11 FEBRUARY 2016

FULL YEAR RESULTS PRESENTATION

2015

STEPHEN A. CARTER
Group Chief Executive

2015

2015: A Year of Progress and Performance

PROGRESS

Portfolio…	increased focus through selective disposals
Investment…	over 20 organic initiatives launched
Structure…	further simplification of operating model
Acquisitions…	continued US expansion; strength in execution and integration
Funding…	discipline on working capital and cash management
Capability…	improving operational and financial fitness

Investment for future capability and further growth

2015: A Year of Progress and Performance

PERFORMANCE

+6.6% **Accelerating** revenue growth…

+9.5% **Strong** adjusted operating profit growth…

+4.6% **Growth** in adjusted earnings per share…

+30% **Improving** free cash flow growth…

+4% **Increased** minimum dividend commitment…

Growth in revenue, earnings, free cash flow and dividends

2015/2016 Macro and Geo-Political Challenges

CURRENCY FLUCTATIONS

ENERGY & RESOURCES VOLATILITY

BRAZILIAN RECESSION

CHINA CHANGES

IRAN SANCTIONS

RUSSIAN ECONOMY

TERRORISM THREAT

EBOLA…ZIKA

BREXIT

US ELECTIONS

CONTINENTIAL EUROPE LOW GROWTH

The Knowledge & Information Economy

FUNDAMENTAL STRENGTHS OF INFORMA

Niche markets	Group portfolio	>50% revenue predictable	International reach
Specialist learning	Content library	US strength	Strong cash conversion and balance sheet
Value of face-to-face	Shared services capability	Digital platforms	M&A execution and integration
Attractive margins	Fragmented markets	Scale benefits	Consistent dividend growth

2015: Divisional Snapshot

Global Exhibitions

27% Group adjusted profit

- Further international expansion, particularly in US
- Appointment of Charlie McCurdy as Chief Executive
- Experienced Senior Management Team strengthened by appointment of CTO and Director of Digital and Data
- Further strengthening of global vertical positions in Health & Nutrition, Pop Culture, Beauty & Aesthetics and Real Estate & Construction
- Development of Market Making capabilities
- Increased investment in Data Capture & Management, Digital Content and Marketing Platform

ANOTHER YEAR OF DOUBLE DIGIT ORGANIC GROWTH

Academic Publishing

45% Group adjusted profit

- Proactive investment in deepening content library
- Acquisitions of Ashgate and Maney
- Completion of Medical Journals integration in time for subscription renewal season
- Proven management team enhanced by CTO hire
- Consolidation of Books and Journals operations underway
- Increased investment in Customer Analytics and Insight, Delivery Platforms and Discoverability
- Q4 organic growth of 2%

CONSISTENT GROWTH IN REVENUE AND PROFIT

2015: Divisional Snapshot

Business Intelligence

17% Group adjusted profit

- Simplified operating structure, oriented around five verticals:

  Pharma, Maritime, AgriBusiness, Finance and TMT

- Disposal of Consumer Information businesses for £25m
- Senior Management Team strengthened by CTO hire and Vertical MDs
- Reorganisation of sales operation
- Focus on subscription renewals and customer management
- Investment in Product and Delivery Platforms, Customer Insight and Analytics, Data and Content, Brand Proposition

RETURN TO POSITIVE ORGANIC GROWTH IN Q4

Knowledge & Networking

11% Group adjusted profit

- Focus on three core verticals of:

  Life Sciences, Finance and TMT

- Simplified operating structure and streamlined portfolio
- Exit from conference operations in Johannesburg, Melbourne, Sweden, Denmark and the Netherlands
- Sale of majority stake in Russian conference business
- German conference business repositioned followed review, prioritising resources and driving efficiencies
- Investment in Digital Sales and Marketing Platform, Master Data Management, In-Event Engagement

IMPROVING TREND THROUGH YEAR-END

Growing Branded Events / Exhibitions Portfolio

Aesthetic & Anti Ageing Medicine World Congress	Africa Com	Annual Energy Conference	Arab Health
AusRAIL PLUS	BioEurope	BioEurope Spring	BioProcess International
BioTech Showcase	Broadband World Forum	China Beauty	Cityscape Abu Dhabi
Cityscape Egypt	Cityscape Global	Critical Communications World	FanExpo Toronto
Feira Agrishow	Feira Fispal Tecnologea	FundForum International	Futurecom
Greenbuild	International Roofing Expo	Internet of Things	International Surface West
LTE World Summit	Orlando Megacon	Middle East Electricity	Monaco Yacht Show
Partnerships in Clinical Trials UK	Partnerships in Clinical Trials US	Pool, Spa, Patio	RiskMinds International
SuperInvestor	SuperReturn International	Supply Side West	The Market Research Event
Transmissions Germany	TV Connect London	Vitafoods Europe	World of Concrete

2013-2015: NUMBER OF EXHIBITIONS >15%, LIKE FOR LIKE EVENTS REVENUE +20%

Content Depth in Specialist Books and Journals Categories

Books	Journals
Business & Management	Allied & Public Health
Engineering	Arts & Humanities
Language & Linguistics	Behavioural Sciences & Social Care
Maths & Statistics	Biological, Environmental and Earth Sciences
Media & Communication Studies	Business, Economics and Sociology
Medicine	Education
Political Science & Area Studies	Engineering IT & Applied Sciences
Psychology & Mental Health	Medicine & Health Science
Sociology	Physical Sciences & Mathematics
Teacher Education	Politics, Sport, Planning & Area Studies

