



ITE GROUP PLC

Interim Results

Six Months
to 31 March 2009



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Overview – Six months to 31 March 2009

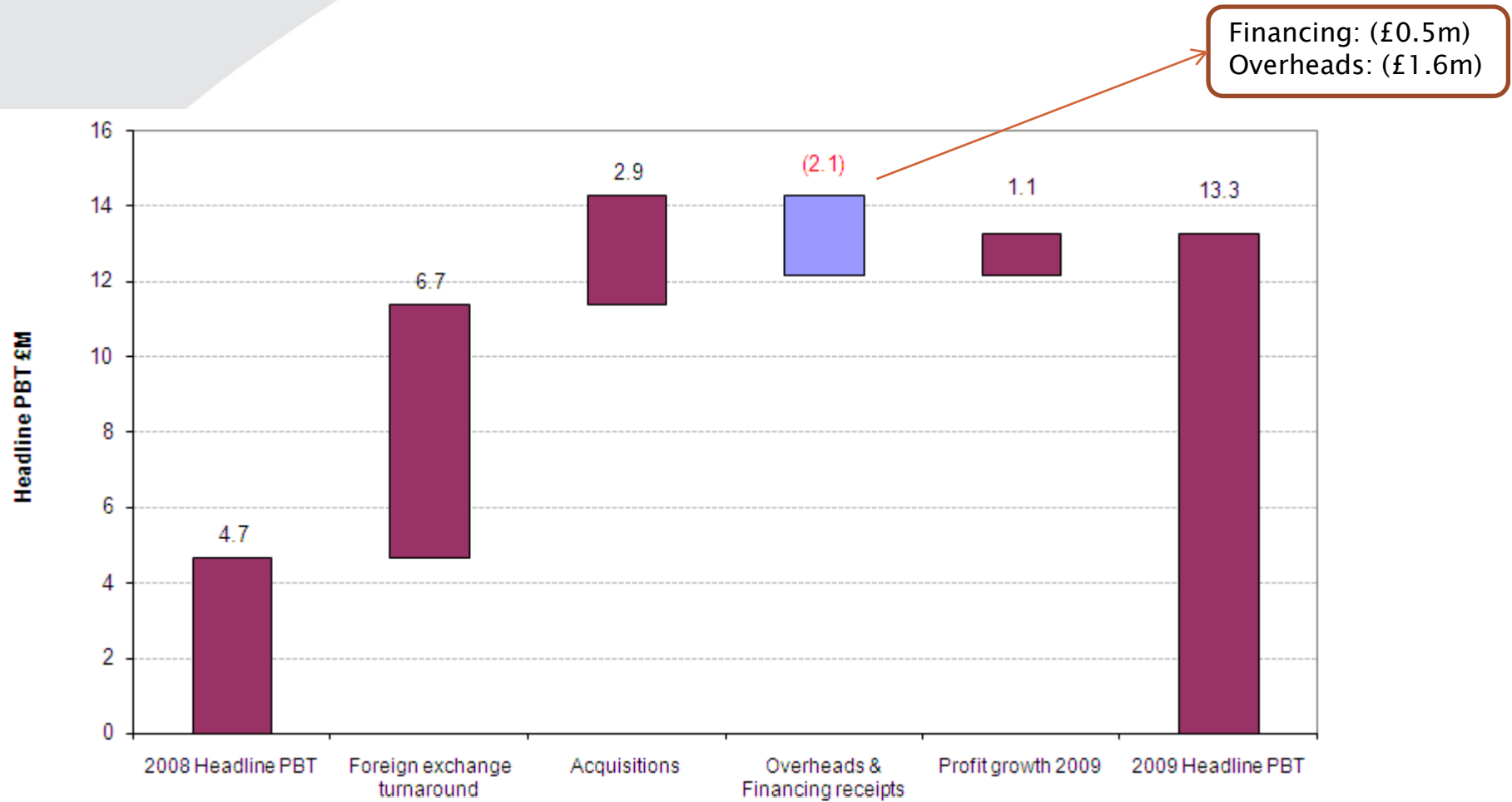
- Revenue  up 33% to £43.2m
- Headline PBT  up from £4.7m to £13.3m
- Headline PBT – excluding forex  up 26% to £9.3m
- Interim dividend  maintained at 1.6p

