

DMGT



PRELIMINARY RESULTS

YEAR ENDED 2 OCTOBER 2005

PRESENTATION TO ANALYSTS

30 NOVEMBER 2005



AGENDA

- 2005 Results
 - Peter Williams, Finance Director
- Current Trading / Recent Developments / 2006 Outlook
 - Charles Sinclair, Chief Executive



2005 RESULTS

- 2005 Results
 - Peter Williams, Finance Director



2005 FINANCIAL HIGHLIGHTS

- Turnover **up** 1% at £2.138 m
- Adjusted operating profit **up** 5% to £297 m
- Adjusted pretax profit **up** 8% to £253 m
- Statutory profit before tax **up** 31% to £163 m
- Adjusted eps **up** 11% to 46.2p
- Dividend **up** 9% to 12.0p per share

ASSOCIATED NEWSPAPERS

£ million	2005	2004	+/-%
Circulation	367	371	-1.1%
Advertising	461	471	-2.2%
Internet	30	17	74%
Other	20	19	
Turnover	<u>878</u>	<u>878</u>	0.0%
Week 53	-	13	
	<u>878</u>	<u>890</u>	-1.4%
Operating profit	95	90	5.2%
Margin	11%	10%	

Percentages calculated on actual numbers to one decimal place



ASSOCIATED NEWSPAPERS

SUMMARY OF CIRCULATION FIGURES :

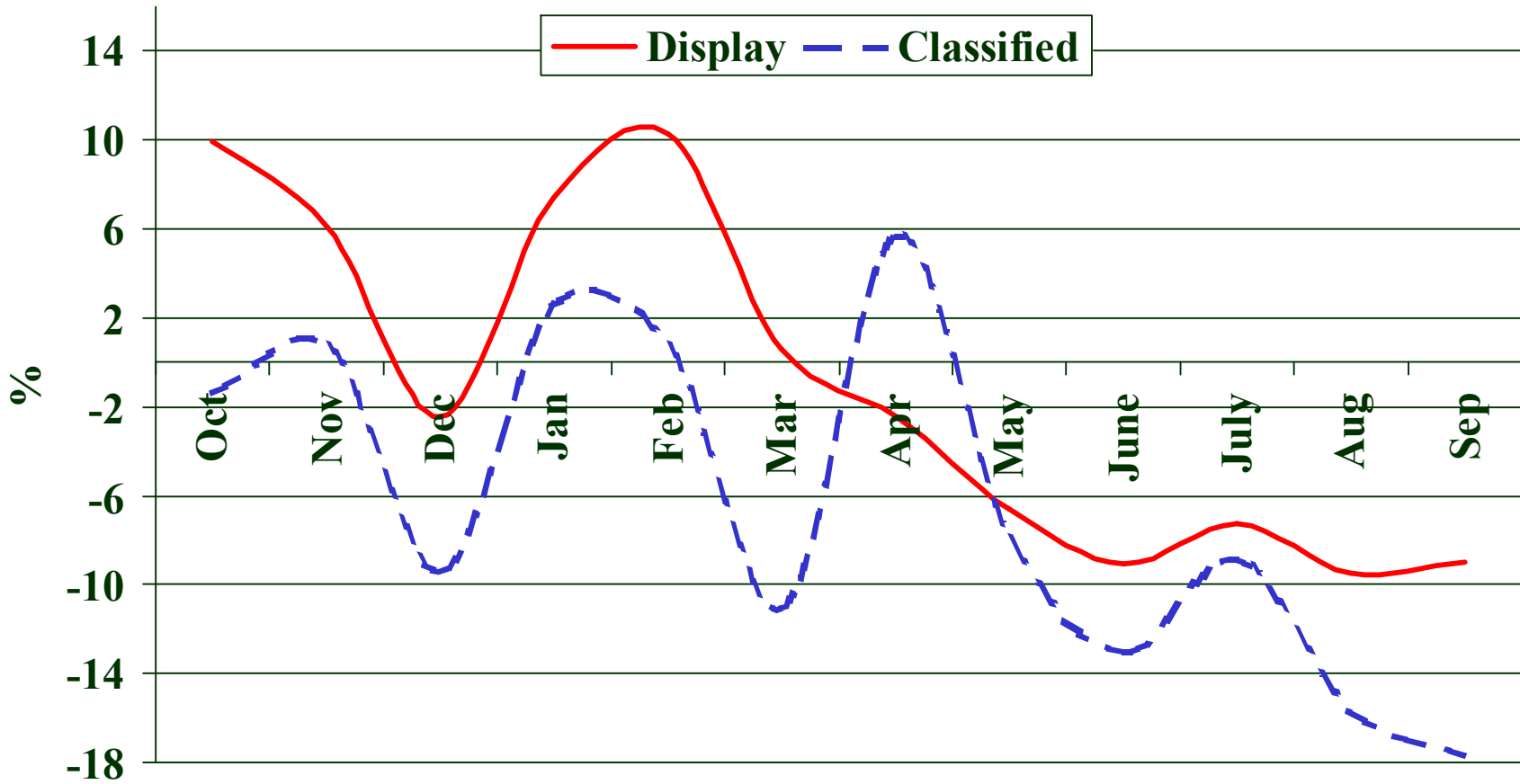
YEARLY AVERAGES

	'000	Change	Market Change
Daily Mail	2,385	-1.9%	-2.3%
The Mail on Sunday	2,351	-0.4%	-3.1%
Evening Standard*	385	9.4%	
Metro	1,006	8.2%	
Ireland on Sunday	139	-8.6%	

*includes Lite edition since Dec 2004

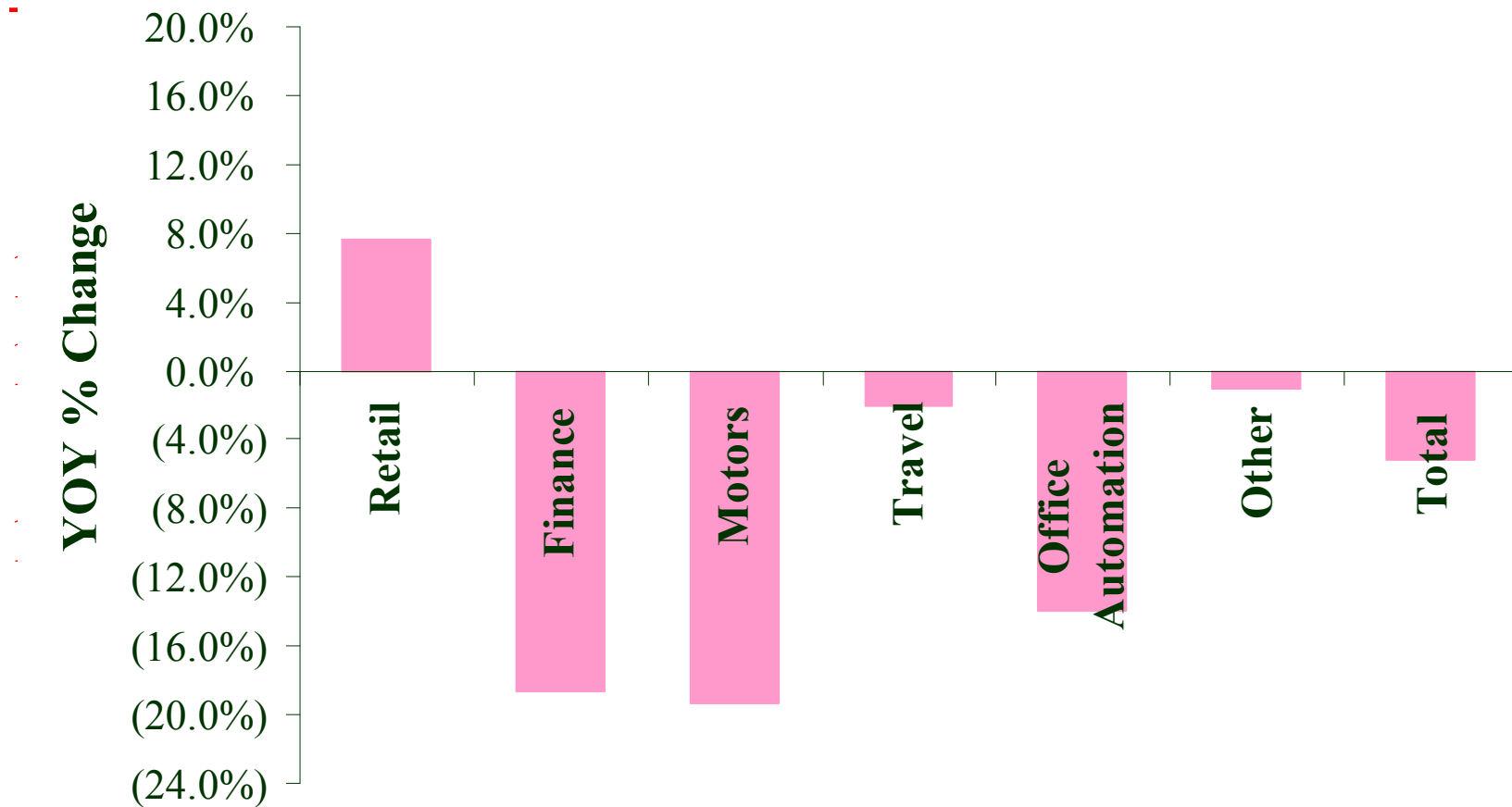


ASSOCIATED NEWSPAPERS ADVERTISING REVENUE MONTHLY Y-O-Y TOTAL %





ASSOCIATED NEWSPAPERS DAILY MAIL DISPLAY BY CATEGORY





NORTHCLIFFE NEWSPAPERS

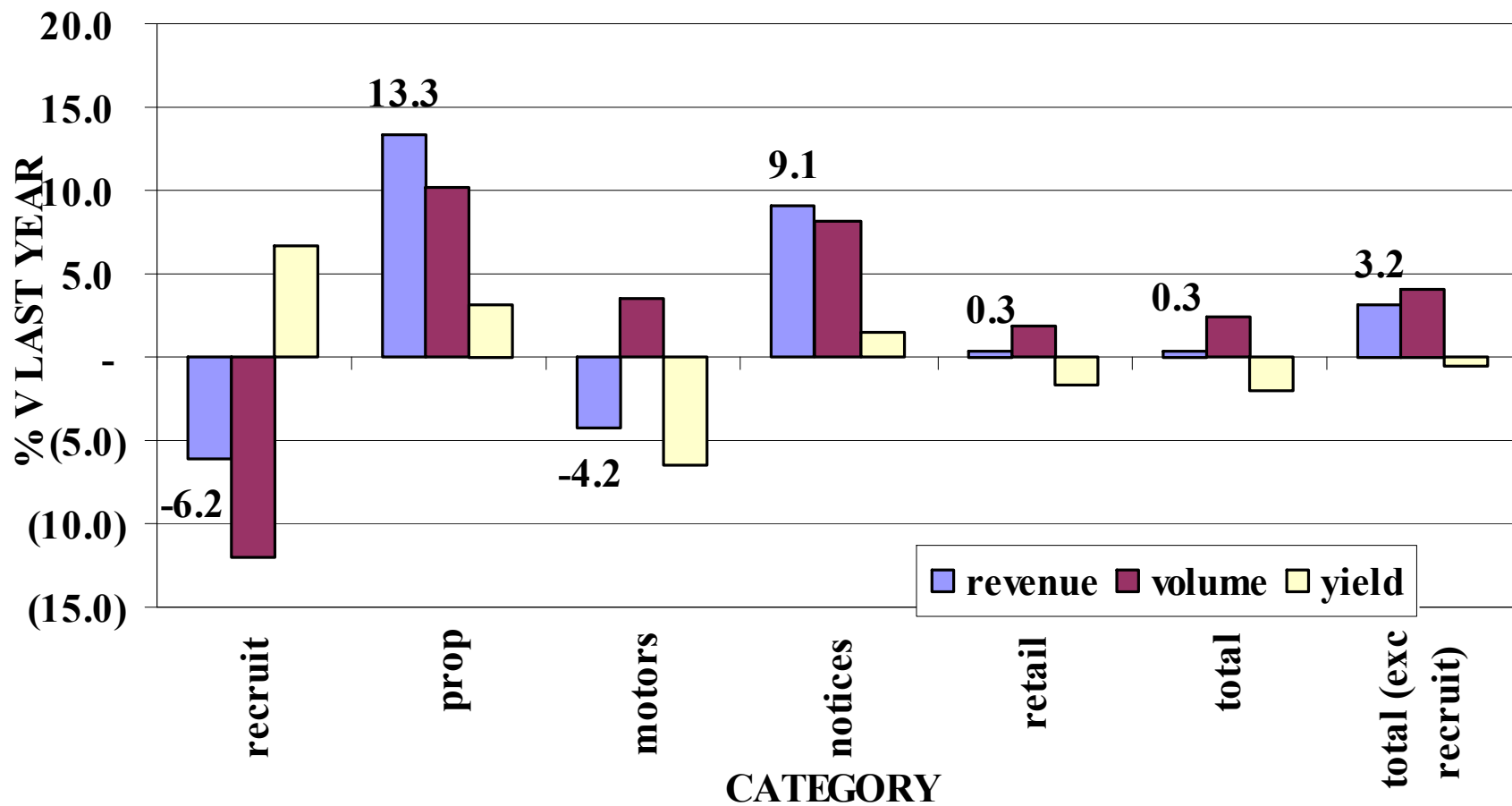
£ million	2005	2004	+/- %
Publishing			
Circulation	99	96	3%
Advertising	342	333	3%
Other income	22	22	-3%
Contract printing	24	25	-4%
Retail shops	33	33	2%
	<hr/> 520	<hr/> 510	2%
Week 53	-	10	
Turnover	<hr/> 520	<hr/> 519	0%
Operating Profit	102	101	0%
Margin	20%	19%	

Contract printing excludes sales to Associated of £17 million (2004 £17 million).



