



Reed Elsevier Interim Results 2011

Mark Armour, CFO
Erik Engstrom, CEO

 Reed Elsevier

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Mark Armour, CFO



2011 H1 performance

- Improved trading performance
 - Underlying revenue: +1% (+3% excluding biennial exhibitions cycling)
 - Underlying adjusted operating profit: +2%
- Reported revenue growth: sterling -3%; euro -3%
 - Lower revenue due to portfolio changes and weaker US dollar
- Adjusted operating margin +1.3%pts at 26.6%
 - Continued cost efficiency, restructuring of portfolio and hedging benefits
- Adjusted eps: Reed Elsevier PLC +5%; Reed Elsevier NV +5%
- Reported eps: Reed Elsevier PLC +20%; Reed Elsevier NV +20%
 - No exceptional restructuring and lower acquisition related integration costs
- Strong cash flow generation:
 - Cash conversion rate 93% (2010: 102%) LTM
- Good financial position: net debt / ebitda 2.4x* (2010: 2.5x)

**Pension and lease adjusted*



Adjusted profit and loss

6 months to 30 June	2011 £m	2010 £m	% change	% change constant
Revenue	2,904	2,992	-3%	-1%
Adjusted operating profit	774	758	+2%	+3%
Net interest expense	(112)	(134)		
Adjusted profit before tax	662	624	+6%	+6%
Tax	(154)	(140)		
Minority interests	(2)	(2)		
Adjusted net profit	506	482	+5%	+5%

Adjusted figures are stated before amortisation of acquired intangible assets, exceptional restructuring (none in 2011) and acquisition related costs, disposal gains / losses and anomalous tax effects

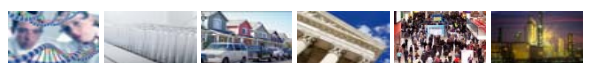


Adjusted profit and loss

6 months to 30 June	2011 £m	2010 £m	% change	% change constant	% change underlying
Revenue	2,904	2,992	-3%	-1%	+1%
Adjusted operating profit	774	758	+2%	+3%	+2%
Adjusted operating margin	26.6%	25.3%	1.3%pts	0.9%pts	0.2%pts

- Underlying revenue growth +3% excluding cycling
- Margin improvement driven by portfolio restructuring, cost efficiency and hedging benefit; continuing new product development spend
- Divestments of low return assets; 0.7% margin benefit

Underlying change excludes results of all acquisitions and disposals made both in year and prior year



Revenue: £2,904m

£m

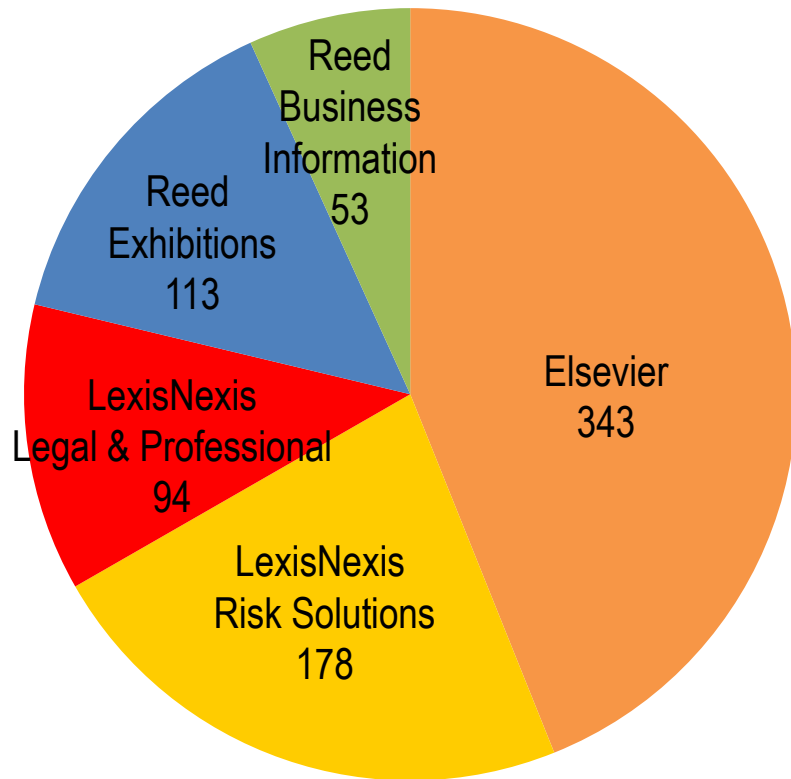


6 months to 30 June 2011	% change constant	% change underlying
Elsevier	+2%	+2%
LexisNexis Risk Solutions	+3%	+4%
LexisNexis Legal & Professional	-1%	+1%
Reed Exhibitions	-3%	-4%
RBI	-8%	+2%
Reed Elsevier	-1%	+1%



Adjusted operating profit: £774m

£m



	6 months to 30 June 2011	% change constant	% change underlying
Elsevier		+5%	+4%
LexisNexis Risk Solutions		+5%	+6%
LexisNexis Legal & Professional		-4%	-2%
Reed Exhibitions		-7%	-8%
RBI		+32%	+12%
Reed Elsevier		+3%	+2%



Change in underlying revenue, cost, profit

6 months to 30 June 2011	Revenue	Adjusted operating cost	Adjusted operating profit
Elsevier	+2%	+1%	+4%
LexisNexis Risk Solutions	+4%	+2%	+6%
LexisNexis Legal & Professional	+1%	+1%	-2%
Reed Exhibitions	-4%	-2%	-8%
RBI	+2%	0%	+12%
Reed Elsevier - <i>underlying</i>	+1%	+1%	+2%
Reed Elsevier - <i>total</i>	-1%	-2%	+3%

At constant currencies; % underlying change excludes acquisitions and disposals



Adjusted operating cash flow

6 months to 30 June	2011 £m	2010 £m
Adjusted operating profit	774	758
Capital expenditure	(154)	(134)
Depreciation	95	111
	(59)	(23)
Working capital and other items	(23)	8
Adjusted operating cash flow	692	743
Cash flow conversion rate	89%	98%

