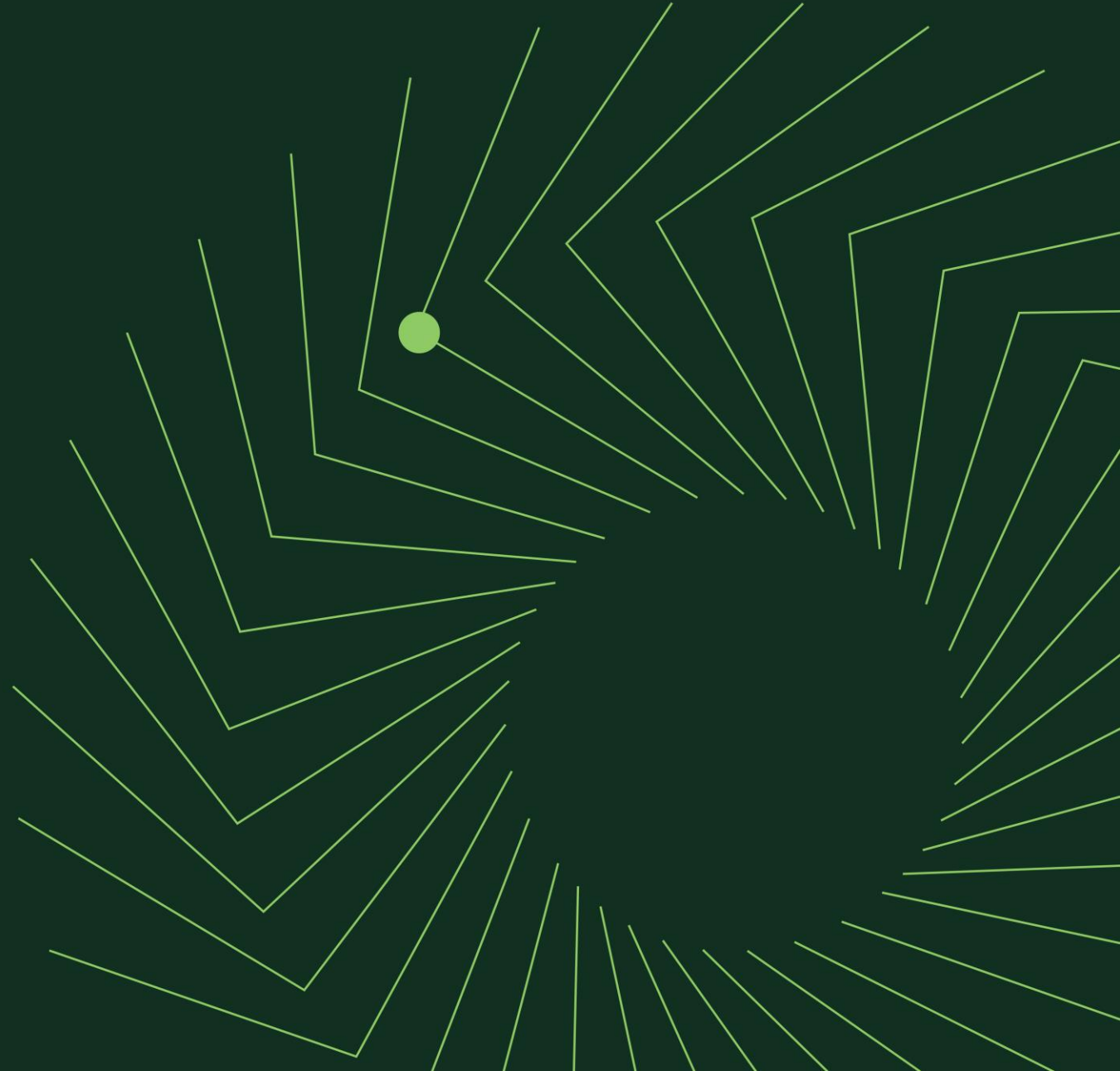




Investor Day 2024



The background of the slide is a light green color with a pattern of thin, dark green, wavy lines that flow across the page. The lines are curved and vary in length, creating a sense of movement and depth.

