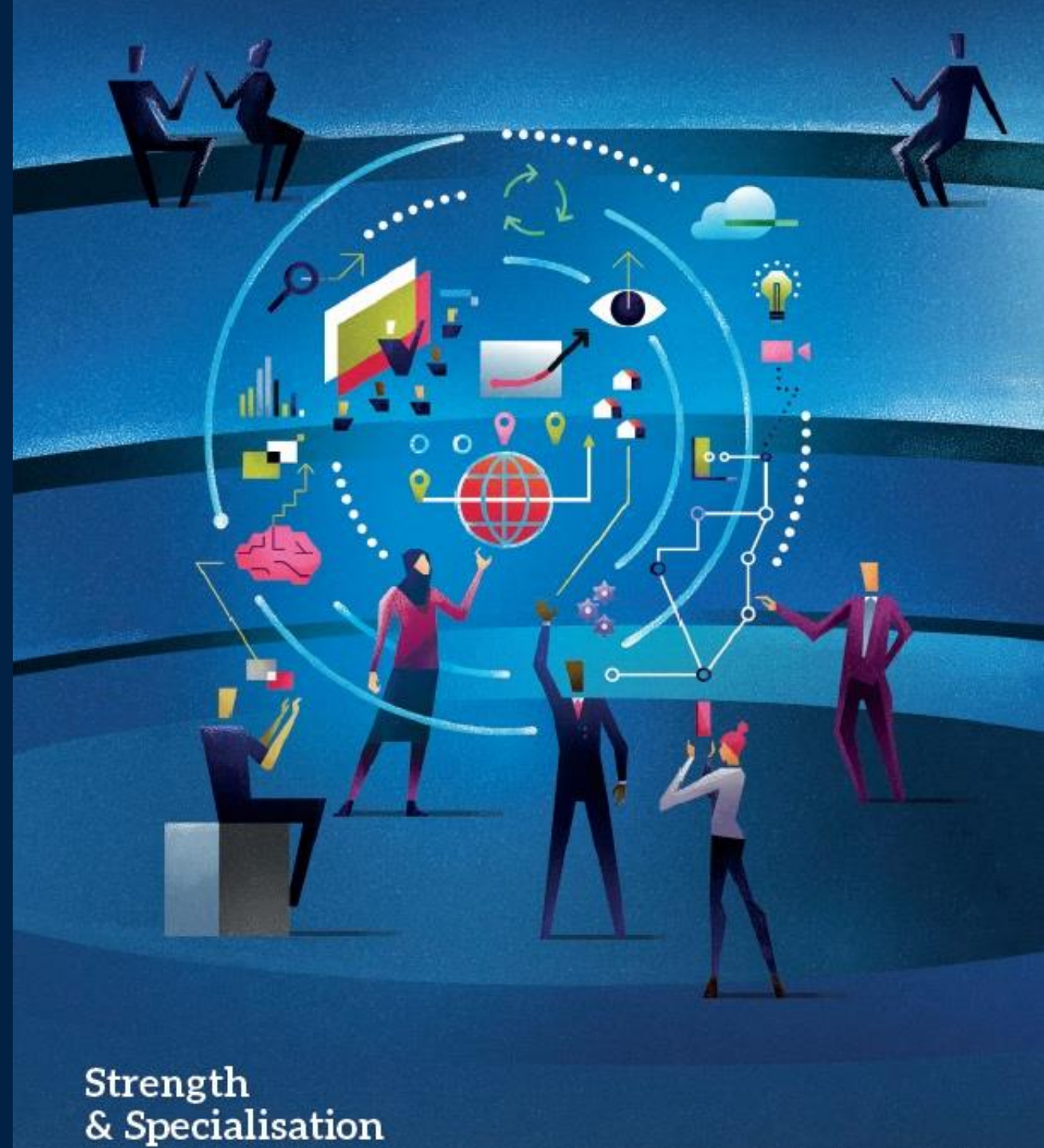


2022 Full-Year Results

Strong Operating Performance, Increasing Shareholder Returns, Growth & Expansion

9 March 2023

www.informa.com



**Strength
& Specialisation**

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.

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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.

Today's Presenters



Stephen A. Carter

Group Chief Executive



Gareth Wright

Group Finance Director



Max Gabriel

President , IIRIS



Gary Nugent

CEO, Informa Tech



**Strength
& Specialisation**

Knowledge & Information Economy



Academic Markets & Knowledge Services

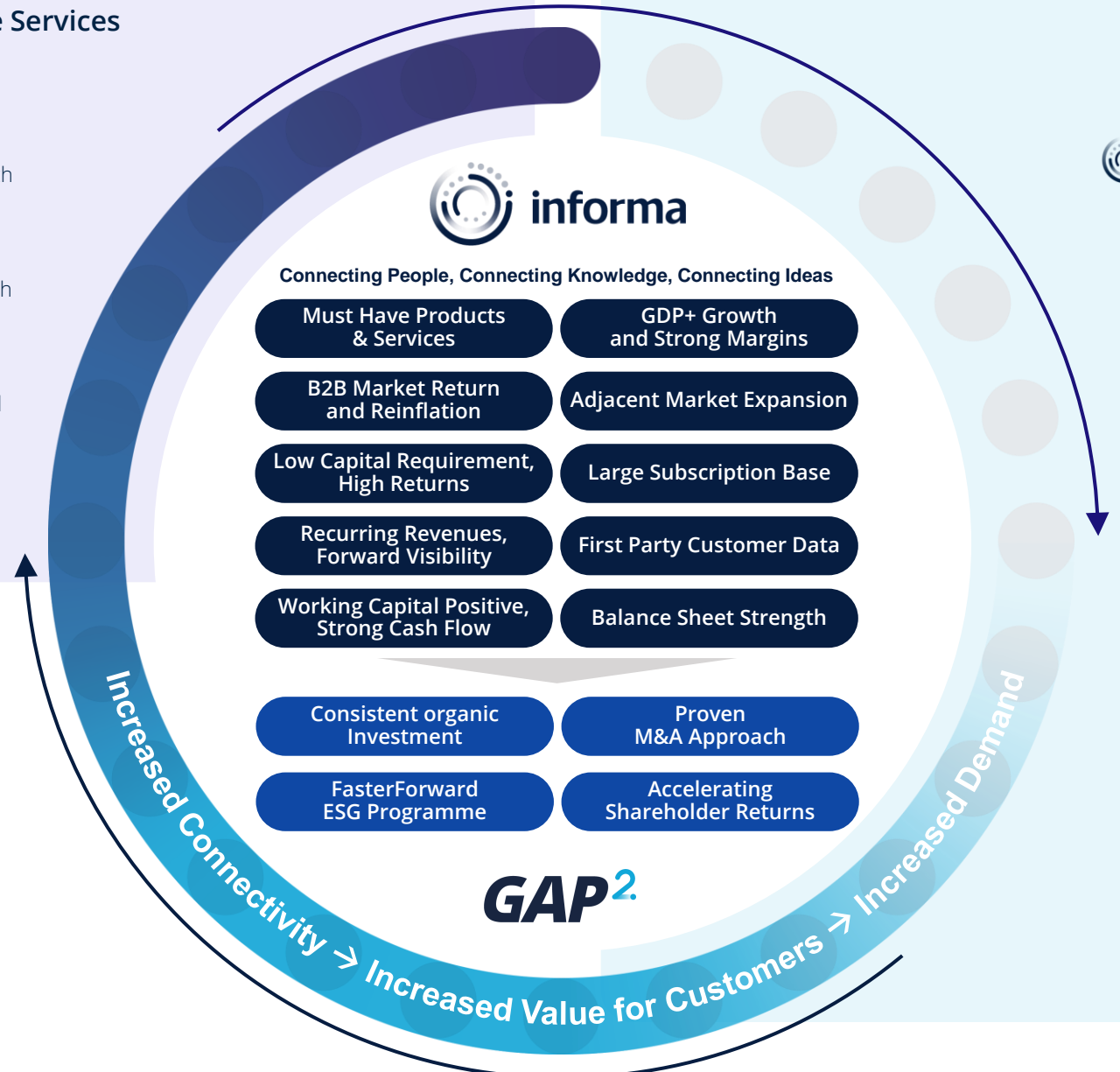


- Curate high quality, peer-reviewed research from leading experts
- Must have knowledge in Science Tech & Medical, Humanities & Social Sciences
- Consistent growth in Subscription Research and Advanced Learning
- Growth acceleration through Open Research Services. Target 4% p.a.
- From to Pay-to-Read to Pay-to-Publish and beyond

Retained Investments

Brand	Equity
Norstella	6.7%
Lloyd's List Maritime	20.0%
Curinos	56.2%
Founder's Forum	22.3%
Independent TV News	20.0%
PA Media Group	18.2%
Bridge Event Tech	14.9%

2022 Full-Year Results Presentation



B2B Markets & Digital Services

Live & On-Demand B2B Events



- Leading international player in Live & On-Demand B2B Events
- c.400 major specialist brands, serving 20+ growing specialist markets
- Delivering high value sales and marketing for B2B customers
- Double-digit near-term growth, strong margins
- Digitisation enhancing customer experience and customer value

B2B Digital Services



- Market insight and market access for B2B technology customers
- Audience-led digital services: Specialist Market Research, Specialist Media, Audience Development, Lead Generation & Live Events
- Omdia: subscriptions-based Specialist Market Research for Tech
- \$500m+ revenue, double-digit growth
- First Party Data: 15m+ KEMA

2022 Full Year Results Highlights

2022 Operating Performance

- **2022 results underline strength of specialist brands** and subject categories, performance in research subscriptions and live events, and investment in Open Research and B2B Data and Digital Services
- Underlying revenue growth of **+31%** and operating profit growth of **+47%**
- **Increased Operating Margin**, +2% (+200bpts) to 21.9%
- Adjusted EPS **+92% to 24.4p**
- Strong growth in **North America, the Middle East, ASEAN, Europe** and **Latin America**
- **No 1 position in Dow Jones Sustainability Index** (Media Sector) for second consecutive year

GAP 2 Strategy

- Active divestment of Informa Intelligence delivers portfolio focus and **c.£2.5bn gross value (28x EBITDA)**
- Further **Open Research** expansion through **300+ OA Journals and 40k+ OA articles** at Taylor & Francis
- Strong growth through **c.400 major brands in 20+ specialist markets**, delivering high quality live experiences and digital services in **Informa Markets and Informa Connect**
- **IIRIS** first party data expansion to **15m KEMA and 1.8bn online interactions**
- **Informa Tech: Specialist Research, Specialist Media, Audience Development and Lead Gen** for B2B tech buyers, **\$500m+ revenues**

