

# Annual General Meeting of Shareholders

Nancy McKinstry  
*CEO and Chairman of the  
Executive Board*

April 27, 2011

# 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 forward-looking 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.*



Opening Remarks

Strategic Priorities

Highlight of 2010  
Results

Outlook & Summary

# 2010 Highlights

- Strong performance improvement
  - Revenue up 4%
  - Ordinary EBITA margin up 50 basis points
  - Free cash flow up 5%
- Underlying trends improving; Return to growth in HY2
- Online, software, and services revenue almost 70% of revenues
- Global presence significantly expanded

# 2010 Guidance Delivered

Key Performance Indicators	2010 Guidance	2010 Actual	Achieved
Ordinary EBITA Margin	20-21%	20.4%	✓
Free Cash Flow <sup>1</sup>	≥ €400 million	€427 million	✓
Return on Invested Capital (after tax)	≥ 8%	8.6%	✓
Diluted Ordinary EPS <sup>1</sup>	€1.41 - 1.45	€ 1.43	✓

<sup>1</sup> At constant currencies (EUR/USD = 1.39)

# Progress Against Mid-Term Targets

Medium-Term Targets		2010	Progress	
Revenue growth and portfolio composition	Double-digit online & software growth	7%	Solid performance, affected by global economic conditions	✓
	Online, software & services revenue 75% of total	69%	Continued adoption of software and workflow solutions	✓
Ordinary EBITA margin	Continuous improvement	20.4%	Margin expansion driven by revenue growth, product mix, and Springboard	✓
Free cash flow	≥ €400 million per annum <sup>1</sup>	€445m	Strong cash flow	✓
Diluted ordinary EPS	Continuous improvement	€1.48	Strong EBITA growth Tax rate and # of shares influence EPS	✓
ROIC	≥ 8%	8.6%	Higher operating profit after tax	✓

<sup>1</sup>At constant currencies (EUR/USD = 1.39)



# Our Strategy: Maximizing Value for Customers



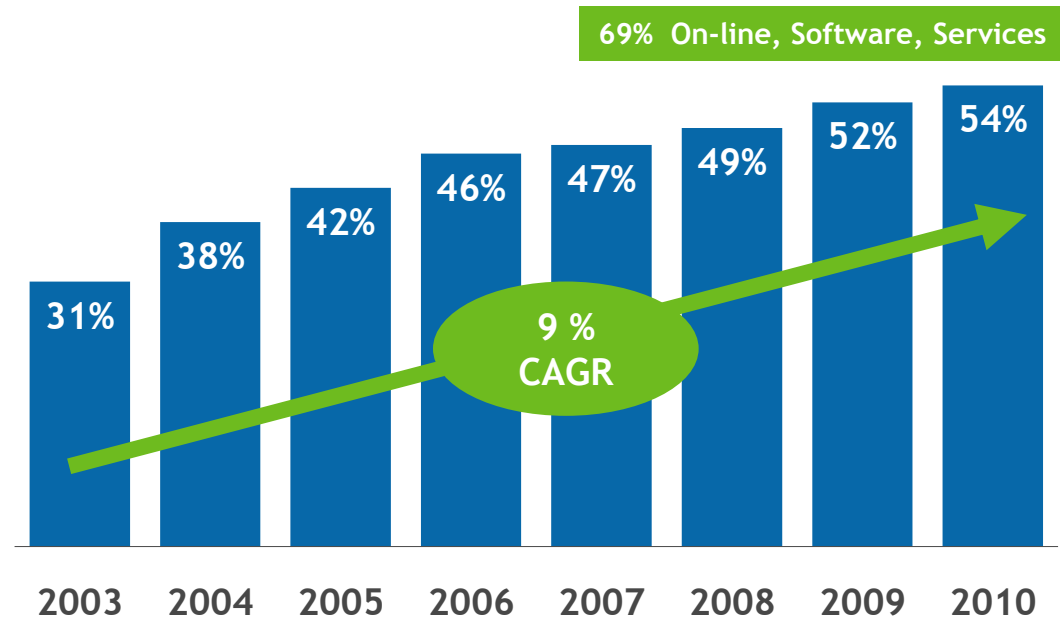
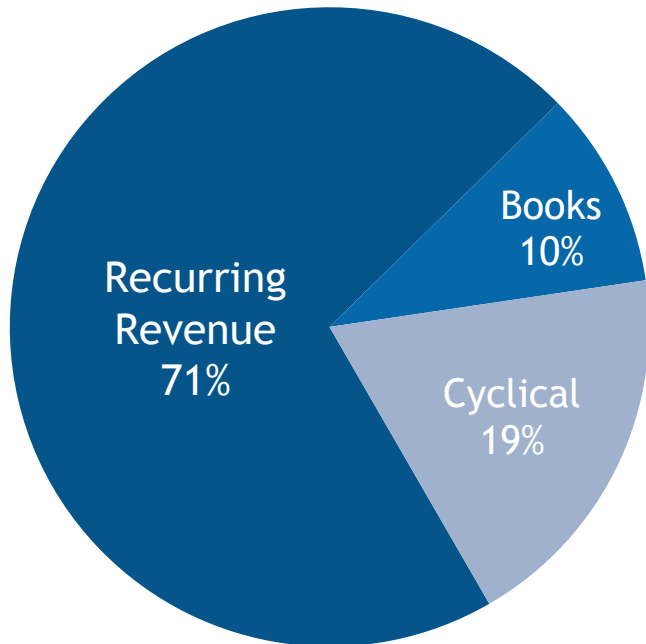


