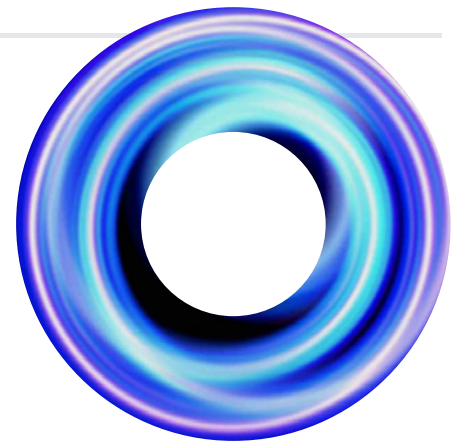


**informa**



# SPECIALIST INTERNATIONAL INTELLIGENCE, KNOWLEDGE AND EVENTS



Informa is a leading **business intelligence, academic publishing, knowledge** and **events** business, operating in the Knowledge and Information Economy.

We serve commercial, professional and academic communities by helping them connect and learn, and by creating and providing access to content and intelligence that helps people and businesses work smarter and make better decisions faster.

**£1.3bn**

2016 Group  
Revenue

**FTSE 100**

Listed on the London  
Stock Exchange,  
part of FTSE 100

**£90m**

Investing up to  
£90m in growth  
projects  
2014 - 2017

**5**

Five divisions; four  
operating divisions  
plus Global  
Support

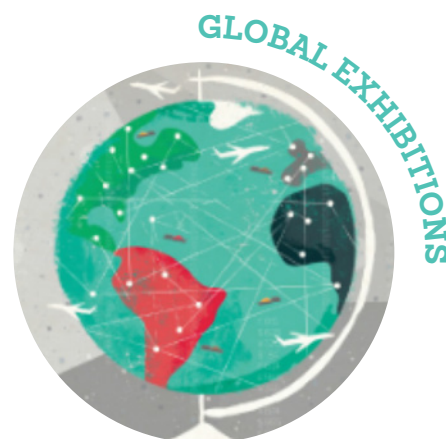
**>7,500**

Colleagues all over  
the world

**>20**

Offices in over  
20 countries

# OUR DIVISIONS



Informa has four **Operating Divisions**, which help **commercial, professional and academic** communities to **connect** and **learn**, and which create and provide access to **content** and **intelligence** that helps customers work **smarter** and make **better** decisions **faster**.

Informa's fifth Division, **Global Support**, underpins the Group and provides support and business services to the other Divisions.



## ACADEMIC PUBLISHING

# HIGH QUALITY SPECIALIST CONTENT AND KNOWLEDGE

Academic Publishing produces specialist upper level books and journals in Humanities & Social Sciences, and Science, Technology & Medicine. It operates as **Taylor & Francis Group** with other sub-brands including **Routledge, CRC Press, Garland Science** and **Cogent OA**.



### Digital Vernacular: Architectural Principles, Tools and Processes



Digital Vernacular addresses the why and how of digital fabrication in hundreds of step-by-step colour images, illuminating a set of working principles and techniques that join theory with practice. Authors James Stevens and Ralph Nelson reconcile local traditions and innovations with globally accessible methods and digital toolsets. By combining ethics with hardware, the book will root you in the origins of making, ensuring a lasting and relevant reference for your studio practice.

Routledge Architecture, published by Taylor & Francis, the Academic Publishing Division of Informa, publishes books for professionals, students, and academic researchers.

Following the addition of the highly respected Architectural Press from Butterworth-Heinemann, our extensive portfolio now includes over 650 titles covering the full spectrum of subject matter. From the latest cutting-edge trends and ideas to technical graphics, industry methodology and colourful illustrations, our titles help readers learn about the latest concepts, gain knowledge and improve their practice.

The Routledge Architecture portfolio focuses on those areas of practice which constantly evolve and where readers need the latest information they can trust. Our reputation for delivering books which can be relied upon for essential information has made the list the world's largest and most comprehensive collection of books about architecture. With editors based in the UK and USA, the list is committed to publishing for these key markets. We also act as the distributing partner for APA Planners Press, USG BIRG Press, and RIBA Publishing, as our global sales and marketing reach makes us well-placed for professional partnerships.

