

**Company:** Informa PLC  
**Conference Title:** Informa Trading Update  
**Date:** Monday, 11 November 2019  
**Conference Time:** 09:00 (UTC+00:00)

Operator: Good day and welcome to the Informa Trading Update Conference Call. Today's conference is being recorded. At this time, I would like to turn the conference over to Richard Menzies-Gow. Please go ahead sir.

Richard Menzies-Gow: Thanks so much. Good morning everyone. Thanks so much for joining the call. This is Richard Menzies-Gow here, Director of Investor Relations. I'm here with our Finance Director Gareth Wright. Gareth is going to do a normal format so he can just say a few opening remarks, and then we'll jump straight to Q&A. Gareth?

Gareth Wright: Thanks Richard. Good morning everyone and thank you for coming on the conference call this morning. Our headline today and the announcement you have seen is that post-combination, Informa is in good shape of balance and breadth of the portfolio, on international reach, on quality of revenue, on predictability and forward pacing.

This is allowing us to deliver a good underlying performance to 2019 and sets up well for 2020 and beyond. As you know, in the second half of 2019, we had a couple of one-off market specific factors to manage in Hong Kong and Dubai. But despite this, we remain on track for the full year, and another growth, other year of growth in revenue OP, earnings and cash flow.

As the statement shows, group underlying revenue growth for the 10-month period to the end of October was 2.8%, which is ahead of a significant November - December trading months, puts us on course for our revenue growth guidance for the full year. As expected, the growth report today

is a little lower than what we reported at the half year, mainly due to the seasonally lower growth in Informa Markets during the third quarter.

This seasonality is consistent with previous years. So, if you take the underlying revenue growth together with the achievement of our operational objectives, progressive portfolio, management program and successful refinancing of our debt, we're pleased with our progress across 2019.

Pertaining to the divisions, starting with the Informa Markets business, which overall, we think is in good shape. The quality of the portfolio of our brands, international reach of balance and the mix of specialist markets we serve is very high, which gives us visibility and predictability, resilience and growth, and gives us confidence in the future.

In 2019, the bulk of our strong B2B international brands have traded well since the half year, with particularly good performances in Health & Nutrition, Hospitality, Food & Beverage, and Design & Furniture. We have also traded two of the major fashion brands in the period, which were down[?] year-on-year as expected, trading exactly as you would have hoped, which sets us up well for continued progress in this business into 2020.

Alongside, especially in two market-specific in Europe impacted the period. In Dubai, as we flagged at the half year, commitment to World Expo 2020 to get the challenging property market conditions has had a significant impact on the Cityscape Global exhibition, which ran in September.

In Hong Kong, the recent civil protest had the impact of business in the region, which represents around about 4% of Informa group revenue, mostly within Informa Markets. Our largest brand ran in September the Hong Kong Jewellery & Gem Show, we saw some impact to revenue growth with our strong program support including investment in additional security and transport, ensured the show ran effectively.

Trading through the third quarter, the seasonally slow period in our trade show business with few of our fast-growing major brands taking place. And so Informa Markets underlying revenue growth in the 10 months was 3.4%. The strength of the portfolio of November/December, a significant period for the group puts us on track to deliver a stronger result for the full year or be at the two market-specific in-year impacts, means that will be in the 4.5% minus territory rather than 4.5% plus. The beautiful[?] message though is that Informa Markets is in good shape.

Turning to Informa Connect, which also keen to make good progress through the last couple of months. Revenue growth for the 10 months increased to 2.8% from the 2.1% growth reported for the half year. This result leaves us well placed to meet or beat our growth target for the year at 2.5%. Well there is still plenty of trade to deliver in the last two months of the year, particularly, in November.

Informa Tech, our newest division continues to focus on building its foundations for future growth in 2020 and beyond. As part of that today, following on from the asset swap that brought the IHS Markit business into the group, we've announced a small investment with launch of a JV with Founders Forum, the leading community for tech, innovation and entrepreneurs.

Against this backdrop of building an expansion is good report, further progress towards our 2019 growth targets in Informa Tech with 1.7% underlying growth in the 10 months, and acceleration for the 1.1% growth reported in the half year. Informa Intelligence delivered 3.1% underlying growth in the 10 months, broadly consistent with its performance on the first half of the year, and this leaves it well placed to also meet or beat its 3% underlying growth target for the year.

