informa

2020 Full-Year Results

Continuing Stability & Security

22 April 2021

www.informa.com

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Knowledge & Information Economy through COVID-19

1000%
increase in number of virtual events through COVID-19
Source: Forbes

Online market platforms

High-quality research

894%
growth in use of Microsoft Teams through lockdown period
Source: Business of Apps

Data delivery

2m+
downloads of T&F free COVID-19 OA articles
Source: internal

Spotify

130m
Paid subscribers to Spotify reached through lockdown
Source: Spotify

2bn
Visits to Twitter's COVID-19 page
Source: Twitter

Virtual Events

150m
Downloads of COVID-19 academic research papers
Source: International Association of Scientific, Technical and Medical Publishers

Online partnering

500%
increase in House Party downloads in first week of March
Source: Business of Apps

Webinars

Subscriptions

Critical data insights

JOHNS HOPKINS UNIVERSITY

400%
increase in paid traffic to John Hopkins website
Source: SEMrush

1.9ZB
forecast 2020 internet video traffic
Source: OMDIA

Online Training

zoom

300m+
Zoom meeting participants in April 2020
Source: Business of Apps

Digital content

Marketing Services

The Informa Group in 2021

1. Continuing Stability and Security in financing, costs, customer relationships and Colleague communities
2. Continuing strength and improving growth in Subscriptions-led businesses
3. The Transition Year for physical B2B events, ahead of Revitalisation & Growth in 2022-2024
4. Growing range and depth of B2B Digital Services
5. The power and value of B2B customer data
6. Positive cash flow in Q1 2021. £1bn+ available liquidity and no debt maturities until 2023
7. Commitment to deliver baseline revenues of £1.7bn, even without broader recovery in physical events
8. The power of B2B event platforms to connect qualified buyers and sellers at scale, efficiently
9. Continue to move FasterForward on ESG
10. John Rishton confirmed as next Informa Chair, effective from the AGM in June

Strong belief in market specialisation and the power of data and technology within specialist markets

Stability & Security at Informa

Specialist Data & Intelligence | **B2B Audiences & Platforms** | **Advanced Learning & Knowledge**

Championing the Specialist

Specialist Markets

- Cyber Security
- Hospitality & Food
- Behavioural Science
- Clinical Trials
- Beauty & Aesthetics
- Retail Financial
- Artificial Intelligence
- Biotech
- Physical Sciences
- Healthcare

Specialist Content	B2B Marketplaces	Subscriptions	High-Quality Research
Forward-Booked Revenue	Specialist Data	Specialist Brands	Customer Relationships
Engaged & Inclusive Group Culture	Specialist Knowledge	Depth in Specialist Markets	Specialist Marketing Services
First Party Customer Data	Recurring Revenue	Virtual Events	Digital Platforms & Solutions

2020 Key Financial Highlights

- **Performance:** Full year financial results in line with guidance
- **Group Revenue:** £1,661m versus £2,890m in 2019
- **Adjusted Operating Profit:** £268m versus £933m, with £600m+ of direct and indirect cost savings delivered by year-end
- **Statutory Operating Loss:** £880m, including one-off COVID-19 non-cash impairment of goodwill, one-off COVID costs
- **Positive Operating Cash Flow:** £231m versus £965m in 2019, with debt rescheduling and one-off COVID-19 costs resulting in Free Cash outflow of £154m
- **Strengthened Balance Sheet:** Net debt reduced to £2,030m versus £2,658m

Financial results in line with guidance, reflecting the significant impact of COVID-19

Strength in Subscriptions-led businesses in 2020

informa intelligence

+4.7% underlying profit growth

- **Specialist B2B data and content** with +7% increase in active users
- Over **550 analysts and editors** focused on specialist markets
- Increased portfolio focus: **Pharma**, **Finance** and **Maritime**
- **90%+** renewal rates, strength in all three markets
- **Strong ACV growth** in 2020, with further acceleration into **Q1 2021**
- **+1.8% underlying revenue growth in 2020**

Taylor & Francis Group an informa business

+1.3% underlying profit growth

- Specialist content with **170k+ subscribers** and **276m articles downloaded** in 2020
- Over **500 editors and specialist content experts**
- **Consistent steady growth** in subscriptions revenue with **90%+** renewal rates
- Strong double-digit growth in **Open Research revenue, with 30k+ OA articles published**
- **Total digital revenue of £400m+** in 2020 (75%+ of revenue)
- **-0.2% underlying revenue growth in 2020**

Consistent performance, improving growth and strong forward visibility

Building Stability & Security in 2020

COVID-19 Action Plan

Secure & Support Colleagues

- Colleague Support Fund
- Unlimited volunteering
- Sabbatical & Flexi-work offers
- 2022 vacation allowance
- Balanced Working Programme

Stable & Secure Financing

- Cancellation of USPP notes
- Oversubscribed equity addition
- £790m Euro/Sterling bonds
- Removal of all financial covenants

Effective Cost & Cash Management

- Cost recovery at postponed events
- Removal of discretionary spend
- Postponement of recruitment
- Sabbaticals, Flexi-time offers and Voluntary Severance Programme

Operating Flexibility

- Extended Events Postponement Programme to early Summer '21
- AllSecure Standards
- Localisation of event brands

Championing Customers

- Free access to COVID-related research and data by T&F and II
- Targeted customer support funds
- Enhanced customer service & support

£600m+
Total Savings by end 2020

- **£400m+** direct savings to adjusted operating profit from postponed /cancelled events
- **£200m+** net annualised indirect cost savings secured by the end of 2020 with **£140m+** realised in-year

Stability and Security delivered through COVID-19 Action Plan

Continuing Stability & Security in 2021

The Transition Year

Continuing Stability & Security
- Cash flow positive in Q1
- £1bn+ available liquidity
- No financial covenants & no maturities until 2023
- Costs matched to activity levels

Continuing Strength in Subscriptions
- Consistent performance & improving growth
- Positive URG in T&F
- 4%+ URG in Informa Intelligence
- Growth via Value Partnerships

Gradual Return of Physical Events
- Progressive return as permissions and confidence build
- Portfolio strength through major brands in major locations
- AllSecure Standards

Expansion in B2B Digital Services
- Further expansion in virtual/hybrid
- Accelerated platform development via Swapcard and Totem
- Video search, virtual matchmaking, digital registration etc

B2B Data & Customer Insights
- Accelerated data management through Iris
- Demographic, Firmographic & Behavioural data
- Increased customer insight

£1.7bn
Baseline Group Revenue Commitment

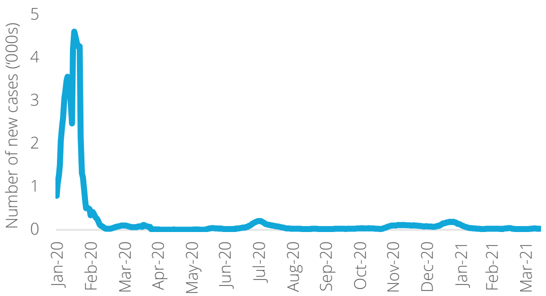
→ A sustainable, positive impact business through **FasterForward**

→ Manage brands and businesses for **Revitalisation & Growth in 2022-2024**

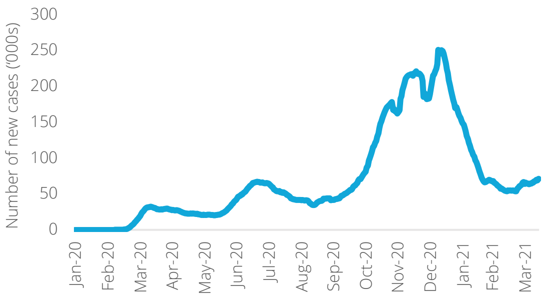
Continued Stability & Security through 2021 Transition Year ahead of 2022-2024 Revitalisation & Growth

Progressive re-opening of physical B2B events markets

China COVID-19 New Case Count (7-day avg.)



US COVID-19 New Case Count (7-day avg.)



USA

Vaccine doses:
c.64 per hundred

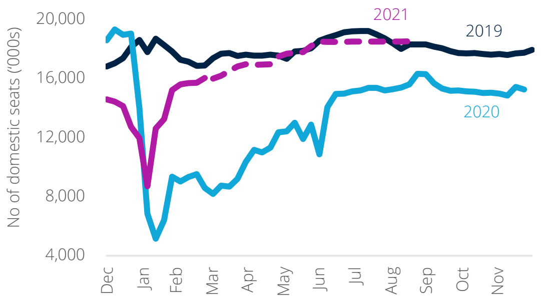
UFI Barometer:
Partially open/ expected to open

Mainland China

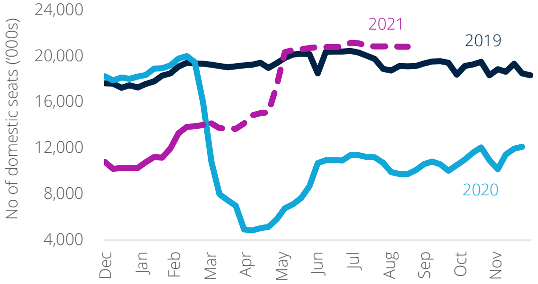
Vaccine doses:
c.14 per hundred

UFI Barometer:
Open

China Domestic Airline Seat Capacity (Weekly)



US Domestic Airline Seat Capacity (Weekly)



UAE

Vaccine doses:
c.99 per hundred

UFI Barometer:
Open

Italy

Vaccine doses:
c.26 per hundred

UFI Barometer:
Partially open/ expected to open

Sources: Our World in Data, CAPA, BBC

Gradual Return of Physical B2B Events

Mainland China

- 45+ events staged post-COVID-19 since June 2020
- >1.2m total attendees since June 2020
- Record numbers at **Hotelex Shanghai:**
  - Exhibitors +12% vs 2019
  - Audience +61% vs 2019 (250k+)
- Domestic participation at pre-COVID levels
- Strong forward bookings for 2021 events, with revenues tracking at c.80%± of 2019 levels

Furniture China (Sep 20)

Hotelex (Mar 21)

North America

- **Outdoor:** Four US boat shows since Nov
  - Fort Lauderdale International Boat Show, with c50k visitors
- **Indoor**: Targeted **Magic** fashion event in Orlando in Feb 2021
  - AllSecure rapid onsite testing
  - c200 exhibitors and c4,000 participants
- Major B2B events scheduled from June in Las Vegas, starting with **World of Concrete**

FL Boat Show (Nov 20)

Magic (Feb 21)

Rest of World

- **Australia**: 5 events staged in 2021 to date
- 20+ events staged across **Asia** (ex-China) since Sep 20, including:

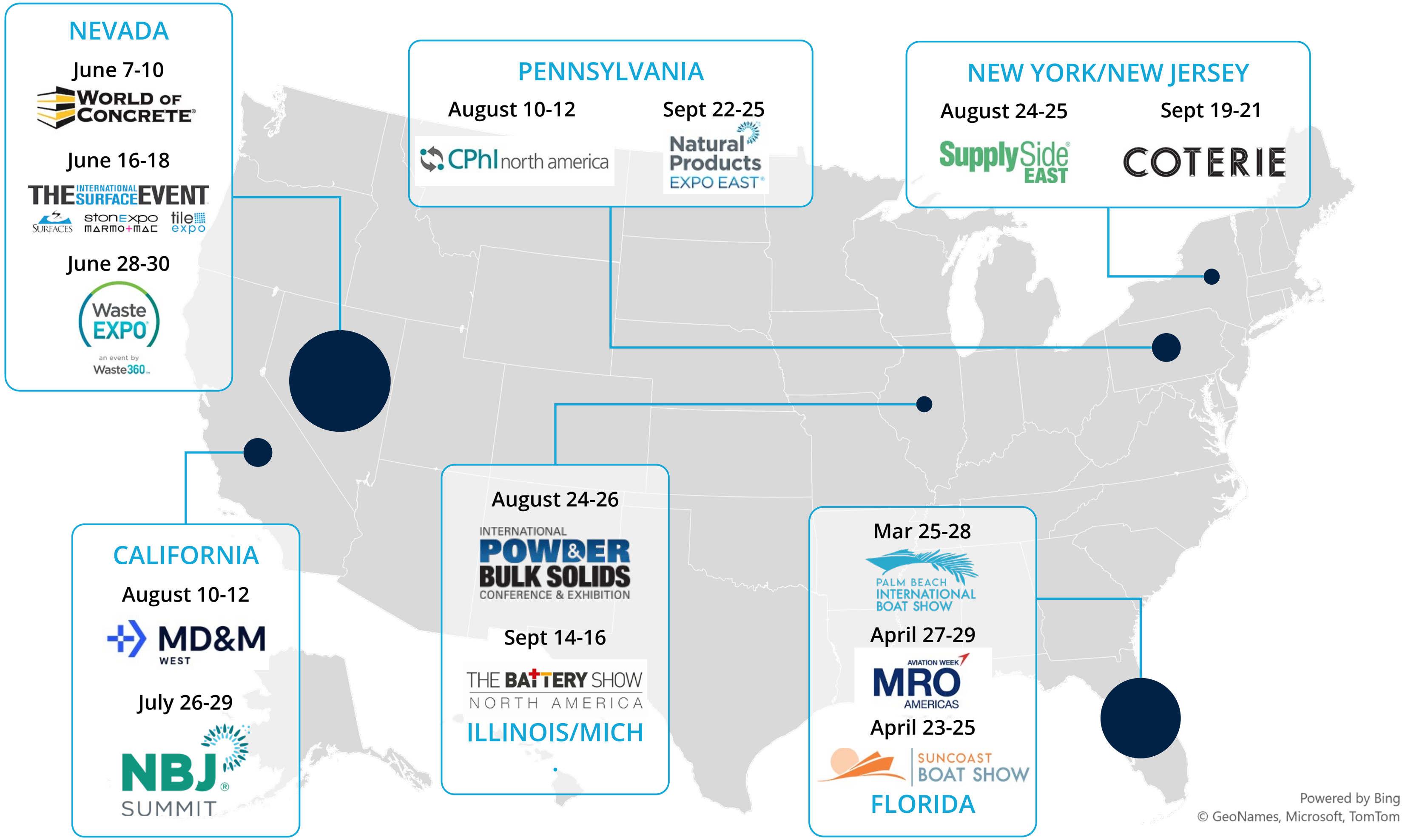
  Taiwan | Japan | Thailand | South Korea
- **ROW**: Physical events staged in:

  Dubai | Egypt | Turkey

Cityscape Egypt (Nov 20)

Agri-Tech Taiwan (Nov 20)

Gradual Return of Physical B2B Events in the US



Key Informa US Event locations
(size of bubble reflects relative size)

COVID-19 Roadmap in key US states

Nevada	Large gatherings permitted at 50% venue capacity from 1 May, subject to county approval
Florida	Large gatherings of all sizes permitted, with State safety guidelines encouraged
California	Plan to fully reopen in June with Events up to 5,000 permitted, subject to proof of negative test / vaccine
Pennsylvania	Event venues re-opened in April at 33% capacity, subject to indoor/outdoor limits
New York	Event venues re-opened in April at 33% capacity, subject to indoor/outdoor limits
Illinois	Gatherings currently permitted but limited to lesser of 25% venue capacity or 25 people indoors

Revitalisation and Growth through 2022-2024

Market and Geographic Reach of Informa's B2B Event Brand Portfolio (% of 2019 physical events revenue)

1 Major B2B Brands

Power Brands	Market Brands	Local Brands
64%	28%	8%
eg Arab Health	eg AI Summit	eg Bride Dubai

$\underbrace{\text{Power Brands} + \text{Market Brands}}_{92\%}$

2 Brand Strength

20 years+	5-20 years	20 years+
64%	31%	5%

3 Participant Profile

Domestic & Short Haul Regional	Long Haul International
76%	24%

4 Connectivity Scale

15k+ attendees	1k-15k	<1k
60%	28%	12%

$\underbrace{\text{15k+ attendees} + \text{1k-15k}}_{88\%}$

5 Major Locations

North America	M.land China	UAE	ROW
40%	12%	6%	42%

$\underbrace{\text{North America} + \text{M.land China} + \text{UAE}}_{58\%}$

6 Major Trade Routes

Primary destinations	Secondary destinations
71%	29%
eg Shanghai, Dubai, Las Vegas	Eg Ho Chi Minh City, Doha, Austin

7 Revenue Scale

\$10m+ Brands	\$1-10m Brands	<\$1m Brands
45%	36%	19%

$\underbrace{\text{\$10m+ Brands} + \text{\$1-10m Brands}}_{81\%}$

8 Customer Market Growth

GDP+ growth	GDP growth	Sub-GDP growth
74%	10%	16%

Major Trade Routes defined as top 50 airports by 2019 aircraft movements (CAPA)

Revitalisation & Growth through 2022-2024

2021
The Transition Year

- Stability and Security in Financing, Costs, Customer relationships and Colleagues
- Continued strength in Subscriptions-led businesses
- Further expansion in B2B Digital Services
- Accelerated data management through Iris
- The Transition Year for physical events
  - Manage brands for 2022-2024 Revitalisation & Growth
  - Brand scheduling – in-sync/out of sync, leap year
  - Localisation of events
  - Virtual and Hybrid solutions
  - 2022 forward commitments
- Cashflow positive in Q1 2021

2022-2024
Revitalisation & Growth

- Growth acceleration across the Group
- Further growth and expansion in Informa Intelligence
- Continued acceleration in Open Research in Taylor & Francis
- Physical events Revitalisation and Growth
  - Power of B2B face-to-face platforms
  - Virtual / Hybrid a core part of the brand proposition
  - B2B Digital Services a material revenue contributor
  - B2B Data Solutions through Iris
- Continued investment for long-term growth
- Growing profits with strong cash conversion

Managing B2B Brands and Businesses in 2021 for Revitalisation & Growth in 2022-2024

Financial Stability & Security

Gareth Wright
Group Finance Director

2020 Full-Year Income Statement

	2020 £m	2019 £m
Revenue	1,660.8	2,890.3
Adjusted Operating Profit	**267.8**	**933.1**
Adjusted Operating Margin	16.1%	32.3%
Net Adjusted Finance Costs	(97.4)	(111.7)
Adjusted Profit before Tax	**170.4**	**821.4**
Adjusting Items	(1,310.1)	(502.7)
Statutory (Loss)/Profit before Tax	**(1,139.7)**	**318.7**
Adjusted Tax Charge	**(25.6)**	**(156.1)**
Effective Tax Rate	15.0%	19.0%
Adjusted Profit	**144.8**	**665.3**
Non-controlling Interests	(3.9)	(20.6)
Adjusted EPS (diluted)	**9.9p**	**51.0p**

Group Revenue

- Consistent and recurring subscription revenues
- Significant COVID-19 impact on physical events
- Strong contribution from specialist media, marketing services and virtual events activities

Adjusted Operating Profit

- £600m+ of direct and indirect cost savings delivered by the end of 2020

Net Financing Costs

- Lower interest due to lower average debt and lower cost of debt

Adjusting Items

- COVID-19 non-cash goodwill impairment £592.9m, the same as H1
- Intangible amortisation of £291.8m
- One-off restructuring costs of £77.6m