- Cash conversion rate 93% (2010: 102%) LTM



Adjusted profit and loss

6 months to 30 June	2011 £m	2010 £m	% change	% change constant
Adjusted operating profit	774	758	+2%	+3%
Net interest expense	(112)	(134)		
Adjusted profit before tax	662	624	+6%	+6%
Tax	(154)	(140)		
<i>Adjusted tax rate %</i>	<i>23.3%</i>	<i>22.5%</i>		
Minority interests	(2)	(2)		
Adjusted profit attributable	506	482	+5%	+5%

- Interest expense lower due to term debt redemptions, swaps expiring and currency translation
- Adjusted tax rate higher due to geographic mix effects; 2010 FY 22.7%



Adjusted earnings per share

6 months to 30 June	2011	2010	%	2011	2010	%
Adjusted net profit:						
Reed Elsevier	£506m	£482m	+5%	€582m	€554m	+5%
PLC (52.9%)	£268m	£255m	+5%			
NV (50.0%)				€291m	€277m	+5%
Average number of shares:						
PLC (m)	1,201.5	1,198.6	0%			
NV (m)				735.1	734.4	0%
Adjusted earnings per share:						
PLC	22.3p	21.3p	+5%			
NV				€0.40	€0.38	+5%



Reported profit before tax

6 months to 30 June	2011 £m	2010 £m	% change
Adjusted profit before tax	662	624	+6%
Adjustments			
Amortisation of acquired intangible assets	(170)	(172)	
Exceptional restructuring costs	-	(13)	
Acquisition integration costs	(18)	(24)	
Reclassification of tax in joint ventures	(7)	(6)	
Disposals and other non-operating items	9	3	
Reported profit before tax	476	412	+16%



Free cash flow

6 months to 30 June	2011 £m	2010 £m	% change
Adjusted operating cash flow	692	743	-7%
Interest paid	(102)	(133)	
Tax paid	(104)	(4)	
Free cash flow before exceptional spend	486	606	
Restructuring / acquisition integration*	(46)	(37)	
Free cash flow before dividends	440	569	-23%
Ordinary dividends	(363)	(356)	
Free cash flow post dividends	77	213	

- More normal tax payments v 2010 repayments
- Lower tax relief re prior year restructuring / integration charges
- Free cash flow post dividends seasonally weighted to second half

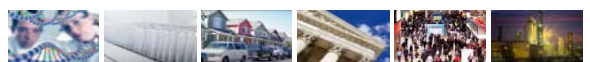
**Including cash tax relief / repayments*



Movement in net debt

	£m	\$m
Net debt at 31 December 2010	(3,455)	(5,387)
Free cash flow post dividends	77	125
Acquisitions / disposals		
– Disposals	19	31
– Acquisitions	(139)	(226)
	(120)	(195)
Net proceeds from share options exercised / other	6	9
Currency translation	88	(21)
Net debt at 30 June 2011	(3,404)	(5,469)

- Net debt / LTM ebitda 2.4x (pensions and lease adjusted) (Dec 2010: 2.5x)



Balance sheet

	30 June 2011 £m	31 Dec 2010 £m
Goodwill & intangible assets	7,800	7,898
Tangible fixed assets	286	291
Investments & net assets held for sale	188	184
Net pensions obligations	(155)	(170)
Working capital	(959)	(1,000)
Capital employed	7,160	7,203
Shareholders' equity	1,980	1,943
Net debt	3,404	3,455
Current & deferred tax (net)	1,675	1,687
Other net liabilities / minorities	101	118
	7,160	7,203



Dividends

	Reed Elsevier PLC		Reed Elsevier NV	
	2011	% change	2011	% change
Interim dividend	5.65p	+5%	€0.110	+1%
LTM dividend cover	2.2x		1.9x	

- Difference in equalised dividend growth rates reflects changes in the euro:sterling exchange rate since prior year dividend announcement date
 - Interim: 2011 €1.14:£1 v 2010 €1.18:£1





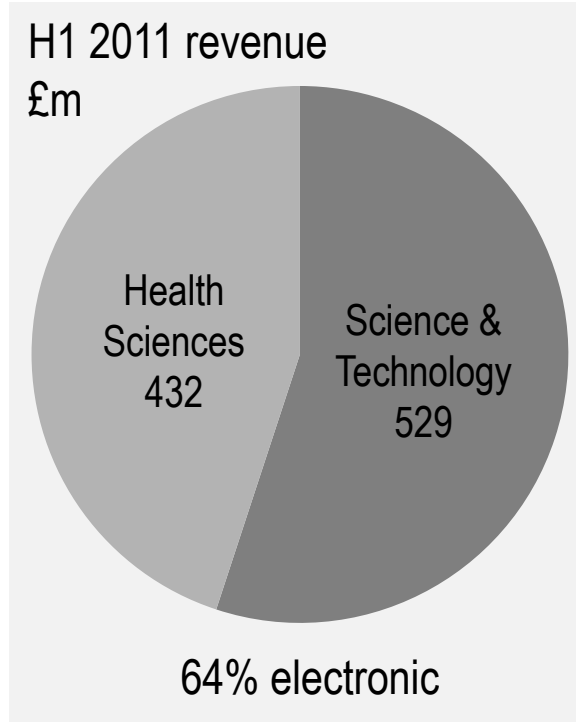
Erik Engstrom, CEO



- First half underlying growth in all businesses excluding cycling
 - Improving performance from large subscription and data businesses
 - Cyclical businesses recovering
- Adjusted operating margin: +1.3% pts at 26.6%
- Return to growth in adjusted earnings per share: +5%



Elsevier



6 months to 30 June	2011 £m	2010 £m	% change constant	% change underlying
Revenue	961	955	+2%	+2%
Science & Technology			+4%	+4%
Health Sciences			-1%	0%
Adjusted operating profit	343	319	+5%	+4%

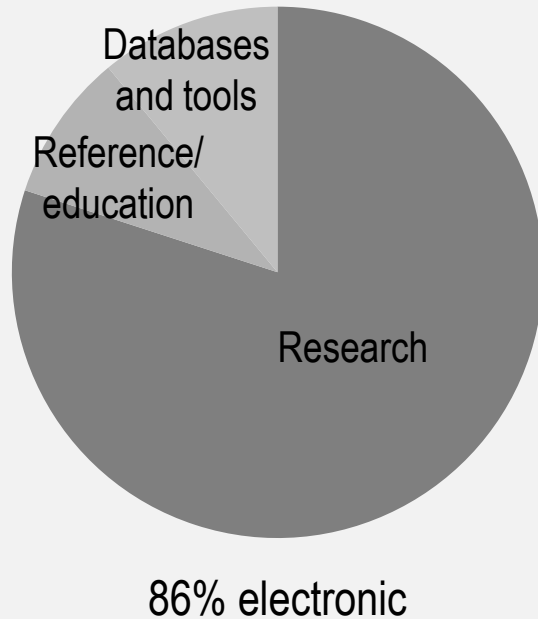
- Modest revenue growth; expected to continue for full year
- Cost efficiency and process innovation offset new product spend



