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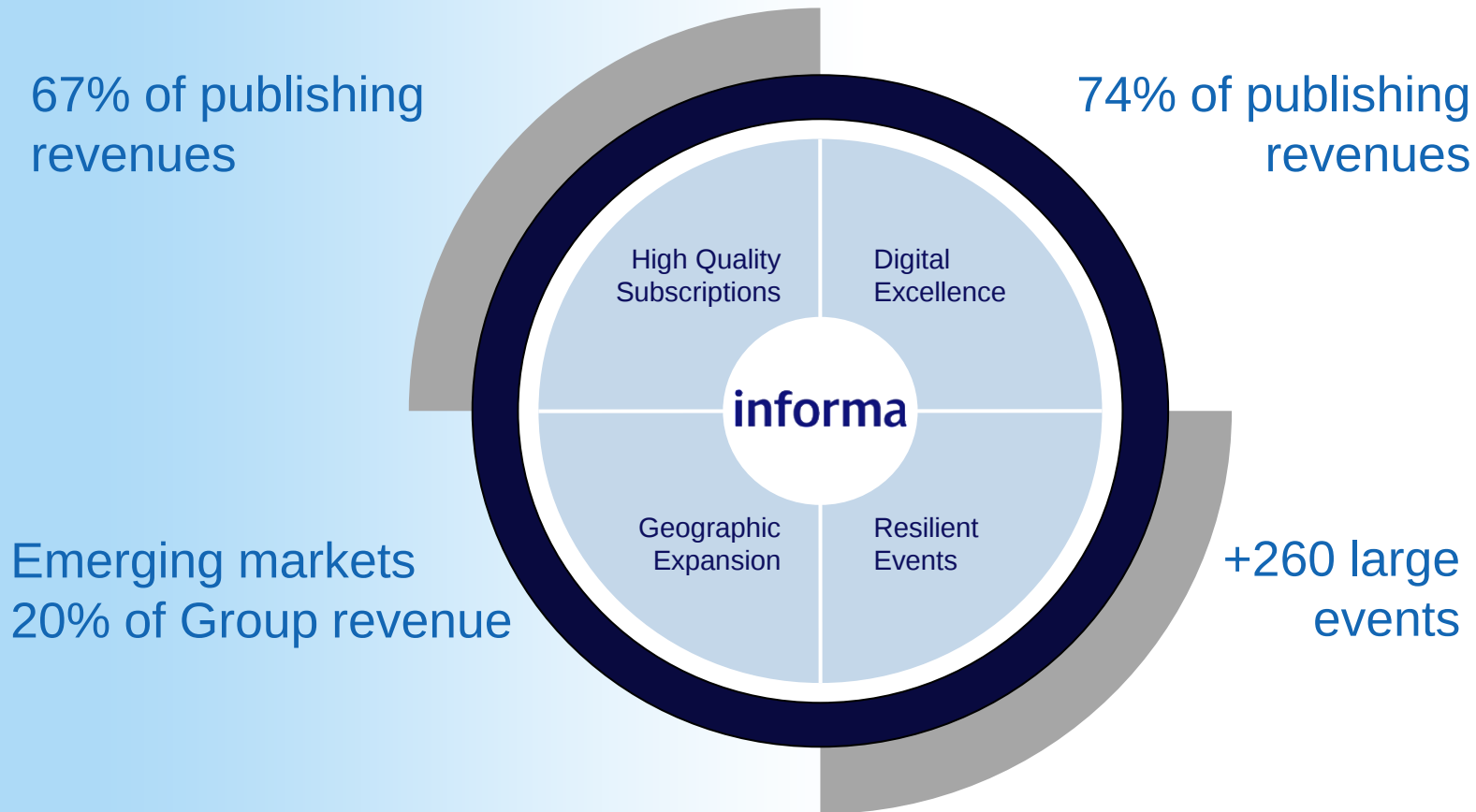
Results to 30 June 2012

