

informa

Connecting

Global
information
specialist

- Sectors

- Formats

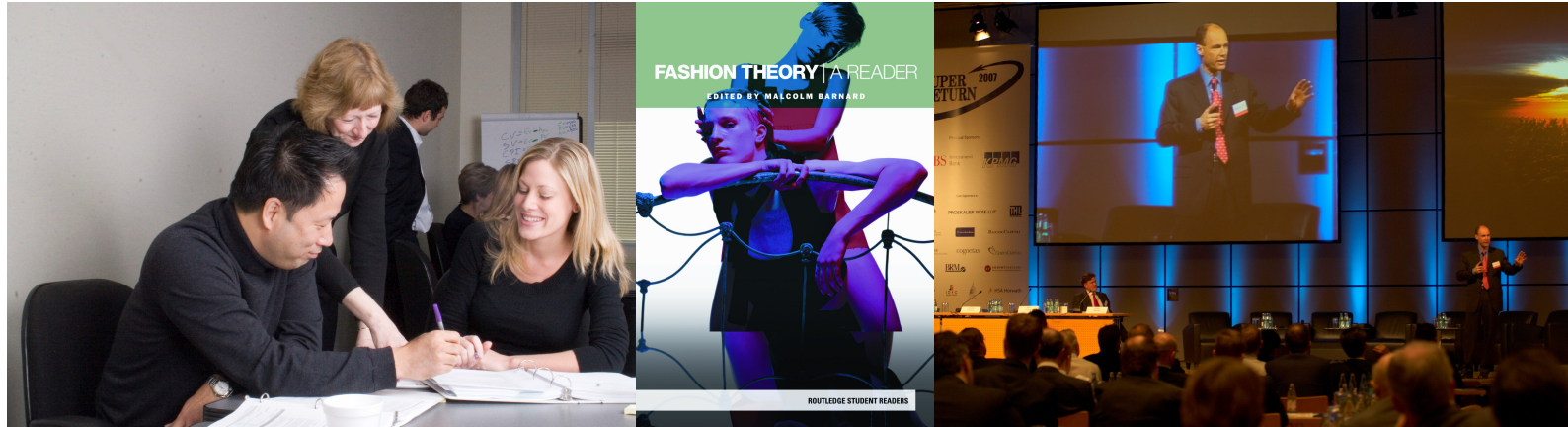
- High value
content

- Geographies

to reach
HIGHER
PROFITS



A Strong Start to 2007



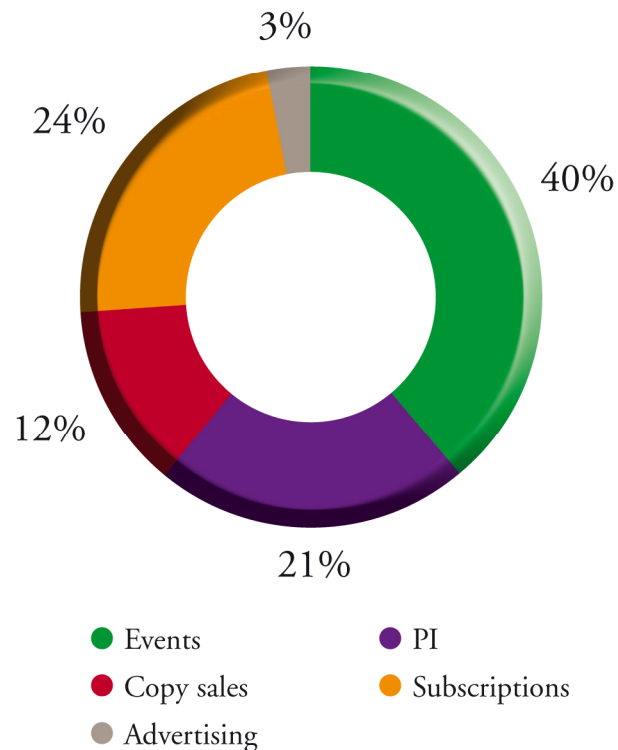
- ✓ *All performing well*
- ✓ Double digit organic growth
- ✓ Confident of second half outlook
- ✓ Datamonitor strengthens electronic revenues