NORTHCLIFFE NEWSPAPERS

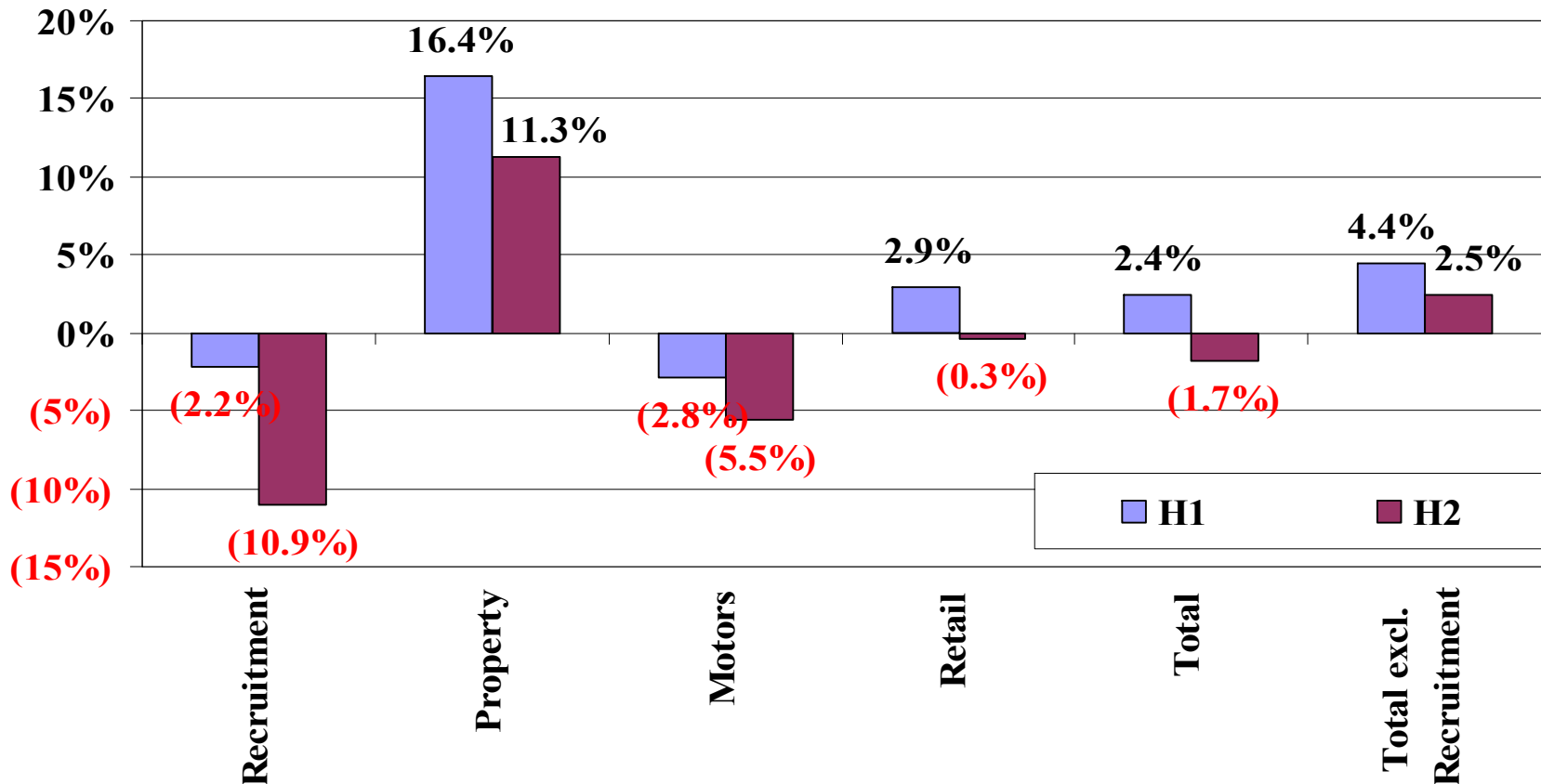
UK ADVERTISING : YEAR ON YEAR CHANGE





NORTHCLIFFE NEWSPAPERS

1ST / 2ND HALF REVENUE SPLIT BY CATEGORY



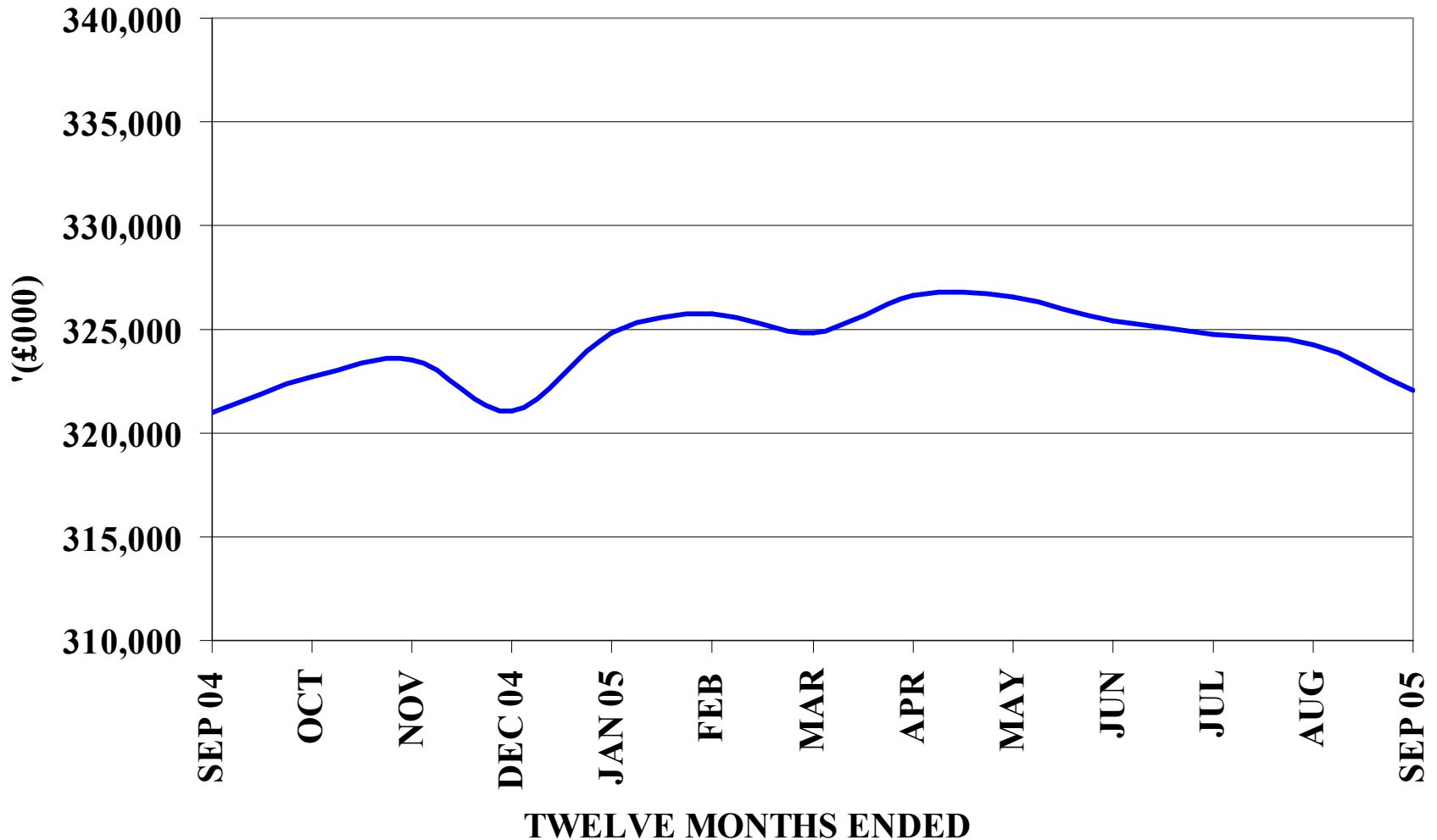
Year on year growth per category (52 weeks), excluding Bargain Pages and Metro



