

## Unsung heroes

*We're nothing without our people*

30,000 minds fuel our business: publishers, editors, journalists, designers, educators, marketers, sales people, technology professionals, operations and distributions experts. Here are just a few who did something special last year.



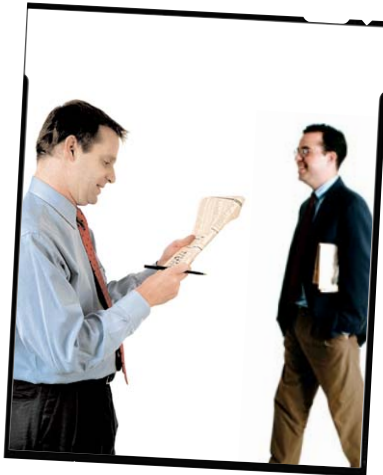
**Left:** Richard Tomkins, Business Journalist of the Year (Business Journalist of the Year Awards).

**Below centre:** Lucy Warwick-Ching, Best Newcomer to Pension and Investment (Aon Consulting Awards).

**In 2003 the *Financial Times* won more than 30 awards.**

**Above:** Kate Burgess, National Journalist of the Year (Bradford & Bingley Personal Finance Media Awards).

**Right:** Adrian Michaels and Peter Spiegel, Business and Finance Reporters of the Year (British Press Awards) for their coverage of US accounting scandals.



**Below:** FT.com editor Tracey Corrigan (far right) with team members Paul Solman, Lisa Rohumaa, Eoin Callan and Emma Jacobs. FT.com was honoured with seven awards in 2003 including Best Global Markets Site (Barron's Awards), Media Prize for Subscription Services and Best Consumer Site (New Media Age), which described FT.com as 'a monster of a site'.

**Above left:** Martin Wolf, Decade of Excellence Award (Business Journalist of the Year Awards).

**Above right:** Philip Coggan, Fund Management Journalist of the Year (State Street Global Advisers Annual Award).



**Right:** Gene Smith from Addison Wesley. Our Higher Education business in the US grew faster than the market for a fifth straight year helped by the strength and quality of our sales teams.

**Right:** Chris Marchant, Franco Ziccardi, Gary Francis and Alan Shaw are part of our new distribution team in Rugby in the UK. Our new state-of-the-art warehouse, shared by Penguin and Pearson Education, opens for business in March 2004.



**Left:** Susan Petersen Kennedy, President of Penguin Group (US), was named the 2004 Matrix Award Honoree in the Books category. These prestigious annual awards recognise exceptional women who have distinguished themselves in the communications field.



**Above:** Wendy Craven is editor to bestselling author, Philip Kotler, who has published with Pearson Prentice Hall for more than 30 years. In that time, his classic textbook *Marketing Management* has sold more than two million copies and been translated into 23 languages.



**Above:** John Ridding, Su-Mei Thompson and Ien Cheng are part of the team who launched the Asia edition of the *Financial Times* and [www.zhongwen.ft.com](http://www.zhongwen.ft.com), a Chinese language version of FT.com, in 2003.



**Left:** Lyn Fraser (Australia), Mandy Suhr (UK) and Mariann Donato and **below** Marilyn Ducksworth, senior vice president, Corporate Communications (US) helped Penguin to make publishing history with the publication of *The English Roses*, the first of five children's books by Madonna. This was the biggest simultaneous worldwide release ever in more than 30 languages and 100 countries including Australia, the UK and the US.



When Oprah Winfrey picked John Steinbeck's *East of Eden* for her TV book club, an old classic began to fly off the bookstore shelves. In six months it sold more than 1.5 million copies – more than it had sold since publication in 1952 – made possible by an extraordinary effort by our production and distribution teams.



Walter Bagdzinski

Nancy Dominioni

Larry Kennison



**Above:** Don Redpath, Norman Lidofsky, Julie Shiroishi, Ken Kaye, Hank Cochrane, Richard Adamonis, Mary Margaret Callahan, Ernie Petrillo, Patrick Nolan, Michael Yarmark.



Lisa Pascarello

Beth Blank