



REUTERS/Yuriko Nakao

Thomson Reuters Intellectual Property & Science

Investor Day – May 29, 2013

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President, Intellectual Property & Science



THOMSON REUTERS

Special Note

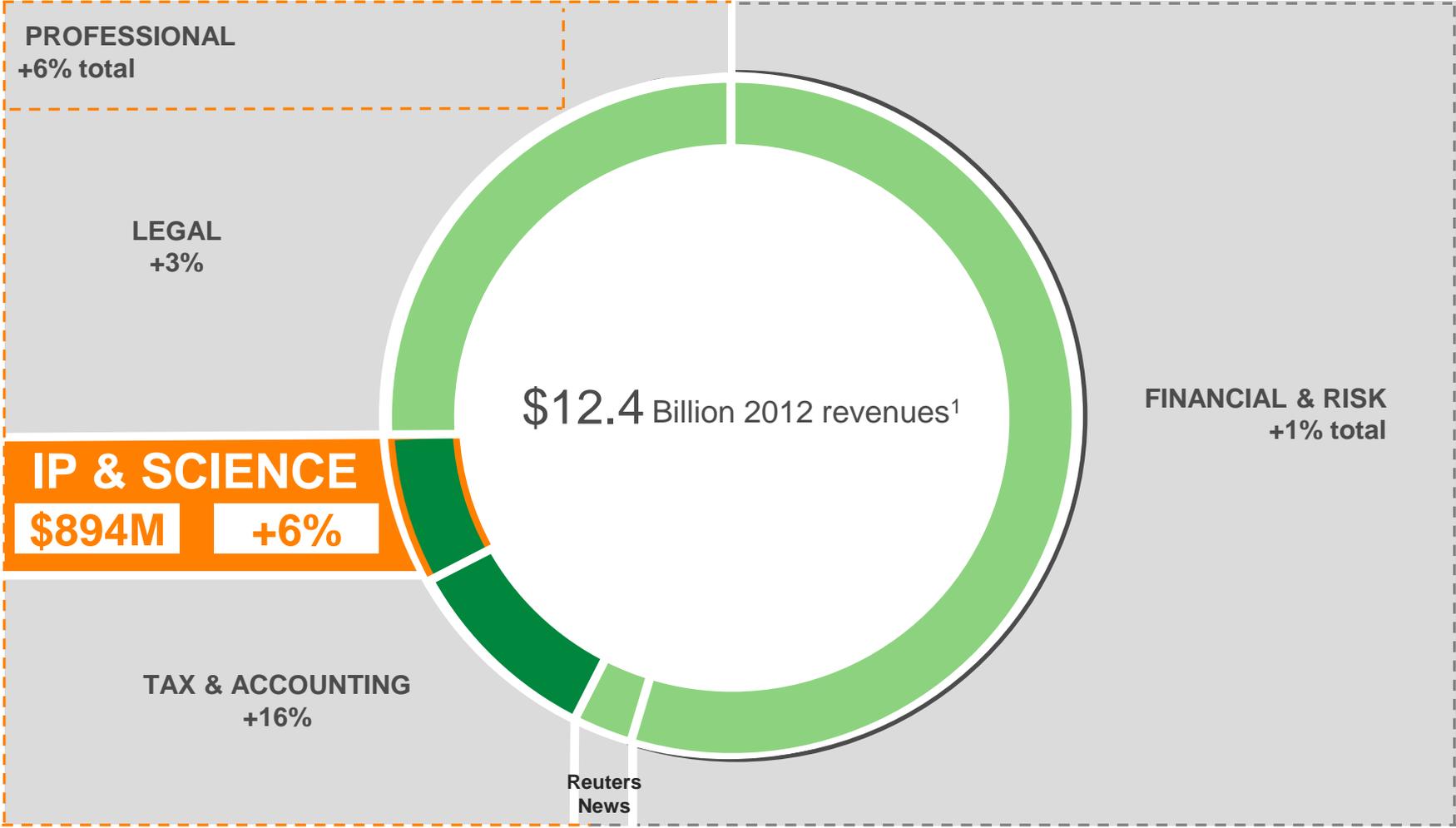
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- The following discussion contains forward-looking statements, including those about Thomson Reuters outlook and prospects. Forward-looking statements are those which are not historical facts. These and other statements that relate to future results and events are based on Thomson Reuters current expectations.
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Non-IFRS Financial Measures

- This presentation contains disclosures of certain non-IFRS financial measures. These measures include revenues from ongoing businesses.
- 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.