NORTHCLIFFE NEWSPAPERS

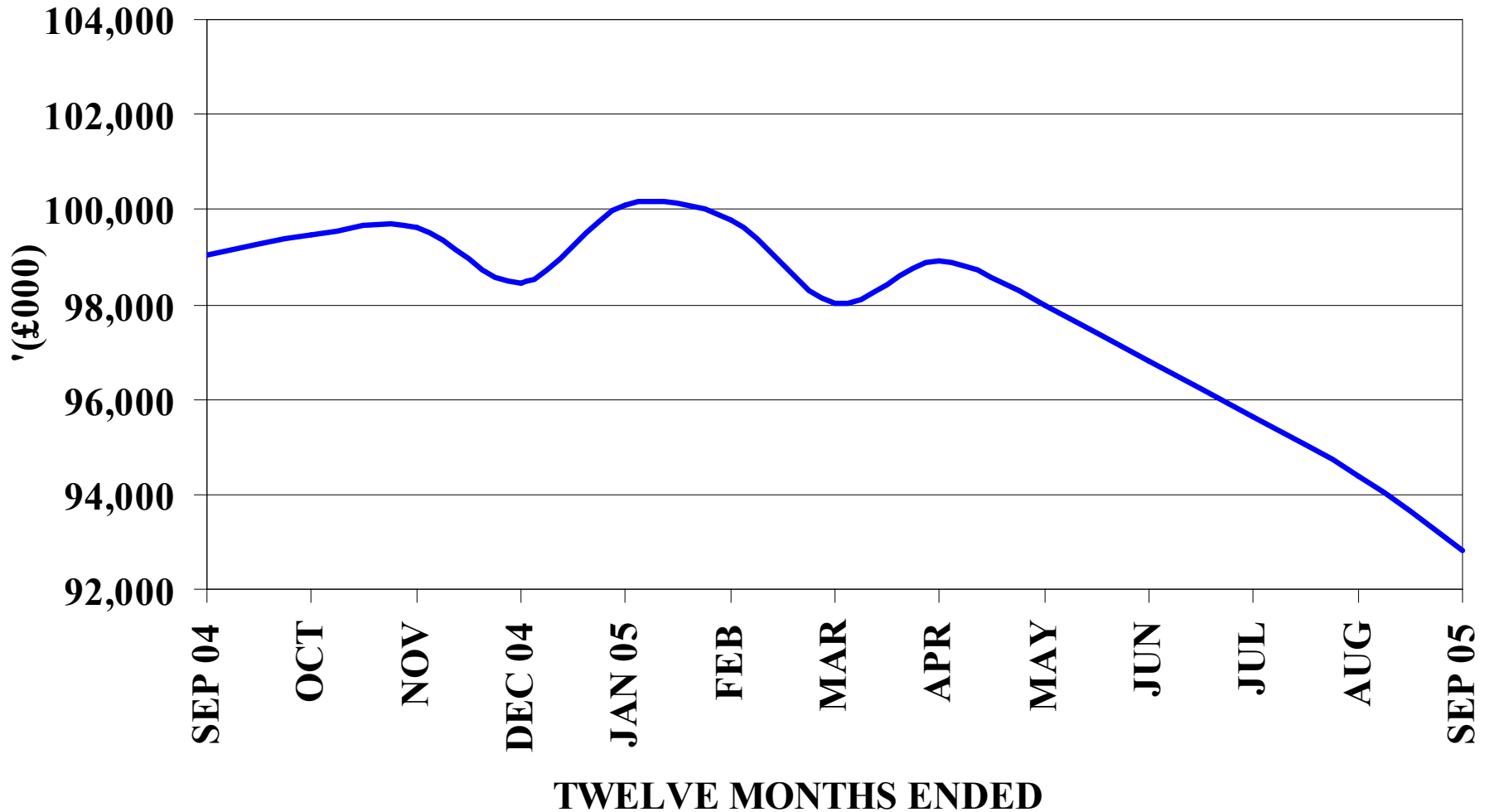
CLASSIFIED TOTAL REVENUES

MOVING ANNUAL TOTALS



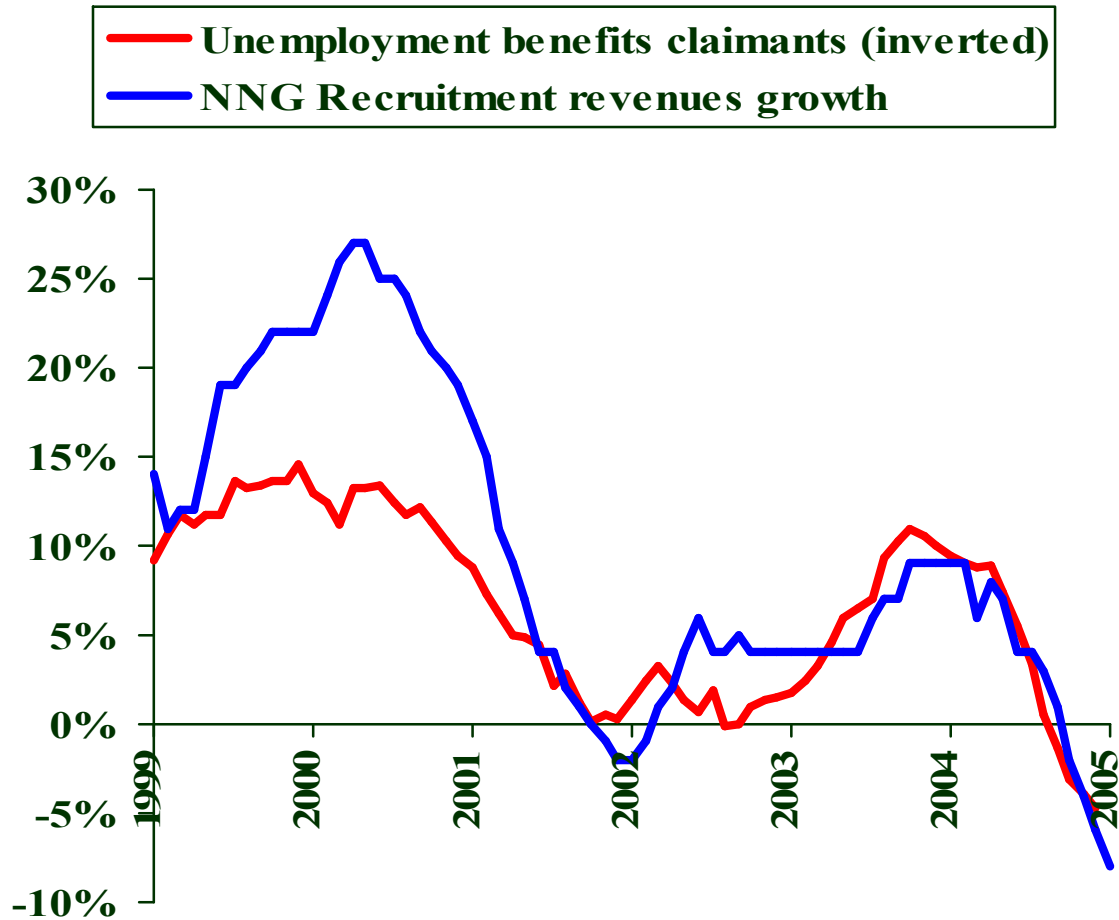


NORTHCLIFFE NEWSPAPERS CLASSIFIED EMPLOYMENT REVENUES MOVING ANNUAL TOTALS





NORTHCLIFFE NEWSPAPERS MONTHLY REVENUE FROM RECRUITMENT ADVERTISEMENTS FY03/04-FY05/06





DMG INFORMATION

£ million		2005	2004	+/- %
Turnover	B to B	174	143	21%
	Careers	121	114	6%
		<u>295</u>	<u>257</u>	15%
Operating profit	B to B	51	35	47%
	Careers	5	5	8%
	Central costs	<u>(4)</u>	<u>(3)</u>	
		<u>52</u>	<u>37</u>	43%
Margin	B2B	29%	24%	
	Careers	4%	4%	

Percentages calculated on actual numbers to one decimal place



DMG INFORMATION

- Key events covered in presentation on 27/09/05
- Ahead of £49m estimate
 - caution in each business adds up!
 - late bookings in India



EUROMONEY INSTITUTIONAL INVESTOR

£ million	2005	2004	+/- %
Turnover	196	175	12%
Operating profit	39	31	27%
Margin	20%	18%	

Percentages calculated on actual numbers to one decimal place



EUROMONEY INSTITUTIONAL INVESTOR

- Growth driven by event and training businesses
 - now 53% of operating profit
- Strong growth of recent acquisitions
 - HFI, IMN, CEIC
- ISI performing well



DMG WORLD MEDIA

£ million	2005	2004	+/- %
Turnover	152	145	5%
Operating profit	25	26	-3%
Margin	16%	18%	

Percentages calculated on actual numbers to one decimal place



DMG WORLD MEDIA

- Good year despite timing negatives
- Cyclical down year less pronounced
 - no Index show
 - but Gastech offset Global Petroleum Show
- Consumer shows struggling - attendances generally down
- Non-consumer shows strong
- Growth from strategic acquisitions and new launches
- Underlying growth 11%



DMG BROADCASTING

£ million	2005	2004	+/- %
Turnover			
Television	63	75	-19%
Radio	34	48	-40%
	<u>97</u>	<u>122</u>	-26%
Operating profit			
Television	2.2	15.6	
Radio	(0.4)	3.8	
	<u>1.8</u>	<u>19.4</u>	
Margin			
Television	3%	21%	
Radio	-1%	8%	

Percentages calculated on actual numbers to one decimal place



DMG BROADCASTING TELETEXT

- TV revenues down 14%
 - tough travel market
 - online competition
 - terminal decline of analogue service
- Extensive restructuring
- Launch of Teletext on ITV digital service in June
- Online growing strongly, up 70%+



DMG BROADCASTING DMG RADIO

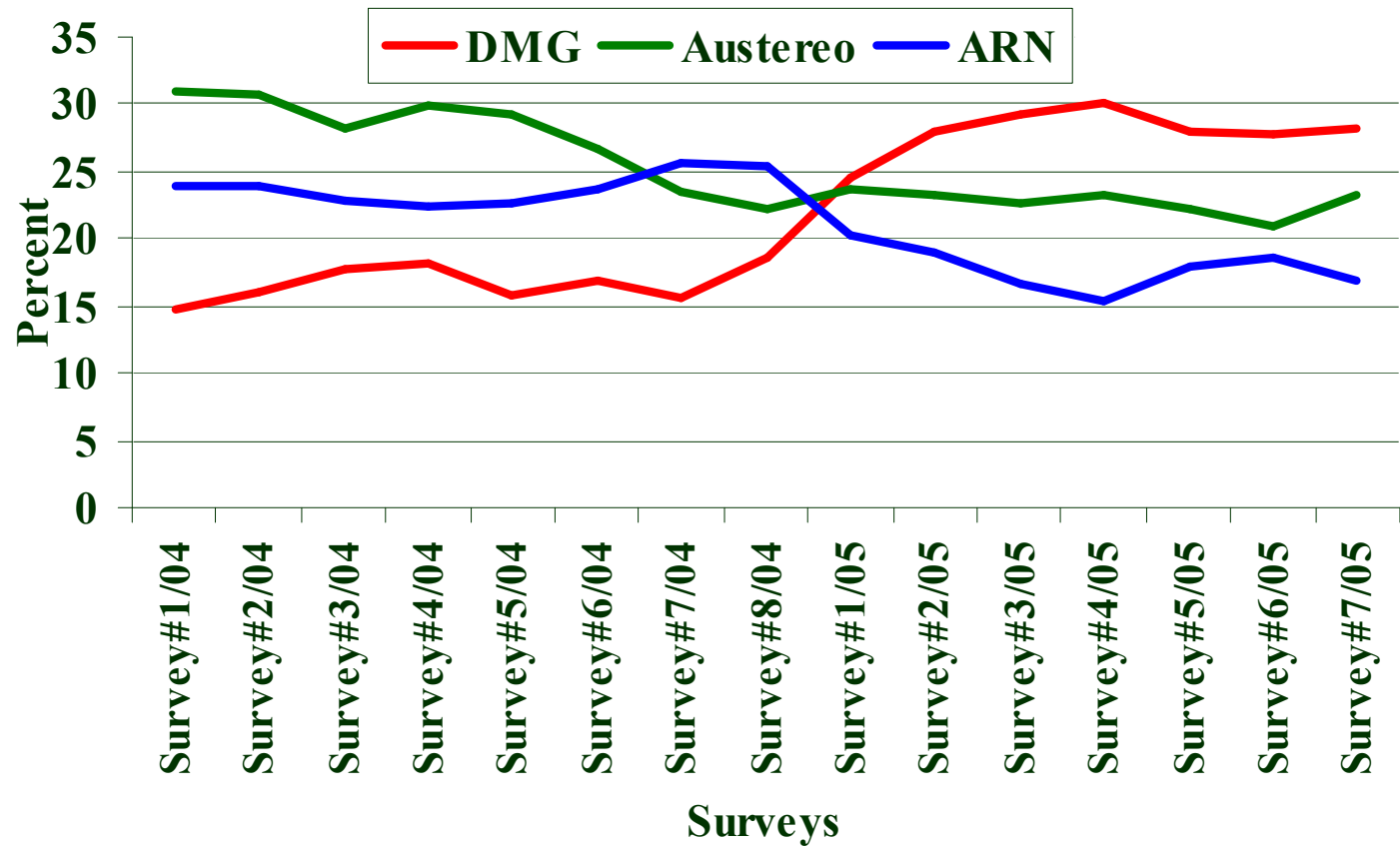
- Sale in Sept 04 of regional stations
- Final year of launches - break-even
- Underlying revenue growth 39%
- Nova network complete
 - got to No 1 under 40 in all 5 markets
- Launch of new Vega stations



ADELAIDE MARKET RATINGS

ADELAIDE RATINGS SHARE ALL ADULTS

S1 2004 - S7 2005





OPERATING PROFIT

£million	2005	2004
National Newspapers	95.1	90.3
Regional Newspapers	101.6	100.5
Information Publishing	51.6	36.7
Euromoney	39.0	30.6
Exhibitions	24.6	25.8
Broadcasting	1.8	19.4
Unallocated central costs	(16.4)	(19.7)
Operating profit	297.3	283.6

Operating profit before amortisation, impairment and exceptional items



ADJUSTED PROFIT BEFORE TAX

£ million	2005	2004
Adjusted operating profit	297	284
Joint ventures & associates	8	10
Investment income	3	3
Net interest	(55)	(63)
Adjusted profit before tax	<u>253</u>	<u>234</u>



EXCEPTIONAL ITEMS

£ million

	2005	2004
Reorganisation and redundancy	(13.9)	-
Write down of press equipment	-	(17.8)
Profits on sale of fixed assets	10.9	6.1
Profits on disposal of businesses	2.3	5.3
Amounts written off investments	(2.5)	-
	<u>(3.2)</u>	<u>(6.4)</u>