informa



Combining Resilience and Growth

Revenue by type

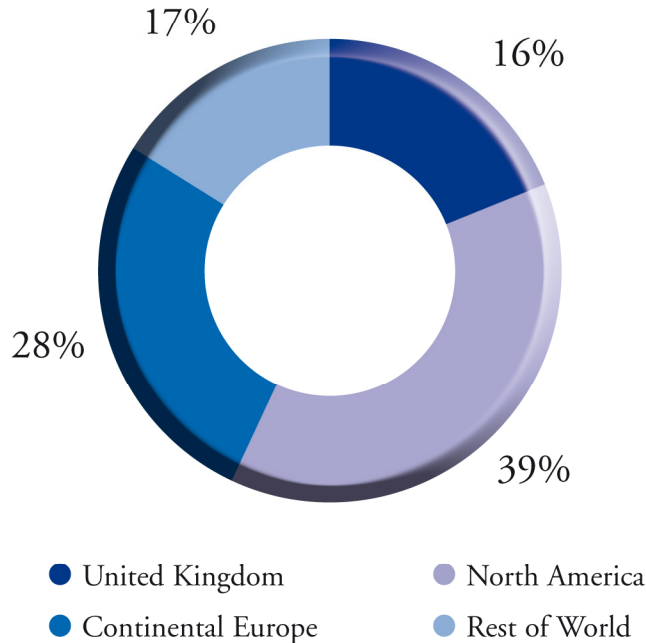


- High value, proprietary content
- Media neutral
- Variable cost base
- Minimal exposure to advertising



Expanding Globally

Revenue by geography



- Middle East and Asia growth
- Small, entrepreneurial teams
- Anticipating local market needs
- Benefiting from scale
 - Fast roll-outs
 - Best practice blueprints
 - KPIs



Financial Highlights

- Strong pro forma growth and continued profit momentum
 - across all income streams
 - across all divisions
- Increased operating margin 21.8% (2006: 19.7%)
- Diluted adjusted EPS up 17% to 16.9p (2006 14.4p)
- Dividend increase +70% to 5.6p (2006: +22% to 3.3p)
- Cash flow conversion 79% (2006:67%)
- Net debt £720.4m (2006: £742.3m)



H1 2007 Revenue and OP by Division

Division	2007 £'m	2006 £'m	Increase %	Pro forma %
<u>Revenue</u>				
Academic	151.2	138.9	9	7
Professional	189.7	182.8	4	10
Commercial	191.6	212.1	-10	14
	<u>532.5</u>	<u>533.8</u>	-	10
<u>Operating Profit</u>				
Academic	37.4	29.9	25	27
Professional	38.0	34.1	11	18
Commercial	40.6	41.0	-1	28
	<u>116.0</u>	<u>105.0</u>	10	24



H1 2007 P & L

H1 P & L	2007 £'m	2006 £'m	Increase %	Pro forma %
Operating Profit	74.9	60.4	24	
Amortisation	41.1	41.8		
Reorg costs		2.9		
Adjusted OP	116.0	105.1	10	24
<i>Margins</i>	<i>21.8</i>	<i>19.7</i>		
Interest (net)	-20.4	-21.3	-4	
Adjusted tax	-23.9	-22.6	6	
	71.7	61.2	17	
Shares (m)	425.1	423.3	0	
Adjusted EPS (p)	16.8	14.5	16	



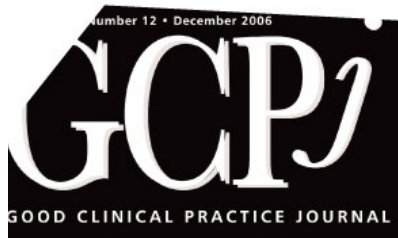
Cash Flow

H1 Cash Flow	2007 £'m	2006 £'m	Increase %
Operating profit	74.9	60.4	
Amortisation & Dep/n	47.8	48.1	
Movements in working capital	-28.4	-41.3	
Operating cash flow	94.3	67.2	40
Interest (net invest income)	-17.6	-17.4	
Tax	-11.0	-9.1	
Capex	-15.4	-10.0	
Sale of assets	38.9	0.0	
Acquisitions	-43.9	-29.8	
Dividends	-37.8	-25.3	
Share issues	3.6	2.3	
	11.1	-22.1	
Cash conversion	79%	67%	
Net debt	720.3	742.3	



