

DMGT

Interim results

Half year ended 4 April 2004

Presentation to analysts

3 June 2004

INTRODUCTION

- Half year
- Outlook
- Appendices

HALF YEAR

- Peter Williams
Finance Director

FINANCIAL HIGHLIGHTS

- Turnover up 9% at £1047m
- Adjusted operating profit up 23% to £134.9m
- Adjusted pretax profit up 29% to £107.3m
- Reported profit before tax up 49% to £75.3m
- Adjusted eps up 27% to 18.6p
- Dividend up 10% to 3.45p per share

ASSOCIATED NEWSPAPERS

£ million	2004*	2003	%
Circulation	193	180	7%
Advertising	257	231	11%
Other	5	7	
Turnover	<u>455</u>	<u>418</u>	9%
Operating profit	50	36	39%
Margin	11.0%	8.6%	

*27 weeks in 2004, 26 weeks in 2003

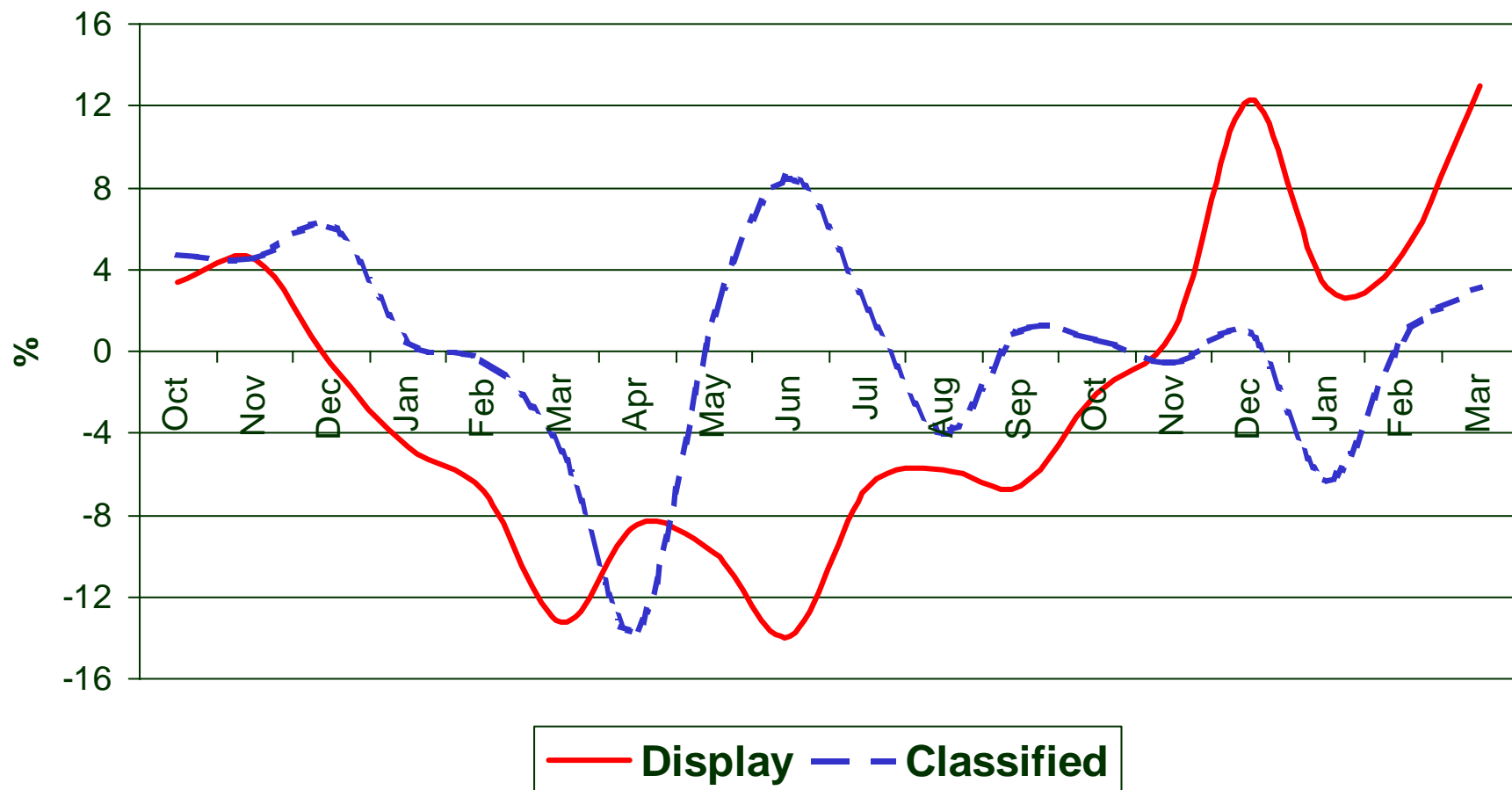
SUMMARY OF CIRCULATION FIGURES

6 month averages

- Daily Mail 2,441,000 (+0.01%)
- The Mail on Sunday 2,372,000 (-0.37%)
- Evening Standard 400,000 (-6%)
- Metro 895,000 (+4%)
- Ireland on Sunday 160,000 (-3%)

