

Do you need more sales leads ?

- that are up-to-date
- linked to recent business events
- with accurate access to key decision makers



Mandis Sales Leads provide powerful business intelligence.

Dynamic and accurate bulletins combine corporate activity with key contact details, allowing organisations to quickly identify and capitalise on new business opportunities ahead of the competition.

Every day we bring you a continuous flow of bulletins about companies experiencing change.

Based on the latest business news and events, we give you a succinct summary of events and accurate contact details for key decision makers. We always make a point of checking names and telephone numbers before we issue each bulletin.

We typically generate 2,000 new opportunities every month. It's like having an intelligent news service and up-to-date mailing list all in one.

Relevant - not overload

One of the main advantages of our service is that we give you the power to be selective - so you are not swamped by hundreds of irrelevant bulletins.

To ensure that you get to see the news that matters most to your company, you can search our database using a powerful variety of criteria including :

- date
- 13 UK regions
- 21 industry sectors
- 5 business change categories
- company name
- keywords.

Fast track to the facts

Mandis sales leads are sourced direct from multiple news agencies - which means that you often hear the story before newspapers and trade magazines get chance to publish.

By getting you the right information fast, we keep you ahead of the competition and allow you to target companies with much greater success.

How can I use Sales Leads ?

Depending on your company's particular objectives, your focus may be on organisations in a positive situation - expanding, recruiting, investing, developing new products and services or relocating. Alternatively, your focus may be on companies going through more difficult times - experiencing downsizing, restructuring, disposals, redundancies or closures.

Whatever your needs, access to 100,000 bulletins created since January 2000 also enables you to analyse historical trends and patterns.

Who uses Mandis Sales Leads ?

Mandis has particular relevance to businesses in the following areas :

- HR services including recruitment (permanent and temporary) & outplacement
- management and change consultancy
- IT & telecom services
- storage, transport, logistics
- accountancy
- training and development
- utilities
- financial, insurance, legal
- office management, cleaning, catering
- marketing and public relations
- stationery design and print
- commercial property
- funding, bankruptcy, liquidation.

How do I receive Sales Leads ?

Each sales lead is presented on-line, giving you instant access 24/7.

Bulletins are ready for instant printing or can be exported to a volume mail or CRM system using Microsoft Excel or a tab delimited text file.

In addition, every Friday we will send you a summary of all bulletins which have been added that week.

CONSTANT STREAM OF NEW OPPORTUNITIES

STAY AHEAD OF THE COMPETITION

Not a mailing list

Mandis Sales Leads should not be confused with traditional mailing or address lists, nor with information services intended for credit reference purposes.

We combine key contact information with recent corporate activity - giving you a real angle for offering your service. And because we check our contact information before we publish every bulletin, we can ensure that you contact the right person, first time.

We are not the kind of service that confines information to FTSE100 companies. Mandis has its sights on all significant companies in public and private sectors across the UK, and has developed an unparalleled research facility to track their activities.

Business change categories

All Sales Leads are uniquely indexed according to 5 dynamic business change categories, allowing you to identify organisations by what they are doing :

- **Product and service innovation**
technological breakthroughs, enhancements, joint ventures, new contracts, alliances, partnerships
- **Financial changes - positive and negative**
exceptional growth or decline, profit warnings and upgrades, financial restructuring, forecasts, cost containment programmes
- **Acquisitions, mergers and fund raising**
mergers, acquisitions, demergers, bids, disposals, active finance funding initiatives
- **Relocation and property changes**
new sites opening, investment, asset disposal, new equipment plans, refurbishment, redevelopment, capital investment programmes
- **Organisational restructuring**
jobs, recruitment, redundancies, job creation, appointments, staff expansion plans, redeployment initiatives.

Excellent reputation

Mandis Information Services is a specialist business research organisation serving a range of professional, corporate and educational customers. Our client list includes Corpex Group, Adecco and Mazars. In addition, we provide the data behind many reports published by KPMG.

The Mandis name may also be familiar as the data compiler for the Sunday Times Mandis Agony Index - a monthly monitor of UK business.

“ We don't receive lists.
We receive dynamic
business intelligence
that we can act on
immediately. ”

Sales Lead Bulletin

MANDIS
Business Intelligence

Reference number : 253529

Date of posting : Monday 19th September 2005

Title : Next Plc
- 6.1% Profit Increase Recorded
- 17.5% Business Expansion
- 30 New Stores Planned

Details & commentary : Next Plc, the clothing and home furnishing retailer, is enhancing expansion plans in the second half of 2005. The group is planning to increase retail space for the financial year by 17.5% more than originally anticipated with the opening of approximately 30 new stores. The development follows an increase in pre-tax profits of 6.1% to £172.6m in the six-month period to June 2005.

Industry sectors : Retailing and wholesaling
- Clothing, footwear and jewellery

Location of activity : Enderby, East Midlands

Organisation details : Next Plc - High Street retailer of ladies, gents and children's clothing shoes and home furnishings.

Next Plc
Desford Road
Enderby
Leicester
Leicestershire
LE19 4AT

Telephone: 0845 4567777
WebSite: www.next.co.uk

Senior manager: Mr Simon Wolfson
HR contact: Ms Julie De Groot
IT contact: Mr R Chantrill
Finance contact: Mr David Keens
Marketing contact: Ms S Myatt

Company number: 04412362.
No of employees: 54602
Annual turnover: £2,858,500K

DYNAMIC, ACCURATE, RELEVANT

MANDIS
Business Intelligence

UK regional sectors

All Sales Leads are indexed according to 13 regions :

- Central London
- Outer London
- Central Southern
- East Anglia
- East Midlands
- North East
- North West
- South East
- South West
- West Midlands
- Northern Ireland
- Scotland
- Wales.

Industry sectors

All Sales Leads are indexed according to 21 industry sectors :

- Building and construction
- Chemicals, pharmaceutical, medical products, biotechnology
- Consumer goods manufacturing
- Energy and utilities
- Finance and banking
- Food and drink
- Health and Social Care
- Industrial, engineering and materials processing
- Insurance and pensions
- Land, property, environment and sanitation
- Leisure and recreation
- Media, marketing and publishing
- Printing and paper
- Public sector
- Retailing and wholesaling
- Support services
- Technology
- Telecommunications
- Textiles
- Transport, distribution and storage
- Vehicles and parts.

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