RELX

First Half Results 2024

Webcast & Conference Call

25th July 2024

Transcript

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Erik Engstrom: Good morning everybody.
Thank you for taking the time to join us today.
As you may have seen from our press release this morning…
We delivered strong financial results in the first half….
And we made further operational and strategic progress….

Underlying revenue growth was 7%...
Underlying adjusted operating profit growth was 10%...
Adjusted earnings per share growth was 10% at constant currency
….And we have announced a 7% increase in the pound sterling interim dividend

All four business areas continued to perform well,
And on this chart you can also see the relative sizes of the business segments within each business area

In Risk…underlying revenue growth was 8%, and underlying adjusted operating profit growth was 9%.
Strong growth continues to be driven across segments by our deeply embedded, AI enabled analytics and decision tools, with 90% of divisional revenue now coming from machine-to-machine interactions…
In Business Services, which represents around 45% of divisional revenue, growth continued to be driven by Financial Crime Compliance and digital Fraud & Identity solutions, with new sales strengthening further.
In Insurance, which represents just under 40% of divisional revenue, growth was driven by further extension of solution sets across markets, continued positive market factors and new sales.
In Specialised Industry Data Services, which represents just over 10% of divisional revenue, growth was led by commodity intelligence and aviation. Going forward, we expect continued strong underlying revenue growth, with underlying adjusted operating profit growth slightly exceeding underlying revenue growth.

In STM… underlying revenue growth was 4%.
Development of analytics continued to drive the on-going shift in business mix towards higher growth segments.
The business mix shift accelerated in the first half. A further improvement in the electronic revenue growth rate was offset by the remaining print revenue shrinking roughly twice as fast as usual.
In Databases, Tools & Electronic Reference, and corporate Primary Research, which together represent around 45% of divisional revenue, growth was driven by further development and roll-out of higher value-add analytics and decision tools.
Primary Research academic & government segments, which also represent around 45% of divisional revenue, continue to be driven by volume growth. The number of articles submitted grew very strongly, by over 20% across the portfolio so far this year, and the number of articles published grew by 15%.
Going forward, we expect continued good underlying revenue growth, with underlying adjusted operating profit growth slightly exceeding underlying revenue growth.

In Legal….. underlying revenue growth improved further to 7%, up from 6% last year, driven by the continued shift in business mix towards higher value legal analytics.
Underlying adjusted operating profit growth was ahead of underlying revenue growth at 9%, as we continued to manage underlying cost growth below underlying revenue growth.
In law firm & corporate markets, which account for over 60% of divisional revenue, Lexis+, our integrated analytics offering leveraging extractive AI continues to perform well.

The roll-out of Lexis+ AI, our new platform leveraging generative AI, is making good progress. During the first half we have continued to update and extend its functionality in the US, and launched in international markets.
Going forward, we expect continued strong underlying revenue growth, with underlying adjusted operating profit growth exceeding underlying revenue growth.

Exhibitions delivered underlying revenue growth of 16%, reflecting the improved growth profile of our event portfolio and a favourable comparison with the early part of the prior year. We have continued to make good progress with our growing range of value-enhancing digital tools, and the improvement in profitability reflects the structurally lower cost base. Going forward, we expect strong underlying revenue growth, with an improvement in adjusted operating margin over the prior full year.

Our strategic direction is unchanged. Our improving long-term growth trajectory continues to be driven by the ongoing shift in business mix towards higher growth analytics and decision tools that deliver enhanced value to our customers across market segments. We develop and deploy these tools across the company by leveraging deep customer understanding to combine leading content and data sets with powerful artificial intelligence and other technologies. This has been a key driver of the evolution of our business for well over a decade, and will remain a key driver of customer value and growth in our business for many years to come.

Our growth objectives are:
For Risk.… to sustain strong long-term growth, in the current range….
For both STM and Legal…. to continue on the improving growth trajectory..….
And for Exhibitions…. To continue on the improved long-term growth profile.
When combined with our strategy of driving continuous process innovation to manage cost growth below revenue growth, the result is continued strong earnings growth, with improving returns.

