Sanford C. Bernstein

6th Annual Pan-European Strategic Decisions Conference 2009



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Boudewijn Beerkens CFO and Member of the Executive Board



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Agenda

- Introduction to Wolters Kluwer
- Strategic Priorities
- Highlights of 2009 Interim Financial Performance
- 2009 Outlook & Summary





Wolters Kluwer

The Professional's First Choice

Provide the information, tools and solutions to help professionals make their most critical decisions effectively and improve their productivity

- Global information and publishing company
- Leading positions in core markets: health, tax, accounting, corporate services, financial services, law and regulation
- Euronext listed (AEX index)
- Market capitalization €4.2 billion (US \$6.0 billion)
- Ratings: BBB+ negative outlook, Baa1 stable outlook
- 2008 Revenues of €3.4 billion (US \$5.0 billion)
- Approximately 19,300 employees
 - In more than 33 countries across 5 continents



LEGAL, TAX & REGULATORY EUROPE (LTRE)

Provide the information, tools and solutions to help professionals

make their most critical decisions effectively and improve their

CORPORATE & FINANCIAL SERVICES (CFS) Wolters Kluwer Corporate & Financial Services has a leading, comprehensive portfolio of products, services, and solutions to empower professionals in

the legal, banking, securities, and insurance markets in the United States and the United Kingdom.

HEALTH

productivity

Wolters Kluwer Health is the leading global provider of information and business intelligence for healthcare professionals, serving physicians, nurses, allied health professionals, pharmacists, academics, payers, and the life sciences with solutions for research and development, at the point-of-learning, the point-of-dispensing, and the point-of-care.

The Professional's First Choice

TAX, ACCOUNTING & LEGAL (TAL)

Wolters Kluwer Tax, Accounting & Legal is a premier provider of research, software, and workflow tools in tax, accounting, audit, and in specialized key practice areas in the legal and business compliance markets in the United States, Canada, Asia Pacific, and Europe.

Wolters Kluwer Legal, Tax & Regulatory Europe is the leading provider of a broad range of information, software, and services to professional customers in the European markets for legal, tax and accounting, human resources, public and government administration, health, safety, and environment, and transport.





Deep Vertical Positions

Our success results from deep vertical market positions, strong customer insight, and value enhancing solutions

Wolters Kluwer Verticals Examples

Wolters Kluwer Assets





Competitive Context

Wolters Kluwer's vertical positions provide key advantages in today's competitive market







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Executing Wolters Kluwer's Strategy Building on our core strengths to accelerate growth

- Expand product offerings
- Enhance market execution
- Invest in product development and sales & marketing

- Build customer insight programs
- Instill culture of continuous improvement



- Expand into adjacent customer and market segments
- Extend product suite of productivity tools and services

- Extend footprint in emerging markets
- Expand existing products globally



Capital Allocation

We are allocating capital to segments we can create the most value for our customers





Our portfolio today reflects this evolution to an information, software and service provider...





Electronic Revenue as a % of Total





...and will improve revenue growth, profitability and shareholder value





Health: Point of Care





Corporate & Financial Services: Personal Lending





Growing Our Leading Positions



- Delivered new and enhanced online and software products
 - Electronic products now represent 50% of total revenue, supporting improved margins and retention rates
 - LTRE grew online and software revenues by 9% organically
- Launched enhanced electronic platforms
 - In Tax and Accounting, the next generation of products, *Intelliconnect* and the .net platform for CCH ProSystem *fx*
 - Continued enhancements to Ovid SP contributed to 6% organic growth in Medical Research
 - CLS launched the next generation of CTAdvantage.com and iLien Online
- Strong investment in new product development continues (8-10% of revenues) and many new products were launched across Wolters Kluwer in all Divisions





