Investor & Analyst Visit to CPhI Worldwide

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Group Chief Executive

6 November 2019

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The Knowledge & Information Economy

294bn

emails sent daily,
rising to 306bn by 2020
and 320bn by 2021…
with 3.9bn people using emails

Source: Radicati Group

500m

tweets sent every day

Source: Twitter

5bn

searches made per day,
with 3.5bn from Google

Source: Smart insights

4PB

data created by Facebook,
inc. 350m photos and
100m hours of video

Source: Facebook Research

95m

photos and videos are
shared daily on Instagram

Source: Instagram Business

463EB

data created every day by 2025

Source: IDC

4TB

data produced by a
connected car

Source: Smart insights

28PB

generated from wearable
devices by 2020

Source: Statista

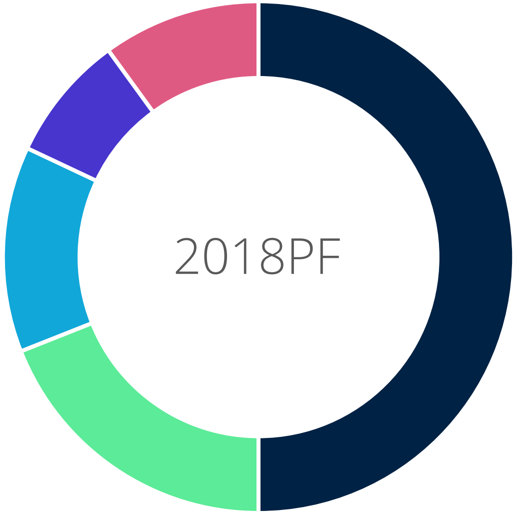
4.4ZB

Accumulated digital universe
of data in 2019,
rising to 44ZB by 2020

Source: PWC

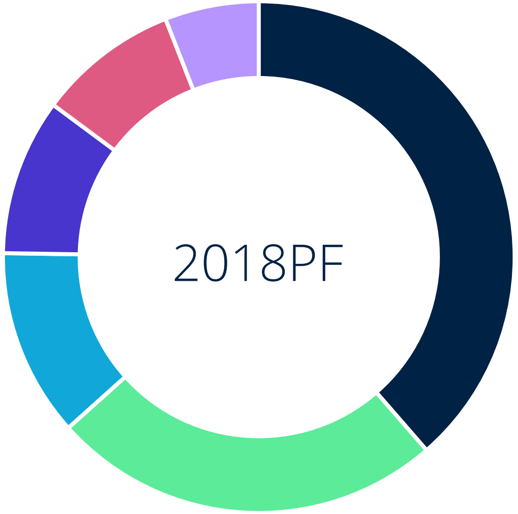
The Informa Group Today

Revenue by Division



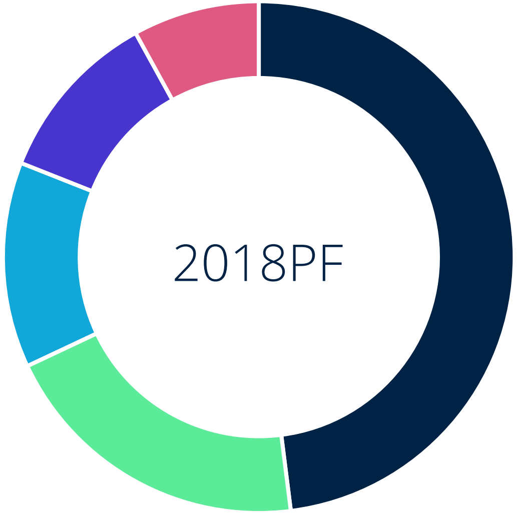
- Informa Markets
- Taylor & Francis
- Informa Tech
- Informa Intelligence
- Informa Connect

Revenue by Type



- Exhibitor
- Subscription
- Unit Sales
- Attendee
- Marketing & Advertising
- Sponsorship

