

# informa

bringing knowledge to life

## Resilience and Growth

### 2011 Full Year Results

**Peter Rigby**

**Adam Walker**

**Chief Executive**

**Finance Director**

23 February 2012

# Introduction

Peter Rigby



# Digital Media Business for the 21<sup>st</sup> Century

Proprietary niche publisher

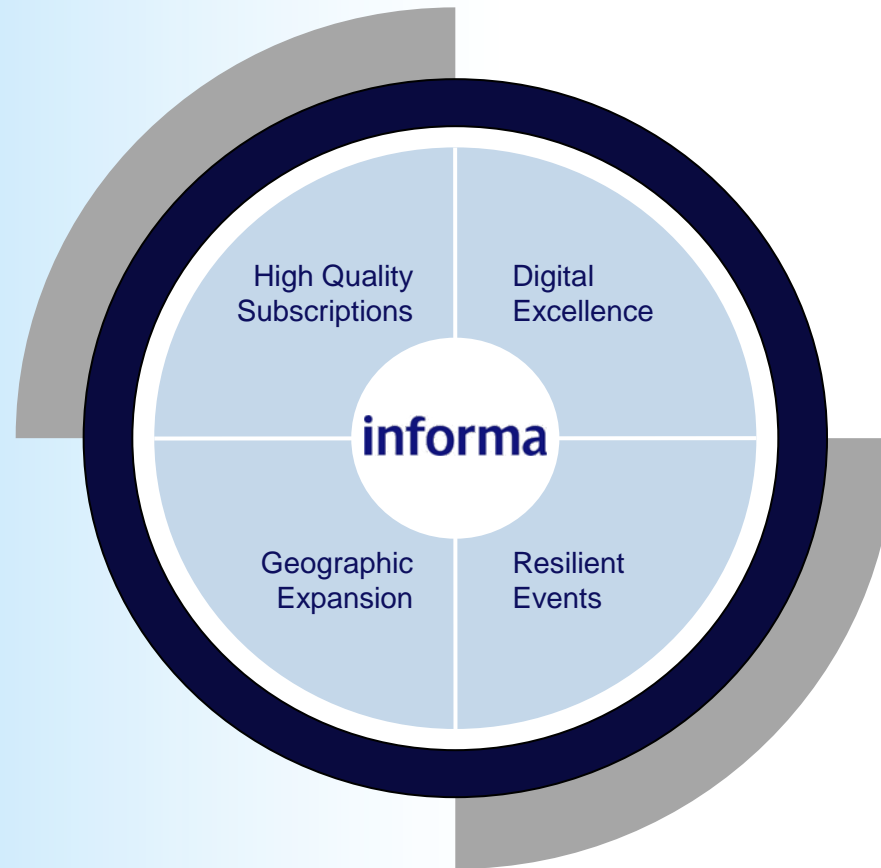
Innovative and nimble

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
<b>Revenue</b>	<b>£m</b>	<b>£m</b>	<b>%</b>	<b>%</b>
Academic Information	<b>323.6</b>	310.2	4.3	6.1
PCI	<b>370.5</b>	364.9	1.5	2.6
Events and Training	<b>581.2</b>	551.4	5.4	3.6
<b>Total</b>	<b>1,275.3</b>	1,226.5	4.0	3.9