2020 Full-Year Divisional Summary

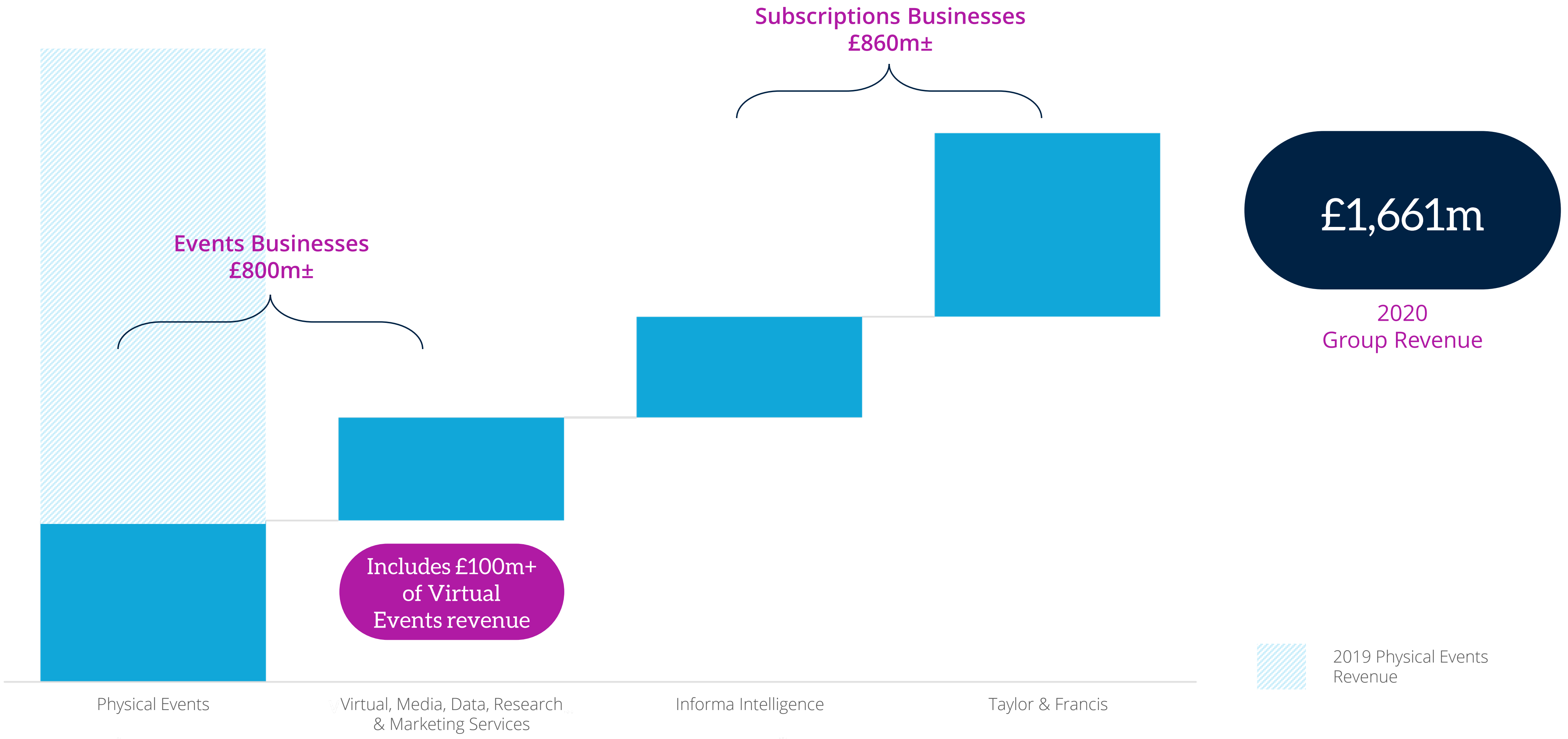
	2020 £m	2019 £m	Reported %	Underlying %
Revenue				
Informa Markets	**524.4**	1,437.7	**(63.5)**	(62.7)
Informa Connect	**124.2**	286.1	**(56.6)**	(55.1)
Informa Tech	**150.9**	256.2	**(41.1)**	(45.9)
Informa Intelligence	**305.3**	350.7	**(12.9)**	1.8
Taylor & Francis	**556.0**	559.6	**(0.6)**	(0.2)
Group	**1,660.8**	**2,890.3**	**(42.5)**	**(41.0)**
Adjusted Operating (Loss)/Profit				
Informa Markets	**(25.7)**	490.6	**n/a**	n/a
Informa Connect	**(23.6)**	46.6	**n/a**	n/a
Informa Tech	**(1.9)**	71.4	**n/a**	n/a
Informa Intelligence	**103.0**	107.3	**(4.0)**	4.7
Taylor & Francis	**216.0**	217.2	**(0.6)**	1.3
Group	**267.8**	**933.1**	**(71.3)**	**(70.8)**
Operating Margins %				
Informa Markets	**n/a**	34.1		
Informa Connect	**n/a**	16.3		
Informa Tech	**n/a**	27.9		
Informa Intelligence	**33.7**	30.6		
Taylor & Francis	**38.8**	38.8		
Group	**16.1**	**32.3**		

Informa Intelligence
- Consistent underlying growth in 2020
- Subscription renewal rates at 90%+
- Improved margin through portfolio management
- Lower profits due to full year impact of portfolio management

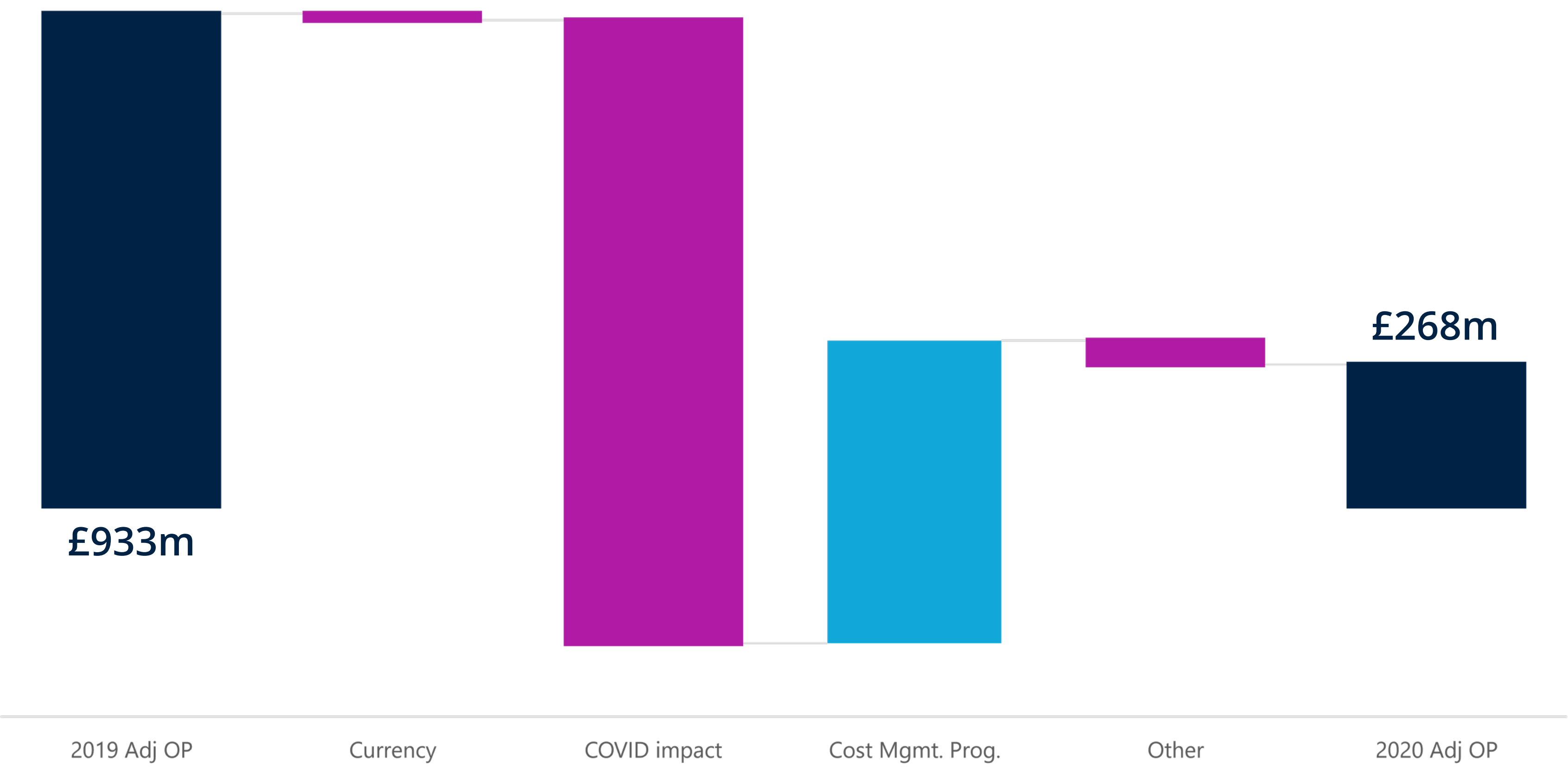
Taylor & Francis
- Strong digital subscription renewals
- Significant growth in e-books revenue
- Continued strong growth in Open Access
- COVID-19 supply chain and US retail impact on physical books

Informa Markets / Informa Connect / Informa Tech
- Strong start to the year, ahead of COVID-19 disruption including c£275m pre-COVID revenue
- Extended Events Postponement Programme
- Cost & Cash Management programme
- More than 500 virtual events
- Return of physical events in Mainland China from June onwards

Sources of Revenue in 2020



Adjusted Operating Profit in 2020



Adjusted OP in 2020

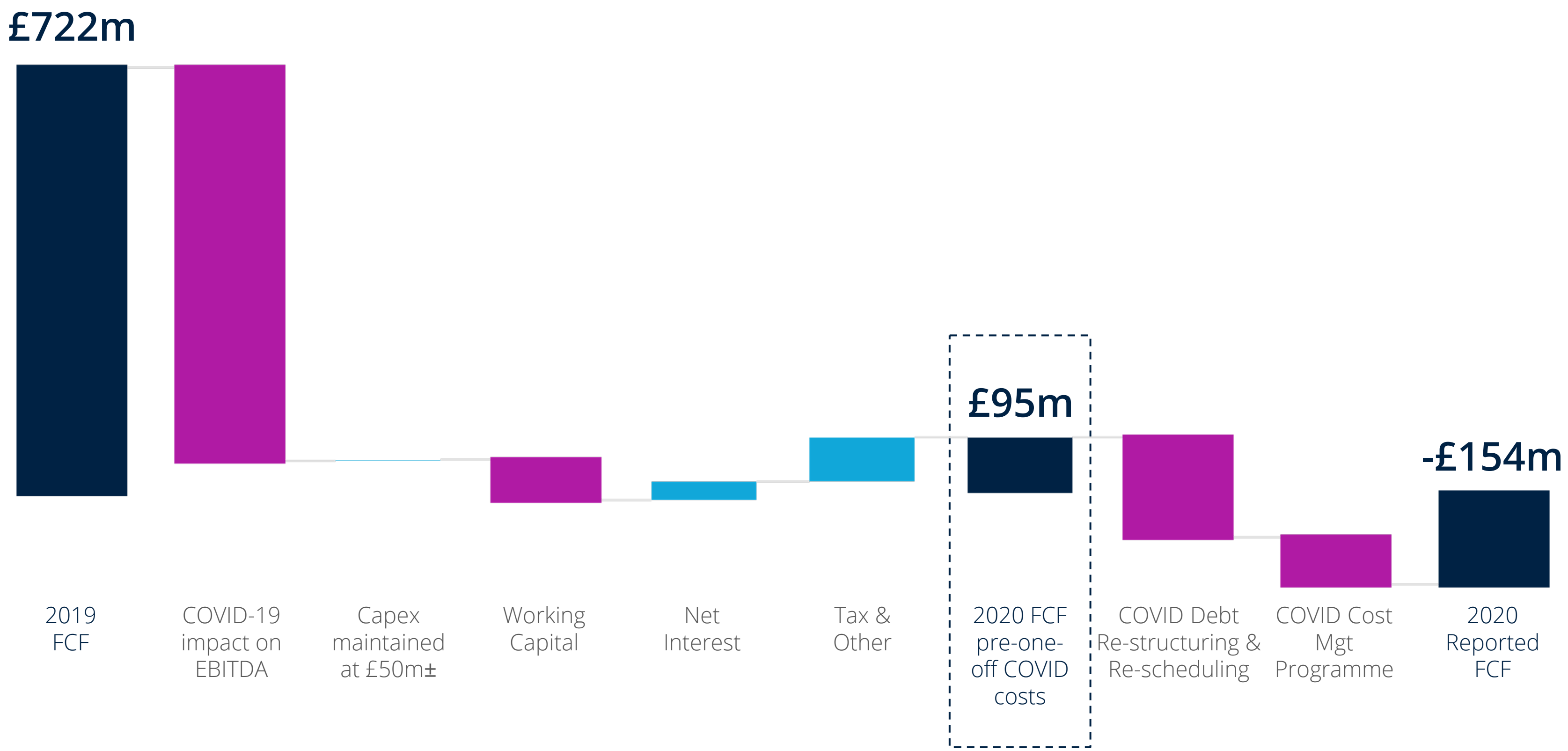
- Underlying profit growth at Subscriptions-led businesses
- Significant impact on physical events profits due to COVID-19
- £540m+ direct and indirect cost savings within 2020

