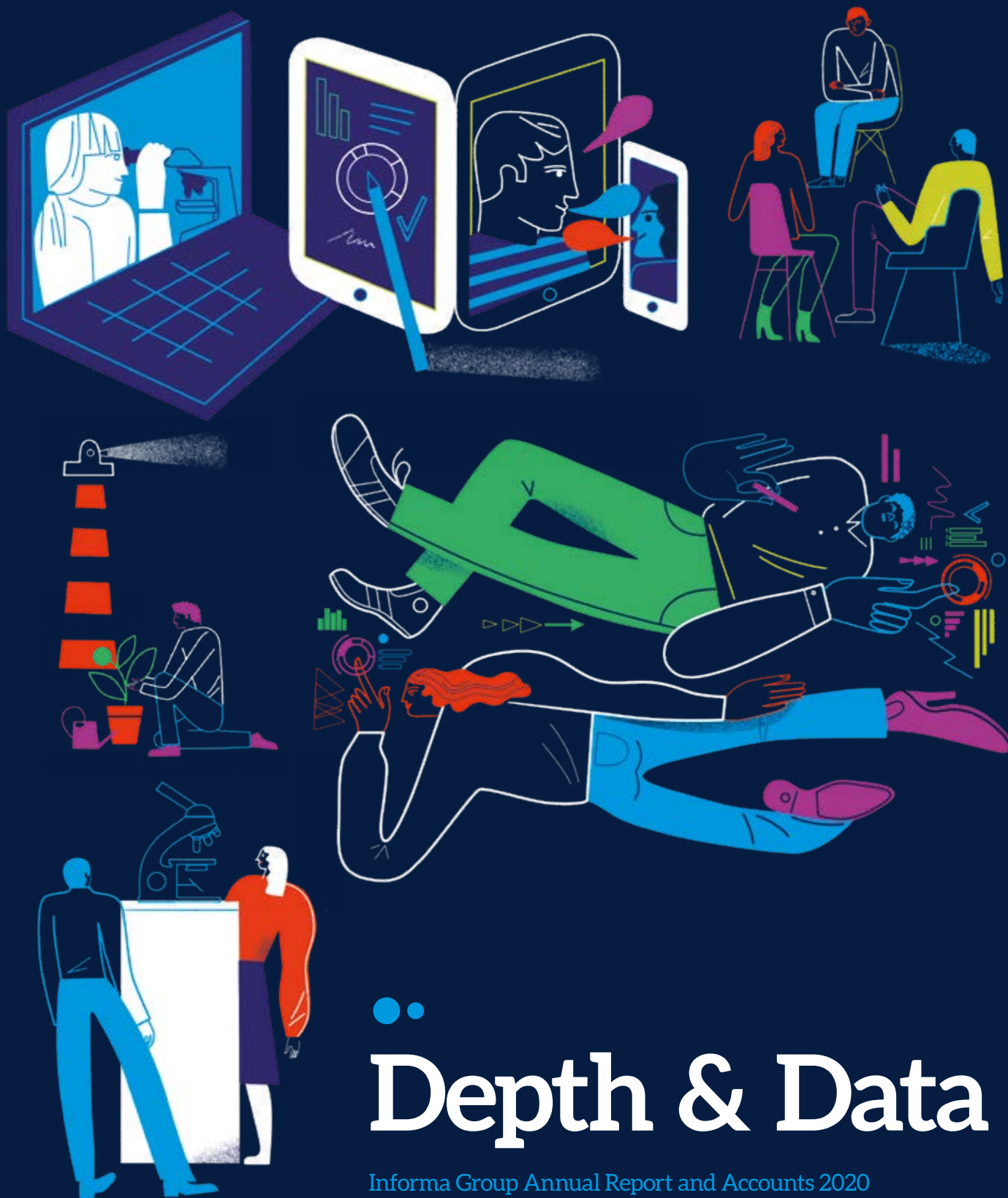




Depth & Data

Informa Group Annual Report and Accounts 2020

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Our Divisions



At Informa we're here to champion the specialist, connecting people with knowledge to help them learn more, know more and do more.

