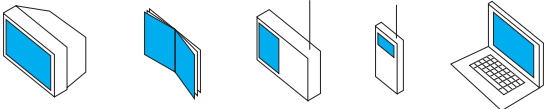


**Daily Mail and General Trust plc  
Interim Report 31st March, 2002**

**Providing media products and  
services to meet the needs of  
our customers**



**DMGT**

## Highlights

	2002	2001	Change
Turnover	<b>£950.0m</b>	£960.5m	<b>-1%</b>
Adjusted operating profit*	<b>£97.0m</b>	£103.0m	<b>-6%</b>
Adjusted profit before tax*	<b>£65.2m</b>	£71.6m	<b>-9%</b>
Adjusted earnings per share*	<b>10.5p</b>	12.1p	<b>-13%</b>
Dividend per share	<b>2.95p</b>	2.75p	<b>+7%</b>

\*(before amortisation and impairment of intangible assets and exceptional items)

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IBC	DMGT websites

## Group Interim Results

for the half year ended 31st March, 2002

### Summary

The Group made an adjusted profit before tax of £65 million for the six months to 31st March, 2002, a fall of 9% compared with the equivalent figure for the last half year. Turnover fell by 1% to £950 million. The interim dividend is increased 7% to 2.95 pence per share.

In the six months to March, the weakness in the world's principal economies has had an adverse impact on most advertisers. The downturn has been felt most by financial institutions and least in consumer markets. This has contributed to the continued fall in recruitment advertising volumes, especially in financial centres like London. These factors have had mixed consequences for the Group. Retail-led businesses like the *Daily Mail* and dmg world media were less affected than those with a preponderance of financial advertising, like *The Mail on Sunday* and many of Euromoney's publications, or those more dependent upon recruitment advertising, like the *Evening Standard*, certain of Northcliffe's regional titles and Hobsons.

### Associated Newspapers

Associated increased its adjusted operating profit by 4% in spite of the weak advertising market. Turnover fell by 2% with the effect of cover price increases partly compensating for lower advertising revenues. Lower newsprint consumption due to fewer advertising pages, allied to active cost control, outweighed the balance of the fall in turnover.

Despite cover price increases by its national titles, their circulations grew once more, the average *Daily Mail* sale being up 1.7% to 2.4 million and that of *The Mail on Sunday* up 0.7% to 2.4 million. Their circulations have seen minimal impact from recent cover price reductions by titles at the lower end of a very competitive market. *The Evening Standard* average sale fell by 2.4% to 427,000 copies. On the back of these resilient circulations, Associated continued to increase advertising yields.

Advertising revenues for the half year fell by 15% in total, but the impact was mixed across Associated's publications. Display advertising was down nearly 13% at the *Daily Mail*, largely due to lower financial and IT volumes. The *Daily Mail's* principal category, retail, has held up reasonably well. Over the six months, the gap between revenues in the current and corresponding period has closed from 17% to 13%. However, trading in March 2002 was flattered by buoyant pre-Easter trading that occurred in the second half in 2001. *The Mail on Sunday* was also adversely affected by lower financial advertising volumes, with only modest increases in its other main categories: retail, travel and motors. The *Evening Standard* suffered from a 44% fall in recruitment advertising and from the general weakness of the London advertising market. Although affected by the weak advertising market, *Metro* continued to increase advertising revenues and, with reduced costs, recorded a profit in March.

Significant progress was made in reinvigorating *Loot* which was acquired for £45 million in October.

### Northcliffe Newspapers

Northcliffe's adjusted operating profit fell by 13% to £40.2 million on turnover unchanged at £233 million. Modest increases in advertising and circulation revenues were offset by a planned investment in editorial and marketing and by a reduced level of contract printing revenue.

To revive its daily circulation, Northcliffe has invested £3 million in additional marketing and improved editorial. For the first time in many years, circulation revenues are now showing growth. Five daily titles have had small cover price increases in the period, in some cases the first for six years. This level of investment will be maintained.

Aggregate advertising revenues were up 1.6%, with the motors and property categories performing strongly. However, recruitment

## Group Interim Results

for the half year ended 31st March, 2002

advertising declined by 4.4%. Results were mixed within the division, with recruitment advertising weakness particularly affecting Bristol and Aberdeen, but partly offset by improved performances in weekly newspapers and in Hungary.