16%

2020 Adjusted Operating Margin

2020 Adjusted Operating Profit supported by major Cost Management Programme

Cash Flow Movements in 2020



Free Cash Flow in 2020

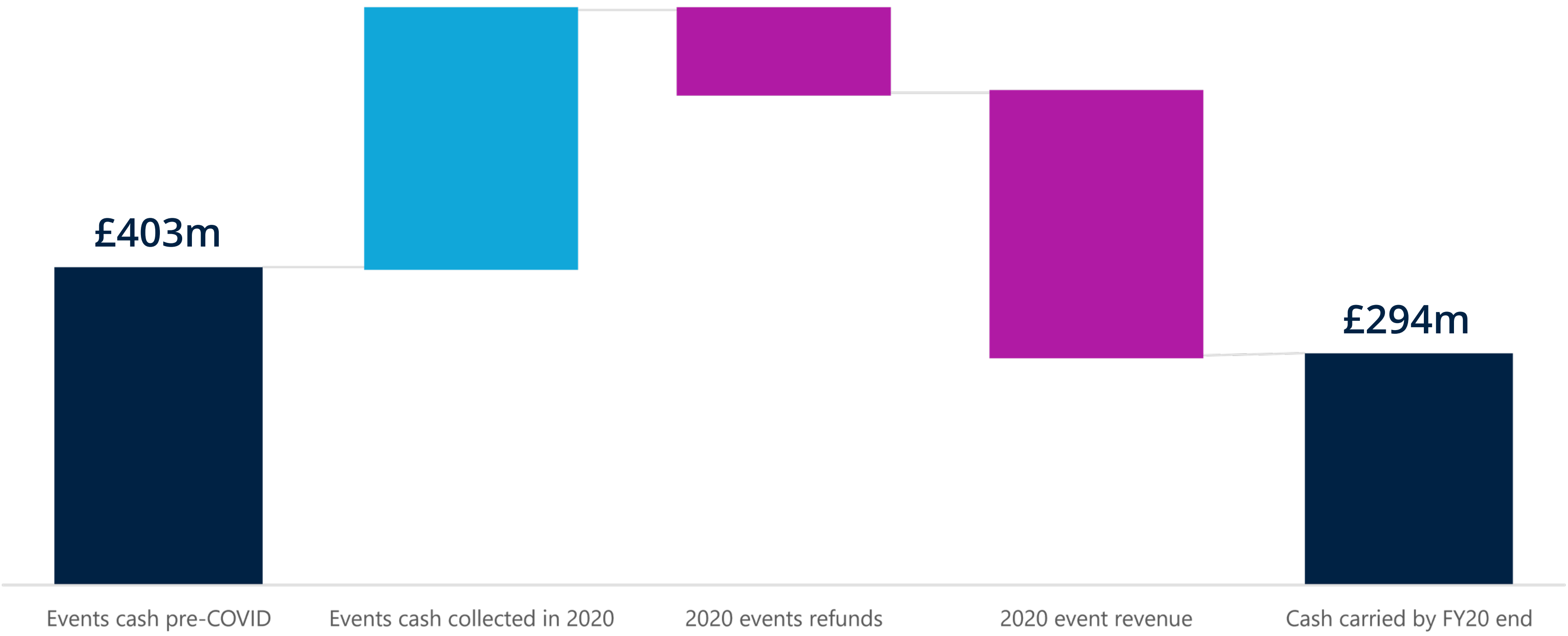
- Focus on cash management and cash controls
- Capex maintained at 2019 level
- Lower net interest and tax pre one-off COVID-related costs
- Lower EBITDA due to COVID-19 impact on physical events
- One-off COVID costs from Cost Mgt & Financing Programmes

£95m

2020 FCF pre-COVID costs

Positive Free Cash Flow before one-off COVID-19 cash costs

B2B Events Cash Movements in 2020



B2B Events Cash in 2020

- Continued commitment to forward bookings
- Low level of refund requests
- Physical events return from June 2020
- £300m± cash collected for future events in 2020

£300m±

Events cash carried forward at 31 Dec 2020

Continued cash commitments from customers towards future B2B Events

Benefits of targeted Cost Management Programme

Cost Management Programme

£400m+		£200m+	
Direct Cost Savings		**Indirect Cost Savings**	
• Venue rental • Venue services • General contracting • Security	• Insurance • Marketing & Promotion • COVID exceptional costs	• Recruitment Pause • Rewards Phasing • Discretionary Costs • Employment Flex • Project Review • Procurement • Property Review	• Sabbatical Prog. • Senior Mgt Salary Sacrifice • Voluntary Severance Prog. • Balanced Working Prog.

*No access to UK government furlough funds or other government employee support schemes

£140m+

2020 in-year benefit of indirect savings

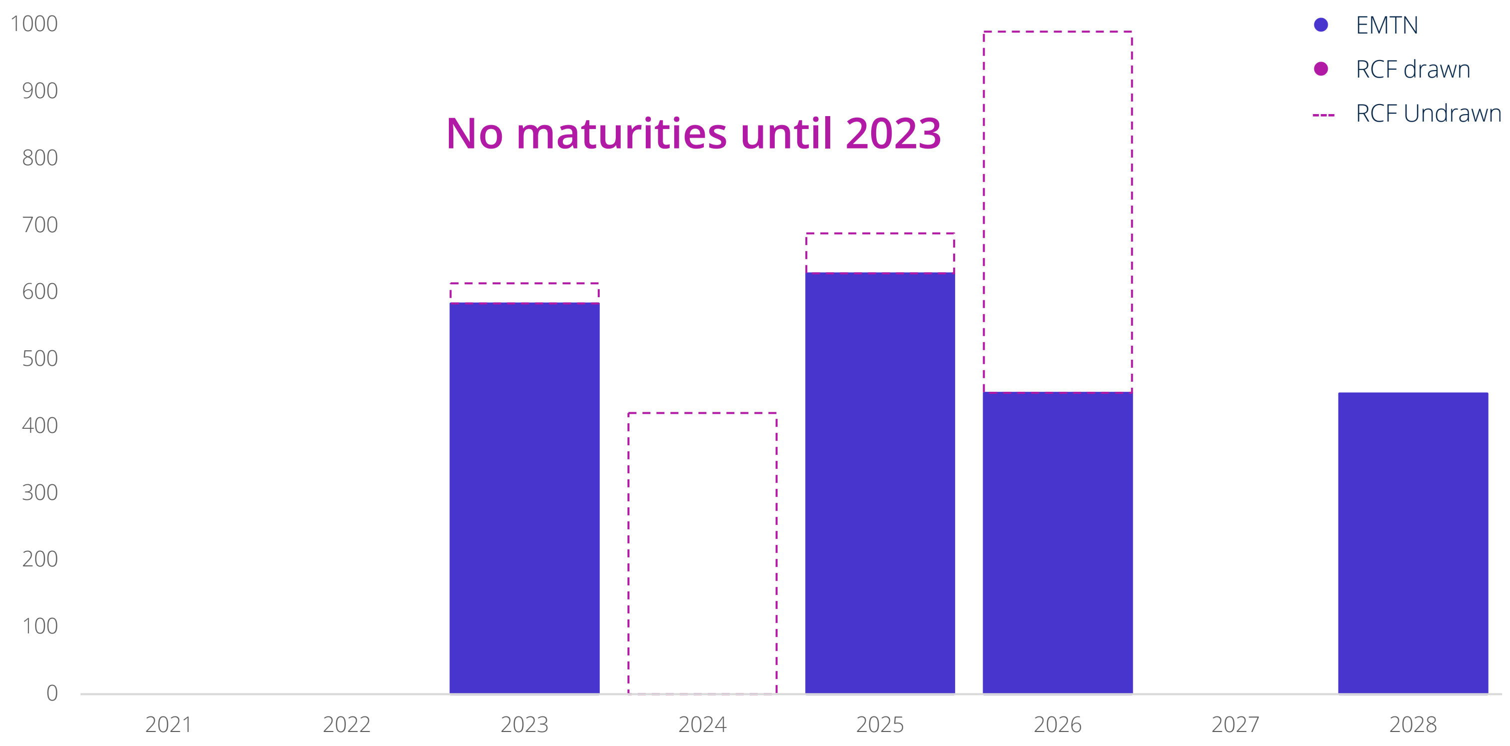
£78m

One-off cost to deliver indirect savings

Cost Management Programme matches the 2021 cost base to current activity levels

Stability & Security in Balance Sheet through to 2023

Debt maturities as at 31 December 2020 (£m)



Substantial liquidity £1bn+
(Undrawn RCF and Cash balances)

No financial covenants

Cashflow positive in Q1 2021

Average debt maturity of 4.8 years

Weighted average cost of debt of 3.8%

No drawn maturities until 2023

Stability and Security in financing through to 2023

Financing Stability and Security through 2021 Transition Year

Continued strength and improving growth in Subscriptions-led businesses

Operating costs matched to current activity levels

Focus on reducing leverage and investment for long-term growth

Growth in B2B Digital Services supporting gradual return of physical events

Cash positive in Q1 2021, with £1bn+ liquidity and no financial covenants

Specialist brands, robust business model and flexible long-term financing

Flexible financing and strong cash conversion through 2022-2024 Revitalisation and Growth

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Continuing Stability & Security

