2022 Full-Year Results

Strong Operating Performance, Increasing Shareholder Returns, Growth & Expansion

9 March 2023

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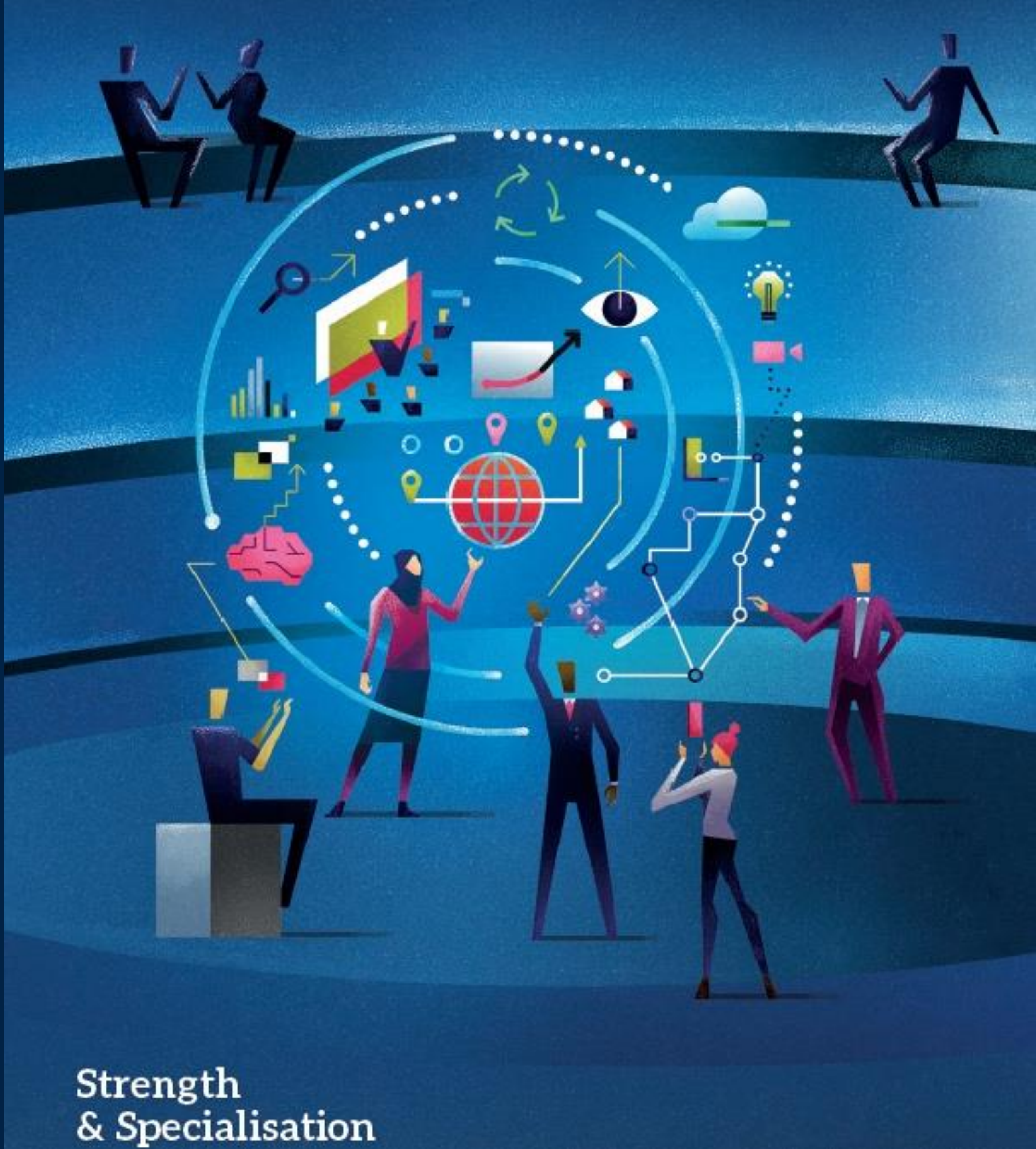

