

## Corporate Factsheet

Bloomsbury Publishing is an independent global publishing house founded in 1986 and listed on the London Stock Exchange. Operating from offices in Oxford, London, New York, Sydney and New Delhi, Bloomsbury publishes high quality fiction, non-fiction, academic and professional titles, and is expanding its digital resource publishing and geographical reach.

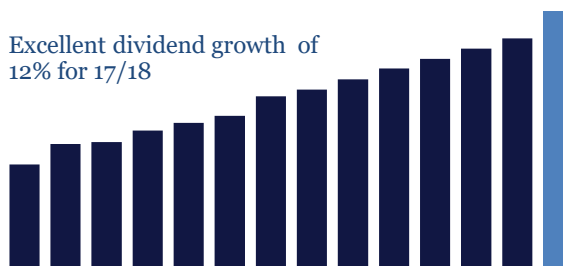
### Investment case

- Highly respected British company with international impact (63% of sales to overseas)
- Rich intellectual property with best selling and award-winning authors, including J.K.Rowling, Khaled Hosseini and Margaret Atwood
- Entrepreneurial – new formats, channels, and revenue streams with Bloomsbury 2020 strategy: Investing to grow B2B digital services
- Well diversified portfolio of revenues in both Consumer and academic
- Progressive dividend increasing every year since inception
- Highly experienced and trusted management team with PLC stripes
- Strong cash generation gives firepower for acquisitions

### Financial Performance

£m	17/18	16/17	Change
Revenue	161.5	142.6	13%
Pre-tax profit*	13.2	12.0	10%
Diluted EPS*	13.92p	12.63p	10%
Net cash	25.4	15.5	64%
Full year dividend per share	7.51p	6.70p	12%

Excellent dividend growth of 12% for 17/18



### Key profit growth drivers

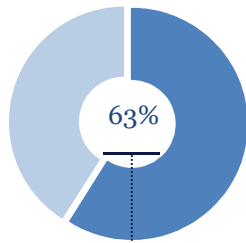
- Growing consumer division with best selling authors, well loved titles and exciting new books, including five more Harry Potter illustrated books and seven more Sarah J. Maas titles under contract
- Growing academic and professional digital B2B revenues from a zero base to our Bloomsbury 2020 target of £15 million of revenues and £5 million of profit by financial year 2021/22, thereby increasing international and subscription revenues
- Using excellent cash generation to make acquisitions including academic publisher IB Tauris in May 2018 for £5.8m
- Build upon progress made in overseas revenues (63% of revenues now overseas) as our nascent Indian subsidiary moves into profit and Bloomsbury China is established, making the most of the extraordinary growth in the use of the English language worldwide

### Key Facts

- Compound annual dividend growth of 7.3% pa over 13 years. We are one year from being dividend aristocrats increasing the dividend for the past 25 years
- Approximately 2,500 books published annually
- Bloomsbury's backlist is c.63,000 titles and increasing every year. About 20,000 of these are Print On Demand
- Rights to titles are usually granted for full term of copyright - 70 years after the death of an author. Major existing rights include Methuen Drama, Arden Shakespeare, Churchill Archive, Harry Potter, T&T Clark, Wisden, Sarah J. Maas, Khaled Hosseini, Tom Kerridge, Paul Hollywood, Hugh Fearnley-Whittingstall
- 20% CAGR for digital resource revenues over the last three years
- Average number of staff in 2017/18 was 627

\* Excludes highlighted items, which in 17/18 were £1.6m of amortisation for acquired intangible assets

## Results for the year ending 28<sup>th</sup> February 2018



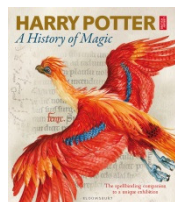
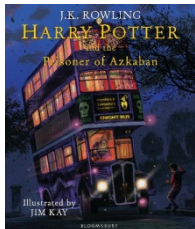
### Consumer

Revenues increase by **20%** to £102.2m (16/17: £85.4m) and profits **21%** to £11.4m (16/17: £9.4m) following exceptional year in Children's and Cookery ★ ★

#### Children's

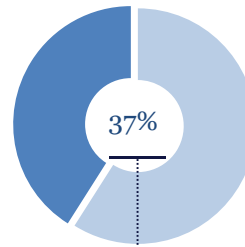
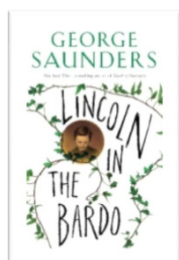
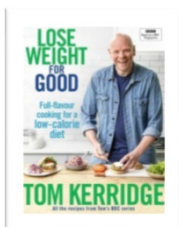
- Revenue up 24% to £69.2m (2016/17: 55.9m)
- Growth in Harry Potter titles of 31%, Sarah J. Maas 20% and other books 11%
- e-book sales up 23% to £4.1m

- Bloomsbury won Children's Publisher of the Year at British Book Awards 19 May
- Strong new series include a new trilogy from Sarah J. Maas *Crescent City*, *Kid Normal* and *Great Women who made History*



#### Adult

- Revenues grow 12% to £33.1m (2016/17: £29.5m) with print growth of 18%
- Cookery grows to 30% of total revenues (2016/17: 19%) following strong year with Tom Kerridge's *Lose Weight For Good* which in one week sold over 70,000 copies, setting a record
- Strong list in both US and UK includes Man Booker Prize winner *Lincoln in the Bardo* and Sunday Times number one *Norse Mythology*
- Successful new Crime imprint Raven Books launched in 2017



### Non-Consumer

Revenues increase by 4% to £59.3m (16/17: 57.2m) with profit £1.7m (16/17: £2.6m) (which includes peak £1.2m net investment in digital strategy(16/17 Nil) and £0.7m higher fx charge)

#### Academic and Professional

- Core book sales up 1% excl. Education

- Digital revenues now 23% of total book revenues (2016/17: 20%)

- US growth to 28% of divisional revenues

- Digital resources revenues grow 20% to £4.7m

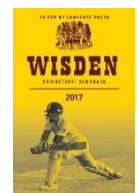
- Acquisition of high quality academic publisher, IB Tauris April 2018 for £5.8m. Contribution £3.5m revenue and £0.3m profit in 18/19

- *Bloomsbury 2020* digital plan on track to deliver £15m revenues and profit of £5m by 2021/22
- Launch of 5 new major digital resources – 2 more than planned

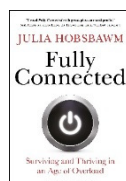


#### Special Interest

- Revenues increase by 16% to £21.3m and profits increase to £2.2m (2016/17: £0.7m)
- Key developments in health and fitness, board games and Wisden Online



#### Content Services



- Books sales 16% higher with key titles *The 100-Year Life*, *Leading Organisations* and *Fully Connected*.
- Renewal of major publishing services contract with IZA World of Labor for 5 year term