

2017 HALF-YEAR RESULTS PRESENTATION

25 JULY 2017

WWW.INFORMA.COM



informa

DISCLAIMER

This presentation contains forward-looking statements concerning the financial condition, results of operations and businesses of the Group. Although the Group believes that the expectations reflected in such forward-looking statements are reasonable, these statements are not guarantees of future performance and are subject to a number of risks and uncertainties and actual results, performance and events could differ materially from those currently being anticipated, expressed or implied in such forward-looking statements.

Factors which may cause future outcomes to differ from those foreseen in forward-looking statements include, but are not limited to, those identified under “Principal Risks and Uncertainties” of the Group’s Annual Report.

The forward-looking statements contained in this presentation speak only as of the date of preparation of this presentation and the Group therefore cautions against placing undue reliance on any forward-looking statements.

Nothing in this presentation should be construed as a profit forecast.

Except as required by any applicable law or regulation, the Group expressly disclaims any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements contained in this presentation to reflect any change in the Group’s expectations or any change in events, conditions or circumstances on which any such statement is based.

STEPHEN A. CARTER
GROUP CHIEF EXECUTIVE

**OPERATIONAL
& FINANCIAL
DELIVERY**

OPERATIONAL PERFORMANCE AND FINANCIAL DELIVERY

IMPROVING...

Revenue Growth: +3.7% underlying and +41.3% reported

GROWING...

Adjusted Operating Profit Growth: +1.0% underlying and +41.0% reported

HIGHER...

Adjusted Diluted EPS Growth: +12.7% to 24.0p (H1 2016: 21.3p*)

STRONG...

Free Cash Flow: £113.8m (H1 2016: £74.2m)

ROBUST...

Balance Sheet: Gearing of 2.8x (H1 2016: 2.4x)

INCREASED...

Interim Dividend: up 6.2% to 6.65p (H1 2016: 6.26p*)

2017 FULL YEAR FINANCIAL PERFORMANCE ON TRACK

OPERATIONAL PERFORMANCE AND FINANCIAL DELIVERY

EXPANSION...

Global Exhibitions: Benefits of large-scale international brands in attractive verticals

RESILIENCE...

Academic Publishing: Strength in Journals and steady trading in Upper Level reference-led Books

GROWTH...

Business Intelligence: Increased focus on subscriptions, new products and contingent revenues

FOCUS...

Knowledge & Networking: Portfolio shift to key end markets: Life Sciences, TMT, Global Finance

INTEGRATION...

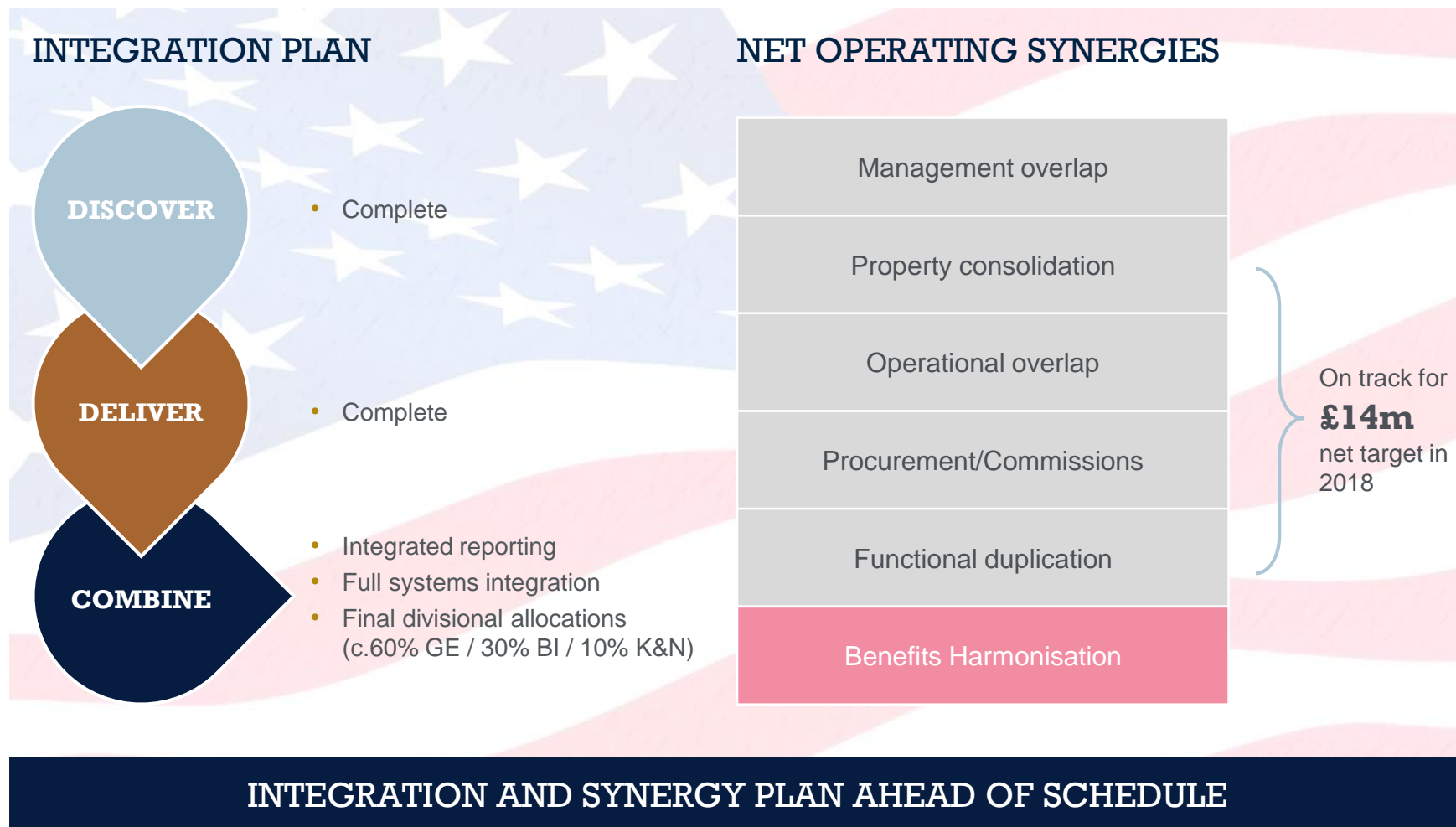
Penton Information Services: Integration ahead of plan, on track for £14m synergies in 2018

INCREASE...

