Informa Group plc
Annual Report
and Accounts
for the year ended
31 December
2003

informa

Information and communication

Informa Group plc Annual Report and Accounts for the year ended 31 December 2003

Informa is a business information group delivering high value content to clients worldwide using a broad range of media formats.

Finance and Insurance

The largest of Informa's six market sectors holds market leading niche positions worldwide. It is led by the US based Informa Financial Information division. Informa povides accurate, incisive and timely information on which the industry relies.

Telecoms and Media

These industries are experiencing the biggest change since Alexander Graham Bell invented the telephone. Last year British mobile phone users grew by 53%, reflecting the global trends. Informa consolidated as a leading provider of events and business intelligence for this global sector.

Law and Tax

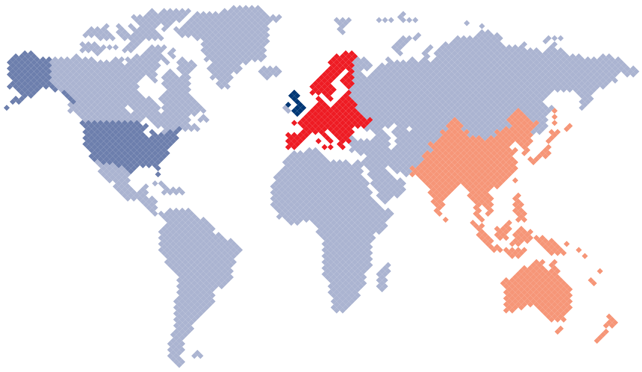
There are 83,500 lawyers in Britain alone. Informa is well positioned to provide information across a broad spectrum via events and publications. Specialist positions are held in maritime, insurance, construction and intellectual property law.

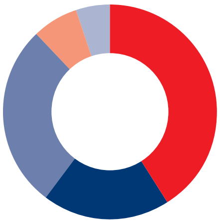
Key brands

Finance and Insurance	Telecoms and Media	Law and Tax
Effron	Telecoms.com	Lloyd's Law Reports
Insurance Day	Future Mobile Handsets Report	Trademark World
Informa Global Markets	Mobile Communication International	Legal IT Forum
International Insider	3GSM World Congress	Copyright Up to Date
Banking Technology	EMC	Fiscaal Up to Date
iMoneyNet	Baskerville	IT Law Today

Contents

Over 50 worldwide offices in seventeen countries supply information to customers in more than 180 countries.
Among the formats we currently use are newspapers, newsletters, CD-ROM, magazines, books, exhibitions, conferences, seminars, workshops, awards, internet and other electronic real time services.





Turnover by location of customer (£m)

Continental Europe	109.9
UK	51.6
US	74.1
Asia Pacific	18.6
Other	13.8

Maritime, Trade and Transport

In an industry of mobile resources, up-to-the-minute information is vital for a competitive edge. Informa is the market leading provider of information to the Maritime industry through its flagship products.

Life Sciences

The world pharmaceutical market grew by 7% last year. The dissemination of new information is the key to successful discoveries and innovation. Informa's broad product range serves many stages of the development process.

Commodities and Energy

Commodities and Energy companies provide the raw materials for the world economy. Informa has a broad and global portfolio of recognised brands in the agriculture, softs, food and energy sectors.

- Lloyd's List
- Cruise & Ferry exhibition
- Lloyd's List Daily Commercial News
- Maritime Asia Today
- AusRAIL events
- Seasearcher.com

- BioTechniques
- Drug Discovery Technology Congress
- EuroBiochips event
- Scrip
- Chips to Hits event
- Pharmaprojects

- Agra Europe
- Foodnews
- Seafood International
- FO Licht's International Sugar Report
- Glasgow Fishing Show
- Sparks Strategic Forum

Highlights of 2003

We have demonstrated the flexibility with which we adapt to changing patterns of demands. The business is well placed to take full advantage of the opportunities that will arise in the future.

Trading improving

Whilst turnover fell by 5% reflecting mixed trading conditions, profit before amortisation, interest, exceptional items and tax rose by 5%. This reflects the success of the last two years' management of the cost base, being driven down relative to sales.

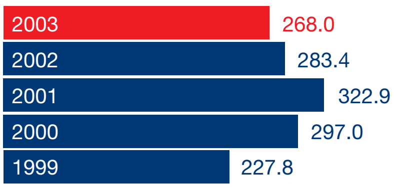
The structure now is lean and efficient. Informa is well placed to drive additional profits as economic conditions improve. The outlook for 2004 appears more positive than in recent years.

Acquisitions completed

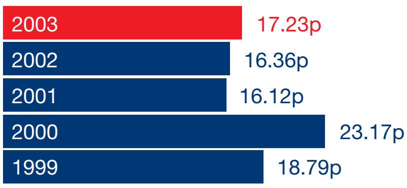
Several important acquisitions were made in the year, most notably MMS Group Holdings Ltd (MMS) and PJB Publications Ltd (PJB). The merger of MMS with our existing MCM business is on track with a revenue retention rate appearing to be higher than expectations. PJB was a highly sought after acquisition which provides us with critical mass in the Life Sciences market.

Financial information

Five year summary of turnover (£m)



Five year summary of adjusted earning per share*



Operating highlights

- **Turnover of £268.0m (2002: £283.4m)**
- **Adjusted profit before tax* £31.6m (2002: £30.1m)**
- **Profit before tax £7.7m (2002: £12.1m)**
- **Significant improvement in operating margin* to 14.0% (2002: 13.1%)**
- **Subscriptions resilient and are now the Group's largest single revenue stream at 36% of total revenue**

* Stated before goodwill amortisation and operating and non-operating exceptional items.

Chairman and Chief Executive's statement

Having reduced our cost base, we are now lean and ready to meet and take full advantage of any market upturns or opportunities to grow.

Peter Rigby
Chairman

David Gilberston
Chief Executive

We are pleased to announce the results for the year ended 31 December 2003. The year was notable for a return to growth in operating profit before exceptional items and goodwill amortisation (adjusted operating profit) and the completion of several important acquisitions, most notably MMS Group Holdings Ltd (MMS) and PJB Publications Ltd (PJB).

Our adjusted operating profit at £37.5m was 1% above 2002 despite turnover of £268.0m being 5% below the previous year. The decline in sales was countered by continuing strong cost control which helped lift the adjusted operating margin to 14.0% from 13.1%. The effect of this plus a slight decline in our corporation tax rate resulted in our adjusted earnings per share rising by 5.3%.

The acquisitions of MMS and PJB in the latter part of the year, helped push our subscription revenues up to 36% of total revenues in 2003. This should rise to above 40% in 2004 with the acquisitions included for a full year with a significant proportion deriving from electronically delivered information.

The integration of the acquisitions, associated restructuring and loss on disposal of some titles during the year led to an exceptional charge of £12.4m compared with £7.0m in 2002, which left profits after tax at £0.9m (2002: £4.8m) after an £11.5m charge for goodwill amortisation.

The rate at which we turn adjusted operating profits into cash was 109% (2002: 126%) again reflecting the benefits of pre-paid subscription and event income. The net interest charge for the year was £5.8m, compared with £7.2m in 2002 and was covered 6.4 times by our adjusted operating profit, compared to 5.2 times in 2002. Net debt rose to £178m by year-end following the acquisitions.

The Directors believe that the Group remains financially strong and will recommend the payment of a final dividend of 4.94p per share. This together with an interim dividend of 2.66p per share will give a total dividend of 7.6p per share for the year, which is the same as 2002. The dividend will be paid on 20 May 2004 to all shareholders on the register on 23 April 2004.

Trading

We successfully raised adjusted operating profit in the year despite mixed trading conditions. The war in Iraq and the SARS outbreak exacerbated an already challenging business environment in the first part of the year. Once these uncertainties were removed confidence returned to many of our markets and we saw an encouraging improvement in conditions in the second half of the year, reflected in a stronger performance from both our event and publishing businesses.

The effect of the slower first half saw sales decline overall by 5%, requiring a continued focus on cost cutting. Staff numbers (excluding acquisitions) were lowered by 8% and in addition a number of small and under-performing publications were merged, closed or sold and some events cancelled. In total we ran 2,627 events in 2003 compared with 3,052 in 2002. Although total delegate revenue fell over the year as we reduced the number of events, we saw a recovery in the last four months of 2003 with average delegate attendance at our events increasing by 4% compared to the same period in 2002. This upward trend has continued into the early part of 2004.

We believe that our structure now is lean and efficient and we are well placed to drive additional profits through incremental advertising and delegate revenues as economic conditions continue to improve. We would only expect to start increasing our cost base again as conditions become favourable and we feel it appropriate to step up our output more dramatically.

The Group has a significant proportion of its activities based overseas and as such its results can be affected by movements in currency exchange rates, particularly those of the Euro and US Dollar. The effect on overall 2003 Group operating profits was limited as translation losses on Dollar earnings were offset by gains on Euro earnings. Within individual divisions the exchange rate movements had some effect since the Finance and Insurance results are predominately US Dollar denominated whilst Law and Tax is mainly Euro denominated.

Finance and Insurance

This is our largest sector accounting for 34% of total group adjusted operating profit. This division showed good growth with adjusted operating profits of £12.9m, up 6% on 2002. At constant currency rates the profits were 15% higher than 2002 and excluding the contribution of acquisitions the division still showed a 3% growth in underlying profits. The acquisitions of MMS and NetDecide in the second half of 2003 helped profit growth and contributed to a solid recovery from the difficult market conditions in the financial services sector which existed in the first half of the year.

MMS provides real time information on corporate and government bonds and currencies. It fits extremely well with our other capital markets information service companies, particularly MCM which we acquired in February 2001. We are well advanced in our stated plan of merging the two businesses and ending up with one content platform and combined sales and editorial teams. The key to the success of this strategy will be measured by how high a percentage of shared customers can be retained and we need to go through the full 12 month renewal circle to be sure of the answer. Initial indications though are positive with our estimates of the retention rate having risen from 45% at the date of the acquisition to above 60% at present. We have however elected to retain more cost in the business than we had originally envisaged, specifically maintaining a strong internet development capability to diversify the future content delivery options for the business.

Our other acquisition, NetDecide, provides wealth management software solutions in the North America marketplace. It fits well with our Effron business with which it is now integrated.

Elsewhere in the financial area our conferences and the advertising based Banking Technology magazine continued to find conditions difficult. However our Insurance business did better as we saw increased buoyancy in the reinsurance markets manifesting itself in higher advertising revenue yields. Trading in the last quarter of 2003, which has carried over into 2004, indicates a marked improvement in the performance of the financial conferences.

Telecoms and Media

Telecoms and Media profits of £8.4m accounted for 22% of total adjusted operating profit in 2003. As the mobile market in particular fought to stabilise, our adjusted operating profits fell 10% on sales 16% lower. The mainstay here was our flagship 3GSM World Congress, which we operate in association with the GSM Association (GSMA). This did well again in 2003 maintaining its profitability and achieving an increase in visitor numbers over 2002.

Chairman and Chief Executive's statement continued

Our goals this year will be to again manage our profitability and maximise cash flow, take advantage of opportunities to drive organic growth and build further on the market leading positions we enjoy.

Market overview

Trading conditions were mixed, with the war in Iraq impacting Middle Eastern events largely in the energy sector and SARS severely restricting our Asian conference operations in the first half of the year. However improvements in trading in the last quarter of 2003 and early 2004, results in the outlook appearing more positive than in recent years.

Achieved objectives 2003

- **Cost base reduced improving adjusted profitability***
- **Acquisitions strengthen key market positions**
- **Cash conversion from adjusted operating profits* strong at 109%**

Objectives 2004

- **Fully integrate acquisitions**
- **Drive organic growth throughout the business**
- **Augment defensive qualities with the ability to take strong advantage of economic improvement**

+5%
Adjusted profit before tax* growth achieved off the reduced cost base.

+5%
Adjusted earning per share* growth.

Adjusted profit before tax*

2003	£31.6m
2002	£30.1m
2001	£30.1m

* Adjusted is stated before goodwill amortisation and exceptional items.

Elsewhere a number of our smaller events declined or were not run at all and our Chinese events were hard hit by SARS in the first half of the year. More positively our leading mobile magazine MCI saw an upturn in its profitability as advertisers slowly returned to spending and we gained market share as competitors closed down their publications.

Of all our areas of coverage, it is Telecoms which has been most affected by the economic and sector downturn and where we have had to take out most cost and product over the last two years. Moving into 2004 the mobile industry at last seems to be recovering with both operators and manufacturers showing enhanced earnings. The launch of 3G services is important to the industry and now seems set to occur in the second half of 2004.

We have renewed and further broadened our agreement with the GSMA, which not only secured the 3GSM World Congress with increased support from the industry, but also helps our smaller regional GSM-related events. In addition, in partnership with the GSMA we are launching an Asian version of the World Congress in the autumn. This is extremely exciting as it is the Asian market – especially China – which is experiencing highest growth rates in mobile uptake and where there are major opportunities to exploit.

Law and Taxation

This is our third biggest area growing 31% (10% at constant currency) year on year with adjusted operating profits of £6.2m in 2003 compared with £4.7m in 2002. This business has done well with a sound performance in our legal and taxation journal, books and newsletter business resulting in improved adjusted operating profitability. Our legal conference businesses, especially in Germany and the UK, showed strong recovery during 2003.

Maritime, Trade and Transport

This division generated adjusted operating profits of £2.7m showing growth of 13% over 2002. 2003 included the biennial Cruise + Ferry show held at Olympia in May which whilst highly profitable showed a decline over its last appearance in 2001, reflecting more uncertain conditions in the passengership sector. As the year progressed shipping market conditions improved markedly as freight rates rose to their highest levels in some years. This has been largely driven by the strength of the Chinese market both as an importer of raw materials and an exporter of finished goods. We now expect our advertising based publications to take advantage of this return to prosperity for many of our maritime customers. This division has the highest exposure to advertising income in the Group, and current signs of recovery look promising.

Life Sciences

After a very strong performance in 2002, adjusted operating profits in this division at £4.1m (11% of Group adjusted operating profits) were 24% lower, largely due to launch costs associated with two new controlled circulation magazines – BioProcess International and PreClinica. These are on target to contribute to profits in 2005.

The spend on R&D by pharmaceutical companies continues to drive the market and our business. Overall the Life Sciences market is expected to grow by around 6% a year over the next five years, offering considerable encouragement for the future.

Our Drug Discovery businesses have felt some impact of a slowdown in spending as the impact of new technologies is reassessed. The flagship Drug Discovery Technology Congress last August saw a reduction in delegate numbers although sales of sponsorship and exhibition opportunities remained at previous levels as did total visitors to the event. On the other hand we launched an Asian version of this event, which was held in Singapore in September. This attracted 200 delegates and significant sponsorship and exhibition revenues and will be repeated this year.

To date this division has been heavily concentrated on early stage drug discovery, which whilst highly profitable, was also limited. It has been our intention for some time to broaden our publishing and event profile in the biomedical and pharmaceutical markets.

The acquisition of PJB, which was successfully completed just before Christmas, will significantly assist this. PJB cost £120m, after deducting the cash acquired with the business. The main products of Scrip, Pharmaprojects and Clinica are highly respected market leading sources of information for the pharmaceutical and medical devices and diagnostics industries. They are backed up by a variety of newsletters, books, reports and databases, which provide a broad based and high margin imformation service.

We are extremely encouraged by this acquisition as it provides us not only with critical mass in Life Sciences but also the chance to extend the PJB product range. In particular the opportunity to run branded conferences and to use our electronic publishing, marketing and advertising skills to benefit the PJB business, promises well. This was a highly sought after acquisition and one that adds much to the quality of our information in the Life Sciences sector.

Commodities and Energy

This division made an adjusted operating profit of £2.9m in 2003, which was down 18% on the previous year. Despite this, most elements of the business performed well. The Agra Europe publishing and conference business exceeded expectations and the Annual German Energy Conference, which is run in association with Handelsblatt, posted record profits.

Our portfolio of energy conferences based largely in the Middle East was reduced due to the Iraq war and uncertainty surrounding that region. Profits were down in this area despite the success of our Russia-based events including the flagship annual Sakhalin Oil Conference. Opportunities even in this market are now improving however and in January we produced a successful Investing in Iran event which we expect to repeat later this year along with two new events on Libyan Oil.

Heighway, our commercial fishing business traded less strongly and has been seriously affected by North Sea fishing quota contraction. Revenues from both our magazine and exhibition business in this area are well below the levels of previous years.

Although there are no signs of recovery in the commercial fishing business, energy events seem to be bouncing back aided by high oil barrel prices and some return to political stability.

In December we strengthened further our commodities portfolio with the acquisition of Sparks. This is a US-based international soft commodity and agriculture focused consultancy concern, which we believe will dovetail well with our existing Agra operations.

