



**Morgan Stanley
European TMT
Conference**

*Wolters Kluwer
Accelerating Profitable
Growth*



November 14, 2007 - Barcelona

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Introduction



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Wolters Kluwer

- Global information services and publishing company
- Leading positions in core markets: health, tax, accounting, corporate services, financial services, law, and regulation
- Euronext listed (AEX index)
- Market Capitalization €6.6 billion (November 12, 2007)
- Revenues of €3.4 billion*
- Approximately 18,450 employees
- In more than 30 countries across 5 continents

The Professional's First Choice:

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

*restated for continuing operations







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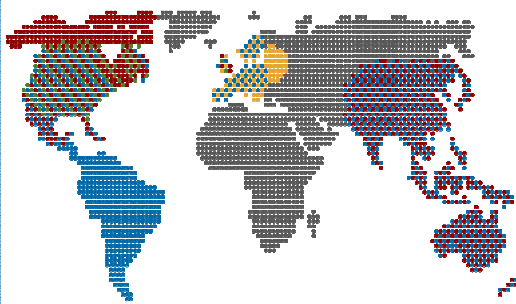
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4

Wolters Kluwer: Four Major Divisions

	Revenues 2006 (mln)	EBITA margin	Key Vertical Brands	Core Markets
 Health	€823	15%	<ul style="list-style-type: none"> Lippincott Williams & Wilkins Ovid Adis Source Healthcare Analytics Medi-Span/Facts & Comparisons 	<ul style="list-style-type: none"> Clinical solutions Medical research Pharma solutions Professional & education
 CFS	€534	22%	<ul style="list-style-type: none"> CT UCC Direct Services CT TyMetrix / CT Summation WK Financial Services Bankers Systems PCi / VMP 	<ul style="list-style-type: none"> Business Entity Compliance Governance Litigation management Practice management Banking and insurance Securities and mortgage
 TAL	€826	18%	<ul style="list-style-type: none"> CCH ProSystem Aspen ATX/Kleinrock 	<ul style="list-style-type: none"> Tax research Tax compliance Specialty legal Productivity tools and software
 LTRE	€1,194	18%	<ul style="list-style-type: none"> Kluwer Lamy La Ley Croner CCH Atr3s TeleRoute 	<ul style="list-style-type: none"> Broad legal coverage HR professionals Tax & accounting professionals Health, safety and environment Transport services

Wolters Kluwer Globally: Leading Brands and Positions



- Leader in core markets
- Clear momentum around organic growth
- Local focus, global scale
- Product depth and breadth with focus on essential customer content and workflow tools
- Strong organizational capabilities

Wolters Kluwer presence: ● TAL ● CFS ● Health ● LTRE

Wolters Kluwer Strategy



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2003-2006 Successful Transformation

2003-2006 Strategy

- Strengthened Market Positions and Portfolio
- Restructured Cost Base and Increased Operational Rigor
- Developed Significant Presence in Online and Software
- Re-allocated Capital to Higher Growth Markets
- Achieved Major Increase in Shareholder Value

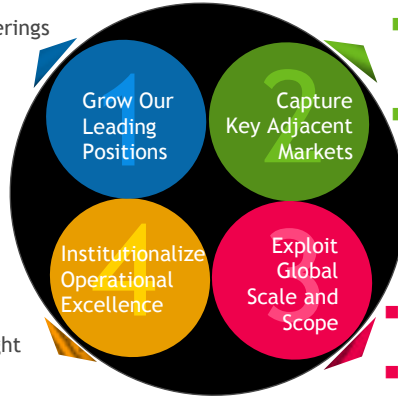
Wolters Kluwer Today

- Leader in core markets
- Clear momentum around organic growth
- Local focus, global scale
- Product depth and breadth with focus on essential customer content and workflow tools
- Operational discipline
- Strong organizational capabilities

Our Strategy for Accelerating Profitable 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 WK footprint in emerging markets
- Expand existing products globally
- Use global platforms to leverage scale

Significant Progress in Executing Strategy

Grow Our Leading Positions

- Expanded proprietary content offerings - e.g., Books@Ovid, *The Cancer Journal*
- Launched new integrated products - e.g., Compliance One, iF&C
- Enhanced key market vertical positions through new online offerings and bolt on acquisitions - e.g., SFS, Expere
- Entered into and expanded key partnerships - e.g., Adobe, Bloomberg

Capture Key Adjacent Markets

- With key strategic partners - e.g., Allscripts EHR, AHA for Health Consumer, Google
- Through acquisitions - e.g., auto lending, corporate in-house training
- By extending platforms to create new products - e.g., the Point
- Through geographic expansion - e.g., MCFR