The Progressive Portfolio Management program continues to increase the focus of the Intelligence division. And today, we have announced the disposal of the industry in infrastructure, media brands portfolio.

Taylor & Francis continued to trade consistently with growth of 1.8% for the 10 months in line with its half year growth. This is encouraging, particularly, given the tough prior comparable it faced in the third quarter. But on average, behind the trading is similar to those in the first half of the year with consistent growth of journals and year-on-year growth in group Open Access supported by a solid performance in books.

So, in summary, as I said at the start, headline is that Informa is in good shape with the strength the mix, breadth, quality and predictability, which puts us in a very good place going into 2020. In 2019, we are on track to deliver on the trading operational targets we set for the year.

So, I hope that was a helpful summary, and what we think are the key points in the release are, and we are happy to take any questions you have on the detail.

Operator: Thank you. If you would like to ask a question, please signal by pressing star one on your telephone keypad. If you're using a speakerphone, please make sure your mute function is turned off to allow your signal to reach our equipment. A voice prompt on the phone line will indicate when your line is open. Please state your name before posing your question. Once again, that is star one to ask a question. We will now take our first question. Please go ahead. Your line is now open participant.

William Packer: Hello, this is Will Packer from Exane. So, three questions for me please. Firstly, you've given some complement commentary on the next two months of trading, specifically at the Markets division, could you comment on how trading is and forward bookings are for the construction real estate business in the US, which is typically a big waiting in the first half of the year?

Secondly, you've commented on the challenge in Dubai and Hong Kong in the last few weeks. How should we think about forward bookings for those events for 2020? Should we expect a second hit this time next year? And finally, you've suggested that an acceleration at Taylor &

Francis in the last two months of the year should be expected? Could you just talk us through the moving parts there? In previous years, it's been a book heavy quarter, and sometimes a challenge, so what's different this year round? Thank you.

Gareth Wright: Well good morning, maybe we take those in reverse order. I think in terms of Taylor, you're right in terms of getting to the 2% guidance for the full year, we're expecting a little bit of a step-up in the last quarter. I think that's partly because the comparable in the third quarter was tough, and therefore, accelerating beyond that was a bit harder in the third quarter, whereas the fourth quarter is more of a standard comp from last year.

And I think we're also looking at where we are in the year not just in terms of books pipeline, but also one, two other been ancillary in terms of revenue in the journal's business, and we feel that we take them all combined together in the mix. We think the 2% guidance for the full year that still stands and is achievable in that business. So, it's not just all about book sales at the year end, although as you're right to say that those will be a key part of the mix for us in terms of how we trade over the next two months in that division.

In terms of Markets, I think looking at the forward bookings, you know the questions you asked, in terms of construction real estate, we think that looks at reasonable shape, as you say that's quite a January/February timeline for those shows, so they look say reasonably solid and in line with where we'd expect them to be, in terms of what we want to do for that business overall for the full year in 2020.

On Dubai and Hong Kong, it was quite early on those ones. Dubai in particular, that's a September show so it's quite early or very early to be talking about how that's going to trade out in 2020, and where we think where it's going to be in the mix. We're looking at certain ways we can -- we have managed some of the Expo 2020 dynamic by prep citing some of our exhibition alongside Expo 2020 with the events that are happening around that festival.

And also, in terms of Hong Kong, again, very early to really be talking about what's going to happen in 2020 there. We're monitoring the situation closely, but at this stage, it's a bit too early to say what's happened at shows there; we are really only starting Q2 in that location.

William Packer: Thanks. That's very helpful. Just to clarify on the forward bookings, is any particular notable divergence in trends from previous years for you to catch up on or just no comment at this stage?

Gareth Wright: I don't think there's any particular dynamics or variables to comment on, really, at this stage, it's quite early. What we are seeing doesn't change our view or outlook for 2020, but we can't just give you huge amount of assurance about how say Q3 or Q4 is going to look next year because it's just too early.

So, it's already a no comment on so it's more those that we can only talk about what we have visibility over at the moment, and what we do have visibility over looks solid.

William Packer: Thank you, very useful.

Gareth Wright: Thanks, Will.

Operator: We will now take our next question. Please go ahead caller. Your line is now open.

