

Informa PLC

Trading Update

2014-2017 Growth Acceleration Plan On Track

Full Year Expectations Confirmed

London: Informa (LSE: INF.L), the international Business Intelligence, Exhibitions, Events and Academic Publishing Group, has today issued a trading update to coincide with its Annual General Meeting in London.

The Group continues to make good progress and despite some global macroeconomic uncertainty and geopolitical risk, the Board remains confident of meeting full-year expectations.

- **Global Exhibitions:** With over 45% of annual revenue across the portfolio of 180 Exhibitions already traded, and a strong performance from the Top 20 shows on Exhibitor revenue, visitor numbers and rebooking rates, we remain confident in delivering another year of strong organic growth in 2016. Our strategy to become a Market Maker in our chosen verticals is being borne out by strong operating performance and profit growth, allowing continued investment in digital and data capabilities, and on improving the overall exhibitor and visitor experience.
- **Business Intelligence:** The focus on subscription management and customer retention continues to deliver results, with further year-on-year growth in annualised contract values and average renewal rates approaching 90%. This underscores our expectation of delivering positive organic growth in 2016 for the first time in six years. This performance has been combined with investment in intelligent product platforms, marketing automation and customer insight.
- **Academic Publishing:** A consistent performance in Academic Journals and continued strength in e-books has been balanced by ongoing softness in physical books. We remain committed to delivering another year of steady organic growth. Our continued focus on the upper level Academic market, the strength of the Academic Journal portfolio and the creation of a global Books business, combined with investments in specialist content and technology to drive increased usage and discoverability, positions us well.
- **Knowledge & Networking:** The launch of a simplified operating model, vertical focus and portfolio rationalisation is driving momentum, particularly amongst large, branded events, with increased audience reach and improving delegate numbers delivering good revenue growth across the Top 25 events run to date in 2016. This underpins our target of flat to positive organic growth this year, and gives us confidence in our investments in digital marketing and data analytics.

Group Chief Executive, Stephen A. Carter, said:

“Across Informa, the focus on growth continues and we remain on track to deliver full-year growth in revenue, earnings and dividends. Progress on the *Growth Acceleration Plan* continues, with the focus firmly on delivery, ensuring we implement and realise our plans for accelerated growth and increased capability for future scale.”

ENQUIRIES

Informa PLC

Stephen A. Carter, Group Chief Executive +44 (0) 20 7017 5771

Gareth Wright, Group Finance Director +44 (0) 20 7017 7096

Richard Menzies-Gow, Director of Investor Relations +44 (0) 20 3377 3445

Teneo Strategy

Tim Burt / Ben Ullmann +44 (0) 20 7240 2486

NOTES TO EDITORS

About Informa PLC

Informa operates at the heart of the Knowledge and Information Economy. It is a leading business intelligence, academic publishing, knowledge and events businesses.

With more than 6,500 employees globally, it has a presence in all major geographies, including North America, South America, Asia, Europe, the Middle East and Africa.

Cautionary Statements

This Trading Update contains forward looking statements. These statements are subject to a number of risks and uncertainties and actual results and events could differ materially from those currently being anticipated as reflected in such forward looking statements. The terms 'expect', 'should be', 'will be' and similar expressions identify forward looking statements. Factors which may cause future outcomes to differ from those foreseen in forward looking statements include, but are not limited to: general economic conditions and business conditions in Informa's markets; exchange rate fluctuations, customers' acceptance of its products and services; the actions of competitors; legislative, fiscal and regulatory developments; changes in law and legal interpretation affecting Informa's intellectual property rights and internet communications; and the impact of technological change. These forward looking statements speak only as of the date of this Trading Update. Except as required by any applicable law or regulation, the Group expressly disclaims any obligation or undertaking to release publicly any updates or revisions to any forward looking statements contained in this document to reflect any change in the Group's expectations or any change in events, conditions or circumstances on which any statement is based.