

2022 Annual General Meeting

Robust Trading, Increased Portfolio Focus & Accelerating Shareholder Returns

16 June 2022

www.informa.com



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Trading Update

ROBUST TRADING

Group underlying revenue growth of 40%+, with Academic Markets +3.5%, Live & On-Demand Events +100% and B2B Digital Services +10%. On track for upper end of 2022 guidance

INCREASED PORTFOLIO FOCUS

Completion of £1.9bn Pharma Intelligence divestment, including 15% equity interest in ongoing business. Financial Intelligence portfolio review progressing well

STRONG CASH

Shift to enhanced cash management processes and challenging cash metrics continuing to deliver strong cash conversion and free cash flow generation

STRENGTHENED BALANCE SHEET

Strong free cash flow and Pharma Intelligence divestment effectively reduces net debt to zero, strengthening the balance sheet and providing funds for reinvestment. Outlook upgraded to Stable by major ratings agencies

ACCELERATING RETURNS

Share buyback programme further extended from £300m to £725m, representing c.50% of post-tax cash proceeds received to date from the delivery of GAP II Portfolio Focus

VALUE IN VERTICALISATION

Strategy of Market Specialisation accelerating through continued expansion in On-Demand and B2B Digital Services. Led by Informa Tech following addition of content syndication and platform capabilities through NetLine acquisition

GAP II programme delivering growth, portfolio focus and shareholder returns

Live & On-Demand Events: Selection of Major Brands in first half

LOCATION	CATEGORY	BRAND	REVENUE	EXHIBITORS	ATTENDEES	DOMESTIC	NET SQ. FT
Middle East	Healthcare	Arab Health	£20m+	2,300+	44,000+	5-10%	425,000+
North America	Real Estate & Construction	World of Concrete	£20m+	1,000+	18,000+	85%+	640,000+
Middle East	Healthcare	Medlab Middle East	£5-£10m	300+	11,000+	15%±	100,000+
North America	Luxury & Lifestyle	Miami Boat Show	£20m+	650+	100,000+	90%+	1,800,000+
North America	Fashion	Magic	£10-£20m	1,200+	28,000+	80%+	400,000+
Middle East	Technology	LEAP	£10-£20m	700+	100,000+	60%±	530,000+
North America	Real Estate & Construction	TISE	£5-£10m	400+	10,000+	90%±	310,000+
North America	Real Estate & Construction	ROOF	£5-£10m	400+	5,000+	90%±	150,000+
North America	Real Estate & Construction	WWETT	<£5m	450+	6,000+	90%±	255,000+
North America	Health & Nutrition	Natural Products Expo West	£20m+	2,700+	55,000+	90%±	440,000+
North America	Engineering & Manufacturing	Anaheim MD&M West	£10-£20m	1,400+	10,000+	90%±	280,000+
North America	Technology	Game Developer Conference	£10-£20m	200+	15,000+	60%±	105,000+
Europe	Health & Nutrition	Vitafoods Europe	£10-£20m	650+	15,000+	15%±	180,000+
North America	Technology	Enterprise Connect	£5-£10m	150+	6,000+	90%±	55,000+
Europe	Beauty & Aesthetics	Anti-Aging World Congress	£5-£10m	250+	8,000+	15%±	50,000+
North America	Real Estate & Construction	Waste Expo	£5-£10m	480+	12,000+	94%	200,000+
North America	Luxury & Lifestyle	Palm Beach Boat Show	£5-£10m	470+	40,000+	93%	
North America	Aviation & Aerospace	MRO Americas	£5-£10m	800+	12,000+	87%	180,000+
North America	Fashion & Apparel	Coterie	£5-£10m	480+	5,000+	53%	160,000+
North America	Entertainment	Megacon Orlando	£5-£10m	800+	95,000+	99%	150,000+