Revenue by Geography



- North America
- Rest of World
- China
- Continental Europe
- UK

Specialist B2B Brands

Healthcare & Pharmaceuticals	Infrastructure, Construction & Building	Beauty & Aesthetics	Health & Nutrition	Manufacturing, Machinery & Equipment
CPhI worldwide	World of Concrete	China Beauty Expo	SupplySide West	wwett 19
Arab Health	Concrete Show	AMWC Aesthetic & Anti-Aging Medicine World Congress	Natural Products Expo West	CIOE China International Optoelectronic Expo
Hospitalar	Cityscape Global	Cosmoprof Asia Hong Kong	Vitafoods Europe	ProPak Asia
Citeline Informa Pharma Intelligence	International Roofing Expo		Food ingredients Global	
BIO-EUROPE	Barbour ABI			

Hospitality, Food & Beverage	Maritime, Transportation & Logistics	Finance	Fashion & Jewellery	Aviation & Aerospace
HOFEX	MYS Monaco Yacht Show	EPFR Informa Financial Intelligence	Hong Kong Jewellery & Gem Fair	Aviation Week MRO Europe
FHC Food & Hotel China	Sea Asia	SuperReturn International	WWDMAGIC	Routes
Hotelex Shanghai	FLIBS Fort Lauderdale International Boat Show	Finovate	Project Womens	CAPA Centre for Aviation
	Lloyd's List	FundForum International	Coterie	

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Specialist Markets: Pharma

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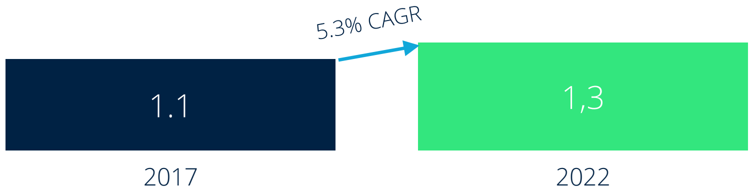
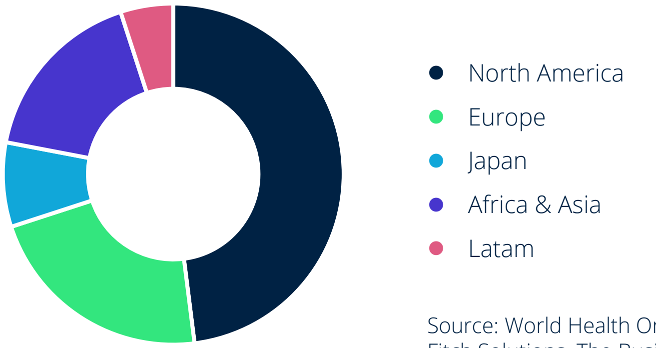
Specialist Markets: Pharma

- Aging population driving demand for innovative medicines and pharmaceuticals
- $181bn R&D spend by Pharma companies by 2022
- Cost of bringing a drug to market doubled to $2.2bn between 2010 and 2018
- Production/development growing faster in China and India than US, Europe, & Japan
- Consolidation of Big Pharma and repositioning to highlight positive contributions

Global Pharma Market ($tr)



Geographic Mix (%)



Source: World Health Organisation, Fitch Solutions, The Business Research Company, Deloitte, ABPI

