







# Interim Results

Six months ended 31 March 2013

# Highlights

 Good underlying revenue + profit growth	L4L 10% +
 Expansion into S.E. Asia	First deals completed
 ABEC trading results on track for FY13	Profit INR 250m
 Good April results	L4L 8%
 Strong cash position	£22m @ 31 March
 Revenues booked for year £174m	L4L 8%

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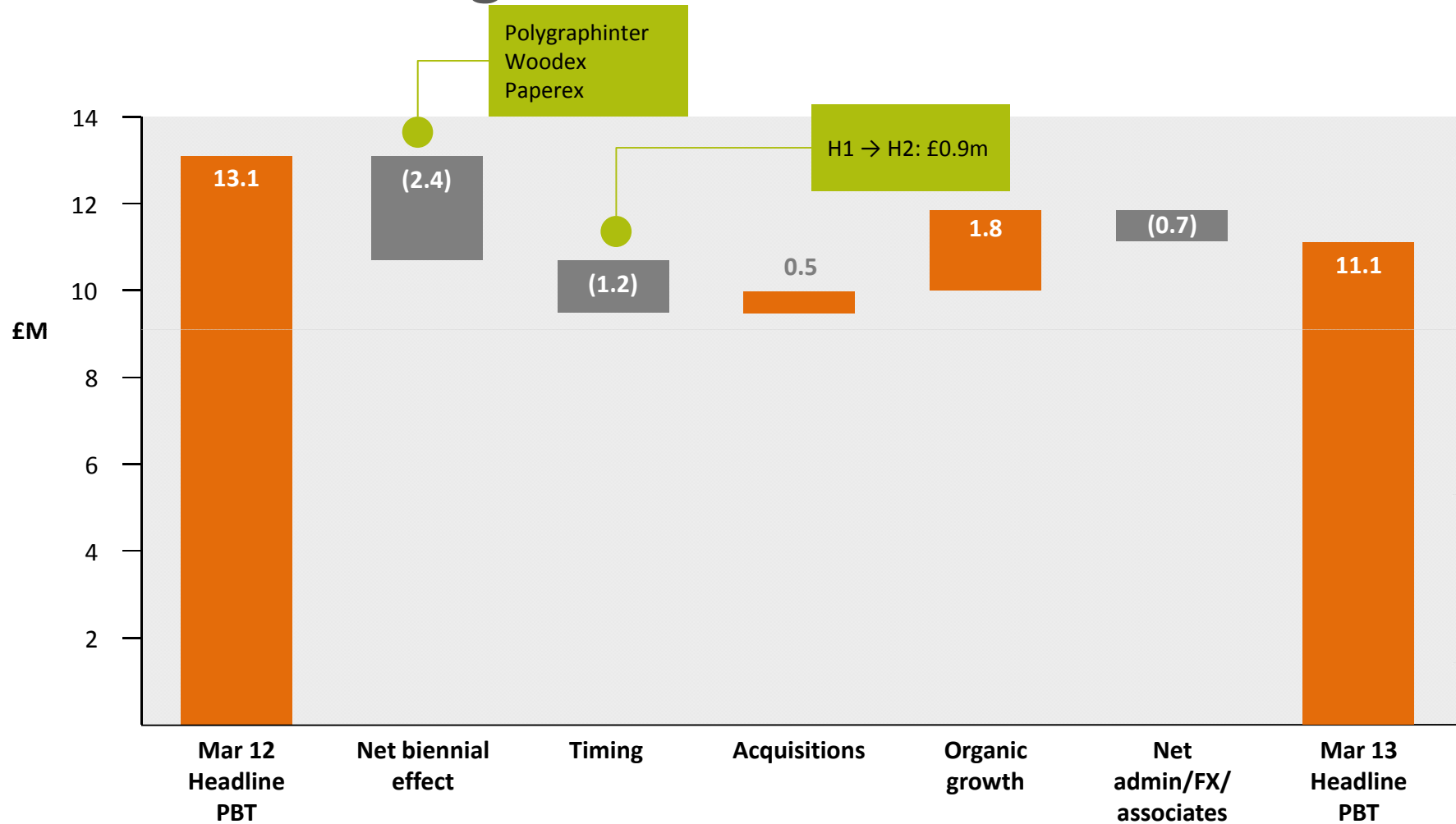
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# 2013 Financial Results