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Today’s Presenters

Stephen A. Carter

Group Chief Executive

Gareth Wright

Group Finance Director

Max Gabriel

President , IIRIS

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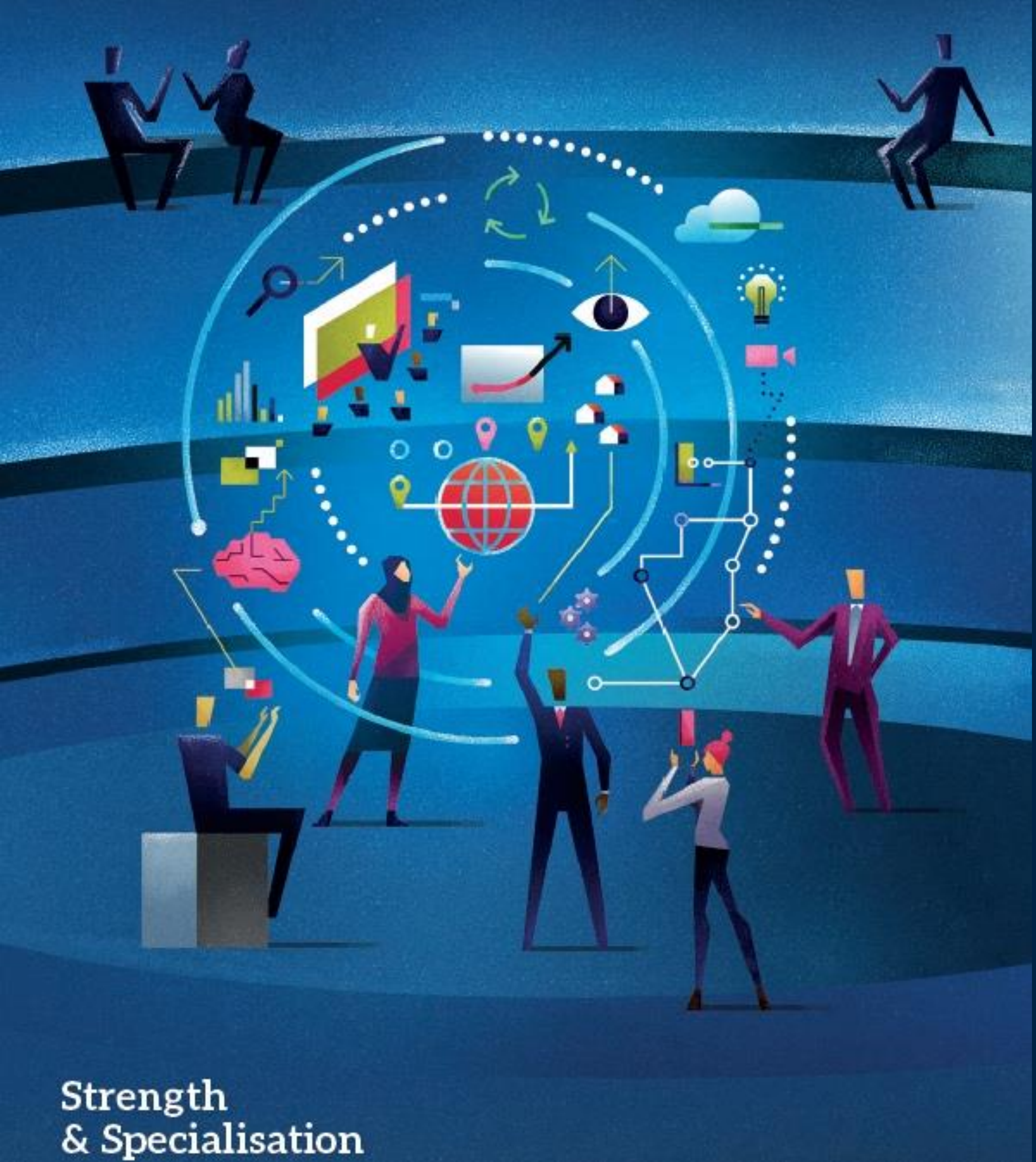
CEO, Informa Tech



Knowledge & Information Economy

Specialist Brands

Specialist Market Research

First Party Data

Peer Reviewed Research

Advanced Learning

Specialist Media

Live Experiences

Pay-to-Read

Lead Generation

Open Research

Content Syndication

On-Demand Access

Audience Development

Pay-to-Publish

Digital Demand Generation

Academic Markets & Knowledge Services

Taylor & Francis

- 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%

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Connecting People, Connecting Knowledge, Connecting Ideas

- Must Have Products & Services
- GDP+ Growth and Strong Margins
- B2B Market Return and Reinflation
- Adjacent Market Expansion
- Low Capital Requirement, High Returns
- Large Subscription Base
- Recurring Revenues, Forward Visibility
- First Party Customer Data
- Working Capital Positive, Strong Cash Flow
- Balance Sheet Strength

- Consistent organic Investment
- Proven M&A Approach
- FasterForward ESG Programme
- Accelerating Shareholder Returns

GAP^2

Increased Connectivity → Increased Value for Customers → Increased Demand

B2B Markets & Digital Services

Live & On-Demand B2B Events

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- 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

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- 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 Flow**[1]
- Balance sheet strength…**zero net debt**[2]
- **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

[1] Continuing and Discontinued businesses
[2] Net debt before leases

The Informa Group 2023-2025

GAP 2

Academic Markets

Taylor & Francis

- 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

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- 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

informa tech iiris

- 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

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FASTER FORWARD

A- 2022 rating (CDP: Disclosure Insight Action)	No 1 (Member of Dow Jones Sustainability Indices, Powered by the S&P Global CSA)	AA 2022 rating (MSCI ESG Ratings: CCC, B, BB, BBB, A, AA, AAA)

Faster to Zero

Sustainability Inside

Impact Multiplier

United Nations Sustainable Development Goals

- Faster to Zero: 12 Responsible Consumption and Production; 13 Climate Action
- Sustainability Inside: 4 Quality Education; 17 Partnerships for the Goals
- Impact Multiplier: 8 Decent Work and Economic Growth; 10 Reduced Inequalities; 11 Sustainable Cities and Communities; 13 Climate Action

Faster to Zero

- **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)

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

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

Open Research Acceleration
Submissions volume

Smart Connections Media
Specialist Media

Partnering One+
365 day Online Partnering

Next Gen Article Production
Accelerated speed to market

Smart Buy
Multi-purchase Payments

Academic Publishing Tiers of Service
Enhanced digital service quality

IIRIS
First Party Data

Smart Events
Enhanced live experience

Search Engine Optimisation
T&F content discoverability & consumption

Streamly
Online Video

Account Buyer Discovery
Lead Generation

20+ Projects funded and in development

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
- Health Connect Partners
- PainWeek

Beauty & Aesthetics
- A4M
- South Beach Symposium

Packaging
- Labelexpo Europe
- Labelexpo Asia

Infrastructure
- Intertraffic
- Infrastructure Connect!

