#### Company presentation – Infomedia (DK)

**INFOMEDIA** 



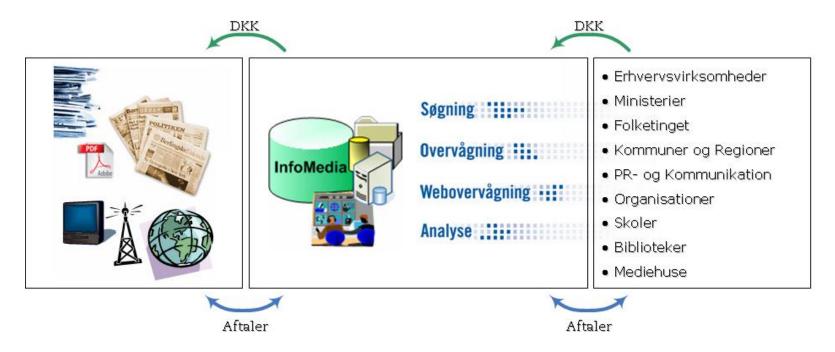
- The market for electronic news monitoring is relatively new and was created from a merger between three related markets:
  - Traditional news archives has been digitized and thus made searchable.
  - Old news clipping agencies has had their production methods revolutionized through the use of email.
  - And finally new digital tools have given the PR-agencies new methods for monitoring and analyzing media exposure.
- The market for electronic news monitoring is a fusion of these three markets. The size of the Danish market is estimated to 24 million Euros and the market growth is expected to be growing 10-15% annually in the coming years.

#### The story of Infomedia

- An "electronic archive" was established is 1975 by Politiken and named "Polinfo"
- Competitors Berlingske and Jyllands-Posten established similar services during the following years
- In the nineties the internet created new opportunities for electronic distribution
- In response to threats from new competitors, the major newspapercompanies in 2002 agreed to merge their activities in this arena
- Approval from antitrust agencies in late 2002
- Ownership is 50% Jyllands-Posten/Politiken and 50% Berlingske (Mecom)
- Acquired competitors Ajour Klip in 2006 and Cision Denmark in February 2009
- Employs 100 persons

#### **Our Business Model**





- Infomedia is based on royalty agreements with the sources
- We deliver full text (XML-format) and in most cases also PDF's
- Non-electronic sources are covered by means of summaries and traditional press clippings

# Our digital sources:

Infomedia is the most comprehensive media database i Denmark Our aim is to cover every source in Denmark –

and we're on our way!

#### Infomedia sources:

We cover 400 digital sources

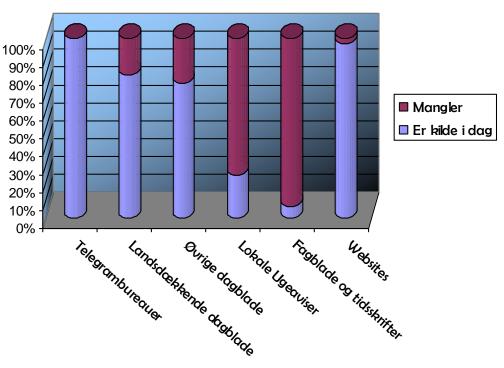
Almost all dailies

All news agencies

All news producing websites i Denmark and 2000 other sites

Working to close the gap on local weeklies, trade journals and periodicals

#### Distribution of sources:







#### Monitor





#### Monitor – sources:



We monitor all media:

- Dailies free sheets, regional and local newspapers
- Magazines, professional press
- All relevant Danish websites (2000+ sites)
- Radio and television programs
- Nordic and International sources



#### Monitor:

We provide:

- Quality control and categorization of sources.
- Construction and maintenance of searchstrings.
- Manual editing and quality control
- Sorting and distribution





