informa

bringing knowledge to life

2013 Half-Year Results

Peter Rigby: **Chief Executive**

Adam Walker: **Finance Director**

30 July 2013

Introduction

Peter Rigby

H1 2013 Overview

- Underlying growth in continuing operations
- Disposal of non-core assets
- Bolt-on acquisitions in line with strategic objectives
- Further proactive reduction in small conference volume and marginal publishing products
- Improving quality of earnings
- Strong cash generation
- Strong balance sheet
- 2013 full year expectations unchanged

Financial Summary

Adam Walker

Financial highlights - continuing

- Organic revenue growth of 1.2% to £566.7m
- Adjusted operating profit growth of 2.7% to £162.0m
- Adjusted operating margin up 60bps to 28.6%
- Adjusted diluted EPS up 5.0% to 18.9p
- Interim dividend increased 6.7% to 6.4p
- Deferred income up 7% at constant currency
- Cash conversion of 70%
- Net debt / EBITDA at 2.4x

informa
bringing knowledge to life

Divisional summary - continuing

Revenue	H1 2013 £m	H1 2012 £m	Actual %	Organic %
Academic Information	**164.7**	154.0	6.9	3.7
PCI	**171.0**	173.3	-1.3	-4.1
Events	**231.0**	235.3	-1.8	3.6
Total	**566.7**	562.6	0.7	1.2
Adjusted Operating Profit				
Academic Information	**54.0**	51.2	5.5	5.6
PCI	**46.4**	54.0	-14.1	-17.1
Events	**61.6**	52.5	17.3	18.6
Total	**162.0**	157.7	2.7	1.9
Adjusted Operating Margin	**%**	%		
Academic Information	**32.8**	33.2		
PCI	**27.1**	31.2		
Events	**26.7**	22.3		
Total	**28.6**	28.0		

informa
bringing knowledge to life

Income statement - continuing

	H1 2013 £m	H1 2012 £m
Revenue	**566.7**	562.6
Adjusted operating profit	**162.0**	157.7
Amortisation	**-57.4**	-57.1
Other adjusting items	**-11.5**	-81.6
Operating profit	**93.1**	19.0
Net interest	**-13.8**	-12.8
Loss on disposal	**-3.0**	-25.6
Tax	**-16.9**	-15.6
Profit/(loss) for the year	**59.4**	-35.0
Adjusted EPS (diluted)	**18.9p**	18.0p
Dividend per share	**6.4p**	6.0p

Cash flow summary

	H1 2013 £m	H1 2012 £m
Adjusted operating profit (inc Corporate Training)	**161.4**	160.1
Depreciation and software amortisation	**11.3**	10.3
Share based payments	**1.6**	2.3
EBITDA	**174.3**	**172.7**
Net capital expenditure	**-8.8**	-11.8
Working capital movement	**-52.6**	-39.8
Operating cash flow	**112.9**	**121.1**
Adjusted cash conversion	**70%**	*76%*
Restructuring and reorganisation	**-7.4**	-5.2
Net interest	**-13.5**	-16.5
Taxation	**-37.0**	-23.2
Free cash flow	**55.0**	**76.2**

informa
bringing knowledge to life

Net debt movement

	H1 2013 £m	H1 2012 £m
Net Debt at 1 January	**-802.4**	-784.0
Free cash flow	**55.0**	76.2
Dividends	**-75.3**	-71.0
Net acquisition spend	**-61.8**	-71.0
Foreign exchange	**-37.5**	5.2
Other items *	**-0.5**	-0.2
Net Debt at 30 June	**-922.5**	-844.8
Net Debt/EBITDA *(using average exchange rates)*	**2.4**	2.3

* Issue of shares and amortisation of borrowing costs

M&A activity

- Investment focused around strategic objectives
- Strict financial criteria on acquisitions
- Strong track record of returns
- 2012 acquisitions (Zephyr, MMPI) performing well
- 2013 H1 highlights:
  - Disposal of Spanish & Italian conference businesses
  - Disposal of Corporate Training businesses
  - Acquisition of EBD Group