Other highlights

During 2003 we began our cooperation in Eastern Europe with Expomedia running a particularly successful event called Wireless Russia in Moscow and developing a number of products for 2004 and beyond. These cover subjects in the financial, legal, maritime, commodities, energy and fishing markets. In addition the Telecoms event, which is being supported by the Russian telecommunications ministry, will be repeated.

Also in Russia we joint ventured on a coal-mining event with the McCloskey group with whom we already work in Australia and France. This new venture was extremely successful achieving a delegate attendance of over 400 along with additional revenues from sponsors and exhibitors.

We have also continued to develop a maritime intelligence security product aimed largely but not only at the U.S. market. We have only received one three year subscription for this service to date but remain in discussions with a number of US security agencies and various other ports and services around the world who are evaluating its effectiveness.

Strategy

It is our intention to continue to build a business which allies defensive qualities with the ability to take strong advantage of economic improvement. Following the recent acquisitions subscription revenues should account for over 40% of total revenues with an even higher percentage at the operating profit level. With high renewal rates and good margins such revenues are of a very high quality to a publishing information business. On the other hand our events business contributed 44% of Group profits in 2003 and provides huge upside profit potential to the Group. Each additional delegate at every event over our whole portfolio is worth about an extra £1m to our bottom line profit. In the past years we have suffered as average delegates have declined by some 10% but we have the appropriate infrastructure in place to take advantage as numbers increase. It is also our intention to add new branded events to our acquisitions as appropriate and already plan to run 32 events in 2004. PJB for example historically ran no events of their own and this provides a real opportunity.

Although advertising revenues have been hit hard over the last few years but there are certainly signs of recovery both for us and in the business publications sector generally. Although advertising only accounted for 11% (2002: 12%) of Group revenues in 2003 there is also considerable upside potential here as well. Forward bookings for 2004 are significantly ahead of this time last year.

We continue to believe that the portfolio approach covering media format, market sectors and geographical jurisdictions is the appropriate approach for a group such as ours and that our current balance is an acceptable one.

Having been acquisitive over the last nine months with MMS, PJB, Sparks, NetDecide and a couple of smaller fill-in acquisitions we have quite a lot of integration work to do. We also have a number of new opportunities to pursue, especially within PJB. This will take some time and effort but it is already well underway and already the results look promising.

Current trading and prospects

Overall we saw an improvement in trading conditions in the last quarter of 2003 which seems to have continued into 2004. An improvement in the fortunes of mobile telecommunications companies allied with our new agreement with the GSM Association will hopefully allow our Telecoms business to grow again. Similarly improved freight rates will benefit our maritime business and a more settled Middle East political situation combined with high oil prices will boost our energy revenues.

The acquisitions we have made in the Finance, Life Sciences and Commodities areas will boost these divisions within which we also anticipate organic growth. Geographically Australia, the United States, Germany and Brazil traded well in 2003 with Asia and Holland performing poorly. Moving into 2004 it seems that most of our overseas businesses should improve their profitability as business confidence improves.

Already in 2004 the Annual German Handelsblatt Energy event has exceeded the record profit levels of 2003 and forward bookings for both conferences and advertising based periodicals are ahead of this time last year.

The 3GSM World Congress, which took place in Cannes in February, looks to have at least matched its 2003 profit levels with similar numbers of delegates (around 4,000) and a 9% increase in sponsorship and exhibition revenues.

With an encouraging performance at the start of 2004 the outlook appears more positive than in recent years.

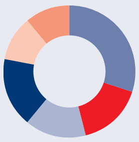
We would like to close by thanking all of our colleagues at Informa for working so hard during the last twelve months often in quite difficult trading conditions. Their commitment and support has been fantastic and it is hoped that conditions will improve over the next few years and that everyone will see the fruit of their labours.

Peter Rigby
Chairman

David Gilberston
Chief Executive
1 March 2004

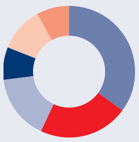
Operating and financial review

Turnover by sector (total £268.0m)



Finance and Insurance	30%
Telecoms and Media	16%
Law and Tax	15%
Maritime, Trade & Transport	17%
Life Sciences	11%
Commodities and Energy	11%

Adjusted operating profit by sector (total £31.6m)



Finance and Insurance	35%
Telecoms and Media	22%
Law and Tax	16%
Maritime, Trade & Transport	8%
Life Sciences	11%
Commodities and Energy	8%

Finance and Insurance

Our US and international financial analysis and data businesses once again delivered encouraging organic growth in profit. Three acquisitions made during the year strengthen the portfolio further.

Informa holds market leading niche positions in this sector worldwide. In 2003 we delivered substantial growth in key sectors, launched several new products and consolidated our position with new acquisitions.

The divisional result was led by our US based operation *Informa Financial Information (IFI)* which reported another strong year with organic growth underpinned by solid performances from individual product lines. Although the US mutual funds market continued to struggle, our two Effron businesses in the investment management arena, *PSN* and *Performer*, enjoyed their best ever year. In 2003 we also acquired three leading information businesses: *MMS, NetDecide* and *Barry Leeds & Associates*. These are helping to make *IFI* the leading 'one-stop-shop' for US financial and investment managers seeking up-to-the-minute funds data and performance analysis online. *MMS*, a leading provider of real-time news and analysis on the international bond and foreign exchange markets, has been merged with our existing MCM business to create a new and powerful single business: Informa Global Markets which combines the best of both constituent companies.

In the UK insurance market, we saw solid performances from our brand-leading magazine, *The Review* and exciting trends in international electronic sales of *Insurance Day*. The UK finance market also showed signs of recovery. Market brand-leader *Banking Technology* magazine increased profits and the *European Banking Technology Awards* delivered record-breaking attendances. Successful launches included *Enterprise Risk* magazine and two newsletters, *Insurance Regulation and Accounting* and *International Payments*.

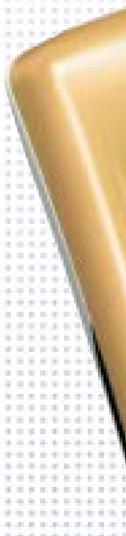
Considerable growth was achieved from mature and new pensions events with *Multi-Pensions* entrenching its position as the leading event in international pensions and benefit schemes. Three successful new events in 2003 were *The Local Government Investment Forum, The Institute for Global Mobility Annual Conference* and *Performance Measurement, Risk and Attribution*. In October, we held our best ever *Health Insurance Awards*, attracting 850 guests and delivering growth year on year.

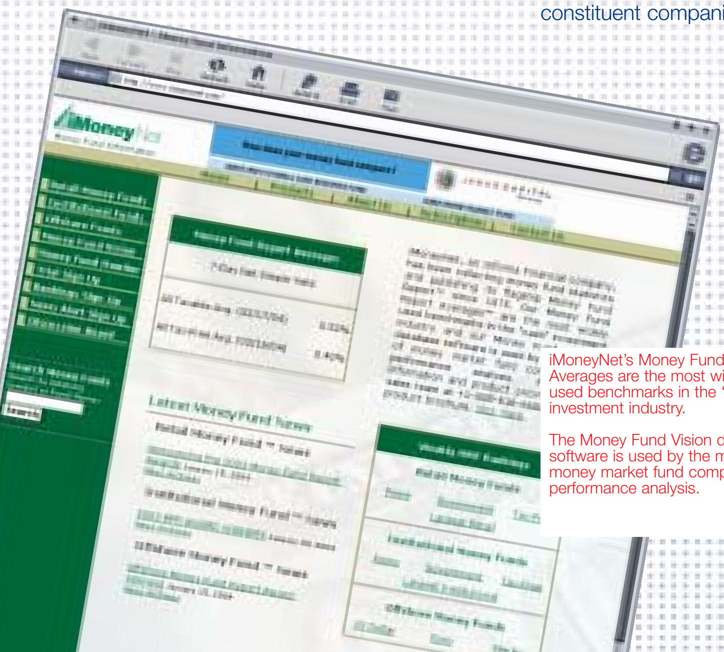
In Germany our *Handelsblatt*-branded *Insurance Industry* and *German Banking Industry* conferences were again highly successful and our *European Insurance Summit* in Brussels attracted some of the industry's leading figures. Informa's Australian events enjoyed similar benefits from strategic partnerships with the *Australian Financial Review* and the *Australian Bankers' Association*.

Telecoms and Media

Our 3GSM World Congress saw visitor numbers grow to 26,000 with exhibition revenues and overall event profitability up on 2002.

Informa consolidated its position as a leading provider of events and business intelligence for the global Telecoms and Media sectors – many of our events and publications are leading international brands.





iMoneyNet's Money Fund Report Averages are the most widely used benchmarks in the 'cash' investment industry.

The Money Fund Vision database software is used by the majority of money market fund complexes for performance analysis.

The Review, Informa's market-leading insurance publication, delivers profits ahead of target.

"*Insurance Day* is the best publication covering our industry" – Nick Prettejohn, CEO, Lloyd's of London

Leading brands

Our leading *3GSM World Congress* continued to demonstrate its ‘must attend’ status as the world’s leading event in the mobile industry calendar. Visitors grew to 26,000, exhibition revenues and overall profitability were up on 2002.

Internationally, our *GSM World Series,* with regional events focusing on the Americas, Middle East and Africa grew strongly. A move into the Russian market saw a successful launch event in June. Exhibition re-bookings for 2004 on these events are strong.

Specific service market events such as *Mobile Internet* and *Global Messaging Congress* continued to attract significant delegate and exhibition revenues. In 2004 our leading Bluetooth events will grow to cover all wireless connectivity technologies, providing a one-stop shop for short range wireless solutions.

Publishing growth

Our publishing operations enjoyed a successful year despite continuing difficult industry conditions with revenues from online subscriptions to our newsletters and reports growing in the year. Our flagship *Future Mobile Handsets* service remains the industry’s leading report on the handset sector.

We expanded our international presence in 2003 with the launch of *Eastern European Wireless Analyst* and *Middle East African Wireless Analyst* while our leading controlled circulation magazine, *Mobile Communications International*, performed well. Two new contract publishing deals, including *Mobile Frontiers* for *NTT DoCoMo*, were added to the portfolio.

In the media sector, our management report, newsletter and magazine business, including the flagship titles *New Media Markets, Screen Finance* and *Television Business International* showed an improved performance on 2002.

Law and Tax

Informa’s specialist positions in maritime, insurance, construction and intellectual property law delivered strong results with both publications and events performing well.

2003 was an exciting year for Informa Law’s publishing and events programme. Advertising and sponsorship held up remarkably well and our major flagship publications all showed growth in subscription revenues.

Leading legal conferences

Our events business continued to deliver good growth from its established annual conferences. The *10th Advanced Competition Law* event in Brussels, delivered significant delegate and profit growth. *Patent Litigation*, now in its 9th year delivered an increase in delegate numbers and turnover.

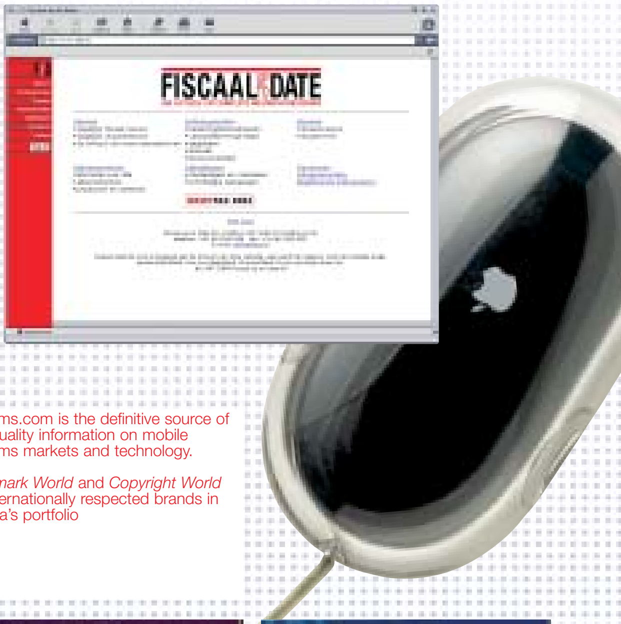
We were particularly pleased with the first *Informa Legal IT Forum* event, acquired in the last quarter of 2002. This premier networking and content-led event at the Gleneagles Hotel was sold out two months in advance. Despite a difficult time for the IT market, this established event prevailed over several competitors to consolidate itself as the market leader with excellent future potential.

New publishing developments

The relaunch of *Lloyd’s Law Reports online* has been very well received in the market place. In 2004, the incorporation of our other law reports series in Insurance, Building and Intellectual Property law into this service will make it the commercial reporting product of choice for lawyers internationally.

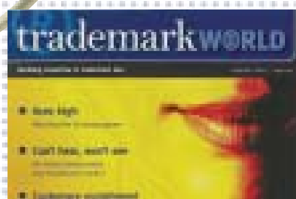
Our book publishing activity also continues to grow. In 2003 we launched the fifth edition of *Time Charters* in our *Lloyd’s Shipping Law Library*. Our book portfolio carries a strong reputation in the legal market and the business grew considerably over 2002.

Informa’s legal directory portfolio also reported strong growth. Leading directories include the *International Directory of Construction Lawyers* and the *International Directory of Intellectual Property Lawyers*, both these products delivered considerable year on year growth. Our intellectual property brands, headed by *Trademark World* and *Patent World*, will continue to grow in 2004 through branded events and related activities.



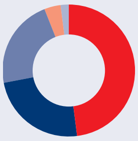
telecoms.com is the definitive source of high quality information on mobile telecoms markets and technology.

Trademark World and *Copyright World* are internationally respected brands in Informa’s portfolio



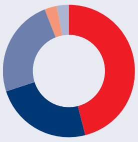
Operating and financial review continued

Turnover by location of business (total £268.0m)



United Kingdom	48%
Continental Europe	24%
United States	22%
Asia Pacific	4%
Other	2%

Adjusted operating profit by location of business (total £31.6m)



United Kingdom	46%
Continental Europe	24%
United States	24%
Asia Pacific	3%
Other	3%

Maritime, Trade and Transport

During 2003 freight rates rebounded strongly on the back of industrial demand from China, restoring prosperity to much of the shipping sector. We hope to feel the full benefits of this recovery in 2004.

Informa has a strong presence in the international maritime market with flagship publications such as *Lloyd's List, Lloyd's List Daily Commercial News, Containerisation International* and our core electronic *Seasearcher* product. In 2003, after several years in the doldrums, profitability in the shipping sector at large rose dramatically, fuelled by a surge in industrial import/export demand from China. These improving conditions made themselves felt on our business in the second half of the year and we are hopeful this upbeat trend will continue in 2004.

In our *Lloyd's List* division, classified advertising and subscription sales both held up well while display advertising spending showed signs of firm recovery in the latter months of the year.

Our magazines division, which streamlined its management and production structures, delivered increased profitability in the second half of the year, with further improvements due in 2004. A highlight of the year was the publication of the official supplement to commemorate the launch of *Queen Mary 2*.

Data sales for our specialist online marine tracking and analysis services traded solidly while our *Seasearcher* product, which allows users to discover the location of vessels worldwide, again grew its subscription base. *Vigilance*, our newly launched maritime security product, secured its first revenues in the last quarter of 2003. We are hopeful of further progress this year.

Good year for conferences

Our maritime conference businesses traded well despite the SARs epidemic which disrupted our schedule in Asia in the first half of the year. Informa's Australian *AusRAIL Plus 2003* conference was highly successful and in the UK our *Distance Learning and Corporate Training* businesses saw profits exceeding 2002. In 2004 we expect benefits arising from aligning energy and maritime events within the division and from the launch of two new logistics shows in Russia and Hong Kong.

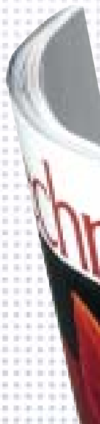
Life Sciences

The acquisition of PJB significantly broadens and strengthens our position in the global Life Sciences marketplace and opens up significant new event and publishing opportunities.

Weakening returns on drug development investments and research worldwide saw a global trend in Life Sciences spending away from early stage drug discovery towards the later clinical stages. Although this trend affected some of our key events our broad product portfolio, combined with our intensive new product development programme, allowed us to capitalise in other areas and leaves us well positioned for 2004.

For over 90 years, *Lloyd's Law Reports* has been the law reporting service of choice for commercial lawyers worldwide.

24 hours a day, seasearcher.com provides the latest information on more than 50,000 vessels and their movements.



Although the drug discovery sector was quieter our leading *Drug Discovery Technologies* event maintained its market leading position and our clinical conferences and publications delivered ahead of target. Key successes here were our annual *Screen Tech* and *Tides* events in the US. In the final quarter, our new Cell Culture event exceeded its target delegate numbers and delivered exceptional support from exhibition sponsors.