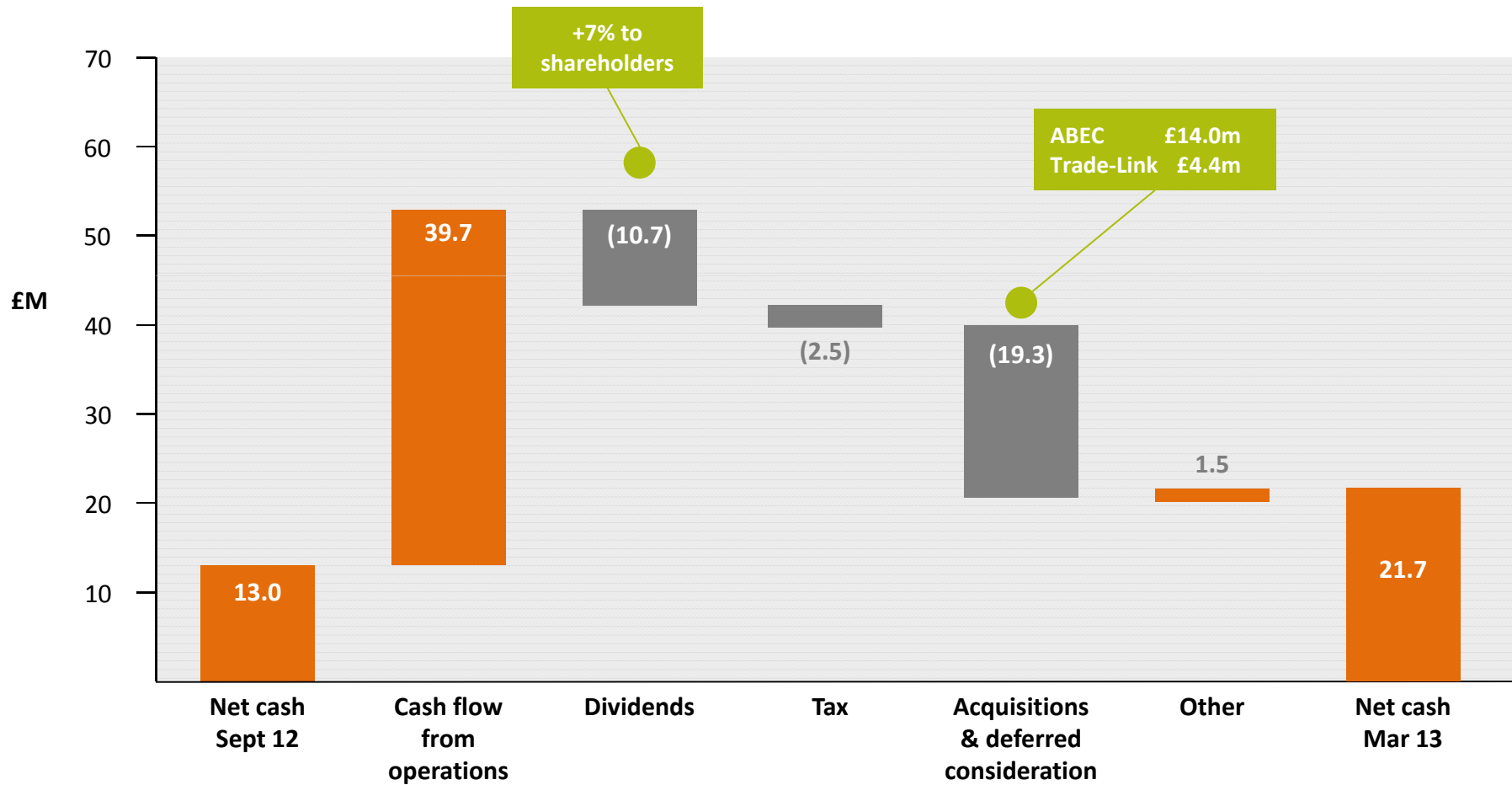
# Financial Highlights for the Six Months to 31st March 2013

	2013	2012	
Revenue	£69.4m	£68.6m	Organic +£6.5m Acquisitions +£1.5m Net Biennial -£3.9m Timing -£3.3m
Gross profit margin	37%	39%	<b>Biennial impact</b>
Administrative expenses	£16.4m	£13.7m	<b>Staff, investment, transaction costs</b>
Headline profit before tax	£11.1m	£13.1m	<b>L4L + 11%</b>
Interim dividend per share	2.3p	2.1p	<b>+ 10%</b>

# Headline PBT Bridge – Six Months to 31 March 2013



# Cash Flow Bridge – Six Months to 31 March 2013



# Sales and Yield Analysis

		Metres	Revenue	Gross Profit	Yield
		000s	£m	£m	Per m <sup>2</sup>
2012	Results from Events	368	68.0	26.7	
	Non annual 2012	(34)	(5.6)	(2.4)	
	Recurring Events	334	62.4	24.3	187
2013	Acquisitions	12	1.5	0.5	
	Timing differences	(28)	(3.3)	(1.2)	
	Organic growth	12	6.7	1.8	
	Recurring Events	330	67.3	25.4	204
2013	Non annual 2013	23	1.7	0.0	
	Results from Events	353	69.0	25.4	

# Currency & Hedging

Currency	2013 (F) %	2012 %	Average Sales Translation Rate	
			2013 YTD	2012 Full Year
EUR	36	54	1.20	1.17
RUB	37	21	49	47
GBP	7	7	1.0	1.0
YTL	8	8	2.83	2.82
Other	12	10		

