



6 March 2025

Informa Group 2024 Full Year Results

Strong Growth and
International Expansion



2024 Full-Year Financial Highlights

Double-digit revenue, adjusted operating profit and free cash flow growth

Revenue

+11.4%

Year-on-year increase to £3,553m
2023: £3,190m

Underlying Revenue Growth

+11.6%

2023: 30.4%

Adjusted Operating Profit

+16.5%

Year-on-year increase to £995m
2023: £854m

Adj. Diluted Earnings Per Share

+10.6%

Year-on-year increase to 50.1p
2023: 45.3p

Dividend Per Share

+11.1%

Year-on-year increase to 20.0p
2023: 18.0p

Free Cash Flow

+28.6%

Year-on-year increase to £812m
2023: £632m



2024 Full Year Results Highlights

Strong Growth and International Expansion



Double-digit underlying growth

Underlying revenue growth +11.6% and underlying adjusted operating profit growth +22.9%



Strong financial performance

Reported revenue £3,553m (+11.4%), adjusted operating profit £995m (+16.5%), free cash flow £812m (+28.6%)



Improving margins

Further increase in adjusted operating margins from 26.8% to 28.0%



Growing dividends

Dividend per share growth of +11.1% to 20.0p per share



Balance sheet strength

2025 cashflows and performance will deliver leverage within the target range (1.5x to 2.5x)



Resumption of share buybacks

Buybacks resume in 2025 with initial minimum of £200m+, following £675m+ in-year cash returns in 2024



Academic Markets

Continuing strong demand for Specialist Knowledge

Strong performance in 2024

- Underlying revenues on plan at c.3.5%¹
- Exceptional performance in licensing, archives and data access, including \$75m+ of non-recurring revenues
- Reported revenue growth of 12.8%

Continuing performance in 2025

- Subscriptions renewals ahead on retention and cash collection versus 2024
- Continuing growth in Open Research volumes
- Focus on shortening lead times from submission to publication
- Further increase in frontlist titles in Advanced Learning
- **2025 target: 4% underlying revenue growth²**



£698m

2024 Revenues

14.5%

2024 Underlying Revenue Growth

2024 Operating Metrics

- 2,500+ peer review journals
- 350+ OA journals
- c.8,500 new reference titles
- 195,000+ total reference titles
- c.120,000 research submissions



¹ Excluding non-recurring data access contracts

² Rebasing 2024 performance for non-recurring data access contracts



31 March 2025



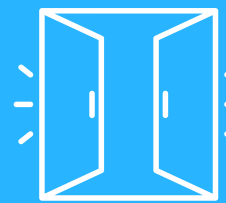
From

Endings



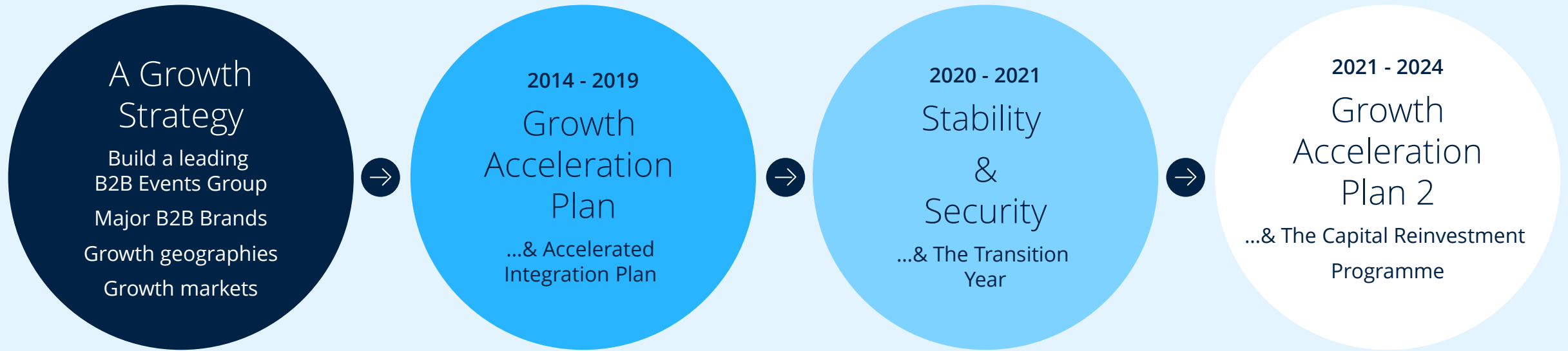
to

Beginnings



From Endings to Beginnings

10 Years building a leading B2B growth platform



Acquisition

Combination

Integration



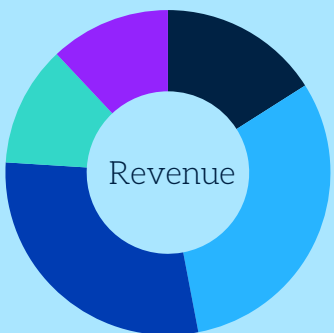
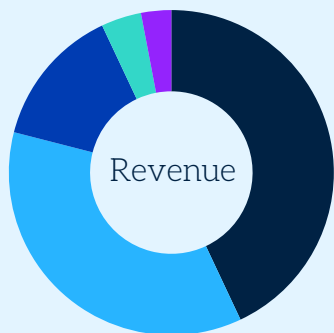
Depth in specialist markets and growth geographies

Market-leading Brands and category expertise

The Leading International B2B Events Group



10 Years building a leading B2B Growth Platform

	2014	2025 ¹
Group Underlying Growth	0.7%	5%+
Group Revenue	c.\$1.8bn	\$5.1bn+
B2B Revenue	c.\$730m	\$4.3bn+
B2B Marquee and Power Brands	6	65+
B2B Growth Geographies ¹	 <ul style="list-style-type: none"> North America IMEA & Asia Cont. Europe UK ROW 	 <ul style="list-style-type: none"> North America IMEA & Asia Cont. Europe UK ROW



The Live B2B Events Market

Market-leader in a \$30bn+ growth market

A Growth Market

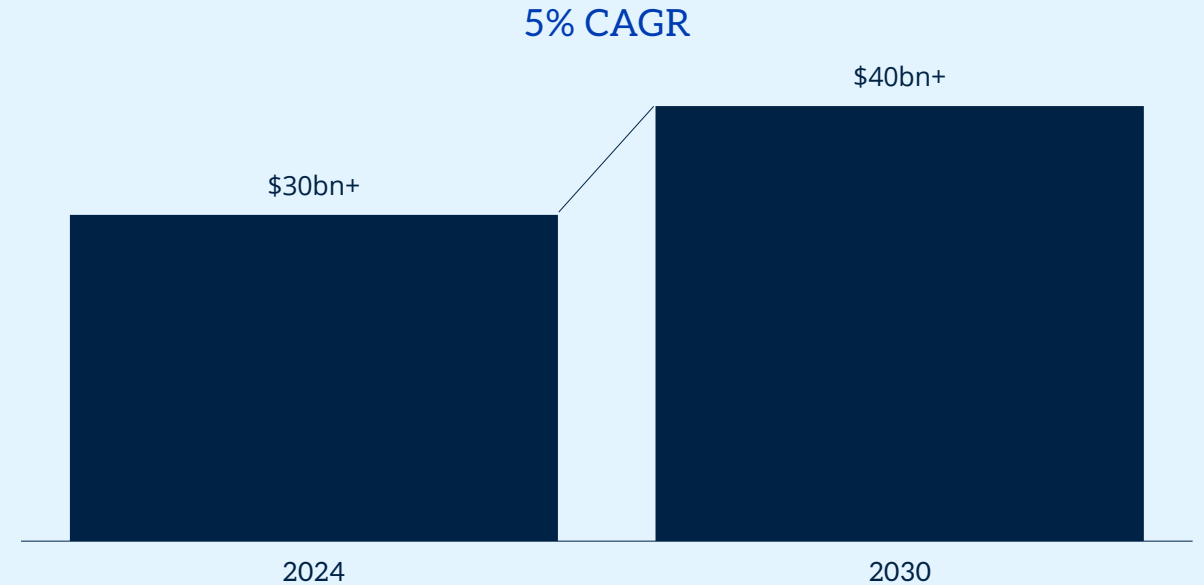
- \$30bn+ annual market value
- c.5% forecast market growth through 2030
- A truly global industry
- Long-term structural growth dynamics