As expected, a decline in contract printing has resulted in profits from this activity being £2 million lower than last year. Good progress is being made with extending the printing facilities in the Midlands, although some capacity will be taken off line during the coming months to complete this work. A further £1 million charge was taken in connection with the establishment of an accounting centre for the division, the cost benefits of which will come through in future periods. Investment in electronic publishing fell by £1 million due to 30% higher revenues and lower staffing, following the completion of initial development and closer alignment with Northcliffe's newspapers.

### Euromoney Institutional Investor

Euromoney has already reported encouraging first half results. Although turnover fell by 11% to £89 million, adjusted operating profit at £13.3 million was only 5% lower than 2001, while pre-tax profits were marginally higher.

Euromoney's financial publishing and training businesses have borne the brunt of the downturn in the world's financial markets. Non financial publishing showed more modest profit declines, while conference and seminar businesses improved profits and were further boosted by the bi-annual *Vinisud* event. A number of loss-making businesses were closed and headcount reduced by 20% from its December 2000 peak.

ISI, the online information service on emerging markets, achieved net subscription growth despite suffering an increased level of subscription cancellations in the period. With reducing costs, it reduced its losses substantially and remains on track to break even by the end of the year.

### Broadcasting

Teletext's revenues were 9% lower than last year, although operating profit fell by only £1 million. Overseas holidays and general display showed the greatest falls, but there was a recovery in UK holiday advertising from weakness induced by foot and mouth disease last year. Operating costs have fallen due to the effect of a reduced marketing campaign. On 1st January 2002, Teletext renewed its analogue licence for a further ten years. The fee on the new licence is based on advertising revenue to a greater extent than the previous licence, giving some cushion against current weak revenues. Teletext's customers are reporting significant responses from users of the internet and digital satellite service. The collapse of ITV Digital is not expected to have a material effect on the business.

DMG Radio Australia ("DMG") continues to operate at a slight loss largely due to the launch costs of its metropolitan *Nova FM* stations in Sydney and Melbourne. These two stations have performed well, with Melbourne achieving a number one spot within three months of launch, and Sydney expected to be profitable this year. Further FM licences have been acquired through a joint venture in Perth and in Gosford, north of Sydney. DMG's regional network has experienced some recovery from the previous year's depressed profits.

### dmg world media

dmg world media produced a pleasing increase in adjusted operating profit before development costs. Its home interest exhibition sector produced a good result in the period, with the North American shows proving robust in a softening economy and enjoying an encouraging increase in attendance. Trading profits in the gift sector were generally in line with expectation, but the antique sector has suffered lower revenues both at fairs and in its publications.

We have spent £2.5 million in the period on a number of development projects, notably the

## Group Interim Results

for the half year ended 31st March, 2002

potential creation of a permanent gift market in Los Angeles to complement the *California Gift Show*. dmg world media has sold most of its South American operations.

### DMG Information

DMG Information's environmental and property businesses produced strong profit growth. E Data Resources in the US has improved its competitive position by acquiring the environmental business assets of one of its competitors. In the UK, EDR Landmark continued to grow profits despite higher product development costs. Risk Management Solutions also grew strongly and is launching products to address the new and changing needs of the insurance industry. RMS India again produced an improved result.

DMGI's Careers' Division experienced difficult trading conditions. Hobsons is suffering from the weak corporate recruitment market in the UK and Germany. Study Group suffered a sharp drop in student numbers in the US as a direct result of the events of 11th September, 2001. The UK and Australian businesses both improved results.

### Joint ventures and associates

The Group's share of the adjusted operating profits and losses of its joint ventures and associates rose slightly due to reduced losses in new media ventures, particularly Zoom and Fish4, offset by a lower contribution from GWR Group plc, in which the Group has a 27% interest. GWR's contribution for the period fell significantly due to the effects of the continued weak advertising market.

### Other Profit and Loss Items

Income from fixed asset investments reflects dividends received from the Press Association. The profit on sale of fixed assets arose mainly from the sale of a surplus French property. Profits on disposal of businesses represent a further profit-related payment for the earlier sale of an exhibition by Euromoney, offset by a loss on sale of dmg world media's South American operations. The marginal increase

in net interest payable reflects a higher average level of debt during the period, offset by lower interest rates.