- Good results – challenging trading conditions
- Actual volume sales up 17% to 188,600 m²
- Acquisition of leading Turkish travel event - EMITT
- Contribution from new acquisitions - £2.9m
- New Term agreement with Expocentre
- Net cash at 31 March £25.3m

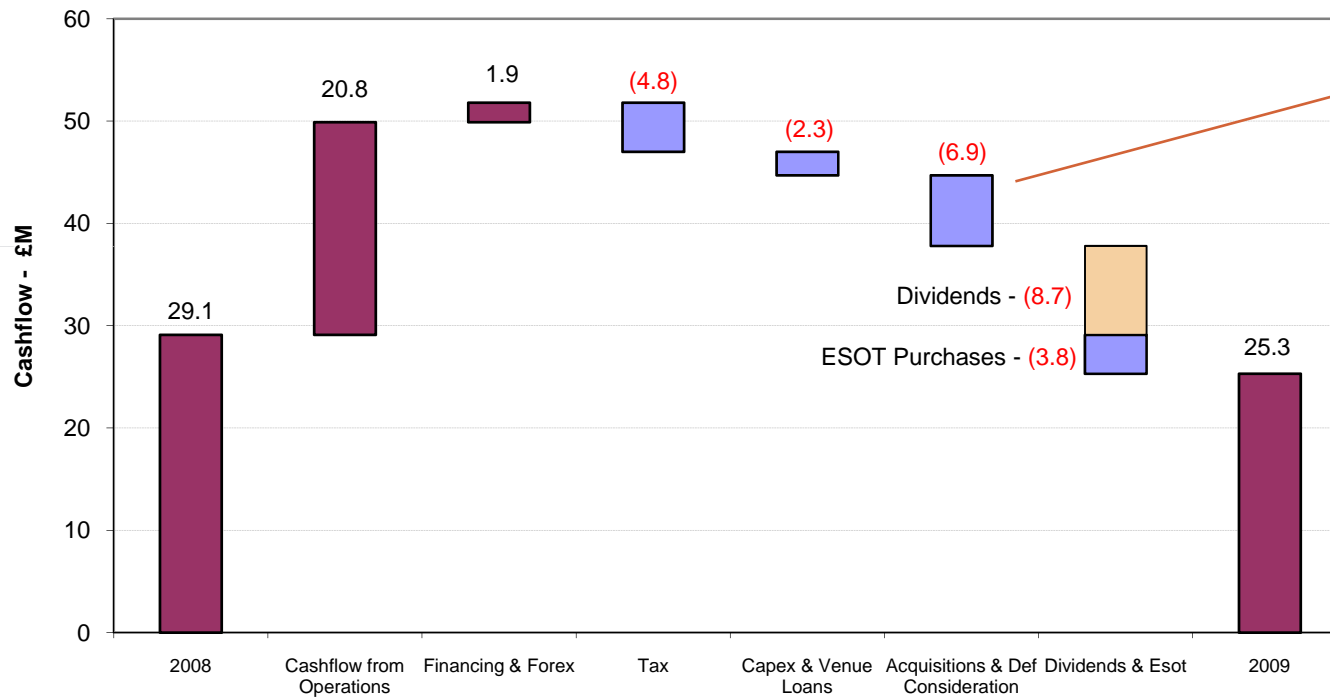
Financial Highlights for the six months to 31 March 2009

	2009	2008	
Revenue	£43.2m	£32.6m	Acquisition: +£7.2m Pricing & Fx: +£7.0m Volumes: -£3.6m
Gross profit margins	42%	42%	
Headline profit before tax	£13.3m	£4.7m	
Net forex & derivative provision	£3.9m	(£2.8m)	£6.7m net turnaround
Headline profit before tax (excl forex)	£9.3m	£7.4m	
Dividend	1.6p	1.6p	
Net cash	£25.3m	£42.3m	

Headline PBT Bridge – 6 months to 31 March 2009



Cash flow bridge – 6 months to 31 March 2009



EMITT: £3.6M
Novosibirsk: £3.3M

Currency and Hedging

2008 currency & sales

<u>Sales</u>	<u>2009</u>	<u>2008 sales</u>	<u>% of Revenue</u>	<u>International Sales</u>	<u>Forward cover 2009</u>
Euro based	↑	£78m	71%	£44m	€27m @ €1.27 : £1
US Dollar Based	↓	£12m	11%	£1m	
Other	↑	£20m	18%	£11m	
		<u>£110m</u>		<u>£56m</u>	51%

