Bank of America Merrill Lynch

Telecommunications, Media, Technology Conference



June 7, 2010 - London

Boudewijn Beerkens CFO and Member of the Executive Board

Forward-looking Statements

This presentation contains forward-looking statements. These statements may be identified by words such as "expect", "should", "could", "shall", and similar expressions. Wolters Kluwer cautions that such forward-looking statements are qualified by certain risks and uncertainties, that could cause actual results and events to differ materially from what is contemplated by the forward-looking statements. Factors which could cause actual results to differ from these forwardlooking statements may include, without limitation, general economic conditions, conditions in the markets in which Wolters Kluwer is engaged, behavior of customers, suppliers and competitors, technological developments, the implementation and execution of new ICT systems or outsourcing, legal, tax, and regulatory rules affecting Wolters Kluwer's businesses, as well as risks related to mergers, acquisitions and divestments. In addition, financial risks, such as currency movements, interest rate fluctuations, liquidity and credit risks could influence future results. The foregoing list of factors should not be construed as exhaustive. Wolters Kluwer disclaims any intention or obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.



The Professional's First Choice Provide information, tools, and solutions to help professionals deliver quality results more efficiently

- Market-leading global information services company
- Leading positions in core markets: health, tax, accounting, corporate services, financial services, law and regulation
- Euronext listed (AEX index)
- Market capitalization €4.4 billion (US \$6.1 billion)
- 2009 Revenues of €3.4 billion (US \$4.8 billion)
- Approximately 19,300 employees
- In more than 40 countries across 5 continents

Portfolio Evolution

Our portfolio has shifted towards subscription products which provide greater value

2004 Revenue: €3.0 billion

2009 Revenue: €3.4 billion



Note: Cyclical products include advertising, pharma promotion, mortgage transactions, M&A/IPO/UCC transactions, training and consulting



Consistent Investments across all Markets

Increased Investment





Selective acquisitions support our growth and transformation

DeAgostini, Nolis, Osra, Eon,		
2005 Best Case, Tripoint, Entyre, Amerisearch, Boucher	✓	2
NDC, Heymanns, ProVation, 2006 ³ Sage, ATX, Kleinrock, UTS, TaxWise	✓	6
2007 MCFR, TeamMate, GEE, AppO Europea del Derecho	ne, 🗸	2
2008 MYOB, Addison, UpToDate, IntelliTax	~	2

' EPS accretive in year 1 for all acquisitions

²Year ROIC exceeds weighted average cost of capital

 3 Includes impaired assets. Excluding impaired assets ROIC > WACC in 3 years.



Portfolio Evolution

Portfolio shift reflecting the evolution to an information, software and service provider

Software & Online Revenue as a % of Total Revenue





Mega Trends and Implications

Mega trends encourage our shift to information-enabled solutions which deliver results











Strategic Focus: Produce Results for Customers Through Superior Information and Intelligent Solutions







Deliver value at the point of use

- Focuses on delivering a successful outcome (passing an exam) rather than delivering data
- Provides Answers at point of need (whenever I need to study)
- Mobility and increases availability driving usage and value (on "the" device I take everywhere)





Expand solutions across customers, processes and networks





2

Raise effectiveness through global back office efficiencies









Strategy will deliver greater value

Key Performance Indicators	Medium-Term
Revenue Growth/	Double-digit online & software growth
Portfolio Composition	Online, software & services revenue 75% of total revenues
Ordinary EBITA	Continuous improvement
Free cash flow ¹	≥ €400 million per annum
Diluted ordinary EPS ¹	Continuous improvement
Return on invested capital	■ ≥ 8%
¹ At constant currencies (EUR/USD = 1.39)	





2010 Outlook

- Beginning to see market conditions stabilize
- Slow but steady economic recovery through 2010
- North American business units expected to recover ahead of European
- Recurring revenues: resilient retention rates partially offset by weaker 2009 new sales
- Cyclical revenues: expected to stabilize, other than advertising
- Books revenues: will show continued stability
- Electronic revenues: expected to continue to show good growth
- Springboard program: will continue to deliver margin support
- Guidance Reiterated (Trading Update May 12, 2010)



2010 Outlook

Key Performance Indicators	2010 Guidance
Ordinary EBITA margin	20-21 %
Free cash flow ¹	≥ €400 million
Return on invested capital	≥ 8%
Diluted ordinary EPS ¹	■ €1.41 to €1.45 ²

¹ At constant c2009 diluted ordinary EPS in 2008 constant currency (€1.41) has urrencies (EUR/USD = 1.39)

² been restated to €1.43 using 2009 constant currency rate of EUR/USD = 1.39 (2008 constant currency rate: EUR/USD = 1.47).