Dividend: 6% minimum growth in 2017 reflects performance, cash and confidence in full year

2017 FULL YEAR OPERATIONAL PERFORMANCE ON TRACK

EFFECTIVE INTEGRATION OF PENTON INFORMATION SERVICES



2014-2017 GROWTH ACCELERATION PLAN

GAP AMBITION

GROWTH

- Aggregate underlying growth of 3%+
- Platform for sustainable future growth
- All four Divisions in growth going into 2018

CAPABILITY

- Functional discipline and expertise
- Operational fitness
- Capacity and capability for future scale

GAP AMBITIONS ON TRACK

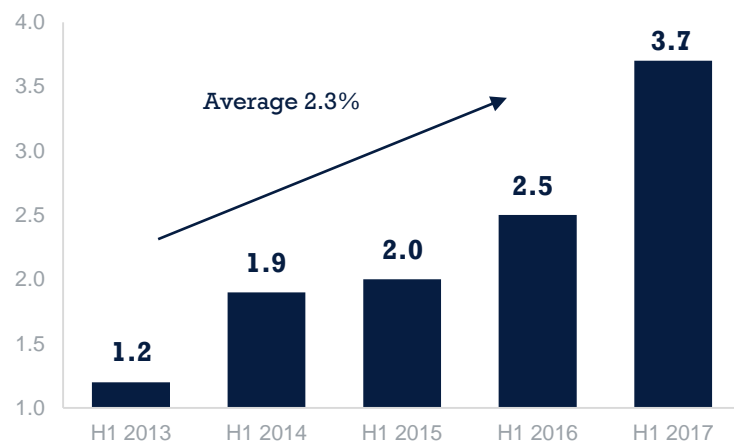
GAP DELIVERY: ENHANCED CAPABILITIES

OPERATIONAL FITNESS

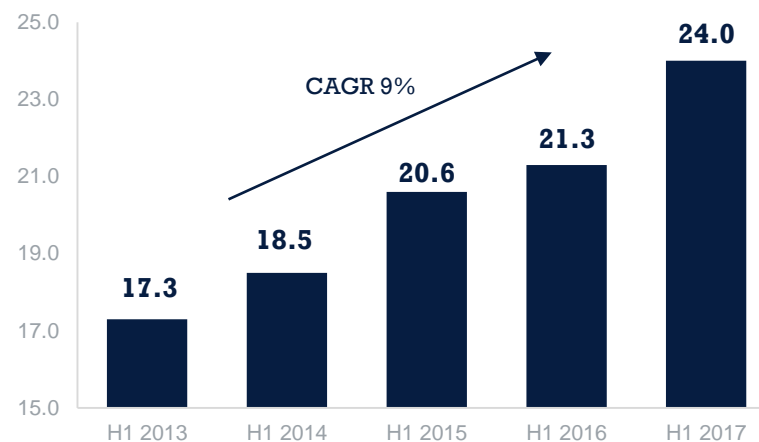
Divisional Operating Structure	Strengthened Senior Management	M&A Focus and Experience	Strengthened Finance and Treasury
3-Year Planning Discipline	Operating Metrics	Group and Divisional Strategy	Communication and Culture
Customer Focus	Equity Incentives	Strengthened Finance Systems	Technology Platforms
Risk and Compliance	Board Depth and Breadth	Talent Development and Training	Advertising and Marketing Capability
Increased Revenue	Increased Earnings	Increased Free Cash Flow	Increased Dividends

GAP DELIVERY – IMPROVING GROWTH

REVENUE GROWTH (%)*



ADJUSTED EPS (P)*



GAP DELIVERY

2013

Group Revenue: £1.1bn
Group Adjusted Profit: £336m

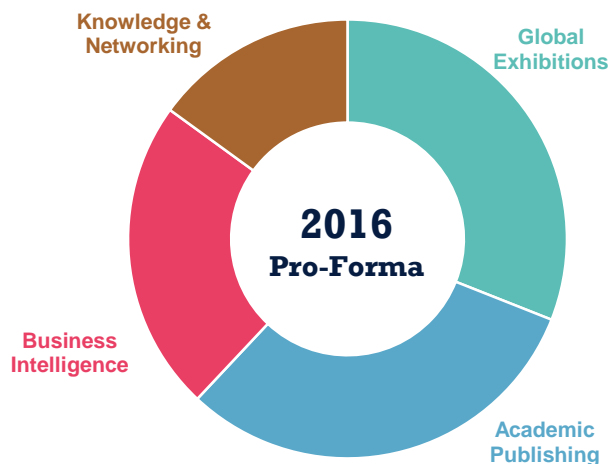
2017

Group Revenue: £1.7bn+
Group Adjusted Profit: £500m+

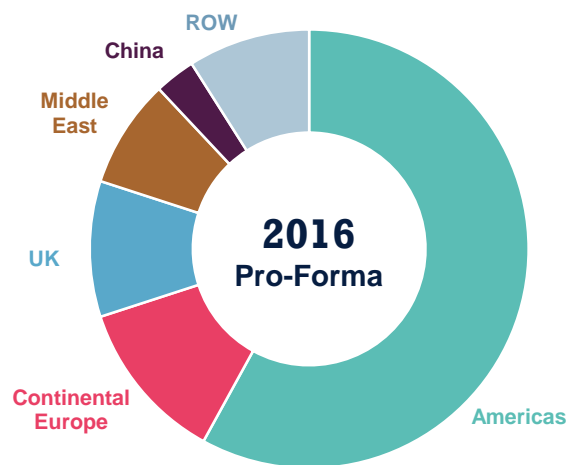
STEADILY IMPROVING GROWTH PROFILE THROUGH GAP

GAP DELIVERY – BALANCE AND BREADTH

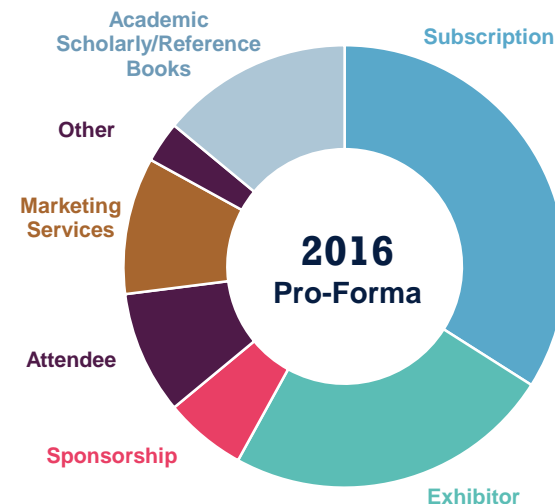
REVENUE BY DIVISION



REVENUE BY GEOGRAPHY



REVENUE BY TYPE



Pre-booked / Recurring Revenue = 60%+

BALANCE AND BREADTH IN MIX AND TYPE OF REVENUE

GARETH WRIGHT
GROUP FINANCE DIRECTOR

FINANCIAL DELIVERY

2017 HALF YEAR RESULTS SUMMARY

+3.7%

Improving Underlying Revenue Growth

+3.7% vs +1.6% in FY 2016 and +2.5% in H1 2016

↑ £113.8m

Strong Free Cash Flow

+53.4% to £113.8m (2016 H1: £74.2m)