Balance Sheet Strength & Capital Allocation

- Relentless focus on cash management & cash conversion delivers **£466m Free Cash Flow¹**
- Balance sheet strength...**zero net debt²**
- **Dividend return...9.8p**, ongoing commitment at 40%+ of earnings
- **Share Buyback Programme increased to £1bn** from £725m
- Organic investment in **IIRIS**
- **Targeted Expansion:**
 - **B2B Digital Services: Specialist Media**, (Industry Dive), **Content Syndication / Lead Generation** (NetLine) for \$500m+ (c.11x EBITDA on average)
 - **Live & On-Demand Events:** Addition of Tarsus for \$937m (sub-9x EBITDA)

Strong operating performance, increasing shareholder returns, future growth and expansion

The Informa Group 2023-2025

GAP²

Academic Markets



- Growth performance in Pay-to-Read Subscriptions and Advanced Learning
- Diversified offering through expansion and scale in Open Research Services
- Expand addressable market and create further growth opportunities
- Digital discovery through enhanced SEO (500m+ annual sessions by 2025)
- **Underlying revenue growth of 4% post GAP 2 programme**

B2B Markets: Live & On-Demand Events



- Maximise the return and reflation of Live & On-Demand Events globally
- Develop and deliver the highest quality live B2B experiences
- Digitisation of events to drive increased customer utility and value
- Data collection, management and application at heart of value proposition
- **Faster and higher quality underlying growth**

B2B Markets: B2B Digital Services




- Acceleration in First Party Data strategy through IIRIS
- Further expansion in Specialist Media and Audience Development
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- Extension of B2B Digital Services capabilities from Tech to other verticals
- **Faster and higher quality underlying growth across diversified service offer**

Accelerated growth and higher quality revenues through diversified service offering

FASTER FORWARD

A-
2022 rating



Faster to Zero

United Nations Sustainable Development Goals




- **CarbonNeutral® Company** certification for 3rd consecutive year
- **CarbonNeutral® Publication** certification for all T&F physical books & journals for 2nd consecutive year
- First certified **CarbonNeutral® Events**
- **Sustainable Events Fundamentals Programme** embedded in c75% of B2B brand portfolio
- **On track for Science Based Targets** (55% reduction in Scope 1+2, 20% reduction in Scope 3 by 2030)

No 1

Member of **Dow Jones Sustainability Indices**
Powered by the S&P Global CSA

Sustainability Inside




- **60%+ of Top 100 B2B event brands** meet criteria for embedding high quality sustainability content into their programme; 300+ events are on the roadmap
- **2,840 books and 7,761 journals** linked to one or more of the UN SDGs
- **Launch of Routledge Open Research platform for Humanities & Social Sciences**, expanding research distribution and access globally

AA
2022 rating

MSCI ESG RATINGS **AA**

CCC B BB BBB A AA AAA

Impact Multiplier

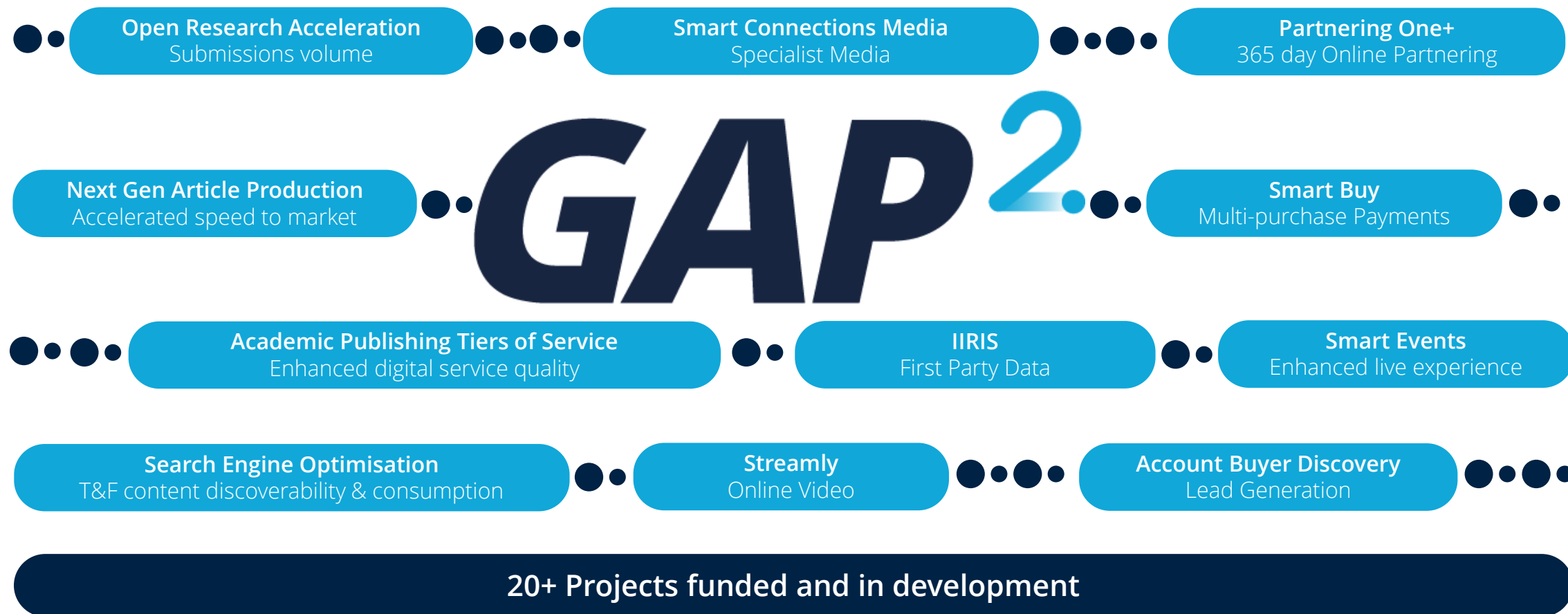





- **Connecting the Disconnected:** In 2022, 70,000+ people connected through T&F programmes and 30,000+ through our events who otherwise would not have had access
- **Estimated \$2.8bn of identified value created** for host cities from 38% of our events portfolio
- Estimated **£10.7m of value** given to charities and community groups in 2022, including **£220k from Informa's Walk the World** programme

No 1 in Sector Peer Group globally for second consecutive year in 2022 Dow Jones Sustainability Index

GAP² Investment for Growth



GAP² Targeted Expansion: Addition of Tarsus for \$940m

- **Strengthens leadership in B2B market** with market-leading brands, exceptional talent and deep customer relationships
- Strong **commercial, operational and cultural fit**
- Reach and depth in **Asia, the Middle East & Americas**
- Potential to apply **First Party Data strategy** to Tarsus estimated KEMA of 1.8m
- **Tarsus initial enterprise value of \$940m**, comprising cash and \$210m of Informa equity, with two-year lock-up
- Additional **earn-up of \$45m if and when Informa share price reaches 850p** during two-year lock-up
- Class 2 transaction, **completion expected by 1 July 2023**

Operating Synergies:

- ✓ **c.\$20m+ annualised:**
Real estate, procurement, technology, event contracts and other

Acquisition multiple:

- ✓ **2024/2025 Average: Sub-9x EBITDA**
2023/2024 Average: c.9.9x EBITDA

Earnings Accretion (inc. operating synergies):

- ✓ **2025: High single digit EPS accretion**
2024/2025 Average: Mid-single digit EPS accretion

Return on Invested Capital (inc. fees and integration costs):

- ✓ **2025: Double-digit post-tax ROIC**
2024/2025 Average: High single digit post-tax ROIC

B2B Growth Acceleration through the addition of Hercules

Informa + Tarsus: Highly Complementary Portfolios

160+ Brands in Attractive Specialist Markets

Healthcare



Beauty & Aesthetics



Packaging



LABELEXPO EUROPE LABELEXPO ASIA

Infrastructure



Aviation



Fashion



Sustainability



Homewares



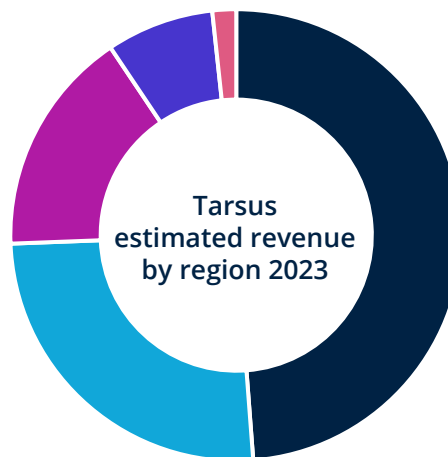
Smarter Shows



SPACE TECH EXPO



Strong Geographic Alignment



- Americas **49%**
- Asia (inc Turkey) **25%**
- Middle East **16%**
- Europe **8%**
- Other **2%**

11 acquisitions and 24 launches since 2019 change of ownership

Significant biennial uplift in odd years

Top 10 Brands expand Informa's Tier 1 portfolio to 85



- Leadership in market/region
- Brand strength & visibility
- International customer base
- Strong forward commitments
- Strong revenue growth
- Volume/Price/Ancillary
- Revenue scale of \$5m+

Strong geographic and portfolio fit

Informa + Tarsus: The Combination Programme



2022 Full-Year Results

Financial Performance & Capital Allocation

Gareth Wright
Group Finance Director



GAP²

2022 Full Year Results

↑ 32.8%

Higher Reported Revenue

+32.8% to £2,389m
(2021: £1,799m)

+37.7%

Growth in Adjusted Operating Profit

+37.7% to £535m (2021: £388m)

£560m

Accelerating Shareholder Returns

Share buybacks £517m and ordinary dividends
£43m

+29.6%

Accelerating Underlying Revenue Growth

+29.6% vs +6.1% in 2021

↑ 58%

Growing Adjusted Diluted EPS

26.4p (2021: 16.7p)

£466m

Higher Free Cash Flow generation

£466m (2021: £439m)

(0.2) x

Balance Sheet Strength

Net debt/EBITDA (0.2)x i.e. net cash (2021: 2.8x)

Strong delivery of 2022 Revenue, Adjusted Operating Profit and Cashflow

Growth & Financial Delivery in FY 2022

	2022 £m	2021 £m
Revenue	2,389.3	1,798.7
Adjusted Operating Profit	535.0	388.4
Adjusted Operating Margin	22.4%	21.6%
Net adjusted finance costs	(45.3)	(67.8)
Adjusted Profit before tax	489.7	320.6
Adjusting items	1,457.2	(183.5)
Reported Profit before tax	1,946.9	137.1
Adjusted tax charge	(90.4)	(54.5)
Effective tax rate	18.5%	17.0%
Adjusted profit	399.3	266.1
Non-controlling interest	(13.3)	(14.3)
Adjusted EPS (diluted)	26.4p	16.7p

