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Bringing Knowledge to Life

Quality Business Positioned for Growth

2010 Full Year Results

22 February 2011

Peter Rigby

Adam Walker

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Strong financial performance

Record adjusted operating profit

Strengthened portfolio

Managed cycle very well

Model remains strong & highly cash generative

Operational Highlights

High quality subscription revenues

Digital excellence

Resilient events

Emerging Market exposure

New products & organic growth

Financial Highlights

Organic revenue growth

Adjusted organic operating profit growth of 1.8%

Adjusted operating profit margin increased to 25.5%

Operating cash flow of £319.8m – adjusted cash conversion of 102%

Free cash flow of £231.4m up 2.8%

Net debt to EBITDA within target range

Adjusted EPS up to 34.8p

Dividend increased by 22% to 14.0p

Income Statement

	2010 £m	2009 £m
Revenue	1,226.5	1,221.7
Adjusted Operating Profit	313.2	309.5
Amortisation	-133.8	-129.7
Other adjusting items	-15.4	-34.1
Operating Profit	164.0	145.7
Net interest	-39.0	-48.2
Loss on disposal		-1.0
Tax	-26.1	10.0
Profit for the Year	98.9	106.5
Adjusted EPS (diluted)	34.8	34.3

Divisional Summary

	2010	2009	Actual	Organic
Revenue	£m	£m	%	%
Academic Information	310.2	294.4	5.4%	4.7%
PCI	364.9	368.3	-0.9%	-0.9%
Events and Training	551.4	559.0	-1.4%	-1.1%
Total	1,226.5	1,221.7	0.4%	0.4%

Adjusted Operating Profit

Academic Information	109.3	104.3	4.8%	4.5%
PCI	110.4	118.7	-7.0%	-6.5%
Events and Training	93.5	86.5	8.1%	10.0%
Total	313.2	309.5	1.2%	1.8%

Operating Cash Flow

	2010	2009
	£m	£m
Adjusted operating profit	313.2	309.5
Depreciation and software amortisation	24.0	22.7
Share based payments	2.1	0.6
EBITDA	339.3	332.8
Net capital expenditure	-27.2	-22.0
Working capital movement	7.7	14.2
Operating cash flow	319.8	325.0
Adjusted cash conversion	102%	105%

Net Funds Flow

	2010 £m	2009 £m
Operating cash flow	319.8	325.0
Restructuring and reorganisation	-14.1	-26.3
Net interest	-36.8	-46.4
Taxation	-37.5	-27.3
Free cash flow	231.4	225.0
Acquisitions less disposals	-53.3	-38.5
Dividends	-75.0	-39.4
Net issue of shares	4.6	252.3
Net funds flow	107.7	399.4
Opening net debt	-872.6	-1,341.8
Non-cash items	-3.1	-2.0
Foreign exchange	-11.1	71.8
Closing net debt	-779.1	-872.6

Financing Costs

Highly successful Private Placement arranged in 2010

Supports strength of business - lowers cost of debt

Covenants

Refinancing expected in H1

High proportion of fixed rate debt throughout 2011

Quality of Earnings

Booked and deferred income 33% of FY expected revenues

Deferred income up 9% (excl. IPEX)

Robust renewal rates

Focus on growing larger events

High Quality Subscription Income

65% of publishing revenue from subscriptions

71 new academic journals

Renewal rates remain strong

Drive to higher value subscription working

Financial subscriptions stabilised

Academic Journal online usage levels up 40%

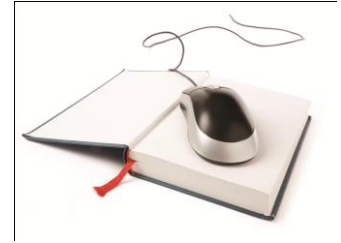
Lloyd's List Intelligence



Citeline[™]
Intelligence Solutions

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Digital Excellence



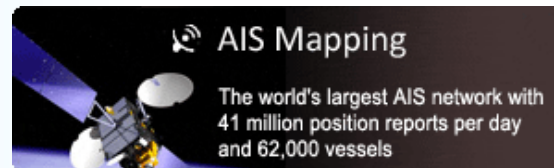
74% of publishing revenue digital (72% 2009)

PCI – 88% of products digital (84% 2009)

AI – 46% increase in digital books revenue

Digital developments delivering financial results

Extensive use of social media and digital partners



amazon.com. facebook

LinkedIn

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Resilient Events

Increasingly high quality earnings

Operational gearing

Geo-cloning successes in many areas

Focus for acquisitions growth or launches

Increased number of exhibitions

10% more events over £0.5m revenue



Emerging Markets Exposure

BRIC revenue growth of 30% (by customer location)

Total Emerging Market growth of 13%

Emerging Market revenues now 12% of total

Academic revenue growth 28% (now 13% of total)

Product expansion into Emerging Markets

Organic Growth

Continued focus on innovation – supports premium pricing

New product launches

Leverage expertise across markets

Geo-cloning of events

Sharing best practice

Boosting sales teams

Outlook

Degree of global uncertainty remains

Increasingly strong and well positioned portfolio

Good momentum into the new year

Stronger business than a year ago

Group trading in line with Board expectations

Appendices

Balance Sheet

	2010	2009
	£m	£m
Intangibles and Goodwill	2,800.7	2,804.9
Fixed Assets	19.0	21.4
Other Non-Current Assets	1.2	32.8
Current Assets	271.7	263.1
Other Current Liabilities	-684.6	-656.6
Net Debt	-779.1	-872.6
Other Non-Current Liabilities	-228.0	-263.5
	1,400.9	1,329.5