We deliver:

- Specialist content
- Must-have data and analytics
- Targeted connections for buyers, sellers and professionals through physical and virtual events
- Advanced peer-reviewed research
- Specialist marketing services
- Digital workflow solutions
- Networking and partnering platforms
- Expert consultancy
- Specialist accredited training

To specialists in markets including:

- Pharma & Biotech
- Tech
- Health & Nutrition
- Finance
- Humanities & Social Sciences
- Aviation
- Licensing
- Maritime
- Science & Medicine
- Beauty & Aesthetics
- Fashion
- Construction & Real Estate

What makes us different is:

- The talent of 10,000 colleagues
- International breadth and reach across 30+ countries
- Our culture, purpose and guiding principles
- The strength, position and quality of our brands
- Our focus on specialist markets and customers

WHY INVEST



achieved through actions including a sabbatical programme, a voluntary severance programme and delayed or highly controlled recruitment.

As a largely international business, the Group took the decision not to access government furlough or other support schemes in the UK, relying on our own actions and initiatives.

Another major priority for the Board and the Group through the period was the preservation of cash. This included a strong focus on working capital management, as well as a series of financing activities to reduce interest costs and strengthen the balance sheet. With the full support and encouragement of Shareholders, this included the placing of new shares to raise fresh equity, the issue of Euro bonds, the redemption of our US private placement notes and the pause to dividends.

The Board was fully supportive of these actions and participated in a number of discussions and deliberations on different financing options, always seeking to balance the need for additional liquidity and flexibility, with the interests of other stakeholders.

The combination of our cost, cash and financing actions ensured your Company established stability and security in 2020. The Group entered 2021 with more than £1bn of available liquidity – which is further detailed in the Financial Review – no financial covenants, no debt maturities before 2023 and with the business trading cash positively, even without a broader recovery in physical events.

Depth and digital

The experience of the pandemic has underlined the importance of digital technology and digital capabilities, as well as the value of digital revenue.

With customers unable to travel and predominantly working online, the adoption of virtual events and digitally focused lead generation and marketing services has accelerated and we believe this is unlikely to fall away as physical events return. This creates an exciting opportunity for Informa, building on work that was already underway before the pandemic, with the potential to further extend the reach of our brands and deepen our relationship with customers.



Security and Specialisation

Since the conclusion of the 2018-2019 *Accelerated Integration Plan*, Informa has followed a consistent strategy, focused on six elements, through which we seek to provide high quality, must-have knowledge and connections to our specialist customers.

In 2020, certain elements took precedence as we focused on ensuring the Company's financial stability and security, preserving the long-term value of Informa's brands and supporting colleagues and customers.

In 2021 and beyond, expanding our portfolio with digitally focused products and services is a particular focus, as we look to deliver on our purpose and champion our specialist customers in an enhanced and expanded range of ways.

Expanding our portfolio of B2B products and services

Deepening our portfolio of business-to-business (B2B) knowledge-based products and services, with a focus on new and enhanced digital and data-enabled products and services offerings

— Read more about our progress in the Divisional Reviews (pages 50 to 63)

Enhancing our positions and partnerships

Pursuing targeted additions and partnerships that deepen our connections and add new capabilities in our delivery methods and chosen markets

— Details of recent partnerships are in our Divisional Reviews (pages 50 to 63)

Strengthening our operating capability

Continuously improving and simplifying our operating systems while strengthening our product capabilities

— See the Group Chief Executive's Review for information on our operational improvements (pages 12 to 19)

Advancing our commitment to sustainability

Championing sustainability within our business and across the markets we serve and accelerating Informa's position as a sustainable business

— Learn about our 2020-2025 *FasterForward* programme and achievements (pages 42 to 44)

Improving financial fitness

Building on the stability and security achieved in 2020 to support the balance sheet, providing flexibility for investment and expansion

— See the Financial Review for more detail on our 2020 financing action plan (pages 82 to 93)

Maintaining a dynamic and engaged culture

Investing in colleagues, culture and the working environment, including through extending balanced and flexible working, to enable individual and collective success

— Read about how we support colleagues and invest in culture (pages 30 to 34)



Informa's Response to COVID-19

As the impact of COVID-19 began to emerge in January and early February 2020, we moved at pace to establish a comprehensive plan designed to respond to, and where possible get ahead of, the effect of the pandemic on our business, markets and key partners.

There was a clear strategy: to secure the stability and strength of the business in order to preserve the long-term value of Informa's brands, customer relationships and culture. In what was a fast-moving environment, we prioritised quick Group decision making with clear guidance and continuous communications, so that teams around the business could successfully apply this strategy to their own markets and products in an agile way.

Our approach was led by a COVID Executive Leadership Group comprising the Executive Management Team (EMT) and specialists from HR, Health & Safety, Technology, Property and Communications, which reported to the Informa Board weekly.



