

informa

bringing knowledge to life

Resilience and Growth

2011 Full Year Results

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Chief Executive
Finance Director

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Introduction

Peter Rigby

A man in a dark suit and light shirt is walking and looking down at a smartphone in his right hand. The background is a blurred outdoor setting with a railing.

Digital Media Business for the 21st Century

Proprietary niche publisher

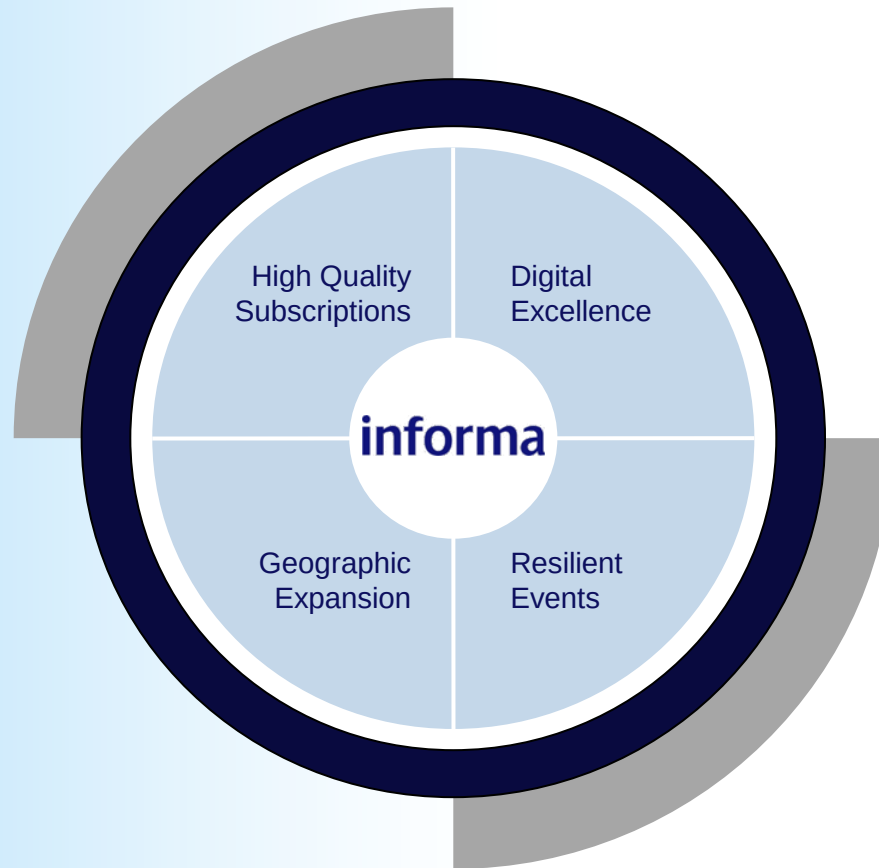
Innovative and nimble

Resilient visible earnings

Geographically well spread

Financially strong

Informa Business Strategy



Executing on Strategy

67% of publishing revenues from subscriptions

74% of publishing revenues fully digitised

22% increase in number of large events

Emerging market growth - now 14% of revenue

Datamonitor integration into IBI

Successful launch of new digital platforms within AI and PCI

Acquisitions performing well and benefiting from larger group

Financial Summary

Adam Walker

Financial Highlights

Organic revenue growth of 3.9% (ex IPEX)

Adjusted organic operating profit growth of 7.9% (ex IPEX)

Adjusted operating profit margin increased to 26.4%

Free cash flow £203m

Net debt to EBITDA 2.1x

Adjusted diluted EPS up 8.6% to 37.8p

Final dividend increased by 24% to 11.8p – total dividend up 20%

Income Statement

	2011 £m	2010 £m
Revenue	1,275.3	1,226.5
Adjusted operating profit	336.2	313.2
Amortisation	-137.9	-133.8
Other adjusting items	-68.0	-15.4
Operating profit	130.3	164.0
Net interest	-41.8	-39.0
Profit on disposal	0.1	
Tax	-14.3	-26.1
Profit for the year	74.3	98.9
Adjusted EPS (diluted)	37.8	34.8

Divisional Summary

	2011	2010	Actual	Organic ex Ipex
Revenue	£m	£m	%	%
Academic Information	323.6	310.2	4.3	6.1
PCI	370.5	364.9	1.5	2.6
Events and Training	581.2	551.4	5.4	3.6
Total	1,275.3	1,226.5	4.0	3.9

