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# THOMSON REUTERS

FIRST-QUARTER 2012 RESULTS

MAY 1, 2012



# Agenda

Welcome / Introduction

Frank Golden

• First-Quarter Results & Highlights

Jim Smith

• Financial Review – Q1 2012

Stephane Bello

• 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 2012. This information may not be appropriate for other purposes.

#### Non-IFRS Financial Measures

- This presentation contains disclosures of certain non-IFRS financial measures. These measures include revenues from ongoing businesses, adjusted EBITDA, underlying operating profit and the related margins, free cash flow, free cash flow from ongoing businesses and adjusted EPS.
- 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 May 1, 2012, which is also available on
  www.thomsonreuters.com.



# FIRST-QUARTER RESULTS & HIGHLIGHTS

JIM SMITH PRESIDENT & CEO

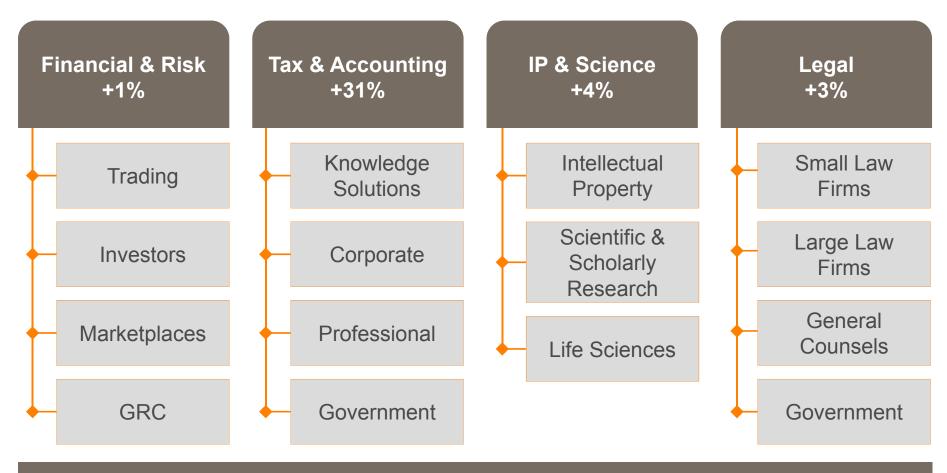
#### First-Quarter 2012 Results

- Revenues up 4%
- EBITDA up 15%
  - Margin = 25.9% up 260 bps
- Underlying operating profit up 2%
  - Margin = 17.1% down 30 bps
- Adjusted EPS \$0.44 vs. \$0.37 Q1 2011
- Announced agreement to sell Healthcare business \$1.25 billion
- 2012 Outlook affirmed

Revenue growth excludes the impact of currency. Results for ongoing businesses.



# First-Quarter 2012 Revenue Growth by Business



Global Growth & Operations +18%



# First-Quarter Highlights

### On Track vs. Our Expectations

Legal, Tax & Accounting and IP & Science all off to good start

- Financial & Risk making progress
  - Product strategy simplified & prioritized rolling out new offerings
  - Focusing on improving customer experience

Global economic recovery still tepid – Europe challenged



# Conclusion - Key Priorities for 2012

#### Growth in Financial & Risk

- Set a clear strategy
- Organize around customers
- Build consistent execution capability

#### 2. Invest in higher growing segments and close adjacencies

- Clear focus on where we will compete and invest behind it
- Exploit our strong position at the intersection of regulation and finance

#### 3. Exploit franchise strengths

- Further strengthen our value proposition across the company collaborate
- Weave News & Insight into fabric of all our businesses true differentiator