Aviation
- Dubai Airshow
- MEBA Show

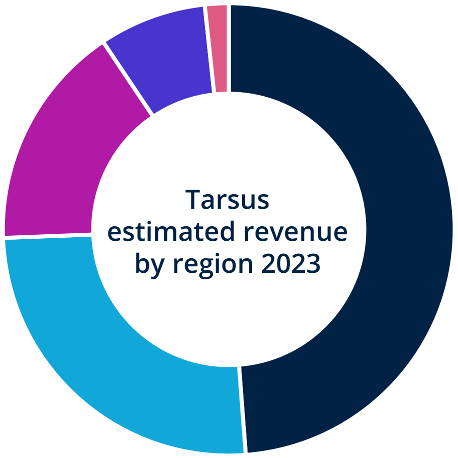
Fashion
- SIUF
- OFF PRICE

Sustainability
- inter solar
- Mexico WindPower

Homewares
- HOMETEX Home Textiles Exhibition
- ZUCHEX Home & Kitchenwares Fair

Smarter Shows
- Space Tech Expo
- Thermal Management Expo North America

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

Tier 1 Brands

- 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

A Combination Programme with three key objectives by January 2024

1. Deliver — Maximise 2023 performance, minimizing disruption and distraction in key year for return, growth and acceleration of Live B2B Events

2. Discover — Make growth-focused people, brand and business combination decisions

3. Combine — Ensure the portfolios enter 2024 successfully, operating as one company under the Informa brand.

Mark Temple-Smith*

COO Informa Markets

Executive Chair

+

HR: Hayley Friedman

Finance: Owen O’Hagan

Douglas Emslie

Tarsus Chief Executive

Senior Advisor to Informa PLC

Tarsus ExCo

*Former CEO Asia at Tarsus

2022 Full-Year Results

Financial Performance & Capital Allocation

Gareth Wright
Group Finance Director

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

↑ 58%

Growing Adjusted Diluted EPS

26.4p (2021: 16.7p)

+29.6%

Accelerating Underlying Revenue Growth

+29.6% vs +6.1% in 2021

(0.2) x

Balance Sheet Strength

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

£466m

Higher Free Cash Flow generation

£466m (2021: £439m)

Strong delivery of 2022 Revenue, Adjusted Operating Profit and Cashflow

* Numbers are Continuing and Discontinued Operations

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

* Numbers are Continuing and Discontinued Operations

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	**1798.7**	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)

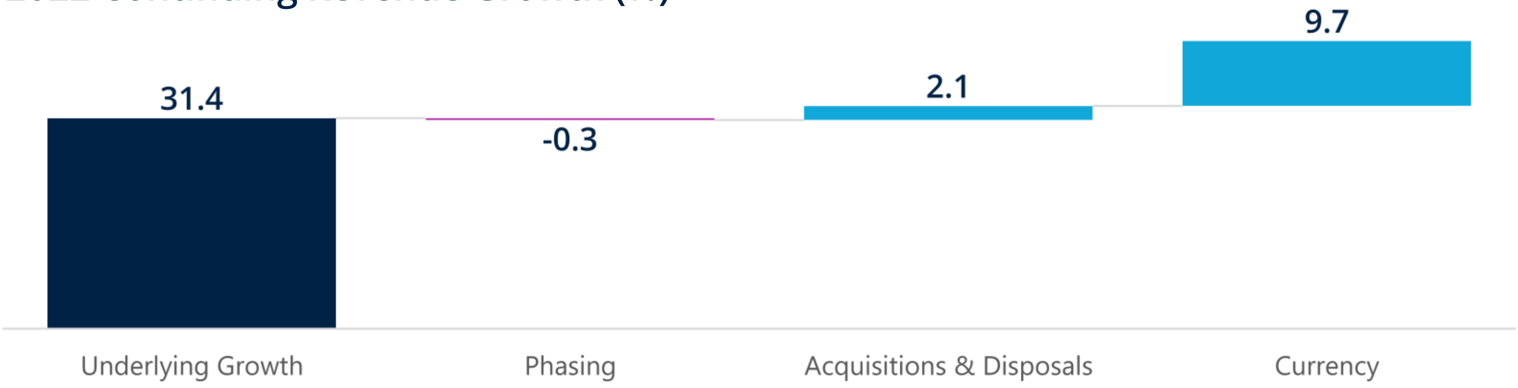
Discontinued operations

- 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

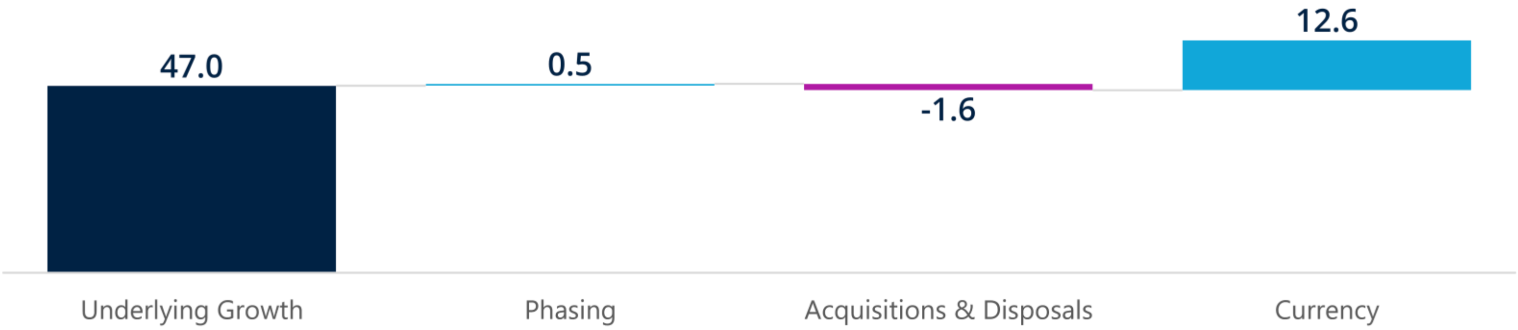
2022 Continuing Revenue Growth (%)



