



RELX Group Results 2016  
Erik Engstrom, CEO  
Nick Luff, CFO

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## FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking statements within the meaning of Section 27A of the US Securities Act of 1933, as amended, and Section 21E of the US Securities Exchange Act of 1934, as amended. These statements are subject to a number of risks and uncertainties that could cause actual results or outcomes to differ materially from those currently being anticipated. The terms "outlook", "estimate", "project", "plan", "intend", "expect", "should be", "will be", "believe", "trends" and similar expressions identify forward-looking statements. Factors which may cause future outcomes to differ from those foreseen in forward-looking statements include, but are not limited to: current and future economic, political and market forces; changes in law and legal interpretations affecting the Group's intellectual property rights; regulatory and other changes regarding the collection, transfer of use of third party content and data; demand for the Group's products and services; competitive factors in the industries in which the Group operates; compromises of our data security systems and interruptions in our information technology systems; legislative, fiscal, tax and regulatory developments and political risks; exchange rate fluctuations; and other risks referenced from time to time in the filings of RELX PLC and RELX NV with the US Securities and Exchange Commission.

Erik Engstrom, CEO

## RELX Group 2016 progress

- Positive financial performance
  - Slight increase in underlying revenue growth rate
  - Underlying revenue and operating profit growth across all four business areas
- Further strategic and operational progress
  - Continued improvement in business profile
  - Organic development of analytics & decision tools

## 2016 financial highlights



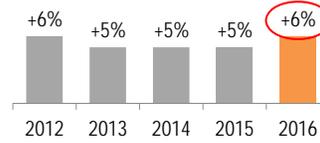
## Financial performance

Underlying revenue growth\*

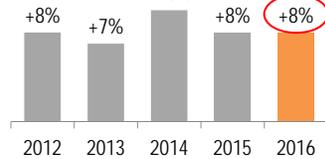


\* excluding exhibition cycling effects

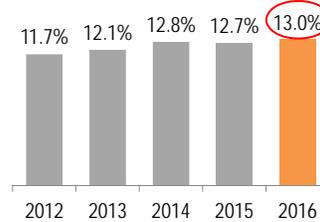
Underlying adjusted operating profit growth



Adjusted earnings per share growth  
Constant currency

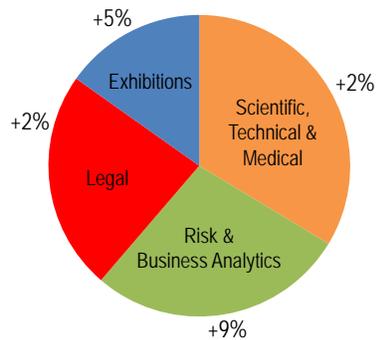


Return on invested capital

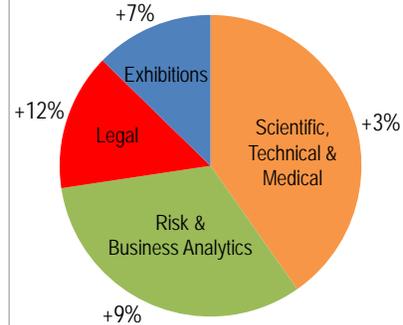


## Underlying revenue and adjusted operating profit Growth across all business areas

Underlying revenue growth  
2016



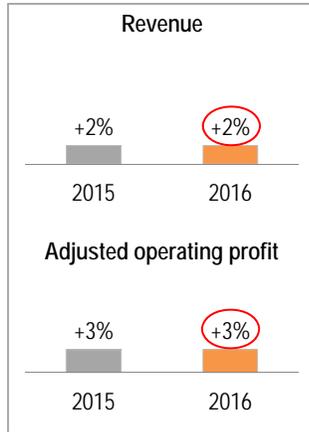
Underlying adjusted operating profit growth  
2016



Underlying revenue growth rates exclude exhibition cycling effects

## Scientific, Technical & Medical

### Underlying growth

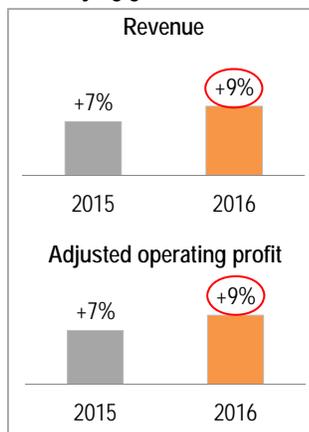


- Key business trends remained positive
- In primary research strong growth in usage and article submissions continued; 64 new journals launched
- Good growth in databases & tools, and in electronic reference products
- Print books saw steeper declines than in recent years reflecting market conditions
- Small underlying margin improvement partly offset by exchange rate movements