Higher Revenues

- Reported Revenue Growth of 32.8%, Underlying Growth of 29.6%

Growth in Adjusted Operating Profit

- Reported Growth of 37.7%, Underlying Growth of 46.9%

Improved Statutory Profit

- £1.7bn profit on divestment of Intelligence portfolio included within discontinued operations

Increased Tax charge

- Higher adjusted profit and effective tax rate

Lower Non-controlling interest

- China partnerships

Increased Adjusted Diluted EPS

- +58% year-on-year growth
- Fully Diluted Weighted Average Shares of 1,464m

Operating businesses delivering strong underlying growth

	2022 £m	2021 £m	Reported %	Underlying %
Revenue				
Informa Markets	952.1	608.5	56.5	47.0
Informa Connect	395.9	231.9	70.7	45.9
Informa Tech	320.8	165.9	93.4	42.6
Taylor & Francis	593.6	545.4	8.8	3.0
Group – Continuing Businesses*	2,262.4	1,583.3	42.9	31.4
Discontinued Operations	126.9	215.4	(41.1)	5.8
Group – Continuing and Discontinued Businesses	2,389.3	1,798.7	32.8	29.6
Adjusted Operating Profit				
Informa Markets	171.5	67.4	154.5	154.3
Informa Connect	56.2	17.3	224.9	238.2
Informa Tech	61.5	11.2	449.1	76.4
Taylor & Francis	207.1	204.1	1.5	(5.4)
Group – Continuing Businesses*	496.3	313.2	58.5	47.0
Discontinued Operations	38.7	75.2	(48.5)	45.4
Group – Continuing and Discontinued Businesses	535.0	388.4	37.7	46.9
Operating Margins %				
Informa Markets	18.0	11.1		
Informa Connect	14.2	7.5		
Informa Tech	19.2	6.8		
Taylor & Francis	34.9	37.4		
Group – Continuing Businesses*	21.9	19.8		
Discontinued Operations	30.5	34.9		
Group – Continuing and Discontinued Businesses	22.4	21.6		

Academic Markets: Taylor & Francis

- Improving underlying revenue growth
- Strength in Pay-to-Read subscriptions & Advanced Learning
- Further progress in Pay to Publish
- GAP 2 investment reflected in operating margin

B2B Markets: Informa Markets / Informa Connect

- Underlying revenue growth of over 40%
- Underlying profit growth of over 100%
- Robust return of Live & On-Demand Events ex-China
- 6%+ (600bpt) increase in operating margin

B2B Markets: Informa Tech & IIRIS

- Strong growth and record ACVs in Specialist Research (Omdia) following investment in reach, brand and product
- Strong return in high value Live B2B Events
- IIRIS First Party Data expanded to 15m KEMA
- Expansion in Specialist Content / Audience Development (Industry Dive) and Syndicated Content / Lead Generation (NetLine)

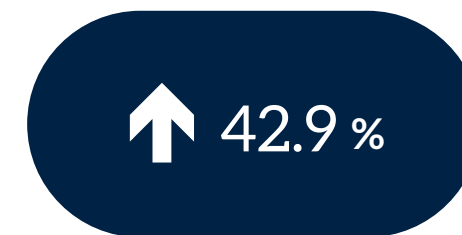
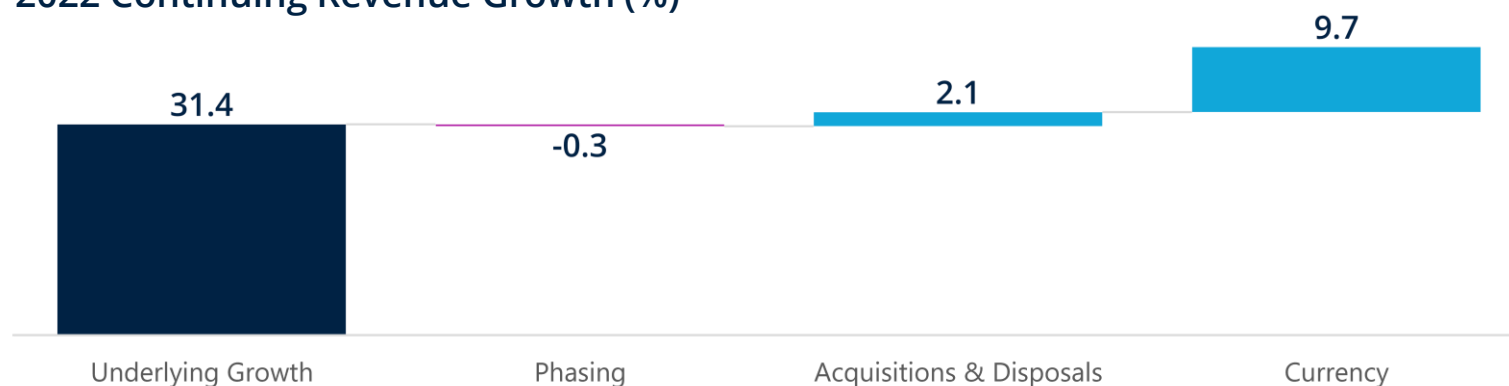
Discontinued operations

- Consistent performance up to point of divestment

* 2021 total for continuing businesses includes 'Other' businesses that were divested during 2021: Asset Intelligence, Barbour ABI, Barbour EHS

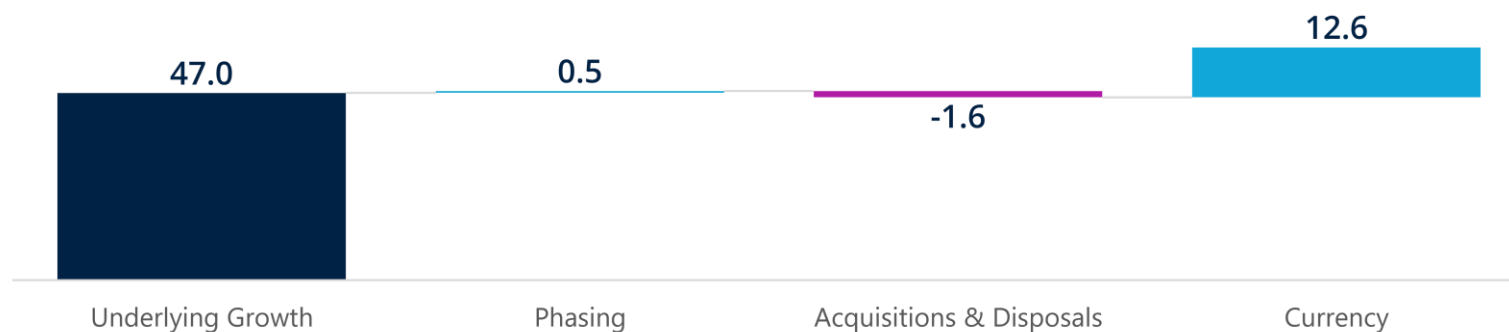
Accelerating Revenue and Profit Growth

2022 Continuing Revenue Growth (%)



Reported Growth

2022 Continuing Adjusted Operating Profit Growth (%)



Reported Growth

Relentless focus on cash management and cash conversion



2022 Free Cash Flow

- Consistently improving growth at T&F
- Consistently improving growth in Live B2B Events
- Relentless focus on working capital
- 117% operating cashflow conversion
- GAP 2 investment for growth
- Higher profitability drives higher tax

£466m

2022 Free Cash Flow
(Continuing & Discontinued)

Further Free Cash Flow Growth

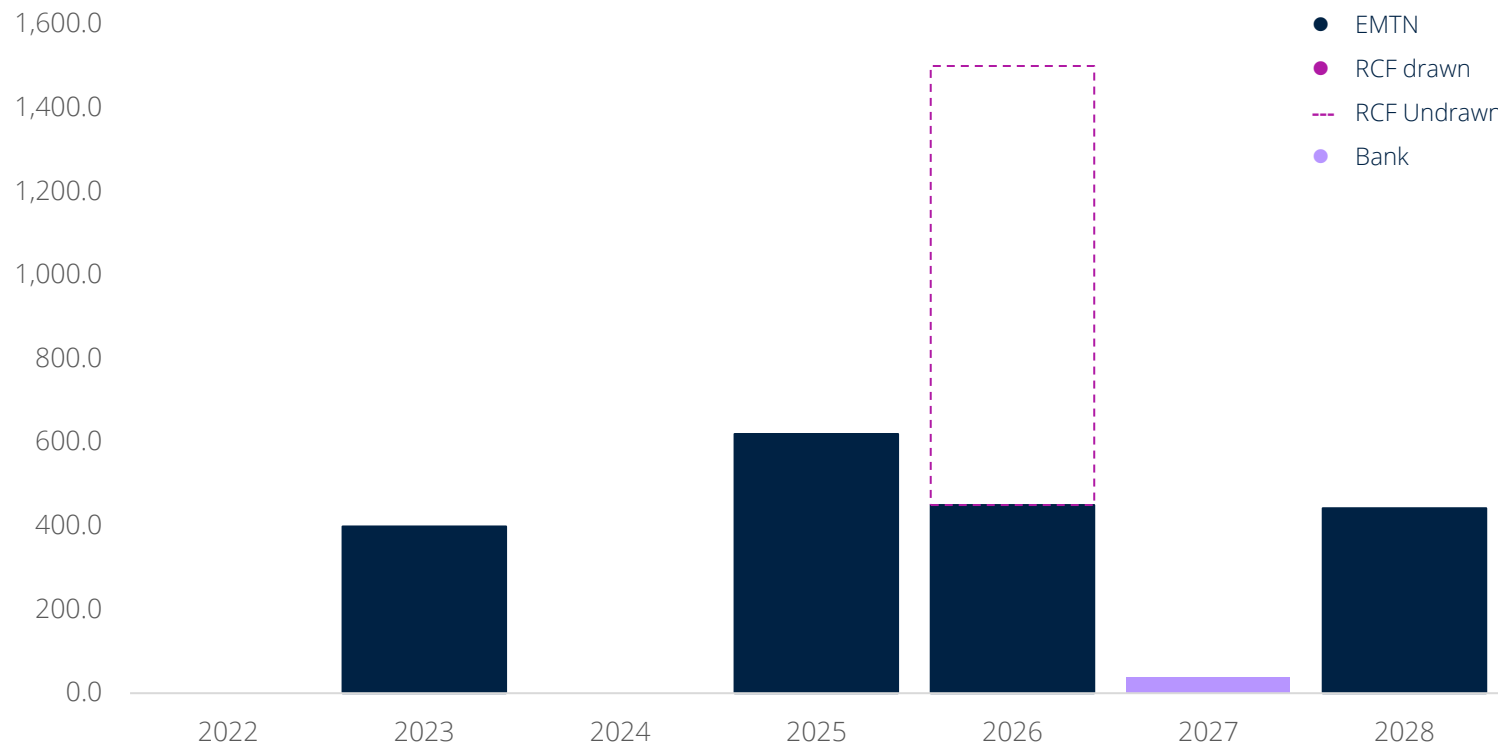
Active choices deliver zero leverage by year-end