I will now hand over to Nick Luff, our CFO, who will talk you through our results in more detail.

I'll be back afterwards for a quick wrap-up and Q&A.

Nick Luff:

Thank you Erik. Good morning everyone. Let me start by providing more detail on the group financials.
As Erik said, underlying revenue growth was 7%, with underlying adjusted operating profit growth ahead of that at 10%. As a result the adjusted operating margin improved by just over one percentage point to 34.1%.
The improved operating result flowed through to adjusted earnings per share which, at constant currency, also increased by 10%.
Cash conversion was again strong, at 95%, and leverage was 2.0 times, unchanged from the year end.
Given the strong overall performance, we have been able to increase the interim dividend by 7% to 18.2 pence per share.
We spent £61m on two acquisitions in the first half and we deployed £700m out of the planned £1bn for the share buyback this year, with a further £50m having already been deployed since the end of June.

Looking at revenue, you can see here the drivers of the overall 7% underlying growth: continued strong growth in Risk, sustained growth in STM, another pick up in growth in Legal, and strong growth in Exhibitions.

Electronic revenue, representing 84% of the group total, saw 7% underlying growth, with the strong growth in face-to-face activity offsetting the higher than usual print decline.
Total revenue growth at constant currencies for the group was also 7% after some portfolio effects in Risk, STM and Legal, and after cycling and timing effects in Exhibitions.
In Sterling, total revenue growth was 3%, impacted by the comparative strength of sterling relative to H1 last year.

Here you see the underlying growth in group adjusted operating profit of 10%. We continue to manage costs to keep cost growth below revenue growth in each business area. As a result, Risk, STM and Legal each delivered underlying growth in AOP ahead of underlying revenue growth. Exhibitions' underlying AOP growth was more than double its revenue growth.
Portfolio effects were net neutral, leaving total AOP growth in constant currency also at 10%. There was a similar currency effect on profit as there was on revenue, giving AOP growth in sterling of 7%.

With profit growth ahead of revenue growth, margins improved across the board, driving the overall improvement of 1.1% to 34.1%. Margins were up by 30 and 40 basis points respectively in STM and Legal, and up by 60 basis points in Risk where there was some additional help from portfolio changes.
Exhibitions margins are now well ahead of levels from 2018 and 2019, with the 37.1% for this period reflecting the normal, historical bias to higher margins in the first half of the year.

Turning to the group adjusted income statement, you can see the underlying growth of 7% in revenue and 10% in operating profit. The interest expense was largely unchanged, with higher average debt offset by a fractionally lower effective interest rate. That left profit before tax up 11% at constant currency and up 7% in sterling.
The effective tax rate in the first half was 23%, up from the prior year which had the benefit of some non-recurring tax credits.

Net profit was up 8% at constant currency and up 4% in sterling to just over £1.1bn. With a lower share count as a result of the share buyback programme, adjusted earnings per share were up 10% at constant currency, and up 6% in sterling, to 59.5 pence.

Cash conversion was 95%, in line with the same period last year.
EBITDA was over £1.8bn, and capex was £233m, equating to 5% of revenue.
After interest and tax, total free cash flow for the first half was just over £1bn.

Here's how we deployed that free cashflow. In the first half we completed two small acquisitions for total consideration of £61m, and three small disposals for a similar amount. Last week, meaning it is in the second half of course, we completed the acquisition of Henchman, a legal technology business which will give us a leading capability to integrate our generative AI solutions with internal law firm document management systems.
Dividend payments in the first half were £782m, being last year's final dividend. As I said earlier, we completed £700m of the 2024 share buyback programme in the first half with a further £50m deployed already in July. That leaves £250m of the programme to be completed in the remainder of the year.
Net debt at 30 June 2024 was just under £7 billion. Including pensions, the ratio of net debt to EBITDA, calculated in US dollars, was 2.0 times, the same as last year end, and down from 2.2 times 12 months before.
With that, I will hand you back to Erik.

