

# **THOMSON REUTERS**

THIRD QUARTER 2008

**NOVEMBER 12, 2008** 



### Agenda

- Welcome / Introduction
- Q3 2008 Headlines
- Market Environment
- Looking Ahead
- Financial Review

### • Q & A



### Frank Golden

### Tom Glocer

### **Bob Daleo**

## **Special Note**

#### Safe Harbor / Forward-Looking Statements

- The following discussion contains forward-looking statements, including those about Thomson Reuters outlook and prospects. Forward-looking statements are those which are not historical facts. These and other statements that relate to future results and events are based on Thomson Reuters current expectations.
- Our actual results in future periods may differ materially from those currently expected because of a number of risks and uncertainties. The risks and uncertainties that we believe are material are outlined in our disclosure filings and materials, which you can find on <u>www.thomsonreuters.com</u>. Please consult these documents for a more complete understanding of these risks and uncertainties. We disclaim any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as may be required by law, rule or regulation.

#### **Pro Forma Financial Information**

Pro forma financial information included in this presentation is for information purposes only and is unaudited. The pro forma financial information was prepared in U.S. dollars under Canadian GAAP in a manner consistent with accounting policies that applied to Thomson prior to the closing of the acquisition and which currently apply to Thomson Reuters, as though Reuters was acquired on January 1, 2007. The pro forma financial information should not be considered indicative of actual balance sheet data or operating results that would have been achieved had Thomson acquired Reuters on January 1, 2007, or of results which may occur in the future. The pro forma financial information should be read in conjunction with historical financial results for Thomson and Reuters. Pro forma information reflects the estimated impacts of purchase accounting, but excludes deal-related expenses. The impacts of purchase accounting are based on preliminary estimates and are therefore subject to change during the course of 2008 pending a final valuation of the Reuters net assets.

#### **Non-GAAP Financial Measures**

 This presentation contains disclosures of certain non-GAAP financial measures. Please see the "Investor Relations" section of our website for a reconciliation of each of these measures to the most directly comparable Canadian GAAP financial measure. You can also find some GAAP reconciliations in the tables attached to our earnings release dated November 12, 2008, which is also available on <u>www.thomsonreuters.com</u>.



# TOM GLOCER CHIEF EXECUTIVE OFFICER

### Agenda

• Headlines Q3 2008

• Market Environment

• Looking Ahead



## Headlines Q3 2008

- Strong organic growth across Professional & Markets
- Solid underlying margin improvement
- Robust free cash flow
- Integration ahead of plan

### • Affirming 2008 pro forma outlook

NOTE: Statements above (except free cash flow) refer to pro forma results as if Thomson acquired Reuters January 1, 2007



## Results Q3 2008

- Revenue growth of 7% (excluding FX)
  - Professional 10%
  - Markets 5%
- Underlying operating profit up 17%
- YTD free cash flow = \$1.1 billion
- Adjusted EPS = \$0.48

NOTE: Figures above (except free cash flow) are pro forma as if Thomson acquired Reuters January 1, 2007



### Agenda

• Headlines Q3 2008

• Market Environment

Looking Ahead



# **Professional Division - Performance**

Professional Markets less exposed to consumer-led recession

- Q3 market leading rates of growth
  - Total revenue up 10%
  - Organic revenue up 6%
- ~75% of revenue from online, software & services up 8% in Q3
- Highly profitable and cash generative



# **Markets Division - Performance**

- Growth moderating but diversity of business absorbing cancellations in New York and London
- Q3 total revenue up 7% / organic revenue up 5%
  - Asset Classes
    - Robust growth in FX, C&E, Investment Management & Corporates offsetting softness in Fixed Income and Investment Banking
  - Clients
    - Continuing strength in Asia, Middle East, E. Europe and Latin America offsetting weakness at top 25 accounts (13% of TR revenue)
  - Products
    - Continuing strong demand for datafeeds as clients seeking to improve productivity is offsetting headcount reductions

### • Evidence of market share gains

NOTE: Figures above are pro forma as if Thomson acquired Reuters January 1, 2007



# Looking Ahead

- Delivering on cost savings
  - Run-rate savings \$550 million at 9/30
  - Integration ahead of plan
- Professional Division
  - Leading positions in resilient markets
  - Opportunities from heightened regulation and increased litigation
- Markets Division
  - Our depth, breadth and diversification are working to our advantage
  - Focused on integration and identifying what we can do more efficiently to realize synergies faster
- Strong balance sheet, excellent free cash flow, solid dividend
- Affirming full year 2008 guidance



# FINANCIAL REVIEW

BOB DALEO EXECUTIVE VICE PRESIDENT & CHIEF FINANCIAL OFFICER

### Agenda

### • THIRD QUARTER RESULTS

- THOMSON REUTERS
  - PROFESSIONAL DIVISION
  - MARKETS DIVISION
  - INTEGRATION UPDATE
  - CORPORATE RELATED

### • 2008 BUSINESS OUTLOOK





- Good top-line growth
- Delivering on integration savings
- Strong balance sheet and cash position
- 2008 outlook affirmed



# **Thomson Reuters Results**

(\$ Millions)	THI	RD QUA	RTER	NIN		HS
	2008	<u>2007</u>	<u>Change</u>	2008	2007	<u>Change</u>
Revenues	\$3,333	\$3,078	8%	\$9,987	\$9,041	10%
Underlying Operating Profit	<sup>2)</sup> \$ 676	\$ 576	17%	\$1,960	\$1,616	21%
Underlying Operat Profit Margin	<b>–</b>	18.7%		19.6%	17.9%	

(1) Results from ongoing businesses

(2) Underlying operating profit excludes amortization of intangibles, integration and synergy costs, disposals and certain other non-operating costs.

