



United Business Media

2 July 2008

CMP Information reorganised into four independent media and information services businesses

New market-focused businesses to leverage UBM global resources and infrastructure

United Business Media Limited today announced that it will reorganise its CMP Information division (CMPi) into four market-focused businesses. This strategic reorganisation follows the model established by UBM's successful reorganisation of CMP Technology, its US-based technology media company, into four businesses in early 2008 with each business focussing on a different set of technology industry professional communities.

The four new businesses and their respective Chief Executive Officers are as follows:

- The **International Media** business will be led by Simon Foster. International Media operates market-leading global tradeshows including CPhI, Informex (speciality chemicals), Food Ingredients, HBA (health & beauty industry), Sea Trade (cruise industry) and complementary media products. Its events take place across the world, including in China, North America, Brazil, Africa and Europe. Pro forma revenues for 2007 were approximately £40m.
- The **Live Media** business will be led by Jane Risby-Rose. The business includes market-leading events and magazines such as The Furniture Show, Interiors, IFSEC (fire, safety and security products), Internet World, the Customer Management business as well as the travel and other portfolios. Pro forma revenues for 2007 were approximately £70m.
- The **Built Environment** business will be led by Jonathan Newby. The Built Environment portfolio includes magazines and events for the UK construction and architecture communities, including Building, Building Design and Property Week magazines, and Barbour ABI, the leading provider of construction industry intelligence data and workflow products. Pro forma 2007 revenues were approximately £60m.
- The **Conferences** business will be led by Ruth Carter. The Conferences business was established in 2007 and is now producing its first events around the world, operating across the businesses noted above, working closely with the CEOs, their Publishers and Event Directors to provide a conference component to complement the existing product portfolios.

The new businesses will share support functions and infrastructure, including finance and IT services and sales management. These central functions will be managed by Shane Naughton, currently CMPi's Chief Financial Officer. Shane, who is already responsible for the Daltons portfolio, will take on responsibility for Farmers Guardian, Music Week and the Entertainment Technology groups.

As a result of this reorganisation the position of CEO of CMPi will become redundant and Gary Hughes, CMPi's Chief Executive, will leave the business. Under his stewardship, CMPi's businesses have progressed well. Driving this performance has been a consistent focus on evolving the businesses' positive culture in order to drive profitable growth. This focus has complemented UBM's investment in acquisitions and inhouse product development to redirect and reposition CMPi's businesses towards markets and products that offer the greatest potential for consistent, profitable growth. In the last three years, UBM has invested in a total of 14 acquisitions for CMPi's businesses, particularly of events and business information businesses such as Ithaca Holdings (UK events), ABI (building industry data) and Informex (US specialty chemicals event). UBM has also invested in the emerging markets of India, China and Latin America, with a particular focus on 'geo-cloning' successful event franchises, for example CPhI India, CPhI China, Food Ingredients India, IFSEC India, Food Ingredients Latin America and many others.

David Levin, UBM's Chief Executive Officer said:

"The reorganisation of CMPi builds on our successful experience in restructuring our US technology media business. This reorganisation is about creating agile, focused businesses that are closer to their audiences and customers, and able to build the products and services the communities they serve really want and need rapidly. These businesses and their terrific management teams – working with UBM's operational and financial support – are well positioned for future profitable growth."

"I would like to thank Gary Hughes for his energy, passion and commitment to driving the business forward since he joined us in 2005 and to complement him on the developments in the business which is now able to support this new structure. I wish Gary very well for all his future endeavours. I would also like to congratulate Shane Naughton and our new CEOs - Jane Risby-Rose, Ruth Carter, Jonathan Newby, Simon Foster – on their new appointments and I look forward to working with them."

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Notes to Editors

1. About United Business Media Limited

United Business Media Limited is a leading global business media company. We inform markets and bring the world's buyers and sellers together at events, online, in print, and with the information they need to do business successfully. We focus on serving professional commercial communities, from doctors to game developers, from journalists to jewellery traders, from farmers to pharmacists around the world. Our 6,500 staff in more than 30 countries are organised into specialist teams that serve these communities, helping them to do business and their markets to work effectively and efficiently. For more information, go to www.unitedbusinessmedia.com.