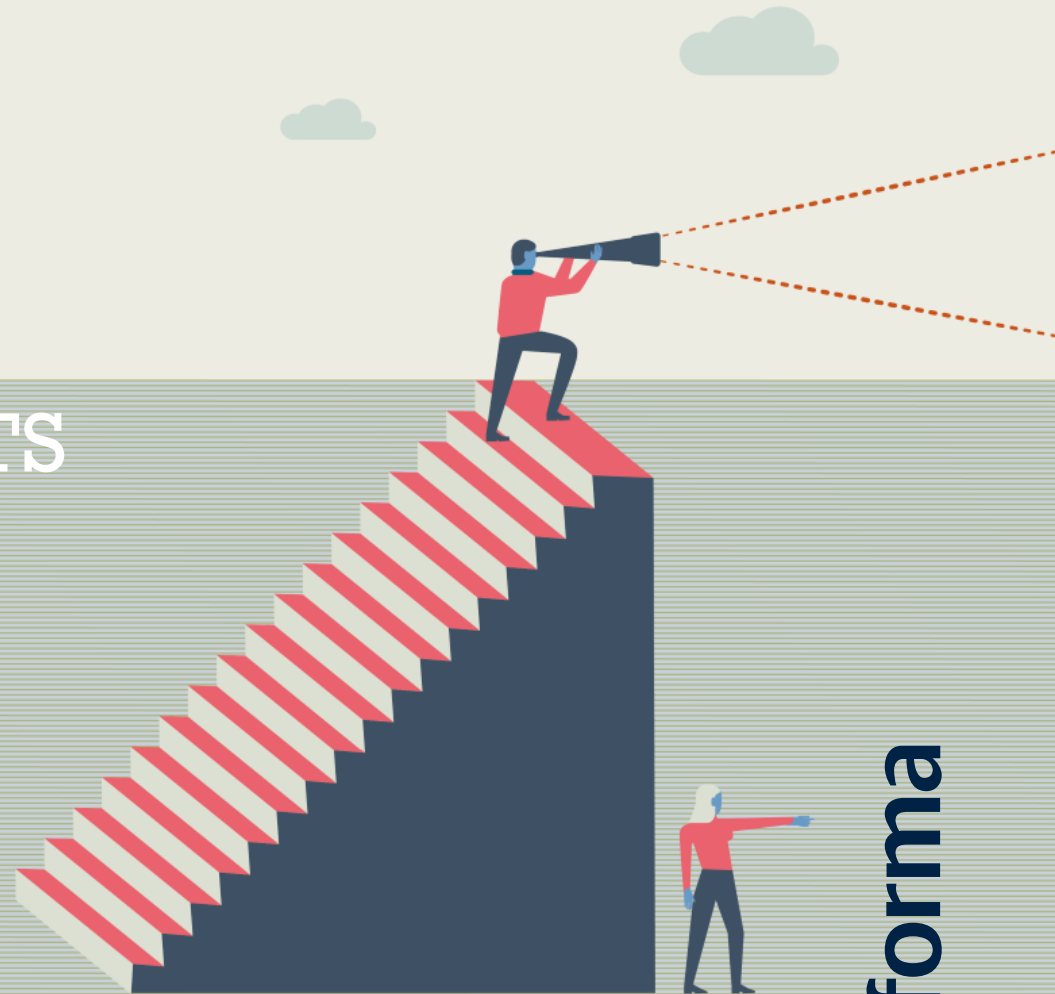


2017

FULL YEAR RESULTS

GROWTH CONTINUATION



DISCLAIMER

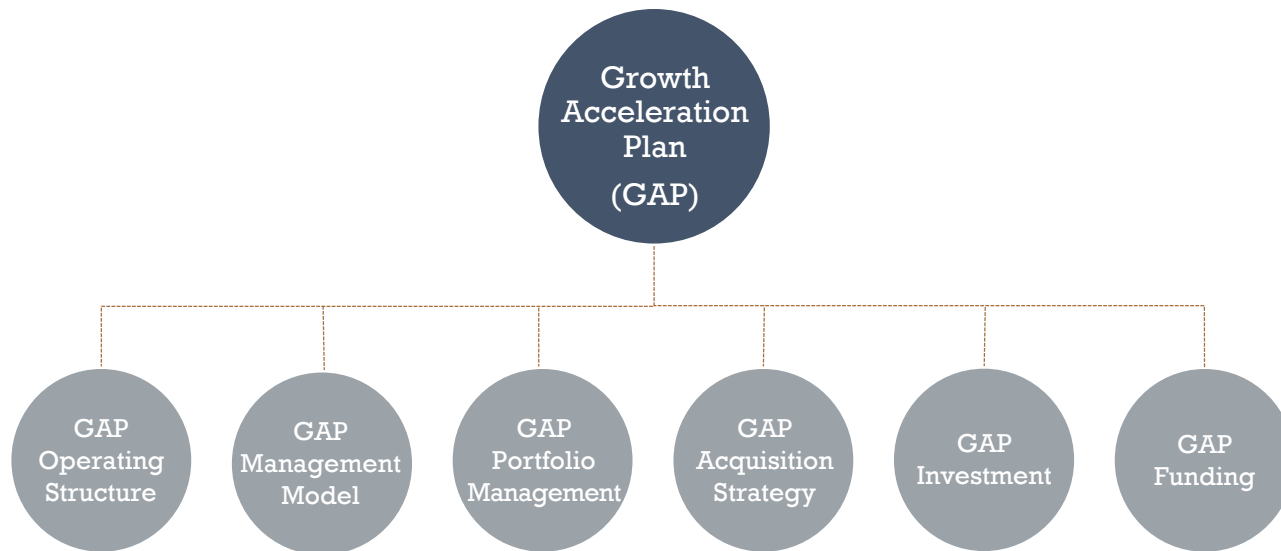
This presentation contains forward-looking statements concerning the financial condition, results of operations and businesses of the Group. Although the Group believes that the expectations reflected in such forward-looking statements are reasonable, these statements are not guarantees of future performance 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.

This presentation does not constitute or form part of any offer or invitation to purchase any securities of any person nor any offer or invitation to sell or issue, or any solicitation of any offer to purchase or subscribe for, any such securities.

2017: GROWTH ACCELERATION PLAN COMPLETED



“ *The goal is simple but demanding: progressively to return every part of our business to growth, and simultaneously to build the capabilities and platforms needed for future scale and consistent performance.* ”

**Informa Annual Report
2014**

STEPHEN A. CARTER
GROUP CHIEF EXECUTIVE

2017 PERFORMANCE & DELIVERY

2017: GROWTH ACCELERATION PLAN COMPLETED

GROWTH

Fourth year of growth in Revenue, Adjusted EPS, Cashflow & Dividends

DELIVERY

Operational capability and platform for future growth and scale through *GAP*

INTEGRATE

Effective integration of Penton Information Services delivered ahead of plan

FOCUS

Continued portfolio management through sale of *Euroforum* and *Garland*

EXPAND

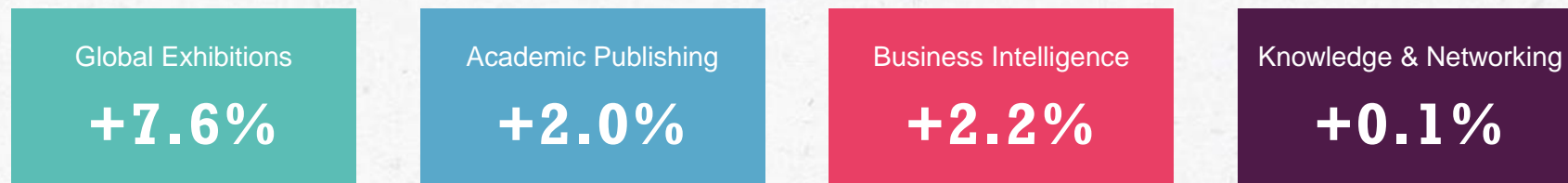
Additions of *YPI* in **Global Exhibitions** and *Dove Medical* in **Academic Publishing**

SCALE

Recommended offer for UBM plc to create leading B2B Information Services Group

A YEAR OF PERFORMANCE AND DELIVERY

2017: PERFORMANCE AND DELIVERY



INFORMA GROUP GROWTH (including Penton)



