## Thomson Reuters Winter 2022

**Investor Booklet** 

March 2022



### **Special Note**

#### Special Note Regarding Forward-Looking Statements, Material Risks and Material Assumptions

This presentation consists of these slides and the associated remarks and comments, which are related and intended to be presented and understood together.

Certain statements in this presentation and discussion are forward-looking, including, but not limited to, statements regarding the company's full-year 2022-2023 outlook and other expectations regarding the future financial and operational performance of the company and its individual business segments, the company's strategic priorities, initiatives and opportunities and the company's expectations regarding its Change Program. While the company believes that it has a reasonable basis for making forward-looking statements in this presentation, they are not a guarantee of future performance or outcomes and there is no assurance that any of the events described in any forward-looking statement will materialize. Forward-looking statements are subject to a number of risks, uncertainties and assumptions that could cause actual results or events to differ materially from current expectations. Many of these risks, uncertainties and assumptions are beyond our company's control and the effects of them can be difficult to predict. Some of the factors that could cause actual results to differ materially from current expectations are discussed in the "Risk Factors" section of our annual report and in other materials that we from time to time file with, or furnish to, the Canadian securities regulatory authorities and the U.S. Securities and Exchange Commission.

Our company has provided a business outlook for the purpose of presenting information about current expectations for full-year 2022 and 2023. This information may not be appropriate for other purposes. You are cautioned not to place undue reliance on forward-looking statements which reflect expectations only as of the date of this presentation. Except as may be required by applicable law, Thomson Reuters disclaims any obligation to update or revise any forward-looking statements.

The company's business outlook is based on information currently available to the company and is based on various external and internal assumptions made by the company in light of its experience and perception of historical trends, current conditions and expected future developments, as well as other factors that the company believes are appropriate under the circumstances. Please refer to our fourth-quarter 2021 management's discussion and analysis and our earnings release dated February 8, 2022, each of which is available on www.tr.com, for a discussion of material assumptions and material risks related to our business outlook. Material assumptions and material risks related to our business outlook will also be reflected in our 2021 annual report, which the company plans to file in March.

#### **Non-IFRS Financial Measures**

This presentation contains disclosures of certain non-IFRS financial measures. These measures include adjusted EBITDA and the related margin (other than at the customer segment level), free cash flow, adjusted earnings, adjusted EPS, net debt to adjusted EBITDA leverage ratio, accrued capital expenditures expressed as a percentage of revenues, selected measures excluding the impact of foreign currency, changes in revenues computed on an organic basis as well as all financial measures for the "Big 3".

Please see our earnings release dated February 8, 2022, which is available on <a href="www.tr.com">www.tr.com</a>, for a reconciliation of each of Thomson Reuters' measures to the most directly comparable IFRS financial measure. You can also find IFRS reconciliations in the "Investor Relations" section of our website.



## **BUSINESS & MARKET OVERVIEW**



### **Thomson Reuters - Investment Highlights**

Currently operate in an est. \$29B market segment growing at 6% - 9% (5 yr. CAGR) **Attractive Industry** Legal, Tax & Government market segments prime for content-driven innovation #1 or #2 positions in key Legal, Corporates, Tax & Accounting and Government market segments **Balanced & Diversified** Resilient businesses, historically stable - Affirmed by performance during COVID-19 ~500,000 customers / Largest customer, excl. Refinitiv, accounts for ~3% of revenues ~80% of total revenue is recurring **Attractive Business Model** 90% of total revenue delivered electronically or as software & services Strong & consistent cash generation capabilities Proprietary content + data + human expertise combined with AI = key differentiators **Strong Competitive Positioning** Products deeply embedded in customers' daily workflow ~91% retention rates Focused & Incentivized on Organic Revenue & Free Cash Flow Per Share growth Balance investing in business & returning capital to shareholders **Disciplined Financial Policies** 2022 dividend increased 10% (\$0.16) -- 29 consecutive years of dividend increases Committed to maintaining investment grade rating with stable capital structure

Forecasting \$13B Capital Capacity over next 4 years affords significant optionality

## Powerful Businesses Built with Proprietary Content, AI & Experts



### **Trusted, Authoritative Content - Difficult to Replicate**



## **Thomson Reuters Leadership Positions in Historically Stable & Attractive Markets Segments**

### Legal Professionals \$2.7B – 43% of Revenues



- 6% organic revenue growth 2021
- #1 position in global legal market segment
- 93% recurring revenue
- ~91% retention / 94% U.S. Westlaw alone
- 99 of AmLaw 100 firms use TR legal research
- <u>ALL</u> of the Global 100 firms are TR customers