Adam Berlin: Good morning Gareth, Richards. Adam Berlin here from UBS.

Gareth Wright: Hi Adam.

Adam Berlin: I have three questions for me. You said that for the group overall November/December about 20% of revenue. Can you tell us for Informa Market specifically, you know is it around 20%? Is it slightly higher, slightly lower? Just help us understand like the trading implied in Q4?

And secondly in this morning's release, you talked about some of the high growth events in November and December around CPhI for example. What proportion of that revenue is coming from those high growth events? They're like more than half of the revenue in November/December and would be helpful as well. Thank you very much.

Gareth Wright: Yeah, I think in terms of November/December phasing of markets, I think broadly there will be the 20%, although they're about in the mix for that business. But again, it's quite a big month particularly because the events that we listed out in the release. And those are events that are growing above average so they grow, and they're going to pull the average growth for the division for the 10-month number up to what we think or they're about as to what we think the full year guidance should be.

So I think really in terms of the overall maths, it's reasonable part of the mix November and I think that what we're going to see in terms of bookings, and the contractual positions on those shows gives us a reasonable amount of confidence that we can get up to a higher number than we had at the 10 months, although as we have said that's 4.5% minus rather than 4.5% plus that we talked about previously.

Adam Berlin: What does 4.5% minus mean?

Gareth Wright: Just under 4.5%, so you can model and predict, I think there's numbers in I have seen in papers coming out recently, talking about 4.2%-4.3%. I think we hope to be a bit ahead of that to be honest, but whereas perhaps we would be 4.6%-4.7% previously. We're now more proximately like 4.4%-4.3%, and it's really a factor of those in market area specific dynamics around oncology

buy that I have just taken a little bit of the growth of the top of the numbers for markets, and therefore which is coming.

And it is just a touch underway, where we thought we would be, but still pretty good growth overall, and certainly comfortable how it fits in the mix of the group numbers. And as to your 2019 specific dynamics, we don't think it changes our outlook going forward for the business.

Adam Berlin: Thanks very much.

Richard Menzies-Gow: Thanks Adam.

Operator: We will now take our next question. Please go ahead. Your line is open.

Adrien de Saint Hilaire: Yes sir. Good morning everyone. This is Adrien from Bank of America. Still a few questions from me please. So, first of all on your guidance for 2019. If my math is correct, I think it implies about 6% grows in November/December. I'm just curious how much of this is already contracted and how much depends on transaction revenues, maybe a sponsorship or these kind of things. That's the first question.

Secondly, that's as a follow-up to what you were saying before. I understand the quantum of the Hong Kong and Dubai impact is something like, call it 40 to 50 basis points on 2019. How much of a drag do you expect from fashion next year in 2020? I think it was about 100 in 2019, but how much of a drag do you expect in 2020?

And maybe one last question about intelligence, can you give us a bit more color on the ACB increase you're seeing in that business, and how do you think about the cycle of investment for that units? Thank you very much.

Gareth Wright: Well good morning, Adrien, thanks for the questions. What we will do is I'll kickoff with the first and the third one, and then Rich could talk to you a bit about what he's saying in concern -

Richard Menzies-Gow: On fashion.

Gareth Wright: On the fashion, on the second question. In terms of your first question, the 6% you quoted, I actually cleared around that – Markets is where Adrien is talking about that. So, if you go from where it is for the 10 months numbers, I do try to get to what we're talking about for the full year. It implies about a 6% growth in the remaining two months of the year for Markets.

And what we're saying is that, if we look at the strong shows that operate that period, they're particularly good shows. And just some of you were seeing the CPHI show that ran last week as an example of that. And if we look at that portfolio shows and what's contracted on them, we feel confident that we can bridge our way across to that full year guidance for the revenue.

But clearly, there is trading there is a delivery in November/December, but that's a lot to do operationally in those shows. And some of the kind of extra ancillary revenues, it really comes through at the last minute. Those could be the difference between big 4.5 or 4.4 or something in those divisions. So, there's quite a lot to do.

They clearly were monitoring the situation closely in Hong Kong, where there's been some obviously tough news overnight in terms of the protest that was shot so. We're watching it very closely and we're monitoring the evolving situation, but we feel that on balance, we're at a reasonable place over with the portfolio in terms of what's contracted and what's still to do. And that's why we are -- give you the position that we have done today in terms of the trading statement.