ASSOCIATED NEWSPAPERS

ADVERTISING REVENUE: MONTHLY Y-O-Y TOTAL %

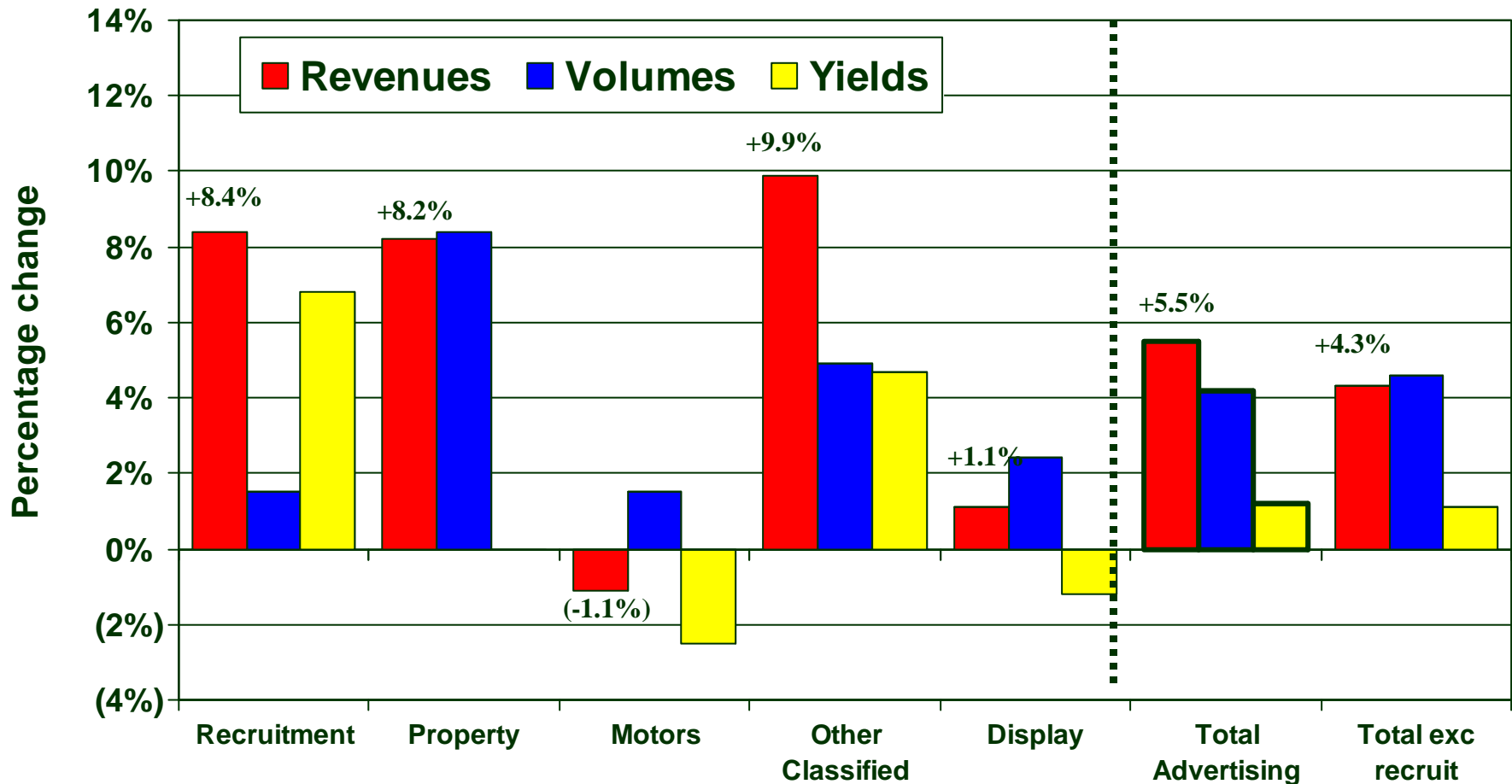


Northcliffe Newspapers

£ million	2004	2003	%
Publishing			
Circulation	50	47	6%
Advertising	166	151	10%
Other income	12	11	9%
Contract printing	13	13	0%
Retail Shops	16	15	9%
Turnover	<u>257</u>	<u>237</u>	9%
Operating profit	47	43	9%
Margin	18.3%	18.1%	

NORTHCLIFFE NEWSPAPERS GROUP

ADVERTISING: Y-O-Y CHANGE :
FINANCIAL HALF YEAR TO MARCH 2004



EUROMONEY INSTITUTIONAL INVESTOR

£ million	2004	2003	%
Turnover	82	78	5%
Operating profit	12	11	13%
Margin	14.9%	13.8%	

EUROMONEY FIRST HALF HIGHLIGHTS

- Underlying revenues up 4% at constant FX rates
- US\$ 13% depreciation
- Good contribution from HFI
- Biennial *Vinisud* record revenues & profits

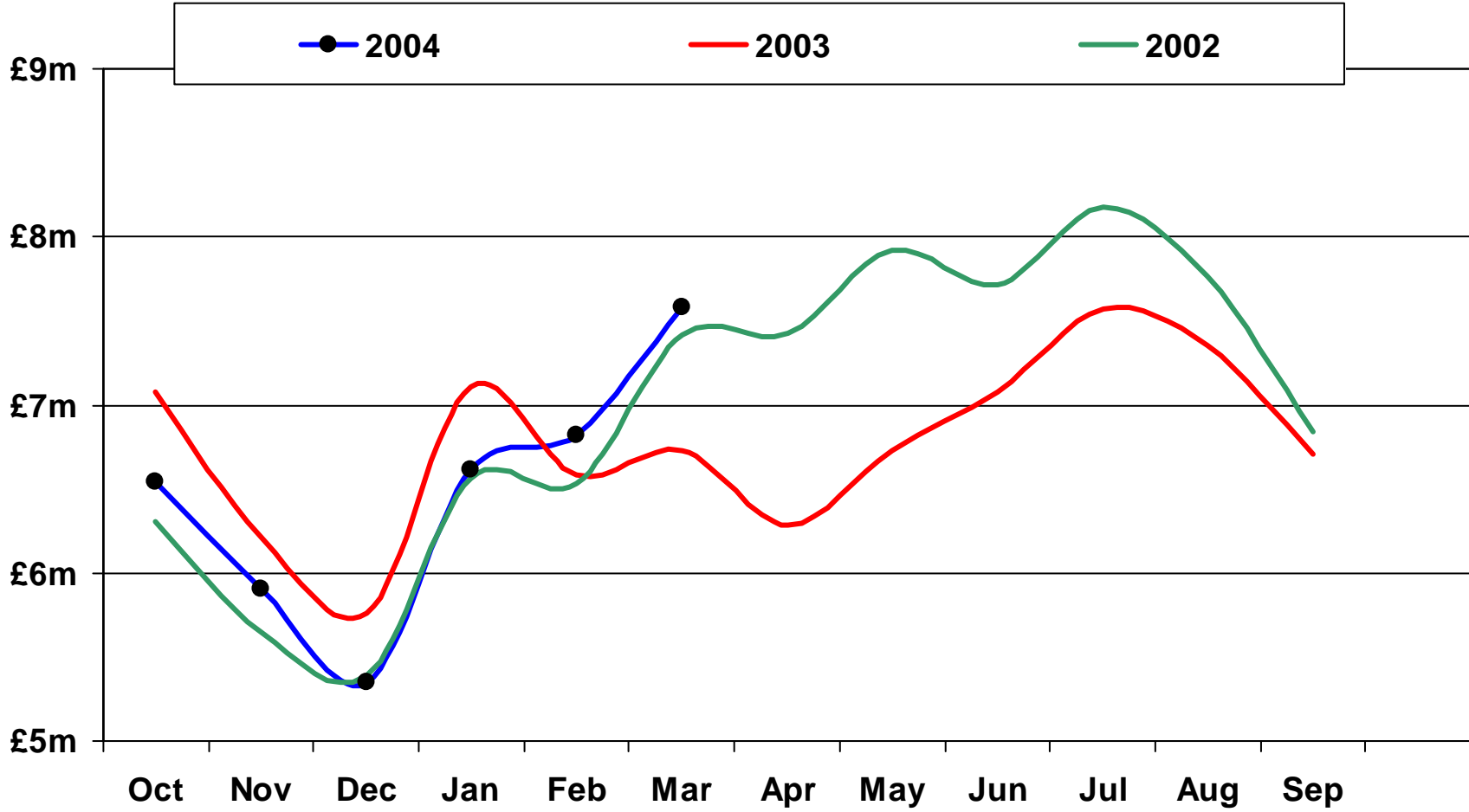
BROADCASTING

£ million	2004	2003	%
Turnover	60	56	5%
Operating profit	8	10	13%
Margin	13.8%	17.2%	

TELETEXT

- Revenues down by 2%
- Reduced demand for holiday advertising
- Development and launch
 - Teletext Holidays TV channel on satellite
 - Teletext on 4 services on Freeview and satellite