Fragmented Industry Structure

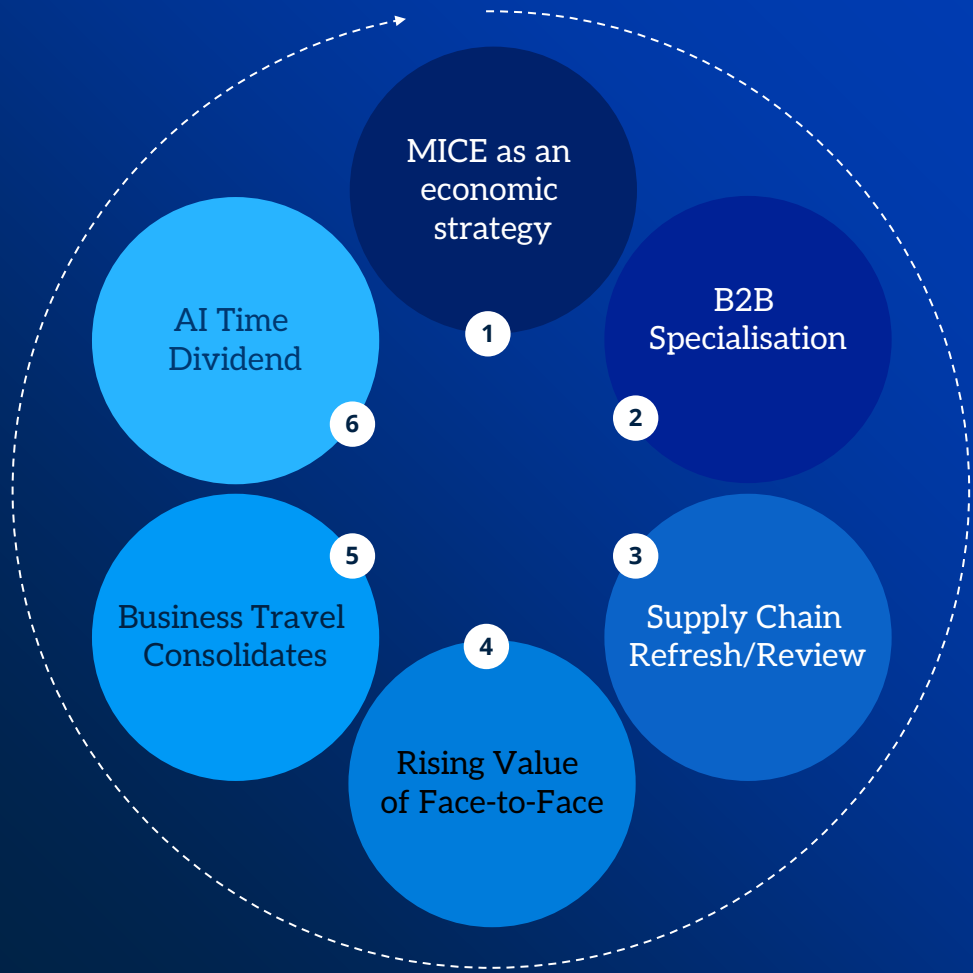
- c.50% of market run by Trade Associations
- 10%+ of market run by venue owner/operators
- Top 10 independent operators represent c.20% of market
- High number of entrepreneurial businesses



An attractive, scale international market with positive long-term growth characteristics



Structural Growth in Live B2B Events



1

Fast growth economies using MICE (Meetings, Incentives, Conferences, Exhibitions) to develop industries, accelerate growth and attract foreign investment and business tourism

2

B2B industries becoming increasingly segmented and specialist, driving demand for specialist B2B Events, Content and Networking

3

Increasingly complex and dynamic supply chains increase the need to source new suppliers, new distributors, new buyers and new components, a demand-side accelerant for major B2B trade shows

4

Increasing value being placed on high quality B2B face-to-face interactions in an increasingly digital B2B world

5

The power and reach of market leading B2B Event Brands deliver material business travel and time efficiencies, providing access to multiple customers / suppliers / colleagues in a single location

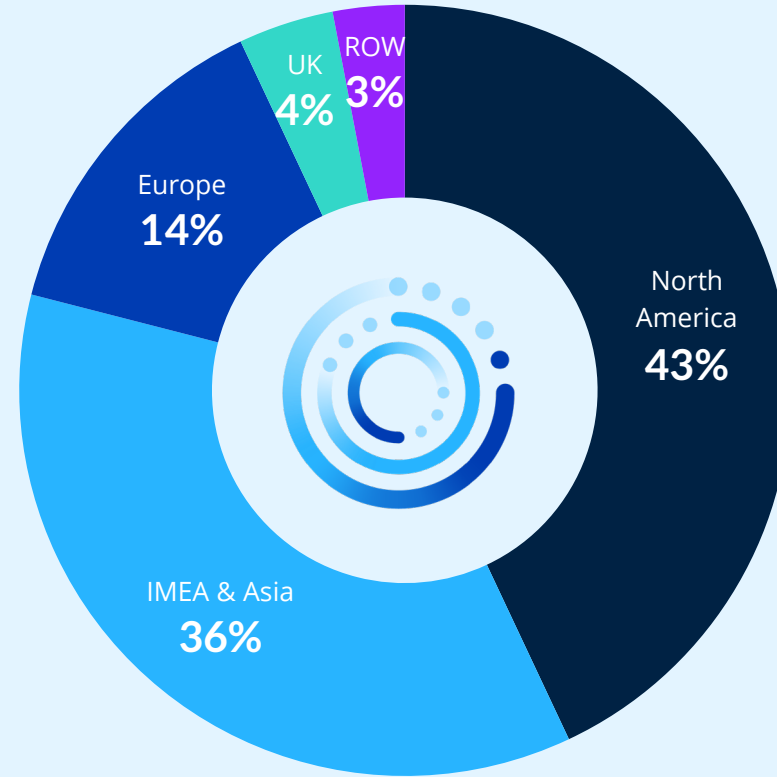
6

The AI Time Dividend increases professional time for innovation, creation and business development, rather than process, administration and simple summary