2011 acquisitions – 1st year ROI: 12.0%
2010 acquisitions – 1st year ROI: 12.5%
2009 acquisitions – 1st year ROI: 18.9%

informa
bringing knowledge to life

Disposal of Corporate Training

- Five businesses, originally acquired with IIR in 2005
- Volatile trading, limited revenue visibility, weighted to Q4
- 2012 revenue of $194m and adjusted EBITA of $23.5m
- Consideration of up to $180m from Providence Equity Partners
  - $165m initial consideration ($100m cash, $65m vendor loan)
  - $15m ratchet depending on revenue in 2013
- Modest dilution to earnings from 2013
- Significantly improves quality of earnings
- Completion expected at the end of Q3

Financial summary

- Underlying growth in revenue and profit through H1
- Interim dividend increase of 6.7%
- Strong balance sheet with Corporate Training proceeds to come
- Second half outlook remains healthy
  - Academic growth outlook positive
  - PCI sequential improvement in quarterly organic trends
  - Events forward bookings strong
- Full year expectations unchanged

Strategy Update

Peter Rigby

Strategic drivers

Proactive portfolio management

- **Selective disposals**
  - Events

→ Italy & Spain conference businesses

Corporate Training businesses

- **Strategic acquisitions**
  - Events
    - Agrishow
    - EBD Group

→ Annual large events, emerging markets, proprietary ‘partnering’ technology

- **Deliberate product pruning**
  - PCI
  - Events

→ Advertising, consulting, one-off reports

Small local language conferences

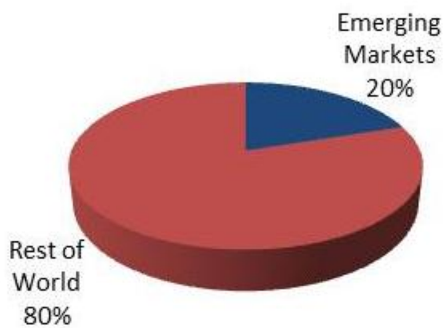
informa
bringing knowledge to life

Improving the quality of earnings

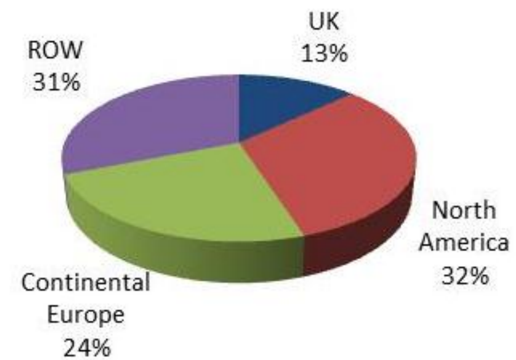
Revenue by type H1 2013 (continuing)

Revenue by type H1 2013 (continuing)

Emerging market revenue LTM H1 2013 (continuing)



Geographic revenue split H1 2013 (continuing)

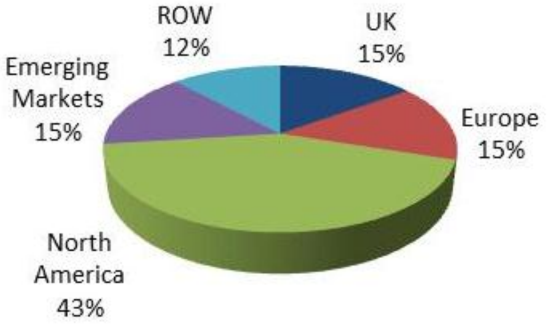


informa
bringing knowledge to life

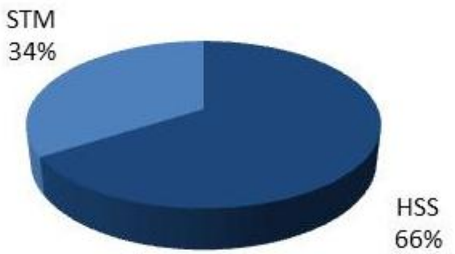
Academic Information

- 'Must have' information
- Digital subscriptions
- 1,761 journal titles
- 88,700 book titles
- Two thirds HSS, one third STM
- Strong journal renewals
- 23% of H1 book revenue was ebooks
- Appointment of Director of Open Access