Capturing Key Adjacent Markets



- Acquired key strategic assets in high growth adjacent markets
- Global tax and accounting strengthened with strong software acquisitions:
 - Addison for WK Germany
 - MYOB in the UK
 - IntelliTax in the USA
- In Health, UpToDate, the leader in evidence based clinical information and decision support, was acquired
 - Establishes clear leadership position for Wolters Kluwer
 - Expands global footprint in Health



Exploiting Global Scale and Scope



- Strong growth and expansion in Asia with organic growth of almost 40% in India and 80% in China
- Expansion of the global risk segment continued globally:
 - TeamMate contributed to double digit organic growth in the corporate market
 - The business expanded into risk management with the acquisition of Ci3
- Financial Services continued to grow in the UK with the acquisition of Compliance Online
- Health also had robust international expansion:
 - Extended ProVation Medical into Australia
 - Good progress in the Spanish language program



Institutionalizing Operational Excellence with Springboard



MGTP	 Rationalize non standard and fragment IT Infrastructure, saving 8-12% of current IT spend + ERP: TAL, Germany, France. Order Management: Health 	
Content Re-engineering	 Re-engineer and standardize content manufacturing process to support next generation print and online publishing (Pilot Canada) + Health: PEB/PEJ; LTRE: NL, Germany, France; TAL (Expand to U.S.) 	Goal 2011
Supplier Management	Expand global sourcing initiatives to address larger portion of €1.3 billion supplier spend	run rate Savings
Offshoring	 Extend the scope of our offshoring initiatives + HA BPO, Accelerate F&A. TAL move to content production to Malaysia, Netherlands 	€120 million
Business Optimization Initiatives	 Property Consolidation Reengineering process flows De-layering organization 	





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Half-Year Highlights

Resilient earnings growth, profit margins, and free cash performance despite weak market conditions





Accomplishments

Steadfast in the pursuit of our long-term strategy to deliver profitable revenue growth

- Commitment to invest of 8-10% of revenue in new products
- Next-generation delivery platforms receive wide acclaim including IntelliConnectTM and OvidSP
- Electronic revenues grew to 52% of total revenue
- Integration of prior year acquisitions on track
- Restructured Health division showing improvement
- Springboard: On track to comfortably deliver full-year savings
- Expansion of Global Shared Services



Key Performance Indicators

Good earnings growth, profit margins, and strong free cash performance sets the stage for delivery of full-year guidance

	Half- Year Actual 2009	Half- Year Actual 2008	Full-Year Guidance 2009	Full- Year Actual 2008
Ordinary EBITA margin	18.6%	17.9%	± 20%	20.1%
Free cash flow ¹	€134 million	€105 million	± €350 million	€395 million
Return on invested capital (after tax)	na		≥ 8 %	8.3%
Diluted ordinary EPS ¹	€0.64	€0.63	€1.41 to 1.46	€1.43

¹at constant currencies (EUR/USD = 1.47)



Revenue Growth

Key strategic acquisitions contributed to growth while underlying revenue were impacted by economic conditions and challenges in transactional and cyclical product lines

Revenue: Half-Year 2009 €1,720 million



Revenue: Six Months Ended June 30								
€ millions	2009	2008	Δ	∆ CC	ΔOG			
Health	365	305	20%	9 %	(1%)			
CFS	259	236	10%	(4%)	(4%)			
TAL	471	429	10%	3%	(3%)			
LTRE	625	638	(2%)	0%	(4%)			
Wolters Kluwer	1,720	1,608	7%	2%	(3%)			

 Δ - % Change; Δ CC - % Change constant currency (EUR/USD 1.47); Δ OG - Organic growth %



Consolidated Revenue



Revenues: Six months ended June 30th

(€ millions)	2009	2008	Δ	ΔCC	ΔOG
Subscription & other non-cyclical	1,257	1,137	11%	6%	(1%)
Books	149	141	6%	1%	1%
Advertising & promo	81	88	(8%)	(13%)	(13%)
CFS transactions	92	92	0%	(13%)	(13%)
Other cyclical	141	150	(6%)	(10%)	(10%)
Reported revenues	1,720	1,608	7%	2%	(3%)