In terms of intelligence, the ACB growth is kind of consistent with the overall growth in the division. That division following PPM disposals and following the realization of the assets at the end of last

year is quite a subscription weighted business. So, since ACV growth round about of 3% and 3.5% is what you need to be delivering to get to kind of 3%, particularly[?] 1% overall growth in that division so we're pretty consistent with that.

And in terms of cycle investment, we're not flagging or predicting a great change at the cycle investment in our business. We do challenge them. But this time of the year, as you go through the budget process about what we could do, you know what more could be do through investment to fuel the growth or accelerate growth to that division.

But what we're saying at the moment in terms of 2020 and beyond, there's no significantly larger calling on capital from that division. And they seem reasonably comfortable with our prospect for 2020 based on the existing capital allocation.

Richard Menzies-Gow: Yeah, on fashion Adrien, it goes back to go forward, quite quickly after we announced or completed the deal, you'll recall we brought in actually our COO of the Markets division, Mark Temple-Smith to come into the fashion business to develop a plan. And we launched a fashion gap towards the end of 2018, so we came into 2019 with a plan, and I think we were quite opened that we expected to decline revenues about 10% this year, and I think we'll deliver to that plan.

But more importantly, the plan really was about getting some basics sorted around scheduling, venues, databases sales. So that going into 2020, we could see an improvement in the trend with a goal by 2021. In the third year of the plan, we could get the business back to flat positive. So, I think if we do minus 10 and probably this year, you would expect this to be somewhere between that and flattish next year whether that's minus 5, minus 4, minus 3 something in that territory.

I think would be what would be sort of gunning for. And I think we're planning for that and on track to deliver that after what we've done this year.

Adrien de Saint Hilaire: That's all very clear gentlemen. Thank you very much.

Richard Menzies-Gow: Thanks.

Operator: We will now take our next question. Please go ahead caller. Your line is now open.

Nick Dempsey: Yeah, hi. It's Nick Dempsey from Barclays. I've got three questions left. First one, a lot of investors focus on cash flows to your business Gareth. There's a bit of joshing in the first half about your 600 million plus guidance of the free cash flow. I just wonder if you could give us a sense of how conservative you're being now that you can see closer to the end of the year and whether there's any kind of sort of [inaudible] timing things that could surprise us in terms of free cash for 2019?

Second question, you referred to investment in Hong Kong jewellery, and I think also CosmoProf, and in terms of transport hotel rooms, few things like that. I wonder if you can give us an approximate amount of what you might have invested in the two of them, incremental work to what you would normally do?

And the third question, yeah, I mean at Taylor & Francis, you talked about November and December. I mean the comp is a lot easier. So, if you're kind of current trends you've seen on a two-year basis would continue. You do clearly better than 2.0 for the year. So, is there anything that you should dissuade us from following along that two-year trend and then giving the full benefit of those easier comps in November/December?

Gareth Wright: Thanks Nick. Good morning. Would do the same format as last time that I'll do one of the three, and then Rich will talk to you about what are is that there in the market in terms of Hong Kong and CosmoProf investment?

In terms of the cash flow number, yeah, there was a lot of chatter about that that I think by the year-end numbers and Q1 and H1 in terms of the 600 million plus number. But it was always a bit of a placeholder and we always hope to beat that. But it's slightly depended on what we did it terms of Capex or [inaudible] etc. But certainly, at this stage of the year, as it begins to firm up, you're pretty confident now that we can be 650 million in terms of that, so 650 million of free cash flow is a number that I think we encumbered ahead of.

So, it's quite a lot of plus versus that 600 million to be quoted earlier in the year. In terms of T&F, you're right in that the comp for the rest of year is a lot easier than the comp was for Q3. And therefore, I totally understand how you get the numbers you're getting at in terms of growth rates. We just want to see a little bit more about how the book is trading pans out over the last two months of the year to Will's earlier question about how much there is to do in terms of retail trading in that business.

But if that really pans out as hoped then, yeah, there should be a little bit of upside on that number, but it's difficult to commit to that based on the visibility we have at the moment of the retail side on books.

Richard Menzies-Gow: And I think on comp, Nick, the team around the jewellery show actually, did publicly say they invested about \$4 million in extra security on travel support. And also, they launched quite an interesting buyer program, where they supported some discounted hotel rooms to key buyers to encourage attendance.