↑ 12.7%

Higher Adjusted Diluted EPS

+12.7% to 24.0p (2016 H1: 21.3p)

+1.0%

Growing Adj. Operating Profit

+1.0% Underlying and +41.0% Reported to £285.1m (2016 H1: £202.2m)

↑ 41.3%

Higher Reported Revenue, including Penton

+41.3% to £915.4m (2016 H1: £647.7m)

↑ 6.2%

Increased Interim Dividend

up 6.2% to 6.65p (2016 H1: 6.26p)

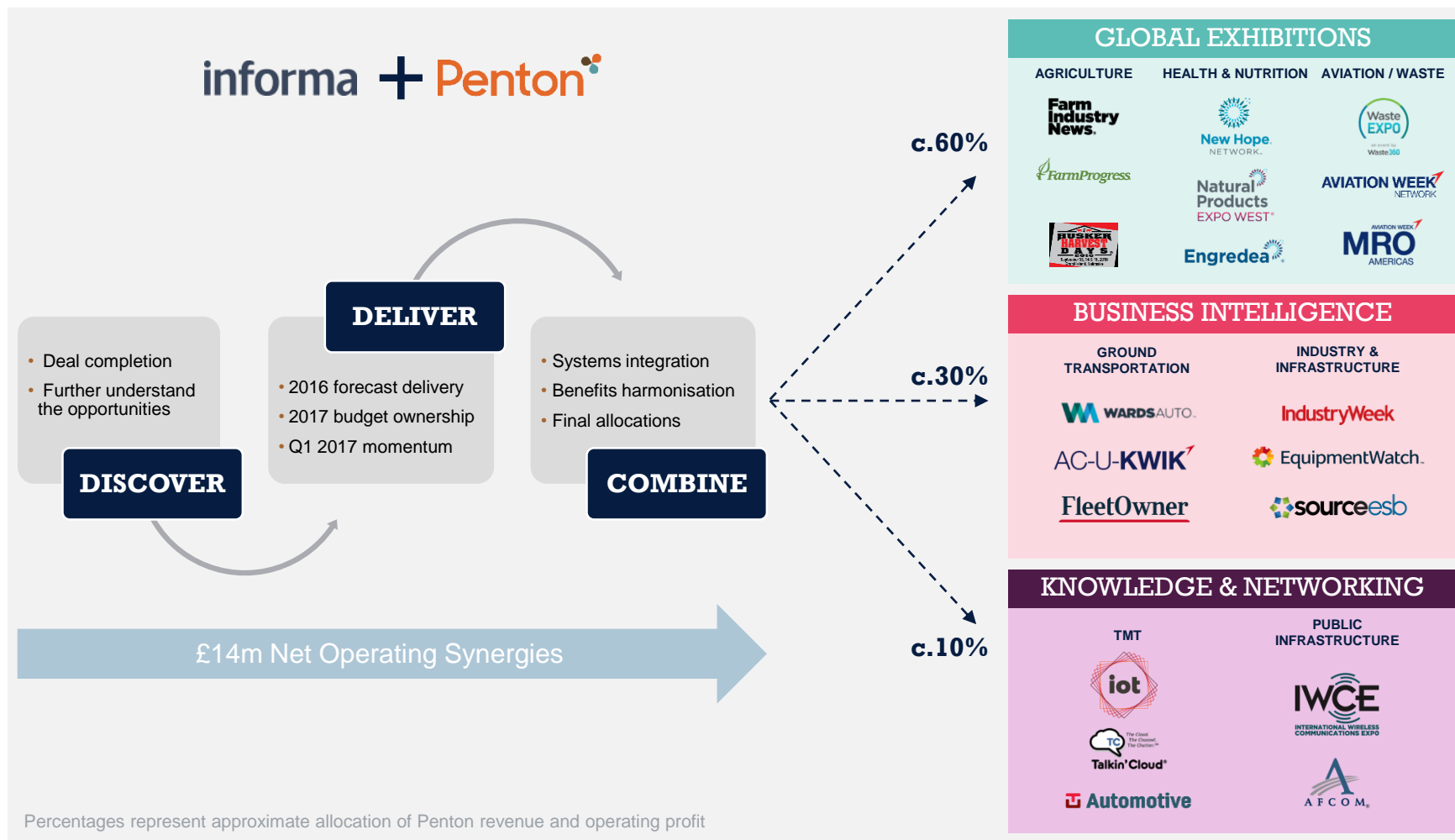
2.8x

Robust Balance Sheet following completion of refinancing

Net debt/EBITDA 2.8 times (2016 H1: 2.4 times)