42.9 %

Reported Growth

2022 Continuing Adjusted Operating Profit Growth (%)



58.5%

Reported Growth

Note: Numbers are for Continuing Operations

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

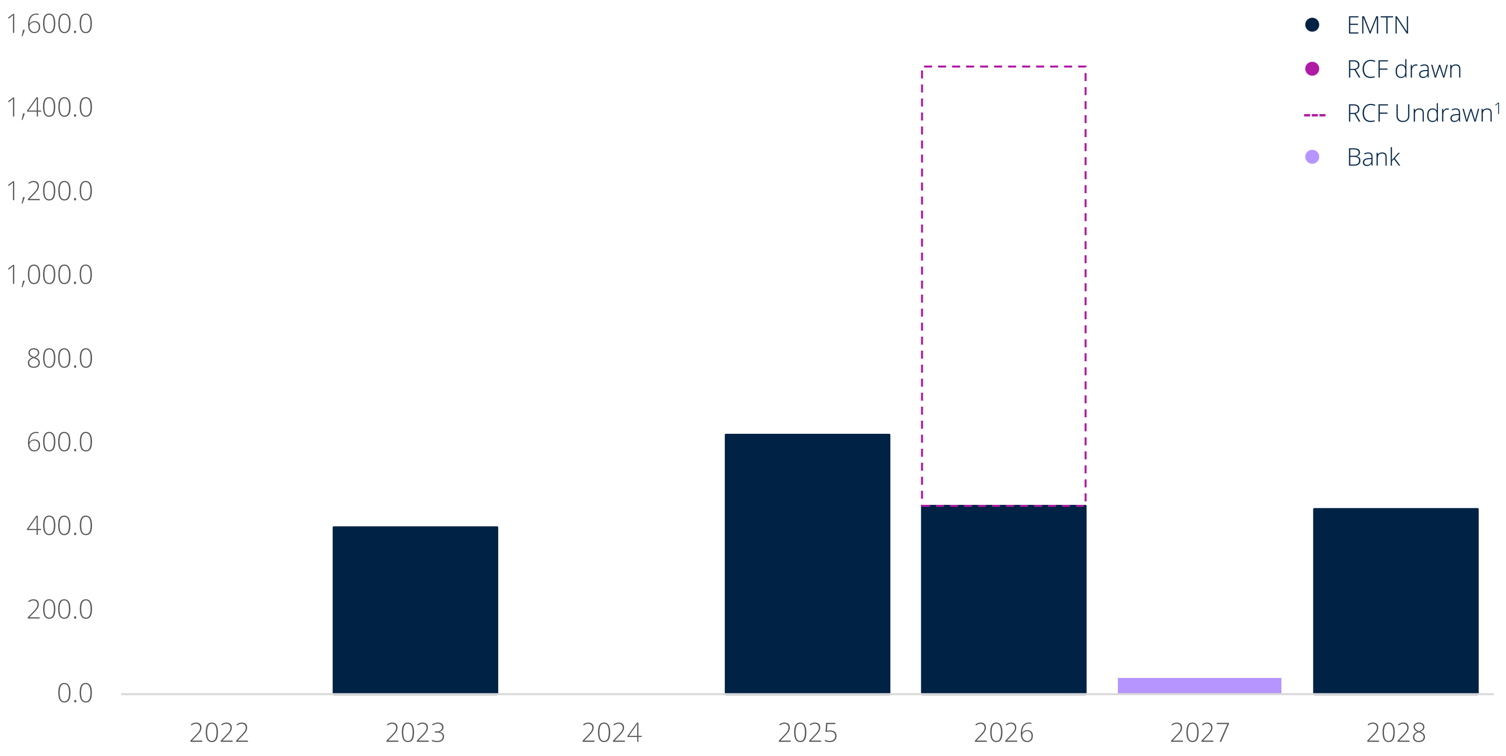
Active choices deliver zero leverage by year-end

Balance sheet strength and flexibility

* Net Debt (Cash) before leases

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

[1]Reflects extension to facility signed on 14 February 2023

GAP2 *Portfolio Focus* : Divestment of Informa Intelligence

informa intelligence

- **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

Retained Investments

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

£1bn

- **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

9.8p DPS

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

GAP Portfolio Focus

GAP Digital & Data

GAP Leadership & Talent

GAP Investment

GAP Shareholder Returns

GAP Faster Forward

Market Specialisation

Divestment of **Informa Intelligence** portfolio for c.£2.5bn (c.$3bn) at blended multiple of 28x 2021 EV/EBITDA

6.7% equity interest retained in **Norstella** (Pharma)

20% equity interest retained in **Maritime Intelligence**

Digital Acceleration

Continuing expansion in **Open Research**

IIRIS data and analytics platform embedded in 90%+ of brand portfolio

NetLine and **Industry Dive**, product launches in 2023

Informa Tech $500m+ leader in audience-led B2B digital services for tech industry

Enhanced Talent

Digital talent development programmes in **Informa Markets** and **Informa Tech**

Group-wide Data-Driven Journey education programme

Digital and data talent acquisition programme

Investment for Growth

£150m of incremental investment in digital acceleration projects

20+ projects funded to date including **First Party Data (IIRIS)**, **Specialist Media** and **Open Research** expansion

Improving Returns

Share Buyback Programme increased to £1bn, over half the post-tax cash proceeds from divestment