Elsevier: Science & Technology



H1 2011 revenue £529m
Growth +4%



Research (journals)

- Good growth in global research activity
 - research spend
 - article submissions
- Budget environment varied by customer and geography

Reference/education (books)

- Strong growth in electronic reference offset by print revenue declines

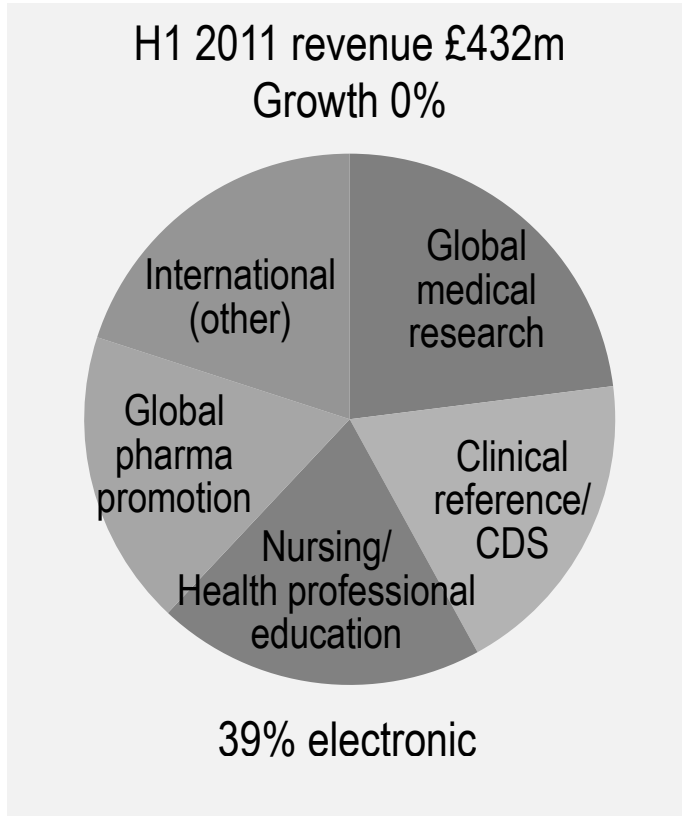
Databases and tools

- Good growth in usage and revenues
- Active new product pipeline

Growth underlying



Elsevier: Health Sciences



- | | |
|--|--|
| Medical research | <ul style="list-style-type: none"> • Good growth; trends mirroring S&T research – growth in activity – budget environment varied |
| Clinical reference/ decision support (CDS) | <ul style="list-style-type: none"> • Good growth in online revenues moderated by format migration: print declines |
| Nursing/health professionals (NHP) | <ul style="list-style-type: none"> • Lower US enrolments (gainful employment legislation) • Mixed budget environment • Growth in online solutions |
| Pharma promotion | <ul style="list-style-type: none"> • US stable; European weakness continued (-12%) |

Growth underlying



LexisNexis Risk Solutions

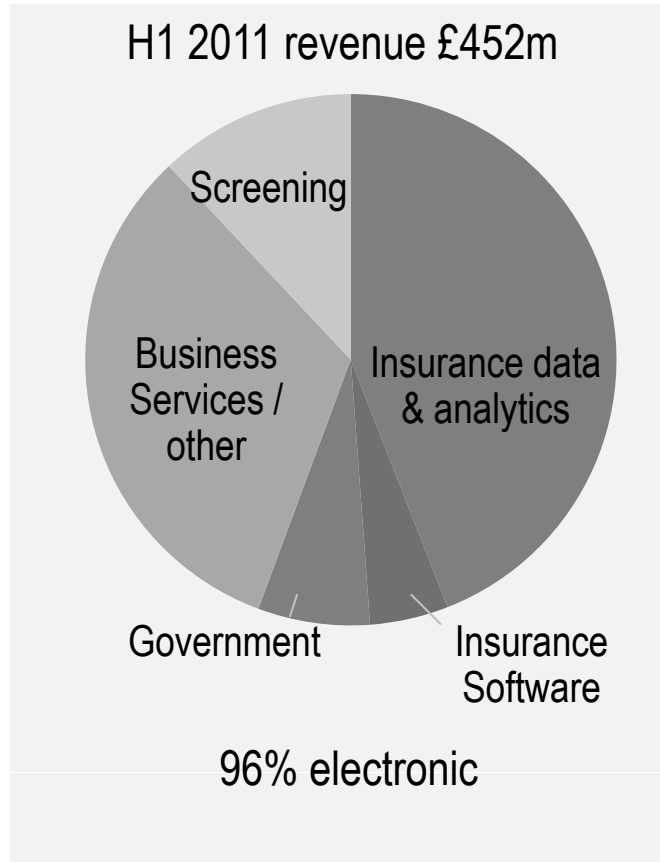


6 months to 30 June	2011 £m	2010 £m	% change constant	% change underlying
Revenue	452	464	+3%	+4%
Adjusted operating profit	178	180	+5%	+6%

- Good growth in data and analytics across segments
- Overall, well positioned for future growth
- Spend on new product pipeline offset by further cost savings
- HPCC: elements of technology open sourced to accelerate platform development



LexisNexis Risk Solutions



Growth

Insurance data & analytics	+7%	<ul style="list-style-type: none"> Strong growth in data and analytics New product pipeline
Insurance software	-25%	<ul style="list-style-type: none"> Carriers deferring enterprise software spend
Government	+2%	<ul style="list-style-type: none"> US federal budgets constrained State interest in fraud, waste & abuse
Business services	+5%	<ul style="list-style-type: none"> Recovery in financial services (+7%) and corporate markets (+4%)
Screening	+6%	<ul style="list-style-type: none"> Good growth continuing More subdued US hiring environment

Growth underlying



6 months to 30 June	2011 £m	2010 £m	% change constant	% change underlying
Revenue	779	816	-1%	+1%
Adjusted operating profit	94	100	-4%	-2%
Adjusted operating margin	12.1%	12.2%		