Balance sheet strength and flexibility

Debt strategy delivering long-term financing flexibility

Debt maturities as at 31 December 2022 (£m)



Strong cash delivery and debt management:

Debt refinancing through Covid removed all group financial covenants

Managed pension position, with surplus of £49m

Long-term debt strategy with average maturity of 3.1 years

All debt secured on fixed rates (average gross cost of debt c.3.5%)

Zero leverage at year-end 2022

Substantial liquidity of £3.2bn (Undrawn RCF and Cash balances)

Covenant-free, fixed rate debt with long-term maturities and substantial liquidity

GAP 2 Portfolio Focus : Divestment of Informa Intelligence



Retained Investments

- ✓ **Decision to divest of Intelligence portfolio delivered portfolio focus** and c.£2.5bn gross divestment value at an average multiple of 28x 2021 EV/EBITDA
- ✓ **Pharma Intelligence (Citeline)** for £1.8bn
- ✓ **Maritime Intelligence (Lloyd’s List)** for £377m
- ✓ **Fund Flow Intelligence (EPFR)** for £165m
- ✓ **Post-tax cash proceeds of c.£1.9bn**, plus ongoing equity interests

Brand	Category	Equity Interest
Norstella	Pharma Intelligence	6.7%
Lloyd’s List Maritime	Maritime Intelligence	20.0%
Curinos	Retail Banking Intelligence	56.2%
Founder’s Forum	Live & On-Demand B2B Events & B2B Communities	22.3%
Independent Television News	Creative Content Production	20.0%
PA Media Group	Specialist Media & News Services	18.2%
Bridge Events Technologies	On-Demand Event Tech	14.9%

Increased focus, strengthened balance sheet, embedded value

GAP² Accelerating Shareholder Returns

- **Share Buyback Programme** launched on 14 February 2022



Commitment raised to £725m through 2022 and to £1bn in March 2023

- **100m+ shares** repurchased and cancelled at **average price of 584p**
- **£589m completed to date** with programme likely to run to end 2023
- Represents >50% of post tax cash proceeds from divestment

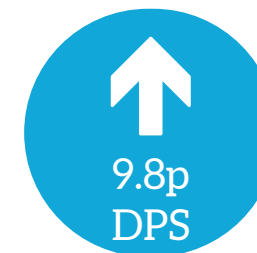


- **Ordinary dividend restarted** at the 2022 Interim Results



9.8p full year dividend per share

- Commitment to 40% payout of continuing adjusted earnings
- Strong double digit dividend growth for 2023



Total Shareholder Returns 2022: £550m+, 2023: £600m+ expected

2022 Full-Year Results

Strong Operating Performance & Continuing Strategic Progress

Stephen A. Carter
Group Chief Executive

2021-2024 Growth Acceleration Plan 2

GAP²



The Informa Group 2023-2025

GAP²

Academic Markets



- Growth performance in Pay-to-Read Subscriptions and Advanced Learning
- Diversified offering through expansion and scale in Open Research Services
- Expand addressable market and create further growth opportunities
- Digital discovery through enhanced SEO (500m+ annual sessions by 2025)
- **Underlying revenue growth of 4% post GAP 2 programme**

B2B Markets: Live & On-Demand Events



- Maximise the return and reflation of Live & On-Demand Events globally
- Develop and deliver the highest quality live B2B experiences
- Digitisation of events to drive increased customer utility and value
- Data collection, management and application at heart of value proposition
- **Faster and higher quality underlying growth**

B2B Markets: B2B Digital Services



- Acceleration in First Party Data strategy through IIRIS
- Further expansion in Specialist Media and Audience Development
- Continuing development of Lead Generation service offering
- Extension of B2B Digital Services capabilities from Tech to other verticals
- **Faster and higher quality underlying growth across diversified service offer**

Accelerated growth and higher quality revenues through diversified service offering

B2B Growth Acceleration via adjacent market expansion



- c.60% Live B2B Events
- c.13% Specialist Media
- c.10% Marketing Serv.
- c.9% Specialist Market Research
- c.8% Other
- **c.\$300m Revenue**

- c.20% Specialist Market Research
- c.35% Specialist Media
- c.10% Audience Dev. / Lead Generation
- c.35% Live B2B Events
- **\$500m+ Revenue**

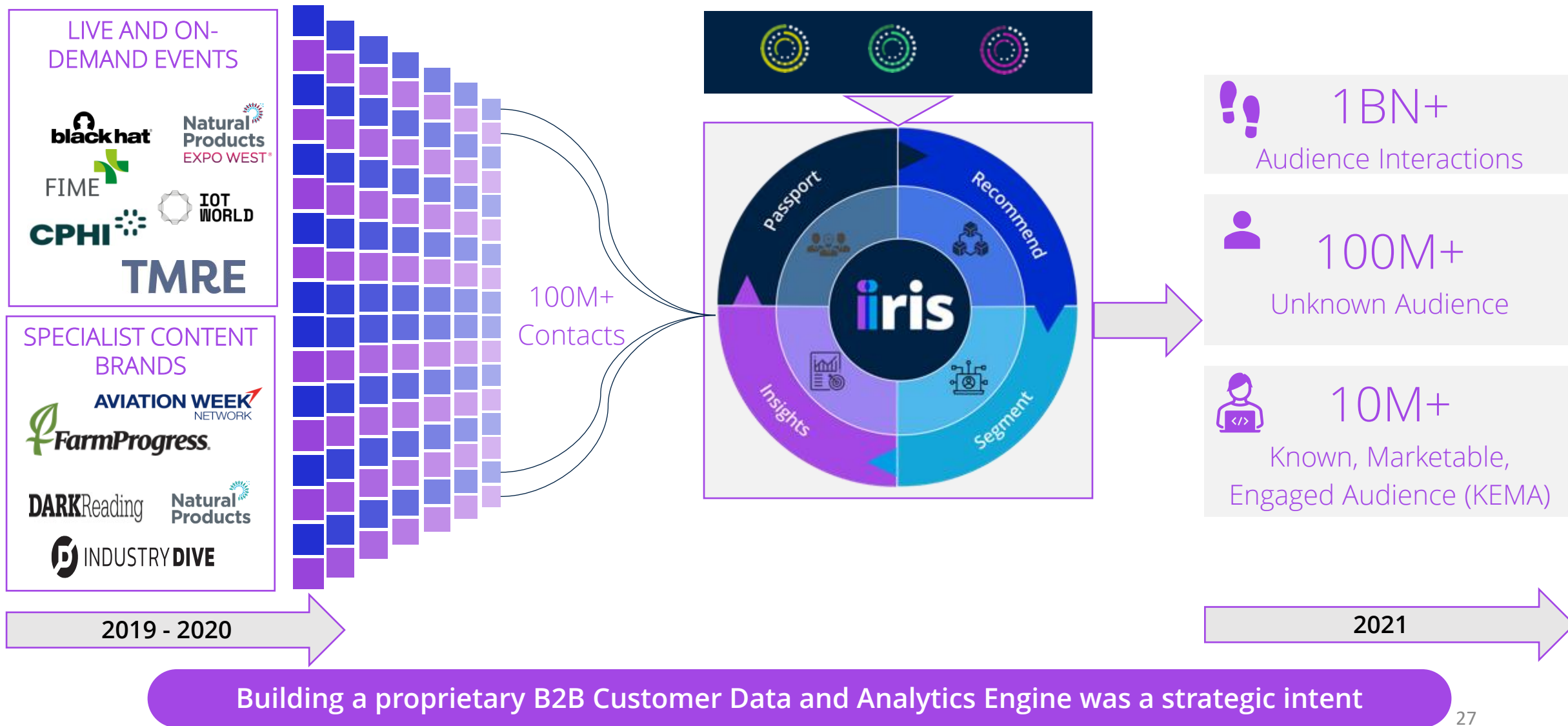


2018

2023


\$500m+ business in B2B Digital Services for Technology buyers

IIRIS (First Party Data): Building a First Party Data platform



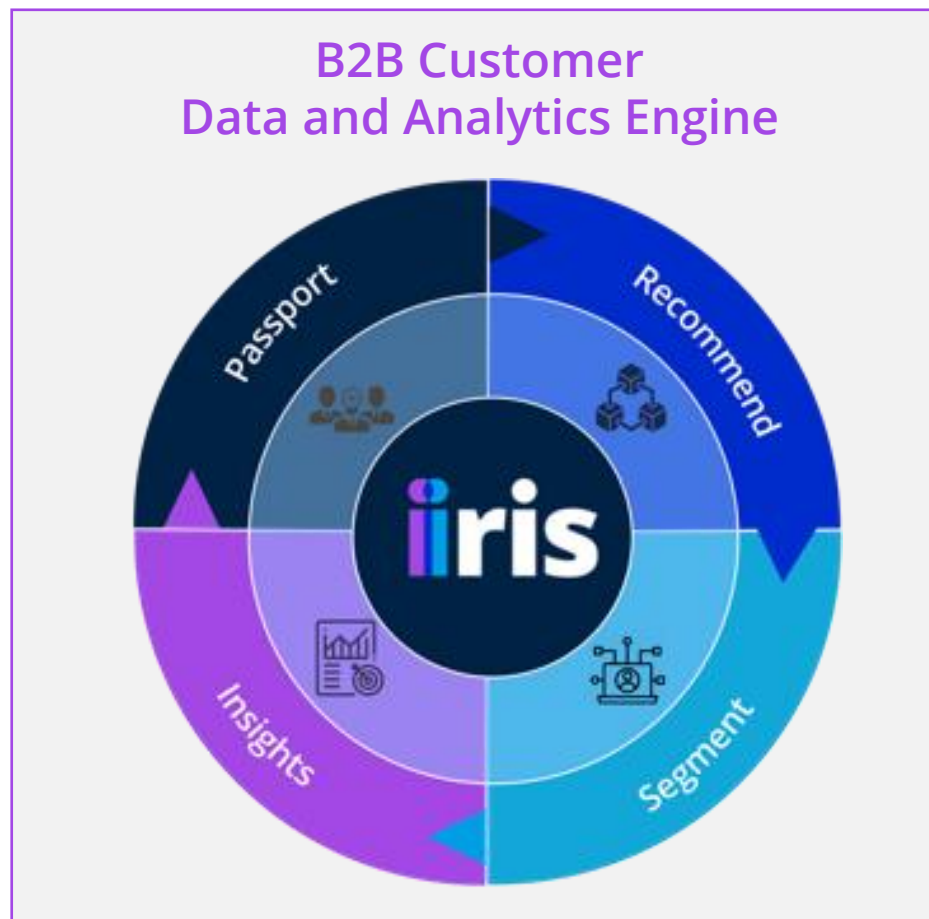
IIRIS (First Party Data): Accelerating growth in first party audience data