GROWTH ACCELERATION PLAN: KEY INITIATIVES



1 Build and buy a scale B2B events business in the **Global Exhibitions** Division

2 Repair and return to growth the **Business Intelligence** Division

3 Simplify, focus and grow the **Knowledge & Networking** Division

4 Build scale and management capability in the US market

5 Invest in platforms and capabilities for future scale and growth in all 5 divisions

GARETH WRIGHT
GROUP FINANCE DIRECTOR

2017 FINANCIAL PERFORMANCE & DELIVERY

2017 FULL YEAR RESULTS

↑ 30.7%

**Higher Reported Revenue,
including Penton and YPI**

+30.7% to £1,757.6m
(2016: £1,344.8m)

+31.3%

**Increased Adjusted
Operating Profit**

+31.3% to £545.5m (2016: £415.6m)

↑ 6.0%

**Enhanced Dividend
Per Share**

up 6.0% to 20.45p (2016: 19.30p)

+9.5%

Growth in Adjusted Diluted EPS

+9.5% to 46.1p (2016: 42.1p)

+3.4%

**Increasing Underlying Revenue
Growth**

+3.4% vs +1.6% organic revenue
growth in FY 2016 and 1.0% in FY
2015

2.5x

Robust Balance Sheet

Net debt/EBITDA 2.5 times
(2016: 2.6 times)

+31.1%

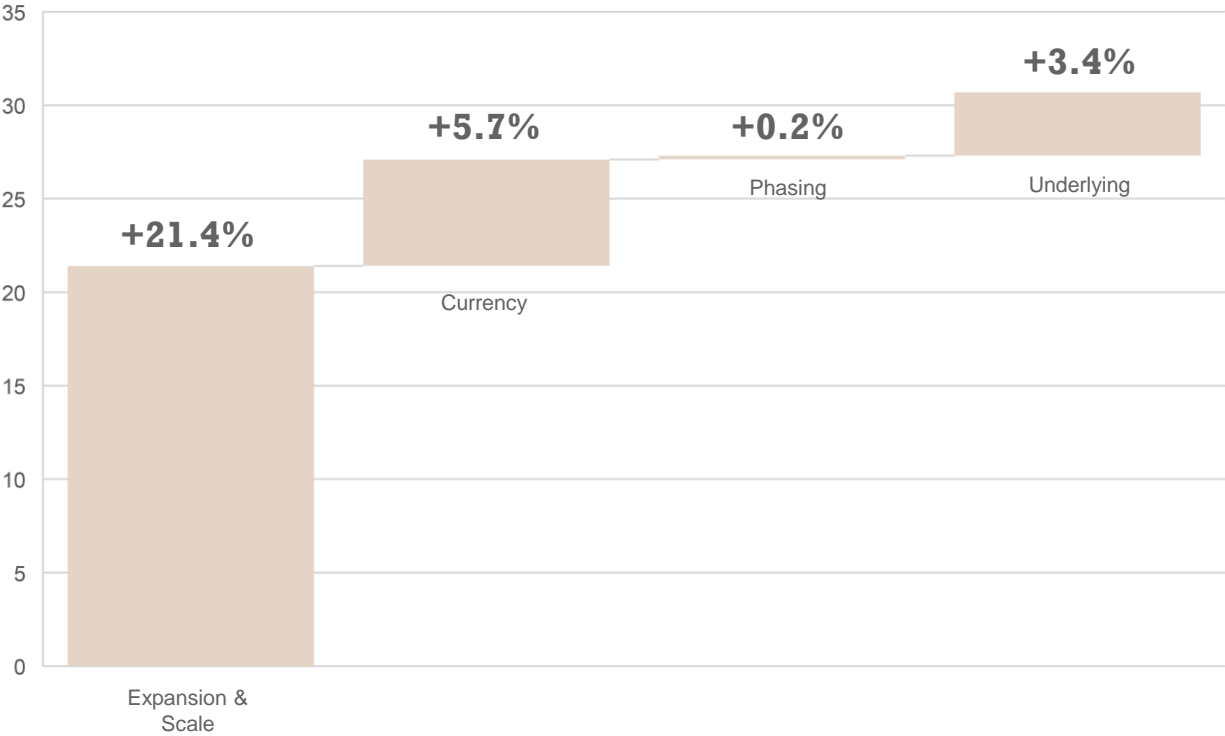
Strong Free Cash Flow

+31.1% to £400.9m (2016:
£305.7m)

CONTINUED OPERATIONAL PERFORMANCE AND FINANCIAL DELIVERY

REVENUE GROWTH MIX

2017 REVENUE GROWTH (%)



A dark blue vertical box containing a white circular icon with an upward-pointing arrow, and the text **+30.7%** below it.

EFFECTIVE INTEGRATION OF PENTON INFORMATION SERVICES

COMBINE

Effective integration into Informa, led by Patrick Martell (Business Intelligence), Charlie McCurdy (Global Exhibitions) and Andrew Mullins (Knowledge & Networking)

SCALE

On track to deliver at least \$22.5m of gross synergies in 2018 through removal of duplicate cost, management and systems overlap and procurement benefits

SPECIALISATION

Franchises left intact within Informa to reap benefits of industry specialisation

REVENUE

Significant revenue opportunities through cross-marketing, internationalisation etc

ENGAGE

Launch of specialist Data & Marketing Solutions business Informa Engage

EXPAND

Addition of Penton builds on US market position established through Virgo Publishing and Hanley Wood Exhibitions

OPERATING AND REPORTING AS A SINGLE BUSINESS

PENTON COST SYNERGIES ON TRACK

Corporate Overhead

Management & Support

Procurement

\$22.5m gross savings
 (\$18.5m net savings)*

2017
in-year
\$15m

2018
in-year
\$22.5m

Significant Incremental Revenue Opportunities

6-Step Revenue Growth Plan

1
Cross-Marketing

2
Internationalisation

3
Data & Marketing
Solutions

4
Digitisation

5
Sponsorship

6
Customer
Value Initiatives

SIGNIFICANT INCREMENTAL REVENUE OPPORTUNITIES

6-STEP REVENUE GROWTH PLAN: PENTON INFORMATION SERVICES

1 Cross-Marketing

From Ingredients to Finished Goods: leveraging relationships across the value chain: strong growth in Vitafoods Europe and doubling of Vitafoods Asia

2 Internationalisation

Launch of SupplySide China in Guangzhou in 2018

3 Data & Marketing

More than £10m of revenue from non-events activities at GHNN

4 Digitisation

Launch of *Markit Makr* product for *Health & Nutrition* in 2018

5 Sponsorship

Introduction of multi-event sponsorship products across different verticals eg Major financial services sponsor

6 Customer Value

Rollout of Customer Value Programme across portfolio with launch at Vitafoods Europe in 2018

ALL FOUR DIVISIONS IN GROWTH

	2017 £m	2016 £m	Actual %	Underlying %
Revenue				
Global Exhibitions	560.4	321.1	74.5	7.6
Business Intelligence	384.2	302.4	27.1	2.2
Academic Publishing	530.0	490.4	8.1	2.0
Knowledge & Networking	283.0	230.9	22.6	0.1
Group	1,757.6	1,344.8	30.7	3.4
Adjusted Operating Profit				
Global Exhibitions	201.4	119.5	68.5	6.5
Business Intelligence	92.2	70.5	30.8	6.2
Academic Publishing	208.0	187.2	11.1	0.7
Knowledge & Networking	43.9	38.4	14.3	(13.3)
Group	545.5	415.6	31.3	2.3
Operating Margins				
	%	%		
Global Exhibitions	35.9	37.2		
Business Intelligence	24.0	23.3		
Academic Publishing	39.2	38.2		
Knowledge & Networking	15.5	16.6		
Group	31.0	30.9		

GROWTH IN REVENUE, ADJUSTED PROFIT AND EARNINGS

	2017 £m	2016 £m
Revenue	1,757.6	1,344.8
Adjusted Operating Profit	545.5	415.6
<i>Adjusted Operating Margin</i>	31.0	30.9
Net interest	(59.1)	(39.6)
Adjusted profit before tax	486.4	376.0
Adjusting items	(217.6)	(197.9)
Reported Profit before tax	268.8	178.1
Adjusted tax charge	(103.1)	(67.8)
<i>Effective tax rate</i>	21.2%	18.0%
Adjusted profit	383.3	308.2
Minority interest	(2.4)	(1.9)
Adjusted EPS (diluted)	46.1	42.1
Dividends per share	20.45	19.30

Growth

- Improving underlying growth
- Reported growth enhanced by Penton, YPI and currency

Operating margin

- Benefits of higher growth, mix and synergies, offset by increased depreciation from GAP investments