Erik Engstrom**:** Thank you, Nick.
Just to summarise what we have covered this morning:
In the first half of 2024, we delivered strong financial results….
And we made further operational and strategic progress.
The improving long-term growth trajectory continues to be driven by the ongoing shift in our business mix towards higher growth, higher value, analytics and decision tools.
Going forward:
We continue to see positive momentum across the group, and we expect another year of strong underlying growth in revenue and adjusted operating profit, as well as strong growth in adjusted earnings per share on a constant currency basis.

And with that, I think we are ready to go to questions.

Operator: Thank you. We'll now begin the question and answer session. To ask a question, you may press star then one on your telephone keypad. If you're using a speakerphone, please pick up your handset before pressing the keys. To withdraw your question, please press star, then two. Your first question comes from George Webb with Morgan Stanley. Please go ahead.

George Webb: Hi. And morning Eric and Nick. I'd like to kick off with a few questions, please. Firstly, no surprise there continues to be a lot of investor focus on the legal segment. So around the pace of roll-outs of Lexis+ AI, can you give any sense on the proportion of customers that have taken it up so far, maybe in the US market, or maybe in short. And you maybe won't be dragged into this, but if you're at 7% underlying now, do you feel this gives you a platform to actually potentially accelerate further as the rollout continues through this year and next? Secondly, and a little bit tied to that question, can you help fill in what you think is happening with legal firms budgets around tech? Are these AI tools in any way cannibalizing the budget allocation that might have gone into areas like legal analytics, or are there tech wallets just expanding in more of a step change way?

And then lastly, on the STM business, you talked about strong growth on the article side and on the submission side. Given some of the disruption we've seen at the pure open access publishers over the past year or two, and are curious as to whether you think that's pushing some of the submission share in your direction. Thank you.

Erik Engstrom: Okay. Let me cover those in order here. On Lexis+ AI, as you know, we started to launch this commercially late last year, and it is starting to have a bit of an impact during this year. But as you know, the main driver of the improvement in the growth rates in legal over the last few years has been the rollout of Lexis+ leveraging extractive AI as that has been the integrated platform that integrates the leading analytics, that has enhanced the value of the customers. They've used those tools more. They see more value. They buy more of them, and their total spend has gone up. And that increased

penetration of Lexis+ has been the main driver. In the last nine months now, that has also been now supported by the rollout of Lexis+ AI. And we have now gradually gotten to a point where on new sales, the majority of our new sales revenue is coming from Lexis+ AI sales.

And we've also gotten to a point where in our renewal revenues, the majority of renewal revenue is now also coming from Lexis+ AI sales. On the legal firm budget, I think this is a very important evolution for the legal industry and for law firms. And I think many of them are looking at how they're going to grapple with a technology evolution, what tools are available, and how they can improve the value they get from the tools. It is too early for us to reach any conclusion about how they will behave going forward, but we get a lot of attention on our new tools. We have a lot of conversation, and it is clear that this is something that is important to them, not just to us.

On the STM article side, you asked specifically about what I think the industry's research integrity issues that came up during last year, during 2023, this got more attention than it had for a while, and in particular, some of the companies that were primarily focused on the pay to publish model instead of the pay-to-read model.

This is an issue for the whole industry. It is an issue for us, and it is one that we're working on. We're working on trying to tackle both by ourselves and with others. But it has been a much smaller issue for us than for many of the other players that you mentioned. And I think the reason for that is, of course, that we've been in this business for a very long time. We have a very high quality portfolio of journal brands. We have a rigorous review process to identify fraudulent articles, and have a lot of manual as well as technology tools to check that. I mean, no process is perfect, but we have had a smaller exposure to this than many others. And therefore, I'm not actually surprised that we have probably seen a higher increase in article submissions to us than perhaps the others have seen over the last six to 12 months.

Adam Berlin: That's really helpful. Thank you.

Operator: Thank you. Your next question comes from Sainik Majumdar with UBS. Please go ahead.