£250m+
Revenue

c15k
Participating
Exhibitors

570k+
Participating
Attendees

4.5m+
Net Square Feet

85%+
Performance
versus 2019

The COVID-19 Pandemic

The COVID-19 Pandemic: 2020/2021

- **Stability & Security:** Widespread lockdowns and COVID restrictions - focus on preserving the long-term value of our Brands and Businesses
- **Colleague Support:** Colleague Support Fund, Balanced Working, Unlimited Volunteering, Colleague Assistance Programme; No access to furlough or government support
- **Business Flexibility:** Customer Support Fund, Events Postponement Programme, AllSecure Safety Standard, Virtual Events programme
- **Cash Management:** £600m+ Cost Management Programme, Cash Retention Programme
- **Robust Financing:** Debt rescheduling and refinancing, £800m bond issue, £750m short-term credit, £1bn oversubscribed equity addition, removal of all Group financial covenants



The COVID-19 Pandemic: 2022 into 2023

- **Stability & Security:** Most major in-country restrictions removed, with business normality returning at pace in North America, Middle East and Europe
- **Colleague Support:** Combination of vaccines, boosters and working practices supporting the move to work and live with the virus;
- **Business Flexibility:** Events Postponement Programme in Mainland China following targeted closed management measures in H1 2022; Progressive re-opening now underway.
- **Cash Management:** Deliberate shift to enhanced cash management processes continuing to deliver benefits
- **Robust Financing:** Net debt effectively zero following Pharma Intelligence divestment combined with continuing strong cash generation

Macro Environment

Macro Uncertainties & Pressures: 2022 into 2023

- Geo-political uncertainty
- Persistent high levels of inflation
- Rising energy, fuel and other input costs
- Prospects of higher interest rates
- Growing pressure on wage inflation
- Rising cost of living and impact on consumer confidence
- Fears of economic slowdown and recession



Informa Defence and Response: 2022 into 2023

- Geographic breadth
- Cost mitigation and pricing flexibility
- Low direct exposure to energy
- Minimal net debt with long-term funding
- Impact managed through high % of variable compensation
- Focus on B2B brands and markets
- Specialist markets and recurring revenues

£425bn

Market size of
2020 academic
R&D grants

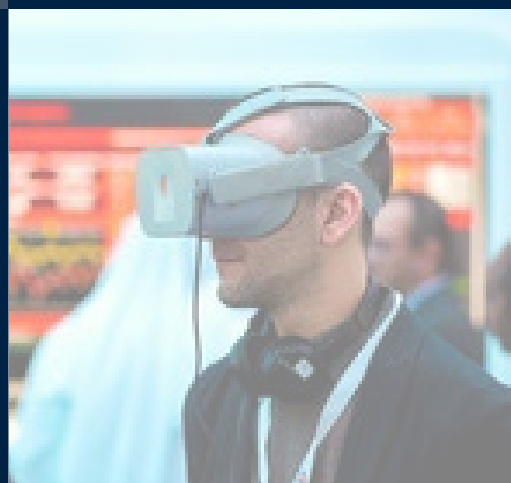
Source: Dimensions AI EY
Pantheon



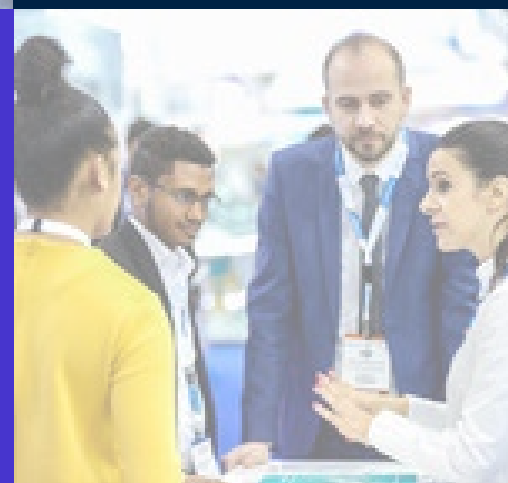
95%

Forecast size of
exhibitions market
in 2023 v 2019

Source: AMR



Knowledge &
Information
Economy



iris

65%+

Exhibitors agree
exhibitions reduce
their carbon
footprint

Source: UFI



6x

Typical spend on
Digital Services
versus F2F Events

Source: Informa Markets
Research

New Informa



Championing the Specialist

Connecting people with knowledge to help them learn more, know more and do more

Academic Markets & Knowledge Services



Taylor & Francis Group
an **informa** business

Behavioural
Science

Psychology

Engineering

Education

Physical
Sciences

Pharma

Beauty &
Aesthetics

Aviation

Fintech &
Investment

Life Sciences
& Biotech

Artificial
Intelligence

Cyber
Security

B2B Markets & Digital Services



informamarkets



informaconnect



informatech



Global Support (Group Operations, Group Functions)