2013-2015:

JOURNAL ARTICLES >20%

OA ARTICLES TREBLED

BOOK TITLES >25%

Specialist Brands in Business Intelligence Niches

Agribusiness Intelligence
- Fertecon
- Philips McDougal

Financial Intelligence
- EPFR Global
- iMoneynet

TMT Intelligence
- Ovum

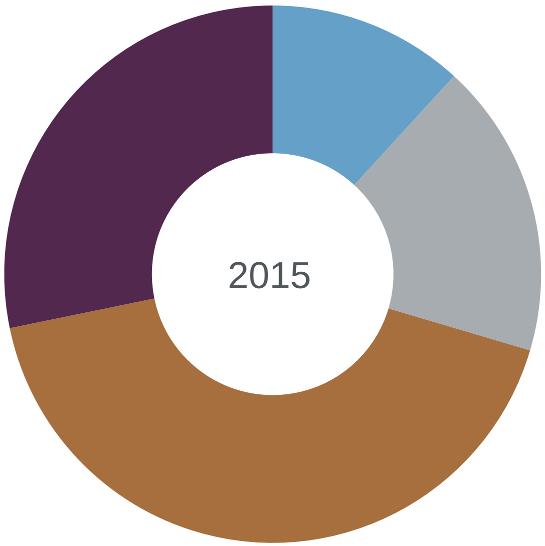
Pharma Intelligence
- BioMed Tracker
- Citeline
- Datamonitor Healthcare
- PharmaProjects

Maritime Intelligence
- Lloyd's List Portfolio
- Maritime Law

	Snapshot 2013/14	Snapshot 2015
% of revenue from subscriptions	87%	88%
Annualised Contract Value (ACV)	↓	→
Value Renewal Rate	→ 75-80%	↑ 85%+
Pre-Expiry Value Renewal Rate	↓ 50-55%	↑ 60%+
New Business Value Rate	↓	↑
Absolute Pipeline Value	↓	↑

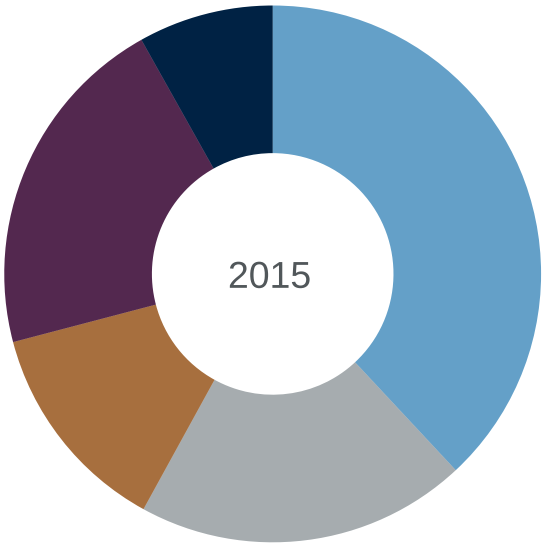
Increasing Predictability and International Breadth

REVENUE BY GEOGRAPHY



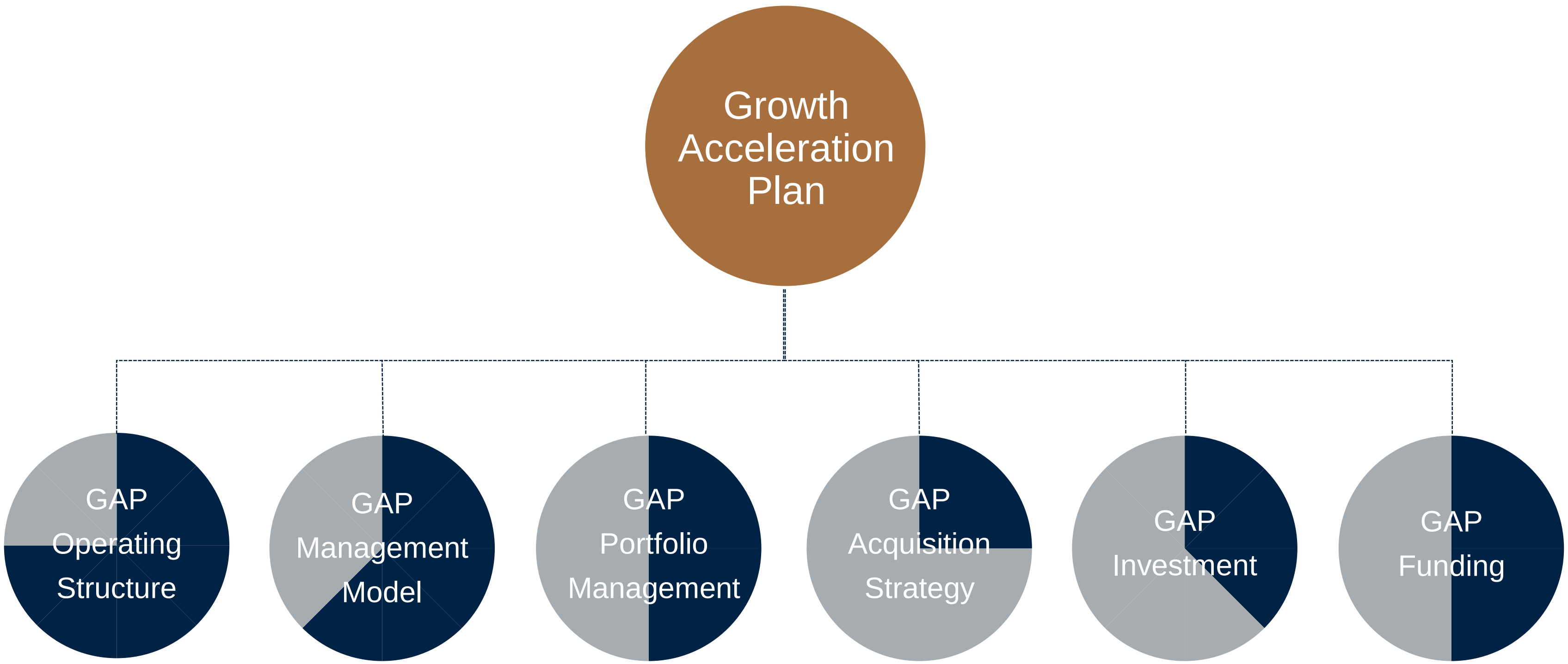
UK	12%
CONTINENTAL EUROPE	18%
NORTH AMERICA	42%
REST OF WORLD	28%