Matt Keen

Head of International



International

Key Messages

- 1. We operate in a large and growing market, with significant unaddressed customer needs**
- 2. International has been a key component of Big 3 growth acceleration**
- 3. Rising complexity is a global issue, and provides long-term demand tailwinds**
- 4. We have key growth drivers that should sustain double digit growth through 2026**




Key Highlights

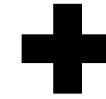
Attractive End Markets

-  \$7B global vended market with \$15B TAM⁽¹⁾ growing 8% - 12%
-  International markets offer growth potential and new opportunities
-  Regulatory changes and AI-driven industry transformation






Leadership & Focus

-  Leading products tailored for specific local markets and global offerings
-  88% Recurring Revenue and 93% Retention Rate
-  Go-to-market capabilities: serving multi-nationals locally & using Global Partners



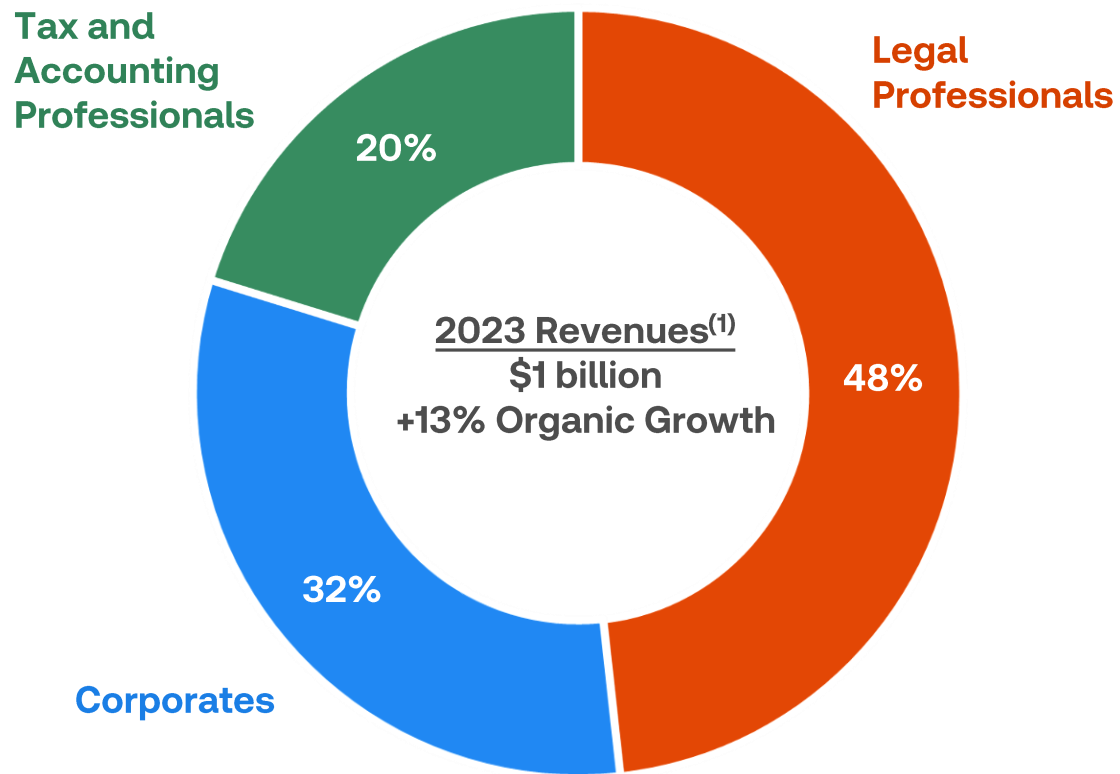
Accelerated Growth

-  Extending AI investments to international markets
-  Sustainable growth from leading local market positions i.e., Dominio in Brazil
-  Seize global e-invoicing opportunity