 1BN+
Audience Interactions


 100M+
Unknown Audience

 10M+
Known, Marketable,
Engaged Audience (KEMA)

Jan 2022



 1.8BN
Audience Interactions

 400M+
Unknown Audience

 17M+
Known, Marketable,
Engaged Audience (KEMA)

Mar 2023

Every new addition to the business further amplifies the value of IIRIS

IIRIS (First Party Data): Amplifying value across B2B Markets

Marketing our own products better

Marketing our clients' products better

Launching new products

Live & On-Demand Events



CPHI

8.5%
Increase in registration



CPHI

€500k
New digital revenue



ALCHEMY

200k
Scored Leads
Delivered



INDUSTRY DIVE

400k+
New
Subscribers added



informa engage

67k+
Marketing programs
enabled



NetLine

1.8Bn
Interactions
analysed

B2B Services

IIRIS as a full service B2B Customer & Data Analytics Engine

Leading provider of Specialist Market Insight and Market Access to the Tech industry

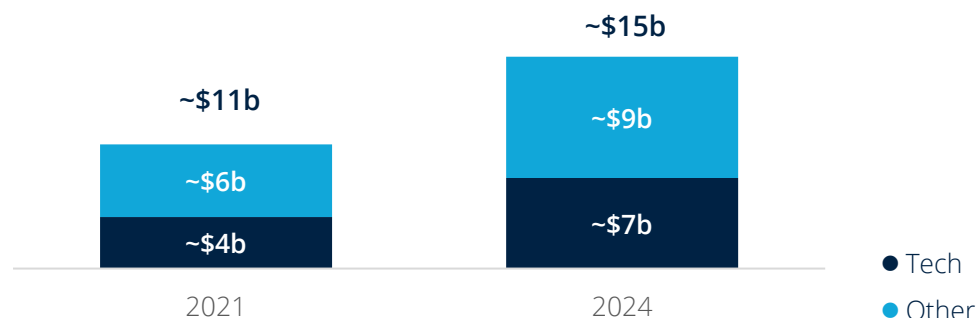


Sitting at the heart of a thriving Known, Engaged, Marketable Audience of over 6m

A new market, new budgets, new opportunities

B2B Audience Development & Digital Demand Generation

\$11bn market in the US alone



Long term market growth drivers

The rise of B2B Marketing

The digitisation of B2B Marketing (beyond Tech)

The era of privacy and consent

60% of B2B marketing spend

Tech B2B marketing spend

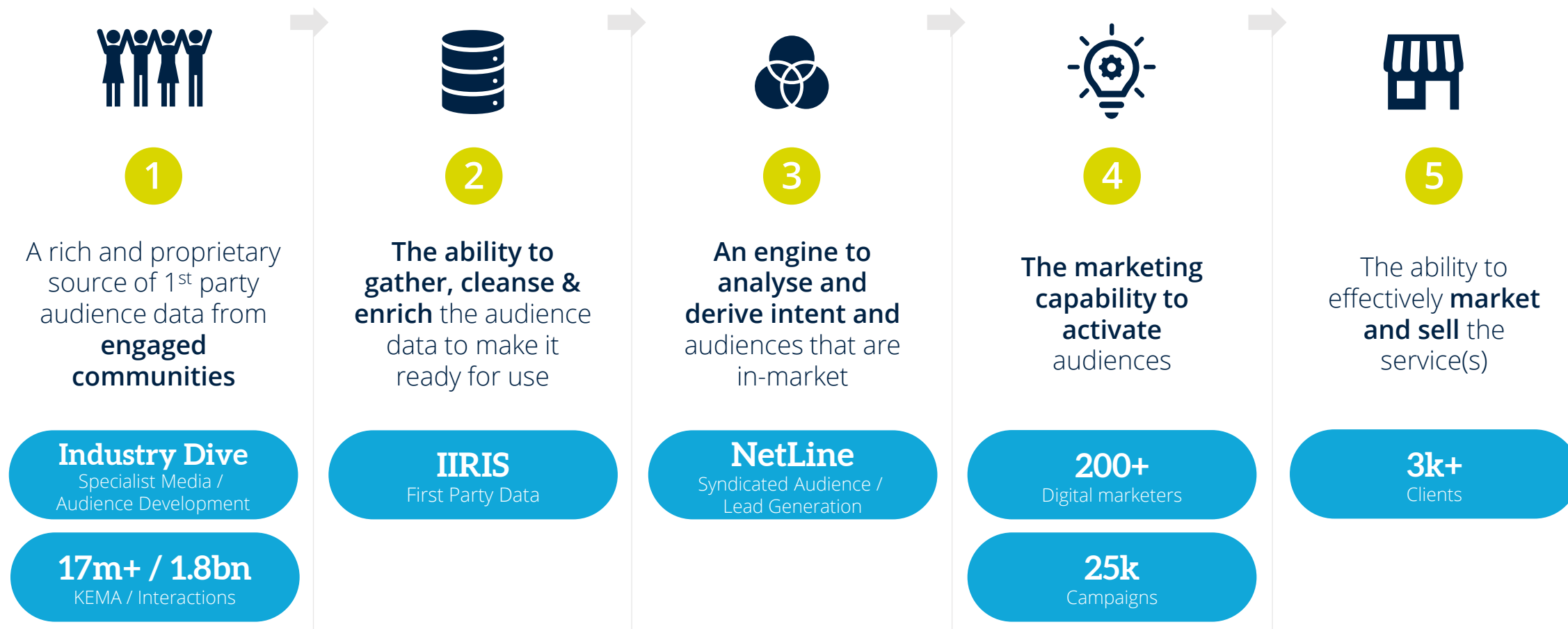


- Audience Development
- Digital display
- Digital Demand Gen
- Live B2B Events
- Paid search

A fragmented landscape



What it takes to compete and win in the market?



1 Industry Dive (Specialist Media / Audience Development)

A rich and proprietary source of 1st party audience data

Business audiences

13m+ reach

3m+ subscribers

74% Executive, Director, Managers

100% of Fortune 100 companies

Across 27 industries



Highly engaged

✓ 24% daily open rate

✓ 45% opened within last 7 days

✓ 0.02% bounce rates

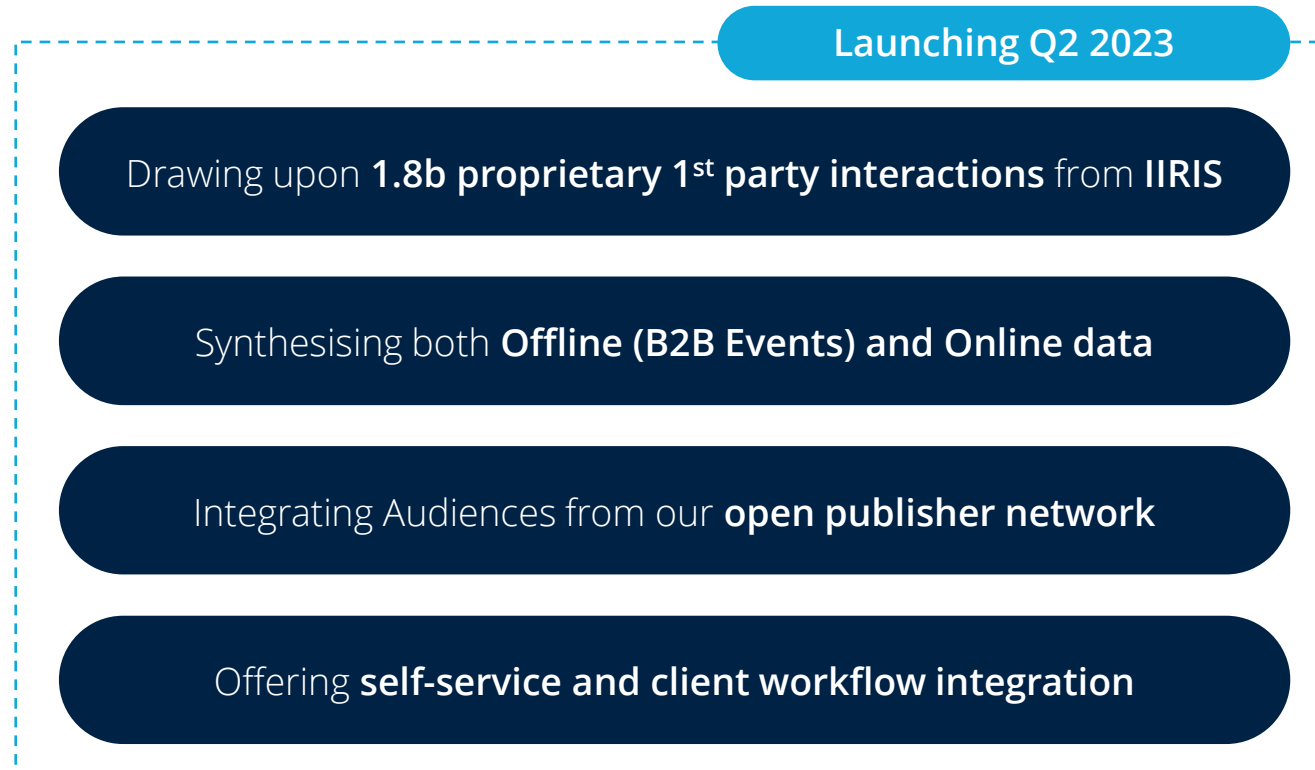


3 NetLine (Syndicated Content / Lead Generation) 2023 product innovation focused on intent

From anonymous, general company-level insight...