Through a combination of strong organic growth and complementary acquisitions (including Architectural Press, Elsevier and Ashgate publishers), the Routledge Architecture book list has become a dominant force in architectural publishing. Our range of publications are aimed at accompanying the reader from their first day at architectural school all the way through to continued professional learning late in their career. By supporting each stage of our reader's careers, we have become a trusted partner in their professional development and thus able to continue to publish the best books on architecture.

Digital Architecture

Build new concepts and techniques in an architectural building information modelling, design computing and architecture digital technology.

**FEATURE BOOK: Building Information Modelling (BIM)**

This book covers the entire BIM process from the initial design to the final construction. It includes a range of case studies and practical examples of BIM in use. The book is written by leading experts in the field and is a must-read for anyone involved in the design and construction process.

**Professional Practice**

**THE CHANGING SHAPE OF PRACTICE**

Professional Practice: The Changing Shape of Practice

This book explores the challenges and opportunities of the 21st-century architectural practice. It discusses the impact of digital technology, globalization, and the changing needs of clients and society. The book is a valuable resource for architects and students alike.

Interior Design

**FEATURE BOOK: Lighting (Interior and Exterior Design)**

Lighting is a key element of interior design, and this book provides a comprehensive guide to the subject. It covers the latest trends in lighting design, including the use of smart lighting and energy-efficient technologies. The book is illustrated with numerous photographs and diagrams, making it an easy-to-use reference for designers and students.



## Business Intelligence

# SPECIALIST INSIGHT AND INTELLIGENCE

Business Intelligence provides specialist data-driven intelligence and insight to professionals in niche communities. It has over 100 digital subscription products catering to six vertical markets: **Pharma; Finance; Technology, Media & Telecoms; Transportation; Agribusiness; Industry & Infrastructure.**



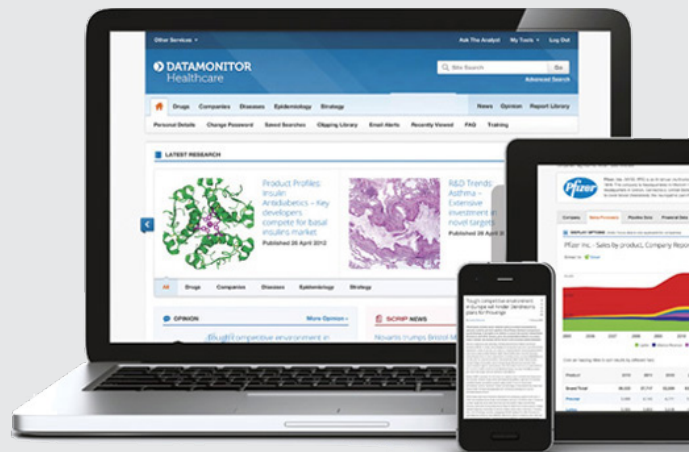
## Datamonitor: The leading authority on pharmaceutical clinical trials



Datamonitor  
Healthcare

Datamonitor Healthcare delivers in-depth and interactive research of the pharmaceutical and biotechnology industries, with expert analysis of developments across a range of key diseases, companies, drugs and strategic trends.

Part of BI's Pharma Intelligence vertical, Datamonitor Healthcare provides a fast, clear and detailed perspective of pharma analysis, forecasts and data.



>2,000

Individual  
Drug Profiles

68

Disease Indication  
Analyses

Every  
48hrs

Updated Market  
Forecasts



## Global Exhibitions

# INTERNATIONAL PLATFORMS FOR TRADE AND COMMERCE

Global Exhibitions connects groups seeking to develop commercial relationships and expand their business. It organises transaction-oriented Exhibitions, including **Arab Health**, **World of Concrete** and **Vitafoods Europe**, enabling specialist communities to meet face-to-face and conduct business.



