Lead Legal Matching*	*Do-It-Yourself (Legal Forms)*

Law firms spending $1.1B to obtain consumer leads and maximize their return on marketing spend

LexisNexis

Lawyers.com #1 Legal Destination for Online Consumers



LexisNexis

Lawyers.com: More than 2 Million Visitors a Month

Invested in Google ad words and TV advertising to increase awareness and drive more visitors to Lawyers.com

YAHOO!
Citysearch
CNN.com
Google Local
bing
Search & Display
Content Distribution
Rocket Lawyer
Lawyers.com
Every Legal Issue. One Legal Source.
AOL
superpages.com
Television Advertising
HLN
msnbc
FOX NEWS channel

Watch Commercial

LexisNexis

Martindale-Hubbell Website Construction

Template Websites

Custom Websites

Custom Plus Websites

Key Differentiators:

- *Legal Expertise*
- *Lawyers.com Content Network*
- *Full scale Lead Generation solution*

LexisNexis

Martindale-Hubbell Value Proposition for Small Law Firms

Drive consumer traffic to Lawyers.com and Websites

- TV commercial
- Traffic spend

Convert traffic into measurable leads

- Lawyer/law firm search
- Lawyers.com content
- Website/Search Engine Optimization (SEO) construction

Help law firms to convert leads into customers

- Lead dashboard
- Lead approval

Monetize our ability to drive leads

- Online placement subscriptions
- Website/Search Engine Optimization orders
- Online consumer legal forms
- Pre-qualified prospective clients

LexisNexis

Martindale-Hubbell 2010 Results to Date

Drive consumer traffic
- Lawyers.com #1 destination site for consumer traffic (2.2M per month)
- 13% growth in traffic YOY

Convert traffic into measurable leads
- # of Lawyers.com email leads up 32% YOY
- # of total tracked leads up 141% YOY

Help law firms to convert leads into customers
- Independent study documents law firm ROI of 6:1 for the Martindale-Hubbell spend

Monetize our ability to drive leads
- Renewal rate from 81% in 2009 to 83% in 2010
- New business up 20% YOY
- Website/SEO YTD Revenue up 88%+ YOY

Sources of Sustained Competitive Differentiation

Lawyers.com: leading consumer legal site
- Consumer legal site with highest traffic
- 2.2m+ visitors per month

Most effective brand: Martindale-Hubbell
- Most effective brand in Small Law
- 79% Brand Preference Index vs. 41% FindLaw

Most comprehensive lawyers' ratings
- 300K Peer Review AV® and BV® Ratings
- 8,000 client ratings growing at 2,000/month

Unmatched network of lawyers
- Most comprehensive database of 1m US lawyers
- Legal profession networking solution

Martindale Hubbell Strategic Priorities 2010 - 2015

Maintain Lawyers.com as the premier legal online destination

- Drive consumers seeking legal help to lawyers.com
- Enhance lawyer search, content and network

Become a full service marketing partner to small law firms

- Provide best in class law firm websites and SEO
- Differentiate offerings by leveraging synergies with Lawyers.com

Pursue high growth initiatives: (a) Pay for performance and (b) Consumer legal forms

- Exploit fastest growth market offerings
- Monetize traffic to lawyers.com: pre-qualified leads and online consumer legal forms

Improve profitability by changing the economics of the business

- Decrease costs through efficiencies in Support, Website/SEO Construction and Organizational Design

Conclusions

- Transition from declining directory to high growth online marketing opportunity
- Support new business model with investments in traffic, brand awareness, infrastructure and marketing
- Gain share as offline spend shifts to high growth online market
- Differentiate and grow through Lawyers.com, Martindale-Hubbell brand, lawyer ratings and most comprehensive database of lawyers
- Grow revenue faster than market

Martindale-Hubbell is on track to deliver

Strong growth in website/SEO

Stabilization of customer retention

High double digit growth in lawyers.com traffic and leads

Strategy in place to return to growth

Nomura European Media Field Trip

Elsevier Health Sciences

Nursing and Health Professions

Tom Wilhelm

VP and Publisher, Elsevier Nursing and Health Professions

ELSEVIER

Nursing and Health Professions – An exciting growing story

ELSEVIER

Elsevier Health Sciences 2009 revenue: $1.6bn

- NHP is 22% of Elsevier Health Sciences
- Significant contributor to Health Sciences growth with underlying revenue CAGR +8% over the last 5 years