Higher net interest charge

- Average debt / interest rates / FX

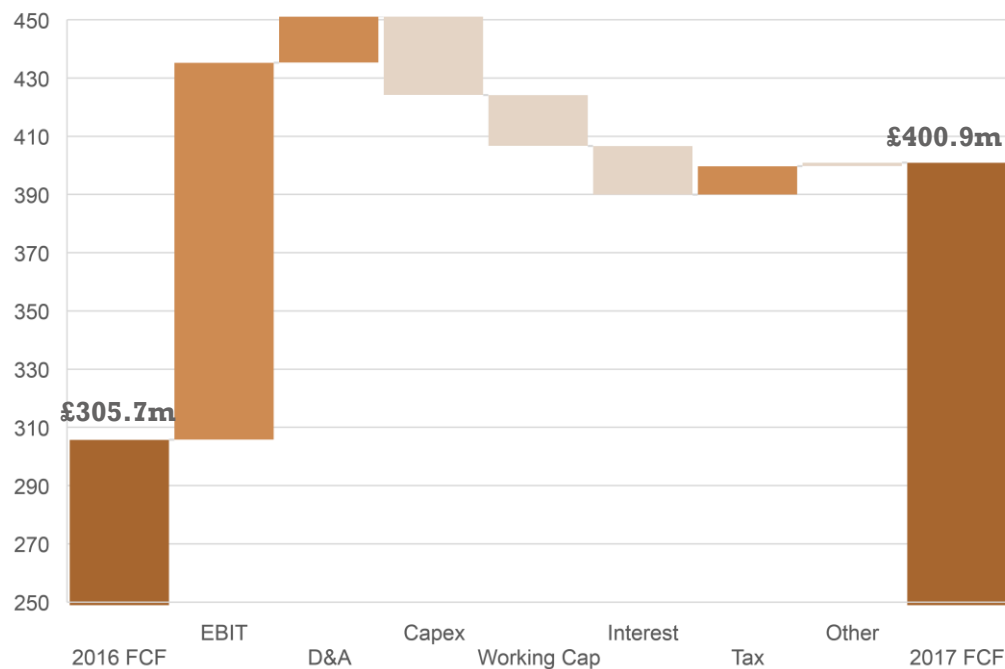
Increase in effective tax rate

- Profit mix / UK tax changes

Dividends per share

- 6.0% growth in DPS, inline with increased GAP commitment

STRONG FREE CASH FLOW GROWTH



Free Cash Flow >£400m achieved

- Underlying cash flow strong
- Benefit of Penton Information Services
- Increased Capex reflects completion of GAP Investment programme
- Tax credits from Penton and YPI offset increased US profits

Operating Cash Flow /
Adjusted Operating Profit =

91%

Free Cash Flow /
Adjusted Operating Profit =

73%

ROBUST BALANCE SHEET

Robust balance sheet

- 2.5x covenant gearing at year-end
 - Back within target range 14 months post Penton
 - Increased dividend on higher share count

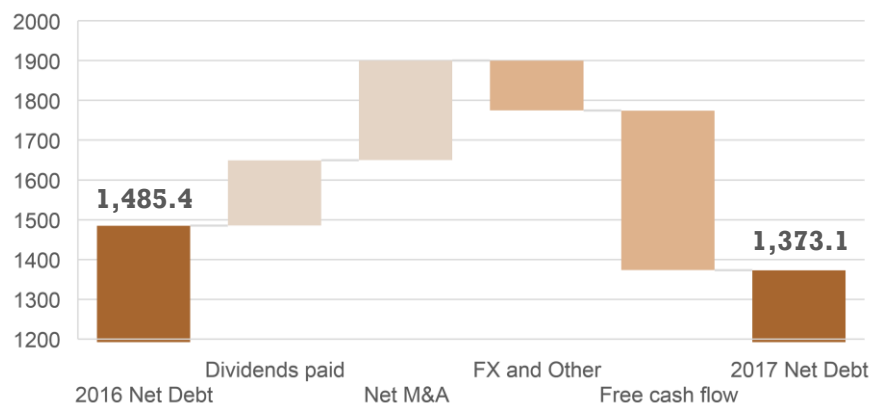
Mix of bank debt and US PP debt

- Funding of \$500m US PP issuance in January 2017
- **Funding of \$400m US PP issuance in January 2018**
- US interest rate rises with c.90% debt US Dollar
- PP average coupon 4.1% and maturity over 6 years

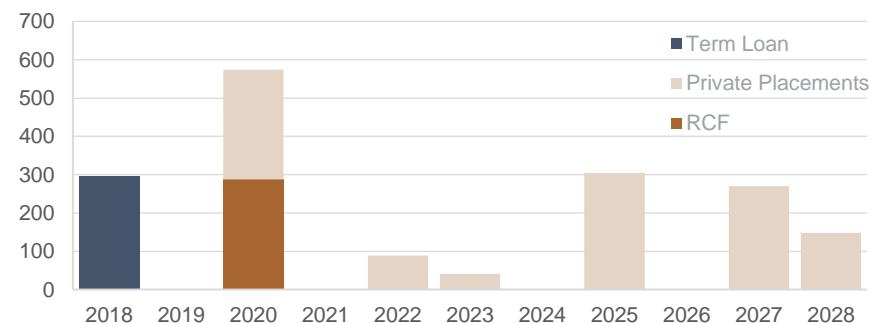
Secure Pension position

- Defined benefit schemes closed
- Total net liabilities of £18m at year-end

NET DEBT BRIDGE (\$m)



DEBT MATURITY AS AT 31 DEC 2017 + USPP ISSUE 4 JAN 2018 (\$m)



ROBUST BALANCE SHEET WITH LONG-TERM FLEXIBLE FINANCING

OPERATING DISCIPLINE

Portfolio Management

Academic Publishing

- Sale of Garland
 - Reduces exposure to more volatile Lower Level textbook market

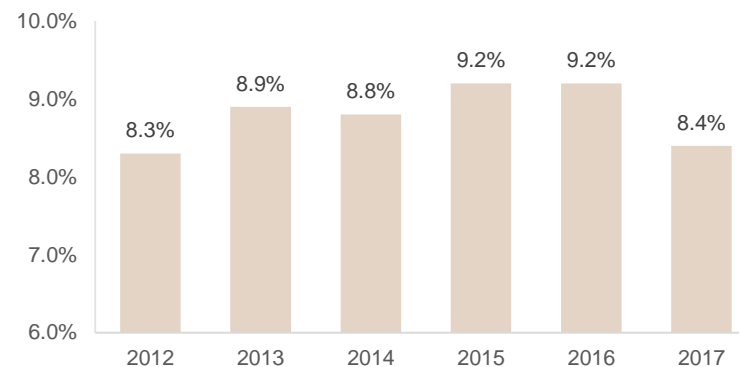
Knowledge & Networking

- Sale of majority stake in domestic conference business in Germany and Switzerland, Euroforum
 - Increased focus on Branded events in core verticals of Life Sciences, Global Finance and TMT

Other

- Small scale disposals in **Business Intelligence** and **Global Exhibitions**

Return on Capital Employed (%)



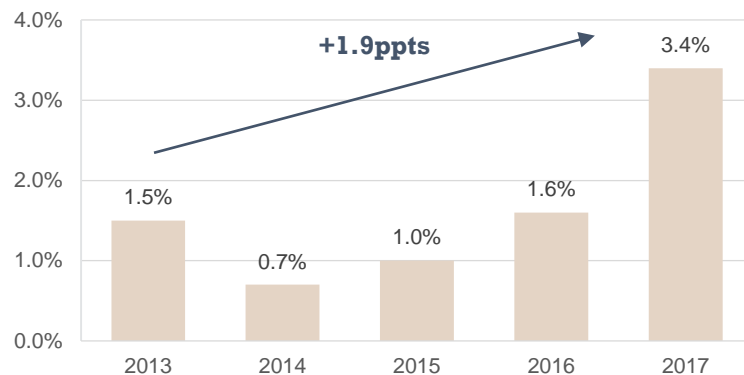
- Full year impact of Penton addition
- 9.9% ROCE on a cash basis in 2017, reflecting use of tax credits
- GAP investment
- Average ROCE 2012-2017 of 8.8%
- Bottom-up WACC of 7.2%

