

# THOMSON REUTERS

**SECOND QUARTER 2009** 

August 6, 2009



# Agenda

• Welcome / Introduction

Frank Golden

Second Quarter Results & Highlights

**Tom Glocer** 

- Market Environment Update
- Unification Proposal Update

• Financial Review – Q2 2009

**Bob Daleo** 

• Q & A



## **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 <a href="https://www.thomsonreuters.com">www.thomsonreuters.com</a>. 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 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. 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. Pro forma financial information should be read in conjunction with historical financial results for Thomson and Reuters. Pro forma financial information reflects the impacts of purchase accounting, but excludes deal-related expenses.

#### **Non-IFRS Financial Measures**

 This presentation contains disclosures of certain non-IFRS financial measures. Please see the "Investor Relations" section of our website for a reconciliation of each of these measures to the most directly comparable IFRS financial measure. You can also find some IFRS reconciliations in the tables attached to our earnings release dated August 6, 2009, which is also available on <a href="https://www.thomsonreuters.com">www.thomsonreuters.com</a>.



# TOM GLOCER CHIEF EXECUTIVE OFFICER

# Agenda

Second Quarter Results & Highlights

Market Environment Update

Unification Proposal Update



## Second Quarter 2009 Results

- Revenue growth of 2% / 1% organic
  - Professional 4% / 2% organic
  - Markets 0.3% / 0.2% organic
- Underlying operating profit up 11% & margin up 330 bps
- Integration run-rate savings = \$925 million
  - Raising year-end 2009 run-rate savings target to \$1 billion
- Adjusted Diluted EPS = \$0.58
- 2009 Outlook affirmed

NOTE: Growth figures above are compared to 2008 pro forma amounts, and exclude the impact of currency.

(1) Underlying operating profit excludes amortization of other intangible assets, impairment charges, fair value adjustments, integration program costs, other operating gains and losses and the results of disposals



### **Professional Division**

Performance reflects fast growing Tax & Accounting and Healthcare & Science revenues and resilient growth in Legal

- Online, software & services grew 5% / 3% organic (80% of revenues)
- Legal grew 2% / 1%
  - Growth in core online legal, client development & international businesses offset a decline in ancillary, practice management software services and consulting revenues and continued weakness in print
- Tax & Accounting
  - Leading position drove 9% / 5% growth good momentum
- Healthcare & Science
  - Strong positions in healthy markets drove 7% growth



### **Markets Division**

# Performance reflects diversity across geographies, markets and products

- Recurring revenues positive
- Geographic Diversity
  - Growth in Asia & EMEA offsetting decline in Americas
- Markets & Product Diversity
  - Enterprise growth driven by client demand for transparency and automation
  - Sales & Trading down slightly due to a decline in Equities, FX transactions and Recoveries but strength in Commodities & Energy and Tradeweb
  - Investment & Advisory flat with good growth in Asia and EMEA offset by softness in IM, IB and Corporates



# Focused on today & investing for tomorrow

Prudent yet confident

Business model fit for purpose

Delivering on integration

Investing for the future



# Thomson Reuters DLC Unification Proposal - Update

- One TR Corp share for each TR PLC share
  - Six TR Corp shares for each TR PLC ADS
- TSX and NYSE listings to remain
- Shareholders to maintain current economic and voting interest
- Shareholder vote Friday, August 7<sup>th</sup>
- Court approval expected August 25th
- Closing expected September 10<sup>th</sup>



# FINANCIAL REVIEW

BOB DALEO EXECUTIVE VICE PRESIDENT & CHIEF FINANCIAL OFFICER

# Q2 2009 Key Takeaways

Recurring product lines supporting growth

Integration on track, accelerating 2009 target

Reaffirming 2009 outlook



# **Consolidated Results**

(\$ Millions)	SECOND QUARTER			SIX MONTHS			
	2009	2008	<u>Change</u>	2009	2008	<u>Change</u>	
Revenues	\$3,282	\$3,413	-4%	\$6,409	\$6,646	-4%	
Before Currency			2%			2%	
Underlying Operating Profit <sup>(1)</sup>	\$ 793	\$ 713	11%	\$1,383	\$1,302	6%	
Underlying Operating Profit Margin	24.2%	20.9%		21.6%	19.6%		

NOTE: Results from ongoing businesses, 2008 figures are pro forma

(1) Underlying operating profit excludes amortization of other intangible assets, impairment charges, fair value adjustments, integration program costs, other operating gains and losses and the results of disposals



# **Professional Division Results**

(\$ Millions)	SECOND QUARTER			SIX MONTHS			
	2009	2008	<u>Change</u>	2009	2008	<u>Change</u>	
Revenues	\$1,376	\$1,365	1%	\$2,650	\$2,617	1%	
Before Currency			4%			4%	
Operating Profit	\$ 430	\$ 416	3%	\$ 743	\$ 722	3%	
Operating Profit Margin	31.3%	30.5%		28.0%	27.6%		

Note: Results from ongoing businesses.



