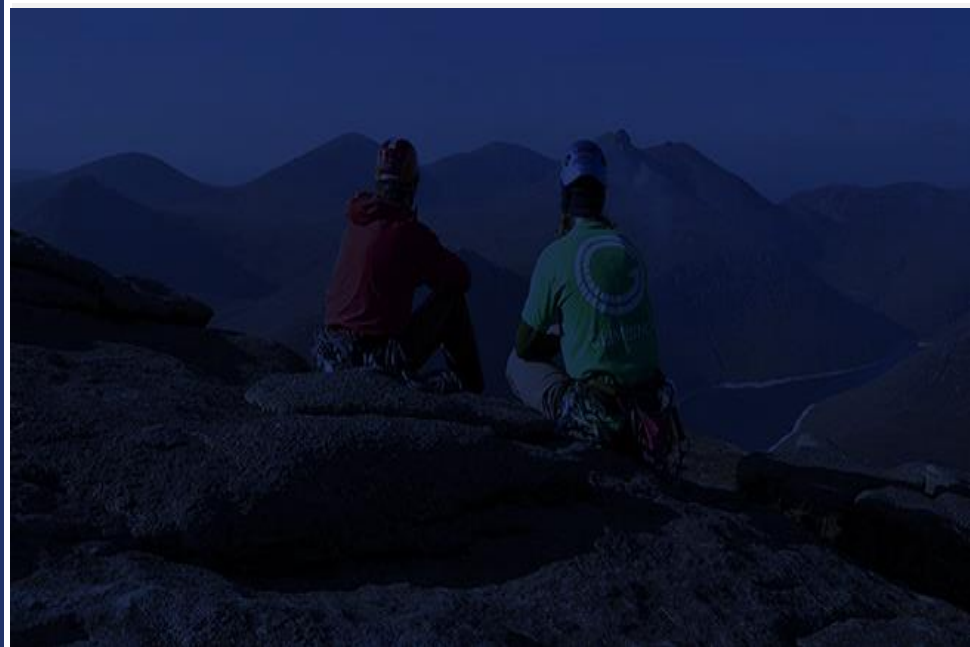


2015 PRELIMINARY RESULTS

Robert Pitt – Group CEO

Ryan Preston – Group CFO



NOTE REGARDING FORWARD-LOOKING STATEMENTS

Some statements in this announcement are forward-looking. They represent our expectations for our business and involve risks and uncertainties. We have based these forward-looking statements on our current expectations and projections about future events. We believe that our expectations and assumptions with respect to these forward-looking statements are reasonable. However, because they involve known and unknown risks, uncertainties and other factors, which are in some cases beyond our control, our actual results or performance, may differ materially from those expressed or implied by such forward-looking statements. These forward-looking statements speak only as of the date of this document and no obligation is undertaken, save as required by law or by the Listing Rules of the Irish Stock Exchange and/or the UK Listing Authority, to reflect new information, future events or otherwise.

INTRODUCTION – ABOUT INM

- Market-leading media company in the Republic of Ireland and Northern Ireland, with a strong newspaper and digital presence
- Strong market positions in Northern Ireland and Regional sector also with the *Belfast Telegraph*, *Sunday Life* and 13 regional titles
- Ireland's No.1 online news publisher with a continually growing Digital presence
- Managing gross assets of €199.6m and employing approx. 900 people
- Vertically integrated (print and distribution) and largest wholesale newspaper distributor in Ireland