Adam Berlin: Hello? Sorry. Sorry. It's Adam Berlin from UBS. Good morning everyone. Can you hear me okay?

Erik Engstrom: Yeah, we can hear you fine, Adam. Go ahead.

Adam Berlin: Okay. Yeah. A couple of questions. On STM, you talked about the print impact being twice as fast as usual. Do you expect that to continue in the second half? And if that were to normalize in the second half, could we see an acceleration in STM organic growth, given how you said there was an acceleration in the other parts of the electronic revenues within that business? That's the first question. Second question is, can you give us some

indication about the tax rate for the full year? I know it's 23% in the first half. Is that what we should be thinking about for the full year? Is there any reason the second half would be different? And then maybe on the Risk side, can you just give us a bit more detail on what were kind of the better performing and worse performing businesses within Risk? You've talked about Risk being in the 7% to 9% range. Is there any particular reason that you weren't at the top of that range given very positive KPIs we're seeing in the market overall?

Erik Engstrom: I'm going to ask Nick to answer the second. But let me start with the first one. STM print, we typically have seen print declines over the last few years, that average in the mid to high single digits for the print portion. And print is now, well, last year the print base was 10% roughly of the division. Of course, it's shrinking every year. But typically, the decline has been in the mid to high single digits. So far this year, we're running at basically double that rate, and it is in several different pockets of print. Overall, we believe this is a good thing. This is the business mix shift we're trying to drive. That's what we want. But when it's happening, of course it increases the print drag during that time period.

Historically, it's relatively hard to predict, but we have not often seen complete reversals during a year. So I would say it's probably unlikely that you see a complete reversal within this year. But it is hard to predict exactly what happens in any one time period. But in the long run, medium to long run, we know what is happening. This will continue to decline, and the print portion will become a smaller and smaller part of this division and therefore, the print track will reduce. But I think it's unlikely you see it this year.

Nick Luff: Adam, on the tax rate, the 23% you see in the first half is a very good starting point for the full year. You can always get some noise, of course, some credits and debits and things, but that's a very good starting point if you're looking for the full year numbers.

Erik Engstrom: And then to the different segments of Risk. As you might recall, we've had a period of time where we had a period of time during the pandemic when the Business Services segment was going very, very rapidly for lots of different reasons. And the Insurance slowed a little bit based on people driving less and lack of availability of new cars and other things. Then we went through a period when the economy reversed a little bit, Business Services slowed down a little bit and Insurance started to pick up and Insurance grew very strongly last year.

Now we're getting to a point where the new sales and Business Services have continued to strengthen and moving up. Business Services are coming back up and Insurance has continued to run strongly, both in terms of our product roll-outs and uptakes as well as the marketplace. But there we start to lag very strong here so that's going to gradually come down to historical averages again. I think we're seeing exactly what you'd expect to see at this point in the cycle, and they're normalizing towards their averages at the point that we're seeing now.

Adam: Thank you very much indeed.

Nick Luff: Thanks, Adam.

Operator: Thank you. Your next question comes from Sami Kassab with BNP Paribas. Please go ahead.

Sami Kassab: Thank you and good morning, everyone. In Exhibitions, H1 margins expanded by over five percentage point. Shall we think that full margin can expand by as much? Secondly, historically in STM, the print revenues were sensitive to timing factors of big orders coming in June rather than July, or July rather than June was part of the accelerated decline in STM print driven by the timing of large orders moving from H1 into H2. And lastly, given average article turnaround times in the journal publishing business, is it fair to expect Primary Research revenue growth to accelerate in H2 given the acceleration in submission growth in H1? Thank you, Erik, Nick.

Erik Engstrom: I'll ask Nick to cover the first one and then I'll take the next two.

Nick Luff: Yeah, Sami, obviously the market improvement was very strong in Exhibitions in the first half. That reflects that strong underlying revenue growth that you saw of 16%, which is partly helped by the favorable comparison with the early part of last year, which has still had a bit of disruption in it. And obviously that has flowed through to the very strong profit growth in the first half and therefore, the margin step-up. As we say in the outlook, we are expecting an improvement in the margin full year over the last year's prior year, but obviously you won't necessarily have that benefit of the comparison against the disruptive period.

