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RNS holding steady with 85% market share of regulatory company announcement finds the latest survey by Knowledge Technology Solutions

Competitors to the London Stock Exchange's Regulatory News Service have failed to gain substantial market share, as RNS has maintained its grip on the company regulatory news market. The second survey (from May to August 2002) by data technology company Knowledge Technology Solutions, found that RNS still controls almost 85% of the market. Even PRNewswire, the next most popular service, is trailing behind with only 10.5% share of the market. And Hugin, introduced two weeks after the other services, carried just 0.19% of regulatory announcements made by London listed companies.

On 15th April, RNS lost its monopoly to carry company regulatory announcements when the Financial Services Authority approved six other providers, known as PIPs (primary information providers).

In its first survey KTS used MarketTerminal – its real-time financial data, news and analysis product – to identify initial changes in the market after PIPs were introduced. Its second survey has now found that while the new entrants were gaining market share each week till early May, since then RNS has proved remarkably robust against its new competitors. During the quarter 42,777 regulatory announcements were issued.

Service	Current share (%) August 2002	Previous share (%) May 2002	Change (+/-%)
RNS	84.88	84.96	-0.08
PRNewswire	10.53	11.25	-0.72
PIMS Wire	0.43	1.81	-1.38
Business Wire	1.07	0.85	+0.22
Newslink	0.57	1.12	-0.55
Waymaker	2.33	0.01	+2.32
Hugin	0.19	0	+0.19

Figure 1: Percentage change in PIPs market share from 20th May 2002 to 20th August 2002.

Source: MarketTerminal (<http://www.marketterminal.com>)

Chief Executive of Knowledge Technology Solutions, Dr Marc Pinter-Krainer, said:

"The six new PIPs have been vying for market share, but the net effect so far is that they are mostly growing at each other's expense, rather than making the sort of headway against market leader RNS they may have hoped for."

By 20th August, PR Newswire remained the next most popular service, but fell by 0.7%. Waymaker and Hugin were both latecomers to the market, with services starting two weeks later than the rest on 29th April. Waymaker has captured 2.33% of the market as the third most popular service by end of the first quarter but Hugin has made limited impact.

PIMS Wire lost out steadily, decreasing its share to 0.43% as did Newslink which fell to 0.57%. Businesswire gained market share, rising to 1.07%.

Dr Marc Pinter-Krainer continued:

"So far, the other PIPs have resisted the temptation to cut prices to compete more effectively with RNS. Some PIPs have played around with their price caps, which allow customer's free services after certain sums have been spent. Our hunch is that for the rest of this year, RNS will be sitting pretty as by far and away the biggest supplier, and that some of the competitors will re-evaluate the market."

Knowledge Technology Solutions will repeat the survey in November to see how the market evolves.

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Notes to editors

Price comparison of regulatory information services

Name	Business Wire	Hugin	Newslink	PIMS	PR Newswire	RNS	Waymaker
Annual fee	£70	£1100/£1600	None	None	None	£100	None
Capped annual charge	£2300 ¹	£9000	£1267/2396 ²	£4000	£2350	£5000 ³	£2300
Ad hoc results	£295	N/A	£95/125 ²	£99 ⁴	£375	£150	£10 per page
Ad hoc announcements	£40	N/A	£20/15 ²	£99 ⁴	£45	£150	£10 per page
Ad hoc forms	£20	N/A	£20/15 ²	£20	£20	£50	£10 per page
Input format	Word/Excel	Word/Excel	Word/Excel	Word	Word/Excel/HTML	HTML	Word
Automated input interface	Web	Web	Web	Email & Web	Web	Web	Web
Hard copy input	No extra charge	Not available	Not available	Charges apply	No extra charge	Charges apply	No extra charge
Input availability	24hrs/7 days	24hrs/7 days	24hrs/7 days	24hrs/7 days	24hrs/7 day	24hrs/7 days	24hrs/7 days
Input availability to SIPS	7am-6.30pm M-F	24hrs/7 days	24hrs/7 days	24hrs/7 days	7am-6.30pm M-F	7am-6.30pm M-F	24hrs/7 days
Helpline	24hrs/7 days	24hrs/7 days	24hrs/7 days	24hrs/7 days	24hrs/7 days	24hrs/7 days	24hrs/7 days

¹ Terms and conditions apply

² Two rates apply: FTSE 250 up to 36 releases cap £1559, 96 releases £2369. Other 36/£1267, 96/£1937. Ad hoc prices split FTSE 250 and other.

³ Reduced rate for Investment Trusts (£3500). Cap does not apply to hard copy.

⁴ Or £30 for first 400 words and £8 per additional 100 words, whichever is less.

About Knowledge Technology Solutions PLC

Knowledge Technology Solutions PLC focuses on developing and licensing proprietary technology and software solutions related to real-time information processing. The Group's information technologies aggregate, analyse and manage live data and deliver the enhanced information in real-time, tailored to customer requirements, via the Internet and wireless platforms. This delivery mechanism offers organisations a cost-effective communications infrastructure and enables users to access live information from any location at any time.

The company's flagship product is MarketTerminal, a real-time financial information system offering market data, analytics, news and research from leading information providers such as Standard & Poor's ComStock, Dow Jones Newswires, JCF Group, etc. (www.marketterminal.com).

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