ONGOING REVIEW OF SELECTIVE NON-CORE BUSINESSES

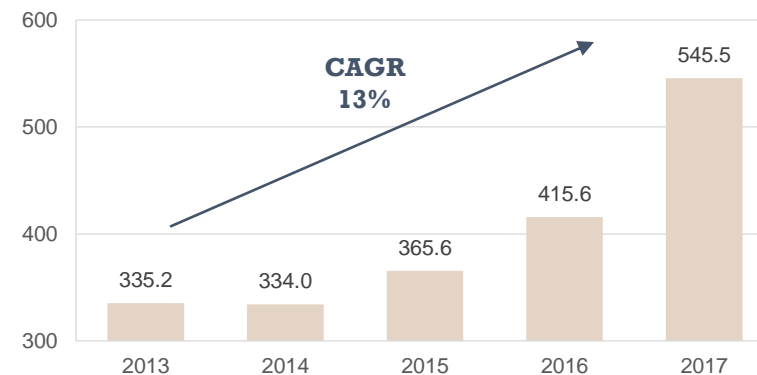
INVESTMENT FOR LONG-TERM GROWTH AND RETURNS

IMPROVING OPERATIONAL AND FINANCIAL PERFORMANCE

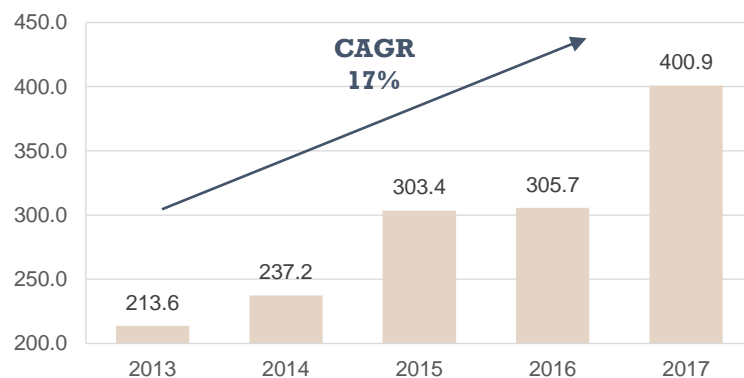
Organic/Underlying Revenue Growth (%)*



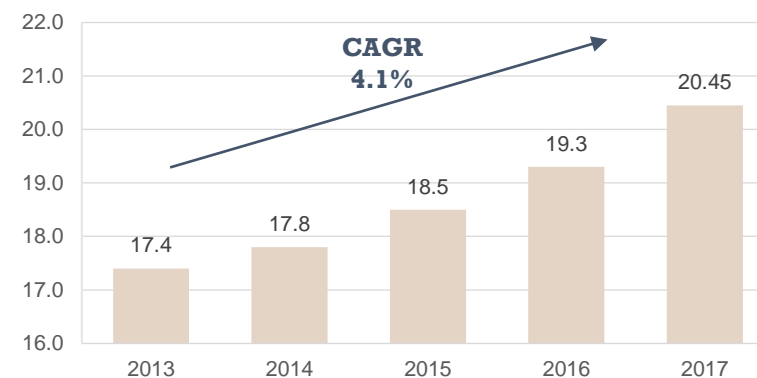
Adjusted Operating Profit Growth (£m)



Free Cash Flow Growth (£m)



Dividends Per Share Growth (p)*



STEPHEN A. CARTER
GROUP CHIEF EXECUTIVE

GROWTH CONTINUATION

MARKET OPPORTUNITIES

MACRO THEMES

- Global growth trends
- Monetary stimulus, interest rates and inflation
- Geo-political risk
- Power of US Tech companies
- Robotics and Artificial Intelligence
- Aging population
- Globalisation and Specialisation

MARKET THEMES

B2B Events

- Focused Scale
- Industry Specialisation

Specialist Business Information

- Focused scale
- Workflow, data and artificial intelligence

Scholarly Research and Reference-led Content

- Education investment and growth
- Open Access trends and opportunities

REGIONAL THEMES

North America

- Fiscal stimulus, interest rates and political debate

Asia

- China / Asia growth in a global context

MENA

- Oil price, growth and regional sensitivities

South & Latin America

- Growth, inflation and rise of the middle class

UK/Europe

- Brexit ramifications

VERTICAL THEMES

Health & Nutrition

- Growth in organic, “free from” and nutritious foods

Life Sciences

- Biotech, genetics and drug development

TMT

- Internet of Things, Quantum Computing, 5G rollout

Agriculture

- Food demand, resource scarcity, efficiency and technology

Construction & Real Estate

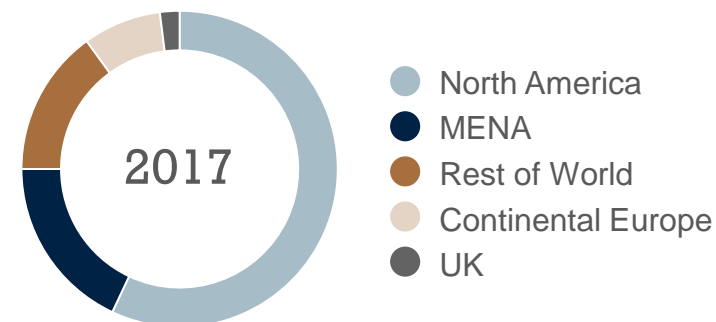
- Policy stimulus, structural and cyclical growth

GLOBAL EXHIBITIONS: INFORMA'S LARGEST DIVISION

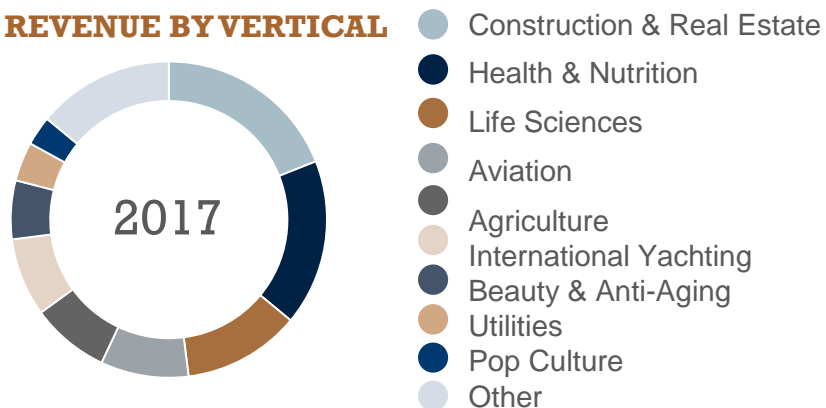
GROWTH TRENDS

- Focus on major **Brands** in attractive verticals
- **Top 30 Brands:** c.£4m revenue to qualify for Top 30
- **Expand:** Effective integration of Penton and YPI
- **Yield improvements:** rollout of Customer Value Initiative
- **Product innovation:** Medlab and Arab Health
- **Partnerships:** Extension of agreement with Monaco for US shows
- **Market Maker** strategy: rollout of vertical-specific web platforms

REVENUE BY REGION



REVENUE BY VERTICAL



c.200
Brands

£530m
2017 revenue

1.8m sqm+
Exhibition space

2.2m+
Visitors

1,400+
Colleagues

>60%
Top 30 Exhibitions
% of revenue

CONTINUED STRONG GROWTH OPPORTUNITIES

MARKET MAKER STRATEGY



Target attractive industry verticals: B2B, fragmented, growing, international, high value and high margin product

Build depth in verticals through multiple brands, across the supply chain

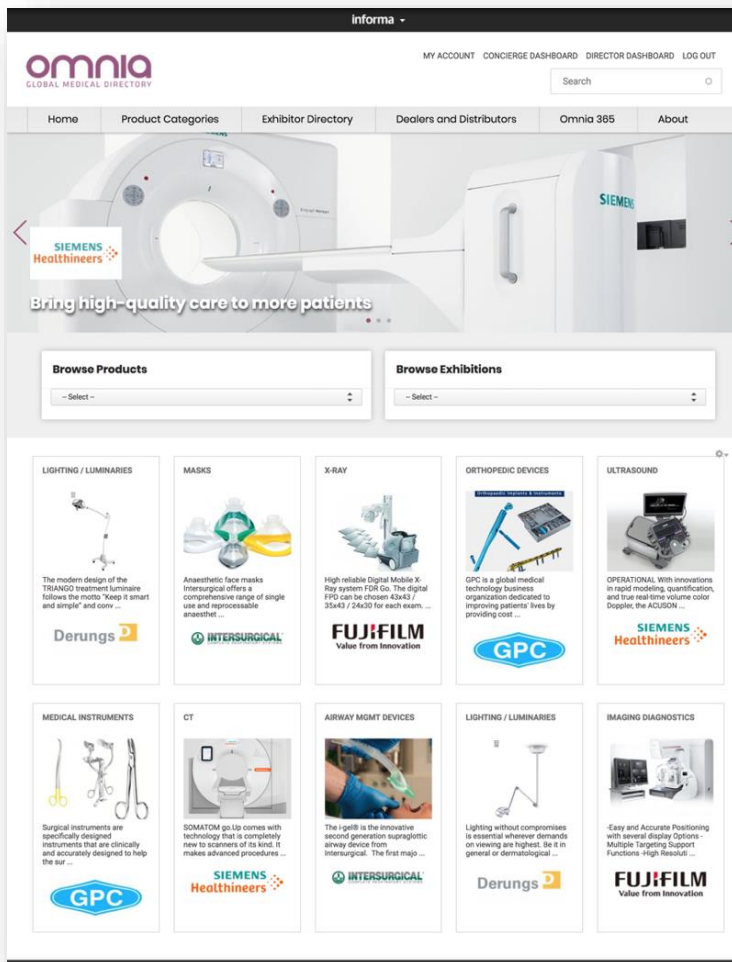
Expand internationally to create focused scale in verticals