CONTINUED FINANCIAL DELIVERY IN FOURTH AND FINAL YEAR OF GAP

EFFECTIVE INTEGRATION OF PENTON INFORMATION SERVICES



GAP PROGRESS AND DELIVERY

INCREASED OPERATIONAL FITNESS

SIMPLIFIED GROUP & DIVISIONAL OPERATING MODELS

INCREASED PORTFOLIO FOCUS

GAP PRODUCT AND PLATFORM LAUNCHES

IMPROVING REVENUE GROWTH

ACQUISITION OPERATING SYNERGIES

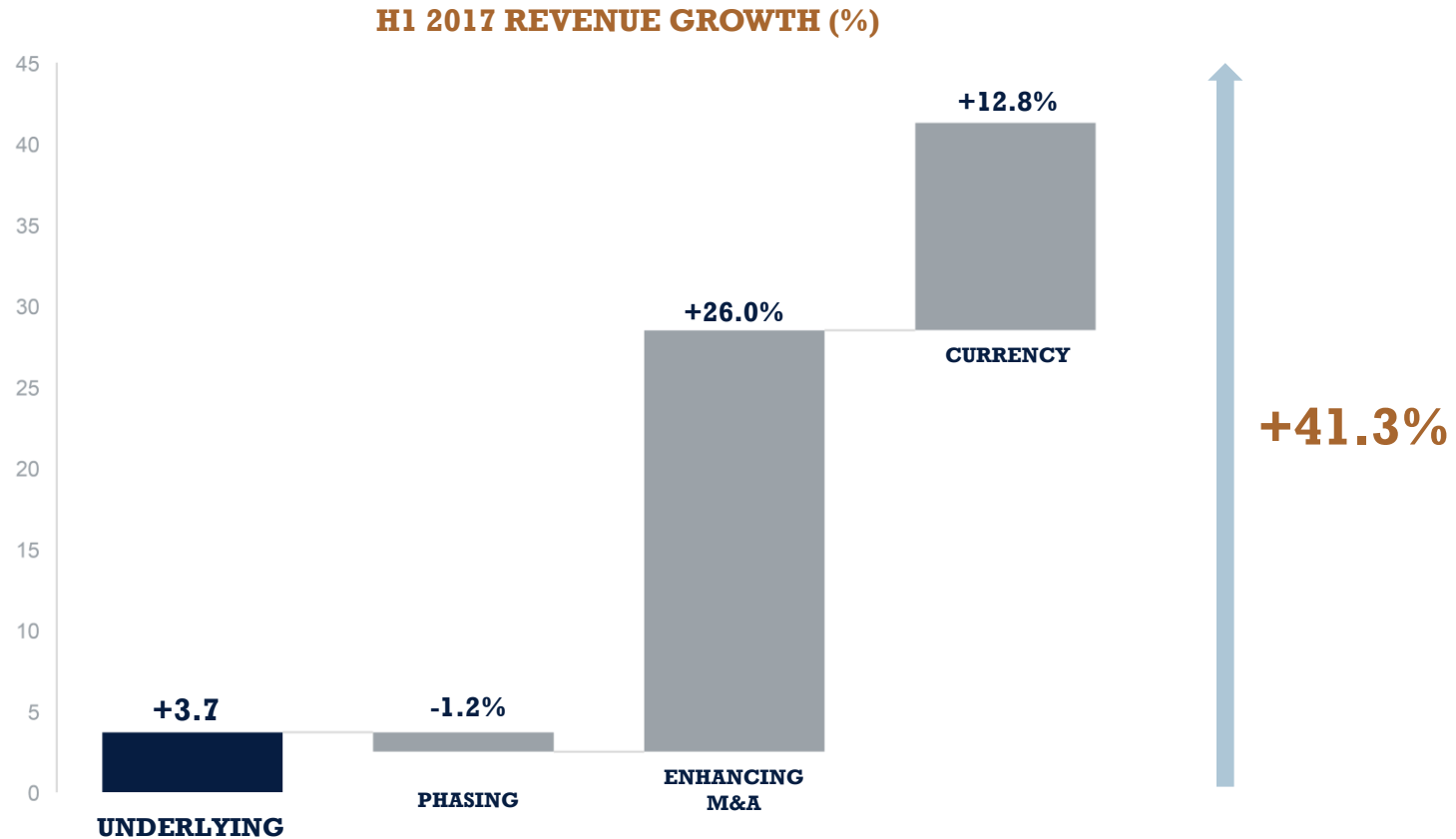
PROFIT FLOW THROUGH

ON TRACK TO DELIVER ON *GAP* AMBITIONS

DIVISIONAL PERFORMANCE

	H1 2017 £m	H1 2016 £m	Reported %	Underlying %
Revenue				
Global Exhibitions	342.8	192.9	77.7	11.0
Business Intelligence	187.6	134.6	39.4	1.1
Academic Publishing	238.9	214.7	11.3	1.2
Knowledge & Networking	146.1	105.5	38.5	(4.0)
Group	915.4	647.7	41.3	3.7
Adjusted Operating Profit				
Global Exhibitions	144.8	88.3	64.0	10.9
Business Intelligence	37.5	26.9	39.4	0.2
Academic Publishing	85.5	72.9	17.3	0.3
Knowledge & Networking	17.3	14.1	22.7	(40.2)
Group	285.1	202.2	41.0	1.0
Operating Margins	%	%		
Global Exhibitions	42.2	45.8		
Business Intelligence	20.0	20.0		
Academic Publishing	35.8	34.0		
Knowledge & Networking	11.8	13.4		
Group	31.1	31.2		

REVENUE GROWTH MIX



GROWTH IN REVENUE, ADJUSTED PROFIT AND EARNINGS

	H1 2017 £m	H1 2016 £m
Revenue	915.4	647.7
Adjusted Operating Profit	285.1	202.2
<i>Adjusted Operating Margin</i>	31.1	31.2
Net interest	(28.7)	(17.4)
Adjusted profit before tax	256.4	184.8
Adjusting items	(107.6)	(85.9)
Reported profit before tax	148.8	98.9
Adjusted tax charge	(55.9)	(33.4)
<i>Effective tax rate</i>	21.8	18.1
Adjusted profit	200.5	151.4
Minority interest	(2.4)	(0.9)
Adjusted EPS (diluted)	24.0	21.3
Dividends per share	6.65	6.26

Growth

- Seasonally strong first half period

Operating Margin

- GAP investment
- Shift in mix

Higher net interest charge

- Average debt / interest rates / FX

Increase in effective tax rate

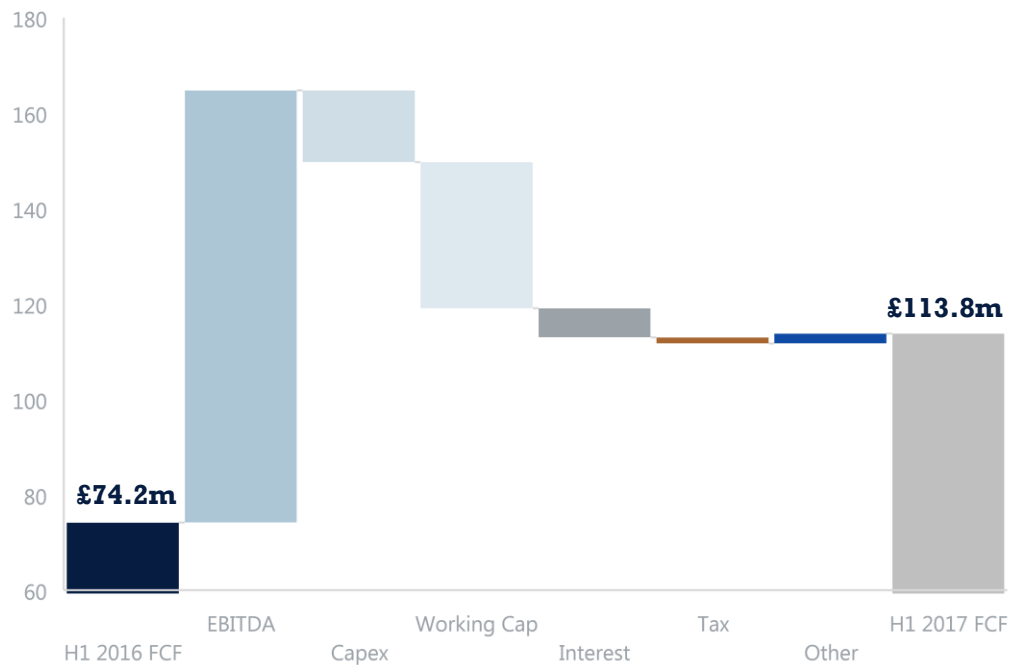
- Profit mix / UK tax changes

Higher minority interest

- China Beauty / JVs

Increase in shares issued

STRONG FREE CASH FLOW



Increased Free Cash Flow

- Underlying cash flow strong
- Impact of Penton Information Services
- Continuous reinvestment for growth
- Tax credits offset increased US profits
- Cash exceptionals