Erik Engstrom: On the print revenues, as this business has continued to evolve, the importance of the bigger orders in certain types of book segment has gradually been reducing, as you probably know. And therefore, the relative timing of specific orders has become less of a factor, and it was not a material factor this year. We have seen print declines a little higher in most pockets this year, again, as we shift the business mix in the direction we would like to go strategically. I don't think it's a material issue in terms of first half, second half print declines this year.

The STM article submissions, these started to pick up, the submission rates started to pick up materially actually in the second half of last year when many of these research integrity issues started to have a real impact on the market and the submission growth of over 20% has now almost been running for a year. I think that already has started to have an impact coming through. And I don't see it picking up further in the second half, and we started to last that.

But it's also important to remember that we have a mixture of payment models in these article submissions and what we publish. Some of them under pay to read, traditional publishing payment models where the actual article involvement doesn't have a direct impact on the revenue at that time. Some are paid to publish where it does have an impact directly when

you actually publish the article. But some of those are now also under subscription model where you have agreed the payment model and the total amount for the year.

The impact is less on any one time period than the actual volume growth would indicate in that time period. But over time, the main driver of revenue growth in the Primary Research business over time is the volume growth of number articles submitted to us and that we publish. And the direction of travel there is very positive for us as a publisher and for us as our position in the market.

Sami Kassab: Thank you.

Operator: Thank you. Your next question comes from Nick Dempsey with Barclays. Please go ahead.

Nick Dempsey: Yeah, good morning guys. I've got two questions left. First of all, just maybe to ask the article submissions question the other way around that if we're seeing historically high article volume submissions now, more than I remember ever in the past, and we aren't really seeing that much of a change in organic growth on the positive side, is there a risk as that starts to normalize a little bit over 18 months to slightly lower levels, do we have to worry about that as a bit of a drag on future STM organic growth?

Second question. For many, many years now, there's been almost no change in share I think between Lexis and Westlaw in legal in the US. Do you think that the AI products could change, that could break that pattern, could change the stickiness of the two with lawyers and therefore, you have some potential options to gain share versus the much larger Westlaw?

Erik Engstrom: Okay. On STM and article submissions, in the long run, we have seen article submission growth to us in the high single digits on average now for last couple of decades probably. And if you look at industry trends, we would expect that we'll continue to see article growth on an annual basis in the high single digit for many years to come. In the last 12 months, we've seen a higher rate of increase to us based on, I think, many different factors, including the quality of our journals, the technology platform we have, and the longer focus we have had on research integrity issues. Just like I said before, that the growth in article submissions does not have a material short-term impact on our revenue growth in this year. The normalization of that growth rate, if that is what we believe will happen or you believe will happen over the next few years, therefore should not have a material impact in the other direction. In the long-term, the main driver is the long-term average growth rate in the high single digits, which I still believe in.

On Lexis versus our competitors in the U.S., as you know, we always say that we have respect for our competitors. There are competitors in our marketplaces that have been around for a very long time and have large positions. I am sure that they will come up with ways to serve their customers well. We remain focused 100% on improving our own value proposition to our customers, and we believe that if we can increase the

value that our tools can provide, we can increase the number of our tools that our customers want to use, we can increase the usage of those tools if they see value in it, and therefore they will spend more value with us. They'll spend more money with us and they'll see more value from us. How their spend evolves with others is not clear, but we focused on our value equation.

Nick Dempsey: Thanks, Eric.

Operator: Thank you. Your next question comes from Tom Singlehurst from Citi. Please go ahead.

Tom Singlehurst: Good morning. Yes, Tom here from Citi. Thank you very much for taking the questions. Thank you for the presentation. I've got three, if that's okay.

Slide 11. Growth objectives continue on improved growth trajectory. I'm just wondering whether you're explicitly signaling that growth can continue to improve from the 7% that you're doing, which is already obviously a material improvement on history. I can see why STM might continue tracking up, but it'd be exciting to hear whether seven can become eight or nine in your view. And that's the first question.