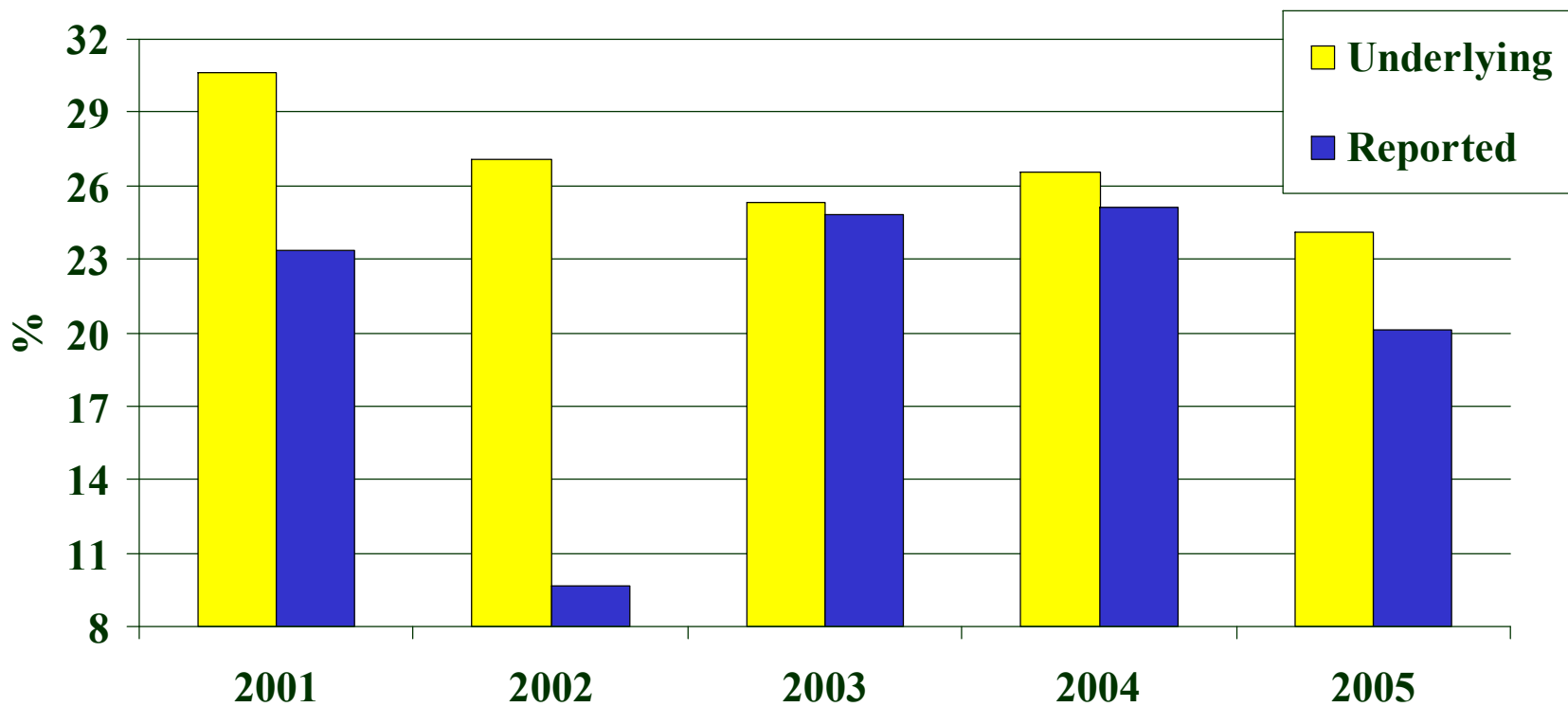


PROFIT BEFORE TAX

£ million	2005	2004
Adjusted profit before tax	253	234
Amortisation	(81)	(87)
Impairment	(6)	(16)
Exceptional items	(3)	(6)
Profit before tax	<u>163</u>	<u>125</u>



TAXATION





RESULTS

£million	2005	2004
Profit before tax	163	125
Taxation	(53)	(57)
Profit after tax	<u>110</u>	<u>67</u>
Minorities	(11)	(6)
Group Profit	<u><u>99</u></u>	<u><u>62</u></u>
Adjusted EPS	46.2p	41.6p



CASHFLOW

£million

Operating profit pre amortisation	297
Income from joint ventures and associates	8
Depreciation	73
	<hr/>
	378
	<hr/> <hr/>
Trading / Investment Cashflow	367
Conversion of profits into cash	97%



MOVEMENT IN NET DEBT

£ million	2005	2004
Trading/Investment cashflow	367	395
Capital Expenditure	(95)	(103)
Debt servicing	(53)	(61)
Taxation	(36)	(14)
Equity Servicing	(51)	(45)
Free Cashflow	132	172
Hedging / Other	(9)	42
Own shares	(15)	(4)
Disposals	43	102
Acquisitions	(138)	(219)
Change in net debt	13	93



MAIN ACQUISITIONS DURING YEAR

	£million
Lewtan	20
George Little Management (further 15%)	18
AD:Tech	9
dmg world media bolt on acquisitions	13
Find a Property	8
Deferred consideration	21



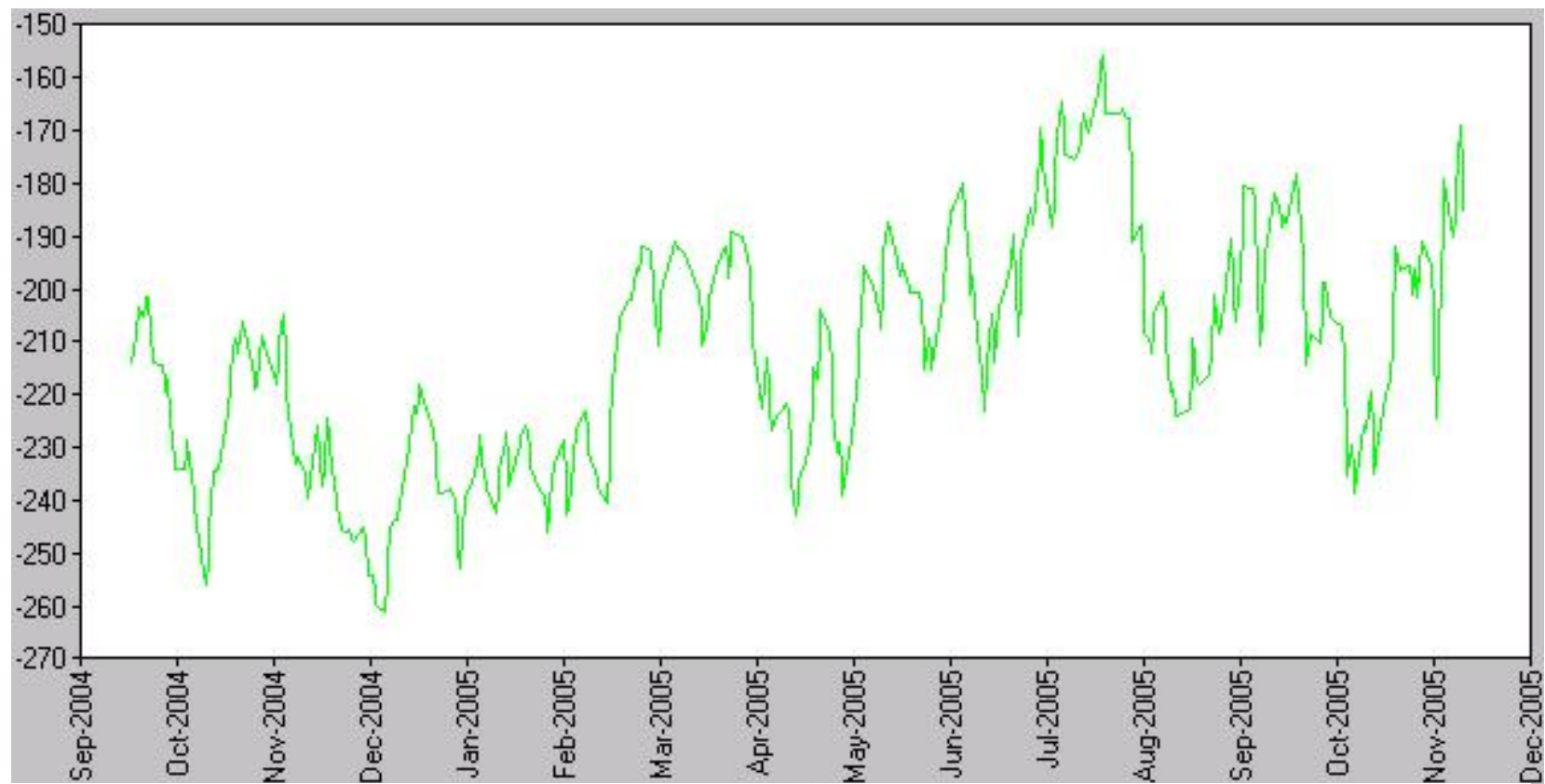
IFRS

- Applicable from 2005/6
- 2004/5 re-stated numbers
- Impact on 2004/5 adjusted PBT

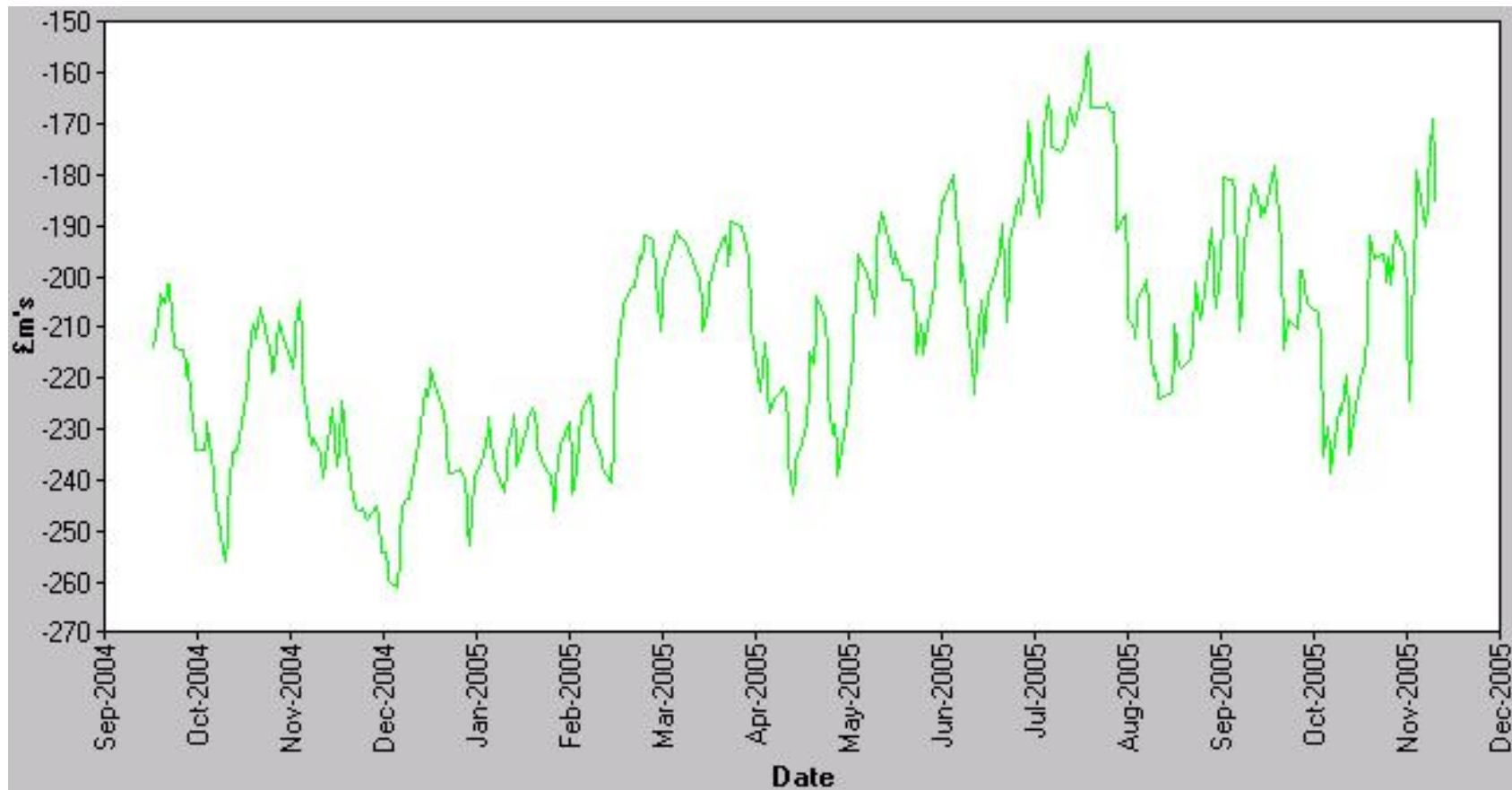


IFRS KEY IMPACTS

- Pensions
- Goodwill
- Share-based payments
- Deferred tax
- IAS39?



