



Capital Markets Day

London, 7<sup>th</sup> July 2015

Wilmington plc

- Strategy and vision
- Update on M&A
- Finance
- Legal

Pedro Ros  
Tony Foye  
Andrea Ward  
Mark Solon

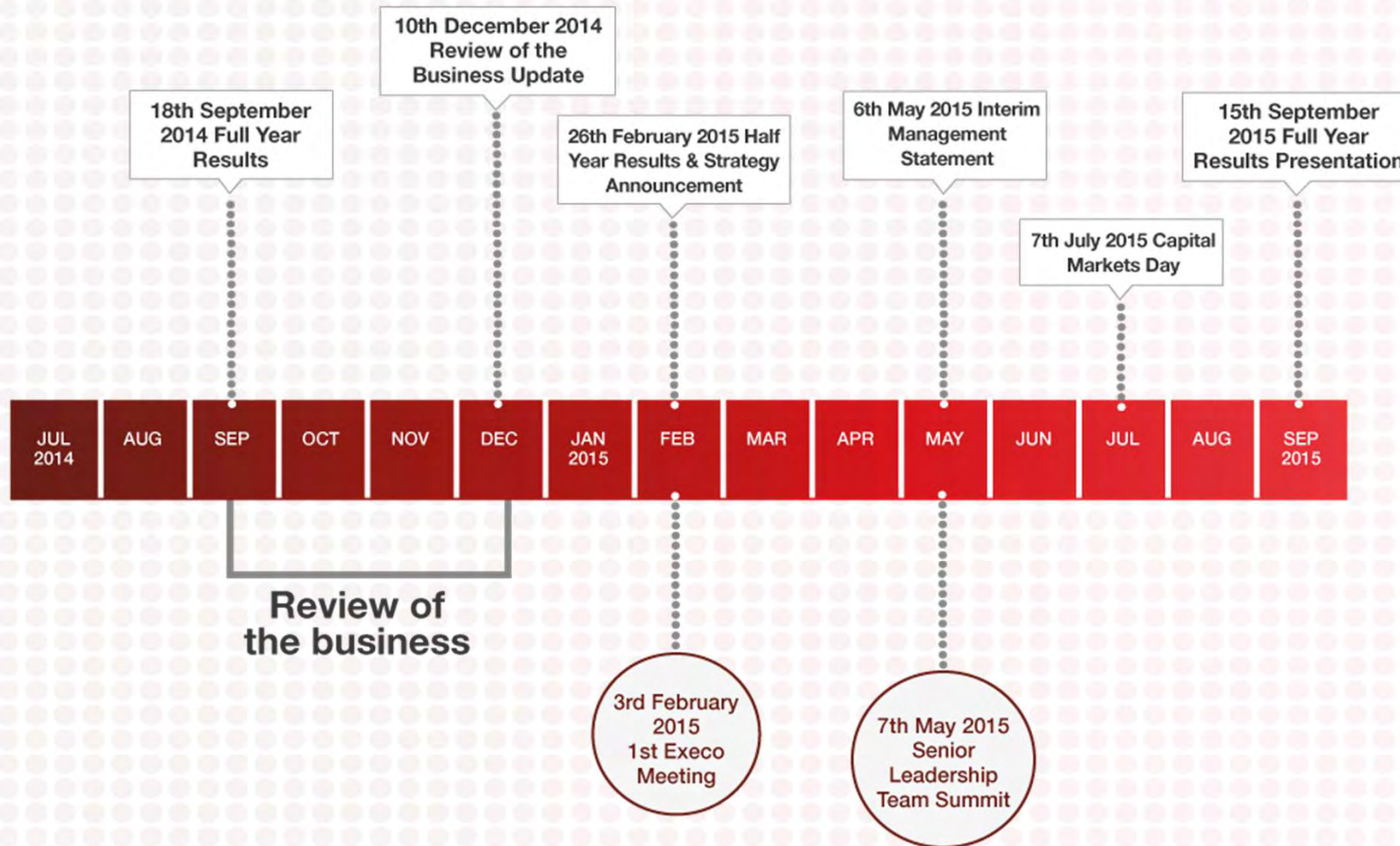
Coffee Break

- Insight
- Risk & Compliance
- Q&A

Richard Adams  
Bill Howarth  
All

- Strategy update and long term view
  - Our journey
  - Our model
  - Our ambition