Growth Geographies

Shifting the focus from UK/Europe to North America, Middle East & Asia

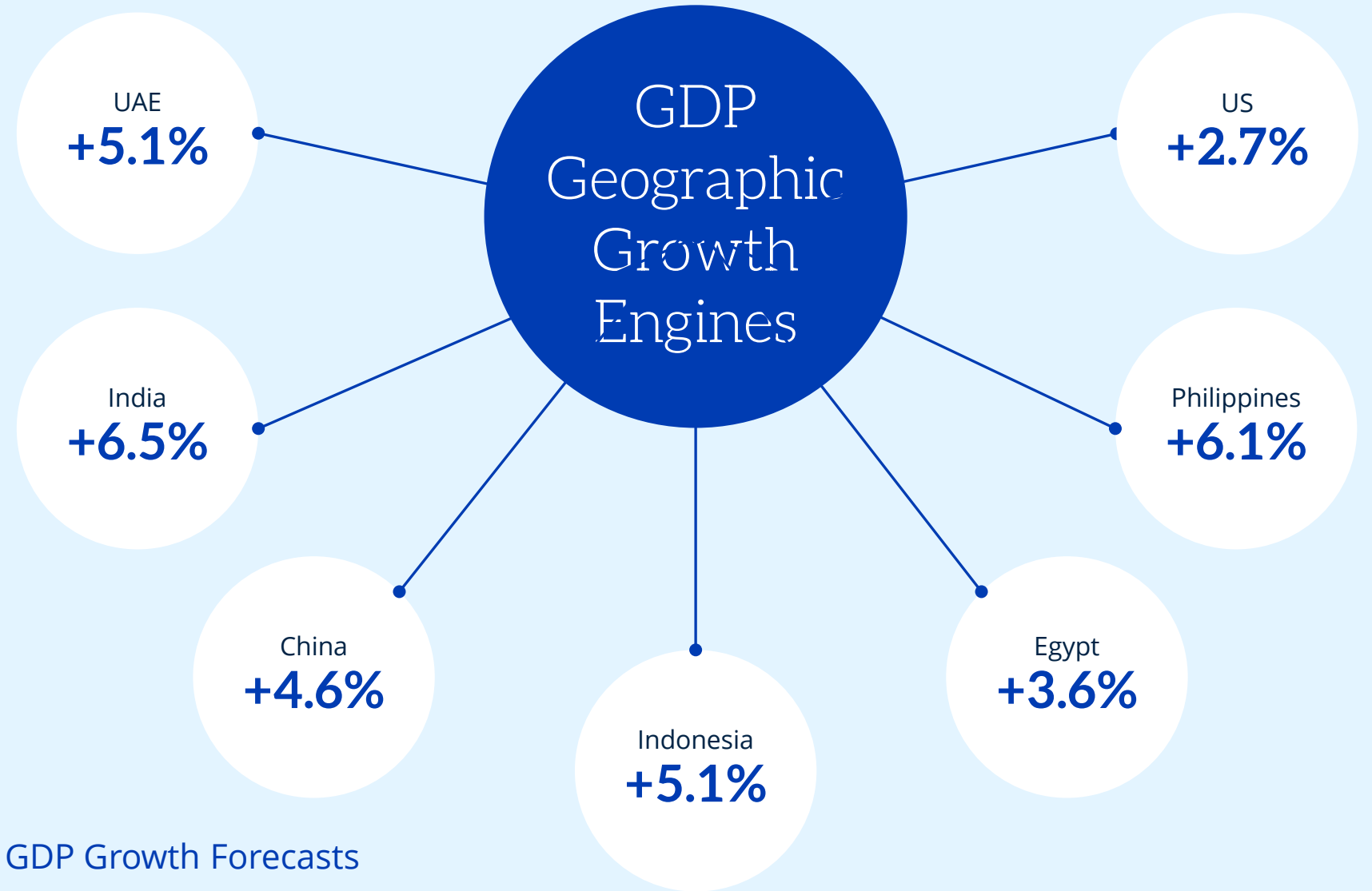


2025



Growth Geographies

Shifting the focus from UK/Europe to North America, Middle East & Asia



GDP Growth Forecasts



Growth Markets

Targeting attractive and growing market categories

Market Characteristics:

B2B not B2C



Fragmented supply chains



International Communities



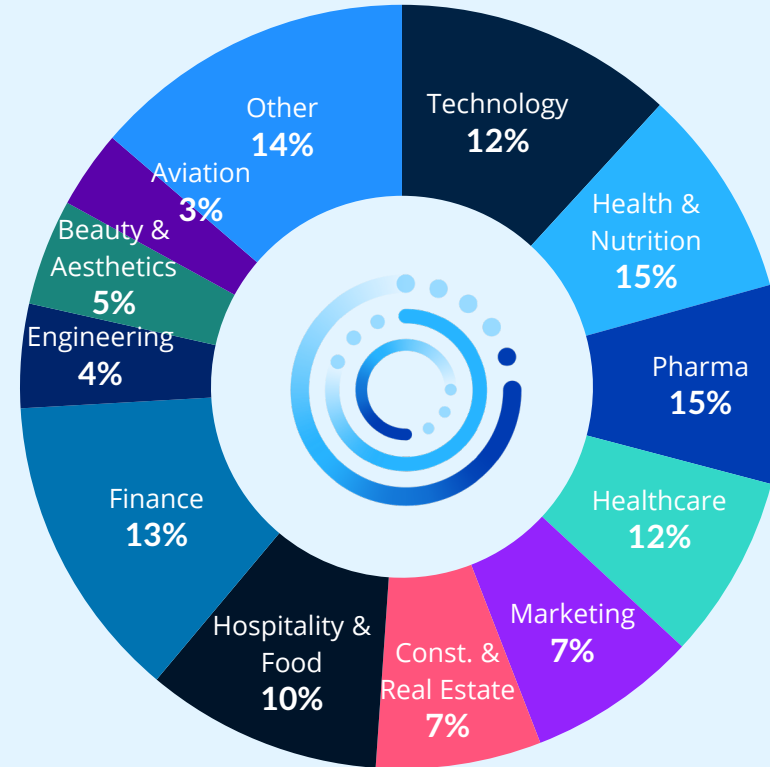
High levels of innovation



High margin products



End market structural growth



Growth Markets

Targeting attractive and growing market categories

Market Characteristics:

B2B not B2C



Fragmented supply chains



International Communities



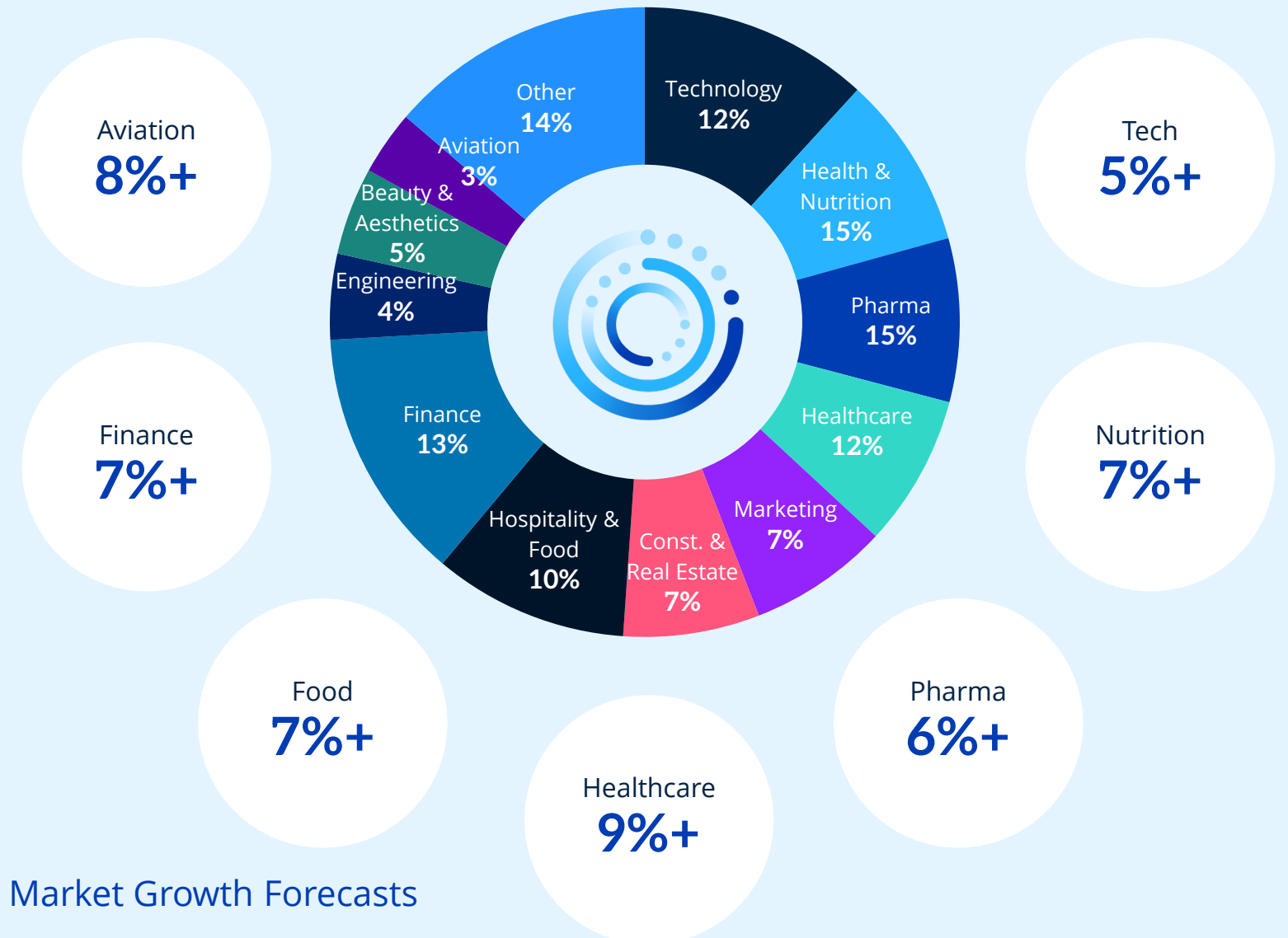
High levels of innovation



High margin products



End market structural growth



Market Growth Forecasts

World Class B2B Brands...must attend industry events

800+

B2B Brands

30+

Industry Categories

40+

Locations

7m+

Attendees

\$35m+

Min Revenue in Top 20 Brands

Aviation

- Dubai Air Show
- MRO Americas

Beauty

- Cosmoprof Asia
- China Beauty Expo

Foodservices

- Nat. Restaurant Show
- FHA Food & Beverage

FinTech

- Money20/20 – US
- Money20/20 – Europe

Healthcare

- WHX (Arab Health)
- Global Health Expo

Health & Nutrition

- Natural Products Expo
- SupplySide West

Luxury

- Ft Lauderdale Boat Show
- Monaco Boat Show

Private Capital

- SuperReturn
- SuperInvestor

Pharma

- CPhI Worldwide
- Bio-Europe

Real Estate

- Cityscape Worldwide
- World of Concrete

Tech

- Black Hat USA
- Africa Tech Festival
- LEAP

\$4.3bn+

B2B Revenue in 2025

Informa's B2B Events Platform

Delivering consistent strong growth

\$30bn+
Global B2B Events Market

World Class B2B Brands

Growth Geographies

Growth Markets

MICE as economic strategy

B2B Specialisation

Supply Chain Refresh/Review

Rising value of B2B F2F

Business Travel Consolidates

AI Time Dividend

B2B Structural Growth
Informa's Core Portfolio Strengths

7%+ 2025 Underlying revenue growth



Growth through Market-Leading Customer Experience, Data-led Marketing, Market-Leading Brands & Brand Value, The AI Time Dividend