# Our Strategy

*Driving the transformation of our business*

2010 Revenue: €3.6 billion

Software & Online Revenue  
as a % of Total Revenue



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

# Megatrends

*Long-term trends supporting our business*

## Megatrend

- ▶ Exponential growth in information
- ▶ Increased regulation

- ▶ Customer business models changing with strong focus on productivity and profits
- ▶ Shortage of professionals

- ▶ Growing global convergence of professional standards and compliance processes

## Implication

Information quality and knowledge of regulatory changes are key points of differentiation

Increase focus on solutions which improve professionals' expertise, lower costs and increase productivity

Providers with global product lines will be advantaged. Technology creates operating leverage, improving margins

# Our Broad Product Lines and Market-Leading Brands Help Our Customers Deal With These Trends



thcare Markets | Included in the AEX and Euronext 100 Indices | 2010 Revenue €3,556

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Opening Remarks

Strategic Priorities

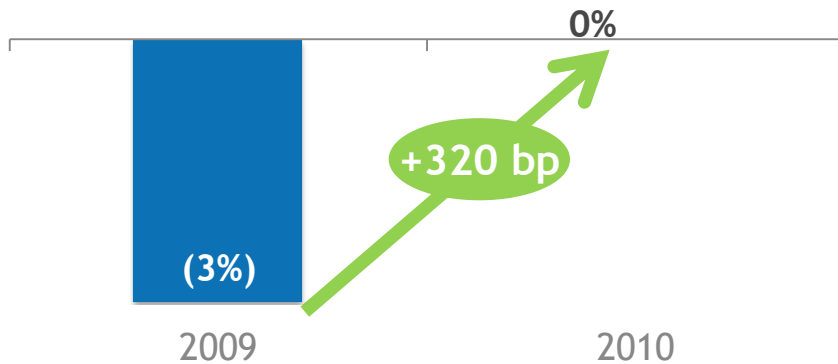