Ordinary dividends restarted 9.8p for 2023, with commitment to minimum.40% of adjusted earnings

Sustainable Practices

No 1 in Media Sector globally in **2022 Dow Jones Sustainability Index** for 2nd consecutive year

Continued expansion of sustainable practices in all businesses through **FasterForward** programme

The Informa Group 2023-2025

GAP2

Academic Markets

Taylor & Francis

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- Digital discovery through enhanced SEO (500m+ annual sessions by 2025)
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B2B Markets: Live & On-Demand Events

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- **Faster and higher quality underlying growth**

B2B Markets: B2B Digital Services

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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

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**

2018

informa tech

Expansion into data-driven Audience-Led Services
Specialist Market Research, Specialist Media, Specialist Training, Audience Development, Content Syndication, Lead Generation, Digital Demand Generation

Omdia: leading source of subscription-based Tech insight
Geographic expansion, product investment, customer management, marketing excellence

High Value Live B2B Event Brands
Black Hat, Enterprise Connect, Game Developer Conference, LEAP

Combination and Creation
Specialist Market Research (Omdia), **Specialist Media** (Informa Connect TMT), **Live B2B Events** (UBM Tech), **Audience Development** (Industry Dive) and **Lead Generation** (NetLine)

First Party Data through IIRIS
Investment in B2B customer data and analytics engine

iris

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

2023

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

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

LIVE AND ON-DEMAND EVENTS

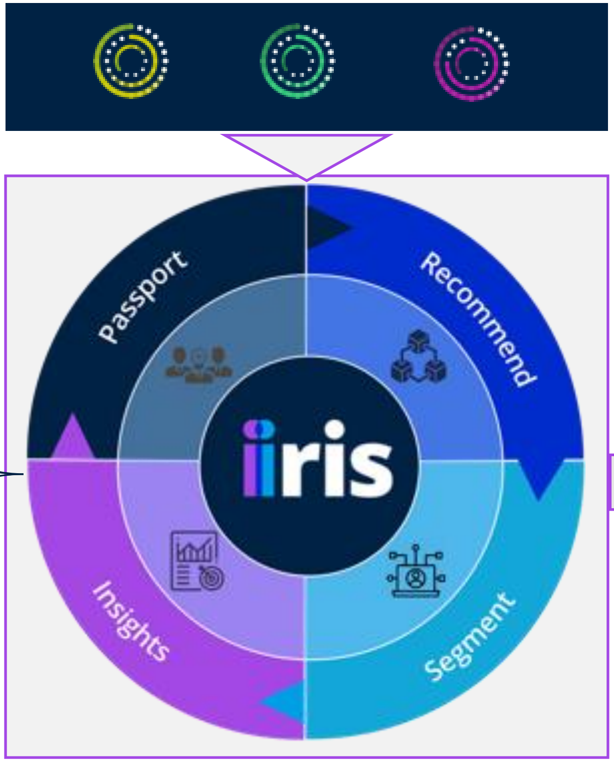
blackhat
Natural Products EXPO WEST
FIME
IOT WORLD
CPHI
TMRE

SPECIALIST CONTENT BRANDS

AVIATION WEEK NETWORK
FarmProgress
DARKReading
Natural Products
INDUSTRY DIVE

2019 - 2020

100M+
Contacts



1BN+
Audience Interactions

100M+
Unknown Audience

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

2021

Building a proprietary B2B Customer Data and Analytics Engine was a strategic intent

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

B2B Customer Data and Analytics Engine

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
B2B Services	INDUSTRY DIVE 400k+ New Subscribers added	informa engage 67k+ Marketing programs enabled	NetLine 1.8Bn Interactions analysed

IIRIS as a full service B2B Customer & Data Analytics Engine informa tech

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

>$500m
Revenue run rate (60% Digital)

>10% CAGR
2023-2025 Revenue

22-25%
2023-2025 EBITDA

1700+
Specialist Market Experts

20+
Countries

OMDIA
Specialist Market Research

>40
Digital media brands

15+
Major Live B2B Event franchises

Commanding a (KEM) Audience of 6m+ decision makers and influencers.

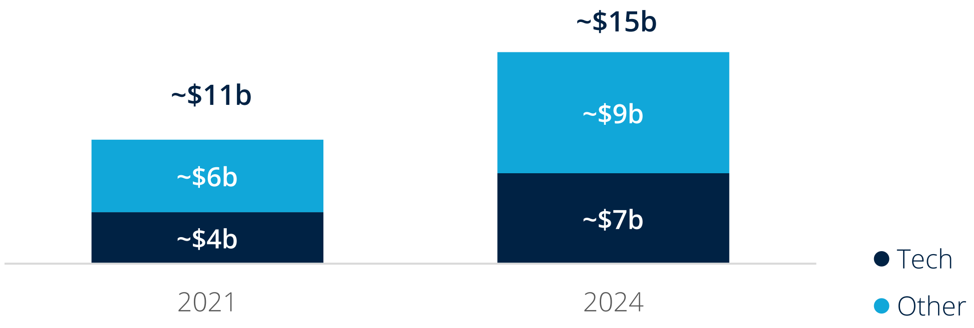
black hat · NetLine · BIOPHARMA DIVE · LEAP · LightReading · enterprise CONNECT · GDC · LONDON TECH WEEK

