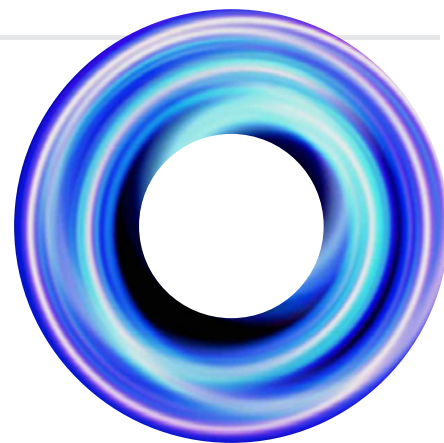


informa

# SPECIALIST INTERNATIONAL INTELLIGENCE, KNOWLEDGE AND EVENTS



Informa is a leading **business intelligence, academic publishing, knowledge** and **events** business, operating in the Knowledge and Information Economy.

We serve commercial, professional and academic communities by helping them connect and learn, and by creating and providing access to content and intelligence that helps people and businesses work smarter and make better decisions faster.

£1.2bn

2015 Group  
Revenue

FTSE 100

Listed on the London  
Stock Exchange,  
part of FTSE 100

£90m

Investing up to  
£90m in growth  
projects  
2014 - 2017

5

Five divisions; four  
operating divisions  
plus Global  
Support

>6,500

Colleagues all over  
the world

>20

Offices in over  
20 countries

# OUR DIVISIONS



Informa has four **Operating Divisions**, which help **commercial, professional and academic** communities to **connect** and **learn**, and which create and provide access to **content** and **intelligence** that helps customers work **smarter** and make **better** decisions **faster**.

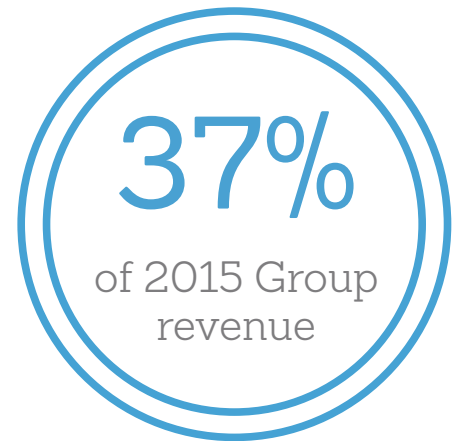
Informa's fifth Division, **Global Support**, underpins the Group and provides support and business services to the other Divisions.



## ACADEMIC PUBLISHING

# HIGH QUALITY SPECIALIST CONTENT AND KNOWLEDGE

Academic Publishing produces specialist upper level books and journals in Humanities & Social Sciences, and Science, Technology & Medicine. It operates as **Taylor & Francis Group** with other sub-brands including **Routledge, CRC Press, Garland Science** and **Cogent OA**.



## Digital Vernacular: Architectural Principles, Tools and Processes



Digital Vernacular addresses the why and how of digital fabrication in hundreds of step-by-step colour images, illuminating a set of working principles and techniques that join theory with practice. Authors James Stevens and Ralph Nelson reconcile local traditions and innovations with globally accessible methods and digital toolsets. By combining ethics with hardware, the book will root you in the origins of making, ensuring a lasting and relevant reference for your studio practice.

Routledge Architecture, published by Taylor & Francis, the Academic Publishing Division of Informa, publishes books for professionals, students, and academic researchers.

Following the addition of the highly respected Architectural Press from Butterworth-Heinemann, our extensive portfolio now includes over 650 titles covering the full spectrum of subject matter. From the latest cutting-edge trends and ideas to technical graphics, industry methodology and colourful illustrations, our titles help readers learn about the latest concepts, gain knowledge and improve their practice.

The Routledge Architecture portfolio focuses on those areas of practice which continuously evolve and where readers need the latest information they can trust. Our reputation for delivering books which can be relied upon for essential information has made the list the world's largest and most comprehensive collection of books about architecture. With editors based in the UK and USA, the list is committed to publishing for these key markets. We also act as the distributing partner for APA Publishers Press, USG BIR Press, and RIBA Publishing, as our global sales and marketing reach makes us well-placed for professional partnerships.