Consistent Delivery of Key Performance Indicators



🔋 Wolters Kluwer

Bank of America Merrill Lynch

Telecommunications, Media, Technology Conference 2010

Q&A



2009: Achieved All Key Performance Indicators

Key Performance Indicators	Target	Actual	Achieved
Ordinary EBITA margin (%)	±20%	20%	
Diluted ordinary EPS (€) ¹	1.41-1.46	1.41	
Free cash flow (€ millions) ¹	±350	404	
Return on invested capital	≥8%	8.5%	

 Δ - % Change; Δ CC - % Change constant currency (EUR/USD 1.47); Δ OG - % Organic growth ¹At constant currencies (EUR/USD = 1.47)



Revenues: Full-Year 2009

- Resilient performance for subscription portfolio despite cautious new sales environment
- Overall 8% growth in electronic revenues with 3% organic growth in electronic product and services subscription revenues, driven by customers demand for online and intelligent solutions.
- Cyclical product revenues pressured by economic cycle; negative trends eased in the second half
- Books revenues off 4% due largely to soft demand across all markets



(€ million)	2009	2008	Δ	∆ CC	ΔOG
Electronic & service subscription	1,588	1,430	11%	9 %	3%
Print subscription	563	606	(7%)	(7%)	(7%)
Other non-cyclical	293	277	6%	5%	(3%)
Recurring revenues	2,444	2,313	6%	4%	0%
Books	331	341	(3%)	(4%)	(4%)
Cyclical products	650	720	(11%)	(11%)	(11%)
Total revenues	3,425	3,374	2%	0%	(3%)

 $\Delta\text{-}\%$ Change; $\Delta\text{CC-}\%$ Change constant currency (EUR/USD 1.47); $\Delta\text{OG-}\%$ Organic growth



2009 Currency Impact on Revenue



2009 Division Highlights

Legal, Tax &

Regulatory Europe

38%

2009 Full-Year Revenue €3,425 million

Health

22%

Tax,

Accounting &

Legal

26%

Corporate &

2009 Full-Year Ordinary EBITA €682 million



Year-ended December 31st		Revenue				Ordinary EBITA %		
€ millions	2009	2008	Δ	Δ CC	ΔOG	2009	2008	
Health & Pharma Solutions	750	687	9 %	6%	(1%)	14 .9 %	12.5%	
Corporate & Financial Services	492	480	3%	(3%)	(3%)	25.0%	27.6%	
Tax, Accounting & Legal	899	879	2%	1%	(3%)	25.9%	25.4%	
Legal, Tax & Regulatory Europe	1,284	1,328	(3%)	(2%)	(4%)	1 9.8 %	20.6%	
Wolters Kluwer	3,425	3,374	2%	0%	(3%)	1 9.9 %	20.1%	

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



Health & Pharma Solutions: Revenue





€ million	2009	2008	Δ	∆ CC	ΔOG		
Electronic & service subscription	335	265	26%	23%	4%		
Print subscription	86	84	2%	(1%)	(1%)		
Other non-cyclical	41	42	(2%)	(4%)	(4%)		
Recurring revenues	462	391	18%	15%	2%		
Books	129	131	(1%)	(4%)	(4%)		
Cyclical product lines	159	165	(3%)	(6%)	(6%)		
Total revenues	750	687	9 %	6%	(1%)		
Ordinary EBITA	112	86	31%	34%	16%		
Ordinary EBITA margin	14.9%	12.5%					
Δ-% Change; ΔCC-% Change constant currency (EUR/USD 1.47); ΔOG-% Organic growth							



Corporate & Financial Services : Revenue



2009





€ million	2009	2008	Δ	∆ CC	ΔOG
Recurring revenues	310	287	8%	0%	1%
CLS transactional	120	132	(9%)	(11%)	(11%)
FS transactional	48	48	0%	(2%)	(2%)
Other Cyclical	14	13	6%	1%	1%
Total revenues	492	480	3%	(3%)	(3%)
Ordinary EBITA	123	133	(7%)	(12%)	(12%)
Ordinary EBITA margin	25.0%	27.6%			

Δ-% Change; ΔCC-% Change constant currency (EUR/USD 1.47); ΔOG-% Organic growth



Tax, Accounting & Legal: Revenue





€ million	2009	2008	Δ	∆ CC	ΔOG		
Electronic & service subscription	418	391	7%	5%	4%		
Print subscription	107	119	(10%)	(12%)	(12%)		
Other non-cyclical	144	127	14%	12%	(5%)		
Recurring revenues	669	637	5%	3%	(1%)		
Books	87	89	(3%)	(4%)	(4%)		
Cyclical product lines	143	153	(7%)	(8%)	(8%)		
Total revenues	899	879	2%	1%	(3%)		
Ordinary EBITA	233	223	4%	1%	(4%)		
Ordinary EBITA margin	25.9%	25.4%					
Δ-% Change; ΔCC-% Change constant currency (EUR/USD 1.47); ΔOG-% Organic growth							



Online

28%

Software 27%





Springboard: Exceeding Expectations



Program Savings and Costs	2008	2009	2010	2011	
€ million (pre tax)	Actual	Actual	Estimate	Estimate	Total
Cost Savings	16	84	125	140-160	140-160
Exceptional Program Cost	45	70	70	35-55	220-240



Functional Costs



Marketing & Sales







General & Administrative¹



Publishing & Editorial



(as a % of revenue)



