



# Investor & Analyst Visit to CPhI Worldwide

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Group Chief Executive

6 November 2019



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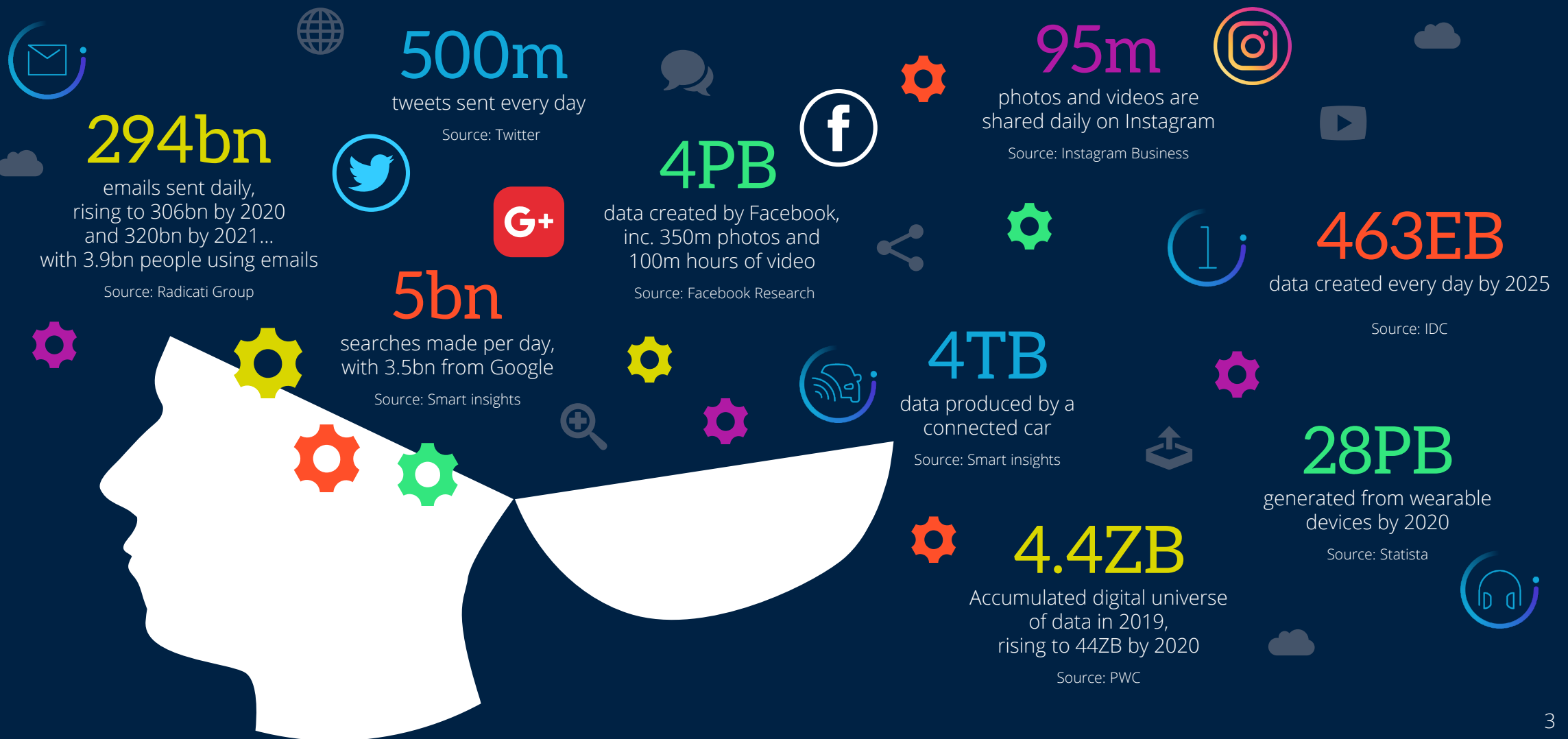
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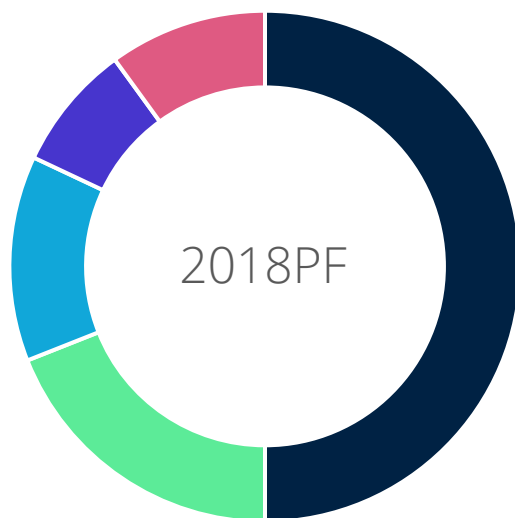
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# The Knowledge & Information Economy



