

# Ex Libris

## Welcome ANZREG

February 2012



Ziv BenZvi, VP APAC  
Ex Libris Group

  
**ExLibris**  
The bridge to knowledge

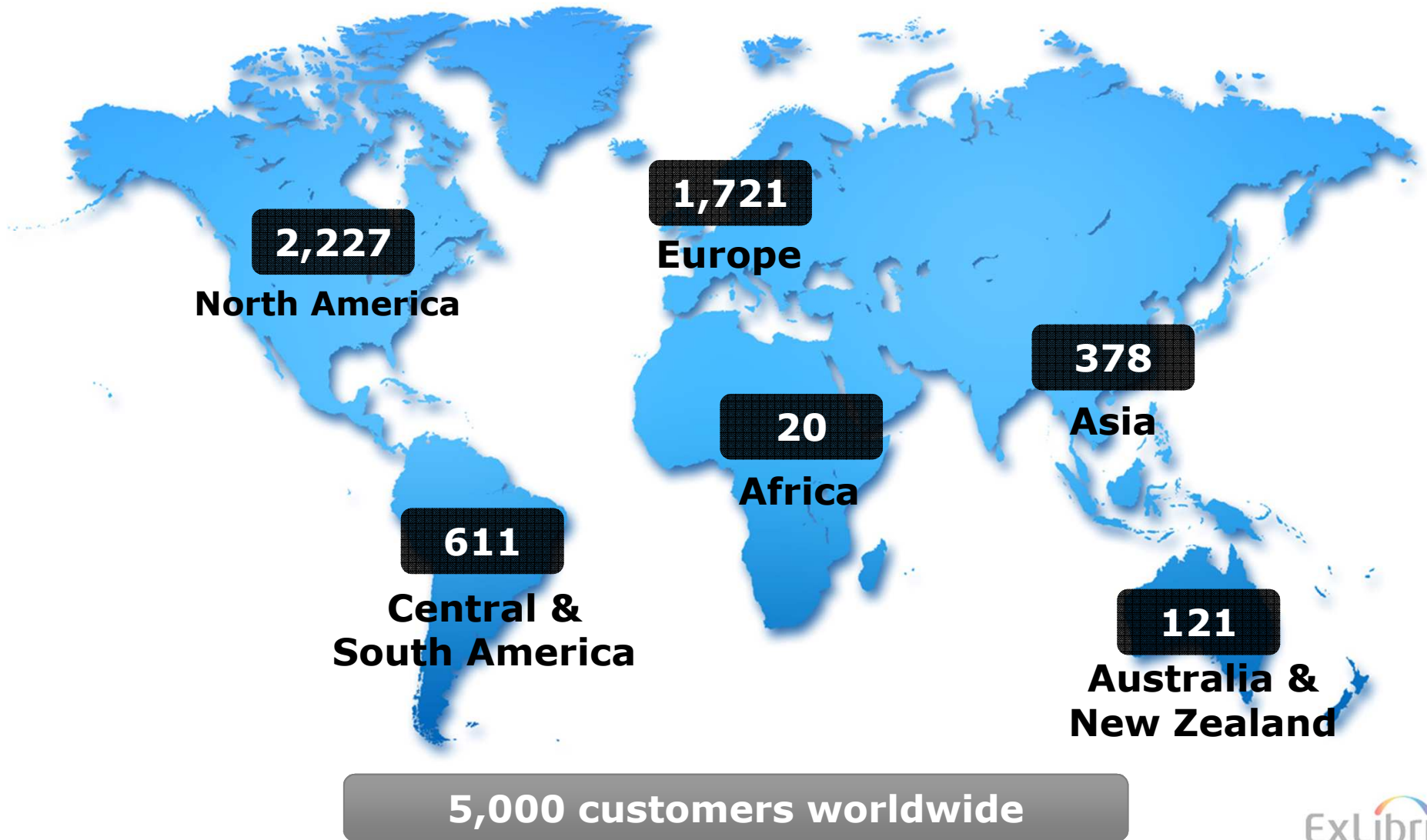
  
ExLibris

