

# informa

bringing knowledge to life

## Results to 30 June 2012

**Peter Rigby**  
**Adam Walker**

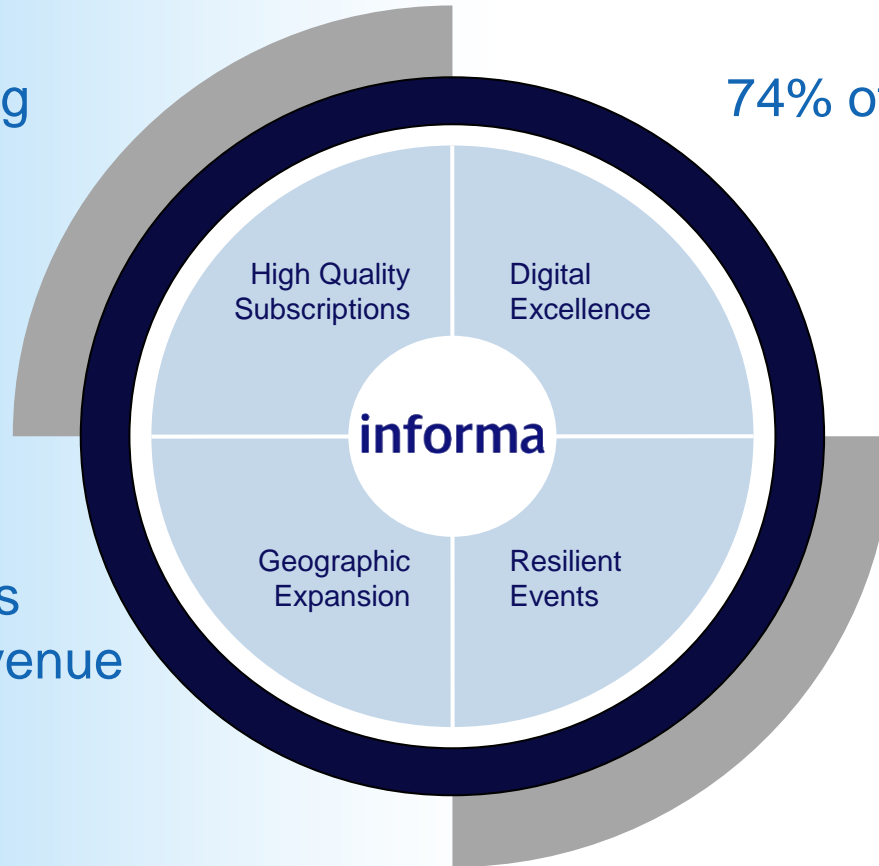
**Chief Executive**  
**Finance Director**

