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# Critical Information and Insight Powering a World of Opportunity

Reliable critical information and insight isn't a luxury today. It is the price of entry.

And with the increasingly complex environments our customers face, it is clear that the need to know reaches far beyond the boundaries of any one industry. By focusing on our customers first, IHS brings reliable information, unique insight and intelligence, and helpful tools to bear on critical business decisions.

IHS is *the* Source for Critical Information and Insight, across the Energy, Product Lifecycle, Security and Environment information domains, enabling solutions that expand a world of opportunity for all of us.

To our honored customers, colleagues and shareholders: Fiscal 2007 was truly an outstanding year for IHS. Double-digit organic revenue growth, significantly increased profit margins and very strong cash-flow generation highlighted our record financial results. We continued to improve our leadership position in the global market for critical information and insight, and to deliver on our externally benchmarked long-term goals for customer delight, colleague success, profitable growth, and shareowner reward. Our colleagues accomplished all of this as we invested in the business to continue our transformation from a good company to a great one. We continue to see significant global opportunities to expand our market position and drive profitable growth. That's why we say we have a world of opportunity...and we're just getting warmed up.

**Jerre Stead**  
*Chairman and Chief Executive Officer*



## 2007 Highlights

**In this annual report** we will review the highlights of 2007 and the progress we continue to make in achieving our vision, implementing our strategies to drive profitable growth, building on the foundation of our values and transforming IHS into a great company. We will discuss our targeted information domains – Energy, Product Lifecycle, Security and Environment – which provide a way to map our customers’ information and insight needs and the expansion of our capabilities, both organically and via complementary acquisitions. And, we will report our progress in achieving our externally benchmarked objectives.

### **IHS just completed its second successful year as a public company and delivered solid financial results.**

Our focus on profitable growth allowed us to deliver revenue growth of 25 percent, including double-digit organic growth, and adjusted EBITDA\* growth of 42 percent. This performance follows 16 percent revenue growth and a 36 percent increase in adjusted EBITDA in 2006. Over the last three years we have almost doubled revenue and more than doubled adjusted EBITDA. Our adjusted EBITDA margins improved 2.9 percentage points in 2007, to 24.3 percent, following a 3.2 percentage point improvement in 2006, as we continued to leverage our operating model and made progress on our key initiatives. We are well on our way toward achieving our intermediate-term goal of adjusted EBITDA margins in the 30 percent range. We accomplished all of this while we continued to make the investments that are critical to achieving our vision as we drive sustainable profitable growth over the long term.

**Revenue increased 25 percent to \$688.4 million** for the full year ended November 30, 2007, up from \$550.8 million in 2006. Of this total, organic growth accounted for 12 percent and acquisitions contributed 11 percent (the balance due to foreign exchange gains). Both of our operating segments grew revenue, 27 percent and 23 percent in total and 18 percent and 5 percent organically, for Energy and Engineering, respectively. Subscription revenue accounts for nearly 75 percent of our total which, when coupled with strong renewals and expansion of the subscription base, allowed us to drive strong organic revenue growth across the business and the globe (see “At A Glance” on pages 15 and 16 for more details).

**Operating income increased 45 percent to \$116.6 million**, from \$80.2 million in 2006, demonstrating the leverage in our operating model and our focus on delivering profitable growth.

**Net income increased 49 percent to \$83.8 million**, from \$56.3 million, while reported diluted earnings per share (EPS) increased 40 percent to \$1.39, compared to \$0.99 for 2006. During this same period, adjusted EPS\* increased 28 percent to \$1.65 in 2007, compared to \$1.29 in 2006.

**Adjusted EBITDA increased 42 percent to \$167.6 million** and adjusted EBITDA margin improved 2.9 percentage points to 24.3 percent. Our business model reflects a high conversion rate of adjusted EBITDA to free cash flow\*. In 2007, IHS generated \$141.7 million in operating cash flow, up from \$115.7 million in 2006. Free cash flow totaled \$129.8 million in 2007, up 23 percent compared to 2006, representing a 77 percent conversion rate compared to adjusted EBITDA.

## Vision, Mission, Values, Goals and Strategies

At IHS, our goal is to transform a good company into a great one. Great companies lead the markets they serve, outperform their peers and competitors and create sustainable competitive advantage. Great companies are also great places to work and set the bar for others to emulate. Our vision, mission, values and goals, as well as the strategies to achieve them, represent the framework for transforming IHS into a great company. The path from a good company to a great one starts with putting customers first, a fundamental value and the core of our business.

**Our vision is to be *the Source for Critical Information and Insight*.** What we mean by this is when information or insight, or both, are mission-critical to our customers achieving their business goals, anywhere around the globe, we are the source they trust, rely on, and come to first. It means we aim to delight our customers and anticipate their needs, even as those needs for information and insight extend beyond traditional industry boundaries.