### Corporates \$1.4B - 23% of Revenues

- 5% organic revenue growth 2021
- #1 provider of Corporate Legal & Corporate Tax solutions in U.S.
- 84% recurring revenue
- ~90% retention
- <u>ALL</u> of the Fortune 100 firms are TR customers

### Tax & Accounting Professionals \$0.9B – 14% of Revenues

- 9% organic revenue growth 2021
- #1 position in U.S. & Latin America tax market segment
- 81% recurring revenue
- ~89% retention
- <u>ALL</u> of the top 100 U.S. CPA firms are TR customers

Reimagining & Streamlining Workflows More Essential for Our ~500,000 Customers Given COVID-19 & Work From Home

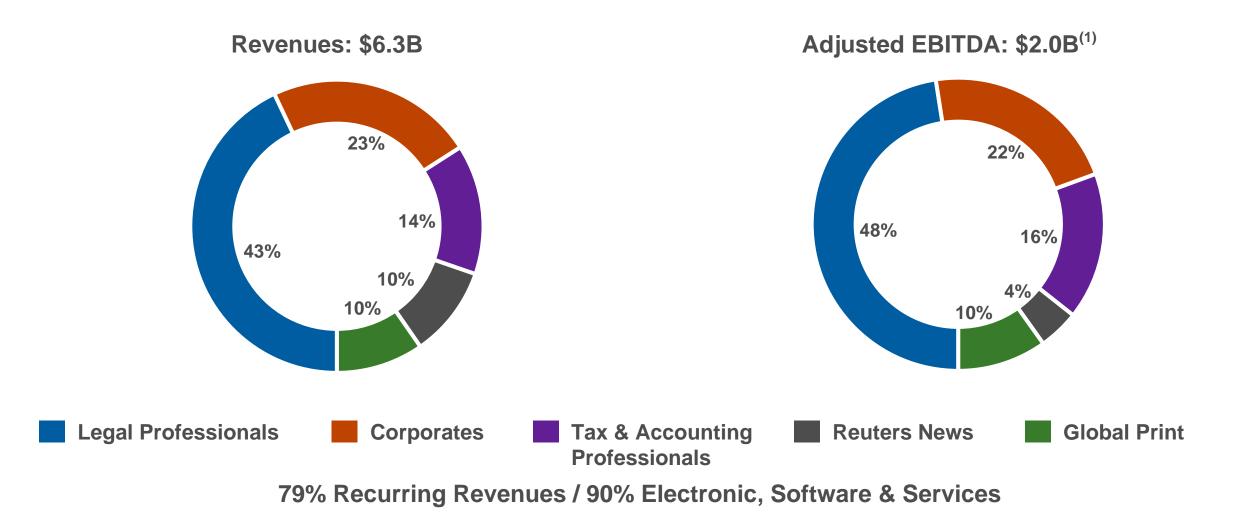


### Full-Year 2021 - Results by Segment

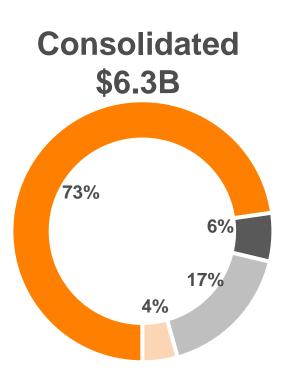




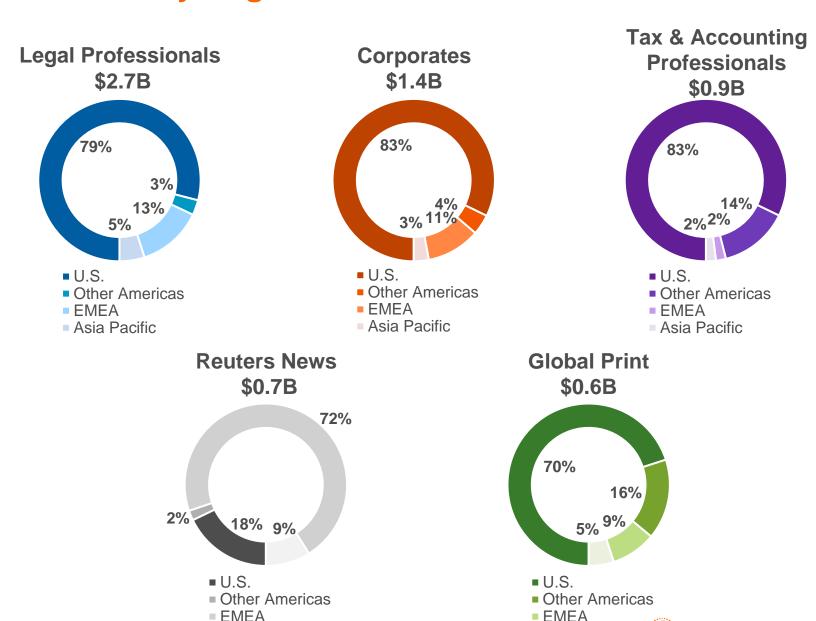
### **Thomson Reuters - 2021 Results by Segment**