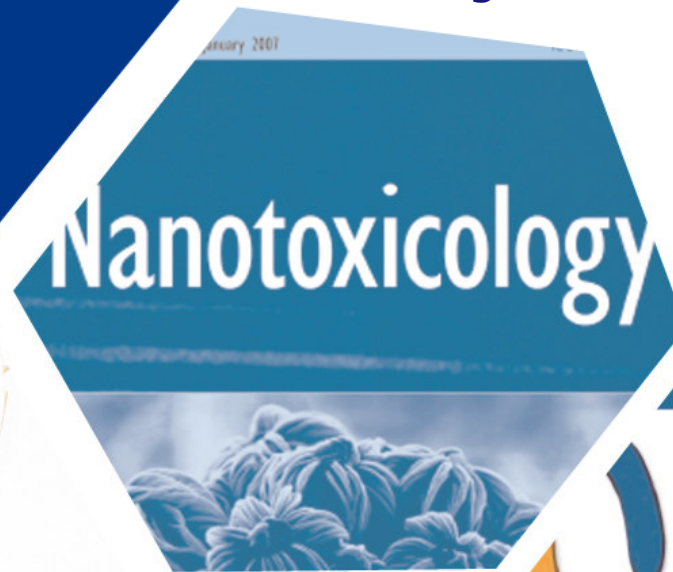
The Multiplier Effect

- Identify communities of interest
- Diversity of preference and capacity
- Multi-media delivery channels
- Extending strong brands
- High value content



**POST-LAUNCH
CLINICAL TRIALS**

Health economics:
Weighing up the evidence



Acceleration of Electronic Revenues

- From print to technology-enabled content
- From unit to enterprise sales
- Content value transformed by delivery technology
- Entrenching content in clients' workflows

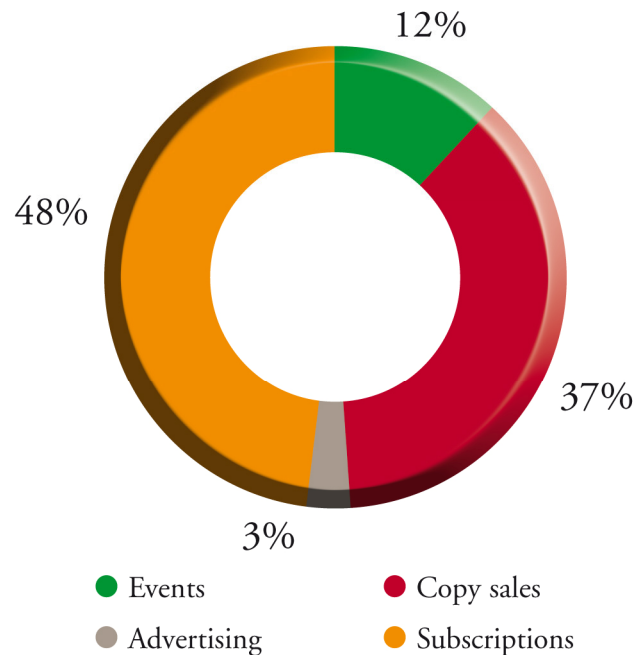
The collage consists of three overlapping screenshots:

- Top Left:** A screenshot of a "Drug Profile Search" interface. It features a search bar with "macu" entered, a list of search filters on the left (e.g., Drug Profile Search, Structure Search, Trend Analysis), and a main results area showing "Main Details" and "Activity Data".
- Top Right:** A screenshot of a news website. It has a navigation bar with "Shop", "Events", "Careers", "Media Centre", and "Direct". Below the navigation is a "Top Stories" section with an article titled "Apple on target for slice of the mobile" featuring an iPhone image. Another article below it is titled "LG launches 'Google phone' in Italy".
- Bottom:** A screenshot of the "Welcome to Lloyd'smiu.com" website. It includes a "Services" section with a list of services, a "Latest Credit Reports" section, and contact information for "Merchant Marine Management" and "K Line Pte Ltd".