\*Non-GAAP Financial Measure. Non-GAAP financial measures are presented only as a supplement to the financial statements based on U.S. generally accepted accounting principles (GAAP). Reconciliations of comparable GAAP measurements to non-GAAP measurements, such as EBITDA, Adjusted EBITDA, Adjusted EPS, and free cash flow are provided within the schedules attached to the IHS Form 8-K furnished on January 10, 2008.

For example, IHS provides the design standards and best practices for building an aircraft (Product Lifecycle), but also offers the best way to ensure that all the electronic components are in compliance with EU environmental standards for hazardous materials (Environment). Or, IHS provides the data needed to make capital investments in oil and gas fields in Russia (Energy), as well as the risk assessment insight regarding the security needs of operating in that region (Security).

We continue to improve our global leadership position for information and insight across our four targeted information domains: Energy, Product Lifecycle, Security and Environment. As we aggressively continue to add to the information and insight we provide in our targeted information domains, both organically through new products and strategic acquisitions, we are creating a leadership position in those information domains as well as a unique competitive advantage where they intersect.

**Our mission is to translate the value of IHS global information and insight** to enable customer success and create customer delight on a daily basis. We do this by being good partners, listening and anticipating our customers' needs, providing relevant solutions and making our products and services easy for our customers to access and use.

**Our values help us create a sense of common beliefs and behaviors.** They include Teamwork, Respect, Accountability, Integrity and Innovation, along with a fundamental core value of putting our customers first. We take these values to heart as they are the compass that guides our behavior. In 2007, our senior leadership team initiated an annual process of visiting colleagues at all of our global locations to ensure alignment on our vision, mission and values, as well as our strategies and goals.

**Goals provide the means to measure our progress.** We externally benchmark and report on our progress with respect to objectives that measure:

- Customer delight
- Colleague success
- Profitable top- and bottom-line growth
- Shareowner success relative to our peer group

**Our profitable growth strategies demonstrate how we will achieve these goals.** They are to:

1. Put our customers first in everything we do.
2. Create a best-in-class work environment that supports profitable growth and creates value for colleagues, customers and shareholders.
3. Achieve and strengthen a leading position in, and at the intersection of our targeted information domains (Energy, Product Lifecycle, Security and Environment) through profitable organic growth and acquisitions.
4. Improve margins and quality through operational transformation.

**Our core value is putting our customers first, and our long-term goal is to achieve world-class customer delight.** In 2007 for the first time IHS surveyed and benchmarked our success in achieving customer delight. We surveyed our 1,000 largest customers, who represent more than 70 percent of total revenue, and learned that more than 80 percent of respondents believe that IHS provides information that improves their business results. Furthermore, more than 80 percent are either "delighted" or strong users of our products and services, and our pure customer delight score – 54 percent – benchmarked well in excess of our peer group in the market research firm's database. We have clear action plans for improvement and, for the first time, in 2008 every colleague at IHS will be measured and rewarded for our targeted improvement in customer delight. Our goal for 2008 is a 10 percent improvement. Our long-term goal is to score within the top 10 percent of all companies worldwide.

**Our IHS colleagues represent our only sustainable competitive advantage, so enabling colleague success is a critical goal.** In 2007 we completed an extensive survey of colleague engagement at IHS, which is how we plan to externally benchmark colleague success. This survey provided rich information about what matters most to our colleagues regarding our company, customers, shareholders, and other colleagues. The majority of our colleagues are aligned and actively engaged in our vision, our future opportunity and our shared values. We also have an opportunity to continue to improve, including a greater focus on innovation, one of our shared values.

We have created and cascaded action plans to improve our colleague engagement scores by 10 percent in 2008 and to world-class levels over time.

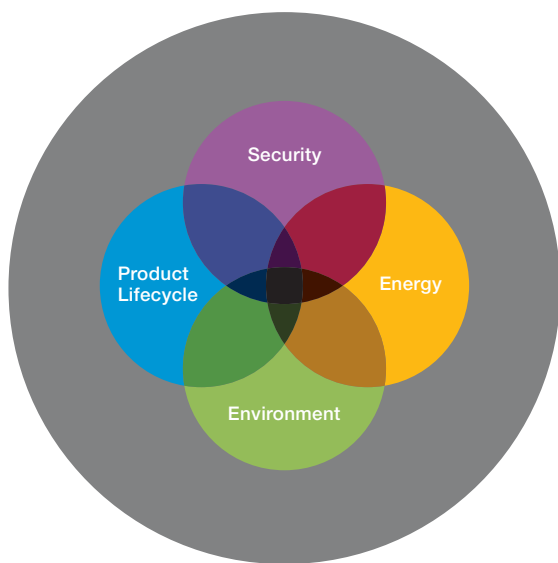
Colleague engagement is a key part of building a best-in-class work environment. Our strategy also includes development and training, an aligned system of objectives, measures and competitive rewards, and clear line-of-sight to customer feedback so that we all have the information and tools necessary to truly delight our customers.