Irish Independent  **THE Herald** Independent.ie  Sunday Independent

Belfast Telegraph
NORTHERN IRELAND'S DAILY NEWSPAPER

Sunday Life

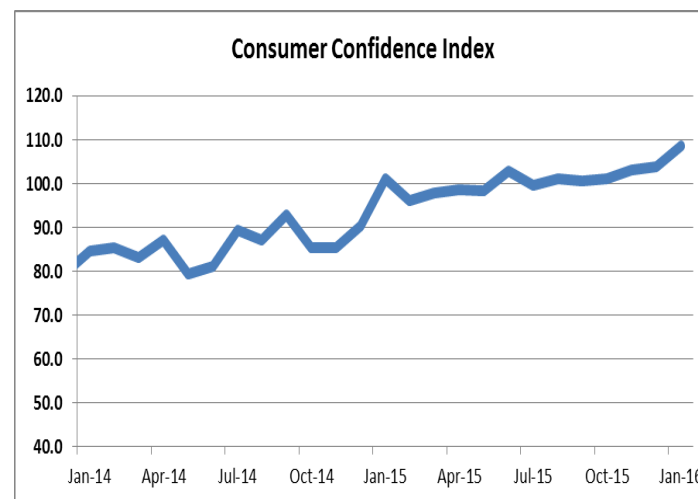
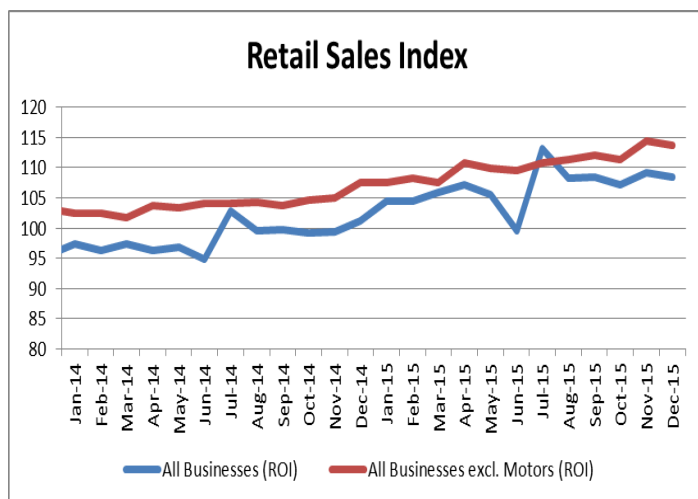
The Kerryman

Wexford PEOPLE
Wexford GAA Minor Hurling Championship

SUNDAY WORLD
THE PEOPLE'S PAPER

INM INDUSTRY POSITION

- Market-leading positions afford INM strength and credibility
- Media landscape rapidly evolving with challenges ahead
- INM's ownership of content has a value in both print and digital
- INM's challenge is to monetise that value in all its channels
- The strengthening of the recovery in Ireland's economy created a positive backdrop, with improved business and consumer sentiment evident