NOTE: Figures above are pro forma as if Thomson acquired Reuters January 1, 2007



THOMSON REUTERS

# **Professional Division Results**

(\$ Millions)	THIRD QUARTER			NINE MONTHS		
	2008	2007	<u>Change</u>	2008	2007	<u>Change</u>
Revenues	\$1,352	\$1,234	10%	\$3,977	\$3,600	10%
Operating Profit	\$ 391	\$ 351	11%	\$1,099	\$1,006	9%
Operating Profit Margin	28.9%	28.4%		27.6%	27.9%	

Note: Results from ongoing businesses



THOMSON REUTERS

### Professional Division Revenue

(\$ Millions)	THIRD QUARTER		NINE MONTHS			
	2008	2007	<u>Change</u>	2008	2007	<u>Change</u>
Legal	\$912	\$851	7%	\$2,644	\$2,443	8%
Tax & Accounting	\$186	\$142	31%	\$580	\$457	27%
Scientific	\$150	\$139	8%	\$445	\$406	10%
Healthcare	\$104	\$102	2%	\$308	\$294	5%

Note: Results from ongoing businesses.



### Professional Division Segment Operating Profit

(\$ Millions)	THIRD QUARTER		<b>NINE MONTHS</b>			
	<u>2008</u>	<u>2007</u>	<u>Change</u>	2008	<u>2007</u>	<u>Change</u>
Legal <i>Margin</i>	\$307 <mark>33.7%</mark>	\$272 <mark>32.0%</mark>	13%	\$853 <mark>32.3%</mark>	\$772 <u>31.6%</u>	10%
Tax & Accounting Margin	\$ 34 18.3%	\$ 26 <mark>18.3%</mark>	31%	\$106 <del>18.3%</del>	\$ 95 20.8%	12%
Scientific <i>Margin</i>	\$ 40 26.7%	\$ 38 27.3%	5%	\$117 <mark>26.3%</mark>	\$111 27.3%	5%
Healthcare <i>Margin</i>	\$ 10 <u>9.6%</u>	\$ 15 14.7%	-33%	\$ 23 7.5%	\$ 28 <u>9.5%</u>	-18%

Note: Results from ongoing businesses.



# **Markets Division Results**

(\$ Millions)	THIRD QUARTER		NINE MONTHS			
	<u>2008</u>	2007	<u>Change</u>	2008	2007	<u>Change</u>
Revenues	\$1,982	\$1,847	7%	\$6,018	\$5,454	10%
Operating Profit	\$ 346	\$ 289	20%	\$1,061	\$ 791	34%
Operating Profit Margin	17.5%	15.6%		17.6%	14.5%	

Excluding exchange underlying operating profit up 17% in Q3 and 22% YTD

NOTE: Figures above are pro forma as if Thomson acquired Reuters January 1, 2007



### Markets Division Revenue

(\$ Millions)	TH	THIRD QUARTER		NINE MONTHS		
	<u>2008</u>	2007	<u>Change</u>	2008	2007	<u>Change</u>
S&T	\$ 964	\$ 914	5%	\$2,940	\$2,713	8%
I&A	\$ 600	\$ 551	9%	\$1,789	\$1,622	10%
Enterprise	\$ 307	\$ 276	11%	\$ 945	\$ 806	17%
Media	\$ 111	\$ 106	5%	\$ 344	\$ 313	10%

NOTE: Figures above are pro forma as if Thomson acquired Reuters January 1, 2007



# Integration Update

Sales & Service	<ul> <li>Fully integrated customer service and customer support processes across TR Markets</li> <li>Common customer service measurements across TR Markets underway</li> <li>Product &amp; content enhancements delivered</li> </ul>
People, Culture & Organization	<ul> <li>Corporate center integration largely complete</li> <li>Combined management structures implemented</li> <li>Office and location integration moves underway</li> </ul>
Products & Services	<ul> <li>Product roadmap developed for entire product &amp; service line &amp; communicated to all customers</li> <li>Strategic product and content sets identified</li> <li>Commenced retirement of redundant content sets</li> </ul>
Content & Technology	<ul> <li>Reuters general ledger systems replaced with SAP, successful go-live August 1, 2008</li> <li>New integrated sales tool rolled out</li> <li>Rolling releases of Global Customer Administration Platform</li> </ul>
THOMSON REUTERS	<ul> <li>Siebel CRM rolled out to former TF</li> <li>Common Platform program on schedule for deployment mid-2009</li> </ul>