**We delivered profitable top- and bottom-line growth as we continued to deliver the Information and Insight products and services that meet our customers' needs.**

Our third strategy is to achieve a leading position across our targeted information domains through profitable organic growth and accretive acquisitions. We have targeted the four information domains, shown in the graphic below, where our customers have told us they face challenges and need information and insight, and where IHS has the best opportunity to be *the* Source for Critical Information and Insight. Importantly, we believe we have a unique competitive advantage with the information and insight we can provide at the intersection of these domains. Using our information domains as a framework for profitable growth, we are growing our business organically, for example, by adding unique new products that combine energy and security interests, or product lifecycle and environmental concerns, or even all four! Today we have customers who are buying and using our information and insight products and services that cross all four of these information domains. (See pages 8 and 9.)

**IHS Targeted Information Domains**

IHS has the opportunity to be *the* Source for Information and Insight in each domain and where they intersect.



**Recurring, subscription-based revenue drives consistent organic growth, and IHS has accelerated its organic growth to low double-digits.**

In addition to increasing our business with existing customers and reaching entirely new customers, new products will play an increasingly important role in driving organic growth. In 2007 we released the next generation of our standards management platform and flagship product, called Standards Expert™, an online system combining access to the world's largest database of engineering standards with easy-to-use, flexible tools that fit within our customers' workflows. We are focused on customer feedback, innovation and streamlining the new product commercialization process to continue to drive profitable organic growth.

**We also have a robust pipeline of targeted strategic acquisition opportunities across all four domains.**

These continue to range from smaller "tuck-in" acquisitions, where we are adding depth or complementary databases to what we offer, to larger, more transformational acquisition opportunities. In addition to our virtually debt-free balance sheet and the strong cash flow we generate with our business model, in 2007 we amended our revolving credit facility from \$125 million to \$385 million, with a provision to increase it to \$500 million. This strong financial position gives IHS the capacity to use our balance sheet to support growth. As we review potential acquisitions, we are mindful of two things: first, when possible, to reinforce our recurring revenue business model, and second, to consistently follow our disciplined end-to-end acquisition process, including the need for strategic, financial and cultural fit, as well as a detailed integration plan.

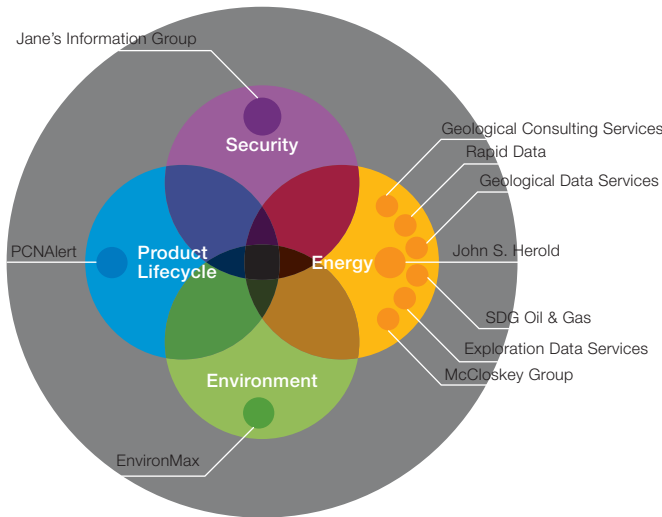
During 2007, we completed nine acquisitions, deploying nearly \$300 million in capital during the process. (See graphic on page 6.) Of the nine acquisitions, six added to our information capabilities and three added to our insight mix. These are all described in detail in our Form 10-K attached, but I want to highlight one for each domain.

The largest was Jane's Information Group, a leader in security and defense data and insight, and a strong global brand of long standing. Jane's is the core of our Security information domain, which we plan to enhance over the coming years.

In the Energy domain we acquired John S. Herold, a leader in valuation, in-depth analysis and key financial and operational data on oil and gas companies. In the Product Lifecycle domain, we acquired PCNAAlert, which delivers leading component event management solutions, including product changes and obsolescence notifications for the electronics components industry. And, we made a significant step in building our Environment domain by acquiring EnvironMax, a leading provider of environmental management information solutions currently to the U.S. Department of Defense and other governmental agencies. Early in fiscal 2008 we acquired the McCloskey Group, a leading coal markets research firm. These acquisitions all met our criteria, are being integrated smoothly, help us meet our customers' needs, and are expected to contribute to profitable growth in 2008 and beyond.

**Aquisitions Across the Domains**

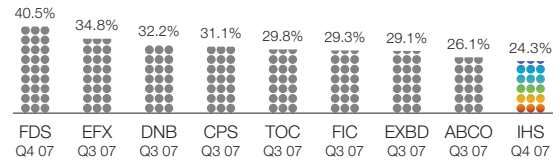
We have closed 10 transactions since the beginning of 2007.