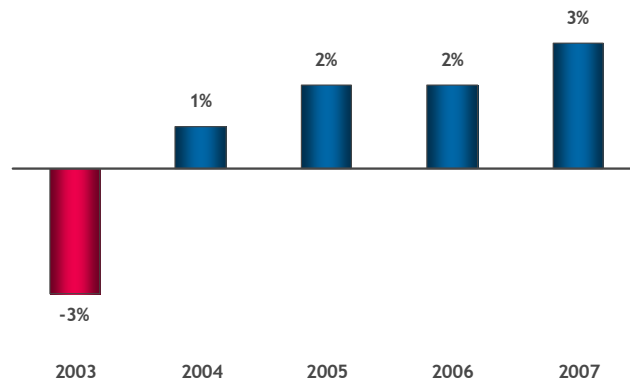
Significant Progress in Executing Strategy

- **Exploit Global Scale and Scope**
 - International expansion -- particularly, India, China and Latin America
 - Globalization of successful product lines - e.g., ProSystem.fx, Tymetrix
 - Shared/common IT platform investments - e.g., Atlas, Ceres
 - Adaptations and translations of core products - e.g., Health Spanish language program, Italian legal suite, Securities Compliance Solutions

- **Institutionalize Operational Excellence**
 - Customer Intimacy are driving product development initiatives - e.g., Ovid SP
 - Six sigma initiatives have multiplied with the growing number of trained green and black belts
 - Cross divisional sourcing initiatives continue to deliver savings - e.g., NASS, LTRE

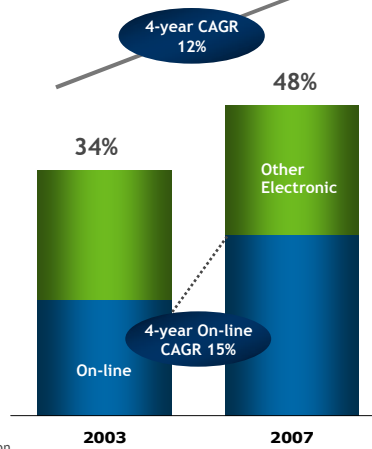
Organic Revenue Growth is Accelerating Across All Divisions

Year-to-date September Organic Revenue Growth Rates (rounded)



Supported by Strong Double-Digit Growth in Online and Software

Percent of Wolters Kluwer Revenue from Online/Electronics ¹



¹ Excluding Education Division



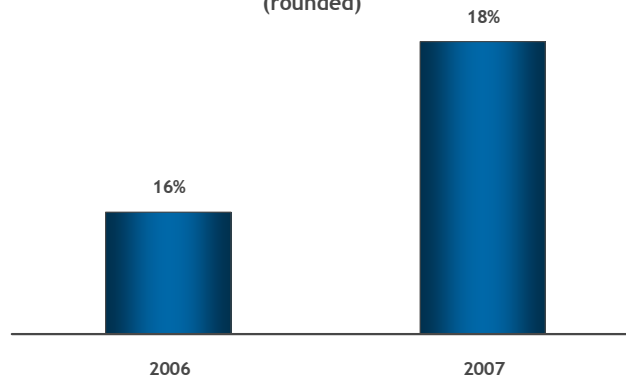
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13

Operating Margins have Increased to 18% Fueled by Growth and Successful Restructuring

Year-to-Date September Operating Margins (rounded)



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14

2007 Q3 and Year-to-Date Results



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Accelerated Growth in Q3; Reiterated FY Guidance

Q3 Highlights: Key Financial Results*

- Revenue of €799 million (2% Growth; 6% in constant currencies)
- Organic revenue growth of 4%
- Ordinary EBITA of €153 million (18% Growth; 24% in constant currencies)
- Ordinary EBITA margin improved to 19% (2006: 16%)
- Structural cost savings of €41 million (24% improvement over prior year)
- Free cash flow of €76 million (materially in line with prior year)
- Ordinary diluted earnings per share increased 32% (40% in constant currencies)

* From continuing operations



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16

Accelerated Growth YTD; Reiterated FY Guidance

Year-to-Date September: Key Financial Results*

- Revenue of €2,476 million (2% Growth; 6% in constant currencies)
- Organic revenue growth of 3% (on track to meet full-year guidance)
- Ordinary EBITA of €457 million (20% Growth; 26% in constant currencies)
- Ordinary EBITA margin improved to 18% (2006: 16%)
- Structural cost savings of €117 million (2006: 29% improvement over prior year)
- Free cash flow of €194 million (8% increase over prior year excluding tax refund)
- Ordinary diluted earnings per share increased by 23% (32% in constant currencies)