Stephen A. Carter
Group Chief Executive

Informa Colleagues and COVID-19

- Wellbeing Services
- Unlimited volunteering
- Rapid & seamless shift to remote working
- 2022 Vacation Bonus
- 2021-2024 Equity Revitalisation Plan
- Flexi-time Offers
- Bio-Secure Offices
- 2020 Sabbatical Programme
- COO Board Appointment
- Pulse Surveys
- Balanced Working Programme
- Record Colleague Engagement
- Enhanced pastoral support
- Multi-channel engagement
- Colleague Support Fund

Focus on securing and supporting Informa's talent

Subscriptions strength at Informa Intelligence

Pre-GAP[1] — informa intelligence — 2021

Pre-GAP[1]
- Disparate set of assets
- Limited investment
- Lack of portfolio depth and focus
- Sales-led approach
- Content driven
- Shrinking revenues & limited visibility

Underlying Revenue Growth

Citeline
Informa Pharma Intelligence

Scrip
Informa Pharma Intelligence

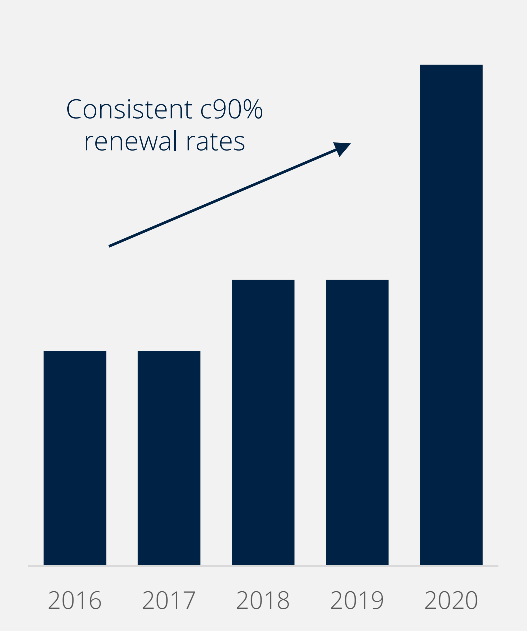
FBX
Informa Financial Intelligence

EPFR
Informa Financial Intelligence

Lloyd's List
Maritime intelligence

Lloyd's List Intelligence
Seasearcher

Subscription Renewal Rates



2021
- Specialist brands in specialist markets
- Consistent product investment
- Portfolio focus: Pharma, Finance & Maritime
- Customer & Market-led approach
- Product, data & technology driven
- Improving growth & forward visibility

[1]2014-2017 Growth Acceleration Plan

Unlocking further growth and value in Informa Intelligence

Specialist Market:
Clinical Trials Patient Recruitment

Citeline
Informa Pharma Intelligence
Skipta
Citeline Engage

- Clinical trials intelligence, research, medical social networks and workflow tools for Pharma companies and CROs
- Deep data on historical and current clinical trials, investigators and sites in 180+ countries
- $70m± revenue, with subscriptions revenue >85%

TrialScope

- Clinical trial disclosure compliance, trial transparency and patient engagement
- Subscriptions revenue >80%
- 17 of the top 20 clinical trial sponsors globally
- More than 12,000 users managing 67.000 trials with Trialscope

Citeline + TrialScope

- Addition of Trialscope in 2020, broadening core clinical trials offering into compliance reporting
- Creation of Citeline Connect for patient recruitment
- Speed and quality of recruitment creates opportunity in $3bn+ market

Citeline Connect
TrialScope Disclose

Specialist Market:
Data & Intelligence for US Retail Banks

FBX + NOVANTAS

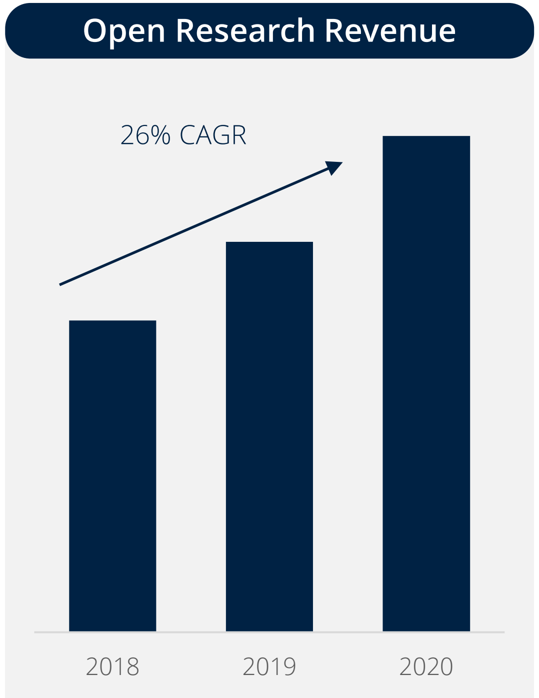
- Proposed Value Partnership structure with Inflexion as co-investor and Informa as majority shareholder
- No cash consideration from Informa
- Combines Data, Capabilities and Reach
- Create a leader in $1bn market for cross-balance sheet decision support

Open Research acceleration at Taylor & Francis

Pre-GAP[1] → Taylor & Francis Group, an **informa** business → 2021

Pre-GAP[1]

- Dependence on library budgets
- Open Access capacity constraints
- Long lead times from submission to publication
- Limited OA options
- No Read & Publish agreements
- Gradual Open Access expansion



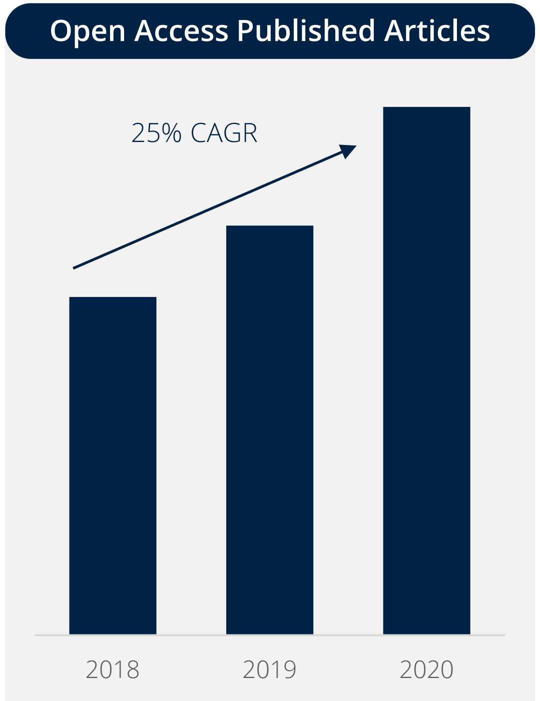
Taylor & Francis OPEN

Taylor & Francis OPEN SELECT

Dovepress

F1000Research

cogent • oa



2021

- Focus on research, institutional & library budgets
- Agile and scalable Open Research platform
- Accelerated speed to market
- 2500+ Journals with OA option, inc. 275+ pure OA Journals
- 15+ long-term Read & Publish agreements
- Strong double-digit growth in Open Research revenues

[1] 2014-2017 Growth Acceleration Plan

Growing range of B2B Digital Services

B2B Digital Services

Specialist Audiences

Specialist Brands

Specialist Connections

First Party Data

Customer Consent

Virtual live speaker

Behavioural Data

Virtual factory tours

Specialist B2B Marketing Services

24/7 virtual partnering meetings

Instant access digital content

Lead qualification services

Profile Data

Campaign activation

Virtual brand showcase

Specialist B2B content

Virtual company booths

Firmographic Data

Online marketplace

Audience access

Virtual event sponsorship

Smart audience profiles

Product specification and categorisation

Digital directories

Demographic Data

Virtual product demos

Virtual matchmaking

Buyer intent data

Over 500 B2B Virtual Events delivered in 2020

informa markets | informa connect | informa tech

- Unlimited Reach
- Broader Customer Opportunity
- Deep pools of data
- No time and calendar constraints
- Enhanced Brand visibility
- Extended Customer engagement

- £100m+ Revenue
- 500k+ attendees
- 1300+ sponsors
- 6500+ exhibitors
- c120 countries
- 300+ Brands

Case Study: CPhI Worldwide – from Physical to Hybrid

2019	2020	2021

Physical Event

CPhI worldwide

- 3-day major event in Frankfurt
- 2k+ exhibitors
- 50k attendees
- Leading destination for global Pharma

Virtual Event

CPhI festival of pharma

- 2 week virtual festival in November:
  1 week content, 1 week connections
- 280+ exhibitors
- 9k+ attendees:
  c.80% new to CPhI, 30% C-Suite
- 36k meeting requests

Hybrid Solution

CPhI discover

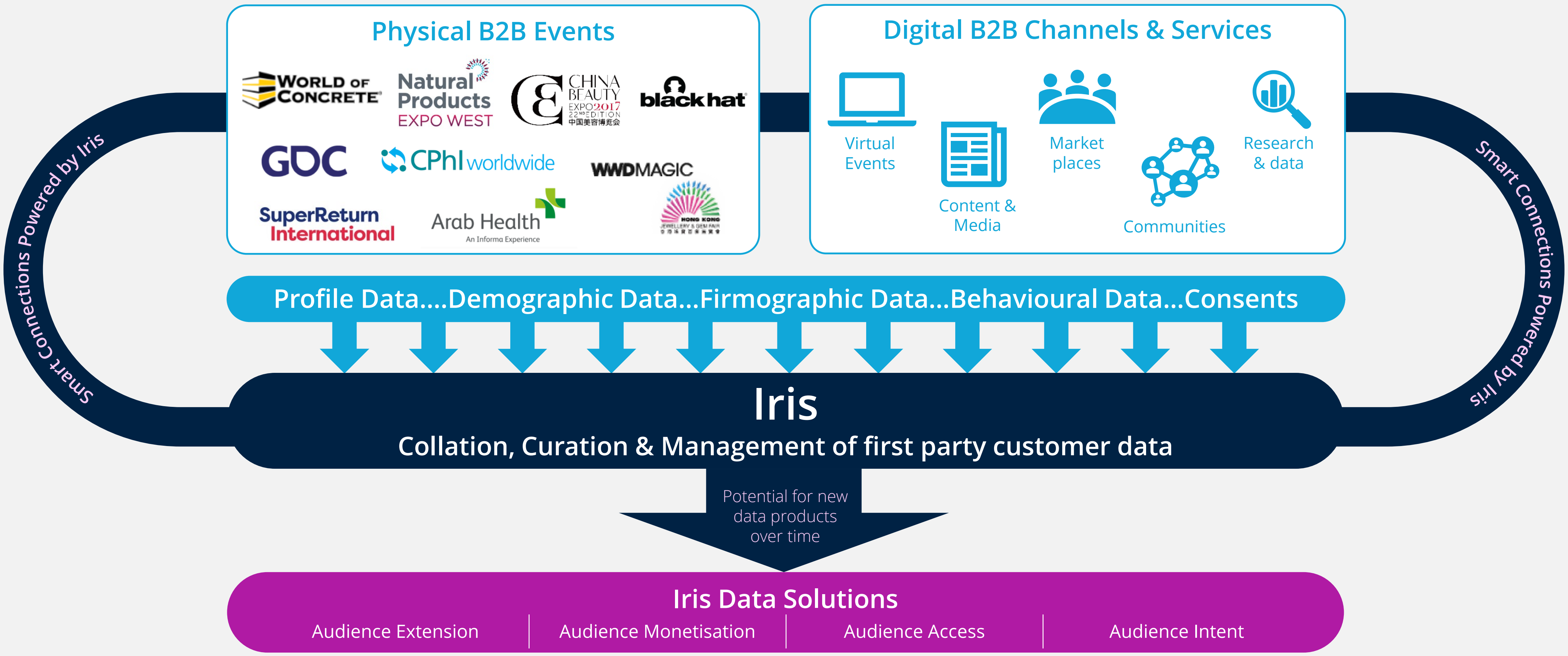
- 5-day virtual event in May:
  3 days content, 5 days connections
- 570+ exhibitors
- 14k+ attendees
- Enhanced virtual event platform