ICT COMPLIANCE WEEK

**Wilmington**

Risk & Compliance

inense

CLT International

Axco INSURANCE INFORMATION SERVICES

ICP

AdkinsMatchett&Toy

**Wilmington**

Finance

mercia

QUANTUM PROFESSIONAL TRAINING

practice track

BOND SOLON

SOLICITORS JOURNAL

mp

**Wilmington**

Legal

ark

LA TOUCHE TRAINING

LAW TRAINING

CLT Ireland

CLT Scotland

WATERLOW

MatchettGroup

SF

Binley's

Charity

MILLENNIUM

onmedica

**Wilmington**

Insight

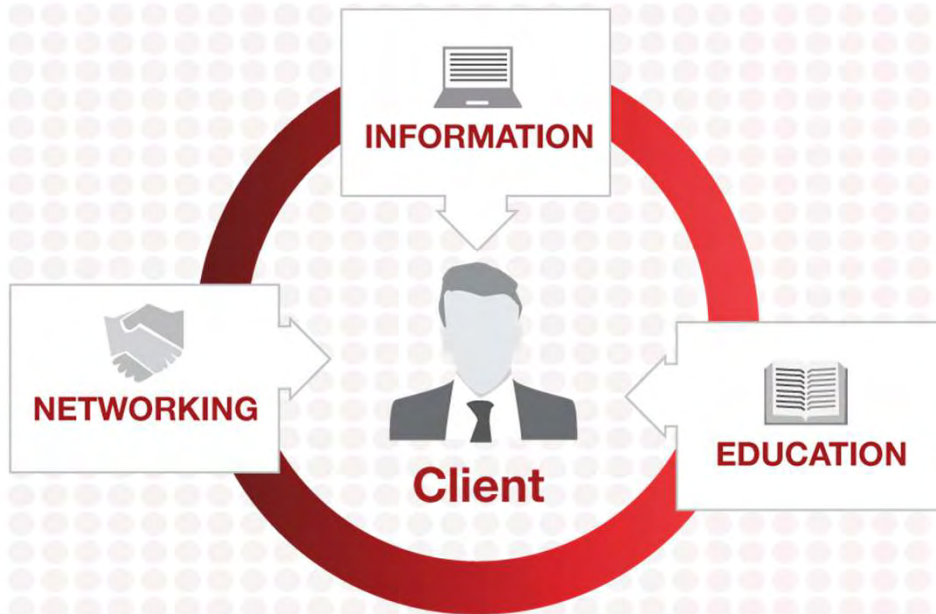
idibwledge

NHIS

AIM Integration

CharityChoice

Turning knowledge into advantage



	Information	Education	Networking
Risk & Compliance	✓	✓	✓
Finance	✓	✓	✓
Legal	✓	✓	✓
Insight	✓		✓



Turning knowledge into advantage

**INFORMATION**

**News**  
INCompliance



**Reports**  
Axco Country Report

**EDUCATION**



**Face-to-Face**  
ICT Training

**Online**  
Bond Solon



**NETWORKING**



**Conference**  
CW Europe

**Communities**  
ICA Membership



Compliance Professional



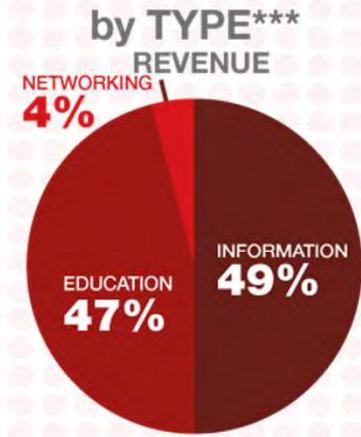
Wilmington plc



**Vision & profile:**

“To be recognised as the knowledge leader and partner of choice for information, education and networking in the Risk & Compliance, Finance and Legal areas; as well as the Insight leader in a number of chosen industries”

**by AREAS OF KNOWLEDGE**



**by REGIONS\***

**REVENUE**



\* As included in the interim report for the six months ended 31 Dec 2014  
 \*\* Contribution as included in the Interim Report for the six months ended 31 Dec 2014  
 \*\*\* Estimated based on management information from the underlying accounting systems for the six months ended 31 Dec 2014