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

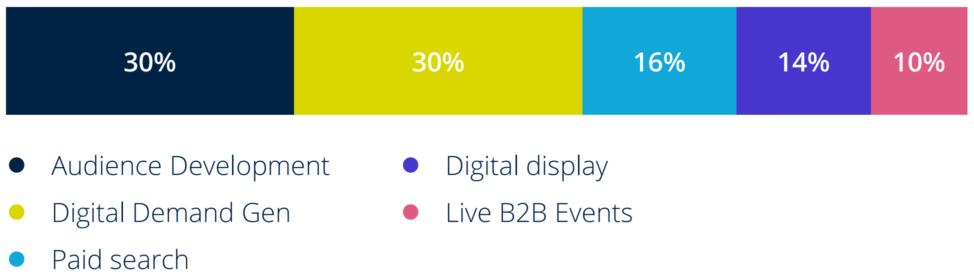


Long term market growth drivers

- 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



A fragmented landscape

TechTarget, FOUNDRY, bombora, 6sense, SWZD SPICEWORKS ZIFF DAVIS, MADISON LOGIC, TA TechnologyAdvice, Anteriad, informa tech

What it takes to compete and win in the market?

1

A rich and proprietary source of 1st party audience data from **engaged communities**

Industry Dive
Specialist Media / Audience Development

17m+ / 1.8bn
KEMA / Interactions

2

The ability to gather, cleanse & enrich the audience data to make it ready for use

IIRIS
First Party Data

3

An engine to analyse and derive intent and audiences that are in-market

NetLine
Syndicated Audience / Lead Generation

4

The marketing capability to activate audiences

200+
Digital marketers

25k
Campaigns

5

The ability to effectively **market and sell** the service(s)

3k+
Clients

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

Launching Q2 2023

Drawing upon **1.8b proprietary 1st party interactions** from **IIRIS**

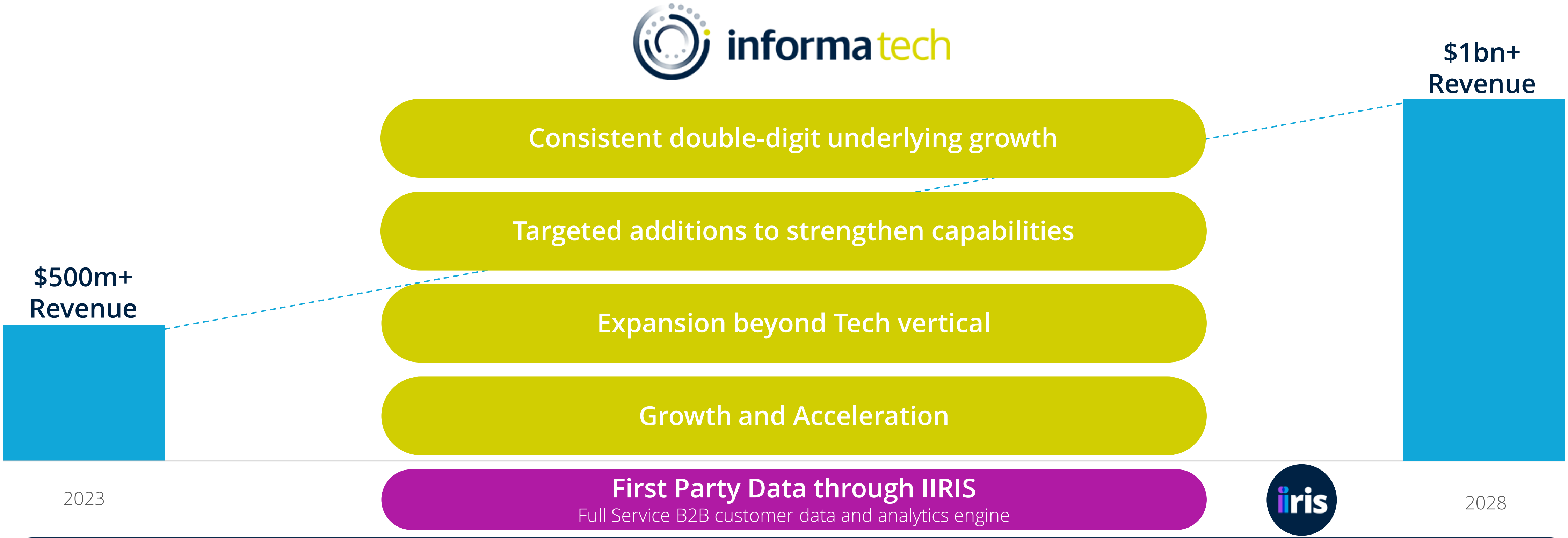
Synthesising both **Offline (B2B Events) and Online data**