 Δ - % Change; Δ CC - % Change constant currency (EUR/USD 1.47); Δ OG - Organic growth %

- Sound performance in underlying subscription and other non-cyclical revenues, materially in line with the prior year
- Books showed good growth due to strong advanced ordering for the fall semester selling season in Health division
- Advertising and pharmaceutical promotion revenues continued to be challenged by the weak economic conditions
- Corporate & Financial Services (CFS) transactional products declined due to continued weak transaction volumes in the M&A, IPO, UCC lending, and indirect lending markets
- Other cyclical revenues include consulting and transport services, which were also adversely affected by the economy



Net Acquisition Contribution

Prior year strategic acquisitions have contributed to revenue growth and improved profitability

Division	Acquisitions Include		Segment	Integration Complete	Performance in Line with Expectations
Health	UpToDate	•	Clinical data to physicians	\checkmark	\checkmark
TAL	МҮОВ	•	Accountancy software/ services in UK		
IAL	IntelliTax	•	Tax preparation software and e-filing	•	•
LTRE	Addison	•	Integrated workflow software in Germany	\checkmark	\checkmark

Net acquisition ordinary EBITA margin: > 30%



Ordinary EBITA

Improvement driven by performance of higher margin, online and software products, the contribution of prior year acquisitions and operational excellence programs, including project Springboard

Ordinary EBITA: Half-Year 2009 €320 million



Ordinary EBITA %: Six Months Ended June 30					
2009 200					
Health	11.1%	4.6%			
CFS	23.6%	27.6%			
TAL	27.4%	26.4%			
LTRE	17.4%	17.9%			
Wolters Kluwer	18.6%	17.9%			

Note: Corporate costs - €19 million



Investment Levels in Line with Targets

The company continues to invest in new products and platforms to support future growth





Solid Financial Position

Net Debt/ EBITDA



Autonomous movement in Working Capital (€ million)



Free Cash Flow (€ million)



Debt Maturity Profile (€ million)





Free cash flow Consistent cash flow from operating activities supports investments for future growth

Cash Flow From Operating Activities € millions 2005 2006 2007 2008 2008HY 2009HY

Reported Free Cash Flow





Free Cash Flow at Constant Currencies¹







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2009 Outlook

Key Performance Indicators	2009 Guidance
Ordinary EBITA Margin	Broadly In-line with 2008
Free Cash Flow ¹	± €350 million
Return on Invested Capital (after tax)	≥ 8 %
Diluted ordinary EPS ¹	€1.41 to €1.46

¹ At constant currencies (EUR/USD = 1.47)





Outlook

Realistic Expectations

- Weak market conditions are expected to continue
- Customers will continue to carefully evaluate incremental spending for new products
- New sales will continue to experience extended timelines
- Cyclical and transactional products will continue to reflect economic conditions

Confident Outlook

- Resilient first-half sets the stage for continued success
- Subscription portfolio provides stability
- Recent acquisitions support margin expansion
- Migration from print to higher margin electronic products to continue
- Project Springboard on track to deliver expected savings
- 2nd half-comparables are favorable as compared to 1st half





Summary

- Diversified and resilient portfolio
- Good progress against strategic goals
- Growing online and software solutions portfolio
- Continued investment to ensure long-term success
- Solid profitability and cash flow
- Strong financial position
- Well positioned for the future



Q&A



September 16, 2009 - London



Boudewijn Beerkens CFO and Member of the Executive Board

Health Highlights

- Significant progress in the division's performance was achieved in the first-half
- Books showed good growth due to strong advanced ordering for the fall semester selling season
- Medical Research posted strong growth driven by renewal sales
- Good organic growth in Clinical Solutions due to renewal sales for core Medi-Span and other subscription products - UpToDate grew at a double digit level
- P&E Journals and Pharma Solutions growth continue to be adversely affected by the economic cycle
- Strong margin improvement delivered through improved performance, cost savings programs and the contribution of the UpToDate acquisition