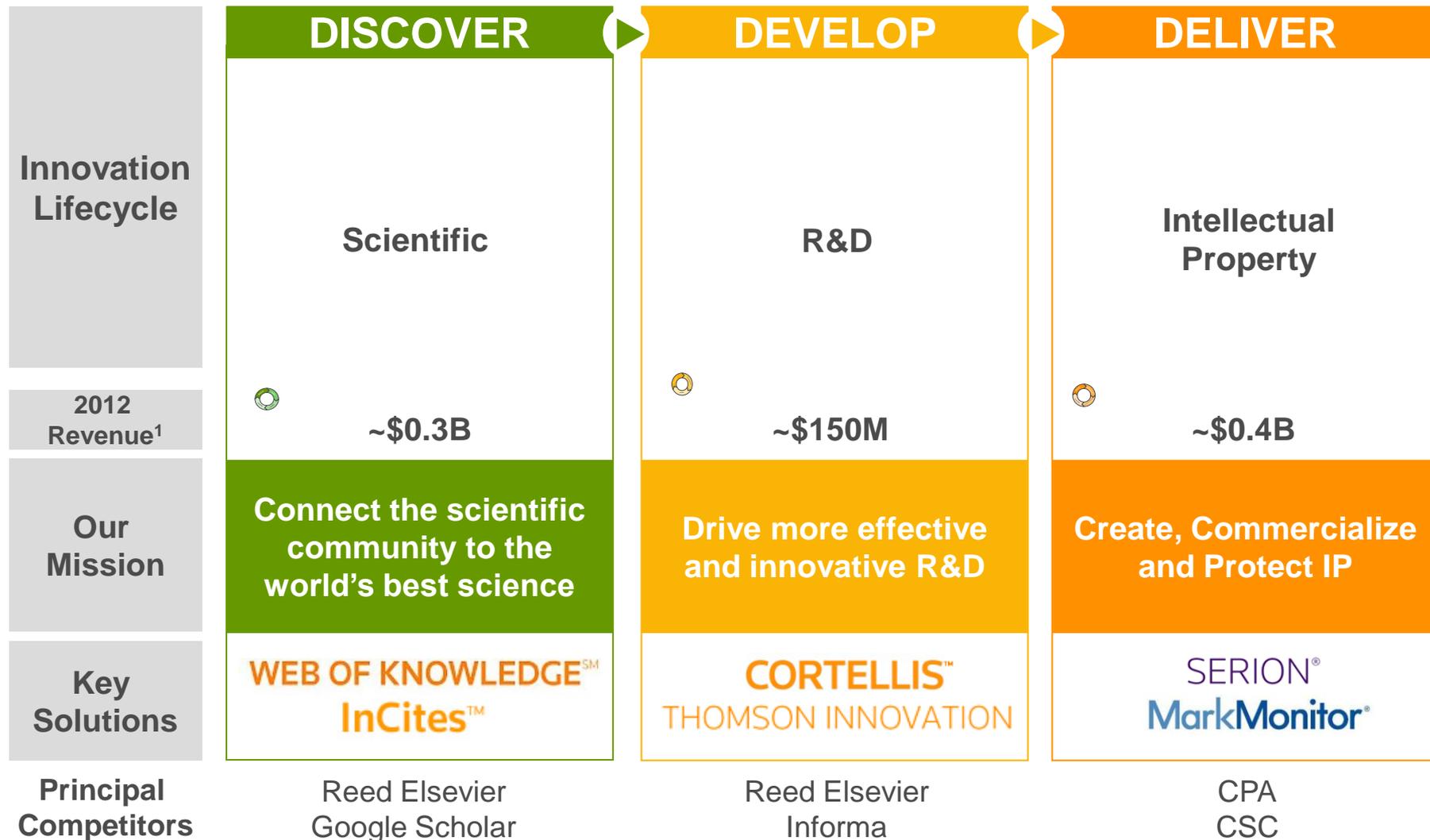
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¹ Revenues from ongoing businesses