Develop capabilities in data, digital and marketing solutions: collect and manage customer data, buyer/seller knowledge and market intelligence

Organise around customers and verticals ahead of products and geographies

From exhibition organiser to Market Maker: incremental growth from depth of market knowledge and more strategic customer relationships, offering range of face-to-face, information and lead generation products

MARKIT MAKR PRODUCT: OMNIA IN LIFE SCIENCES



Leverages

Arab Health
Africa Health
Medlab
FIME
Asia Health

20k+

Products

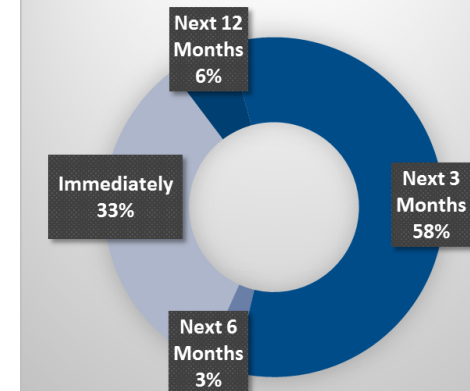
50%+

Exhibitors

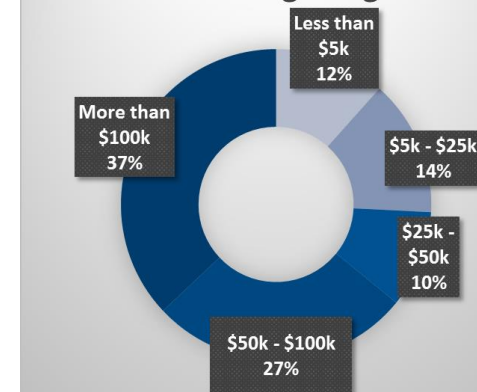
Leads

Qualified, highly targeted lead generation

Timeline to Purchase



Purchasing Budget



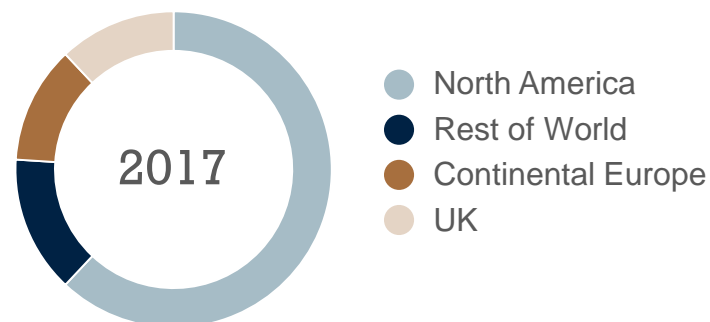
MARKIT MAKR PRODUCT: PROGRESSIVE ROLLOUT ACROSS VERTICALS

BUSINESS INTELLIGENCE: IMPROVING PERFORMANCE

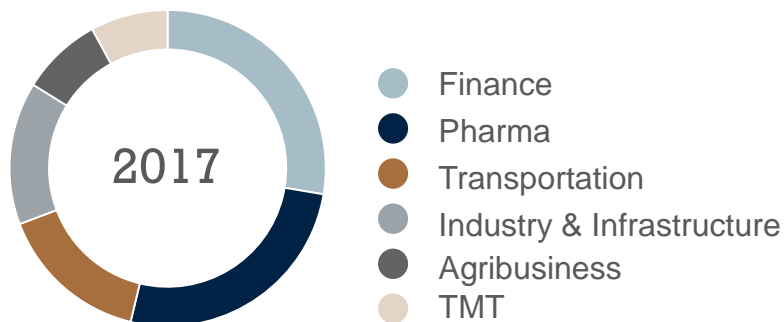
GROWTH TRENDS

- **Subscription-led** business with c.90% renewal rates
- Momentum in other revenues following relaunch of **Consulting...**
- ...and launch of Marketing Services as **Informa Engage**
- Major rollout of new products & enhanced platforms following **GAP Investment Programme...**
- ...including new platforms at *EPFR Global*, *Lloyd's List* and *Citeline*
- **Customer Engagement Programme** and Key Accounts
- Focus on new business pipeline and lead conversion

REVENUE BY REGION



REVENUE BY VERTICAL



250+

Brands

£384m

2017 revenue

2,400+

Colleagues

38k+

Subscribers

150k+

Active Users

70%+

Core subscription revenue

INVESTMENT AND CAPABILITY DRIVING GROWTH

BUSINESS INTELLIGENCE PRODUCT AND PLATFORM LAUNCHES

Pharma intelligence



Citeline | Trialrove | Sitatrove | Back to the legacy Trialrove, Sitatrove | Saved Searches | Help | Log out | Ask the Analyst

Investigators | Enter a single term to lookup investigators by name, speciality, disease, etc.

404,923 Investigators | View related: Trials | Investigators | Organizations

Full Name	Speciality	Organization Name	Investigator Country	Drugging Month	Drugging Month 1
1. Jang, Gaek W.	Clinical Pharmacology, Pediatrics	The Children's Hospital Foundation - Children's Hospital Research Institute of Montreal (The Montreal Institute of Child Health (MICH))	Canada	0	0
1. Lam, Ben, Joon	Surgery - General	Radboud University - Radboud University Medical Center (Radboudumc)	Netherlands	1	1
1. Wei, Shao	Rheumatology	Soochow University for Nationalities - Affiliated Hospital	China	1	1
At, Hock, Ho	Other/Other	Sanku Sederah Putih Klaten - Sanku Sederah Putih - Lirisati Sederah Putih	Netherlands	0	0

New Citeline platform

- Intelligence, data and analysis on completed/ongoing clinical trials
- 40,000 data sources, 265k clinical trials and 400k investigators
- Enhanced capabilities, flexibility, APIs

Financial intelligence



EPFR Global | Financial Intelligence, Informa

ChartBook | January 13th, 2017

2,527 | 9.02

ChartBook | January 13th, 2017

Major Asset Class Fund Flows

New EPFR platform

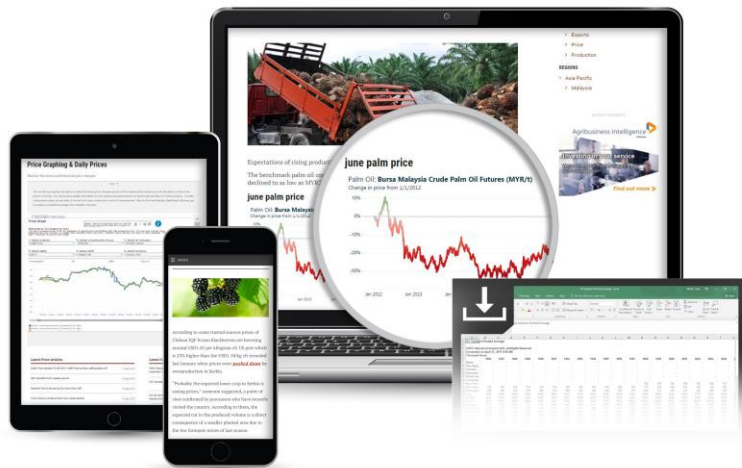
- No 1 provider of fund flow and asset allocation data
- Scalable research and analytics site
- Data visualisation, investment signals, APIs, analytical/insight tools

BUSINESS INTELLIGENCE PRODUCT AND PLATFORM LAUNCHES

Agribusiness intelligence informa

New IEG Vu platform

- Critical supply, demand, price and trade data, as well as proprietary forecasts for crops and livestock commodities
- Digital platform with search tools, data visualisation, APIs, flexible analytical tools etc