REVENUE BY TYPE



SUBSCRIPTIONS	38%
EXHIBITOR	20%
ATTENDEE	13%
UNIT SALES	21%
SPONSORSHIP & ADVERTISING	8%

2014-2017 Growth Acceleration Plan



- 4 Operating Divisions
- Global Support
- Medical Journals transfer
- WPA and Learning transfer
- Group Authority Framework
- K&N restructuring
- AP operating structure

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- InsuranceIQ disposal
- Chinese Pharma closure
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- Exit from Scandi conferences
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- Construction & Real Estate
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- Life Sciences
- Pop Culture
- STM Journals
- HSS Books

- £70-90m programme
- 30-40 projects
- 24 projects underway
- c£36m approved to invest
- c£25m invested
- On schedule & budget

- Renegotiated RCF
- $250m US PP issue
- Higher cash conversion
- Free cash flow growth
- Group Treasurer appointed
- Treasury relocation
- Increased Dividend commitment

GARETH WRIGHT
Group Finance Director

2015

2015 – A Year of Progress and Performance

- Improving organic growth
- Strong cash generation
- Strengthened controls and corporate position

- RETURNS
- VISIBILITY
- CAPABILITY
- DISCIPLINE
- FIREPOWER

- *GAP* on budget and on schedule
- Increased funding flexibility
- Higher minimum dividend commitment