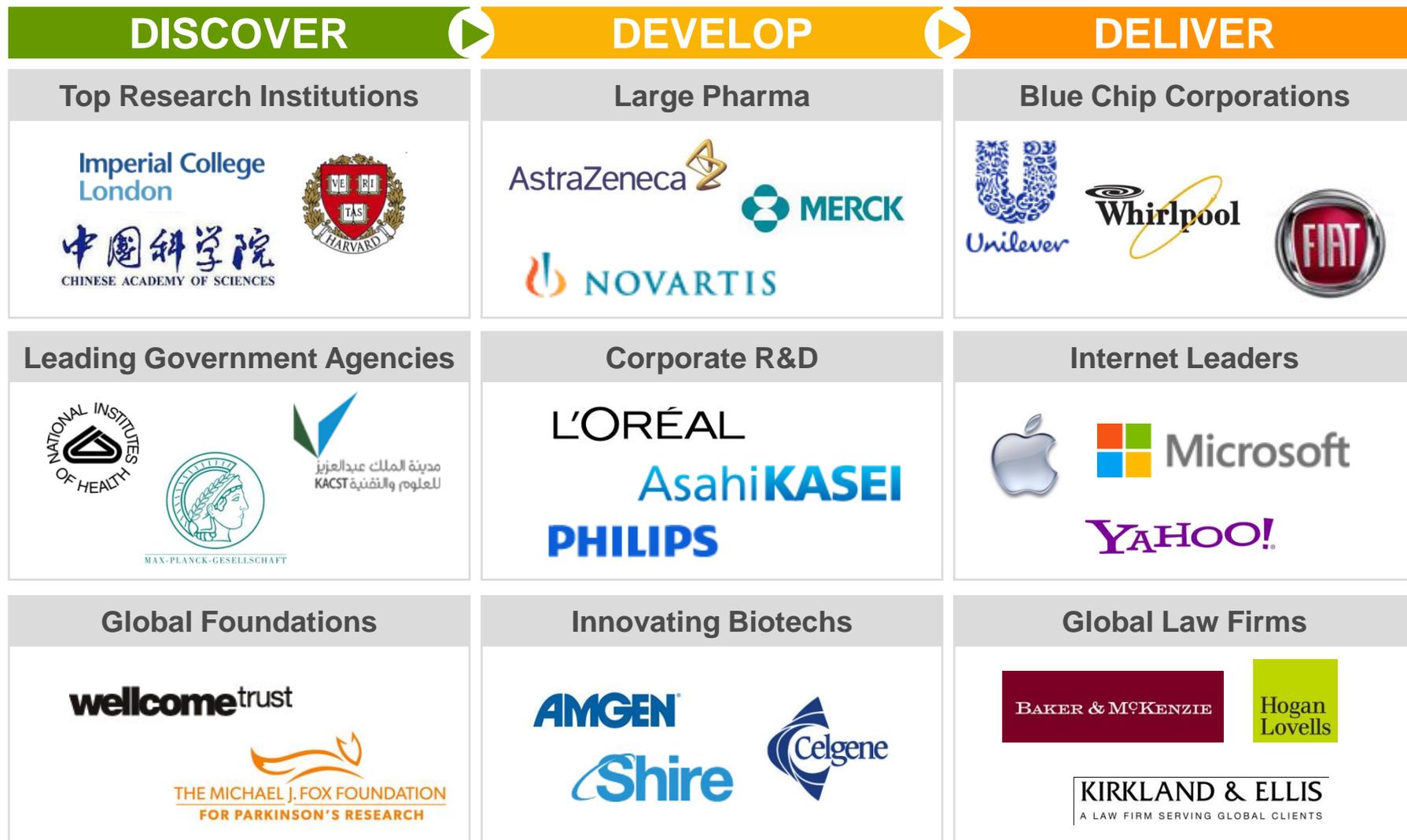
IP & Science

We Drive The Innovation Lifecycle



IP & Science

We Power The Innovation Ecosystem

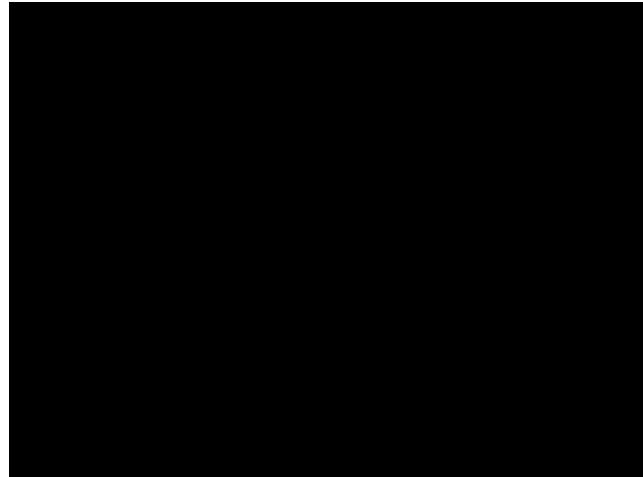


IP & Science

How We Drive The Innovation Lifecycle

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How We Drive The Innovation Lifecycle