Through a combination of strong organic growth and complementary acquisitions (including Architectural Press, Elsevier and Ashgate publishers), the Routledge Architecture book list has become a dominant force in architectural publishing. Our range of publications are aimed at accompanying the reader from their first day at architectural school all the way through to continued professional learning late in their career. By supporting each stage of our reader's careers, we have become a trusted partner in their professional development and thus are able to continue to publish the best books on architecture.

**Digital Architecture**

Feature Book: **Building Information Modelling (BIM)**

Building Information Modelling (BIM) is a digital representation of the physical and functional characteristics of a building. It is a collaborative process that involves all stakeholders in the building process, from the architect to the contractor. BIM allows for a more integrated and efficient way of working, reducing errors and improving communication. This book provides a comprehensive overview of BIM, from its origins to its current applications in the building industry.

**Professional Practice**

Feature Book: **The Changing Shape of Practice**

The Changing Shape of Practice explores the evolving nature of architectural practice in the 21st century. It examines the challenges and opportunities faced by architects and discusses the ways in which they can adapt to these changes. The book covers a range of topics, including the impact of technology, the changing roles of architects, and the importance of collaboration and communication in the modern practice.

**Interior Design**

Feature Book: **Lighting: Interior and Exterior (CIBSE)**

Lighting is a crucial element of interior design, and this book provides a comprehensive guide to the selection and use of lighting in both interior and exterior spaces. It covers the principles of lighting design, the different types of lighting fixtures, and the latest trends in lighting technology. The book is illustrated with numerous photographs and diagrams, making it an essential reference for interior designers and architects.



## Business Intelligence

# SPECIALIST INSIGHT AND INTELLIGENCE

Business Intelligence provides specialist data-driven intelligence and insight to professionals in niche communities. It has over 100 digital subscription products catering to five vertical markets: **Pharma & Healthcare;** **Finance;** **Telecoms, Media & Technology;** **Maritime & Law** and **Agribusiness & Commodities.**

23%

of 2015 Group  
revenue

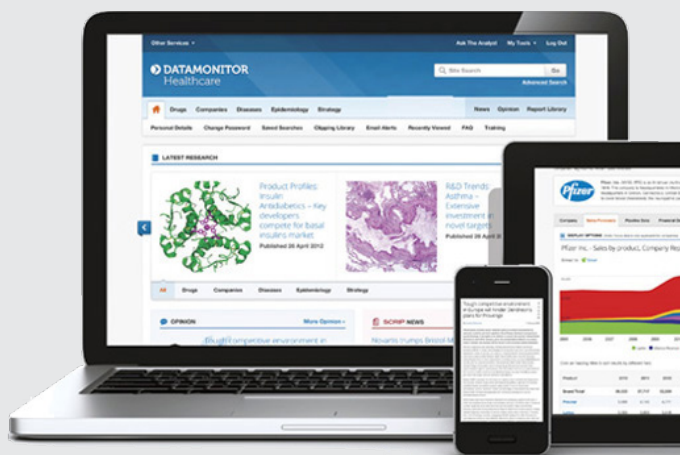
## Datamonitor: The leading authority on pharmaceutical clinical trials



Datamonitor  
Healthcare

Datamonitor Healthcare delivers in-depth and interactive research of the pharmaceutical and biotechnology industries, with expert analysis of developments across a range of key diseases, companies, drugs and strategic trends.

Part of BI's Pharma Intelligence vertical, Datamonitor Healthcare provides a fast, clear and detailed perspective of pharma analysis, forecasts and data.



>2,000

Individual  
Drug Profiles

68

Disease Indication  
Analyses

Every  
48hrs

Updated Market  
Forecasts

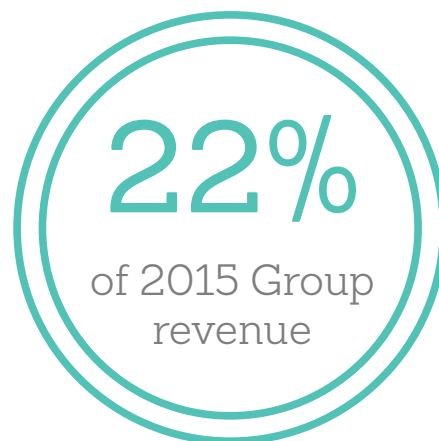




## Global Exhibitions

# INTERNATIONAL PLATFORMS FOR TRADE AND COMMERCE

Global Exhibitions connects groups seeking to develop commercial relationships and expand their business. It organises transaction-oriented Exhibitions, including **Arab Health**, **World of Concrete** and **Vitafoods Europe**, enabling specialist communities to meet face-to-face and conduct business.



