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#### THOMSON REUTERS

THIRD-QUARTER 2011 RESULTS

November 1, 2011



#### Agenda

• Welcome / Introduction

Frank Golden

Business / Organizational Update

**Tom Glocer** 

• Financial Review – Q3 2011

**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 www.thomsonreuters.com. 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. Our outlook is provided for the purpose of providing information about current expectations for 2011. This information may not be appropriate for other purposes.

#### 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 IFRS reconciliations in the tables attached to our earnings release dated November 1, 2011, which is also available on www.thomsonreuters.com.



# TOM GLOCER CHIEF EXECUTIVE OFFICER

#### Third-Quarter 2011 Results

- Revenues up 5%
  - Professional division + 10%
  - Markets division + 1%
- EBITDA margin = 28.9% up 360 bps
- Underlying operating profit margin = 22.0% up 80 bps
- Adjusted EPS = \$0.56 vs. \$0.45 Q3 2010
- Bought back \$325 million of TRI stock
- 2011 Outlook affirmed

Note: Revenue growth figures are from ongoing businesses and exclude the impact of currency.



#### Q3 Action Plan – Outlined on July 28th

- Simplify the business structure
- Appoint a strong management team to drive a performance culture
- Strengthen alignment of sales force with markets, customers and products
- Draw on talent and capabilities from across the company
- Reset product strategy to drive growth over migration



#### Actions Taken During Last 90 Days

Jim Smith named COO / Stephane Bello named CFO

Replacing divisional structure with Strategic Business Units

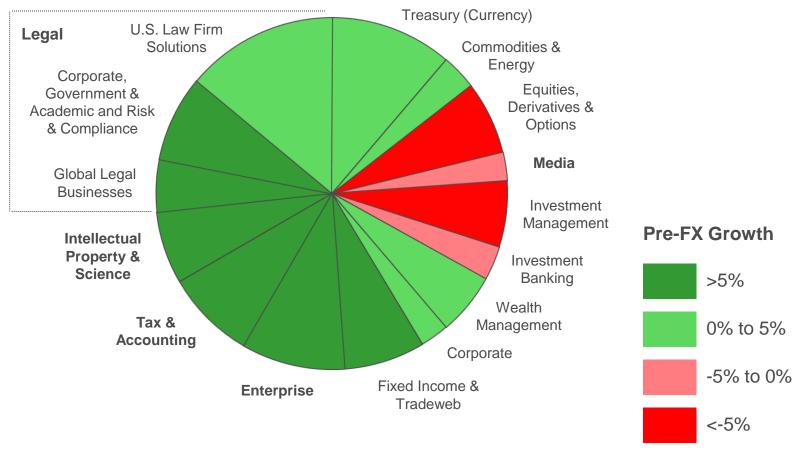
Realigned sales force

Resetting Eikon as part of an integrated product line



#### Balanced & Resilient Portfolio

#### **Year-to-Date Revenues**





#### Looking Ahead to 2012

Resilient business will enable us to grow in 2012

 Former Professional division businesses, Enterprise and Trading Marketplaces units continue to perform well

 Expect strategic, product and organizational changes to former Markets division to boost 2012 sales and drive 2013 revenue growth