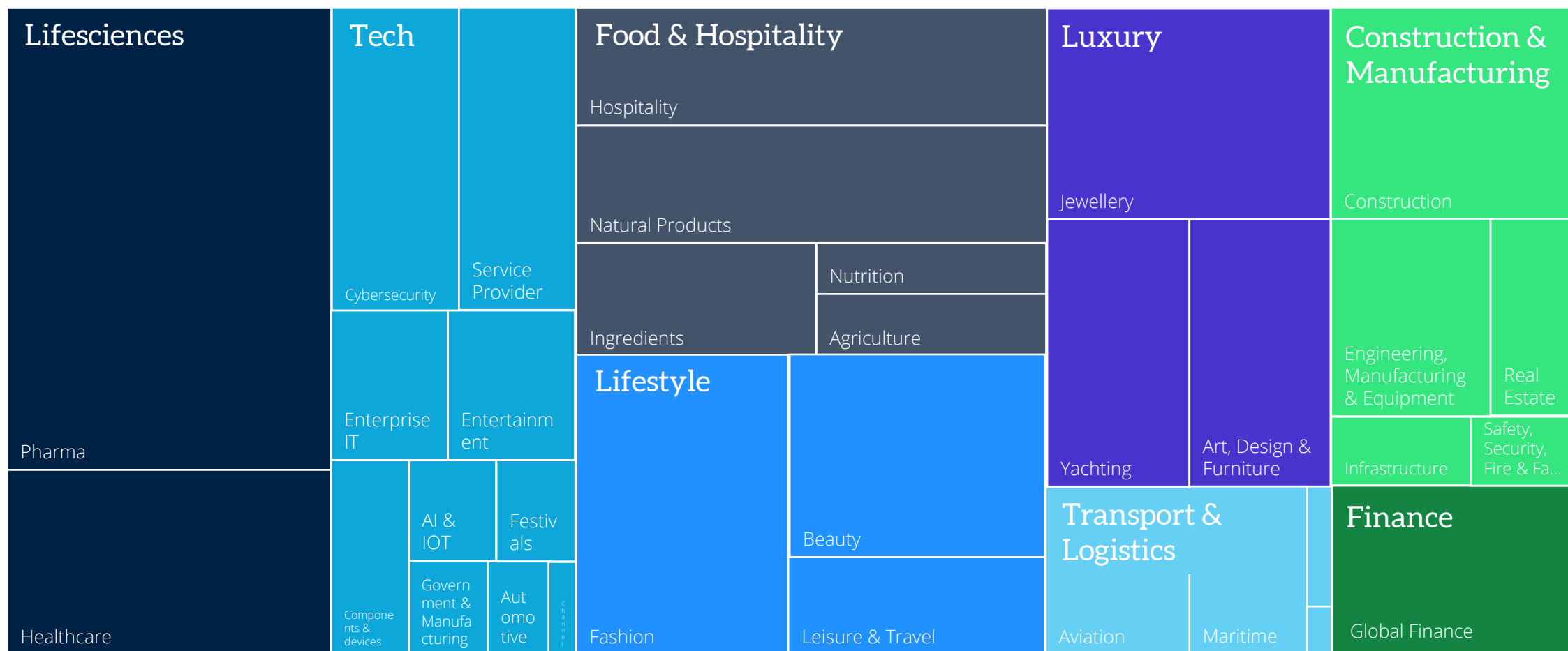
Informa's Sustainability Commitments:

FASTER

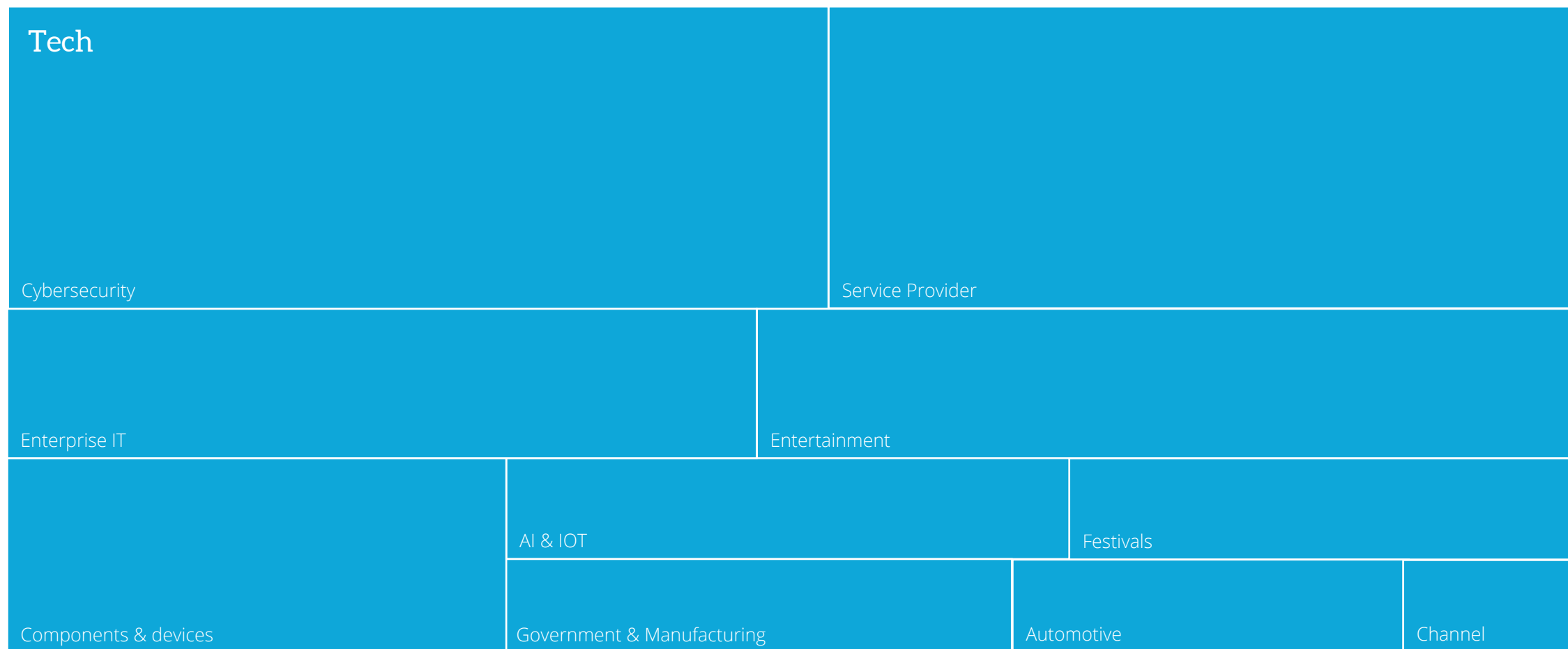


FORWARD

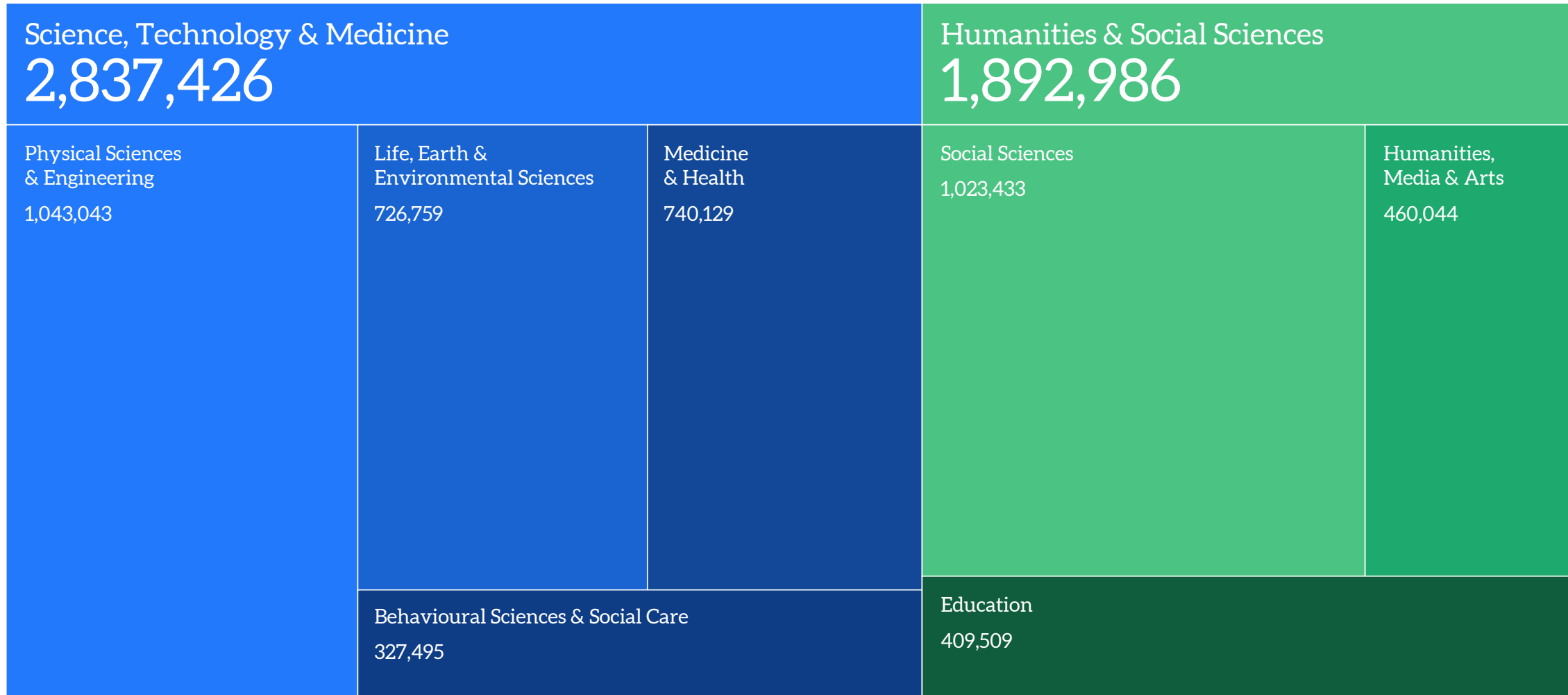
Depth in targeted Specialist B2B Markets