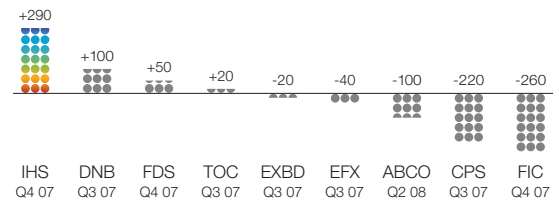
\*We compared IHS "adjusted EBITDA margin" (see footnote on page 3) to "adjusted EBITDA margins" that we derived from the GAAP financial measures reported in public filings by each member of our peer group shown in the chart above right.

**We measure shareowner success by profitability improvement relative to our peer group**, as measured by the change in adjusted EBITDA margins.\* We continued to drive improved profitability at a faster pace than our peers and we are closing the gap between their margins and ours.

**Adjusted EBITDA Margin % (Trailing Twelve Months):**



**Adjusted EBITDA Basis Point Expansion (Trailing Twelve Months):**



(Data Source: Most current 10-K or 10-Q company filing; Capital IQ)

Our fourth strategy relates to improving margins and quality through operational transformation as we continue to leverage our scalable business model. To a great extent this margin opportunity is driven by the successful implementation of our key initiatives. These initiatives include:

- Seizing the Asia-Pacific growth opportunity by adding customers and capabilities in this high-growth region;
- Customers First and marketing excellence;
- Global account management and customer-focused teams;
- Data accumulation, our "factory" for gathering, analyzing, organizing and providing information;
- IT and product development;
- Consolidating our quote-to-cash systems; and
- Improved purchasing costs.

We are making great progress on all of these initiatives, each of which is led by a member of the senior management team. Most of these initiatives require investment as we transform the way we operate at IHS. However, in total, we believe these investments will improve the quality and delivery of our information and insight, delight our customers by making it easier to do business with us, accelerate our top-line growth and significantly improve our profitability. We have committed to improving our margins each year, such that over the intermediate term, we expect adjusted EBITDA margins to reach our goal in the 30 percent range, from 24.3 percent in 2007.

## Leadership

**In 2007 we continued to strengthen and deepen our leadership capabilities**, in some cases through the talented individuals who have joined IHS as a result of acquisitions. We are in the advantageous position of having both an experienced and energetic leadership team who work extremely well together and who are aligned in the service of our customers, colleagues and shareholders. In the fourth quarter we announced the promotion of Ron Mobed and Jeff Tarr to the newly created positions of co-presidents and co-chief operating officers of IHS. Jeff and Ron previously served as presidents and chief operating officers of our two operating segments. Their new role is a key part of an ongoing transition to an external customer-focused organization, providing the platform to make the right resource allocation and investments for IHS. This change is designed to unify our colleagues around the needs of our customers for the full breadth of our information and insight products and services across our four targeted information domains. It has been well received by our colleagues and we know it will accelerate our progress to achieve our vision and drive profitable growth.

We also strengthened our board of directors in 2007 with the addition of Christoph v. Grolman, who is Joint-Chief Executive Officer of TBG, our largest shareholder. IHS is fortunate to have a strong, independent board, whose counsel, feedback and commitment to governance are guiding us to the very best advantage.

As you can see from the length of this letter, there is a lot going on at IHS! Indeed, 2007 was a year of much change and success, and as I like to say, we are just getting warmed up. I am so pleased to serve as coach and leader of this truly wonderful team of colleagues. We are very blessed to have such a unique and significant opportunity before us. Thank you for your support and confidence. We are all working hard together to be the very best.