# Ex Libris in Numbers

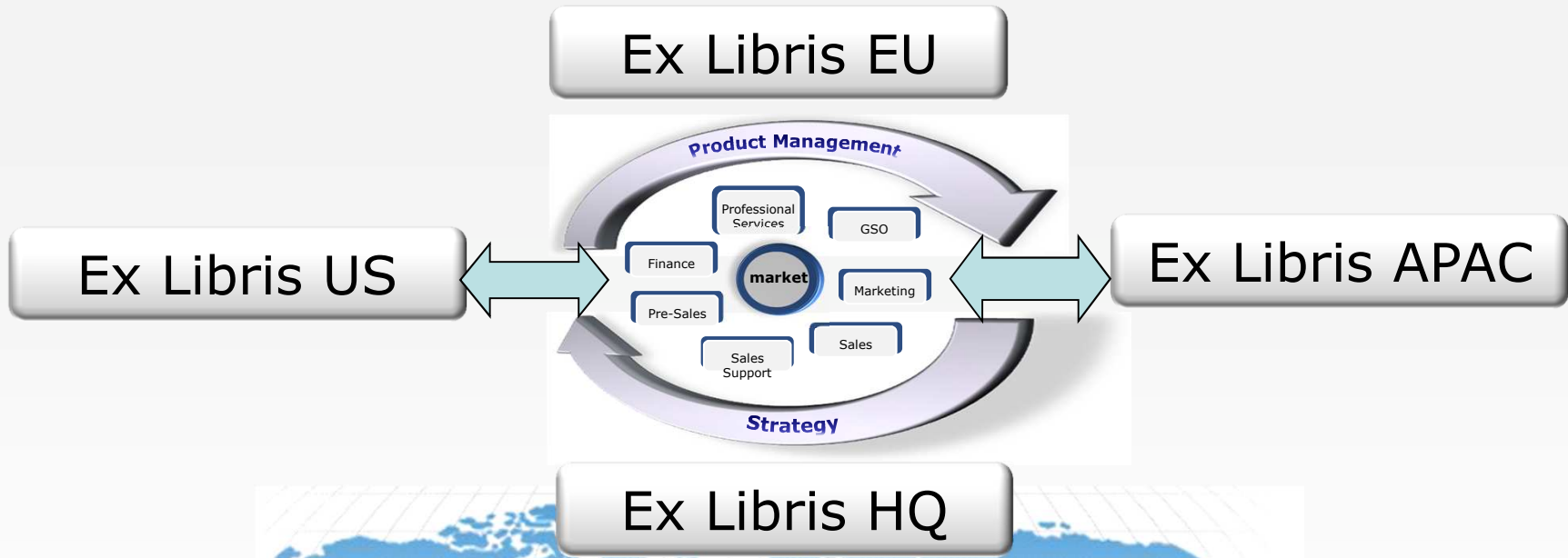
- **5,000 customers**
- **41 national libraries**
- **81 countries**
- **520 employees**
- **2011 revenues: \$93M**