## SupplySide West: the world's leading ingredient and solutions show



For over 20 years, consumer packaged goods manufacturers, marketers and formulators have relied on SupplySide West to find their next innovative ingredient. With 14,000 ingredient buyers and suppliers attending each year, SupplySide West provides unrivalled access to over 10,000 ingredients and 120 hours of education programmes delivered by the industry's leading thought leaders.



15,000

Ingredient Buyers  
& Suppliers

>1,400

Exhibitors

10,000

Ingredients



## KNOWLEDGE & NETWORKING

# COMMUNITY ENGAGEMENT AND LEARNING PLATFORMS

Knowledge & Networking creates and connects communities based on the sharing of insights and learning. Its events, including **SuperReturn, Bio-Europe, Internet of Things World** and **Broadband World Series**, help professionals meet, network and share knowledge.



## Internet of Things World: The world's largest IoT event

### Internet of Things World

Covering important IoT topics including healthcare, smart home, security, connected cars, wearables, smart cities and transportation, Internet of Things World is the largest IoT event in the marketplace.

Each year, over 13,000 attendees gather at the heart of Silicon Valley to engage with thought leaders from across the world via presentations, facilitated meetings, speed networking sessions, hosted lunch tables and networking parties.



>12,000

Attendees

>400

Thought Leading  
Speakers

250

Exhibitors &  
Start-ups



**Global Support**

## **THE TEAM BEHIND THE TEAMS**

A central, global team of experts from different specialist functions, which provides business services to Informa's four Operating Divisions and the leadership and structure that supports the Group's overall progress and performance.



# STRATEGY:

## GROWTH ACCELERATION PLAN

Informa aims to generate sustainable shareholder value by harnessing the talent of our people, brands, customer and partner relationships, financial capital and infrastructure to deliver products, services and outcomes that customers value.



The 2014–2017 Growth Acceleration Plan, or GAP, is a multi-year strategy to improve operational performance in our core markets in the following ways:

**// The goal is simple but demanding: to progressively return every part of our business to growth, and to simultaneously build the capabilities and platforms needed for future scale and consistent performance. //**

Stephen A. Carter, Group CEO



### Investment

Invest up to £90m over the GAP period on a range of organic initiatives designed to build capability and accelerate growth across the Group.



### Management Model

Install and maintain a well-defined organisational structure and management model, with clear lines of authority and accountability.



### Portfolio Management

Adopt a more proactive approach to managing Informa's portfolio, with allocation of capital more closely linked to return on investment.



### Acquisition Strategy

Develop a more targeted and disciplined approach to acquisitions, focusing investment in priority markets where potential returns are greatest.



### Operating Structure

Establish a simplified operating structure, more closely aligned to our customers and end markets.



### Funding

Improve financial discipline, maximising cash generation and creating a robust and flexible financing framework to fund investment, acquisitions and the 4% minimum growth in annual dividends for 2016 and 2017.



# SUSTAINABILITY

Informa's principal sustainability issues relate to providing **trustworthy content** and **insight**, and delivering it in an **accessible** way. This sets the Group apart from many companies.

The other strands of the Group's sustainability priorities are common with other businesses and include minimising the environmental impact of operations, the office estate and technology, attracting and developing its people and managing the impact the business has on society and specific communities.



## OUR CONTENT

As a business which produces, manages and distributes knowledge and information, our central priority is to maintain the integrity of our content as well as championing accessibility, innovation and openness.

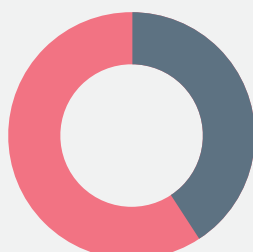


**96% journals**  
with an open access option



## OUR PEOPLE

Our aim is for people to be supported, motivated and given the freedom to innovate. We place emphasis on attracting new talent, developing the skills of existing colleagues and providing a flexible and inclusive workplace.



Colleague gender split  
**56% female**  
**44% male**



## OUR ENVIRONMENT

We need to keep a mindful eye on our footprint in the world. We work to manage natural resources efficiently and mitigate the environmental impacts of our operations.



