

# Informa

## Informa Business Information

Lindsey Roberts

CEO – Informa Business Information

**informa**

# Our Philosophy

- To give our customers what they need.
- To have proprietary content, accurately created.
- To drive editorial excellence, reliably delivered.
- To launch innovative products, continuously enhanced.
- To use effective technologies, operated efficiently.



# Our Business Model

- Digital.
- High value subscriptions.
- Strong renewal rates.
- Yield from value driven pricing.
- Long term relationships.
- Focus on niche, global markets
- Smart, scalable technologies.



# Who are we?

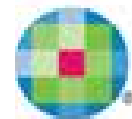
- 2000 staff in 18 offices
  - strong presence in the US
  - established business in Australia/Asia Pacific
  - new office in China
- Our staff speak over 30 different languages
- Majority of the content team are postgraduate level
- Very strong focus on training, learning and skills.



# Our Competitors?



THOMSON REUTERS



Wolters Kluwer

 **Reed Elsevier**

# The Management Team



Lindsey Roberts –  
Chief Executive Officer



Giles Catron –  
Chief Operating Officer



Nick del Rio –  
Chief Investment Officer



Charles Thiede –  
Chief Technology Officer



Steve Hotham –  
Group eMedia Director



Kelly Furneaux –  
Group MD, Informa Pharma



Tim Royston Webb –  
Chief Sales Officer



Alison Chisnell –  
Group HR Director

# What do we deliver to our customers?

- Verifiable data
- Quality analysis
- News, **always** with opinion and insight
- Answers and solutions
- Global perspectives

CaldeMasterPro - Full Function Golf Inquiry - Spread Sheet of Handicap Rounds

Full Function Golf Inquiry

Default 1 Golfer

Golfer 1 of 5

1.00 Rounds on File

Print

Return

Calendar

Spread Sheet

Summary Data

Handicap

Mastercard

Rounds Shown	Rounds are sorted by	Averages based on handicap rounds played on or before	Average Gross Score	Average Net Score	PHI Based on the best	st	Current PHI
100	Date (most recent first)	Sat, Oct 6, 2001	89.5	74.8	58	20	55.2

Round	Date of Round	Course/Name	Pin	Rating	Slope	Gross	Adj	CHand	Net	Best
100	Sat, Oct 6, 2001	High Plains	71	79.1	121	89	88	16	73	6
129	Sun, Sep 16, 2001	Holiday Flors Golf C	72	79.7	122	94	93	15	78	16
128	Sat, Sep 8, 2001	Happy Ridge	72	79.4	119	90	90	15	76	18
127	Sat, Aug 25, 2001	Prospect Heights	72	71.5	124	86	86	16	72	4
126	Sun, Aug 5, 2001	Prospect Heights	72	73.1	127	89	89	16	73	2
125	Sat, Aug 4, 2001	Travis Valley	71	68.5	122	89	88	16	73	3
124	Sun, Jul 29, 2001	Blue Desert	71	68.2	115	95	94	15	80	20
123	Sat, Jul 21, 2001	Rock Beach	72	72.5	133	94	94	17	68	1
122	Sun, Jul 8, 2001	Prospect Heights	72	71.5	124	90	90	16	82	19
121	Sat, Jun 23, 2001	Travis Valley	71	69.6	125	92	92	15	77	13
120	Sun, Jun 10, 2001	High Plains	71	78.1	121	93	92	15	78	15
119	Sun, Jun 10, 2001	Pied Canyon	72	64	101	81	81	13	66	12
118	Sat, Jun 30, 2001	Prospect Heights	72	71.5	124	90	90	15	75	7
117	Sat, Jun 9, 2001	Meadow Glen	72	78.3	132	92	92	16	76	8
116	Sat, Jun 9, 2001	Green Pointe	56	56	85	67	67	10	57	3
115	Fri, Jun 8, 2001	Blue Desert	71	68.2	115	89	89	13	76	14
114	Wed, May 30, 2001	Prospect Heights	72	71.5	124	86	86	14	74	4
113	Sat, May 19, 2001	Happy Ridge	72	79.4	119	90	90	13	77	16
112	Sun, May 13, 2001	Glen Meadows	79	68	119	93	93	13	80	18
111	Tue, May 1, 2001	Happy Ridge	71	63.5	116	93	93	13	80	17

# Who are our customers?

- 50,000+ active subscribers
- 1,000,000+ unique users of our content
- 'C' level executives, professionals, scientists, clinicians, lawyers, information officers
- **Always decision makers**





# IBI Core markets



## Healthcare

Pharma, Medicine  
Bio-sciences



## Professional

Law, Tax, Finance and  
Insurance



## Energy

Oil, Gas, Utilities



## Maritime

Shipping, International  
Trade, Logistics & Transport



Retail and Consumer  
Packaging, processing,  
manufacturing



## Commodities

Commodities & Chemicals

# Quality Customer Base



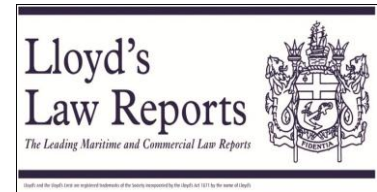
UNIVERSITY OF  
CAMBRIDGE



# Market Leading Products

**SCRIP**

**Agra Europe**



**Lloyd's List**

**DATAMONITOR**

**VERDICT**



**TrialTrove**

**eBenchmarkers**

**CPDCAST®**

**THE Review**  
WORLDWIDE REINSURANCE

**THE Public Ledger**

# Investing in Growth

- Robust e-development platforms.
- Leading edge sales force management and direct marketing systems
- Scalable and effective back-office operations
- Leverage the connections between our products, service and markets – giving us the edge.
- Strategic presence in APAC and particularly China.

# Today's Presenters



Linda Blackerby –  
President, Citeline



Dr Phil Smith –  
Agra Group, MD



**Matt Horsford –  
eMedia Director**