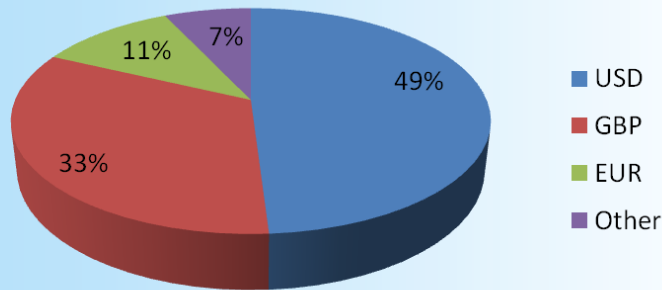
Tax

	PBT £m	Tax Charge £m	Effective tax rate %
Tax on statutory results	125.0	26.1	20.9
Adjusted for:			
Restructuring costs	8.3	2.0	
Intangible asset amortisation	133.8	34.7	
De-designation of hedge accounting	1.1	0.3	
Excess interest on early repayment of syndicated loans	1.1	0.3	
Deferred tax credit arising from UK corporation	-	4.0	
Other adjusting items	7.1	-	
Tax on adjusted results	276.4	67.4	24.4

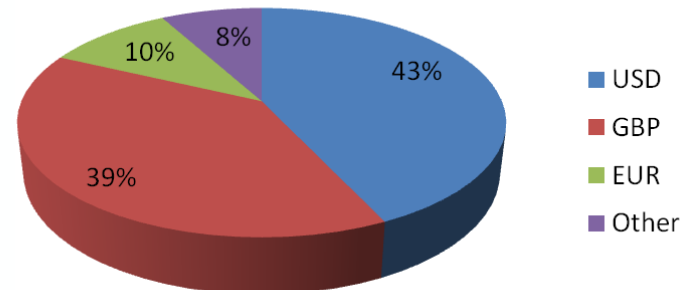
Foreign Currency

	Average Rates		Closing Rates	
	2010	2009	2010	2009
USD	1.5447	1.5566	1.5472	1.6114
EUR	1.1676	1.1196	1.1586	1.1180

Revenue



Cost



Academic Information

	2010	2009	Actual	Organic
	£m	£m	%	%
Revenue	310.2	294.4	5.4%	4.7%
Adjusted Operating Profit	109.3	104.3	4.8%	4.5%
Adjusted Operating Margin	35.2%	35.4%		

Professional and Commercial Information

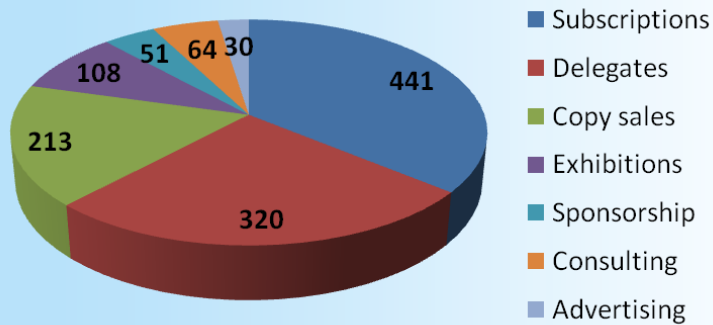
	2010	2009	Actual	Organic
	£m	£m	%	%
Revenue	364.9	368.3	-0.9%	-0.9%
Adjusted Operating Profit	110.4	118.7	-7.0%	-6.5%
Adjusted Operating Margin	30.3%	32.2%		

Events and Training

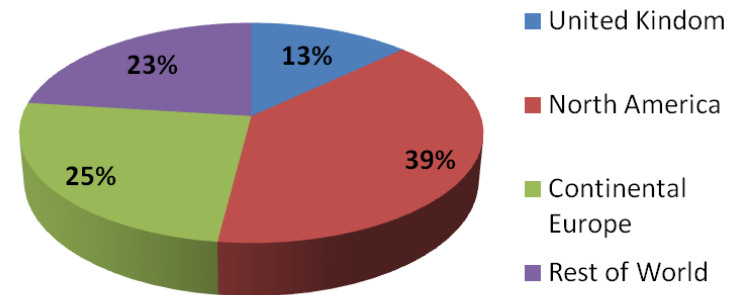
	2010	2009	Actual	Organic
	£m	£m	%	%
Revenue				
Europe	248.5	242.4	2.5%	4.1%
US	181.3	201.1	-9.8%	-10.1%
Rest of World	121.6	115.5	5.3%	3.6%
Total	551.4	559.0	-1.4%	-1.1%
Adjusted Operating Profit				
Europe	45.1	40.1	12.5%	15.3%
US	23.5	27.6	-14.9%	-16.4%
Rest of World	24.9	18.8	32.4%	39.7%
Total	93.5	86.5	8.1%	10.0%
Adjusted Operating Margin	17.0%	15.5%		

Revenue Distribution

Revenue by Type £m



Revenue by Type %



Deferred Income

	2010	2009	Actual	Organic
	£m	£m	%	%
Publishing	205.2	186.0	9%	9%
Events (excl. IPEX)	102.5	93.1	10%	7%

Return on Investment

Rigorous acquisition criteria and process

Acquisitions in line with core strategy

	2010	2009	2008
ROCE	8.8%	8.8%	8.1%

2009 Acquisition ROI 18.9%

ROI : calculated using total consideration (paid or otherwise) and first full calendar year's profit

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

Operating adjusting items

	2010	2009
	£m	£m
Restructuring	8.3	34.1
Impairment	5.0	-
Acquisition costs	1.3	-
Remeasurement of contingent consideration	0.8	-
Intangible amortisation	133.8	129.7
Total	149.2	163.8