2024 Attendee Pricing in Informa Markets

- Price range of \$50 to \$450
- c.\$100m revenue on c.15-20% of total attendees
- Some geographies/Brands unsuitable



Price for Value

Price
Yield
Mix
Inflation
Value

GDP+

Market Penetration

New customer segments
Network effects (the big get bigger)
International partners

Volume growth at existing shows

Geo Expansion

Leading B2B Brands
Brand extension
Brand expansion
Brand syndication
Global cities
Partnership Growth

20+ new launches /adaptations annually

Capacity / Supply

20-.30% new venue capacity in the next five years
Expansion in global Gateway Cities in fast growth markets
e.g. Dubai, Riyadh, Bangkok, Jakarta

Price range of \$450 to \$900 per sqm

Attendee Value

Ticketing
Hosted buying
Curated content
Product specification
Supplier knowledge

6m+ total attendees in Informa Markets

Amplification Services

First Party Data
365 services
Matchmaking
Content marketing
Product directory
Accreditation
Sponsorship
Lead generation

20%+ of revenue for best-in-class Brands

B2B Product Growth

B2B Growth: Accelerated Geo-Expansion

c.\$1bn of revenue generated by 10 largest Brand portfolios



 CPHI
Pharma
• 1990 launch
• 10 editions
\$185m+



 WHX
Healthcare
• 1975 launch
• 14 editions
\$170m+



 Black Hat
Cybersecurity
• 1997 launch
• 6 editions
\$100m+



 FHA
Hospitality
• 1978 launch
• 16 editions
\$100m+



 Money 20/20
FinTech
• 2012 launch
• 4 editions
\$100m+



 Dubai Air Show / MRO
Aviation
• 1989 launch
• 10 editions
\$80m+



 SuperReturn
Private Capital
• 2014 launch
• 20 editions
\$50m+



 Cityscape
Real Estate
• 2002 launch
• 4 editions
\$60m+



B2B Growth: Accelerated Geo-Expansion

WHX Brand Portfolio: International Market-Leader in Healthcare

WHX
Portfolio



Key Features



THE meeting point for Healthcare



First edition in 1975



14 editions, including 2025 launches



Growth into new venue capacity in 2026

\$170m+

2024 Revenue



B2B Growth: Increasing Venue Capacity / Supply / Infrastructure

Global Gateway Cities for Live B2B Events



Key Features of a Global Gateway City

-  World class B2B Events venue
-  Airport capacity and connections
-  World class airline
-  Scale and range of hotel capacity
-  City transport infrastructure
-  Distinctive City brand and offering



B2B Growth: Increasing Venue Capacity / Supply / Infrastructure

Global Gateway Cities for Live B2B Events



Key Features of a Global Gateway City

- ✓ World class B2B Events venue
- ✓ Airport capacity and connections
- ✓ World class airline
- ✓ Scale and range of hotel capacity
- ✓ City transport infrastructure
- ✓ Distinctive City brand and offering



Further Scale in the GCC Growth Gateway through new Partnership

GCC Growth and Expansion

- GDP growth c.5% in 2025, \$2.3tr regional trade by 2033
- Significant venue capacity, with further expansion from 2026
- Informa growth in GCC of 30%+ in 2024

Creation of Informa International

- Strategic partnership between Informa and DWTC's B2B Events businesses in UAE and partner markets
- Exhibitions, Confexes, Conferences, Professional Training and Accreditation
- \$700m+ revenue and 30%+ operating margins

Partnership of commercial equals

- No cash consideration
- Informa shareholding of 52%
- Fully consolidate and accretive to adjusted EPS from 2026



\$700m+

Combined Revenues

Key Market Categories

- **Healthcare** (WHX)
- **Energy** (Middle East Energy)
- **Aviation** (Dubai Air Show)
- **Food** (Gulfood)
- **Enterprise Tech** (Gitex)
- **Human Resources** (HR Summit)

Timetable

- Expected completion in Q4 2025
- Fully operational for 2026 trading year



2025 Outlook: Compounding Growth

Consistent strong growth and returns

2025 Growth

- 5%+ Group Underlying Revenue Growth
- £4.1bn+ Group Revenue¹
- Double-digit Adjusted EPS growth¹
- 7%+ B2B Events Underlying Revenue Growth

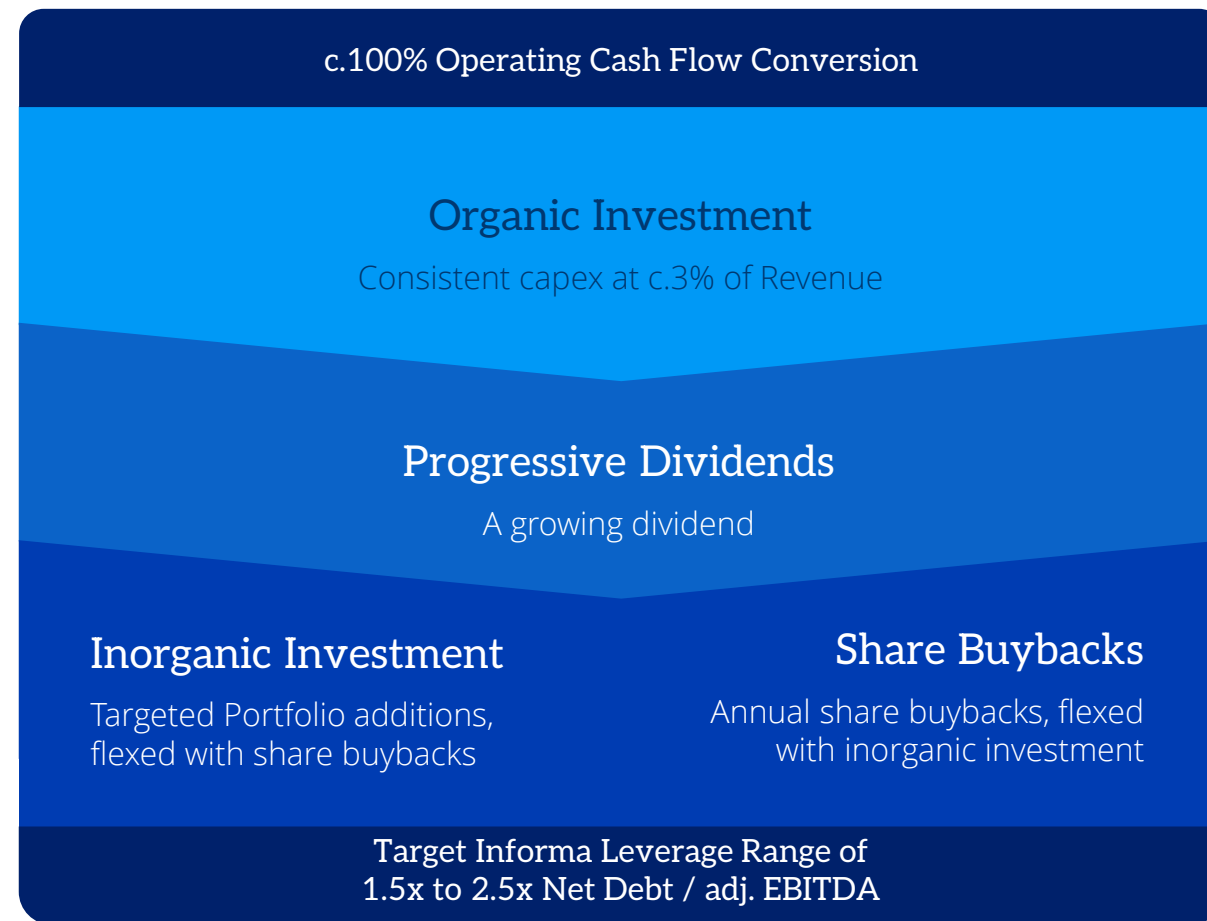
2025 Returns

- Growth in Dividends per Share
- Resumption of Share Buybacks...initial minimum of £200m
- Deleveraging to 1.5x-2.5x Net Debt to adj. EBITDA