**2017 outlook:** Customer environment remains largely unchanged; overall we expect another year of modest underlying revenue growth, with underlying operating profit growth continuing to exceed underlying revenue growth

## Risk & Business Analytics

### Underlying growth

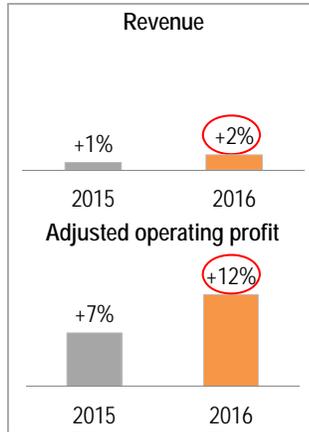


- Underlying revenue growth improved; strong growth across all key segments
- Insurance growth driven by volume and take up of new products and services, and expansion in adjacent verticals. International initiatives progressing well
- Growth in Business Services driven by demand for identity authentication and fraud detection solutions across financial services and corporate sectors
- Government and healthcare segments developing strongly; strong growth in Major Data Services
- Underlying profit and revenue growth broadly matched

**2017 outlook:** Fundamental growth drivers remain strong; we expect underlying operating profit growth to broadly match underlying revenue growth

## Legal

### Underlying growth

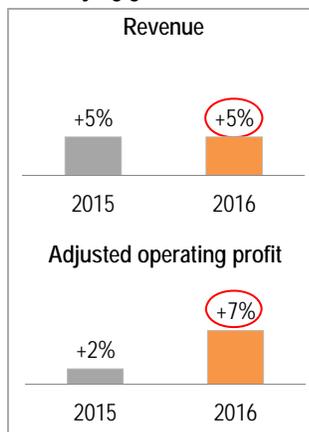


- Underlying revenue growth improved slightly
- Continued growth in electronic revenues partially offset by print declines
- US and European markets stable but subdued; revenue from other international markets grew well
- Roll out of new platform releases continued, adoption and usage rates progressed well
- Continued efficiency gains driving strong underlying operating profit growth; margin increase reflects adverse joint venture and portfolio effects

**2017 outlook:** Trends in our major customer markets are unchanged, continuing to limit the scope for underlying revenue growth. We expect underlying profit growth to remain strong

## Exhibitions

### Underlying growth



- Strong underlying revenue growth in line with prior year
- Strong growth in US; moderate growth in Europe
- Strong growth in Japan; good growth in China; Brazil remained weak; most other markets grew strongly
- Launched 32 new events; completed seven small acquisitions
- Margin improvement largely reflects exchange rate movements

**2017 outlook:** We expect underlying revenue growth trends to continue. In 2017 we expect cycling out effects to decrease the reported revenue growth rate by four to five percentage points

## RELX Group strategic direction: unchanged

### Where we are going

- Deliver improved outcomes to professional customers
- Combine content & data with analytics & technology in global platforms
- Build leading positions in long term global growth markets
- Leverage institutional skills, assets and resources across RELX Group

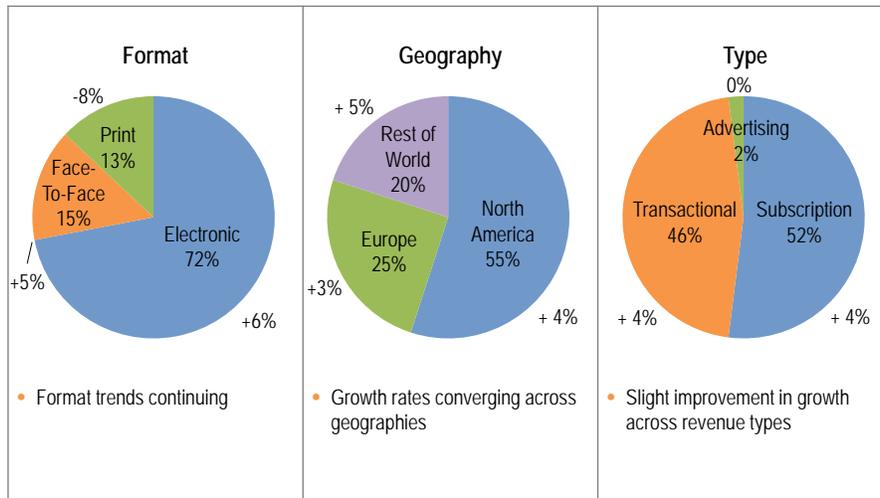
### How we are getting there

- Organic development: Investment in transforming core business; build-out of new products
- Portfolio reshaping: Selective acquisitions; selective divestments