- 2.5% dilution

- 4% dilution



1 cent = £0.35m : 1 Ruble = £0.35m



Balanced currency exposure ⅓ Euro ⅓ Ruble ⅓ other



Forward cover 2013 – 2016 : €93m @ €1.19 : £1

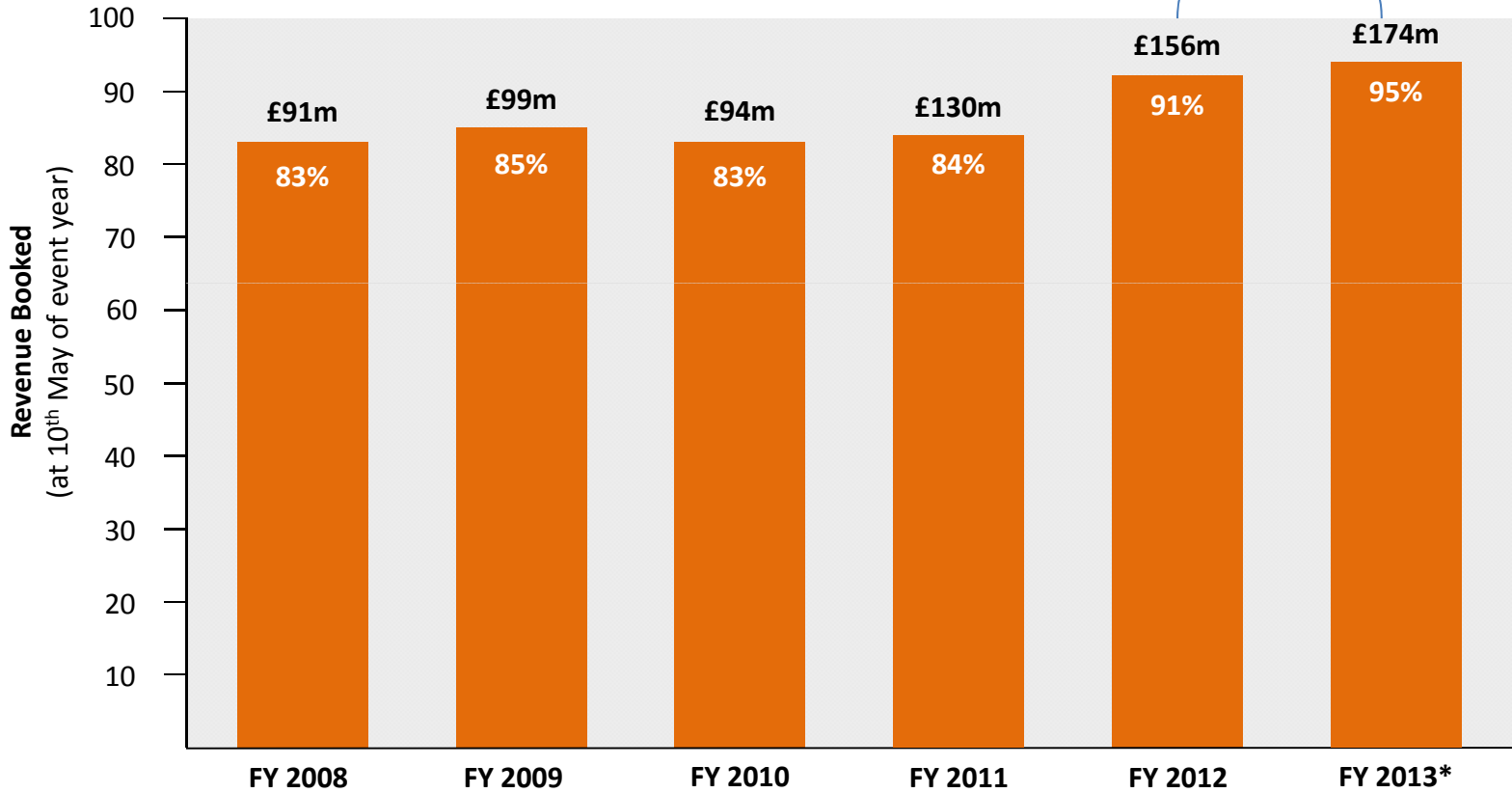


# April Events

	2013 (m <sup>2</sup> )	2012 (m <sup>2</sup> )	+/- %
<b>MosBuild</b>	68,500	66,100	+ 4%
<b>Turkeybuild</b>	36,200	36,100	-
<b>TransRussia</b>	11,300	10,100	+ 12%
<b>Moscow International Protection + Security</b>	11,400	10,000	+ 14%

# Trading Update – 2013 Contracted Revenue

Acquisitions weight event portfolio towards Spring



\* Based on 2013 consensus revenue of £183m

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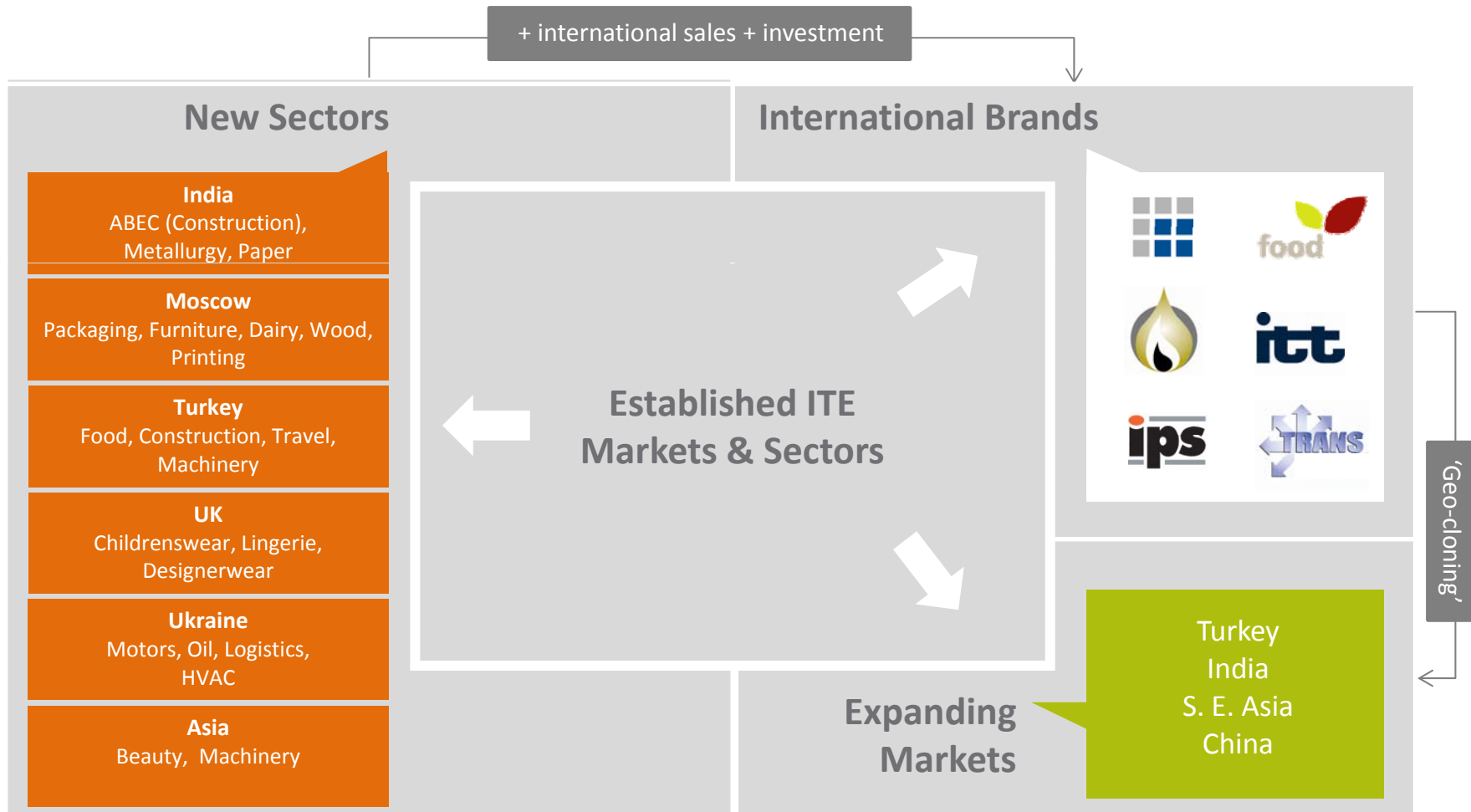
Strategy

