

APPENDIX 3.1
(referred to in paragraph 3.21)

Elsevier Science: management accounts, 2000

1. RE provided us with information on the sales and trading profit of Elsevier Science in 2000, from which we have prepared Table 1. The information is in NLG at constant exchange rates.

TABLE 1 **Elsevier Science: sales and trading profit by business unit, 2000**

| | <i>NLG million</i> | | |
|----------------------------------|--------------------|-----------------------|-------------------------|
| | <i>Sales</i> | <i>Trading profit</i> | <i>Trading margin %</i> |
| <i>Life Science</i> | | | |
| Primary | | | |
| ES London | | | |
| Secondary Publishing | | | |
| Excerpta Medica | | | |
| <i>Physical Science</i> | | | |
| Primary | | | |
| Engineering Information | | | |
| Chemweb | | | |
| MDL/Beilstein | | | |
| Social Science (all primary) | | | |
| Electronic publishing | | | |
| Affiliates | | | |
| Subtotal | | | |
| <i>Operations</i> | | | |
| Production | | | |
| Information Technology | | | |
| Fulfilment and distribution | | | |
| Sales and Marketing | | | |
| Overheads | | | |
| Other | | | |
| Total | | | |

*Figures omitted.
See note on page iv.*

Source: CC from RE data.