TELETEXT MONTHLY ADVERTISING REVENUES

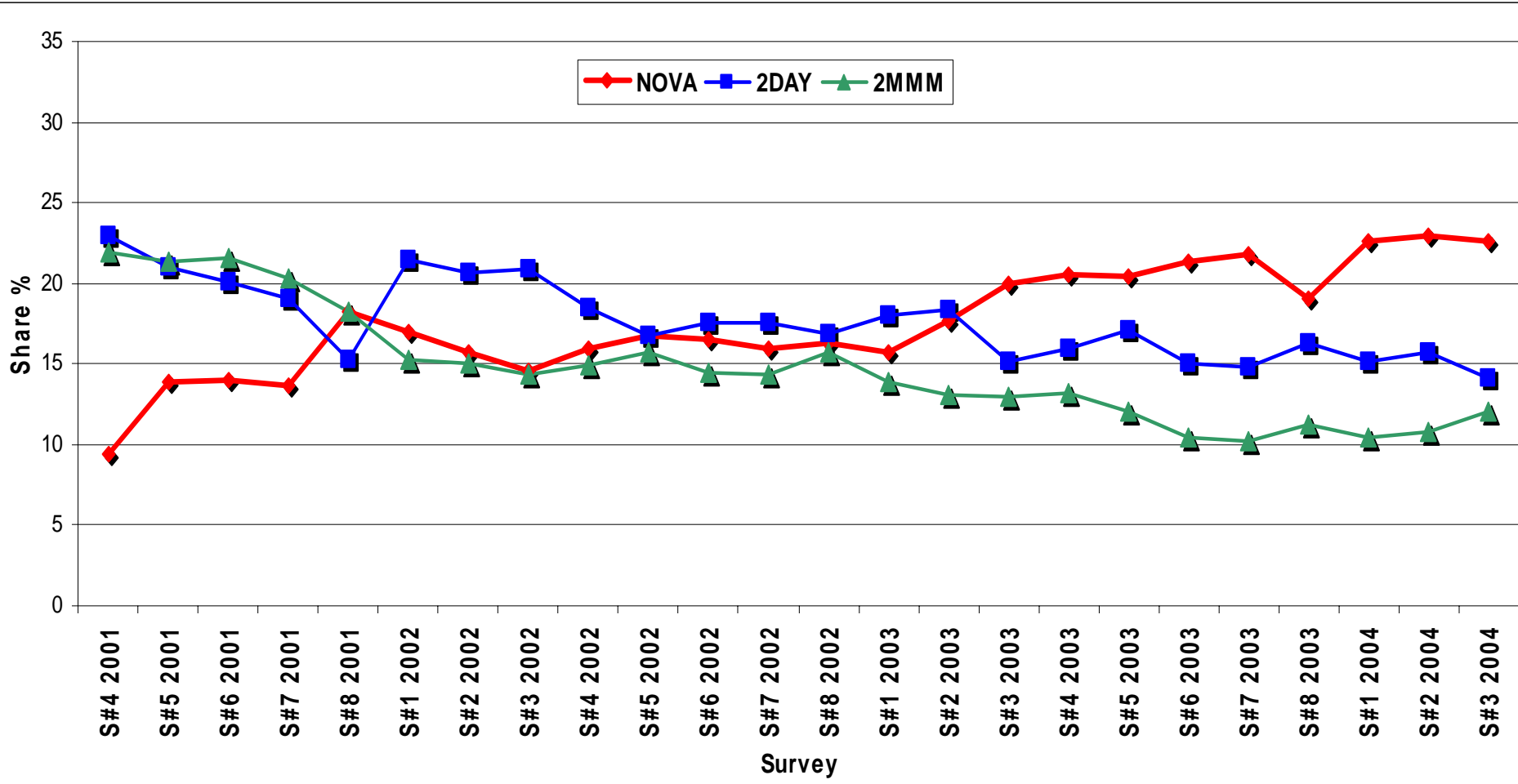


DMG RADIO

- Revenues up 33%
- Profits up - strong Nova Sydney & Melbourne performance
- Nova Sydney no 1 for last 3 surveys
- Central and Sunshine Coast stations launched

SYDNEY RATINGS SHARE 18-39

S4 2001-S3 2004



EXHIBITIONS

£ million	2004	2003*	%
Turnover	84	75	5%
Operating profit	17	14	13%
Margin	20.2%	19.1%	

* 2003 figures restated for adoption of FRS5

EXHIBITIONS

- Profit up £2.5m - despite weak dollar
- Strong home interest sector, both in UK and North America
- Dubai and Surf Expo also very strong
- Gift and arts / antiques broadly flat in sterling terms

DMG INFORMATION

£ million		2004	2003*
Turnover:	Careers	44	39
	B2B	65	58
		<u>109</u>	<u>97</u>
Operating profit:	Careers	(4)	(5)
	B2B	15	11
	Central costs	<u>(1)</u>	<u>(1)</u>
	<u>10</u>	<u>5</u>	
Margin:	Careers	(8.2%)	(13.7%)
	B2B	23.1%	19.5%

* 2003 figures restated for adoption of FRS5

DMG INFORMATION

- Hobsons seeing limited improvement in education recruitment, little in graduate recruitment
- B to B profits up 33% from revenues up 12%
- RMS continuing to grow strongly
- Property companies doing well - Sitescope integration

ADJUSTED PROFIT BEFORE TAX

£ million	2004	2003
Operating profit	134.9	109.8
Joint Ventures & Associates	5.4	2.3
Investment income	-	3.1
Net interest	(33.0)	(31.8)
Adjusted profit before tax	<u>107.3</u>	<u>83.4</u>

PROFIT BEFORE TAX

£ million	2004	2003
Adjusted profit before tax	107.3	83.4
Amortisation	(38.9)	(33.3)
Impairment	-	1.5
Exceptional items	6.9	(1.2)
Profit before tax	<u>75.3</u>	<u>50.4</u>

RESULTS

£million	2004	2003
Profit before tax	75.3	50.4
Taxation	(27.0)	(21.6)
Profit after tax	<u>48.3</u>	<u>28.8</u>
Minorities	(1.9)	(2.2)
Group Profit	<u><u>46.4</u></u>	<u><u>26.6</u></u>
Adjusted EPS	18.6p	14.6p

Cashflow

	£million
Operating profit pre amortisation	134.9
Income from associates	5.4
Depreciation	35.7
	<hr/>
	176.0
	<hr/> <hr/>
Investment / Trading Cashflow	189.0
Conversion of profits into cash	105%

MOVEMENT IN NET DEBT

£ million	2004	2003
Trading/Investment cashflow	189	132
Capital Expenditure	(48)	(47)
Debt servicing	(33)	(6)
Taxation	4	(13)
Equity Servicing	(30)	(28)
Free Cashflow	82	38
Other	32	1
Disposals	18	4
Acquisitions	(69)	(28)
Change in net debt	63	15

ACQUISITIONS DURING PERIOD

- Jobsite £36m
- IMN \$29m + \$36m estimated earn out
- Adelaide A\$24m
- Brand Events £5.3m

SUMMARY

- Strong first half
- Gradual shift in 1st half/ 2nd half split
- Business conditions generally improving

OUTLOOK

- Charles Sinclair
Chief Executive

Current trading and outlook

- Associated Newspapers
 - Circulations robust - tough comparatives at present
 - Advertising trends improving
 - Press enhancement programme on schedule
 - London classified market very challenging
 - Cost reductions made, eg Evening Standard
 - Purchase of Jobsite
 - 2005 will be back to 52 weeks

Current trading and outlook

- Northcliffe Newspapers
 - Circulations remain tough, particularly in larger cities
 - Advertising performing well, especially national
 - April up 5%
 - Looking for continual gradual margin improvement
 - Press upgrade programme continuing - Derby / Stoke finished
 - 2005 will be 52 weeks as for Associated

EUROMONEY OUTLOOK

- Market sentiment much better
- Highly geared to ad revenue recovery
- Most emerging markets in good shape
- H2 2003 weak due to Iraq, SARS, markets
- H2 2004 forward bookings ahead of 2003 for most businesses
- September still key (2003 35% of op profit)

OTHER BUSINESSES

- **Broadcasting**
 - Teletext revenues now up on last year, but weak comparatives
 - Investment in new services - TV channel, Channel 4
 - DMG Radio growing fast and good ratings
 - New Launches - Adelaide, Brisbane, Sydney
 - One more licence auction - Melbourne in August
- **Exhibitions:**
 - Encouraging underlying growth
 - Steady stream of launches - good track record
 - Cyclical effect - Global Petroleum Show in 2nd half - 2nd Index in year - so none in 2005

OTHER BUSINESSES

- DMG Information
 - Slow recovery in careers businesses
 - Continued strong growth in B2B businesses
 - Trepp a good addition to property group

