

2019 Investor Day

Depth & Specialisation

10 May 2019

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The Informa Group



Agenda

Depth & Specialisation

Stephen A Carter

Strength & Growth from Specialisation

Charlie McCurdy

Specialist Markets: Pharma Focus

Adam Andersen

Specialist Markets: Fashion Focus

Mark Temple-Smith & Colette Tebbutt

Specialist Markets: China Focus

Margaret Ma Connolly

Scale & Simplification

Patrick Martell & Ian Branch

The Power of Specialist Data & Information

Patrick Martell

Specialist Markets: Pharma Focus

Linda Blackerby & Ramsey Hashem

Culture Question Time

Eleanor Souster & Panel

Resilience & Strength through Specialist Knowledge

Annie Callanan & Team

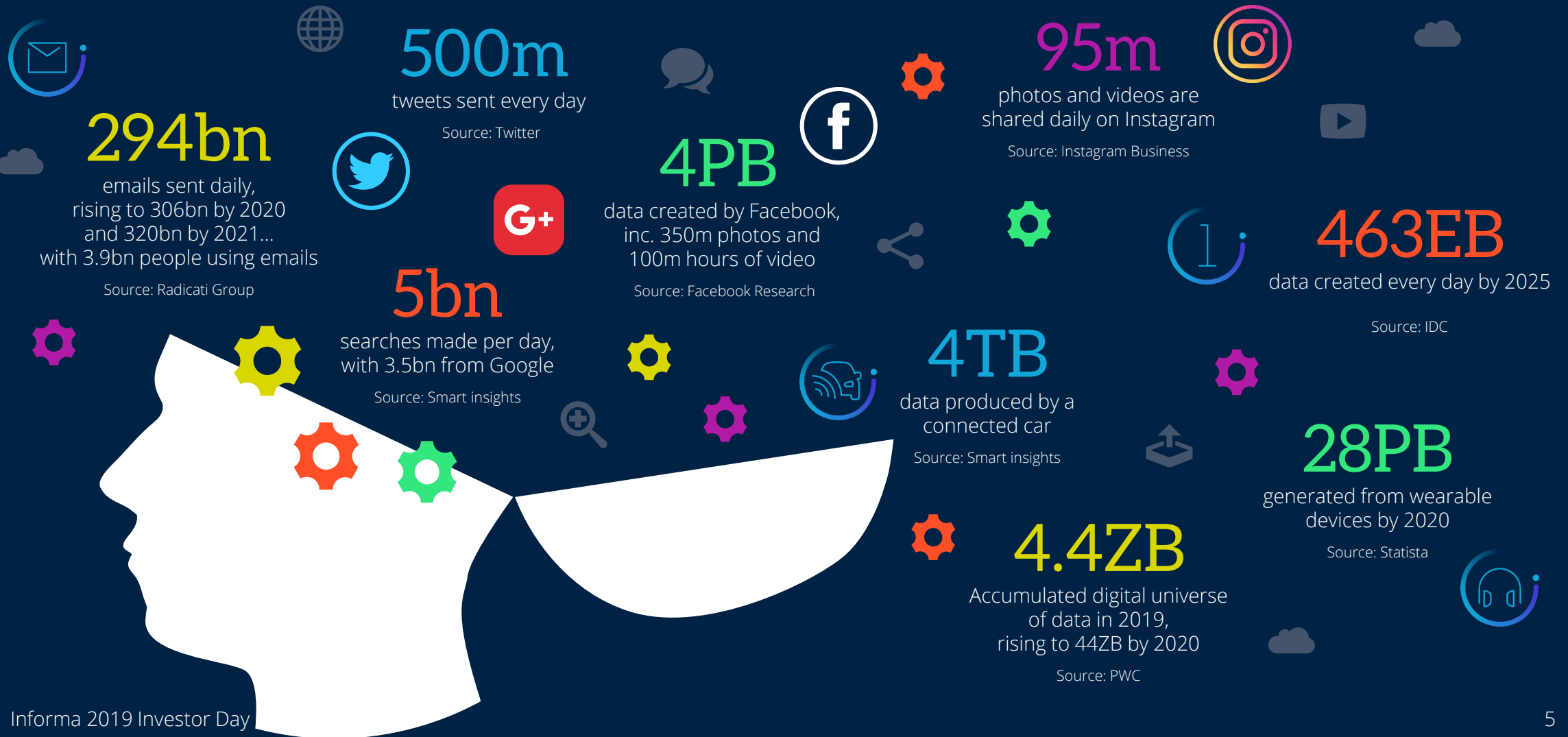
Reformatting the Programme around Specialist Markets

