

THOMSON REUTERS

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INVESTOR DAY
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Direct & Indirect Tax

Erin Brown
Head of Finance, Corporates

Investor Day 2021

ONESOURCE Direct and Indirect Tax

ONESOURCE Direct and Indirect Tax – History, Technology and Simplicity

- ❑ Direct and Indirect solutions use **powerful technology** to provide automation and accuracy and allow Corporations to simplify
- ❑ **Deep history** as a leader in the direct tax software industry combined with cutting edge technology, security and accuracy
- ❑ A **truly complete** indirect tax solution – from research to determination and compliance



Direct &
Indirect Tax
revenue

~ **\$400M**

“...ONESOURCE processes our company’s global tax data and really eases our workflows...”

ONESOURCE Direct & Indirect Tax

Corporate Tax Departments are Tasked with Compliance in Two Key Areas

DIRECT TAX

INDIRECT TAX

What is Being Taxed?

Taxes on
Corporate Income

Taxes on
Production & Imports

Income Tax

Sales & Use Tax (US)

Tax Provision

Excise Taxes (for key industries)

Uncertain Tax Position

Value Added Tax (outside US)

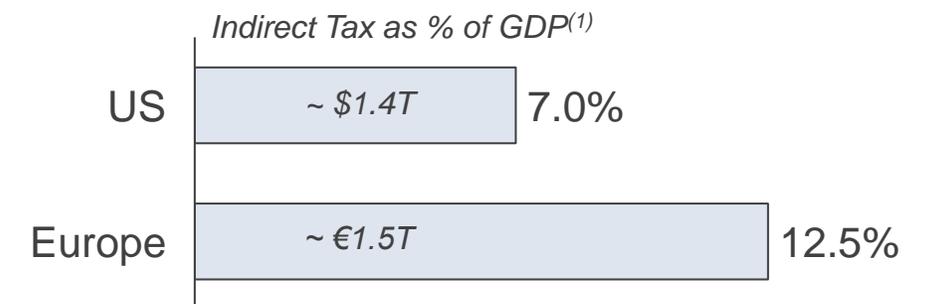
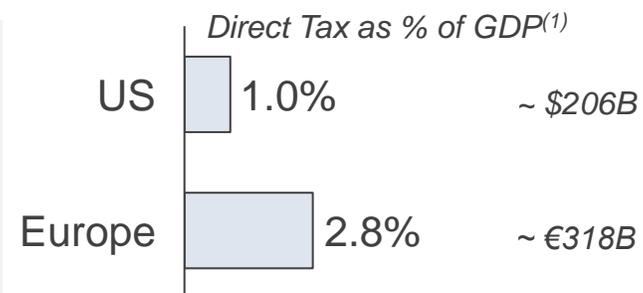
Statutory Reporting

Cross-border Taxes

Examples

(Taxes and Related Reporting)

Why This is Important?



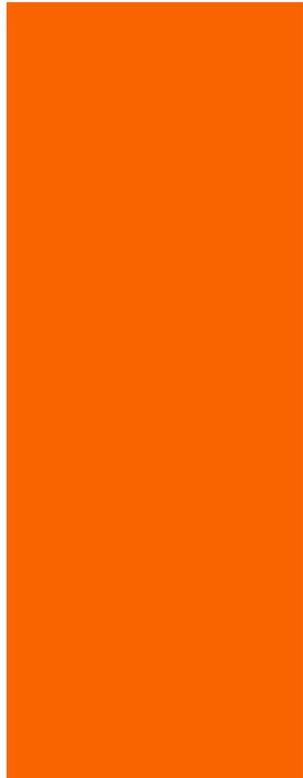
Direct & Indirect Taxes remitted by Corporations are a significant source of government revenue