Nursing and Health Professions overview

ELSEVIER

Key products:
- Books
- Journals
- Online Courses
- Testing
- Simulations

Key brands:

evolve pageburst

TEACH Mosby

SIMULATION LEARNING SYSTEM

Saunders HESI™ nurse2

Customers:

Students → Pass exams

Faculty → Improve teaching standards

Schools → High pass rates

Hospitals → Continuous upskilling

Key disciplines:

Nursing
- Registered Nursing
- Practical Nursing
- Nurse Assisting
- Home Care Aid
- Nurse Practitioners

Health Professions
- Medical Assisting
- Medical Insurance/ Billing & Coding
- Dental Assisting
- Dental Hygiene
- Imaging Sciences
- Surgical Technology
- Respiratory Therapy
- Physical Therapy
- Massage Therapy

Positive market trends

ELSEVIER

Practice

- Demand for more healthcare professionals
- Technological advances driving growth of new skill sets
- Increase in licensure and certification requirements
- Focus on patient safety
- Cost containment
- Employee turnover and churn

Education

- Increasing student enrollments as a result of occupational growth
- Faculty shortages, increased workloads, inexperienced faculty
- Lack of clinical internship sites
- Growing career market focusing heavily on healthcare
- Customers looking for more electronic solutions

Migration of business to electronic solutions

Current environment : Help or hinder?

Economic downturn — *Displaced workers are going back to school.*

Government deficits — *State funded schools under pressure. Privately funded career schools are handling overflow and growing steadily.*

U.S. healthcare reform — *The American Recovery and Reinvestment Act is creating new training opportunities in educational markets.*

Current environment presents significant opportunities for our business

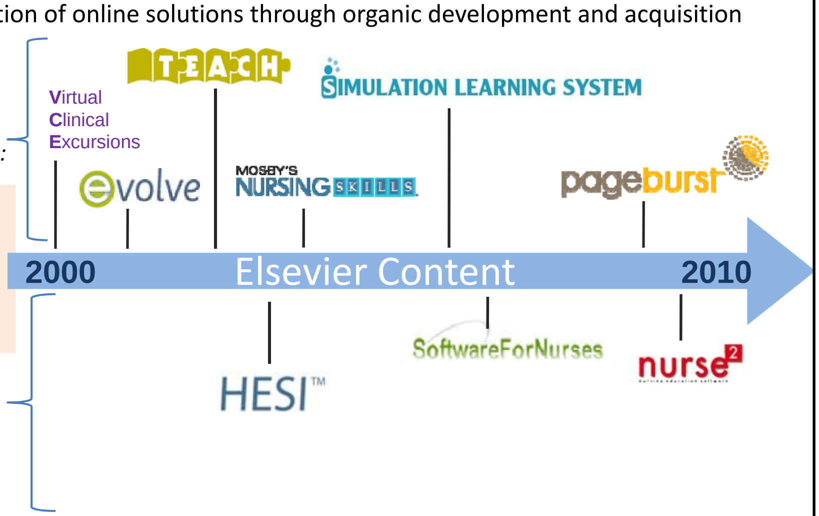
Development of the NHP business is primarily organic

Addition of online solutions through organic development and acquisition

Organic development:

Migrating content from trusted brands mainly delivered in print to broad based solutions offering

Acquisition:



Nursing and Health Professions key growth areas

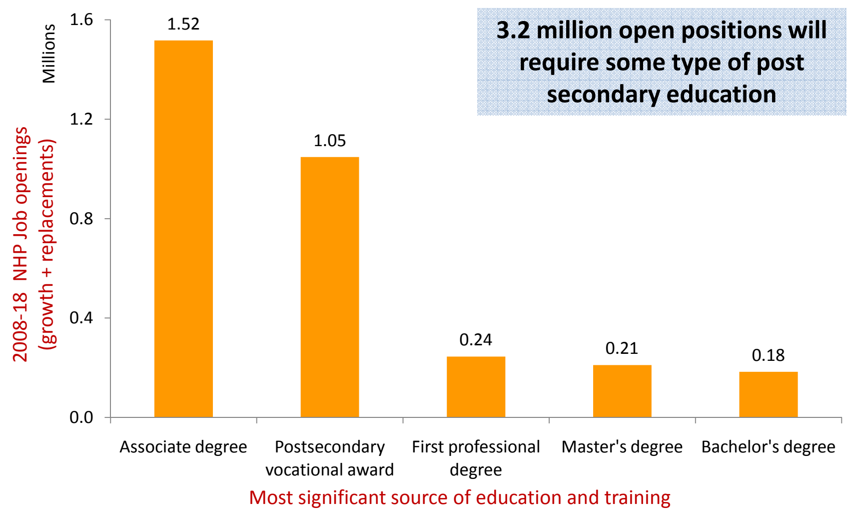
Growth in Key Health Sciences Occupations: 2008 - 2018			
Occupation	**Percent Growth**	**2008 (000)**	**2018 (000)**
Medical assistants	**34%**	483	648
Dental hygienists	**36%**	174	237
Dental assistants	**36%**	295	401
Physical therapists	**30%**	185	241
Veterinary technologists and technicians	**36%**	79	108
Occupational therapists	**26%**	104	131
Medical records and health information technicians	**20%**	172	207
Nurses	**22%**	2,618	3,200
Respiratory therapists	**21%**	106	128
Nursing assistants	**19%**	1,469	1,745

Elsevier has #1 position across these markets

Source: US Department of Labor, Bureau of Labor Statistics, 2010

Educational requirements will drive enrollments

3.2 million open positions will require some type of post secondary education



Source: US Bureau of Labor Statistics 2010, NHP Analysis.

Nursing and Health Professions leading position

ELSEVIER

Leading U.S. education market position	➡	*#1 market position in the 12 core areas of nursing education*
Scale	➡	*Largest health science publisher globally*
Strong brands and trusted content	➡	Mosby, Saunders, *and our leading authors*
Technology and successful track record of innovation	➡	*Early and continued investment in electronic solutions and delivery*
Health information business migrating to electronic solutions	➡	*Evolve is the #1 e-learning platform in the healthcare education market*
A broad array of effective and competitive learning solutions	➡	*Helping customers solve problems and achieve goals*

pageburst evolve Saunders TEACH
Mosby HESI™ SIMULATION LEARNING SYSTEM

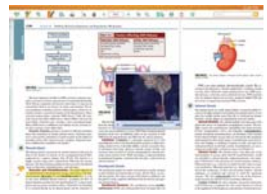
Our customers are counting on us

ELSEVIER

	Characteristics	Need
Students 	• Diverse population • Full time jobs and families • Learn what is necessary • Obtain degree • Pass licensure exam • Secure employment	• Effective learning materials & tools to to ensure success in courses, programs, and movement toward employment
Faculty 	• Increased workload • Varied levels of experience • Varied technological skills • Diverse learning styles • Lack of clinical sites	• High quality, easy to use, complete teaching solutions with appropriate product support
Schools 	• Attract/retain students • Recruit and retain faculty • Pass rates • Student job placement • Focused on accreditation	• Effective teaching and learning materials to ensure success of students and faculty • Customizable solutions that match curricula standards and increase passing rate
Healthcare Institutions 	• Attract/retain staff • Focused on cost containment • Pay for performance • Improve patient care	• Continuing education training • Standardized training materials • Point of care solutions

Elsevier core content is the foundation of our solutions

Testing & Remediation



Electronic Books

Trusted Content

Simulations

Electronic Resources

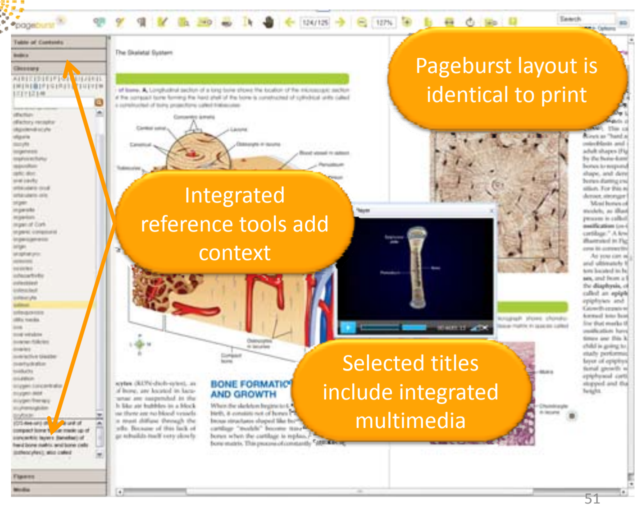
Evolve Portal: Improving customer outcomes through online solutions