#### Search

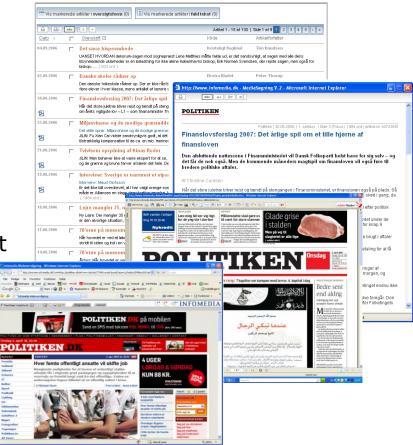




### Search

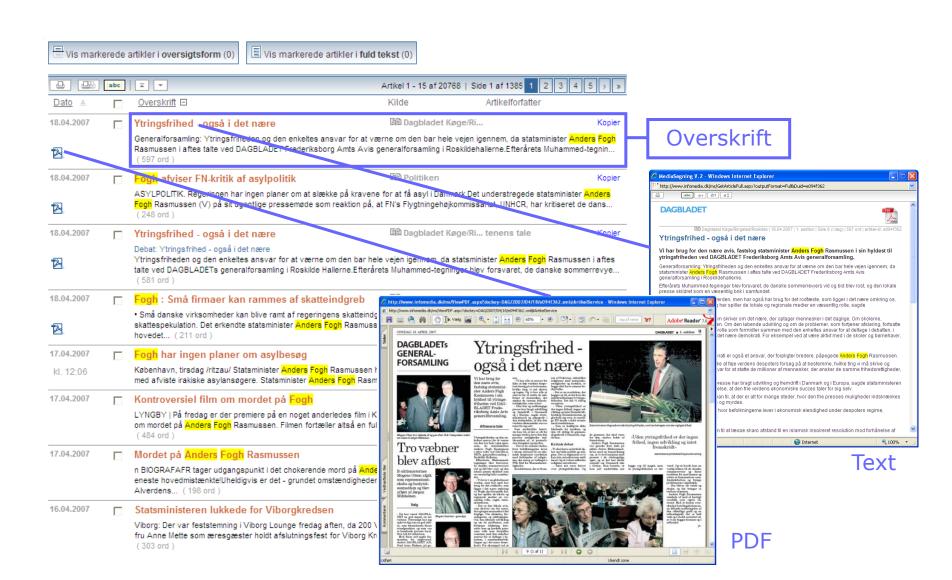


- Only major news database in Denmark
- More than 21 mio. articles
- Covers more than 200 sources
- Continually updated
- Easy-to-use web interface
- Advanced search with many options
- Many different sort and print-formats
- Choose between text only or PDF-format



#### Search





#### Webmonitor





# Webmonitor

- We monitor 2000+ Danish websites
- Webmonitor is a versatile online tool
- Very user-friendly
- Low cost, entry level product