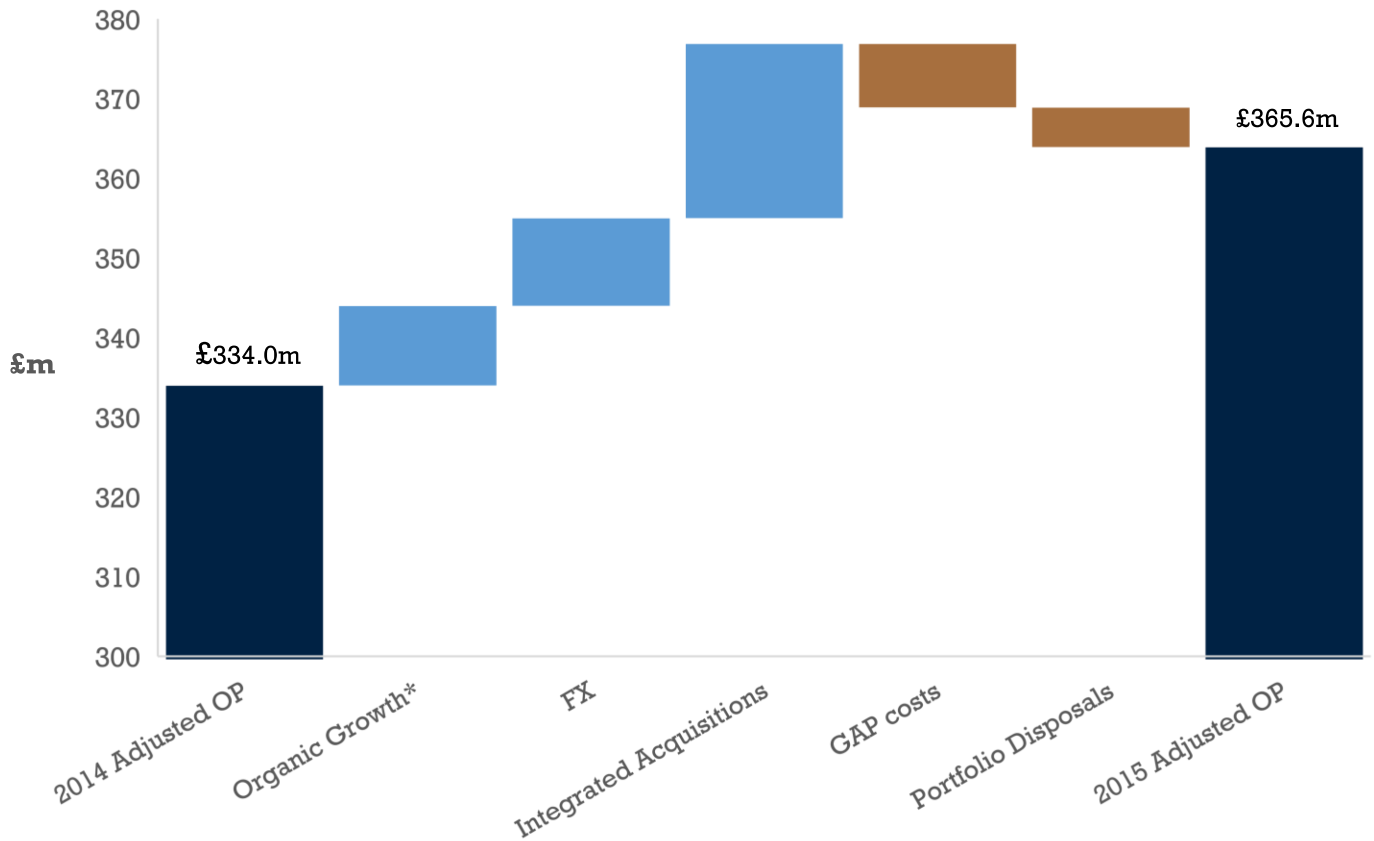
Summary of 2015 Financials

- **Organic Revenue Growth**: +1.0% or +1.5% adjusted for non-annual events
- **Reported Revenue Growth:** +6.6% to £1,212.2m revenue (2014: £1,137.0m)
- **Strong Adjusted Operating Profit**: +9.5% to £365.6m (2014: £334.0m)
- **Growth in Adjusted Diluted EPS**: +4.6% to 42.9p (2014: 41.0p)
- **Improving Free Cash Flow:** +30% to £301.1m (2014: £232.5m)
- **Robust Balance Sheet:** Net debt/EBITDA 2.2 times (2014: 2.2 times)
- **Increased Dividend Per Share:** up 4.1% to 20.1p (2014: 19.3p)

Divisional Overview

	2015 £m	2014 £m	Year-on-Year Growth %	Year-on-Year Organic Growth %
Revenue:				
Academic Publishing	**447.4**	408.9	9.4%	1.6%
Business Intelligence	**276.8**	281.7	(1.7%)	(1.9%)
Global Exhibitions	**262.5**	200.2	31.1%	10.5%
Knowledge & Networking	**225.5**	246.2	(8.4%)	(4.2%)
Group	**1,212.2**	**1,137.0**	**6.6%**	**1.0%**
Adjusted Operating Profit:				
Academic Publishing	**164.8**	150.0	9.9%	2.2%
Business Intelligence	**63.2**	75.2	(16.0%)	(15.6%)
Global Exhibitions	**98.0**	67.3	45.6%	11.1%
Knowledge & Networking	**39.6**	41.5	(4.6%)	3.7%
Group	**365.6**	**334.0**	**9.5%**	**0.1%**
Operating Margins:				
Academic Publishing	**36.8%**	36.7%		
Business Intelligence	**22.8%**	26.7%		
Global Exhibitions	**37.3%**	33.6%		
Knowledge & Networking	**17.6%**	16.9%		
Group	**30.2%**	**29.4%**		