Revenue by geography H1 2013



Revenue by subject area H1 2013

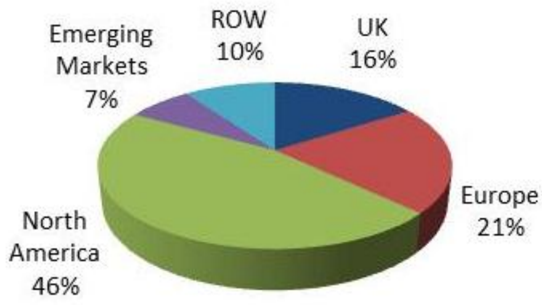


informa
bringing knowledge to life

Professional & Commercial Information

- Proprietary content & strong brands
- Niche focus: narrow and deep
- Digital subscriptions; transition largely complete
- Client decision-making still slow…
- …but key large customers re-engaging
- Overall market activity increasing
- New management team at IGM
- IBI cost initiative to save £5m pa

Revenue by geography H1 2013

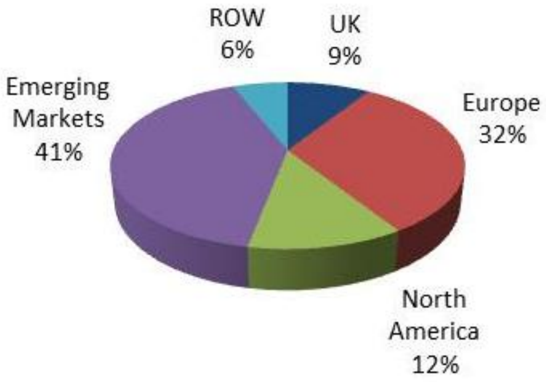


informa
bringing knowledge to life

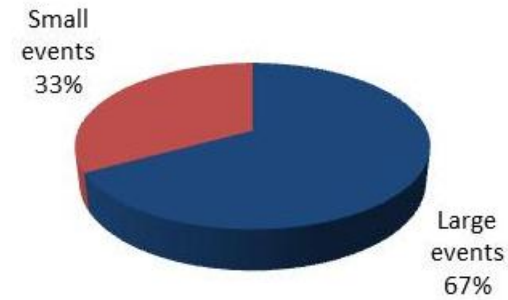
Events

- 147 large events in H1
- 7 new launches & geo-clones in H1
- Revenue from large events >60%
- Double-digit H1 organic revenue growth in large events
- 18.6% H1 organic profit growth in Events
- Emerging markets 34% of LTM revenue
- Further rebalancing of portfolio
- Potential to leverage EBD technology

Revenue by geography H1 2013 (continuing)



Revenue by product H1 2013 (continuing)



informa
bringing knowledge to life

Brazil exhibitions case study

- Small conference business since 1990’s
- Buy and build strategy on large events
  - Acquisition of BTS and Ibratexpo in 2011
- Food, furniture, franchising, printing etc
- Close to £100m investment into the region
- Now one of the two big exhibition players
- 2013 June events performed well
- Successful bid for Agrishow in 2013
  - Leading market position
  - Informa’s expertise in the food sector

Brazilian exhibitions: Agrishow

- Food sector booming in Brazil
- Largest agricultural show in Latam
- >400k sqm gross / 240k sqm net
- >80,000 visitors from 67 countries
- BRL 3bn of credit letters issued pre-show

informa
bringing knowledge to life

Canadian exhibitions case study

- Acquired MMPI in July 2012 for $53.4m
  - Non-core asset for previous owner
  - Portfolio of 46 exhibitions and conferences
- Construction, real estate, food, design, art & craft
- Investment in new launches and geo-clones
  - Delicious Food / Cargo Logistics Canada
- Investment in acquisitions
  - Contech
- The biggest exhibition player in Canada
- Significant geo-cloning potential