### Net debt

Net debt at the end of the period was £923 million, an increase of £48 million since the year end. The main reasons for the rise were the net cost of acquisitions of £86 million, the largest being the £45 million purchase of *Loot*, and the continuing high level of capital expenditure due to the UK press expansion programme. The Group traditionally has lower cash generation from its business in the first half of its year, and, in the absence of further acquisitions, a reduction of debt is expected in the second half.

### Outlook

The UK consumer businesses saw surprisingly buoyant advertising revenues in March, but this has not continued. April proved to be a tough market for advertising, although May looks more encouraging. Generally the advertising market remains volatile and consistent improvement is still awaited. Resilience in non-advertising driven businesses has justified the Group's strategy of acquiring businesses outside the UK advertising sector. We still see no reason for any substantial improvement in advertising revenues over the rest of 2002 and have planned on that basis.

### Dividend

The Board has declared an interim dividend of 2.95 pence per Ordinary 'A' Ordinary Non-Voting share (2001 2.75 pence) which will be paid on 12th July, 2002 to shareholders on the register at the close of business on 14th June, 2002.

By order of the Board

### N.D. Jennings

Secretary  
29th May, 2002

## Group Profit and Loss Account

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Half year ended 31st March 2002 Before amortisation, impairment and exceptional items £m	Half year ended 31st March 2002  Amortisation, impairment and exceptional items £m	Half year ended 31st March 2002  Total £m	Half year ended 1st April 2001  Total £m	Year ended 30th September 2001  Total £m
950.0	–	950.0	960.5	1,962.7
97.0	–	97.0	103.0	228.7
–	(26.6)	(26.6)	(21.3)	(64.0)
97.0	(26.6)	70.4	81.7	164.7
1.2	(9.0)	(7.8)	(8.2)	(13.8)
98.2	(35.6)	62.6	73.5	150.9
–	2.9	2.9	0.1	1.2
–	0.7	0.7	–	(5.9)
3.2	–	3.2	4.0	6.7
–	(1.1)	(1.1)	–	(1.5)
101.4	(33.1)	68.3	77.6	151.4
(35.5)	–	(35.5)	(34.8)	(65.6)
(0.7)	–	(0.7)	(1.2)	(2.9)
(36.2)	–	(36.2)	(36.0)	(68.5)
65.2	(33.1)	32.1	41.6	82.9
(20.1)	0.3	(19.8)	(19.0)	(37.2)
45.1	(32.8)	12.3	22.6	45.7
(3.5)	1.1	(2.4)	(2.6)	(2.8)
41.6	(31.7)	9.9	20.0	42.9
		(11.7)	(10.9)	(34.2)
		(1.8)	9.1	8.7
		2.5p	5.0p	10.8p
		2.5p	5.0p	10.7p
		10.5p	12.1p	29.4p

## Group Cash Flow Statement

	Half year ended 31st March 2002 £m	Half year ended 1st April 2001 £m	Year ended 30th September 2001 £m
<b>Net cash inflow from operating activities (Note 8)</b>	<b>122.3</b>	<b>143.3</b>	<b>312.1</b>
Dividends received from joint ventures and associates	3.1	2.4	6.0
Returns on investments and servicing of finance	(8.1)	(28.8)	(62.7)
Taxation paid (net)	(3.7)	(19.2)	(43.7)
Capital expenditure and financial investment (net)	(41.8)	(39.8)	(98.1)
Acquisitions and disposals	(85.8)	(106.7)	(184.8)
Equity dividends paid	(23.3)	(21.9)	(32.8)
Management of liquid resources	4.4	(2.4)	(12.7)
Net cash inflow from financing	10.7	93.5	130.1
<b>(Decrease)/increase in net cash</b>	<b>(22.2)</b>	<b>20.4</b>	<b>13.4</b>
<b>Reconciliation of net cash flow to movement in net debt</b>			
(Decrease)/increase in net cash	(22.2)	20.4	13.4
Cash inflow from increase in debt and lease finance	(12.5)	(92.5)	(118.3)
Cash (inflow)/outflow from change in liquid resources	(4.4)	2.4	12.7
<b>Change in net debt from cash flows</b>	<b>(39.1)</b>	<b>(69.7)</b>	<b>(92.2)</b>
Loan notes issued and loans arising from acquisitions	(1.2)	(0.5)	(0.5)
Other non-cash items	(7.8)	(0.1)	2.4
<b>Increase in net debt in the period</b>	<b>(48.1)</b>	<b>(70.3)</b>	<b>(90.3)</b>
<b>Net debt at beginning of year</b>	<b>(875.4)</b>	<b>(785.1)</b>	<b>(785.1)</b>
<b>Net debt at end of period</b>	<b>(923.5)</b>	<b>(855.4)</b>	<b>(875.4)</b>

