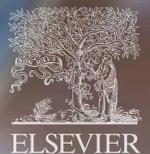
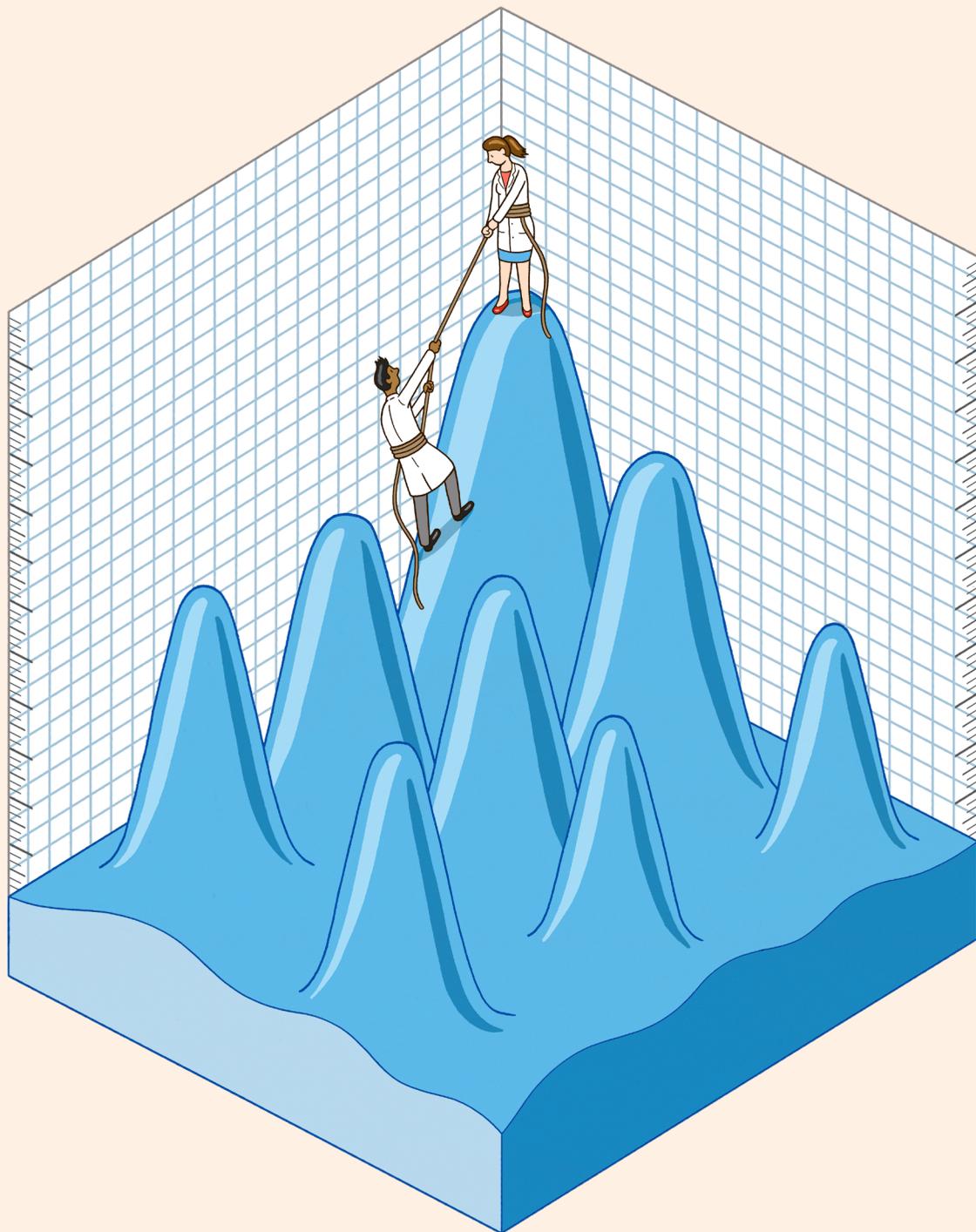




Elsevier at a Glance

# Empowering Knowledge™





# Empowering Knowledge™

Technological advancement and the data revolution have pushed the boundaries of science and medicine. Discoveries unimaginable a generation ago are uncovered every day. At Elsevier, we recognize the potential for scientists and clinicians to find new answers, reshape human knowledge and tackle the most urgent global crises.

We want to make analysis easier for everyone working in science and medicine, enabling them to manage their work more efficiently and spend more time making breakthroughs.

That's why Elsevier is evolving.

Growing from our roots in publishing, we're creating analytical solutions to serve the needs of science and health.