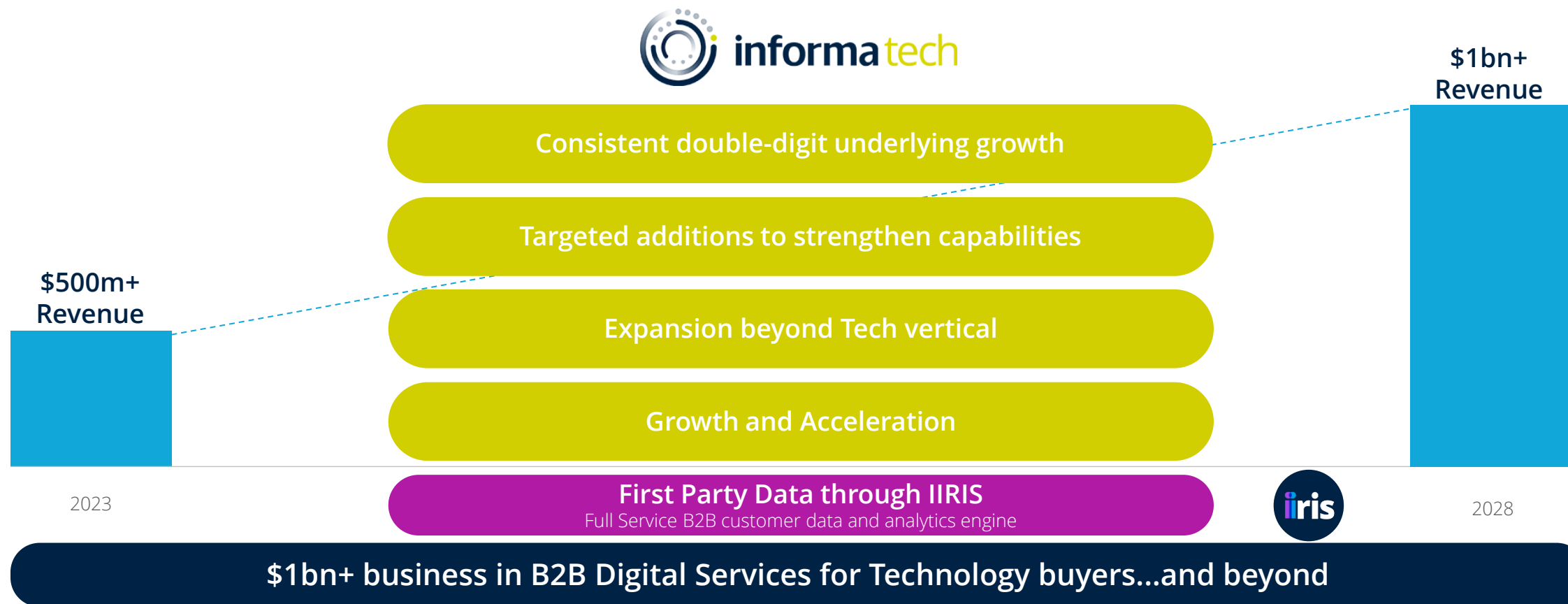


...to known, in-market, buyer-level intent



Target the right prospect with the right message at the right time

Informa Tech 2023-2028



The Informa Group 2023-2025

GAP²

Academic Markets



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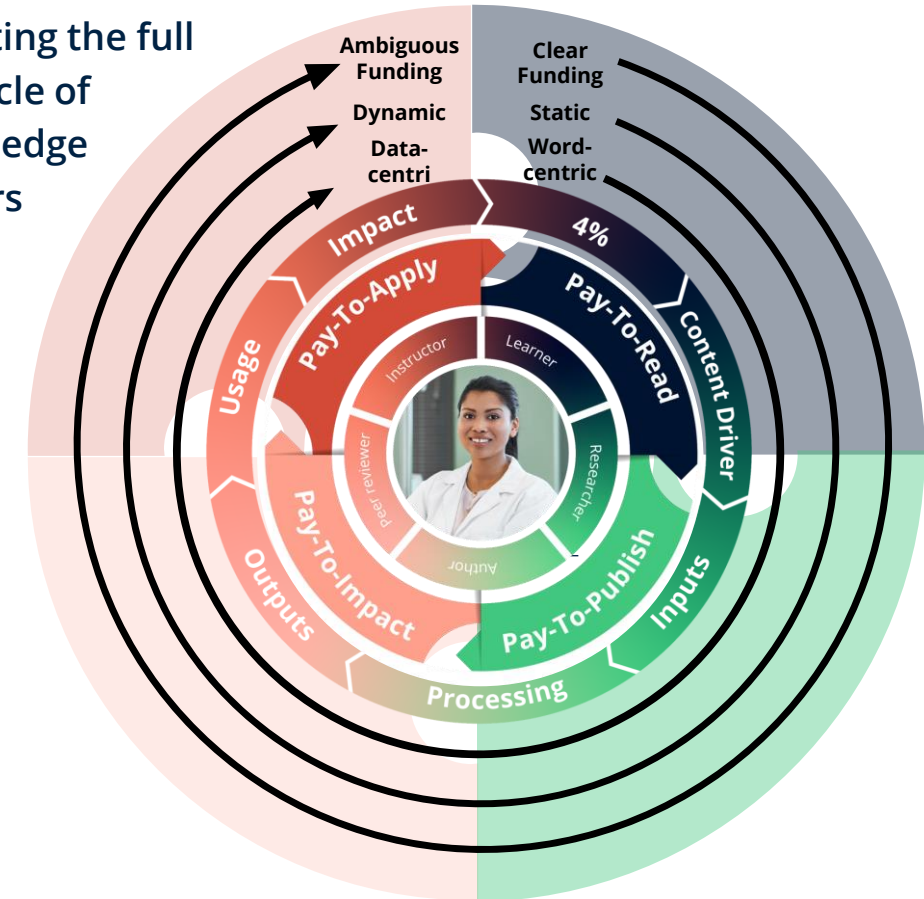
Accelerated growth and higher quality revenues through diversified service offering

Academic Markets growth through Open Research Expansion



- Robust performances in traditional Pay-to-Read Subscriptions and Advanced Learning
- High subscription renewal rates, continuing growth in digital formats and digital access (c.80% of total T&F revenue in a digital format)
- Accelerating shift from Pay-to-Read to Pay-to-Publish services
- Expands addressable market, increases growth opportunity and improves quality of revenue
- Focus on subject categories where we have a strong presence, funding flows are increasing and research volume growing eg Psychology, Engineering, Education, Oncology

Targeting the full life cycle of Knowledge Makers



Target for 4% underlying growth post *GAP 2*



Taylor & Francis Improving quality of earnings from diversified service offering

Print v Digital

2025 **18% | 82%**

2022 21% | 79%

2017 31% | 69%

Institution v Retail

2025 **76% | 24%**

2022 72% | 28%

2017 71% | 29%

Intermediaries v Direct

2025 **43% | 57%**

2022 53% | 47%

2017 77% | 23%

Product v Service

2025 **76% | 24%**

2022 87% | 13%

2017 97% | 3%

Librarian v Non-Librarian Market

2025 **53% | 47%**

2022 58% | 42%

2017 59% | 41%

Researcher Services: Pay to Read v Pay to Publish

2025 **64% | 36%**

2022 80% | 20%

2017 95% | 5%

B2B Growth Acceleration through Live & On-Demand Events

2022	CATEGORY	BRAND	LOCATION	REVENUE	EXHIBITORS	ATTENDEES	NET SQ. M	REVENUE vs 2019
40k+ Exhibitors	Healthcare	Arab Health	Middle East	£30m+	2,300+	44,000+	39,000+	75-80%
	Real Estate & Construction	World of Concrete	North America	£20m+	1,000+	19,000+	59,000+	85-90%
	Luxury & Lifestyle	Miami Boat Show	North America	£20m+	650+	85,000+	n/a	>100%
	Health & Nutrition	Natural Prod Expo West	North America	£40m+	2,700+	44,000+	41,000+	85-90%
	Luxury & Lifestyle	Ft Lauderdale Int Boat Show	North America	£20m+	700+	84,000+	n/a	>100%
	Fashion	August Magic	North America	£15m+	2,000+	26,000+	43,000+	60-65%
	Healthcare	CPhi Europe	Europe	£50m+	1,800+	20,000+	80,000+	85-90%
	Health & Nutrition	SupplySide West	Europe	£15m+	1,000+	15,000+	20,000+	90-95%
	Finance	SuperReturn Intl	Europe	£15m+	c.300	3,500+	15,000+	>100%
	Healthcare	BIO-Europe	Europe	£5m+	100+	4,000+	28,000+	85-90%
	FanExpo	Megacon Orlando	North America	£5m+	750+	95,000+	50,000+	>100%
	FanExpo	FANEXPO Canada	North America	£5m+	600+	90,000+	40,000+	>100%
	Finance	SuperInvestor	Europe	£5m+	75+	1,000+	10,000+	>100%
	Technology	LEAP	Middle East	£10m+	650+	80,000+	14,000+	n/a
Information Security	Black Hat USA	North America	£50m+	350+	20,000+	10,000+	>100%	
1.5m+ Attendees	Healthcare	Arab Health	Middle East	£40m+	3,300+	90,000+	55,000+	>100%
	Real Estate & Construction	World of Concrete	North America	£20m+	1,000+	30,000+	53,000+	85-90%
	Healthcare	Medlab Middle East	Middle East	£10m+	650+	15,000+	14,000+	>100%
	Luxury & Lifestyle	Miami Boat Show	North America	£20m+	600+	90,000+	n/a	>100%
	Fashion	February Magic	North America	£20m+	1,700+	25,000+	48,000+	70-75%
	Technology	LEAP	Middle East	£20m+	850+	100,000+	19,000+	n/a
	Real Estate & Construction	TISE	North America	£10m+	550+	13,000+	30,000+	95-100%
	Fashion	February Coterie	North America	£10m+	1,200+	10,000+	18,000+	75-80%
	Manufacturing	Anaheim	North America	£15m+	1,600+	34,000+	29,000+	>100%
	Health & Nutrition	Biotech Showcase	North America	c.£5m	n/m	c.3,000	n/m	95-100%

87%+ revenue v 2019

95%+ revenue v 2019

2023 to date

12k+ Exhibitors

450k+ Attendees

* Total Exhibitor and Attendee numbers are for Top 50 brands in Informa Markets and all brands over £1m revenue in Informa Connect and Informa Tech; Total revenue versus 2019 reflects Live Events revenue for all brands outside of Greater China