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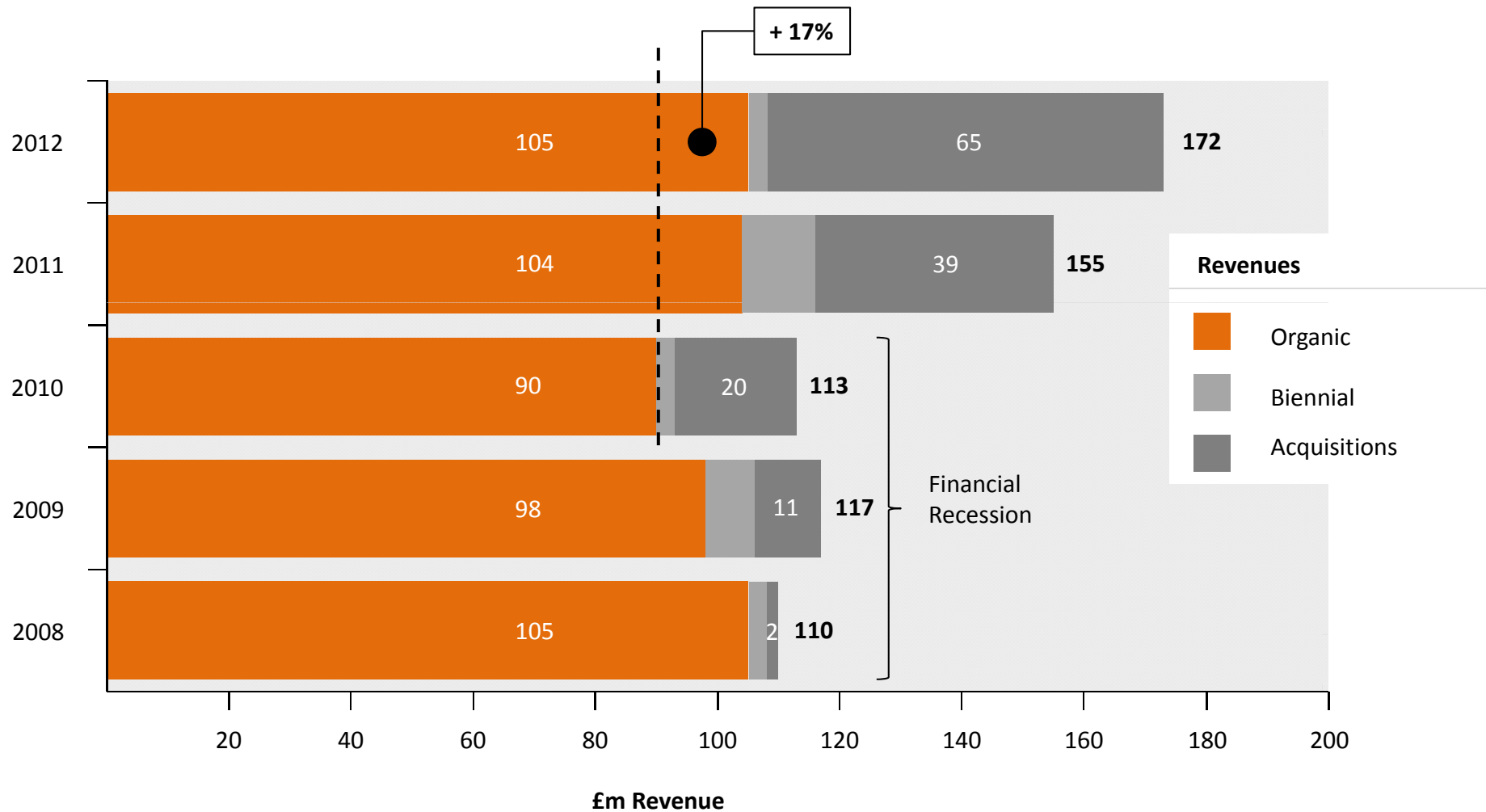
## Strategy