## Opportunities abound

Elsevier employs over 1,500 technologists. We work with cutting-edge technologies to create analytics solutions that help advance science, technology and healthcare.



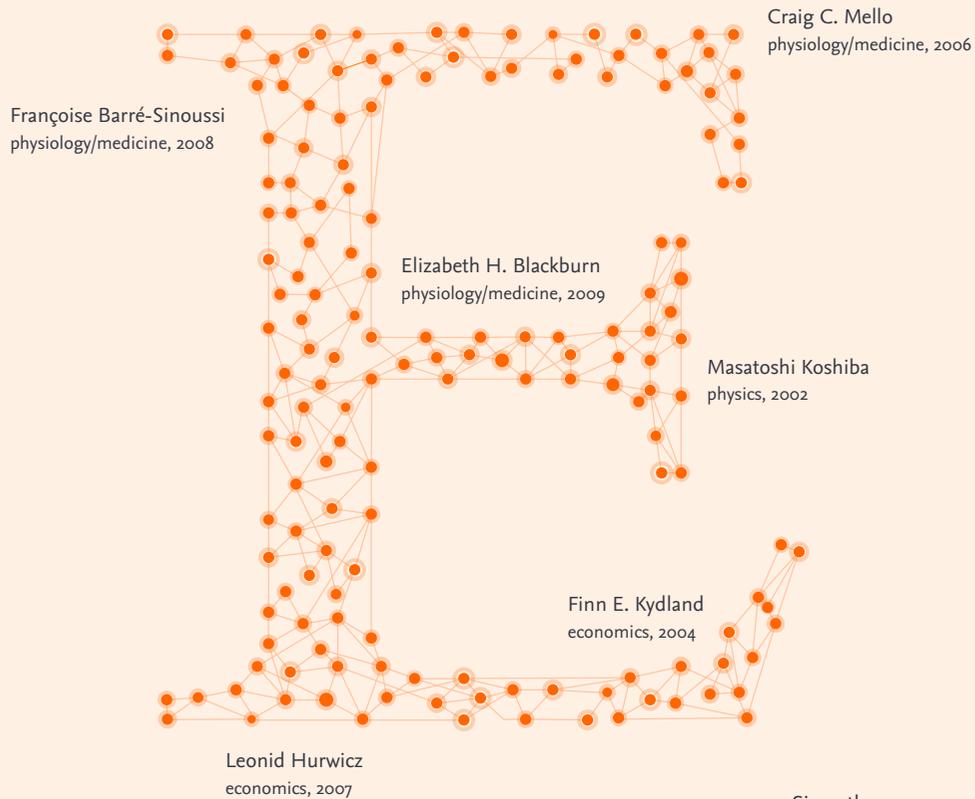
81%

of our revenue comes from digital products.



### Machine learning

Elsevier also applies advanced machine-learning techniques that detect trending topics per domain, helping researchers make more informed decisions. Coupled with the automated profiling and extraction of funding body information from scientific articles, this process supports the whole researcher journey, from planning to execution and funding. Similarly, in health, Elsevier is developing clinical decision support applications that utilize cognitive technologies to map patient and claims data sets and large image and text content repositories.



Since the year 2000, more than 99% of the Nobel Laureates in science have published in Elsevier journals.

## Trusted information

Every tool we develop is built on trusted information – because from the library to the lab, from the institution to the individual, scientific and medical advancement requires reliable data.

At Elsevier, we have partnered with the scholarly community for 140 years to curate and verify knowledge. Now, as an information analytics business, we're committed to bringing that rigor to a new generation of Elsevier platforms – especially at a time when it's harder than ever to know what to believe.

In 2018, Elsevier's article output accounted for 18% of global research output while garnering a 25% share of citations, demonstrating Elsevier's commitment to delivering research quality significantly above of the industry average.



16 m

ScienceDirect, the world's largest database dedicated to peer-reviewed primary scientific and medical research, has 16 million monthly unique visitors.



1 billion

1 billion articles were downloaded by researchers.



39,000+

With more than 39,000 eBooks from Elsevier, our imprints and our society partners, ScienceDirect empowers smarter research.



73+ m

Scopus, the leading abstract and citation database of research literature, contains over 73 million records across 24,000 journals, sourced from more than 5,000 publishers.



320+

The machine-learning capability of Reaxys® enables the chemistry of drug discovery and materials innovation for over 320 pharma innovators, 140 chemical companies and 470 universities.

## Analytics advantage

As well as enriching science, the proliferation of data brings new challenges for those striving for progress. Vast volumes of information are hard to navigate and organize, increasing the risk of critical data being overlooked.

It's tougher to ensure the credibility of data. Research and healthcare are more complex when incorporating findings from multiple disciplines. In the globalized academic community, there is more competition than ever for jobs, students and funding.