DAILY FRS DEFICIT OF DMGT DEFINED BENEFIT SCHEMES





PENSIONS

- Defined benefit schemes remain open
- Introduction of Pension + option
- 75% take-up of Pension +
- 2005/6 IAS19 net charge will equal SSAP 24 estimate
 - in turn, equal to 2004/5 charge



SUMMARY

- A record year for DMGT
 - strong growth for DMGI and Euromoney
 - difficult advertising markets for consumer businesses in second half
 - non-newspaper contribution up to 44%



OUTLOOK

- 2006 Outlook
 - Charles Sinclair, Chief Executive



CURRENT TRADING AND OUTLOOK ASSOCIATED NEWSPAPERS

- No sign of recovery in advertising markets yet
- Fierce competitive circulation activity
- But recent cover price movements by competitors encouraging
- In negotiations on newsprint
- Reduction in loss makers
- Investment in digital properties



CURRENT TRADING NORTHCLIFFE NEWSPAPERS

- Advertising markets difficult
 - particularly recruitment, currently down 20% + yoy
 - no sign of migration to online
 - property still performing well, but slowing
 - motors tough
- Underlying costs ex-newsprint running £15m down yoy



AIM HIGHER NORTHCLIFFE NEWSPAPERS

- Project making good progress
- Target savings increased from £20m pa to £30m pa
- Exeter and Swansea presses closed
- Achieved savings £11m pa
- NNG UK headcount down 7% (500) since Oct 04



REVIEW AND POSSIBLE SALE NORTHCLIFFE NEWSPAPERS

- Review has demonstrated how to increase returns beyond Aim Higher
- But still below peers
- Prices being paid unjustifiable to DMGT
 - better opportunities in other divisions
- Therefore test market for sale of Northcliffe



REVIEW AND POSSIBLE SALE NORTHCLIFFE NEWSPAPERS

- In event of sale,
 - repay substantial proportion of net proceeds to shareholders
 - pay down debt to reflect maintained credit rating
 - ability to continue current acquisition and investment programme



CURRENT TRADING AND OUTLOOK DMG INFORMATION

- Continued growth in B-to-B
 - started new financial year strongly
 - investment in new products
 - margins at right level
 - looking at new opportunities
- IFRS2 charge for RMS options scheme
- Continued recovery at Careers



CURRENT TRADING AND OUTLOOK EUROMONEY

- Another good start to new year
- The wonders of properly designed Executive schemes!



CURRENT TRADING AND OUTLOOK DMG WORLD MEDIA

- Up year in cycle
- Trade shows strong - AD:Tech, Index, Big 5
- Consumer shows slow
- Further overall growth
 - nine launches planned
 - continuing regional expansion particularly in Asia



CURRENT TRADING AND OUTLOOK DMG BROADCASTING

Teletext

- Expect further year of overall revenue decline
 - analogue fall v strong digital and web growth
- Cost base adjusted accordingly
- Review of licence fee
- Encouraged by adoption of digital services - already 3m viewers per week



CURRENT TRADING AND OUTLOOK DMG BROADCASTING

Radio

- Looking for further substantial revenue growth at Nova
 - despite slowing growth in advertising markets
 - first full year of national network
- Vega will be slower to grow - older audience
 - loss making this year



SUMMARY OUTLOOK

- A continuing tale of two halves
- No sign of improvement in our UK consumer advertising markets
- Competition as ever at nationals, but cover price movements
- Continued strong growth in non-newspaper divisions
- Latter likely focus of expansion
- May reach 50% of profits this year!