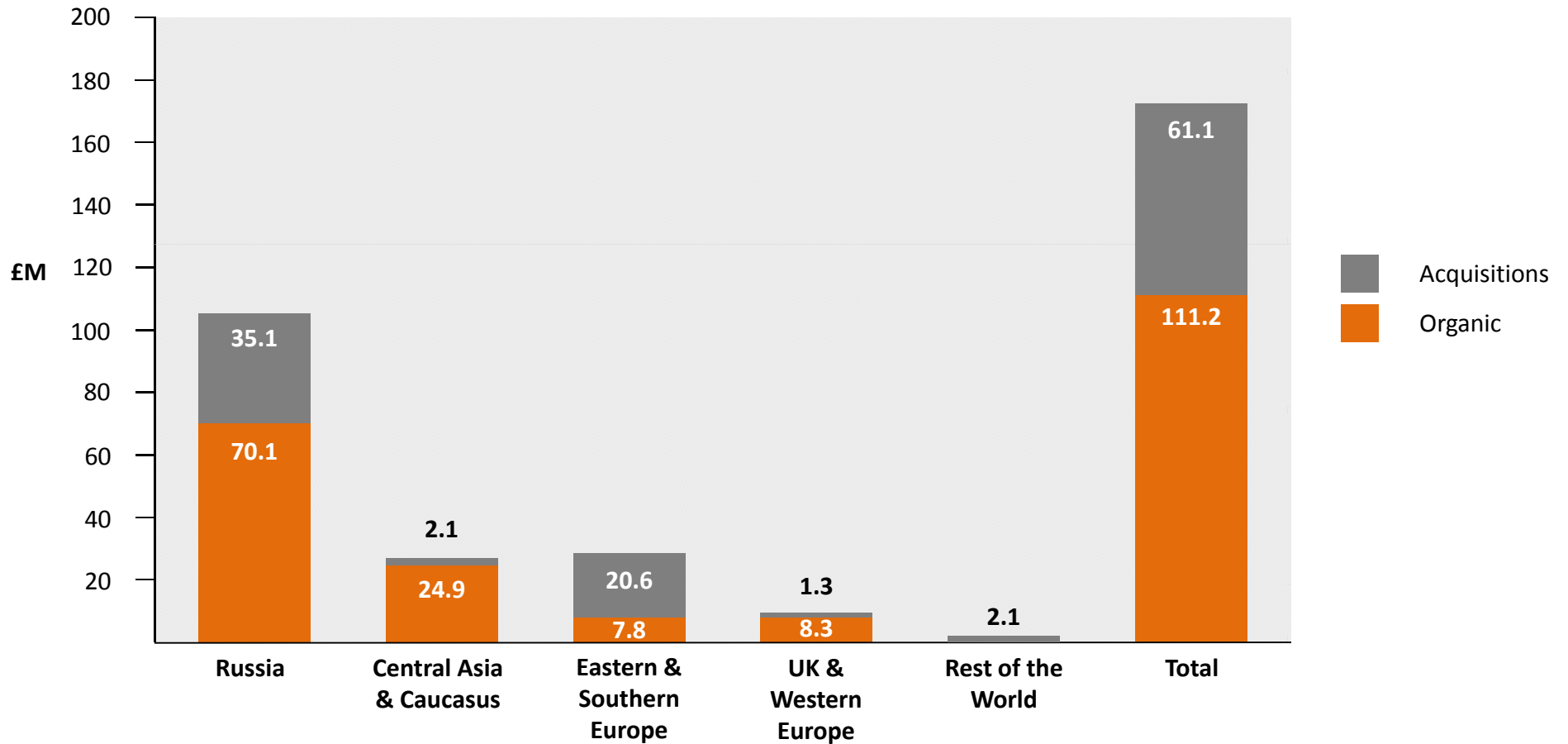
# Expanding the Business Model



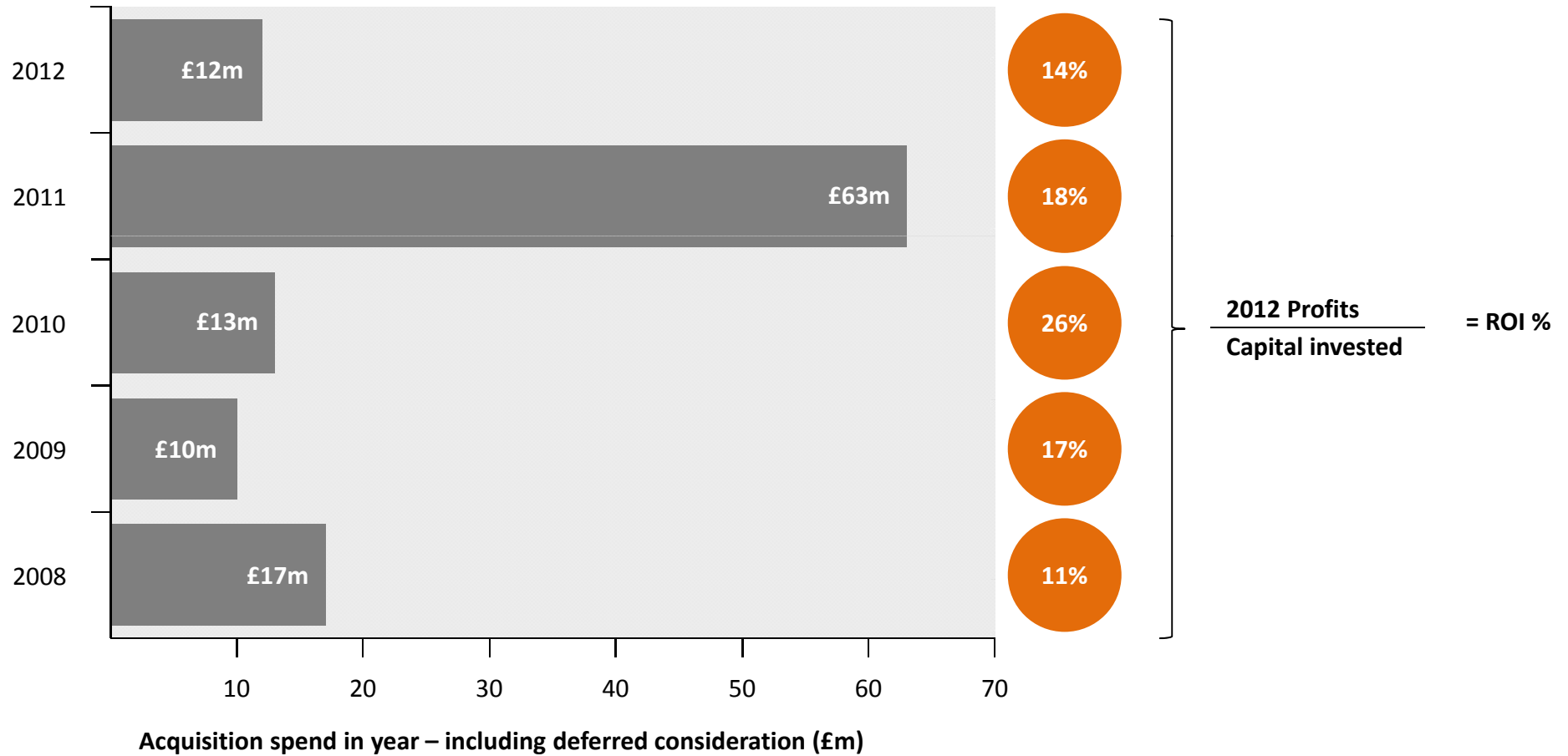
# Growth of ITE's Revenue Base



# 2012 Revenue by Geography

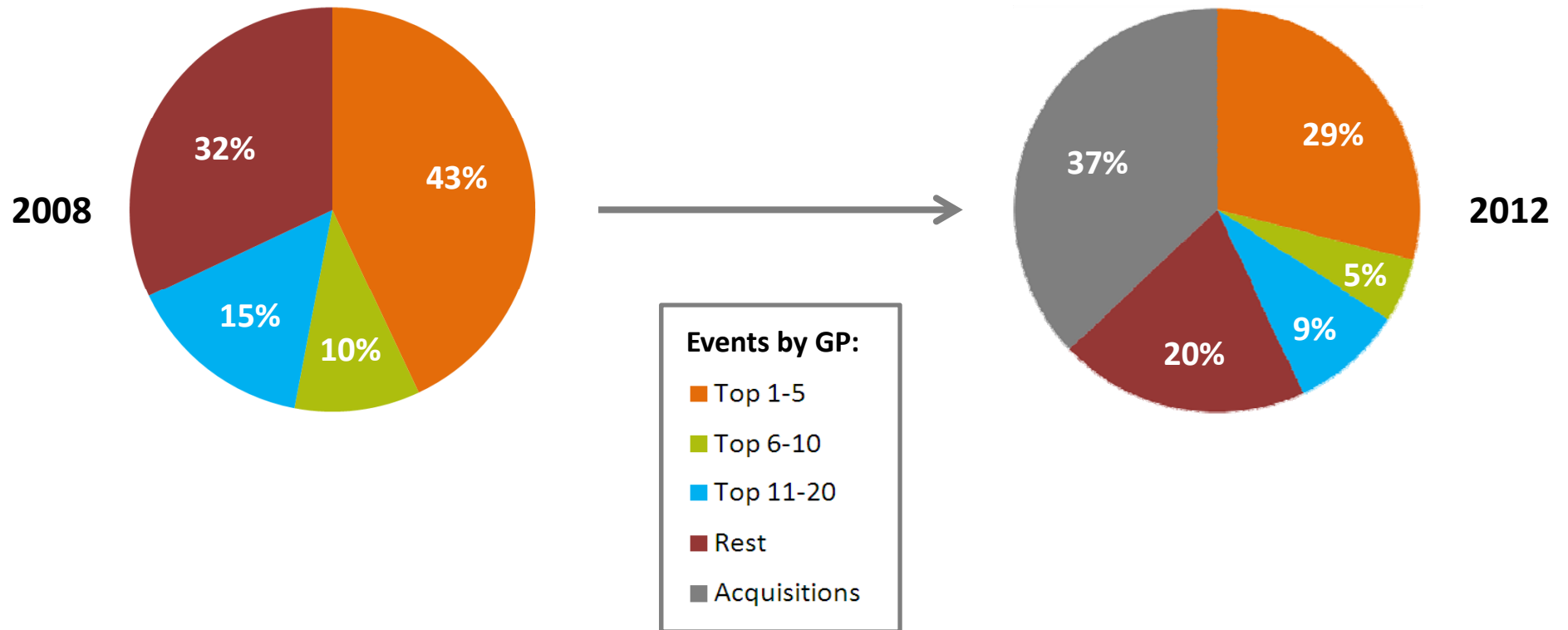


# Return on Investment





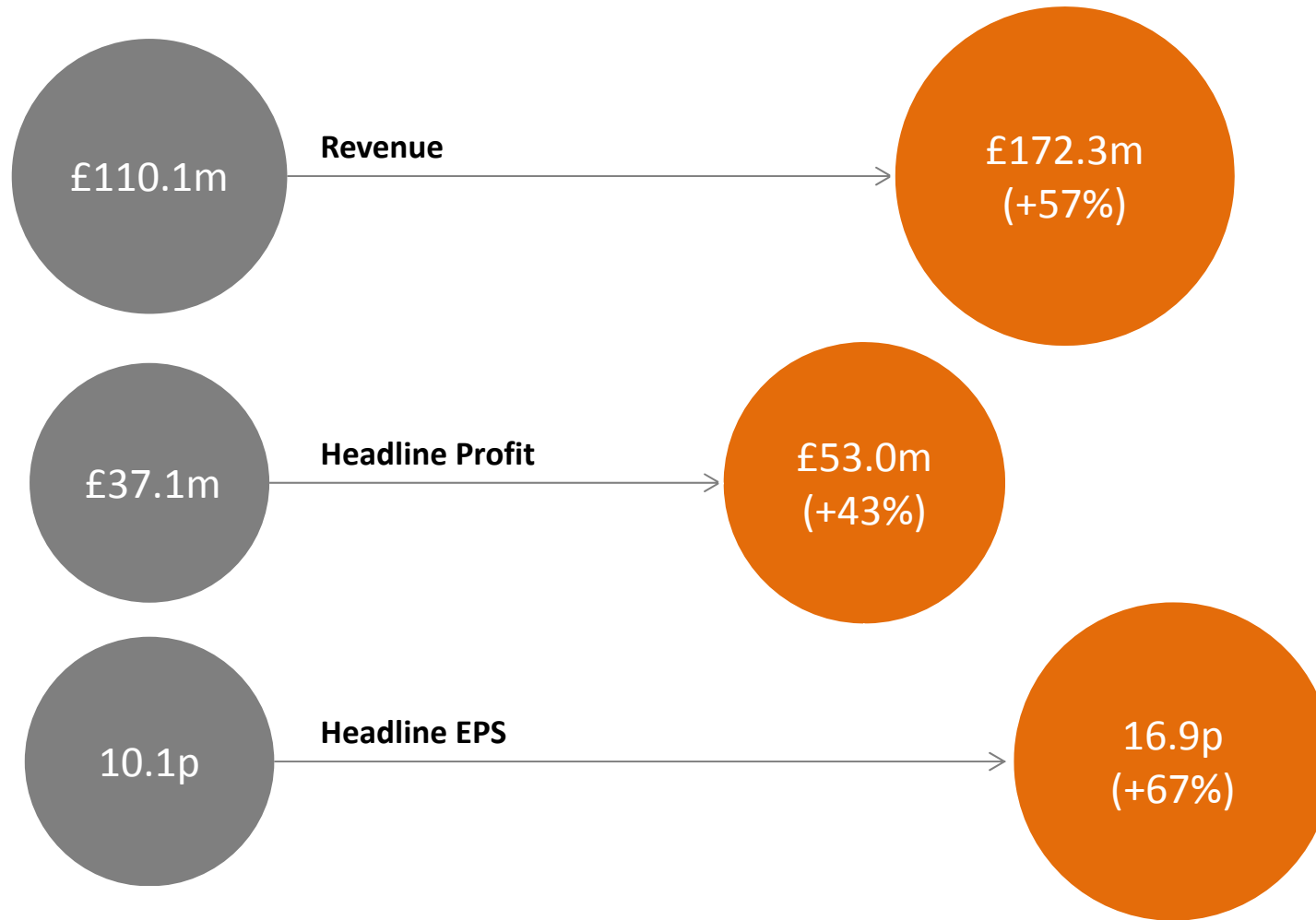
# Revenue Diversification



# Primary Business Objectives

- Create **sustainable** growth in headline EPS
- Create and maintain sustainable positions of **market leadership** in the exhibition business in **high growth markets**

# ITE's Growth 2008 - 2012



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# Divisional Analysis

## Divisional Analysis

# Divisional Analysis - Six Months to 31 March 2013

	2013		2012	
	Revenue	Contribution	Revenue	Contribution
Russia	£40m	£12.2m	£40m	£13.0m
C. Asia	£11m	£2.9m	£12m	£3.5m
S/E Europe	£12m	£1.9m	£11m	£2.1m
ROW	£6m	£1.5m	£6m	£1.3m
Group	<b>£69m</b>	(£7.4m)	<b>£69m</b>	(£6.8m)
Headline PBT		<b>£11.1m</b>		<b>£13.1m</b>

## Divisional Analysis

# Russia

### MOSCOW

➔ L4L revenue growth 16%

➔ MITT flat / Aquatherm strong

### St. PETERSBURG

➔ Few events in H1

➔ Good growth in Industrial based events

### KRASNODAR

➔ L4L revenue growth 4%

➔ Wall bound events / new venue plans for 2016