Adjusted Operating Profit

Academic Information	116.2	109.3	6.3	8.3
PCI	114.0	110.4	3.3	4.5
Events and Training	106.0	93.5	13.4	11.7
Total	336.2	313.2	7.3	7.9

Operating Cash Flow

	2011	2010
	£m	£m
Adjusted operating profit	336.2	313.2
Depreciation and software amortisation	19.8	24.0
Share based payments	3.0	2.1
EBITDA	359.0	339.3
Net capital expenditure	-23.9	-27.2
Working capital movement ¹	-23.9	7.7
Operating cash flow	311.2	319.8
Adjusted cash conversion	93%	102%

¹ £18.8m in 2011 caused by non-recurring outflows relating to acquisitions

Net Funds Flow

	2011 £m	2010 £m
Operating cash flow	311.2	319.8
Restructuring and reorganisation	-19.3	-14.1
Net interest	-44.5	-36.8
Taxation	-44.0	-37.5
Free cash flow	203.4	231.4
Acquisitions less disposals	-112.9	-53.3
Dividends	-87.3	-75.0
Net issue of shares	0.3	4.6
Net funds flow	3.5	107.7
Opening net debt	-779.1	-872.6
Non-cash items	-2.7	-3.1
Foreign exchange	-5.7	-11.1
Closing net debt	-784.0	-779.1

Financing Costs

April 2011 – new £625m 5 year facility

Covenants in line with US PP notes

US PP – effective rate 4.3%

Fixed rate expiry – 2011 and 2012

Estimated cost of debt in 2012 – 4.1%

Cost/Benefit Analysis of DM/IBI Integration

Integration of back office function into shared services centre

Integration of front office sales function

Cost incurred in 2011 £10m

Cost savings in 2011 £4m

Annualised savings run rate £12m

Acquisition Strategy

Adherence to strict financial criteria

Publishing – subscriptions, digital, data, key verticals

Events – exhibitions, Emerging Markets

BTS / Ibratexpo

ROI 2010 acquisitions – 12.5%

Currency

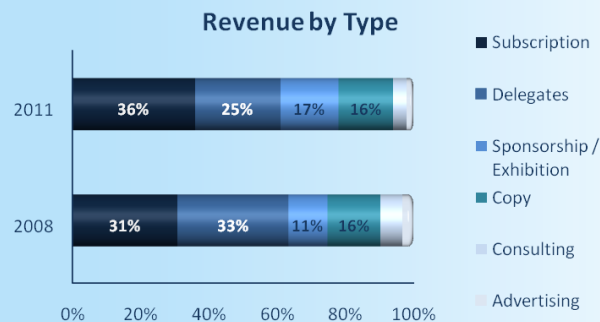
US dollar average rate weakened by 6c in 2011

Adjusted OP annual impact £8.4m (2.7% growth)

Small benefit of Euro strengthening

Only 3.5% of Group revenues from PIGS

From 2008 to 2011



	2008	2011	
Revenue	1.28bn	1.28bn	
Adjusted operating profit margin	23.9%	26.4%	+10%
Net debt	1.35bn	784m	-42%
Net debt / EBITDA	3.8x	2.1x	
Resilient revenues ¹	62%	70%	
Adjusted Tax rate	26.1%	23.4%	-10%
Dividend per share	10.0p	16.8p	+68%
ROCE	8.1%	9.0%	