In the UK, where new regulatory developments encouraged considerable market interest, we exceeded our targets. Leading events included *Infotech Pharma* and *Euro Tides* and new events scheduled for 2004 will consolidate our activities in the clinical stages of Life Sciences development.

In publishing our leading title *BioTechniques* increased its market share despite some contraction of advertising spending while two new publication launches, *Preclinica* and *BioProcess International*, were both well-received in the market.

New acquisition

The acquisition of PJB in December 2003, the market leading publisher of international business news and information services for the pharmaceutical, agrochemical and biotechnology industries, significantly strengthens our presence in the Life Sciences marketplace. PJB's key products include *Scrip*, *Clinica* and *Pharmaprojects*.

PJB has a significant recurring revenue stream, with approximately 70% of annual revenue generated from subscriptions. Typically these products attract annual renewal rates in excess of 80%. The addition of the internationally renowned PJB brands to Informa's Life Sciences portfolio will open up a number of new opportunities for us to develop Life Sciences events and publications and to build further on PJB's electronic information services.

Commodities and Energy

The Commodities division's broad portfolio in the agriculture, softs and food sectors helped us weather difficult conditions in commercial fishing.

Informa's food and agricultural commodities division, *Agra*, reported another successful year for subscriptions and conferences. Continued problems in the UK fishing industry had a negative impact on advertising revenues at our *Heighway* business although overall the broad spread of our portfolio helped return good results for the year.

Agra's leading European subscription products all reported solid results. In 2003 we launched *World Poultry Markets* and *EU Rural Policy* in print and online, plus several special studies and market supplements. *Agra CEAS*, Informa's European consultancy, also gained a number of important institutional and corporate clients.

FO Licht, Informa's specialist commodity market analyst, performed well with growth in its new products for the ethanol market. We also launched *Licht Interactive Data* on *AgraNet* and expanded our range of electronic products. Now, over half our subscribers have password access to Agra's online services.

International expansion

In December Informa acquired *Sparks Companies inc*, a leading consultancy on the agricultural and commodity markets, making our *Agra* division a truly global force in food information services and expanding our consultancy, publishing and conference products into new markets.

Conference successes

Our commodities conference business was very buoyant with record attendances at leading events and new conferences producing good results. In Germany, Euroforum's 10th Annual Handelsblatt Energy Conference was again successful – our long-standing alliance with Germany's leading financial newspaper Handelsblatt allowing us to attract Europe's leading business and government figures to this flagship event. In Australia, leading conferences such as *Russian Coal Markets, European Coal* and *Global Steelmaking Raw Materials*, continued to perform well.

Bio Process International launched in January 2003 and has been well received. It is the only international publication devoted to the development, scale-up, and manufacture of biotherapeutics.

Scrip, established in 1972, is a bi-weekly newsletter available in electronic and print formats with a range of associated products. It provides news and analysis, commentary and data on pharma and biotechnology industries.

Foodnews is the leading market briefing for food traders worldwide. Read in over 80 countries, it has built up a first class reputation for its reporting and market insight and analysis.

Operating and financial review continued

During the year, we have improved operating margin (before exceptional items and goodwill amortisation) and maximised cash flow.

Jim Wilkinson
Finance Director

Group results

Turnover fell from £283m to £268m, a decrease of 5%. This reflects the difficult conditions in the markets in which we operated during the year, particularly in the first half.

The analysis of revenues by media shows that subscription income, whether hard copy or electronic, continues to be our largest revenue stream and now accounts for 36% of total revenue (2002: 35%). Fees from delegates attending our conferences fell to 32% (2002: 34%) of turnover as we cut the number of conferences we produced by 425 to 2,627. Sponsorship and exhibition revenue associated with events rose to 13% of revenue (2002: 12%). Advertising sales remained a low proportion of total revenue at only 11% (2002: 12%), whilst other sales remained steady, accounting for the remainder of the Group's turnover.

By location of customer the revenues were 41% from Continental Europe, 19% from the UK, 28% from the US and 12% from the Rest of the World. This shows no significant change from the prior year.

As in 2002, the Group reacted to the difficult market conditions by adjusting the cost base to reflect the reduced turnover levels. The Group's workforce was lowered by 8%. This brings the total number of staff who have left the Group to 30% of the workforce employed at 31 March 2001. Apart from employment costs we have managed to cut our direct costs so that they remain under 50% of revenue.

We have incurred an exceptional charge of £12.4m. This represents £8.6m largely from the integration of the acquisitions this year and £3.8m form the closure or disposal of three businesses in the period.

Profit before tax fell from £12.1m to £7.7m. Excluding goodwill amortisation and the exceptional items the profit before tax increased by 5% to £31.6m (2002: £30.1m).

Earnings per share

Adjusted earnings per share rose 5% to 17.23p (2002: 16.36p). This is calculated after removing the amortisation of goodwill and the exceptional items. Reported earnings per share were 0.65p (2002: 3.74p).

Dividend

A final dividend of 4.94p is proposed giving a total for the year of 7.6p (2002: 7.6p). The recommended dividend is covered by earnings excluding goodwill amortisation and will be fully funded by cash flow from operations.

Capital expenditure

The Group maintained its freeze on non-essential fixed asset expenditure during 2003 with £3m spent (2002: £5m).

Cash flow

Informa uses operating cash flow as a percentage of operating profit as its key cash management measure. Excluding goodwill amortisation and operating and non-operating exceptional items, operating cash flow as a percentage of operating profit was 109% (2002: 126%).

Turnover by geographical location of customer (total £268.0m)

Net debt rose from £96m to £178m at the end of 2003. This was due to an expenditure of £144m on acquisitions, offset partially by two vendor placings which raised £52m in total. The net interest cost is covered 6.4 times by Group operating profit before goodwill amortisation and exceptional items (2002: 5.2 times).

Treasury policy

Treasury activity is managed centrally and is principally concerned with the monitoring of working capital, managing internal and external funding requirements and monitoring and managing the Group's interest rate and foreign currency exposure.

The treasury operation is not a profit centre and its activities are carried out in accordance with the policy guidelines established by the Board which are detailed in note 32 to the accounts.

Foreign currency

A significant portion of the Group's revenues, operating profits and cash flows are in currencies other than sterling. The reported earnings of the Group are affected by the value of sterling relative to overseas currencies, the most significant being the Euro and the United States Dollar. Earnings were unaffected by translation into Sterling when compared to 2002 at constant currency as gains on euro profits offset losses on United States Dollar profits.

International Financial Reporting Standards

All European Union listed companies are required to adopt International Financial Reporting Standards (IFRS) for their financial statements from 2005, which will include comparative information for 2004. The Group is currently undertaking a review of the impact of IFRS on its published financial statements. Although these standards are themselves evolving and undergoing change, a preliminary review to date has not identified any material impacts.

Summary

The Group remains in robust financial health and we are looking forward to another successful year.

Jim Wilkinson
Finance Director
1 March 2004

Board of Directors

Peter Rigby[3]
Chairman of the Board and Chairman of the Nominations Committee, aged 48
After qualifying as an accountant Peter Rigby joined Metal Box. In 1981 he moved into the media industry joining Book Club Associates which was the joint venture between WH Smith and Doubleday. In 1983 he joined Stonehart Publications which was acquired by IBC in 1986 becoming Finance Director of the combined group two years later. He was appointed Deputy Chief Executive and later Chief Executive, and led the expansion of the Group into North America, Asia and Australia. He became Chairman of Informa at the inception of the Company following the merger of IBC and LLP.

David Gilbertson
Chief Executive, aged 47
David Gilbertson has some 25 years experience in the information industry having held editorial and management positions with Metal Bulletin, Reuters and Reed Elsevier. He joined Lloyd's of London Press in 1987 as Editor of Lloyd's List, joining the LLP Board in 1992. He was a member of the management buy-out team which bought LLP from Lloyd's of London in 1995, becoming Chief Executive in 1997. He took the Company to flotation on the Stock Exchange in early 1998 and became Chief Executive of Informa following the merger with IBC.

Jim Wilkinson
Finance Director, aged 38
Jim Wilkinson joined IBC in 1994 after eight years with Deloitte & Touche in London and South Africa. Appointed Financial Controller of IBC's UK Publishing division, he subsequently became responsible for the Group's operations in South Africa, Singapore and Australia. In 1997 he was appointed Deputy Finance Director, becoming Finance Director a year later.

Richard Hooper[1,2,3]
Senior Non-Executive Director and Chairman of the Remuneration Committee, aged 64
Richard Hooper became a Non-Executive Director of LLP in December 1997 and became the Senior Non-Executive Director on the Informa Board following the merger of LLP and IBC. He has 40 years experience in the information and communications industry, having worked in broadcasting, telecommunications, publishing and computing. He is also Chairman of the Content Board of the newly established UK communications regulator, and Deputy Chairman of the Office of Communications (Ofcom) and a member of the advisory board of Terra Firma Capital Partners.

Eric Barton[1,2,3]
Non-Executive Director and Chairman of the Audit Committee, aged 58
Eric Barton became a Non-Executive Director of LLP in December 1995 and continued as a Non-Executive Director on the Board of Informa after the merger. He was a Director of 3i plc, the venture capital group, from 1986 to 1999 and is currently a Non-Executive Director of Morse plc, Telecity plc and Acal plc.

Sean Watson[1,2,3]
Non-Executive Director, aged 55
Sean Watson is a Solicitor and a Senior Corporate Finance Partner at CMS Cameron McKenna. He has extensive experience in all areas of corporate law. He was appointed to the Board in May 2000.

[1] Member of the Audit Committee
[2] Member of the Remuneration Committee
[3] Member of the Nominations Committee

Peter Rigby
Chairman

David Gilbertson
Chief Executive

Jim Wilkinson
Finance Director

Richard Hooper
Senior Non-Executive Director

Eric Barton
Non-Executive Director

Sean Watson
Non-Executive Director






Statement of Directors' responsibilities in respect of the accounts

Company law requires the Directors to prepare accounts for each financial year which give a true and fair view of the state of affairs of the Company and Group and of the profit or loss for that period. In preparing those accounts, the Directors are required to:
- select suitable accounting policies and apply them consistently;
- make judgements and estimates that are reasonable and prudent;
- state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the accounts; and
- prepare the accounts on the going concern basis unless it is inappropriate to presume that the Group will continue in business.

The Directors are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the Company and to enable them to ensure that the accounts comply with the Companies Act 1985. They have general responsibility for taking such steps as are reasonably open to them to safeguard the assets of the Group and to prevent and detect fraud and other irregularities.

Independent Auditors' report to the members of Informa Group plc

We have audited the accounts on pages 14 to 39. We have also audited the information in the Directors' remuneration report that is described as having been audited.

This report is made solely to the Company's members, as a body, in accordance with section 235 of the Companies Act 1985. Our audit work has been undertaken so that we might state to the Company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the Company and the Company's members as a body, for our audit work, for this report, or for the opinions we have formed.

Respective responsibilities of Directors and auditors

The Directors are responsible for preparing the Annual Report and the Directors' remuneration report. As described above, this includes responsibility for preparing the accounts in accordance with applicable United Kingdom law and accounting standards. Our responsibilities, as independent auditors, are established in the United Kingdom by statute, the Auditing Practices Board, the Listing Rules of the Financial Services Authority, and by our profession's ethical guidance.

We report to you our opinion as to whether the accounts give a true and fair view and whether the accounts and the part of the Directors' remuneration report to be audited have been properly prepared in accordance with the Companies Act 1985. We also report to you if, in our opinion, the Directors' report is not consistent with the accounts, if the Company has not kept proper accounting records, if we have not received all the information and explanations we require for our audit, or if information specified by law or the Listing Rules regarding Directors' remuneration and transactions with the Group is not disclosed.

We review whether the statement on page 40 reflects the Company's compliance with the seven provisions of the Combined Code specified for our review by the Listing Rules, and we report if it does not. We are not required to consider whether the Board's statements on internal control covers all risks and controls, or form an opinion on the effectiveness of the Group's corporate governance procedures or its risk and control procedures.

We read the other information contained in the Annual Report, including the corporate governance statement and the unaudited part of the Directors' remuneration report, and consider whether it is consistent with the audited accounts. We consider the implications for our report if we become aware of any apparent misstatements or material inconsistencies with the accounts.

Basis of audit opinion

We conducted our audit in accordance with Auditing Standards issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the accounts and the part of the Directors' remuneration report to be audited. It also includes an assessment of the significant estimates and judgements made by the Directors in the preparation of the accounts, and of whether the accounting policies are appropriate to the Group's circumstances, consistently applied and adequately disclosed.

We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the accounts and the part of the Directors' remuneration report to be audited are free from material misstatement, whether caused by fraud or other irregularity or error. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the accounts and the part of the Directors' remuneration report to be audited.

Opinion

In our opinion:
- the accounts give a true and fair view of the state of affairs of the Company and the Group as at 31 December 2003 and of the profit of the Group for the year then ended;
- the accounts and the part of the Directors' remuneration report to be audited have been properly prepared in accordance with the Companies Act 1985.

KPMG Audit Plc
Chartered Accountants
Registered Auditor
London

1 March 2004

Consolidated profit and loss account
For the year ended 31 December 2003

	Notes	2003 Before Exceptional items £000	2003 Exceptional items (note 4) £000	2003 Total £000	2002 Before Exceptional items £000	2002 Exceptional items (note 4) £000	2002 Total £000
Turnover		**267,997**	**–**	**267,997**	283,442	–	283,442
Operating profit before goodwill amortisation		**37,482**	**(8,543)**	**28,939**	37,255	(6,454)	30,801
Goodwill amortisation		**(11,534)**	**–**	**(11,534)**	(10,992)	–	(10,992)
Operating profit		**25,948**	**(8,543)**	**17,405**	26,263	(6,454)	19,809
Loss on sale and termination of operations	4	**–**	**(3,822)**	**(3,822)**	–	(525)	(525)
Profit on ordinary activities before interest		**25,948**	**(12,365)**	**13,583**	26,263	(6,979)	19,284
Net interest payable and similar charges	5	**(5,847)**	**–**	**(5,847)**	(7,200)	–	(7,200)
Profit on ordinary activities before tax	6	**20,101**	**(12,365)**	**7,736**	19,063	(6,979)	12,084
Tax on profit on ordinary activities	9	**(8,858)**	**2,065**	**(6,793)**	(9,167)	1,909	(7,258)
Profit on ordinary activities after tax		**11,243**	**(10,300)**	**943**	9,896	(5,070)	4,826
Minority interests – equity	23			**(84)**			(59)
Profit for the year attributable to the shareholders				**859**			4,767
Equity dividends paid and proposed	11			**(11,089)**			(9,692)
Retained loss for the year				**(10,230)**			(4,925)
Earnings per share (basic)	12			**0.65p**			3.74p
Earnings per share (diluted)	12			**0.65p**			3.74p
Adjusted basic earnings per share	12			**17.23p**			16.36p

A note on historical cost profits and losses has not been included as part of these accounts as the results as disclosed in the profit and loss account are prepared on an unmodified historical cost basis.

All results in the current and previous years are derived from continuing operations.

Acquisitions made during 2003 contributed revenue of £9,596,000 which is included in the figures shown above. It is not possible to separately identify the profit from these operations as they have been integrated upon acquisition.