- Returned to underlying revenue growth; continued recovery expected to be gradual
- Margin broadly flat in first half to H1 2010
- Full year margin expected broadly flat to prior year
- Continued focus on operational efficiency offsetting increased spend on product development



Growth

H1 2011 revenue £779m



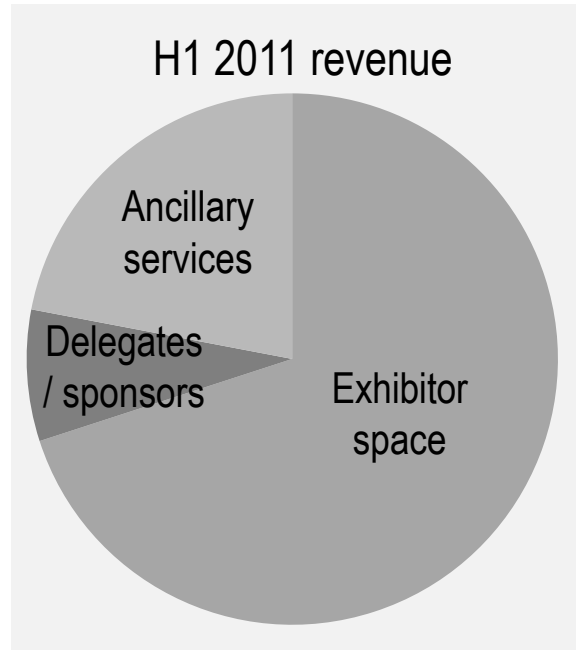
77% electronic

US law firms	+1%	<ul style="list-style-type: none"> Market stabilised; recovery muted New sales higher Return to solid usage growth
US corporate, government & academic	0%	<ul style="list-style-type: none"> Corporate news and business declines moderating (-7%) Budget environment stabilising
International	+2%	<ul style="list-style-type: none"> Strong growth in online (+8%) Continuing format migration: print decline

Growth underlying



Reed Exhibitions



6 months to 30 June	2011 £m	2010 £m	% change constant	% change underlying
Revenue	368	383	-3%	-4%
Adjusted operating profit	113	123	-7%	-8%

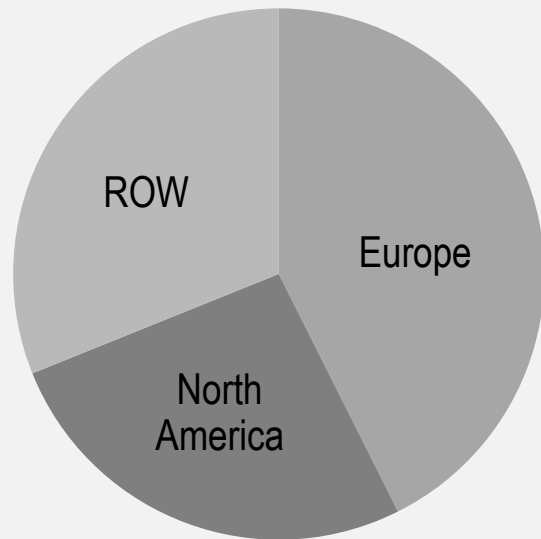
- Return to good growth: +10% excluding cycling; high customer satisfaction
- Strong growth in annual shows; new launches accelerated
- Underlying costs -2%; ongoing investment in launches and in IT
- 2011 full year sees continued good growth; net cycling out of biennial shows (less pronounced than H1)

Growth underlying



Reed Exhibitions

H1 2011 revenue £368m



Growth
ex cycling

Europe	+7%	<ul style="list-style-type: none"> • Growth rates varied by country and sector – France recovered well; Spain still weak
North America	+14%	<ul style="list-style-type: none"> • Strong growth across sectors – <i>JCK</i> (jewellery) at new venue – <i>National Hardware</i>: space, e-applications expanded
Rest of World	+10%	<ul style="list-style-type: none"> • Good growth across regions – Middle East (alternative energy, travel); Russia (cosmetics, heating & ventilation) – No shows cancelled in Japan

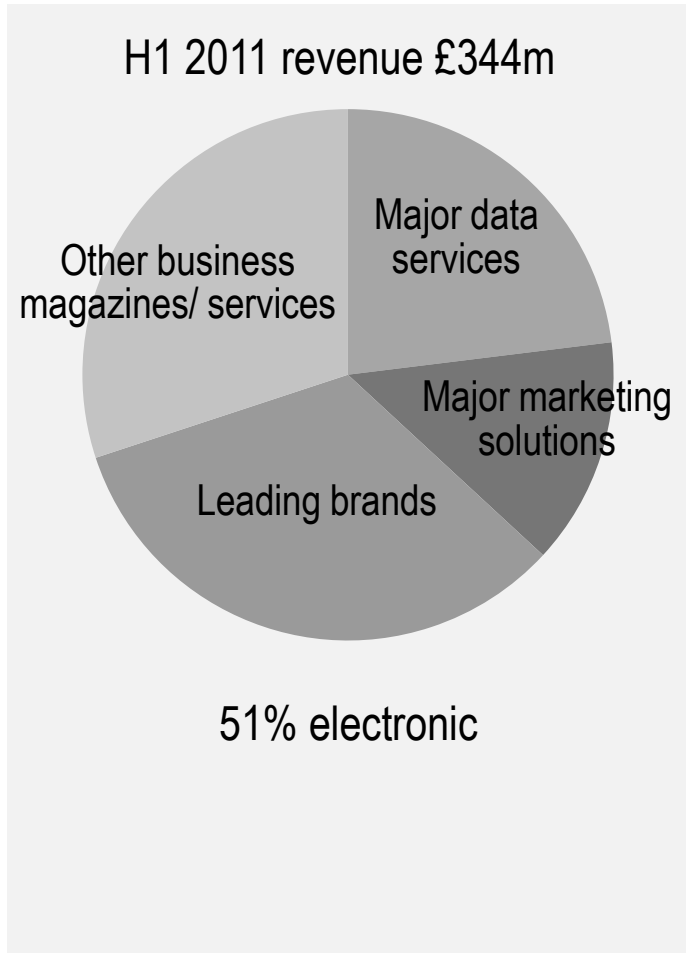
Growth underlying excluding cycling



6 months to 30 June	2011 £m	2010 £m	% change constant	% change underlying
Revenue	344	374	-8%	+2%
Adjusted operating profit	53	40	+32%	+12%
Adjusted operating margin	15.4%	10.7%		