## Group Balance Sheet

	31st March 2002 £m	1st April 2001 £m	30th September 2001 £m
<b>Fixed Assets</b>			
Intangible assets	675.8	604.6	633.7
Tangible assets	476.5	453.8	470.8
Investments	334.0	377.7	343.7
	1,486.3	1,436.1	1,448.2
<b>Current Assets</b>			
Stocks	32.5	36.6	30.9
Debtors	353.7	349.0	354.6
Short-term investments	9.5	3.6	13.9
Cash at bank and in hand	81.8	111.5	104.9
	477.5	500.7	504.3
<b>Creditors</b>			
Amounts falling due within one year	(622.7)	(682.6)	(572.2)
<b>Net Current Liabilities</b>	<b>(145.2)</b>	<b>(181.9)</b>	<b>(67.9)</b>
<b>Total Assets less Current Liabilities</b>	<b>1,341.1</b>	<b>1,254.2</b>	<b>1,380.3</b>
<b>Creditors</b>			
Amounts falling due after more than one year	(975.5)	(847.3)	(1,004.5)
<b>Provisions for Liabilities and Charges</b>	<b>(52.8)</b>	<b>(53.6)</b>	<b>(56.1)</b>
<b>Net Assets</b>	<b>312.8</b>	<b>353.3</b>	<b>319.7</b>
<b>Capital and Reserves</b>			
Called up share capital	50.1	50.1	50.1
Share premium account	6.5	6.2	6.3
Revaluation reserve	103.1	150.4	111.8
Profit and loss account	125.6	126.9	131.4
<b>Equity Shareholders' Funds</b>	<b>285.3</b>	<b>333.6</b>	<b>299.6</b>
Minority interests	27.5	19.7	20.1
	312.8	353.3	319.7

Approved by the Board of Directors on 29th May, 2002.

## Statement of Group Total Recognised Gains and Losses

	Half year ended 31st March 2002 £m	Half year ended 1st April 2001 £m	Year ended 30th September 2001 £m
<b>Recognised gains and losses:</b>			
Group profit for the period	9.9	20.0	42.9
Unrealised loss on revaluation of investments	(7.5)	(25.6)	(62.4)
	2.4	(5.6)	(19.5)
Currency translation differences	(8.2)	(4.7)	(4.1)
Taxation on translation differences	1.4	(0.7)	(1.8)
Minority interests	–	1.4	0.2
<b>Total gains and losses recognised in the period</b>	<b>(4.4)</b>	<b>(9.6)</b>	<b>(25.2)</b>

## Reconciliation of Movement in Group Shareholders' Funds

	Half year ended 31st March 2002 £m	Half year ended 1st April 2001 £m	Year ended 30th September 2001 £m
<b>Group profit for the period</b>	<b>9.9</b>	<b>20.0</b>	<b>42.9</b>
Dividends	(11.7)	(10.9)	(34.2)
	(1.8)	9.1	8.7
Other recognised gains and losses	(14.3)	(29.6)	(68.1)
New share capital subscribed	0.2	0.4	0.5
Adjustment to goodwill in respect of deferred consideration	1.1	(0.9)	(1.9)
Goodwill written back on disposals and closures	0.5	–	5.8
<b>Net movement in shareholders' funds</b>	<b>(14.3)</b>	<b>(21.0)</b>	<b>(55.0)</b>
Opening shareholders' funds	299.6	354.6	354.6
<b>Closing shareholders' funds</b>	<b>285.3</b>	<b>333.6</b>	<b>299.6</b>

## Notes

### 1 Accounting policies

The financial information for the period has been prepared in accordance with the accounting policies adopted in the Group's 2001 Annual Report.