My best regards,



Jerre Stead  
Chairman and Chief Executive Officer  
March 20, 2008

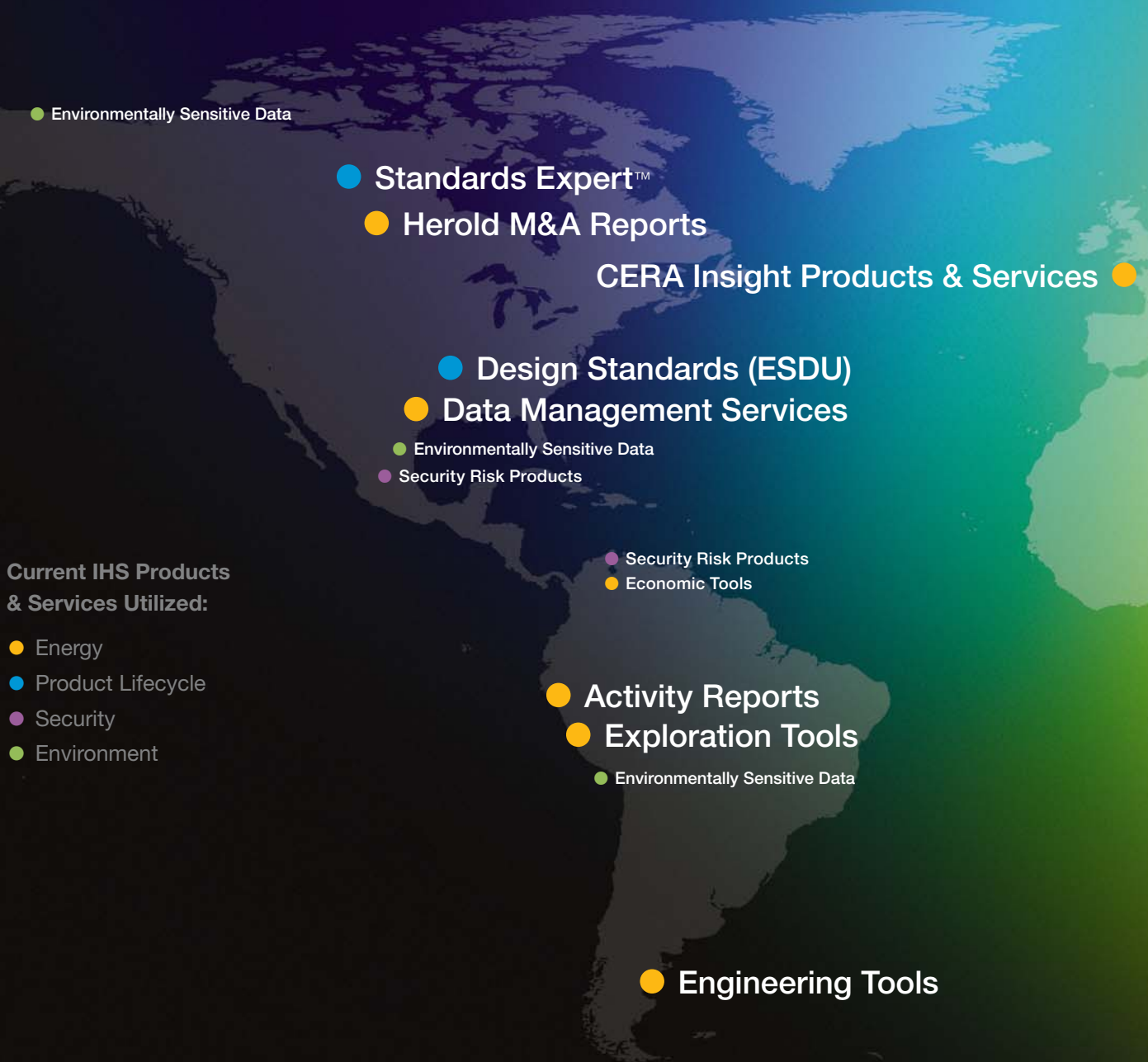
IHS critical information  
and insight is expanding  
in all directions to meet  
customers' needs.

See how some of our  
customers are transforming  
this information and insight  
into real value. >>



A World of Opportunity from large developed economies to growing emerging markets. IHS combines critical information and insight, across the Energy, Product Lifecycle, Security and Environment information domains into unique offerings that help inform successful decision-making for our customers.

This example represents an array of IHS products and services utilized by one



major energy customer across its global enterprise.





# Pioneering the future

**Challenge:** For 50 years now NASA has been exploring space with the ultimate goal of improving human life on earth. At every step of the way, NASA engineers rely on engineering standards and best practices to guide the way.

**Solution:** IHS has been NASA's partner for providing the most essential engineering databases and services to help manage and support space exploration and scientific discovery. Just this year, NASA helped IHS beta test and then deploy IHS Standards Expert™, the next generation of standards management to allow NASA end users immediate desktop access to the most accurate and current global engineering and military standards.

**Value:** Utilizing Standards Expert and nearly a dozen other standards and parts solutions products, IHS enables NASA engineers to effectively solve complex challenges in their pursuit of space exploration and, ultimately, the improvement of human life.

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PRODUCT LIFECYCLE





# Empowering connections

**Challenge:** Producing several million barrels of oil a day while contributing to the sustainable development of an entire nation requires significant expertise and investment. From exploration and production, to distribution and sales, this major Western Hemisphere energy company faces engineering challenges every day.

**Solution:** Working hand in hand, IHS developed an intuitive online standards system that quickly puts all necessary petroleum specification information at the fingertips of their engineers. Today this enterprise solution guides this customer's engineers through the upstream petroleum workflow processes, to specifications and standards.

**Value:** This allows them to focus more time on safely and profitably finding and producing the needed energy resources necessary to fuel the nation.

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ENERGY / PRODUCT LIFECYCLE



# Seeing what's ahead

**Challenge:** Developing oil and gas fields in regions of the world that are distant and environmentally and politically challenging is a costly and difficult prospect.