¹ Subscriptions, copy sales & large events

Financial Summary

Strong set of financial results

Growth projected for 2012 well above market average

Deferred and booked revenue at 31/1/12 – 32%

Renewal rates / forward bookings

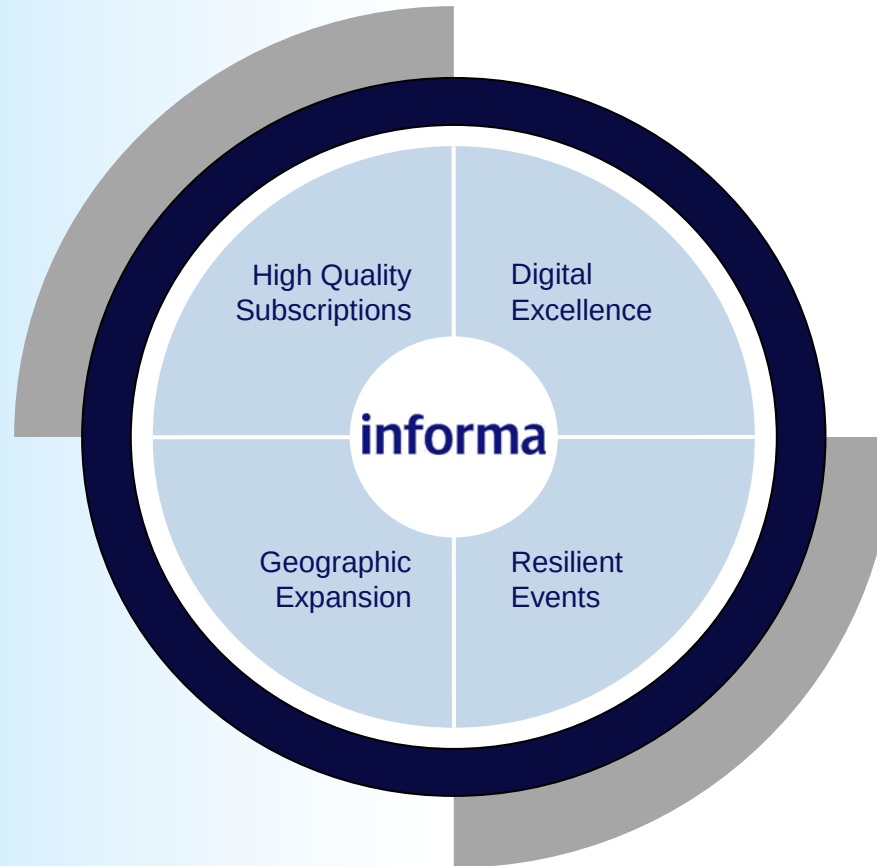
DM cost savings / interest swaps

Dividend increase of 20%

Resilience and Growth

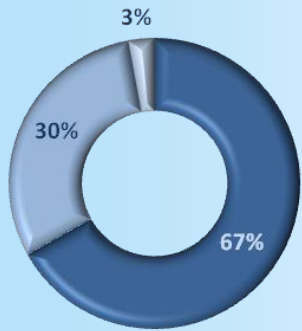
Peter Rigby

Strategic Drivers



High Quality Subscription Income

Revenue by Publishing Type



■ Subscriptions ■ Copy ■ Advertising

Subscriptions now 36% of all revenue (2008: 30%)

High renewal rates across PCI and AI

Decreasing reliance on advertising

Removal of marginal product

Publishing strength PCI

Focus on rich, highly niche, proprietary information

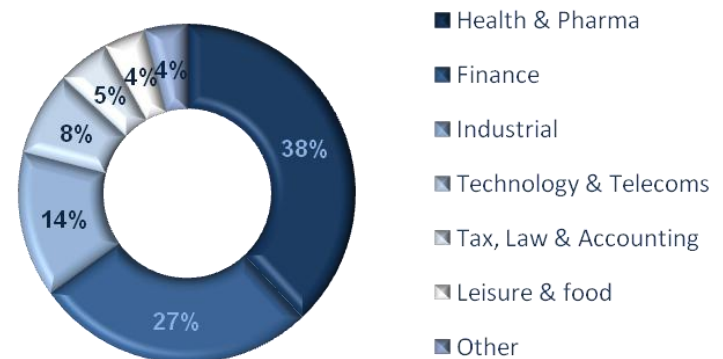
Integration into corporate workflow

Direct and interactive customer communications

Successful DM integration

Excellent team driving innovation

Revenue by PCI Market Sector



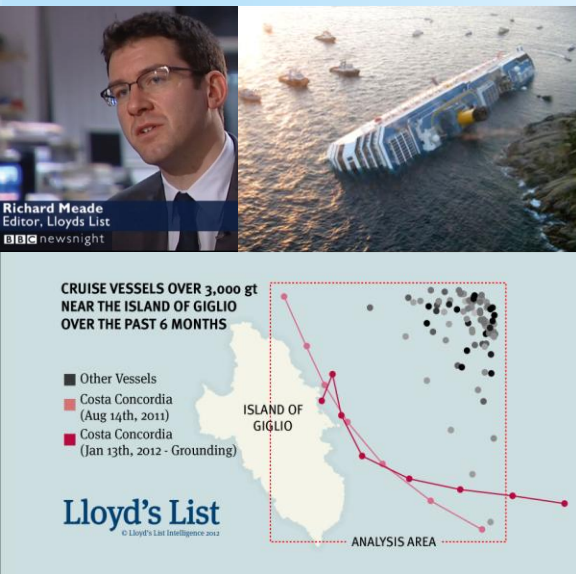
In depth, valuable data

Continually developing niche datasets

New manufacturing plant data – production capacity, capex, feed stock....