25 July 2012

# Informa Business Strategy

67% of publishing revenues

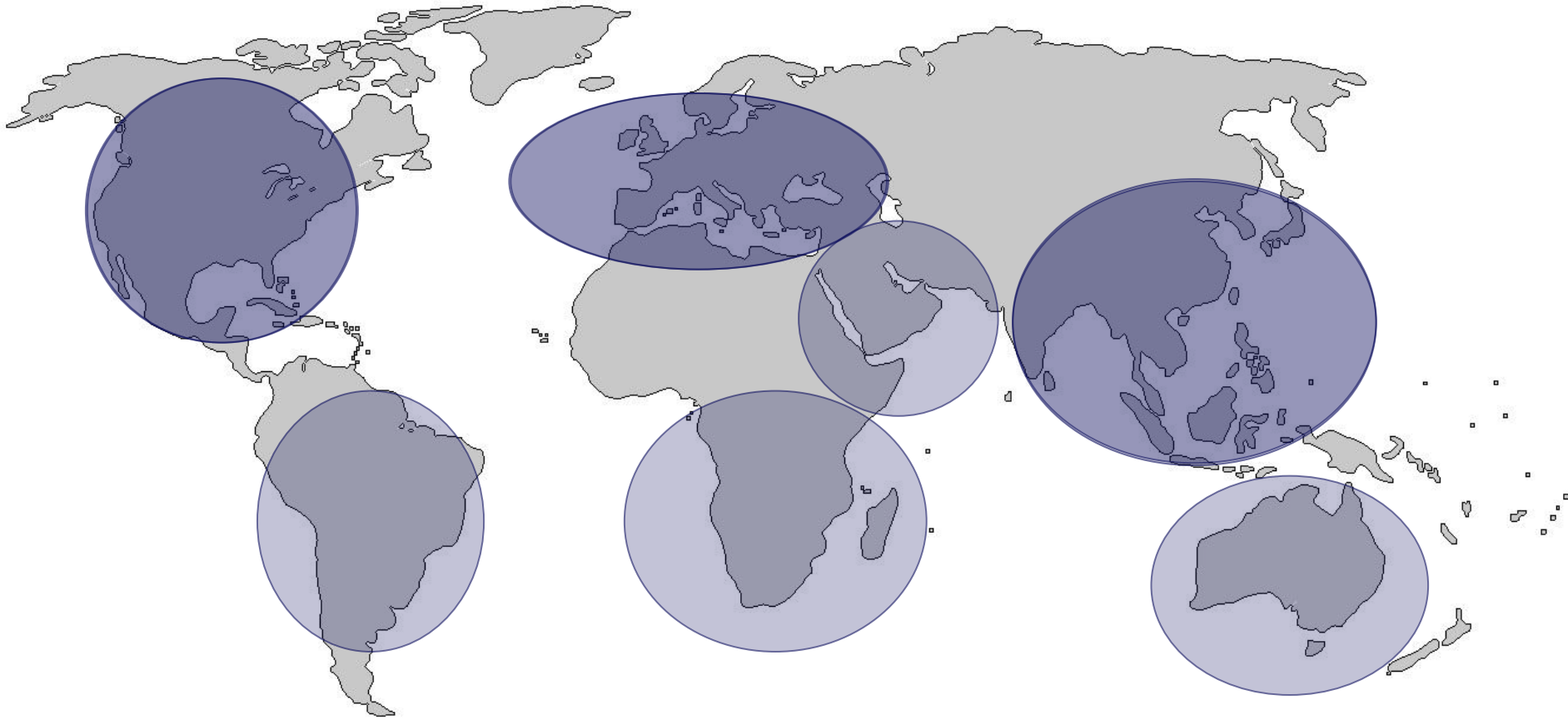
74% of publishing revenues



Emerging markets  
20% of Group revenue

+260 large  
events

# The World as we see it



# Financial Summary

Adam Walker

# Financial Highlights

Solid financial performance in tough trading conditions

Adjusted operating profit increased to £160.1m (H1 2011 £159.1m)

Adjusted operating profit margin increased to 25.8% (H1 2011 25.1%)

Cash conversion 76% (H1 2011 56%)

Net debt to EBITDA 2.3 times

Adjusted diluted EPS up 3.4% to 18.3p

Interim dividend increased to 6.0p

# Income Statement

	H1 2012 £m	H1 2011 £m
Revenue	619.6	634.8
Adjusted operating profit	160.1	159.1
Amortisation	-67.5	-63.9
Other adjusting items	-81.6	-7.3
Operating profit	11.0	87.9
Net interest	-12.8	-21.5
Loss / profit on disposal	-25.6	0.1
Tax	-14.5	-11.3
<u>Loss / profit for the year</u>	<u>-41.9</u>	<u>55.2</u>
Adjusted EPS (diluted)	18.3p	17.7p

# Divisional Summary

	H1 2012 £m	H1 2011 £m	Actual %	Organic %
<b>Revenue</b>				
Academic Information	<b>154.0</b>	145.1	6.1%	3.7%
PCI	<b>173.3</b>	181.6	-4.6%	-4.5%
Events and Training	<b>292.3</b>	308.1	-5.1%	-1.6%
<b>Total</b>	<b>619.6</b>	634.8	-2.4%	-1.2%

## **Adjusted Operating Profit**

Academic Information	<b>51.2</b>	47.0	8.9%	5.6%
PCI	<b>54.0</b>	52.6	2.7%	2.5%
Events and Training	<b>54.9</b>	59.5	-7.7%	-5.8%
<b>Total</b>	<b>160.1</b>	159.1	0.6%	0.3%