Informa Tech...Deep Specialist Knowledge and Connections



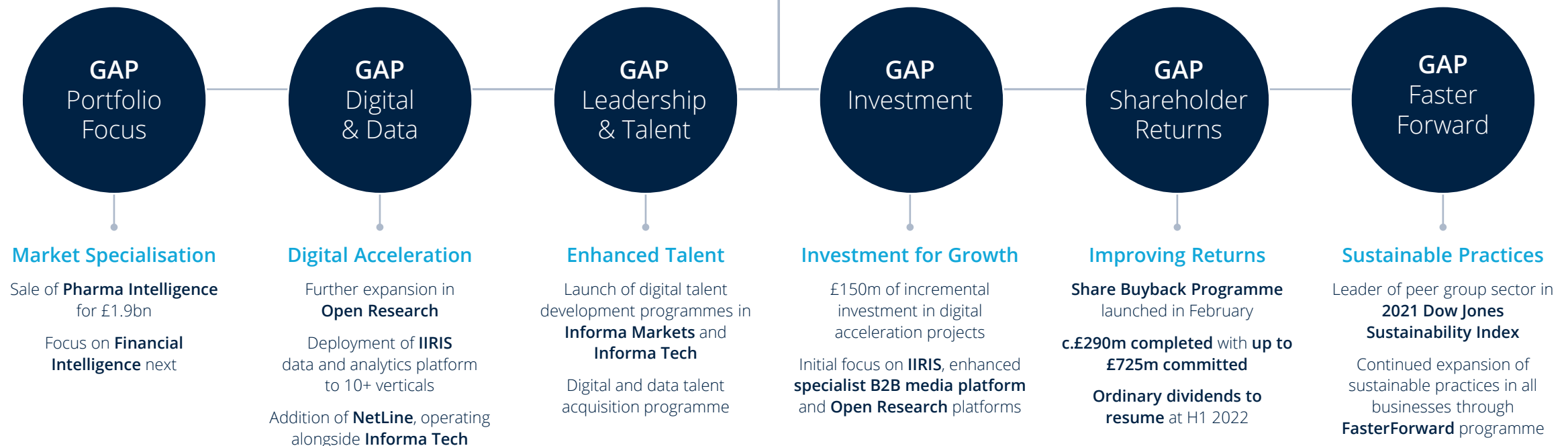
Depth in targeted Specialist Academic Markets