- Turnaround progressing well
- Underlying revenue returned to growth; trends largely expected to continue
- Significant increase in margin from portfolio reshaping and increased efficiency





Growth

Major data services	+10%	<ul style="list-style-type: none"> Strong growth in <i>ICIS</i>, <i>Bankers Almanac</i>, <i>XpertHR</i>, <i>RCD</i> weakness Expansion: <i>CBI China</i> (petrochemical/energy) and <i>Ascend</i> (Aerospace)
Major marketing solutions	+7%	<ul style="list-style-type: none"> Strong growth in <i>Totaljobs</i> and <i>Hotfrog</i>
Leading brands	+2%	<ul style="list-style-type: none"> Return to overall growth; more stable environment
Other business magazines	-6%	<ul style="list-style-type: none"> Moderating print advertising declines more than offset online growth Portfolio reshaping: UK transport and computing titles, <i>QSS</i> sold

Growth underlying



Reed Elsevier: In conclusion



H1 2011

- Growth trajectory improved
- Large subscription and data revenues strengthened and more cyclical businesses recovered

Outlook

- Positive momentum across our businesses and focus on creating value
- Continue to expect a gradual improvement in performance





Appendices



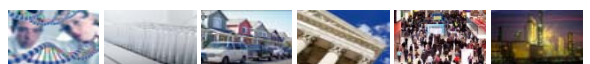
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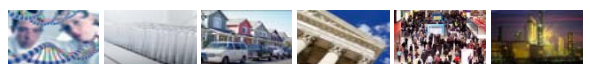
Financial information in Euros



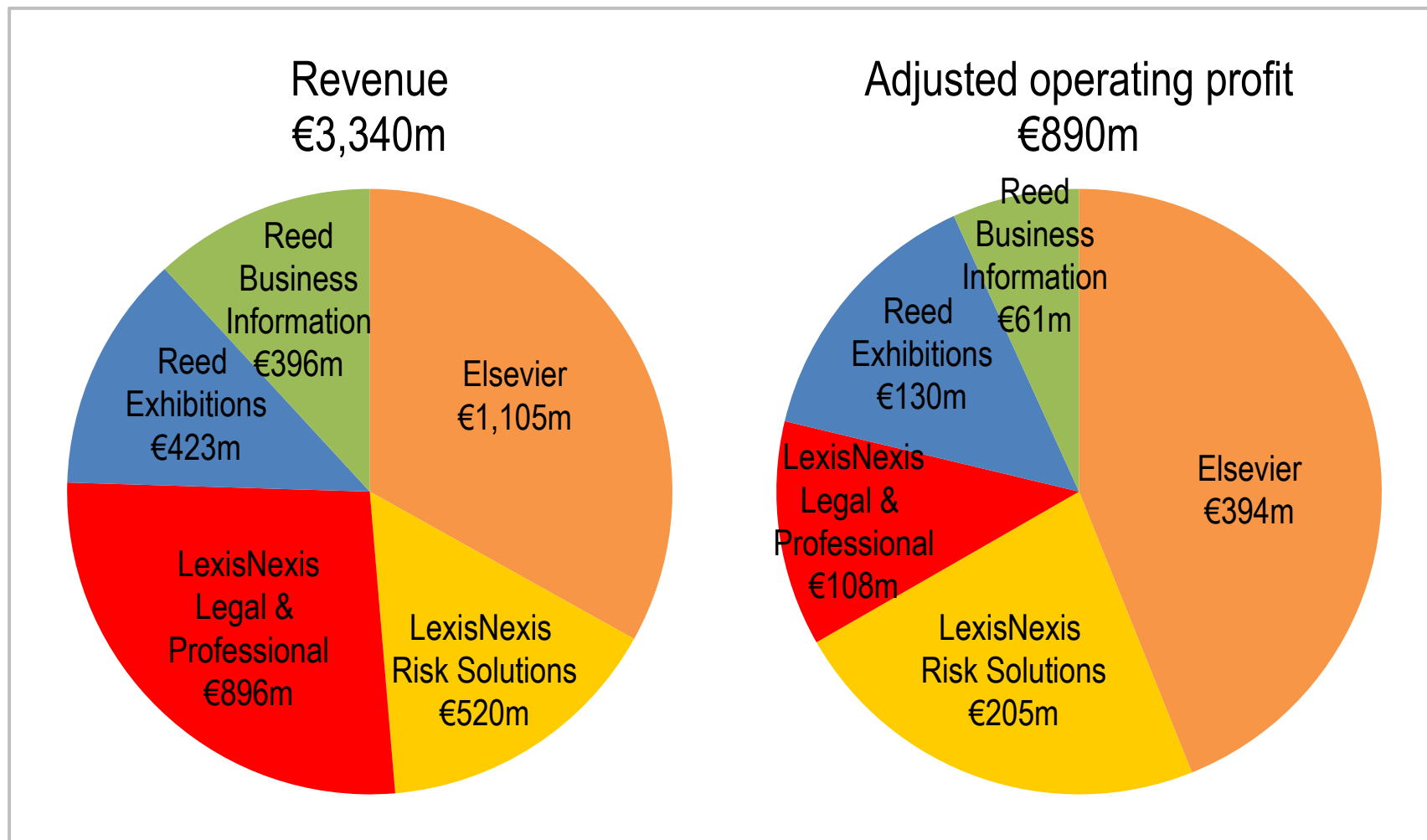
Adjusted profit and loss

6 months to 30 June	2011 €m	2010 €m	% change	% change constant
Revenue	3,340	3,441	-3%	-1%
Adjusted operating profit	890	872	+2%	+3%
Net interest expense	(129)	(154)		
Adjusted profit before tax	761	718	+6%	+6%
Tax	(177)	(161)		
Minority interests	(2)	(3)		
Adjusted profit attributable	582	554	+5%	+5%

Adjusted figures are stated before amortisation of acquired intangible assets, exceptional restructuring (none in 2011) and acquisition related costs, disposal gains / losses and anomalous tax effects