CONSTRUCT CANADA
CANADA'S LARGEST BUILDING DESIGN & CONSTRUCTION SHOW

BUILDEX CALGARY

CARGO LOGISTICS CANADA

oneofakind SHOW & SALE
WWW.ONEOFAKINDSHOW.COM

DELICIOUS FOOD SHOW

IDS Interior Design Show

informa
bringing knowledge to life

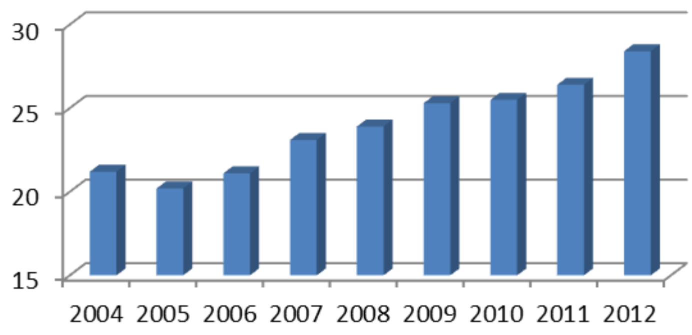
Summary and outlook

- Clear strategic objectives underpin strong first half performance
- Non-core disposals sharpen focus and reduce volatility
- Underlying growth and margin profile improving
- Emerging market presence growing
- Improving quality of earnings
- Balance sheet flexibility
- Attractive shareholder returns
- Well positioned to meet expectations for 2013

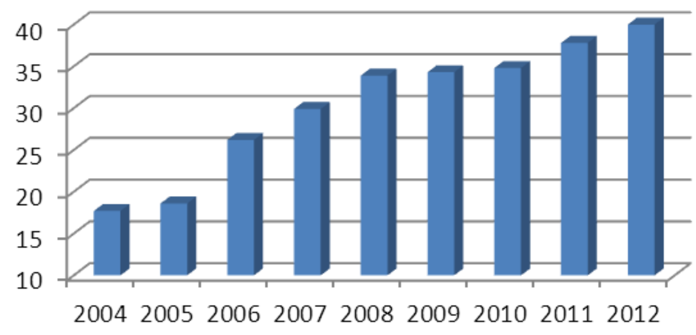
Appendix

Long-term performance

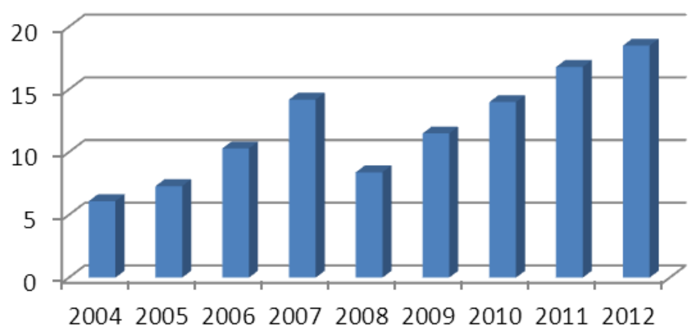
Adjusted operating margin (%)



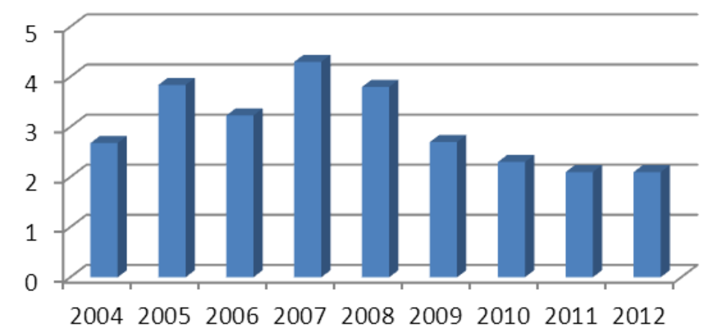
Adjusted EPS (p): CAGR 11%



Dividend per share (p): CAGR 15%



Year-end net debt / EBITDA (x)