CPhI worldwide

- Physical event scheduled for November in Milan
- Strong customer demand for in-person platform
- Hybrid option also available for remote customer access

Brand extension and increased customer reach through launch of hybrid solution

Accelerated Data Management through Iris



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

informa

FASTER FORWARD

Faster to Zero

United Nations Sustainable Development Goals

12 RESPONSIBLE CONSUMPTION AND PRODUCTION

13 CLIMATE ACTION

- Certified as a **Carbon Neutral Company**
- **Science Based Targets** re-confirmed at more ambitious 1.5° targets by 2030
- 100+ event brands assessed for waste management through **Informa Sustainable Events Management** framework
- Launch of **Better Stands** initiative in EMEA

Sustainability Inside

4 QUALITY EDUCATION

17 PARTNERSHIPS FOR THE GOALS

- 100+ event brands assessed for depth and quality of sustainable content via **Informa Sustainable Events Management** framework. 72% brands scored full marks
- Calculation of **weighted contribution to UN SDGs** from our content and operations.
- 14,600 books and journals included in **SDG Online platform**

Impact Multiplier

8 DECENT WORK AND ECONOMIC GROWTH

10 REDUCED INEQUALITIES

11 SUSTAINABLE CITIES AND COMMUNITIES

13 CLIMATE ACTION

- New **open source content** programmes established in **Taylor & Francis**
- Launch of **Global Leadership Scholarship** for scientists from low income backgrounds by **Informa Connect**
- **Impact Assessment Report** identified **$600m** value created in Las Vegas by 19 events in 2019

99th Percentile

Member of Dow Jones Sustainability Indices
Powered by the S&P Global CSA

A- 2020 rating

CDP DISCLOSURE INSIGHT ACTION

CERTIFIED CARBON NEUTRAL company
CarbonNeutral.com

MSCI ESG RATINGS AA

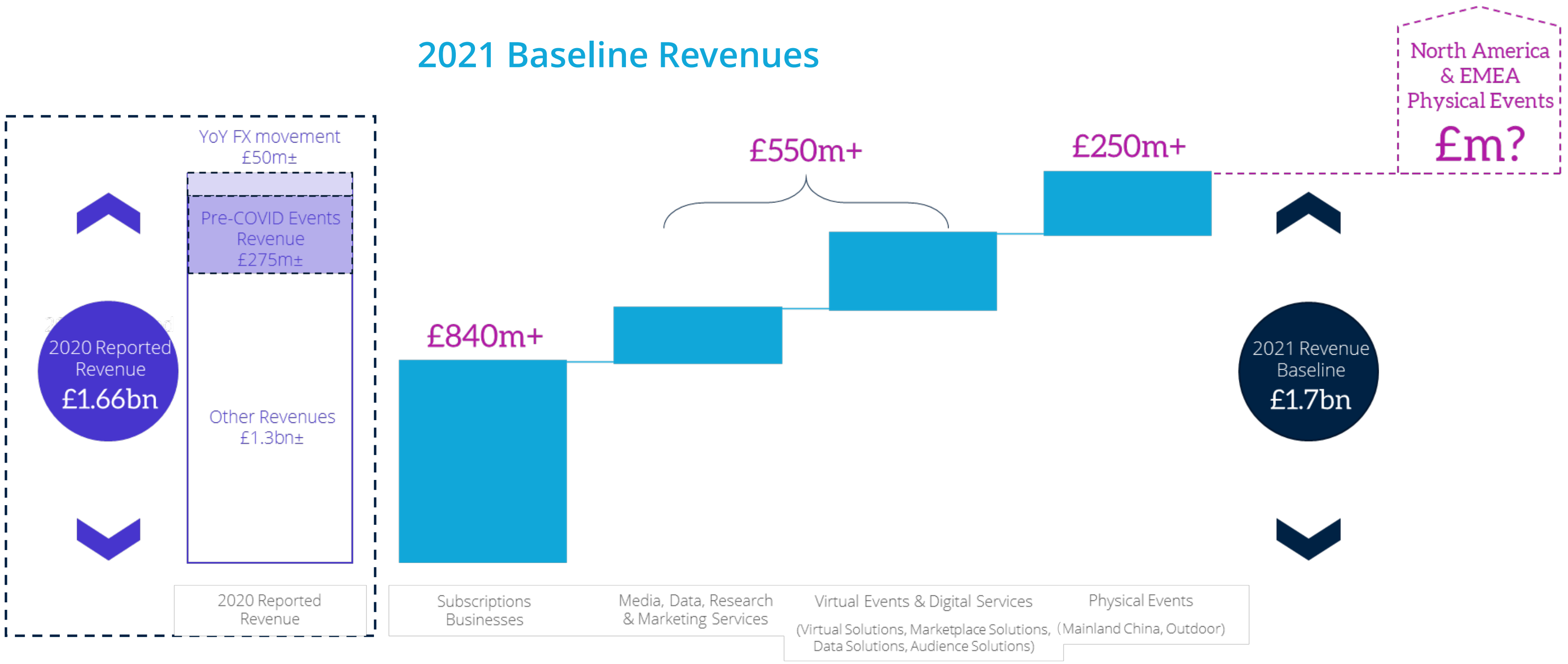
CCC	B	BB	BBB	A	AA	AAA

FTSE4Good

Revenue Stability & Security through 2021

Reprise of H1 2020 Results Presentation:

2021 Baseline Revenues



- Positive underlying revenue growth at **Taylor & Francis**
- 4%+ underlying revenue growth at **Informa Intelligence**
- Growth in Media, Data, Research & Marketing Services
- Expansion of Virtual Events and Digital Services
- Gradual return of physical events ex-Mainland China
- Cash positive in Q1 2021

Commitment to deliver baseline Group revenues of £1.7bn in 2021

The Informa Group in 2021

1. Continuing Stability and Security in financing, costs, customer relationships and Colleague communities
2. Continuing strength and improving growth in Subscriptions-led businesses
3. The Transition Year for physical B2B events, ahead of Revitalisation & Growth in 2022-2024
4. Growing range and depth of B2B Digital Services
5. The power and value of B2B customer data
6. Positive cash flow in Q1 2021. £1bn+ available liquidity and no debt maturities until 2023
7. Commitment to deliver baseline revenues of £1.7bn, even without broader recovery in physical events
8. The power of B2B event platforms to connect qualified buyers and sellers at scale, efficiently
9. Continue to move FasterForward on ESG
10. John Rishton confirmed as next Informa Chair, effective from the AGM in June

Strong belief in market specialisation and the power of data and technology within specialist markets

Appendices

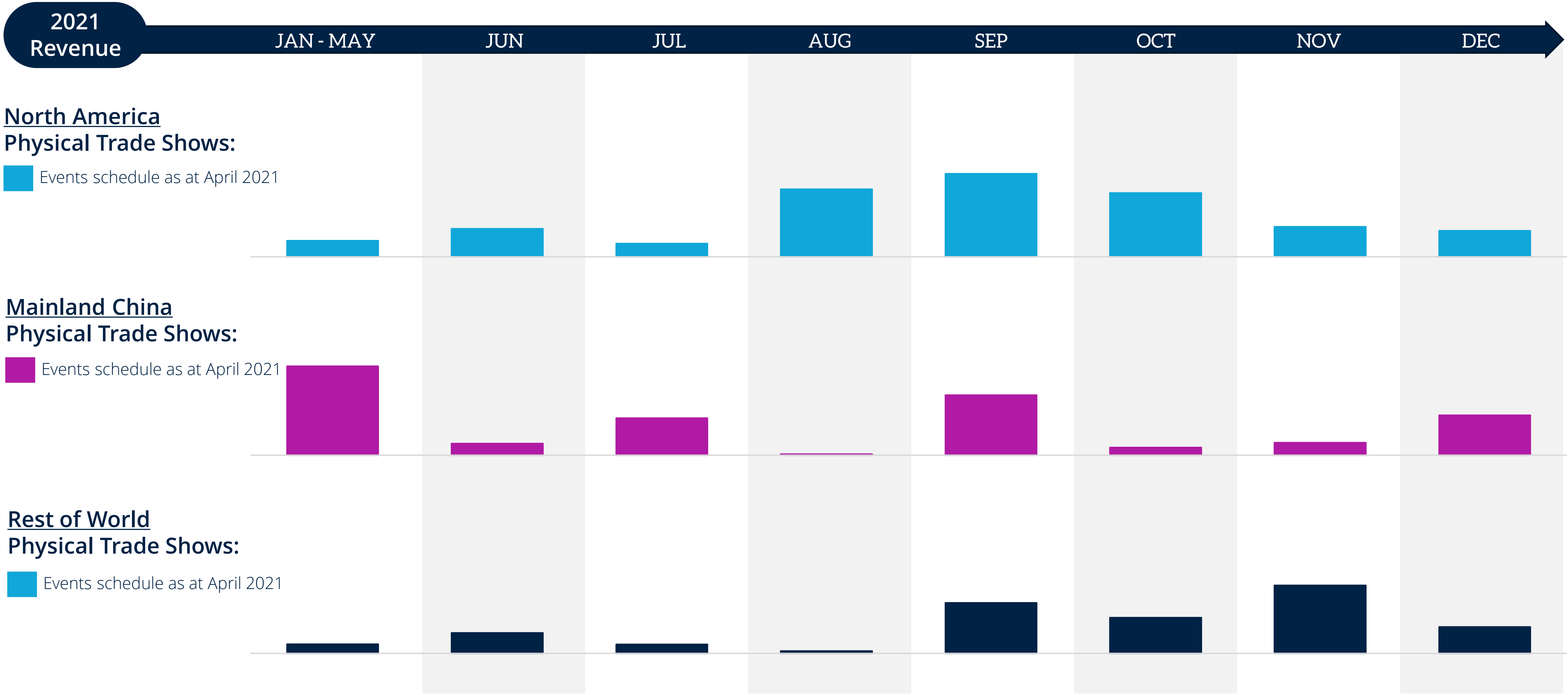
Informa AllSecure

Informa AllSecure is Informa's approach to enhanced health and safety standards at our events following COVID-19