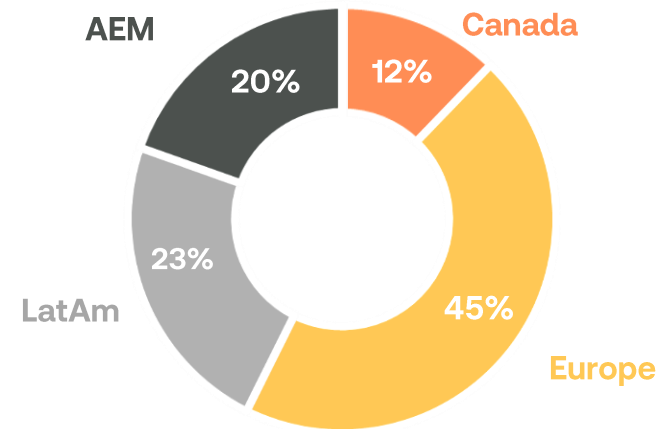
(1) Market segment size and growth rates based on TRI internal estimates

Revenue Composition

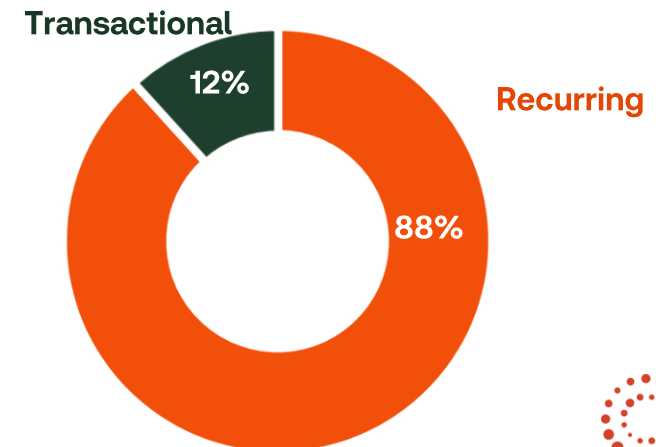
Customer Segments



Geographic Mix



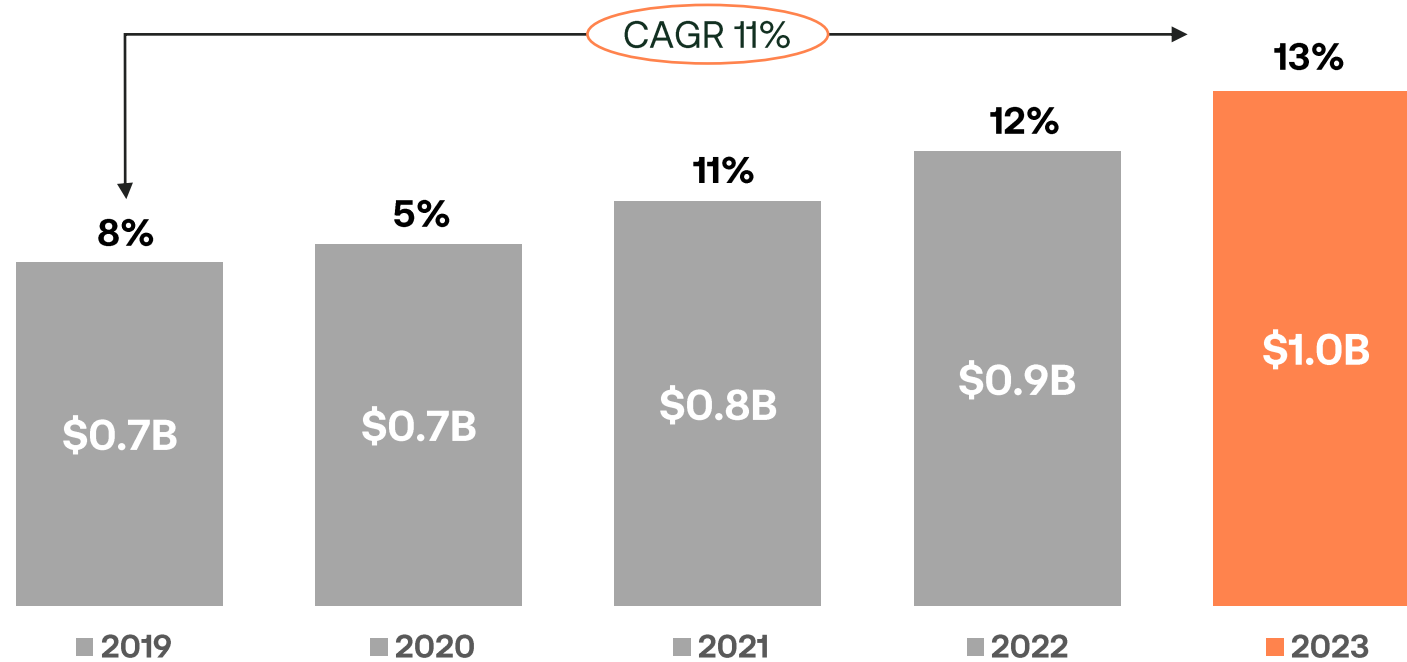
Revenue Type



(1) International is part of the Big 3 segments; excludes Print and Reuters

International Revenue Growth has Accelerated