**Highlight of 2010  
Results**

Outlook & Summary

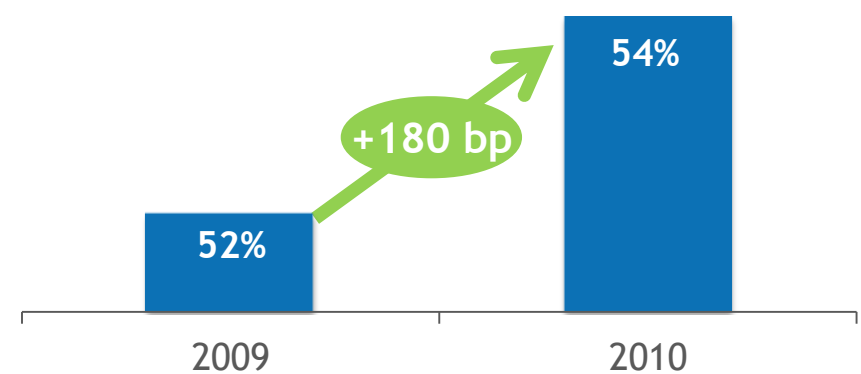
# Financial Highlights

*Positive momentum across the board*

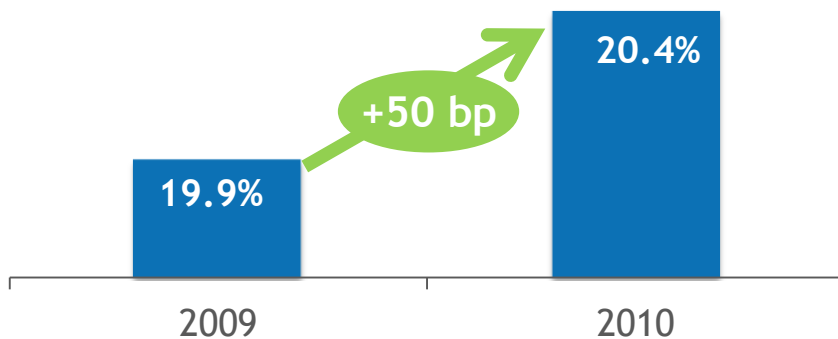
## Organic Growth



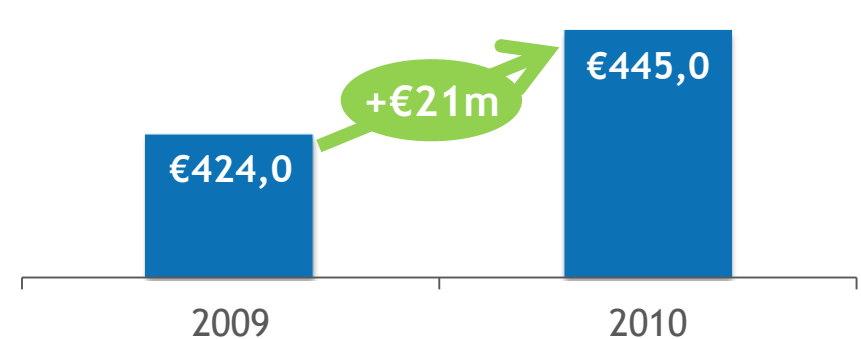
## Electronic Revenue



## Ordinary EBITA Margin



## Free Cash Flow (million)



# Springboard Savings Expectations Upgraded

Multi Generational  
Technology Plan

Content  
Re-engineering

Supplier  
Management

Offshoring

Business  
Optimization

- Program continues to exceed expectations
- Global Shared Services provides additional opportunity
  - Standardize technology platforms
  - Consolidate IT infrastructure
  - Expand global sourcing programs
  - Increase offshore utilization
  - Streamline content manufacturing
- Guidance upgraded for final year of program in 2011

Program savings and costs  
€ million (pre-tax)

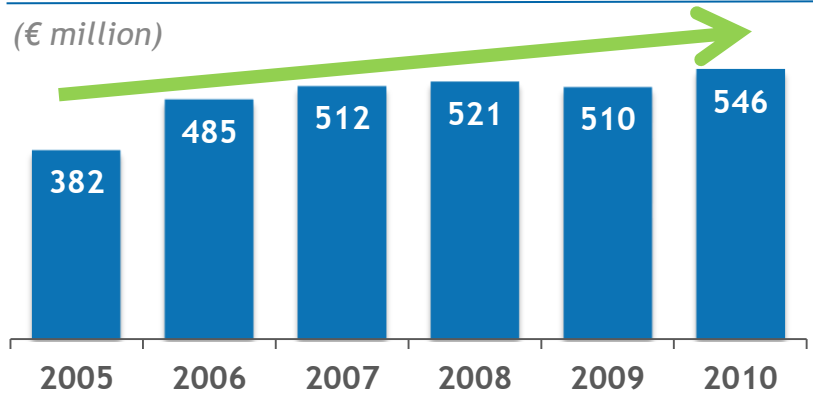
	2008	2009	2010	2011 estimate	Total
Cost savings <sup>1</sup>	16	84	146	170 - 180	170 - 180
Exceptional program cost (non-recurring)	45	68	58	74 - 89	245 - 260

<sup>1</sup>All figures at 2008 constant currencies (EUR/USD = 1.37)