### NOVOSIBIRSK

➔ L4L revenue growth 21%

➔ Volume & yield growth in new venue

➔ Looking forward... *Good April trading results*

	2013	2012
m <sup>2</sup> '000	161	183
Revenue	£40m	£40m



## Divisional Analysis

# Central Asia

### KAZAKHSTAN



L4L Revenue down 1%



KIOGE steady

### AZERBAIJAN



L4L revenue growth 34%



Additional one-off forum business

### UZBEKISTAN



L4L revenue growth 3%



Large timing differences in H1

	2013	2012
m <sup>2</sup> '000	31	33
Revenue	£11m	£12m



Looking forward... *Steady growth*

## Divisional Analysis

# Eastern & Southern Europe

### UKRAINE

- ➔ L4L revenue growth 8%
- ➔ Acquired businesses well integrated

### TURKEY

- ➔ L4L revenue growth 4%
- ➔ Venue development delayed

	2013	2012
m <sup>2</sup> '000	136	123
Revenue	£12m	£11m



➔ Looking forward... *More potential bolt-ons in Turkey*



## Divisional Analysis

# Rest of the World

UK

- ➔ L4L revenue growth 5%
- ➔ Niche extensions trading well

INDIA

- ➔ ABEC performing in line with expectations
- ➔ Re-focussing ITE's existing business

ASIA

- ➔ Acquisitions in Malaysia
- ➔ New launches planned in Asia

	2013	2012
m <sup>2</sup> '000	30	29
Revenue	£6m	£6m



➔ Looking forward... *New opportunities in India & Asia*