#### WebMonitor

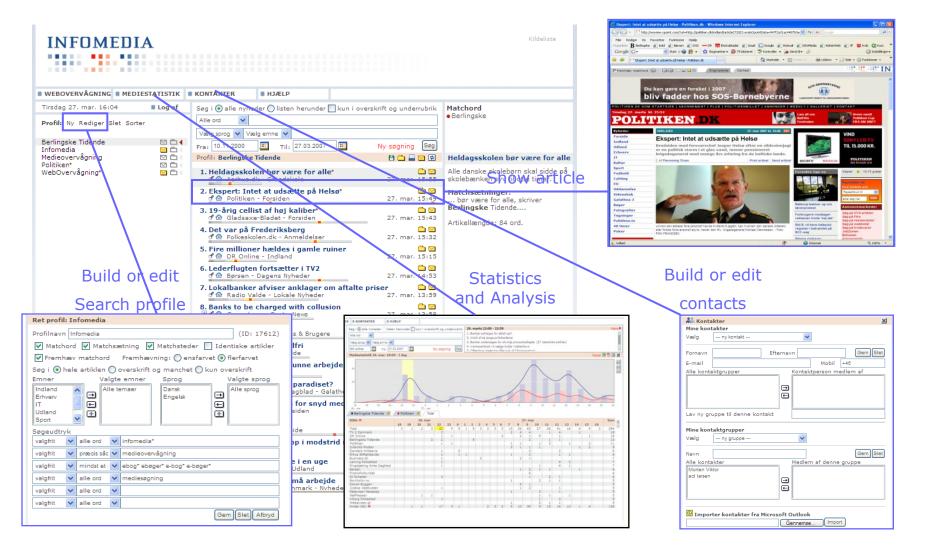
#### ΙΝΕΩΜΕΠΙΔ 11

#### INFOMEDIA . . . WEBOVERVÅGNING MEDIESTATISTIK **KONTAKTER** HJÆLP Tirsdag 27. mar. 16:04 Log af Søg i 💽 alle nyheder 🔘 listen herunder 🦳 kun i overskrift og underrubrik Matchord Berlingske Alle ord v Profil: Ny Rediger Slet Sorter Vælg sprog 🗸 Vælg emne 🗸 Berlingske Tidende Fra: 10.11.2000 Til: 27.03.2007 ...... Søg Ny søgning Infomedia 🖸 🗋 Medieovervåanina Profil: Berlingske Tidende 🖹 🗀 🚢 🖂 😰 Heldagsskolen bør være for alle Politiken\* 🖸 🗂 $\bigcirc$ Alle danske skolebørn skal sidde på 1. Heldagsskolen bør være for alle WebOvervågning\* of 🙆 Aarhus.dk - Grundskole skolebænken svy til otte timer. 27. mar. 15:55 2. Ekspert: Intet at udsætte på Helsø\* <u> </u> Matchsætninger: of 🙆 Politiken - Forsiden 27. mar. 15:49 ... bør være for alle, skriver Berlingske Tidende.... ۵ 🖸 3. 19-årig cellist af høj kaliber of 🙆 Gladsaxe-Bladet - Forsiden 27. mar. 15:43 Artikellængde: 84 ord. $\square$ 4. Det var på Frederiksberg of 🙆 Folkeskolen.dk - Anmeldelser 27. mar. 15:32 ۵ 🖸 5. Fire millioner hældes i gamle ruiner of 🙆 DR Online - Indland 27. mar. 15:15 $\square$ 6. Lederflugten fortsætter i TV2 of 🙆 Børsen - Dagens Nyheder 27. mar. 14:53 7. Lokalbanker afviser anklager om aftalte priser ۵ 🖸 of 🙆 Radio Valde - Lokale Nyheder 27. mar. 13:59 $\square$ 8. Banks to be charged with collusion 🗄 🔊 🙆 Copenhagen Post - News 27. mar. 13:58 9. De 29's mission $\square$ $\square$ of 🙆 Nyhedsavisen - Blogs & Brugere 27. mar. 13:53 ۵ 🗅 10. Nordhavn kan blive bilfri 🗄 🔊 🙆 Østerbro Avis - Forside 27. mar. 13:41 11. S: Asylansøgere bør kunne arbejde Asylansøgere... $\square$ of 🙆 NetPressen - Politik 27. mar. 13:32 12. Undskyld, hvor ligger paradiset? $\frown$ $\square$ 🗄 🔊 🙆 Ringkjøbing Amts Dagblad - Galathea 3 27. mar. 13:31 13. Lokalbanker anklages for snyd med priserne <u> </u> of 🙆 ErhvervsBladet - Forsiden 27. mar. 13:20 ۵ 🖸 14. En jæger gik at jage of 🙆 Venstrebladet - Forside 27. mar. 13:14 15. Bundsgaard: Skattestop i modstrid med S-værdier <u> </u> of 🙆 i dag - Forsiden 27. mar. 13:04 Dagen med to tirsdage i en uge ۵ 🖸 of 🙆 Lemvig Folkeblad - Udland 27. mar. 13:01 ۵ 🖸 17. Fogh: Afviste irakere må arbejde 🗄 🕈 🙆 Malerforbundet i Danmark - Nvheder 27. mar. 12:58