Elsevier provides information analytics solutions and digital tools in the areas of strategic research management, R&D performance, clinical decision support, and professional education.

In 2018, Elsevier published over 34,000 gold open access articles, a double-digit growth on the previous year, making it one of the largest open access publishers in the world. Elsevier's portfolio of 2,500 journals is managed by more than 20,000 editors, and many are the foremost publications in their field. They include flagship titles such as *Cell* and *The Lancet* family of journals. In 2018, we launched 9 new subscription and 45 full open access journals, including *iScience* and *One Earth* from Cell Press and the *Lancet's Eclinical Medicine*.



11+ m

Mendeley enables over 11 million users worldwide, from undergraduates to professionals, to organize, write, collaborate and promote their research.



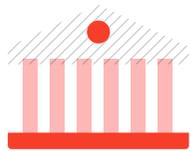
490

ClinicalKey provides over 490 clinical overviews that give quick clinical answers and summaries; over 4 million images and 51,000 medical and surgical videos in a single, fully integrated site.



33,000+

Sherpath provides highly focused, personalized and adaptive learning paths for more than 33,000 users at over 400 institutions.



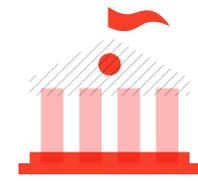
10,000+

SciVal offers insights into the research performance of over 10,000 research institutions.



5,000+

Scopus is a leading abstract and citation database of research literature, with over 73 million records across 24,000 journals, sourced from more than 5,000 publishers.



25,000+

Our Elsevier products are used at more than 25,000 academic and government Institutions around the world.



97%

Elsevier's Clinical Solutions are used in 9 of the top 10 pharmacies\* in the United States; 97% of the top 100 health systems (ranked by bed count) use at least one of Elsevier's Clinical Solutions.



2018

Category Leader

Elsevier Care Planning was named a 2018 Category Leader for the "Clinical Decision Support – Care Plans/Order Sets" category, as determined by KLAS, the research firm which specializes in monitoring and reporting the performance of healthcare vendors.



2018

Best in KLAS

Clinical Pharmacology powered by ClinicalKey™ is recognized as a top performer in the 2018 Best in KLAS® report for Clinical Decision Support – Point of Care Clinical Reference. Clinical Pharmacology is accepted by every state board of pharmacy.

\*Pharmacies include both retail pharmacy chains and mail-order pharmacies. Source: Drug Channels Institute data.



# 470,000

Elsevier serves the global research community, publishing over 470,000 peer-reviewed articles in 2018 – 60% more than a decade ago.

## Featured products and services

### ScienceDirect®

ScienceDirect, the world's largest database dedicated to peer-reviewed primary scientific and medical research, has 16 million monthly unique visitors. Research content is distributed and accessed via ScienceDirect, which hosts over 16 million pieces of content and 39,000 eBooks. We're adding value to core platforms by implementing new capabilities such as advanced recommendations on ScienceDirect and social collaboration through Mendeley, our reference manager and collaboration tool.

### SciVal

SciVal provides insights into the research performance of over 10,000 research institutions. Leveraging bibliometric data from Scopus and data sources such as patent citations and usage data, SciVal is a decision tool that helps institutions

establish, execute and evaluate research strategies.

### Scopus®

Scopus is the leading abstract and citation database of research literature, with over 73 million records across 24,000 journals, sourced from more than 5,000 publishers. Scopus enables researchers to track, analyze and visualize the world's research output.

### Reaxys®

Reaxys\* enables the shortest path to chemistry research answers, supporting the early stages of drug development in the pharmaceutical industry, exploratory chemistry research in academia, and product development in industries such as chemicals and oil & gas. To help researchers stay on top of their field, Elsevier developed a new chemistry text mining engine, using state-of-the-art natural language processing that identified 4.9 million key substances in 5.2 million documents from more than 15,000 journal titles in 2018.

### Pure

Pure is an enterprise research management solution that aggregates an organization's research information from numerous sources into a single platform, enabling research networking and expertise discovery while reducing the administrative burden for faculty and staff.

### ClinicalKey®

Elsevier's flagship clinical reference platform, ClinicalKey gives physicians, nurses and pharmacists access to leading evidence-based medical reference content from Elsevier and third parties. On a single, fully integrated site, users can reference more than 490 clinical overviews that provide quick answers and summaries and more than 4 million images and 51,000 medical and surgical videos. The platform is used in more than 90 countries and territories and over 1,900 institutions in North America alone.