Taylor & Francis...Deep Specialist Knowledge

Physical Sciences & Engineering 1,043,043										Life, Earth & Environmental Sciences 726,759										Medicine & Health 740,129																																																																																																																											
Materials Science 110,976	Condensed Matter 53,565	Mathematics 37,450	Electrical & Electronic Engineering 36,127	Physics 33,946	General Engineering 33,224					Zoology 110,976	Environmental Sciences 43,504	GIS & Remote Sensing 39,753		Vetinary Science 36,262	General Medicine 99,884			Oncology 44,642		Ophthalmology 40,068																																																																																																																											
		Organic Chemistry 30,827	Analytical Chemistry 27,071	Manufacturing Engineering 26,965	Mechanical Engineering 42,154	Control & Systems Engineering 23,469			Cell Biology 35,814		Water Science & Resources 31,539		Toxicology 30,354	Agriculture 27,009	Neurology 39,195	Immunology 34,765	Substance Abuse 24,500		Hematology 23,944		Otorhinolaryngology 21,351																																																																																																																										
		Civil, Environmental & Geotechnical Engineering 42,763	Crystallography 29,467	Nuclear Physics 23,012	Algebra 17,036	Ergonomics 16,448	Energy 16,146	Spectroscopy 15,115			Food Science & technology 26,336	Environmental Policy 16,154		Fisheries 15,751			Forestry 14,837	Health & Society 21,103	Gastroenterology 14,899	Psychiatry 14,801	Disability & Rehabilitation 11,995																																																																																																																										
	Statistics & Probability 75,225	Chemical Engineering 24,401	Science & Mathematics Education 28,493	Atomic & Molecular Physical Chem 21,148	Textiles 15,046	Optics 12,997	Natural Organic & Medicinal Chemistry			Transport Engineering		Environmental Health 34,762	Food Science & technology 26,336	Physiology 13,808	Marine & Aquatic 10,746	Life Sciences 10,706	Genetics 10,706					Obstetrics & Gynecology 38,312	Public Health 34,311	Sports Medicine 19,016	Radiology 13,441	Surgery 11,995	Orthopedics 11,995	Occupational 11,995	Nutrition 11,995	Dentistry 11,995	Endocrinology 11,995																																																																																																																
Analysis 14,095							Information Technology 12,997	Artificial Intelligence 12,997	Science & Technology 12,997		Biomechanics & Engineering 12,997							Botany 34,588	Microbiology 13,654	Soil Science 10,098	Climate & Environmental 10,098											Ecology 6,046	Pharmaceutical Medicine 34,962	Pharmacology 29,389	Laboratory Medicine 16,652	Biotechnology & Applied 16,652	Rheumatology 16,652	Audiology 16,652	Physical 16,652	Hypertension 16,652	Behavioral 16,652																																																																																																						