Peter Rigby
Adam Walker

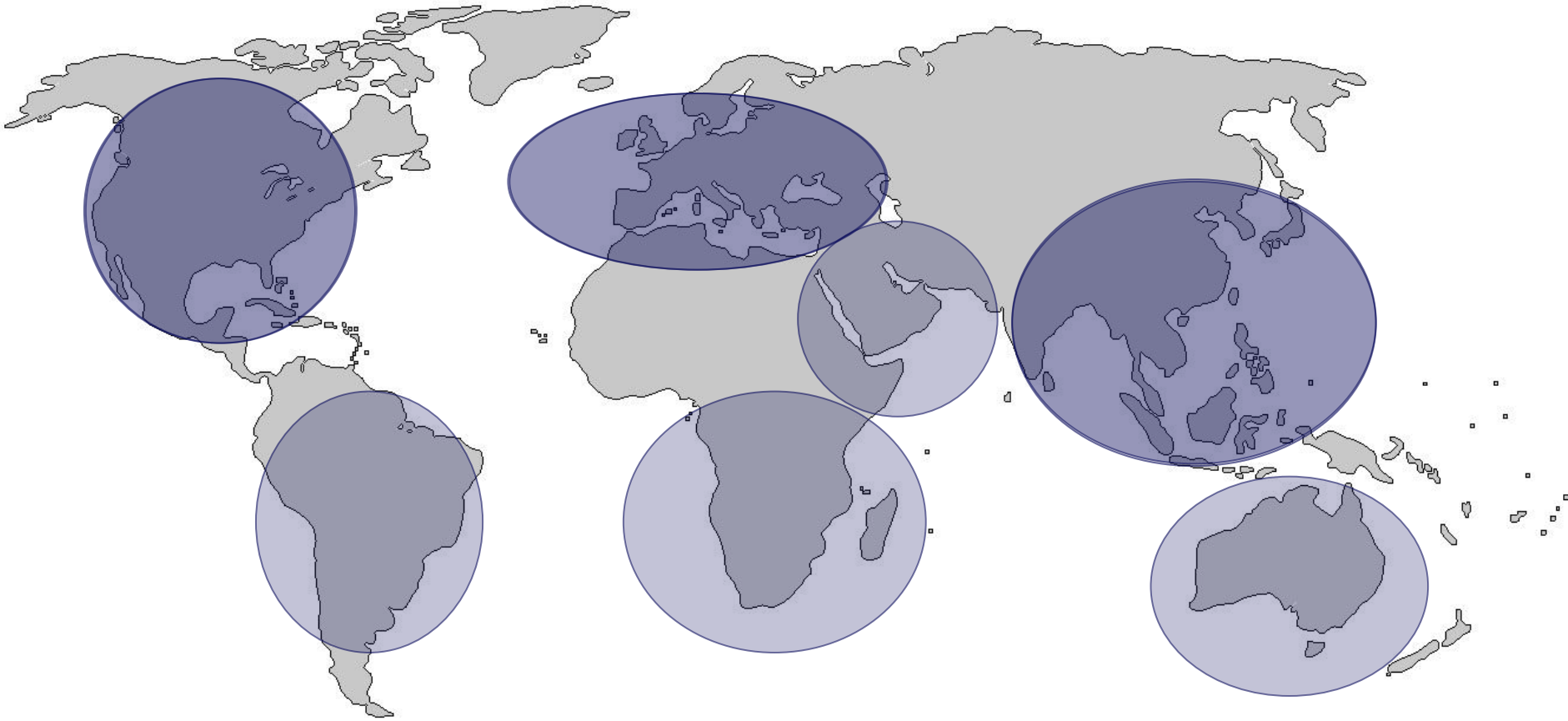
Chief Executive
Finance Director

25 July 2012

Informa Business Strategy



The World as we see it



Financial Summary

Adam Walker

Financial Highlights

Solid financial performance in tough trading conditions

Adjusted operating profit increased to £160.1m (H1 2011 £159.1m)

Adjusted operating profit margin increased to 25.8% (H1 2011 25.1%)

Cash conversion 76% (H1 2011 56%)

Net debt to EBITDA 2.3 times

Adjusted diluted EPS up 3.4% to 18.3p

Interim dividend increased to 6.0p

Income Statement

	H1 2012 £m	H1 2011 £m
Revenue	619.6	634.8
Adjusted operating profit	160.1	159.1
Amortisation	-67.5	-63.9
Other adjusting items	-81.6	-7.3
Operating profit	11.0	87.9
Net interest	-12.8	-21.5
Loss / profit on disposal	-25.6	0.1
Tax	-14.5	-11.3
Loss / profit for the year	-41.9	55.2
Adjusted EPS (diluted)	18.3p	17.7p