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

# We provide advanced technology and analytics to filter, extract and learn from vast data sets.

## **Knovel®**

Knovel is a decision support tool for engineers that helps them select the right materials – a mission-critical use case in product development across chemicals, oil & gas and other engineering-focused industries.

## **HESI**

A comprehensive assessment solution, HESI offers valid and reliable exams as well as proven practice and review products that work together seamlessly to help students and programs achieve even greater levels of success. Over 550 million standardized assessment items have been administered by HESI to students in North America in the past 13 years.

## **Sherpath**

Sherpath – an adaptive teaching and learning solution for nursing and health education – provides highly focused personalized learning paths at over 400 institutions, supporting more than 37,000 enrollments.

## **Mendeley®**

An innovative research management and social collaboration platform, Mendeley helps more than 11 million users worldwide, from undergraduates to professionals, organize, write, collaborate and promote their research. Mendeley Data enables researchers to make their research data publicly available by providing an open research data repository.

## **STATdx™**

STATdx provides diagnostic decision support and instant access to the collective clinical experience and knowledge of renowned sub-specialists in every field of radiology. STATdx is recognized by Frost and Sullivan as the 2017 winner of the North America Technology Innovation Award for its industry-leading diagnostic support system for radiologists.

## **SSRN**

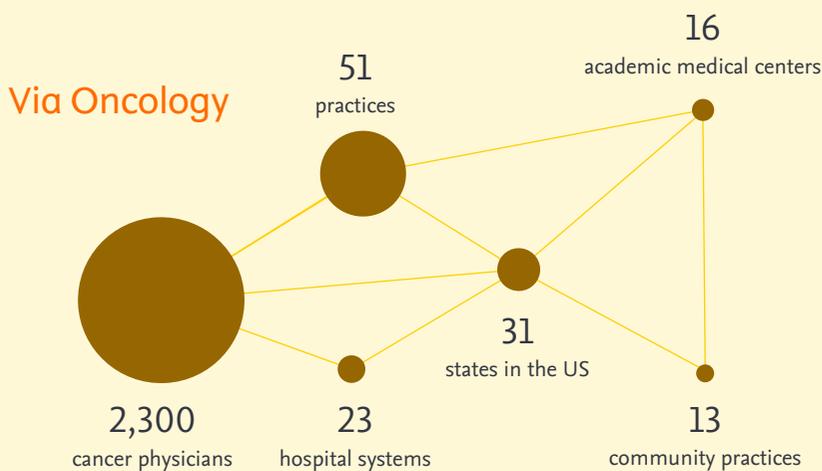
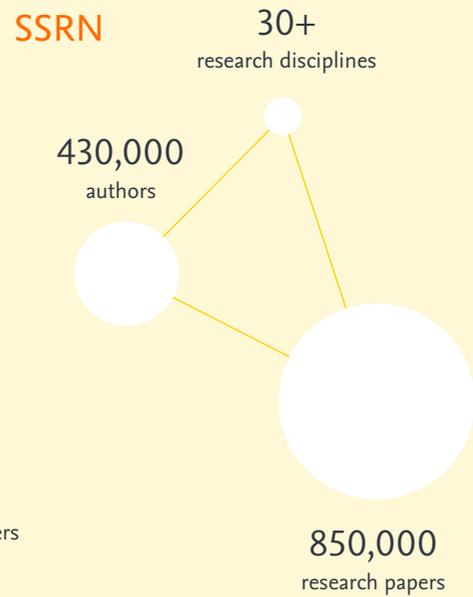
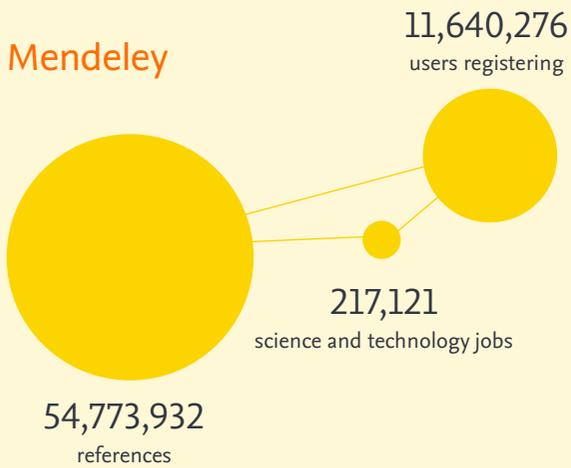
SSRN is devoted to the rapid worldwide dissemination of social science research and is composed of a number of specialized research networks in social, life and physical sciences. It currently has over 2.5 million monthly visitors and over 850,000 paper abstracts from more than 430,000 authors. It has extracted over 9 million references and 9 million footnotes and matched over 6 million citations from its full-text database of early stage research.