Consolidated statement of total recognised gains and losses
For the year ended 31 December 2003

	Notes	2003 £000	2002 £000
Profit for the financial year		**859**	4,767
Currency translation differences on foreign currency net investments and borrowings	25	**(2,358)**	(3,809)
Total gains and losses recognised in the year		**(1,499)**	958

Consolidated cash flow statement
For the year ended 31 December 2003

	Notes	2003 £000	2003 £000	2002 £000	2002 £000
Cash inflow from operating activities	28		**34,174**		46,510
Returns on investments and servicing of finance					
Interest received		**1,395**		1,010	
Interest paid		**(7,419)**		(7,494)	
Interest elements of finance lease rental payments		**(1)**		(8)	
			(6,025)		(6,492)
Taxation			**(4,149)**		(1,667)
Capital expenditure					
Purchase of tangible fixed assets		**(2,687)**		(5,037)	
Sale of tangible fixed assets		**220**		2,914	
			(2,467)		(2,123)
Acquisitions and disposals					
Purchase of subsidiary undertakings	30	**(166,501)**		(3,232)	
Net cash acquired with subsidiary undertakings	30	**23,236**		–	
Purchase of businesses	31	**(210)**		(815)	
Purchase of fixed asset investment		**(2,105)**		(679)	
Disposal of subsidiary undertakings and businesses	4	**1,045**		150	
			(144,535)		(4,576)
Equity dividends paid			**(9,943)**		(9,674)
Cash (outflow)/inflow before financing			**(132,945)**		21,978
Financing					
Issue of ordinary share capital		**53,124**		–	
Issue costs		**(1,553)**		–	
Exercise of share options		**441**		806	
Increase in amounts borrowed		**153,236**		49,185	
Repayment of amounts borrowed		**(66,302)**		(68,983)	
Capital element of finance lease rental payments		**(54)**		(35)	
			138,892		(19,027)
Increase in cash in the year	29		**5,947**		2,951

	Notes	2003 £000	2002 £000
Reconciliation of net cash flow to movement in net debt			
Increase in cash in the year		**5,947**	2,951
Cash (inflow)/outflow from (increase)/decrease in debt financing		**(86,880)**	19,798
Change in net debt resulting from cash flows		**(80,933)**	22,749
Translation differences		**(1,623)**	554
Non-cash movements		**(114)**	–
Movement in net debt in the year		**(82,670)**	23,303
Net debt at 1 January	29	**(95,529)**	(118,832)
Net debt at 31 December	29	**(178,199)**	(95,529)

Consolidated balance sheet
At 31 December 2003

	Notes	2003 £000	2003 £000	2002 £000	2002 £000
Fixed assets					
Intangible assets	13		**306,131**		159,639
Tangible assets	14		**27,262**		23,080
Investments	15		**6,893**		4,788
			340,286		187,507
Current assets					
Stocks and work in progress	16	**7,419**		6,212	
Debtors	17	**56,164**		51,734	
Cash at bank and in hand		**10,454**		5,195	
		74,037		63,141	
Creditors: amounts falling due within one year	18	**(142,732)**		(117,876)	
Net current liabilities			**(68,695)**		(54,735)
Total assets less current liabilities			**271,591**		132,772
Creditors: amounts falling due after more than one year					
Bank loans	19	**(177,245)**		(98,288)	
Other creditors	20	**(5,923)**		(855)	
			(183,168)		(99,143)
Provisions for liabilities and charges	21		**(10,903)**		(7,028)
			77,520		26,601
Minority interests – equity	23		**(79)**		(334)
Net assets			**77,441**		26,267
Capital and reserves					
Called up share capital	24		**15,195**		12,824
Share premium account	26		**184,494**		123,103
Special reserve	26		**1**		1
Other reserve	26		**37,398**		37,398
Profit and loss account	26		**(159,647)**		(147,059)
Shareholders' funds – equity			**77,441**		26,267

These accounts were approved by the Board on 1 March 2004 and signed on its behalf by

J H Wilkinson
Director

Company balance sheet
At 31 December 2003

	Notes	2003 £000	2003 £000	2002 £000	2002 £000
Fixed assets					
Tangible assets	14		**936**		1,351
Investments	15		**562,893**		345,143
			563,829		346,494
Current assets					
Debtors	17	**422,179**		402,980	
Cash at bank and in hand		**5,772**		2	
		427,951		402,982	
Creditors: amounts falling due within one year	18	**(318,868)**		(303,633)	
Net current assets			**109,083**		99,349
Total assets less current liabilities			**672,912**		445,843
Creditors: amounts falling due after more than one year					
Bank loans	19	**(177,245)**			(98,288)
Other creditors	20	**(5,773)**			–
			(183,018)		(98,288)
Provisions for liabilities and charges	21		**(1,915)**		(3,670)
Net assets			**487,979**		343,885
Capital and reserves					
Called up share capital	24		**15,195**		12,824
Share premium account	26		**184,494**		123,103
Special reserve	26		**1**		1
Profit and loss account	26		**288,289**		207,957
Shareholders' funds – equity			**487,979**		343,885

These accounts were approved by the Board on 1 March 2004 and signed on its behalf by

J H Wilkinson
Director

Notes to the accounts

1 Accounting policies

Basis of preparation
The accounts have been prepared under the historical cost convention and in accordance with applicable UK accounting standards. The accounts are prepared on a going concern basis. The principal accounting policies have been applied consistently in dealing with items which are considered material in relation to the Group's financial statements. Following the announcement last year that implementation of 'FRS 17: Retirement Benefits' has been deferred until 2005, the Group continues to prepare its accounts based on SSAP 24 and to provide the additional information required by FRS 17 (as revised).

Basis of consolidation
The consolidated accounts include the accounts of the Company and its subsidiary undertakings made up to 31 December. The acquisition method of accounting has been adopted. Under this method the results of subsidiary undertakings acquired or disposed of in the year are included in the consolidated profit and loss account from the date of acquisition or up to the date of disposal.

Goodwill and publishing rights
Purchased goodwill (both positive and negative) arising on consolidation in respect of acquisitions (representing the excess of the fair value of the consideration given and associated costs over the fair value of the separable net assets acquired) before 1 January 1998, when 'FRS 10: Goodwill and intangible assets' was adopted, was written off to reserves in the year of acquisition. When a subsequent disposal occurs any related goodwill previously written off to reserves is written back through the profit and loss account as part of the profit or loss on disposal.

Purchased goodwill arising on consolidation in respect of acquisitions since 1 January 1998 is capitalised. Positive goodwill is amortised to nil by equal annual instalments over its estimated useful life which, in the case of the majority of acquisitions to date, is estimated to be 20 years.

Impairment reviews are carried out in accordance with FRS 11 to ensure that goodwill is not carried at above its recoverable amount. All amortisation and any impairment of goodwill is charged to the profit and loss account.

On the subsequent disposal or termination of a business acquired since 1 January 1998, the profit or loss on disposal or termination is calculated after charging the unamortised amount of any related goodwill.

No value is attributed to publishing rights acquired as the Directors consider this cannot be reliably measured.
In the Company's financial statements, investments in subsidiary undertakings are stated at cost less provision for permanent impairment, if any.

Turnover
Turnover represents the amount receivable, excluding sales taxes, for products and services supplied to customers and is stated after deduction of trade discounts and provisions for subscription returns and cancellations. Subscription income is deferred and recognised over the period of the subscription. Conference income is recognised when the conference is held.

Currency translation
Company
Transactions in foreign currencies are recorded at the rate ruling at the date of transaction. Monetary assets and liabilities denominated in foreign currencies are retranslated at the rate of exchange ruling at the balance sheet date. All differences are taken to the profit and loss account.

Group
Trading results denominated in foreign currencies are translated at the average monthly exchange rate. Assets and liabilities denominated in foreign currencies are translated at the rate of exchange ruling at the balance sheet date. The exchange difference arising on retranslation of opening net assets of overseas subsidiary undertakings is taken directly to reserves. Differences on foreign currency borrowings, which are used to finance or provide a hedge against Group equity investments in foreign enterprises, are taken directly to reserves so far as they offset the exchange differences on the net investment in these enterprises. The exchange differences arising on the retranslation of the profit and loss account at the year end rate are taken to reserves. All other translation differences are taken to the profit and loss account.

Financial instruments
The Group uses interest rate and currency swaps to manage its exposure to interest rate and currency fluctuations. These instruments are accounted for as hedges if designated as such at the inception of contracts. The swaps are not revalued to fair value in the Group balance sheet at the year end but are disclosed in the fair value table in note 32. Interest differentials are recognised by accruing the net interest receivable or payable. Gains or losses arising on hedging instruments which are cancelled due to the termination of underlying exposure are taken to the profit and loss account immediately. Finance costs associated with debt issuance are charged to the profit and loss account over the life of the instruments.

Depreciation and amortisation
The cost of tangible fixed assets less their estimated residual value is depreciated on a straight line basis over their estimated useful lives as follows:

	Annual rate
Freehold buildings	2%
Short leasehold properties and property improvements	Over life of lease
Equipment, fixtures and fittings	10% – 33.3%
Motor vehicles	20% – 25%

Freehold and short leasehold properties and property improvements are carried at cost less depreciation and provisions for impairment in value. Freehold land is not depreciated.

Fixed assets acquired on acquisition of a subsidiary undertaking are included at the original cost less depreciation to the acquired business except to the extent that their fair value is considered to be different in which case the accumulated depreciation is adjusted accordingly.

Stocks and work in progress
Stocks are stated at the lower of cost and net realisable value. Conference costs in advance represent costs incurred for conferences planned to be held after the balance sheet date.

Deferred promotional expenditure
Promotional expenditure incurred during the year is matched against revenue generated by that expenditure. Deferred promotional expenditure included in the balance sheet represents expenditure incurred during the year in respect of revenue which is expected to arise after the balance sheet date.

Deferred tax
The charge for taxation is based on the profit for the year and takes into account taxation deferred because of timing differences between the treatment of certain items for taxation and accounting purposes. Deferred tax is provided in full for timing differences, except as otherwise required by FRS 19. Deferred tax assets are recognised to the extent that they are regarded as recoverable. Deferred tax balances are not discounted.

Leased assets
Assets held under finance leases are capitalised with the corresponding obligation to pay future rentals being included in creditors. A finance lease is a lease that transfers substantially all the risks and rewards of ownership of an asset to the lessee. The assets are valued at the equivalent purchase price and are depreciated over the shorter of their estimated useful lives or the unexpired portion of the lease. The excess of the lease payments over the value of the lease obligations is treated as a finance charge and is allocated to accounting periods over the duration of the lease to approximate to a constant periodic rate of charge on the remaining balance.

Operating lease rentals are charged to the profit and loss account on a straight line basis over the lease term.

Pension costs
Certain subsidiaries operate defined contribution pension schemes for employees. The assets of the schemes are held separately from the individual companies. The pension cost charge associated with these schemes represents contributions payable.

The Group also operates a funded defined benefit scheme for employees. The expected cost of pensions of the defined benefit pension scheme is charged to the profit and loss account so as to spread the cost over the service lives of employees in the scheme. Variations from regular cost are spread over the remaining service lives of current employees in the schemes.

The pension cost associated with this scheme is addressed in accordance with the advice of qualified actuaries.

FRS 17: Retirement Benefits will require a market rather than actuarial valuation of defined benefit schemes. This will result in a greater volatility of the pension scheme surplus as the market valuation will be taken at each balance sheet date and be reflective of a particular point in time. At 31 December 2003, the Group has adopted the transitional disclosure requirements of FRS 17 (as set out in note 22).

Notes to the accounts
continued

2 Analysis of operating activities

	Continuing operations 2003 £000	Continuing operations 2002 £000
Turnover	**267,997**	283,442
Cost of sales	**(112,279)**	(119,651)
Gross profit	**155,718**	163,791
Administrative expenses		
Ordinary	**(129,770)**	(137,528)
Exceptional	**(8,543)**	(6,454)
Total administrative expenses	**(138,313)**	(143,982)
Operating profit	**17,405**	19,809

3 Segmental analysis

	Turnover		**Underlying operating profit***		**Profit before interest**	
Analysis by market sector	**2003 £000**	2002 £000	**2003 £000**	2002 £000	**2003 £000**	2002 £000
Finance and Insurance	**79,649**	79,442	**12,900**	12,135	**5,797**	7,098
Telecoms and Media	**44,050**	52,575	**8,389**	9,301	**4,461**	5,968
Law and Tax	**39,218**	45,097	**6,209**	4,737	**2,712**	1,877
Maritime, Trade and Transport	**45,053**	46,705	**2,679**	2,379	**(1,338)**	(582)
Life Sciences	**27,629**	27,492	**4,059**	5,308	**1,595**	3,565
Commodities and Energy	**30,414**	31,226	**2,947**	3,615	**234**	1,636
Other	**1,984**	905	**299**	(220)	**122**	(278)
	267,997	283,442	**37,482**	37,255	**13,583**	19,284

	Turnover		**Underlying operating profit***		**Profit before interest**	
Analysis by geographical location of business	**2003 £000**	2002 £000	**2003 £000**	2002 £000	**2003 £000**	2002 £000
United Kingdom	**128,466**	139,650	**17,206**	16,331	**5,750**	7,477
Continental Europe	**63,840**	67,313	**8,532**	7,802	**2,839**	3,534
United States	**60,371**	62,927	**9,465**	11,874	**4,081**	7,884
Asia Pacific	**11,279**	9,391	**1,367**	782	**361**	186
Other	**4,041**	4,161	**912**	466	**552**	203
	267,997	283,442	**37,482**	37,255	**13,583**	19,284

Turnover by geographical location of customer	**2003 £000**	2002 £000
United Kingdom	**51,593**	58,748
Continental Europe	**109,855**	112,952
United States	**74,139**	79,005
Asia Pacific	**18,638**	17,170
Other	**13,772**	15,567
	267,997	283,442

*Underlying operating profit in the segmental analysis excludes the amortisation of goodwill and operating and non-operating exceptional items.

The Group interest expense is arranged centrally and is not attributable to individual markets or geographical locations. Trading between segments is not significant.

3 Segmental analysis continued

Capital employed – At 31 December Analysis by market sector	**2003 £000**	2002 £000
Finance and Insurance	**81,186**	38,338
Telecoms and Media	**44,900**	25,372
Law and Tax	**39,975**	21,763
Maritime, Trade and Transport	**45,923**	22,539
Life Sciences	**28,163**	13,267
Commodities and Energy	**31,001**	15,070
Other	**2,082**	437
	273,230	136,786

Capital employed – At 31 December Analysis by geographical location	**2003 £000**	2002 £000
United Kingdom	**130,946**	67,394
Continental Europe	**65,072**	32,484
United States	**61,536**	30,368
Asia Pacific	**11,497**	4,532
Other	**4,179**	2,008
	273,230	136,786

Reconciliation of capital employed	**2003 £000**	2002 £000
Capital employed	**273,230**	136,786
Net debt	**(178,199)**	(95,529)
Unallocated tax liabilities	**(17,511)**	(14,656)
Net assets before minority interest	**77,520**	26,601

4 Exceptional items

(1) *Operating costs*
The £8,543,000 shown in the profit and loss account is in respect of the following:

(a) prepaid bank loan facility fees now expensed as the facility was replaced in the year (£874,000) due to the acquisition of PJB Publications Limited;

(b) restructuring costs related to integrating the acquisitions (£7,669,000).

The £6,454,000 in 2002 is in respect of a provision for future costs on properties not used by the Group (£4,173,000) and redundancy costs relating to restructuring of the senior operating board (£2,281,000).

(2) *Loss on sale and termination of operations*
The current year charge represents the net cost arising on the disposal of certain publications and the sale of one subsidiary. The loss on disposal of a subsidiary undertaking in 2002 represents the net cost arising from the closure of a Dutch subsidiary. Details of the related goodwill written off are given in note 13.

5 Net interest payable and similar charges

	2003 £000	2002 £000
Interest payable on bank loans and overdrafts	**(7,241)**	(8,202)
Finance lease charges	**(1)**	(8)
	(7,242)	(8,210)
Other interest receivable	**1,395**	1,010
	(5,847)	(7,200)

Notes to the accounts
continued

6 Profit on ordinary activities before tax

Is stated after charging	2003 £000	2002 £000
Depreciation and amortisation		
Depreciation on owned assets	**6,494**	7,295
Depreciation on assets under finance leases	**30**	62
Amortisation of goodwill	**11,534**	10,992
Profit on sale of tangible fixed assets	**(25)**	(23)
Auditors' remuneration		
Audit services	**500**	551
Other fees paid to the auditors and their associates	**1,085**	710
Operating leases		
Plant and machinery	**170**	110
Other	**8,929**	9,211
Exchange losses	**394**	18

Included in the fees paid to auditors is £6,000 (2002: £6,000) in respect of the audit of the Company.

Within other fees paid to auditors £511,000 relates to corporation and indirect tax advice, £554,000 relates to advisory work in respect of Group restructuring and £20,000 is for other services.

In addition to other fees paid to the auditors, £856,000 (2002: £nil) was paid relating to assistance with acquisitions and has been included in goodwill. This related to the acquisition of PJB Publications Limited as the Audit Committee felt that the auditors were best placed to perform this work cost effectively.

7 Remuneration of Directors

	2003 £000	2002 £000
Salaries and benefits in kind	**884**	847
Performance-related emoluments	**467**	89
Aggregate emoluments	**1,351**	936
Payments to third parties for services of Directors	**85**	70
Pension contributions	**524**	253

Directors' profit on exercise of share options during the year was £1,086 (2002: £20,442).

Details of Directors' emoluments including pension contributions and share options are given on pages 43 to 45.

