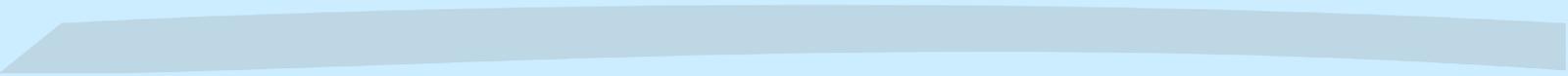


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Review of the year ended 30 June 2004

September 2004

Information and training for professional businesses

	Year to 30 June 2004	Year to 30 June 2003
	£m	£m
Turnover	82.7	78.4
Operating Profit (before exceptionals, interest, amortisation and tax)	10.6	9.4
Adjusted PBT profit before tax, amortisation and exceptionals	10.2	9.1
Adjusted EPS	7.73p	6.65p
Dividend per Share	3.0p	2.5p

Business Highlights

- Turnover up 5.4% to £82.7m
- Operating profit up 13.3% to £10.6m
- Adjusted PBT up 12.3% to £10.2m
- Adjusted EPS increased by 16.2%
- Dividend increased by 20%
- Acquisition of APM in Healthcare
- Disposal of industrial magazine portfolio (7 titles)

Profit & Loss Highlights

	Existing £m	Acquired £m	Disposed £m	Year to 30 June 2004 £m	Year to 30 June 2003 £m
Turnover - continuing	78.5	1.6	-	80.1	74.2
- discontinued	-	-	2.6	2.6	4.2
	<u>78.5</u>	<u>1.6</u>	<u>2.6</u>	<u>82.7</u>	<u>78.4</u>
Operating Profit	<u>10.3</u>	<u>0.5</u>	<u>(0.2)</u>	10.6	9.4
Interest/Facility Fees				<u>(0.4)</u>	<u>(0.3)</u>
				10.2	9.1
Exceptional items				<u>-</u>	<u>(0.3)</u>
Profit before tax and amortisation				10.2	8.8
Amortisation				<u>(4.8)</u>	<u>(4.4)</u>
Profit before tax				5.4	4.4
Taxation				<u>(2.7)</u>	<u>(2.6)</u>
Profit after taxation				<u>2.7</u>	<u>1.8</u>
Adjusted EPS				<u>7.73p</u>	<u>6.65p</u>

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Summary Cash Flow

	Year to 30 June 2004	Year to June 2003
	£m	£m
Cash inflow from operating activities	12.0	12.9
Servicing of finance	(0.8)	(0.4)
Taxation	(3.0)	(2.7)
Net replacement capital expenditure	(1.1)	(1.1)
Equity dividends	(2.2)	(1.1)
	<hr/>	<hr/>
	4.9	7.6
Investment in premises	(2.5)	-
Acquisition spend	(13.7)	(1.9)
	<hr/>	<hr/>
	(11.3)	5.7
New finance	0.2	(0.2)
	<hr/>	<hr/>
Change in cash/(debt) during year	(11.1)	5.5

Summary Balance Sheet

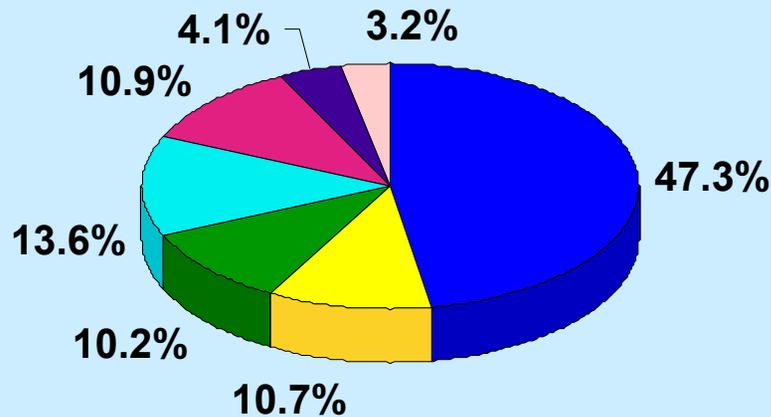
	As at 30 June 2004 £m	As at 30 June 2003 £m
Intangible Assets	64.5	62.4
Tangible Assets	11.7	9.8
Net Cash/(Debt)	(4.5)	5.6
Working Capital	0.9	0.3
Deferred Consideration	(3.9)	(10.6)
Deferred Revenue	(9.4)	(8.7)
Net Assets	<hr/> 59.3	<hr/> 58.8