# Record Free Cash Flow

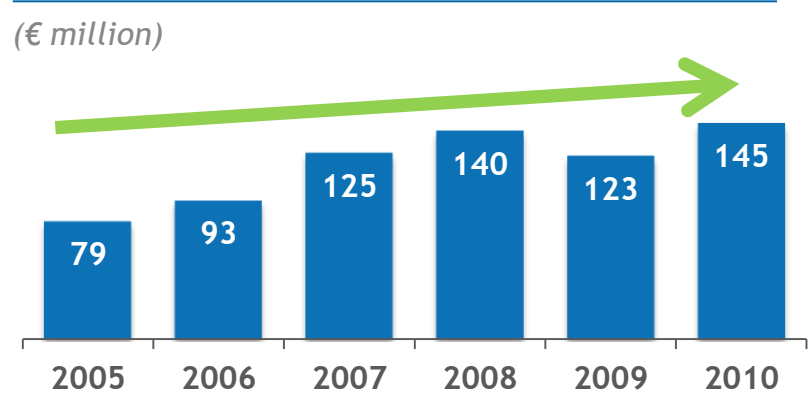
## Net Cash from Operating Activities

(€ million)



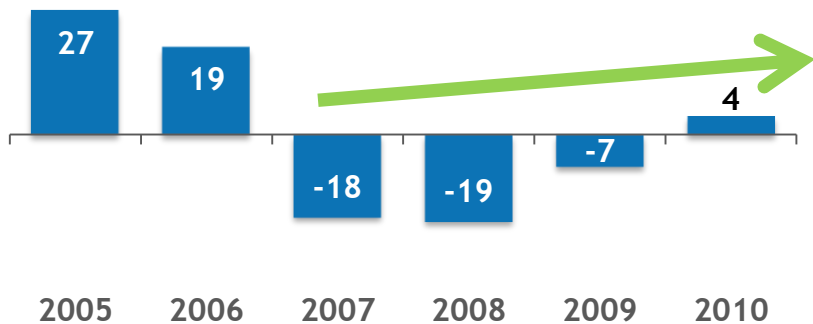
## Net Capital Expenditures

(€ million)



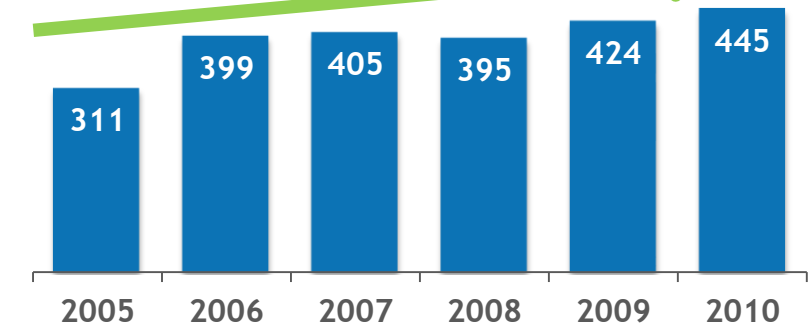
## Autonomous Movements in Working Capital

(€ million)



## Free Cash Flow

(€ million)



# Global Divisions

*First full year of operating under new divisional structure*

## Legal & Regulatory

- Kluwer
- CT Corporation
- LA LEY
- CT TyMetrix
- Croner
- IPSOA
- Wolters Kluwer Law & Business

## Tax & Accounting

- CCH
- Addison
- A3 Software
- CorpSystem
- ProSystem *fx*

## Health & Pharma Solutions

- Adis
- Lippincott Williams & Wilkins
- Ovid
- ProVation Medical
- Source
- UpToDate®

## Financial & Compliance Services

- AppOne
- AuthenticWeb
- Bankers Systems
- Sword
- CCH TeamMate
- Expere
- PCi
- FRSGlobal



# Legal & Regulatory 2010 Highlights

*Online, software adoption and globalization strengthened portfolio*

- Solid retention and improving new sales levels
- Accelerating growth in Corporate Legal segment; 4% organic growth
- Expanded global market positions (Germany, Edital)
- Online and software drives growth; 4%
- Strong operating margin improvement and cash flow to fuel growth investments

	<b>2010</b>
Revenue (million)	€1,511
Organic Growth	(2%)
Electronic Revenue Growth	4%
% Electronic, Software, Services	61%
Ordinary EBITA Margin	21.6%

# Tax & Accounting 2010 Highlights

*Software adoption and globalization driving growth*

- Strong growth for T&A software globally; 4%
- Platform enhancement supports significant user growth for IntelliConnect
- Print publishing decline continues
- Expanded global footprint in corporate market overall and Asia
- Strong improvement in operating margins support product investments