International Revenue⁽¹⁾ and Organic Revenue Growth

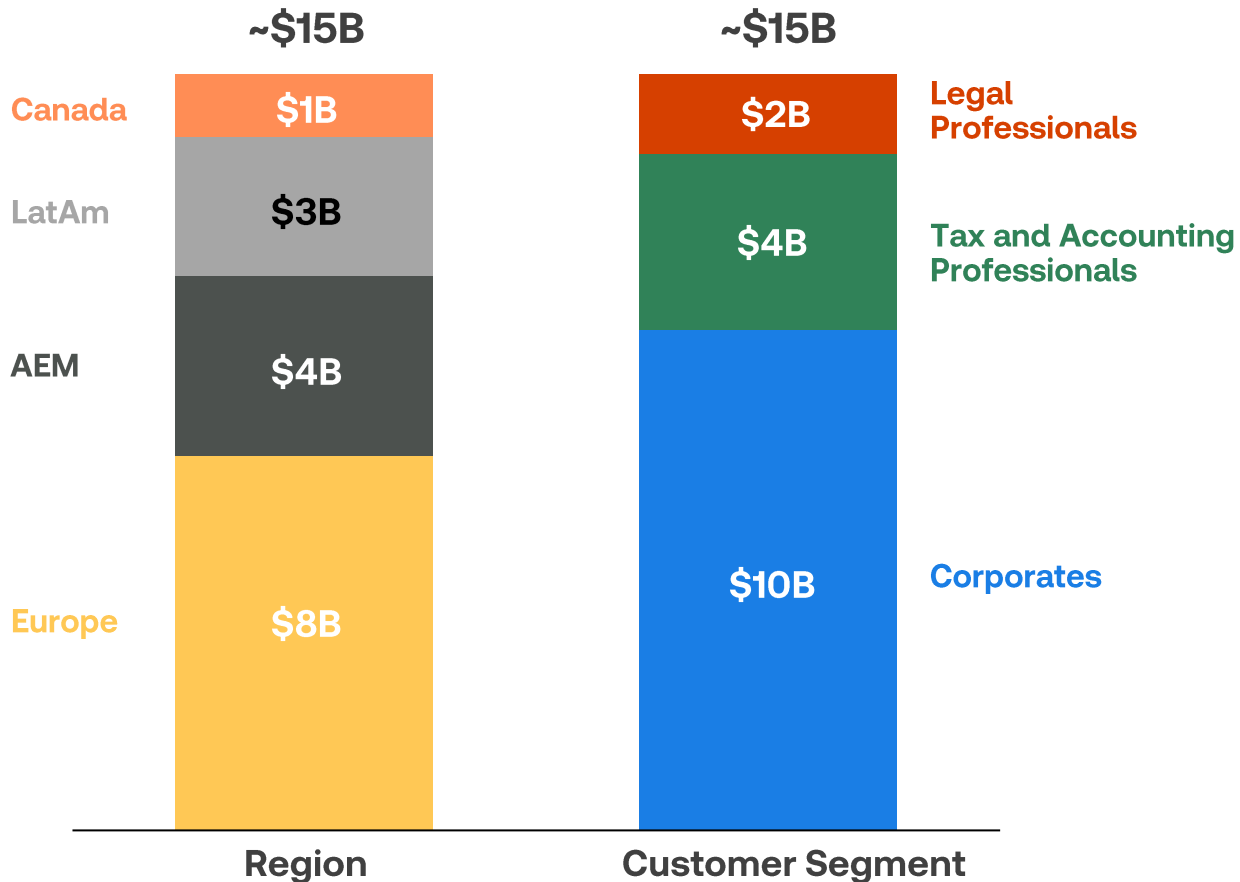


International has increased from 15% to 18% of Big 3 revenue since 2019

(1) Revenue figures are presented on an organic, constant currency basis

Large and Growing Market Opportunity

Total Addressable Market (TAM)⁽¹⁾



Market Growth Drivers

Vended market represents \$7B (growing 8% to 12%)

