

THOMSON REUTERS

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INVESTOR DAY  
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# Direct & Indirect Tax

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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)

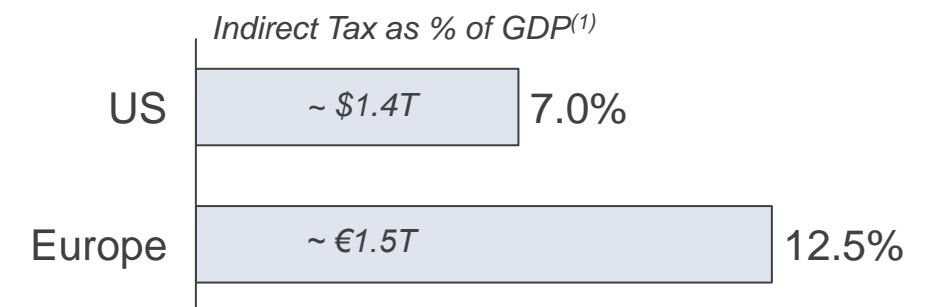
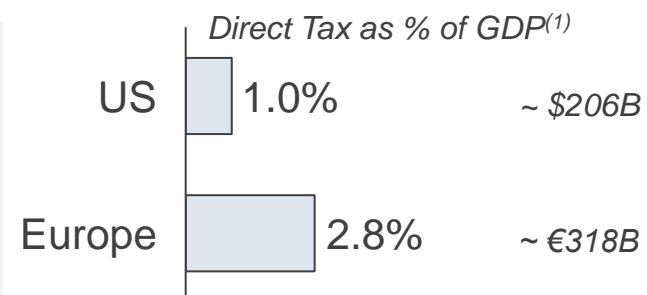
Statutory Reporting

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<sup>(1)</sup> 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®

insightsoftware

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

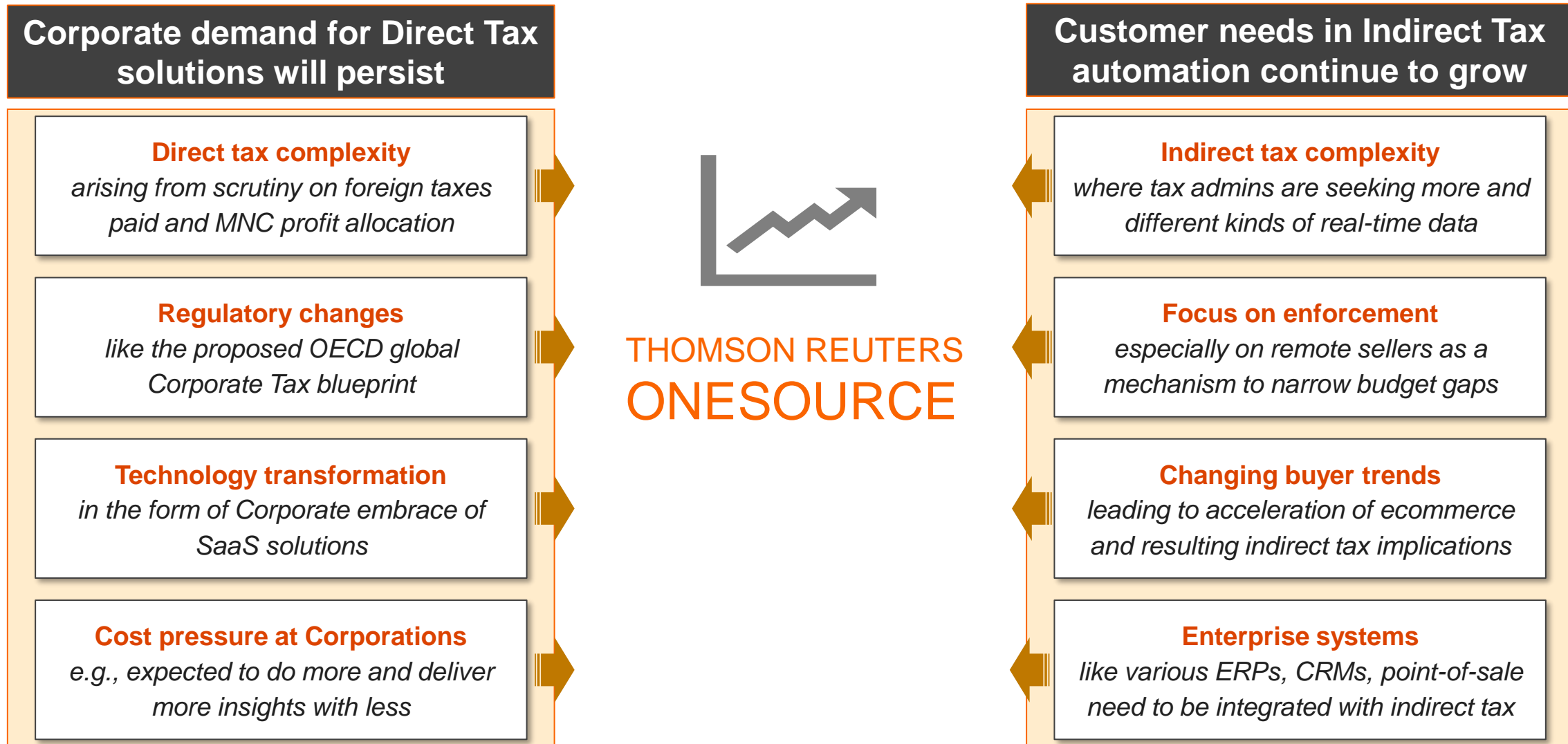
VERTEX®

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 3<sup>rd</sup> 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