Revenue and adjusted operating profit



Adjusted operating cash flow

6 months to 30 June	2011 €m	2010 €m
Adjusted operating profit	890	872
Capital expenditure	(177)	(154)
Depreciation	109	128
	(68)	(26)
Working capital and other items	(26)	8
Adjusted operating cash flow	796	854
Cash flow conversion rate	89%	98%



Reported profit before tax

6 months to 30 June	2011 €m	2010 €m	% change
Adjusted profit before tax	761	718	+6%
Adjustments			
Amortisation of acquired intangible assets	(195)	(198)	
Exceptional restructuring costs	-	(15)	
Acquisition related costs	(21)	(28)	
Reclassification of tax in joint ventures	(8)	(7)	
Disposals and other non-operating items	10	4	
Reported profit before tax	547	474	+16%



Free cash flow

6 months to 30 June	2011 €m	2010 €m	% change
Adjusted operating cash flow	796	854	-7%
Interest paid	(117)	(153)	
Tax paid	(120)	(4)	
Free cash flow before exceptional spend	559	697	
Restructuring / acquisition integration*	(53)	(43)	
Free cash flow before dividends	506	654	-23%
Ordinary dividends	(417)	(409)	
Free cash flow post dividends	89	245	

**Including cash tax relief / repayments*



Movement in net debt

	€m
Net debt at 31 December 2010	(4,043)
Free cash flow post dividends	89
Acquisitions / disposals	
— Disposals	22
— Acquisitions	(160)
	(138)
Net proceeds from share options exercised / other	7
Currency translation	306
Net debt at 30 June 2011	(3,779)



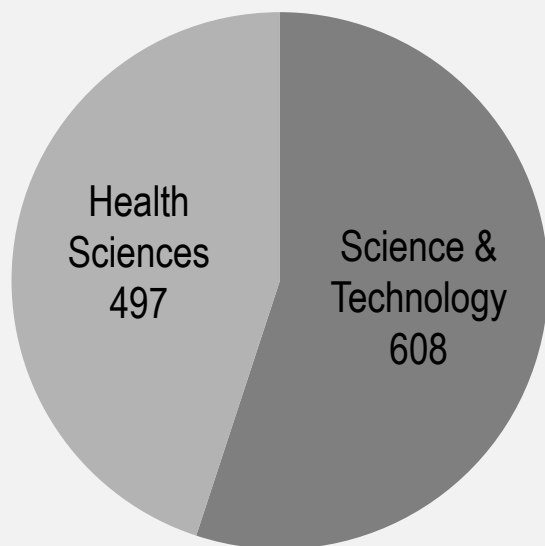
Balance sheet

	30 June 2011 €m	31 Dec 2010 €m
Goodwill & intangible assets	8,658	9,241
Tangible fixed assets	317	341
Investments & net assets held for sale	209	215
Net pensions obligations	(172)	(199)
Working capital	(1,067)	(1,171)
Capital employed	7,945	8,427
Shareholders' equity	2,198	2,273
Net debt	3,779	4,043
Current & deferred tax (net)	1,859	1,973
Other net liabilities / minorities	109	138
	7,945	8,427

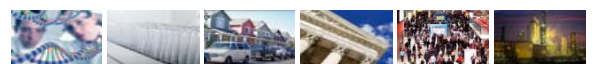




H1 2011 revenue €1,105m



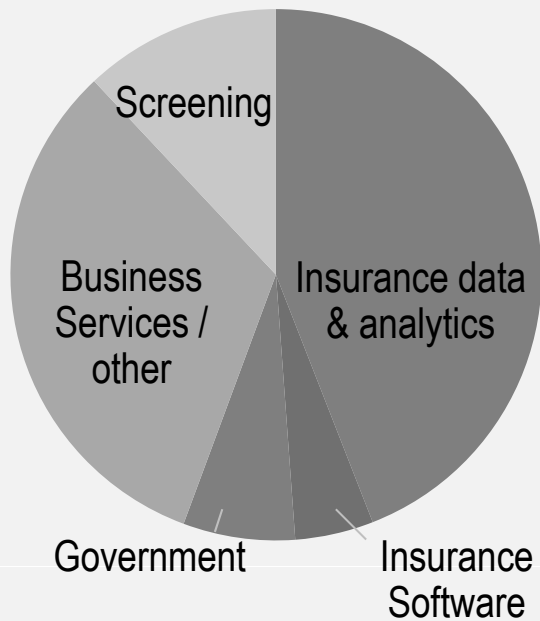
6 months to 30 June	2011 €m	2010 €m	% change constant	% change underlying
Revenue	1,105	1,098	+2%	+2%
Adjusted operating profit	394	367	+5%	+4%



LexisNexis Risk Solutions



H1 2011 revenue €520m



6 months to 30 June	2011 €m	2010 €m	% change constant	% change underlying
Revenue	520	534	+3%	+4%
Adjusted operating profit	205	207	+5%	+6%



H1 2011 revenue €896m



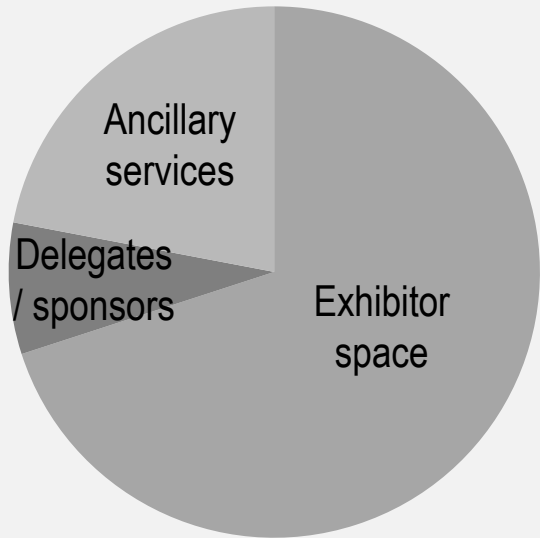
6 months to 30 June	2011 €m	2010 €m	% change constant	% change underlying
Revenue	896	938	-1%	+1%
Adjusted operating profit	108	115	-4%	-2%
Adjusted operating margin	12.1%	12.2%		