Summary Outlook

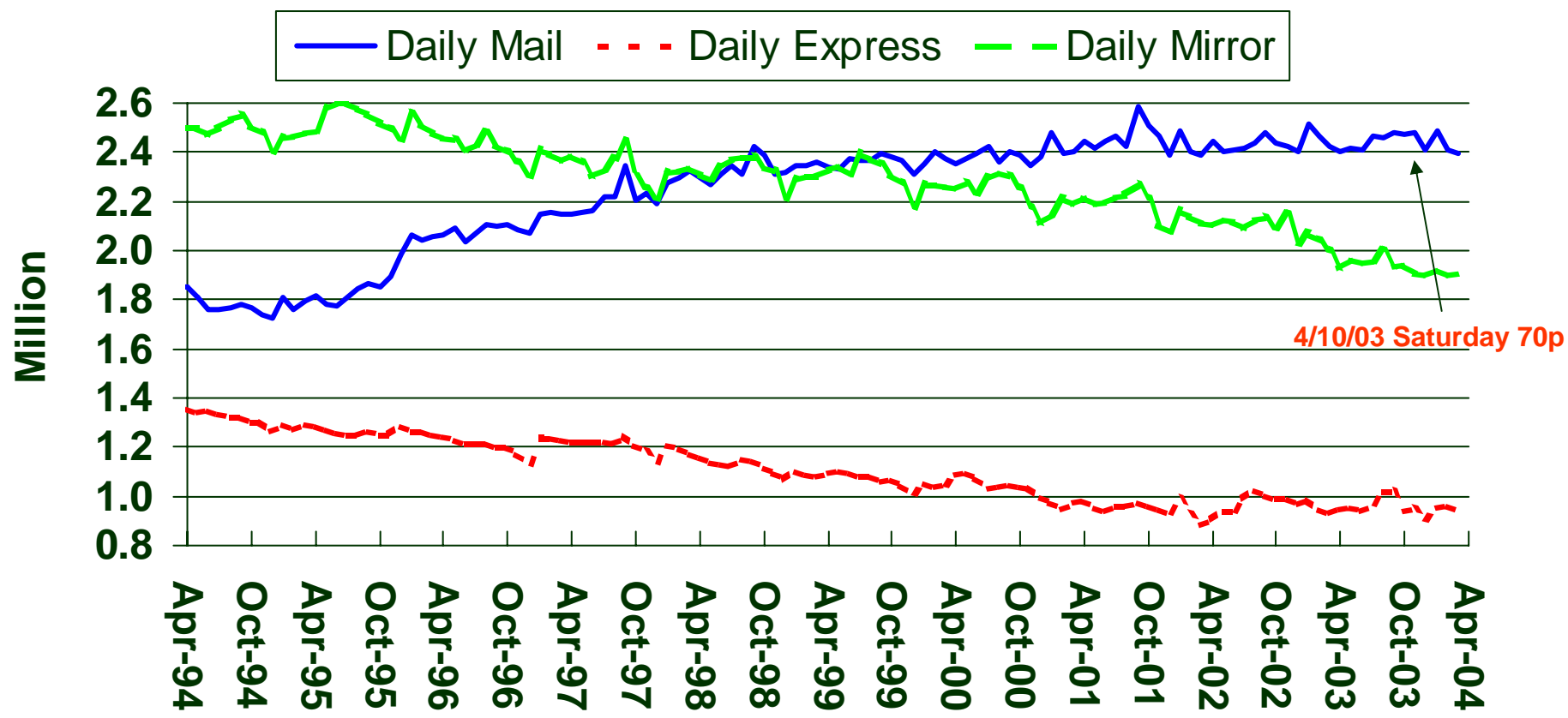
- Trading picture encouraging
- But note change in 1st half / 2nd half split
- Some exposure to weaker US dollar
- Increase in net debt due to announced acquisitions