- Best practice guidelines to ensure the highest standards of hygiene and bio-safety
- Developed in partnership with industry peers, venue owners, industry associations and other partners
- Establishing itself as the industry standard
- Securing permissions from authorities and building confidence with participants

Informa AllSecure

Extended B2B Events Postponement Programme



Taylor & Francis Group

an informa business

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*

Key Brands

Routledge – Taylor & Francis Group

Psychology Press – Taylor & Francis Group

ASHGATE

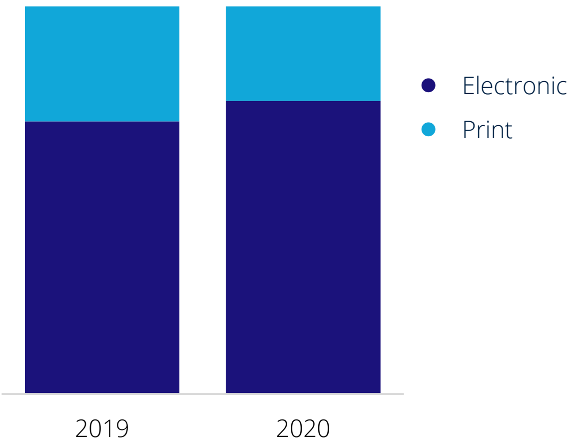
Taylor & Francis

CRC Press – Taylor & Francis Group

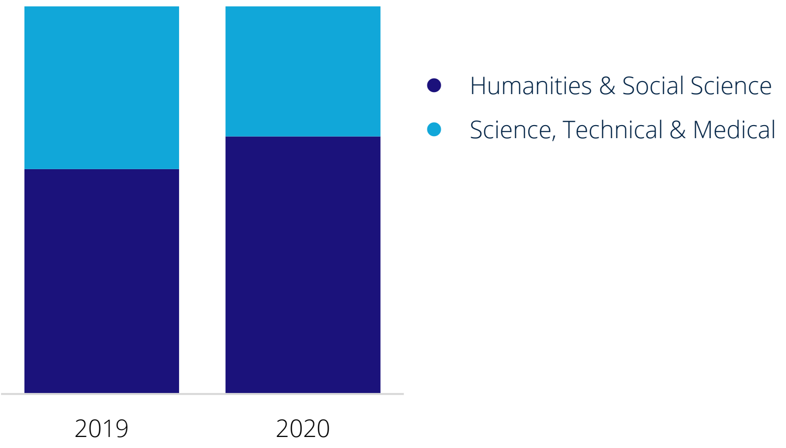
Dovepress

cogent oa

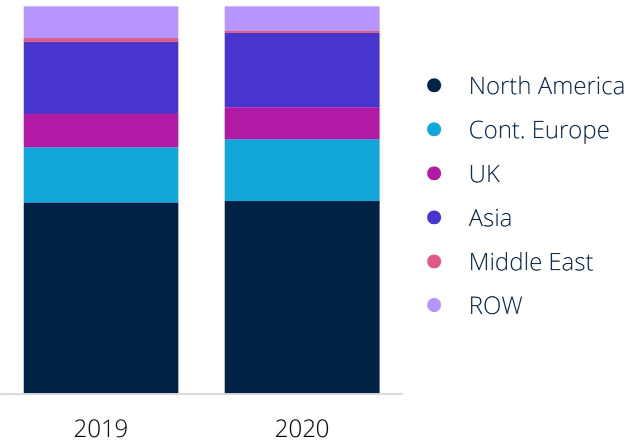
Revenue by type



Revenue by vertical



Revenue by region



informa intelligence

Informa Intelligence provides specialist data, intelligence and insight to businesses, helping them make better decisions, gain competitive advantage and enhance return on investment. Through a range of specialist B2B subscription brands, we provide critical intelligence to niche communities within Pharma, Finance, Transportation, and Asset Intelligence.

Key Brands

Trialtrove
Pharma intelligence | informa

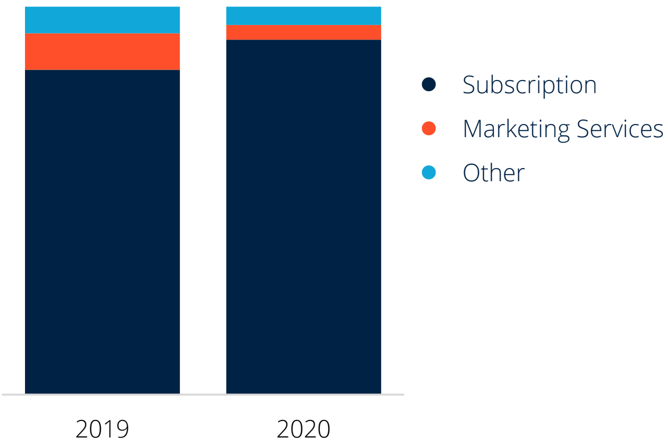
EPFR
Financial intelligence | informa

Citeline

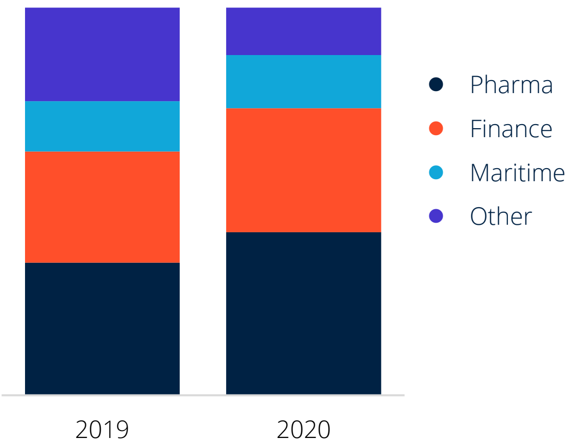
EquipmentWatch

Lloyd's List

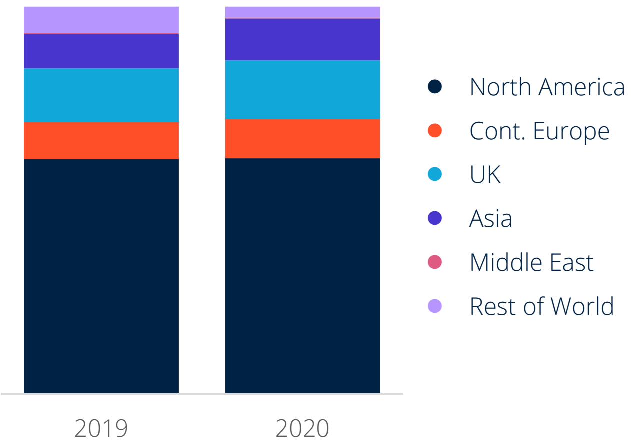
Revenue by type



Revenue by vertical



Revenue by region



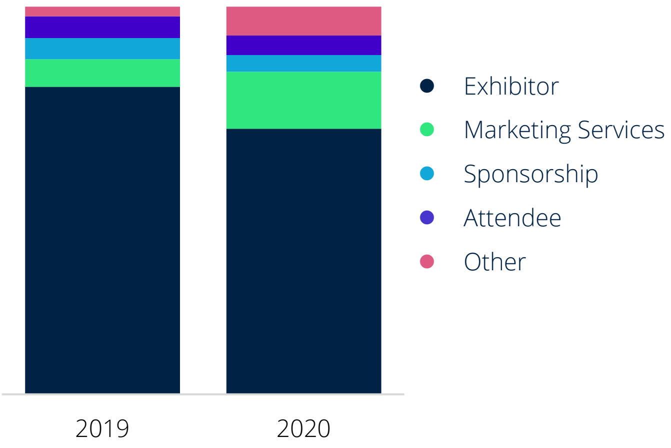
informa markets

Informa Markets creates platforms for industries and specialist markets to trade, innovate and grow. Through a portfolio of international B2B brands, we provide opportunities to engage, experience and do business via face-to-face exhibitions, specialist digital content and actionable data solutions.

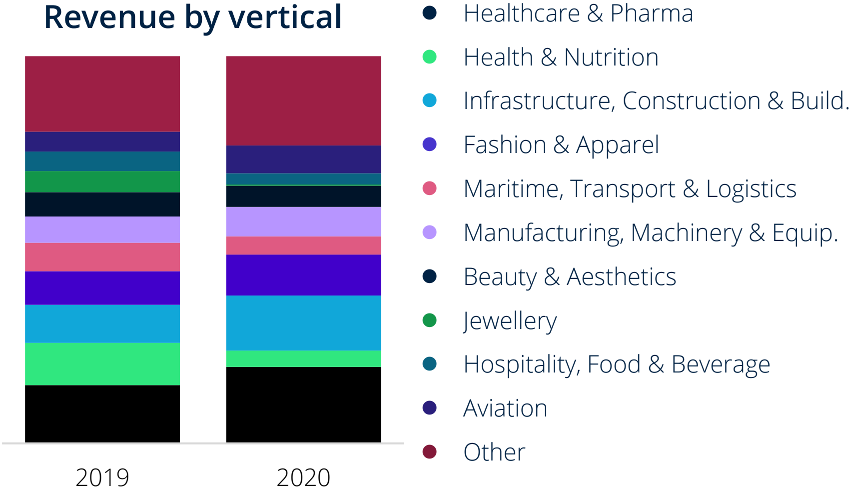
Key Brands

World of Concrete
Natural Products Expo West
WWD Magic
Hong Kong Jewellery & Gem Fair
China Beauty Expo 2017
Fort Lauderdale International Boat Show
Arab Health
CPhI worldwide
Routes
FarmProgress

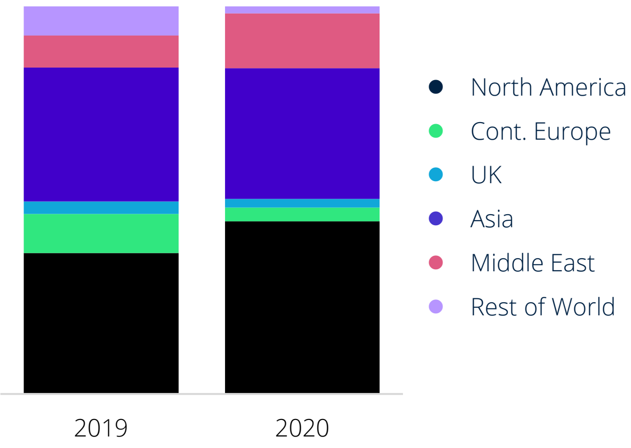
Revenue by type



Revenue by vertical



Revenue by region



informa connect

Informa Connect is the Group's Content, Connectivity and Data business, organising content-driven events, training and programmes that provide a platform for professional communities to meet, network and share knowledge. With major brands across the world, it has particular strength in Life Sciences and Finance.