### 2 Turnover

	Half year ended 31st March 2002 £m	Half year ended 1st April 2001 £m	Year ended 30th September 2001 £m
<b>By activity:</b>			
National newspapers and related activities	422.4	430.8	833.7
Regional newspapers and related activities	233.1	233.0	477.0
Euromoney Institutional Investor	89.0	100.5	204.8
Broadcasting	52.3	52.3	111.6
Exhibitions and related activities	69.2	65.5	133.9
Education and information publishing	84.0	77.6	201.5
Other activities	–	0.8	0.2
	<b>950.0</b>	<b>960.5</b>	<b>1,962.7</b>

### 3 Operating profit

	Half year ended 31st March 2002 £m	Half year ended 1st April 2001 £m	Year ended 30th September 2001 £m
<b>By activity:</b>			
National newspapers and related activities	45.8	44.2	82.9
Regional newspapers and related activities	40.2	46.1	97.3
Euromoney Institutional Investor	13.3	14.0	28.1
Broadcasting	4.3	4.5	12.4
Exhibitions and related activities	9.3	9.4	17.2
Education and information publishing	(9.1)	(8.7)	14.6
Unallocated central costs	(6.8)	(6.5)	(13.6)
	<b>97.0</b>	<b>103.0</b>	<b>238.9</b>
Less: exceptional items	–	–	(10.2)
Less: amortisation and impairment of intangible assets	(26.6)	(21.3)	(64.0)
	<b>70.4</b>	<b>81.7</b>	<b>164.7</b>

The charge for amortisation and impairment of intangible assets comprised amortisation of £26.6 million (2001 £21.3 million).

## Notes

### 4 Share of operating profits and losses of joint ventures and associates

	Half year ended 31st March 2002 £m	Half year ended 1st April 2001 £m	Year ended 30th September 2001 £m
Share of operating profit/(loss) of joint ventures	0.3	(0.9)	(1.9)
Share of operating profit in associates	0.9	1.5	2.3
Before amortisation of goodwill and exceptional items	1.2	0.6	0.4
Share of amortisation and impairment of goodwill of associates	(3.9)	(1.8)	(2.5)
Amortisation of goodwill of joint ventures and associates	(5.1)	(4.5)	(8.9)
Share of operating exceptional losses in associates	–	(2.5)	(2.8)
	(7.8)	(8.2)	(13.8)

### 5 Taxation charge

The tax charge for the period amounted to £19.8 million (2001 £19.0 million). The charge for taxation has been computed at a rate of 30.0% on UK taxable profits. The underlying tax on profits before amortisation and impairment of intangible assets and exceptional items amounted to £20.1 million (2001 £19.8 million) and the resulting rate is 30.8% (2001 27.7%).

### 6 Adjusted earnings per share

Adjusted earnings per share are calculated on profit before amortisation and impairment of intangible assets and exceptional items, after charging the taxation and minority interests associated with those profits, of £41.6 million (2001 £48.3 million), as set out in note 7 below, and on the weighted average number of ordinary shares in issue during the period. The weighted average number of shares amounted to 397.9 million (2001 398.5 million). As in previous years, adjusted earnings per share have been disclosed since the Directors consider that this alternative measure gives a more comparable indication of the Group's underlying trading performance.

## Notes

### 7 Adjusted profit (before amortisation and impairment of intangible assets and exceptional items)

	Half year ended 31st March 2002 £m	Half year ended 1st April 2001 £m	Year ended 30th September 2001 £m
Profit before tax	32.1	41.6	82.9
Add back:			
Amortisation and impairment of intangible assets in Group operating profit and in share of associates	35.6	27.6	75.4
Operating exceptional losses	–	–	10.2
Share of operating exceptional losses in associates	–	2.5	2.8
Profit on sale of fixed assets	(2.9)	(0.1)	(1.2)
(Profit)/loss on disposal and closure of businesses	(0.7)	–	5.9
Amounts written off investments	1.1	–	1.5
<b>Adjusted profit before tax (before amortisation and impairment of intangible assets and exceptional items)</b>	<b>65.2</b>	<b>71.6</b>	<b>177.5</b>
Taxation charge	(20.1)	(19.8)	(54.1)
Interest of minority shareholders	(3.5)	(3.5)	(6.1)
<b>Profit before amortisation and impairment of intangible assets and exceptional items, after taxation and minority interests</b>	<b>41.6</b>	<b>48.3</b>	<b>117.3</b>