FINANCIAL HIGHLIGHTS¹

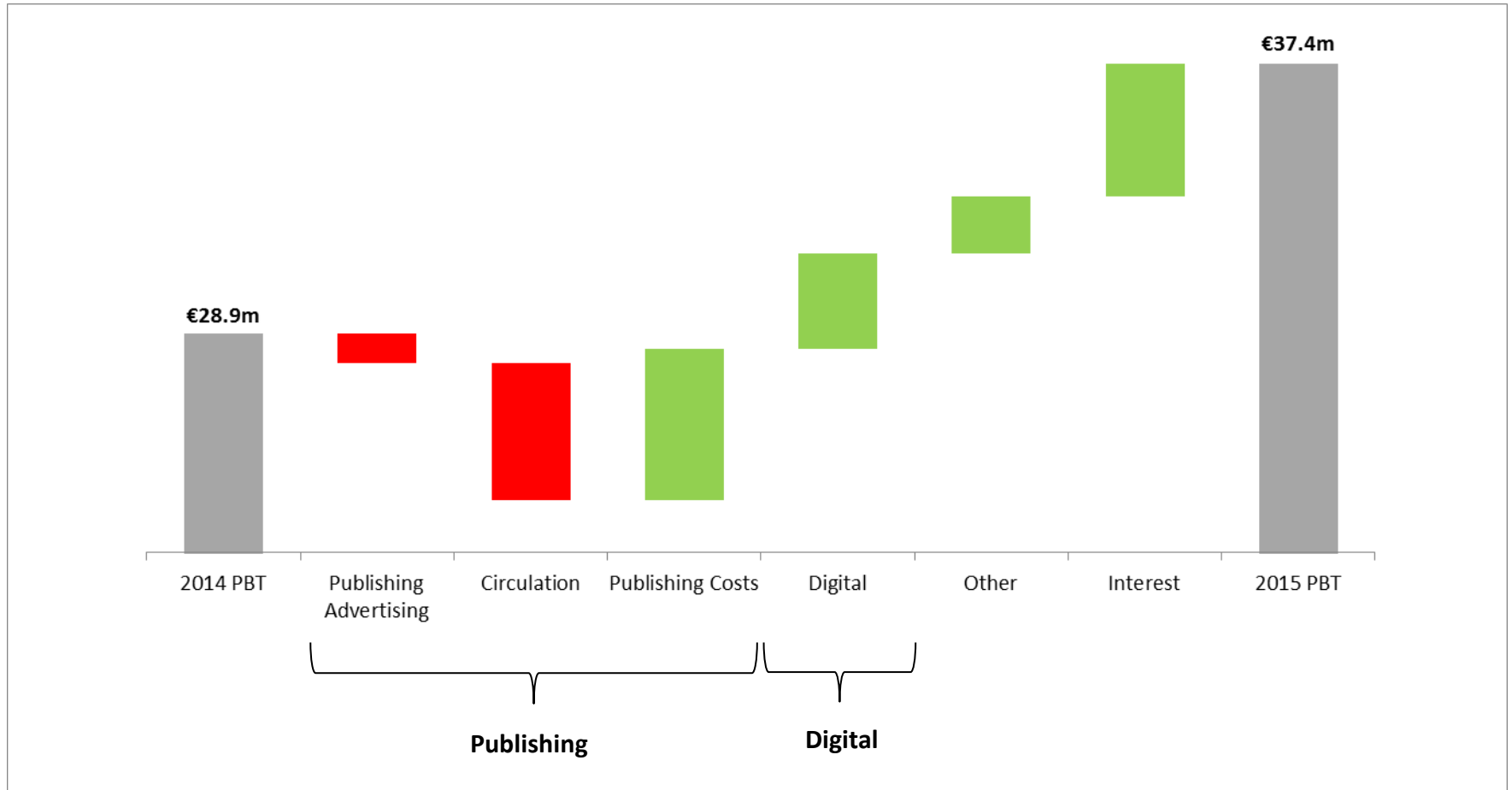
- Profit before tax² growth of 29.4% to €37.4m driven by strong digital advertising revenue growth of 41.7%, a significant reduction in interest costs and the continued focus on prudent cost management resulting in an improved operating margin
- Total revenue of €321.2m, up 0.8% on the prior year (up 1.2% excluding GrabOne)
- Digital advertising revenue growth of 41.7% to €12.5m more than offset a decline in publishing advertising revenue
- Continued growth in digital audience with INM websites showing 17.3%³ increase in page impressions yoy
- The Group continued its focus on cost management, with operating costs² reducing by 0.5% yoy (pre-distribution down 3.0%). The Group's integration of its print and digital news operations has contributed positively to cost management
- Operating Margin increasing by 110bps to 11.8%
- Strengthened balance sheet driven by divesting APN stake for €119.3m with proceeds used to clear Group debt reducing the interest charge² from €6.1m to €1.9m. In addition to this the Group addressed longer term issues in the industry with the closure of the printing operation in Belfast, while also improving future performance by winding down GrabOne
- INM net assets were €44.5m at year end 2015 compared with net liabilities of €43.9m at year end 2014

¹ Excludes the results of APN, which was sold in H1 2015, and the Education businesses, which were sold in June 2014.

² Pre-exceptionals.

³ Per Google Analytics.