**Solution:** This large U.S.-based international petroleum company turned to IHS for a comprehensive solution to better inform its decision-making processes and to manage the challenges it faces operating around the globe. IHS provides a host of critical technical information and insight including geotechnical, fiscal and political information, regulatory and industry standards, and the latest supply chain management tools. Coupled with strategic software and expertise, IHS enables this company to mitigate risk while predicting, managing and optimizing costs associated with producing oil and gas.

**Value:** The IHS solution helped the company create the safest, most cost-effective and efficient workflow to bring its oil and gas to market.

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ENERGY / PRODUCT LIFECYCLE / SECURITY



# 2007 At A Glance

## Profile

IHS is a leading global source of critical information and insight for customers in a broad range of industries. Our customer product and service solutions span four major areas of information: Energy, Product Lifecycle, Security and Environment. By focusing on our customers first, we deliver data and expertise that enable innovative

and successful decision-making. Customers range from governments and multinational companies to smaller companies and technical professionals in more than 180 countries. IHS has been in business since 1959 and employs more than 3,000 people in over 50 locations around the world.

IHS brands currently include Cambridge Energy Research Associates (CERA), Jane's Information Group and John S. Herold.



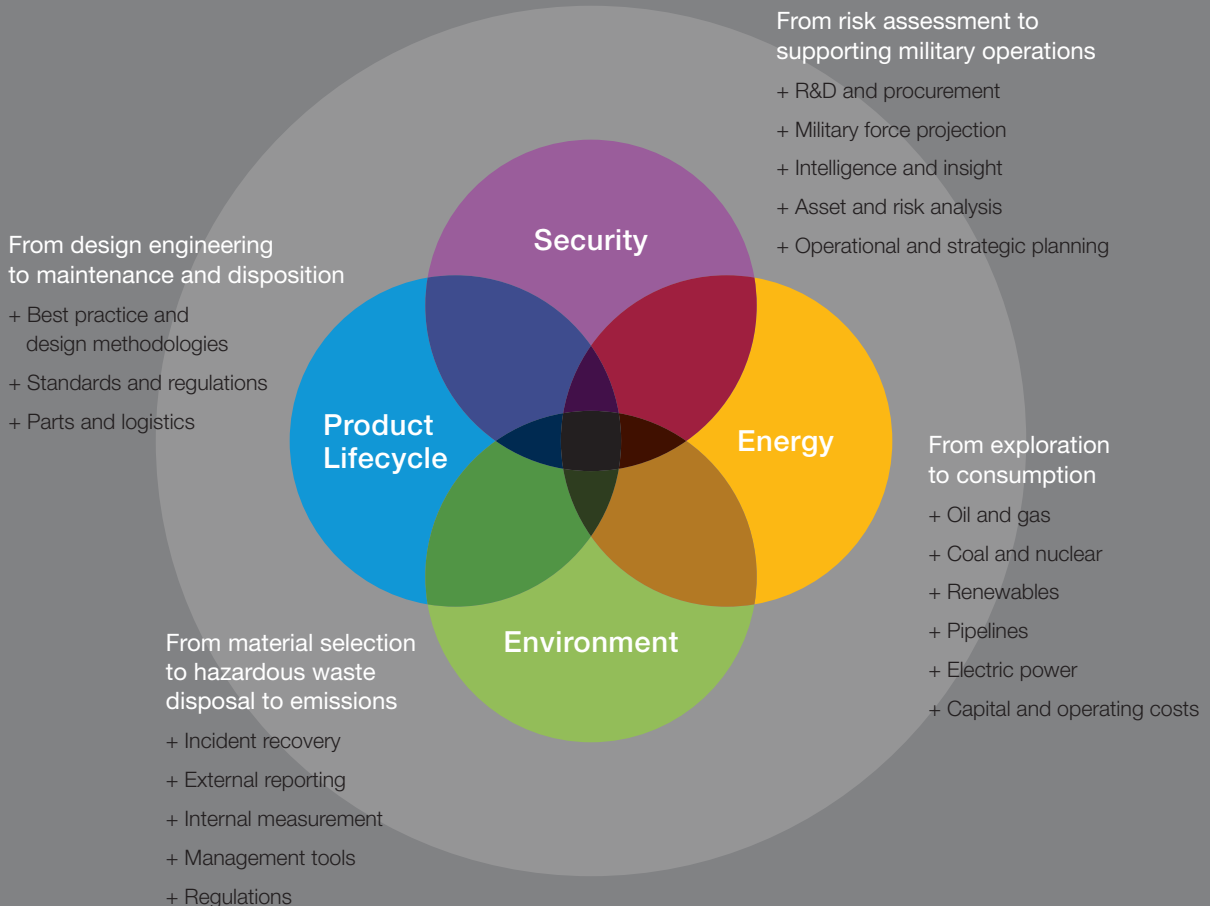
**CERA**  
An IHS Company

**Jane's**  
An IHS Company

**John S. Herold, Inc.**  
An IHS Company

## Targeted Information Domains

From Energy to Product Lifecycle to Security and Environment, our targeted information domains are complex systems that exist in virtually every industry around the globe. In many respects, they represent how our customers are reshaping their thinking, their organizations and their future. IHS offers customers a unique advantage in our ability to provide critical information and insight not only within these domains, but where these domains intersect.