Expected 2017 Free Cash Flow >£400m

CONTINUED STRONG CASH GENERATION SUPPORTED BY PENTON

EFFICIENT AND FLEXIBLE LONG-TERM FINANCING

Robust balance sheet

- 2.8x gearing at half-year
 - Seasonal working capital outflows in first-half
 - Increased dividend on higher share count
- Within target range by year-end, ex M&A

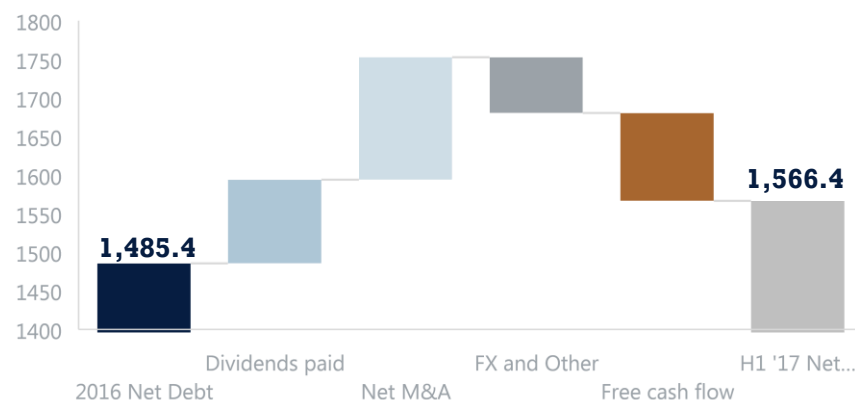
Mix of bank debt and US PP debt

- Funding of \$500m US PP issuance in January
- US interest rate rise with c.90% debt US Dollar
- PP average coupon 4.1% and maturity 5.6 years

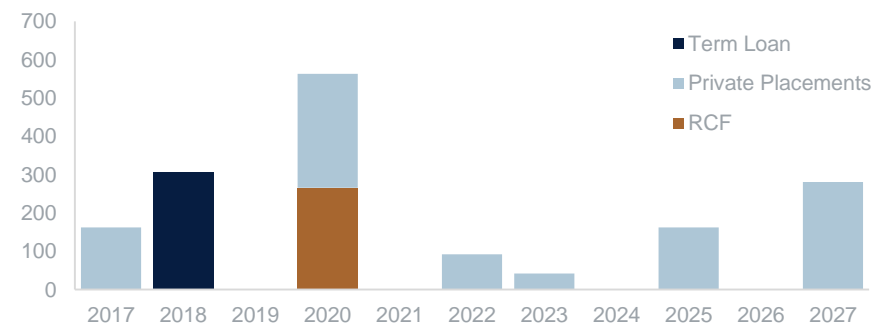
Secure Pension position

- Defined benefit schemes closed
- Net liabilities of £28m including Penton

NET DEBT BRIDGE (£m)