PROFIT BEFORE TAX – 2014 TO 2015



OPERATIONAL HIGHLIGHTS

- Group debt cleared through disposal of APN shareholding – gross proceeds of €119.3m realised with an exceptional gain on disposal of €47.4m. Net proceeds applied to debt clearance with INM now free of all bank covenants
- Merged editorial newsrooms and commercial functions across group to create matrix structure (previously each title operated in silo)
- Belfast printing operation wound down at zero impact to shareholders. Property being disposed of and will bring positive net cash impact in 2016
- Through Newsread, secured long-term distribution contract for The Irish Times publication and confirmed market leading position in distribution in island of Ireland. Continued to improve mix of revenue in Newsread to deleverage from pure print-publishing
- Online advertising offering expanded to include cross-platform campaigns and native offerings, driving substantial increases in RPM (Revenue per thousand page views)
- Ecommerce offers launched into market (travel, photo archives, event ticketing)



OPERATIONAL HIGHLIGHTS (continued)

- The *Irish Independent* continues to dominate the quality daily market with an ABC⁴ of 108,460, maintaining its No.1 position in the daily quality market. It sells more copies per day than The Irish Times and Irish Examiner combined and has over 50% of the daily quality market in the Republic of Ireland. The outperformance is driven by improvements in the offer with a widened Farming offer in the *Irish Independent* Tuesday edition and 1916 supplements
- The *Sunday Independent*, which recorded an ABC⁴ of 211,856, increased its market share (now at 65.4% of the Sunday quality market) and remains by far the biggest selling quality Sunday newspaper, while also providing the largest regular audience on the island of Ireland across any advertising platform. Improvements and investment into the paper have driven its performance and it has become stand-out in its value for money rating
- The *Sunday World* increased its share of the Sunday tabloid market to over 47% with an ABC⁴ of 175,060. The paper's redesign with pull-out sports supplement and extended magazine have cemented its position as Ireland's most popular Sunday tabloid
- independent.ie strengthened its position as Ireland's No.1 online news publisher across desktop and mobile (comScore, Media Metrix Newspaper category report), having delivered 978m page impressions in 2015. sundayworld.com has also performed strongly in growing its audience and engagement
- Digital audience numbers as defined by unique visitors/month to independent.ie grew to an average of 8.9m³, an increase of 9.7% on 2014

³ Per Google Analytics.

⁴ ABC July to Dec 2015.

STRATEGY OVERVIEW

Company vision to be the most trusted and popular provider of content, advertising and relevant goods & services in the Irish market

Three Key Aims		
Maintain Print Publishing Profitability	Grow Existing Digital Offer	Acquisitions in Digital and New Channels to De-risk from long-term Print Trends
<ul style="list-style-type: none"> Customer insight to improve reader experience and make product more “sticky”. Cost control – produce more effectively (volume/scale, rate, operating model). Leverage vertical integration to maximise availability. Continue to grow Newsread’s non-print revenues and increase profitability of distribution network. 	<ul style="list-style-type: none"> Continue to grow <i>independent.ie</i> (currently Ireland's largest news site) and monetise traffic. Expand digital advertising solutions (campaign selling, native, mobile). Introduce e-commerce offers to add second layer of monetisation (already launched travel, archive, affiliates and ticketing). Structure operations so that profitability maximised. 	<ul style="list-style-type: none"> Use existing cash together with future FCF and borrowings (up to 2X EBITDA) to invest in propositions which leverage existing INM reach, yet are insulated from industry impacts on particularly print circulation. Spread risk by identifying mid-size opportunities where positive EBIT already visible and volume of traffic will lead to higher returns. Strong management teams also crucial.

FY 2015 INCOME STATEMENT

Euro millions	Year Ended 31 December 2015			Year Ended 31 December 2014		
	Before		Total	Before		Total
	Exceptional Items	Exceptional Items		Exceptional Items (restated)	Exceptional Items (restated)	
Continuing Operations						
Revenue	321.2	-	321.2	318.7	-	318.7
Operating Costs	(283.2)	(5.2)	(288.4)	(284.7)	(6.4)	(291.1)
Operating Profit/(Loss)	38.0	(5.2)	32.8	34.0	(6.4)	27.6
Share of results of associates & joint ventures	1.2	(0.1)	1.1	0.9	0.2	1.1
Net Finance Charges	(1.8)	(0.9)	(2.7)	(6.0)	1.0	(5.0)
Profit/(Loss) Before Tax	37.4	(6.2)	31.2	28.9	(5.2)	23.7
Taxation (Charge)/Credit	(5.2)	(0.5)	(5.7)	(3.2)	0.7	(2.5)
Profit/(Loss) from Continuing Operations	32.2	(6.7)	25.5	25.7	(4.5)	21.2
Discontinued Operations	0.5	47.4	47.9	8.3	(25.2)	(16.9)
Profit/(Loss) for the year	32.7	40.7	73.4	34.0	(29.7)	4.3