Informa Growth Platform delivering consistent 5%+ underlying growth before any reinvestment in inorganic additions

Informa Capital Allocation Framework



1 One Informa 2025-2028

Maximising the growth and value of Informa's B2B platform

✓ Specialist Brands

✓ Growth Geographies

» ✓ Growth Markets

✓ Proprietary First Party Data

✓ Amplification Services

Market-leading **Customer Experience**

Market-leading **Data-led Marketing**

Market-leading **Brands & Brand Value**

The **AI** Time Dividend

Technology & AI

IIRIS Customer Data & Analytics Platform

People & Talent

Shared Enterprise Activities

The AI Time Dividend



Creativity



Efficiency



Safety



Elysia

for Informa, by Informa
as **One Informa**



Adaptability



Scalability

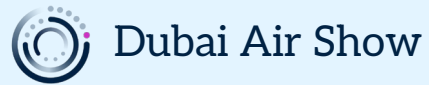


Value



2025 Investor Engagement

2025 Capital Markets Day **One Informa 2025**



Transaction-led



17-18 Nov 2025
Dubai, UAE
50 Physical spaces
available

Hosted in the Global Gateway
City of Dubai, the home of
Informa International

2025 Investor Field Trips **Live B2B Events**



Content-led



4 Jun 2025
Berlin, Germany
20 Spaces
available



Experience-led



17 Jun 2025
Cannes, France
35 Spaces
available



Transaction-led



3 Dec 2025
Paris, France
20 Spaces
available

Experience the power of Informa's Live B2B Events
by visiting one of our major Brands



RSVP

toni.thompson@informa.com

The Informa Growth Platform

Consistent strong growth through 2025-2028 One Informa



Live B2B Events

B2B Digital Services

Academic Markets



Transaction-led
Live & On Demand B2B Events

300+ Brands

20+ specialist markets

Pharma, Health & Nutrition,
Aviation, Beauty, Infrastructure
& Construction, Luxury

Content-led
Live & On-Demand B2B Events

400+ Brands

6+ growth markets

Biotech & Life Sciences, Finance,
Foodservice, Anti-Ageing &
Aesthetics, Lifestyle, Technology

Experience-led
Live & On-Demand B2B Events

10+ Brands

5+ growth markets

Marketing, FinTech, Cyber
Security, Gaming, Future
Technology

B2B Data &
Market Access Platform

220+ Specialist B2B Brands

c.50m permissioned audience

First Party B2B audience data,
Demand Gen & Buyer Intent
platforms

Specialist Academic Research,
Advanced Learning & Open Research

6 publishing imprints

2700+ peer review journals
(**300+** Open titles)

190k reference titles across

75+ specialist subjects

Event Operations / Event Technology / Talent Management / Operational Finance

IIRIS (Proprietary First Party B2B Customer Data Platform)





Appendix



Strong Financial Delivery

Double-Digit Growth in Revenue, Adjusted Operating Profit and EPS

Double-digit revenue growth

- Reported revenue growth +11.4%. Underlying +11.6%

Double-digit adjusted operating profit growth

- Adjusted operating profit growth +16.5%. Underlying +22.9%

Investment for growth

- Increased financial costs reflecting inorganic reinvestment and higher interest rates

Higher tax contribution

- Increase in effective tax rate to 19.5%

Increase in non-controlling interests

- Growth in China partnerships, Tahaluf and Curinos

Double-digit growth in earnings

- Adjusted diluted EPS +10.6%

	2024 £m	2023 £m
Revenue	3,553.1	3,189.6
Adjusted Operating Profit	995.0	853.8
Adjusted Operating Margin	28.0%	26.8%
Net adjusted finance costs	(79.6)	(19.2)
Adjusted Profit before tax	915.4	834.6
Adjusting items	(508.1)	(342.5)
Reported Profit before tax	407.3	492.1
Adjusted tax charge	(178.2)	(156.4)
Effective tax rate	19.5%	18.7%
Adjusted profit	737.2	678.2
Non-controlling interests	(63.9)	(43.1)
Adjusted EPS (diluted)	50.1p	45.3p



Strong Underlying Performance

Informa Markets

- Double digit underlying revenue growth, +14.2%
- IMEA the fastest growing region, 30%+

Informa Connect

- Consistent underlying revenue growth, +4.1%
- Curinos divestment in December 2024

Informa Tech

- Strong underlying revenue growth, +9.5%
- Strong growth in Live B2B Events, consistent performance in digital businesses

Taylor & Francis

- Strong underlying revenue growth, +14.5%, supported by \$75m+ non-recurring data access contracts
- Like-for-like performance of c.3.5%

Other

- Three months of Ascential, one month of TechTarget

	2024 £m	2023 £m	Reported %	Underlying %
Revenue:				
Informa Markets	1,723.0	1,593.3	8.1%	14.2%
Informa Connect	631.0	580.6	8.7%	4.1%
Informa Tech	423.9	396.7	6.9%	9.5%
Taylor & Francis	698.2	619.0	12.8%	14.5%
Other	77.0	n/a	n/a	n/a
Group	3,553.1	3,189.6	11.4%	11.6%
Adjusted Operating Profit:				
Informa Markets	520.0	460.5	12.9%	24.1%
Informa Connect	114.4	102.5	11.6%	11.8%
Informa Tech	82.2	72.9	12.8%	29.7%
Taylor & Francis	255.7	217.9	17.3%	22.6%
Other	22.7	n/a	n/a	n/a
Group	995.0	853.8	16.5%	22.9%
Operating Margins %:				
Informa Markets	30.2%	28.9%		
Informa Connect	18.1%	17.7%		
Informa Tech	19.4%	18.4%		
Taylor & Francis	36.6%	35.2%		
Other	29.5%	n/a		
Group	28.0%	26.8%		



Live B2B Events Growth

Live B2B Events

- New operating structure for 2025
- Reflects increasing segmentation in B2B market
- Target 7%+ underlying revenue growth in 2025