Five Year Record of Performance

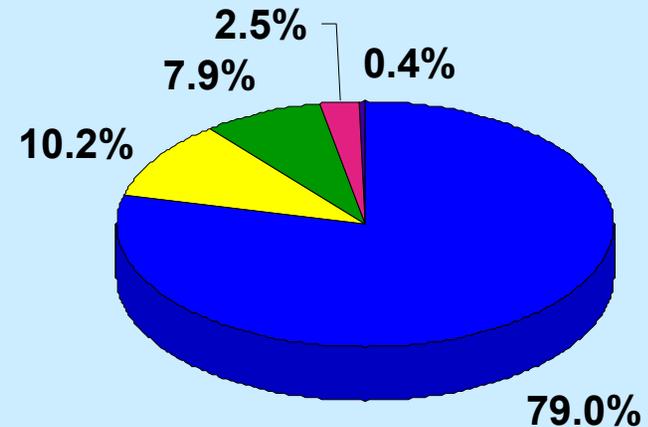
Years ended to 30 June	2004 £m	2003 £m	2002 £m	2001 £m	2000 £m
Consolidated Profit and Loss Accounts					
Turnover	82.7	78.4	78.6	75.3	61.6
Cost of sales	(27.5)	(26.3)	(26.9)	(26.1)	(21.3)
Gross Profit	55.2	52.1	51.7	49.2	40.3
Operating expenses	(44.6)	(42.7)	(41.5)	(37.7)	(30.5)
Operating profit (before amortisation and exceptionals)	10.6	9.4	10.2	11.5	9.8
Operating Cashflow	12.0	12.9	12.5	13.0	10.6

Market Segmentation 2003/04

TURNOVER

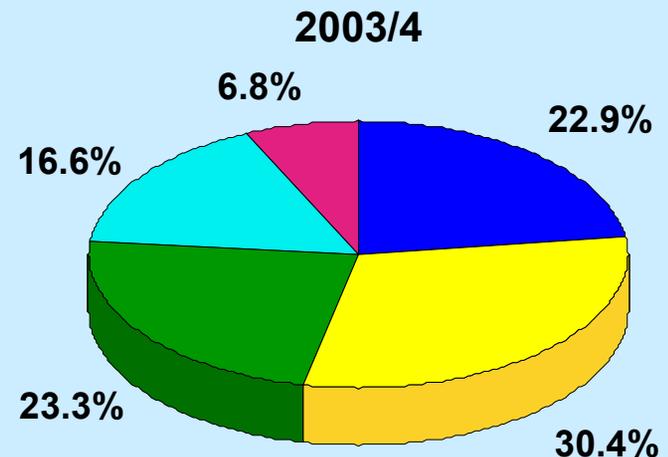
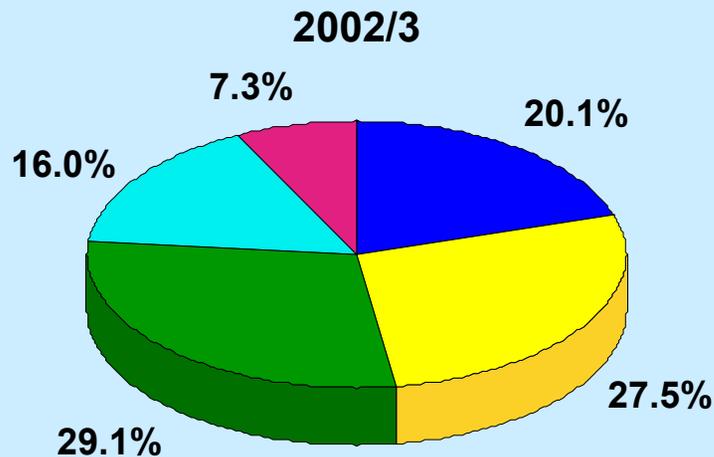


PROFIT CONTRIBUTION *



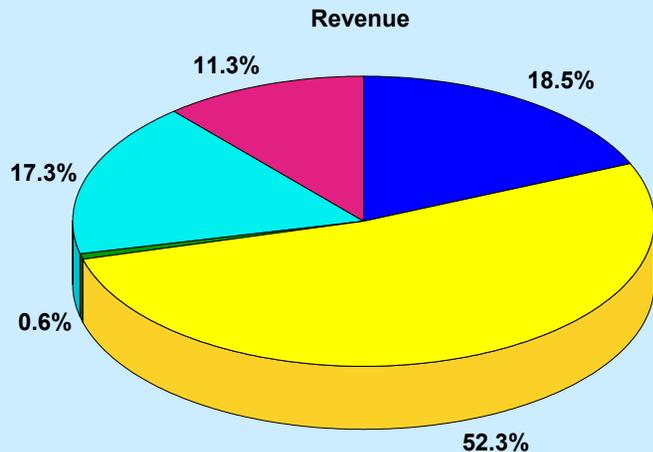
* Pre unallocated central overheads.