## FINANCIAL REVIEW

BOB DALEO EXECUTIVE VICE PRESIDENT & CHIEF FINANCIAL OFFICER

#### **Consolidated Results**

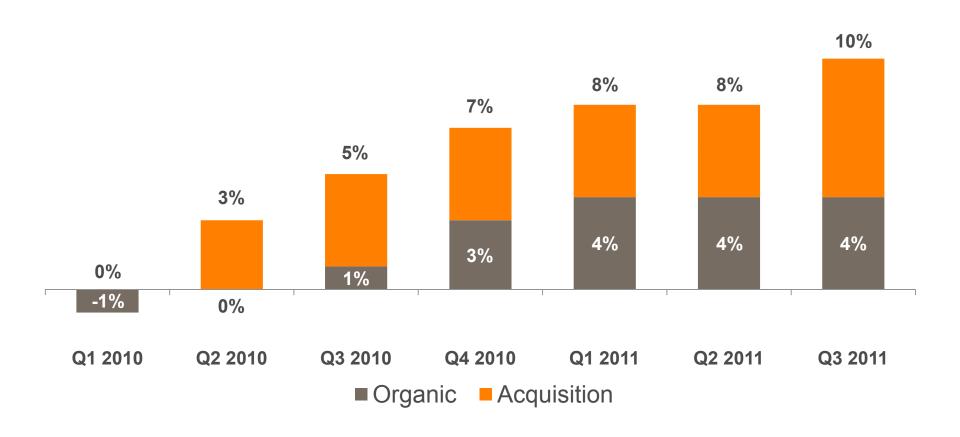
(\$ Millions)	Third Quarter			Nine Months		
	<u>2011</u>	2010	Change	2011	2010	Change
Revenues	\$3,258	\$3,030	8%	\$9,561	\$8,907	7%
Before Currency			5%			4%
Adjusted EBITDA	\$940	\$767	23%	\$2,548	\$2,167	18%
Adjusted EBITDA Margin	28.9%	25.3%		26.6%	24.3%	
Underlying Operating Profit	\$717	\$642	12%	\$1,922	\$1,745	10%
Underlying Operating Profit Margin	22.0%	21.2%		20.1%	19.6%	

Note: results from ongoing businesses.



# Professional Division Results

#### Professional Division Accelerating Revenue Growth



Note: Revenue growth at constant currency (pre-FX).



#### **Professional Division Results**

(\$ Millions)	ТІ	Third Quarter			Nine Months		
	<u>2011</u>	<u>2010</u>	<u>Change</u>	<u>2011</u>	<u>2010</u>	Change	
Revenues	\$1,383	\$1,244	11%	\$3,934	\$3,573	10%	
Before Currency			10%			9%	
EBITDA	\$499	\$447	12%	\$1,345	\$1,227	10%	
EBITDA Margin	36.1%	35.9%		34.2%	34.3%		
Operating Profit	\$384	\$343	12%	\$1,008	\$923	9%	
Operating Profit Margin	27.8%	27.6%		25.6%	25.8%		



### Professional Division Legal Segment

(\$ Millions)	Th	Third Quarter			Nine Months		
	<u>2011</u>	<u>2010</u>	<u>Change</u>	<u>2011</u>	<u>2010</u>	<u>Change</u>	
Revenues	\$896	\$825	9%	\$2,527	\$2,295	10%	
Before Currency			8%			9%	
EBITDA	\$343	\$321	7%	\$915	\$854	7%	
EBITDA Margin	38.3%	38.9%		36.2%	37.2%		
Operating Profit	\$270	\$252	7%	\$692	\$654	6%	
Operating Profit Margin	30.1%	30.5%		27.4%	28.5%		



# Professional Division Tax & Accounting Segment

(\$ Millions)	Т	Third Quarter			Nine Months		
	2011	<u>2010</u>	Change	2011	<u>2010</u>	Change	
Revenues	\$272	\$226	20%	\$780	\$696	12%	
Before Currency			20%			11%	
EBITDA	\$77	\$62	24%	\$214	\$175	22%	
EBITDA Margin	28.3%	27.4%		27.4%	25.1%		
Operating Profit	\$50	\$41	22%	\$143	\$113	27%	
Operating Profit Margin	18.4%	18.1%		18.3%	16.2%		



### Professional Division Intellectual Property & Science Segment

(\$ Millions)	Third Quarter			Nine Months		
	2011	2010	Change	2011	2010	<u>Change</u>
Revenues	\$215	\$193	11%	\$627	\$582	8%
Before Currency			10%			6%
EBITDA	\$79	\$64	23%	\$216	\$198	9%
EBITDA Margin	36.7%	33.2%		34.4%	34.0%	
Operating Profit	\$64	\$50	28%	\$173	\$156	11%
Operating Profit Margin	29.8%	25.9%		27.6%	26.8%	