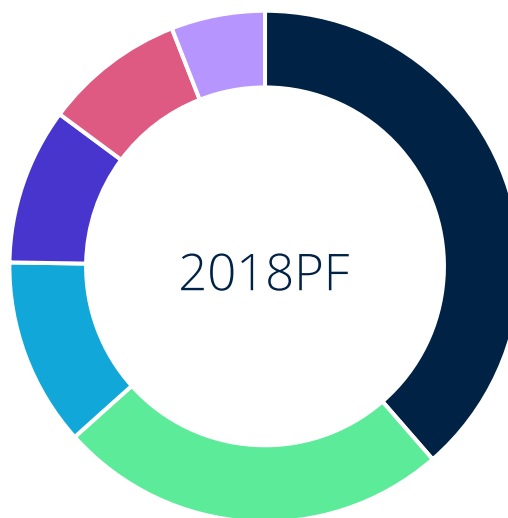
# The Informa Group Today

## Revenue by Division



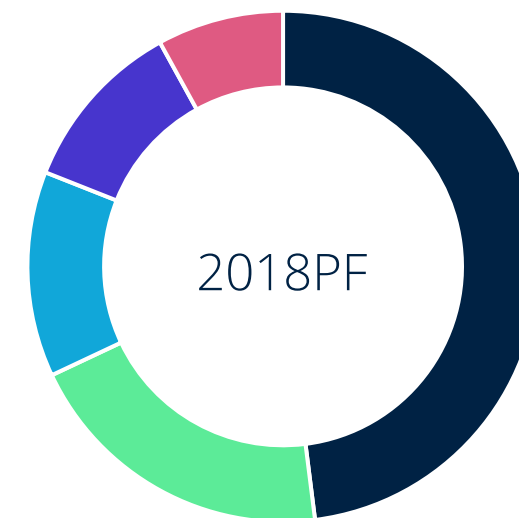
- Informa Markets
- Taylor & Francis
- Informa Tech
- Informa Intelligence
- Informa Connect

## Revenue by Type



- Exhibitor
- Subscription
- Unit Sales
- Attendee
- Marketing & Advertising
- Sponsorship

## Revenue by Geography



- North America
- Rest of World
- China
- Continental Europe
- UK

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# Specialist B2B Brands

## Healthcare & Pharmaceuticals



## Infrastructure, Construction & Building



## Beauty & Aesthetics



## Health & Nutrition



## Manufacturing, Machinery & Equipment



## Hospitality, Food & Beverage



## Maritime, Transportation & Logistics



## Finance



## Fashion & Jewellery



## Aviation & Aerospace



# Specialist Markets: Pharma

6 November 2019



# Specialist Markets: Pharma



Aging population driving demand for innovative medicines and pharmaceuticals



\$181bn R&D spend by Pharma companies by 2022



Cost of bringing a drug to market doubled to \$2.2bn between 2010 and 2018

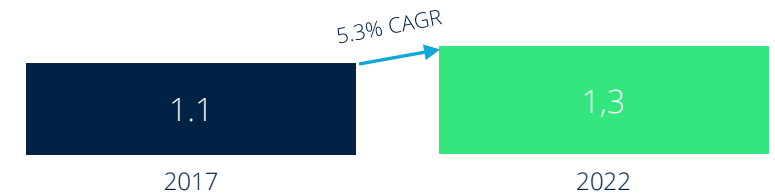


Production/development growing faster in China and India than US, Europe, & Japan