Period End Exchange Rates

<u>Currency</u>	<u>31 Mar '09</u>	<u>31 Mar '08</u>
Euro: £1	1.08	1.26
US Dollar: £1	1.42	1.99

Average Sales Rates: £1

<u>2007</u>	<u>2008</u>	<u>2009 To date</u>
€1.48	€1.38	€1.21
\$1.91	\$2.00	\$1.57

+13%

Sales and yields analysis – 6 months to 31 March 2009

	Square Meters '000	Revenue £m	Gross Profit £m	Average Yield £ per m2
First half 2008*	161.1	31.8	13.4	197
Acquisitions	57.8	7.2	3.6	
Timing differences	(7.2)	0.0	(0.2)	
Net organic change	(23.1)	3.5	1.0	
First half 2009*	188.6	42.5	17.8	225 + 14%

Pricing: + 3%
FX: + 19%
Mix: - 8%

* excludes publishing activity

Trading Update

Sales

- **£103.3m** of sales booked for full year at 14 May 2009
(£93m of sales booked at same time last year)
- **88%** of consensus market expectations for FY 09 now booked
(91% this time last year)
- L4L volume sales for FY 2009 circa -20% v this time last year

Key Exhibitions

<u>Rank</u>	<u>Event</u>	<u>Location</u>	2009 <u>m² sold</u>	2008 <u>m² sold</u>
1	MosBuild & MosBuild+	Moscow	74,900	87,100
2	Moscow International Travel & Tourism	Moscow	20,200	20,800
3	Moscow International Oil & Gas	Moscow	<i>Jun 09</i>	24,000
4	Kazakhstan Oil & Gas / conference	Kazakhstan	<i>10,300</i>	11,200
5	World Food Moscow	Moscow	<i>Sep 09</i>	24,100
6	MODA UK (Spring & Autumn)	U.K.	14,900*	33,900
7	Interstroy	St Petersburg	9,500	N/A
8	Transrussia	Moscow	7,300	8,200
9	Expoelectronica	Moscow	5,300	9,200
10	UITT	Ukraine	5,100	7,100
<p>% of ITE's 09 Gross Profit earned by top 10 events</p>			70%	

* Spring only (2008: 17,200 m2)

Russia: Moscow, St Petersburg & Novosibirsk

Review

- Like-for-like volumes up 16% in H1
- Actual events performing well
- Venue relationships produce commitment reductions of €2.5m
- Integration of Novosibirsk and SFITEX

Outlook

- New Expocentre agreement – pricing agreed to 2011
- Interstroyexpo – April 2009
- Successful participation in new JV's
- Opportunities to invest in new sectors/regions

	2009	2008
m ² '000	83	39
Revenue	£20.6m	£10.8m

Central Asia: Kazakhstan, Azerbaijan, Uzbekistan, Turkmenistan

Review

- Kazakhstan economic slowdown Q4 2008
- Azerbaijan & Uzbekistan – Q2 2009
- Construction events hit hardest – KazBuild Spring (57%)
- Oil & Gas showing resilience – KIOGE (8%)

Outlook

- New venue construction in Baku – 2010
- Venue expansion in Almaty – 2011
- Potential JV's in Kazakhstan/Azerbaijan

	2009	2008
m ² '000	34	43
Revenue	£10.6m	£10.7m

Eastern and Southern Europe: Ukraine, Turkey

Review

Ukraine

- Extremely difficult trading conditions Q2 onwards
- Agriculture & Construction suffer

Turkey

- Economic slowdown Q2 onwards
- Strong EMITT event – 21,400 m²

Outlook

- Turkey – opportunity to re-shape portfolio
- CEE opportunities in medium term

	2009	2008
m ² '000	56	62
Revenue	£8.2m	£7.0m

Western Europe and Rest of World

Review

- Successful MODA move into Childrenswear sector
- Resilience of international sales

Outlook

- New sales offices in Spain/Dubai/Poland/Malaysia/USA
- LNG 2010/WGC/WPC
- Moda opportunities – new sectors