Strong Profit Growth

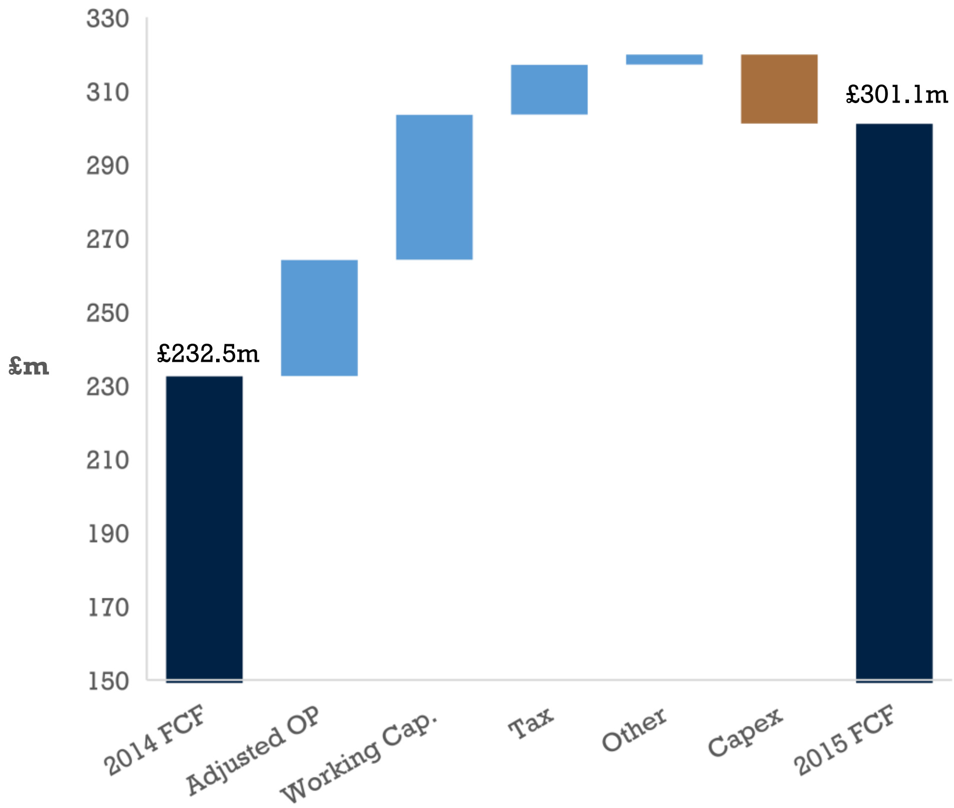


*Ex-GAP

Income Statement

	FY 2015 £m	FY 2014 £m
Revenue	1,212.2	1,137.0
Adjusted Operating Profit before JVs	365.7	334.1
Share of results of JVs	(0.1)	(0.1)
Adjusted Operating Profit	365.6	**334.0**
Adjusted Operating margin	*30.2%*	*29.4%*
Net interest	(25.9)	(24.4)
Adjusted Profit Before Tax	339.7	**309.6**
Adjusting items	(120.0)	(340.8)
Reported Profit Before Tax	219.7	**(31.2)**
Adjusted Tax charge	(60.2)	**(58.5)**
Effective Tax rate	*17.7%*	*18.9%*
Adjusted Profit/(loss) for the full year	279.5	**251.1**
Adjusted EPS (diluted)	42.9p	**41.0p**
Dividends Per Share	20.1p	**19.3p**

Improving Free Cash Flow



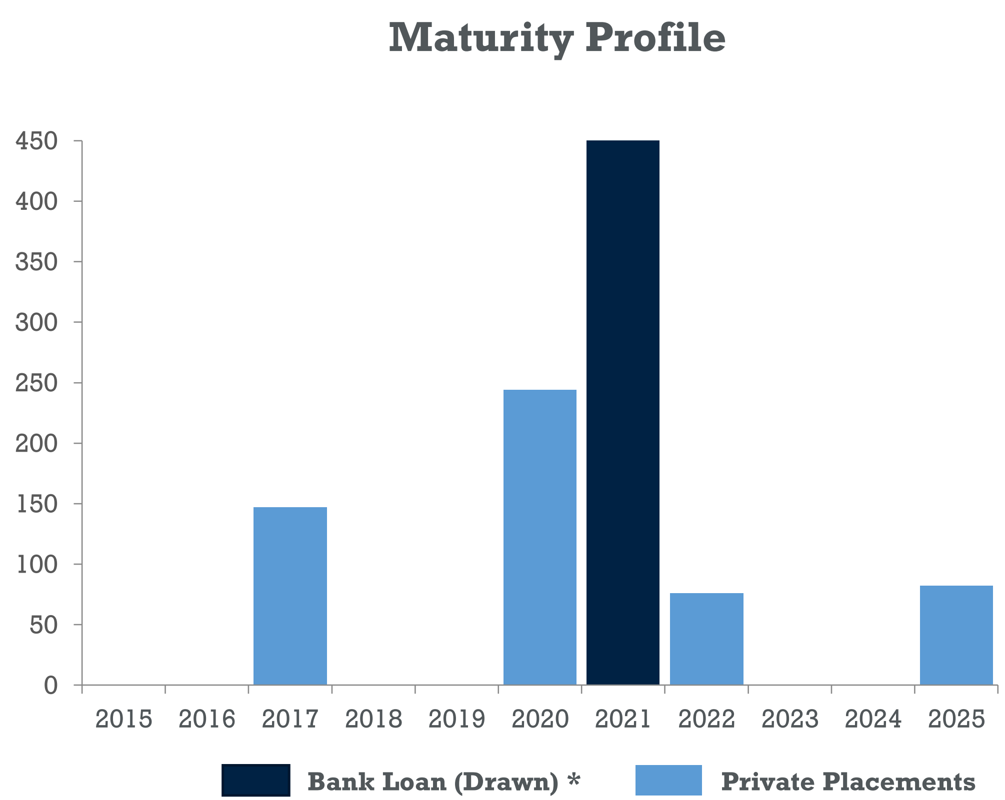
- Cash conversion >100%
- Improving Subscription revenue in BI
- Expansion of Exhibitions portfolio
- Divisional CFO cash flow focus
- Relocation and strengthened Group Treasury function

Net Debt Movement

	FY 2015 £m	FY 2014 £m
Net debt at 1 January	**(876.2)**	**(782.6)**
Free cash flow	**301.1**	232.5
Dividends paid to shareholders	**(126.0)**	(114.0)
Dividends paid to non-controlling interest	**(0.5)**	(0.9)
Acquisitions less disposals	**(149.1)**	(372.8)
Net shares (acquired) / issued	**(0.4)**	204.1
Non-cash items	**(1.2)**	(2.4)
Foreign exchange	**(43.0)**	(40.1)
Net Debt at 31 December	**(895.3)**	**(876.2)**
Net debt/EBITDA (using average exchange rates)	***2.2x***	*2.2x*

Balance Sheet Strength

- Increased Funding flexibility
  - RCF extension
  - $250m US PP notes issued
- Zero pension deficit funding



Balanced mix of financing ensures funding flexibility and visibility

* The RCF is a 5+1+1 years facility

GAP Investment Programme By Numbers

c£90m Total Programme	**c£25m** Cash invested to date	**c£36m** Approved to invest
24 Projects launched	**c£6m** P&L impact in 2015	**c75%** Capex v Opex in 2015
35-40 Total number of projects	**15-20%** 2017 forecast ROI*	**25-35%** 2018 forecast ROI*