	Half Year				
Millions	2009	2008	Δ	ΔCC	ΔOG
Revenue (EUR)	365	305	20%	9 %	(1%)
Revenue (USD)	488	467			
Ordinary EBITA (EUR)	41	14	188 %	169%	110%
Ordinary EBITA (USD)	56	23			
Ordinary EBITA Margin	11.1%	4.6%			
Δ - % Change; Δ CC - % Change constant	currency (EUR/	USD 1.47); ∆	OG - Organic	growth %	



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Revenue Half-Year 2009: €365 million

Health Revenue

- Stable subscription and other non-cyclical results driven by good renewal rates, offset by weaker new product sales
- Book products restored to growth with stronger wholesaler results and advance fall semester orders
- Journal advertising and other pharmaceutical promotional products impacted by economic conditions
- Stable progress in online sales and the addition of UpToDate drive electronic revenue to 53% of total revenue

Revenues: Six months ended June 30 th						
(€ millions)	2009	2008	Δ	∆ CC		
Subscription & other non-cyclical	233	183	27%	16%		
Books	61	52	16%	6%		

55

16

365

Bevenues Six menths ended lune 20th

Advert/ pharma promo

Other cyclical

Reported revenues

Δ - % Change; Δ CC - % Change constant currency (EUR/USD 1.47); Δ OG - Organic growth %

55

15

305

0%

10%

20%

(9%)

0%

9%





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0%

6%

(9%)

0%

(1%)

CFS Highlights

- The division leveraged its brands, strong customer loyalty, and market positions to increase its market share penetration by offering leading full service compliance solutions to its customers
- Corporate & Legal Services results were impacted by lower corporate formation and UCC lien search transaction volumes
- Financial Services banking, securities, and insurance products posted strong growth driven by stable retention rates and growth in mortgage transaction volume levels related to refinance activity. Other lending transactional products continued to face challenges due to constraints in credit markets
- Ordinary EBITA margins remained strong due to diligent cost management but were impacted by transactional revenue results



Revenue Half-Year 2009: €259 million

	Half Year				
Millions	2009	2008	Δ	Δ CC	ΔOG
Revenue (EUR)	259	236	10%	(4%)	(4%)
Revenue (USD)	344	360			
Ordinary EBITA (EUR)	61	65	(6%)	(19%)	(19%)
Ordinary EBITA (USD)	81	100			
Ordinary EBITA Margin	23.6%	27.6%			
$\Lambda = \%$ Change: $\Lambda CC = \%$ Change constant	currency (ELIR/	USD 1 47)• A	OG - Organio	growth %	

 Δ - % Change; Δ CC - % Change constant currency (EUR/USD 1.47); Δ OG - Organic growth %



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CFS Revenue

- Stable subscription and other non-cyclical revenue driven by performance of representation, banking, securities and insurance products
- Corporate & Legal Services underlying transactions down 16% due to constrained lending environment and lower corporate formation activity
- Financial Services transactions declined 4% driven by continued weakness in indirect lending market - mortgage transaction volumes improved modestly due to refinancing activity

Revenues: Six months ended June 30 th							
(€ millions)	2009	2008	Δ	∆ CC	ΔOG		
Subscription & other non-cyclical	160	140	15%	0%	0%		
CLS transactions	64	66	(3%)	(16%)	(16%)		
FS transactions	28	25	10%	(4%)	(4%)		
Other cyclical	7	5	38%	20%	20%		
Reported revenues	259	236	10%	(4%)	(4%)		

 Δ - % Change; Δ CC - % Change constant currency (EUR/USD 1.47); Δ OG - Organic growth %