	2009	2008
m ² '000	16	18
Revenue	£3.8m	£4.1m

GDP Growth in Core Markets

	2008	2009*	2010*
• Russia	6%	(7%)	1%
• Kazakhstan	3%	(2%)	2%
• Azerbaijan	11%	(1%)	9%
• Uzbekistan	9%	5%	8%
• Ukraine	2%	(15%)	1%
• Turkey	1%	(6%)	2%

* Business Monitor international

Russian Macro Economic Environment

- 8th largest economy in the world*
- Q4 2008 – Dead Stop
- Ruble 30% devaluation – (90% in 1998)
- Cumulative Public Debt 2009 – 8.4% of GDP (UK 59%)#
- Growth in 2010 projected +1% to 2%*
- Consumer strong – no household debt

*CIA World Fact book – 2008 GDP Data

Economist intelligence unit

ITE Group Strengths

- #1 Exhibitions in key sectors across Russia & CIS
- Long established partnerships with venues
- Local teams + international sales capability
- Sales visibility
- Flexible cost structure
- No Debt

Strategic Opportunity

**ITE Group
positioned for a market recovery**

Leverage expertise internationally

Expand geographies –
exposure to new
emerging market with
similar dynamics

Continue to invest in
international sales
capability

Invest in portfolio of leading events

Take market share in
target sectors

Launch – JV – acquire
into new, international
sectors

Capitalise on macro- economic trends

Economic
development will drive
growth in end markets
in the future

Utilise balance sheet
strength

Summary

- Revenue 88% booked for 2009
- Difficult trading environment L4L m² down c. 20%
- Effective cost management - flexible cost structure
- Exhibitions remain **the** route to market in Russia & CIS
- Strong balance sheet – Strong cash flow
- Opportunities to invest and expand

Q & A

APPENDICES

- I. Shareholder Structure at 27 April 2009
- II. Key Management Team
- III. Venue Prepayments and Loans
- IV. Revenue by Sector and Region
- V. Infrastructure
- VI. Flexible cost structure

Shareholder Structure at 27 April 2009

Appendix I

		No. of Shares (millions)
Schroders	16.1%	39.9
Blackrock	13.7%	34.1
Barclays Global Investor	7.7%	19.0
Legal and General	5.2%	12.9
Ceyda Erem	4.5%	11.2
Norges Bank	4.1%	10.3
Standard Life Investments	4.0%	10.0
Threadneedle Investments	3.8%	9.5
Edward Strachan	2.6%	6.5
Fidelity	2.4%	5.9
UBS as market maker	2.3%	5.7
Aviva investors	2.1%	5.1
ESOT	4.5%	11.1
Other Management	0.3%	0.7
Other Institutions and individuals	26.7%	66.2
Total Shares in issue	100%	248.1
Options in the money:		1.7m
Management including options in the money	3.6%	
Free float	96.4%	
Average daily trading volume (12 months)		1.2m

Key Management

Appendix II

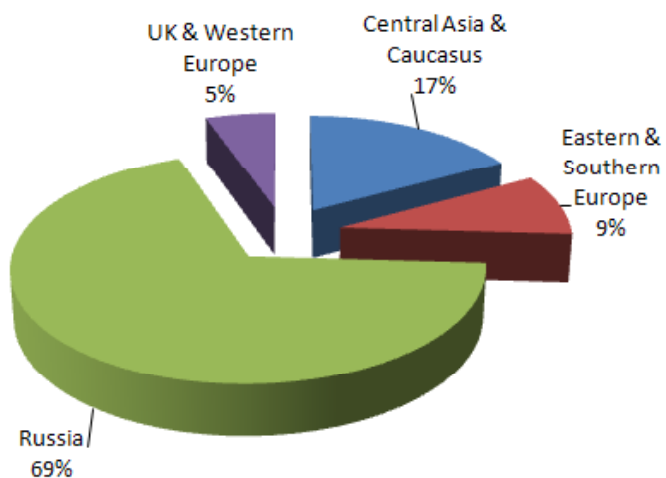
Iain Paterson	Chairman	61, Non Executive Chairman since May 2002, former Board member at Enterprise Oil; Chairman of AnTech Ltd and Plebble Loyalty Ltd and Non-Executive Director at MOL NyRt., and Hunting PLC.
Russell Taylor	CEO	50, ACA, joined ITE in 2003 as Finance Director, appointed CEO in 2008. Formerly Finance Director at Earls Court Olympia Group and Air Miles International Group, 15 years industry experience.
Neil Jones	Finance Director	42, ACA, joined ITE in November 2008, formerly Finance Director at Tarsus Group plc and Advanstar Communications, 10 years industry experience.
Edward Strachan	CIS Regional Director	44, Operational Manager for ITE in Russia, the CIS and the Caspian region since 1992. ITE Board Director since 2003, 17 years industry experience.
Alexander Shtalenkov	General Director Moscow	43, Joined ITE in 2005, formerly Managing Director for Dell Distribution in Russia, formerly IBM Management, 4 years industry experience.
Stephen Keen	Sales & Ops Director – Moscow	43, Joined ITE in 2000. Based in Moscow managing sales and operations of the Moscow portfolio, 9 years industry experience.