ONESOURCE Direct & Indirect Tax

Market Trends – Prevailing Tailwinds Provide New Growth Opportunities

Attractive Size & CAGR⁽¹⁾ in Corporate Tax

Est. \$2B Market Segment
Growing ~9%



Direct Tax Competitive Position



Broadest **range** of Direct Tax solutions with a **global** footprint



Recognized for system **resiliency** in busy tax filing season



Agility in **capturing changes** to US and international Direct Tax laws

Select other Direct Tax providers

corptax®

insightssoftware

ORACLE

Indirect Tax Competitive Position



Secure, **multitenant cloud** solution supports customer sales velocity



One-stop solution to Indirect Tax and Global Trade compliance needs



Acknowledged for **depth and breadth** of Indirect Tax content

Select other Indirect Tax providers

Avalara

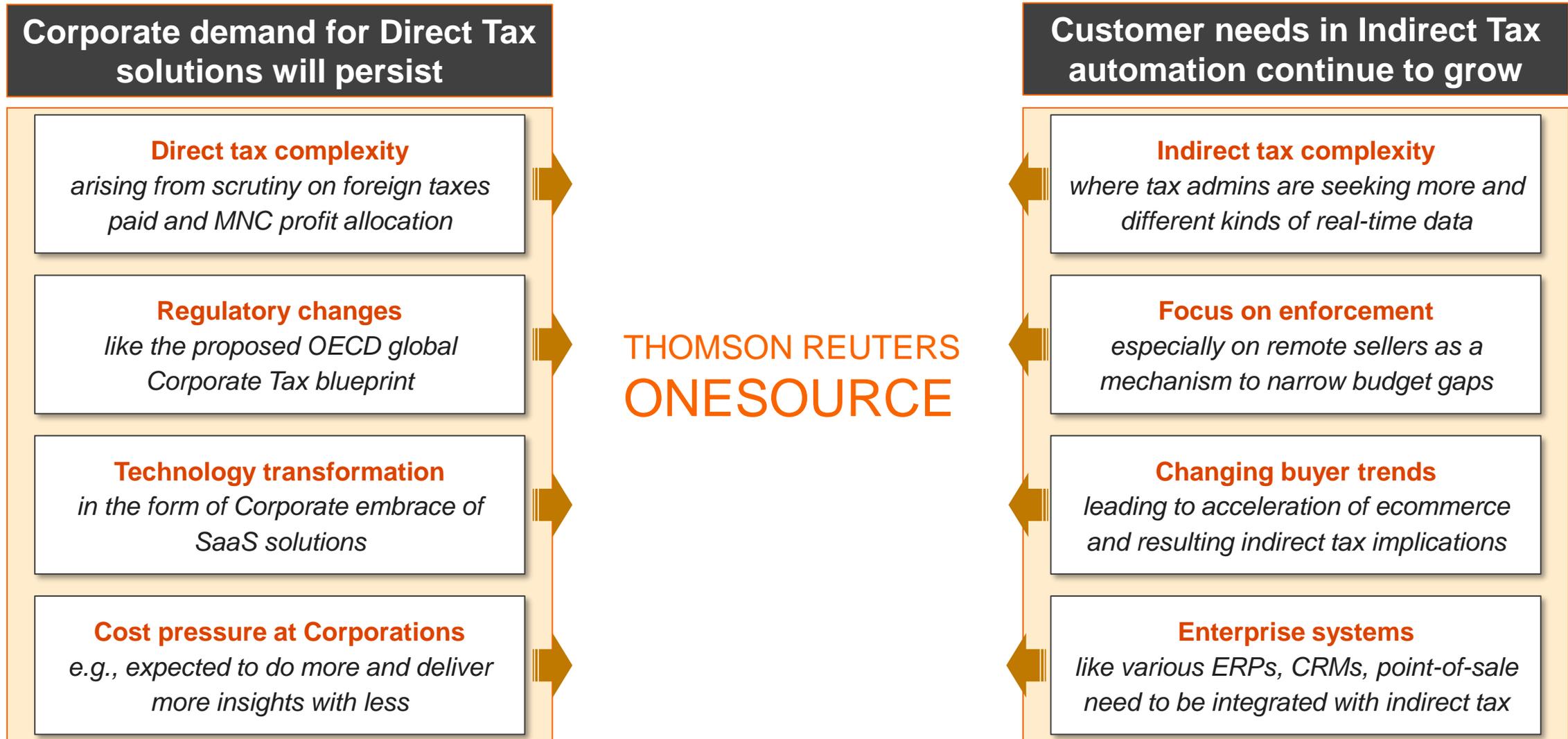
VERTEX®

SOVOS

TaxJar®

ONESOURCE Direct & Indirect Tax

Market Trends – Prevailing Tailwinds Provide New Growth Opportunities



ONESOURCE Direct & Indirect Tax

Well Positioned to Solve Corporate Customers' Evolving Tax Needs

Organic Revenue Growth Drivers

Refined Go-To-Market

- Focus on customer retention
- Execute on cross-sell
- Accelerate digital channel, especially in SMB

Product innovation

- Enhance 3rd party connectors and APIs
- Continue to modernize architecture and enable improved data connectivity
- Roll out edge computing capabilities

Partnerships

- Leverage Certified Implementer Program partners
- Build partnerships with enterprise technology companies

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Benefits of Transition to Operating Company

Digital as a significant contributor to sales & renewals & Improved Customer Experience

More targeted, integrated set of products, modular entitlement & single customer ID that drive valuable outcomes for customers

Secure, modernized & simplified technology architecture & operations

Self-replenishing pipeline of world-class internal talent