# GDP Growth in ITE's Markets

	2013 GDP growth forecast %	2014 GDP growth forecast %
<b>Russia</b>	3.3	3.8
<b>Kazakhstan</b>	5.5	5.7
<b>Azerbaijan</b>	4.1	5.8
<b>Uzbekistan</b>	7.0	6.5
<b>Ukraine</b>	0.0	2.8
<b>Turkey</b>	3.4	3.7
<b>UK</b>	0.7	1.5
<b>India</b>	5.7	6.2

Source: IMF World Economic Outlook Database, April 2013

## Key messages



**Good trading conditions in core markets**



**Expansion into Asia underway – more to come**



**Portfolio synergies are gaining momentum**



**Strong balance sheet – cash today of £19m**



**Good pipeline visibility**



Thank You

# Q&A

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Appendices

# Shareholder Structure at 27 April 2013

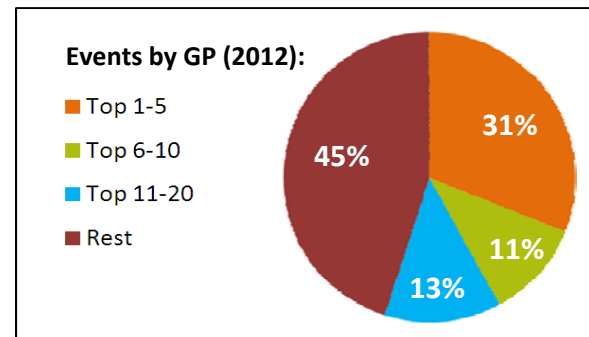
	%	No. of Shares (millions)
Blackrock	14.9%	37.2
Schroders	11.6%	28.9
Threadneedle Investments	6.8%	17.0
Standard Life	6.4%	15.8
Scottish Widows	6.1%	15.3
Legal and General	4.5%	11.1
Old Mutual	3.8%	9.6
Directors	1.5%	3.8
ESOT	1.8%	4.6
Other Institutions and individuals	42.6%	105.8
<b>Total Shares in issue</b>	<b>100%</b>	<b>249.1</b>
Options in the money:	0.5%	1.25m
<b>Management including options in the money</b>	<b>2.0%</b>	
<b>Free float</b>	<b>96.2%</b>	
<b>Average daily trading volume (6 months)</b>		<b>0.3m</b>