Gary Nugent, Marco Pardi & Carolyn Dawson

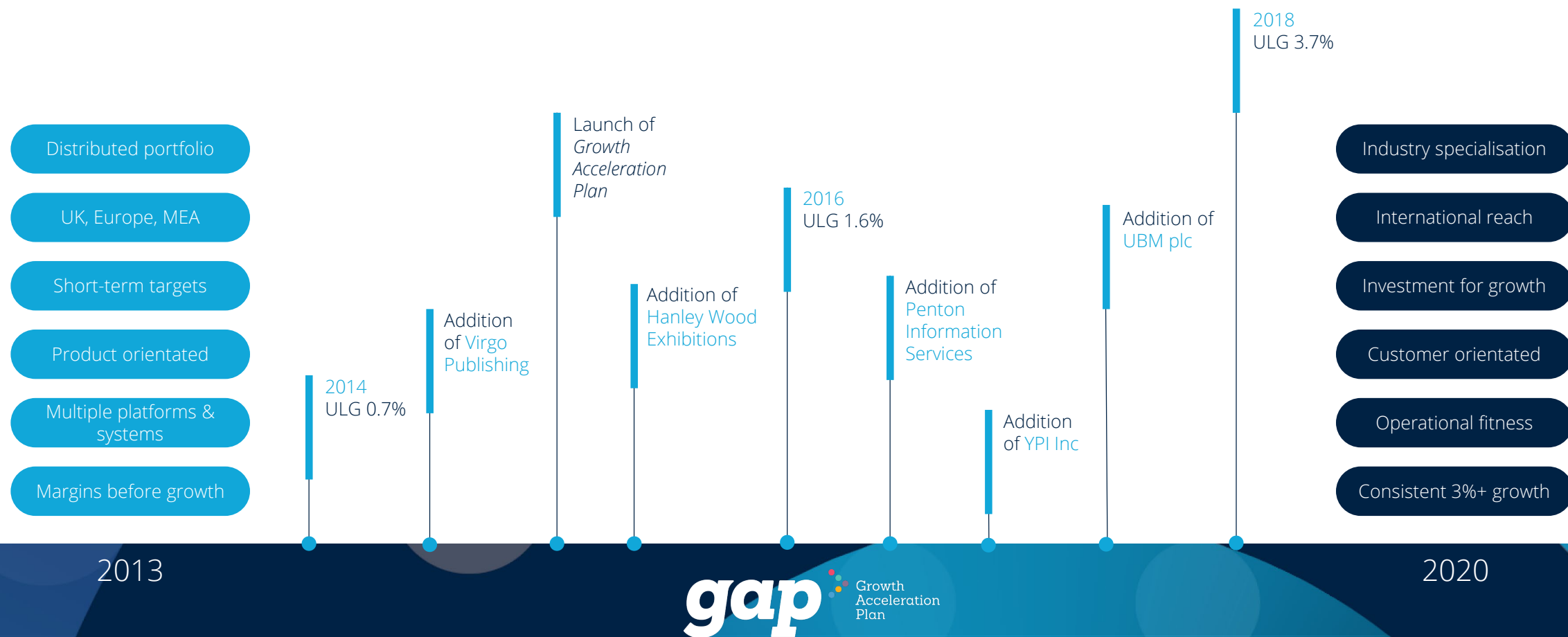
Wrap-Up

Stephen A Carter

The Knowledge & Information Economy



Informa's Journey to Depth & Specialisation



Depth & Specialisation



Specialist.

1. A person who concentrates primarily on a particular subject or activity; a person highly skilled in a specific and restricted field (*noun*)
2. Possessing or involving detailed knowledge or study of a restricted topic (*adjective*)



Depth & Specialisation

Increasing depth & specialisation



Range of
B2B Brands
& Services

Events

- ESCA BONA
- Vitafoods Europe
- Hi Health ingredients Europe
- Hi Health ingredients China 健康天然源
- Natural Ingredients
- Vitafoods Asia
- Natural Products EXPO WEST
- SupplySide EAST
- SupplySide WEST
- Natural Products EXPO EAST
- Fi Food ingredients South America
- Fi Food ingredients Global
- Fi Food ingredients Asia
- Fi Food ingredients India
- Fi Food ingredients Europe