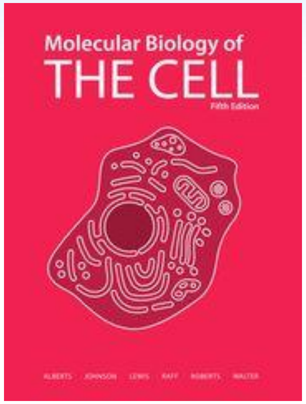
Vertical strength

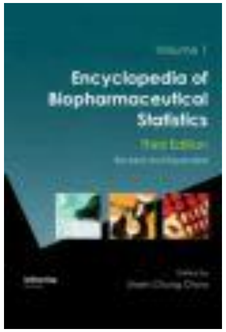
- Building multi-platform strength across industry verticals
- Global reach through geo-cloning and digital publishing
- Leverage knowledge, contacts, brands across the group
- Vertical strengths:
  - Healthcare & Life Sciences
  - Agri-Food & Commodities
  - Anti-Aging & Beauty
  - Telecoms & Media
  - Finance

Healthcare & Life Sciences

Garland Science
Taylor & Francis Group

ARAB HEALTH





HOSPITAL BUILD
& INFRASTRUCTURE
CHINA 2013
EXHIBITION & CONGRESS

Citeline Analytics®

SCRIP
Intelligence

AFRICA HEALTH

22nd Annual
PARTNERSHIPS™
IN CLINICAL TRIALS
The World's Most Authentic Gathering on Collaborating for Clinical Trial Excellence

EUROFORUM

DATAMONITOR
Healthcare

PHARMAASIA
2013 RUSSIAN
PHARMACEUTICAL FORUM

Trialpredict®

Medtrack®

phasic
strategy

informa
bringing knowledge to life

Agri-Food & Commodities

informa
agra

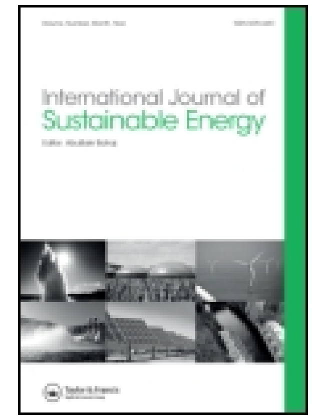
FERTECON

MIDDLE EAST ELECTRICITY

FOOD news

ANIMAL PHARM

4TH ANNUAL
Adam Smith CONFERENCES
UKRAINIAN ENERGY FORUM 2013



INTERNATIONAL sugar JOURNAL

THE Public Ledger

AGRIBUSINESS IN UKRAINE FORUM 2013

informa economics

POWER NIGERIA

ibc Energy
an informa business

agra-net.com
Serving the global agrifood industry

Vitafoods Europe
The global nutraceutical event
14 -16 May 2013
Geneva

informa
bringing knowledge to life

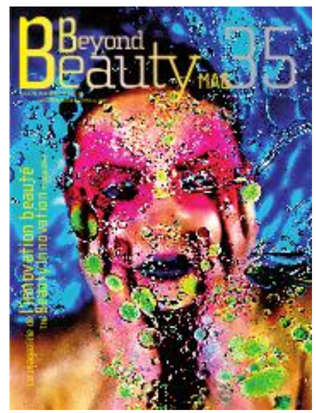
Anti-Aging & Beauty

aesthetics asia
EXHIBITION & CONGRESS

BEYOND BEAUTY EVENTS

EuroMediCom
Promoting Science for tomorrow

Vitafoods Europe
The global nutraceutical event
14–16 May 2013
Geneva



finished products europe
The leading dietary supplements event
14–16 May 2013
Geneva

CREATIVE BEAUTY PARIS
BEYOND BEAUTY EVENTS

PRIME
INTERNATIONAL JOURNAL OF AESTHETIC AND ANTI-AGEING MEDICINE
EUROPE
Informa healthcare