## **Via Oncology**

Designed to help improve patient outcomes, Via Oncology provides clinical pathways delivering personalized, evidence-based guidance at the point of care. Via Oncology's network in North America serves 2,300 cancer physicians, 51 practices in 31 states, 14 academic medical centers, 23 hospital systems and 13 community practices.

## **AREZZO**

For healthcare professionals, Elsevier's Clinical Solutions include Arezzo for interactive patient education and care planning. An active clinical decision support engine integrated with clinical care systems, Arezzo matches evidence-based guidelines with patient and disease information and dynamically evaluates best-practice treatment options.



Mendeley, SSRN and Via Oncology are examples of platforms that our communities use to achieve their mission.

## A partnership

Collaborating closely with the community means we can respond quickly to genuine needs faced by those in the field. And it allows us to think ahead and address challenges science and medicine may face in the future.

Elsevier has 140 years of experience in curation and verification. We work with a worldwide network of more than 20,000 editors in academia, 75,382 editorial board members and over 1.3 million reviewers covering hundreds of disciplines.

# Sustainability and corporate responsibility

## The Elsevier Foundation

Elsevier's nonprofit arm, the Elsevier Foundation, has provided over \$1 million a year in grants to knowledge-centered institutions around the world since 2006. Contributions address the UN Sustainable Development Goals through tech-enabled innovations in health information, diversity in science and health and research in developing countries. Wherever possible, Elsevier donates in-kind resources through skill-based volunteering and technical, strategic and communications expertise. The Elsevier Foundation also offers a comprehensive matching gift and volunteering fund to enable employees to work with foundation partners to support their communities.

## Research4Life

Elsevier is one of the 6 original founding partners of Research4Life: with over 80,000 peer-reviewed resources, Research4Life has become the primary means of access to research for a majority of users in developing countries. Elsevier provides a quarter of that research with approximately 3,000 Elsevier journals and 20,000 eBooks as part of its corporate responsibility program. In 2018, there were over 1.8 million Research4Life downloads from ScienceDirect.

## Scientific African

In 2018, Elsevier launched *Scientific African*, an open access collaboration between the Next Einstein Forum and the NEF Community of Scientists, which will provide

African researchers with a new platform to boost the impact and discoverability of their research. The Elsevier Foundation has also continued to support Innovate for Life, an accelerator launched by Amref, an Africa-driven international health NGO, to help African entrepreneurs develop solutions to health challenges with funding and access to Elsevier knowledge and scientific networks.

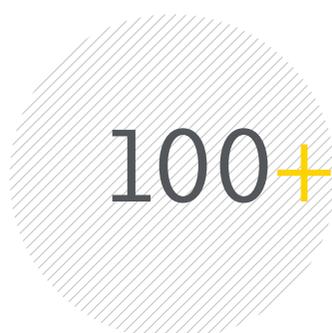
## Sense About Science

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 evidence, sound science and big data among early career researchers, journalists, policymakers and the public.

## Using information analytics to provide a foundation for progress

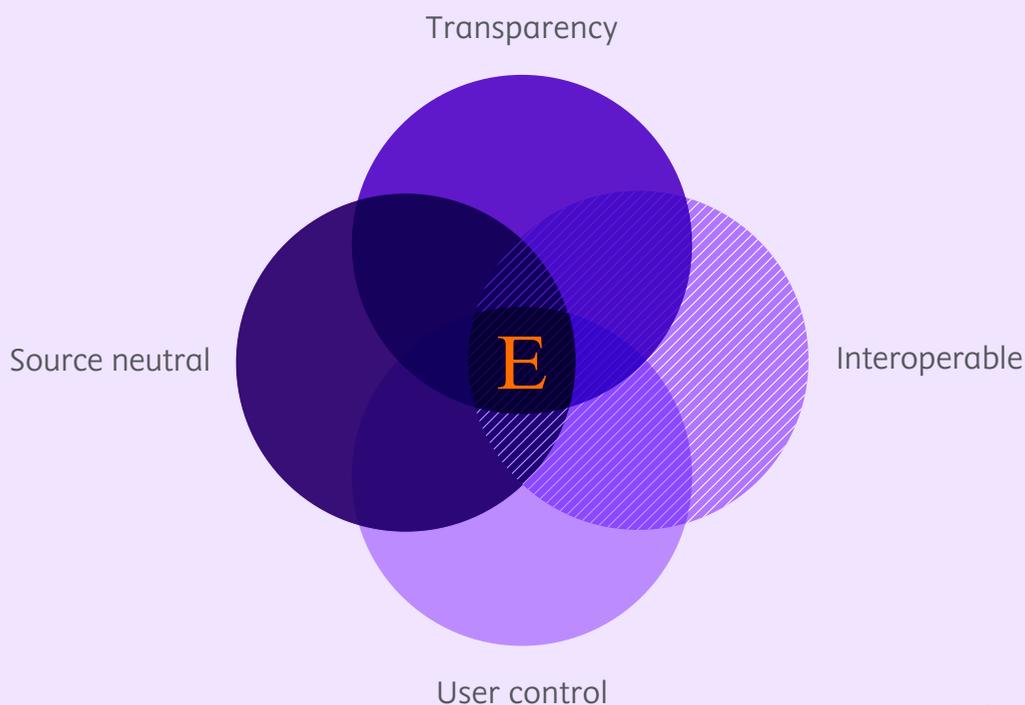
Elsevier is deeply committed to advancing women in science. Elsevier's comprehensive 2017 report on research performance through a gender lens, *Gender in the Global Research Landscape*, spans 20 years, 12 geographies, and 27 disciplines. This global study draws upon data and analytics, a unique gender disambiguation methodology, and the involvement of global experts. Among the key findings were that the proportion of female researchers and inventors are increasing in all 12 countries, with women specializing more in biomedical and interdisciplinary fields and men in the physical sciences. While, on average, women publish fewer research papers, their articles are downloaded and cited at similar rates and at slightly higher rates in the US. Applying its data analytics expertise on cancer research, Elsevier analyzed a vast quantity of information to hone in on the most impactful research paths to pursue, developing a detailed roadmap for the Cancer Moonshot initiative.