# Operating Cash Flow

	H1 2012 £m	H1 2011 £m
Adjusted operating profit	160.1	159.1
Depreciation and software amortisation	10.3	9.7
Share based payments	2.3	1.6
EBITDA	172.7	170.4
Net capital expenditure	-11.7	-11.5
Working capital movement	-39.9	-70.2
Operating cash flow	121.1	88.7
Adjusted cash conversion	76%	56%



# Net Funds Flow

	H1 2012 £m	H1 2011 £m
Operating cash flow	121.1	88.7
Restructuring and reorganisation	-5.2	-5.3
Net interest	-16.5	-22.5
Taxation	-23.2	-6.8
Free cash flow	76.2	54.1
Acquisitions and disposals	-71.0	-103.0
Dividends	-71.0	-57.1
Net issue of shares	0.3	0.2
Net funds flow	-65.5	-105.8
Opening net debt	-784.0	-779.1
Non-cash items	-0.5	-2.2
Foreign exchange	5.2	9.4
Closing net debt	-844.8	-877.7

# Canada

Acquisition of market leading trade show and conference organiser

Sector strengths – construction, real estate, interior design and furnishing

FY revenue in 2011 C\$25m

Operating margin in line with industry

Opportunity for organic launches and geo-cloning

Experienced management team

# Divisional Summary

Peter Rigby

# Academic Information

Resilience across both books and journals

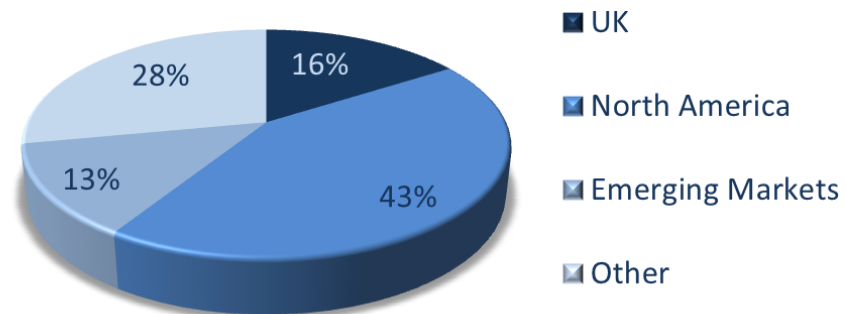
T&F Online success & books launch July '12

Geo strengths – UK, US, India, Japan, China ...

Books - growth in ebooks

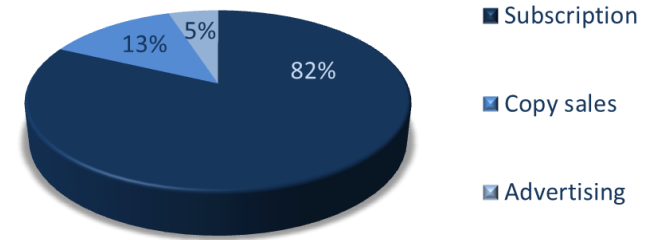
Open Access & Finch report

Revenue by customer location



# PCI

PCI revenue by type



## Market driven revenue decrease

Reduced level of consulting across product lines

Reduced advertising

Reduction in subs revenue in certain verticals  
(pharma & financial services)

## Strategy led revenue decrease

Removal of hard copy advertising media

Reduction in number of marginal reports & consulting

Focus on core knowledge areas

# PCI

Growth in core products across key vertical sectors

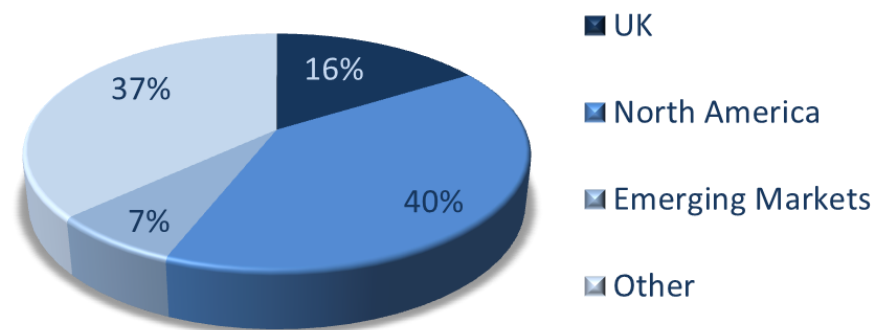
Yield growth and usage increase across core subscription products