Market shares, capacity distribution, regional competitive intelligence

F.O.LIGHTS



Commercially relevant

Costa Concordia incident

Tracking of ship showing historic routes

Extensive supplementary information available

Publishing strength AI

Over 1,600 subscription journals & 80,000 books

All journals digital and over 38,000 ebooks available

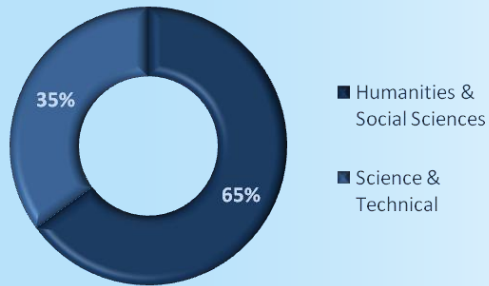
5.8m printed books sold in 2011

Quality of content & delivery core to success

High visibility, payment in advance on journals

Strong portfolio of sector leading of brands

Revenue by sector



Academic highlights



Growth in a challenging market

Launch of Taylor & Francis online – digital delivery platform

Large e-content sales into Russia, Asia & Middle East

Archive sales of journal content remains strong

Architectural Press & Earthscan successfully integrated

P.O.D. further reduces stock – Australia and Singapore

Digital Excellence

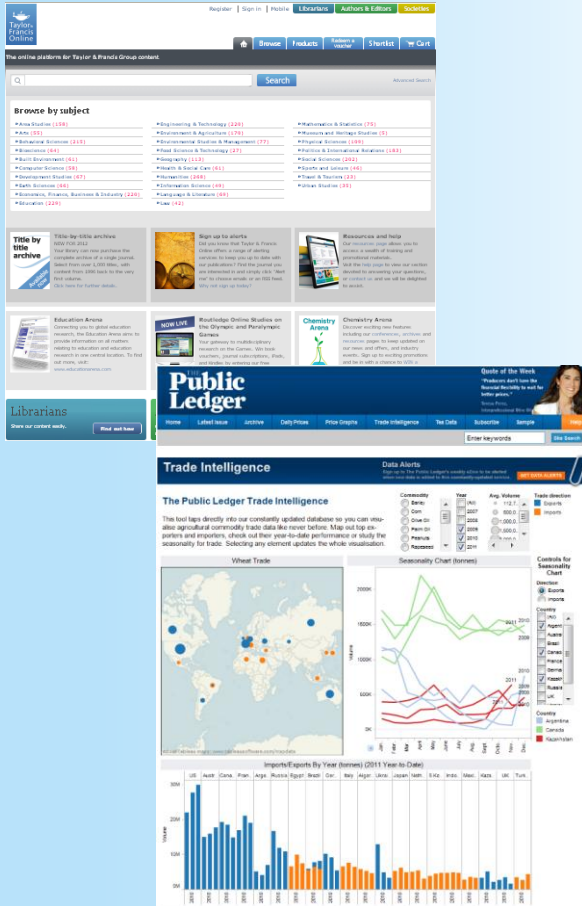
74% of publishing revenue digital

Successful launch of T&F Online

PCI platform consolidation

Continued ebook growth

Digitisation enhances utility



Resilient Events

Larger events grown organically and through acquisitions

Increased resilience

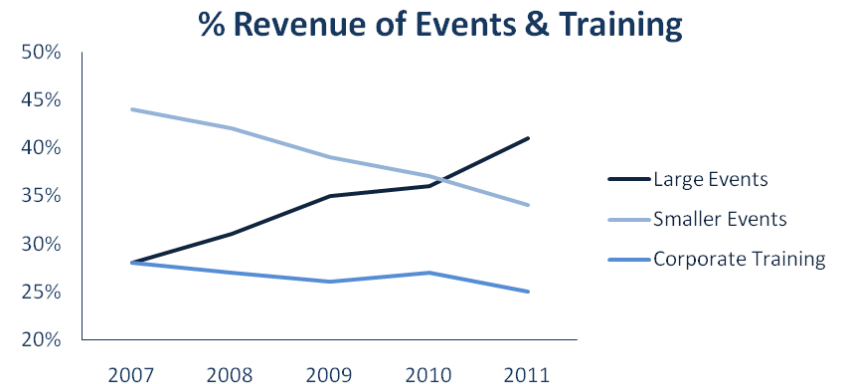
Increased visibility

Number of events now 7,500 (2008: 11,000)

Larger events 38% of revenue at high margin

47 new large events in 2011

19 organic + 28 acquired



Large Events Organic Growth



20% of larger event volume now from geo-cloning

Geographic Expansion

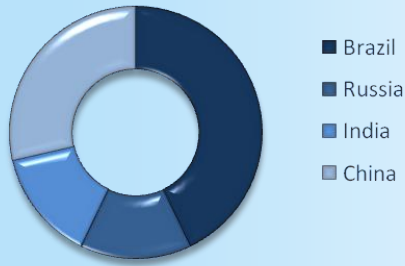
Emerging Market revenues 14% of total (2010: 12%)