Second question linked to that. I mean, for many years, legal was an area that was sort plodding along, if I can put it that way, sort of low single digit growth with relatively low margins versus peers. And I can see why in that context, the industry for legal and analytics may not have attracted a huge amount of investment capital.

By contrast with the growth of law tech and your very, very strong growth in improving margins, I wonder whether you are already seeing a sort of change in the competitive landscape with smaller startups and how ultimately you can navigate that without necessarily losing share to smaller players.

And then the final question, which I presume is for Nick, is on Exhibitions. Obviously an incredibly strong growth and margin performance. I suppose the question is, if we go back to pre-COVID, I think the way I would characterize RELX was always as being willing to accept lower margins in return for better growth. You were more willing to invest. I'm just interested whether now that you've got a much, much higher margin and you've talked about taking structural costs out, once recovery has calmed down, we should also expect lower revenue growth and trend or whether there is genuinely a new paradigm where faster growth and higher margins are both possible. Thank you.

Erik Engstrom: In Legal, our objective is to continue to improve the growth trajectory of this division. That's what I say. That's what we said for a few years. That's what our division head would continue to say. However, we do have to remember that this is an 80% subscription business and that the average contract subscription length is three years, which means that any improvement in the long-term growth rate is likely to come through very gradually.

Now, we have slightly outperformed that expectation, I would argue for the last two, three years in terms of moving up that growth rate a little faster and it would naturally imply in an 80% subscription business with average contract length of three years. But our objective is to continue to improve, but I think it's harder and harder to do it at this rate that we've done the last two to three years where it keeps improving on almost an annual basis, but our objective is clear. We would like to continue to move it up a little bit more if we can.

On legal. Investment in law tech or legal tech, this has been actually relatively active investment area for many years. We have been very active in that area ourselves. We've spent a lot of time meeting with startups in legal analytics for over a decade. We have focused on organic buildout or higher value add legal analytics tools, and we have made some small partnerships licensing deals, and we've bought a handful of small legal analytics companies that would benefit from being in partnership or owned by a large global platform like what we have under the LexisNexis umbrella. So that's something we have been working on for a long time.

Now, going forward, as you said, I think this area has gotten a lot more attention and people talk about it more, given the improvement we've seen and given the deployment of generative AI. But I think the principle remains the same, that we're very actively involved in that startup scene and talking to companies and where they're licensing content or comparing our tools. We remain focused on the absolute value add that we can give. And our strategy we talk about all the time is to leverage our really deep, deep customer understanding inside of this marketplace by combining the sort of unparalleled, or if you want to call it that, contents and data sets that we've had in the legal industry and combining those with the powerful new technologies that come out, whether that's previous extractive artificial intelligence, or now generative artificial intelligence technologies.

I believe we are positioned in a way that very few other players are, because we have the combination of the three components, which is number one, deep customer understanding and deep pipes already installed with a very large number of customers, as well as the deep content sets, the broad content sets, and we have the ability to spend the money and evolve our technology spend that's already very significant to focus it on the new technologies and the value that's added by the new technologies. So has the competitive landscape changed over the last 10, 20 years? It has changed. Will it continue to change? Yes, it will continue to change. Do I believe that it will have a significant impact on our strategy? No, because we believe that this is what we have been trying to do now with our focus on AI-supported legal analytics for over a decade and we're now using a slightly different toolkit that includes a generative AI tool.

On Exhibitions, we are now a hundred percent focused on the growth opportunity and the value of what we can get from running this business differently and in particular the introduction of data-driven digital tools. And it's becoming clear to us that this business is on track to become a higher value-add, higher growth, and higher margin business than it was before the

pandemic. And we do not believe that there's necessarily a trade-off between us having now a higher margin, lower growth business, but rather we believe that we can be higher value add based on these new digital tools and faster pace of innovation in the business and that we can be higher growth based on our ability to commercialize our higher value add and higher margin based on the structurally lower cost base.

