



## News release

**22 August 2003**

### **RNS's competitors begin to make inroads into regulatory news market, according to latest KTS survey**

The latest PIPs survey by Knowledge Technology Solutions PLC reveals that the leading provider of regulatory news distribution – the London Stock Exchange's Regulatory News Service (RNS) - lost 6.52% of its market share to rival primary information providers (PIPs) over the last six months. Since the market was opened to competition in April 2002, there has been fierce competition and price-discounting as the various PIPs jockey for position.

The source of KTS's data is its UK live financial news and data product, QuoteTerminal, which aggregates all the PIPs announcements.

The other major development was the decision by Newslink, which claims to be the UK's largest independent news aggregation and delivery service, to suspend its regulatory news service at the end of June.

The main beneficiary of RNS's loss was BusinessWire – its market share rose from 1.53% to 6.32% in the past six months. As a result BusinessWire overtook Waymaker as the PIP with the third largest share of the market. The other PIPs increasing their market share were Waymaker, which jumped from 2.80% to 4.73% and Hugin, which rose from 0.42% to 0.58%.

PR Newswire suffered a very small fall (0.08%) in its share of the market, but still retains second place having issued 9.22% of regulatory announcements during the previous six months. PIMS's share of the market also fell by 0.23% to 0.36%.

**Dr Marc Pinter-Krainer, chief executive of KTS, said:**

“The regulatory news market was opened up to competitors some sixteen months ago now, so some might say that it’s about time that the new players began to grab a decent slice of the market. However, RNS is a well-known, trusted name and in my opinion it was almost inevitable that it would hold on to most of the market while its competitors tried to make a name for themselves. I also believe that, despite the progress the new PIPs are now making, it will be a long time, if ever, before RNS finds itself being challenged as market-leader.”

**Current PIPs market share**

<b>Service</b>	<b>Current share (%) August 2003</b>
RNS	78.43
PRNewswire	9.22
Waymaker	4.73
BusinessWire	6.32
Newslink±	0.36
PIMS	0.36
Hugin	0.58

Table 1: PIPs market share from 22<sup>nd</sup> February 2003 to 21 August 2003.  
Source: QuoteTerminal (<http://www.quoteterminal.com>)

± Newslink suspended its PIP service with effect from 30<sup>th</sup> June 2003

On 15<sup>th</sup> April 2002, RNS ceased to be the only outlet for company regulatory announcements. PR Newswire, BusinessWire, PIMS, and Newslink introduced their competing services on 15<sup>th</sup> April. Hugin and Waymaker started their services on 29<sup>th</sup> April. The PIPs charge either per announcement made with an upper limit to the annual price charged, or they have an annual fee (please refer to Table 2 on the following page).

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Notes to editors

Table 2: Price comparison of regulatory information services as at 20<sup>th</sup> August 2003

Name	Business Wire	Hugin	PIMS	PR Newswire	RNS	Waymaker
Annual fee	£80	****£1300/ £2000	None	None	None	None
Capped annual charge	*£2300	N/A	**£4000 (£1750)	**£3000 (£1950)	**£5000 (£2500)	**£500 – Corporate clients, £3000 – fund managers (£1000)
Ad hoc results	£295	N/A	***£99	£100	£220	£50*****
Ad hoc announcements	£40	N/A	***£99	£100	£150	£50*****
Ad hoc forms	£20	N/A	£20	£20	£50	£10
Input format	Word/Excel	Word/Excel	Word/Excel	Word/Excel/ HTML	HTML/Word	Word
Automated input interface	Web	Web	Email & Web	Web	Web	Web
Hard copy input	No extra charge	Charges apply	Charges apply	No extra charge	Charges apply	Charges may apply
Input availability	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	7am-6.30pm M-F	7am-6.30pm M-F	24hrs/7 days
Helpline	24hrs/7 days	7am-7pm	24hrs/7 days	18hrs M - F – service outside these hours if required	24hrs/7 days	24hrs/7 days

\* Terms and conditions apply

\*\* Figure in brackets is reduced rate for Investment Trusts

\*\*\* or £30 for first 400 words and £8 per additional 100 words whichever is less

\*\*\*\* £1300 for less than 15 announcements per year or £2000 for unlimited announcements

\*\*\*\*\* £10 per announcement for Fund Managers

## **About Knowledge Technology Solutions PLC**

Knowledge Technology Solutions PLC ([www.ktsplc.com](http://www.ktsplc.com)) is a technology and software solutions company listed on the Alternative Investment Market of the London Stock Exchange (AIM: KTS). Utilising its proprietary technology, KTS focuses on developing and licensing software solutions related to real-time information processing. The Group's information technologies aggregate, analyse and process live data and deliver the enhanced information as organised knowledge 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 speedily connect to and instantaneously interact with live information from any location at any time.

KTS provides real-time market data solutions to market professionals via its financial information products which deliver essential real-time financial information from leading data providers at a low cost point.

## **About QuoteTerminal**

QuoteTerminal is the company's real-time financial information system which offers a fast continuous stream of essential UK market data, analytics, news and research for equities, fixed income, foreign exchange and derivatives, seamlessly integrated into a single complete package. Premium data is provided by leading information providers such as ComStock, Dow Jones Newswires, RNS News, JCF Group, Hemscott and Exchange Data International. By utilising proprietary technology and the Internet, financial professionals can immediately monitor and interpret live market activity from any location via a more cost-effective channel. ([www.quoteterminal.com](http://www.quoteterminal.com)).