8 Staff costs

	2003 £000	2002 £000
Wages and salaries	**83,808**	82,795
Social security costs	**9,453**	9,520
Redundancy costs	**5,023**	4,236
Pension costs	**2,815**	2,895
	101,099	99,446

The average number of employees of the Group during the year was:

By market sector	2003 number	2002 number
Finance and Insurance	**681**	683
Telecoms and Media	**357**	407
Law and Tax	**392**	381
Maritime, Trade and Transport	**424**	448
Life Sciences	**239**	201
Commodities and Energy	**339**	335
Other	**41**	113
	2,473	2,568

9 Tax on profit on ordinary activities

	2003 £000	2002 £000
United Kingdom corporation tax at 30% (2002: 30%)	**1,689**	1,514
Less: double taxation relief	**–**	–
	1,689	1,514
Overseas tax	**3,269**	5,046
Current tax	**4,958**	6,560
Deferred tax (note 21)	**1,835**	698
	6,793	7,258

Factors affecting the tax charge for the current year
A reconciliation of the notional current tax charge based on average standard rates of tax (weighted in proportion to accounting profits) to the actual current tax charge is set out below:

	2003 £000	2002 £000
Current tax reconciliation		
Profit on ordinary activities before tax	**7,736**	12,084
Current tax at average standard rates at 35% (2002: 39%)	**2,708**	4,713
Effects of:		
Tax depreciation in excess of amortisation	**130**	690
Utilisation of tax losses	**(1,895)**	28
Unrecognised tax credits in respect of overseas losses	**86**	–
Expenses not deductible for tax purposes	**4,351**	1,157
Other timing differences	**(419)**	302
Differences in tax rates	**(3)**	(330)
Total current tax charge	**4,958**	6,560

10 Results of Informa Group plc

Of the profit for the financial year, £91,421,000 (2002: loss £986,000) before the payment of dividends is dealt with in the accounts of the Company. Pursuant to section 230 of the Companies Act 1985 the Company's own profit and loss account is not included in these accounts.

11 Dividends

	2003 £000	2002 £000
Interim dividend 2.66 pence per share (2002: 2.66 pence)	**3,651**	3,412
Proposed final dividend 4.94 pence per share (2002: 4.94 pence)	**7,480**	6,335
Waiver of dividend by share trusts	**(42)**	(55)
	11,089	9,692

Notes to the accounts
continued

12 Earnings and adjusted earnings per share

In order to show results from operating activities on a comparable basis, an adjusted earnings per share has been calculated which excludes amortisation of goodwill and exceptional items.

	2003 £000	2002 £000
Profit for the year – basic and diluted earnings	**859**	4,767
Adjustments:		
Amortisation of goodwill	**11,534**	10,992
Exceptional items	**10,300**	5,070
Adjusted earnings	**22,693**	20,829
Weighted average number of equity shares – for basic and adjusted earnings	**131,695,549**	127,294,855
Effect of dilutive share options	**99,492**	4,888
Weighted average number of equity shares – for diluted earnings	**131,795,041**	127,299,743

	2003	2002
Basic earnings per equity share	**0.65p**	3.74p
Diluted earnings per equity share	**0.65p**	3.74p
Adjusted earnings per equity share	**17.23p**	16.36p

13 Intangible fixed assets – goodwill

	Group 2003 £000
Cost:	
At 1 January 2003	193,186
Exchange differences	(735)
Additions	163,121
Additions from new subsidiaries	1,579
Disposals	(6,215)
At 31 December 2003	**350,936**
Amortisation:	
At 1 January 2003	33,547
Exchange differences	69
Additions from new subsidiaries	1,003
Charge for year	11,534
Disposals	(1,348)
At 31 December 2003	**44,805**
Net book value:	
At 31 December 2003	**306,131**
At 31 December 2002	159,639

Goodwill arising on acquisitions since 1 January 1998 has been capitalised as an intangible asset in accordance with FRS 10 and will be amortised over its estimated useful life. In the case of most acquisitions, the estimated useful life is 20 years. Event acquisitions will be amortised over 3 years (relevant to two Group acquisitions) and in one exceptional case a Group acquisition is written down over 4 years. Details of the acquisitions are given in notes 30 and 31.

Details of the disposals are given in note 4.

14 Tangible fixed assets

Group	Freehold land and buildings £000	Short leasehold property £000	Equipment, fixtures and fittings £000	Motor vehicles £000	Total £000
Cost: At 1 January 2003	1,333	3,320	44,264	813	49,730
Exchange differences	–	(127)	(173)	29	(271)
Additions	–	198	2,428	61	2,687
Additions from new subsidiaries	7,268	215	5,140	175	12,798
Disposals	–	(59)	(6.033)	(337)	(6,429)
At 31 December 2003	**8,601**	**3,547**	**45,626**	**741**	**58,515**
Depreciation:					
At 1 January 2003	75	1,238	24,841	496	26,650
Exchange differences	–	(65)	(76)	30	(111)
Additions from new subsidiaries	930	8	3,321	165	4,424
Charge for year	22	353	6,036	113	6,524
Disposals	–	(32)	(5,929)	(273)	(6,234)
At 31 December 2003	**1,027**	**1,502**	**28,193**	**531**	**31,253**
Net book value:					
At 31 December 2003	**7,574**	**2,045**	**17,433**	**210**	**27,262**
At 31 December 2002	1,258	2,082	19,423	317	23,080

Depreciable assets at cost total £57,540,000 at 31 December 2003 (2002: £48,755,000).

The net book value of assets held under finance leases and hire purchase contracts included in tangible fixed assets in the Group was £83,000 (2002: £149,000). The depreciation charge on these assets in the year was £30,000 (2002: £62,000).

Company	Short leasehold property £000	Equipment, fixtures and fittings £000	Motor vehicles £000	Total £000
Cost:				
At 1 January 2003	254	2,785	57	3,096
Additions	–	53	–	53
Disposals	–	–	(57)	(57)
At 31 December 2003	**254**	**2,838**	**–**	**3,092**
Depreciation:				
At 1 January 2003	81	1,632	32	1,745
Charge for year	43	400	2	445
Disposals	–	–	(34)	(34)
At 31 December 2003	**124**	**2,032**	**–**	**2,156**
Net book value:				
At 31 December 2003	**130**	**806**	**–**	**936**
At 31 December 2002	173	1,153	25	1,351

The net book value of assets held under finance leases and hire purchase contracts included in tangible fixed assets in the Company was £nil (2002: £25,000). The depreciation charge on these assets in the year was £2,000 (2002: £19,000).

Notes to the accounts
continued

15 Investments

Group	Investment in own shares £000	Other investments £000	Total £000
Cost and net book value:			
At 1 January 2003	3,641	1,147	4,788
Additions	–	2,105	2,105
At 31 December 2003	**3,641**	**3,252**	**6,893**

The investment in own shares is the Informa Employee Share Trust (IEST) which holds shares to satisfy the future exercise of executive options. These are held in trust until such time as they may be transferred to the executives in accordance with the conditions outlined in the Directors' remuneration report on page 44. The trustees have waived the right to receive dividends. All professional fees relating to the establishment of the trust and the loss arising from the difference between cost and the option price have been charged to the profit and loss account. The Trust held 632,775 shares at 31 December 2003 (2002: 632,775 shares). The market value of the holding stood at £2,028,044 at 31 December 2003 (2002: £1,059,898). The shares held are under option at 401p, 825p and 581p as detailed in note 24.

The additions in the year represent the Group's investment in Expomedia Group plc and an increase in the investment in Xinhua Financial Network Ltd. The market value of the holding in Expomedia Group plc at 31 December 2003 was £2,355,000, compared to the net book value of £2,040,000.

Company	Investment in own shares £000	Shares in subsidiary undertakings £000	Other investments £000	Total £000
Cost and net book value:				
At 1 January 2003	3,641	340,823	679	345,143
Additions	–	488,610	2,105	490,715
Disposals	–	(272,965)	–	(272,965)
At 31 December 2003	**3,641**	**556,468**	**2,784**	**562,893**

The investment in own shares is held by the Informa Employee Share Trust, as detailed above.

The addition in the year to other investments is as detailed above.

The Company acquired 100% of the ordinary shares issued by a new subsidiary, Informa One Limited, for £46,035,000.

The Company purchased all of an issue of £1 ordinary shares by Informa Limited for £277,965,000. Informa Limited redeemed all of its preference shares of which £272,965,000 were owned by the Company.

The Company also acquired MMS Group Holdings Limited for a cost of £17,732,000 and PJB Publications Limited for £146,878,000.

The listing below shows the principal subsidiary undertakings at 31 December 2003. A full list of the subsidiaries will be included in the Company's annual return. All of these companies are included in the consolidated financial statements and are wholly owned within the Group except where indicated they are incorporated in England and Wales. The Group also controls the Informa Employee Share Trust, an independently administered employee share ownership plan.

Informa Limited and Barham Reorganisations Limited have an accounting reference date of 25 July, whilst PJB Publications Limited has an accounting reference date of 31 August.

Name of subsidiary	Nature of business
Agra Europe (London) Limited	Conference organisation and publishing
Euroforum BV (Incorporated in the Netherlands)	Conference organisation and publishing
Euroforum Deutschland GmbH (Incorporated in Germany)	Conference organisation and publishing
IBC Asia (S) Pte Limited (Incorporated in Singapore)	Conference organisation
Informa USA Inc. (Incorporated in USA)	Conference organisation and publishing
Informa UK Limited	Conference organisation and publishing
Informa QUEST Limited	Qualifying employee share trust
Informa Limited	Holding company
MMS Group Holdings Limited	Holding company
PJB Publications Limited	Publishing

Of the above, only Informa Limited, MMS Group Holdings Limited, PJB Publications Limited and Informa QUEST Limited are directly owned by Informa Group plc.

16 Stocks and work in progress

	Group		Company	
	2003 £000	2002 £000	**2003 £000**	2002 £000
Conference costs in advance	**6,463**	5,034	**–**	–
Marketing and publication stocks	**956**	1,178	**–**	–
	7,419	6,212	**–**	–

17 Debtors

	Note	Group		Company	
		2003 £000	2002 £000	**2003 £000**	2002 £000
Falling due within one year:					
Trade debtors		**35,568**	32,807	**–**	–
Other debtors		**7,264**	5,767	**1,321**	746
Prepayments and accrued income		**12,318**	11,356	**1,996**	2,204
Other taxes and social security costs		**–**	–	**66**	53
Deferred tax	21	**730**	968	**–**	–
Owed by Group undertakings		**–**	–	**418,796**	399,977
		55,880	50,898	**422,179**	402,980
Falling due after more than one year:					
Deferred tax	21	**284**	836	**–**	–
		56,164	51,734	**422,179**	402,980

18 Creditors: amounts falling due within one year

	Note	Group		Company	
		2003 £000	2002 £000	**2003 £000**	2002 £000
Bank overdrafts	19	**1,271**	2,062	**–**	21
Short term bank loans	19	**4,201**	374	**–**	–
Net obligations under finance leases		**40**	55	**–**	2
Trade creditors		**8,756**	8,232	**–**	195
Corporation tax payable		**14,625**	13,605	**779**	124
Other taxes and social security costs		**3,408**	2,678	**–**	–
Deferred income and payments received on account		**61,103**	52,159	**–**	–
Other creditors and accruals		**40,933**	32,124	**11,119**	6,937
Owed to Group undertakings		**–**	–	**299,490**	290,019
Deferred consideration payable for purchase of subsidiary undertakings and businesses		**915**	252	**–**	–
Proposed dividend		**7,480**	6,335	**7,480**	6,335
		142,732	117,876	**318,868**	303,633

Notes to the accounts
continued

19 Bank loans and overdrafts

	Note	Group 2003 £000	Group 2002 £000	Company 2003 £000	Company 2002 £000
Bank loans and overdrafts:					
Payments due after five years		**15,842**	35,673	**15,842**	35,673
Payments due between two and five years		**116,122**	62,615	**116,122**	62,615
Payments due between one and two years		**45,281**	–	**45,281**	–
		177,245	98,288	**177,245**	98,288
Payments due within one year	18	**5,472**	2,436	**–**	21
		182,717	100,724	**177,245**	98,309

	Group 2003 £000	Group 2002 £000	Company 2003 £000	Company 2002 £000
These are secured as follows:				
Amounts falling due within one year:				
Secured by guarantees from certain subsidiary companies	**5,472**	2,436	**–**	21
Amounts falling due after more than one year:				
Secured by guarantees from certain subsidiary companies	**177,245**	98,288	**177,245**	98,288
	182,717	100,724	**177,245**	98,309

In the year the Group cancelled a £150m facility that had been reduced from £200m in 2002. In December 2003 the Group arranged a new £140m multi-currency revolving facility that will expire in December 2008. The Group also arranged a £40m multi-currency revolving facility that will expire in June 2005.

In 2001 the Group raised US$50m on the US private placement market. The 7.35% Guaranteed Senior Unsecured Notes are due in seven equal annual terms from 15 August 2005 to 15 August 2011.

Rates of interest are determined by current market rates. Further details of borrowings and financial liabilities are given in note 32.

20 Creditors: amounts falling due after more than one year – other creditors

	Group 2003 £000	Group 2002 £000	Company 2003 £000	Company 2002 £000
Deferred consideration payable for purchase of subsidiary undertakings and businesses	**5,903**	169	**5,773**	–
Net obligations under finance leases	**20**	59	**–**	–
Other long term creditors	**–**	627	**–**	–
	5,923	855	**5,773**	–

Obligations under finance leases are due between two and three years.

21 Provisions for liabilities and charges

	Property Lease £000	Deferred Tax £000	Restructuring £000	Group Total £000	Company Property Lease £000
1 January 2003	4,173	2,855	–	7,028	3,670
Provided in year	–	1,045	8,543	9,588	–
Utilised in year	(1,424)	–	(4,289)	(5,713)	(832)
Intragroup transfers	–	–	–	–	(923)
At 31 December 2003	2,749	3,900	4,254	10,903	1,915

The property lease provision represents the estimated excess of rent payable on surplus property leases, less rent received via sub-leases, and dilapidation provisions where these exist. These liabilities fall due within two years.

Deferred tax
The elements of deferred tax are as follows:

	Group 2003 £000	2002 £000
Difference between accumulated depreciation/amortisation and tax depreciation	**4,412**	2,966
Tax losses	**(512)**	(111)
Undiscounted deferred tax liability	**3,900**	2,855

The movements on deferred tax are as follow:

	Group Asset £000	Liability £000
At 1 January 2003	1,804	(2,855)
Charge to profit and loss account (note 9)	(790)	(1,045)
At 31 December 2003	1,014	(3,900)

At 31 December 2003, in addition to the deferred tax balances recognised above, the Group had potential deferred tax assets of £16,037,000 (2002: £1,957,000) in relation to allowable tax losses. These assets have not been recognised in the financial statements as, in the opinion of the Directors, there is insufficient evidence that they will be recoverable. These assets may become recoverable if trading entities to which the tax losses relate to realise taxable profits. The deferred tax asset recognised, represents timing differences with regard to the exceptional items as disclosed in note 4.

Notes to the accounts
continued

22 Pensions

The Group operates, a number of defined contribution schemes and a defined benefit scheme designed to provide benefits based on final pensionable salary. Details of these are given below. The assets of all schemes are held separately from those of Group companies.

A pension cost charge of £1,798,000 (2002: £1,737,000) represents contributions payable on all defined contribution schemes held by the combined Group.

The total pension cost for the funded defined benefit pension scheme was £1,017,000 (2002: £1,158,000). The pension cost is assessed on the basis of triennial valuations in accordance with the advice of an independent qualified actuary, using the attained age method. The latest formal actuarial valuation of the scheme was at 31 March 2002. The market value of the scheme's assets at that date was £16,944,000. The funding level of the scheme on a discounted cash flow valuation basis was 76% at the date of the valuation. This deficiency is to be made good by additional contributions spread forward over future working lifetimes. The assumptions that have the most significant effect on the valuation are those relating to the rate of return on investments and the rates of increases in salaries and pensions. It was assumed that the real rate of return on investments would be 1.5% above index–linked gilt real yield per annum, that salary increases would average 4.2% per annum and that present and future pensions would increase in line with price inflation at 2.7% per annum. From 1 April 2003 the employee's contribution increased to 10% from 6% and the Group's contribution increased to 18.9% from 15.9% following a valuation recommended by the Actuary for the scheme. The next formal actuarial valuation of this scheme is due to be carried out as at 1 April 2005.

The actuarial valuation of the scheme was updated to 31 December 2003 by a qualified actuary, using a set of assumptions consistent with those required under FRS 17.

The major assumptions used by the actuary were:

	31 December 2003	31 December 2002	31 December 2001
Rate of increase in pensionable salaries	4.2%	3.9%	4.1%
Rate of increase in pensions in payment	2.7%	2.4%	2.6%
Discount rate	5.3%	5.5%	6.0%
Inflation assumption	2.7%	2.4%	2.6%

The assumptions used by the actuary are the best estimates chosen from a range of possible actuarial assumptions which, due to the timescale covered, may not necessarily be borne out in practice.