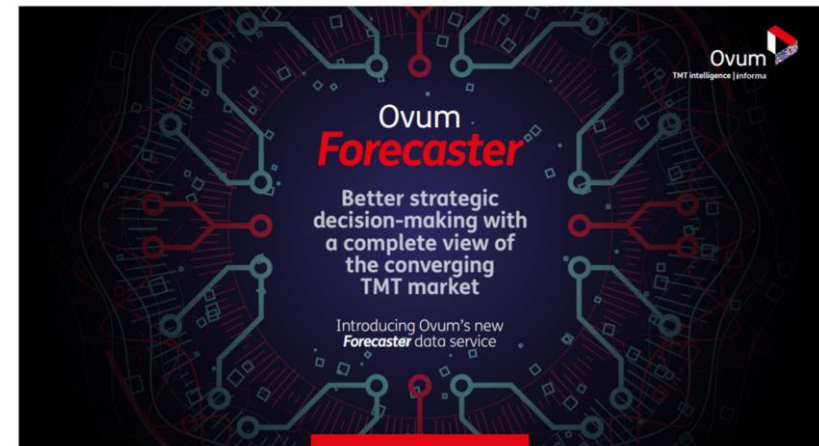


Ovum

TMT intelligence | informa

New Ovum Forecaster product

- Combined forecasting on broadband, cellular, TV services and technologies
- Covering more than 2,500 services, covering 1,000 metrics across 220 markets

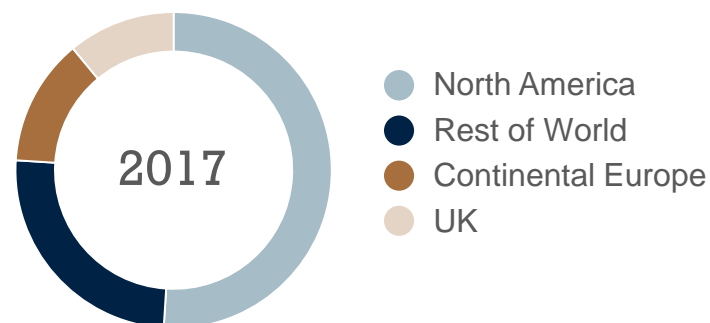


ACADEMIC PUBLISHING: CONSISTENT STRENGTH

GROWTH TRENDS

- **Upper Level** scholarly research and specialist, reference-led content
- High renewal rate and consistent growth in **Journals**
- Improved **Books** performance through operational fitness programme
- Reduced exposure to Lower Level textbooks following sale of **Garland**
- Investment in content **discoverability**, analytics and author services
- Investment in Academic Digital Services through **Colwiz**
- Expansion of **Open Access** capability and capacity through **Dove**

REVENUE BY REGION



REVENUE BY VERTICAL



2,700+

Journals

£530m

2017 Revenue

2,000+

Colleagues

120m+

Annual article downloads

200+

Open Access Journals

c.140k

Book titles

RESILIENT GROWTH AND STRONG CASHFLOW

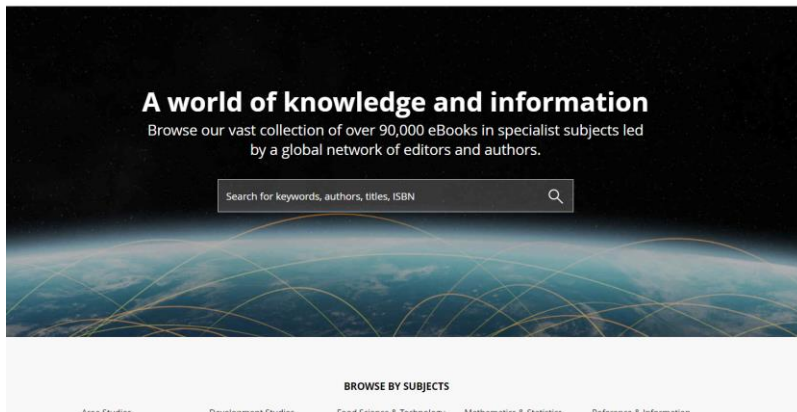
ACADEMIC PUBLISHING PRODUCT INVESTMENT

Enhanced Books Platform

- Unified platform for all books content
- Increased flexibility and discoverability of content
- c.140k titles covered
- >2,000 customers migrated onto platform with >500k sessions to date
- www.taylorfrancis.com “Artificial Intelligence”

Taylor & Francis Group
an informa business

Login

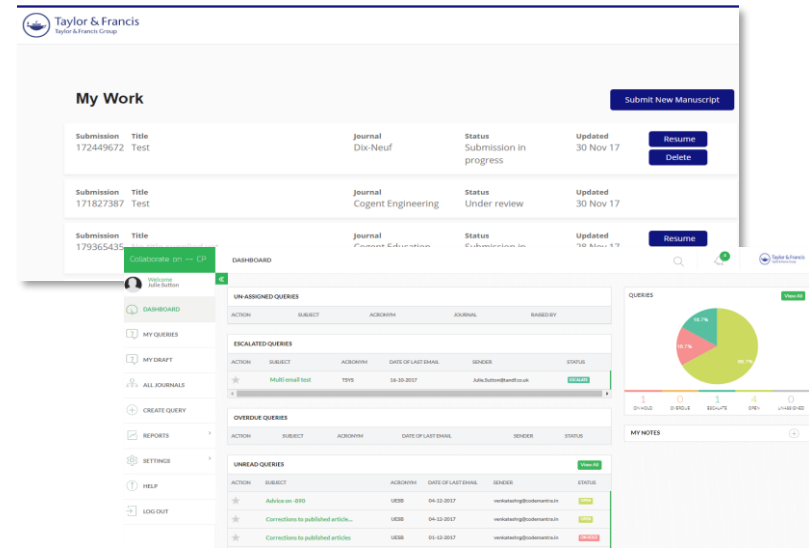


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Search for keywords, authors, titles, ISBN

BROWSE BY SUBJECTS

Area Studies Development Studies Food Science & Technology Mathematics & Statistics Reference & Information



My Work Submit New Manuscript

Submission	Title	Journal	Status	Updated	
172449672	Test	Dix-Neuf	Submission in progress	30 Nov 17	Resume Delete
171827387	Test	Cogent Engineering	Under review	30 Nov 17	
179365435	Test	Journal of Education	Submission in progress	30 Nov 17	Resume

DASHBOARD

UN-ASSIGNED QUERIES

ACTION	SUBJECT	ACRONYM	JOURNAL	RAISED BY

ESCALATED QUERIES

ACTION	SUBJECT	ACRONYM	DATE OF LAST EMAIL	SENDER	STATUS
	MULTI-email test	TEPS	16-10-2017	AJL@taylorfrancis.com	UNASSIGNED

OVERDUE QUERIES

ACTION	SUBJECT	ACRONYM	DATE OF LAST EMAIL	SENDER	STATUS
	Advice on: BYD	USBR	04-12-2017	verbanasing@taylorfrancis.com	UNASSIGNED
	Corrections to published articles...	USBR	04-12-2017	verbanasing@taylorfrancis.com	UNASSIGNED
	Corrections to published articles	USBR	01-12-2017	verbanasing@taylorfrancis.com	UNASSIGNED

UNREAD QUERIES

ACTION	SUBJECT	ACRONYM	DATE OF LAST EMAIL	SENDER	STATUS

QUERIES

1 0 1 4 0

0 UN-ASSIGNED 0 ESCALATED 1 OVERDUE 4 UNREAD 0 MY NOTES

Author Services

- Journals communications hub for managing queries and reports
- Research dashboard for article approvals and OA funding
- Researcher portal for submitting and managing manuscripts
- Data and analytics

ACADEMIC PUBLISHING INVESTMENT

Dove Medical Press

- Large, independent OA publisher
- Increases OA portfolio to 200+ journals
- Quality range of titles in Health Sciences, many indexed with growing impact factors
- *OncoTargets and Therapy*, *International Journal of Nanomedicine*
- Strengthened OA capacity and capability

The screenshot shows the Dovepress website interface. At the top, there's a navigation bar with the Dovepress logo and a search bar. Below that, a news banner highlights a recent article. A secondary navigation menu includes links for 'Home', 'Journals', 'Why publish with us?', 'Editorial Policies', 'Author Information', 'Peer Review Guidelines', and 'Open Outlook'. On the left side, there's a 'Papers Published' counter showing '3 5 6 1 1' and a 'Submit Manuscript' button. Below that is a 'Journal Email Alerts' section with a 'Signup for Alerts' button. The main content area features a 'Featured Articles' section with a video player and a list of articles, including the highlighted one about Aloe vera-based extract.