Reed Exhibitions

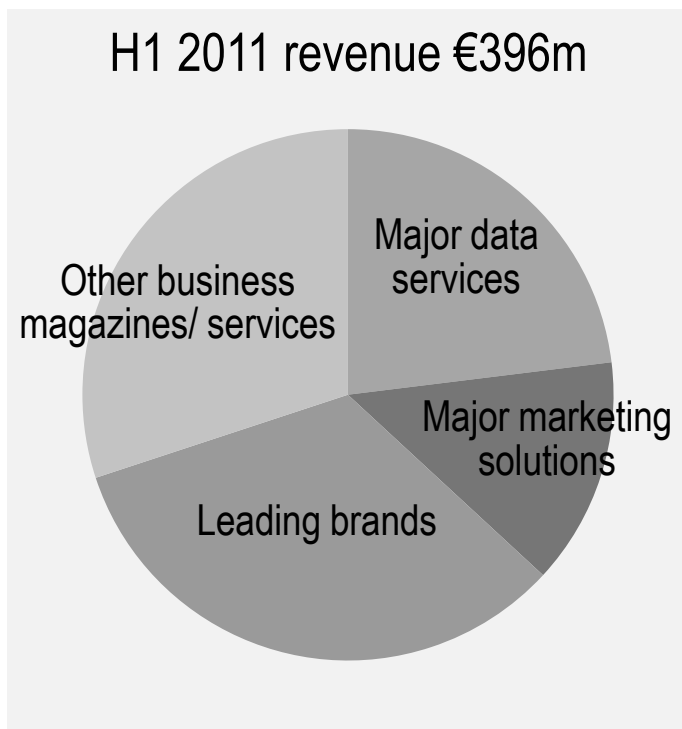


H1 2011 revenue €423m



	2011	2010	% change	% change
6 months to 30 June	€m	€m	constant	underlying
Revenue	423	441	-3%	-4%
Adjusted operating profit	130	142	-7%	-8%





6 months to 30 June	2011 €m	2010 €m	% change constant	% change underlying
Revenue	396	430	-8%	+2%
Adjusted operating profit	61	46	+32%	+12%
Adjusted operating margin	15.4%	10.7%		





Further information



Revenue Reconciliation

6 months to 30 June	£m	% change	€m	% change
2010 Revenue	2,992		3,441	
Base businesses	32	+1%	37	+1%
Acquisitions	13	0%	15	0%
Disposals	(69)	-2%	(79)	-2%
Currency effects	(64)	-2%	(74)	-2%
2011 Revenue	2,904	-3%	3,340	-3%



Adjusted operating profit Reconciliation

6 months to 30 June	£m	% change	€m	% change
2010 Adjusted operating profit	758		872	
Base business	13	+2%	15	+2%
Acquisitions / disposals	6	+1%	7	+1%
Currency effects	(3)	-1%	(4)	-1%
2011 Adjusted operating profit	774	+2%	890	+2%



Reported net profit

6 months to 30 June	2011 £m	2010 £m	2011 €m	2010 €m
Adjusted net profit	506	482	582	554
Adjustments (post tax)				
Amortisation of acquired intangible assets	(177)	(193)	(203)	(222)
Exceptional restructuring costs	-	(9)	-	(10)
Acquisition related costs	(12)	(16)	(14)	(18)
Disposals and other	11	3	13	3
Deferred tax	49	49	56	56
Reported net profit	377	316	434	363



Dividend equalisation

	Interim		
	2011	2010	% change
Reed Elsevier PLC (p)	5.65	5.40	+5%
UK tax credit rate	10%	10%	
Reed Elsevier PLC (p) (gross)	6.28	6.0	
Equalisation ratio	1.538	1.538	
Exchange rate (€:£)	1.14	1.18	
Reed Elsevier NV (€)	0.110	0.109	+1%



Elsevier growth and currency analysis



	Underlying	Acquisitions/ disposals	Constant currency	Year on year change in hedge rates	Other currency effects	Total
6 months to 30 June 2011						
Revenue	+2%	0%	+2%	+1%	-2%	+1%
Adjusted operating profit	+4%	+1%	+5%	+4%	-1%	+8%
Adjusted operating margin	+0.8%	+0.3%	+1.1%	+0.9%	+0.2%	+2.2%
12 months to 31 December 2010						
Revenue	+2%	0%	+2%	+1%	-1%	+2%
Adjusted operating profit	+4%	0%	+4%	+2%	-2%	+4%
Adjusted operating margin	+0.8%	0%	+0.8%	+0.4%	-0.4%	+0.8%



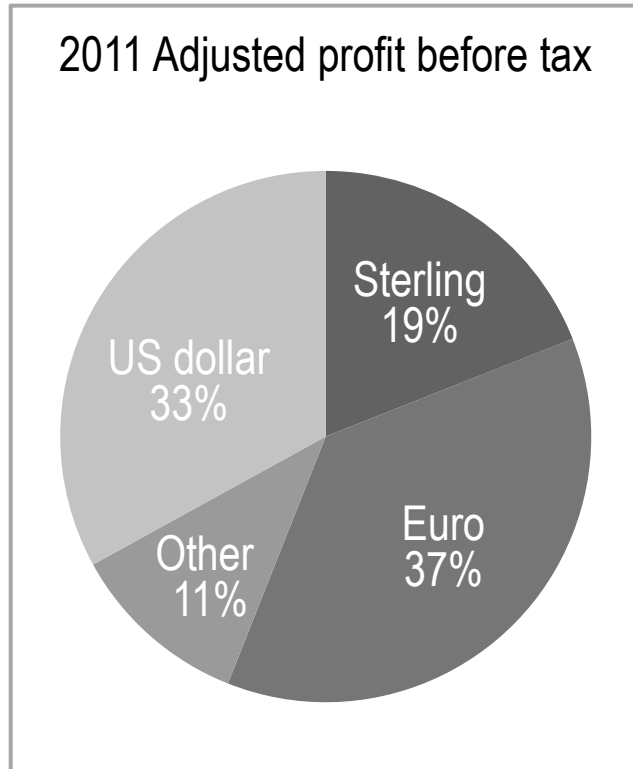
Reed Exhibitions: cycling impact

Revenue growth %	2007	2008	2009	2010	H1 2011
Total	+13%	+9%	-21%	+9%	-3%
Impact of acquisitions / divestments	+1%	-2%*	+1%	+1%	+1%
Underlying	+12%	+11%	-22%	+8%	-4%
Impact of cycling shows	0%	+7%	-7%	+11%	-14%
Underlying excluding cycling	+12%	+4%	-15%	-3%	+10%