## **Adjusted Operating Profit**

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

# Operating Cash Flow

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

<sup>1</sup> £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

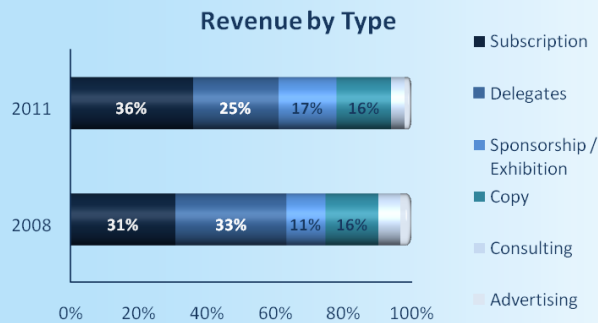
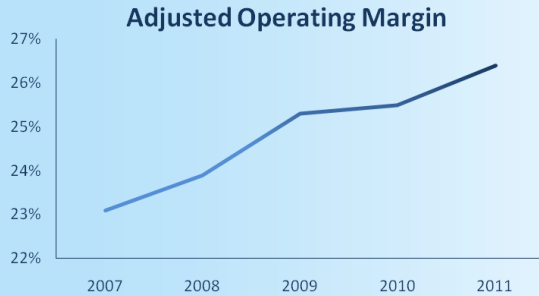
US dollar average rate weakened by 6c in 2011

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 <sup>1</sup>	62%	70%	
Adjusted Tax rate	26.1%	23.4%	-10%
Dividend per share	10.0p	16.8p	+68%
ROCE	8.1%	9.0%	