The fair value of the scheme's assets, which are not intended to be realised in the short term and may be subject to significant change before they are realised, and the present value of the scheme's liabilities, which are derived from cash flow projections over long periods and thus inherently uncertain, were, if FRS 17 had been adopted in full:

			3 years comparables			
		31 December 2003		31 December 2002		31 December 2001
	Rate of return	**£000**	Rate of return	£000	Rate of return	£000
Equities	**7%**	**14,707**	7%	11,275	8%	12,612
Bonds	**5%**	**2,029**	5%	2,522	6%	2,745
Cash	**4%**	**1,253**	4%	777	4%	791
Total market value of assets		**17,989**		14,574		16,148
Present value of liabilities		**(31,883)**		(25,328)		(20,791)
Deficit in the scheme		**(13,894)**		(10,754)		(4,643)
Related deferred tax asset		**4,168**		3,226		1,393
Net pension liability		**(9,726)**		(7,528)		(3,250)

The amount of this net pension liability would also be included in the Group's profit and loss account reserve.

22 **Pensions** continued

The following performance statement disclosures relating to the defined benefit scheme, are required under the transitional arrangements of FRS 17.

	2 years comparables	
	31 December 2003 £000	31 December 2002 £000
Analysis of the amount charged to operating profit		
Service cost	**(852)**	(924)
Past service cost	**(165)**	(234)
Total operating charge	**(1,017)**	(1,158)
Analysis of the amount debited to other finance income		
Interest cost	**(1,423)**	(1,284)
Return on assets	**988**	1,205
Other finance cost	**(435)**	(79)
Analysis of amount recognised in the consolidated statement of recognised gains and losses		
Actual less expected return on scheme assets	**1,118**	(4,026)
Experience gain	**–**	860
Change in basis	**(4,030)**	(2,982)
Actuarial loss	**(2,912)**	(6,148)
Movement in deficit during the year		
Deficit at start	**(10,754)**	(4,643)
Movement:		
Current service cost	**(852)**	(924)
Contributions	**1,224**	1,274
Past service cost	**(165)**	(234)
Other finance cost	**(435)**	(79)
Actuarial loss	**(2,912)**	(6,148)
Deficit at end	**(13,894)**	(10,754)
History of experience gains and losses		
Difference between the actual and expected return on scheme assets	**1,118**	(4,026)
% of scheme assets	**6%**	(28%)
Experience gains and losses on scheme liabilities	**–**	860
% of scheme liabilities	**0%**	3%
Total amount recognised in the statement of recognised gains and losses	**(2,912)**	(6,148)
% of scheme liabilities	**(9%)**	(24%)

Notes to the accounts
continued

23 Minority interests

The minority interest in 2003 is composed entirely of equity interests and represents the minority shares of the Euroforum HandelsZeitung Konferenz AG and Agra CEAS. In 2002 it also represented an equity minority interest in MCM Asia Pacific which has now been bought (note 30).

24 Called up share capital

	2003 £000	2002 £000
Authorised:		
180,000,000 ordinary shares of 10p each	**18,000**	18,000
Allotted, called up and fully paid:		
151,944,860 ordinary shares of 10p each	**15,195**	12,824

Shares with nominal value £82,000 (2002: £85,000) are held by Informa QUEST Limited and the Informa Employee Share Trust.

Movements in share capital
During the year the Company issued 199,228 shares with a nominal value of £20,000 as a result of the exercise of share options. The share premium arising on this was £421,000. In addition the Company issued 23,510,233 shares, with a nominal value of £2,351,000 as follows:

(i) Cash and vendor placings of, in total, 9,700,000 shares at a price of 270 pence per share in connection with the acquisition of MMS Group Holdings Limited. The placement price represented a discount of 7% to the closing share price on the day of acquisition. The shares placed had a nominal value of £970,000. The share premium arising, net of costs of £524,000, was £24,696,000;

(ii) A further placing of 13,280,000 shares at 280 pence per share in connection with the acquisition of PJB Publications Limited (PJB). The placement price represented a discount of 8% to the closing share price on the day of acquisition. The shares placed had a nominal value of £1,328,000. The share premium arising, net of costs of £1,029,000, was £34,827,000; and

(iii) The issue of 530,233 shares, with a nominal value of £53,000, to part fund the acquisition of PJB. The share premium arising was £1,447,000.

For further information on the above detailed acquisitions please refer to note 30.

The Company/Group has share option schemes under which options have been granted to certain employees.

At 31 December 2003 the following options to Informa employees and Directors were outstanding:

Executive share options

Number of ordinary shares (options)		Date of grant	Price per share	Period of exercise
6,400		Dec 96	0.639p	Dec 99 to Dec 06
14,400		Apr 97	10.94p	Apr 00 to Apr 07
11,680		May 97	10.94p	May 00 to May 07
77,128		Apr 97	201.5p	Apr 00 to Apr 07
4,000		Sep 97	18.75p	Sep 00 to Sep 07
1,600		Oct 97	18.75p	Oct 00 to Oct 07
120,240		Apr 98	273.05p	Apr 01 to Apr 08
365,000		Aug 98	219p	Aug 01 to Aug 08
101,602		Oct 98	241.02p	Oct 01 to Sep 08
88,440		Apr 99	310.5p	Apr 02 to Apr 09
290,558	(259,974 owned by the Informa Employee Share Trust)	Oct 99	401p	Oct 02 to Sep 09
145,544	(All owned by the Informa Employee Share Trust)	Mar 00	825p	Mar 03 to Mar 10
1,450,000		Apr 00	632.5p	Apr 03 to Apr 10
151,000		Nov 00	753.3p	Nov 03 to Nov 10
259,257	(227,257 owned by the Informa Employee Share Trust)	Mar 01	581p	Mar 04 to Mar 11
1,257,597		Mar 02	282.67p	Mar 05 to Mar 12
125,000		Mar 02	282.67p	Mar 05 to Mar 07
4,469,446				

SAYE share options

Number of ordinary shares (options)	Date of grant	Price per share	Period of exercise
5,111	May 98	270p	Jul 03 to Dec 03
10,741	Apr 00	559p	Jul 05 to Dec 05
309,359	Apr 02	240.3p	Jul 05 to Dec 05
139,376	Apr 02	240.3p	Jul 07 to Dec 07
464,587			

In January 2004 5,111 SAYE share options at 270p were exercised by a member of staff.

25 Reconciliations of movements in shareholders' funds

	Group		Company	
	2003 £000	2002 £000	**2003 £000**	2002 £000
Profit for the year	**859**	4,767	**91,421**	(986)
Dividends	**(11,089)**	(9,692)	**(11,089)**	(9,692)
Other recognised losses relating to the year	**(2,358)**	(3,809)	**–**	–
Issue of share capital	**63,762**	805	**63,762**	805
Net additions/(reductions) to shareholders' funds	**51,174**	(7,929)	**144,094**	(9,873)
Opening shareholders' funds	**26,267**	34,196	**343,885**	353,758
Closing shareholders' funds	**77,441**	26,267	**487,979**	343,885

Of the new capital subscribed in the Group, £441,000 was for cash on the exercise of options.

26 Reserves

Group	**Share premium account £000**	**Special reserve £000**	**Other reserve £000**	**Profit and loss account £000**
At 1 January 2003	123,103	1	37,398	(147,059)
Exchange differences	–	–	–	(2,358)
Retained loss for the year	–	–	–	(10,230)
Issue of share capital	61,391	–	–	–
At 31 December 2003	184,494	1	37,398	(159,647)

The aggregate amount of goodwill written off against Group reserves in respect of acquisitions prior to 1 January 1998, when 'FRS 10: Goodwill and intangible assets' was adopted, amounts to £41,298,000 (2002: £41,298,000).

Company	**Share premium account £000**	**Special reserve £000**	**Profit and loss account £000**
At 1 January 2003	123,103	1	207,957
Retained profit for the year	–	–	80,332
Issue of share capital	61,391	–	–
At 31 December 2003	184,494	1	288,289

Included in the profit and loss account of the Company at 31 December 2003 are undistributable reserves of £203,344,000 (2002: £203,344,000).

Notes to the accounts
continued

27 Contingent liabilities and financial commitments

Group
The Group had no contingent liabilities at 31 December 2003 (31 December 2002: £nil). Annual commitments in respect of operating leases are as follows:

	2003 Land and buildings £000	**2003** Other £000	2002 Land and buildings £000	2002 Other £000
Leases which expire: Within one year	**979**	**291**	629	80
Between one and five years	**2,830**	**330**	2,284	479
After five years	**4,982**	**5**	5,437	254
	8,791	**626**	8,350	813

Group	**2003 £000**	2002 £000
Outstanding contracts placed	**194**	83

Company
At 31 December 2003 the Company was committed to making annual payments of £nil on leases of land and buildings expiring within one year (2002: £nil), £nil between one and five years (2002: £352,000) and £210,000 expiring more than five years (2002: £210,000). The Company had no contingent liabilities at 31 December 2003 (2002: £nil).

28 Reconciliation of operating profit to net cash inflow from operating activities

Group	**2003 £000**	2002 £000
Operating profit	**17,405**	19,809
Depreciation charges	**6,524**	7,357
Amortisation of goodwill	**11,534**	10,992
Profit on sale of tangible fixed assets	**(25)**	(23)
(Increase)/decrease in stocks	**(829)**	219
(Increase)/decrease in debtors	**(127)**	10,393
Decrease in creditors	**(282)**	(2,457)
Other operating items	**(26)**	220
Net cash inflow from operating activities	**34,174**	46,510

Included in net cash inflow from operating activities are payments of £5,884,000 (2002: £539,000) relating to exceptional costs. Excluding these costs the operating cash inflow is £40,058,000 (2002: £47,049,000).

29 Analysis of changes in net debt

	2003 At 1 Jan £000	Non-cash movements £000	Cash flow £000	Exchange movement £000	**2003 At 31 Dec £000**
Cash at bank and in hand	5,195	–	5,127	132	10,454
Overdrafts	(2,062)	–	820	(29)	(1,271)
	3,133	–	5,947	103	9,183
Bank loans due in less than one year	(374)	–	(3,827)	–	(4,201)
Loan notes due in less than one year	–	–	–	–	–
Finance leases due in less than one year	–	(94)	54	–	(40)
Bank loans due after one year	(98,288)	–	(77,231)	(1,726)	(177,245)
Loan notes due after one year	–	–	(5,876)	–	(5,876)
Finance lease due after one year	–	(20)	–	–	(20)
Total	(95,529)	(114)	(80,933)	(1,623)	(178,199)

30 Purchase of subsidiary undertakings

	Current Year acquisitions £000	Prior Year acquisitions £000	**2003 £000**	2002 £000
Net assets acquired:				
Intangible fixed assets	7,729	–	**7,729**	–
Tangible fixed assets	8,474	–	**8,474**	–
Deferred income provision	(11,773)	–	**(11,773)**	–
Net other current assets	(1,300)	–	**(1,300)**	–
Net cash balances acquired	23,236	–	**23,236**	–
	26,366	–	**26,366**	–
Fair value adjustments	(7,843)	–	**(7,843)**	(80)
	18,523	–	**18,523**	(80)
Goodwill	163,128	(17)	**163,111**	67
Vendor placing of shares	(11,750)	–	**(11,750)**	–
Accrued acquisition expenses	(2,684)	–	**(2,684)**	–
Total consideration payable	167,217	(17)	**167,200**	(13)
Movement on provision of deferred consideration	(756)	17	**(739)**	76
Satisfied by cash	166,461	–	**166,461**	63
Less: cash acquired	(23,236)	–	**(23,236)**	–
Net cash consideration	143,225	–	**143,225**	63
Deferred consideration paid	–	40	**40**	3,169
Cash paid on purchase of subsidiary undertakings	143,225	40	**143,265**	3,232

The acquisitions were PJB Publications Limited (PJB) (acquired 22 December 2003), MMS Group Holdings Limited (MMS) (11 September 2003), AAK GmbH (1 January 2003), Sparks Companies, Inc. (5 December 2003), NetDecide Corporation (1 September 2003) and Barry Leeds and Associates Inc. (17 November 2003). The Group also bought out the minority interest in its subsidiary MCM Asia Pacific.

Significant current year acquisitions	Book value £000	Accounting Policy Alignment (iii) £000	Revaluations £000	Other fair value adjustments £000	Fair value to Group £000
PJB					
Intangible assets	576	–	–	–	576
Tangible fixed assets	6,728	–	–	–	6,728
Stock	57	–	–	–	57
Debtors	1,289	–	–	–	1,289
Cash	21,363	–	–	–	21,363
Creditors	(9,515)	–	–	–	(9,515)
	20,498	–	–	–	20,498
MMS					
Intangible assets (i)	7,113	–	(7,113)	–	–
Tangible fixed assets (ii)	1,331	–	(100)	–	1,231
Debtors	3,227	(217)	–	(246)	2,764
Cash	501	–	–	–	501
Creditors	(6,080)	–	–	–	(6,080)
	6,092	(217)	(7,213)	(246)	(1,584)
Other Current Year Acquisitions					
Intangible assets (i)	40	–	(40)	–	–
Tangible fixed assets	415	–	–	–	415
Stock	55	–	–	–	55
Debtors	1,258	(108)	–	11	1,161
Cash	1,372	–	–	–	1,372
Creditors	(3,364)	–	–	(30)	(3,394)
	(224)	(108)	(40)	(19)	(391)

The following fair value adjustments have been made. These have been prepared on a provisional basis.

(i) Write down of goodwill to record as at this acquisition date.
(ii) Revaluation of computer equipment to replacement value.
(iii) Adoption of the Group's policy on reviewing bad debt provisioning.

Notes to the accounts
continued

30 Purchase of subsidiary undertakings continued

	PJB £000	MMS £000	Other £000	**Total £000**
Fair value of net assets acquired	20,498	(1,584)	(391)	**18,523**
Goodwill	123,969	26,209	12,950	**163,128**
Vendor placing of shares	(1,500)	(10,250)	–	**(11,750)**
Accrued acquisition expenses	(2,684)	–	–	**(2,684)**
Total consideration payable	140,283	14,375	12,559	**167,217**
Movement on provision of deferred consideration	–	–	(756)	**(756)**
Satisfied by cash	140,283	14,375	11,803	**166,461**
Less: cash acquired	(21,363)	(501)	(1,372)	**(23,236)**
Cash paid on purchase of subsidiary undertakings	118,920	13,874	10,431	**143,225**

The results of PJB Publications Limited prior to its acquisition on 22 December 2003 were as follows:

	Period ended 22 December 2003 £000	Year ended 31 August 2003 £000
Turnover	**6,965**	23,386
Operating profit	**3,404**	9,072
Net interest receivable and similar income	**230**	803
Profit on ordinary activities before taxation	**3,634**	9,875
Tax on profit on ordinary activities	**(1,222)**	(3,115)
Profit for the period	**2,412**	6,760

31 Purchase of businesses

	Current Year Acquisitions £000	Prior Year Acquisitions £000	**2003 £000**	2002 £000
Net assets acquired:				
Net other current assets	–	–	**–**	(13)
Fair value adjustments	–	–	**–**	–
	–	–	**–**	(13)
Goodwill	–	10	**10**	1,034
Accrued acquisition expenses	–	–	**–**	(6)
Total consideration payable	–	10	**10**	1,015
Movement on provision of deferred income	–	–	**–**	(200)
Satisfied by cash	–	10	**10**	815
Less: cash acquired	–	–	**–**	–
Net cash consideration	–	10	**10**	815
Deferred consideration paid	–	200	**200**	–
Cash paid on purchase of subsidiary undertakings	–	210	**210**	815

No businesses were purchased in the year.

Costs paid relating to the previous year were legal fees relating to the Legal IT Forum event acquisition.

The deferred consideration paid was also in relation to that acquisition.

32 Financial risk management

Treasury policy
The Board set the Group's treasury policy to ensure that it has adequate financial resources to develop the Group's businesses and to manage the currency and interest risks to which the Group is exposed. The Group's policy is not to enter into speculative transactions.

Group Treasury acts as a service centre operating under the clearly defined regulation of the Board.

Funding and deposit management: The Group primarily borrows at short term variable rates under its multi-currency revolving loan facilities. In December 2003 the Group arranged a new £140m 5 year facility and a new £40m 18 month facility. In 2001, the Group raised US$50m on the US private placement market. The 7.35% Guaranteed Senior Unsecured Notes due in 7 equal annual terms from 15 August 2005 to 15 August 2011, are diversifying and consolidating funding outside the bank market. The US dollars received have been swapped into floating GB sterling, US dollar and Euro loans. In order to minimise interest costs, foreign currency borrowings are utilised to the extent that they can be hedged internally to the Group. Cash pooling arrangements have been made in GB sterling, Euros, Japanese Yen and US dollars to maximise the interest receivable on surplus working capital. The Group monitors the distribution of its cash assets, borrowings and facilities so as to control exposure to the relative performance of any particular territory, currency or institution.

Currency risk management: Foreign currency borrowings are hedged against foreign currency investments. The revenue and expenditure of the Group's business units is generally matched in the local currency, limiting such exposure.