DMGT



END

www.dmgmt.co.uk

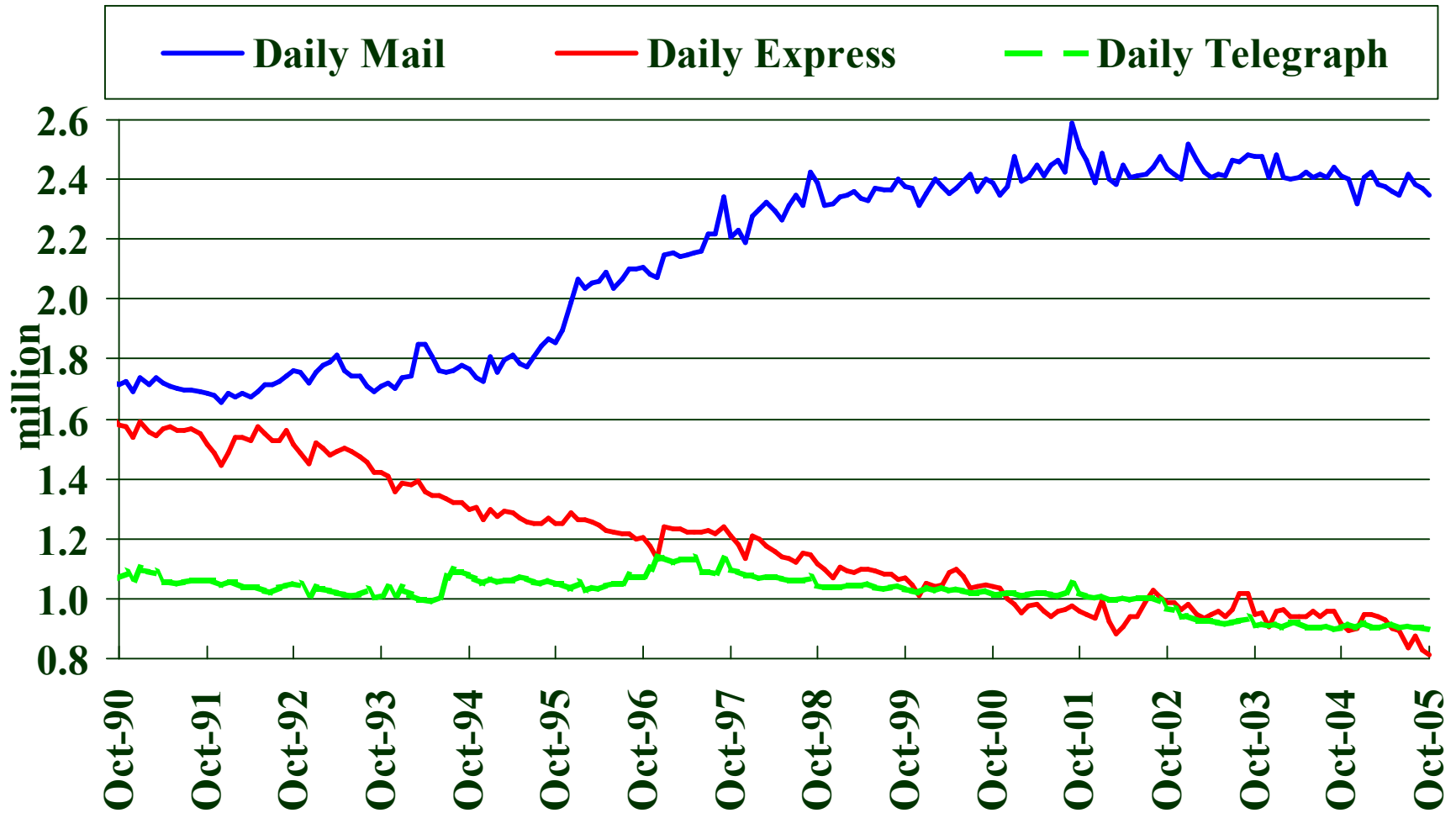
DMGT



APPENDICES



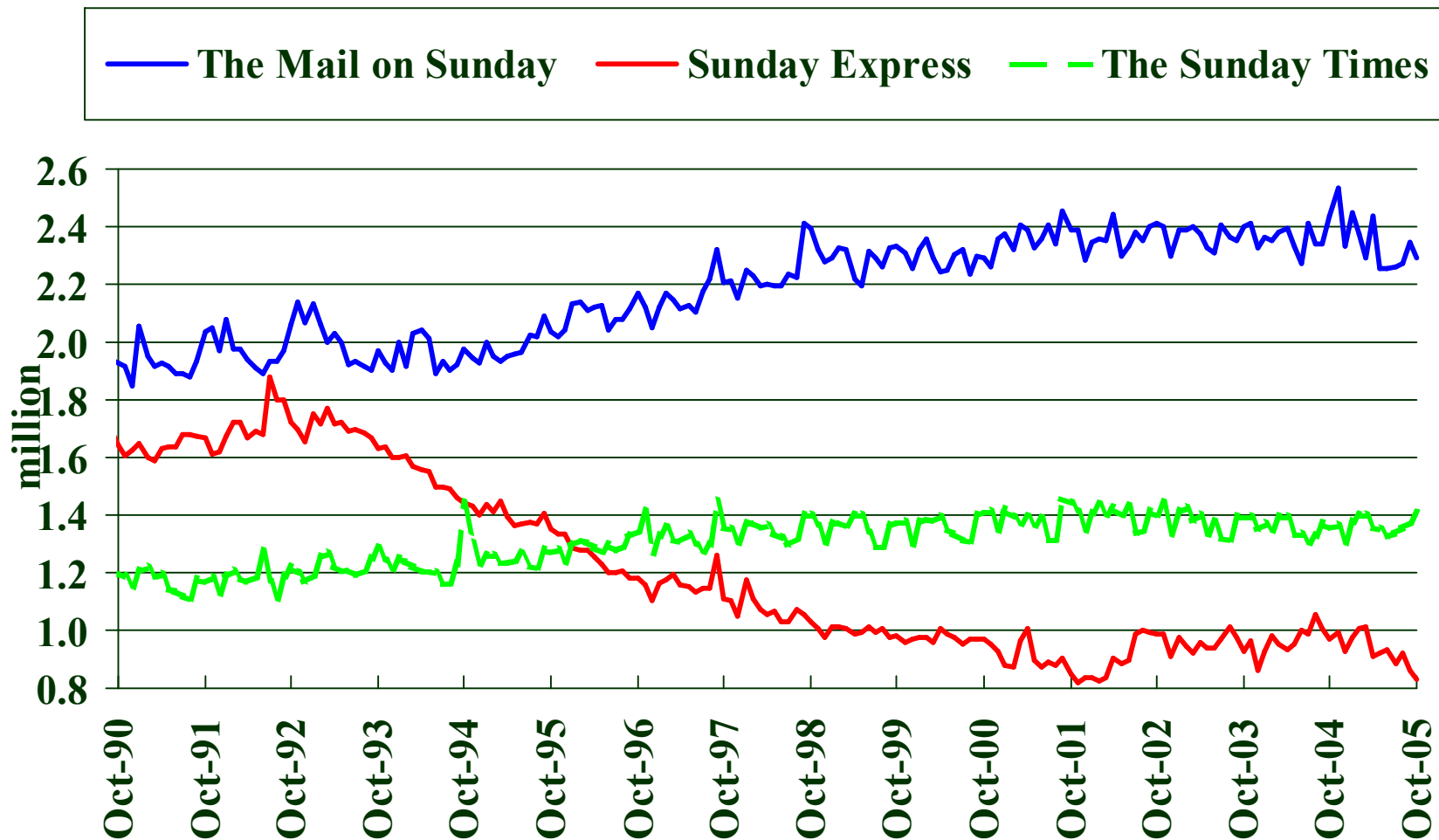
DAILY MAIL CIRCULATION COMPARISON



ABC audited figures

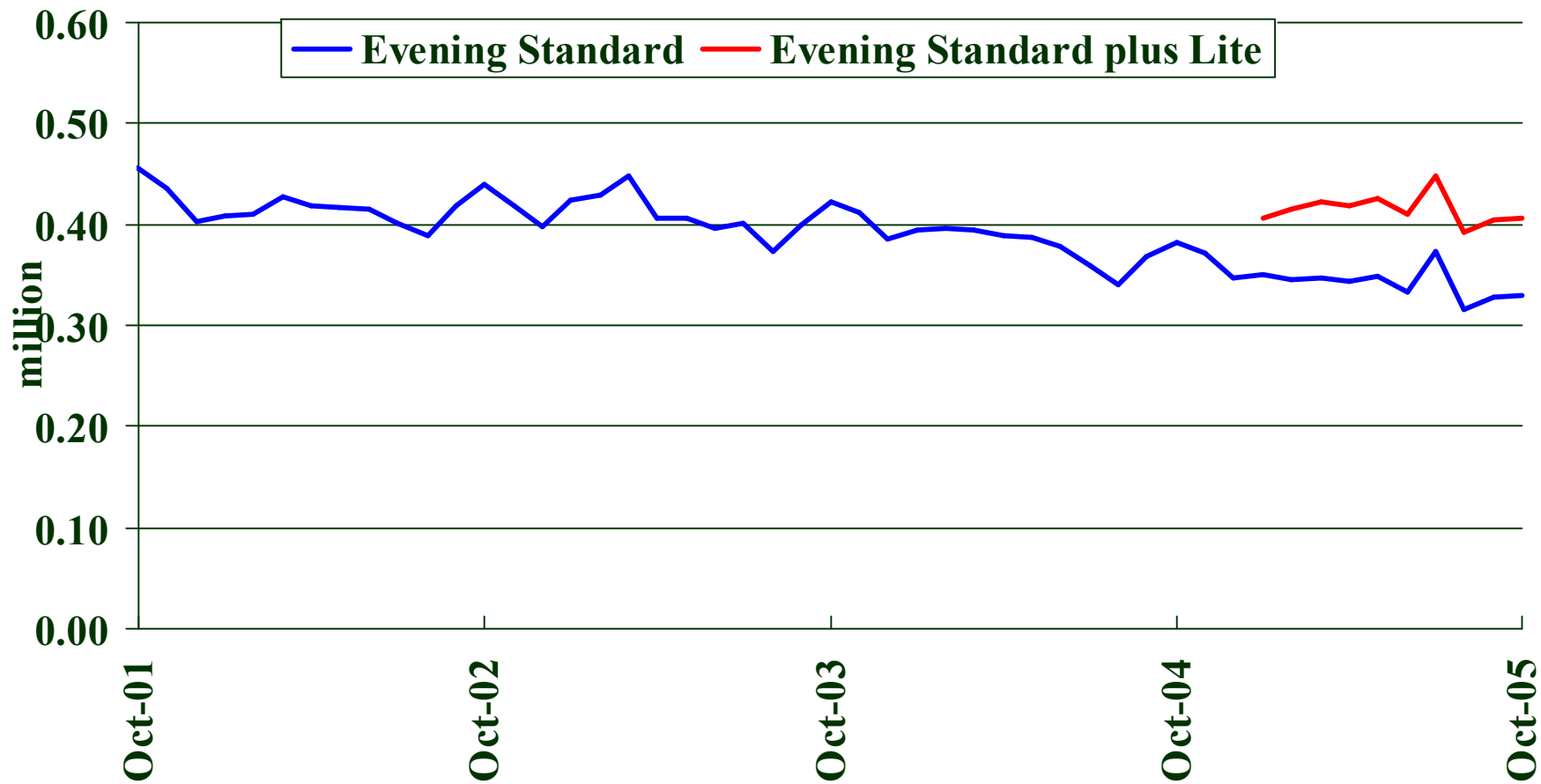


THE MAIL ON SUNDAY CIRCULATION COMPARISON



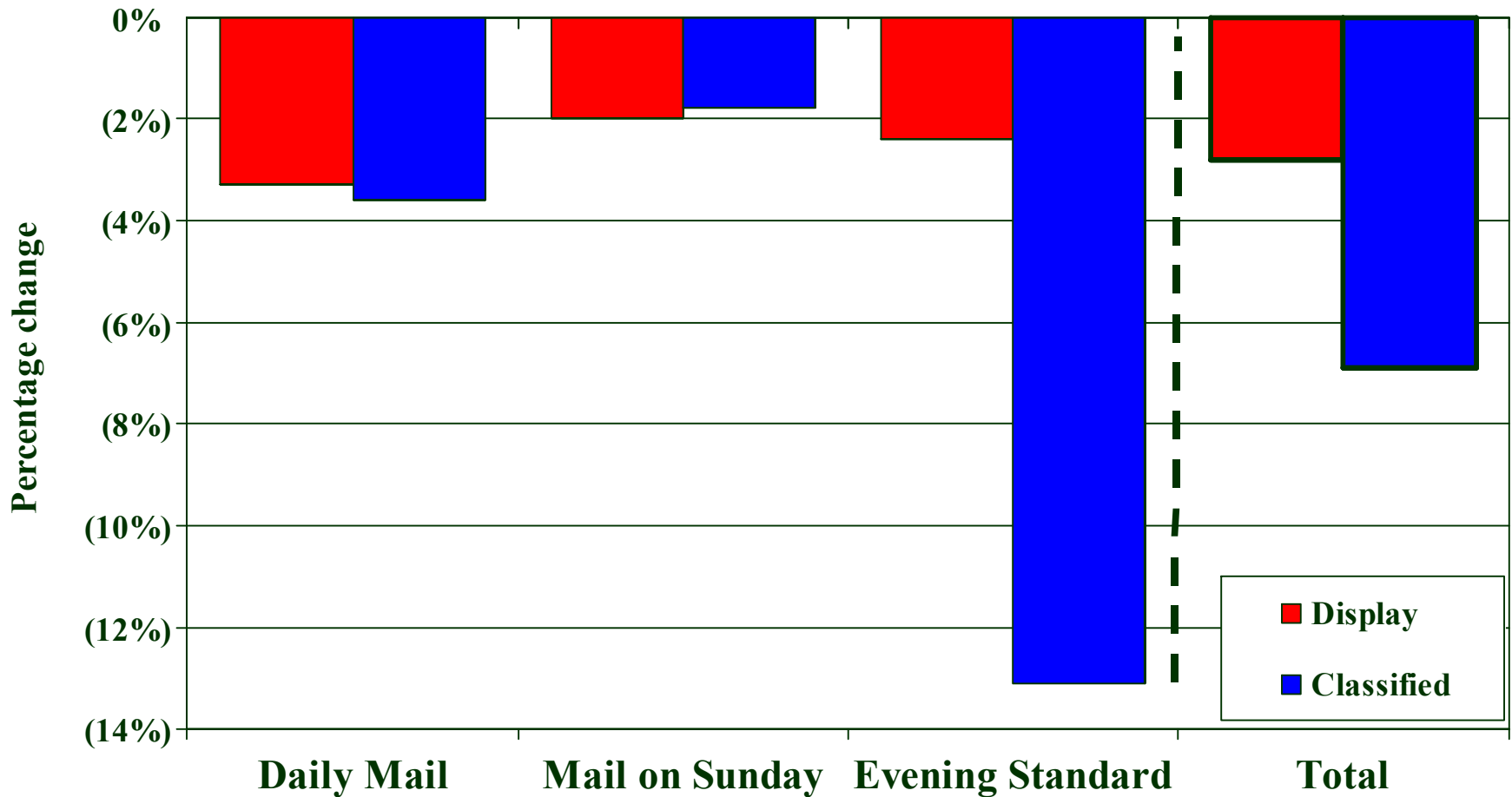


EVENING STANDARD CIRCULATION



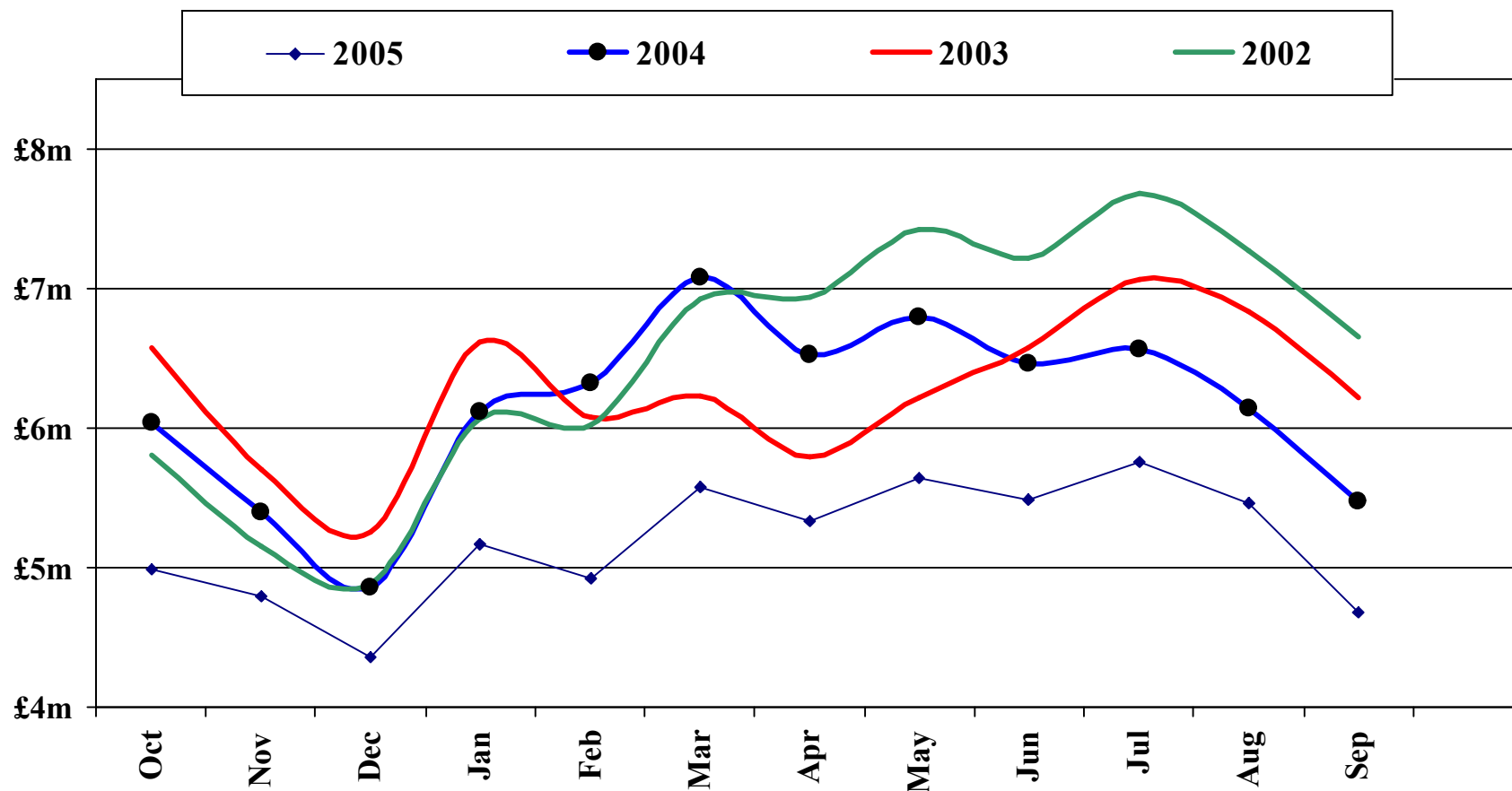


ASSOCIATED NEWSPAPERS ADVERTISING REVENUE: Y-O-Y CHANGE



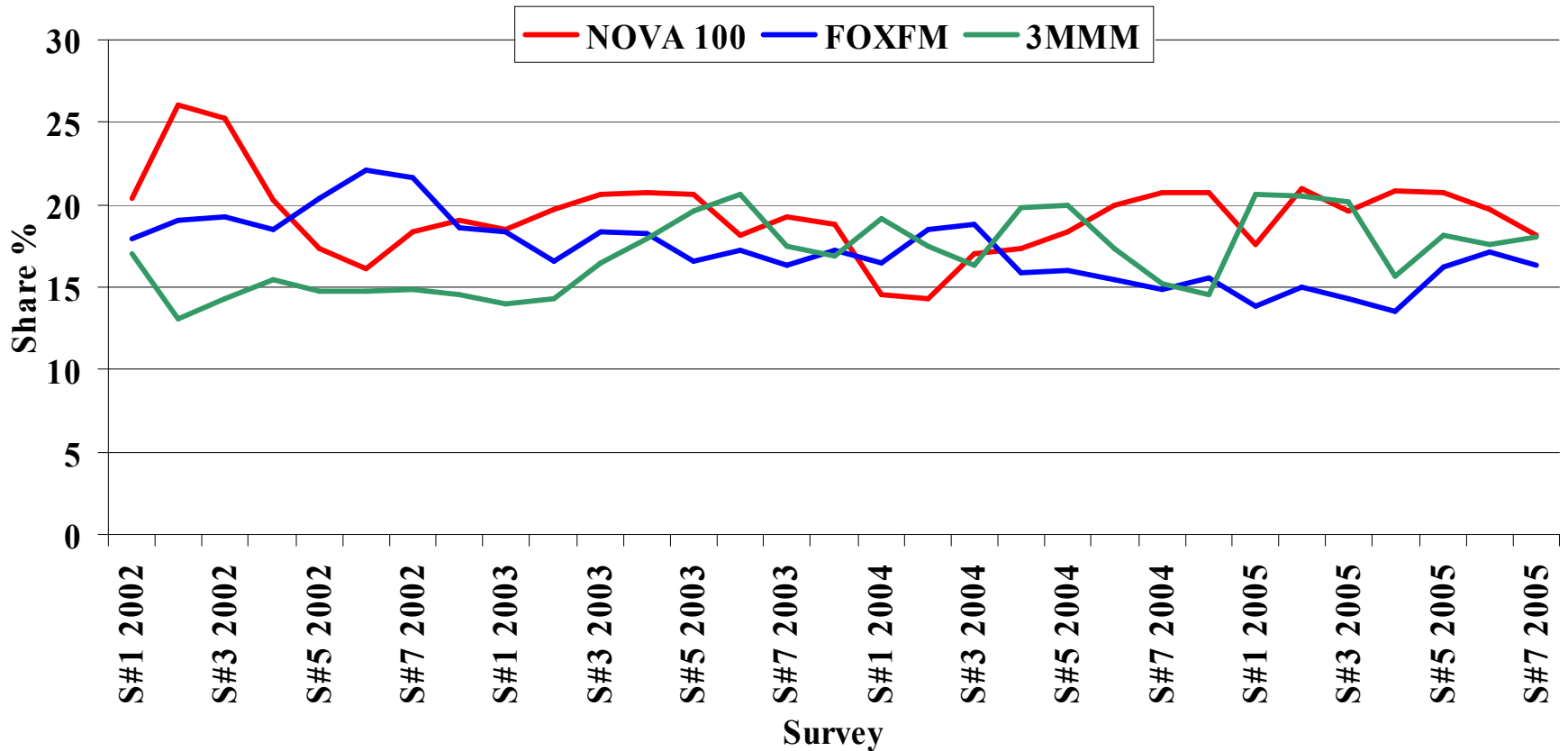


TELETEXT MONTHLY ADVERTISING REVENUES



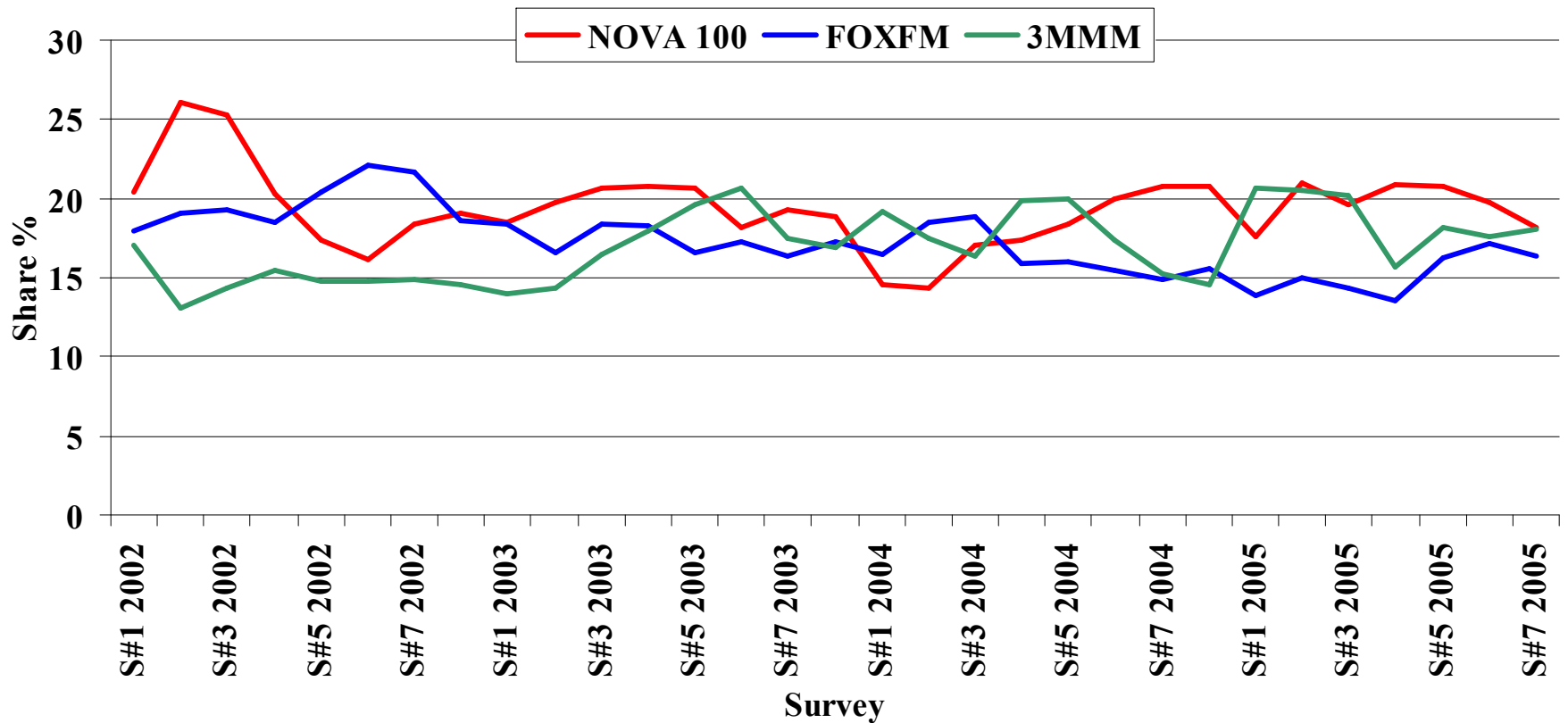


DMG BROADCASTING ADELAIDE RATINGS SHARE ALL ADULTS S1 2004 - S7 2005



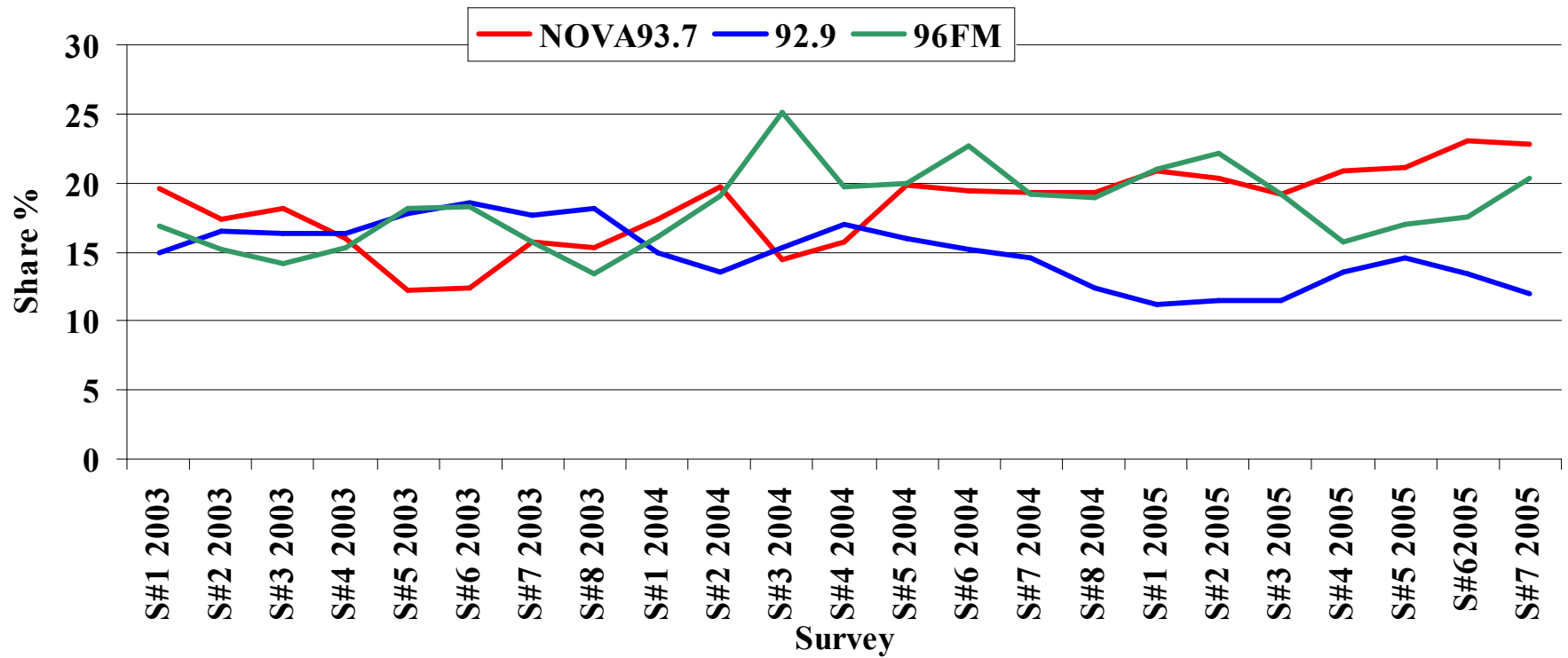


DMG BROADCASTING MELBOURNE RATINGS SHARE 18-39 S1 2002 - S7 2005



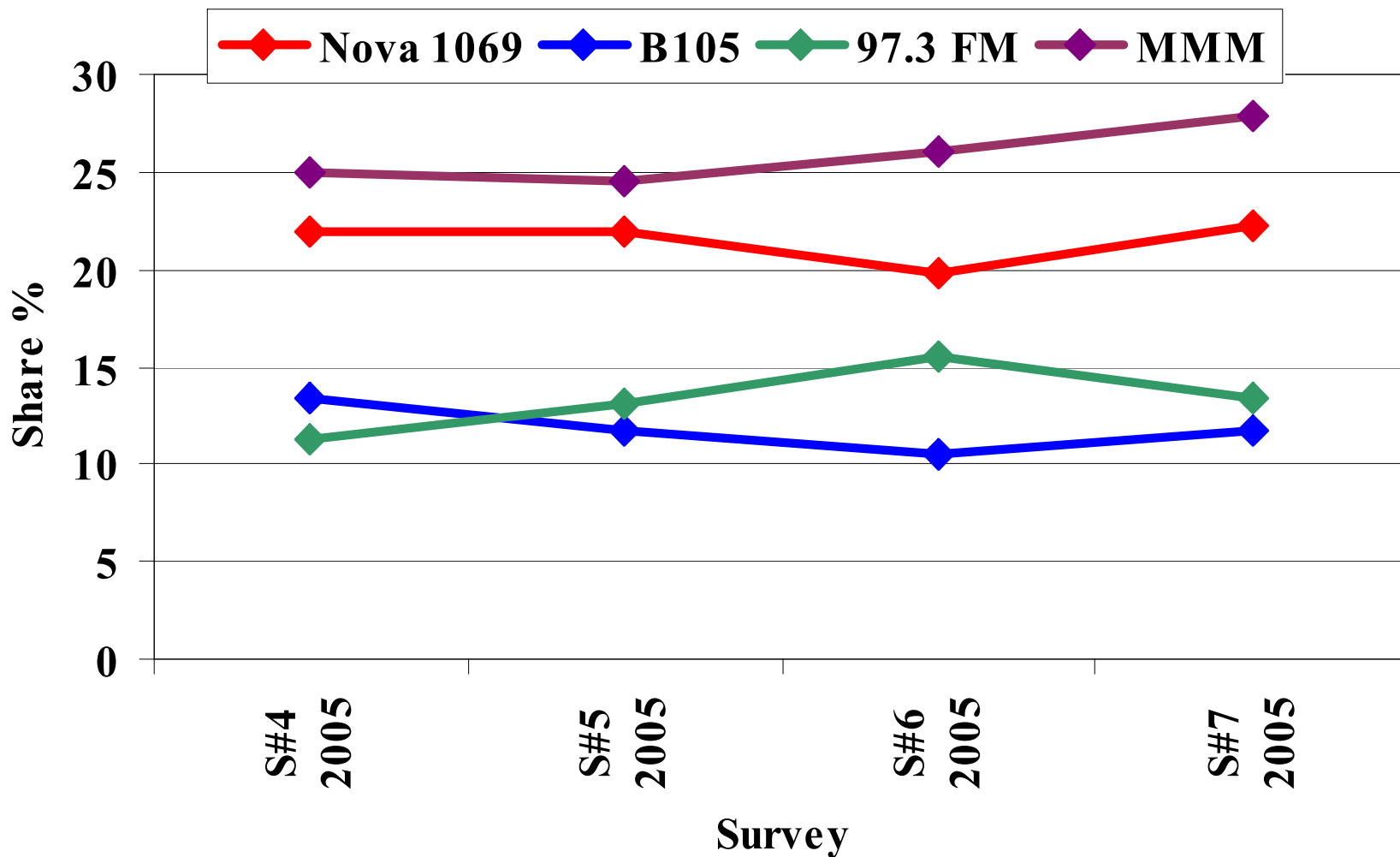