Group Revenue Sources



Legal and Regulatory

	Year to 30 June 2004	Year to 30 June 2003	% Change
Turnover	39.1	34.9	+12%
Profit Contribution	9.6	8.5	+13%



- Information Sales and Professional Services
- Professional Education and Events
- Magazine Advertising
- Subscriptions and Copy Sales
- Directory and Database Advertising

Business Highlights

- Strong performance
- Turnover grown 12%, profits up 13%
- All organic growth
- Good profit margin 24.6% (2003: 24.4%) despite ongoing investment in a number of initiatives
- Expansion of e-revenues and capability across the sector
- Management reorganisation completed, with the objective of enabling greater collaboration

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Waterlow

- Strong and continuous growth, 89% over 5 years (CAGR 14%)
- ICAEW and RICS publishing relationships renewed, good growth from CBI
- Pendragon profits grown by 23%
- Solicitors Journal:- subscriptions growth, advertising revenues doubled
- Reorganisation and rebuild of Caritas
- Strong growth in e-revenues improving yield for ICP

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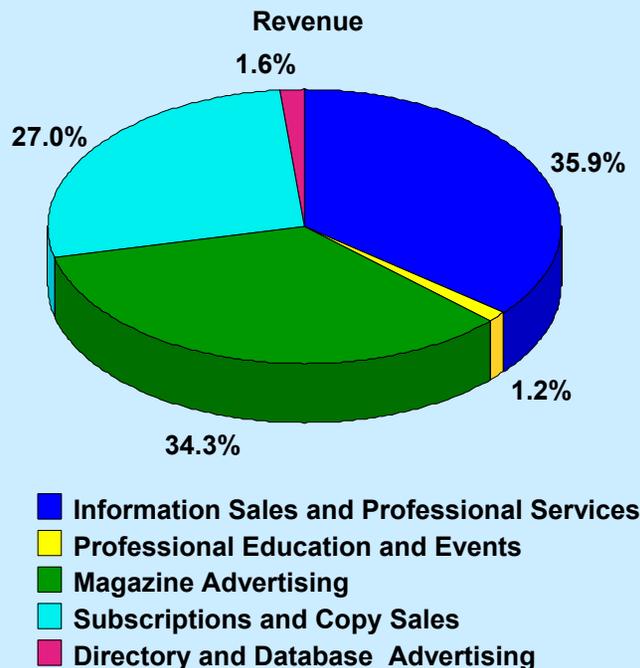
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Central Law Group

- Continuing Legal Education profits up 31% in England and Wales
- Good profit growth in Scotland
- Exclusive contract introduced by The Legal Services Commission in conjunction with the Law Society to accredit Immigration and Asylum case workers
- Launch of compliance and anti money laundering programmes in UK in collaboration with the British Bankers Association. Turnover up 145% .
- Bond Solon profits up 66%. Turnover has increased by 225% and contribution by 300% since acquisition in 2001. Major contract from HM Customs & Excise. Currently acting for 150 NHS Trusts.

Healthcare

	Year to 30 June 2004	Year to 30 June 2003	% Change
Turnover	8.8	6.7	+31%
Profit Contribution	1.2	0.8	+41%



Business Highlights

- Profit margin 14.1% (2003: 13.2%)
- Successful acquisition of APM (acquired December 2003) with £0.5m second half contribution
- Strengthened relationships with professional bodies e.g. IHM in Healthcare markets
- Beechwood grown by over 20%
- Investment in infrastructure people and products

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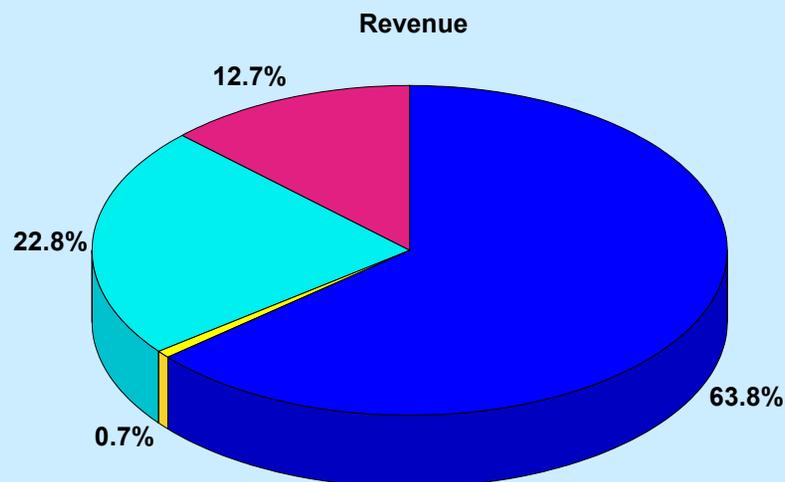
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Media and Entertainment

