



Company Fact Sheet

NewRiver, Inc.

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Company Overview

Since 1987, NewRiver has assisted financial services companies in ensuring compliance, decreasing operational costs, improving employee productivity, and enhancing customer relations. NewRiver's "best-in-class" solutions for electronic compliance and intelligent document fulfillment are based on an extensive library of intellectual property; hundreds of man-years and millions of dollars invested in technology development; and, the extensive expertise of NewRiver's employees in every aspect of financial services. With these assets, NewRiver's clients and their intermediaries are positioned to be the most competitive organizations and have the best opportunity for long-term success.

"Plug and Play" Products and Services

As an application services provider (ASP), NewRiver supplies a powerful array of compliance data and intelligent delivery services that are easy-to-use and can be easily integrated into your existing systems architecture with minimal training or security risk. NewRiver's flexibility enables solutions to be customized for specific client requirements for data feeds, systems integration, and speed of delivery.

Optimal Delivery Options

Because NewRiver is not a printer, NewRiver works with each client to provide the most optimal delivery solution for investor communications: offset printing, print on-demand (POD), CD, e-delivery, or online on custom microsites. NewRiver's portfolio-specific books and e-delivery services save client institutions much time, a large amount of money, and many trees. Additionally, NewRiver's Web-based data and desktop solutions are designed to be both comprehensive and flexible, easily integrating into any client systems architecture.

Top-Tier Clients

NewRiver currently serves more than 100 top financial companies, including Allianz/USAllianz Securities; Coates Analytics; E*Trade Securities; First Allied Securities; Lincoln Financial Group; MFS Retirement Services; Park Ave Securities, an indirect Wholly-Owned Subsidiary of The Guardian Life Insurance Company of America; Southwest Securities; UBS PaineWebber; and, Wachovia Securities.

The Bottom Line: Meeting Business Goals

Whether the goal is to improve productivity at the point of sale, operations efficiency in the back office, or ROI for the entire organization, NewRiver delivers bottom-line results by:

- providing the most-actionable information available;
- effectively streamlining processes in-house; and,
- seamlessly delivering information to your investors.

NewRiver partners individually with each of our clients to provide a set of customized end-to-end services – all of which makes your choice for meeting compliance challenges and intelligent delivery a simple one.

Ownership

Founded in 1987, NewRiver is a privately held corporation.

Leadership

Russell E. Planitzer, Chief Executive Officer and Chairman
David Brown, Vice President, Technology and Operations
Leonard D. Driscoll, Vice President, Product Management
Robert King, Vice President, Services
Jeff Levering, Vice President, Corporate Development
Alexander C. Magary, General Counsel
Rajiv Malhotra, Country Head, India
Christopher J. McMann, Chief Financial Officer
Stoddard K. Rowley, Vice President, Sales

Lead Investors

Lazard Technology Partners
Pequot Ventures
Ironsides Ventures

Products

NewRiver's industry-best product portfolio includes three powerful solution suites:

- **FundPOINT®** – the industry's only Web-based data and desktop solution sourced daily from EDGAR
- **Intelligent Delivery Services®** – best-practice document fulfillment for print and e-delivery
- **EnrollCompleteSM** – automated print and web custom communications publishing platform

FundPOINT Suite

- **FundPOINT® Data** – A unique compliance solution offering an unmatched combination of fund coverage, depth of data, accuracy, and timeliness.
- **FundPOINT® Desktop** – A Web-based, "paperless" solution that simplifies the process of selling mutual funds while greatly improving sales practices at the point of sale.
- **FundPOINT® Monitor** – A Web-based email daily alert and information tool that notifies firms of the compliance change affecting the funds or stocks they sell.
- **FundPOINT® Research** – A comprehensive Web-based library of current and historical mutual fund documents sourced from EDGAR.

Intelligent Delivery Services Suite

- **Prospectus Express®** – The industry's only compliant e-prospectus service – featuring electronic "compliance envelopes" of mutual fund disclosure documents that are updated daily from EDGAR and delivered electronically with consent management.
- **Consent Express®** – An industry-best solution for electronic consent management and archiving that meets E-SIGN and industry regulations, and offers firms greater auditability, savings, and efficiency.
- **Digital Express Prospectus LibrarySM** – Offering print-ready PDF format prospectus documents sourced daily from EDGAR, this service automates prospectus delivery with compliance built in.
- **Portfolio-Specific PrintingSM** – A digital print-on-demand, portfolio-specific service that customizes prospectuses, semi-annual and annual reports, and supplements to the individual investor's holdings.