### Implications for business profile: Improving quality of earnings

- More predictable revenues
- Higher growth profile
- Improving returns

## Organic development 2016 underlying revenue growth trends



## Portfolio reshaping

2016: Strategy consistent

**Selective acquisitions: Focused on data sets, analytics and high growth markets**

- 17 acquisitions completed; total consideration £338m
- Including Indiciu Financial, Apriss Police Records, FlightStats, Diiio, Intelligize

**Selective disposals of non strategic assets**

- 7 minor asset disposals for £16m

Nick Luff, CFO

## 2016 financial highlights

### Income statement highlights

• Improved underlying revenue growth	+4%
• Underlying adjusted operating profit growth ahead of revenue growth	+6%
• Adjusted operating profit margin 20 basis points higher	30.7%
• Adjusted EPS growth at constant currencies	+8%

### Cash flow and balance sheet highlights

• Return on invested capital	13.0%
• Cash flow conversion	95%
• Net debt / EBITDA	2.2x*
• Dividend	PLC +21%; NV +5%
• Share buyback	£700m in 2016

*\*Pensions and lease adjusted; calculated in US dollars; unadjusted 1.8x*

## Income statement

Year to 31 December	2015 £m	2016 £m	change	change constant currency	change underlying
Revenue	5,971	6,895	+15%	+4%	+4%
Adjusted operating profit	1,822	2,114	+16%	+4%	+6%
<i>Adjusted operating margin</i>	<i>30.5%</i>	<i>30.7%</i>			
Adjusted net interest expense	(153)	(180)			
Adjusted profit before tax	1,669	1,934	+16%	+4%	
Adjusted tax	(388)	(438)			
<i>Tax rate %</i>	<i>23.2%</i>	<i>22.7%</i>			
Non-controlling interests	(6)	(8)			
Adjusted net profit	1,275	1,488	+17%	+5%	
Reported net profit	1,008	1,161	+15%		

## Earnings per share

Year to 31 December	2015	2016	Growth
Adjusted net profit (£m)	1,275	1,488	+17%
Average shares outstanding (m)	2,109	2,062	
Adjusted earnings per share			
Sterling	60.5p	72.2p	+19%
Euros	€0.835	€0.880	+5%
<b>Constant currency</b>			<b>+8%</b>
Reported net profit (£m)	1,008	1,161	
Average shares outstanding (m)	2,109	2,062	
Reported earnings per share			
PLC (p)	46.4p	56.3p	+21%
NV (€)	€0.682	€0.687	+1%

## Dividends per share

	PLC	Exchange rate	NV
Interim dividend 2016	10.25p	x€1.19	€0.122
<i>Growth</i>	<i>+39%</i>		<i>+6%</i>
Final dividend 2016	25.70p	x€1.17	€0.301
<i>Growth</i>	<i>+15%</i>		<i>+5%</i>
<b>Total dividend 2016</b>	<b>35.95p</b>		<b>€0.423</b>
<i>Growth</i>	<i>+21%</i>		<i>+5%</i>
Dividend cover	2.0x		2.1x

- Dividend policy unchanged. Continue to grow dividends broadly in line with adjusted earnings per share, subject to exchange rate considerations, while maintaining cover of at least two times over the longer term

## Revenue

Underlying growth in all business areas

Year to 31 December	2015 £m	2016 £m	change	change constant currency	change underlying
Scientific, Technical & Medical	2,070	2,320	+12%	+2%	+2%
Risk & Business Analytics	1,601	1,906	+19%	+8%	+9%
Legal	1,443	1,622	+12%	+2%	+2%
Exhibitions	857	1,047	+22%	+9%*	+5%
<b>RELX Group</b>	<b>5,971</b>	<b>6,895</b>	<b>+15%</b>	<b>+4%</b>	<b>+4%</b>

\*including +3% cycling effects

## Adjusted operating profit

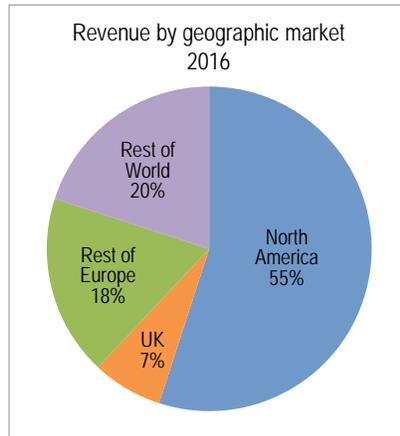
Underlying growth in all business areas

Year to 31 December	2015 £m	2016 £m	change	change constant currency	change underlying
Scientific, Technical & Medical	760	853	+12%	+2%	+3%
Risk & Business Analytics	575	686	+19%	+8%	+9%
Legal	274	311	+14%	+2%	+12%
Exhibitions	217	269	+24%	+9%	+7%
Unallocated items	(4)	(5)			
RELX Group	1,822	2,114	+16%	+4%	+6%

