

SMART DECISION-MAKING FOR THE MOST AMBITIOUS BUSINESSES

Our differentiators

People

- Thought leadership on the digital revolution
- Deep specialist knowledge of industries and markets in which we operate
- Global network
- Forward-thinking, challenging and visionary culture

Intellectual

- Robust and scalable technology platforms
- Use of best-in-class data harvesting technology
- Proprietary analytics algorithms
- Value from accumulation of consumer trading data sets
- Content archives
- Individual brand values and market leading positions

Relationships

- Long-term relationships with some of the world's top consumer product and services companies and platforms
- Holistic proposition across the consumer value chain provides potential to leverage broader customer relationships
- Global reach of partner relationships

Financial

- Good operating cash generation
- Strong organic growth rates
- Robust balance sheet
- Access to substantial committed bank facilities
- Clear capital allocation priorities

The customer journey

We work with the world's best consumer brands and their ecosystems, connecting them with their customers throughout the purchase journey. We enable our customers to deliver superior products, marketing and sales in a digital-driven world.



BUILT ENVIRONMENT & POLICY

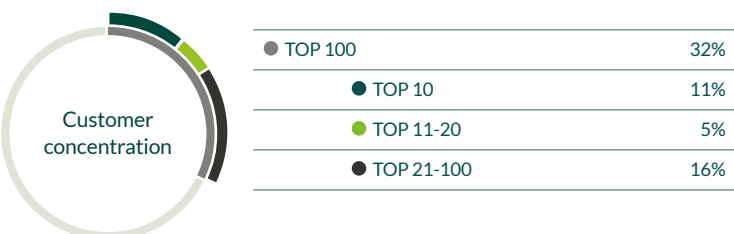
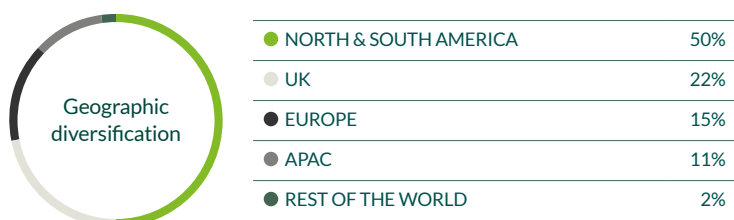
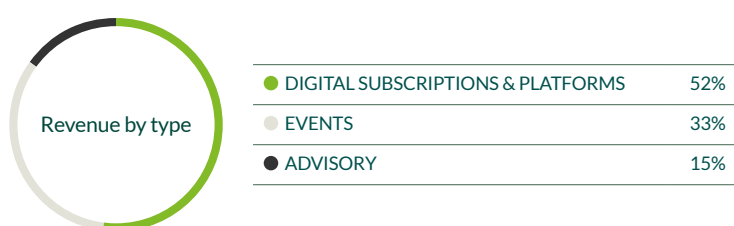
Our BEP brands

Groundsure provides location intelligence, enabling property professionals to make decisions based on environmental risks such as land contamination, flooding and ground stability.

Glenigan is a partner to construction companies, material suppliers and organisations, delivering construction project sales leads, industry data, analysis, forecasting and company intelligence.

Enabling our clients to thrive in the changing digital commerce economy, through best-in-class product design, marketing and sales.

Our business model is robust, with high recurring and repeat revenue, with more than 50% revenues from digital subscriptions and platforms, across a diverse global customer base:



De Havilland allows public affairs professionals to deliver critical information, through political monitoring, campaigning tools, and research services across the UK and Europe.

Over 97% of BEP brand revenue is generated by subscriptions and digital platforms with 3% of revenue generated by advisory work.

Outcomes

Customers

We help our customers to succeed in the digital economy, measuring our success through Net Promoter Scores and retention rates.

CANNES LIONS 2019 NPS:

69

Our people

We offer our people a rewarding career, with clear opportunity to grow and develop. We measure our success through our annual employee engagement survey.

OVERALL ENGAGEMENT SCORE

79%

Communities

We support our communities through charitable donations, working towards operating sustainable events, and operating responsibly with our suppliers, partners and other stakeholders.

CHARITABLE DONATIONS AND MILLION MAKERS FUNDRAISING

£1.1m

Shareholders

- Long-term sustainable returns.
- Dividend policy – targeting 30% of adjusted earnings per share.

DIVIDEND AS A % OF ADJUSTED PROFIT

30%