Colwiz

- wisdom.ai, the world's largest research knowledge graph
- Powerful research tool that helps collate, track and analyse subjects and themes
- Covering 90m publications, 50m authors and 4.2bn facts to date
- Machine learning algorithms

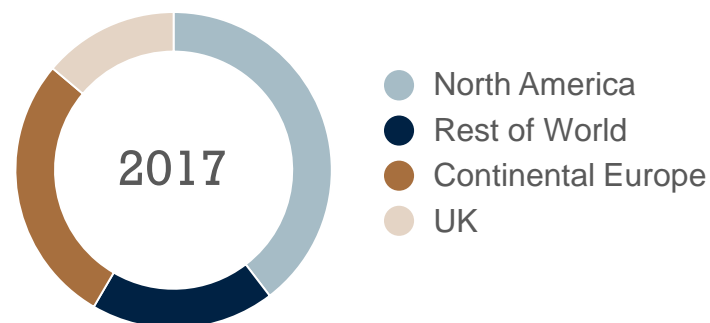
The screenshot displays the wisdom.ai website. The top navigation bar contains the logo and links for 'HOME', 'DASHBOARDS', 'FEATURES', 'ABOUT', and 'CONTACT'. The main heading reads 'wisdom.ai - the world's largest research knowledge graph', followed by the subtext 'Powered by Big Data Analytics, Machine Learning and Artificial Intelligence'. A large, vibrant, abstract graphic of a knowledge graph dominates the center. At the bottom, a paragraph states: 'Breakthrough insights into the collective knowledge of human civilisation to answer the most fundamental questions for researchers, research institutions, publishers, funding organisations, businesses and governments.'

KNOWLEDGE & NETWORKING: FOCUS, SIMPLIFY AND GROW

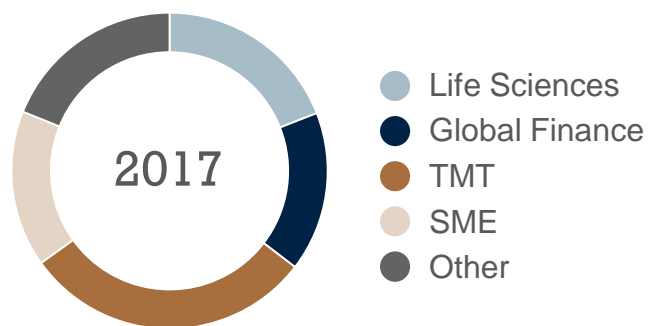
GROWTH TRENDS

- 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**
- Non-renewal of managed event contract

REVENUE BY REGION



REVENUE BY VERTICAL



c.1,000

Events

£283m

2017 Revenue

1,000+

Colleagues

40+

Events with
£1m+ revenue

150k+

Delegates

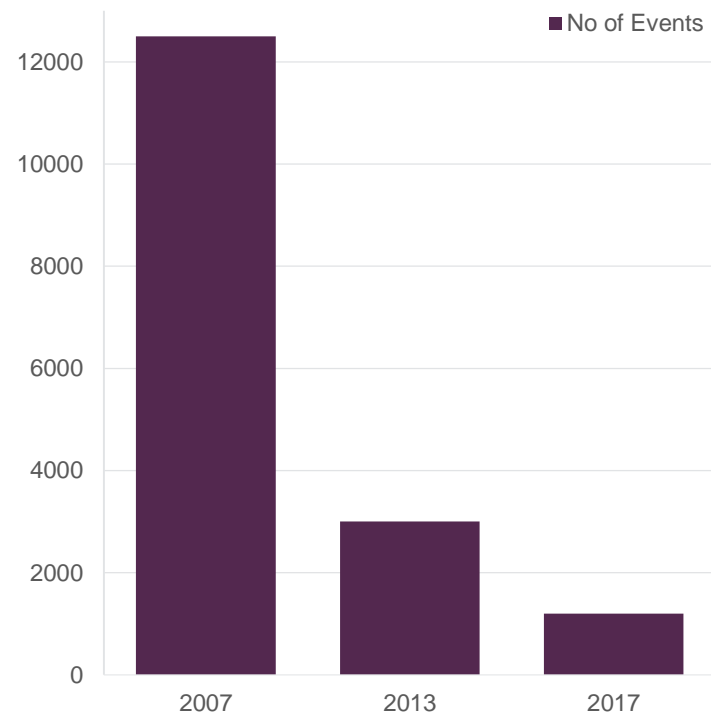
c.£100m

Annual revenue from SPEX

STREAMLINED PORTFOLIO ORGANISED AROUND CORE VERTICALS

KNOWLEDGE & NETWORKING: FOCUS, SIMPLIFY AND GROW

- Focus on branded events in core verticals of **Life Sciences, Global Finance** and **TMT**
- Targeted exit from regional domestic conference businesses:
 - Spain
 - Portugal
 - South Africa
 - Netherlands – Amsterdam
 - Netherlands - Eindhoven
 - Sweden
 - Denmark
 - Russia
 - Brazil
 - Germany & Switzerland



KNOWLEDGE AND NETWORKING DIGITAL TRANSFORMATION

1. THE CUSTOMER IS CHANGING

- Increasing digital expectations
- 'Always on' with constant access to news and information
- Pioneers, accessing new technology at high speed
- Seeking new and differentiated experiences
- Ambitious and using digital to further careers and personal development
- Networking, through digital tools, platforms and cross-border networks

2. WHERE WE ARE: MARKET-LEADING EVENTS

- Bringing people together, Connection Alchemy, Intuitive
- Unique knowledge and networking portfolio
- Industry-leading event portfolio
- Strong brands across verticals
- Unmatched opportunities for customers

3. THE DIGITAL TRANSFORMATION JOURNEY

We will focus on:

- Building our audience
- Being part of the community
- Offering new digital products
- Generating new revenue streams

8. COMMUNITIES

COMMUNITIES are at the core of everything we do

4. 365-DAY CUSTOMER ENGAGEMENT

Customer Centricity and a true Digital Transformation

5. BECOMING A DIGITAL FIRST BUSINESS

- Changing the way we will do digital marketing
- Engaging with customers in different ways
- Upskilling and rewarding talent

7. AGILE DELIVERY

We will deliver the digital-first model by rapidly testing and deploying things which help us meet our objectives:

Reality

Possibility

Simplicity

Scalability

Agility

6. BUSINESS OUTCOMES

- Better relationships with our customers
- Improved engagement and retention across channels
- Revenue and profitability
- Customer centred organisation

4. NEW TOOLS & METHODS

A Global Leader in community-based Networking and Knowledge Transfer Leader

YOUR COMPANY LOGO HERE



So what are COMMUNITIES?

Communities are a way for members to come together and meet a shared goal or purpose

Communities serve the people in them; they are owned by the members

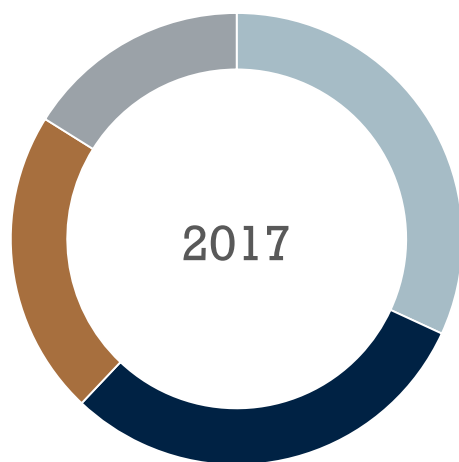
Communities are part of a wider digital engagement strategy that we are putting in place to build engagement with customers

Communities are an essential part of Digital Transformation. We can facilitate and nurture them and get value from them, but we cannot own them; they exist already

Successful community engagement will allow us to get richer leads, attract more people to events, cross-sell and support customer retention

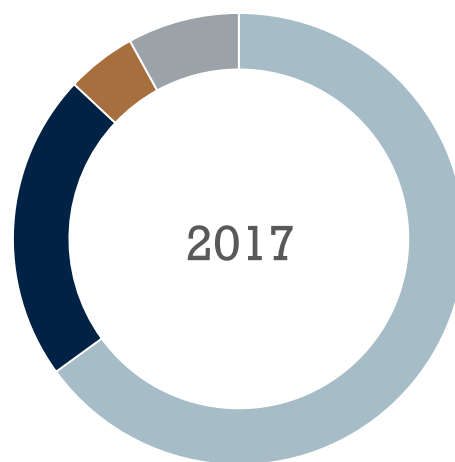
INFORMA GROUP: QUALITY AND VISIBILITY OF EARNINGS