Data & Insight

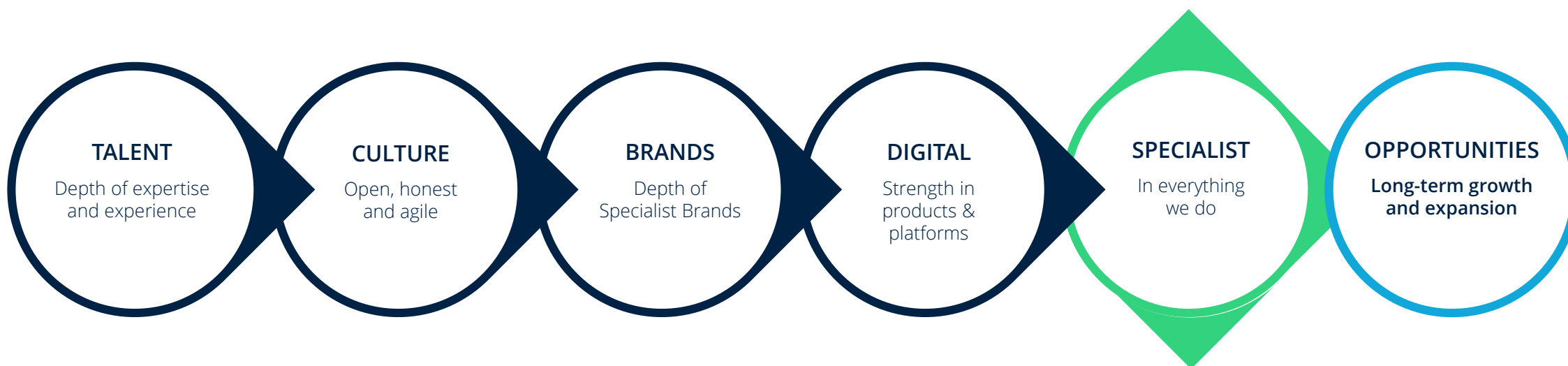
- NFM
- Next
- Vitafoods INSIGHTS
- New Hope NETWORK
- MarkitMakr

Media

- NATURAL PRODUCTS INSIDER
- NBJ NUTRITION BUSINESS JOURNAL
- iN ingredients network.com

Depth & Specialisation

Informa 2019 Investor Day



Depth & Specialisation in key areas

Informa Connect Today

Informa Connect is the Group's Content, Connectivity and Data business, organising content-driven events, training and programmes that provide a platform for professional communities to meet, network and share knowledge. With over 500 major brands across the world, it has particular strength in **Life Sciences** and **Finance**