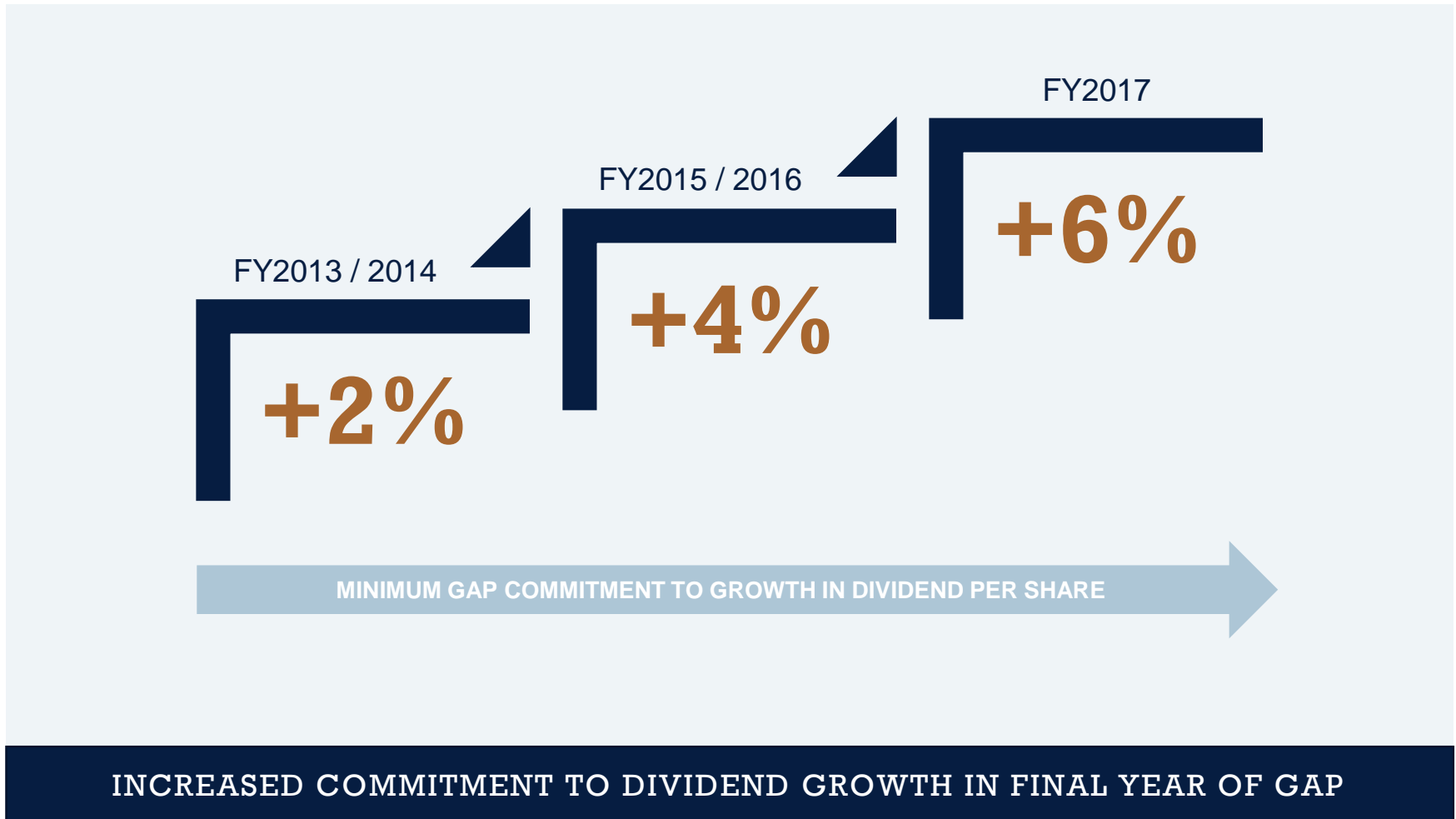


DEBT MATURITY (£m)

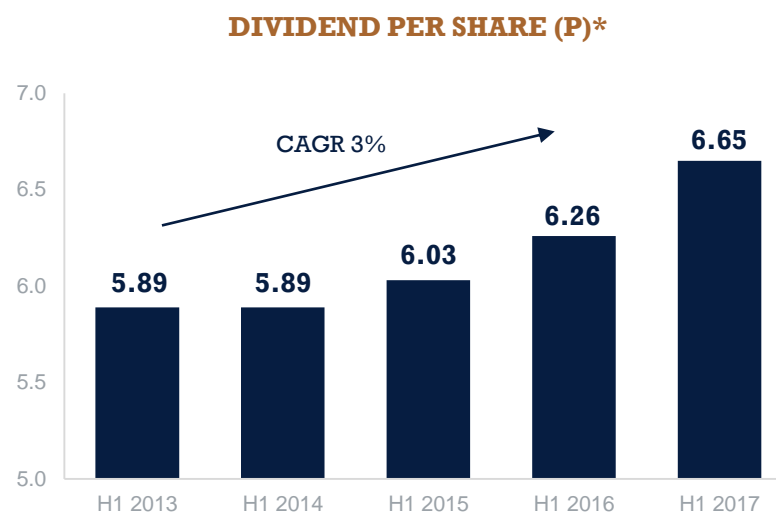
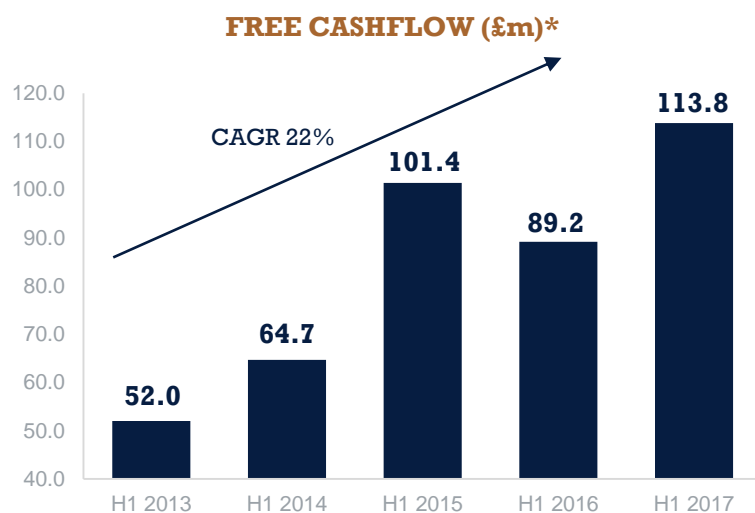


ROBUST BALANCE SHEET WITH LONG-TERM FLEXIBLE FINANCING

INCREASED DIVIDEND RETURNS



GAP DELIVERY – IMPROVING CASH AND RETURNS



GAP DELIVERY

2013

Group Free Cash Flow: £213.6m
Group Dividend Returns: £114m

2017

Group Free Cash Flow: £400m+
Group Dividend Returns: £160m+

STEADILY IMPROVING CASH & RETURNS PROFILE THROUGH GAP

FROM HALF-YEAR TO FULL YEAR DELIVERY

Predictability of subscriptions revenue

Visibility of forward-booked Exhibitions revenue

Attractive margins and strong free cash flow

Long-term financing and secure pension position

Second-half seasonally smaller than first-half

Fewer major Exhibition Brands in the second-half

Key November period for Knowledge & Networking

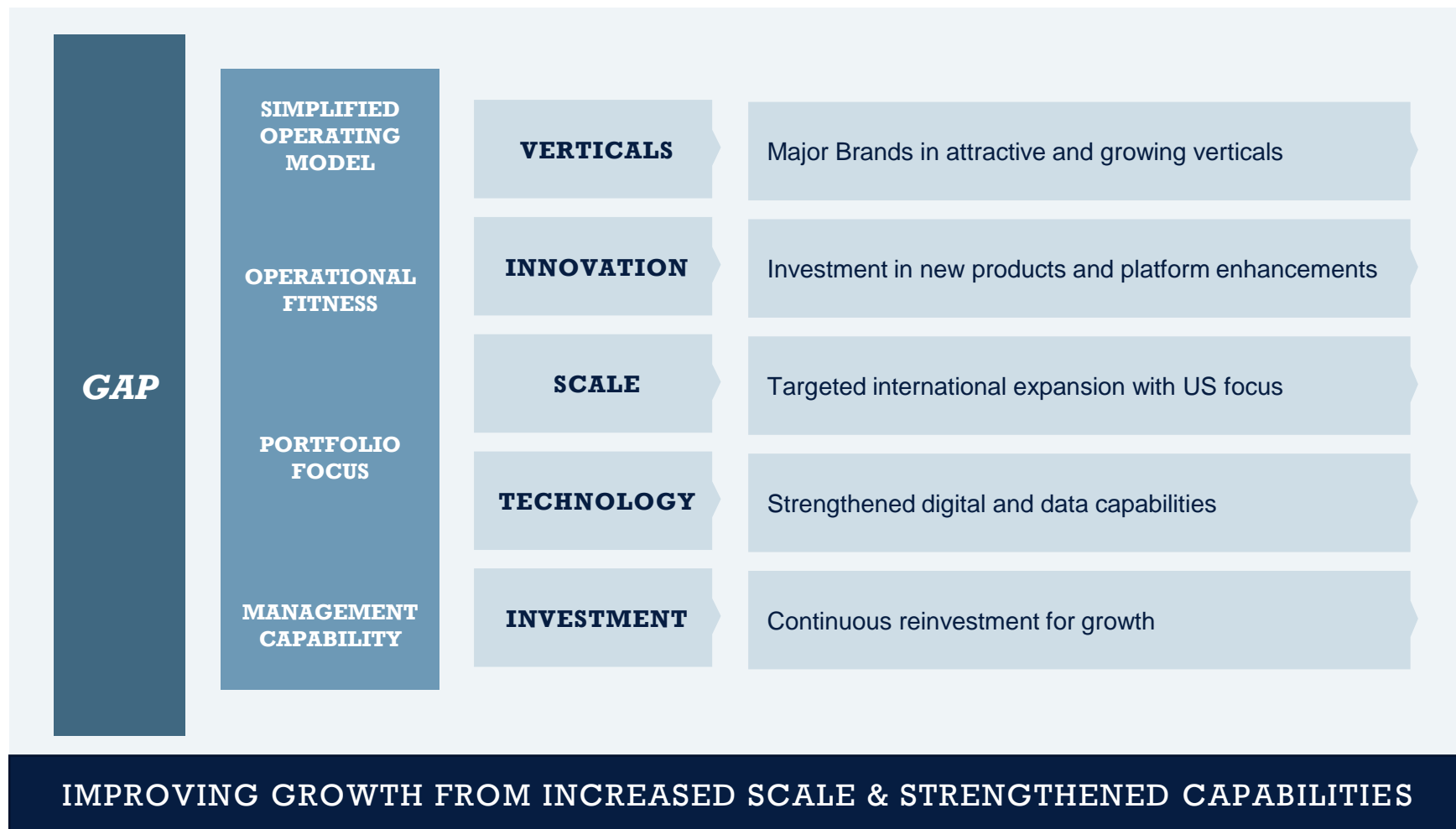
Key Q4 trading period for Academic Reference Books