END

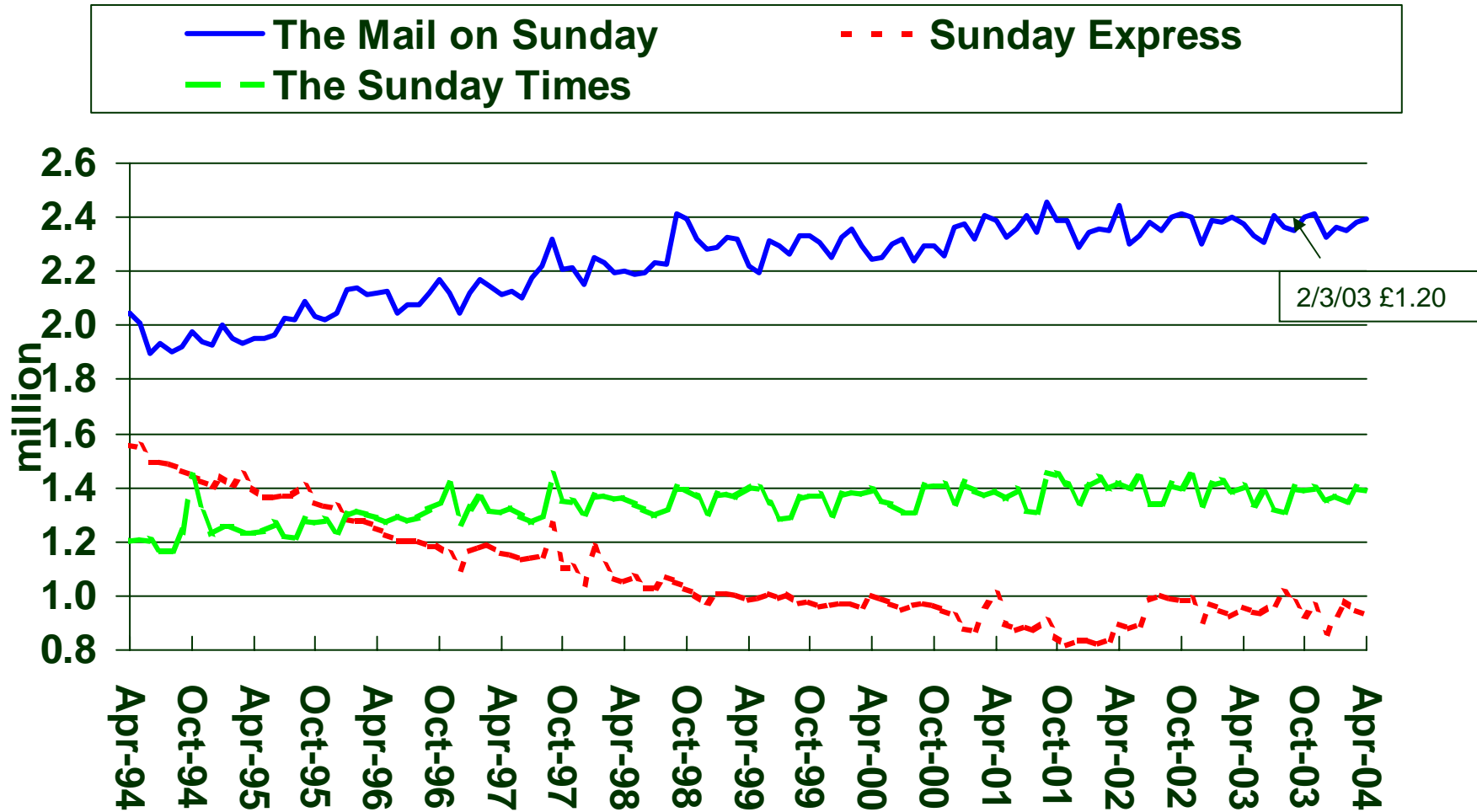
www.dmgmt.co.uk

APPENDICES

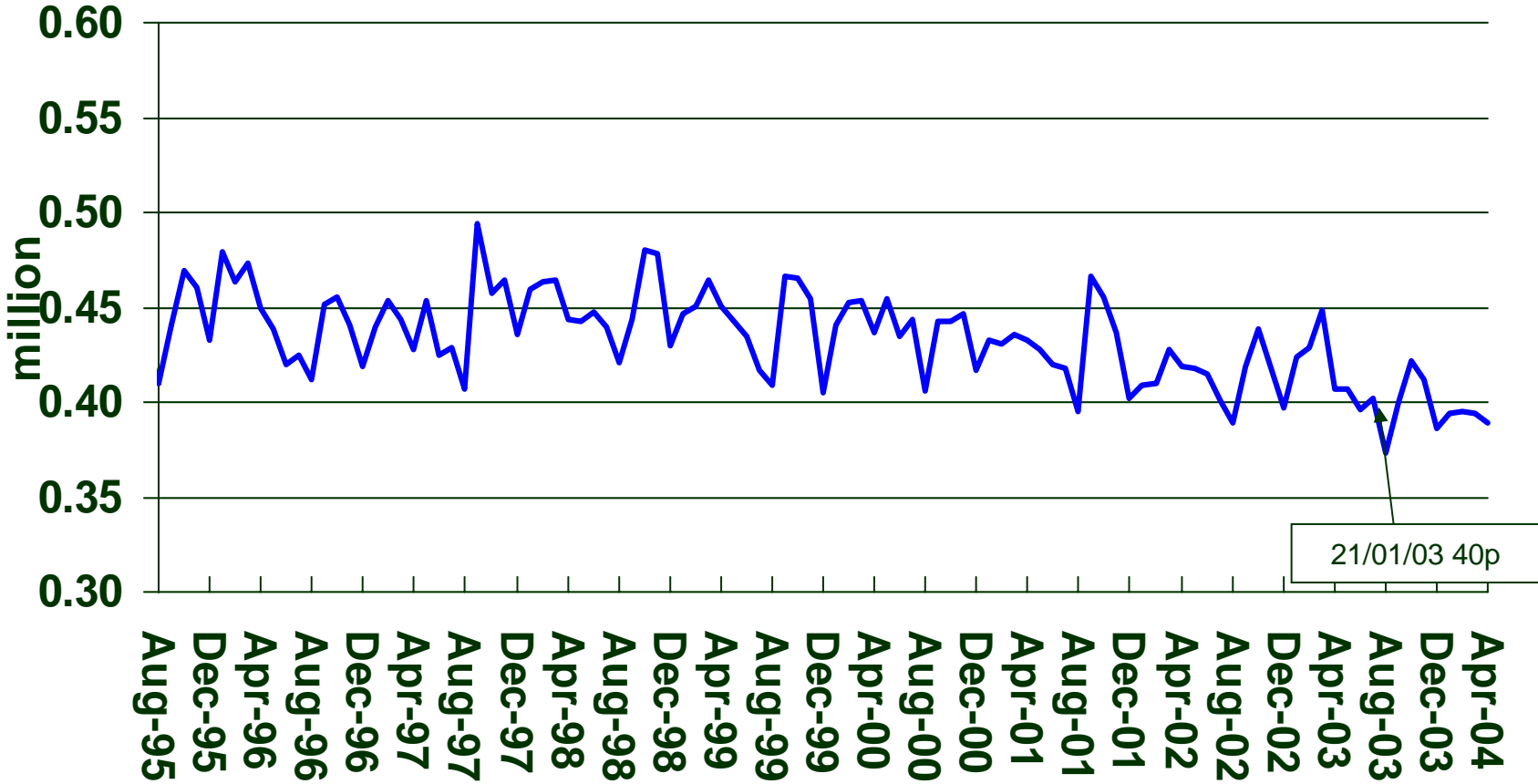
DAILY MAIL CIRCULATION COMPARISON



THE MAIL ON SUNDAY CIRCULATION COMPARISON