Key Brands

SuperReturn International

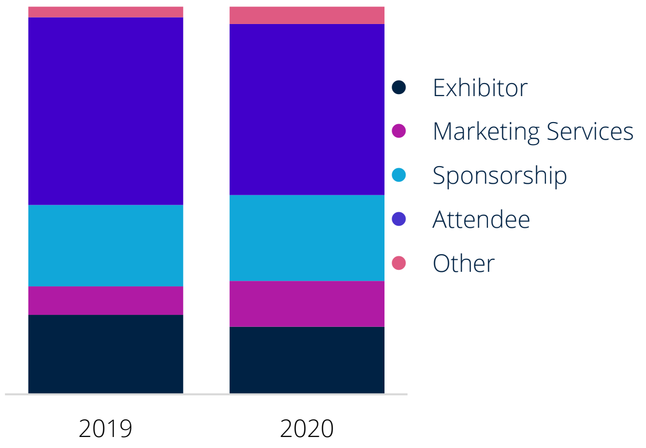
13TH ANNUAL INTERNATIONAL PARTNERING CONFERENCE BIO-EUROPE SPRING®

TMRE

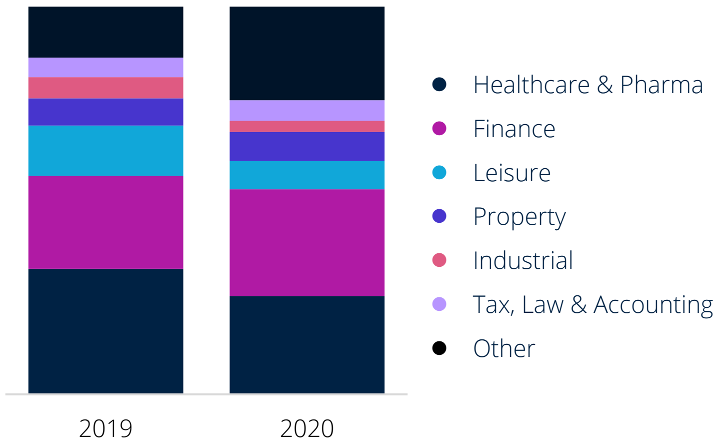
FINOVATESPRING

FundForum International

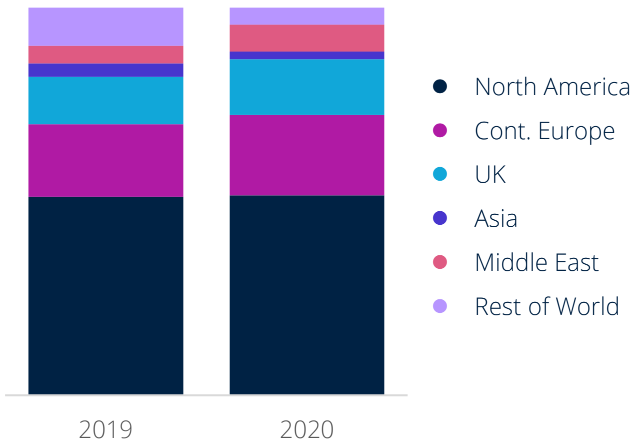
Revenue by type



Revenue by vertical



Revenue by region



informa tech

Informa Tech informs, educates and connects specialist Technology communities around the world. Through our portfolio of international B2B brands, we provide specialist intelligence and knowledge, and build platforms for customers to engage, learn and be inspired to create a better digital world.

Key Brands

black hat

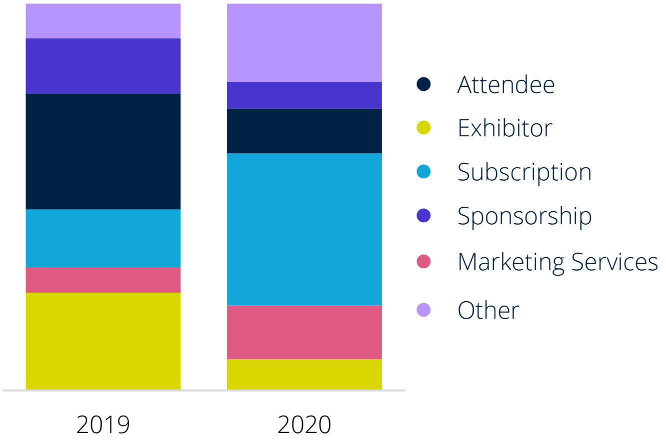
GDC

LONDON TECH WEEK

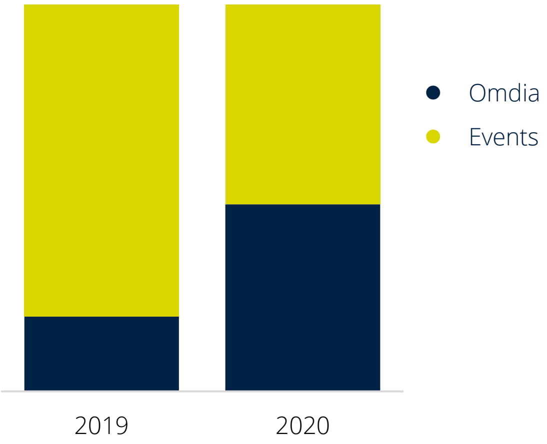
OMDIA

enterprise CONNECT

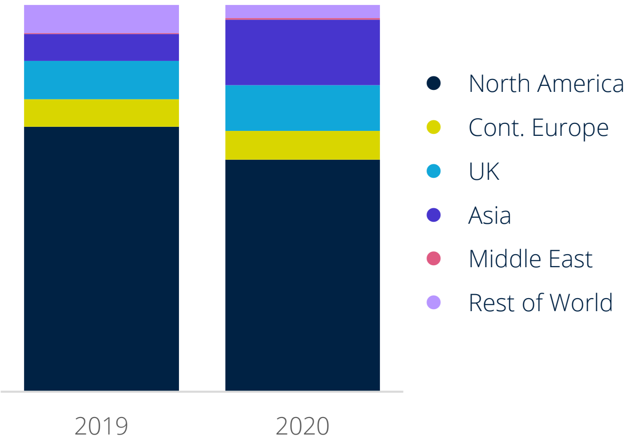
Revenue by type



Revenue by tech sub-vertical



Revenue by region



Tax Summary

	2020 £m	2020 Tax £m	2020 Effective tax rate %
Reported Loss Before Tax	**(1,139.7)**	**(102.1)**	
Adjusted for:			
Intangible asset amortisation and impairments	972.0	83.8	
Benefit of goodwill amortisation for tax purposes only	-	(22.6)	
Acquisition and integration costs	49.1	8.2	
Restructuring and reorganisation costs	77.6	17.4	
Onerous contracts and one-off costs associated with COVID-19	52.6	10.9	
Re-measurement of contingent consideration	(3.1)	(0.1)	
Loss on disposal of businesses	8.4	2.2	
Finance costs	153.5	27.9	
Adjusted Profit Before Tax	170.4	25.6	15.0

Cash Flow Summary

	Reported 2020 £m	Reported 2019 £m
Adjusted operating profit	**267.8**	**933.1**
Depreciation of property and equipment	16.8	17.2
Depreciation of right of use assets	30.3	33.1
Software and product development amortisation and impairment	41.1	41.9
Share-based payments	11.2	10.4
Loss on disposal of other assets	0.9	-
Adjusted share of joint venture and associate results	(0.8)	(1.5)
Adjusted EBITDA	**367.3**	**1,034.2**
Net capital expenditure	(48.4)	(49.8)
Working capital movement	(81.9)	(13.6)
Pension deficit contributions	(6.2)	(5.4)
Operating cash flow	**230.8**	**965.4**
Restructuring and reorganisation	(35.6)	(9.9)
Onerous contracts and one-off costs associated with COVID-19	(44.6)	
Net interest	(271.6)	(132.8)
Taxation	(32.9)	(100.6)
Free Cash Flow	**(153.9)**	**722.1**

Other Adjusting Items

	2020 £m	2019 £m
Intangible amortisation and impairments	972.0	321.7
Acquisition and integration costs	49.1	59.7
Restructuring and reorganisation costs	77.6	8.6
Onerous contracts and one-off costs associated with COVID-19	52.6	-
Re-measurement of contingent consideration	(3.1)	3.2
VAT Charges	-	1.8
Adjusting items in operating profit	**1,148.2**	**395.0**
Loss on disposal of businesses	8.4	95.4
Net finance costs	153.5	12.3
Adjusting items in profit before tax	**1,310.1**	**502.7**

Currency Sensitivity

	Average Rates		Closing Rates	
	2020	2019	2020	2019
USD	1.29	1.28	1.37	1.32

The impact of a 1 cent movement in the USD to GBP exchange rate in 2020:

Revenue	£8m
Annual adjusted operating profit	£3m
Annual adjusted earnings per share	0.2p

Balance Sheet Summary

	31 December 2020 £m	31 December 2019 £m
Intangibles and goodwill	8,671.1	9,581.8
Property and Equipment	49.1	69.0
Right of use assets (IFRS 16)	209.9	264.4
Other non-current assets (excluding debt and leases)	55.9	69.3
Current assets (excluding cash and leases)	394.3	524.5
Deferred income (current)	(700.6)	(746.5)
Other current liabilities (excluding debt and leases)	(466.6)	(651.7)
Net lease liabilities	(272.9)	(301.3)
Net debt (excluding IFRS 16 leases)	(1,756.7)	(2,356.3)
Other non-current liabilities (excluding debt and leases)	(541.5)	(615.2)
Net Assets	5,642.0	5,838.0

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

Damon Rowan

Tel: +44 20 7163 7511

E-mail: damon.rowan@bnymellon.com

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Thank you

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