REVENUE BY DIVISION



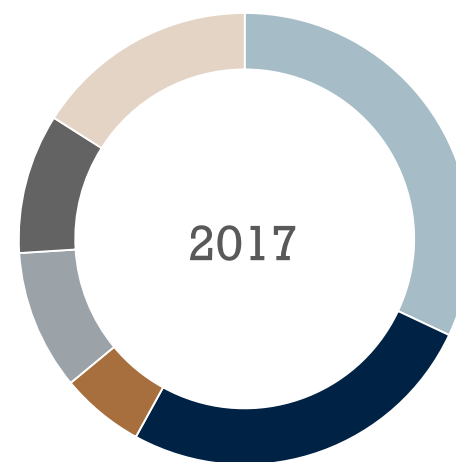
- Global Exhibitions
- Academic Publishing
- Business Intelligence
- Knowledge & Networking

REVENUE BY CURRENCY



- US Dollar/Pegged
- UK Sterling
- Euros
- Other currencies

REVENUE BY TYPE



- Subscriptions
- Exhibitor
- Sponsorship
- Attendee
- Marketing Services
- Scholarly Reference Books

Pre-booked / Recurring Revenue = 60%+

2018: GROWTH CONTINUATION

POST-GAP FINANCIAL FRAMEWORK

GLOBAL
EXHIBITIONS

5%+ underlying
revenue growth

ACADEMIC
PUBLISHING

Consistent underlying
revenue growth

BUSINESS
INTELLIGENCE

3%+ underlying
revenue growth

KNOWLEDGE &
NETWORKING

Positive underlying
revenue growth

2018 GROWTH CONTINUATION

Underlying
Revenue

+3.5%

Improving
Performance

Strong
Cashflow

Continuous
reinvestment
for growth

Progressive
Dividend

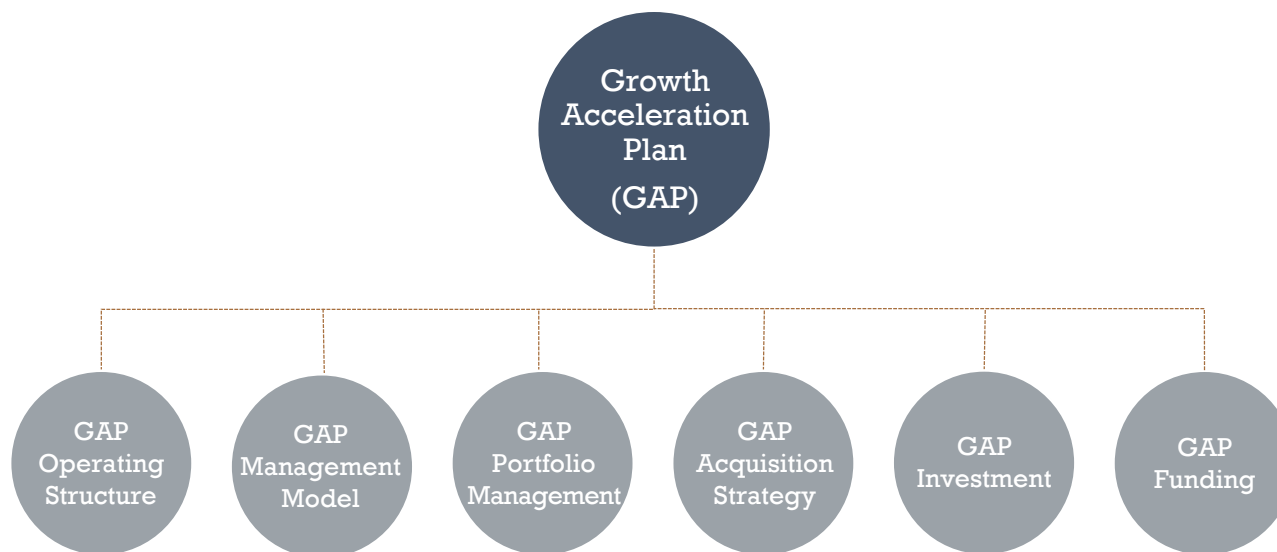
RECOMMENDED OFFER FOR UBM

- Recommended offer for UBM to create a leading B2B Information Services Group
- For every UBM share
 - 1.083 New Informa Shares and 163p in cash
- Highly complementary portfolios
- Operating momentum following *GAP* and *Events First* programmes
- Operating Scale and Industry Specialisation
 - At least £60m of cost savings
 - Revenue opportunities in cross-marketing, internationalisation, sponsorship, digital & data
- Attractive earnings accretion in first full year, ROIC ahead of WACC within 3 full years

Expected Offer Timetable

30 January	Publication of Offer Announcement
28 February	Informa and UBM 2017 Full Year Results
14 March	Publication of Circular, Prospectus and Scheme Document
17 April	Shareholder meetings and vote
20 April	Record date for final dividends
Q2 2018	Anticipated completion date in Q2 2018

2017: GROWTH ACCELERATION PLAN COMPLETED



“ *The goal is simple but demanding: progressively to return every part of our business to growth, and simultaneously to build the capabilities and platforms needed for future scale and consistent performance.* ”

**Informa Annual Report
2014**

APPENDICES

KEY INDUSTRY VERTICALS

Construction & Real Estate



Health & Nutrition



Life Sciences



Agriculture



International Yachting



Beauty & Aesthetics



Pop Culture



Transportation



Science, Tech & Medical



Humanities & Social Science



BALANCE SHEET SUMMARY

	2017 £m	2016 £m
Intangibles and goodwill	4,309.6	4,501.6
Fixed assets	31.8	24.1
Other non-current assets	15.2	16.6
Current assets	480.6	439.7
Deferred income	(534.6)	(563.0)
Other current liabilities	(352.8)	(311.1)
Net debt	(1,373.1)	(1,485.4)
Other non-current liabilities	(346.0)	(434.7)
Net Assets	2,230.7	2,187.8

TAX SUMMARY

	2017 £m	Tax £m	ETR %
Reported Profit Before Tax	268.8	44.9	(16.7%)
Adjusted for:			
Intangible asset amortisation	157.8	(58.6)	
Deferred tax (charge)/credit arising from revised treatment of certain non-UK intangible assets	-	3.1	
Benefit of US goodwill amortisation for tax purposes only	-	12.7	
Impairment	5.6	-	
Redundancy and reorganisation costs	12.9	(3.8)	
Acquisition and integration costs	24.0	(9.3)	
Subsequent re-measurement of contingent consideration	(0.1)	-	
Loss/(profit) on disposal of businesses	17.4	(6.3)	
Deferred tax credit on intangible assets arising from UK corporation tax rate change	-	(0.4)	
Adjusted profit and tax on adjusting items	486.4	(17.7)	
Tax adjusting item for US federal tax reform	-	(85.4)	
Adjusted Profit before Tax	486.4	(103.1)	21.2%

OPERATING CASH FLOW SUMMARY

	2017 £m	2016 £m
Adjusted operating profit	545.5	415.6
Depreciation of property and equipment	9.2	6.5
Software and product development amortisation	24.8	14.2
Share-based payments	5.4	3.9
Adjusted share of joint venture and associate results	-	(0.8)
Loss on disposal of other assets	-	0.1
Adjusted EBITDA	584.9	439.5
Net capital expenditure	(79.0)	(52.0)
Working capital movement	(11.1)	6.3
Operating cash flow	494.8	393.8
Adjusted cash conversion	91%	95%
Restructuring and reorganisation	(8.6)	(9.8)
Net interest	(51.8)	(35.0)
Taxation	(33.5)	(43.3)
Free cash flow	400.9	305.7

OTHER ADJUSTING ITEMS

	2017	2016
	£m	£m
Intangible asset amortisation	157.8	116.4
Impairment	5.6	67.7
Restructuring and reorganisation	12.9	7.2
Acquisition and integration	24.0	33.1
Subsequent re-measurement of contingent consideration	(0.1)	(7.4)
Adjusting items in operating profit	200.2	217.0
Loss on disposal	(17.4)	(39.8)
Investment income	-	58.9
Adjusting items in profit before tax	217.6	197.9

CURRENCY SENSITIVITY

Major Currencies	Average Rates		Closing Rates	
	2017	2016	2017	2016
USD	1.29	1.36	1.35	1.23
Impact of a 1 cent movement in 2017:				
	USD			
Revenue	£8.5m			
Adjusted Operating Profit	£3.5m			
Adjusted Diluted Earnings Per Share	0.30p			

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

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