Half-Year Results 2008



😟 Wolters Kluwer

July 30, 2008 - Amsterdam

Nancy McKinstry CEO and Chairman of the Executive Board

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Agenda

- Introduction
- Highlights
- Key Performance Indicators
- Divisional Operating Performance
- Financial Performance
- Outlook & Summary
- Q&A



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Health				
Tax			.	3 .
Accounting			.	3
Banking			.	
Securities				
Legal				3 .
Legal Education				
Corporate				
Public				٠



Diversified and Defensive Portfolio Good visibility with stable performance





Our Strategy for Accelerating Profitable Growth





Highlights Half-Year 2008 Positive earnings growth, profit margins, and cash flow

performance despite weaker market conditions

20% diluted ordinary EPS growth¹

4% Revenue growth¹ (1% organic growth)

8% Electronic revenue growth¹

Resilient profit margin despite weaker market conditions

Solid free cash flow underpins strong balance sheet

Reiterate progressive dividend policy

¹ At constant currencies EUR/USD = 1.37



Revenue Growth

Good growth in core subscription base and higher margin electronic products

Revenue: Six Months Ended June 2008 - €1,608 million



Revenue: Six Months Ended June 30						
€ millions	2008	2007	∆ CC	ΔOG		
Health	305	354	(2%)	(2%)		
CFS	236	268	1%	0%		
TAL	429	451	8%	3%		
LTRE	638	604	6%	3%		
Wolters Kluwer	1,608	1,677	4%	1%		

 Δ CC - % Change at constant currency EUR/ USD 1.37

 Δ OG - % Organic growth



Innovative Information, Software, and Services Continued growth in higher margin electronic products now comprising 50% of total revenue





Ordinary EBITA

Growth in higher margin electronic products, improving retention rates, and operating efficiencies

Ordinary EBITA: Six Months Ended June 2008 - €288 million



Ordinary EBITA %: Six Months Ended June 30						
€ millions	2008	2007	ΔCC	ΔOG		
Health	4.6%	8.2%	(43%)	(43%)		
CFS	27.6%	26.9%	4%	6%		
TAL	26.4%	25.0%	14%	7%		
LTRE	1 7.9 %	1 7.9 %	5%	3%		
Wolters Kluwer	17.9%	18. 1%	4%	1%		

 Δ CC - % Change at constant currency EUR/ USD 1.37

 Δ OG - % Organic growth

Note: Pie chart excludes €18 million in corporate costs



Key Performance Indicators Strong earnings growth, solid profit margins, and good cash flow performance, despite weaker market conditions

Half	Year	Full Year		
2008	2007	Target 2008	2007	
1%	3%	3%	4%	
17.9%	18.1%	20%	19.5%	
€114m	€114m	±€400m	€405 m	
n/a	n/a	8%	8%	
€0.68	€0.56	€1.52- €1.57	€1.38	
	2008 1% 17.9% €114m n/a	1%3%17.9%18.1%€114m€114mn/an/a	2008 2007 Target 2008 1% 3% 3% 1% 3% 3% 17.9% 18.1% 20% €114m €114m ±€400m n/a n/a 8% €0.68 €0.56 €1.52-	

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Health Highlights



	Half Year					
Millions	2008	2007	\triangle CC	Δ OG		
Revenue (EUR)	305	354	(2%)	(2%)		
Revenue (USD)	467	471				
Ordinary EBITA (EUR)	14	29	(43%)	(43%)		
Ordinary EBITA (USD)	23	38				
Ordinary EBITA Margin	4.6%	8.2%				
A CC - % Change at constant currency F	UR/USD 1.37					

∆ OG - % Organic growth



- Clinical Solutions: Good growth driven by new sales of ProVation Medical and Medi-Span
- Pharma Solutions: Doubledigit growth in brand analytics products offset soft promotion spend and the loss of one large data contract.
- Professional & Education: Reduced wholesaler order volume offsets positive online growth.
- Margins impacted by data contract loss and restructuring expenditures



CFS Highlights



- Corporate Legal Services:
 - Good results in representation.
 - Lower volumes in transactions associated with M&A and IPOs
- Financial Services:
 - Solid growth in analytics, fraud, securities and insurance products.
 - Reduced lending activity impacts transaction volume.
- Good margin improvement driven by operational excellence initiatives and subscription growth

 Δ CC - % Change at constant currency EUR/USD 1.37

 Δ OG - % Organic growth



TAL Highlights



 Δ CC - % Change at constant currency EUR/ USD 1.37

 Δ OG - % Organic growth

Tax and Accounting:

- Strong new software sales and improved retention
- Double-digit growth at Small Firm Services, contributed by all business lines
- Good growth in Canada and Asia Pacific
- Law & Business:
 - First-half revenue comparables impacted by strong publishing schedules in 2007
 - U.K. growth boosted by GEE and MYOB acquisitions
- Margin improvement driven by Small Firm Services, restructuring in the U.K. and offshoring and outsourcing initiatives.



