

## The Top 25 Companies That Manage Information Best

Drawn from a database of 2,500 publicly traded companies with \$100 million in revenue, what follows is a list of the firms most adept at managing information for competitive advantage. These companies, which range in size and industry, are ranked by Information Productivity, an indicator that gauges how a company manages what has become its most important asset—its information. In the information economy, what a company knows about itself, its customers and its market can be the difference between thriving and diving.

| Rank | Company name               | Description                        | Net sales (\$M) | Est. transaction costs (\$M) | Income before extra items (\$M) | IVA* (\$M) | Information Productivity (%) |
|------|----------------------------|------------------------------------|-----------------|------------------------------|---------------------------------|------------|------------------------------|
| 1    | Washington REIT            | Real Estate Investment Trust       | \$164           | \$5                          | \$45                            | \$44       | 840.2%                       |
| 2    | Chesapeake Energy Corp.    | Crude Petroleum, Natural Gas       | \$1,717         | \$24                         | \$311                           | \$166      | 700.7%                       |
| 3    | Valero LP                  | Pipelines, Natural Gas             | \$181           | \$8                          | \$70                            | \$47       | 618.7%                       |
| 4    | Carmike Cinemas            | Motion Picture Theaters            | \$493           | \$15                         | \$107                           | \$93       | 607.6%                       |
| 5    | Eagle Materials            | Concrete, Gypsum, Plaster Products | \$427           | \$6                          | \$58                            | \$335      | 590.0%                       |
| 6    | Apache Corp.               | Crude Petroleum, Natural Gas       | \$4,199         | \$139                        | \$1,095                         | \$731      | 527.7%                       |
| 7    | Stone Energy Corp.         | Crude Petroleum, Natural Gas       | \$508           | \$15                         | \$133                           | \$78       | 527.4%                       |
| 8    | HomeFed Corp.              | Real Estate Developer              | \$148           | \$12                         | \$74                            | \$62       | 511.6%                       |
| 9    | Houston Exploration        | Crude Petroleum, Natural Gas       | \$493           | \$20                         | \$134                           | \$95       | 487.7%                       |
| 10   | Encore Acquisition         | Crude Petroleum, Natural Gas       | \$220           | \$9                          | \$63                            | \$44       | 478.2%                       |
| 11   | MoneyGram Intl.            | Business Services                  | \$1,572         | \$13                         | \$112                           | \$58       | 461.1%                       |
| 12   | Prentiss Properties Trust  | Real Estate Investment Trust       | \$359           | \$11                         | \$64                            | \$46       | 417.5%                       |
| 13   | Evergreen Resources        | Crude Petroleum, Natural Gas       | \$215           | \$15                         | \$73                            | \$58       | 396.5%                       |
| 14   | Catellus Development Corp. | Real Estate Investment Trust       | \$535           | \$56                         | \$228                           | \$204      | 365.6%                       |
| 15   | Kinder Morgan Energy       | Natural Gas Transmission           | \$6,624         | \$150                        | \$694                           | \$548      | 364.6%                       |
| 16   | VSE Corp.                  | Engineering Services               | \$134           | \$0.352                      | \$2                             | \$1        | 355.3%                       |
| 17   | Devon Energy Corp.         | Crude Petroleum, Natural Gas       | \$7,352         | \$307                        | \$1,731                         | \$979      | 318.7%                       |
| 18   | Denbury Resources          | Crude Petroleum, Natural Gas       | \$394           | \$11                         | \$54                            | \$35       | 316.3%                       |
| 19   | Cincinnati Bell            | Local Telecommunications           | \$1,558         | \$342                        | \$1,246                         | \$1,076    | 314.7%                       |
| 20   | Kaneb Pipe Line Partners   | Petroleum Bulk Stations            | \$570           | \$25                         | \$84                            | \$75       | 299.0%                       |
| 21   | Petroleum Development      | Crude Petroleum, Natural Gas       | \$199           | \$5                          | \$23                            | \$14       | 289.9%                       |

|           |                                      |                                   |                |              |                |                |               |
|-----------|--------------------------------------|-----------------------------------|----------------|--------------|----------------|----------------|---------------|
| <b>22</b> | <b>UnitedGlobalCom</b>               | <b>Communications Services</b>    | <b>\$1,892</b> | <b>\$532</b> | <b>\$1,995</b> | <b>\$1,513</b> | <b>284.6%</b> |
| <b>23</b> | <b>Delta Financial Corp.</b>         | <b>Mortgages &amp; Loans</b>      | <b>\$110</b>   | <b>\$23</b>  | <b>\$67</b>    | <b>\$66</b>    | <b>280.8%</b> |
| <b>24</b> | <b>American Real Estate Partners</b> | <b>Hotel &amp; Motel Operator</b> | <b>\$231</b>   | <b>\$14</b>  | <b>\$61</b>    | <b>\$39</b>    | <b>278.0%</b> |
| <b>25</b> | <b>Washington Federal</b>            | <b>Savings Institution</b>        | <b>\$462</b>   | <b>\$36</b>  | <b>\$146</b>   | <b>\$91</b>    | <b>254.5%</b> |