### **Thomson Reuters - 2021 Revenues by Region**



- U.S.
- Other Americas
- EMEA
- Asia Pacific



Asia Pacific

**THOMSON REUTERS®** 

Asia Pacific

# Accelerating To 3.0 Change Program



### **Key Takeaways**

### Our Businesses are Well Positioned for a Post-COVID World

- 1. Robust & Growing Legal, Tax, and Government (Risk, Fraud & Compliance) Businesses
  - Demand for TR's advanced, trusted & branded "how-to" products is increasing
  - Deep, long-term customer relationships provide advantaged position
- 2. Strong Prevailing Tailwinds Play to Our Strengths & Contribute to Growth
- 3. The Change Program Will Drive Both Growth & Efficiencies
  - Lever #1 Holding Company to Operating Company
  - Lever #2 Content Provider to Content-Driven Technology Company
- 4. This is an Organic Growth Plan Led by a Seasoned Team
- 5. LSEG Ownership Interest Provides Substantial Optionality



## Professional Services Markets in Transition Prevailing Tailwinds Provide <u>New</u> Growth Opportunities

#### **Growth Drivers**

1

Customers Seeing
Fundamental Shifts in Ways of
Working

- Legal, Tax & Regulatory complexity is growing
- Shift to virtual working environments & dispersed teams
- Significant shifts in customer spend into information & technology
- Accelerating demand for real time, 24/7, digital, always-on actionable information combining unique data, Al/ML & software

2

TR has Opportunity to Better Serve Customers & Access New Customer Groups

- SMBs migrating to higher quality Legal, Tax & Accounting and Risk, Fraud & Compliance solutions
- Self-serve & omnichannel customer access technologies are enabling TR to cost effectively access smaller customer groups (smaller professional service firms/SMBs)

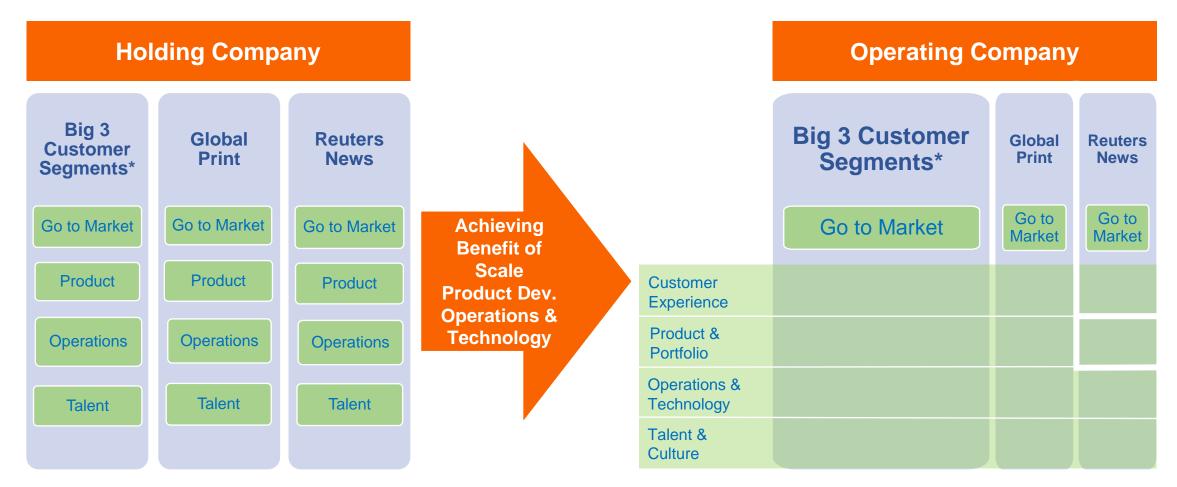
3

TR has Advantaged Exposure to High Growth Verticals

- TR has advantaged positions in high growth areas within & beyond the Big 3. Examples:
  - Direct & Indirect Tax, Audit
  - Legal How-To & workflow software
  - Risk, Fraud & Compliance prevention, detection & investigation

Our Customers Are Looking For More Ways To Seamlessly Work With Us & Extract More Value From Our Information for Commercial & Competitive Advantage

## Thomson Reuters Change Program Lever #1 - Holding Company Structure to an Operating Company Structure



A Streamlined, Integrated & Agile Operating Company is Expected to Drive Strong Operating & Financial Performance & Value for Shareholders



## Thomson Reuters Change Program Lever #2 - Content Company to a Content-Driven Technology Company

Building on our traditional strengths...