Big 3 segment **drivers are global** in nature:

- Rising regulatory complexity
- Customers' emphasis on efficiency and productivity through automation
- Technology-led transformation / digitization
- Customer demand for seamless global solutions

(1) Market segment size and growth rates based on TRI internal estimates. International TAMs are included within Big 3

Key Growth Driver: Bringing Gen AI to our International Markets

2023 Q4

Gen AI First Commercial Release

- **Westlaw Precision AI-Assisted Research** in U.S.

2024

- **CoCounsel Core Skills** – Australia, Canada, Europe, AEM
- **AI-Assisted Research** – U.K., Canada, Australia, New Zealand

- **Ask Practical Law AI** – U.K.
- **Intelligent Drafting + MS365 Copilot** – U.K., Canada

Leveraging TR's Gen AI innovations to drive global growth

Key Growth Driver: Dominio

**Dominio is a leading provider of accounting software in Brazil, a market with significant tax complexity
Brazil's tax professional market continues to offer runway**



**Reliable Product Serving
3 million+ SMBs**

Strong compliance core product with unmatched regulatory coverage

Continuous product evolution, build add-on solutions

Robust development process with agile releases



Sustained Growth

Established Go-To-Market through partnerships and alliances

Upselling as a constant growth driver

Attractive market adjacencies through existing customer base



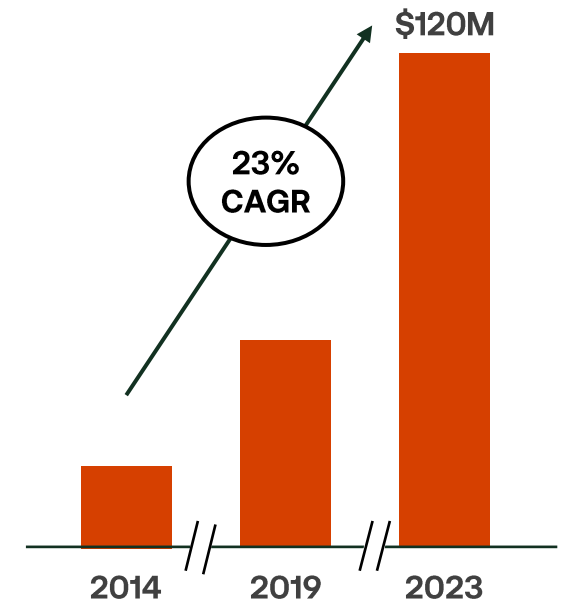
Best in Class Customer Support

Strong digital-assisted capabilities with 65%+ self-service rates and clear expansion roadmap

89% first-contact resolution

AI conversational chatbot released in 2023

Sustained growth since acquired in 2014...