Academic & Scientific Seizing e

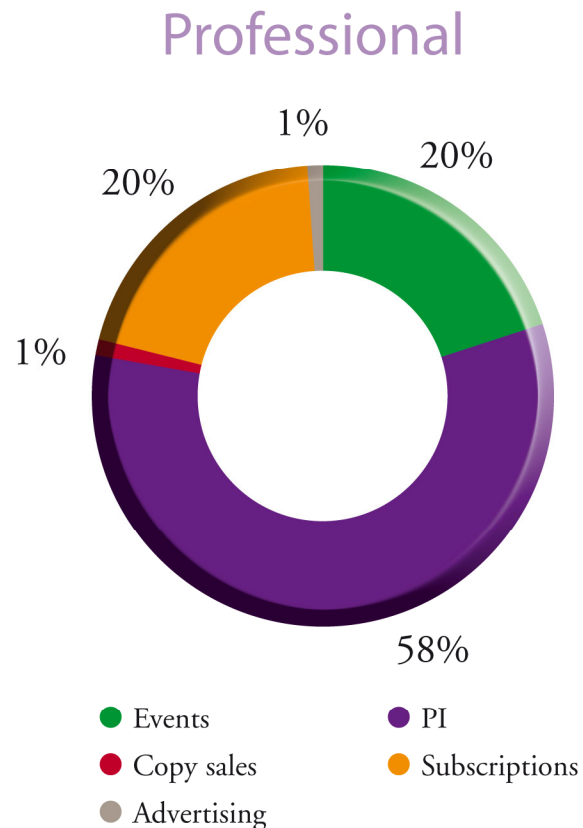
Academic & Scientific



- Pro forma revenue +7%
- Pro forma adj. OP +27%
- Margin up to 25%
- 100% academic journals digitally delivered
- New electronic sales models and archive deals
- Citeline increases global market penetration



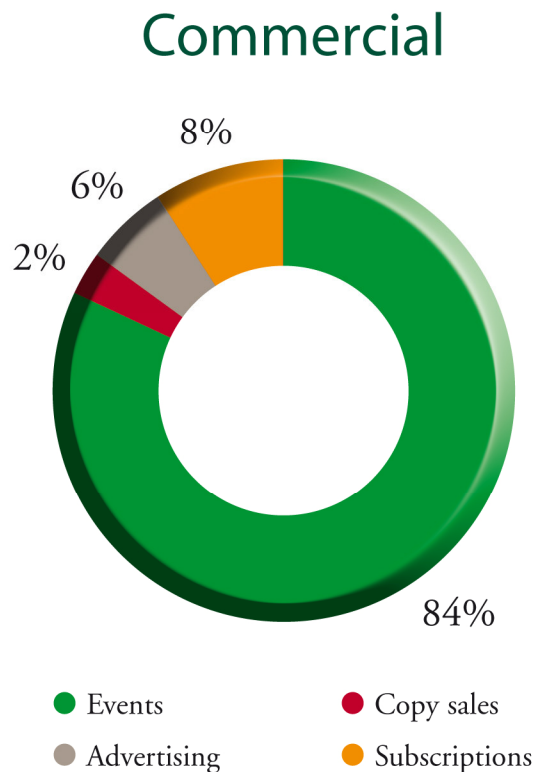
Professional Double Digit Growth



- Pro forma revenue +10%
- Pro forma adj. OP +18%
- Margin up to 20%
- PI performing well
 - Pro forma revenue +10%
 - Asian franchise success
- FDA weakest element
 - Revenue -3%
- FILT pro forma revenue +20%
 - Subs and licence fees up
 - Geo-cloned events success



Commercial Strength



- Pro forma revenue +14%
 - Regional events +12%
 - Telecoms & Media +23%
 - Maritime & Commodities +11%
- Pro forma adj. OP +28%
- Margin up to 21%
- Regional events benefiting from global / local power:
 - Dubai up 46%
 - Spain up 35%
 - Brazil, Poland, S. Africa multiples of prior year



- H1 2007: £53.3m revenue
 - +62% growth
 - +22% organic
- First sales through Informa db
- Global expansion
 - Staff in Dubai
 - Leveraging Indian research capability
- Electronic transformation

Datamonitor Surges Ahead



SCRIP

Published twice weekly On the web daily

16th 7th 2007 No 3231

This Issue

Europe 2-7

Another chance for the ECJ to clarify legality of supply restrictions

New EU guideline clarifies paediatric trial questions

French strategy meeting was not what it used to be

ANIMAL PHARM

World Health

DATAMONITOR

Ratios

Motor Property










ms immediate success against UK fraudst

World Ethanol Biofuels Report

WORLD ETHANOL PRODUCTION UNFAZZED BY RECENT OIL PRICE WEAKNESS

income data
share information

Datamonitor 2007 Content Revolution

	Start 2005		End 2007
Reports & Briefs	650		1,500
Models	120		180
Premium Company Profiles	50		700
Standard Company Profiles	10,200		30,700
Country Profiles	60		215
Base Drivers Datasets	80		1,000
News	21,400		288,700
Financial Deals records	-		138,000
Product records	96,000		168,300
Databooks	1,000		4,000