EnrollCOMPLETE

- **EnrollCOMPLETESM** – A digital publishing platform that makes it practical to deliver more targeted communications for every employer, at the plan or participant group level, in an ASP solution.
- **NewRiver Fund Fact SheetsSM** – An efficient way to produce timely, accurate fund information available in print or online.
- **NewRiver MicrositesSM** – Automated publishing of branded retirement plan portals for any number of employer plans.

A Heritage of Compliance Innovation: NewRiver Technology Milestones

Since its inception, NewRiver has been first-to-market with a number of business technology solutions that help meet industry compliance and client cost management goals.

- **1998: Prospectus Express[®]** – NewRiver creates the first e-prospectus, featuring electronic “compliance envelopes” of mutual fund disclosure documents updated daily from EDGAR.
- **1999: Consent ExpressSM** – NewRiver patents the process used to collect and manage consents for electronic delivery and paper suppression.
- **2001: Intelligent Delivery Services[®] with Portfolio-Specific PrintingSM** – NewRiver develops print on-demand, investor-specific documents for reduced cost and improved compliance.
- **2002: FundPOINT[®] Data** – NewRiver introduces the industry’s first 100% EDGAR-based data solution set for mutual funds.
- **2004: AuditAnchorsSM** – NewRiver offers real-time auditability with dynamic data links to EDGAR-sourced documents.
- **2004: EnrollCompleteSM** – NewRiver unveils an automated publishing platform for custom print and Web communications.
- **2004: FundPOINT[®] Desktop** – NewRiver delivers a Web-based point of sale tool for mutual funds based on current EDGAR-based documents.
- **2005: Share Class AnalyzerSM Tool** – FundPOINT Desktop offers the first tool to help determine the appropriate share class for investors.
- **2006: FundPOINT[®] 529 Data** – FundPOINT Data introduces a single-source data solution to better manage multi-layered 529 college savings plan information.
- **2006: FundPOINT[®] Market Timing Data** – FundPOINT Data introduces an industry-only solution to help firms meet Rule 22c-2 compliance and keep current on fund company market timing policies.
- **2007: FundPOINT[®] Monitor** – NewRiver offers a Web-based daily email alert and compliance information tool that tracks a firm’s fund lineup and forwards branded email alerts to customers and distributors.
- **2007: FundPOINT[®] Research** – NewRiver releases a Web-based library of current and historical mutual fund documents to assist with trade reconciliations, arbitration, and regulatory reviews.

NewRiver Patents

NewRiver's Issued and Published Patents represent our long-standing commitment to reducing cost and time through technology. NewRiver currently is the owner of eight issued patents and/or published patent applications. These include:

- Patent No. 7,028,190 – "Method and System for Electronic Delivery of Sensitive Information"
- Patent No. 6,782,506 – "Obtaining Consent for Electronic Delivery of Disclosure Documents"
- Patent No. 6,122,635 – "Mapping Compliance Information into Useable Format"
- Patent Application No. 20050125316 – "Method for Creating and Delivering Customized Compliance Information"
- Patent Application No. 20030204461– "System for Mapping Financial Disclosure Data into Compliance Information"
- Patent Application No. 20010056387 – "Method and Apparatus for Providing Financial Transaction Data via the Internet"
- Patent Application No. 20050102313 – "System for Locating Data Elements within Originating Data Sources"
- Patent Application No. 20020055898 – "Obtaining Consent for Electronic Delivery of Compliance Information"

NewRiver also has two unpublished patent applications directed toward:

- Automatic PDF (Portable Document Format) Generation
- Virtual Print Run

About NewRiver, Inc.

NewRiver, Inc. is the global leader for electronic compliance and intelligent document services for the financial brokerage and retirement industries. NewRiver's solutions enable financial brokerages, retirement plan providers, variable annuity providers, and retirement plan record keepers to dramatically decrease operations expenses, to strengthen customer and business partner relationships, and to improve the productivity of their employees. NewRiver currently serves more than 100 top financial companies, including Allianz/USAllianz Securities; Coates Analytics; E*Trade Securities; First Allied Securities; Lincoln Financial Group; MFS Investment Management; Morgan Stanley; Park Ave Securities, an indirect Wholly-Owned Subsidiary of The Guardian Life Insurance Company of America; Prudential Financial; Southwest Securities; True North Financial Services; UBS PaineWebber and Wachovia Securities. NewRiver is headquartered in Andover, Massachusetts. For more information, please visit www.newriver.com.

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