40K

Customers

43%

Market Share

71

NPS

99%

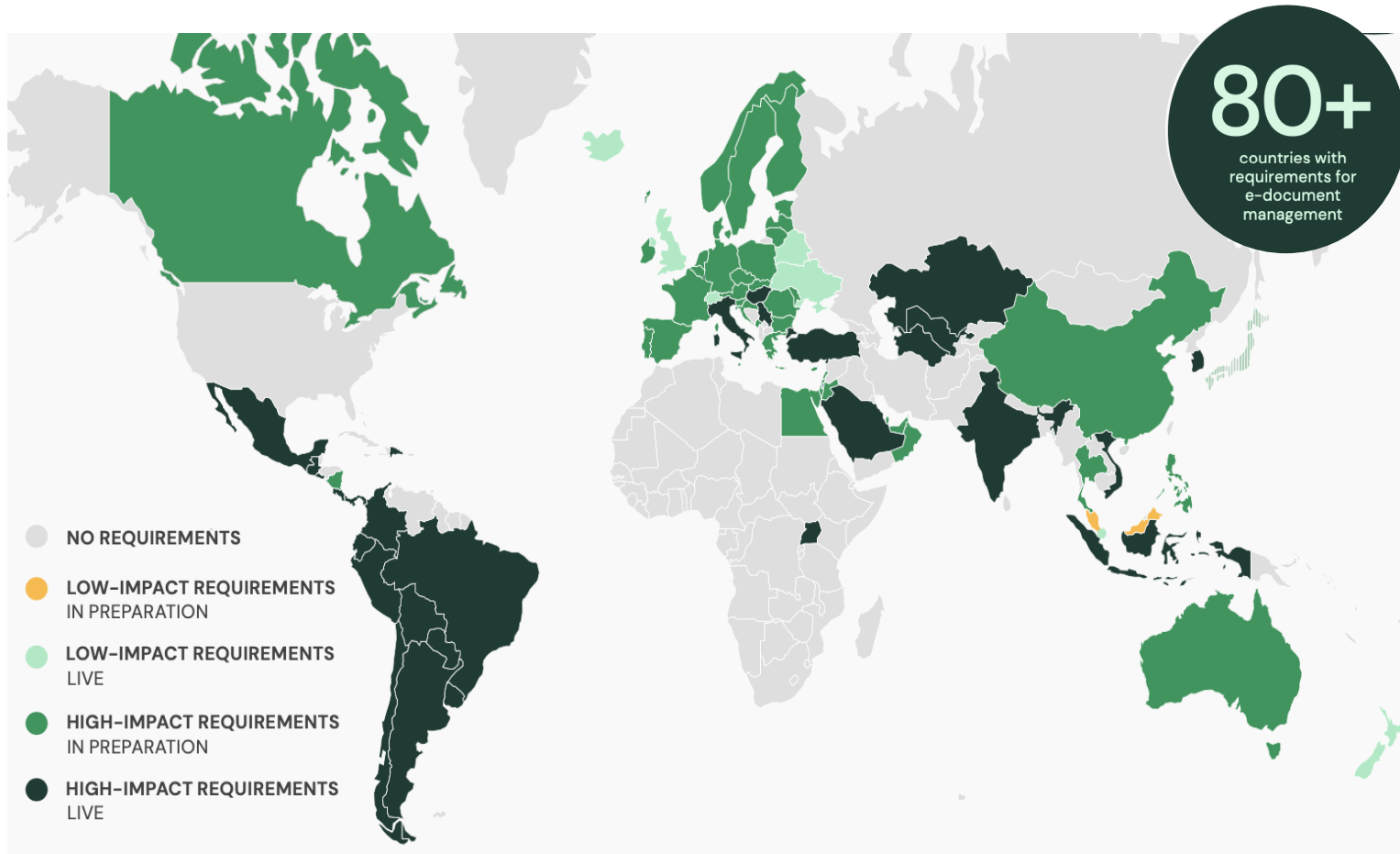
Recurring Revenue

92%

Retention Rate

Key Growth Driver: Pagero

Pagero's revenue primarily stems from international markets, accounting for over 90% of its total revenue



- Global regulatory changes will open a unique **period of growth** for e-invoicing adoption, particularly in International markets:
 - **E-invoicing and digital tax reporting** is being **rapidly mandated by 80+ tax authorities globally** to reduce indirect tax fraud
 - Countries transitioning to **real-time CTC models are adding to the compliance burden** for corporations
- A comprehensive indirect tax compliance suite unlocks a **long runway for growth**, particularly, **in markets with high impact regulatory requirements**
- **Smart Business Network links 90,000 customers** with 14 million connected companies

Key Growth Drivers



GEN AI

Driving new value with Gen AI such as CoCounsel and AI-Assisted Research to further growth in International markets



DOMINIO

Leverage strong assets in Big Bet Markets such as Dominio in Brazil



**ONESOURCE &
PAGERO**

Solve complex regulatory and compliance needs through ONESOURCE and PAGERO

Targeting 2026 Organic Revenue Growth of 13% to 15%