* ROI = Net P&L impact (Benefits – Opex – Capex depreciation)/ Cumulative investment

GAP Investment Programme – Project Profile

Product Development

Knowledge & Networking

Interactive digital content community and marketing platform

- New revenue streams
- Incremental digital ticket sales

Business Intelligence

Upgrade DMHC product and Intelligence platforms

- Increased renewal rate
- New clients

Academic Publishing

Digitisation of content and enriched metadata

- Improved discoverability

Global Exhibitions

Online Marketing directory for selected exhibitions/ products

- Increased digital revenue

Customer Value Proposition

Business Intelligence

Transform customer engagement processes

- Improved quality of prospects
- Enhanced customer reach

Academic Publishing

Digital platform for product delivery

- Direct purchase of digital content

Global Exhibitions

Digital marketing content management system

- Cross-selling
- Improved digital marketing capability

Knowledge & Networking

User-friendly integrated registration process at events

- Improved conversion rates
- Process efficiencies integrated with back office

Talent & Capabilities

Knowledge & Networking

Digital marketing capability

- Expanded pool of relationships
- Growth of digital communities

Global Exhibitions

Web development capabilities

- Continued growth of digital customer base

Global Support

Integration of data, information and finance platforms

- Enhanced information and controls
- Efficiency and Scalability

Business Intelligence

Creation of a technology innovation hub

- Accelerated intelligent product development

2015 – A Year of Progress and Performance

✓ Improving organic growth

✓ Strong cash generation

✓ Strengthened controls and corporate position

- RETURNS
- VISIBILITY
- CAPABILITY
- DISCIPLINE
- FIREPOWER

GAP on budget and on schedule ✓

Increased funding flexibility ✓

Higher minimum dividend commitment ✓

Investor Communication Schedule

2016

Q1 — 2015 FY Results (11 Feb)

Q2 — AGM Statement* (19 May)

Q3 — 2016 H1 Results (28 July)

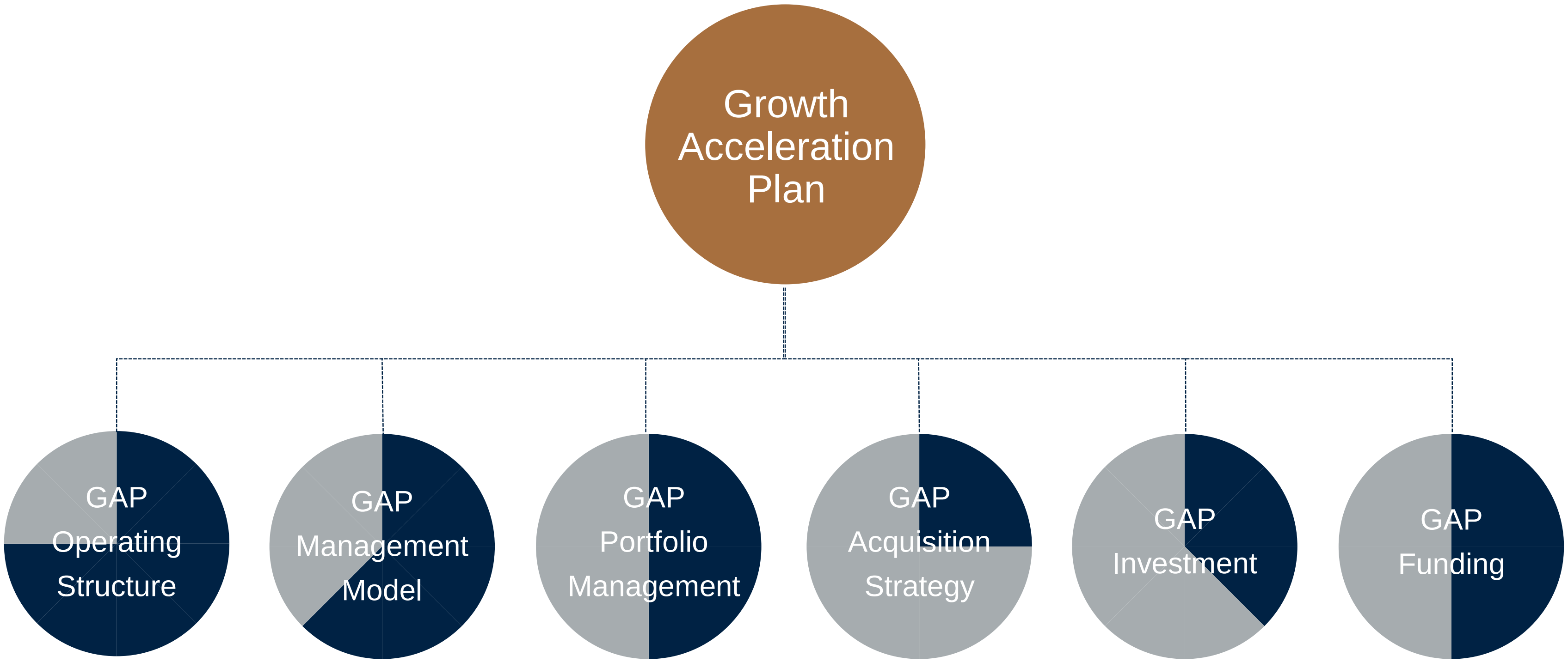
Q4 — 9M Trading Update (Nov)