Telecoms & Media

informa telecoms & media

Digital TV Central & Eastern Europe Incorporating tv connect

NET NETWORK ECONOMICS TOOL Evaluating next generation costs

CDN World LAS VEGAS

telecoms.com

Broadband WORLD FORUM 2013

BIGDATA WORLD SERIES

tv connect Asia 2013

WTFB WORLD TELECOMS FINANCIAL BENCHMARKS

Control Room Communications

ENTERPRISE ICT AFRICA 12th - 14th November 2013 CTICC, Cape Town, South Africa www.enterprise-ictafrica.com

lte latin america 2013

OVUM

Critical Communications World INCORPORATING TETRA WORLD CONGRESS

WCIS World Cellular Information Service

WBIS World Broadband Information Service

Africa Cast

CLOUD WORLD SERIES WHERE TECHNOLOGY MEETS BUSINESS

telecoms.com INTELLIGENCE INDUSTRY SURVEY 2013 Getting the industry thinking

VSAT2013 GLOBAL SERIES

Telecoms Academy TRAINING EXCELLENCE

tv connect Global Events

tv connect Latin America 2013

LTE voice summit

MOBILE VIDEO 2013

Terabit

COM WORLD SERIES

Broadband LATIN AMERICA 2013

informa bringing knowledge to life

Balance sheet

	June 2013 £'m	June 2012 £'m
Intangibles and Goodwill	**2,493.5**	2,596.2
Fixed Assets	**18.2**	18.1
Other Non-Current Assets	**21.9**	17.4
Current Assets	**267.1**	262.7
Other Current Liabilities	**-551.7**	-623.4
Net Assets Held for Sale	**78.8**	-
Net Debt	**-922.5**	-844.8
Other Non-Current Liabilities	**-186.8**	-178.2
	1,218.5	1,248.0

informa
bringing knowledge to life

Operating adjusting items - continuing

	H1 2013 £m	H1 2012 £m
Amortisation of intangible assets	**57.4**	57.1
Impairment	**-**	80.0
Restructuring and reorganisation costs	**7.3**	1.4
Acquisition related costs	**4.2**	0.3
Subsequent re-measurement of contingent consideration	**-**	-0.1
Total	**68.9**	138.7

informa
bringing knowledge to life

Tax

	PBT £m	Tax Charge £m	Effective tax rate %
Tax on statutory results	76.3	16.9	22.1
Adjusted for:			
Restructuring and reorganisation costs	7.3	1.8	
Acquisition related costs	4.2	-	
Amortisation of intangible assets	57.4	15.6	
Loss on disposal of business	3.0	-	
Impact of UK corporation tax rate change	-	-0.4	
Tax on adjusted results	**148.2**	**33.9**	**22.9**

informa
bringing knowledge to life

Deferred income

	H1 2013	H1 2012	Actual	Constant Currency - continuing
	£m	£m	%	%
Publishing	**187.1**	179.9	4.0	3.3
Events	**107.3**	96.0	11.8	15.3
Total	**294.4**	275.9	6.7	7.4

informa
bringing knowledge to life

Currency - continuing

	Average Rates		Closing Rates	
	H1 2013	H1 2012	**June 2013**	June 2012
USD	**1.5422**	1.5838	**1.5249**	1.5580
EUR	**1.1767**	1.2128	**1.1681**	1.2387
BRL	**3.1428**	2.9455	**3.3470**	3.2362

Movement of 1 cent on the full year	USD	EUR
	£m	£m
Revenue	3.4	1.0
Adjusted Operating profit	1.5	0.4
Net debt	4.2	0.4

informa
bringing knowledge to life

Return on investment

2011 acquisitions – 1st year ROI - 12.0%

2010 acquisitions – 1st year ROI - 12.5%

2009 acquisitions – 1st year ROI - 18.9%

	2012	2011	2010	2009	2008
Group ROCE	9.2%	9.0%	8.8%	8.8%	8.1%

ROI is defined as tax-affected Adjusted EBITDA in the First Year post-acquisition, as a proportion of Total Consideration. Adjusted EBITDA is translated at the exchange rates in effect at the date of acquisition. The Group effective tax rate of 22.6% has been used for the 2012 review of 2011 acquisitions (2011 review: 23.4%).

ROCE: ((OP + interest income + adjusting items)*(1-tax rate) + other intangible amortisation)/(total assets – current liabilities + ST debt + accumulated other intangible amortisation + accumulated goodwill impairment)

informa
bringing knowledge to life

Thank you.