**Unique Content** 

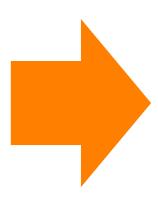
Examples:

Cases, codes, rules, procedures

Editorial enhancements, practice notes, commentary, summaries

Categorizations & taxonomies

Rates, qualifying rules, calculators



Adding essential capabilities to <u>serve customers</u> how, when & where they want to be served

**Unique Content** 



World class AI/ML



**Best of Breed Software** 



Native Cloud capabilities, SaaS business models, sales & support skills



## **Thomson Reuters Change Program We Will Transform the Customer Experience**

2021 4 Focus Areas

## **EXECUTION Priority Work Streams**



Reimagine the Customer Experience

- Modern digital self-serve approach for the long-tail enabling greater penetration of SMB market
- Standardized commercial terms, billing process & customer support
- Data-driven & Al-powered sales & marketing



Optimize Products
& Portfolio

- Simplify product suite around main franchises & focus on a smaller number of higher-growth product categories
- World class product proposition, development, pricing, delivery & management
- Omnichannel approach Channels aligned to meet customers' needs



Simplify
Operations &
Leverage
Technology

- Create shared technology platforms that support agile product development & significantly enhance customer experience
- Scale up Machine Learning & re-engineer underlying processes
- Finish shift to the Cloud in 2023 & support simplification across TR



Create Inclusive
Culture of World
Class Talent

- Right roles in the right locations allowing us to attract & retain worldclass talent
- Increase investment in training & development
- Foster inclusive purpose-driven culture that reflects our core values

### 2023 – End Result Operating Company

Digital a significant contributor to sales & renewals

Improved Customer Experience & Higher NPS

More targeted, integrated set of products

Modular entitlement & single customer ID that drive valuable outcomes for customers

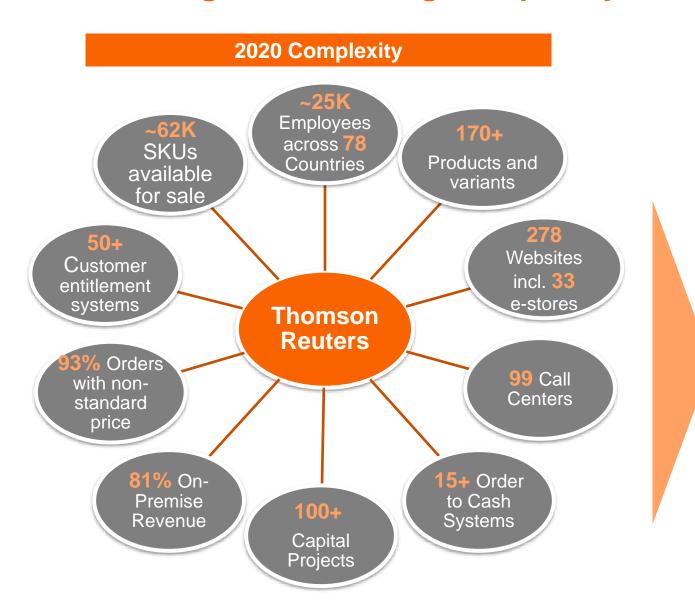
Secure, modernized & simplified technology architecture & operations

90% of revenue available on Cloud

Self-replenishing pipeline of world-class internal talent



## We Made Progress Reducing Complexity in 2021



#### **2021 Progress**

- 37% revenue available in a Cloud solution
- New digital experience launched for Westlaw and Practical Law
- SMB digital sales increased from 7% to 29% (as total % of sales)
- Over 100,000 customers migrated to Customer Success Platform
- 77 call centers down from 99
- Location strategy progressing
  - Office locations reduced from 102 to 46

## **Transforming the Customer Experience Change Program – 2021 Progress & 2022/2023 Targets**

**Successfully Launched End-to-End Digital Journey**  **Comprehensive New Omnichannel Experience is Live** 

- Legal SMB & self-serve launch
- Digitally enabled online sales & renewals of Practical Law & Westlaw in US



- Reduced offices 102 to 46
- **Opened new Shared Service Centers**
- **Launched Unified Contract Centre technology**

#### **Better Customer Experience + New Products = Higher NPS, Retention & Organic Growth**

- Accelerate innovation capabilities & new product development
- Digital sales for SMB
- Implement Live Chat (Tax)
- Al assisted renewals & sales processes