2016 Investor Day:
Business Intelligence and Knowledge & Networking

* The Group will not be releasing a separate Q1 Trading Update but will make a comment on trading within its AGM statement

STEPHEN A. CARTER
Group Chief Executive

2014-2017 Growth Acceleration Plan



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Investment In Talent

25:75	Structure	>200 Years
% mix of new versus experienced Top 150 managers over last 3 years	Senior Management Teams established in all 4 Operating Divisions plus Global Support	Category experience within the Senior Leadership Group
Technology	**Board**	**Millennials**
CTOs appointed in all Operating Divisions; Group Digital Director hired	Refresh, broadened experience and US representation	>70% new hires < 35 yrs old / Informa Fellowship Scheme

Strengthening of capability and capacity

Focused Portfolio Management

BUSINESS INTELLIGENCE DIVISION

- Transfer out of WPA and Learning to K&N, and Medical Journals to AP
- Exit from Consumer Information businesses for £25m
- Sale of InsuranceIQ

- Focus on five core verticals
- Focus on Intelligence Products
- Improved growth profile

KNOWLEDGE & NETWORKING DIVISION

- Transfer in of WPA and BI Learning
- Closure of Melbourne / Jo'burg offices
- Sale of majority stake in Adam Smith
- Exit from conference businesses in Denmark and Sweden
- Exit from two Netherlands businesses

- Focus on three core verticals
- Focus on Branded events with international appeal
- Focus activity out of UK, US and Dubai

Vertical Strength - Targeted Acquisitions

2014 / 2015

CONSTRUCTION & REAL ESTATE	HEALTH & NUTRITION	BEAUTY & AESTHETICS	POP CULTURE	SCIENCE, TECH & MEDICAL	HUMANITIES & SOCIAL SCIENCE
designjunction dwell on design World of Concrete	SupplySide West FIME	Vegas Cosmetic Show Brazil Aesthetic Medicine	Dallas Comic Con MegaCon Brick 2016 Built for LEGO fans	Maney Publishing Landes Bioscience	Ashgate Anderson Books

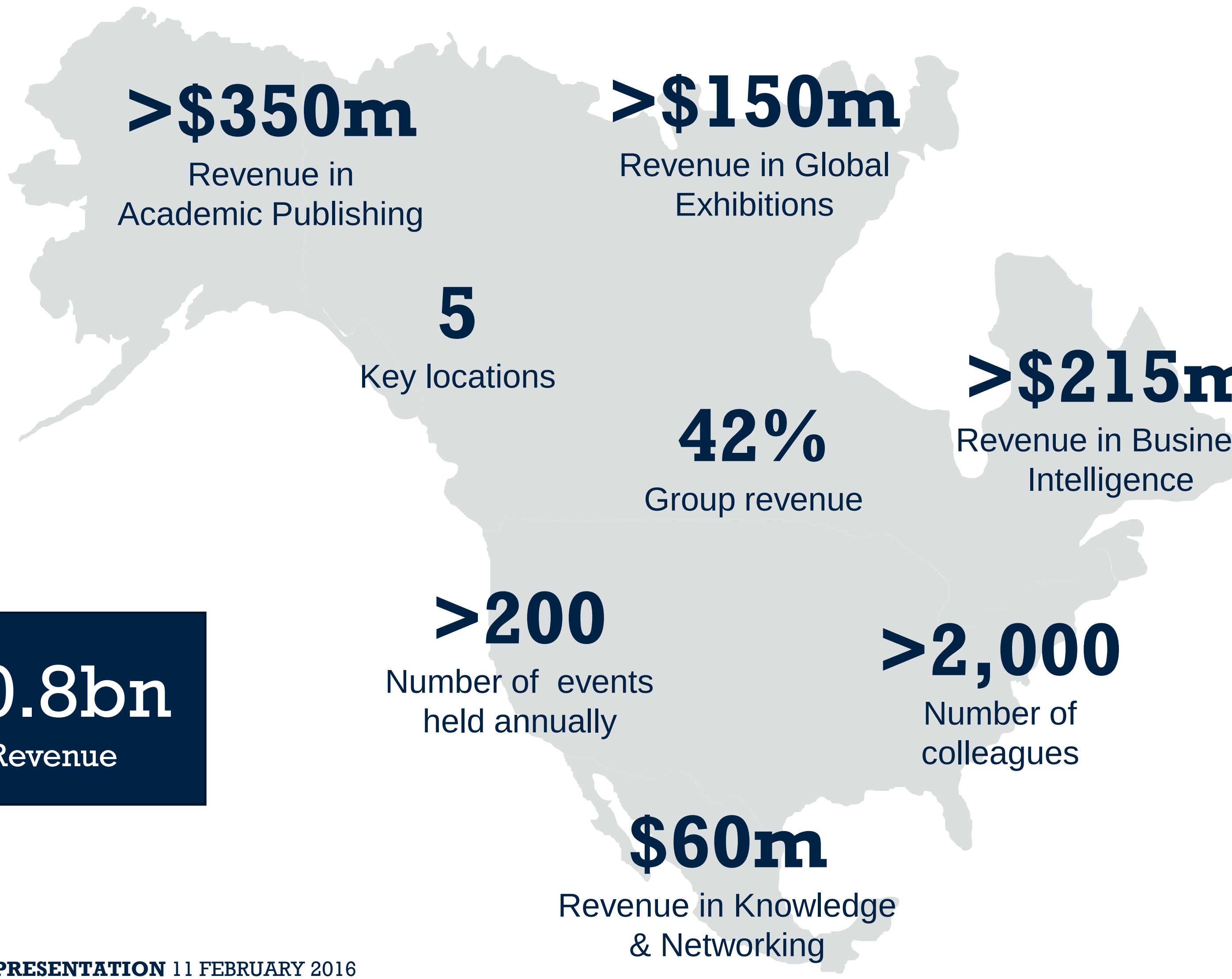
Hanley Wood Exhibitions

- Acquired in November 2014 for $375m
- 2015 revenue growth of >10%
- Post-Tax ROI > WACC by Year 3
- Synergies on track