- Webinterface
- Accessible form any PC
- User friendly
- 3 profiles
- With each 7 search-expressions
- Unlimited number of mail recipients
- Archive dating back to 2000
- Simple statistics and analysis

#### WebMonitor











#### Analysis

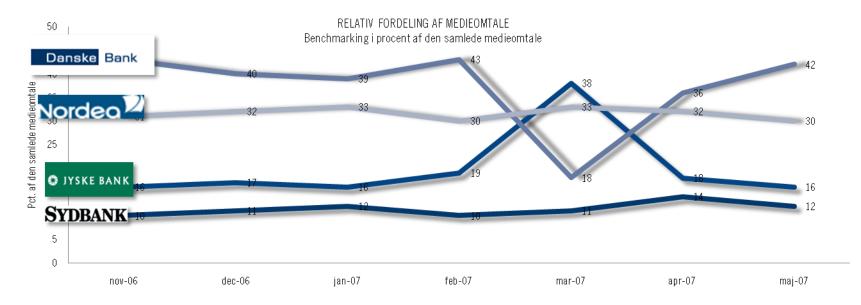


- Analysis is an overview of a company's media presence over time
- Our analysis normally contains:
- Executive Summary
- Total PR-value of all stories
- Assessment of the media presence (positive/negative)
- Distribution across media and types
- Geographical distribution
- Benchmarking in relation to competitors

#### Analysis - benchmarking



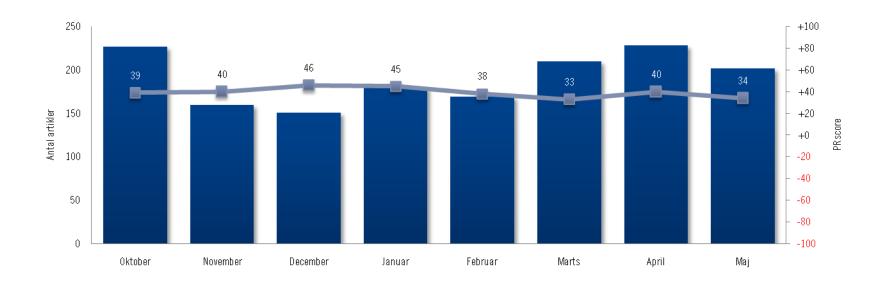
MAJ	Antal artikler∕indslag	Annonceværdi	PR−værdi (skala: 100 til −100)	
Koncern	178	kr 2.839.057	36	
Markets	24	kr 337.326	21	
Hovedtotal	202	kr 3.176.383	34	



— SYDBANK — JYDSKE BANK — DANSKE BANK — NORDEA

## Analysis – PR-score

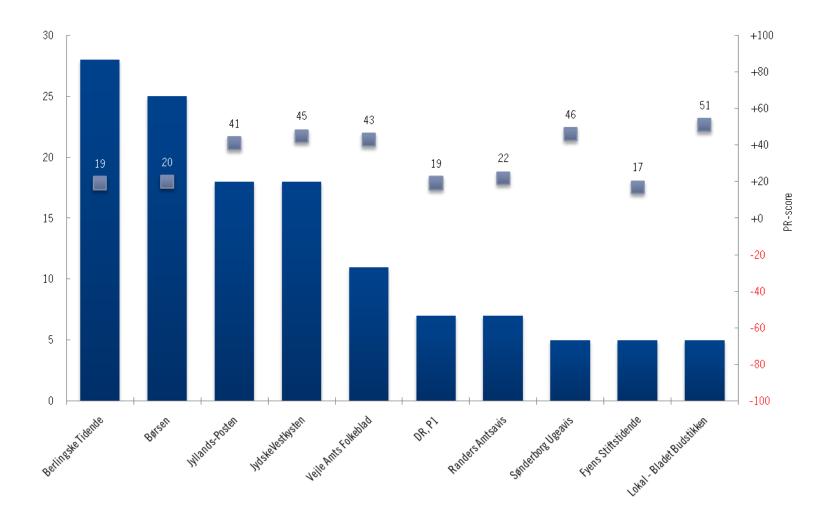




Nøgletal	Oktober	November	December	Januar	Februar	Marts	April	Maj
Annonce-værdi	kr 1.149.661	kr 1.324.477	kr 945.536	kr 1.350.399	kr 1.722.759	kr 2.352.924	kr 4.135.874	kr 3.176.383
Antal	227	160	151	180	169	210	228	202