Integrating Audiences from our **open publisher network**

Offering **self-service and client workflow integration**

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

Informa Tech 2023-2028



$1bn+ business in B2B Digital Services for Technology buyers…and beyond

The Informa Group 2023-2025

GAP 2

Academic Markets

Taylor & Francis

- 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

informa markets · informa connect

- 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

informa tech · iris

- 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

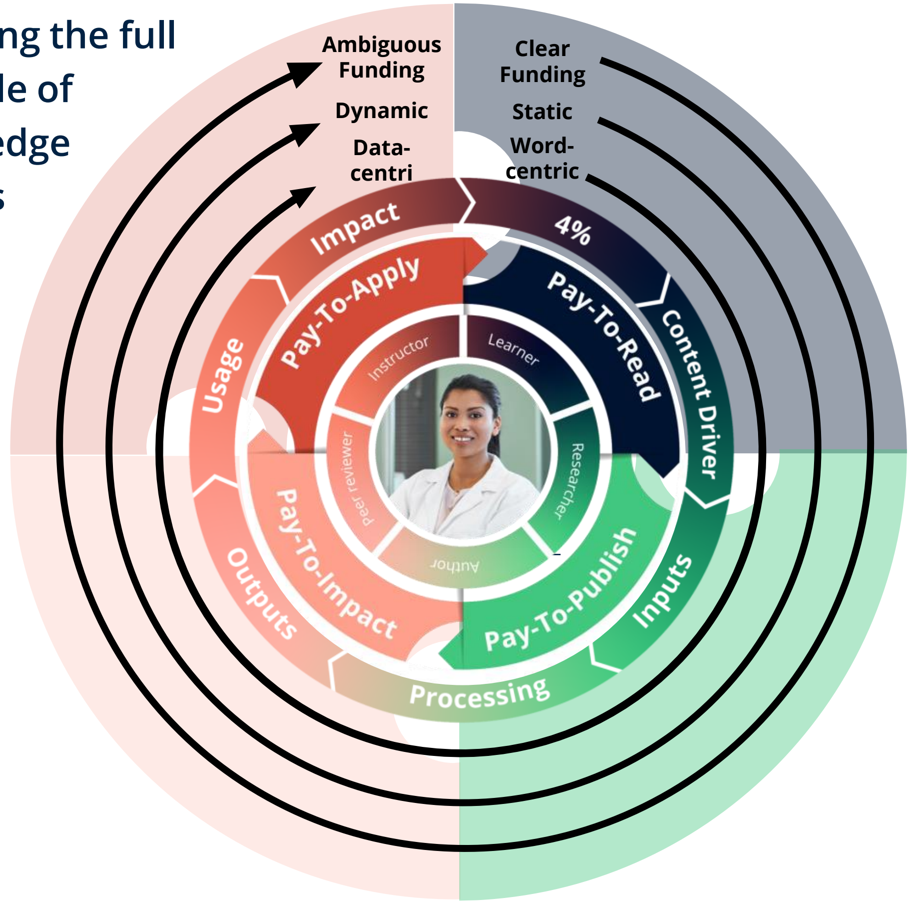
Academic Markets growth through Open Research Expansion

Taylor & Francis

- 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

Target for 4% underlying growth post *GAP 2*

Targeting the full life cycle of Knowledge Makers



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

40k+ Exhibitors

1.5m+ Attendees

CATEGORY	BRAND	LOCATION	REVENUE	EXHIBITORS	ATTENDEES	NET SQ. M	REVENUE vs 2019
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 Intnl**	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%

87%+ revenue v 2019

2023 to date

12k+ Exhibitors

450k+ Attendees

CATEGORY	BRAND	LOCATION	REVENUE	EXHIBITORS	ATTENDEES	NET SQ. M	REVENUE vs 2019
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%

95%+ revenue v 2019

* 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

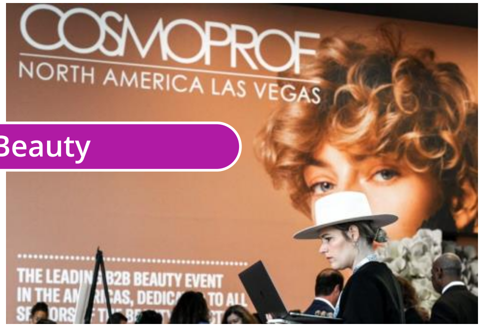
Tahaluf - geographic markets

- **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**

Planned Schedule 2023

Q1

- **Infrastructure** (Hotel & Shop Plus)
- **Consumer Services** (Hi Innovation Week)
- **Lifestyle** (Guzhen Lighting Expo)
- **Hospitality** (China Clean Expo)

Q2

- **Beauty** (*China Beauty Expo*)
- **Hospitality** (*Hotelex Shanghai, China Bakery Expo*)
- **Healthcare** (*CPHI, Medtech China, P-Mec China*)
- **Consumer Services** (*CBME*)
- **Infrastructure** (*Windoor*)

Q3

- **Lifestyle** (*Furniture China Expo*)
- **Technology** (*CIOE, Elexcon*)
- **Maritime** (*Silk Road Ocean Expo*)
- **Infrastructure** (*World of Concrete Asia*)
- **Jewellery** (*Hong Kong Gem Fair*)

Q4

- **Hospitality** (*Hotelex Shenzhen, FHC Shanghai GlobalFood Trade Show*)
- **Maritime** (*Marintec*)
- **Healthcare** (*Dentech China*)
- **Lifestyle** (*Guzhen Lighting Autumn Expo*)
- **Beauty & Aesthetics** (*Anti-Aging Medicine World Congress*)
- **Beauty** (*Cosmoprof Asia*)