## Adjusted operating margin

Year to 31 December	2015 %	2016 %
Scientific, Technical & Medical	36.7%	36.8%
Risk & Business Analytics	35.9%	36.0%
Legal	19.0%	19.2%
Exhibitions	25.3%	25.7%
RELX Group	30.5%	30.7%

## Currency profile



- Revenue by currency broadly matches geographic split
- Hedging smoothes volatility in sterling and euro reported results
- At current exchange rates positive impact on 2017 adjusted EPS growth reported in both sterling and euros, slightly more so for sterling

## Balance sheet

	31 Dec 2015 £m	31 Dec 2016 £m
Goodwill & acquired intangible assets	7,509	8,911
Internally developed intangible assets	878	1,085
Property, plant & equipment and investments	471	481
Net assets held for sale	6	1
Net pension obligations	(384)	(636)
Working capital	(1,244)	(1,358)
Net capital employed (book value)	7,236	8,484
Cumulative amortisation and other adjustments*	5,155	4,200
Invested capital at 2016 average exchange rates	12,391	12,684
Average invested capital for the year		12,538

\*Other adjustments: currency movements and exclusion of deferred tax gross up to goodwill

## Return on invested capital

Year to 31 December	2015 £m	2016 £m
Adjusted operating profit	1,822	2,114
Tax at effective rate	(424)	(480)
<i>Effective tax rate</i>	23.2%	22.7%
Adjusted operating profit after tax	1,398	1,634
Average invested capital	10,995	12,538
<b><i>Return on invested capital</i></b>	<b>12.7%</b>	<b>13.0%</b>

## Free cash flow

Year to 31 December	2015 £m	2016 £m
<b>Adjusted operating profit</b>	<b>1,822</b>	<b>2,114</b>
Capital expenditure	(307)	(333)
Depreciation	228	257
Working capital and other items	(31)	(22)
<b>Adjusted cash flow</b>	<b>1,712</b>	<b>2,016</b>
<i>Cash flow conversion rate</i>	94%	95%
Cash interest paid	(132)	(152)
Cash tax paid	(364)	(423)
Acquisition integration*	(30)	(27)
<b>Free cash flow</b>	<b>1,186</b>	<b>1,414</b>

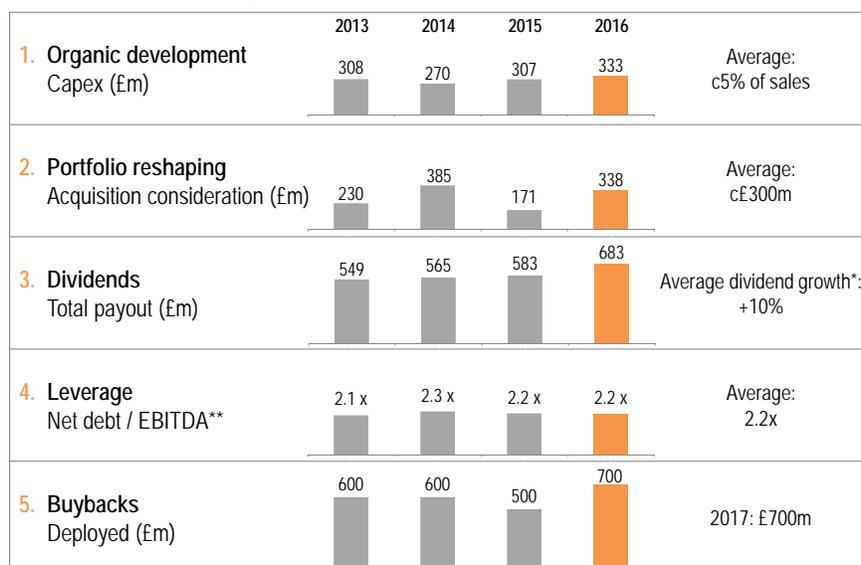
\*Net of cash tax relief

## Uses of free cash flow

Year to 31 December	2015 £m	2016 £m
<b>Free cash flow</b>	<b>1,186</b>	<b>1,414</b>
Disposals: total consideration	73	16
Acquisitions: total consideration	(171)	(338)
Dividends	(583)	(683)
Share buybacks	(500)	(700)
Other*	(118)	(118)
Currency translation	(119)	(509)
<b>Movement in net debt</b>	<b>(232)</b>	<b>(918)</b>
Net debt at 31 December	(3,782)	(4,700)
Net debt / EBITDA (pensions and lease adjusted)	2.2x	2.2x
Net debt / EBITDA (unadjusted)	1.8x	1.8x