- 90% revenue base migrated to Cloud
- **Content & Research** modernization

2021

Today

2022

2023



- **In-product messaging (Practical Law,** Westlaw)
- Chatbots

200

Initial Al-assisted sales & renewals



- 37% of revenue migrated to Cloud
- **API Delivery Network launched**



- 60% revenue base migrated to Cloud
- **Checkpoint & FindLaw** SMB & self serve launch

Est. \$100M Incremental Revenue

\$600M in OPEX & CAPEX savings



## **7 Strategic Investment Priorities Strong Growth Verticals Accelerating Organic Growth**

**Strategic Priorities** 

**Key Focus Areas** 

	1 Practical Law	Unique content – Fast growing Legal & Corporates "How-To" product		
Legal <sup>(1)</sup>	THOMSON REUTERS  High CONTRACT EXPRESS	Firms investing in productivity & efficiency solutions		
	THOMSON REUTERS  WESTLAW™	Trusted, proprietary, unique content - strong market presence WL Edge 2.0 in development		
Government <sup>(2)</sup> (Risk, Fraud & Compliance)	4 CLEAR TRSS PONDERA PART OF THOMSON REUTERS	Strong position & unique content Expert backed AI in rapidly growing market		
Tax & Accounting	5 THOMSON REUTERS: ONVIO	Strong market presence in sector Migrating to next generation cloud-based suite		
	THOMSON REUTERS  Cloud Audit Suite  Cloud Audit Suite	Strong content combined with global scale & comprehensive cloud-based AI & software (incl. Confirmation)		
Corporate Tax & Trade	7 THOMSON REUTERS THOMSON REUTERS Direct Tax Indirect Tax	Direct Tax - Large footprint, very reliable solution, loyal customer base		
	- Direction indirection	Indirect Tax – Fast-growing scalable solution & market		
+ SMB Opportunity		Access to new customer groups		

- (1) Products reported in Legal Professionals and Corporates Segments
- (2) Government reported in Legal Professionals Segment
- (3) Products reported in Tax & Accounting Professionals and Corporates Segments



## 7 Strategic Investment Priorities Strong Growth Verticals Accelerating Organic Growth

(3) Products reported in Tax & Accounting Professionals and Corporates Segments

(4) Includes ~\$100M of revenue recorded in Government

	Strategic Priorities		
	THOMSON REUTERS®  Practical Law®	\$445M	
Legal <sup>(1)</sup>	THOMSON REUTERS  High CONTRACT EXPRESS	\$220M	
	3 WESTLAW™	\$1,620M <sup>(4)</sup>	
Government <sup>(2)</sup> (Risk, Fraud & Compliance)	4 THOMSON REUTERS TRSS PONDERA PART OF THOMSON REUTERS	\$465M	
T 0 A	5 THOMSON REUTERS' ONVIO	\$490M	
Tax & Accounting	THOMSON REUTERS Cloud Audit Suite   Cloud First Part of Thomson Reuters	\$105M <sup>(3)</sup>	
Corporate Tax & Trade	7 Direct Tax Indirect Tax	\$425M	
(1) Products reported in Legal Professionals and Corporates Segments (2) Government is reported within the Legal Professionals Segment		\$3.6B	

2021 Organic Revenue Growth 6.5%

## Legal Professionals Change Program Will Improve Customer Experience & Accelerate Growth

#### **Organic Revenue Growth Drivers**

Drive penetration of Westlaw Edge & launch Edge **Westlaw** extensions to reinforce competitive differentiation Scale Practical Law, leveraging AI & global content **Practical Law** to drive up-sells & retention while expanding into compliance use cases Deliver next phase of legal workflow solutions to Legal unify customer experience, maximize new sales Workflow opportunities & increase retention & upsell with existing clients **Build on strong position with CLEAR, TRSS &** Government Pondera in a rapidly growing market



Secure, modernized & simplified technology architecture & operations

**Self-replenishing pipeline of world-class internal talent** 

Targeting Revenue Growth of 5% - 7% by 2023 with Significant Margin Expansion



## Tax & Accounting Professionals Change Program Will Improve Customer Experience & Accelerate Growth

#### **Organic Revenue Growth Drivers**

Onvio / UltraTax

## **Grow our premium tax solutions & launch Onvio**

Will drive cross-sell migration & new customer acquisition

Cloud Audit
Suite /
Confirmation

#### **Drive integration & client collaboration**

- Will bring increased value to audit customers
- Further accelerate Confirmation adoption

**Dominio** 

#### Accelerate Onvio localization in Brazil

- Will drive new sales & up-sell
- Will expand capabilities through partnerships & integrations

Checkpoint Edge

Continue to add-value & differentiate with premium content driven by Al

### **Benefits of Transition to Operating Company**

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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