* From continuing operations

On Track to Achieve Full-Year KPIs

Key Operational Measures	Actual YTD September 2006	Actual YTD September 2007	Target Full-Year 2007
Organic Revenue Growth	2%	3%	4%
Ordinary EBITA Margin	16%	18%	19-20%
Cash Conversion	85%	77%	95-105%
Key Financial Measures			
Free Cash Flow	€232 mln	€194 mln	± €425 mln
ROIC % ¹	n/a	n/a	≥ WACC ²
Ordinary Diluted EPS ³	€0.72	€0.96	€1.45-€1.50

¹ After tax

² Currently WACC is 8% after tax

³ At constant currencies EUR/USD 1.26

Additional Share Buy-back Program Announced

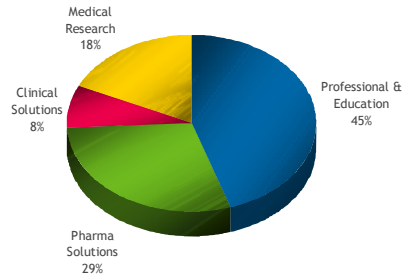
- Original Share Buy-back Program - €475 Million Program
 - Announced March 2007
 - Share purchased through November 2, 2007: 21.1 million
 - Total consideration paid through November 2, 2007: €459 million
 - Program 97% complete
 - Anticipate completion of program by year-end 2007
- Additional Share Buy-back Program - €175 Million Program
 - Announced November 2007
 - Above and beyond the current progressing €475 million program
 - Estimated additional shares to be repurchased: approximately 8.0 million ¹
 - Program begins after the completion of the existing program
 - Program expected to conclude in April 2008 or earlier if:
 - ⇒ Aggregate value of shares acquired exceeds €175 million
 - ⇒ 10% of ordinary shares have been repurchased (including shares already held)

¹ Based on closing share price of November 6, 2007

Divisional Results

Health Results

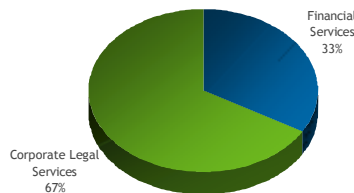
- Organic revenue growth accelerated to 4% for the quarter as expected from flat growth in the first half year.
- P&E Books and Clinical Solutions delivered double digit growth. Medical Research and Pharma Solutions continued good growth in Q3.
- Healthcare Analytics: Double digit growth in brand analytics and managed care product lines offset by previously noted price compression in targeting and compensation.
- Margins increased to 20% in the quarter from 18% in 2006; on track to achieve full-year margins in line with 2006 (15%)
- Industry trends point to a softness in pharma marketing spend expected to impact Q4 growth in advertising and promotional programs.
- Full-year organic revenue growth guidance of 1-2%.



Millions		Q3 07	YTD 07	Q3 06	YTD 06	Q3 06/Q3 07 Change (millions)			
						Organic	Acquisition/ Disposal	Currency	Total
Revenues	(USD)	276	747	265	736	11	-	-	11
	(EUR)	201	555	207	591	9	-	(15)	(6)
Ord. EBITA	(USD)	55	94	48	99	7	-	-	7
	(EUR)	40	69	38	79	5	-	(3)	2
Ord. EBITA margin%		20	12	18	13				

CFS Results

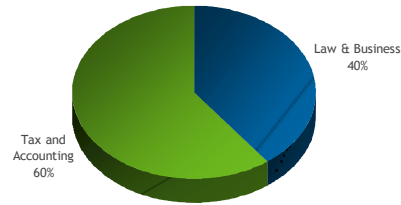
- Organic growth of 4% in Q3 and 6% YTD
- Organic growth of 5% at Corporate Legal Services, driven by strength in UCC Direct, CT Corsearch, CT TyMetrix and CT Summation product lines.
- Financial Services unit delivered positive organic growth despite challenges in the wholesale mortgage markets. Banking content and non-banking products continued to perform well.
- Margins increased to 30% in Q3 from 24% in 2006, due to revenue growth and operational improvements.
- Full-year organic revenue growth guidance of 5-7%.



Millions		Q3 07	YTD 07	Q3 06	YTD 06	Q3 06/Q3 07 Change (millions)			
						Organic	Acquisition/ Disposal	Currency	Total
Revenues	(USD)	175	423	166	393	6	3	-	9
	(EUR)	128	396	130	397	5	2	(9)	(2)
Ord. EBITA	(USD)	52	148	41	108	11	0	-	11
	(EUR)	38	110	32	86	9	0	(3)	6
Ord. EBITA margin%		30	28	24	22				

TAL Results

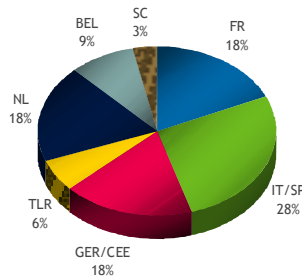
- Organic revenue growth of 4% in Q3 and 3% YTD
- Tax and Accounting delivered 4% organic growth in Q3, due to strength in core US business (5%) and Canada (6%). Australia made gains in software offset by softness in publishing and workflow solutions.
- Law & Business US delivered 5% organic growth for Q3 through a strong Legal education selling season and improved retention rates.
- Margins increased to 21% in Q3 from 18% in 2006 due to growth, an improved cost structure and contribution of Small Firm Services.
- Full-year organic revenue growth guidance of 4-6%.