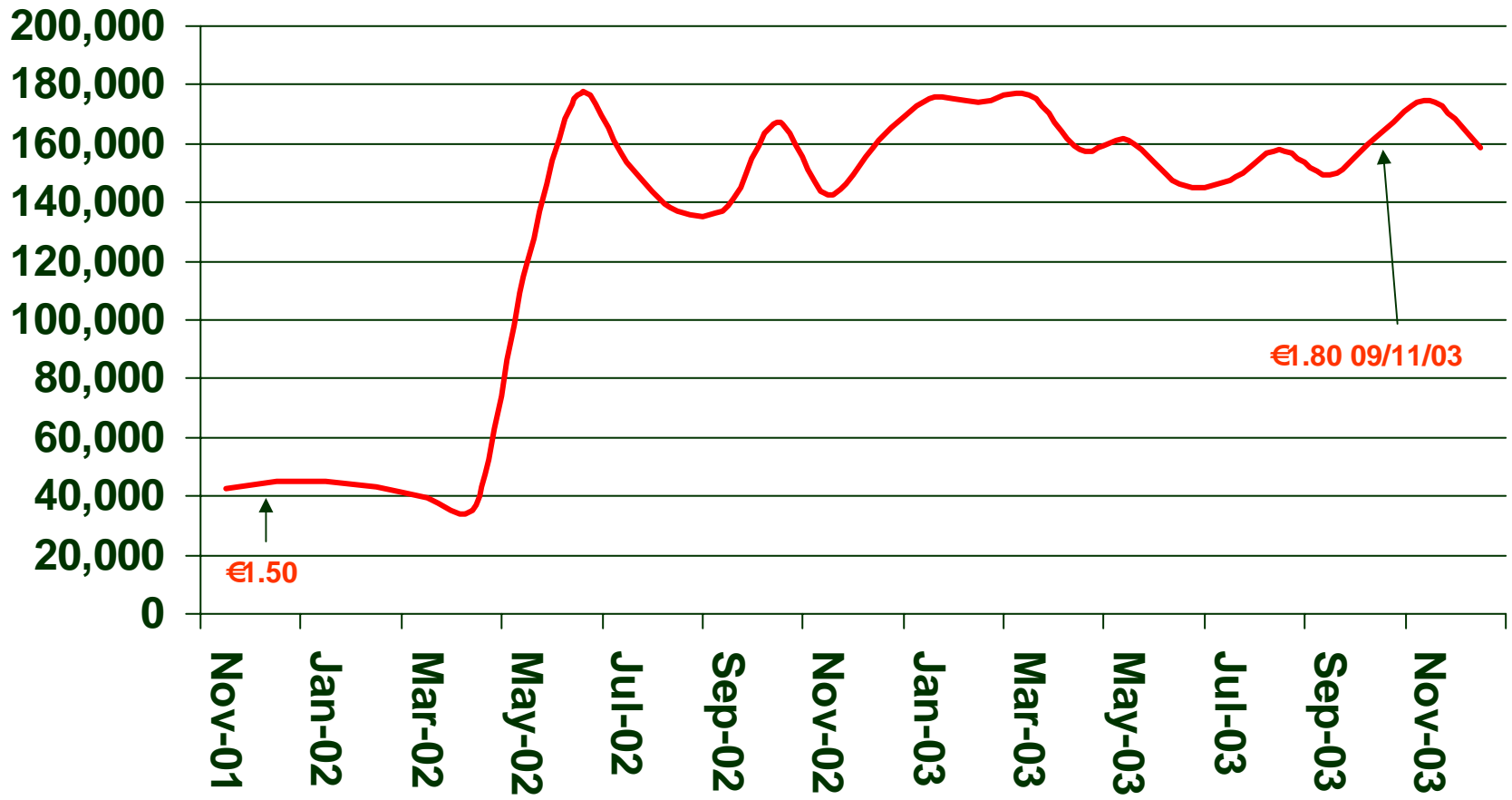


EVENING STANDARD CIRCULATION

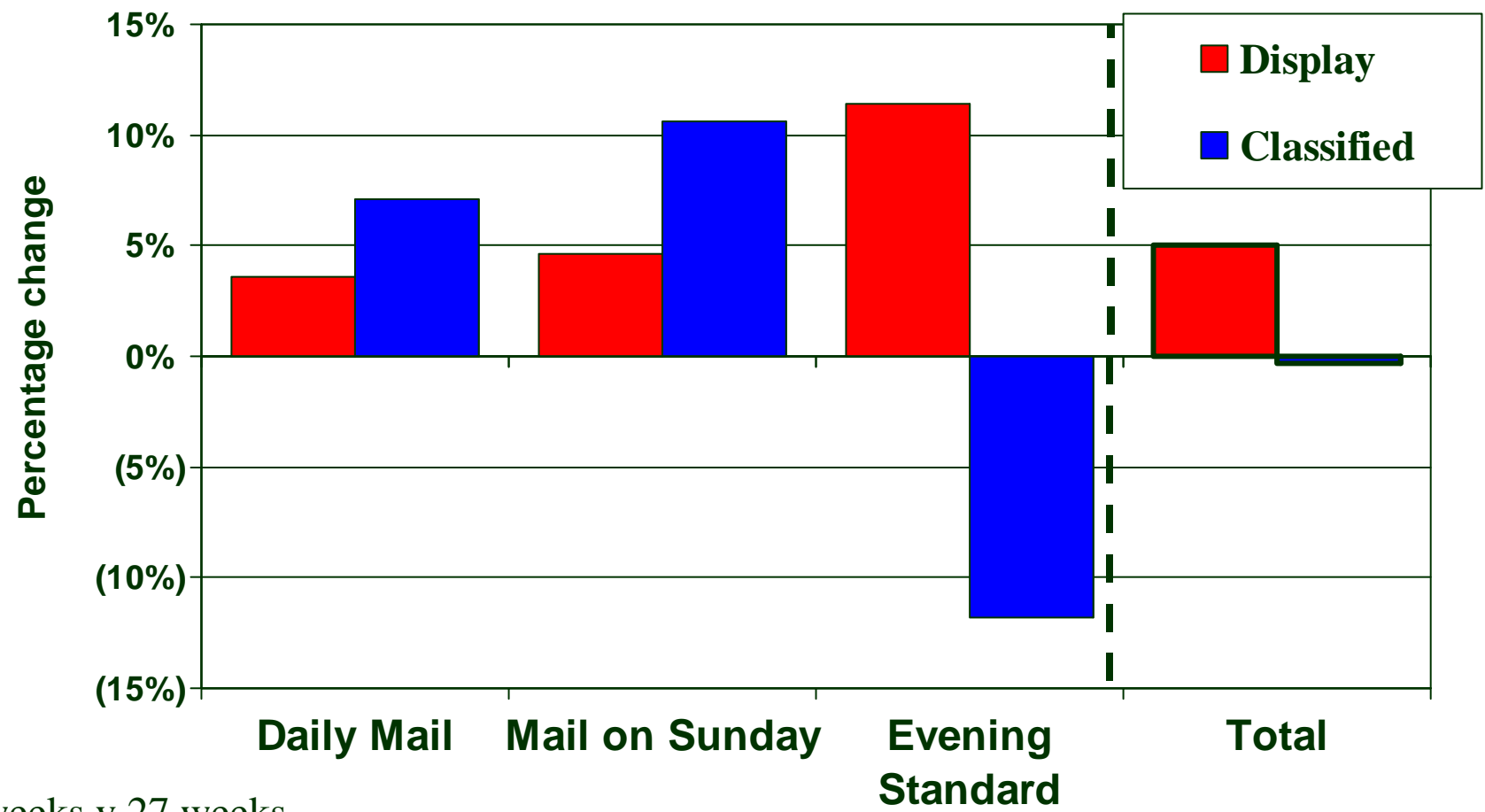


ABC audited figures

IRELAND ON SUNDAY CIRCULATION