<sup>1</sup> 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

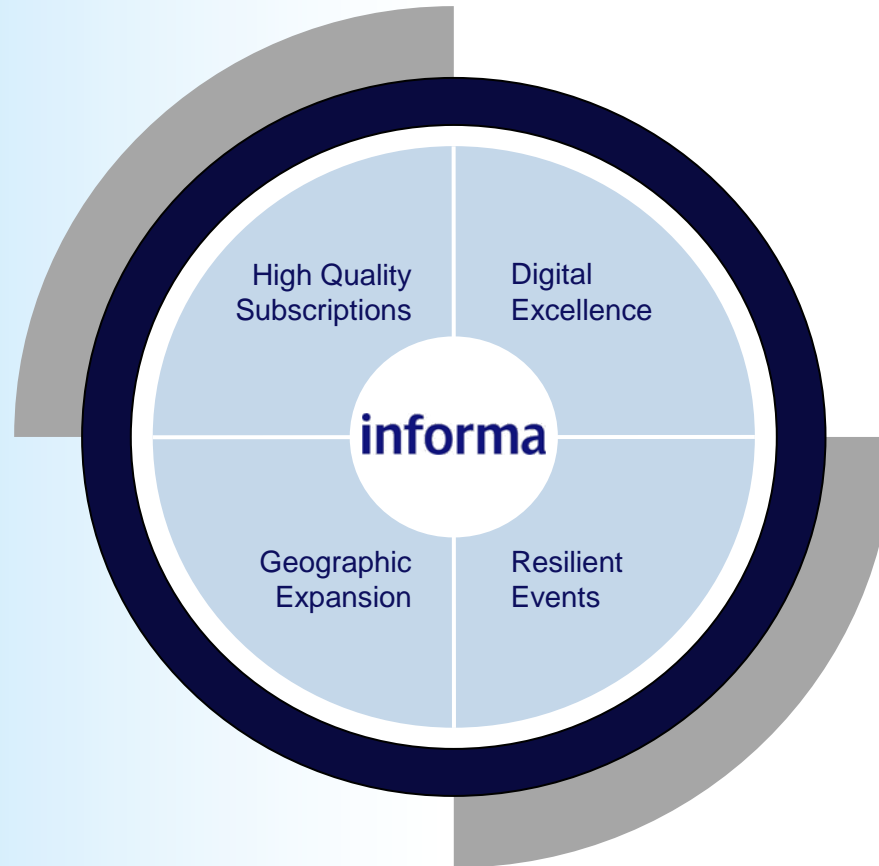
DM cost savings / interest swaps

Dividend increase of 20%

# Resilience and Growth

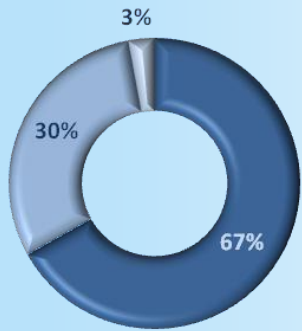
Peter Rigby

# 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

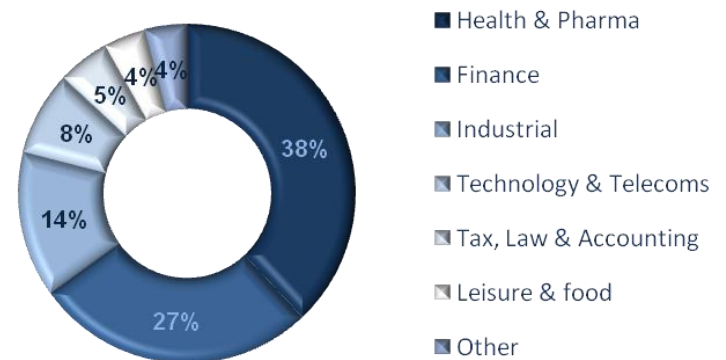
Integration into corporate workflow

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.LICHTS**



## 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

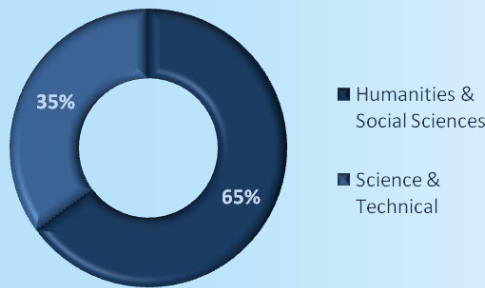
5.8m printed books sold in 2011

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

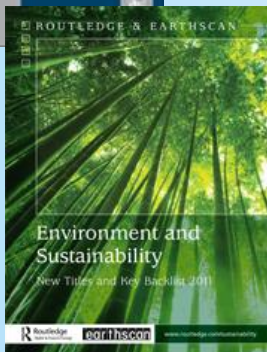
Launch of Taylor & Francis online – digital delivery platform

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

Archive sales of journal content remains strong

Architectural Press & Earthscan successfully integrated

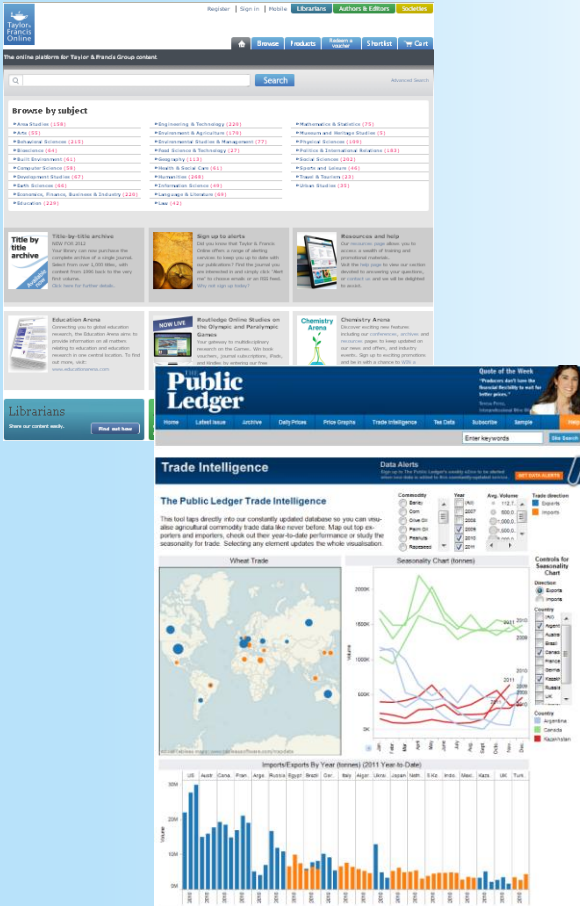
P.O.D. further reduces stock – Australia and Singapore