# **Business Optimization Program Update**

(\$ Millions)					
	9 MO	FULL YEAR EST.		AR EST.	
	2008	2008	2009	2010	2011
Run-Rate Savings*	\$550	\$600	\$800	\$1,000	\$1,210
Combined P&L benefit	\$280	\$400	\$700	\$900	\$1,100
Cash Costs**	\$237	\$600	\$350	\$150	\$100

\*Savings figures include the Thomson Reuters integration & synergy programs, THOMSON*plus* and Core Plus of which \$300 million in run-rate savings was achieved at March 31, 2008 and \$490 million at June 30, 2008.

\*\*9MO 2008 includes cash costs related to Thomson Reuters synergy program, THOMSON*plus* and Core Plus.



# **Corporate Costs**

(\$ Millions)	THIRD Q	UARTER	NINE M	ONTHS
	2008	2007	2008	2007
Core Corporate	\$ 61	\$ 64	\$200	\$181
Integration & Synergy Costs	85	24	239	85
Fair Value Adjustment	(61)	22	(77)	52
Total Corporate	\$85	\$110	\$362	\$318

NOTE: Figures above are pro forma as if Thomson acquired Reuters January 1, 2007



# **Adjusted Earnings Per Share**

(\$ Millions)	THIRD QUARTER	NINE MONTHS
(\$ WIIIONS)	2008	2008
Underlying Op Profit <sup>(1)</sup>	\$ 676	\$1,960
Integration & Synergy Costs	(85)	(239)
Net Interest Expense	(107)	(332)
Income Taxes	(80)	(225)
TradeWeb Interest	(3)	(9)
Dividends on Pref. Shares	(1)	(4)
Pro Forma Adjusted Earnings	\$400	\$1,151
Pro Forma Adjusted EPS	\$0.48	\$1.38

(1) Underlying operating profit excludes amortization of intangibles, costs associated with synergy initiatives and integration and certain other non-operating costs.

NOTE: Figures above are pro forma as if Thomson acquired Reuters January 1, 2007



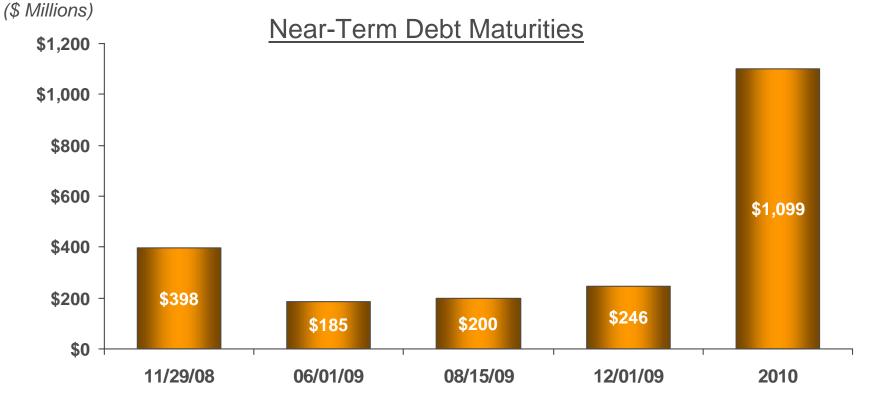
# Free Cash Flow

(\$ Millions)	THIRD QUARTER	NINE MONTHS
	2008	2008
Reported Free Cash Flow	\$332	\$1,123
Transaction Costs	0	68
Synergy & other Costs <sup>(1)</sup>	110	237
Integration Costs	15	78
Adjusted Total	\$457	\$1,506

(1) Includes cash costs related to THOMSONplus and Core Plus



# Funding and Debt Maturities



- Untapped \$2.5B credit facility expiring in 2012
- \$983 million cash on 9/30/08 balance sheet



# 2008 Business Outlook - Pro forma

	<u>9MO 2008</u>	2008 Full Year Pro Forma*
Revenue (excluding FX)	\$9.8B/8%	up 6% - 8% (nearly all organic)
Underlying Operating Profit Margin (Note: Underlying includes benefits of savings programs, excludes synergy and integration costs and acquisition-related expenses of amortization of intangibles)	19.6%	19% - 21%
Free Cash Flow (excluding integration/synergy related expenses)	\$1,506M	<b>13%-15%</b> (of revenue)
CAPEX/Revenue	7.5%	8% - 9%
Depreciation	\$624M	\$800 - \$850M
Amortization	\$474M	\$625 - \$650M
Interest Expense	\$332M	\$450 million
Effective Tax Rate on Adjusted Earnings	25%	22% - 25% (post- amortization)

NOTE: Figures above are pro forma as if Thomson acquired Reuters January 1, 2007 (Except Free Cash Flow). Results are from ongoing businesses.



# QUESTIONS & ANSWERS