Anderson Book List

- Acquired in July 2014 for <£2m
- Integration into Routledge portfolio
- 2015 revenue growth of 7%
- 2015 Post-Tax ROI >20%

Growing Presence In North America



>$350m
Revenue in Academic Publishing

>$150m
Revenue in Global Exhibitions

5
Key locations

42%
Group revenue

>$215m
Revenue in Business Intelligence

>200
Number of events held annually

>2,000
Number of colleagues

$60m
Revenue in Knowledge & Networking

$0.8bn
Revenue

2014-2017 Growth Acceleration Plan

Improved returns for shareholders

Consistent organic growth across all Operating Divisions

Balanced portfolio positioned for growth and scale

Measured Change to Accelerated Change…Disciplined Delivery

Summary of 2015 Full Year Results

- Growth in Revenue, Profit and Free Cash flow
- Increased minimum Dividend commitment from +2% to +4% in 2016 and 2017
- Streamlined portfolio following selective disposals
- *GAP* on schedule and on budget
- Investment in Product Platforms, Customer Insight and Data Management
- Further international expansion through targeted acquisitions in verticals
- Improved and sustainable working capital and cash flow position
- Strong balance sheet and increased funding flexibility

A year of Progress and Performance

What to Expect in 2016 – The Delivery Year

ORGANIC	Further improvement in organic revenue growth
EARNINGS	Another year of growth in Revenue, Earnings and Free Cash Flow
DIVIDEND	Minimum growth in Dividends Per Share of +4% (2016/2017)
ACQUISITIONS	Further targeted expansion and internationalisation
INVESTMENT	Peak year of *GAP* Investment Programme

2016 will be a year of Disciplined Delivery

APPENDIX

Balance Sheet Summary

	FY 2015 £m	FY 2014 £m
Intangibles and goodwill	**2,677.8**	2,564.1
Fixed assets	**17.3**	17.5
Other non-current assets	**38.0**	31.1
Current assets	**292.1**	267.6
Deferred income	**(385.7)**	(342.9)
Other current liabilities	**(262.3)**	(241.7)
Net debt	**(895.3)**	(876.2)
Other non-current liabilities	**(213.8)**	(187.8)
Total	**1,268.1**	**1,231.7**
Return on Capital Employed	***9.2%***	***8.8%***

Tax

	Profit/(loss) £m	Tax £m	*ETR %*
Statutory results	**219.7**	**47.0**	***21.4%***
Adjusted for:			
Redundancy and restructuring	**16.0**	3.1	
Intangible asset amortisation	**99.5**	17.7	
Benefit of US goodwill	**-**	(7.4)	
Impairments	**13.9**	-	
Subsequent re-measurement of contingent consideration	**(0.3)**	(0.2)	
Profit on disposal of businesses	**(9.1)**	-	
Adjusted results	**339.7**	**60.2**	***17.7%***

Operating Cash Flow

	FY 2015 £m	FY 2014 £m
Adjusted operating profit from continuing operations	365.6	334.0
Depreciation of PP&E	6.1	6.1
Amortisation	12.8	12.1
Share-based payments	2.6	1.7
Other items	0.2	0.1
EBITDA from continuing operations	387.3	**354.0**
Net capital expenditure	(33.5)	(14.7)
Working capital movement	23.9	(15.5)
Operating cash flow from continuing operations	377.7	**323.8**
Adjusted cash conversion	*103%*	*97%*
Restructuring and reorganisation	(19.2)	(21.0)
Net interest	(26.7)	(26.0)
Taxation	(30.7)	(44.3)
Free cash flow	301.1	**232.5**

Other Adjusting Items

	FY 2015 £m	FY 2014 £m
Amortisation of intangible assets	**99.5**	93.9
Impairment	**13.9**	219.0
Restructuring and reorganisation costs	**13.7**	20.7
Acquisition related costs	**2.3**	4.7
Adjusting items relating to joint ventures	**-**	0.3
Subsequent re-measurement of contingent consideration	**(0.3)**	(1.8)
Total Adjusting Items	**129.1**	**336.8**

Currency

Major Currencies	Average Rates FY 2015	Average Rates FY 2014	Closing Rates FY 2015	Closing Rates FY 2014
USD	1.529	1.649	1.482	1.560
EUR	1.377	1.242	1.358	1.283

Impact of a 1 cent movement in 2015*

	USD £m	EUR £m
Revenue	4.4	0.6
Operating Profit	2.0	0.2
Net Debt	4.9	0.3

*The actual impact of currency on Group profit may be different to that implied due to the timing of profit receipts

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
Depositary Bank	BNY Mellon

For any questions relating to Informa ADRs, please contact BNY Mellon

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