Targeting Revenue Growth of 6-8% by 2023 with Significant Margin Expansion



## **Corporates**

### Change Program Will Improve Customer Experience & Accelerate Growth

#### **Organic Revenue Growth Drivers**

#### **ONESOURCE**

Make ONESOURCE the preferred end-to-end solution at global accounting firms and corporations

 Evolve offering by providing best in class cloud platform; expand content & reporting capabilities

**Practical Law** 

#### Scale Practical Law

 Leverage AI & global content to drive up-sells & retention while expanding into compliance use cases

HighQ & Legal Tracker

#### Best-in-class Client spend & matter management solution to control costs

- Address contract & doc management use case
- Drive effectiveness & mitigate risks in corporate legal departments

Risk

#### Enhance APIs & CLEAR data & features

 To address Investigative, Fraud Protection and Risk Management workflows

### **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

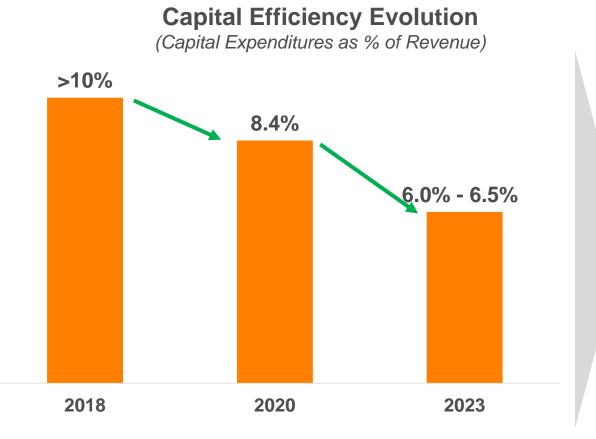
Self-replenishing pipeline of world-class internal talent

Targeting Revenue Growth of 7% - 9% by 2023 with Significant Margin Expansion



## Tech Modernization, Product Integration & Focused Capital Agenda Will Improve Capital Efficiency

### Targeting to Reduce Capex to 6% - 6.5% of Revenues in 2023



#### **Capital Efficiency Drivers**

- 1 Technology Modernization
  - Modernized & simplified technology architecture
  - Completing shift to the Cloud
  - Integration & Shared Capabilities
    - Reducing the number of product versions while increasing the adoption of cross-product capabilities
- Value-Based Provisioning Process
  - Placing fewer bets
  - Channel investment toward growth acceleration projects
  - Reducing KTLO & infrastructure project spend across the business



## 2022 - 2023 Outlook



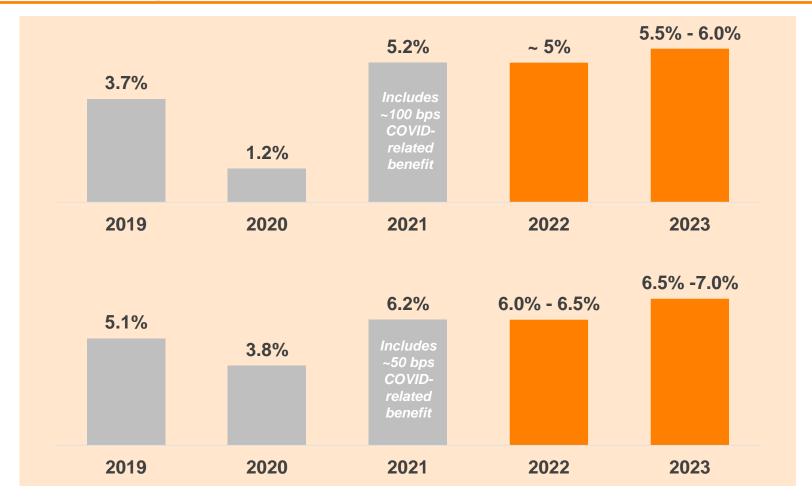
## Thomson Reuters & Big 3 Outlook 2022 - 2023 Targeting Higher Organic Revenue Growth

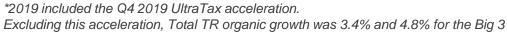
2021 Total TR and Big 3 Organic Revenue Growth above 2019 levels

Forecasting positive trend in 2022 and 2023

Total TR
Organic Revenue
Growth

Big 3
Organic Revenue
Growth
(~80% of Total Revenues)