POSITIVE OUTLOOK AFTER GOOD START TO 2017 BUT STILL A LONG WAY TO GO

STEPHEN A. CARTER
GROUP CHIEF EXECUTIVE

**OPERATIONAL &
FINANCIAL
DELIVERY**

OPERATIONAL AND FINANCIAL DELIVERY

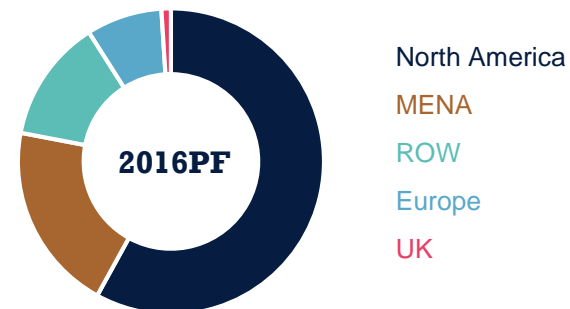


GLOBAL EXHIBITIONS: INFORMA'S LARGEST DIVISION

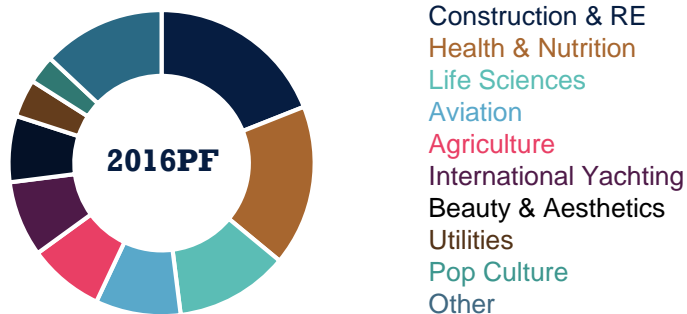
GROWTH TRENDS

- Focus on major **Brands** in attractive verticals
- **YTD Top 30:** c.4% growth in net square metres sold
- **YTD Top 30:** 10%+ growth in attendees
- Yield improvements: rollout of **Customer Value Initiative**
- Product innovation: **Medlab** and Arab Health
- Sales effectiveness and marketing automation
- **Market Maker** strategy: rollout of vertical-specific web platforms

REVENUE BY REGION



REVENUE BY VERTICAL



200
Brands

£500m+
Annual revenue

2m+
Visitors

1,400+
Colleagues

1.9m sqm+
Exhibition space

c.60%
Top 30
Exhibitions
% of revenue

CONTINUED STRONG GROWTH OPPORTUNITIES

ACADEMIC PUBLISHING: RESILIENCE AND STRENGTH

GROWTH TRENDS

- Focus on **Upper Level** specialist content
- High renewal rate and strong growth in **Journals**
- Operational effectiveness from creation of single, global **Books** business
- Investment in content **discoverability**, analytics and author services
- Addition of **Colwiz** in Academic Digital Services
- Appointment of **Annie Callanan** as Chief Executive

REVENUE BY REGION



REVENUE BY VERTICAL



2,500+
Journals

130k+
Book titles

2,000+
Colleagues

100m+
Annual article
downloads

100+
Open Access
Journals

6,000+
New book titles per annum

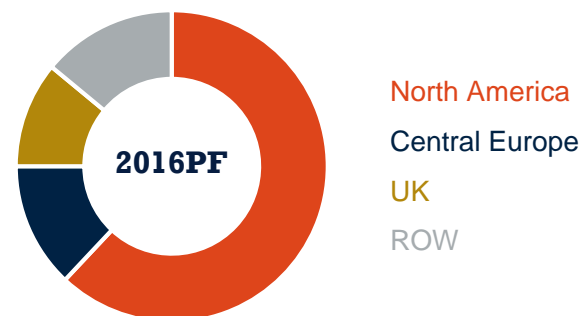
STEADY GROWTH WITH ATTRACTIVE MARGINS AND STRONG CASHFLOW

BUSINESS INTELLIGENCE: GROWTH MOMENTUM

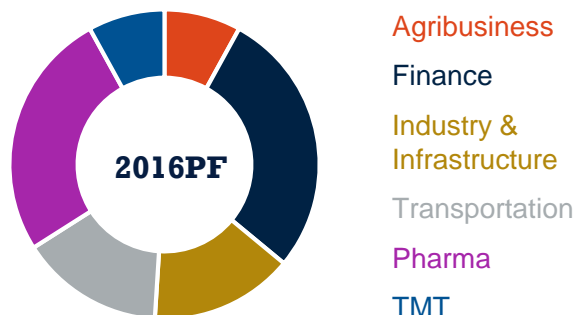
GROWTH TRENDS

- High subscription **renewals** and growing **Annualised Contract Values**
- Momentum in contingent revenues following relaunch of **Consulting** and integration of **Marketing Services**
- Strong performance in **Agribusiness** and **Transportation** following **GAP** product launches
- Further product launches to come in second-half, including in **Pharma, TMT** and **Finance**
- **Customer Engagement Programme** and Key Accounts