Events revenue now 20% EM - organic & acquisition

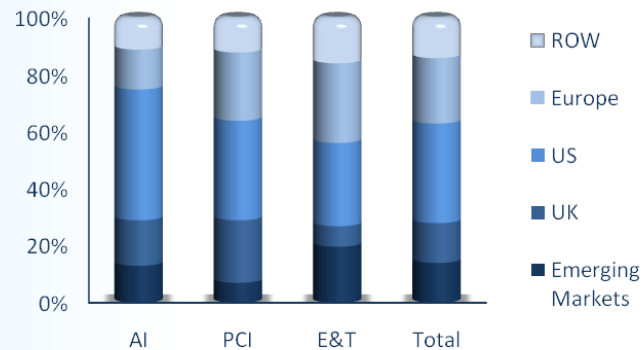
Informa infrastructure enables low investment costs

Brazil & Far East developments

BRIC Revenue Distribution



Divisional Revenue by Customer Location





Summary

High quality products in strong niche markets

2012 underpinned by subscriptions & large events

Academic journal renewal successful

PCI integration to release cost synergies

Events forward bookings robust

Trading inline with expectations

Appendices

Balance Sheet

	2011	2010
	£'m	£'m
Intangibles and Goodwill	2,734.6	2,800.7
Fixed Assets	19.7	19.0
Other Non-Current Assets	1.3	1.2
Current Assets	295.1	271.7
Other Current Liabilities	-690.2	-684.6
Net Debt	-784.0	-779.1
Other Non-Current Liabilities	-196.1	-228.0
	1,380.4	1,400.9

Academic Information

	2011	2010	Actual	Organic
	£m	£m	%	%
Revenue	323.6	310.2	4.3%	6.1%
Adjusted operating profit	116.2	109.3	6.3%	8.3%
Adjusted operating margin	35.9%	35.2%		

Professional and Commercial Information

	2011	2010	Actual	Organic
	£m	£m	%	%
Revenue	370.5	364.9	1.5%	2.6%
Adjusted operating profit	114.0	110.4	3.3%	4.5%
Adjusted operating margin	30.8%	30.3%		

Events and Training

	2011	2010	Actual	Organic
	£m	£m	%	%
Revenue	581.2	551.4	5.4%	0.4%
Adjusted operating profit	106.0	93.5	13.4%	4.2%
Adjusted operating margin	18.2%	17.0%		

Operating adjusting items

	2011	2010
	£m	£m
Restructuring	15.2	8.3
Impairment	54.3	5.0
Acquisition costs	1.4	1.3
Re-measurement of contingent consideration	-2.9	0.8
Intangible amortisation	137.9	133.8
Total	205.9	149.2

Tax

	PBT £m	Tax Charge £m	Effective tax rate %
Tax on statutory results	88.6	14.3	16.1
Adjusted for:			
Restructuring costs	15.2	4.4	
Intangible asset amortisation	137.9	35.7	
Impairment	54.3	3.1	
Excess interest on early repayment of syndicated loans	1.5	0.4	
Deferred tax credit arising from UK corporation tax rate change	-	6.0	
Deferred tax credit in respect of prior years	-	5.3	
Other adjusting items	-1.6	-	
Tax on adjusted results	295.9	69.2	23.4

Deferred Income

	2011	2010	Actual	Constant Currency
	£m	£m	%	%
Publishing	210.4	207.3	1%	2%
Events	116.6	102.5	14%	15%
Total	327.0	309.8	6%	6%

Currency

	Average Rates		Closing Rates	
	2011	2010	2011	2010
USD	1.6047	1.5447	1.5439	1.5472
EUR	1.1461	1.1676	1.1934	1.1586

Movement of 1 cent on the full year

USD EUR

£m

£m

Revenue

3.6

1.3

Operating profit

1.4

0.5

Net debt

3.3

0.5

Return on Investment

2010 acquisitions – 1 st year ROI	12.5%
2009 acquisitions – 1 st year ROI	18.9%
IIR acquired in 2005 – current ROI	14.3%
Datamonitor acquired in 2007 – current ROI	8.4%

	2011	2010	2009	2008
Group ROCE	9.0%	8.8%	8.8%	8.1%

ROI : calculated using total consideration (paid and accrued) and first full calendar year's adjusted EBITDA

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