\*Includes pension deficit payments, option proceeds, share purchases by the employee benefit trust, acquisition and disposal timing effects and cash taxes on disposals

## Uses of cash - priorities



\*Average PLC & NV, on a declared per share basis

\*\*On a pensions and lease adjusted basis

Erik Engstrom, CEO

## Summary

### 2016

- Continued positive financial performance
- Further strategic and operational progress

### 2017 Outlook

*"Key business trends in the early part of 2017 are consistent with the early part of 2016, and we are confident that, by continuing to execute on our strategy, we will deliver another year of underlying revenue, profit, and earnings growth in 2017."*

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## Appendices

## Contents

### Further information

40	Reconciliation of operating profit
41	STM growth and currency analysis
42	Exhibitions: cycling impact
43	STM revenue analysis
44	Risk & Business Analytics revenue analysis
45	Legal revenue analysis
46	Exhibitions revenue analysis
47	Debt profile
48	Exchange rates and shares outstanding
49	Capex by business area
50	Depreciation by business area
51	Term debt maturities

### Financial information in euros

53	Income statement
54	Revenue by business area
55	Adjusted operating profit by business area
56	Free cash flow
57	Uses of free cash flow
58	Reconciliation of operating profit
59	STM growth and currency analysis
60	Balance sheet
61	Capex by business area
62	Depreciation by business area

## Further information

## Reconciliation of operating profit Adjusted to reported

Year to 31 December	2015 £m	2016 £m	change
Adjusted operating profit	1,822	2,114	+16%
Adjustments:			
Amortisation of acquired intangible assets	(296)	(346)	
Acquisition related costs	(35)	(51)	
Reclassification of tax in joint ventures	6	(10)	
Reclassification of finance income in joint ventures	0	1	
Reported operating profit	1,497	1,708	+14%

## Scientific, Technical & Medical Growth and currency analysis

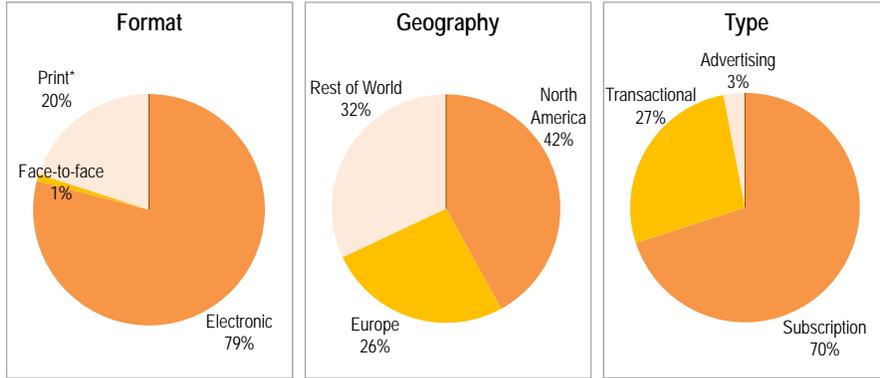
£		Underlying	Acquisitions/ disposals	Constant currency	Period change in hedge rates	Other currency	Total currency	Total
2016	Revenue	+2%	0%	+2%	-1%	+11%	+10%	+12%
	Adjusted operating profit	+3%	-1%	+2%	-1%	+11%	+10%	+12%
	Adjusted operating margin	+0.4%	-0.1%	+0.3%	-0.1%	-0.1%	-0.2%	+0.1%
2015	Revenue	+2%	0%	+2%	-1%	0%	-1%	+1%
	Adjusted operating profit	+3%	+1%	+4%	-2%	-2%	-4%	0%
	Adjusted operating margin	+0.5%	+0.4%	+0.9%	-0.4%	-1.0%	-1.4%	-0.5%
2014	Revenue	+2%	-1%	+1%	0%	-5%	-5%	-4%
	Adjusted operating profit	+3%	-2%	+1%	+1%	-5%	-4%	-3%
	Adjusted operating margin	+0.3%	-0.3%	0.0%	+0.2%	0.0%	+0.2%	+0.2%

## Exhibitions: cycling impact

Revenue growth	2011	2012	2013	2014	2015	2016
Total at constant currencies	+1%	+25%	+2%	+11%	+1%	<b>+9%</b>
Impact of acquisitions / divestments	+1%	+10%	0%	+2%	+1%	+1%
Underlying with cycling	0%	+15%	+2%	+9%	0%	<b>+8%</b>
Impact of cycling shows	-10%	+8%	-5%	+2%	-5%	<b>+3%</b>
Underlying	+10%	+7%	+7%	+7%	+5%	<b>+5%</b>