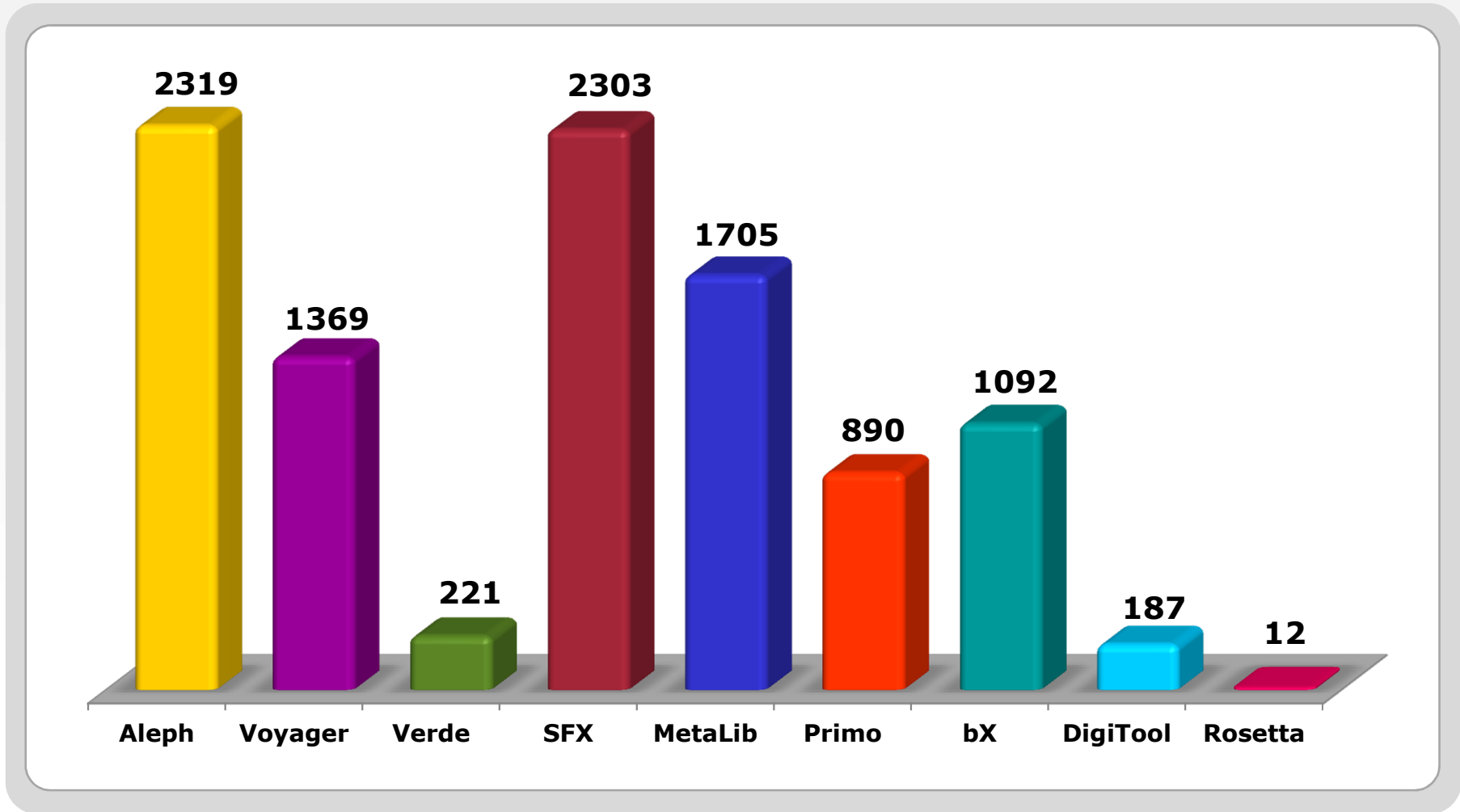
# Worldwide Customer Distribution



# A Team in Sync.



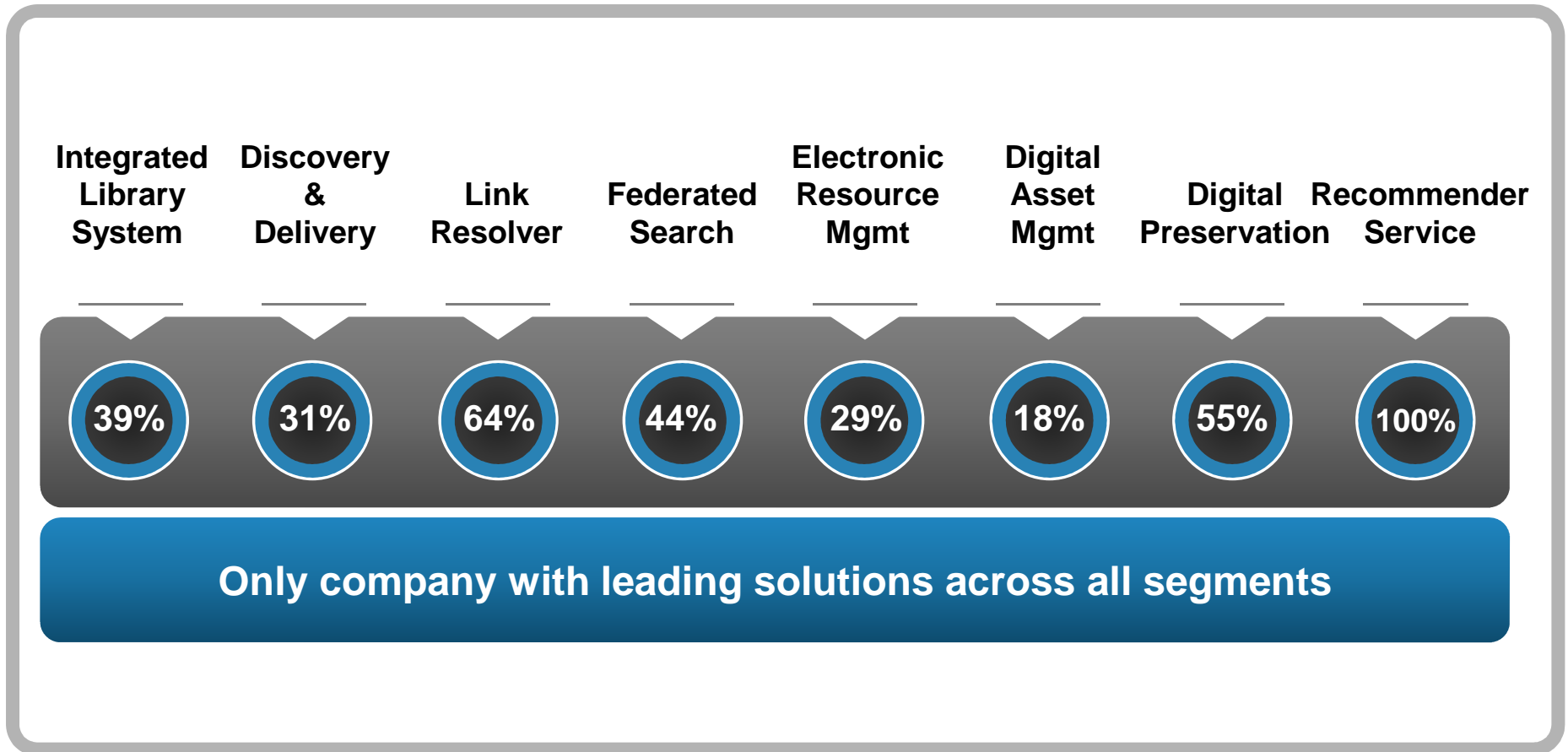
# Our Customer Base by Product



As of November 2011

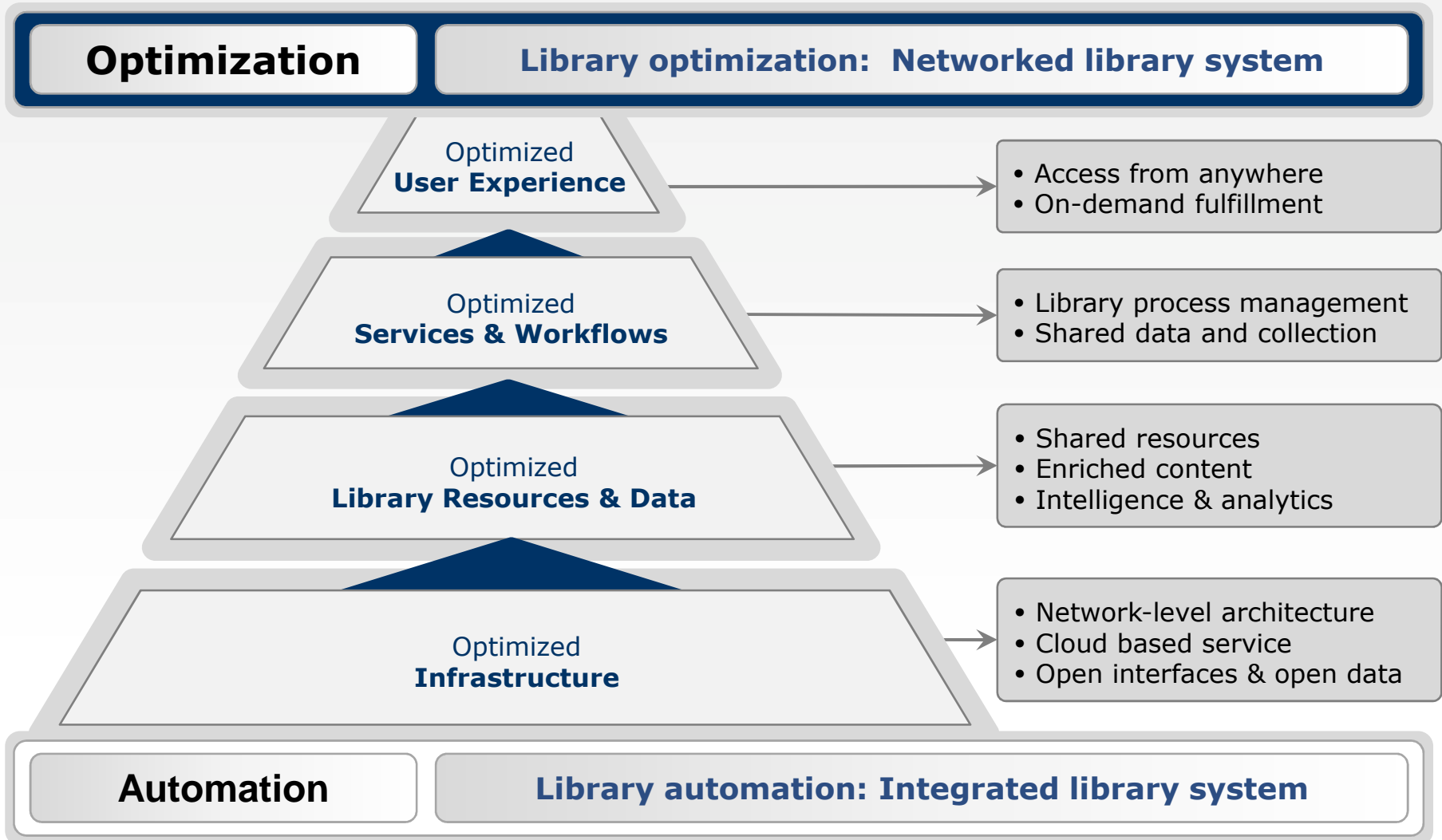


# Market Share Leadership



\* Based on "Automation Marketplace 2011" by Marshall Breeding

# Alma: Unlocking the Value of the Library



# Alma Embraced by Libraries

- **28** early adopters signed, representing **60** institutions
- Small (**20** users/**400K** bibs) to large (**600** users/**8M** bibs)
- **6** countries
- **5,800** users
- **45,000,000** bibliographic records
- **14** Voyager customers
- **9** Aleph customers
- **5** Non Ex Libris (SirsiDynix, III, Talis/Capita, OCLC)
- **9** Verde customers
- **6** DigiTool customers



# Key Focus Areas

<b>Cloud</b>	Transition to cloud offering
<b>Alma</b>	Complete development and move into GR
<b>Primo</b>	Continue to innovate with Primo & PCI
<b>bx</b>	Add advanced analytics as services
<b>Rosetta</b>	Expand offering for academic libraries
<b>CSAT</b>	Continue focus on customer satisfaction
<b>Execution</b>	Perform operationally and financially

**Thank You !**

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