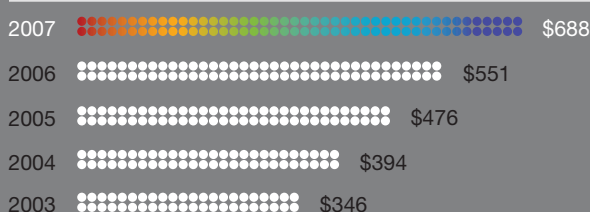


## Investment Highlights

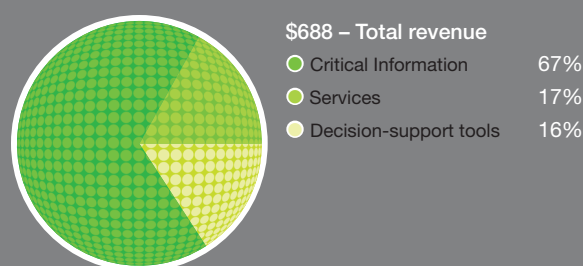
- + Leading position in attractive markets
- + Primarily subscription-revenue model delivering high levels of cash flow
- + Scalable business model with significant operating leverage
- + Diversified and global customer base
- + Compelling strategies driving continued profitable growth
- + Experienced management team

## Financial Highlights

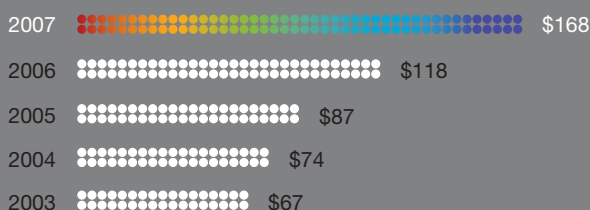
### Total Annual Revenue (\$ in millions)



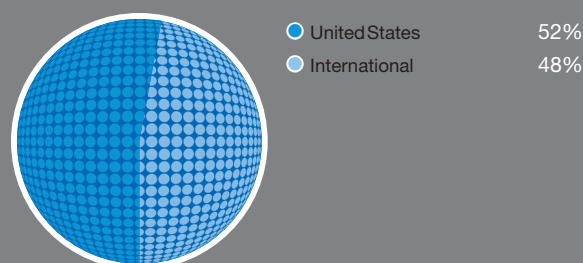
### Revenue by Offerings (\$ in millions)



### Adjusted EBITDA\* (\$ in millions)



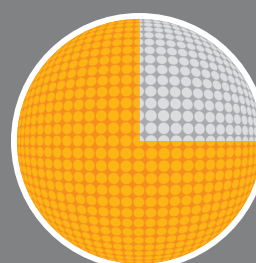
### Revenue by Geography



### Financial Highlights

| (\$ in millions)              | 2007      | 2006    | % Change |
|-------------------------------|-----------|---------|----------|
| Revenue                       | \$688.4   | \$550.8 | +25%     |
| Operating income              | \$116.6   | \$80.2  | +45%     |
| Adjusted EBITDA*              | \$167.6   | \$118.0 | +42%     |
| Total assets                  | \$1,323.8 | \$944.3 | +40%     |
| Deferred subscription revenue | \$239.4   | \$191.2 | +25%     |
| Capital expenditures          | \$11.9    | \$10.6  | +12%     |
| Total debt                    | \$3.1     | \$0.6   | NM       |
| Shareholders' equity          | \$840.9   | \$565.2 | +49%     |

### Recurring Revenue – Nearly 75%



\*Non-GAAP Financial Measure. Non-GAAP financial measures are presented only as a supplement to the financial statements based on U.S. generally accepted accounting principles (GAAP). Reconciliations of comparable GAAP measurements to non-GAAP measurements, such as EBITDA, Adjusted EBITDA, Adjusted EPS, and free cash flow are provided within the schedules attached to the IHS Form 8-K furnished on January 10, 2008.

# Corporate Information

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## General Information

**IHS Inc. Headquarters:**  
15 Inverness Way East  
Englewood, CO 80112  
Phone: +1 800 525 7052 or  
+1 303 790 0600

**Common Stock Listing:**  
New York Stock Exchange  
(Symbol: IHS)

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## Shareholder Services

Communications about share ownership, transfer requirements, changes of address, lost stock certificates, account status and sale of shares should be directed to:

Computershare Trust  
Attn. Securities Team A  
350 Indiana Street  
Suite 800  
Golden, CO 80401  
+1 303 262 0600

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## Investor & Media Relations

Securities analysts, investor professionals and general media should contact:

Investor Relations &  
Corporate Communications  
+1 303 397 7970  
Investor\_relations@ihs.com

The company's annual report, press releases, and filings with the Securities Exchange Commission may be obtained from the IHS web site located at [www.ihs.com](http://www.ihs.com).