Interest rate risk management: The Group policy allows the fixing of that proportion of debt that is deemed to be sufficiently certain in the long term. At the balance sheet date, £147,322,000 of debt is fixed under interest rate swap agreements lasting up to December 2010. The gains or losses on these derivative instruments are taken as and when they occur and yielded a loss of £1,412,000 in the year (2002: loss £847,000) which is dealt with as a component of interest payable. The net unrecognised loss on derivative instruments is £1,177,000 (2002: loss £1,646,000).

Short-term debtors and creditors that meet the definition of a financial asset or liability under FRS13 have been excluded from all numerical disclosures in this note except for the analysis of net currency exposure.

i) Fair values of financial instruments used for risk management
The fair value is defined as the amount at which a financial instrument could be exchanged in an arm's length transaction between informed and willing parties, and is calculated by reference to market rates discounted to current value. Where market values are not available, fair values have been calculated by discounting cash flows at prevailing interest rates.

The fair value of financial instruments at 31 December 2003 was:

	2003 Book value £000	**2003 Fair value £000**	2002 Book value £000	2002 Fair value £000
Primary financial instruments held or issued to finance the Group's operations				
Overdrafts	**(1,271)**	**(1,271)**	(2,062)	(2,062)
Short-term borrowings and current portion of long-term borrowings	**(4,201)**	**(4,201)**	(374)	(374)
Long-term borrowings	**(183,121)**	**(183,121)**	(98,288)	(98,288)
Cash deposits	**10,454**	**10,454**	5,195	5,195
Other financial assets	**3,253**	**3,253**	1,147	1,147
Other financial liabilities	**(20)**	**(18)**	(228)	(210)
Derivative financial instruments held to manage profile				
Interest rate swaps and similar instruments	**(877)**	**(2,585)**	(651)	(2,564)
Forward rate agreements and similar instruments	**–**	**–**	–	(40)
Forward exchange deals and similar instruments	**–**	**532**	–	307

Included in the above borrowings is £5,876,000 of loan notes (2002: £nil).

The carrying value of primary financial instruments approximates to fair value due to the short maturity of the instruments or because they bear interest at rates approximate to market. The book value of fixed asset investments approximates to the fair value, being the estimated sale proceeds.

Notes to the accounts
continued

32 Financial risk management continued

ii) Interest rate exposure of financial assets and liabilities
The interest rate exposure of the financial assets and liabilities of the Group as at 31 December 2003 was:

	Financial assets			Financial liabilities				**Net financial assets/ (liabilities)**
	Floating rate £000	Non-interest bearing £000	Total £000	Fixed rate £000	Floating rate £000	Non-interest bearing £000	Total £000	**Total £000**
Sterling	6,260	117	6,377	(58,443)	(34,937)	–	(93,380)	(87,003)
US Dollar	1,106	162	1,268	(39,284)	(259)	–	(39,543)	(38,275)
Euro	1,018	23	1,041	(49,974)	4,183	–	(45,791)	(44,750)
Other European currencies	395	96	491	0	(177)	–	(177)	314
Other worldwide currencies	803	3,727	4,530	(10,594)	(5)	–	(10,599)	(6,069)
	9,582	4,125	13,707	(158,295)	(31,195)	–	(189,490)	(175,783)
Of which: Cash and deposits			10,454				–	10,454
Gross borrowings			–				(188,593)	(188,593)
Derivative financial instruments			–				(877)	(877)
Other financial assets			3,253				–	3,253
Other financial liabilities			–				(20)	(20)
			13,707				(189,490)	(175,783)

Floating rate financial assets attract interest based on relevant national LIBID equivalents. Cash deposits include deposits on money markets at daily and monthly rates. The period until maturity for cash balances on which no interest is received fluctuates daily reflecting working capital requirements. The non-interest bearing financial assets comprise fixed asset investments, of which the Group does not currently intend to dispose. There are no financial assets attracting a fixed rate of interest.

The interest rate profile of fixed rate financial liabilities and the weighted average maturity period of interest-free financial liabilities are analysed below:

	2003			2002		
	Weighted average interest rate of fixed rate liabilities %	**Weighted average years for which rate is fixed years**	**Weighted average years to maturity for non-interest liabilities years**	Weighted average interest rate of fixed rate liabilities %	Weighted average years for which rate is fixed years	Weighted average years to maturity for non-interest liabilities years
Sterling	**4.87**	**4.21**	**–**	6.18	2.23	–
US Dollar	**2.98**	**2.65**	**–**	4.25	3.65	–
Euro	**3.68**	**2.77**	**1.00**	5.71	1.55	2.00
Yen	**1.87**	**2.42**	**–**	–	–	–
Weighted average	**3.79**	**3.23**	**1.00**	5.78	2.36	2.00

The floating rate borrowings bear interest at relevant national LIBOR equivalents.

32 Financial risk management continued

iii) Currency exposure of financial assets and liabilities
The table below shows the net unhedged monetary assets and liabilities of Group companies at 31 December 2003 that are not denominated in their functional currency and therefore give rise to exchange gains and losses in the profit and loss account.

Net foreign currency monetary assets/(liabilities)					**2003 £000**					2002 £000
	Sterling	US Dollar	Euro	Other	**Total**	Sterling	US Dollar	Euro	Other	Total
Functional currency of Group operation										
Sterling	–	2,367	598	106	**3,071**	–	311	139	(2)	448
US Dollar	(1,472)	–	2,030	815	**1,373**	(8)	–	13	19	24
Euro	(3,741)	(1,849)	–	–	**(5,590)**	3	1	–	–	4
Other	(2)	512	–	3	**513**	57	474	–	(18)	513
	(5,215)	1,030	2,628	924	**(633)**	52	786	152	(1)	989

iv) Maturity of financial liabilities
The maturity profile of the Group's financial liabilities at 31 December 2003 was as follows:

	2003 £000	2002 £000
In one year or less, or on demand	**(5,332)**	(2,436)
In more than one year but not more than two years	**(51,308)**	(805)
In more than two years but not more than five years	**(116,949)**	(62,689)
In more than five years	**(15,901)**	(35,673)
	(189,490)	(101,603)

v) Borrowing facilities
The undrawn committed facilities available at 31 December 2003 in respect of which all conditions precedent had been met at that date were as follows:

	2003 £000	2002 £000
Expiring in one year or less	**3,067**	7,122
Expiring in more than one year but not more than two years	**–**	–
Expiring in more than two years	**39,721**	87,385
	42,788	94,507

Directors' report

The Directors present their annual report and audited accounts for the year ended 31 December 2003.

Principal activities
Informa provides business information and education through multiple distribution channels.

Review of activities
The business and future developments of the Group are outlined in the Chairman and Chief Executive's review on pages 3 to 5, and the Operating and Financial review on pages 6 to 11.

Results and dividends
The results for the year are shown in the consolidated profit and loss account on page 14 and the related notes. The Directors announced on 1 March 2004 that a final dividend of 4.94p per share would be payable. Due to the timing of the proposed merger with Taylor & Francis Group plc, instead this dividend will be declared as a second interim dividend. The second dividend will be paid on 20 May 2004 to shareholders whose names are on the register of members on 23 April 2004, and which makes a total of 7.6p (2002: 7.6p) per share for the year.

Going concern
After reviewing the Group's budget for 2004 and its medium term plans, the Directors have a reasonable expectation that the Group has adequate resources to continue in operational existence for the foreseeable future. Therefore they continue to adopt a going concern basis in preparing the accounts.

The Directors who have served on the Board of the Company during the year are:

P S Rigby
D S Gilbertson
J H Wilkinson
E A Barton
R Hooper
S M Watson

Directors' interests
Directors' interests as at 31 December 2003 were:

Ordinary shares	2003 1st January	Acquired	Sold	2003 31st December
P S Rigby	462,068	–	(627)	461,441
D S Gilbertson	481,680	6,388	–	488,068
J H Wilkinson	10,025	–	–	10,025
E A Barton	7,500	–	–	7,500
R Hooper	6,508	–	–	6,508
S M Watson	2,250	7,000	–	9,250

The Directors' interest in share options are disclosed in the Directors' remuneration report. The Company's Register of Directors' interests contains full details of Directors' shareholdings and options to subscribe. Since 31 December 2003 none of the Directors have sold or acquired additional shares in the Company.

S M Watson will retire from the Board in accordance with the Company's articles of association, and being eligible offer himself for re-appointment. Biographical details of all Directors of the Company are set out on page 12.

Share capital
Details of the share capital are set out in note 24. As at 24 February 2004 notifications of interests at or above 3% in the issued share capital of the Company have been received from the following:

	% Holding	Date Company informed
Legal & General Investment Management Limited	7.12%	4-Feb-04
Morley Fund Management Limited	3.97%	26-Jan-04
Fidelity International Limited	11.62%	12-Dec-03
Standard Life Investments	3.7%	8-Dec-03
Henderson Global Investors Limited	10.64%	9-Sept-03
Aegon UK Plc	6.07%	16-Jul-03

Corporate governance report
In accordance with the Listing Rules of the UK Listing Authority the following statement sets out how the Board has applied the principles of the Combined Code. The Board has complied with all the provisions of the Combined Code throughout the year. The appropriate additional disclosure required by the Revised Combined Code issued in July 2003 will be made in the 2004 Annual Report and Accounts when a full statement detailing the Company's compliance with the Revised Combined Code will be made. It is the aim of the Group to comply with all material aspects of the Revised Combined Code during the course of 2004.

Directors
Directors are appointed based on their level of competence and experience and have access to professional advice in carrying out their duties. Directors also have access to training courses, to ensure their knowledge is up-to-date and their skills developed as required. The Company Secretary is responsible for ensuring that new Directors receive appropriate training where necessary.

Throughout the period all Directors have access to the services of the Company Secretary, who is normally present at Board meetings and is responsible for ensuring that the Directors receive relevant, timely information. There is a procedure for Directors to take independent advice in the course of their duties, if considered appropriate, at the Company's expense.

The Company maintains a clear division of roles at the Board level with the Chairman being separate from the Chief Executive.

The composition of the Board throughout the period has represented a balance between Executive and Non-Executive elements, with three Executive and three Non-Executive Directors. All of the Non-Executive Directors who held positions during the year are considered by the Board to be independent within the meaning of the Code. The senior Non-Executive Director is R Hooper who can be contacted at the Group's registered office, the address for which is set out at the back of these accounts. Biographical details of the Non-Executive Directors can be found on page 12.

Relations with shareholders
The Board recognises the importance of regular dialogue with the shareholders as a means of communicating the Company's direction and strategy and to respond to their concerns. All shareholders are invited to the AGM at which the annual report is presented and Directors, including the Chairmen of the Audit, Remuneration and Nominations Committees, are present to answer any questions that may arise. The number of proxy votes received for and against each resolution is disclosed at the AGM and a separate resolution is proposed on each item.

In addition to the preliminary and interim results presentations and the AGM, a series of meetings between institutional shareholders and Executive Directors are held throughout the year. Financial and other information about the Company is available on the Company's website (www.informa.com).

Non audit services provided by external auditors
In order to maintain the independence of the external auditors, the Board has determined that non-audit work will not be offered to the external auditors unless there are clear efficiencies and value added benefits to the Company.

Accountability and committees
The Board's assessment of the Company's position and prospects is set out in the main body of the report on pages 3 to 11.

i. The Audit Committee consists of the Non-Executive Directors and has written terms of reference detailing its authority and duties. The Audit Committee is responsible for considering the adequacy and effectiveness of the internal controls and risk assurance function, reviewing the scope and conclusions of the work performed by the internal and external auditors and reviewing the financial statements and related policies. The committee has met three times during the year. R Hooper, E A Barton and S M Watson attended all three meetings.
ii. The Risk Committee is chaired by the Chief Executive and consists of a senior group of management. The committee reports its findings and recommendations to the Audit Committee. The Committee is responsible for assessing Informa's financial and operational risks and ensuring adequate controls are in place to manage those risks. The Committee has met twice during the year.

Internal control
The Directors are responsible for the Group's system of internal control and for reviewing its effectiveness. However, such a system is designed to manage rather than eliminate the risk of failure to achieve business objectives, and can only provide reasonable and not absolute assurance against material misstatement.

In accordance with the guidance published by the Internal Control Working Party of the Institute of Chartered Accountants in England & Wales (the Turnbull Report), the Board has an ongoing process for identifying, evaluating and managing the material risks faced by the business, which have been in place throughout the year under review, and up until the date of approval of the annual report and accounts.

The Board has reviewed the effectiveness of the Group's system of internal control and has taken account of material developments, which have taken place since 31 December 2002. This has been performed through the Risk Committee as described above. It has considered the major business and financial risks, the control environment and the results of the internal auditor's work. Steps are being taken to embed internal control and risk management further into the operations of the Group and to deal with areas of improvement which have come to management's and the Board's attention.

Any significant control weaknesses identified are brought to the attention of the Board on a timely basis and investigated by management, assisted by the internal audit and risk assurance function. Any action taken is reviewed and approved by the Audit Committee and the results reported to the Board.

Key procedures which the Directors have established with a view to providing effective internal control, and which have been in place throughout the year, are as follows:

- Investment appraisal
  The Board and business Group managers consider proposals for the acquisition of new businesses and the launch of new products. Proposals beyond specified limits are put to the Board for approval and are subject to due diligence by the Group's finance team and independent advisors. Capital expenditure is regulated by strict authorisation controls. For expenditure above specified levels, detailed written proposals must be submitted to the Board and reviews carried out to monitor progress against budget.

- Accounting and computer systems controls and procedures
  Accounting controls and procedures are regularly reviewed and communicated throughout the Group. Particular attention is paid to authorisation levels and segregation of duties. Computer systems controls and procedures include a specific focus on data security and business continuity, and are reviewed periodically.

- Internal audit
  The responsibilities of internal audit include the monitoring of non-financial controls as well as controls over the assets of the business; monitoring of the accuracy of divisional financial reporting and adherence to Group accounting policies. Operating units and central departments are selected for an internal audit review based on an assessment of risk. The internal audit department reports their findings to both management and to the Audit Committee.

The Audit Committee has reviewed the scope of, the resources allocated to, and the authority of, the internal audit function during the year and is satisfied that it currently meets the requirements of Informa.

Directors' report
continued

The Board of Directors

- The Board has overall responsibility for the Group and there is a formal schedule of matters specifically reserved for decision by the Board.
- The Board has met seven times during the year to consider Group strategy, policy and financial performance, business development and Group management issues. P S Rigby, J H Wilkinson, R Hooper and E A Barton attended all seven meetings. S M Watson and D S Gilbertson attended six meetings throughout the year. Directors of key operating companies meet regularly to manage their respective businesses. In addition where necessary the approved sub committees of the Board met between meetings, on an ad hoc basis;
- Each Executive Director has been given responsibility for specific aspects of the Group's affairs;
- The Board seeks assurance that effective control is being maintained through regular reports from business Group management, the Audit Committee, the Risk Committee and various internal and external monitoring functions;
- The Board approves the annual budget after performing a review of key risk factors. Performance is monitored regularly by way of variances and key performance indicators to enable relevant action to be taken.

Quality and integrity of personnel
The integrity and competence of personnel is managed through high recruitment standards and a commitment to management and business skills training. High quality personnel are seen as an essential part of the control environment and the high ethical standards expected are communicated by management leadership, through the employee handbook provided to all employees and are also available on the Group's intranet.

Social responsibility
The Group is aware of its social responsibility and has core procedures embedded in its internal systems and controls to ensure that the Group's set social standards are not breached. The Group is a keen supporter of local initiatives and regularly sponsors a number of charities.

Environmental responsibility
The Group does not directly operate in industries where there is the potential for serious industrial pollution. However it does take its environmental responsibility seriously and complies with all relevant environmental laws and regulations in each country in which it operates. Wherever economically feasible, account is taken of environmental issues when placing contracts with its suppliers of goods and services. The Group manages sensibly its energy requirements.

Employee Involvement
The Group operates share option schemes, details of which are disclosed in note 24. The Group aims to achieve open and effective communications with all employees. The companies within the Group have different practices for achieving this, reflecting their particular size, structure and geography.

Equality of Opportunity
The Group is committed to the principle of equal opportunity in employment. We strive to make full use of the talents of our employees, provide a healthy environment, and encourage good and productive working relationships throughout the organisation.

Employment of Disabled Persons
It is the Group's policy to give full and fair consideration to applications for employment from people who are disabled, to continue wherever possible the employment of employees who become disabled and provide equal opportunities for the career development of disabled employees.

Health and Safety
It is the objective of the Group to ensure the health and safety of its employees and any other persons who could be affected by its operations. It is the Group's policy to provide working environments which are safe and without risk to health and provide information, instruction, training and supervision to ensure the health and safety of its employees.