DMG BROADCASTING PERTH RATINGS SHARE 18-39 S1 2003 - S7 2005



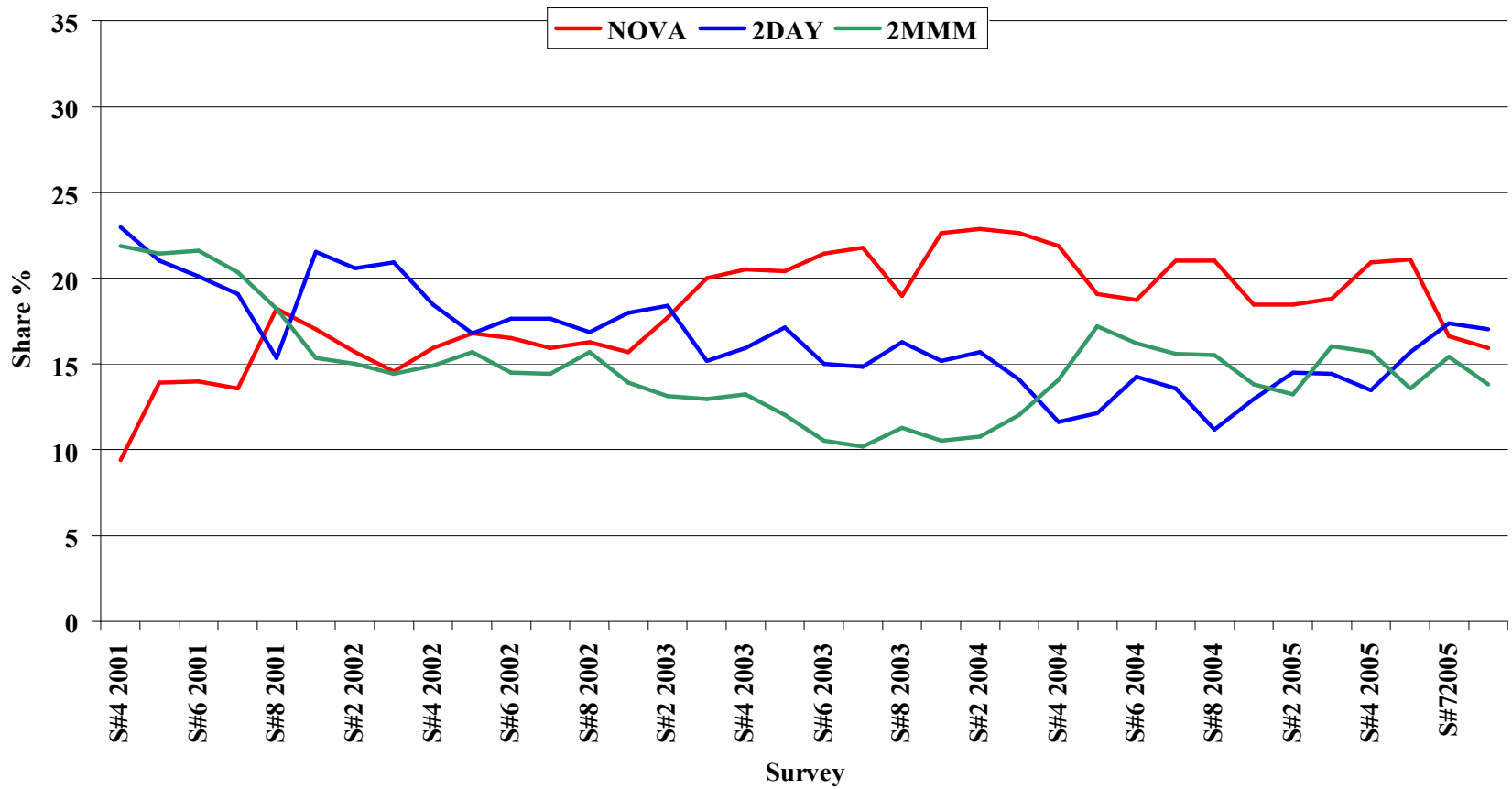


DMG BROADCASTING BRISBANE RATINGS SHARE 18-39 S4 2005 - S7 2005



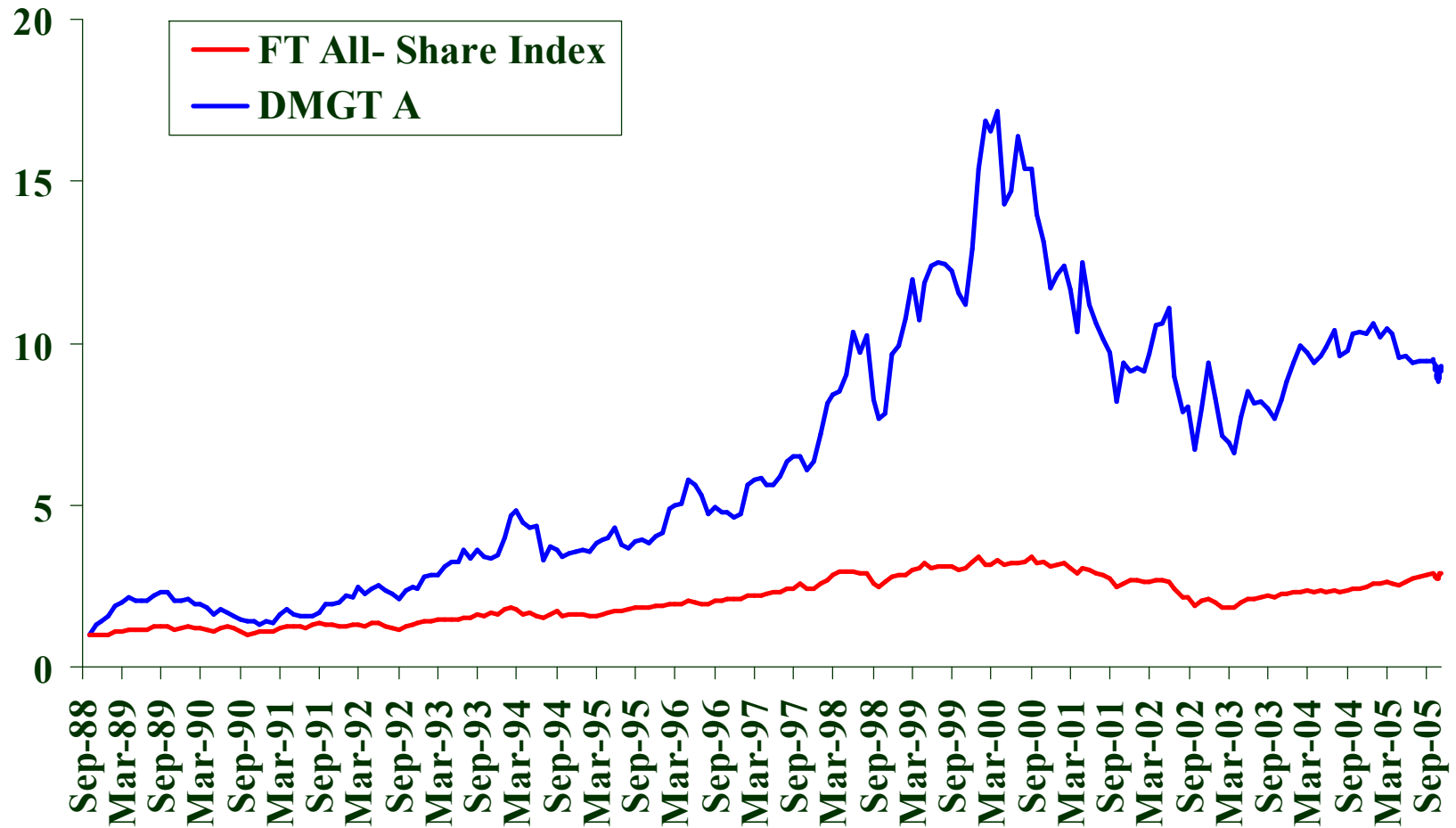


DMG BROADCASTING SYDNEY RATINGS SHARE 18-39 S4 2001 - S7 2005



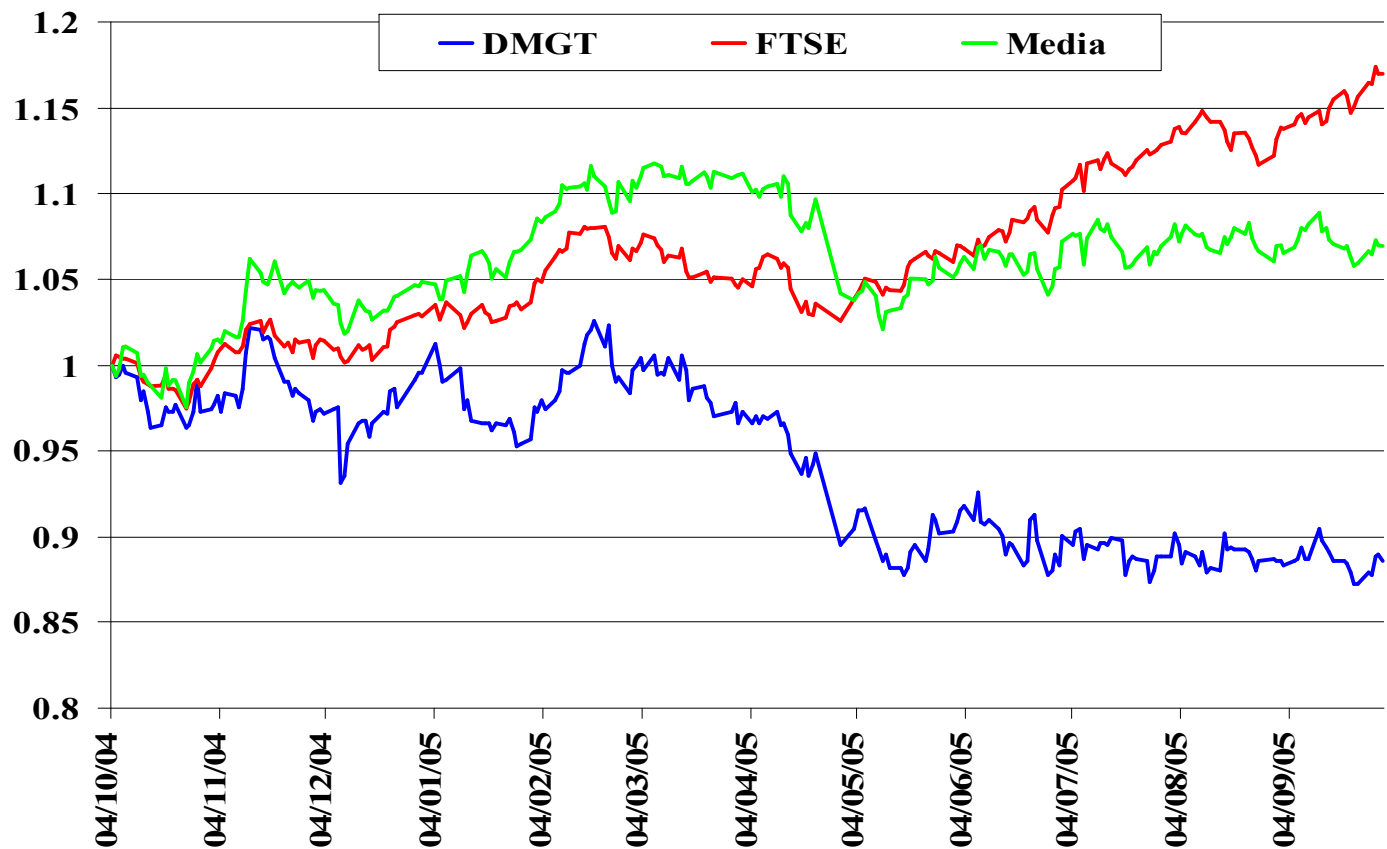


DMGT SHARE PRICE AND FTSE MOVEMENTS RELATIVE 1988 BASE





DMGT SHARE PRICE, FTSE AND MEDIA SECTOR MOVEMENTS RELATIVE 2004 BASE





IFRS

RECONCILIATION OF ADJUSTED OPERATING PROFIT (UNAUDITED)

	UK GAAP	IFRS adjustments	IFRS
	£m	£m	£m
Associated Newspapers	95.1	(0.4)	94.7
Northcliffe Newspapers	101.6	(0.8)	100.8
DMG Information	51.6	(8.6)	43.0
Euromoney	39.0	(0.5)	38.5
dmg world media	24.6	(0.4)	24.2
DMG Broadcasting	1.8	-	1.8
Unallocated central costs	(16.4)	(14.1)*	(30.5)