Millions		Q3 07	YTD 07	Q3 06	YTD 06	Q3 06/Q3 07 Change (millions)			
						Organic	Acquisition/Disposal	Currency	Total
Revenues	(USD)	277	875	246	753	9	15	7	31
	(EUR)	202	653	193	608	7	12	(10)	9
Ord. EBITA	(USD)	59	208	42	146	11	4	2	17
	(EUR)	43	156	34	119	9	3	(3)	9
Ord. EBITA margin%		21	24	18	20				

LTRE Results

- Strong organic revenue growth of 6% in Q3; 4% YTD.
- Strong performance across the division, led by Italy, Spain, and the Netherlands.
- Double-digit growth in electronic products which now account for over 40% of division revenues.
- Strong organic growth, particularly in on line and software products, is expected to continue for the balance of 2007.
- Margins increased to 15% in Q3 from 13% in 2006 driven by revenue growth and benefit of operating effectiveness initiatives.
- Full-year organic revenue growth guidance of 4-5%.



Millions		Q3 07	YTD 07	Q3 06	YTD 06	Q3 06/Q3 07 Change (millions)			
						Organic	Acquisition/Disposal	Currency	Total
Revenues	(EUR)	268	872	256	835	14	(3)	1	12
	(EUR)	40	148	34	121	6	0	0	6
Ord. EBITA margin%		15	17	13	14				

Outlook and Summary



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Reiterate 2007 and Beyond Outlook

Key Operational Measures	2003	2004	2005	2006 ⁴	2007 ^{1,4}	Beyond 2007 ^{1,4}
Organic Revenue Growth	-2%	1%	2%	3%	4%	4-5%
Ordinary EBITA Margin	18%	16%	16%	17%	19-20%	Continuous improvement
Cash Conversion	109%	126%	106%	100%	95-105%	95-105%
Key Financial Measures						
Free Cash Flow	€393 million	€456 million	€351 million	€399 million	± €425 million	> €425 million
ROIC % ²	7%	7%	7%	7%	≥ WACC ³	> WACC ³
Ordinary Diluted EPS	€1.18	€1.02	€1.06	€1.09 ¹	€1.45-€1.50	Double-digit growth

¹ At constant currencies EUR/USD 1.26

² After Tax

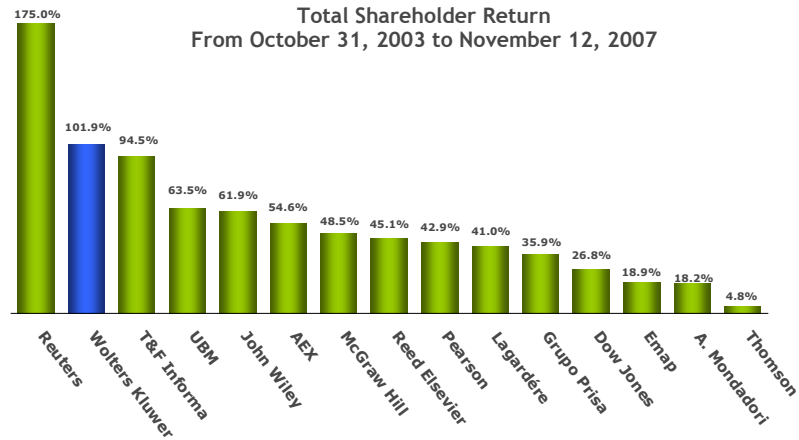
³ Currently 8% after Tax

⁴ 2006 and 2007 figures have been adjusted to exclude the Education Division



Wolters Kluwer's Strategy and Results have been Recognized by the Market

Total Shareholder Return
From October 31, 2003 to November 12, 2007



Note: Share performance including gross dividend reinvestment (with exception of AEX)
Source: Bloomberg



- Barcelona 27

Summary

Accelerated organic growth performance in Q3 supports Wolters Kluwer's strategy

Improved margins from cost savings and benefits of restructuring

On track to achieve all KPI targets for the year

Announced additional Share Buy-back program

Reiterate full year outlook of 4% organic growth, 19-20% margins



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