B2B growth acceleration through Partnerships in geographies and sectors

Tahaluf - geographic markets

- **Tahaluf = Alliance**
- Joint venture with Saudi Federation SAFCSP to **bring world class events to the Kingdom** to support goals of Vision 2030
- *Black Hat Middle East* and *LEAP* successfully launched to date
- Further **three brands in 2023 and three in 2024**
- Powerful success of *LEAP* in year two:
170k visitors, c.700 speakers, c.900 exhibitors



LEAP - February 2023



Beauty – sector markets

- Agreement with **BolognaFiere** and **Professional Beauty Association** to expand Beauty market in North America
- Four **Premiere Beauty Expo's** (Anaheim, Orlando, San Antonio, Columbus) and **Cosmoprof North America** (Las Vegas)
- **China Beauty Expo** in China, **Cosmoprof Asia** in Hong Kong, Cosmoprof expansion to Bangkok, Mumbai, Shenzhen and Dubai
- **€25m investment in BolognaFiere Group**



Premiere Beauty



Strong track record of developing commercial partnerships to accelerate market and brand growth

Progressive reopening in Greater China

Positives:

- All cities removing restrictions, with **domestic travel capacity returning**
- Hong Kong / Mainland border open**
- Maintained **investment in Informa business** through 2022/23
- Customer demand illustrated through **\$150m of deferred revenue**

Cautions:

- Significant **Inbound / Outbound visa backlog**
- Shortened selling cycle in 2023**
- Event schedule **disruption and bunching** in 2023
- Current **high cost of air travel**



Guidance for 2023

2023 Market Guidance¹

- Revenue: £2,750m – £2,850m
- Adjusted Operating Profit: £675m – £725m
- Operating Margin increase by 250bpts+

- **2023 operating ambitions:**
 - **Academic Markets** further 3%+ underlying growth
 - **B2B Markets: Informa Markets / Informa Connect** strong double-digit underlying growth
 - **B2B Digital Services: Informa Tech** strong double-digit underlying growth
 - **Specialist Media / Audience Development...**underlying growth, full year contribution and new Dive launches
 - **Content Syndication / Lead Generation...**underlying growth, new product launch in H2
 - **Live & On-Demand Events...**double digit underlying growth

Growth and Acceleration in 2023: 20%+ Revenue, 35%+ Adjusted Operating Profit

The Informa Group

GROWTH

A strong and high performing business

ACCELERATION

Further strong growth in 2023, with full return in all businesses and regions from 2024

DIGITAL

Scale, strength and further growth in B2B Digital Services for B2B Tech buyers

STRENGTH

Long-term covenant free, fixed-rate debt with significant flexibility

RETURNS

Disciplined capital allocation, balancing investment, expansion and shareholder returns

Continuing Growth and Acceleration

Appendix

FASTER FORWARD

Accelerating sustainable change in our business and the specialist markets we serve.

Faster to Zero

Moving faster to become a zero waste and net zero carbon business.

Sustainability Inside

Embedding sustainability inside every one of our brands to help our customers accelerate sustainable development in their specialist markets.

Impact Multiplier

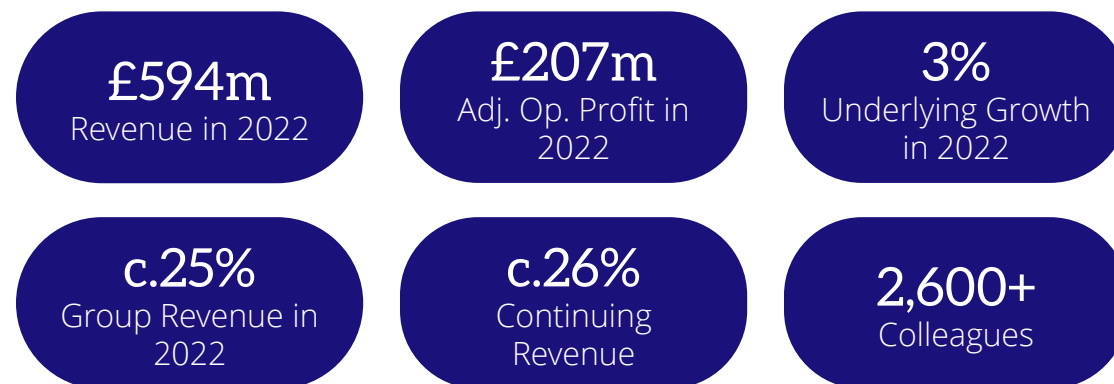
Multiplying the positive impact we create when we improve access to knowledge, help people connect more efficiently and invest in our communities.

FASTER FORWARD CORE COMMITMENTS:

1. Become carbon neutral as a business and across our products by 2025
2. Halve the waste generated through our products and events by 2025
3. Become zero waste and net zero carbon by 2030 or earlier
4. Embed sustainability inside 100% of our brands by 2025
5. Help and promote the achievement of the UN's Sustainable Development Goals through our brands
6. Enable one million disconnected people to access networks and knowledge by 2025
7. Contribute \$5bn per year in value for our host cities by 2025
8. Contribute value of at least 1% of profit before tax to community groups by 2025
9. Save customers more carbon than we emit by 2025

Taylor & Francis

Taylor & Francis publishes peer-reviewed scholarly research and specialist reference-led academic content across subject areas within **Humanities & Social Sciences and Science, Technology and Medicine**. It is recognised internationally through its major publishing brands such as Taylor & Francis, Routledge, CRC Press and Dove Medical Press



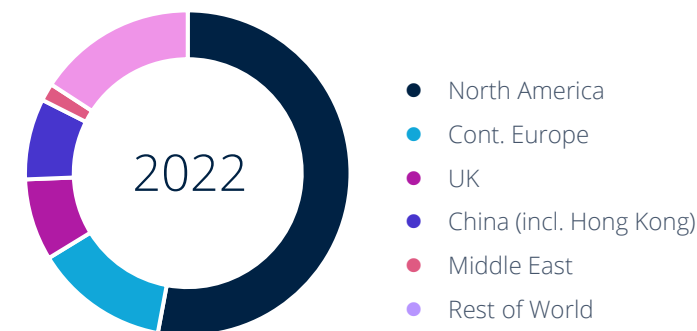
Revenue by type



Revenue by vertical



Revenue by region

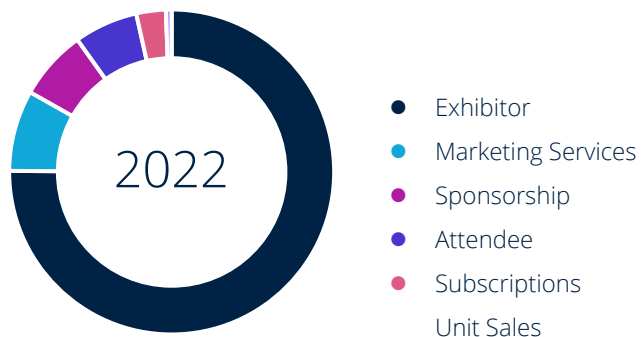


Informa Markets

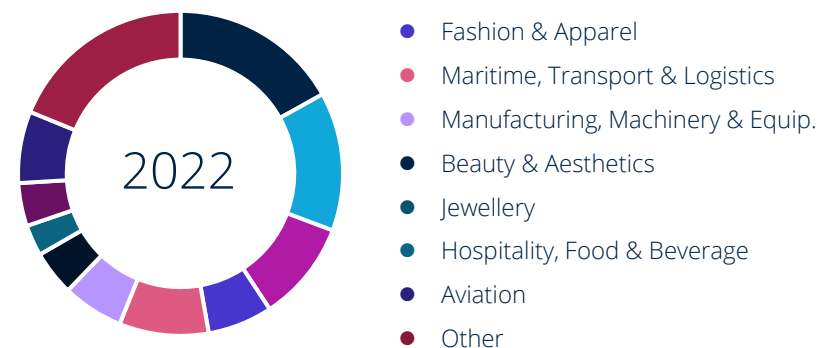
Informa Markets creates platforms for industries and specialist markets to trade, innovate and grow. Through more than 250+ major B2B brands, we provide opportunities to engage, experience and do business via face-to-face exhibitions, specialist digital content and actionable data solutions