Divisional Summary

	H1 2012 £m	H1 2011 £m	Actual %	Organic %
Revenue				
Academic Information	154.0	145.1	6.1%	3.7%
PCI	173.3	181.6	-4.6%	-4.5%
Events and Training	292.3	308.1	-5.1%	-1.6%
Total	619.6	634.8	-2.4%	-1.2%

Adjusted Operating Profit

Academic Information	51.2	47.0	8.9%	5.6%
PCI	54.0	52.6	2.7%	2.5%
Events and Training	54.9	59.5	-7.7%	-5.8%
Total	160.1	159.1	0.6%	0.3%

Operating Cash Flow

	H1 2012 £m	H1 2011 £m
Adjusted operating profit	160.1	159.1
Depreciation and software amortisation	10.3	9.7
Share based payments	2.3	1.6
EBITDA	172.7	170.4
Net capital expenditure	-11.7	-11.5
Working capital movement	-39.9	-70.2
Operating cash flow	121.1	88.7
Adjusted cash conversion	76%	56%

Net Funds Flow

	H1 2012 £m	H1 2011 £m
Operating cash flow	121.1	88.7
Restructuring and reorganisation	-5.2	-5.3
Net interest	-16.5	-22.5
Taxation	-23.2	-6.8
Free cash flow	76.2	54.1
Acquisitions and disposals	-71.0	-103.0
Dividends	-71.0	-57.1
Net issue of shares	0.3	0.2
Net funds flow	-65.5	-105.8
Opening net debt	-784.0	-779.1
Non-cash items	-0.5	-2.2
Foreign exchange	5.2	9.4
Closing net debt	-844.8	-877.7

Canada

Acquisition of market leading trade show and conference organiser

Sector strengths – construction, real estate, interior design and furnishing

FY revenue in 2011 C\$25m

Operating margin in line with industry

Opportunity for organic launches and geo-cloning

Experienced management team

Divisional Summary

Peter Rigby

Academic Information

Resilience across both books and journals

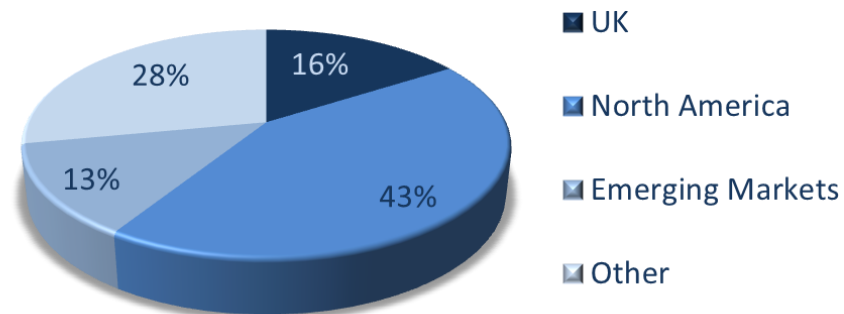
T&F Online success & books launch July '12

Geo strengths – UK, US, India, Japan, China ...

Books - growth in ebooks

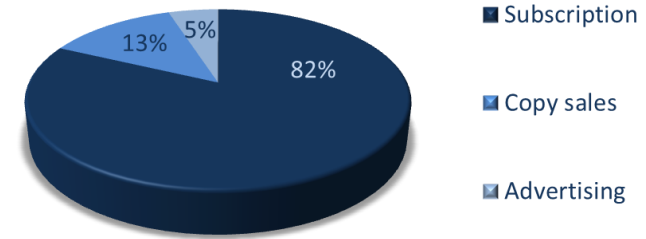
Open Access & Finch report

Revenue by customer location



PCI

PCI revenue by type



Market driven revenue decrease

- Reduced level of consulting across product lines

- Reduced advertising

- Reduction in subs revenue in certain verticals (pharma & financial services)