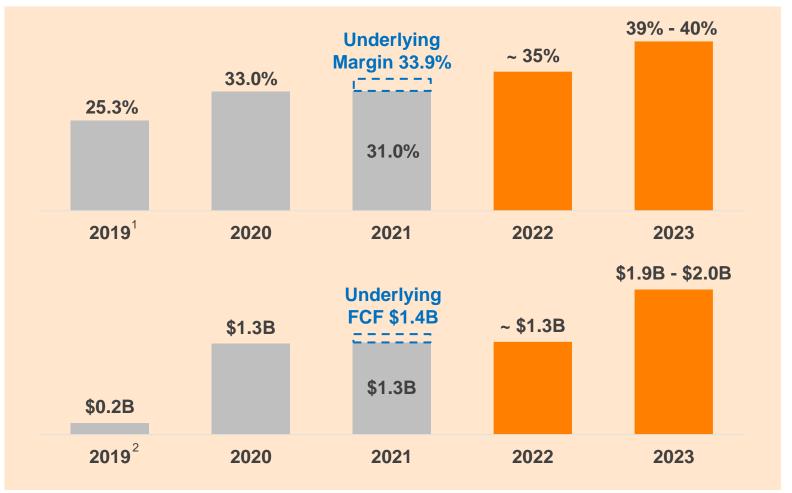


## Thomson Reuters – Outlook 2022 - 2023 Targeting Higher Adj. EBITDA Margin & Free Cash Flow

#### Strong Adj. EBITDA Margin Improvement & Free Cash Flow Growth

Total TR Adj. EBITDA Margin

> Total TR Free Cash Flow



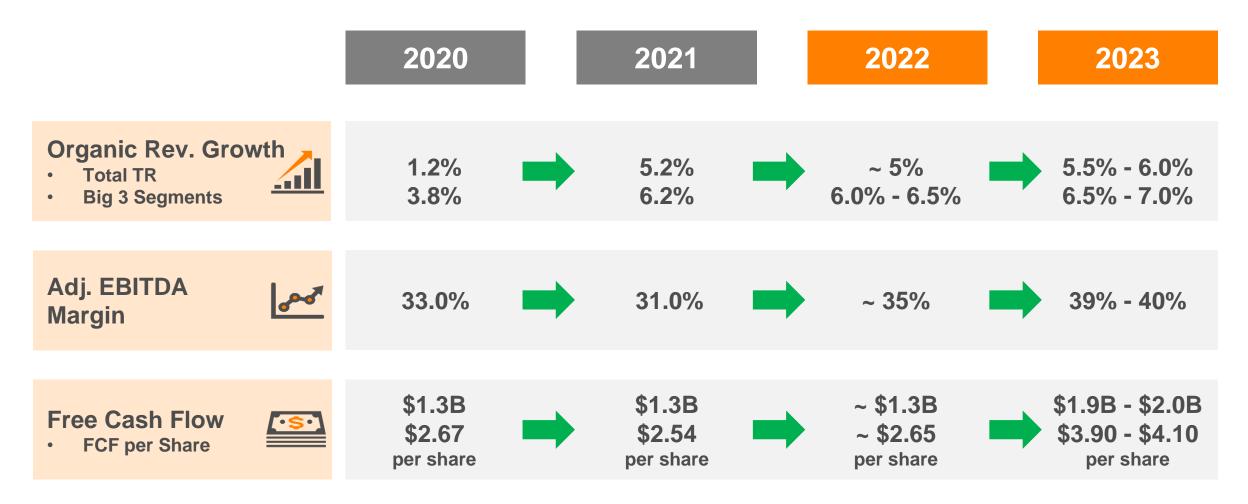
Note: 2022 - 2023 before currency

<sup>2)</sup> Excluding Separation costs, one-time Cash taxes and one-time Pension Plan contributions Total TR FCF was \$1.1B



<sup>1)</sup> Excluding Stranded and Separation costs Total TR EBITDA margin was 31.5%