Major Brands	Q1	Q2	Q3	Q4
	c.10 events	20+ events	10+ events	15+ events

Progressive return in 2023, with full participation and return through 2024

Guidance for 2023

2023 Market Guidance[1]

- 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

[1] GBP/USD exchange rate of 1.25

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

£594m
Revenue in 2022

£207m
Adj. Op. Profit in 2022

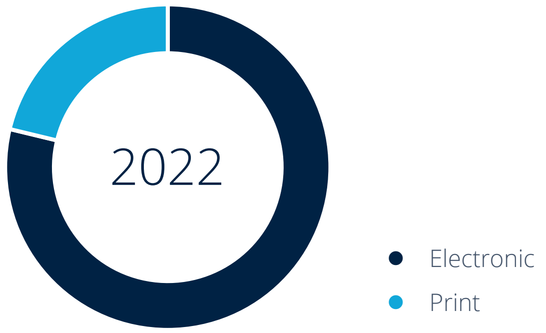
3%
Underlying Growth in 2022

c.25%
Group Revenue in 2022

c.26%
Continuing Revenue

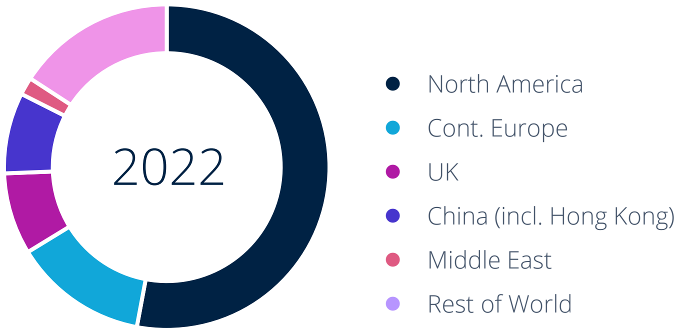
2,600+
Colleagues

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

£952m
Revenue in 2022

£172m
Adj. Op. Profit in 2022

47%
Underlying Revenue Growth in 2022

c.40%
Group Revenue in 2022

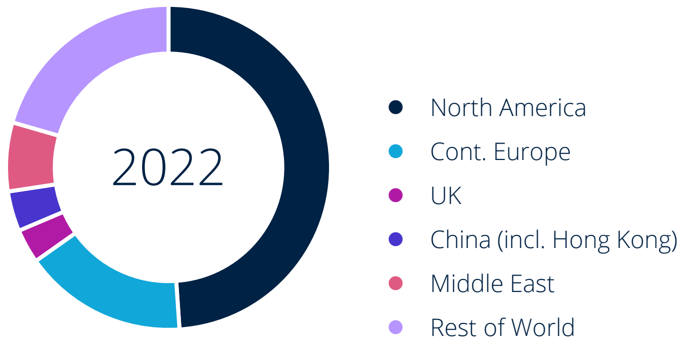
c.42%
Continuing Revenue

3,900+
Colleagues

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**

£396m
Revenue in 2022

£56m
Adj. Op. Profit in 2022

46%
Underlying Revenue Growth in 2022

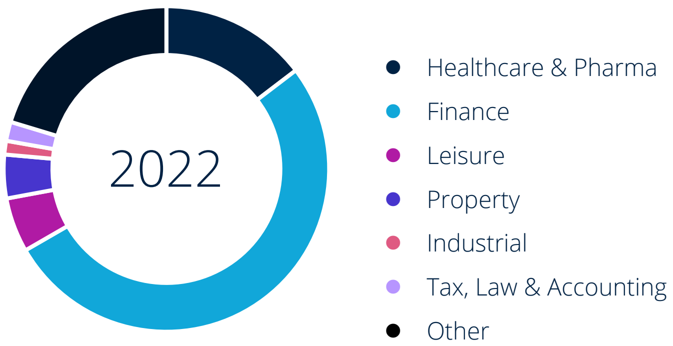
c.17%
Group Revenue in 2022

c.18%
Continuing Revenue

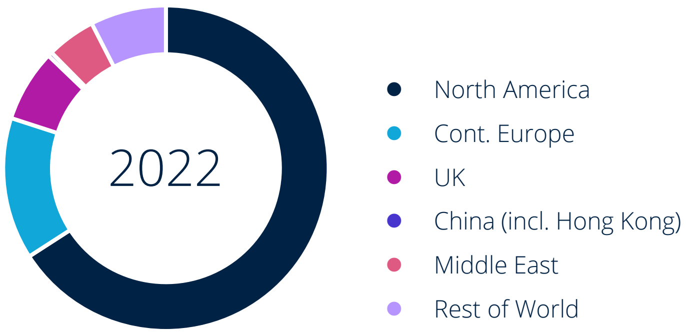
1,500+
Colleagues

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.

£321m
Revenue in 2022

£62m
Adj. Op. Profit in 2022

43%
Underlying Revenue Growth in 2022

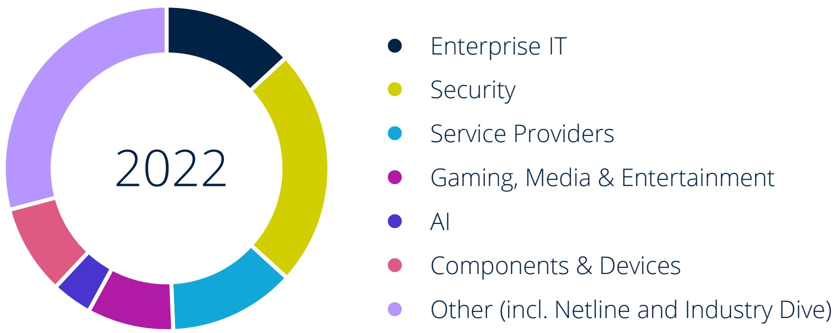
c.13%
Group Revenue in 2022

c.14%
Continuing Revenue

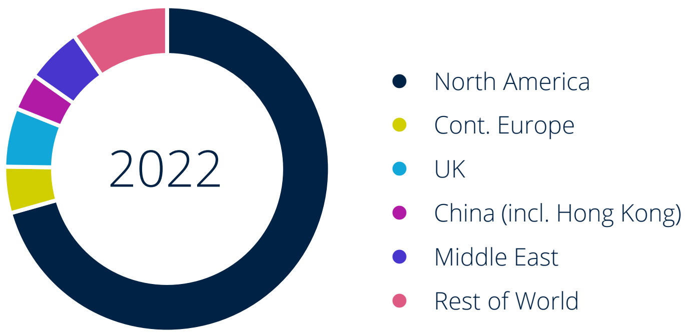
1,500+
Colleagues

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	1st July 2013
Underlying ISIN	JE00B3WJHK45
Depositary Bank	BNY Mellon

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

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informa

Thank you

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