

Informa

Bringing Knowledge to Life

Investor Day

Professional and Commercial Information

12 May 2011

informa

Investor Day Objectives

- Increase product transparency within PCI division
- Communicate progress made during digital transition
- Understand future opportunities
- Meet some of the team
- Experience the products in real time

- IMS Q&A

Divisions

- Academic
- Professional & Commercial
- Events

Informa Cornerstones

- Sustainable growth in short and long term
- Customer driven
- Embedded into work flows
- High Quality Subscription Revenues
- Digital Excellence
- New Products and Organic Growth
- Global and emerging Market Exposure
- Resilient Events
- High margins and good cash flow

Scale

- 3,000 subscription database products all digital
- 60,000 books (50% e-books)
- 8,000 events (130 exhibitions)
- 40+ countries
- 8000+ staff

Drivers

- Great cash conversion
- High renewal rates
- Good peer margin comparisons
- Strong return on capital employed
- Good acquisition track record including integration
- Sustainable long term growth rates
 - Subscription model
 - Geo-cloning
 - Bolt-on acquisitions

Key Areas (high value industries)

- Pharmaceuticals
- Healthcare and Life Sciences
- Telecoms and technology
- Transport, shipping and security
- Finance
- Commodities
- Retail
- Energy
- Academic

People

- Attract
- Develop
- Retain

Goals

- Provide broad and deep content
- Build value
- Grab more wallet share
- Obtain new customers
- Create new products

Professional & Commercial Information

High Quality Subscription Revenues

Digital Excellence

New Products and Organic Growth

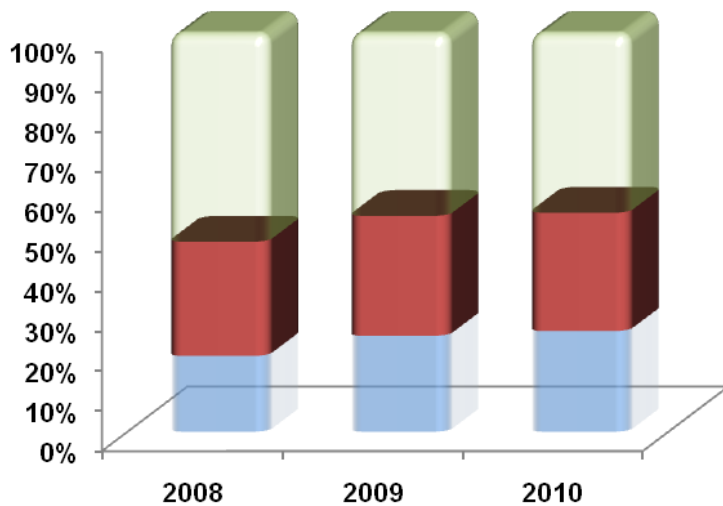
Emerging Market Exposure

High margins and good cash flow

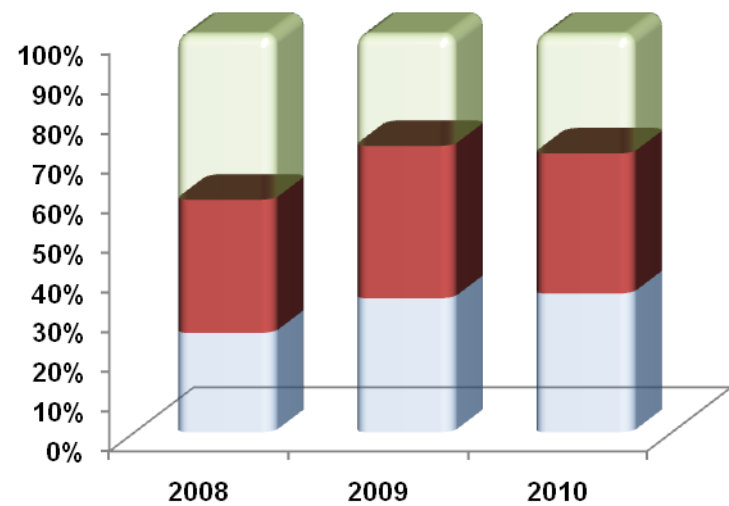
- ✓ High Margin
- ✓ Strong Cash Conversion
- ✓ Market Leading Niche Products
- ✓ 88% Digital Revenue
- ✓ 74% Subscriptions Revenue
- ✓ High Renewal Rates

Informa Divisional Profile

Revenue Distribution

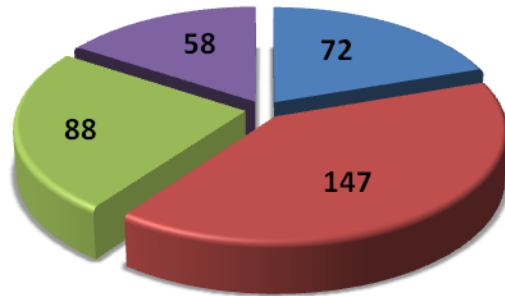


Adjusted Profit Distribution



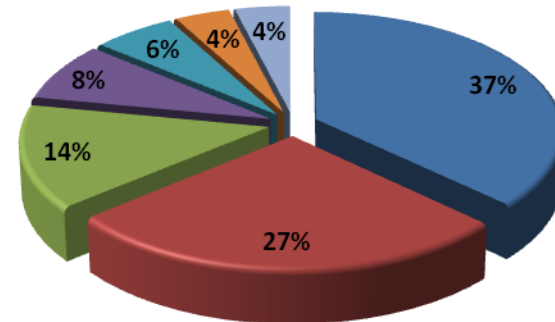
Professional & Commercial Information

Revenue by Customer Location £m



■ UK ■ North America ■ Continental Europe ■ Rest of the World

Revenue by industry Sector



■ Health and Pharma ■ Finance
■ Industrial ■ Tech and Telecoms
■ Tax, Law, Accounting ■ Food
■ Other

Professional & Commercial Information

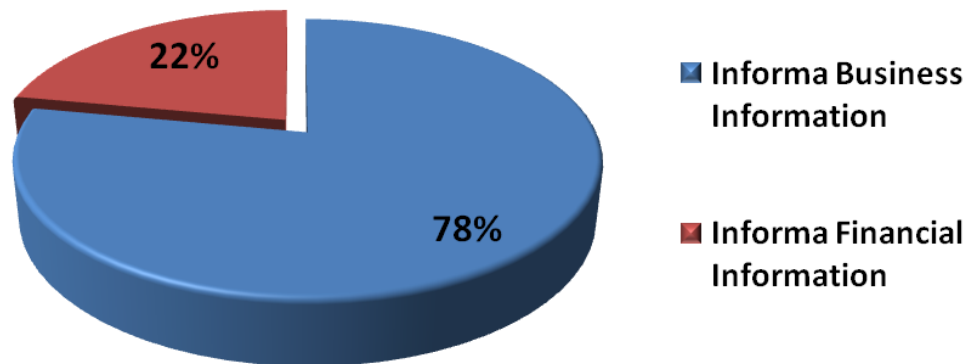
informa
Business Information

Lindsey Roberts, London

informa
financial information

Ken Bohlin, Boston, USA

Relative PCI revenue Contribution



Informa Financial Information



Premier provider of competitive intelligence and market research



Leading provider of money-market info and analysis



Real time analysis, news and commentary on the international capital markets



Customised technology solutions and strategic services



Global Fund Flow and Allocations Data

Informa Financial Information

- 100% digital revenue
- 100% Subscription based
- High value corporate subscriptions
- High renewal rates ~90%
- High margins and great cash flow