## Our Ambition

1. Build a truly international business
2. Become a fully digital enterprise
3. Upscale the size of the business



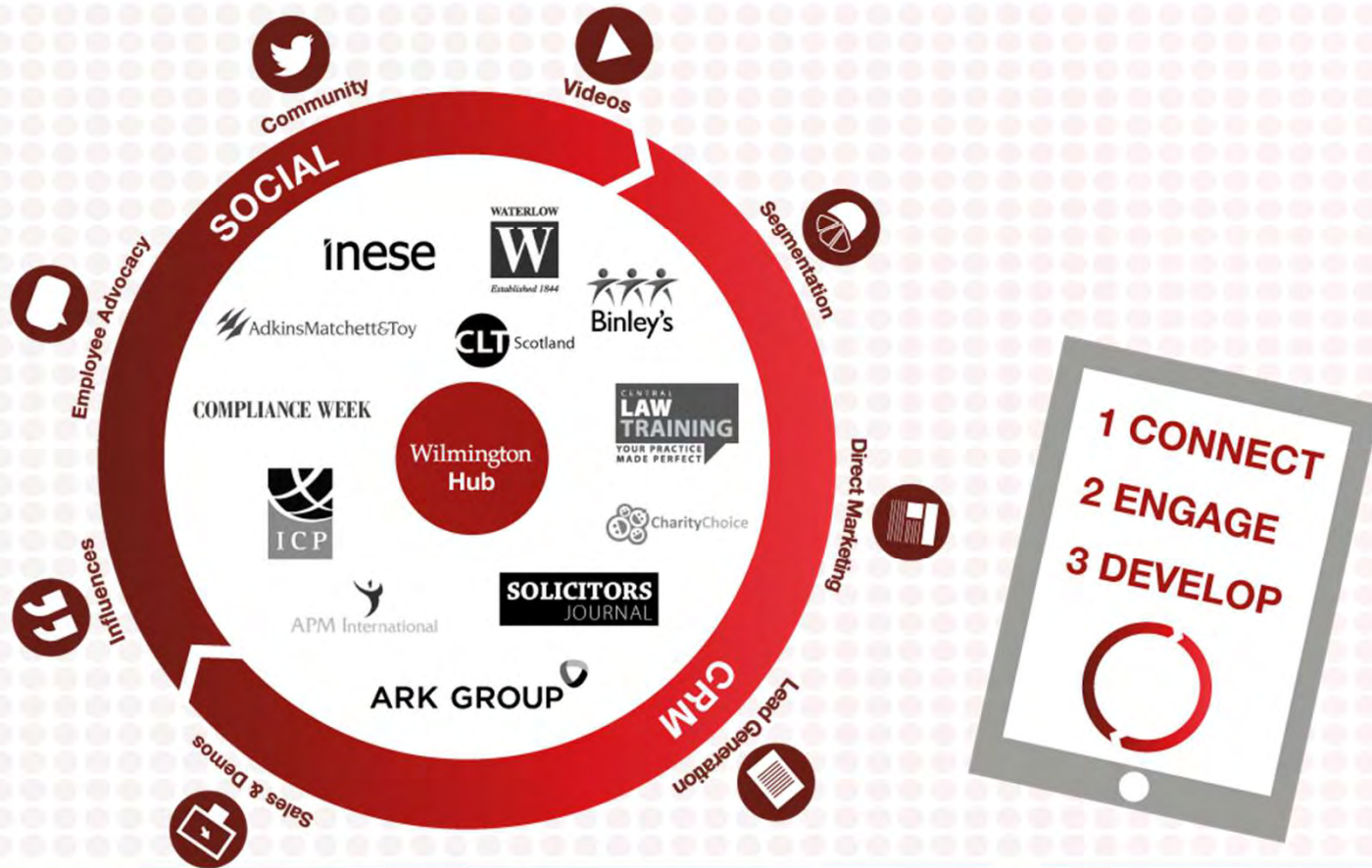
1. To strengthen our business by expanding our global footprint



operate in **8 COUNTRIES** with **15 OFFICES**  
serving clients in **150+ COUNTRIES**



2. To transform our business by building a truly digital enterprise



The screenshot displays the Wilmington plc website with the following content:

- Header:** Wilmington plc logo and navigation links: ABOUT US, OUR EXPERTISE, SERVICES, HOW TO USE US, CONTACT.
- Hero Section:** A red banner with the text "Turning Knowledge into advantage" and a sub-headline: "Our business partners learn to succeed by gaining industry leading information, education and networking."
- Navigation:** A horizontal menu with categories: "View our business expertise", "Tax & Compliance", "Finance", "Legal", and "Energy".
- Featured Articles Grid:** Six article cards arranged in two rows of three, each with a red header bar and a category label at the bottom:
  - Top Left:** "EXPERT WITNESS CONFERENCE" (7th November 2015 - 1st Annual) with a "Watch the video" link. Category: Legal.
  - Top Middle:** "FIVE GOVERNANCE RISK & COMPLIANCE PREDICTIONS FOR 2015". Category: Risk & Compliance.
  - Top Right:** "ACCOUNTING FOR LEGACIES". Category: Energy.
  - Bottom Left:** "CHANGES IN FINANCIAL REPORTING - BIG CHANGES FOR SMALL ENTITIES". Category: Finance.
  - Bottom Middle:** "BRING FINANCIAL TRAINING TO YOUR ORGANISATION". Category: Finance.
  - Bottom Right:** "NHS LAUNCHES A DEDICATED COMMISSIONING EXCELLENCE DIRECTORATE". Category: Energy.
- Footer:** The text "Explore our areas of expertise" is centered below the grid.

3. To scale our business by unlocking the potential of our knowledge-based model

- Focus on growing areas
- Develop existing and new clients
- Strong leadership team
- Targeted acquisitions
- Continuous business alignment



- Finance
- Legal
- Insight
- Risk & Compliance

Andrea Ward  
Mark Solon  
Richard Adams  
Bill Howarth



What we do



Case Study



Vision



# Update on M&A

Tony Foye

Wilmington plc

## Deal Structure

- Initial consideration \$13.0m (5 x adj. EBITDA)
- Contingent payments up to \$7.6m
- Maximum \$20.6m Oct 2017 (8x adj. EBITDA)
- 2014 results: \$10.5m revenue (+19%), \$2.6m EBITDA(25%)
- 75% recurring revenues
- Debt financed





## The business and fit

- Started in 2001 by current management team
- Networking opportunities for “C” level executives and target access for sponsors

RISE (Resourced Initiative and Society for Education)  
Risk Adjustment Forum for Health Plans  
Sub Advised Fund Forum  
Pensions and Benefits Summit

- Revenue split Healthcare (60%) and Finance (40%)

40 Healthcare events (Affordable Care Act / Medicare / Medical Insurance / Pharma )  
40 Finance events (GRC, Hedge funds, changing regulation and complexity)

- Collaboration opportunities

NHiS market access into US  
Geo clone healthcare events into France and UK  
AMT networking opportunities in US

- Gives additional critical mass in US

47 Staff, 2 more offices (that bring us up to 80 staff in the US)  
US pro-forma revenue is circ £17.5m  
300k healthcare contacts and 900k finance contacts  
Research team



# Wilmington Finance

Andrea Ward

Wilmington  
Finance





## What we do:

Wilmington Finance's main aim is to support its clients in their daily activities and strategic decisions, be it in technical finance skills, staying up to date with tax changes, accounting rules and reporting requirements, or assisting in the marketing of their services.

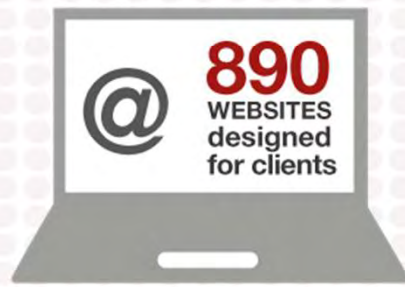
- **Global investment banking training**
- **Accountancy training and support services to the UK accountancy profession**
- **Finance training to corporates**

## Our clients:

Client group	Face to face training	eLearning	Publications	Technical manuals and reviews
Accountancy firms	✓	✓	✓	✓
Asset managers	✓	✓	✓	
Corporates	✓	✓	✓	
Global investment banks	✓	✓	✓	
Law firms	✓	✓	✓	
Management consultants	✓	✓	✓	
Private equity	✓	✓	✓	
Universities	✓	✓	✓	



**BUDGET REPORTS & TAX CARDS DELIVERED OVERNIGHT**







AMT Training's Blended Learning Experience

AMT Online



Branded



Enrollment



Materials



Course Info



Testing



Reports



## Vision

To be the partner of choice for technical training and support in finance – from auditing firms and corporates to global investment banks.

International

Client  
Centric

Technology

*“It is an absolute pleasure working with AMT. It is always a great comfort to have them around as they guide us in learning and development as much as they guide the analysts.”*

**Global Investment Bank**

*“AMT provides amazing support on all training programs, endless patience and total dedication to us. It is always a pleasure and the professional attitude is one reason why we continue doing business with AMT.”*

**Leading European Bank**

*“Great lecturer, good examples. Very practical, will definitely use Mercia in the future.”*

**Tower Hamlets Homes**