An attractive, international market with high levels of innovation and growth

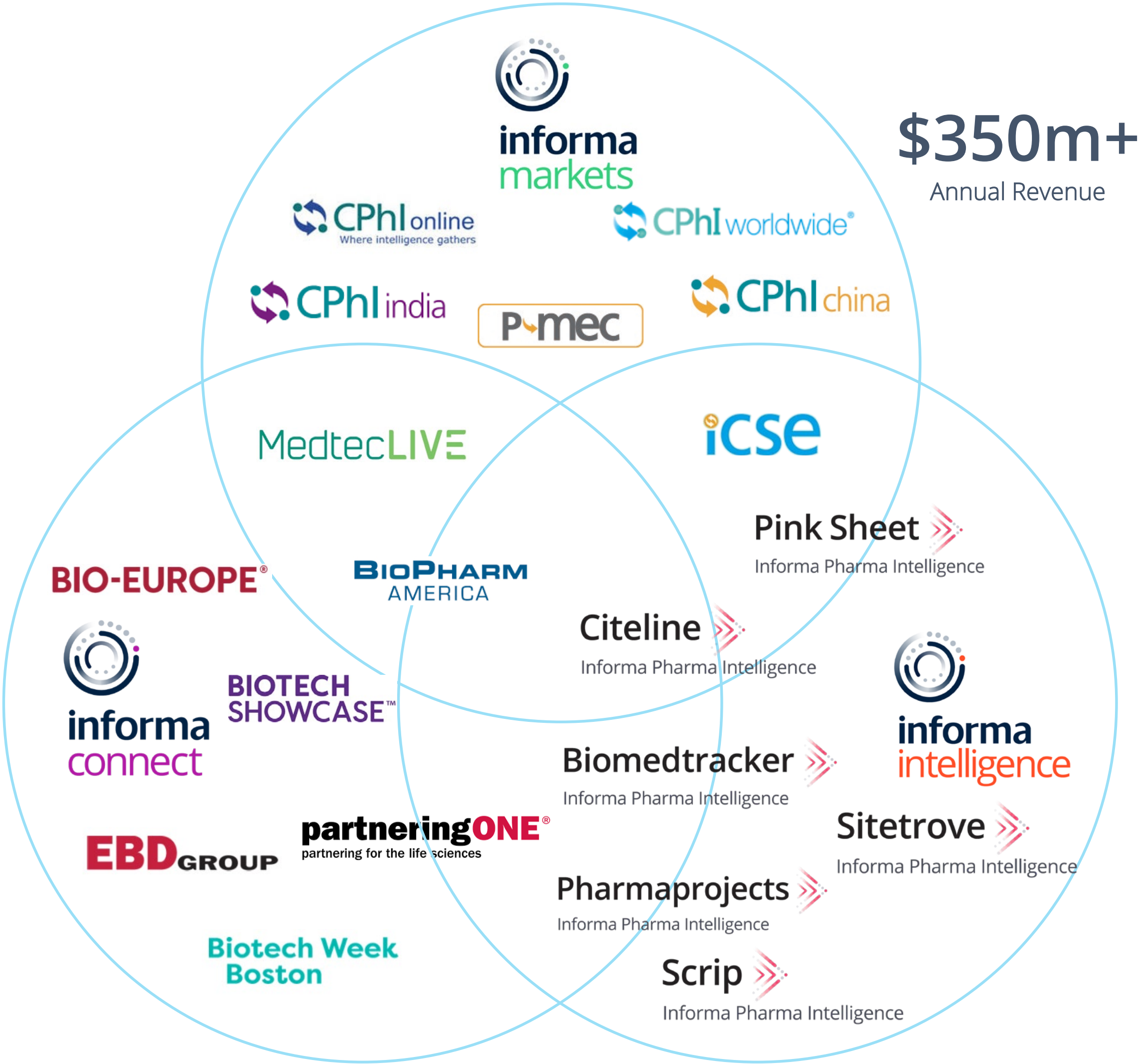
Depth & Specialisation in Pharma

Global Pharma Market

+5.2%
CAGR*

Events: Face to Face, sales, community & networking
Data & Intelligence: Data, opinion, analytics, forecasting
Media & Insight: News, brands, content/custom marketing

Increasing levels of cross-divisional collaboration



$350m+
Annual Revenue

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Depth & Specialisation in Pharma

Pharma → Research & Development → Disease → Therapy

Range of B2B Brands & Services

Events

Medlab Middle East (An Informa Experience)

Arab Health (An Informa Experience)