	<u>297.3</u>	<u>(10.7)</u>	<u>272.5</u>

* Includes IAS19 employment benefits



IFRS

P&L ADJUSTMENTS 2005 (UNAUDITED)

£ million	Adjusted Op. Profit	Adjusted PBT	Statutory PAT
UK GAAP	297.3	253.4	109.9
Share based payments	(11.0)	(11.0)	(12.4)
Employee benefits	(13.0)	(3.1)	(1.5)
Amortisation of Intangibles	-	-	(7.0)
Goodwill on disposal	-	-	5.3
Associates reclassification	-	(2.3)	-
Taxation	-	-	(15.1)
Amortisation reversal	-	-	53.8
Others	(0.8)	(0.8)	(0.5)
IFRS	<u>272.5</u>	<u>236.2</u>	<u>132.5</u>



IFRS

BALANCE SHEET ADJUSTMENTS 2005 (UNAUDITED)

£ million

Shareholder's Funds

UK GAAP	462.4
Employee benefits, net of deferred tax	(163.8)
Goodwill amortisation	53.8
Deferred tax on temporary differences	(41.7)
Amortisation of intangibles	(7.0)
Deferred marketing costs	(2.5)
Dividends	32.6
Other	(2.0)
	<hr/>
	331.8
	<hr/>