Creditor payment policy
The Group's policy, in relation to all of its suppliers, is to settle the terms of payment when agreeing the terms of the transaction and to abide by those terms provided that it is satisfied that the supplier has provided the goods or services in accordance with the agreed terms and conditions. The Company does not follow any code or statement on payment practice. The Group has 25 days billings from suppliers outstanding at the year-end (2002: 31 days). The Company has no trade creditors at 31 December 2003 (2002: £nil).

Charitable and political contributions
There were no political contributions made by the Group in the past year. The Group made £6,733 of charitable donations in the year.

Annual general meeting
The Annual General Meeting Notice will be sent out separately following completion of the proposed merger with Taylor & Francis Group plc which is expected to be completed on 10 May 2004.

Auditors
A resolution is to be proposed at the Annual General Meeting for the re-appointment of KPMG Audit Plc.

By order of the Board

Andrea Wilson FCIS
Company Secretary

1 March 2004

Directors' remuneration report

The following areas within the Directors' remuneration report are subject to audit, Directors' emoluments, Directors' share options, pensions and third party services.

Remuneration and Nominations Committee
The following Non-Executive Directors were members of the Remuneration and Nominations Committee during the year:
R Hooper (Chairman)
E A Barton
S M Watson

The committee determines on behalf of the Board the Company's policy on Executive Directors' remuneration according to written terms of reference. The committee reviews and makes recommendations to the Board with regard to any change to the structure, size and composition of the Board and is responsible for identifying and nominating candidates to fill Board vacancies. During the year the committee has met twice. R Hooper, E A Barton and S M Watson attended each meeting.

At the end of 2003 the Remuneration and Nominations Committee agreed, and the Board approved, the splitting of the Committee into two separate Committees, creating a Remuneration Committee and a Nominations Committee. Membership of the Committees will be as follows:

Remuneration Committee
R Hooper (Chairman)
E A Barton
S M Watson

Nominations Committee
P S Rigby (Chairman)
E A Barton
R Hooper
S M Watson

This change came effective on 1 January 2004. Revised terms of reference for both Committees were agreed.

Policy on Directors' remuneration
The remuneration policy provides for a competitive compensation package, which reflects the Company's performance against financial objectives and personal performance criteria. It rewards above average performance and is designed to attract, retain and motivate high calibre executives. The remuneration packages are also designed to compete with other international business information providers. Details of the packages can be found below.

Fees for Non-Executive Directors are determined by the Executive Directors with regard to the time, responsibilities and experience of the individual concerned.

Main elements of remuneration
Salaries for Directors are assessed and benchmarked in relation to similar companies.The performance related elements of the Executive Directors' remuneration are primarily bonus and share option based.

Bonus
The Executive Directors have the opportunity to earn bonuses of up to 100% of basic salary subject to the achievement of performance criteria set by the Remuneration and Nominations Committee.

For 2003 only, the 80% company performance element of the bonus was based on RPI plus 3%. Therefore if RPI was achieved then the bonus would be nil and any increase above this would have the bonus paid on a sliding scale up to 3%. The remaining 20% of the bonus continued to be subject to the achievement of personal objectives agreed by the Remuneration and Nominations Committee.

The 2004 bonus arrangements for Executive Directors have not yet been agreed.

Share options
A number of the Executive Directors' share options are dependent on performance criteria being met. The performance criteria against which the exercise of these options is conditional is set as the growth in adjusted earnings per share of RPI plus 9% over a three year period. The Remuneration Committee continues to believe that by comparing the adjusted earnings per share to the external Retail Price Index plus 9% over a period of three years is a stretching and demanding target to meet.

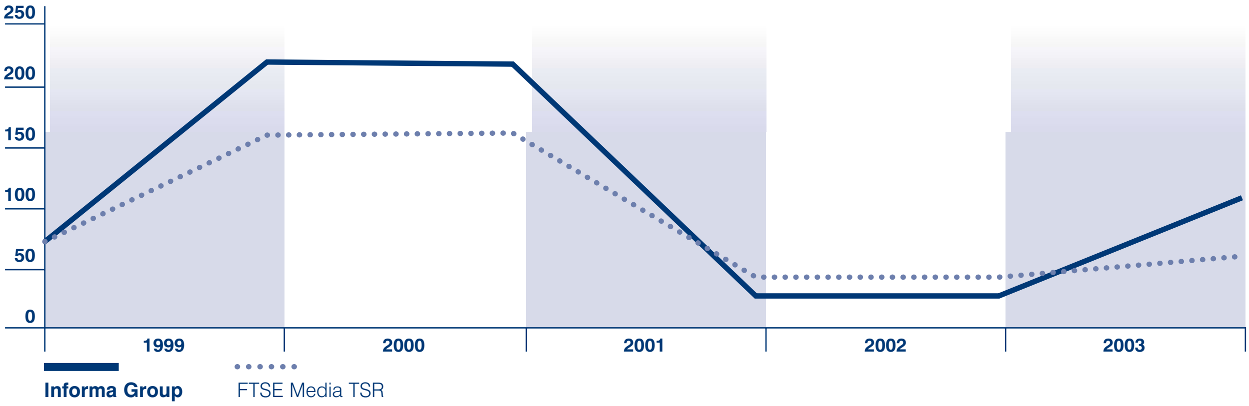
There are certain share options which the Executive Directors are entitled to which are not performance related where the Remuneration Committee believe is appropriate, for example Save As You Earn. The Non-Executive Directors do not receive grants of share options.

Service agreements
There are formal procedures for the appointment, election and re-election of Directors. All Non-Executive Directors are appointed on a one year contract subject to re-election. In accordance with the articles of association each Director in office for more than 30 months is subject to re-election. All Directors' contracts have notice periods of 12 months. The Executive Directors contracts were signed in May 2000. Non-Executive Directors' contracts were signed on the following dates: R Hooper 2 March 1998; E A Barton 12 October 1999; and S M Watson 24 May 2000.

All Executive Directors have termination terms which permit the payment of a sum equal to basic salary, bonus entitlement for the year, company pension contributions and the cost to the Company of providing a company car for the period in question. The Non-Executive Directors do not receive any termination payment. The Executive Directors receive a cash payment in lieu of a company car and private medical insurance which also covers their spouse and dependent children.

Directors' remuneration report
continued

Shareholder return
The graph below shows total shareholder return over the last few years compared to the FTSE Media sector (including the FTSE 100). The Directors have chosen this sector as it contains comparable peer group companies.



The Directors have changed the graph from last years comparison using the FTSE Media (excluding the FTSE 100) to the FTSE Media (including the FTSE 100) as they feel that this comparison is now more relevant.

Directors emoluments

	Note	2003 Salaries and fees	2002 Salaries and fees	2003 Bonus	2002 Bonus	2003 Benefits in kind	2002 Benefits in kind	2003 Total	2002 Total	2003 Pensions	2002 Pensions
Executive Directors											
P S Rigby	1	**325,740**	316,250	**–**	–	**27,155**	38,473	**352,895**	354,723	**407,175**	142,312
D S Gilbertson		**286,650**	278,300	**286,650**	55,660	**38,741**	15,457	**612,041**	349,417	**71,663**	69,575
J H Wilkinson		**180,000**	165,000	**180,000**	33,000	**25,269**	33,070	**385,269**	231,070	**45,000**	41,250
Non-executive Directors											
E A Barton		**30,000**	25,000	**–**	–	**–**	–	**30,000**	25,000	**–**	–
R Hooper		**30,000**	25,000	**–**	–	**–**	–	**30,000**	25,000	**–**	–
S M Watson	2	**25,000**	20,000	**–**	–	**–**	–	**25,000**	20,000	**–**	–
		877,390	829,550	**466,650**	88,660	**91,165**	87,000	**1,435,205**	1,005,210	**523,838**	253,137

1 P S Rigby has sacrificed his entitlement to a bonus for 2003. The Renumeration Committee has authorised an additional payment of £325,740 as an employer pension contribution for him.
2 Fees for the services of S M Watson are paid to CMS Cameron McKenna.

Share option schemes
The Company has a number of Share Option Schemes:

IBC Executive Share Option Scheme
IBC Group 1995 scheme was Inland Revenue approved. Options granted under this scheme are exercisable between three and ten years from date of grant only if pre-set performance criteria are satisfied. No further grants can be made under this scheme.

IBC Savings Related Option Scheme
IBC Group Savings Related Scheme was an Inland Revenue approved scheme. The scheme was open to all UK employees of the IBC Group including Directors on equal terms. Grants made under the scheme were for both three-and-five year terms. No further grants can be made under this scheme.

LLP Group Pre Flotation Executive Option Scheme
LLP Group 1996 Executive Share Option Scheme was Inland Revenue approved. The scheme was established prior to the flotation of LLP and grants were made to Directors and selected staff of LLP. No further grants can be made under this scheme.

Informa Savings Related Option Scheme
This Inland Revenue Approved Savings Related Share Option Scheme has three and five year sections and is open to all UK employees, including Directors, on equal terms. No grants were made during the year. In 1999 the Company established an employees' share scheme which is a Qualifying Employee Share Ownership Trust (QUEST) that encourages and facilitates the acquisition and holding of shares in the Company by, and for the benefit of, the employees and certain former employees of the Company and other companies within the Group. During the year 32,759 shares had been transferred to staff to satisfy the exercise of SAYE options.

Informa Discretionary Option Scheme
This scheme has four sections – section A which is Inland Revenue approved and sections B, C and D which are unapproved. Options may be granted under the scheme which are satisfied by the issue of new shares by the Company or may be granted over shares already in issue. No grants were made during the year.

Except where otherwise stated options exercised under all the above schemes are satisfied by the issue of new shares in the Company.

Directors' shares and options

The Executive Directors are entitled to annual share option grants equal to 1.5 times basic salary in accordance with their service agreement. There were no grants of options made to Directors during 2003. Details of the shares held by Directors are included in the Directors' report on page 40. Details of share options held are given below:

	Option Scheme	Opening Balance 01/01/2003	Exercised During the Year	Lapsed During the Year	Granted During the Year	Closing Balance 31/12/2003	Exercise Price Pence	Period of Exercise
P S Rigby	*SAYE 3 Year*	3,953	–	–	–	3,953	240.3	Jul 05-Dec 05
	Executive	3,924	–	–	–	3,924	201.5	Apr 00-Apr 07
	Discretionary	93,516	–	–	–	93,516	401	Oct 02-Sep 09
		52,272	–	–	–	52,272	825	Mar 03-Mar 10
		81,648	–	–	–	81,648	581	Mar 04-Mar 11
		111,879	–	–	–	111,879	282.67	Mar 05-Mar 12
Total		**347,192**	**–**	**–**	**–**	**347,192**		
D S Gilbertson	*SAYE 5 Year*	6,388	6,388	–	–	–	270	Jul 03-Dec 03
	Discretionary	100,000	–	–	–	100,000	219	Aug 01-Aug 08
		82,294	–	–	–	82,294	401	Oct 02-Sep 09
		46,000	–	–	–	46,000	825	Mar 03-Mar 10
		71,772	–	–	–	71,772	581	Mar 04-Mar 11
		98,347	–	–	–	98,347	282.67	Mar 05-Mar 12
Total		**404,801**	**6,388**	**–**	**–**	**398,413**		
J H Wilkinson	*SAYE 5 Year*	6,887	–	–	–	6,887	240.3	Jul 07-Dec 07
	Executive	3,924	–	–	–	3,924	201.5	Apr 00-Apr 07
		16,700	–	–	–	16,700	273.05	Apr 01-Apr 08
	Discretionary	20,000	–	–	–	20,000	310.5	Apr 02-Apr 09
		46,758	–	–	–	46,758	401	Oct 02-Sep 09
		27,272	–	–	–	27,272	825	Mar 03-Mar 10
		42,598	–	–	–	42,598	581	Mar 04-Mar 11
		58,371	–	–	–	58,371	282.67	Mar 05-Mar 12
Total		**222,510**	**–**	**–**	**–**	**222,510**		

In 2003 D S Gilbertson exercised share options when the market price was 287p. In 2002 D S Gilbertson exercised options when the share price was 161p and J H Wilkinson exercised options when the share price was 252p.

None of the Directors have been granted share options up to the date of this report. The market price of the Company's shares on 31 December 2003 was 320.5p and ranged from 134p to 325p in the year to 31 December 2003.

Share Matching Plan

In 2001 the shareholders approved the establishment of the Informa Group plc Share Matching Plan. Since this date no grants have been made to Directors or employees under the plan.

Pensions

Pension and life assurance benefits are provided to Executive Directors. All Executive Directors receive a contribution of 25% of annual basic salary to provide for a retirement benefit to such company or personal pension scheme or other investment vehicle. They are expected to contribute at least 5% of basic salary towards such arrangements. P S Rigby has sacrificed his entitlement to a bonus for 2003. The Remuneration Committee has authorised an additional payment of £325,740 as an employer pension contribution for P S Rigby.

D S Gilbertson was a member of the defined benefit scheme provided by the Company during the year. Pension entitlements and corresponding transfer values increased as follows during the year.

	Gross increase in accrued pension	Increase in accrued pension net of inflation	Total accrued pension at 31/12/03	Value of net increase in accrual over period	Total change in value during period	Value of accrued pension at 31/12/03	Value of accrued pension at 31/12/02
Total	**4,438**	**3,831**	**26,125**	**35,254**	**59,918**	**240,424**	**180,506**

Third party services

The Company has a contract with CMS Cameron McKenna for the provision of services of S M Watson as a Director of the Company for an initial period of one year from 24 May 2000 and thereafter continuing by agreement between the Board and S M Watson on an annual basis, subject to re-election.

By order of the Board

Andrea Wilson FCIS
Company Secretary

1 March 2004

Shareholder Information

Contact details

Registered Office: Mortimer House, 37/41 Mortimer Street, London, W1T 3JH
Tel: 020 7017 5000
Fax: 020 7017 4286
Website address: www.informa.com
Email: shareholder.enquiries@informa.com

Enquiring about your shareholding

If you want to ask, or need any information, about your shareholding please contact the Company's registrars. Lloyds TSB Registrars, whose contact details are Lloyds TSB Registrars, The Causeway, Worthing, West Sussex, BN99 6DA. Shareholder Services Helpline: 0870 600 3964.

If you have received more than one copy of this annual report and accounts you may have more than one account in your name on the Company's register of members. To merge your holdings please write to Lloyds TSB Registrars giving details of the accounts concerned and how you want them to be merged.

You can find the Company's share price in various daily newspapers, on the London Stock Exchange website or by visiting the Company's website at www.informa.com.

Shareview portfolio service

The Shareview Portfolio Service from our registrars gives you more online information about your shares and other investments. To register for your portfolio at www.shareview.co.uk you will need your shareholder reference which can be found on your dividend counterfoil or share certificate, and you will be asked to select your own PIN. A user ID will then be posted to you.

Shareview dealing

If you are a private UK shareholder with an Informa share certificate you can now sell your shares on the internet or by telephone through Lloyds TSB Registrars. For more information please log on to www.shareview.co.uk/dealing or call 0870 850 0852.

Dividends

An interim dividend of 2.66p per share for the financial year under review was paid to shareholders on 10 November 2003. The Directors announced on 1 March 2004 that a second interim dividend would be declared (instead of recommending a final dividend) of 4.94p per share for the financial year ending 31 December 2003. This second interim dividend will be paid on 20 May 2004 to shareholders on the register on 23 April 2004. This will make a total dividend of 7.6p per share for the financial year. You should retain the tax voucher as this may be needed for your tax return.

Paying your dividends direct to your account

Shareholders who do not currently have their dividends paid directly to a bank or building society account and who wish to do so should complete a mandate instruction available from the Company's registrars.

Electronic payment of dividends to banks outside the UK

If you are a private shareholder living outside the UK you may now be able to arrange for your dividends to be credited to your local bank account in your local currency. Please contact Lloyds TSB Registrars on +44 121 415 7047 for further details and eligibility.

Financial calendar

Ex-dividend date for 2003 final dividend	21 April 2004
Record date for 2003 final dividend	23 April 2004
Annual General Meeting	To be notified after the completion of the proposed merger
Payment of 2003 final dividend	20 May 2004
Announcement of interim results for 2004	Within two months of 30 June 2004
Financial year end	31 December 2004

Keeping you in the picture

You can find more information about the Informa Group quickly and easily by visiting our website (www.informa.com) which has available the Report and Accounts, Interim Statements, Company announcements and associated presentations. There is also a link to further websites within the Group.

Advisors

Auditors
KPMG Audit Plc

Principal bankers
Barclays Bank plc
The Royal Bank of Scotland plc

Stockbrokers
UBS Limited

Corporate financial
Greenhill & Co International LLP

Investor relations
Bell Pottinger Financial Limited

Solicitors
CMS Cameron McKenna

Registrars
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Registered number
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