- Profit before tax result before exceptional items of €37.4m, up 29.4% on the prior year
- Net finance charges before exceptional items reduced by €4.2m due to Group debt clearance
- Taxation charge relates to deferred tax charge of €3.1m and current tax charge of €2.6m
- Discontinued Operations relates to the Group's APN shareholding disposed of in 2015 and the Group's Education businesses disposed of in 2014. €47.4m exceptional gain relates to the disposal of APN

EXCEPTIONALS

Net exceptional gain of €40.7m in 2015, which included:

- A €47.4m gain on sale of APN shareholding
- A €4.6m impairment charge
- €2.1m other, including charges relating to the restructuring of the Group

In future, management expect to lessen impact of exceptional costs with planned payback of 1 year or less on future charges. In addition, known legacy issues have now been addressed.

BALANCE SHEET

	31-Dec 2015	31-Dec 2014	Δ
(€m except where stated)			
Intangible Assets	44.0	45.0	(1.0)
Tangible Assets	47.8	53.8	(6.0)
Investment in Associates & Joint Ventures	1.6	69.8	(68.2)
Net Deferred Tax Assets	13.3	17.5	(4.2)
Available-for-sale financial assets	2.0	2.3	(0.3)
Other Net Liabilities	(37.8)	(36.9)	(0.9)
Retirement Benefit Obligations	(86.1)	(106.1)	20.0
Net Cash (Debt)	59.7	(89.3)	149.0
	44.5	(43.9)	88.4

- Tangible Assets decrease primarily due to a €3.9m depreciation charge and a €2.7m impairment in Belfast Publishing PP&E and Regionals L&B
- Decrease in the Group's Investment in Associates & JV's, mainly due to the APN divestment
- Movement in Retirement Benefit Obligations mainly driven by an increase in the discount rate applicable to the various schemes and by a deficit repair contribution of €8.1m in 2015
- Group debt cleared and the Group is now in a net asset position with strong cash reserves of €59.7m

CASHFLOW

Euro millions	2015	2014
EBITDA of Continuing Operations	45.4	40.3
Share based payment charge	0.4	0.0
Movement in provisions/working capital	(4.5)	(12.8)
Retirement Benefit Obligations	(5.1)	(5.5)
Cash Exceptionals	(0.8)	(4.3)
Tax paid	(0.5)	0.0
Cash generated by operating activities	34.9	17.7
Cashflows from investing activities		
Purchases of property, plant and equipment	(1.9)	(4.5)
Proceeds from sale of property, plant and equipment	0.1	0.0
Dividends Received	0.8	0.5
Interest Received	0.1	0.1
Disposal of APN shareholding	119.3	0.0
Disposal of Education Businesses	0.0	0.5
Movement in restricted cash	10.0	0.0
Purchases of/advances to Associates and JV's	(0.2)	(0.6)
Purchases of intangible assets	(1.4)	(2.5)
Purchase of available-for-sale financial assets	0.0	(0.1)
	161.7	11.1
Cashflows from financing activities		
Interest Paid	(2.1)	(6.1)
Repayments of Borrowings	(125.5)	(3.3)
Net increase in cash and cash equivalents and bank overdrafts in the year	34.1	1.7

- Strong EBITDA growth of 12.7% to €45.4m
- Provisions outflow mainly due to settlement of legacy contracts and restructuring provisions and working capital inflow due to tighter management of stock, receivables and payables
- Cash Exceptionals primarily relates to miscellaneous restructuring costs partially offset by a termination payment received from the cessation of a printing contract
- Significant reduction in interest expense following clearance of Group debt
- Repayment of borrowings includes release of escrow cash of €10.0m and repayment of debt of €115.5m

SUMMARY¹

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Thank You