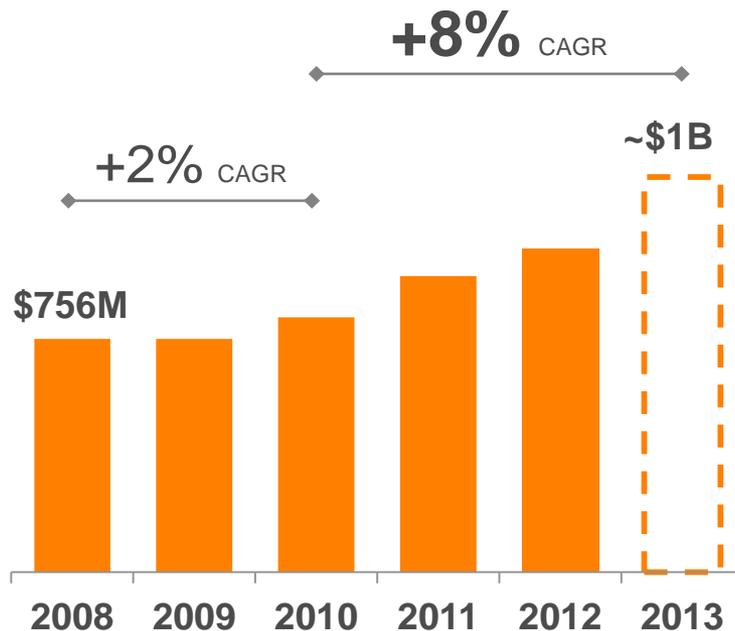


IP & Science

Accelerating Growth and Expanding Profit

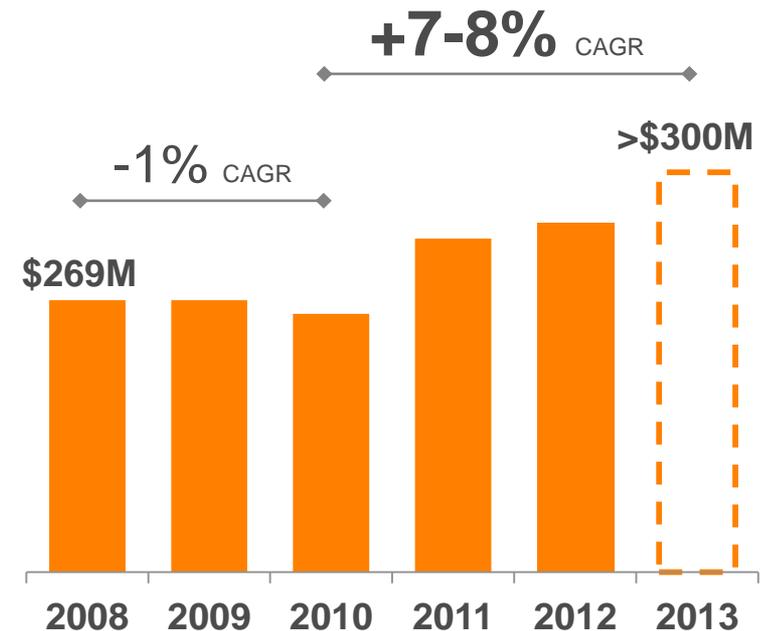
Accelerating Growth

REVENUE¹



Expanding Profit

EBITDA



¹ Revenue from ongoing businesses

IP & Science

A Global Business with Robust, Predictable Returns

Great Fundamentals

PREDICTABLE REVENUE

Subscription /
Transactional

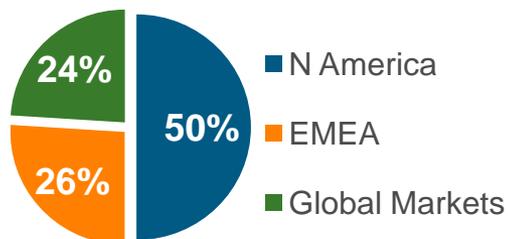