# Markets Division Results

#### **Markets Division Results**

(\$ Millions)	Т	Third Quarter			Nine Months		
	2011	<u>2010</u>	<u>Change</u>	<u>2011</u>	<u>2010</u>	Change	
Revenues	\$1,878	\$1,788	5%	\$5,637	\$5,342	6%	
Before Currency			1%			2%	
EBITDA	\$525	\$473	11%	\$1,528	\$1,375	11%	
EBITDA Margin	28.0%	26.5%		27.1%	25.7%		
Operating Profit	\$382	\$353	8%	\$1,100	\$983	12%	
Operating Profit Margin	20.3%	19.7%		19.5%	18.4%		



### Markets Division Revenues by Segment

(\$ Millions)	TI	nird Quar	ter	N	ine Mont	hs
	<u>2011</u>	<u>2010</u>	Change	<u>2011</u>	<u>2010</u>	<u>Change</u>
Sales & Trading	\$936	\$886	6%	\$2,803	\$2,644	6%
Before Currency			2%			2%
Investment & Advisory	\$550	\$550	0%	\$1,668	\$1,659	1%
Before Currency			-3%			-2%
Enterprise	\$309	\$273	13%	\$917	\$801	14%
Before Currency			8%			10%
Media	\$83	\$79	5%	\$249	\$238	5%
Before Currency			0%			0%



# Consolidated Results

### Adjusted Earnings Per Share

(\$ Millions)	Third Quarter				
	2011	2010	Change		
<b>Underlying Operating Profit</b>	\$717	\$642	\$75		
Integration Program Expenses	(39)	(103)	64		
Interest Expense	(102)	(99)	(3)		
Income Tax	(94)	(53)	(41)		
Non-controlling interests	(12)	(9)	(3)		
Dividends on preference shares	-	(1)	1		
Adjusted Earnings	\$470	\$377	\$93		
Adjusted Diluted EPS	\$0.56	\$0.45	\$0.11		



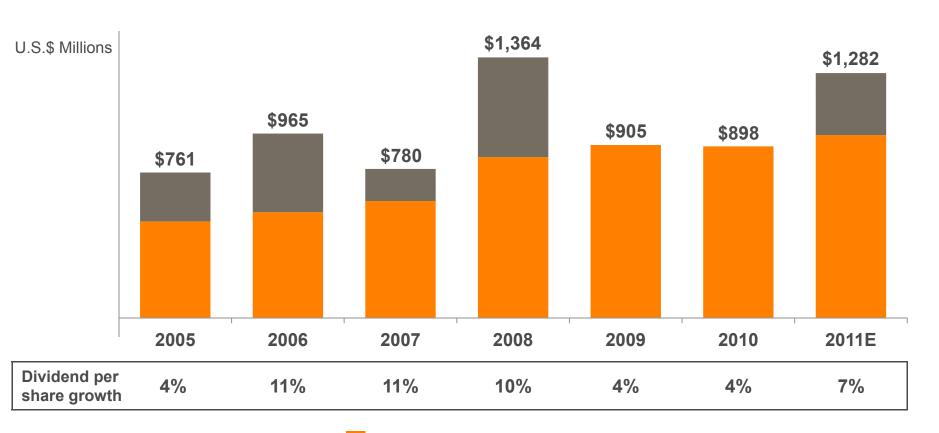
#### Free Cash Flow

(\$ Millions)		Nine Months	3
	<u>2011</u>	2010	<u>Change</u>
Underlying Free Cash Flow	\$1,131	\$1,173	(\$42)
Integration Program Costs	(198)	(321)	123
Reported Free Cash Flow	\$933	\$852	\$81



#### Returning Capital to Shareholders

Dividend yield over 4% with ~\$7 billion returned to shareholders since 2005





Dividends (net of dividend reinvestment)

Share Repurchases

#### 2011 Outlook – Affirmed

All figures from ongoing businesses	2010	2011 Outlook <sup>(1)</sup>
Revenues	\$12.1 billion	Mid-single digit growth
Adjusted EBITDA Margin	23.6%	Up at least 300 bp
Underlying Operating Profit Margin	19.5%	Up at least 100 bp
Free Cash Flow	\$1.6 billion	20-25% growth

<sup>(1) 2011</sup> outlook is for ongoing businesses before currency.



#### Conclusion

- Focused on executing Action Plan
- Transforming the organization as we build a performance culture
  - Drive growth & capture efficiencies across the company
- Strength and resilience of our franchises position us well



Q&A