## SupplySide West: the world's leading ingredient and solutions show

# SupplySide<sup>®</sup> WEST

For over 20 years, consumer packaged goods manufacturers, marketers and formulators have relied on SupplySide West to find their next innovative ingredient. With 14,000 ingredient buyers and suppliers attending each year, SupplySide West provides unrivalled access to over 10,000 ingredients and 120 hours of education programmes delivered by the industry's leading thought leaders.



14,000

Ingredient Buyers  
& Suppliers

>1,200

Exhibitors

10,000

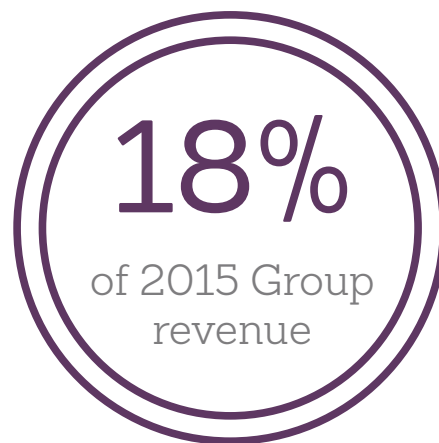
Ingredients



## KNOWLEDGE & NETWORKING

# COMMUNITY ENGAGEMENT AND LEARNING PLATFORMS

Knowledge & Networking creates and connects communities based on the sharing of insights and learning. Its events, including **SuperReturn**, **Bio-Europe**, **Internet of Things World** and **Broadband World Series**, help professionals meet, network and share knowledge.



## Internet of Things World: The world's largest IoT event

### Internet of Things World

Covering important IoT topics including healthcare, smart home, security, connected cars, wearables, smart cities and transportation, Internet of Things World is the largest IoT event in the marketplace.

Each year, over 13,000 attendees gather at the heart of Silicon Valley to engage with thought leaders from across the world via presentations, facilitated meetings, speed networking sessions, hosted lunch tables and networking parties.



>13,000

Attendees

>350

Thought Leading  
Speakers

200

Exhibitors &  
Start-ups



## Global Support

# THE TEAM BEHIND THE TEAMS

A central, global team of experts from different specialist functions, which provides business services to Informa's four Operating Divisions and the leadership and structure that supports the Group's overall progress and performance.



# STRATEGY:

## GROWTH ACCELERATION PLAN

Informa aims to generate sustainable shareholder value by harnessing the talent of our people, brands, customer and partner relationships, financial capital and infrastructure to deliver products, services and outcomes that customers value.



The 2014–2017 Growth Acceleration Plan, or GAP, is a multi-year strategy to improve operational performance in our core markets in the following ways:

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

Stephen A. Carter, Group CEO



### Investment

Invest up to £90m over the GAP period on a range of organic initiatives designed to build capability and accelerate growth across the Group.



### Management Model

Install and maintain a well-defined organisational structure and management model, with clear lines of authority and accountability.



### Portfolio Management

Adopt a more proactive approach to managing Informa's portfolio, with allocation of capital more closely linked to return on investment.



### Acquisition Strategy

Develop a more targeted and disciplined approach to acquisitions, focusing investment in priority markets where potential returns are greatest.



### Operating Structure

Establish a simplified operating structure, more closely aligned to our customers and end markets.



### Funding

Improve financial discipline, maximising cash generation and creating a robust and flexible financing framework to fund investment, acquisitions and the 4% minimum growth in annual dividends for 2016 and 2017.



# SUSTAINABILITY

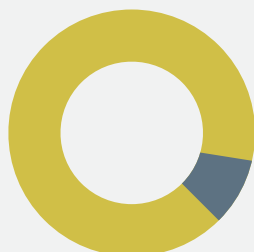
Informa's principal sustainability issues relate to providing **trustworthy content** and **insight**, and delivering it in an **accessible** way. This sets the Group apart from many companies.

The other strands of the Group's sustainability priorities are common with other businesses and include minimising the environmental impact of operations, the office estate and technology, attracting and developing its people and managing the impact the business has on society and specific communities.



## OUR CONTENT

As a business which produces, manages and distributes knowledge and information, our central priority is to maintain the integrity of our content as well as championing accessibility, innovation and openness.