Product launches in H2 to drive growth

IBI / DM integration producing expected savings £12m

Chinese Healthcare agreement

Revenue by customer location



# Events & Training

Largest events doing well in H1 with strong forward bookings

Canadian acquisition July 2012

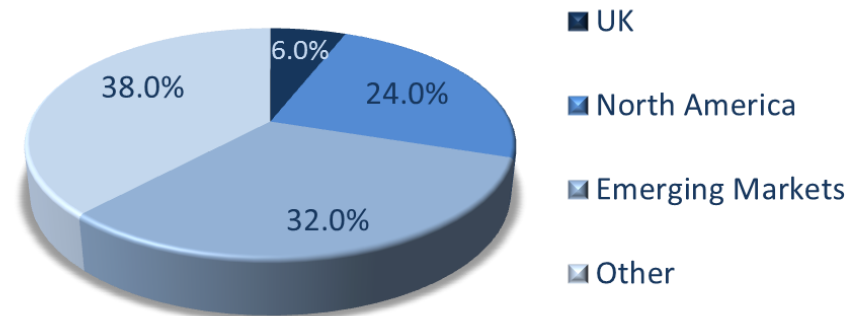
9 new large H1 events (6 organic)

Smaller conferences tough

Consolidation of European events businesses

Training – tough H1 pipelines better for H2

Revenue by customer location



# Executing on Strategy

Increased exposure to emerging markets

Disposal of European smaller conferences & Robbins Gioia

Increased proportion of larger events

Rationalisation to focus on high value subscription revenues

Reduced advertising, focus on core strengths

Increased resilience across the group



# Summary & Outlook

Solid financial performance in tough trading conditions

Focus on managing profitability – rationalisation of revenue streams

Investment in product launches and bolt-on M&A

Improved cash conversion

Strong balance sheet

Trading in line with expectations and good future prospects

# Appendices

# Balance Sheet

	June 2012	June 2011
	£m	£m
Intangibles and goodwill	<b>2,596.2</b>	2850.6
Fixed assets	<b>18.1</b>	19.6
Other non-current assets	<b>17.4</b>	5.5
Current assets	<b>262.7</b>	279.4
Other current liabilities	<b>-623.4</b>	-664.4
Net debt	<b>-844.8</b>	-877.7
Other non-current liabilities	<b>-178.2</b>	-215.5
	<b>1,248.0</b>	1,397.5

# Operating adjusting items

	H1 2012 £m	H1 2011 £m
Restructuring and reorganisation costs	1.4	6.4
Impairment	80.0	-
Acquisition costs	0.3	1.0
Re-measurement of contingent consideration	-0.1	-0.1
Intangible asset amortisation	67.5	63.9
<b>Total</b>	<b>149.1</b>	<b>71.2</b>

# Tax

	PBT £m	Tax Charge £m	Effective tax rate %
Statutory results	-27.4	14.5	-52.9
Adjusted for:			
Restructuring and reorganisation costs	1.4	0.1	
Intangible asset amortisation	67.5	16.2	
Impairment	80.0	-	
Loss on disposal of business	25.6	-	
Early termination of cross currency swaps	-4.5	-1.1	
Deferred tax credit arising from UK corporation tax rate change	-	3.0	
Other adjusting items	0.2	-	
<b>Adjusted results</b>	<b>142.8</b>	<b>32.7</b>	<b>22.9</b>

# Currency

	Average Rates		Closing Rates	
	H1 2012	H1 2011	June 2012	June 2011
USD	<b>1.5838</b>	1.6183	<b>1.5580</b>	1.5983
EUR	<b>1.2128</b>	1.1447	<b>1.2387</b>	1.1045
BRL	<b>2.9455</b>	2.6277	<b>3.2362</b>	2.5043

Movement of 1 cent on the full year	USD	EUR	BRL
	£m	£m	£m
Revenue	3.7	1.0	0.1
Operating profit	1.5	0.3	0.03
Net debt	3.7	0.3	-