## Appendices

# Key Exhibitions (in 2013 gross profit order)

<u>Rank</u>	<u>Event</u>	<u>Location</u>	<u>2013</u> <u>m<sup>2</sup> sold</u>	<u>2012</u> <u>m<sup>2</sup> sold</u>
1	MosBuild	Moscow	68,500	66,100
2	MIOGE	Moscow	June '13	22,800*
3	Moscow International Travel & Tourism (MITT)	Moscow	19,500	20,000
4	World Food Moscow	Moscow	Sept '13	24,400
5	Turkeybuild (YAPI)	Istanbul	36,200	36,100
6	MODA UK (Spring)	Birmingham	18,300	17,300

\* Last edition in 2011





# Consolidated Balance Sheet

	Mar-13 audited £'m	Mar-12 audited £'m
<b>Non Current Assets</b>		
• Goodwill & Intangibles	137.5	131.6
• Other non-current assets	23.9	9.2
	<b>161.4</b>	<b>140.8</b>
<b>Current Assets</b>		
• Debtors due within 1 year	61.5	55.8
• Net Cash	21.7	16.4
	<b>83.2</b>	<b>72.2</b>
	<b>£75.3m</b>	<b>£59.8m</b>
<b>Creditors</b>		
• Deferred Revenue & Creditors	136.8	115.6
• Deferred Consideration	0.8	3.4
• Deferred Tax	13.0	12.3
• Provisions	1.3	1.6
	<b>151.9</b>	<b>132.9</b>
<b>Net Assets</b>	<b>92.7</b>	<b>80.1</b>

## Appendices

# Venue Pre-payments and Loans

Venue	Location	Prepayments 31 March 2013	Theme Protection	Rates Agreed
Expocentre	Novosibirsk	£2.4m	2021	2021
Atakent	Almaty	£1.0m	2017	2017
IEC	Kiev	£1.4m	2014	2014
Uzexpocentr	Tashkent	£0.3m	2019	2019
CNR	Istanbul	£1.0m	2014	2014
Expocentre	Baku	£0.4m	2015	2015
	<b>TOTAL</b>	<b>£6.5m</b>		

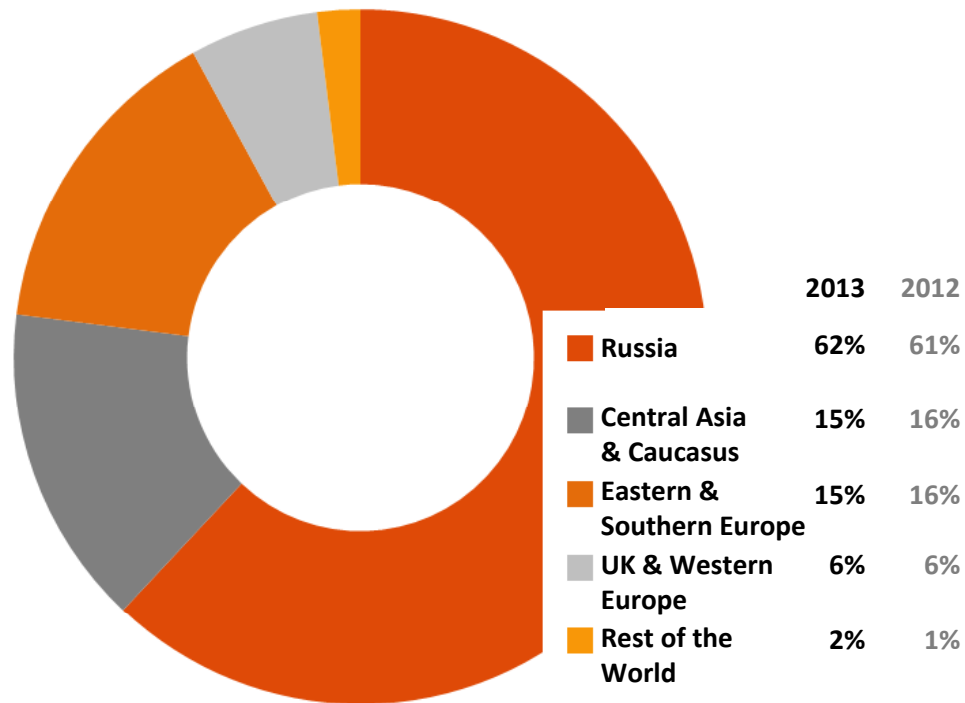
\*show specific

## Future Consideration at March 2013

Deferred Consideration	£m	Financial Years
Jacket Required (UK)	£0.5m	2014
Beautex (Ukraine)	£0.3m	2013 & 2014
	<b>£0.8m</b>	
<b>Puts &amp; calls</b>		
Turkeybuild (20%)	£10.1m	2013 & 2014
Summit	£1m	2014 or 2015
Scoop (Moda) (60%)	£1m	2014 or 2015
ABEC (for extra 32%)	£15m	2016
Tradelink	£1.2m	2015
ECMI	£4.4m	2017 & 2019
	<b>£32.7m</b>	

# Revenue by Sector & Region Forecast 2013 (2012) Actual

## ITE Group Revenue by Region



## ITE Group Revenue by Sector