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		Polymer Chemistry 13,858	Optimization 13,858	Engineering 13,858	Work 13,858	Industrial Engineering & Materials 27,282				Applied Mathematics 19,159		Environmental Chemistry 13,858	Industrial Engineering & Materials 27,282	Applied Mathematics 19,159	Environmental Chemistry 13,858	Industrial Engineering & Materials 27,282	Applied Mathematics 19,159					Environmental Chemistry 13,858	Industrial Engineering & Materials 27,282	Applied Mathematics 19,159	Environmental Chemistry 13,858	Industrial Engineering & Materials 27,282	Applied Mathematics 19,159	Environmental Chemistry 13,858	Industrial Engineering & Materials 27,282	Applied Mathematics 19,159	Environmental Chemistry 13,858																														Industrial Engineering & Materials 27,282	Applied Mathematics 19,159	Environmental Chemistry 13,858	Industrial Engineering & Materials 27,282	Applied Mathematics 19,159	Environmental Chemistry 13,858	Industrial Engineering & Materials 27,282	Applied Mathematics 19,159	Environmental Chemistry 13,858	Industrial Engineering & Materials 27,282	Applied Mathematics 19,159	Environmental Chemistry 13,858	Industrial Engineering & Materials 27,282	Applied Mathematics 19,159	Environmental Chemistry 13,858	Industrial Engineering & Materials 27,282	Applied Mathematics 19,159	Environmental Chemistry 13,858	Industrial Engineering & Materials 27,282	Applied Mathematics 19,159	Environmental Chemistry 13,858	Industrial Engineering & Materials 27,282	Applied Mathematics 19,159	Environmental Chemistry 13,858	Industrial Engineering & Materials 27,282	Applied Mathematics 19,159	Environmental Chemistry 13,858	Industrial Engineering & Materials 27,282	Applied Mathematics 19,159	Environmental Chemistry 13,858	Industrial Engineering & Materials 27,282	Applied Mathematics 19,159	Environmental Chemistry 13,858	Industrial Engineering & Materials 27,282	Applied Mathematics 19,159	Environmental Chemistry 13,858	Industrial Engineering & Materials 27,282	Applied Mathematics 19,159	Environmental Chemistry 13,858	Industrial Engineering & Materials 27,282	Applied Mathematics 19,159	Environmental Chemistry 13,858	Industrial Engineering & Materials 27,282	Applied Mathematics 19,159	Environmental Chemistry 13,858	Industrial Engineering & Materials 27,282	Applied Mathematics 19,159	Environmental Chemistry 13,858	Industrial Engineering & Materials 27,282	Applied Mathematics 19,159	Environmental Chemistry 13,858	Industrial Engineering & Materials 27,282	Applied Mathematics 19,159	Environmental Chemistry 13,858	Industrial Engineering & Materials 27,282	Applied Mathematics 19,159	Environmental Chemistry 13,858	Industrial Engineering & Materials 27,282	Applied Mathematics 19,159	Environmental Chemistry 13,858	Industrial Engineering & Materials 27,282	Applied Mathematics 19,159	Environmental Chemistry 13,858	Industrial Engineering & Materials 27,282	Applied Mathematics 19,159	Environmental Chemistry 13,858	Industrial Engineering & Materials 27,282	Applied Mathematics 19,159	Environmental Chemistry 13,858	Industrial Engineering & Materials 27,282	Applied Mathematics 19,159	Environmental Chemistry 13,858	Industrial Engineering & Materials 27,282	Applied Mathematics 19,159	Environmental Chemistry 13,858	Industrial Engineering & Materials 27,282	Applied Mathematics 19,159	Environmental Chemistry 13,858	Industrial Engineering & Materials 27,282	Applied Mathematics 19,159	Environmental Chemistry 13,858	Industrial Engineering & Materials 27,282	Applied Mathematics 19,159