So tactically, we'll do that around shows to support which I think they need it. We certainly did a bit of that in Dubai. We do bit of that around or doing a bit of that around CosmoProf. They're not as big shows as Hong Kong, so we wouldn't expect it to be anywhere near that number, but there is some extra investment going in. I think all I would say is, if I look at where consensus sits today

for this year, I think we're around 9, 20 of operating profit 15.5 half year earnings as last key election[?] I think we pulled through.

We feel very comfortable with that. So, I think if there is extra investment going in, we're managing through that okay.

Nick Dempsey: Very clear, thanks guys.

Richard Menzies-Gow: Okay, thanks a lot.

Operator: We will now take our next question. Please go ahead caller. Your line is now open.

Patrick Wellington: It's Patrick Wellington at Morgan Stanley.

Gareth Wright: Hi Patrick.

Patrick Wellington: Good morning all. I'm going to ask the global trade thing. What do you think industry growth is for exhibitions in 2019? And do you think that you're ahead in line or behind global exhibitions growth? And how do you feel generally about the outlook for next year in terms of exhibition growth potential?

And then secondly, zeroing that down on Informa a little bit, you've always got a few moving parts. Maybe Hong Kong might be better next year. You don't get the effect of the biannuals. Next year, I'm not quite sure how to read Middle East for next year. So, what do you think is a good number for exhibitions growth in 2020? And then finally on the AIP process, you've sold a business. Can you remind us how much more, if any, you have to do in that rationalization program?

Gareth Wright: Good morning, Patrick. Thanks for the questions. Just skimming through them in order. I think in terms of the trade show industry globally, we think that looks like around about a 4% growth market in 2019. So, we feel good about where our business is in terms of the mix of the brands, the quality of the revenue etc. And that's what's getting us to a slightly higher than market level of growth in the business.

And that's the usual drivers we've had in previous recent years. We had good growth in terms of space because we still got quite a lot of portfolio that's not venue bout, bit of growth in yield as a focus on the ancillary revenues that we can generate around the exhibition space. So overall, we think we are a bit better than there, but a bit better the walking average.

And in terms of the growth rate in 2020, we really at the moment, we don't -- for at this stage here, we don't quote specifics from the following year. But overall, I think we said, we feel pretty good about it. Registrations look good. The contractual position looks good as we commented on our for previous question. And we think overall in terms of the international reach in our business and the markets we're exposed to in terms of geographies, and the end markets we feel pretty good about the business that we have there.

So overall prospects for 2020, we think it looked pretty positive. Clearly the in-market specific factors we talked about in relation to 2019 will need to be managed and monitored. But overall, in terms of the business as a whole, we feel pretty good about that.

In terms of the AIP, we're basically launching at the end of that program now. The media, the divestment we've announced today in Informa Intelligence were too changed in the portfolio, already the last knockings of that in 2019. And the business is now focused on setting budgets for 2020 to really maximise the growth opportunities for the businesses that we now hold. I think that was everything you asked, did we miss anything?

Richard Menzies-Gow: No, certainly.

Patrick Wellington: Yeah, that's great thank you.

Richard Menzies-Gow: Thanks Patrick.

Gareth Wright: Cheers Patrick.

Operator: As a reminder, please press star one if you wish to ask a question. We'll now take our next question. Please go ahead. Your line is now open.

Matthew: Hi, it's Matthew. Can anyone hear me?

Gareth Wright: Yeah, hi Matthew.

Richard Menzies-Gow: Hi Matthew.

Matthew: Good morning guys. Couple of questions please. The first one is on fashion; you indicated a desire for improvement for next year and confidence around that. Can you give us a few details on what your plans are with the fashion events in the first half and the second half? And how you intend to get that very welcome improvement that you talked about?

The second question is obviously, when you bought UBM, I guess were you thinking about a particular return on investor capital that you were going to get from that? What is that and how are you tracking towards it?

And the final question is on the disposal you've made, which is in the intelligence. I think is in the intelligence area. How big is that in terms of revenue and EBIT? And are you despite that disposal confident in the consensus expectation for EBIT in 2020?

Richard Menzies-Gow: Matthew, I would start and then Gareth can come in. Maybe you can do the ROIC question giving you the finance as you go.