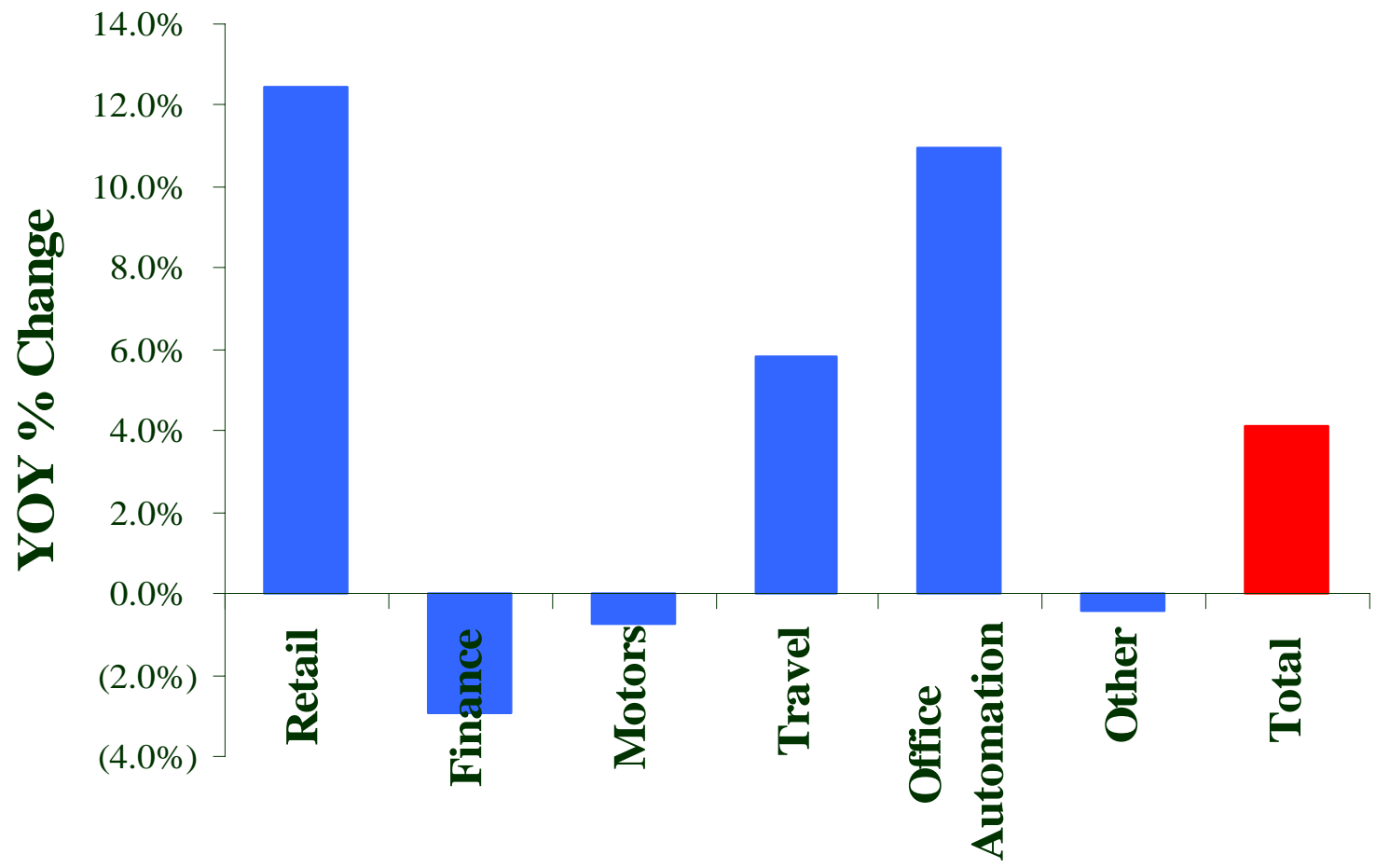


ASSOCIATED NEWSPAPERS ADVERTISING REVENUE: Y-O-Y CHANGE

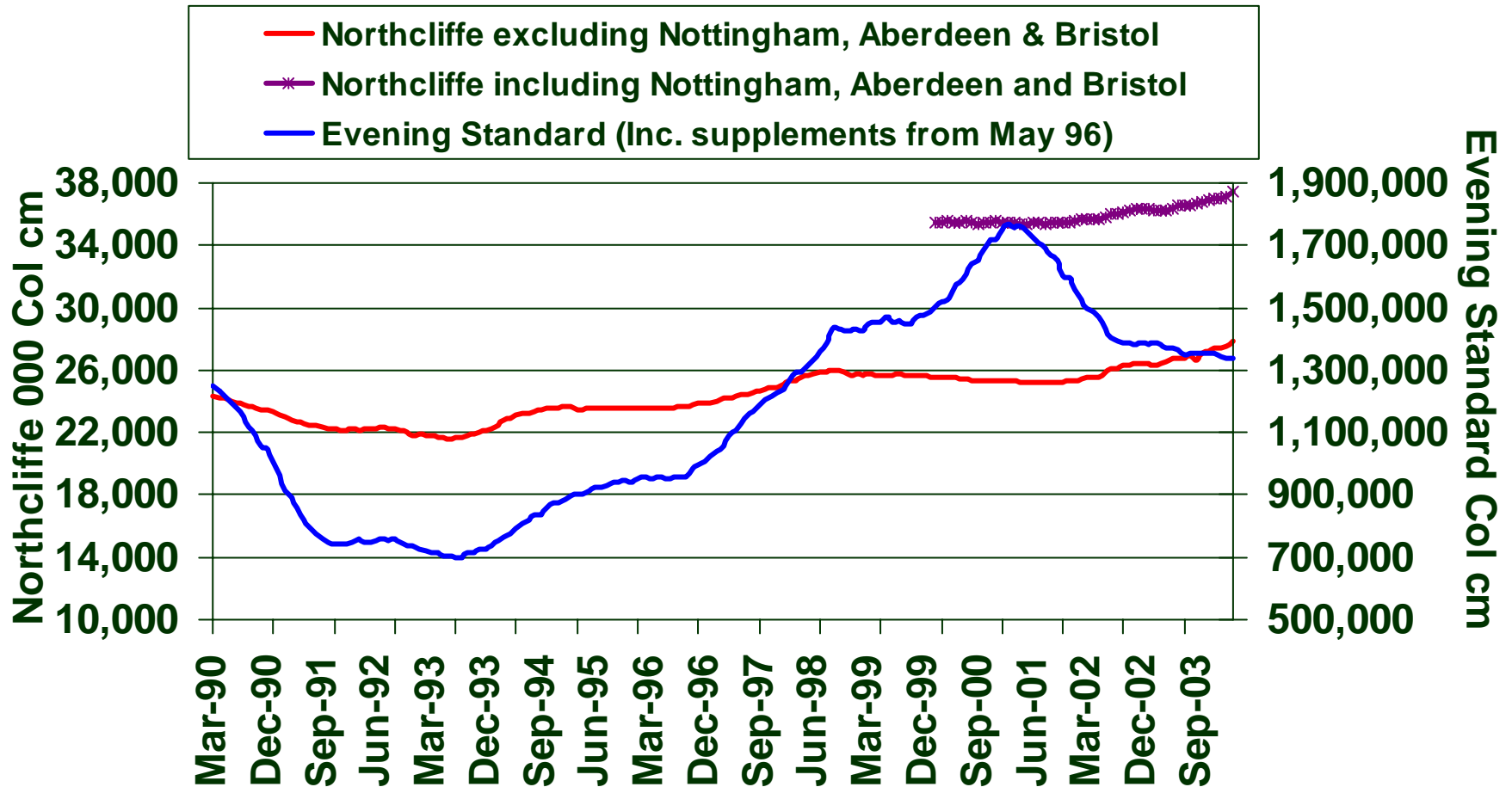


27 weeks v 27 weeks.