Informa Markets... Transaction-led B2B Events

- Minimal change

Informa Connect... Content-led B2B Events

- Additional event brands from Informa Tech portfolio
- Divestment of Curinos

Informa Festivals... Experience-led B2B Events

- Combines Festival brands from Ascential and Informa Tech portfolios

2024 Pro-Forma Financials for Live B2B Events

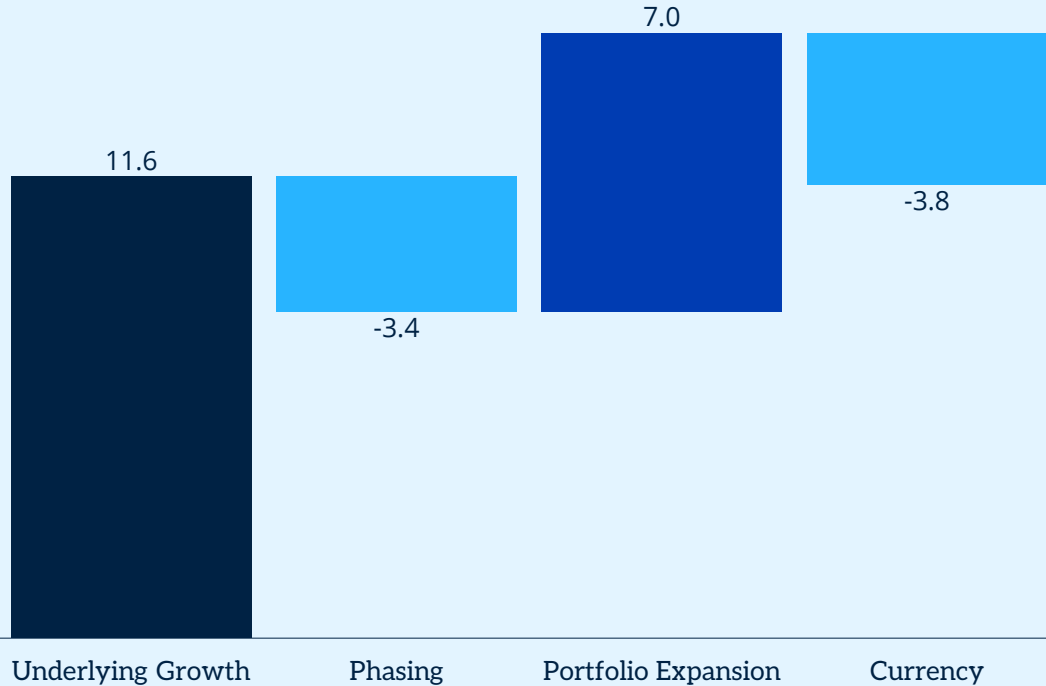
	2024 £m
Revenue:	
Informa Markets	1,745
Informa Connect	605
Informa Festivals	375
Live B2B Events Division	2,725
Adjusted Operating Profit	750
Operating Margin %	27.5



Strong Financial Growth and Expansion

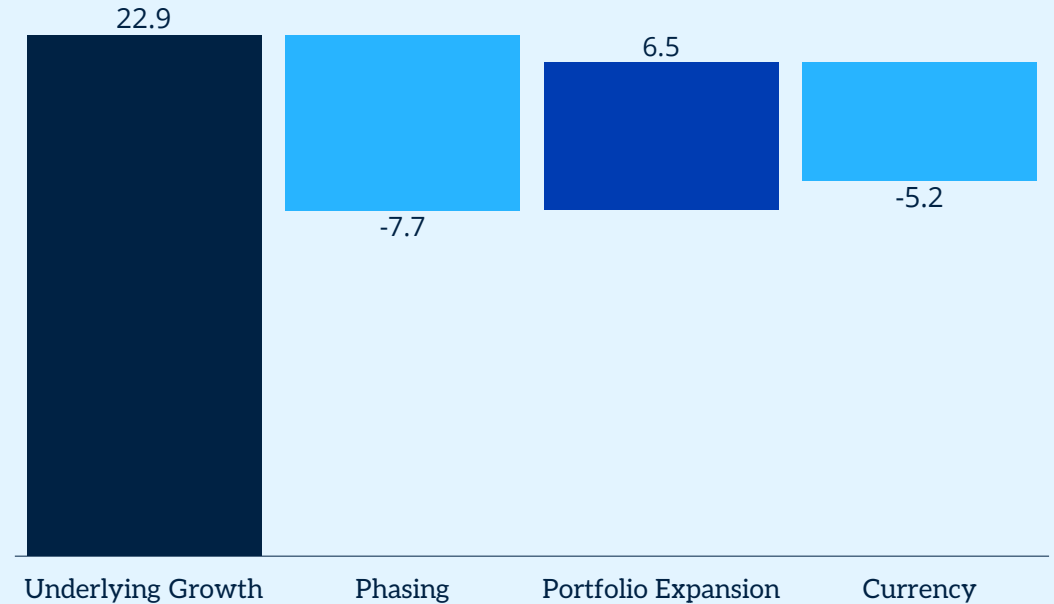
Double-digit underlying growth

Revenue



Reported revenue growth +11.4%

Adjusted Operating Profit



Reported adj. operating profit growth +16.5%



Improving operating margins

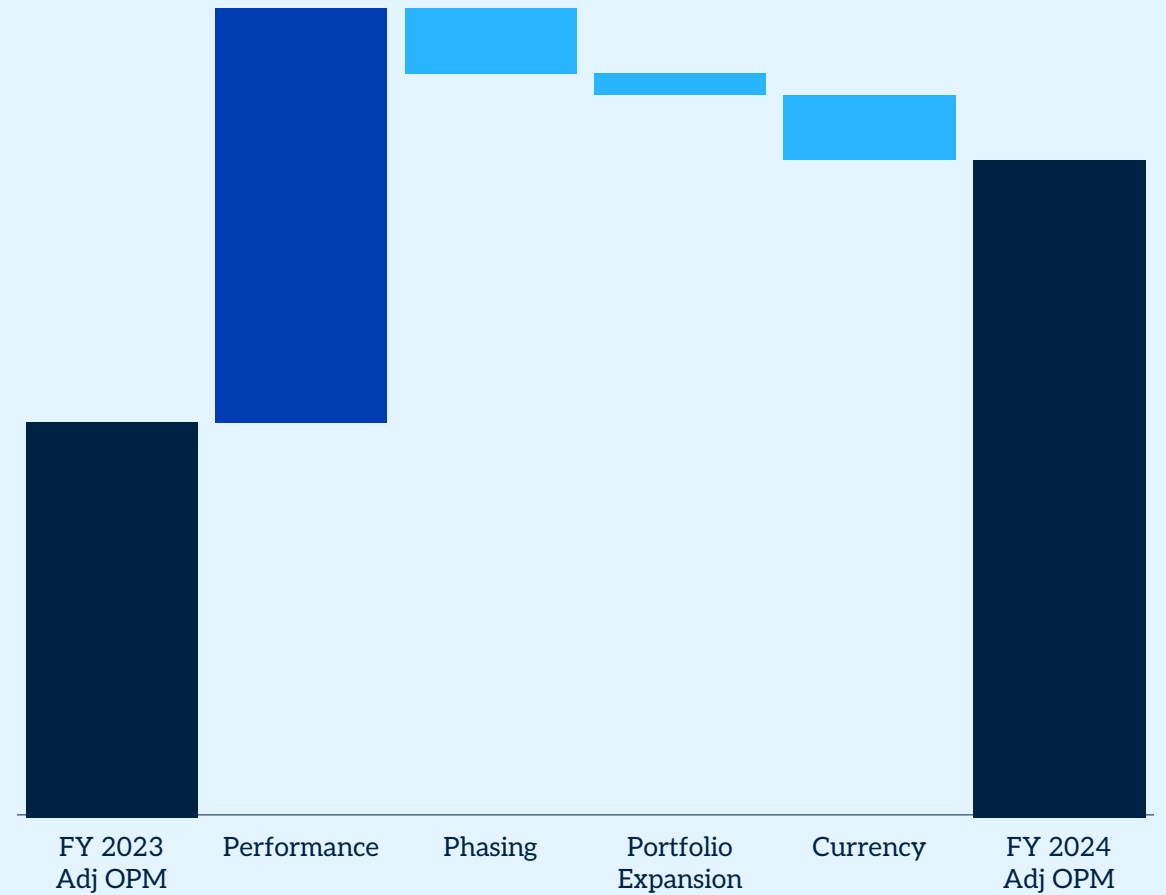
120bp increase YoY

- Strong underlying revenue growth
- Operating leverage
- Investment for growth
- Impact of GBP strength
- Mix effect of Tahaluf and TechTarget