**89% of Business Intelligence revenue** comes from digital subscription products



## OUR COMMUNITY

We aim to share our resources, time and skills to help the communities we operate in to thrive. In 2016, over 2,000 Informa colleagues from all over the world took part in **Walk the World**, collectively walking **17,000 km**. The global charity initiative saw organised walks taking place in cities across the globe, raising a total of **£112,388** for five charities.



# LEADERSHIP

## **STEPHEN A. CARTER** GROUP CHIEF EXECUTIVE

Stephen brings extensive Senior Executive experience to the Board. Previous Executive roles include President & Managing Director EMEA and member of the Executive Management Board for Alcatel Lucent, Inc; MD and COO at NTL UK & Ireland; and Managing Director and CEO of J. Walter Thompson UK Group.

Previous Non-Executive roles include Royal Mail Group PLC, 2-Wire Inc, Ashridge Business School (where he was Chairman of the Board), Travis Perkins plc and Informa (as a Non- Executive Director prior to becoming Group Chief Executive).

In Public Service, he served as the founding CEO of the UK Communications Regulator Ofcom and as the Minister for Communications, Technology and Broadcasting until 2009, and authored the Digital Britain: Final Report.



**Derek Mapp**  
Non-Executive  
Chairman



**Gareth Wright**  
Group Finance  
Director



**Gareth Bullock**  
Senior  
Independent  
Non-Executive  
Director



**Helen Owers**  
Non-Executive  
Director



**Dr Brendan  
O'Neill**  
Non-Executive  
Director



**Cindy Rose**  
Non-Executive  
Director



**Stephen  
Davidson**  
Non-Executive  
Director



**David Flaschen**  
Non-Executive  
Director



**John Rishton**  
Non-Executive  
Director

# 2016 FINANCIAL OVERVIEW

## REVENUE (£M)

£1,345.7m

+11%



## GROUP REVENUE BY TYPE %

Subscriptions – 37.7%

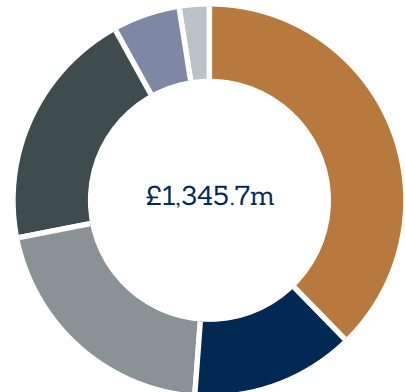
Attendees – 11.3%

Unit sales – 20.1%

Exhibitors – 20.5%

Sponsorship – 6.9%

Advertising and marketing services – 3.5%



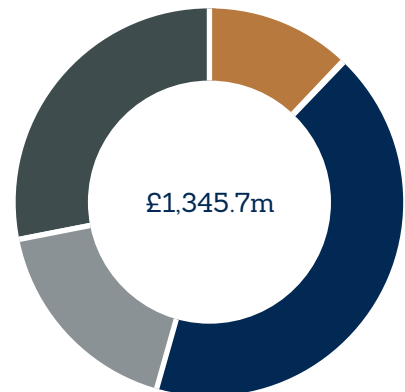
## GROUP REVENUE BY REGION %

UK – 11%

North America – 46%

Continental Europe – 16%

Rest of the World – 27%



## ADJUSTED OPERATING PROFIT (£M)

£416.1m

+13.8%



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# CONTACTS

## **Informa Group Plc**

5 Howick Place  
London  
SW1P 1WG  
+44 (0)20 7017 5000  
headoffice@informa.com

## **Media Enquiries**

Louise Riordan  
+44 (0)20 7017 5620  
media@informa.com

## **Investor Relations**

Richard Menzies-Gow  
+44 (0)20 7017 5000  
investorrelations@informa.com

## **Company Secretariat**

Rupert Hopley  
+44 (0)20 7017 5000  
headoffice@informa.com