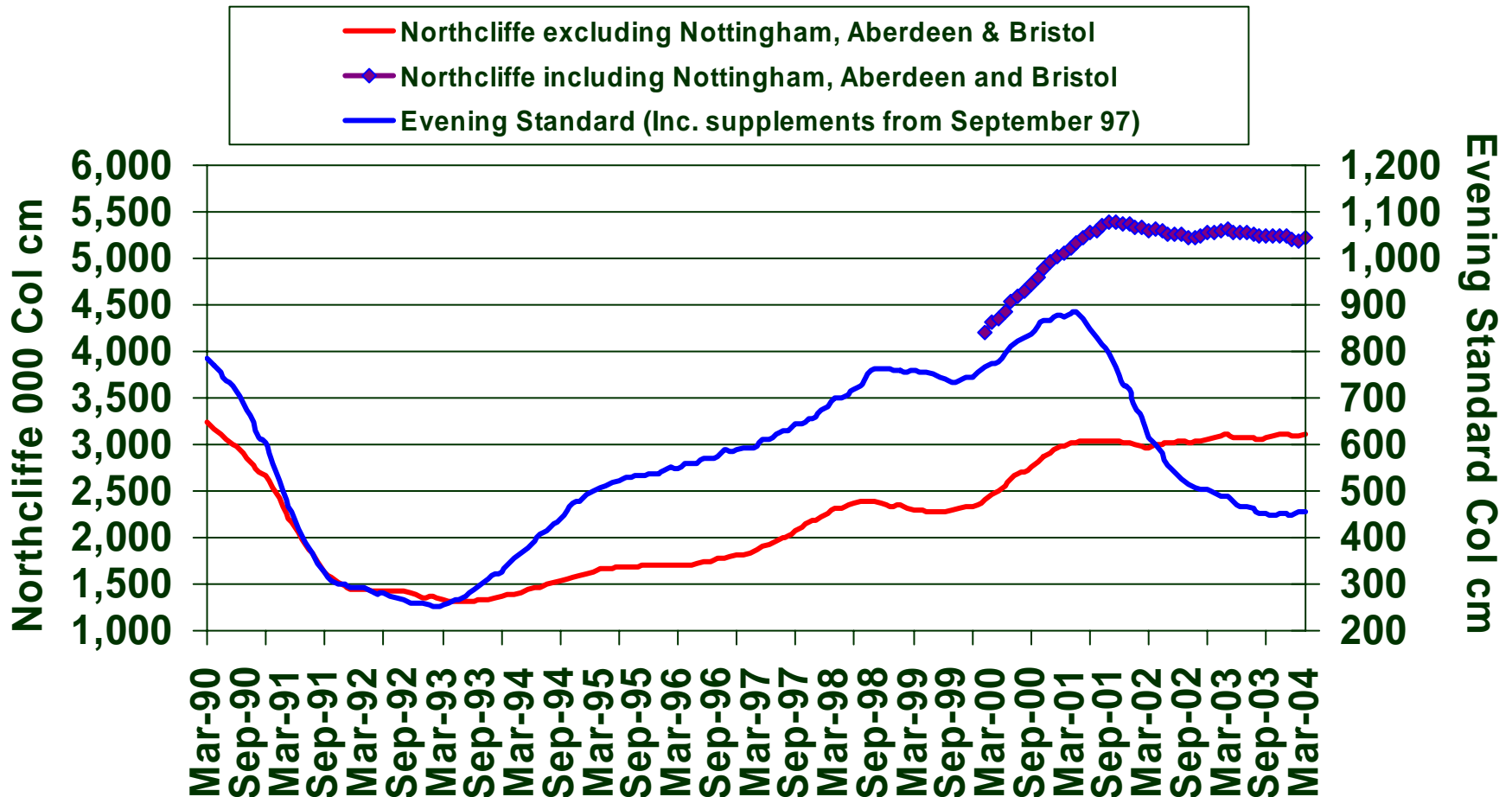
Daily Mail Display by Category



CLASSIFIED TOTAL VOLUMES MOVING ANNUAL TOTALS



CLASSIFIED EMPLOYMENT VOLUMES MOVING ANNUAL TOTALS



Euromoney

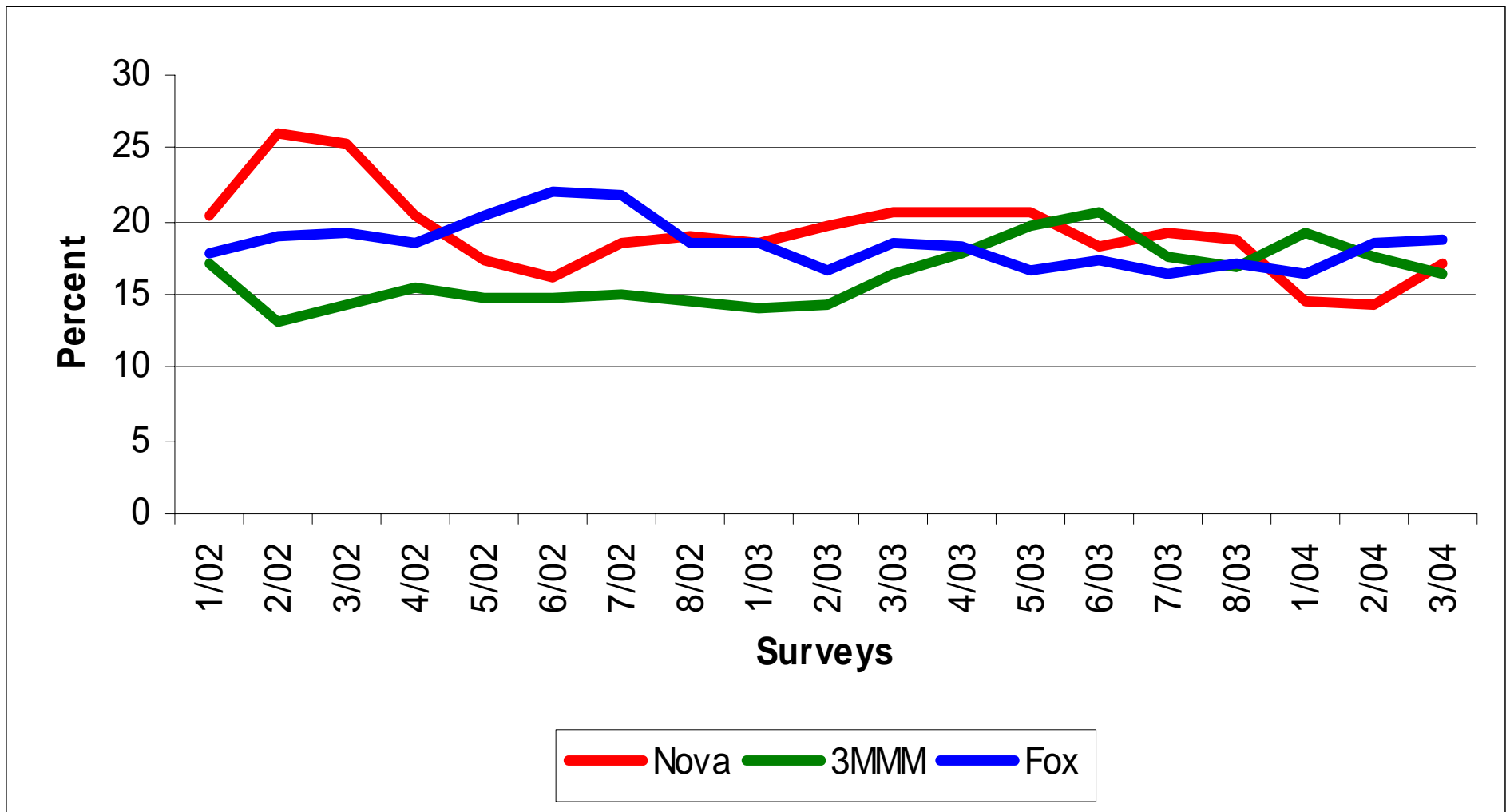
£m	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>Change</u>	<u>2004 @ 2003 rates</u>
Turnover	89.0	78.1	81.8	4.7%	12.2%
Operating Profit	13.3	10.8	12.2	13.0%	29.6%
PBT	9.7	6.8	7.6	11.8%	36.8%
EPS (adjusted)	10.06p	8.31p	10.15p	22.1%	
Dividend	5p	5p	5p	-	

Euromoney

£m	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>Change</u>	<u>2004 @ 2003 rates</u>
Advertising	30.8	26.4	25.1	-4.9%	1.9%
Sponsorship	5.7	5.7	8.4	47.4%	54.4%
Subscriptions	26.5	23.4	22.4	-4.3%	7.3%
Delegates	21.2	17.3	21.0	21.4%	26.6%
Other	4.8	5.3	4.9	-7.5%	-7.5%
Total	89.0	78.1	81.8	4.7%	12.2%

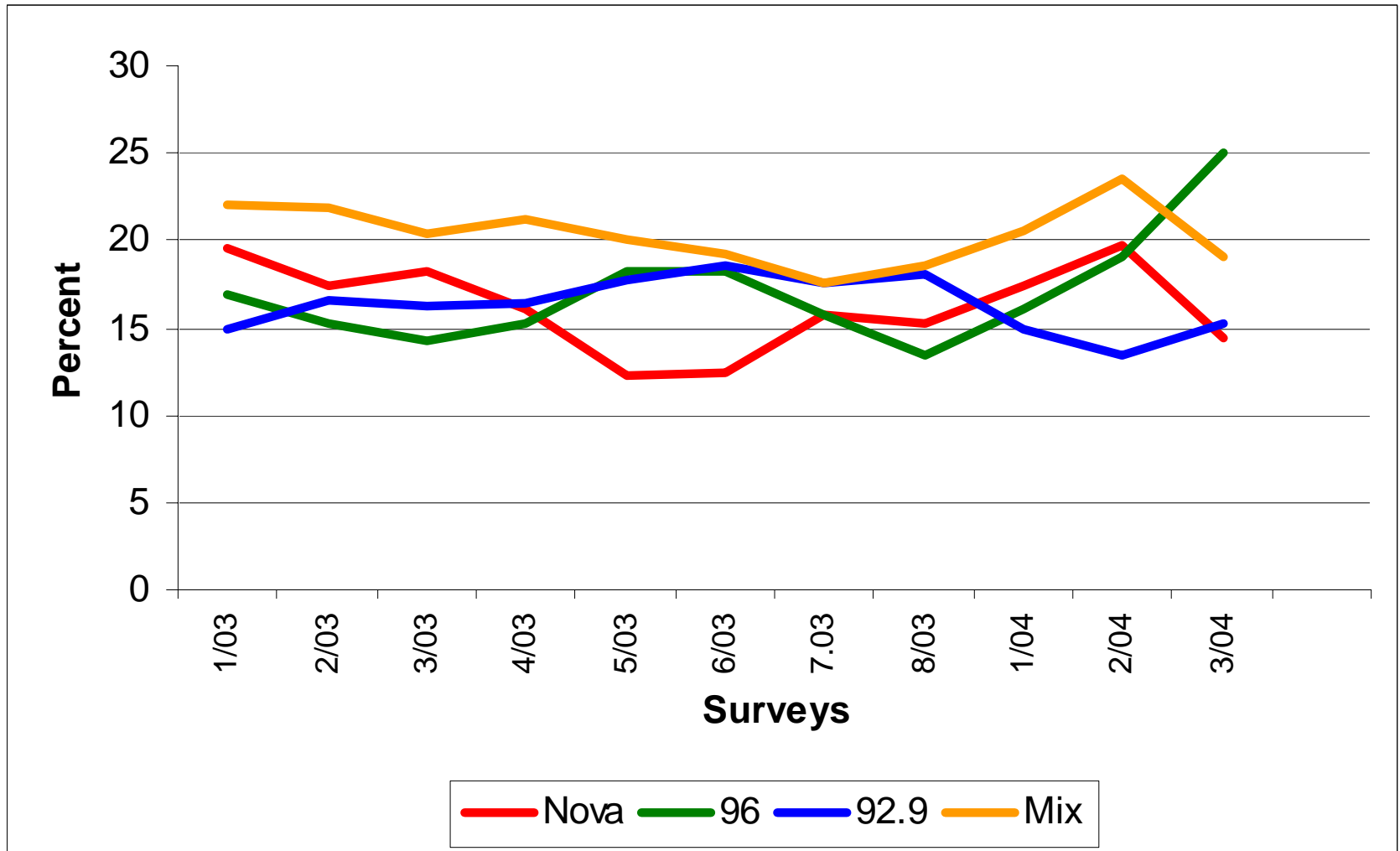
MELBOURNE RATINGS SHARE 18-39

S4 2001-S3 2004



PERTH RATINGS SHARE 18-39

S1 2003-S3 2004



FAMILY CONTROLLED WITH SPLIT SHARE STRUCTURE

	<u>Voting</u>	<u>Non-Voting</u>	<u>Total</u>
Total	5%	95%	100%
Family	88%	26%	29%

Last equity issue in 1931

A' shares issued in 1952

Structure unlikely to change voluntarily!

'A SHARES: TRADING VOLUMES

- Entered FTSE 100 in February 1999
- 73% free float = 277 m shares
- Average daily volumes of trade in half year:
>1million

DMGT 'A' TSR v FTSE 100