MedTech Summit

iCSE

CPhI china

BIOPHARM AMERICA™

MedtecLIVE

Biotech Week Boston

BIO-EUROPE®

CPhI

P-mec

Boston BD

Data & Insight

Pink Sheet – Informa Pharma Intelligence

Citeline – Informa Pharma Intelligence

Biomedtracker – Informa Pharma Intelligence

Pharmaprojects – Informa Pharma Intelligence

Media

Xconomy

Medtech Insight

BioProcess International

Scrip – Informa Pharma Intelligence

CPhI Worldwide: the largest international pharma event

30 years of networking and partnerships in the Pharma Industry

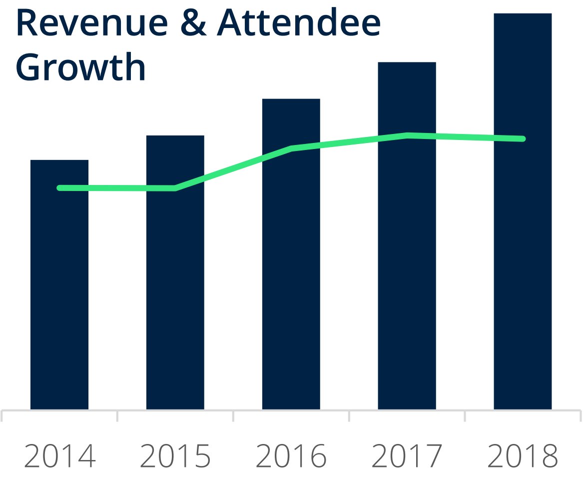
- Covers full Pharma value chain, from chemicals to end products
- Content rich - 9 theatres running seminars and panels
- Growing digital component
- Must attend exhibition for major Pharma companies
- Consistent double-digit growth over last 5 years

45,000 Attendees

2,500 Exhibitors

100% Renewable Energy

100k+ SQM



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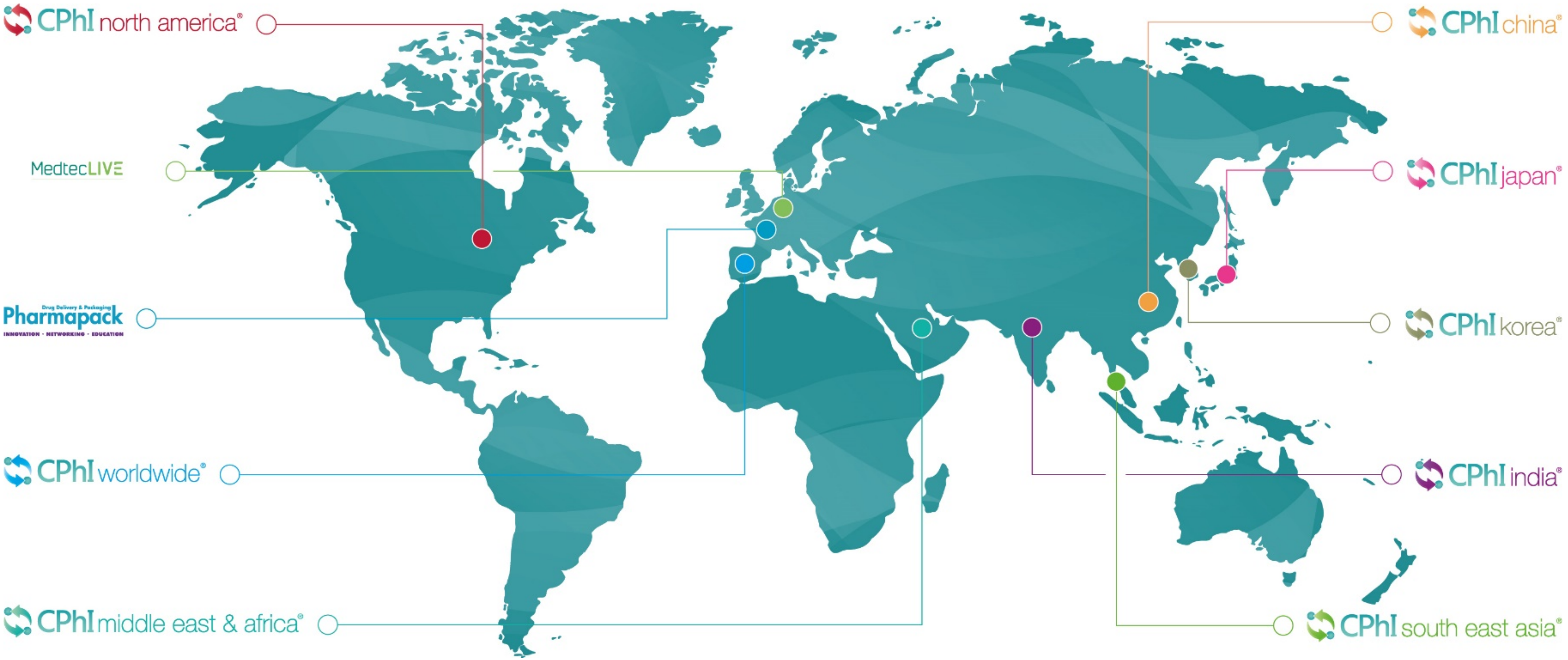
International expansion through CPhI