## Scientific, Technical & Medical

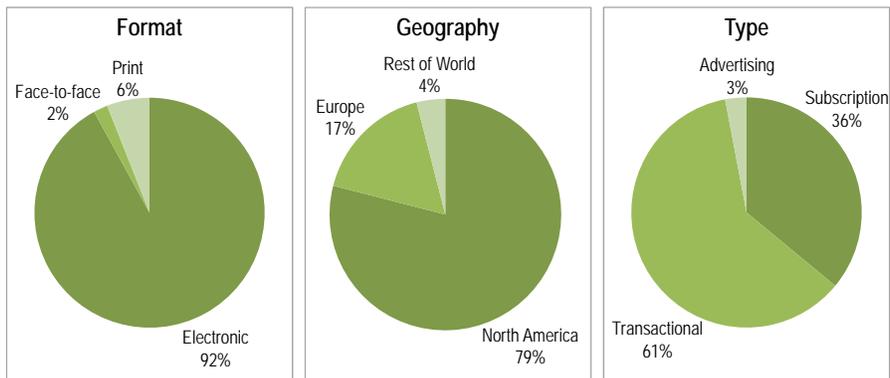
2016 revenue £2,320m



\* Print book revenue 10%

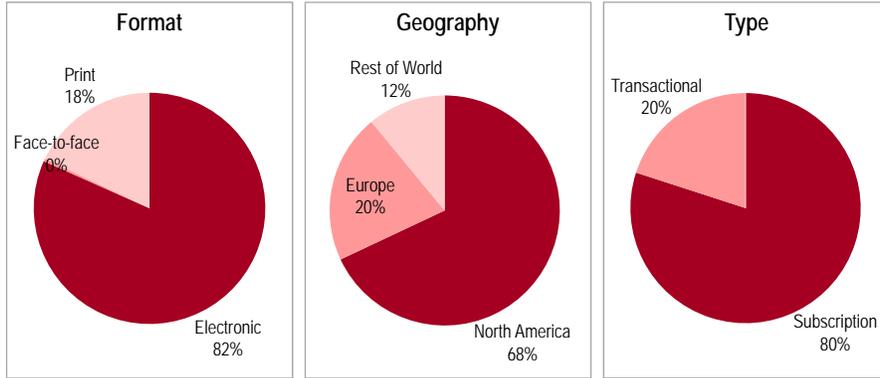
## Risk & Business Analytics

2016 revenue £1,906m



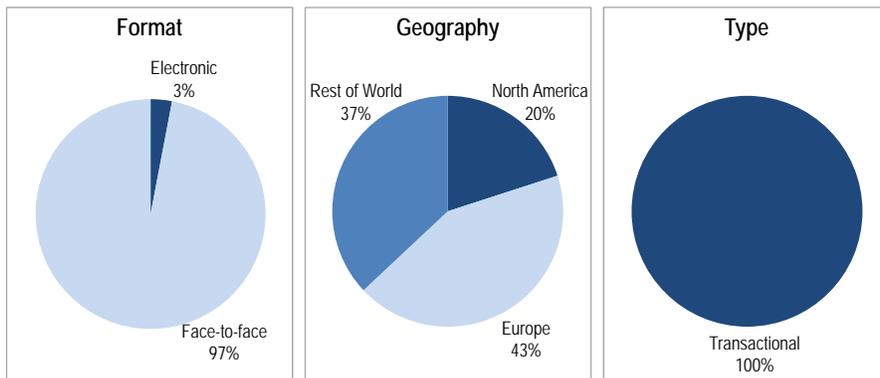
## Legal

2016 revenue £1,622m



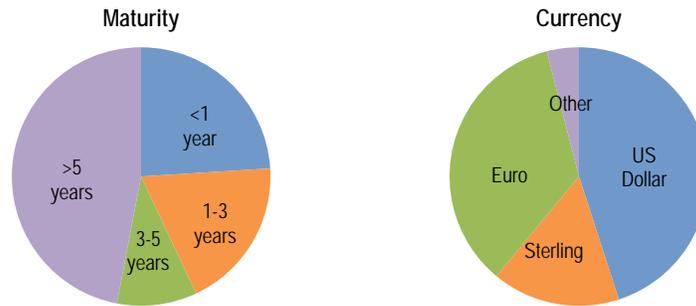
## Exhibitions

2016 revenue £1,047m



## Debt profile

Debt as at 31 December 2016: Gross debt: \$6.0bn (£4.8bn); Net debt: \$5.8bn (£4.7bn)



- FY 2016 interest rate on gross debt of 3.8% (FY 2015: 3.8%)