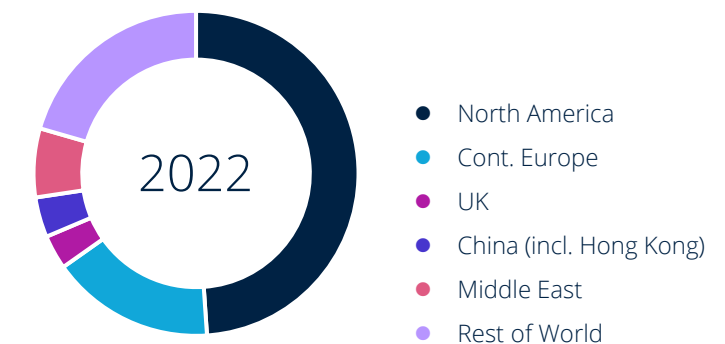
Revenue by type



Revenue by vertical

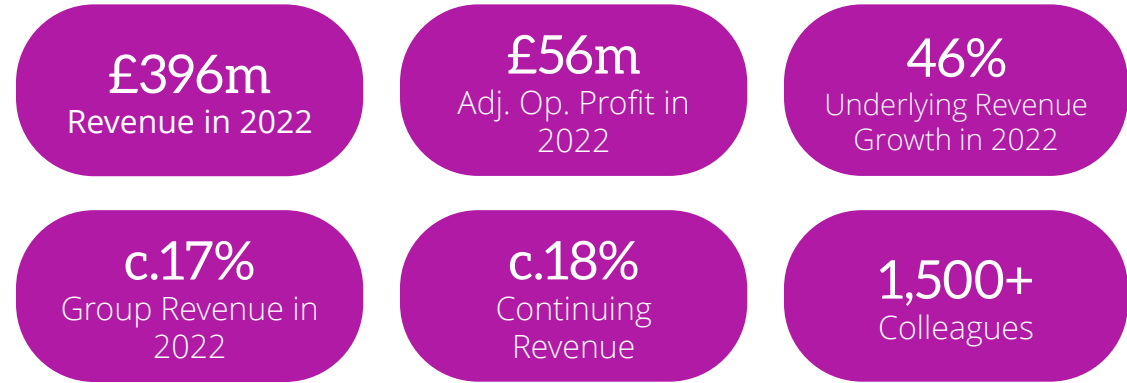


Revenue by region

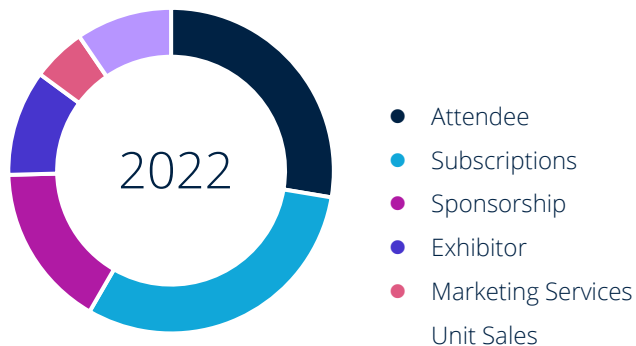


Informa Connect

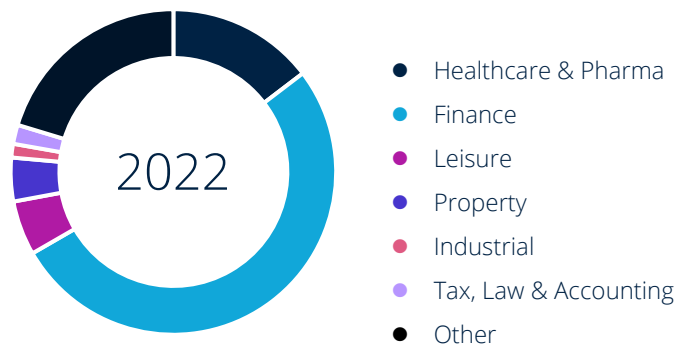
Informa Connect is a live events, digital content specialist, connecting professionals with knowledge, ideas and opportunities. With more than 400+ brands in over 30 countries, it has particular strength in **Life Sciences** and **Finance**



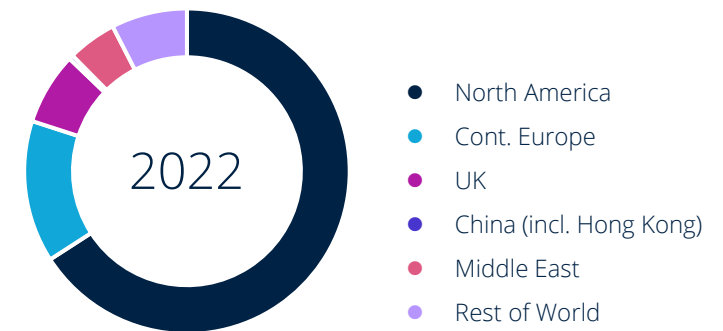
Revenue by type



Revenue by vertical

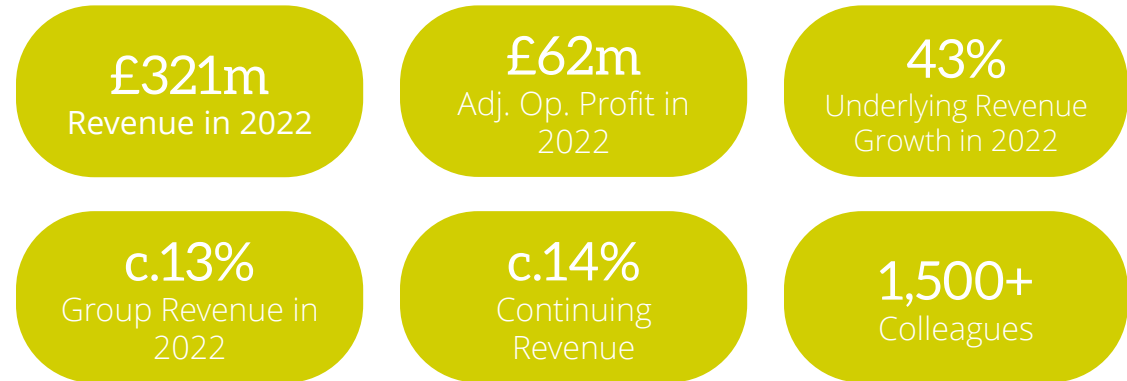


Revenue by region

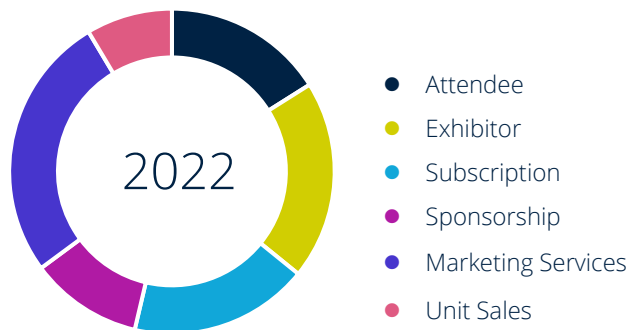


Informa Tech

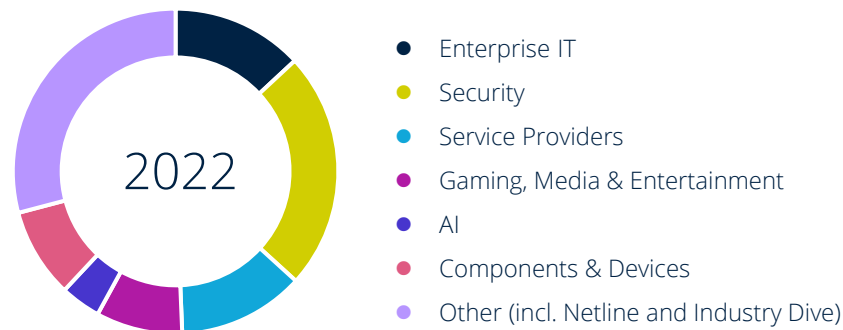
Informa Tech informs, educates and connects specialist Technology communities around the world. Through more than 25+ major B2B brands, we provide world-class research, training, events and media for customers to engage, learn and be inspired to create a better digital world.



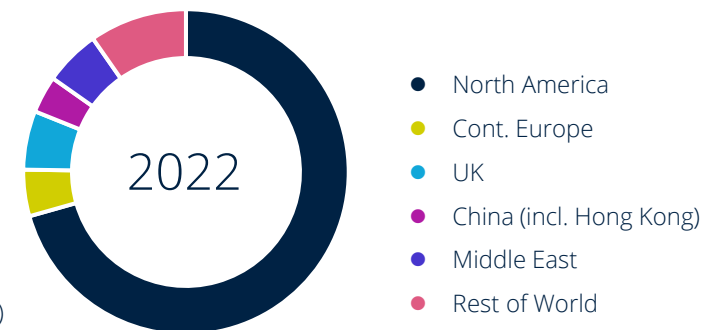
Revenue by type



Revenue by tech sub-vertical



Revenue by region



Tax Summary (Continuing Operations)

	2022 £m	2022 Tax £m	ETR %
Reported Profit Before Tax from continuing operations	168.8	26.7	
Adjusted for:			
Intangible asset amortisation	275.3	63.4	
Benefit of goodwill amortisation for tax purposes only	-	(13.1)	
Impairment – intangibles and goodwill	6.9	1.5	
Impairment – IFRS 16 right of use assets	(0.1)	0.3	
Impairment – property and equipment	(0.7)	(0.1)	
Acquisition costs and integration costs	22.0	3.7	
Restructuring and reorganisation costs	(1.6)	(0.1)	
Onerous contracts and other one-off costs associated with COVID-19	4.7	1.1	
Subsequent remeasurement of contingent consideration	5.7	-	
Profit on disposal of subsidiaries and operations	(11.6)	-	
Investment Income	(19.7)	(2.5)	
Finance Costs	1.3	0.3	
Adjusted Profit Before Tax from continuing operations	451.0	81.2	18.0

Cash Flow Summary

	2022 £m	2021 £m
Adjusted operating profit from continuing operations	496.3	313.2
Depreciation of property and equipment	11.7	12.7
Depreciation of right of use assets	24.8	24.2
Software and product development amortisation	35.2	31.6
Share-based payments	17.5	15.0
Loss on disposal of other assets	0.3	0.1
Adjusted share of joint venture and associate results	(2.1)	(3.0)
Adjusted EBITDA from continuing operations	583.7	393.8
Net capital expenditure	(67.5)	(38.4)
Working capital movement	65.3	144.7
Pension deficit contributions	(6.9)	(6.3)
Operating cash flow from continuing operations	574.6	493.8
Restructuring and reorganisation	(14.1)	(29.4)
Onerous contracts and one-off (payments)/receipts associated with COVID-19	(5.5)	13.9
Net interest	(65.4)	(74.4)
Taxation	(71.7)	(41.6)
Free Cash Flow from continuing operations	417.9	362.3
Free Cash Flow from discontinued operations	48.5	76.4
Free Cash Flow (from continuing and discontinued operations)	466.4	438.7

Other Adjusting Items

	2022 £m	2021 £m
Intangible amortisation and impairment	281.4	282.0
Acquisition and integration costs	22.0	10.0
Restructuring and reorganisation costs	(1.6)	3.2
One-off insurance credit associated with COVID19	-	(23.6)
Onerous contracts and one-off costs associated with COVID-19	4.7	9.7
Re-measurement of contingent consideration	5.7	3.8
VAT credit	-	(6.3)
Adjusting items in operating profit/loss from continuing operations	312.2	278.8
(Profit)/loss on disposal of subsidiaries and operations	(11.6)	(111.8)
Investment income	(19.7)	-
Finance costs	1.3	-
Adjusting items in profit/loss before tax from continuing operations	282.2	167.0

Currency Sensitivity

	Average Rates		Closing Rates	
	FY 2022	FY 2021	FY 2022	FY 2021
USD	1.24	1.38	1.21	1.35

The impact of a 1 cent movement in the USD to GBP exchange rate in 2022:

Revenue	£13m
Annual adjusted operating profit	£5m
Annual adjusted earnings per share	0.2p

Balance Sheet Summary

	31 December 2022 £m	31 December 2021 £m
Intangibles and goodwill	8,853.0	8,600.6
Property and Equipment	47.9	41.5
Rights of use assets (IFRS 16)	208.0	199.3
Other non-current assets (excluding debt and leases)	405.5	75.1
Current assets (excluding cash and leases)	496.6	386.5
Deferred income (current)	(834.5)	(725.5)
Other current liabilities (excluding debt and leases)	(745.7)	(594.5)
Net lease liabilities	(263.7)	(259.5)
Net debt (excluding IFRS 16)	19.1	(1,175.1)
Other non-current liabilities (excluding debt and leases)	(719.9)	(502.5)
Net Assets	7,466.3	6,045.9

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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Thank you