29% subscriptions

A&S books 12%

40% events revenue

90% revenue renewal

Top 200

PI

75% visible & renewing

90% profit translation

Ensuring Resilience

Foundations	Publishing	PI	Events
Renewal rates	Subscriptions 90%	Client revenue 90%	1000+ major annuals
Sector	Academic – non cyclical	40% Government	100+ verticals covered
Cost base	No cost lock-in	Instructors on demand	Variable direct; 25% profit share
Value driver	Peer reviewed new research	Issues based	Must attend + certification



Driving Growth

PUBLISHING

- Electronic workflow added value
- Underlying pricing power annual increases
- New product development
 - 2700 new books
 - 100 new subs services
- Extending sales and marketing reach

PI

- Int'l expansion
 - Sales force
 - Asia
 - Product
 - Global client base
- Franchises
 - Buy-backs
 - Galvanisation
- Behaviour change
 - Excellence
 - Proof of success

EVENTS

- Geo-cloning
- Focus on LSE's
 - Higher margin
 - Pricing power
- e-Marketing
 - Extending reach
 - Building communities
- Accessing PI key accounts
- Leveraging publishing brands



Strong Start Continuing

- First half year momentum continuing
- High subscription renewals
- Increase in electronic media
- Internationalisation of PI sales teams
- Global perspective of PI clients
- Large scale event roll-out
- Brand extension across media formats
- Datamonitor integration going well
- Confident of another successful year



Appendices

informa



Balance Sheet

H1 Balance Sheets	2007	2006
	£'m	£'m
Intangibles and Goodwill	2043.0	2022.8
Fixed Assets	23.1	25.3
Investments & other	30.8	15.1
Current Assets	246.4	233.2
Net Current liabilities	-430.3	-378.0
Debt	-720.3	-742.3
Other liabilities	-260.0	-250.9
	<u>932.7</u>	<u>925.2</u>
	932.7	925.2



Academic & Scientific

Academic and Scientific	2007	2006	Inc.	Pro forma
	£'m	£'m	%	%
Revenue				
STM	90.7	86.2	5	6
HSS	60.5	52.7	15	10
	151.2	138.9	9	7
Adjusted Operating Profit				
STM	24.7	21.2	16	17
HSS	12.7	8.7	45	49
	37.4	29.9	25	27
Adjusted Operating Margin	24.7	21.5		



Professional

Professional	2007	2006	Inc.	Pro forma
	£'m	£'m	%	%
Revenue				
Performance Improvement	109.7	109.9	0	10
Financial Data Analysis	31.2	32.6	-4	-3
Finance Insurance Law and tax	48.8	40.3	21	20
	189.7	182.8	4	10
Adjusted Operating Profit				
Performance Improvement	15.6	15.6	0	11
Financial Data Analysis	8.2	9.1	-10	-2
Finance Insurance Law and tax	14.2	9.4	51	46
	38.0	34.1	11	18
Adjusted Operating Margin	20.0	18.7		

informa



Commercial

Commercial	2007	2006	Inc.	Pro forma
	£'m	£'m	%	%
Revenue				
Regional events	123.6	134.3	-8	12
Telecoms & Media	32.9	45.5	-28	23
Maritime & Commodities	35.1	32.3	9	11
	191.6	212.1	-10	14
Adjusted Operating Profit				
Regional events	22.1	25.5	-13	28
Telecoms & Media	13.8	12.1	14	23
Maritime & Commodities	4.7	3.4	38	42
	40.6	41.0	-1	28
Adjusted Operating Margin	<i>21.2</i>	<i>19.3</i>		

informa



Revenue by Geography

Revenue	2007 Total £'m	2006 Total £'m	Increase
UK	82.5	88.9	-7
NA	204.7	211.8	-3
WE	149.7	152.6	-2
ROW	95.6	80.5	19
	<hr/> <hr/> 532.5	<hr/> <hr/> 533.8	