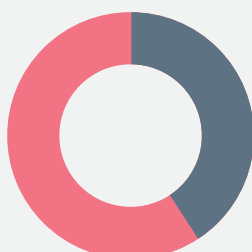


**90% journals**  
with an open access option



## OUR PEOPLE

Our aim is for people to be supported, motivated and given the freedom to innovate. We place emphasis on attracting new talent, developing the skills of existing colleagues and providing a flexible and inclusive workplace.



Colleague gender split  
**59% female**  
**41% male**



## OUR ENVIRONMENT

We need to keep a mindful eye on our footprint in the world. We work to manage natural resources efficiently and mitigate the environmental impacts of our operations.

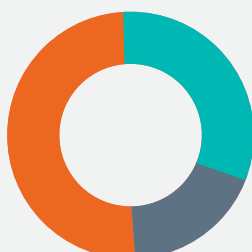


**95% of Business Intelligence revenue** comes from digital subscription products



## OUR COMMUNITY

We aim to share our resources, time and skills to help the communities we operate in to thrive. In 2016, over 2,000 Informa colleagues from all over the world took part in **Walk the World**, collectively walking **17,000 km**. The global charity initiative saw organised walks taking place in cities across the globe, raising a total of **£112,388** for five charities.



Colleague fundraising  
**2015 – £192,872**  
**2014 – £160,372**  
**2013 – £106,139**



# LEADERSHIP

## **STEPHEN A. CARTER** GROUP CHIEF EXECUTIVE

Stephen brings extensive Senior Executive experience to the Board. Previous Executive roles include President & Managing Director EMEA and member of the Executive Management Board for Alcatel Lucent, Inc; MD and COO at NTL UK & Ireland; and Managing Director and CEO of J. Walter Thompson UK Group.

Previous Non-Executive roles include Royal Mail Group PLC, 2-Wire Inc, Ashridge Business School (where he was Chairman of the Board), Travis Perkins plc and Informa (as a Non- Executive Director prior to becoming Group Chief Executive).

In Public Service, he served as the founding CEO of the UK Communications Regulator Ofcom and as the Minister for Communications, Technology and Broadcasting until 2009, and authored the Digital Britain: Final Report.



**Derek Mapp**  
Non-Executive  
Chairman



**Gareth Wright**  
Group Finance  
Director



**Gareth Bullock**  
Senior  
Independent  
Non-Executive  
Director



**Helen Owers**  
Non-Executive  
Director



**Dr Brendan  
O'Neill**  
Non-Executive  
Director



**Cindy Rose**  
Non-Executive  
Director



**Stephen  
Davidson**  
Non-Executive  
Director



**David Flaschen**  
Non-Executive  
Director



**John Rishton**  
Non-Executive  
Director

# 2015 FINANCIAL OVERVIEW

## REVENUE (£M)

£1,212.2m

+6.6%



## GROUP REVENUE BY TYPE %

Subscriptions – 38%

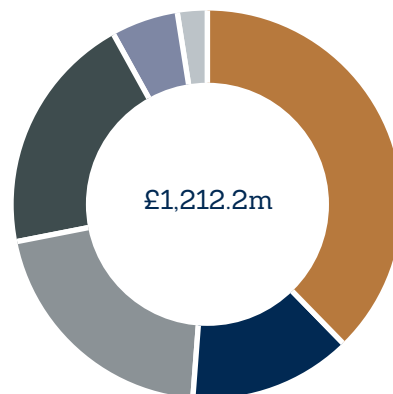
Attendees – 13%

Unit sales – 21%

Exhibitors – 20%

Sponsorship – 6%

Advertising – 2%



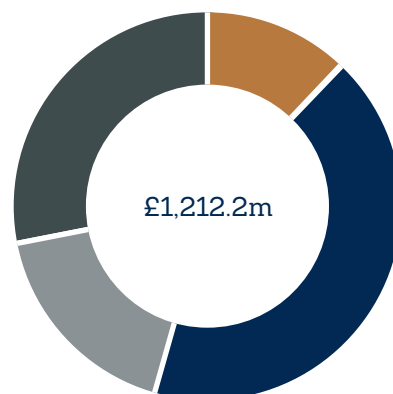
## GROUP REVENUE BY REGION %

UK and Continental Europe – 12%

Americas – 42%

Middle East & Africa – 18%

Rest of the World – 28%



## ADJUSTED OPERATING PROFIT (£M)

£365.6m

+9.5%



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