## Exchange rates and shares outstanding

	At 31 Dec 2015	At 31 Dec 2016	Average 2015	Average 2016
<b>Exchange rates</b>				
£:\$	1.47	1.23	1.53	1.36
£:€	1.36	1.17	1.38	1.22

### Shares outstanding

Total:	2,092m	2,043m	2,109m	2,062m
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## Capital expenditure by business area

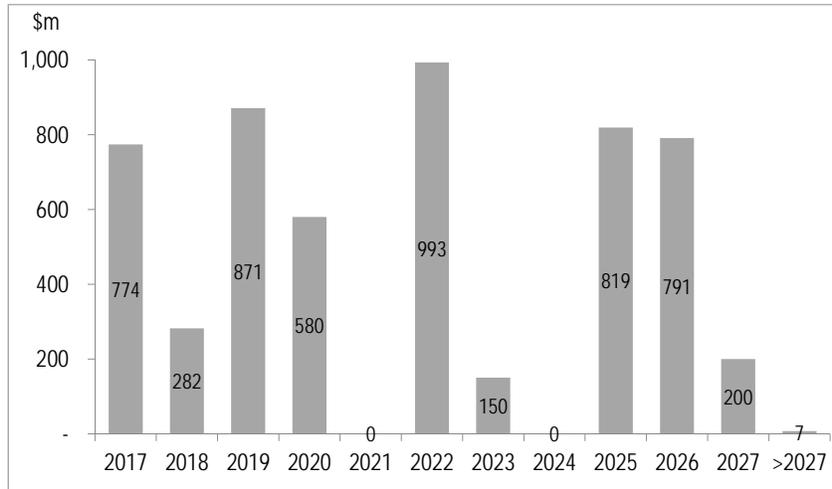
Year to 31 December	2015		2016	
	£m	% of revenues	£m	% of revenues
Scientific, Technical & Medical	74	4%	85	4%
Risk & Business Analytics	56	4%	67	4%
Legal	150	10%	155	10%
Exhibitions	27	3%	26	3%
<b>Total capital expenditure</b>	<b>307</b>	<b>5.1%</b>	<b>333</b>	<b>4.8%</b>

## Depreciation by business area

Year to 31 December	2015		2016	
	£m	% of revenues	£m	% of revenues
Scientific, Technical & Medical	86	4%	82	4%
Risk & Business Analytics	33	2%	45	2%
Legal	95	7%	113	7%
Exhibitions	14	2%	17	2%
<b>Total depreciation</b>	<b>228</b>	<b>3.8%</b>	<b>257</b>	<b>3.7%</b>

## Term debt maturities

At 31 December 2016



*Term debt translated at 31 December 2016 exchange rates, stated at par value*

Financial information in euros

## Income statement

Year to 31 December	2015 €m	2016 €m	change	change constant currency	change underlying
Revenue	8,240	8,412	+2%	+4%	+4%
Adjusted operating profit	2,514	2,579	+3%	+4%	+6%
<i>Adjusted operating margin</i>	<i>30.5%</i>	<i>30.7%</i>			
Adjusted net interest expense	(211)	(220)			
Adjusted profit before tax	2,303	2,359	+2%	+4%	
Adjusted tax	(535)	(534)			
<i>Tax rate %</i>	<i>23.2%</i>	<i>22.7%</i>			
Non-controlling interests	(8)	(10)			
Adjusted net profit	1,760	1,815	+3%	+5%	
Reported net profit	1,391	1,416	+2%		

*Adjusted figures primarily exclude the amortisation of acquired intangible assets and other items related to acquisitions and disposals, and the associated deferred tax movements. Underlying growth rates are calculated at constant currencies, and exclude the results of all acquisitions and disposals made in both the year and prior year and of assets held for sale. Underlying revenue growth rates also exclude exhibition cycling effects. Constant currency growth rates are based on 2015 full year average and hedge exchange rates.*

## Revenue

### Underlying growth in all business areas

Year to 31 December	2015 €m	2016 €m	change	change constant currency	change underlying
Scientific, Technical & Medical	2,857	2,831	-1%	+2%	+2%
Risk & Business Analytics	2,209	2,325	+5%	+8%	+9%
Legal	1,991	1,979	-1%	+2%	+2%
Exhibitions	1,183	1,277	+8%	+9%*	+5%
RELX Group	8,240	8,412	+2%	+4%	+4%