2021-2024 Growth Acceleration Plan II



gap^{II} Portfolio Focus: Divestment of Informa Intelligence



- ✓ Completed divestment of **Pharma Intelligence** for £1.9bn
- ✓ £1.7bn pre-tax proceeds received, plus a 15% equity interest in forward business
- ✓ Opportunity to benefit from future growth and value
- ✓ Expected tax on divestment of c£200m, to be paid in second half of 2022
- ✓ Share buyback programme expanded
- ✓ Process for **Financial Intelligence** divestment underway

gap^{II} Accelerating Shareholder Returns

- Return **c50% of post tax proceeds** from GAP II Portfolio Focus programme
- Pharma Intelligence divestment completed for £1.9bn – **post-tax proceeds of c.£1.5bn**
- **Share Buyback Programme** launched on 14 February 2022

c.£290m
Capital returned to date



Tranche 1 completed:

- **17m shares** repurchased and cancelled at **average price of 587p**
- **£100m of total value** returned to Shareholders by 14 March 2022

575.7p
Average share price



Tranche 2 near completion:

- **Further £200m committed** to buybacks for a total of **£300m**
- **c.£290m of total value** returned to Shareholders by 15 June 2022



Tranche 3 to follow:

- **Further £425m committed** to buybacks for a total of **£725m**
- Expected to be completed by year-end 2022

50.3m
Shares cancelled

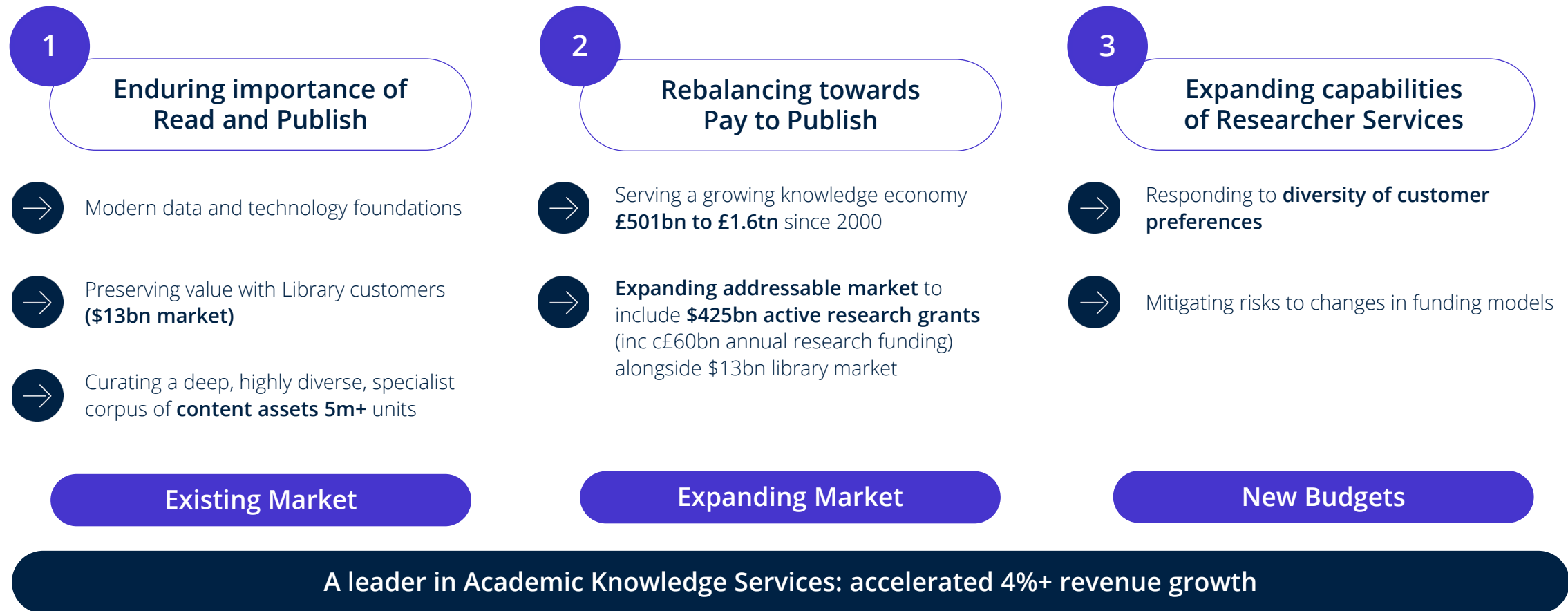
- **Ordinary dividend to resume** from interim dividend 2022

Commitment to Share Buybacks raised to £725m

£725m

Total capital
returns now
committed

GAP II: Academic Markets & Knowledge Services



GAP II: B2B Markets & Digital Services



IIRIS: B2B Customer Data & Analytics Engine



Collection, consent and continuous enrichment to deliver high quality audience profiles

Championing the Specialist



B2B Markets+

Increased Focus & Balance

Financial Security & Flexibility

Live & On-Demand

Specialist Brands & Content

Digital Modernisation & Automation

Data Depth & Reach

Product Enhancement

Value Creation

Academic Markets+

Thank you

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