#### 4. Accelerate development in fast-growing geographies

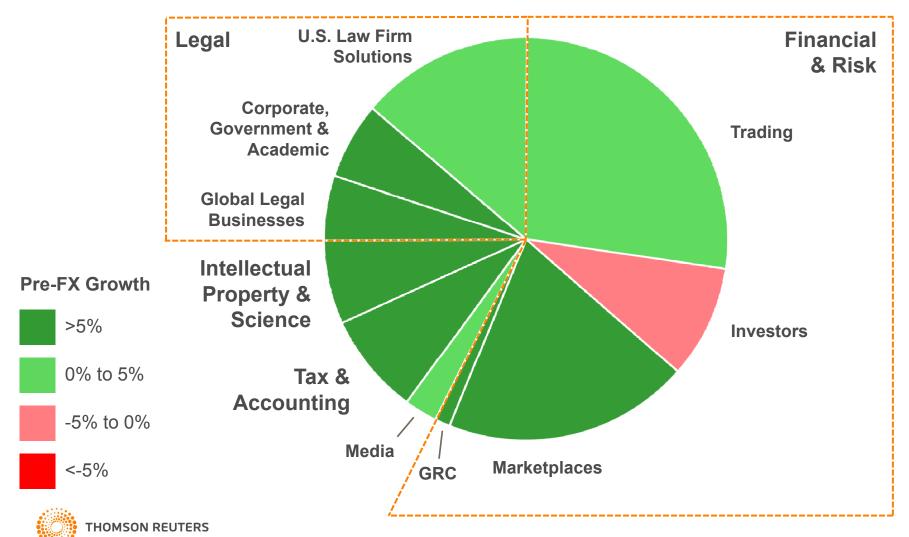


# FINANCIAL REVIEW

STEPHANE BELLO
CHIEF FINANCIAL OFFICER

## Balanced & Resilient Portfolio

#### **2011 Revenues = \$12.7 billion**



# **Consolidated Results**

(\$ Millions)		First Quarte	r
	2012	2011	Change
Revenues	\$3,187	\$3,077	4%
Before Currency			4%
Adjusted EBITDA	\$825	\$717	15%
Adjusted EBITDA Margin	25.9%	23.3%	
Underlying Operating Profit	\$545	\$536	2%
Underlying Operating Profit Margin	17.1%	17.4%	



# Legal

(\$ Millions)		First Quarter			
	2012	2011	Change		
Revenues	\$777	\$754	3%		
Before Currency			3%		
EBITDA	\$270	\$257	5%		
EBITDA Margin	34.7%	34.1%			
Operating Profit	\$200	\$190	5%		
Operating Profit Margin	25.7%	25.2%			



# Tax & Accounting

(\$ Millions)	First Quarter			
	2012	2011	Change	
Revenues	\$310	\$238	30%	
Before Currency			31%	
EBITDA	\$96	\$64	50%	
EBITDA Margin	31.0%	26.9%		
Operating Profit	\$68	\$43	58%	
Operating Profit Margin	21.9%	18.1%		



# Intellectual Property & Science

(\$ Millions)	First Quarter		
	2012	2011	Change
Revenues	\$209	\$201	4%
Before Currency			4%
EBITDA	\$72	\$66	9%
EBITDA Margin	34.4%	32.8%	
Operating Profit	\$55	\$52	6%
Operating Profit Margin	26.3%	25.9%	



# Financial & Risk

(\$ Millions)	First Quarter			
	2012	2011	Change	
Revenues	\$1,811	\$1,804	0%	
Before Currency			1%	
EBITDA	\$459	\$465	-1%	
EBITDA Margin	25.3%	25.8%		
Operating Profit	\$302	\$327	-8%	
Operating Profit Margin	16.7%	18.1%		



# Financial & Risk Revenues

(\$ Millions)		First Quarter	,
	2012	2011	Change
Trading	\$859	\$885	-3%
Before Currency			-2%
Investors	\$603	\$623	-3%
Before Currency			-3%
Marketplaces	\$298	\$273	9%
Before Currency			10%
Governance, Risk & Compliance	\$51	\$23	122%
Before Currency			122%



# CONSOLIDATED RESULTS

# Adjusted Earnings Per Share

(\$ Millions, except per share data)	First Quarter		
	2012	2011	Change
Underlying Operating Profit	\$545	\$536	\$9
Integration Program Expenses	-	(\$70)	\$70
Interest Expense	(\$114)	(\$101)	(\$13)
Income Tax	(\$53)	(\$50)	(\$3)
Other (1)	(\$13)	(\$8)	(\$5)
Adjusted Earnings	\$365	\$307	\$58
Adjusted Diluted EPS	\$0.44	\$0.37	\$0.07

#### Note:

<sup>&</sup>lt;sup>(1)</sup> Other includes earnings attributable to non-controlling interests and dividends on preference shares.



# Free Cash Flow 2012 Results

(\$ Millions)	First Quarter		
	2012	2011	Change
Ongoing Free Cash Flow	(\$41)	(\$145)	\$104
Free Cash Flow from Disposals	35	85	(50)
Reported Free Cash Flow	(\$6)	(\$60)	\$54



## Capital Position

- Announced sale of Healthcare business \$1.25 billion
- Strong and stable capital structure
  - \$2.0 billion untapped credit facility (expires August 2016)
  - Net debt / Adjusted EBITDA = 1.8x



# Net Debt / Adjusted EBITDA 2.1 2.0 2.0 1.9 1.8 Q1 2011 Q2 2011 Q3 2011 Q4 2011 Q1 2012

# 2012 Outlook - Affirmed

	2011	2012 Outlook <sup>(1)</sup>
Revenues	\$12.7 billion	Low single digit growth
Adjusted EBITDA Margin	26.4%	27.0% - 28.0%
Underlying Operating Profit Margin	19.9%	18.0% - 19.0%
Reported Free Cash Flow Ongoing Free Cash Flow	\$1.6 billion \$1.4 billion	Up 5 - 10% Up 15% - 20%

<sup>(1) 2012</sup> Outlook is for ongoing businesses before currency.



0 Q&A