### 8 Net cash inflow from operating activities

	Half year ended 31st March 2002 £m	Half year ended 1st April 2001 £m	Year ended 30th September 2001 £m
Operating profit	70.4	81.7	164.7
Depreciation charge	36.9	32.8	69.8
Amortisation and impairment of intangible assets	26.6	21.3	64.0
Working capital movement	(11.6)	7.5	13.6
<b>Net cash inflow from operating activities</b>	<b>122.3</b>	<b>143.3</b>	<b>312.1</b>

9 The accounts for the year ended 30th September, 2001 set out above are not full accounts within the meaning of s.240 of the Companies Act 1985. Full statutory accounts for that year have been delivered to the Registrar of Companies. The auditors' report on those accounts was not qualified and did not contain a statement under s.237(2) or (3). The financial information for the six months ended 31st March, 2002 has been reviewed by the auditors.

## Independent Review Report to Daily Mail and General Trust plc

### Introduction

We have been instructed by the Company to review the financial information for the six months ended 31st March, 2002 which comprises the Profit and Loss Account, the Balance Sheet, the Cash Flow Statement, the Statement of Total Recognised Gains and Losses, the Reconciliation of Group Shareholders' Funds and related notes 1 to 9. We have read the other information contained in the Interim Report and considered whether it contains any apparent misstatements or material inconsistencies with the financial information.

### Directors' responsibilities

The Interim Report, including the financial information contained therein, is the responsibility of, and has been approved by, the Directors. The Directors are responsible for preparing the Interim Report in accordance with the Listing Rules of the Financial Services Authority which require that the accounting policies and presentation applied to the interim figures should be consistent with those applied in preparing the preceding annual accounts except where any changes, and the reasons for them, are disclosed.

### Review work performed

We conducted our review in accordance with the guidance contained in Bulletin 1999/4 issued by the Auditing Practices Board for use in the United Kingdom. A review consists principally of making enquiries of Group management and applying analytical procedures to the financial information and underlying financial data and, based thereon, assessing whether the accounting policies and presentation have been consistently applied unless otherwise disclosed. A review excludes audit procedures such as tests of controls and verification of assets, liabilities and transactions. It is substantially less in scope than an audit performed in accordance with United Kingdom auditing standards and therefore provides a lower level of assurance than an audit. Accordingly, we do not express an audit opinion on the financial information.

### Review conclusion

On the basis of our review we are not aware of any material modifications that should be made to the financial information as presented for the six months ended 31st March, 2002.

### **Deloitte & Touche**

Deloitte & Touche  
Chartered Accountants  
Hill House  
1 Little New Street  
London EC4A 3TR  
29th May, 2002

## DMGT Websites

for the half year ended 31st March, 2002

### Daily Mail and General Trust

dmgt.co.uk  
dmgtopportunities.com

### Associated Newspapers

daily@mail.co.uk  
female.co.uk  
thisislondon.com  
thisismoney.com  
thisistravel.co.uk  
ukplus.co.uk  
irelandonsunday.com  
loot.com  
metro.co.uk  
cube3.co.uk  
zoom.co.uk

### Northcliffe Newspapers

#### Corporate Web sites

thisisnorthcliffe.co.uk  
nep.co.uk

#### National Web sites

fish4.co.uk

#### Community Web sites

courier.co.uk  
thisisbristol.com  
thisiscornwall.co.uk  
thisisderbyshire.co.uk  
thisisdevon.co.uk  
thisissexessex.co.uk  
thisissexeter.co.uk  
thisisgloucestershire.co.uk  
thisisgrimsby.co.uk  
thisishull.co.uk  
thisisleicestershire.co.uk  
thisislincolnshire.co.uk  
thisisnorthscotland.co.uk  
thisisnottingham.co.uk  
thisisplymouth.co.uk  
thisisscunthorpe.co.uk  
thisissumerset.co.uk  
thisissouthdevon.co.uk  
thisissouthwales.co.uk  
thisisstaffordshire.co.uk  
westgaz.co.uk

### Euromoney Institutional Investor

euromoneyplc.com  
adhes.com  
aircrafterconomics.com  
airfinancejournal.com  
airtrafficmanagement.net  
asialaw.com  
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