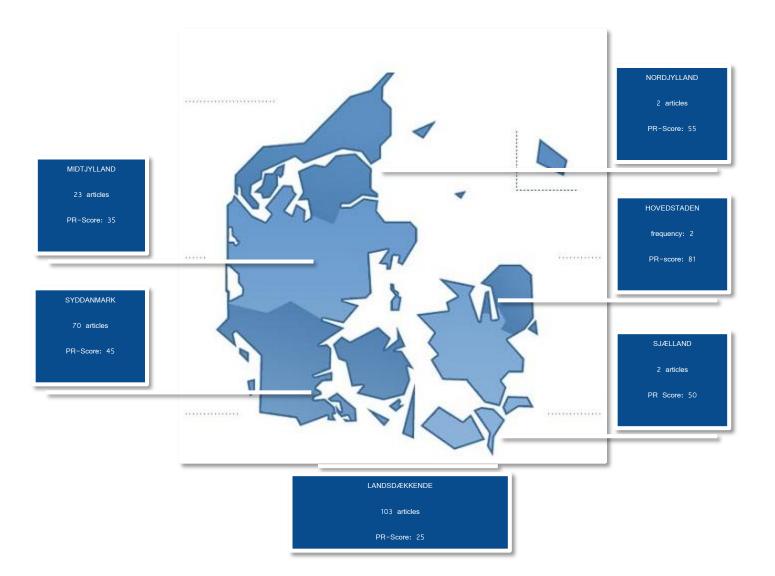
#### Analysis – distribution across media





Antal artikler

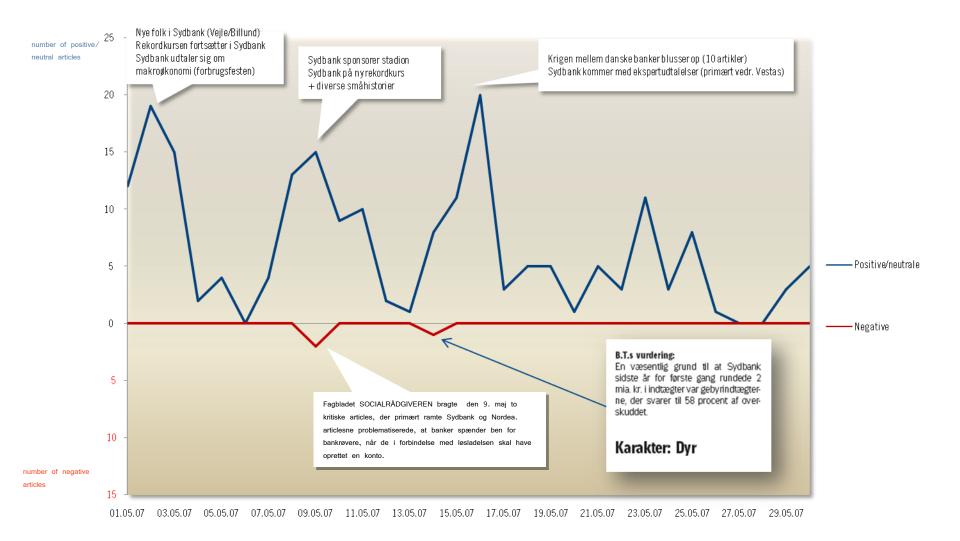
# Analysis – geographical distribution



INFOMEDIA

#### Analysis – commentaries





#### Contact

# INFOMEDIA

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