LTRE Highlights



 Δ OG - % Organic growth

 Double-digit organic revenue growth of electronic products drives these products to 46% of total revenue (2007: 43%)

- Improving retention rates and new sales efforts
- Strong growth continued in Spain, Italy, Belgium, and Central and Eastern Europe
- Germany showed marked improvement through new products and new sales efforts
- Weakening advertising market impacted France and the Netherlands



Financial Performance



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Boudewijn Beerkens *CFO and Member of the Executive Board*

Highlights Half-Year 2008





Half-Year 2008 Revenue Growth Good growth from core subscription base

Subscription Revenue

- 67% of total revenue
- 5% growth in constant currencies
- Continued migration from print to electronic products
- Double-digit growth in electronic products
- Solid growth in service products



Non- Subscription Revenue

- 33% of total revenue
- 2% growth in constant currencies
- Electronic: Flat growth due to lower transaction volumes
- Books: Flat growth due to wholesaler inventory management actions
- Advertising: 7% decline due to market conditions



Revenue Growth Impact of weakening U.S. dollar





Statement of Profit & Loss

Six months ended June 30 (€ millions)	2008	2007	Δ	\triangle CC
Revenue	1,608	1,677	(4%)	4%
Ordinary EBITA	288	304	(5%)	4%
Ordinary EBITA Margin (%)	17.9%	18.1%		
Amortization	(56)	(62)	(10%)	(2%)
Financing Results	(49)	(55)	(11%)	(8%)
Taxation on income	(39)	(44)	(10%)	(7%)
Other	0	11		
Net income (Continuing Operations)	144	154	(7%)	5%
Net income (Discontinued Operations)	0	588		
Net Income	144	742		

 Δ CC - % Change at constant currency EUR/USD 1.37



Reconciliation Ordinary Net Income/EPS

Six Months ended June 30 (€ millions)	2008	2007
Net Income to Shareholders	144	154
Amortization of Intangibles	56	62
Taxation on Amortization	(21)	(23)
Results on Disposals	(1)	(12)
Ordinary Net Income	178	181
Weighted Average # Diluted Shares	287 million	312 million
Ordinary Diluted EPS	€0.62	€0.58
Ordinary Diluted EPS (constant currencies) ¹	€0.68	€0.56

¹At constant currencies EUR/USD 1.37



Consolidated Balance Sheet

€ millions	June 30, 2008	December 31, 2007
Non-Current Assets	3,865	3,995
Operating Working Capital	(526)	(644)
Non-Operating Working Capital	(94)	(877)
Working Capital	(620)	(1,521)
Capital Employed	3,245	2,474
Equity	1,164	1,214
Long Term Debt	1,819	986
Non-Current Liabilities	262	274
Total Financing	3,245	2,474
Net Debt	1,842	1,793
Rolling Net Debt/ Equity ratio	1.6	1.5
Net Debt/ Ordinary EBITDA ratio	2.5	2.4



Free Cash Flow

Six months ended June 30 (€ millions)	2008	2007	Δ	∆ CC
EBITDA	326	343	(5%)	4%
Autonomous Movements in Working Capital	(61)	(51)		
Financing Charges	(67)	(86)		
Paid Corporate Income Tax	(29)	(43)		
Other	5	(2)		
Cash Flow from Operating Activities	174	161	8%	20%
Capital Expenditures	(69)	(50)	38%	53%
Dividends received	1	7		
Free Cash Flow	106	118	(10%)	0%
Free Cash Flow (constant currencies)	114	114		
Cash Conversion	68%	80%		

 Δ - % Change

 Δ CC - % Change at constant currency EUR/USD 1.37



Half-Year 2008 Cash Flow Sources and Uses Improved company's liquidity and headroom and extending its debt maturity profile





Solid Financial Position

Net Debt/ EBITDA



Net Debt (EUR million)



Free Cash Flow (EUR million)



Debt Maturity Profile (EUR million)





Outlook



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Nancy McKinstry CEO and Chairman of the Executive Board

Revenue Phasing *Revenue growth is traditionally second half weighted*

Organic Growth Phasing: 2007





Updated Outlook Good visibility allows the tightening of organic growth ranges

	Organic Revenue Growth
Health	1-2%
Corporate & Financial Services	2-3%
Tax, Accounting & Legal	4-5%
Legal, Tax & Regulatory Europe	3-4%
Wolters Kluwer	3%



Updated Outlook

Organic revenue growth outlook adjusted to 3%, reiterate all other key performance indicators

Key Performance Indicators	Actual 2003	Actual 2004	Actual 2005	Actual 2006	Actual 2007	Target 2008
Organic Revenue Growth	-2%	1%	2%	3%	4%	3%
Ordinary EBITA Margin	18%	16%	16%	17%	20%	20%
Free Cash Flow	€393m	€456m	€351m	€399m	€405m	±€400 m¹
ROIC (after tax)	7%	7%	7%	7%	8 %	8%
Ordinary diluted EPS	€1.18	€1.02	€1.06	€1.10	€1.38	€1.52- €1.57¹

Note: 2006, 2007, and 2008 figures represent continuing operations and exclude Education

¹At constant currencies EUR/USD = 1.37





Summary

Diversified and defensive portfolio

80% of revenue is non-cyclical

Strong electronic revenue growth

Improving retention rates

Strong profitability

Solid foundation for the future





The Professional's First Choice

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