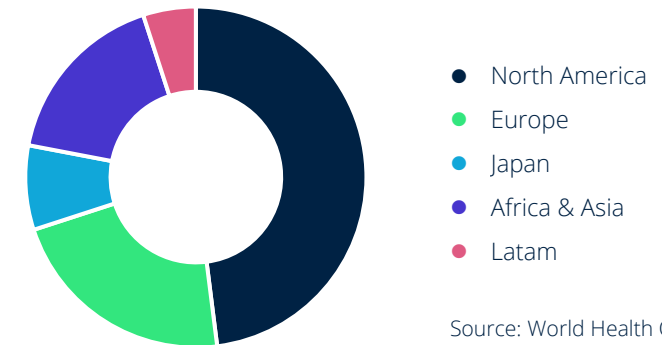


Consolidation of Big Pharma and repositioning to highlight positive contributions

Global Pharma Market (\$tr)



Geographic Mix (%)



Source: World Health Organisation, Fitch Solutions, The Business Research Company, Deloitte, ABPI

An attractive, international market with high levels of innovation and growth

# Depth & Specialisation in Pharma

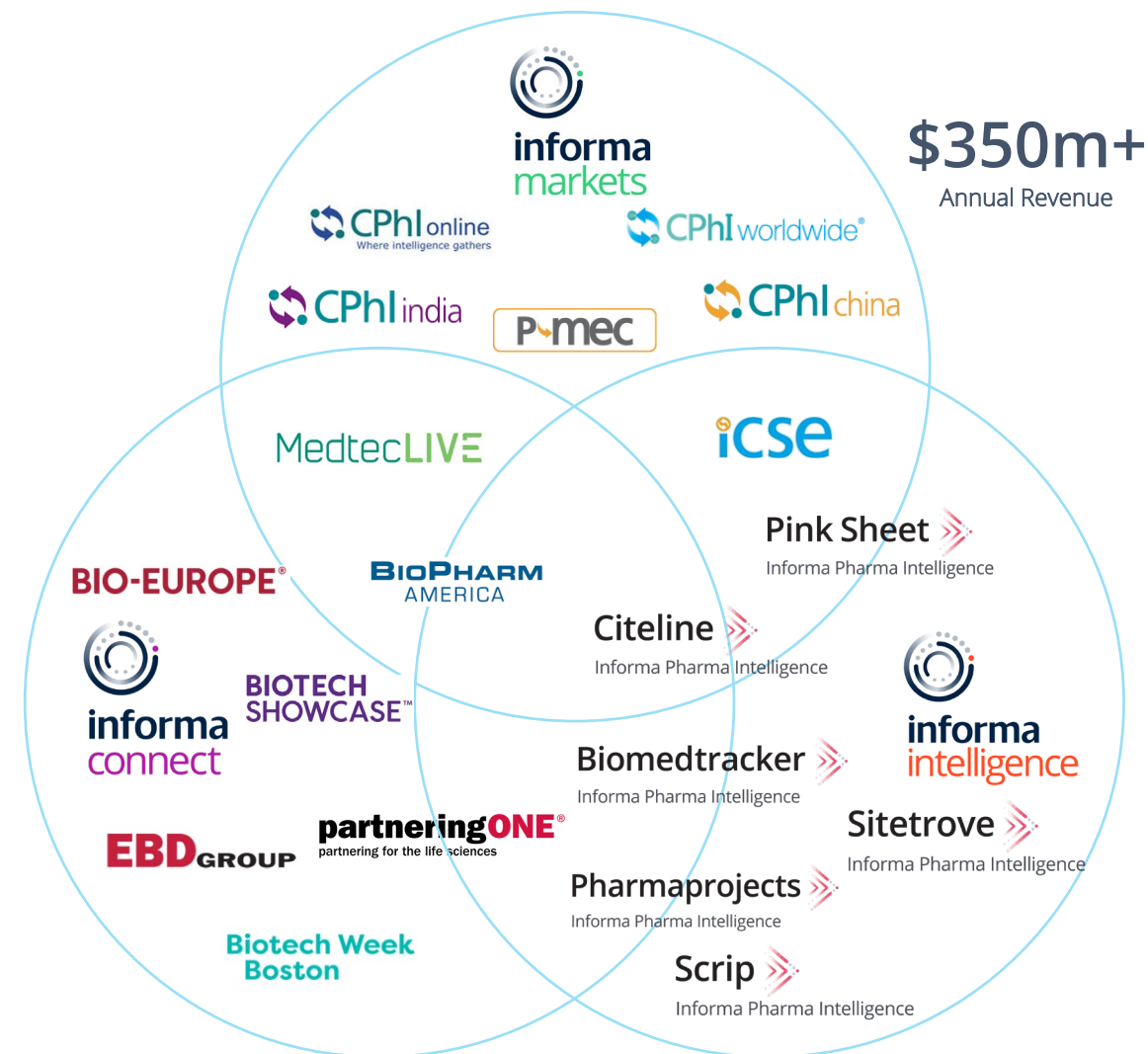
## Global Pharma Market



**+5.2%**  
CAGR\*

- Events:** Face to Face, sales, community & networking
- Data & Intelligence:** Data, opinion, analytics, forecasting
- Media & Insight:** News, brands, content/custom marketing

Increasing levels of cross-divisional collaboration





# Depth & Specialisation in Pharma



Range of  
B2B Brands  
& Services

**Events**

**Data & Insight**

**Media**

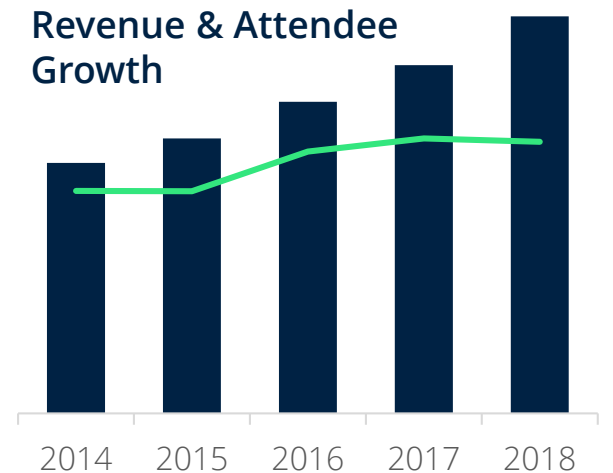
# CPhI Worldwide: the largest international pharma event

30 years of networking and partnerships in the Pharma Industry

-  Covers full Pharma value chain, from chemicals to end products
-  Content rich - 9 theatres running seminars and panels
-  Growing digital component
-  Must attend exhibition for major Pharma companies
-  Consistent double-digit growth over last 5 years



<b>45,000</b> Attendees	<b>2,500</b> Exhibitors
<b>100%</b> Renewable Energy	<b>100k+</b> SQM



# International expansion through CPhI



Visit to CPhI Worldwide: Nov 2019

# Growth & Opportunities at CPhI



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## Collaboration

- EBD co-location at CPhI with Bio-Production
- Pharma Intelligence Awards
- Packaging cross-selling initiative

## Internationalisation

- Geo-adaptation opportunities:
  - Saudi Arabia 2021
  - North Africa 2021
  - Latin America 2021

## Sustainable Growth

- Worldwide venue plan through 2030
- Diversify revenue through digital, sponsorship
- Consultative selling

## Digitisation

- CPhI Online onto MarkitMakr platform
- Expanded Digital Content Team
- Vertical newsletter launch

## Market Focused

- Content strategy to compliment new content platform
- Shared purpose organisations as partners.