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## Independent Auditors

Ernst & Young LLP  
Denver, CO

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## Annual Meeting

The company's annual meeting of shareowners will be held at:

The Ritz Carlton  
1099 18th Street  
Denver, CO 80202

April 24, 2008  
Beginning at:  
10:00 a.m. Mountain Time.

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## NYSE CEO Certification

As required by Section 303A.12(a) of the NYSE Listed Company Manual, in February 2008 our Chief Executive Officer certified to the NYSE that he was not aware of any violation by IHS of the NYSE's Corporate Governance listing standards.

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## IHS Forward-Looking Statements

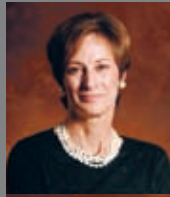
This report may contain forward-looking statements as defined in the Private Securities Litigation Reform Act of 1995. Forward-looking statements are statements that are not historical facts. Such statements may include financial projections and estimates and their underlying assumptions, statements regarding plans, objectives and expectations with respect to future operations, products, and services, and statements regarding future performance. In some cases, you can identify these statements by forward-looking words such as "intend," "may," "might," "will," "should," "expect," "plan," "anticipate," "believe," "estimate," "predict," "potential," or "continue," the negative of these terms, and other comparable terminology; however, be advised that not all forward-looking statements contain these identifying words. These forward-looking statements, which are subject to risks, uncertainties, and assumptions, may include projections of our future financial performance based on our growth strategies and anticipated trends in our business. These statements are only predictions based on our current expectations and projections about future events. There are important factors that could cause our actual results, level of activity, performance, or achievements to differ materially from the results, level of activity, performance, or achievements expressed or implied by the forward-looking statements. Those factors include, but are not limited to, our ability to obtain content on commercially reasonable terms from third parties (including Standards Development Organizations), changes in demand for our products and services, changes in the energy industry, our ability to develop new products and services, pricing and other competitive pressures, risks associated with the integration of acquisitions, changes in laws and regulations governing our business and certain other risk factors, including those discussed or identified by us from time to time in its public filings (which may be viewed at [www.sec.gov](http://www.sec.gov) or [www.ihs.com](http://www.ihs.com)). Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee future results, level of activity, performance, or achievements. Moreover, neither we nor any other person assumes responsibility for the accuracy or completeness of any of these forward-looking statements. You should not rely upon forward-looking statements as predictions of future events. Other than as required by applicable law, IHS does not undertake any obligation to update any of these forward-looking statements after the date of this report to conform our prior statements to actual results or revised expectations.

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## Board of Directors



**Jerre Stead**  
Chairman of the Board &  
Chief Executive Officer  
IHS Inc.



**Ruann F. Ernst**  
Former Chairperson &  
Chief Executive Officer  
Digital Island, Inc.



**Balakrishnan S. Iyer**  
Former Senior Vice President &  
Chief Financial Officer  
Conexant Systems Inc.



**C. Michael Armstrong**  
Chairman  
John Hopkins Medicine  
Hospital and Health System



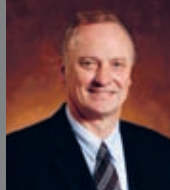
**Christoph v. Grolman**  
Joint-Chief Executive Officer  
TBG Holdings N.V.



**Michael Klein**  
Chairman & Co-Chief  
Executive Officer  
Citi Markets & Banking  
Vice Chairman  
Citibank International plc



**Steven A. Denning**  
Chairman & Managing Director  
General Atlantic LLC



**Roger Holtback**  
Chairman  
Holtback Invest AB

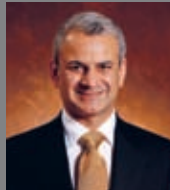


**Richard W. Roedel**  
Former Chairman &  
Chief Executive Officer  
BDO Seidman, LLP

## Executive Officers



**Jerre Stead**  
Chairman of the Board &  
Chief Executive Officer



**Ron Mobed**  
Co-President & Co-Chief  
Operating Officer



**Michael Sullivan**  
Executive Vice President &  
Chief Financial Officer



**Stephen Green**  
Senior Vice President &  
General Counsel



**John Oechsle**  
Senior Vice President &  
Chief Information Officer



**Jeffrey Tarr**  
Co-President & Co-Chief  
Operating Officer



**Scott Key**  
Senior Vice President  
Corporate Marketing  
President & Chief  
Operating Officer  
Jane's



**Jane Okun**  
Senior Vice President &  
Chief Customer Process Officer



**Richard Walker**  
Senior Vice President  
Global Corporate Development  
and Strategy



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