	Year to 30 June 2004	Year to 30 June 2003	% Change
Turnover	8.5	7.5	+13%
Profit Contribution	1.0	0.8	+13%

Business Highlights

- Successful integration of RED & Muze producing a strong second half profitability
- Reorganisation of TMSS following poor performance
- Launch of Hollis Media directory
- Technological developments increase efficiency and create new markets



- Information Sales and Professional Services
- Professional Education and Events
- Magazine Advertising
- Subscriptions and Copy Sales
- Directory and Database Advertising

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Drinks and Catering

	Year to 30 June 2004	Year to 30 June 2003	% Change
Turnover	9.0	8.8	+3%
Profit	0.3	0.4	-34%
Contribution			



Business Highlights

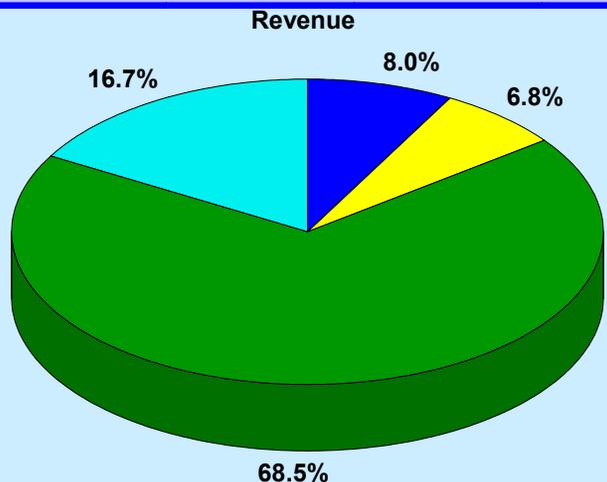
- Downturn in magazine advertising compensated by growth of event and information income
- Major research contracts with leading food service providers
- Development of association/affinity groups FDA
- Successful development of alternative revenue streams

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Design and Construction

	Year to 30 June 2004	Year to 30 June 2003	% Change
Turnover	11.3	12.7	-11%
Profit Contribution	-0.2	0.6	-127%



- Information Sales and Professional Services
- Professional Education and Events
- Magazine Advertising
- Subscriptions and Copy Sales
- Directory and Database Advertising

Business Highlights

- Dependence on magazine advertising reflected in disappointing performance
- Major restructuring underway to:-
 - refocus portfolio along core market sectors
 - exit non core activities
 - consolidate property portfolio to create greater efficiency and reduce costs
- Will incur one off costs in 2004/05
- Successful development of alternative revenue streams from database information sales and events

Key Strengths

- A strong focused business providing essential information
 - Predictable, profitable businesses
 - Organic growth from new initiatives
- Experienced management team with a solid track record of strategic acquisitions
- Strong balance sheet to enable Wilmington to take advantage of market opportunities
- Strong brands in professional information markets

Outlook

- Full year contribution from APM
- Full year benefit of RED/MUZE merger
- Selected reorganisation and consolidation of property portfolio
- Continued development of e-revenues
- Continuing growth in demand for witness training
- New accreditation programme for Immigration and Asylum advisors
- Continuing growth in demand for compliance training

Outlook

- We are set to deliver further growth this financial year
- Exciting opportunities for growth by
 - organic development
 - realistically priced bolt-on acquisitions
- The current year has started in line with our expectations

Legal and Regulatory

- Waterlow
- Central Law Training
- Bond Solon
- Solicitors Journal
- Pendragon Professional Publishing
- International Compliance Training
- CLT Centre for Professional Practice
- Caritas
- ICP

Healthcare

- Binleys
- Agence de Presse Medicale
- Medical Laboratory World
- Hospital Development
- Manufacturing Chemist

Design and Construction

- Blueprint
- FX
- IDFX
- Architect Standard Catalogue
- Timber Trades Journal
- Modern Power Systems
- Water Power
- Tunnels and Tunnelling

Drinks and Catering

- Wine International
- International Wine Challenge
- Caterfile
- Drinks International

Media and Entertainment

- Hollis
- WDIS
- Abacus
- RED/Muze