Market Leading community website for faculty and students that also serves as the gateway to Elsevier's e-learning products

- E-books
- Online course
- Simulations
- Testing
- Faculty resources
- Communities

e-Books: Bringing textbook content to life

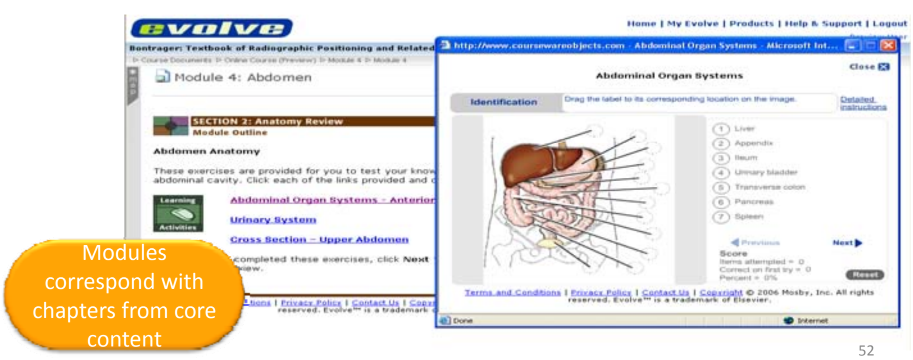
pageburst is a content delivery platform that allows you to access your library of Elsevier digital textbooks and interact with others all from a simple, smart interface



Online courses: Expand the reach of the traditional classroom

Interactive online courses that are instructionally solid, turnkey, yet flexible. They promote active learning by providing an interactive learning environment that culminates in a final evaluation.

Activities provide students with immediate feedback



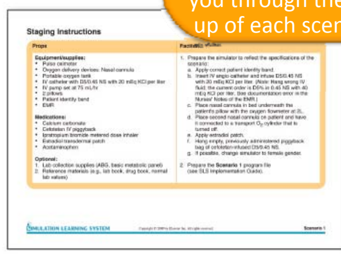
Simulations: Changing the way students learn

ELSEVIER

SIMULATION LEARNING SYSTEM

- Step-by-step solution for integrating human patient simulation into a curriculum
- Provides evidence based scenarios that simulate patient conditions students would encounter in the hospital

Detailed Staging Instructions walk you through the set-up of each scenario

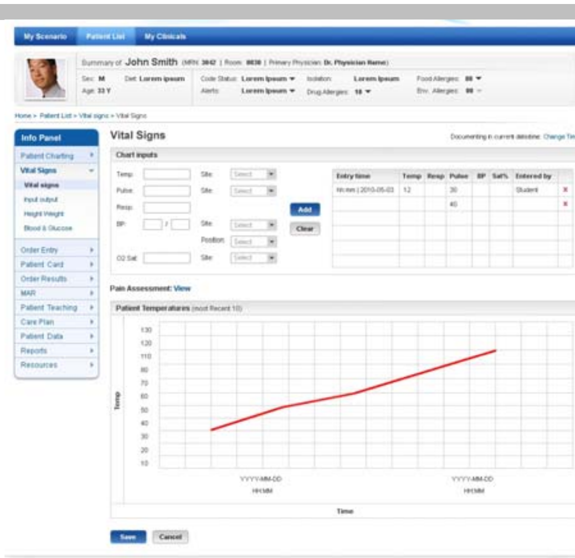

Staging Instructions

Simulations: Preparing students for on the job success

ELSEVIER

nurse2

an interactive electronic documentation system that makes it easy to ensure your students are competent in electronic documentation