28.0%

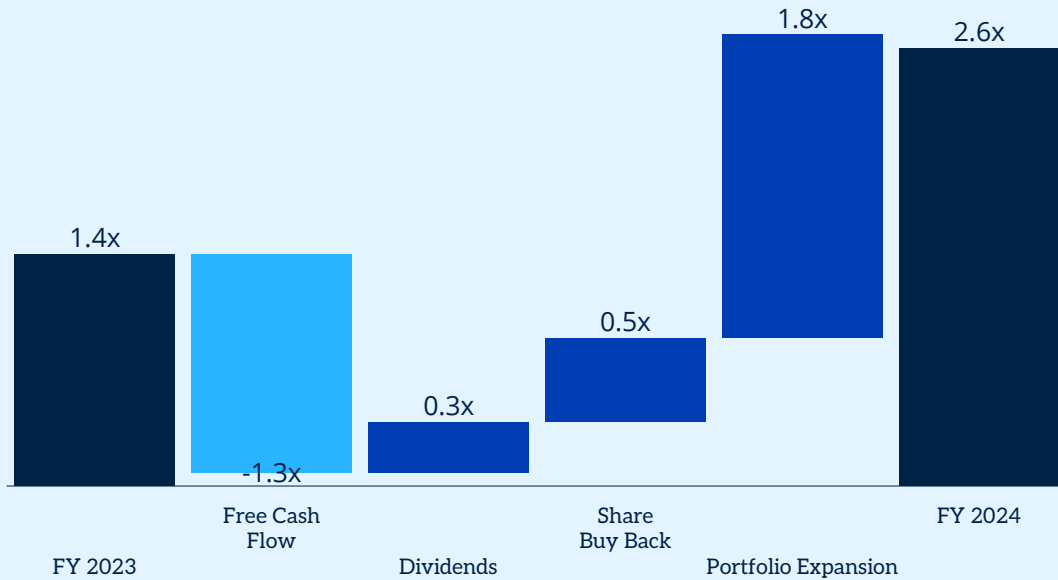
Group adjusted operating profit margin



Balance Sheet Strength

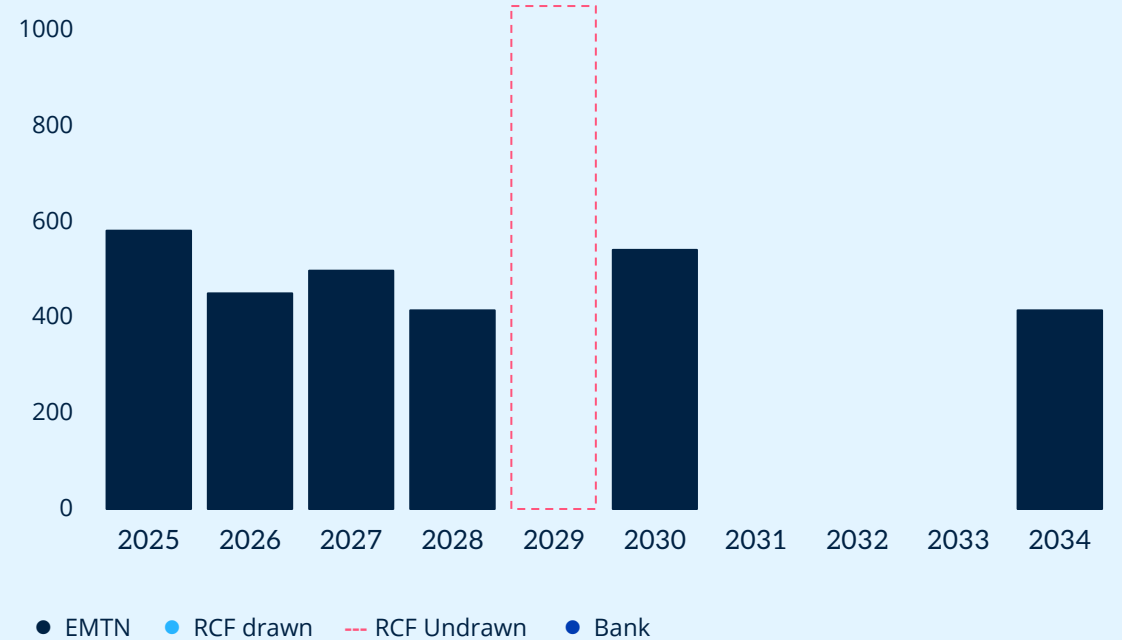
Long-term flexible financing

Balance Sheet Strength
Leverage ratio at 31 December 2024



» Strong growth in Free Cash Flow supporting significant investment and cash returns

Long-Term Financing Flexibility
Debt maturities at 31 December 2024 (£m)



» Average maturity 3.4 years and forward weighted average cost of debt c.4.3%



Disciplined Capital Allocation

Resumption of Share Buybacks

Free Cash Flow Growth, 28.6%

- 104% operating cashflow conversion in 2024
- Continuing focus on cash management

Reinvestment in Growth

- £100m capex in 2024, focused on digital/data innovation

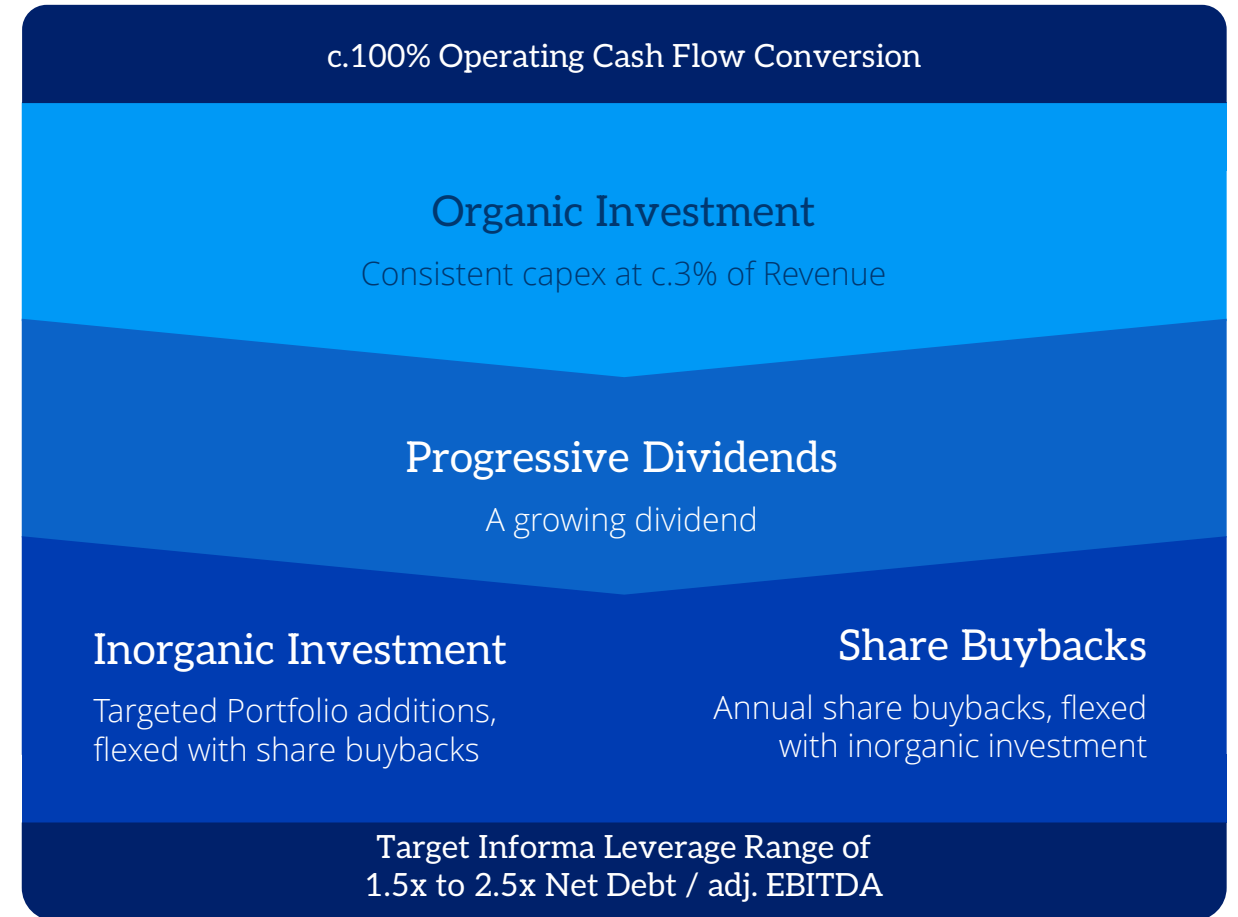
Attractive Cash Returns

- Total Dividends per Share 20.0p in 2024, +11%
- Over £425m buybacks completed in 2024
- Total cash returns £675m+

Resumption of Share Buybacks

- Initial minimum of £200m in 2025

Informa Capital Allocation Framework



Delivering 2021-2024 GAP2

Building a B2B Growth Platform

£600m+
Events revenue added

£2.5bn+
Intelligence businesses sale proceeds



1. Portfolio Focus

Focus and accelerate investment in B2B Markets, B2B Digital Services and Academic Markets



2. Digital and Data

Accelerate the expansion of digital services

27m+
Customer profiles in IIRIS

#3
Glassdoor ranking of top large UK companies



3. Leadership and Talent

Grow our talent and further develop our leaders and colleagues

4. Investment

Invest up to £150m in projects that accelerate digitisation



c.£150m
Incremental revenue from digital investment

5. Accelerate Returns

Share the benefits of accelerated growth and value creation with our Shareholders