Venue Prepayments and Loans

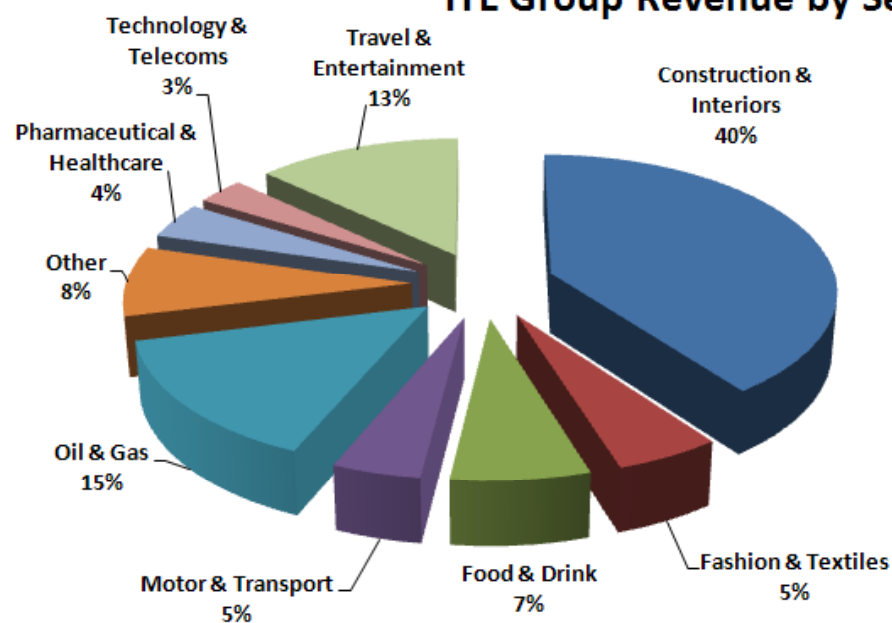
Appendix III

Venue	Prices Agreed to	Agreement Dates	<u>31 March 2009</u>	
			< 1 year £m	>1 year £m
Moscow - Expocentre	2011	2011	-	-
Moscow - Crocus	2010	2015	-	-
St Petersburg	2012	2012	-	0.4
Uzbekistan	2011	2011	0.1	0.4
Kyiv	2012	2014	0.5	0.6
Almaty	2017	2017	1.4	-
TOTAL			2.0	1.4

ITE Group Revenue by Sector - 08-09



ITE Group Revenue by Sector - 08-09



Infrastructure

Appendix V

Office	Country	Staff	2009 Events
Moscow	Russia	155	26
St Petersburg	Russia	83	19
Novosibirsk	Russia	176	35
London	UK	97	-
North England	UK	39	6
Almaty, Astana, Atyrau	Kazakhstan	88	39
Kiev	Ukraine	73	18
Istanbul	Turkey	39	6
Hamburg	Germany	34	-
Tashkent, Bishkek	Uzbekistan/Tajikistan/Kyrgyzstan	26	19
Baku	Azerbaijan/Georgia	34	22
Other	Africa/China /Turkmenistan	29	2
		<u>873</u>	<u>192</u>

Flexible Cost Structure of an event

Appendix VI

	Budget	Actual	
▪ Sales	200	140	(30%)
▪ Venue	(50)	(35)	(30%)
▪ Staff	(25)	(20)	(20%)
▪ Marketing	(12.5)	(12.5)	-
▪ On-site consumables	(12.5)	(9.5)	(24%)
▪ Gross Profit	<u>100</u>	<u>63</u>	(37%)

Margin	50%	45%
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