75% / 25%

Renewal Rate

>90%

GLOBAL EXPOSURE

Global Revenue



Rapid Growth

China	15%
LatAm	15%
India	22%

STRONG RETURNS

EBITDA margin

2012

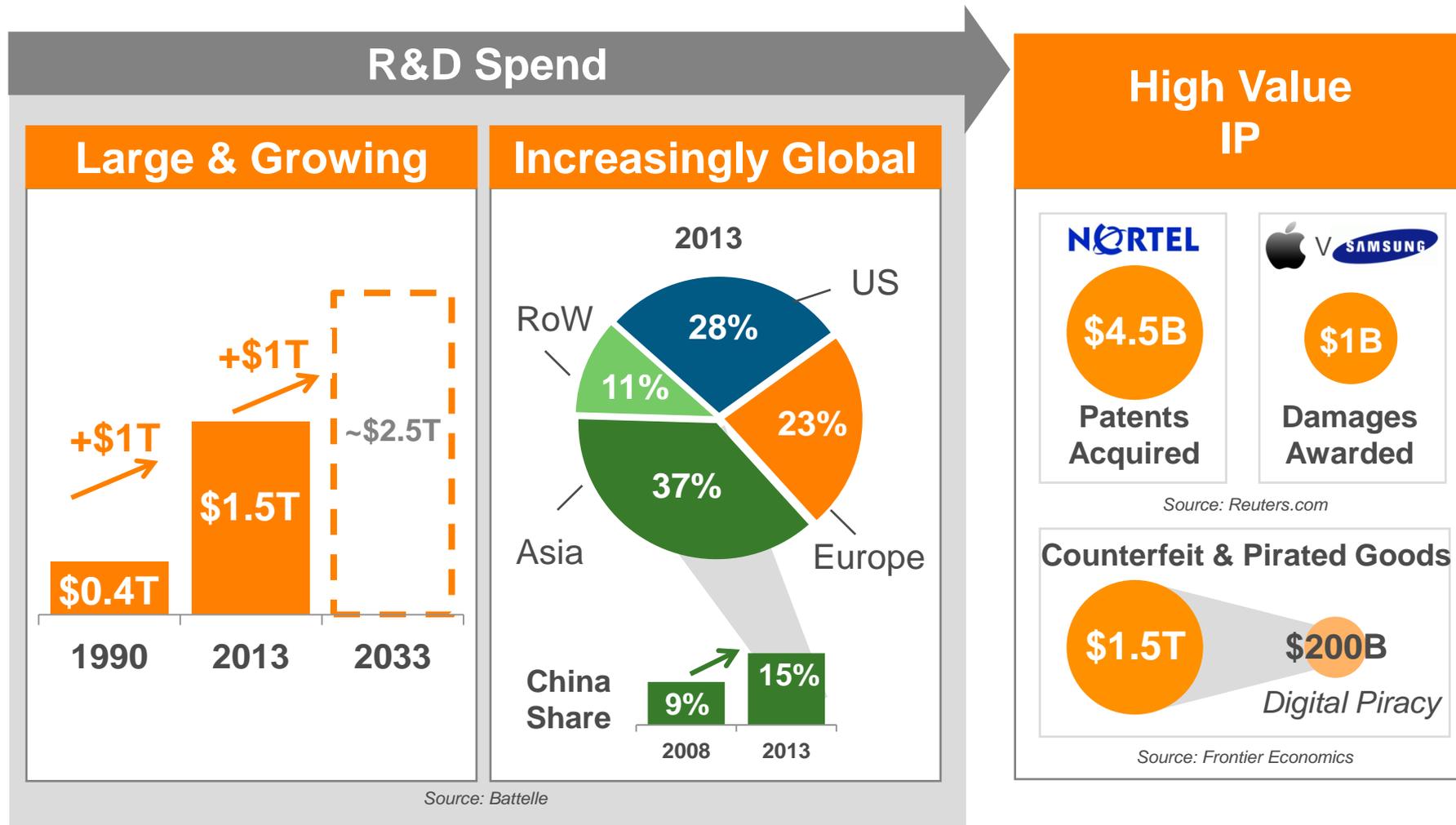
~34%

Capex as % of
Revenue

5-6%

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We Serve The Growing Innovation Space



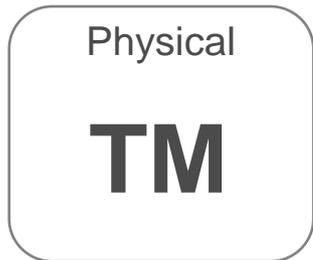
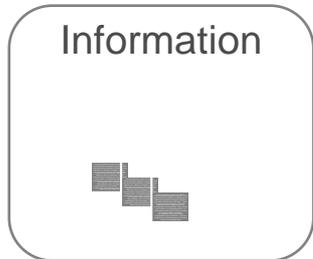
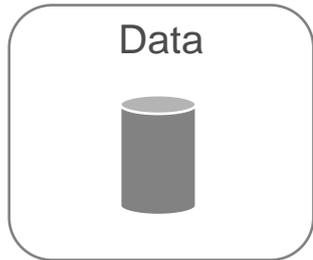
IP & Science

We Are a Leading-Edge Innovation Solutions Business

CHANGING CUSTOMER NEEDS

Old World...

...New World



IP & Science provides:

- High Value Insights
- Powerful Visualisations
- Integrated Content, Data, Tools
- Decision Support
- Customer Workflow Integration
- Combined Trademark & Online Brand Protection
- Anti-Counterfeiting / Anti-Piracy