**Biennial defence shows sold in 2008, leading to greater net cycling effect*



Currency profile



Average rates for period:	Half year		Full year	
	2011	2010	2011*	2010
£				
US dollar	1.62	1.53	1.62	1.55
Euro	1.15	1.15	1.14	1.17
€				
US dollar	1.41	1.33	1.42	1.32
Sterling	0.87	0.87	0.88	0.85

Period end rates:	30 June	31 Dec	30 June
	2011	2010	2010
£			
US dollar	1.61	1.56	1.50
Euro	1.11	1.17	1.22
€			
US dollar	1.45	1.33	1.23
Sterling	0.90	0.85	0.82

*Full year 2011 exchange rates if 27 July 2011 rates prevail to end of 2011 (GBP:US\$ 1.63; GBP:EUR 1.13)



Credit metrics

	LTM 30 June 2011	LTM 31 Dec 2010
Net debt / ebitda	2.4x	2.5x
Funds from operations / net debt	26.6%	31.3%
Retained cash flow / net debt	19.5%	18.4%
Net interest cover	6.1x	5.3x
Long term credit rating (S&P/Moody's/Fitch)	BBB+ / Baa1 / A-	BBB+ / Baa1 / A-

Pension and lease adjusted; ebitda after exceptional restructuring (none in 2011) and acquisition integration costs; calculated in US dollars



Cost of borrowings

Debt predominantly denominated in US dollars at 30 June 2011

- 73% of gross debt (31 Dec 2010: 77%)
- 87% of net debt (31 Dec 2010: 92%)

Majority of debt fixed at 30 June 2011

- 66% of gross debt (31 Dec 2010: 73%)

Blended interest rate on gross debt

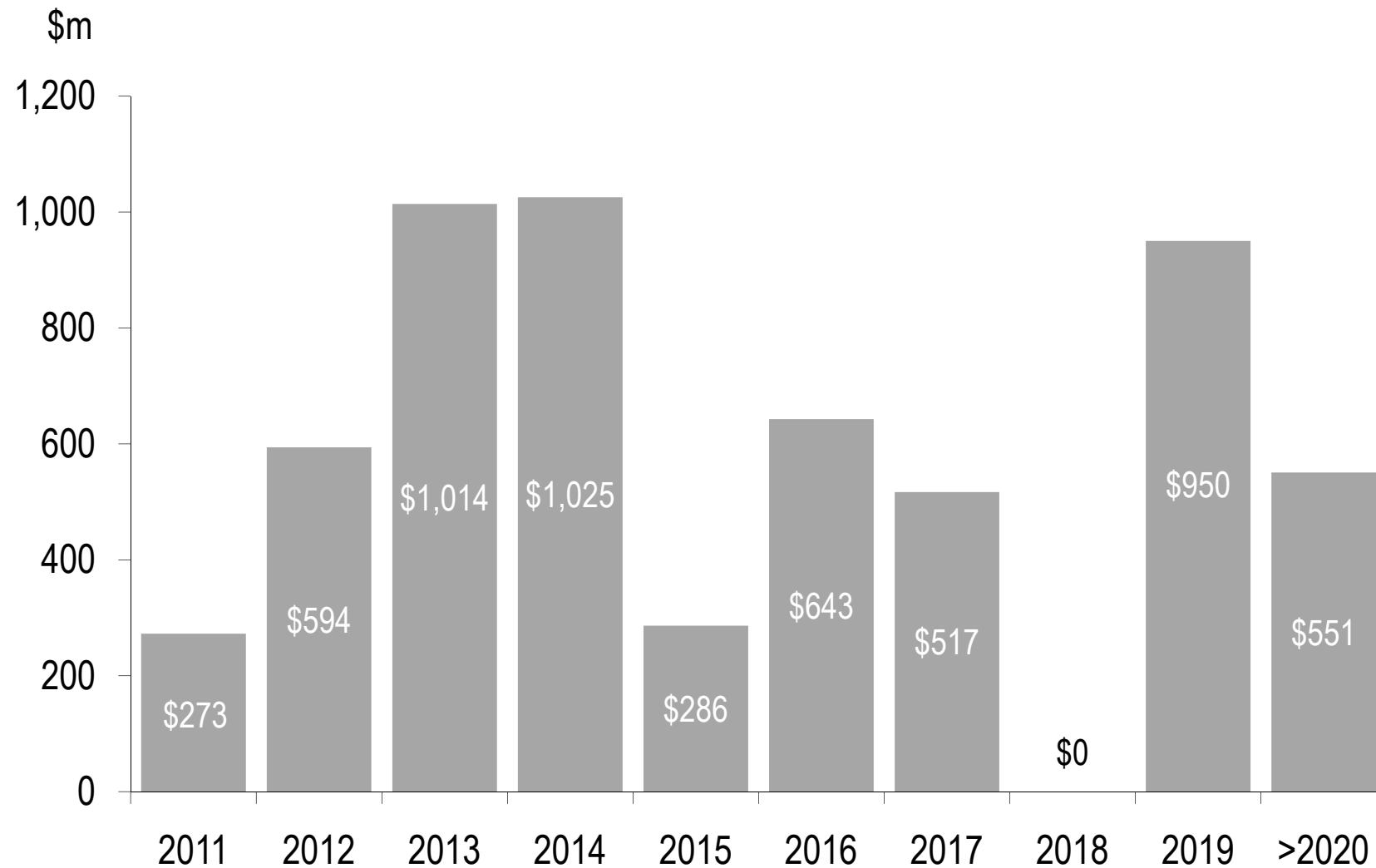
- 5.8% estimated for full year 2011
- \$200m 6.75% term debt maturing in August 2011

Interest on free cash flow at low marginal rates

Percentage of debt in US dollars and fixed rate debt stated including impact of swaps



Term debt maturity profile



Term debt stated at par value



Information for US institutions

- Reed Elsevier PLC ADR (ticker: RUK) and Reed Elsevier NV ADR (ticker: ENL) traded on NYSE
- Each Reed Elsevier PLC ADR represents 4 Reed Elsevier PLC ordinary shares
- Each Reed Elsevier NV ADR represents 2 Reed Elsevier NV ordinary shares
- PLC and NV ADRs members of following indices:
 - NYSE Composite index
 - BoNY Composite ADR index
 - BoNY Developed Markets ADR index
 - BoNY Europe ADR index
 - BoNY Europe 100 ADR index
- Depositary is The Bank of New York Mellon



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