1. ●●●●●●●●●●

Supporting colleagues

- Health and safety**
 - Guidance and advice on government and safety directives
 - Offices adapted for enhanced hygiene
 - Rapid, seamless shift to remote working
- Wellbeing and support**
 - Enhanced pastoral support
 - Focus on mental health and wellbeing

“ I would like to take this chance to thank the Board for its considerable support during 2020, especially for the greatly increased time, focus and guidance given to the leadership team and the Company as a whole.

Top 600
T&F Online one of world's top 600 sites

A-
Informa scored A- from CDP for performance on environmental issues

Equity revitalisation
Through focusing on the further development of digital knowledge and connections products and services, adding capabilities and forming new partnerships, the goal is to build from the experience of 2020, exploring new areas of growth while continuing to serve customers.

Notwithstanding the exceptional impact of the COVID-19 pandemic, Informa continues to focus on delivering sustainable, long-term growth to Shareholders, with digital products likely to play a steadily increasing role in the Group's revenue mix.

Having established stability and security through 2021 and beyond, the ambition is to return to growth and revitalise our equity over the next three to four years to drive value that benefits all Shareholders.

The Board and whole Senior Leadership Team are fully aligned with and committed to the goal of equity revitalisation. And as we drive towards

that value and goal, one of the contributing factors is likely to be our continued position as a sustainable and responsible business.

Sustainability performance and acceleration
Since 2014 and our *Growth Acceleration Plan*, we have been steadily investing in our sustainability capabilities and enhancing our environmental, social and governance (ESG) practices, in everything from the sustainability of our business operations and events to the creation and delivery of products and the way we work with our communities.

As a



How Informa operates



We operate in the Knowledge and Information Economy and serve a range of specialist markets

\$1.8tn

Size of information industry

300m+

Under 35s from OECD countries will hold higher education qualifications by 2030

3.5bn

Internet searches made via Google every day

11tn

Today's computer chips execute 11tn operations per second

175zb

Zettabytes of data predicted to exist by 2025

\$1.7tn

Global spend on research and development



We are structured into five Operating Divisions, united by a common purpose and guiding principles





Life Sciences • Aviation • Fashion •
Enterprise Technology • Maritime •
Finance • Brand Licensing • Telecoms •
Science & Medicine • Pharma & Biotech •
Media & Entertainment • Education •
Artificial Intelligence • Construction •
Agriculture • Health & Nutrition •
Pop Culture • Beauty & Aesthetics •
Information Security



.....
Remote Control
Eric Krapf
General Manager
Enterprise Connect



.....
Fast Pharma
Eleanor Malone
Editor in Chief,
Commercial Insights
Pharma Intelligence



.....
Force of Nature
Andrew Kelly
Portfolio Manager
Taylor & Francis

To seize the opportunities we see in the Knowledge and Information Economy, serve customers well and deliver long-term growth, Informa’s strategy has focused around market specialisation: building depth and international reach in a number of attractive, specialist markets.

While the markets may vary, each is typically international and dynamic, with a secular growth trend, and home to specialists who value high quality knowledge-based products.

Our colleagues are deeply embedded in these markets and have considerable insight into current developments and future trends. This section provides a snapshot of several of the markets Informa operates in, written by our own experts.





Remote Control

2020 marked the quickest transformation in working practices in living memory. Almost overnight, millions of office-based employees were forced to work from home, with some not expecting to ever return to the office full time.

Fortunately, modern communications technology, and the efforts of the IT professionals who support it, meant the mass transition to remote working was less arduous for enterprises than it might have been just a few years ago.

The workplace surge

Communication platforms such as Cisco's WebEx, Microsoft Teams and Slack helped to keep team members in closer touch and fostered collaboration among employees unable to meet in offices.

The technology existed before the pandemic, but its use during 2020 skyrocketed. Time spent in meetings on Cisco's WebEx platform tripled in the first month of the pandemic, while Microsoft reported that the number of daily active users on its Teams platform increased to 115m in October, up from 44m in March.

Unsurprisingly, with team members geographically dispersed, video became the go-to way to hold meetings. Before the pandemic, just 14% of enterprise employees used video to communicate often or very often, according to Recon Research. That had risen to 57% by the end of June 2020.

Beyond video conferencing, enterprise-grade collaboration platforms offered other tools, such as document sharing and desktop views, that helped dispersed workers remain productive, and ultimately meant businesses were able to serve their customers.