*\*including +3% cycling and timing effects*

## Adjusted operating profit

Underlying growth in all business areas

Year to 31 December	2015 €m	2016 €m	change	change constant currency	change underlying
Scientific, Technical & Medical	1,049	1,041	-1%	+2%	+3%
Risk & Business Analytics	794	837	+5%	+8%	+9%
Legal	378	379	0%	+2%	+12%
Exhibitions	299	328	+10%	+9%	+7%
Unallocated items	(6)	(6)			
<b>RELX Group</b>	<b>2,514</b>	<b>2,579</b>	<b>+3%</b>	<b>+4%</b>	<b>+6%</b>

## Free cash flow

Year to 31 December	2015 €m	2016 €m
<b>Adjusted operating profit</b>	<b>2,514</b>	<b>2,579</b>
Capital expenditure	(424)	(406)
Depreciation	315	314
Working capital and other items	(42)	(27)
<b>Adjusted cash flow</b>	<b>2,363</b>	<b>2,460</b>
<i>Cash flow conversion rate</i>	<i>94%</i>	<i>95%</i>
Cash interest paid	(182)	(185)
Cash tax paid	(502)	(516)
Acquisition integration*	(41)	(33)
<b>Free cash flow</b>	<b>1,638</b>	<b>1,726</b>

\*Net of cash tax relief

## Uses of free cash flow

Year to 31 December	2015 €m	2016 €m
<b>Free cash flow</b>	<b>1,638</b>	<b>1,726</b>
Disposals: total consideration	101	20
Acquisitions: total consideration	(236)	(412)
Dividends	(805)	(833)
Share buybacks	(690)	(854)
Other*	(164)	(143)
Currency translation	(409)	141
<b>Movement in net debt</b>	<b>(565)</b>	<b>(355)</b>
Net debt at 31 December	(5,144)	(5,499)
Net debt / EBITDA (pensions and lease adjusted)	2.2x	2.2x
Net debt / EBITDA (unadjusted)	1.8x	1.8x

\*Includes pension deficit payments, option proceeds, share purchases by the employee benefit trust, acquisition and disposal timing effects and cash taxes on disposals

## Reconciliation of operating profit Adjusted to reported

Year to 31 December	2015 €m	2016 €m	change
Adjusted operating profit	2,514	2,579	+3%
Adjustments:			
Amortisation of acquired intangible assets	(408)	(422)	
Acquisition related costs	(48)	(62)	
Reclassification of tax in joint ventures	8	(12)	
Reclassification of finance income in joint ventures	0	1	
Reported operating profit	2,066	2,084	+1%

## Scientific, Technical & Medical Growth and currency analysis

€	Underlying	Acquisitions/ disposals	Constant currency	Period change in hedge rates	Other currency	Total currency	Total
FY 2016 Revenue	+2%	+0%	+2%	-1%	-2%	-3%	-1%
Adjusted operating profit	+3%	-1%	+2%	-1%	-2%	-3%	-1%
Adjusted operating margin	+0.4%	-0.1%	+0.3%	-0.1%	-0.1%	-0.2%	+0.1%
FY 2015 Revenue	+2%	0%	+2%	-1%	+11%	+10%	+12%
Adjusted operating profit	+3%	+1%	+4%	-2%	+9%	+7%	+11%
Adjusted operating margin	+0.5%	+0.4%	+0.9%	-0.4%	-1.0%	-1.4%	-0.5%
FY 2014 Revenue	+2%	-1%	+1%	0%	0%	0%	+1%
Adjusted operating profit	+3%	-2%	+1%	+1%	0%	+1%	+2%
Adjusted operating margin	+0.3%	-0.3%	0.0%	+0.2%	0.0%	+0.2%	+0.2%

## Balance sheet

	31 Dec 2015 €m	31 Dec 2016 €m
Goodwill & acquired intangible assets	10,212	10,426
Internally developed intangible assets	1,194	1,269
Property, plant & equipment and investments	641	563
Net assets held for sale	8	1
Net pension obligations	(522)	(744)
Working capital	(1,692)	(1,589)
Net capital employed (book value)	9,841	9,926

## Capital expenditure by business area

Year to 31 December	2015		2016	
	€m	% of revenues	€m	% of revenues
Scientific, Technical & Medical	102	4%	103	4%
Risk & Business Analytics	78	4%	82	4%
Legal	206	10%	189	10%
Exhibitions	38	3%	32	3%
<b>Total capital expenditure</b>	<b>424</b>	<b>5.1%</b>	<b>406</b>	<b>4.8%</b>

## Depreciation by business area

Year to 31 December	2015		2016	
	€m	% of revenues	€m	% of revenues
Scientific, Technical & Medical	119	4%	100	4%
Risk & Business Analytics	46	2%	55	2%
Legal	131	7%	138	7%
Exhibitions	19	2%	21	2%
<b>Total depreciation</b>	<b>315</b>	<b>3.8%</b>	<b>314</b>	<b>3.7%</b>