*"I want to thank Elsevier for focusing on drilling down and making sure we had this blueprint. ... My dad was right – it matters what the priorities are. And so it came to full fruition tonight with what you guys did in taking this down to very usable information."*  
– former US Vice President Joe Biden



## developing countries

Elsevier provides a quarter of Research4Life's 80,000+ peer-reviewed resources to researchers in over 100 developing countries.



Elsevier supports the four core principles of the information system that meets the needs of researchers, managers of research institutions and funders.

## Navigating change

Elsevier believes in making every part of the research lifecycle simpler, more connected and more transparent.

Applying emerging technology to authoritative information means we can play a role in enabling scientific excellence. Our tools are designed to put users in control. They enable faster ways of working, manage complexity and free up time to focus on goals. And users can see how recommendations have been reached. We help institutions track and analyze the impact of science, supporting great research performance. By freeing the flow of ideas, our platforms help advance the application of science to the most pressing questions our society faces today.

### Empowering open science

Author-pays open access, with over 1,900 of Elsevier's journals, now offers the option of

funding publication and distribution via a sponsored article fee. In addition, Elsevier now publishes about 250 gold open access titles. In 2018, Elsevier published over 34,000 gold open access articles, a double-digit increase from the previous year. We also launched 9 new subscription and 45 full open access journals, including *iScience* and *One Earth* from Cell Press and The Lancet's *EclinicalMedicine*.

We offer a mix of open access and subscription models to reflect the different ways authors around the world choose to publish articles. Some prefer paying for publication so readers have free access to articles, while others would rather publish for free. This flexibility allows us to meet

the research community's diverse needs. And no matter how an Elsevier journal is funded, the same guarantee of high-quality, trustworthy information applies.

### Open science publishing options

Our submission system interface puts copyright choices at researchers' fingertips, with guidance on options compliant to funding rules.

### Sharing tools and services

We employ technology in the service of collaborating, sharing and showcasing research outputs. SSRN, for example, is an open-access online preprint community where researchers post early-stage research prior to publication in academic journals. Mendeley Data enables researchers to make their research data publicly available in an open research data repository. Bepress, which joined Elsevier in 2017, helps academic libraries showcase and share their institutions' research via institutional repositories.



#### **Re-engineered to support open access and open data**

All Elsevier journals are interoperable with institutional and subject repositories.

#### **A growing open ecosystem**

Elsevier has made a series of strategic acquisitions in open science services (e.g. Mendeley, SSRN, bepress and Hivebench) and open metrics services (e.g. Newsflo, Plum Analytics).

#### **Partnerships**

Elsevier is active in more than 50 strategic partnerships with leading funding bodies to actively support open access (e.g. the Gates Foundation, NSF) and open data policies, and we have a 5-year open science partnership with the UK research community.

#### **Science advocacy**

We support public engagement and trust for science: Sense About Science, NLM's Emergency Access Initiative, Research4Life, Access2Research, Atlas.