£2bn
Returned in dividends and buybacks since 2022

6. Embed Sustainability

Accelerate our sustainable performance through the FasterForward programme

400+
Events participating in Fundamentals



Currency Sensitivity

	Average Rates		Closing Rates	
	2024	2023	2024	2023
GBP/USD	1.28	1.24	1.26	1.27

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

Annual revenue	£18.8m
Annual adjusted operating profit	£7.6m
Annual adjusted earnings per share	0.5p



Informa Markets

Informa Markets runs transaction-led live and on-demand B2B events where industries come together to transact, to innovate and to grow

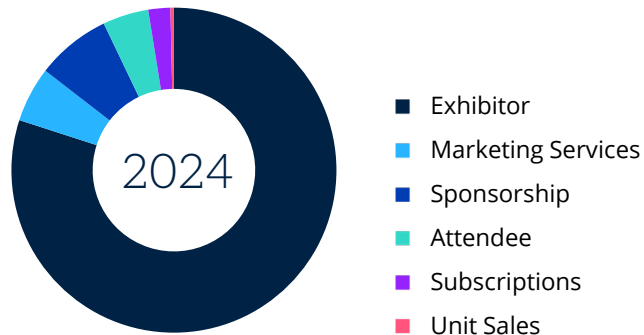
£1,745m
2024 revenue

15
Marquee brands

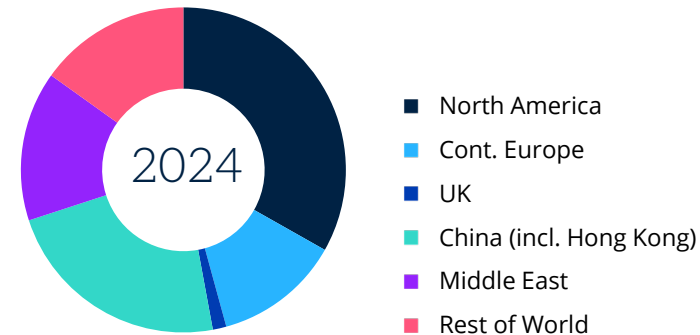
c.45%
Group revenue in 2024

5,000+
Colleagues

Revenue by type



Revenue by region



Informa Connect

Informa Connect owns and operates content-led events that bring together professionals to connect, learn and develop business

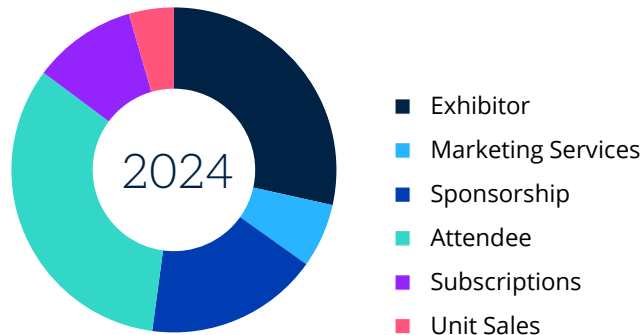
£605m
2024 revenue

3
Marquee brands

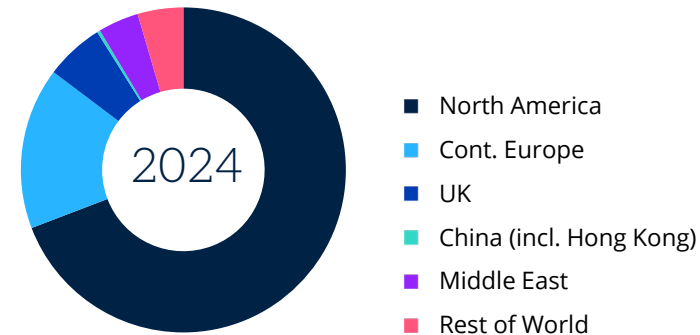
c.15%
Group revenue in 2024

c.3,000
Colleagues

Revenue by type



Revenue by region



Informa Festivals

Informa Festivals runs B2B events that inspire and celebrate business by developing unmissable experiences

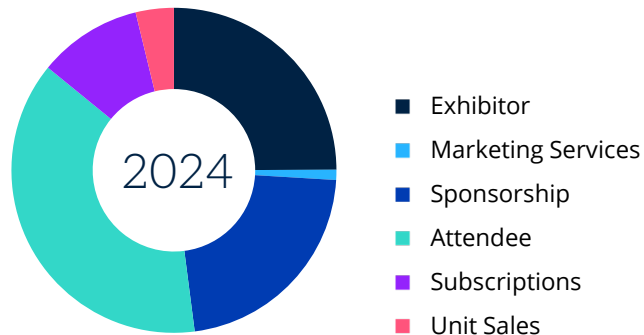
£375m
2024 revenue

4
Marquee brands

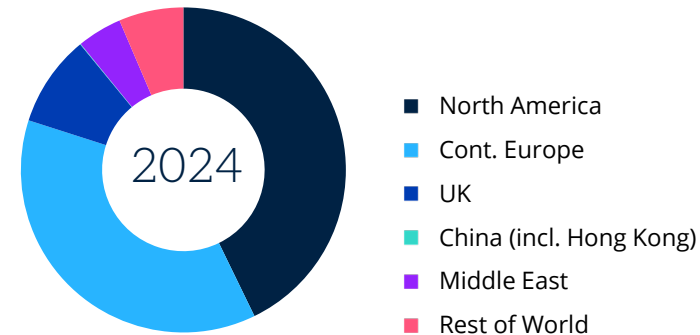
c.10%
Group revenue in 2024

1,000+
Colleagues

Revenue by type



Revenue by region



Informa TechTarget

Informa TechTarget connects buyers and sellers of technology digitally, in the same way that B2B events connect buyers and sellers in person

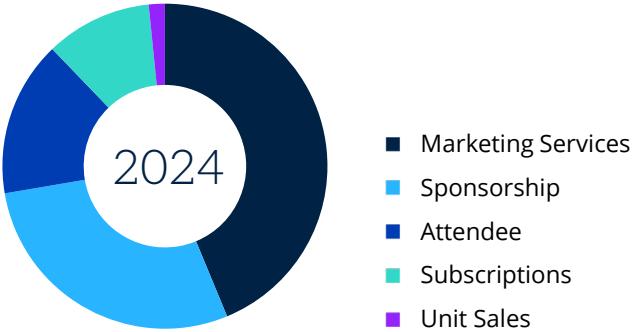
**\$490m-
\$500m**
2024 revenue

c.50m
Total first-party
permission-based audience

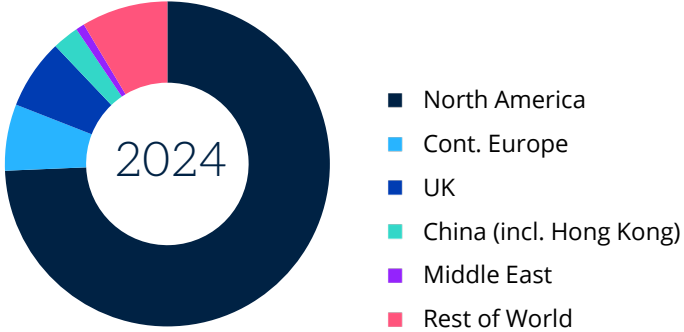
c.10%
Group revenue in 2024

2,300+
Colleagues

Revenue by type



Revenue by region



Taylor & Francis

Our academic markets business
Taylor & Francis is a leading publisher of
peer-reviewed academic research with a
long history of trust and integrity

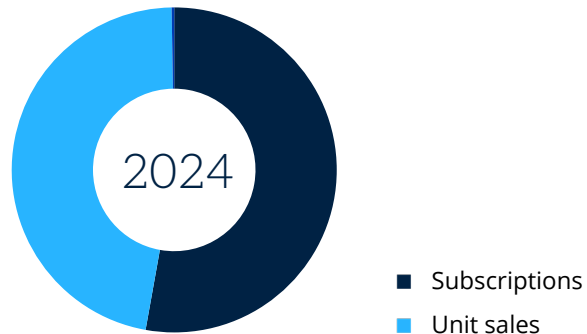
£698m
2024 revenue

145k
New articles published on
Taylor & Francis Online

c.20%
Group revenue in 2024

2,800+
Colleagues

Revenue by type



Revenue by region