IP & Science

We Help Make Sense of Big Data

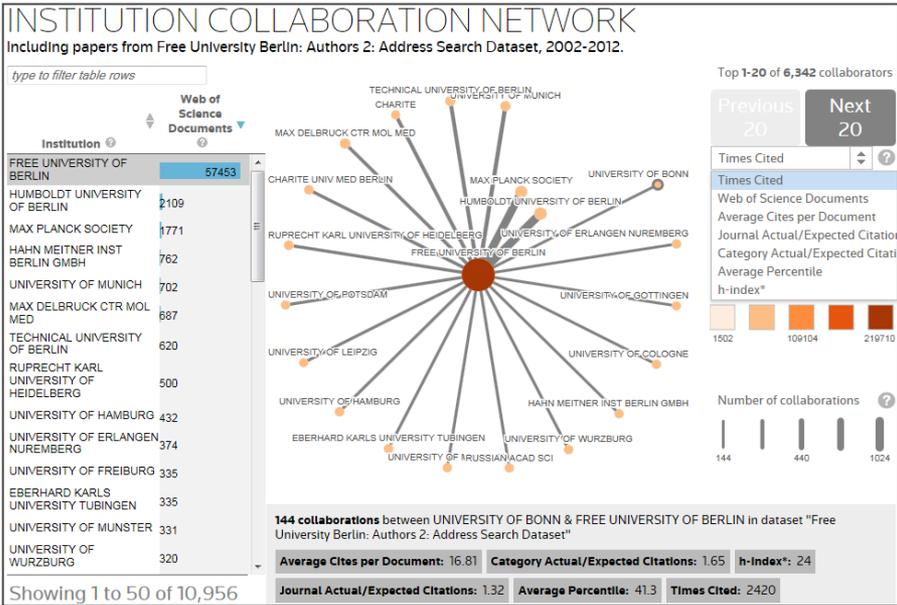
Big Data
Solutions
Digital

HIGH VALUE INSIGHTS

POWERFUL VISUALIZATIONS

DISCOVER

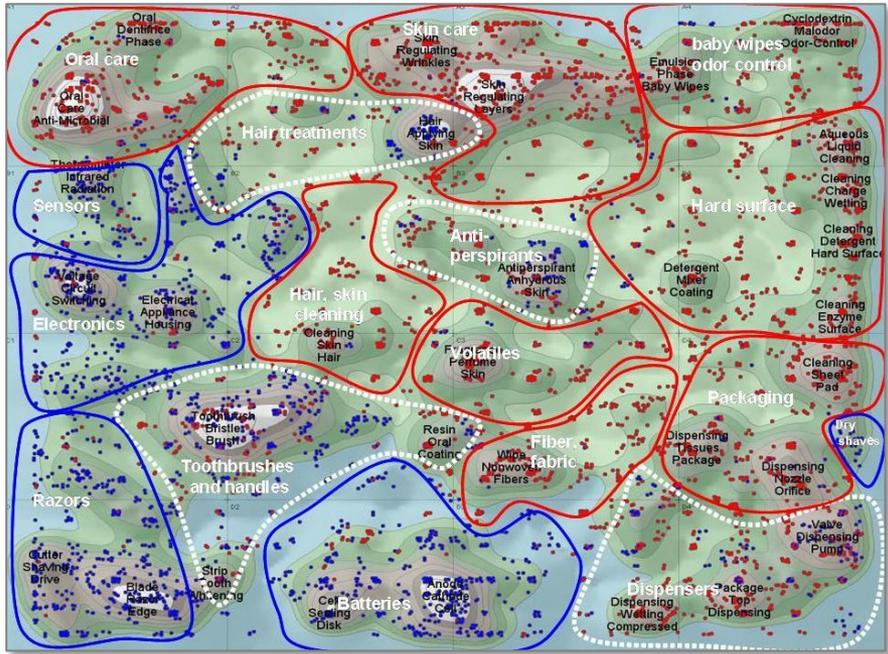
Evaluate Research Performance



InCites™

DEVELOP

Analyse Global Patent Landscapes



IP & Science

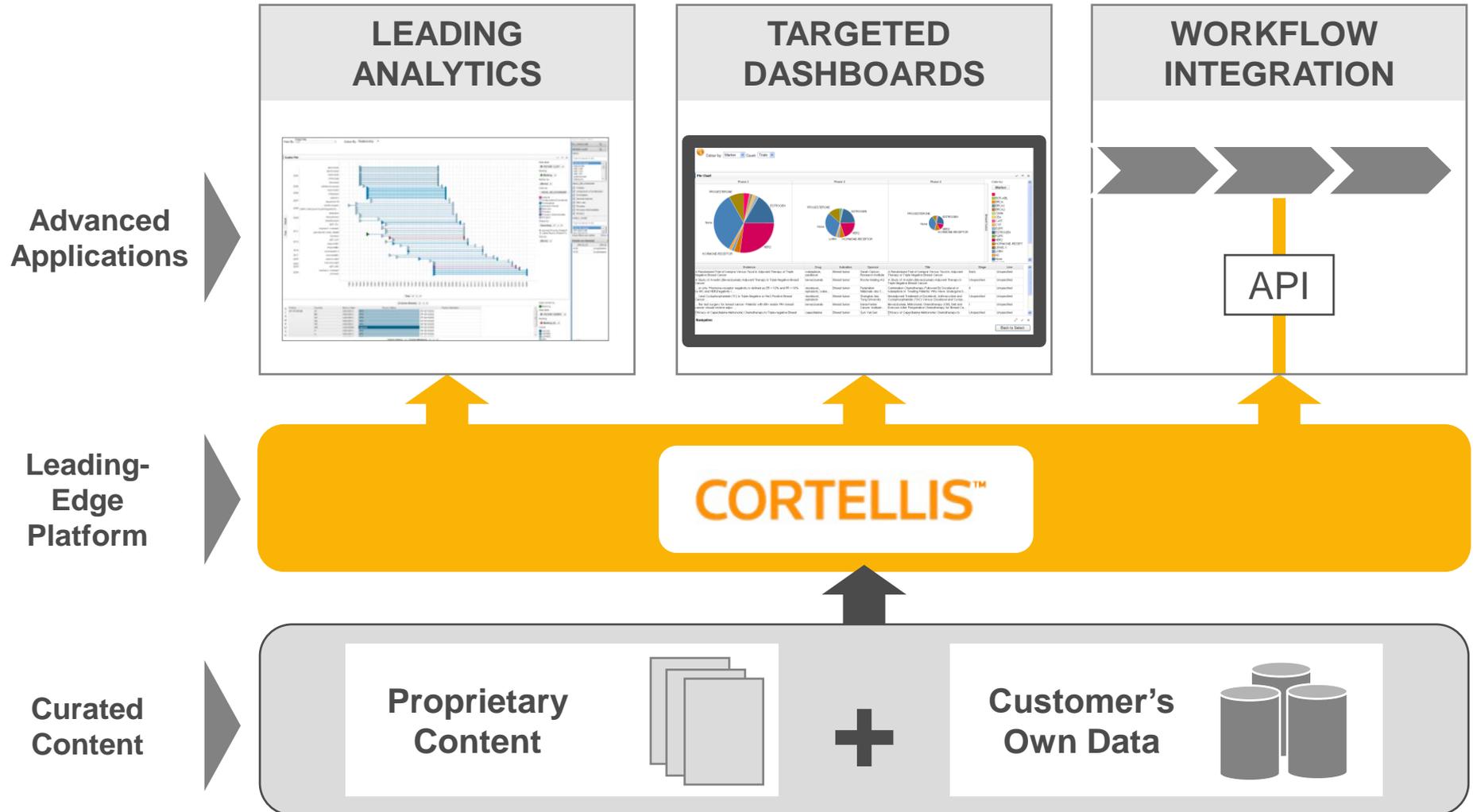
We Have Powerful Integrated Solutions

Big Data

Solutions

Digital

DEVELOP



DELIVER

CLIENT

World Wrestling Entertainment Inc

wwe.com

Protect Trademarks and Monitor Infringement



WWE
Stone Cold Steve Austin
The Rock
Hulk Hogan

THOMSON COMPUMARK

Detect Brand Usage Online & Enforce Infringement

Domain Protection

wwe.com
wrestlemania.com
smackdown.com

Anti-Counterfeiting



Anti-Piracy



MarkMonitor®

IP & Science Key Takeaways

- We Drive the Innovation Lifecycle

DISCOVER ▶ DEVELOP ▶ DELIVER

- We Are Accelerating Growth
- Our Opportunity is Vast and Global