£220m+
Revenue

c.£30m
Adj. Op Profit

35+
£1m+ Brands

120k+
Delegates

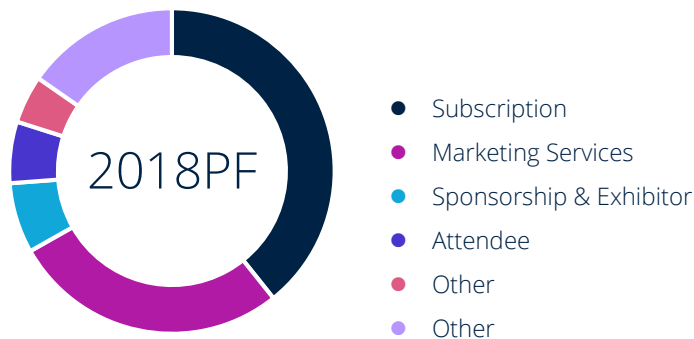
c.2.5%
Underlying Growth

c.8%
Group Revenue

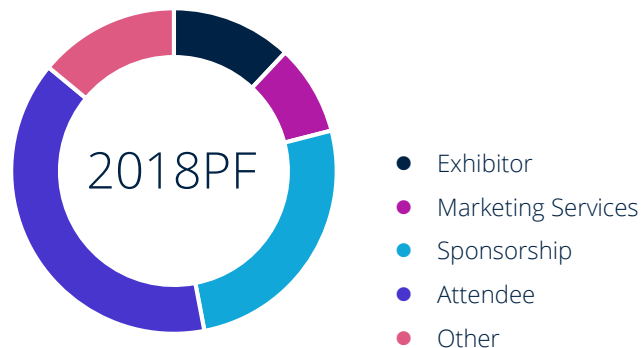
1,100+
Colleagues

+19%
YoY digital audience

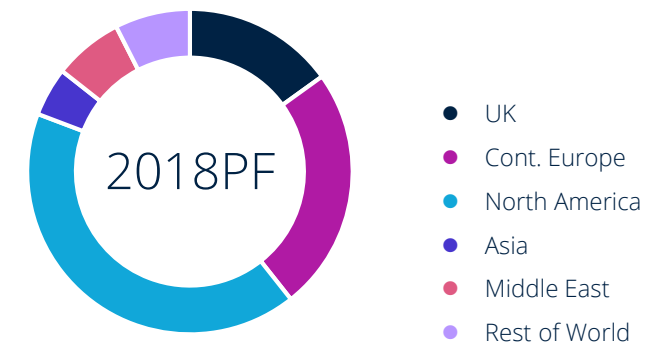
Revenue by vertical



Revenue by type



Revenue by region



Informa Focus in 2019

Combination

Focus on completing the Combination, including operating and systems improvement

Culture

Focus on embedding a shared purpose and set of values across the enlarged Group

Deleverage

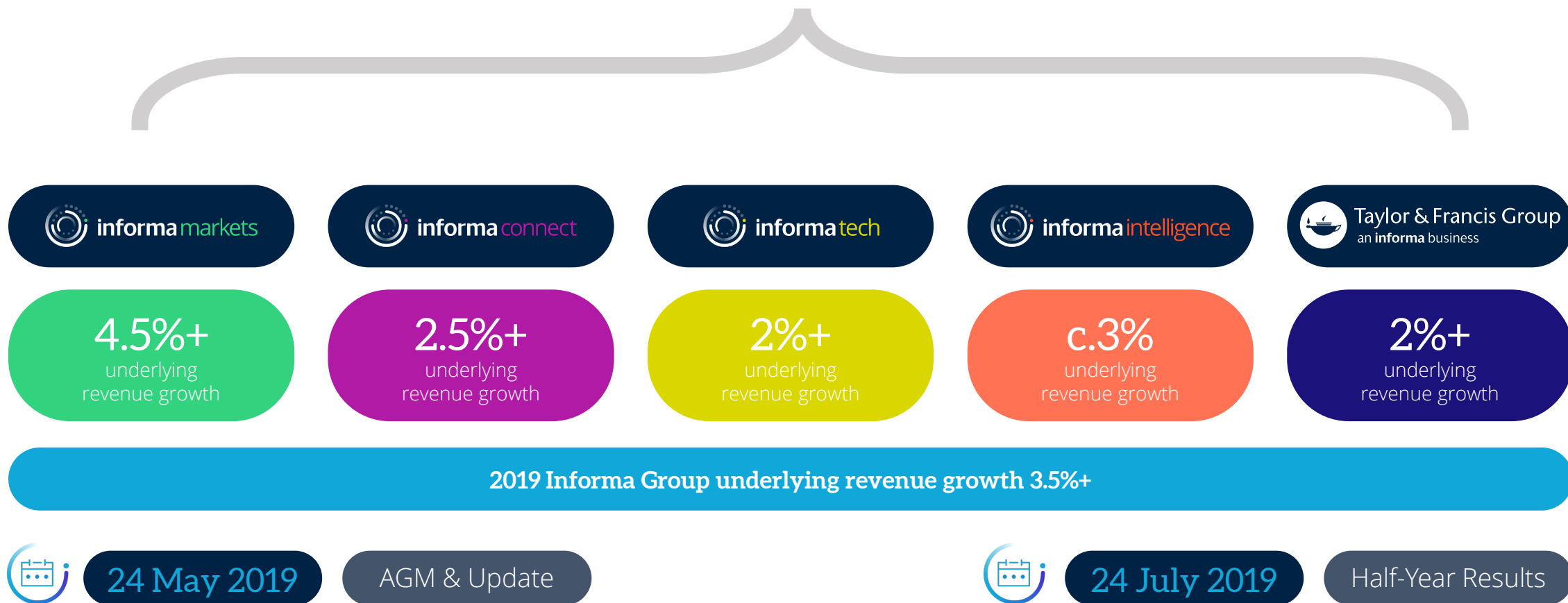
Focus on returning to our target leverage range of 2.0-2.5x Net Debt / EBITDA

Delivery

Focus on delivering financial and operational targets, including on synergies

Delivery: 2019 Growth Outlook

2019 Performance & Growth



Accelerated Integration Plan: 12 month programme



Capital Allocation Framework for Enlarged Group



Culture Question Time

Eleanor Souster
Chief of Staff
Taylor & Francis

10 May 2019