¹Excluding exceptional items



Statement of Income

Twelve months ended December 31st				
(€ millions)	2009	2008	Δ%	$\Delta\% \ CC^1$
Revenue	3,425	3,374	2%	0%
Ordinary EBITA	682	678	1%	0%
Ordinary EBITA Margin (%)	20%	20%		
Exceptional items	(80)	(51)		
Amortization of publishing rights	(165)	(124)		
Impairment of goodwill and publishing rights	(203)	0		
Financing Results	(119)	(119)		
Taxation on income	(3)	(71)		
Other	(2)	2		
Net income (before non-controlling interest)	110	315	(65%)	
¹ CC - At constant currencies (FUR/USD = 1.47)				

¹CC - At constant currencies (EUR/USD = 1.47)



Reconciliation Ordinary Net Income/ EPS

Twelve months ended December 31st		
(€ millions)	2009	2008
Net Income	110	315
Non-Controlling Interests	8	(2)
Net Income to Owners of the Company	118	313
Amortization of Publishing Rights ²	164	124
Impairment of Publishing Rights and Goodwill ²	194	0
Taxation on Amortization and Impairments ²	(93)	(50)
Results on Disposals (after taxation)	(8)	2
Exceptional Items (after taxation)	52	34
Ordinary Net Income	427	423
Diluted Weighted Average # Shares	294 million	288 million
Diluted ordinary EPS	€1.45	€1.47
Diluted ordinary EPS (constant currencies) ¹	€1.41	€1.43
¹ CC - At constant currencies (EUR/USD = 1.47) ² Adjusted for non-controlling interests		

CC - At constant currencies (EUR/USD = 1.47) ²Adjusted for non-controlling interests



Free Cash Flow

Cash Flow from Operating Activities















Free Cash Flow

Twelve months ended December 31st				Δ%
(€ millions)	2009	2008	Δ%	CC ¹
Ordinary EBITA	682	678	1%	0%
Depreciation	101	78		
Aut. Movements in Working Capital	(7)	(19)		
Financing Charges	(120)	(94)		
Paid Corporate Income Tax	(89)	(91)		
Appropriation of Provisions	(70)	(36)		
Other	13	5		
Cash Flow from Operating Activities	510	521	(2%)	(7%)
Net Capital Expenditure	(123)	(140)	(12%)	(16%)
Dividends Received	1	1		
Appropriation of Springboard Provisions (after tax)	36	13		
Free Cash Flow	424	395	7%	2%
Cash Conversion	96 %	88%		
¹ CC - At constant currencies (EUR/USD = 1.47)				



Solid Financial Position

Net-Debt/EBITDA

Debt Maturity Profile





¹2010: Outstanding part of redemption on credit facility maturing in July 2011



Consolidated Balance Sheet

At December 31 st		
(€ millions)	2009	2008
Non-Current Assets	4,539	4,873
Operating Working Capital	(631)	(640)
Non-Operating Working Capital	(253)	(459)
Working Capital	(884)	(1,099)
Capital Employed	3,655	3,774
Total Equity	1,355	1,447
Long-Term Debt	1,891	1,914
Non-Current Liabilities	409	413
Total Financing	3,655	3,774
Net Debt	2,007	2,254
Net Debt/Equity ratio	1.5	1.6
Net Debt/EBITDA ratio	2.9	3.2



Portfolio Evolution

This evolution positions the portfolio for improved revenue growth and profitability





Transition to Global New Reporting Structure

Revenue Splits under Exisiting Revenue Splits under New Financial Reporting Structure Financial Reporting Structure (Through 2009) (Beginning 2010) Financial & Services 8% Health & Pharma Legal, Tax Solutions Health & R 22% Regulatory Pharma Legal & **Solutions** Europe Regulatory Corporate 38% 22% 42% & Financial Services 14% Tax, Tax & Accounting Accounting & Legal 28% 26%



Global Market Positions

Our organization will focus on the strength of our global market





2010 & Forward Division Structure

Division	Financial Highlights	2007	2008	2009
Health & Pharma Solutions	Revenue	760	687	750
	Ordinary EBITA	108	82	106
	Ordinary EBITA %	14.2%	12.0%	14.1%
Legal & Regulatory	Revenue	1,557	1,555	1,448
	Ordinary EBITA	352	343	295
	Ordinary EBITA %	22.6%	22.0%	20.4%
Tax & Accounting	Revenue	848	875	955
	Ordinary EBITA	195	233	263
	Ordinary EBITA %	22.9%	26.6%	27.5%
Financial & Compliance Services	Revenue	248	257	272
	Ordinary EBITA	51	58	58
	Ordinary EBITA %	20.8%	22.5%	21.4%
Corporate	Ordinary EBITA	(39)	(38)	(40)
Wolters Kluwer	Revenue	3,413	3,374	3,425
	Ordinary EBITA	667	678	682
	Ordinary EBITA %	19.5%	20.1%	19.9%



Competitive Scale

Today, Wolters Kluwer has global competitive scale in the Tax & Accounting, Legal & Regulatory and Health markets







Delivering Value for Shareholders



Diluted Free Cash Flow per Share



Return on Invested Capital¹



