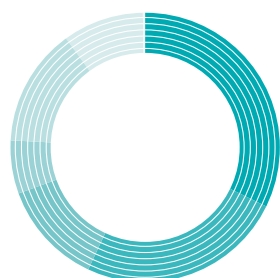


Financial analysis



Turnover by market sector	(£000)
Finance and Insurance	79,442
Telecoms and Media	52,575
Law and Tax	45,097
Maritime, Trade and Transport	46,705
Life Sciences	27,492
Commodities and Energy	31,226
Other	905



Underlying operating profit/ (loss) by market sector	(£000)
Finance and Insurance	12,135
Telecoms and Media	9,301
Law and Tax	4,737
Maritime, Trade and Transport	2,379
Life Sciences	5,308
Commodities and Energy	3,615
Other	(220)



Turnover by location of customer	(£000)
United Kingdom	58,748
Continental Europe	112,952
United States	79,005
Asia Pacific	17,170
Other	15,567

About Informa

Telecoms and Media

Informa is the number one provider worldwide of information to the mobile telecommunications industry using a diverse range of media including, conferences, exhibitions, magazines, newsletters, electronic media and training courses. Our largest conference and exhibition, the 3GSM World Congress, is held annually in Cannes and is the industry's leading event. EMC is the leading provider of electronic information to the mobile market whilst MCI is the industry's main advertising-bearing magazine.

Maritime, Trade and Transport

Informa is the world's leading information provider to the international maritime and freight markets through a wide range of titles including Lloyd's List, the world's oldest newspaper; Lloyds Loading List and Containerisation International. The division also has a significant electronic information arm: Lloyds Maritime Intelligence Unit, which provides market intelligence products such as the internet-delivered Seasearcher. The Group is also a leading provider of conferences and exhibitions to the maritime market through such events as the biennial Cruise + Ferry and Ro-Ro exhibitions and the annual Shiprepair and Conversion show.

Finance and Insurance

Informa has a strong position in real time financial data, commentary and analysis in a number of niche markets including money market funds, corporate fixed income securities, government fixed income securities, foreign currency markets and US bank rate data. Much of the revenue derived from these largely electronically delivered products is subscription based. In addition we have a number of insurance titles including Insurance Day, World Insurance Report and The Review which makes us the number one provider to the international business insurance and reinsurance sector.

Commodities and Energy

Informa is a specialist source of professional and business information to the commodities market through its Agra division, which also covers European food law, dairy, cereal, coffee, juices, sugar and tea. The Group is also the main provider of information to the UK commercial fishing market through Fishing News weekly newspaper and its associated annual Glasgow fishing exhibition. In the oil and gas exploration and production market our Washington based consultancy, and leading edge conferences give Informa a strong position.

Law and Tax

The Group has a significant presence in law and tax especially in niche areas such as Maritime law, Intellectual Property, Insurance law, Copyright law and Construction law. The business is predominately based in the UK and Continental Europe where each year we produce over 1,000 conferences and publish more than 500 professional publishing products. In addition, the most complete electronic tax database product in the Netherlands, called Fiscaal Up to Date, provides information to Dutch tax consultants and accountants.

Life Sciences

Informa has a significant presence in the fast growing market of life sciences through its publishing products, which include Drug and Market Development newsletters, management reports and the scientific peer-reviewed advertising-bearing monthly magazine, BioTechniques, which is market leader in the USA. There is also a series of annual conferences including the flagship Drug Discovery Technology event, Infotech Pharma and the leading US biochip conference – 'Chips to Hits'. Our division focuses on the business, scientific and technological information needs of researchers and developers in the drug discovery and early stage drug development segments.

Five year summary of turnover and underlying operating profit (£m)

37.3	283.4	2002
38.1	322.9	2001
46.8	297.0	2000
35.7	227.8	1999
29.0	202.9	1998

Underlying operating profit is stated before amortisation of goodwill and exceptional items

Turnover

Informa is a business information group delivering high value content to clients worldwide using a broad range of media formats.

In 2002 over 3,000 conferences and 1,500 publications were produced and sold to more than 121,000 delegates and 80,000 subscribers. Among the formats we currently use are newspapers, newsletters, CD-ROM, magazines, books, exhibitions, conferences, seminars, workshops, awards, internet and other electronic real time services.

Informa's regional operations are those of a truly international business. Our worldwide network of information companies and their editorial and production teams provide the intelligence for global and local markets. They continually adapt and develop this resource to meet specialist information needs in as broad a range of markets as possible. Over 50 worldwide offices in seventeen countries supply information to customers in more than 180 countries.

Underlying operating profit margin	
2002	13.1%
2001	11.8%
2000	15.8%
1999	15.7%
1998	14.3%

Underlying operating profit (£m)	
2002	37.3
2001	38.1
2000	46.8
1999	35.7
1998	29.0