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Growth & Opportunities at CPhI

Collaboration

- EBD co-location at CPhI with Bio-Production
- Pharma Intelligence Awards
- Packaging cross-selling initiative

Internationalisation

- Geo-adaptation opportunities:
  - Saudi Arabia 2021
  - North Africa 2021
  - Latin America 2021

Sustainable Growth

- Worldwide venue plan through 2030
- Diversify revenue through digital, sponsorship
- Consultative selling

Digitisation

- CPhI Online onto MarkitMakr platform
- Expanded Digital Content Team
- Vertical newsletter launch

Market Focused

- Content strategy to compliment new content platform
- Shared purpose organisations as partners.

Customer Value Initiatives

- Investment in customer services
- Secret Shopper at CPhI Worldwide
- Matchmaking services at all CPhI events

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Performance & Progress

11 November 2019

2019 Growth Guidance

2019 Performance & Growth

informa markets	informa connect	informa tech	informa intelligence	Taylor & Francis Group an informa business
4.5%+ underlying revenue growth	2.5%+ underlying revenue growth	2%+ underlying revenue growth	c.3% underlying revenue growth	2%+ underlying revenue growth

2019 Informa Group underlying revenue growth 3.5%+

11th November Trading Update

2019 Half-Year Results: Divisional Recap

	informa markets	informa connect	informa tech	informa intelligence	Taylor & Francis Group an informa business
Growth	4.4%	2.1%	1.1%	3.2%	1.8%
	Broad-based Growth	Improving Growth	Building Growth	Predictable Growth	Resilient Growth
Strengths	• Specialist B2B Brands • International Reach • Portfolio Balance & Breadth • Digital & Data opportunity	• Specialist B2B Brands • Content curation • Increased focus • Community strength	• Specialist B2B Brands • Audience reach • Breadth & Depth • Specialist content	• Specialist B2B Brands • Subscription renewals • Specialist content/data • Incremental opportunities	• Specialist Publishing Brands • Subscription renewals • Specialist content • Production & Distribution efficiency
Focus	• Fashion *GAP* • Middle East activity levels • World Expo 2020 • Business process improvement	• H2 seasonality • Customer retention • Marketing Services • Digital, Media & Training solutions	• Combination & Creation • H2 seasonality • IHS Markit TMT Portfolio • Integrated solutions and strategic partnership	• PPM execution • Opportunities in core verticals • New business pipeline and conversion • Data and workflow solutions	• Changing customer demands • Open Access opportunity • International sales opportunities • Digital services
Revenue	£753m	£112m	£108m	£183m	£252m

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QUESTIONS & ANSWERS

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Enjoy the tour!