# 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

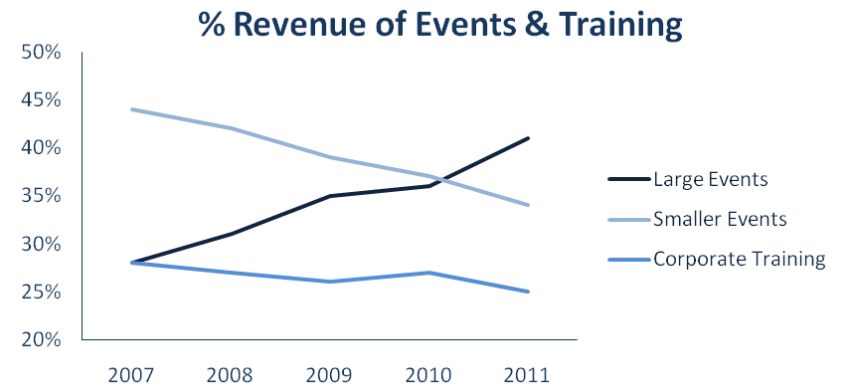
Increased visibility

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



Continuing geo-cloning activity



Accelerated through acquisitions



20% of larger event volume now from geo-cloning

# Geographic Expansion

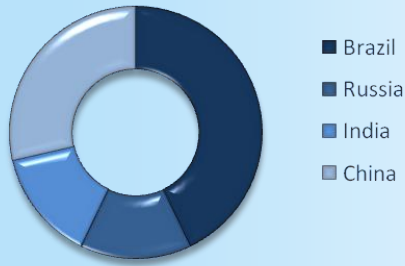
Emerging Market revenues 14% of total (2010: 12%)

Events revenue now 20% EM - organic & acquisition

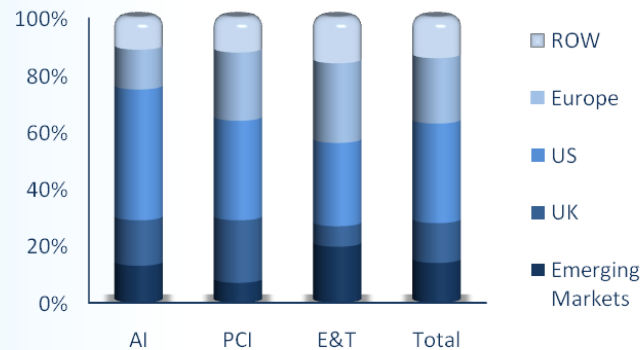
Informa infrastructure enables low investment costs

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

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



# Professional and Commercial Information

	<b>2011</b>	2010	Actual	Organic
	<b>£m</b>	£m	%	%
<b>Revenue</b>	<b>370.5</b>	364.9	1.5%	2.6%
<b>Adjusted operating profit</b>	<b>114.0</b>	110.4	3.3%	4.5%
<b>Adjusted operating margin</b>	<b>30.8%</b>	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
<b>Total</b>	<b>205.9</b>	<b>149.2</b>

# 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	-	
<b>Tax on adjusted results</b>	<b>295.9</b>	<b>69.2</b>	<b>23.4</b>

# 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	<b>1.6047</b>	1.5447	<b>1.5439</b>	1.5472
EUR	<b>1.1461</b>	1.1676	<b>1.1934</b>	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 <sup>st</sup> year ROI	12.5%
2009 acquisitions – 1 <sup>st</sup> year ROI	18.9%
IIR acquired in 2005 – current ROI	14.3%
Datamonitor acquired in 2007 – current ROI	8.4%

	<b>2011</b>	<b>2010</b>	<b>2009</b>	<b>2008</b>
<b>Group ROCE</b>	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:  $((OP + \text{interest income} + \text{adjusting items}) * (1 - \text{tax rate}) + \text{other intangible amortisation}) / (\text{total assets} - \text{current liabilities} + \text{ST debt} + \text{accumulated other intangible amortisation} + \text{accumulated goodwill impairment})$