Let me just on fashion, listen, the key thing this year has really been to build the relationship with customers, and plan for the future around venues, scheduling, brand management and experience, and I think we've had a good response to that. And the important thing is we stemmed the decline in attendance through the last couple of shows this year, and we really sell off that into next year.

So that gives us confidence that we're selling off on the back of a much firmer footing. In February, when the big magic show in the first half of the year happens, we still have -- it's our last scheduling issue to deal with. There's a clash with one segment of the show with an industry show, and also, we're not in the Las Vegas Convention Center in February. We're at the Marina Bay Sands, which is smaller in scope.

Close to that, we then have a long-term commitment to be ONE MAGIC in the Las Vegas Convention Center. So, February, we still get onto the last of the historical scheduling issues, but I think that will really set us up well as we go into the second half of the year. So, I think it's all those things. And I think importantly the feedback and feel around the shows is much, much better.

We've got brands coming back into the shows that haven't supported it for a while, and attendance is really flattened out. So, it won't jump overnight, but I think the plan we've got to stem the decline next year, and look for flat to positive in 2021, we feel quite about it.

If I just jump maybe to the last question, deal with the disposal. It's around 50 million of revenue from the Intelligence business. It's a collection of various nice brands, mainly advertising-driven stuff, which really isn't where our focus is in that business, so it really helps again improve the quality of earnings in that business going forward. The margin would be lower than the overall division somewhere in the mid-high teen, something in that territory so. And that's the last really as Gareth says of the PPM disposals.

Gareth Wright: In terms of the ROIC question on UBM, I'm really in terms of building it up, there were two quite of foundational building blocks for how we want to improve the ROIC, which is first of all, the Accelerated Integration plan, which operationally integrated that business with Informa, and set it up how we're going to do the work on a management and divisional basis going forward. That was largely completed in the summer.

And then secondly, the second lay of building block was around the synergies, which, again are on track, but nothing has changed in terms of our focus or our delivery on those, where we expect about £50 million worth of [inaudible] synergies in 2019, and then a further step-up to a £60 million run rate by the end of 2020. So that's all on track.

In terms of the operational work around, UBM ROIC. In terms of the board's focus on it, that's a key part of that focus through the Accelerated Integration plan, and also in terms of remuneration targets put in place around the UBM combination, which is really looking to get the business to an outcome by the end of 2021, at the end of 2022 where we were getting back close to the overall cost of capital for the group or the UBM combination.

So really, we never expect it to be a kind of enhancing in year one deal, but we're on track for our current 2021-2022 targets around that deal tail where we want that ROIC to be.

Matthew: And just a quick follow-up if I can on the disposal. So just going back to the question that would make it something like around about £8 million of EBIT being disposed in 2020. The question still stands, which is, would you be able to absorb that within current consensus or should we be reducing, should consensus come down by the £8 million, do you think?

Richard Menzies-Gow: Listen, I think consensus for next year is a bit mixed at the moment. Anyway, the bigger impact is probably currency. I think the spread of assumptions into next year is anything from 123 to 129. I mean \$0.06 to us is £40 million of profit. So, I think there's a bigger spread on currency in the mix of consensus.

I mean everything else, all other things being equal, I think you'd flow through the disposal profit out of your numbers. I think balancing that, you've got a bit of interest saving coming in from the refinancing that will help.

Matthew: And can you quantify that?

Richard Menzies-Gow: What I think have been sort of up to £10 million something like that. Gareth do you want to?

Gareth Wright: Yeah, we issued about a €500 million bond, which we're using to repay about \$550 million of bond and PP debts. And so, in terms of the rates we are repaying, and we have issued at I think Richard said about, up to £10 million worth of P&L benefit from this refinancing. And then interest obviously come down a little bit more because of the lower debt and you generate cash during the year, but that's the saving you should expect from refinancing.

Matthew: Thank you.

Richard Menzies-Gow: Okay, thanks a lot.

Operator: Once again, that is star one, if you wish to ask a question. It appears there are no further questions at this time.

Richard Menzies-Gow: Okay, thanks operator. Well thanks everyone for taking the time to join us. We're obviously around today. If you want to follow-up with more detailed questions, but thanks again and look forward to speaking to.

Operator: This concludes today's call. Thank you for your participation. You may now disconnect.