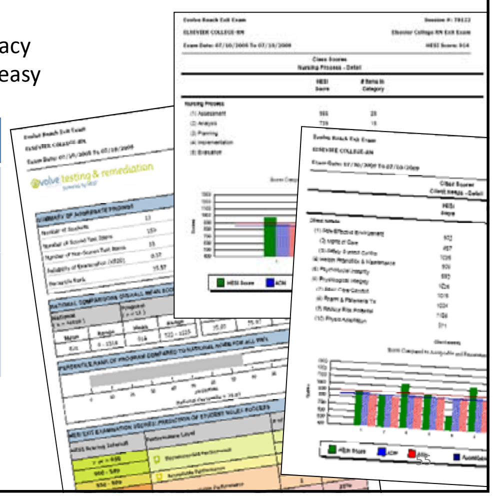
Testing: Tools for student, faculty, and school success

HESI™

Testing & Remediation

- Predict NCLEX pass rates with 98% accuracy
- Make accreditation straightforward and easy

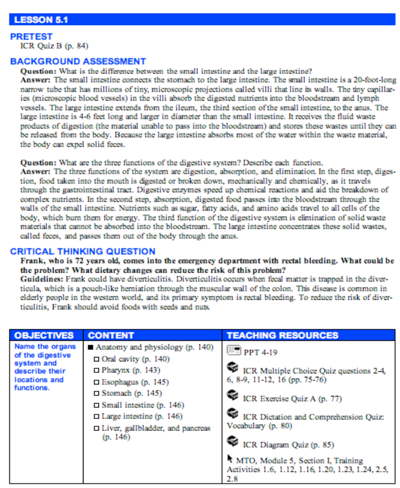
Student	Faculty	School
Allows early discovery of knowledge deficits	Allows for comparison among students, classes, and programs	Improves pass rates to ensure accreditation requirements are met



Faculty Resources: Helps instructors prepare for new challenges

TEACH

Complete curriculum solution package that can be customized to provide a consistent structure to connect a school's curricula and empower



LESSON 5.1

PRETEST

ICR Quiz B (p. 84)

BACKGROUND ASSESSMENT

Question: What is the difference between the small intestine and the large intestine?
Answer: The small intestine connects the stomach to the large intestine. The small intestine is a 20-foot-long narrow tube that has millions of tiny, microscopic projections called villi that line its walls. The tiny capillaries (microscopic blood vessels) in the villi absorb the digested nutrients into the bloodstream and lymph vessels. The large intestine extends from the ileum, the third section of the small intestine, to the anus. The large intestine is 4-6 feet long and larger in diameter than the small intestine. It receives the fluid waste products of digestion (the material unable to pass into the bloodstream) and stores these wastes until they can be released from the body. Because the large intestine absorbs most of the water within the waste material, the body can expel solid feces.

Question: What are the three functions of the digestive system? Describe each function.
Answer: The three functions of the system are digestion, absorption, and elimination. In the first step, digestion, food taken into the mouth is digested or broken down, mechanically and chemically, as it travels through the gastrointestinal tract. Digestive enzymes speed up chemical reactions and aid the breakdown of complex nutrients. In the second step, absorption, digested food passes into the bloodstream through the walls of the small intestine. Nutrients such as sugar, fatty acids, and amino acids travel to all cells of the body, which burn them for energy. The third function of the digestive system is elimination of solid waste materials that cannot be absorbed into the bloodstream. The large intestine concentrates these solid wastes, called feces, and passes them out of the body through the anus.