	2010
Revenue (million)	€922
Organic Growth	1%
Electronic Revenue Growth	6%
% Electronic, Software, Services	83%
Ordinary EBITA Margin	28.4%

# Innovation & Growth

*Divisions: Legal & Regulatory; Tax & Accounting*

Highlights	Results
Enhanced TyMetrix Real Rate Report software for legal billing analysis	<ul style="list-style-type: none"><li>▪ 4.3 million invoices, \$36 billion in spend</li><li>▪ Added 110,000 members in 2010; 40% increase</li><li>▪ 19% organic growth</li></ul>
Acquired Edital	<ul style="list-style-type: none"><li>▪ Positions Wolters Kluwer as premier global provider</li><li>▪ Over 60 of Fortune 100 &gt;6,000 brand professionals</li><li>▪ 16% organic growth in Corsearch</li></ul>
Accelerated penetration of new tax software modules	<ul style="list-style-type: none"><li>▪ Record 1st year adoption of ProSystem Portal®</li><li>▪ Licensed over 700,000 client portals</li><li>▪ Registered over 20 million data exchanges</li></ul>

*Trends Supporting Growth*

Regulation and Compliance

Globalization

Productivity / Cost Management

# Health & Pharma Solutions 2010 Highlights

*Strong focus on innovation and globalization driving growth*

- Delivered solid improvement in top-line growth; 3% organic
- Extended leading positions in Clinical Solutions; 16% organic
- Product innovation supports strong growth in electronic revenues; 14%
- Healthcare Analytics performed well through competitive wins; 10% organic
- Increased market penetration for international markets

	2010
Revenue (million)	€816
Organic Growth	3%
Electronic Revenue Growth	14%
% Electronic, Software, Services	60%
Ordinary EBITA Margin	14.4%

# Financial & Compliance Services 2010 Highlights

*Increased legislation, compliance and globalization driving growth*

- Solid growth despite mixed lending conditions; 4% organic
- Established strong market positions in high growth segments (ARC Logics)
- Significant global expansion; 33% sales non-U.S.
- Increased global requirements supports long term growth

	2010
Revenue (million)	€307
Organic Growth	4%
Electronic Revenue Growth	12%
% Electronic, Software, Services	90%
Ordinary EBITA Margin	20.3%

# Innovation & Growth

*Divisions: Health & Pharma Solutions; Financial & Compliance Services*

## Highlights

## Results

**Medical Research**  
OvidSP extends platform,  
launches Multilingual interface

- Increased Titles, Publishers, Footprint
- Now used by 13 million individuals
- Double-digit growth in emerging markets

**Clinical Solutions**  
UpToDate launches 2 new  
specialty areas; now in 17  
specialties

- Now used by 410,000 clinicians, 147 countries
- Organic growth >20%
- International growth >20%

Acquisition of FRSGlobal

- Positions Wolters Kluwer as global risk solutions provider
- 41 of Top 50 financial institutions
- Coverage in over 40 countries

*Trends Supporting Growth*

Regulation and  
Compliance

Globalization

Productivity /  
Cost Management



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**Outlook & Summary**

# 2011 Will Build On Momentum Established in 2010

- Market trends remain favorable
  - Increase in regulation and complexity
  - Focus by customers on productivity
  - Globalization
- 2010 performance showed good progress against our objectives to accelerate growth
- Underlying indicators continue to improve, paced by market recovery
- 2011 to build on the momentum established in 2010 with improvement expected in terms of revenue growth and profitability



# 2011 Guidance

	2011 Guidance
Ordinary EBITA Margin	20.5 - 21%
Free Cash Flow <sup>1</sup>	≥ €425 million
Return on Invested Capital (after tax) <sup>1</sup>	≥ 8%
Diluted Ordinary EPS <sup>1,2</sup>	€1.50 - €1.55
Financing result	~ €130 million
Benchmark tax rate	~ 26%
Diluted weighted average shares	~ 307 million <sup>2</sup>

<sup>1</sup>at constant currencies (EUR/USD = 1.33)

<sup>2</sup>before share buy-back

# Summary

- Strong performance in 2010 creates momentum
- Revenue mix and transformation drive profitability
- Market conditions and underlying business trends improving in all divisions
- Springboard guidance upgraded for final year
- Strong free cash flow and balance sheet support strong and flexible financial position
- Continued investment to drive growth from innovation and globalization
- Share buy-back and dividend increase shareholder returns
- Expect 2011 to improve top-line and profitability performance

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