## Customer Value Initiatives

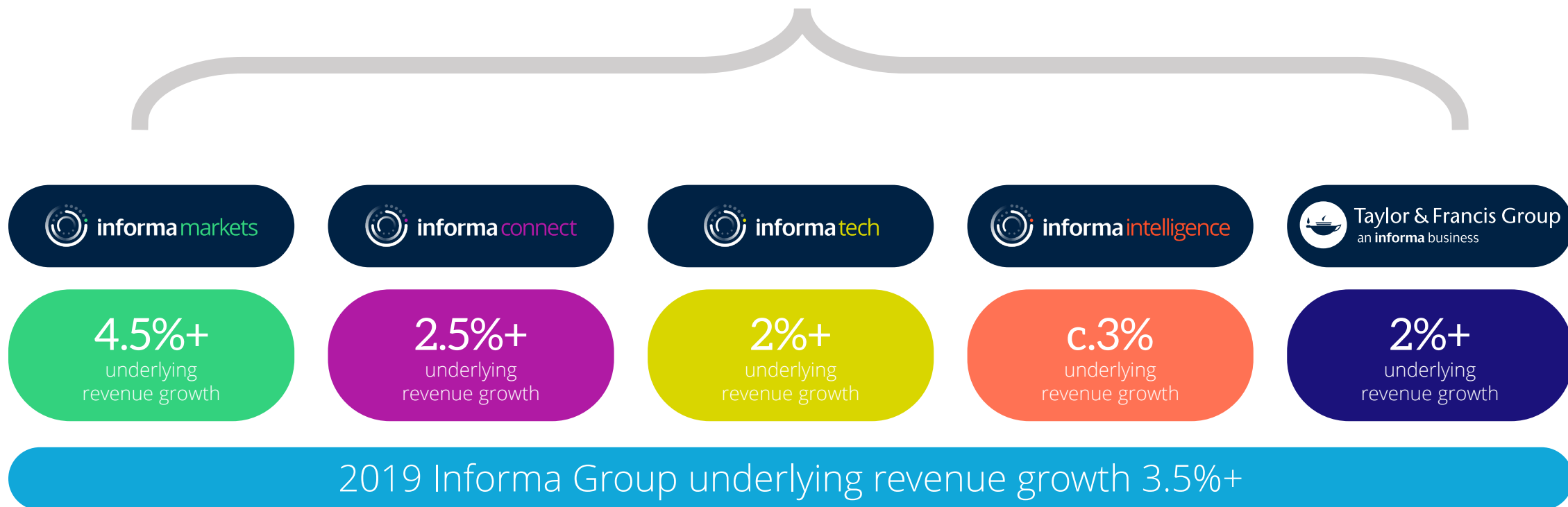
- Investment in customer services
- Secret Shopper at CPhI Worldwide
- Matchmaking services at all CPhI events

# Performance & Progress

11 November 2019

# 2019 Growth Guidance

## 2019 Performance & Growth



11<sup>th</sup> November

Trading Update

# 2019 Half-Year Results: Divisional Recap

	informamarkets	informaconnect	informatech	informaintelligence	Taylor & Francis Group an informa business
Growth	4.4%	2.1%	1.1%	3.2%	1.8%
Strengths	<p><b>Broad-based Growth</b></p> <ul style="list-style-type: none"> <li>Specialist B2B Brands</li> <li>International Reach</li> <li>Portfolio Balance &amp; Breadth</li> <li>Digital &amp; Data opportunity</li> </ul>	<p><b>Improving Growth</b></p> <ul style="list-style-type: none"> <li>Specialist B2B Brands</li> <li>Content curation</li> <li>Increased focus</li> <li>Community strength</li> </ul>	<p><b>Building Growth</b></p> <ul style="list-style-type: none"> <li>Specialist B2B Brands</li> <li>Audience reach</li> <li>Breadth &amp; Depth</li> <li>Specialist content</li> </ul>	<p><b>Predictable Growth</b></p> <ul style="list-style-type: none"> <li>Specialist B2B Brands</li> <li>Subscription renewals</li> <li>Specialist content/data</li> <li>Incremental opportunities</li> </ul>	<p><b>Resilient Growth</b></p> <ul style="list-style-type: none"> <li>Specialist Publishing Brands</li> <li>Subscription renewals</li> <li>Specialist content</li> <li>Production &amp; Distribution efficiency</li> </ul>
Focus	<ul style="list-style-type: none"> <li>Fashion GAP</li> <li>Middle East activity levels</li> <li>World Expo 2020</li> <li>Business process improvement</li> </ul>	<ul style="list-style-type: none"> <li>H2 seasonality</li> <li>Customer retention</li> <li>Marketing Services</li> <li>Digital, Media &amp; Training solutions</li> </ul>	<ul style="list-style-type: none"> <li>Combination &amp; Creation</li> <li>H2 seasonality</li> <li>IHS Markit TMT Portfolio</li> <li>Integrated solutions and strategic partnership</li> </ul>	<ul style="list-style-type: none"> <li>PPM execution</li> <li>Opportunities in core verticals</li> <li>New business pipeline and conversion</li> <li>Data and workflow solutions</li> </ul>	<ul style="list-style-type: none"> <li>Changing customer demands</li> <li>Open Access opportunity</li> <li>International sales opportunities</li> <li>Digital services</li> </ul>
Revenue	£753m	£112m	£108m	£183m	£252m

Visit to CPhI Worldwide: Nov 2019

QUESTIONS &

ANSWERS



Enjoy the tour!