Strategy led revenue decrease

- Removal of hard copy advertising media

- Reduction in number of marginal reports & consulting

- Focus on core knowledge areas

PCI

Growth in core products across key vertical sectors

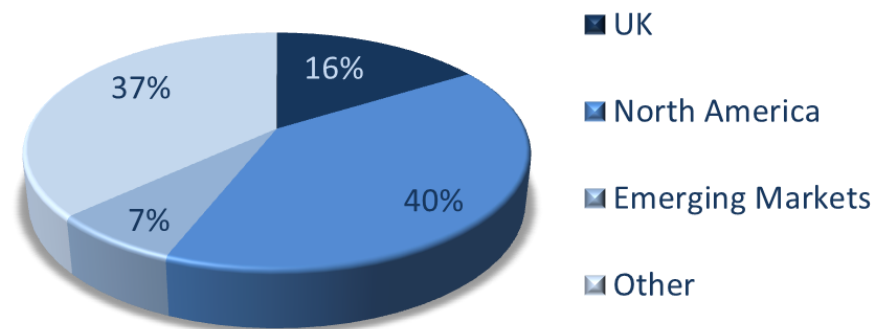
Yield growth and usage increase across core subscription products

Product launches in H2 to drive growth

IBI / DM integration producing expected savings £12m

Chinese Healthcare agreement

Revenue by customer location



Events & Training

Largest events doing well in H1 with strong forward bookings

Canadian acquisition July 2012

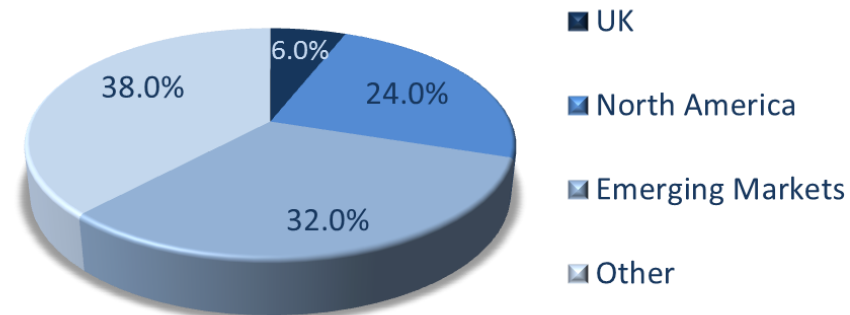
9 new large H1 events (6 organic)

Smaller conferences tough

Consolidation of European events businesses

Training – tough H1 pipelines better for H2

Revenue by customer location



Executing on Strategy

Increased exposure to emerging markets

Disposal of European smaller conferences & Robbins Gioia

Increased proportion of larger events

Rationalisation to focus on high value subscription revenues

Reduced advertising, focus on core strengths

Increased resilience across the group

Summary & Outlook

Solid financial performance in tough trading conditions

Focus on managing profitability – rationalisation of revenue streams

Investment in product launches and bolt-on M&A

Improved cash conversion

Strong balance sheet

Trading in line with expectations and good future prospects

Appendices

Balance Sheet

	June 2012	June 2011
	£m	£m
Intangibles and goodwill	2,596.2	2850.6
Fixed assets	18.1	19.6
Other non-current assets	17.4	5.5
Current assets	262.7	279.4
Other current liabilities	-623.4	-664.4
Net debt	-844.8	-877.7
Other non-current liabilities	-178.2	-215.5
	1,248.0	1,397.5

Operating adjusting items

	H1 2012 £m	H1 2011 £m
Restructuring and reorganisation costs	1.4	6.4
Impairment	80.0	-
Acquisition costs	0.3	1.0
Re-measurement of contingent consideration	-0.1	-0.1
Intangible asset amortisation	67.5	63.9
Total	149.1	71.2

Tax

	PBT £m	Tax Charge £m	Effective tax rate %
Statutory results	-27.4	14.5	-52.9
Adjusted for:			
Restructuring and reorganisation costs	1.4	0.1	
Intangible asset amortisation	67.5	16.2	
Impairment	80.0	-	
Loss on disposal of business	25.6	-	
Early termination of cross currency swaps	-4.5	-1.1	
Deferred tax credit arising from UK corporation tax rate change	-	3.0	
Other adjusting items	0.2	-	
Adjusted results	142.8	32.7	22.9

Currency

	Average Rates		Closing Rates	
	H1 2012	H1 2011	June 2012	June 2011
USD	1.5838	1.6183	1.5580	1.5983
EUR	1.2128	1.1447	1.2387	1.1045
BRL	2.9455	2.6277	3.2362	2.5043

Movement of 1 cent on the full year	USD	EUR	BRL
	£m	£m	£m
Revenue	3.7	1.0	0.1
Operating profit	1.5	0.3	0.03
Net debt	3.7	0.3	-