Tom Singlehurst: That's great to hear. One final question on that. I mean as a group, would you consider allocating more capital towards Exhibitions or are you happy to pursue that organically?

Erik Engstrom: Across the business, our primary focus is on organic development. Organic development, deployment of higher value add tools. That's what we do in all our divisions and that's what we will do in Exhibitions. That's what we will continue to do. That can be supported by small additional tuck in adjacent acquisitions when we're the natural owner and we can see that we can help that small business grow faster or that it can support an existing organic growth strategy. But I do not believe it is going to be a material part of our growth strategy.

Tom Singlehurst: That's very clear. Thank you very much.

Operator: Thank you. Once again, if you have a question, please press star then one. Your next question comes from Steve Liechti with Deutsche Bank. Please go ahead.

Steve Liechti: Yeah. Morning. Thanks for taking the questions. Just three if I can. So first of all, can you break out on the submission growth of 20% OA and other. I don't know whether you can put OA and hybrid together or whatever, just to get a feel for OA submissions relative to others. That's the first question. Second question, just in terms of like for like growth and events in the second half, given the first half strength, is it fair to assume a very, very strong performance there, momentum continues in the second half? Any kind of feel for what we should be thinking there? And then thirdly, you talked about when you are signing up new clients and bringing on people for contracts and renewals in Lexis Legal, are you managing...? Well, can you give us any feel at all for ability to charge extra for when you switch someone from a Lexis+ platform to Lexis+ AI platform offering? Thanks.

Eric: Well, I'm going to ask Nick to cover the second, but let me take the first one here. On the submission growth. We have seen very strong submission growth and increase in that rate over the last six to 12 months across the board, across the entire journal portfolio, both for pay-to-publish, open access, and pay to read, if you want to call them that, hybrid or traditional journals. Because we have submissions that come to the subscription of hybrid journals where then the person submitting can select later which payment model they want to pursue, it is not as black and white a description as you might think, but we are continuing to see very strong submission growth across the portfolio.

There's no difference between the two in terms of the trend line, but as we have seen over the last several years, our growth rate in the pure standalone pay to publish, open access, or gold open access journals, if you want to call them that, that has been higher than the overall for several years and continues to be a bit higher than the overall number, but it's over 20% overall and that's across the board. On Exhibitions, Nick.

Nick Luff: So Steve, obviously, as Eric was saying, we believe we have a higher growth profile business than we had historically, and you can see that in our outlook statement. Clearly the second half won't have the benefit the first half had of comparing to a slightly disrupted period in the early part of 2023. But nonetheless, we are looking for strong growth in that business through the year.

Erik Engstrom: On the last question here about the spend uplift when people switch, when people were switching from the old Lexis Advanced platform as it used to be called to Lexis+, we saw an increase in spend because they were moving to an integrated legal analytics platform which enabled them to buy analytical tools and broader content sets that were then easier to use so they could use more of them and therefore they wanted to own more of them, they used them more, and they spent more with us. There was a meaningful spend uplift when you switched from Lexis Advanced to Lexis+. We continued to see a meaningful spend uplift when people switch from Lexis+ to Lexis+ AI. And it's slightly different because this is here a platform functionality set that's offered as sort of a premium tier to the existing Lexis+ offering, reflecting that it has a higher value add functionality that we've seen with our customers, being confirmed with our customers, across the usage base and across the different functionality set.

But the actual spend uplift from a customer that switches actually depends quite a bit on which content sets and which tools the customer subscribed to before the upgrade and which they're adding or switching to after the upgrade. So it varies quite a bit between different customers, customer types, and different types of subscriptions, but it's another meaningful increase in the total spend that we're seeing so far from our customers. So it's another step up in spend from those who are converting.

Steve Liechti: Great. Thank you.

Operator: Thank you. This concludes our question and answer session. I would now like to turn the conference back over to Eric for any closing remarks.

Erik Engstrom: Just want to say thank you all for joining us on our call today and I look forward to talking to you again soon.