Call centres go virtual

Another business-c



Fast Pharma continued

Spirit of collaboration

By mid-November, US pharma giant Pfizer and its German biotech partner BioNTech had announced very strong efficacy results from a late-stage trial of their experimental COVID-19 vaccine using a novel messenger RNA technology not previously used in an approved vaccine. In early December, the UK became the first country to issue an emergency use authorisation.

In short order, vaccines from Moderna and Oxford University/AstraZeneca, also tested in large efficacy trials, won similar approvals, and countries including Russia, China and India have approved seven more.

These products were developed in less than a year, 10 times faster than it would traditionally take a novel vaccine to progress to approval. Upon their arrival, hope bloomed and stock markets made record gains.

The co-operation across pharma, biotech, academic, governmental and non-profit organisations in 2020 was unprecedented in its scope and focus, but collaboration and cross-pollination have been driving growth and progress in the industry for years.

The interdependence of biotech – nimble, innovative, pioneering – and big pharma – deep-pocketed and experienced in late-stage studies, navigating the regulatory and reimbursement labyrinths and engaging with customers – is a key feature of the market and partnering is essential for all parties to prosper.

Investment up

Despite lockdowns bringing an abrupt halt to most in-person networking and negotiation, partnering and M&A deals continued to be signed in 2020, some of them sizeable.

Colleagues and Talent continued

Outstanding achievements are celebrated through the annual Informa Awards, which are live streamed across the Company. A special colleague vote category was introduced in 2020 to enable greater participation, which was won by the Technology Support team for helping everyone to switch to working from home successfully. Recognition for good work and going the extra mile day to day is also encouraged, with shout outs posted on the intranet.

Working balance

Flexible working has long been a feature of worklife at Informa, and we have invested in cloud-based technology infrastructure that allows everyone to work from different locations easily and securely.

Balanced working, which reflects a balance of remote and office working and the principle of balancing work and life commitments, is becoming our principal way of working in the future, in response to colleague input and to help us better attract and retain talent.

To enable this, we started to adapt our infrastructure in 2020, including enhancing ways to get IT support remotely no matter the time zone, changing how we use office space and reviewing our ergonomic assessments and equipment catalogues to cater for safe and effective remote working.

2020 brought specific challenges for colleagues looking to balance work with personal commitments or changes to circumstances. Colleague support measures introduced in the year included two sabbatical programmes, which offered a chance to take time out from work, and a voluntary severance programme that provided an option for colleagues looking for a career change.

Safety and wellbeing

The safety and wellbeing of our teams are a permanent priority, and we ensure colleagues can access a range of resources and services that help them thrive in all aspects of their lives.

A snapshot of our five Divisions



Additional detail on each Division's performance follows in this section and can also be found in the Financial Review (starting on page 82) and Financial Statements (starting on page 146).

Where alternative performance measures are used, definitions can be found in the glossary (page 227).



Informa Connect delivers major, branded, content-driven in-person and virtual events and digital platforms.

These allow professionals working in Finance & Investment, Biotech & Pharma, and several more specialist markets to connect, learn and share knowledge in different ways, all year round.



Informa Markets creates opportunities for international markets to meet, trade, innovate and grow.

We serve businesses working in one of more than 10 specialist markets, helping them research trends, find and showcase products, generate leads and complete sales through large-scale physical exhibitions, virtual events, specialist digital content and data solutions.



Informa Tech helps businesses in the technology market and professionals interested in tech to connect, learn more and do more.

We are a market-led business, providing knowledge and connections around technologies including enterprise IT and cyber security, and in sectors including entertainment and service providers, delivered through events, training, data

Tax payments

During 2020, the Group paid £32.9m (2019: £100.6m) of corporation and similar taxes on profits, with the year-on-year reduction reflecting the lower profit before tax reported in the year.

A breakdown of the main geographies in which the Group paid tax is as follows:

	2020 £m	2019 £m
UK	4.5	25.8
Continental Europe	2.7	10.7
US	1.6	19.9
China	14.1	21.8
Rest of world	10.0	22.4
Total	32.9	100.6

The reconciliation of the adjusted tax charge to cash taxes paid is as follows:

	2020 £m	2019 £m
Tax charge on adjusted profit before tax per Consolidated Income Statement	25.6	156.1
Movement in deferred tax including tax losses	2.8	(27.1)
Net current tax credits in respect of adjusting items	(3.0)	(20.1)
Movement in provisions for uncertain tax positions	(1.1)	4.3
Taxes paid in different year to charged	8.6	(12.6)
Taxes paid per statutory cash flow	32.9	100.6

At the end of 20