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

Throughout Elsevier, we share the research community's belief in what science can achieve. Many of our people began their careers in science or medicine, and we work with a worldwide network of editors, authors and specialists, covering hundreds of disciplines. Collaborating closely with the community means we can respond quickly to genuine needs faced by those in the field. And it allows us to think ahead and address challenges science and medicine may face in the future.

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

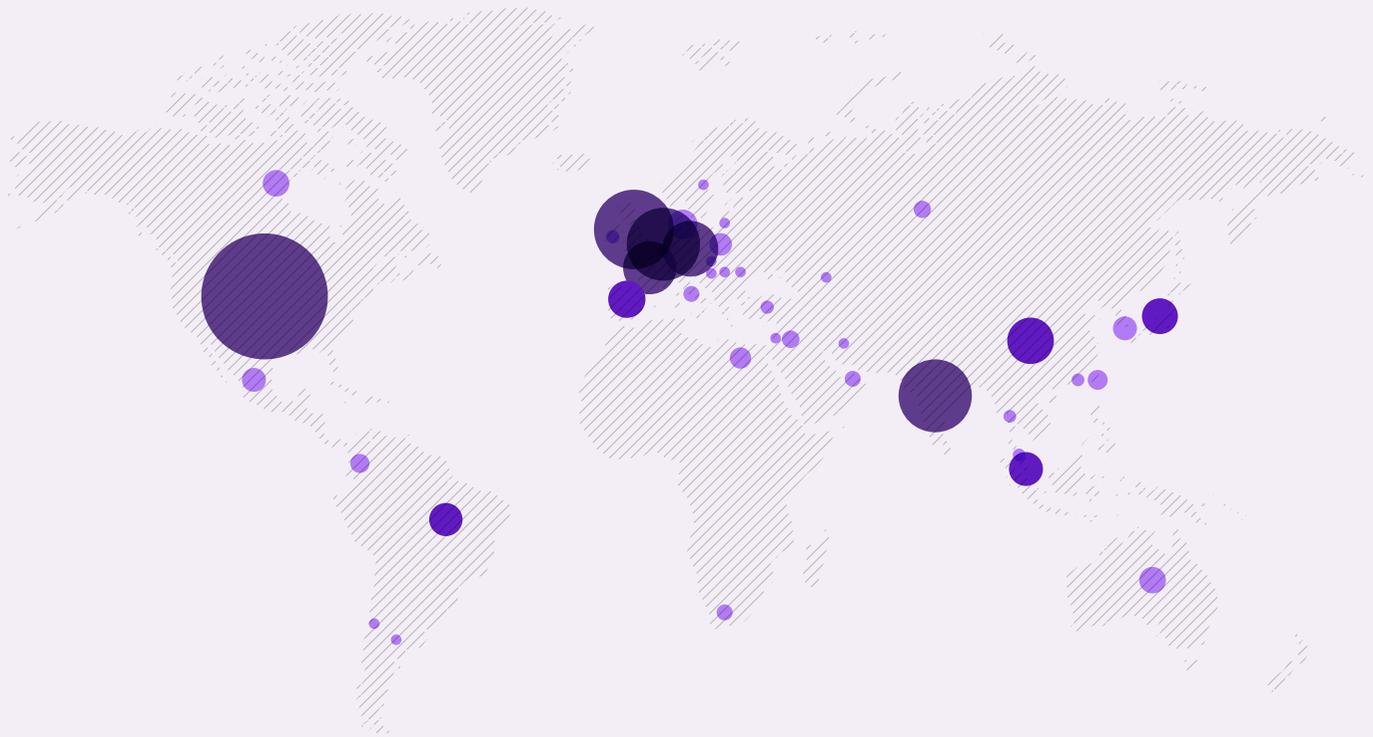
**The Green Team** aims to raise awareness of our environmental impact and improve business strategies towards a better world.

The **Elsevier Women's Network** highlights the talent women bring to the business and promotes their professional progress through advocacy and education.

Elsevier has attained Level One of the **EDGE gender equality certification**.

Elsevier is a member of the **Workplace Pride Foundation**, with Elsevier Pride chapters around the world. 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/careers](https://elsevier.com/careers)



Employee/Country: ● 1-100 ● 101-200 ● >200

Elsevier has 7,900 employees and serves customers in around 180 countries.

## Elsevier is where you are to support you

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

[www.elsevier.com/locations](http://www.elsevier.com/locations)

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São Paulo

#### Canada

Toronto

#### Mexico

Mexico, D.F.