REVENUE BY REGION



REVENUE BY VERTICAL



250+
Brands

30k+
Subscribers

2,000+
Colleagues

150k+
Active Users

£360m+
Annual revenue

70%+
Core
subscription
revenue

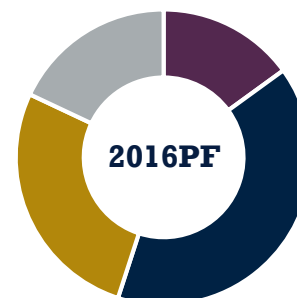
STRENGTHENED CAPABILITY AND IMPROVING GROWTH PROFILE

KNOWLEDGE & NETWORKING: FOCUS, SIMPLIFY & GROW

GROWTH TRENDS

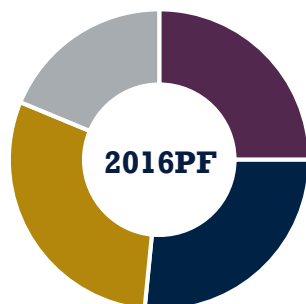
- Increased portfolio focus: **Germany, Switzerland, Brazil**
- Focus on end markets: **TMT, Life Sciences, Global Finance**
- Develop community **Brands**
- Maximise **Networking** and **Partnering** opportunities
- Digital community **engagement**, content and revenue
- Cross-divisional opportunities and **Marketing Services**

REVENUE BY REGION



UK
North America
Europe
Rest of World

REVENUE BY VERTICAL



Finance
Life Sciences
TMT
SSMEs

c.1,200 Events

1,000+ Colleagues

150k+ Delegates

30+ Events with £1m+ revenue

60 Counties where events are held

c.£100m Annual revenue from sponsorship

PORTFOLIO FOCUS DELIVERING IMPROVING TRENDS

GAP YEAR 4 PERFORMANCE MEASURES

	FY 2016	FY 2017
INFORMA GROUP	+1.6%	Progressive improvement in underlying growth
GLOBAL EXHIBITIONS	+8.7%	Continued expansion and growth
ACADEMIC PUBLISHING	+0.3%	Resilient performance
BUSINESS INTELLIGENCE	+1.1%	Improving growth
KNOWLEDGE & NETWORKING	-4.1%	Improving trend

POST-GAP FINANCIAL FRAMEWORK

INFORMA GROUP

3%+ underlying revenue growth
Consistent margins over 30%
Continuous re-investment for growth

GLOBAL EXHIBITIONS

5%+ underlying revenue growth
Market-leading margins

ACADEMIC PUBLISHING

Consistent underlying revenue growth
Strong margins (with currency variability)

BUSINESS INTELLIGENCE

3%+ underlying revenue growth
Improving margins with growth

KNOWLEDGE & NETWORKING

Positive underlying revenue growth
Improving margins with mix

POST-GAP OPERATIONAL FRAMEWORK



APPENDICES

VERTICAL BALANCE AND BREADTH



BALANCE SHEET SUMMARY

	H1 2017 £m	H1 2016 £m
Intangibles and goodwill	4,421.8	2,881.1
Fixed assets	25.9	16.6
Other non-current assets	15.3	17.7
Current assets	481.9	341.5
Deferred income	(489.1)	(384.3)
Other current liabilities	(308.7)	(264.1)
Net debt	(1,566.4)	(1,054.9)
Other non-current liabilities	(444.2)	(218.1)
Net Assets	2,136.5	1,335.5

TAX SUMMARY

	H1 2017 Profit/(loss) £m	H1 2017 Tax £m	H1 2017 ETR %
Reported Profit Before Tax	148.8	30.2	20.3
Adjusted for:			
Intangible amortisation and impairment	82.2	20.3	
Acquisition and integration costs	12.1	2.4	
Redundancy and reorganisation costs	2.5	0.7	
Vacant property costs	6.1	2.3	
(Loss)/profit on disposal of businesses	4.7	-	
Adjusted Profit before Tax	256.4	55.9	21.8

OPERATING CASH FLOW SUMMARY

	H1 2017 £m	H1 2016 £m
Adjusted operating profit	285.1	202.2
Depreciation of property and equipment	4.7	3.0
Software and product development amortisation	11.1	6.1
Share-based payments	2.4	1.3
Adjusted share of joint venture and associate results	(0.2)	(0.1)
Adjusted EBITDA	303.1	212.5
Net capital expenditure	(41.0)	(25.9)
Working capital movement	(94.0)	(63.4)
Operating cash flow	168.1	123.2
Adjusted cash conversion	59%	61%
Restructuring and reorganisation	(2.8)	(4.9)
Net interest	(22.5)	(16.4)
Taxation	(29.0)	(27.7)
Free cash flow	113.8	74.2

OTHER ADJUSTING ITEMS

	H1 2017 £m	H1 2016 £m
Intangible asset amortisation	79.4	51.2
Impairment	2.8	2.3
Restructuring and reorganisation	8.6	2.6
Acquisition and integration	12.1	6.5
Subsequent re-measurement of contingent consideration	-	(2.0)
Adjusting items in operating profit	102.9	60.6
Loss on disposal	4.7	25.3
Adjusting items in profit before tax	107.6	85.9

CURRENCY

Major currencies	Average Rates		Closing Rates	
	H1 2017	H1 2016	H1 2017	H1 2016
USD	1.26	1.43	1.30	1.35
EUR	1.16	1.29	1.14	1.21
Impact of a 1 cent movement in 2017:				
	USD £m	EUR £m		
Revenue	9.4	0.8		
Operating Profit	4.0	0.4		
Adjusted Diluted EPS	0.4p	-		

SPONSORED ADR PROGRAMME

Informa ADRs trade on the US over-the-counter (OTC) market

Symbol	IFJPY
ISIN	US45672B305
Ratio	1 ADR : 2 ORD
Effective date	1 st July 2013
Underlying ISIN	JE00B3WJHK45
Depository Bank	BNY Mellon

For any questions relating to Informa ADRs, please contact BNY Mellon

Damon Rowan

Tel: +44 20 7163 7511

E-mail: damon.rowan@bnymellon.com

5 HOWICK PLACE
LONDON
SW1P 1WG

+44 (0) 20 7017 5000
info@informa.com
www.informa.com



informa