# Professional Division Revenue

(\$ Millions)	SECOND QUARTER			SIX MONTHS			
	2009	2008	<u>Change</u>	2009	2008	<u>Change</u>	
Legal  Before currency	\$934	\$950	-2% 2%	\$1,766	\$1,787	-1% 3%	
Tax & Accounting  Before currency	\$225	\$209	8% 9%	\$470	\$436	8% 10%	
Healthcare & Science  Before currency	\$217	\$206	5% 7%	\$414	\$394	5% 7%	
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Note: Results from ongoing businesses.



# Professional Division Segment Operating Profit

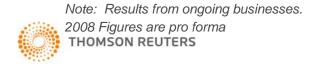
(\$ Millions)	SECOND QUARTER			SIX MONTHS		
	2009	2008	<u>Change</u>	2009	2008	Change
Legal <i>Margin</i>	\$341 36.5%	\$340 35.8%	0%	\$582 33.0%	\$573 32.1%	2%
Tax & Accounting Margin	\$ 36 16.0%	\$ 34 16.3%	6%	\$ 77 16.4%	\$ 78 17.9%	-1%
Healthcare & Science <i>Margin</i>	\$ 53 24.4%	\$ 42 20.4%	26%	\$ 84 20.3%	\$ 71 18.0%	18%

Note: Results from ongoing businesses.



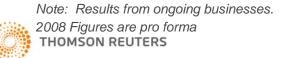
# **Markets Division Results**

(\$ Millions)	SECOND QUARTER			SIX MONTHS		
	2009	2008	<u>Change</u>	2009	2008	<u>Change</u>
Revenues Before Currency	\$1,908	\$2,051	-7% 0.3%	\$3,762	\$4,036	-7% 0.3%
Operating Profit	\$ 424	\$ 367	16%	\$ 761	\$ 705	8%
Operating Profit Margin	22.2%	17.9%		20.2%	17.5%	



# Markets Division Revenues by Segment

(\$ Millions)	SECOND QUARTER		SIX	SIX MONTHS		
	2009	2008	Change	2009	2008	Change
S&T Before Currency	\$ 903	\$1,008	-10% -1%	\$1,793	\$1,989	-10% -2%
I&A Before Currency	\$ 590	\$ 593	-1% 0%	\$1,161	\$1,189	-2% 0%
Enterprise  Before Currency	\$ 324	\$ 338	-4% 7%	\$ 628	\$ 638	-2% 8%
Media  Before Currency	\$ 91	\$ 112	-19% -6%	\$ 180	\$ 220	-18% -7%



# Adjusted Earnings Per Share

(\$ Millions)	SECOND QUARTER	SIX MONTHS
	<u>2009</u>	<u>2009</u>
Earnings attributable to common/ordinary sh	ares \$ 315	\$505
Fair Value adjustments	87	88
Other finance income and expense	34	57
Tax on above items	(31)	(36)
Amortization of Intangible Assets	124	243
Other	(44)	(37)
Adjusted Earnings (ongoing businesses)	\$485	\$820
Adjusted Diluted EPS	\$0.58	<b>\$0.98</b>
2008 Adjusted Diluted EPS	\$0.39	\$0.84

<sup>\*</sup>From continuing operations

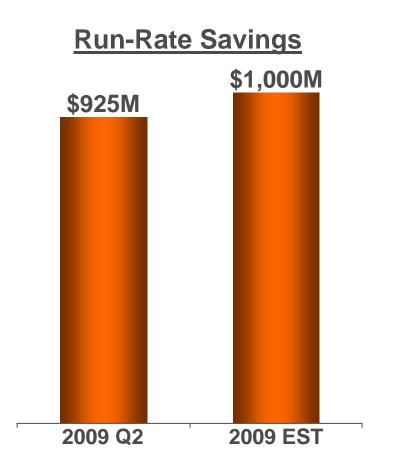


# Free Cash Flow

(\$ Millions)	SIX MONTHS		
	2009	2008	<u>Change</u>
Reported Free Cash Flow	\$789	\$791	(\$2)
Integration & Legacy Program Costs	\$199	\$258	(\$59)
Underlying Free Cash Flow	\$988	\$1,049	(\$61)



# Integration & Legacy Programs Update







• Total estimate is \$1.3B from 2008-2011



## 2009 Business Outlook

- Revenues expected to grow
  - H1 revenues up 2%

- Underlying operating profit margin comparable to 2008
  - H1 margin up 1% at constant currency

- Free cash flow comparable to 2008 excluding timing items
  - On track