#### United States

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Grand Rapids  
Houston  
Laguna Hills  
Miamisburg  
New York  
Philadelphia  
Rockville  
Salt Lake City  
San Diego  
St. Louis  
Tampa  
Woodbury

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Taipei

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Kolkata  
Mumbai

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Osaka  
Tokyo

#### Malaysia

Kuala Lumpur

#### Philippines

Makati

#### Singapore

#### South Korea

Seoul

#### Thailand

Bangkok

### EMEA

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Aalborg

#### Egypt

Cairo

#### France

Paris

#### Germany

Berlin  
Frankfurt  
Munich

#### Ireland

Shannon

#### Jordan

Amman

#### Netherlands

Amsterdam

#### Poland

Warsaw

#### Russia

Moscow

#### South Africa

Somerset West

#### Spain

Barcelona  
Madrid

#### Turkey

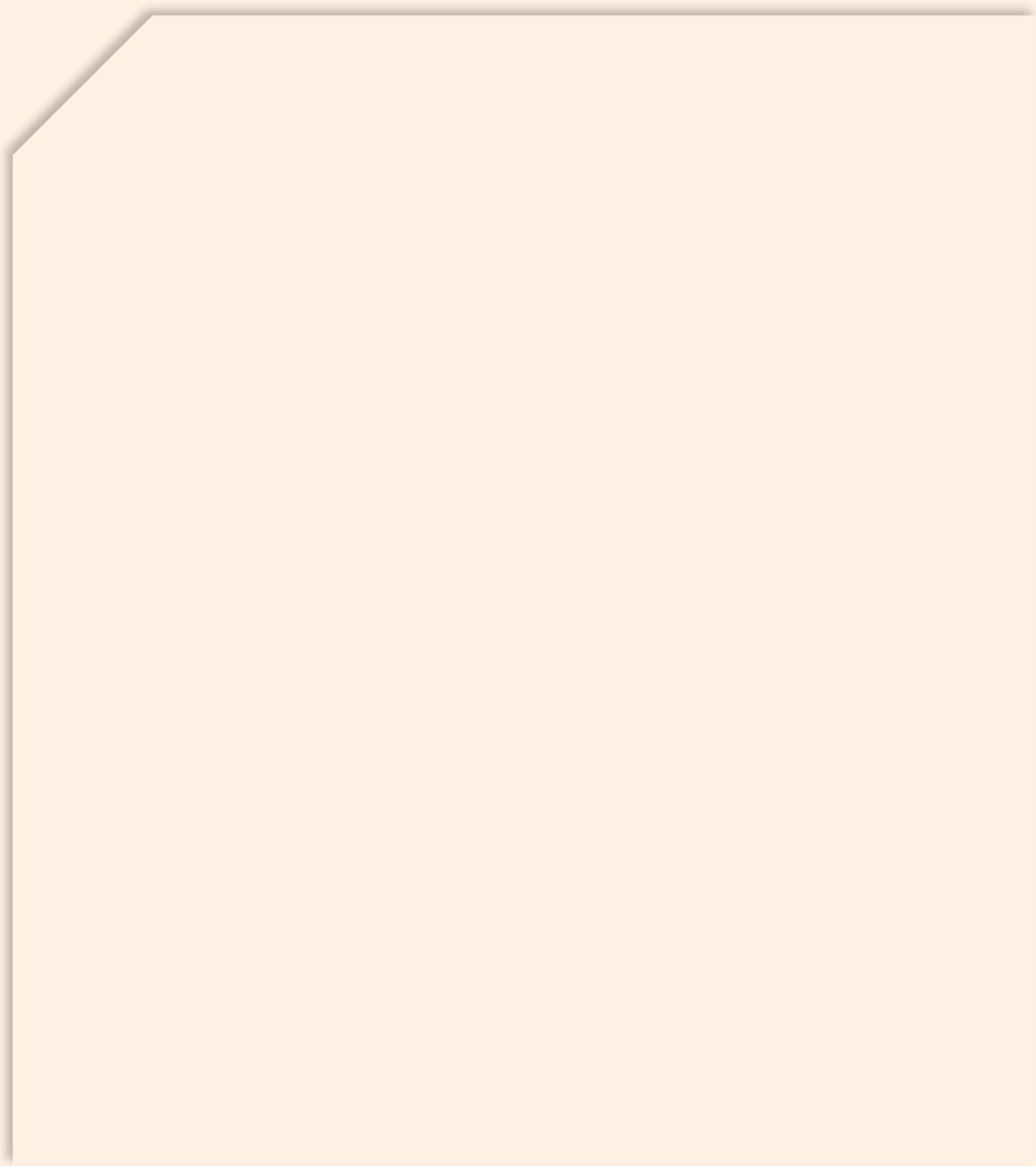
Istanbul

#### United Arab Emirates

Dubai

#### United Kingdom

Cambridge  
Devon  
Edinburgh  
London  
Oxford





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