CRITICAL THINKING QUESTION

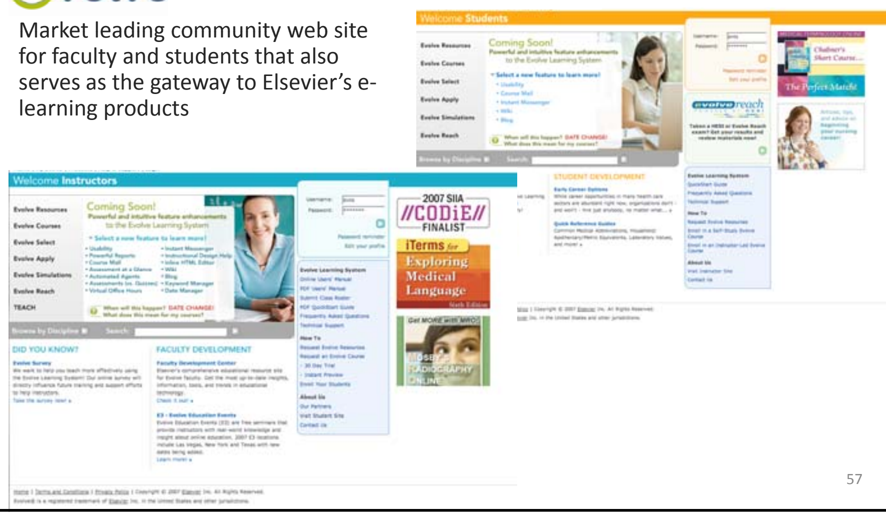
Frank, who is 72 years old, comes into the emergency department with rectal bleeding. What could be the problem? What dietary changes can reduce the risk of this problem?
Guidelines: Frank could have diverticulitis. Diverticulitis occurs when fecal matter is trapped in the diverticula, which is a pouch-like herniation through the muscular wall of the colon. This disease is common in elderly people in the western world, and its primary symptom is rectal bleeding. To reduce the risk of diverticulitis, Frank should avoid foods with seeds and nuts.

OBJECTIVES	CONTENT	TEACHING RESOURCES
Name the organs of the digestive system and describe their locations and functions.	■ Anatomy and physiology (p. 140) □ Oral cavity (p. 140) □ Pharynx (p. 143) □ Esophagus (p. 145) □ Stomach (p. 145) □ Small intestine (p. 146) □ Large intestine (p. 146) □ Liver, gallbladder, and pancreas (p. 146)	PPT 4-19 ICR Multiple Choice Quiz questions 2-4, 6, 8-9, 11-12, 16 (pp. 75-76) ICR Exercise Quiz A (p. 77) ICR Dictation and Comprehension Quiz: Vocabulary (p. 80) ICR Diagram Quiz (p. 85) MTO, Module 5, Section I, Training Activities 1.6, 1.12, 1.16, 1.20, 1.23, 1.24, 2.5, 2.8

Evolve Communities: Take advantage of increased use of social media

evolve

Market leading community web site for faculty and students that also serves as the gateway to Elsevier's e-learning products



Mobile: Creating content for changing customer behaviors

Mobile applications

include learning tools such as licensure review questions, drug information, case studies, clinical reference, and video flash cards

Nursing and Health Professions priorities

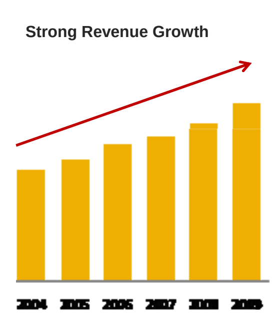
ELSEVIER

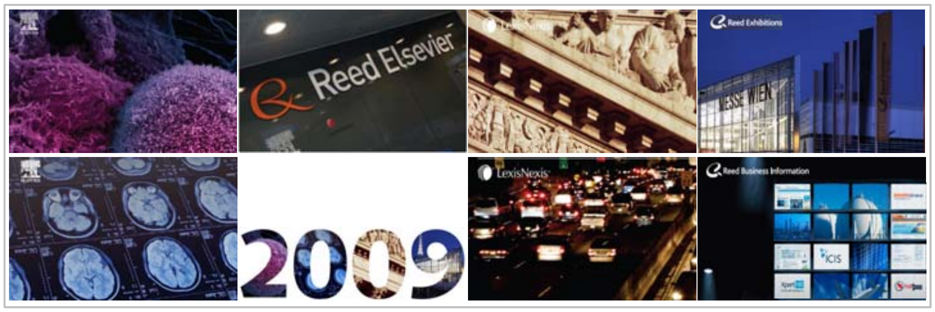
- Deliver content and tools that improve customers' outcomes and efficiency
- Extend existing products and platforms
- Customer support and training
- Global content leverage
- Ongoing innovation and investment

Continued success in Nursing and Health Professions

ELSEVIER

- Strong market position
- Favorable market demographics
- Innovative products
- Experienced team
- Clear strategy





Nomura European Media Field Trip

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