TAL Highlights

- The division continued to strengthen its core leadership position by increasing penetration of its next-generation platforms for information and software including the launch of IntelliConnectTM
- Tax and Accounting: Good subscription growth in the U.S. and Canada offset by weaker results in cyclical revenues particularly in bank product transaction. New software sales were weaker due to economic conditions
- Law & Business: Double-digit growth in bankruptcy and MediRegs product lines and strong growth in online subscriptions and textbooks was offset by declines in print subscriptions, weaker new sales and the U.K. business
- Strong EBITA margin improvement driven by contribution of acquisitions, good growth in electronic subscriptions, and benefits of Project Springboard



Revenue Half-Year 2009: €471 million

	Half Year					
Millions	2009	2008	Δ	∆ CC	ΔOG	
Revenue (EUR)	471	429	10%	3%	(3%)	
Revenue (USD)	625	654				
Ordinary EBITA (EUR)	129	113	14%	4%	(9%)	
Ordinary EBITA (USD)	171	172				
Ordinary EBITA Margin	27.4%	26.4%				
Δ - % Change; Δ CC - % Change constant	currency (EUR/	USD 1.47); ∆ O	G - Organic	growth %		

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TAL Revenue

- Subscription revenues were in line with prior year while other non-cyclical revenues, which includes bank product transactions and tax form click product lines, were below prior year due to adverse economic conditions
- Strong performance in online subscriptions and Legal textbooks for the student market was offset by weak new book sales and declines in print subscriptions
- Books and other cyclical products, which includes advertising, training and consulting services, were below the prior year due to economic conditions and weak new sales

Revenues: Six months ended June 30 th								
(€ millions)	2009	2008	Δ	∆ CC	ΔOG			
Subscription & other non-cyclical	374	331	13%	6%	(2%)			
Books	33	32	1%	(6%)	(6%)			
Other cyclical	64	66	(3%)	(9%)	(9%)			
Reported revenues	471	429	10%	3%	(3%)			

Characteristics and additions 20th

 Δ - % Change; Δ CC - % Change constant currency (EUR/USD 1.47); Δ OG - Organic growth %





LTRE Highlights

- Revenue results were impacted by cyclical declines in advertising, training and consulting as well as weaker new sales across the business due to economic conditions
- Online and software sales continued to perform well as customers migrated from print to electronic products
- Central and Eastern Europe performed well driven by improved retention rates, good new product sales, and sustained growth in key countries. Scandinavia benefited from strong electronic sales
- Belgium, Germany and Italy demonstrated stability in a challenging economic environment with good retention sales - Addison integration in Germany is on track
- Results in France and the Netherlands were impacted by declines in advertising and other cyclical products
- Ordinary EBITA margins remained strong due to the benefits of Project Springboard and diligent cost management but were impacted by transactional revenue results

	Half Year						
Millions	2009	2008	Δ	∆ CC	ΔOG		
Revenue (EUR)	625	638	(2%)	0%	(4%)		
Ordinary EBITA (EUR)	108	114	(5%)	(2%)	(10%)		
Ordinary EBITA Margin	17.4%	17.9%					

 Δ - % Change; Δ CC - % Change constant currency (EUR/USD 1.47); Δ OG - Organic growth %



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Revenue Half-Year 2009: €625 million

LTRE Revenue

- Subscription revenues in line with the prior year, stable retention sales while other noncyclical products were weaker due to recessionary market conditions
- Book products showed signs of stabilization in the period and posted organic growth of 2%
- Advertising revenue declined 19%, primarily in France and the Netherlands
- Other cyclical products, including training, consulting, and transport, declined 16%
- Strong growth in electronic revenue, now 50% of total revenue

Revenues: Six months ended June 30 th								
(€ millions)	2009	2008	Δ	ΔCC	ΔOG			
Subscription & other non-cyclical	490	484	1%	3%	(2%)			
Books	56	56	0%	2%	2%			
Advertising	24	31	(21%)	(19%)	(19%)			
Other cyclical	55	67	(18%)	(16%)	(16%)			
Reported revenues	625	638	(2%)	0%	(4%)			

Character and a distance 20th

 Δ - % Change; Δ CC - % Change constant currency (EUR/USD 1.47); Δ OG - Organic growth %