## Increased 2022 - 2023 Outlook Forecasting Faster Growth, Higher Margins, Record Free Cash Flow & FCF per Share



## Increased FY 2022 – 2023 Outlook for Total Company & Big 3

Total Thomasan Douters	FY 2021	2/23/21	2/23/21	2/8/22	2/8/22
Total Thomson Reuters	Reported	FY 2022 Outlook <sup>(2)</sup>	FY 2023 Outlook <sup>(2)</sup>	FY 2022 Outlook <sup>(2)</sup>	FY 2023 Outlook <sup>(2)</sup>
Total Revenue Growth	6.1%	4.0% - 5.0%	5.0% - 6.0%	~ 5%	5.5% - 6.0%
Organic Revenue Growth (1)	5.2%	4.0% - 5.0%	5.0% - 6.0%	~ 5%	5.5% - 6.0%
Adjusted EBITDA Margin (1)	31.0%	34% - 35%	38% - 40%	~ 35%	39% - 40%
Corporate Costs	\$325 million	\$245 - \$280 million	\$110 - \$120 million	\$280 - \$330 million	Unchanged
Core Corporate Costs	\$142 million	\$120 - \$130 million	\$110 - \$120 million	Unchanged	Unchanged
Change Program OpEx	\$183 million	\$125 - \$150 million	\$0	\$160 - \$200 million	Unchanged
Free Cash Flow (1)	\$1.3 billion	\$1.2 - \$1.3 billion	\$1.8 - \$2.0 billion	~ \$1.3 billion	\$1.9 - \$2.0 billion
Accrued Capex as % of Revenue (1)	8.5%	7.5% - 8.0%	6.0% - 6.5%	Unchanged	Unchanged
Change Program Accrued Capex	\$112 million	\$75 - \$100 million	\$0	\$100 - \$140 million	Unchanged
Depreciation & Amortization of computer software	\$651 million	\$620 - \$645 million	\$580 - \$605 million	Unchanged	Unchanged
Interest Expense (P&L)	\$196 million	\$190 - \$210 million	\$190 - \$210 million	Unchanged	Unchanged
Effective Tax Rate on Adjusted Earnings <sup>(1)</sup>	13.9%	n/a	n/a	19% - 21%	n/a
D: 0 (1)	FY 2021	2/23/21	2/23/21	2/8/22	2/8/22
Big 3 <sup>(1)</sup>	Reported	FY 2022 Outlook <sup>(2)</sup>	FY 2023 Outlook <sup>(2)</sup>	FY 2022 Outlook <sup>(2)</sup>	FY 2023 Outlook <sup>(2)</sup>
Total Revenue Growth	6.9%	5.5% - 6.5%	6.0% - 7.0%	6.0% - 6.5%	6.5% - 7.0%
Organic Revenue Growth	6.2%	5.5% - 6.5%	6.0% - 7.0%	6.0% - 6.5%	6.5% - 7.0%
Adjusted EBITDA Margin	38.8%	41% - 42%	43% - 45%	~ 42%	44% - 45%

<sup>(1)</sup> Non-IFRS financial measures. All measures reported for the "Big 3" segments are non-IFRS



<sup>(2)</sup> Before currency, includes Change Program impact and excludes the impact of future acquisitions / dispositions

## REFINITIV ACQUISITION BY LSEG



### Ownership Stake in London Stock Exchange Group Provides Substantial Optionality

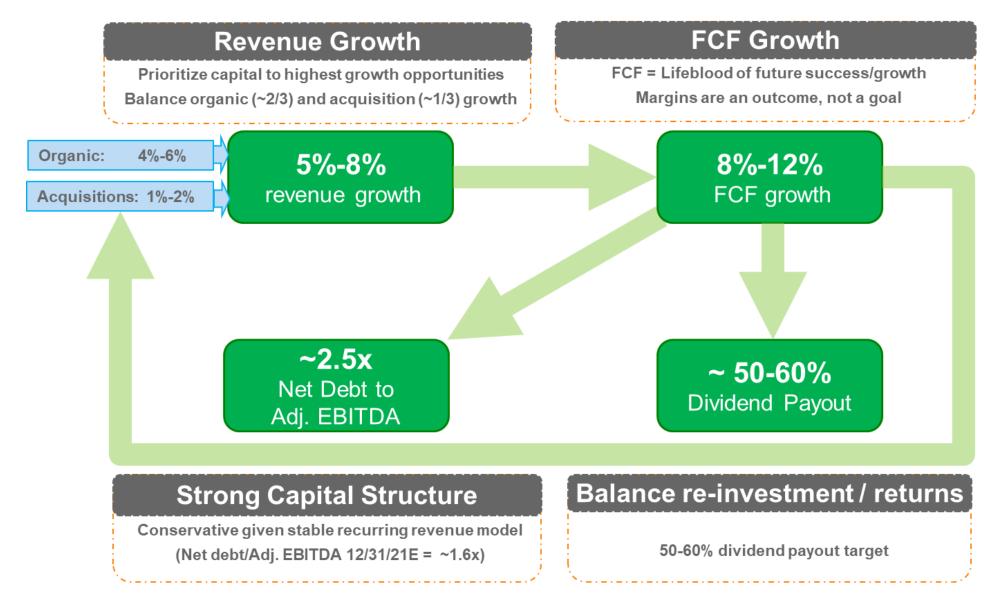
- TRI ownership interest in LSEG currently = 72.4 million shares
  - LSEG Share Value = ~\$7.0B / est. \$14 value within TRI stock price (as of Q4 2021 Earnings Presentation)
  - First tranche of LSEG shares may be sold on or after January 30, 2023
  - Estimated LSEG dividends of \$75+ million in 2022

- Provides significant financial flexibility
  - Continue to assess optimal uses of proceeds

# RETURNING TO OUR VALUE CREATION MODEL

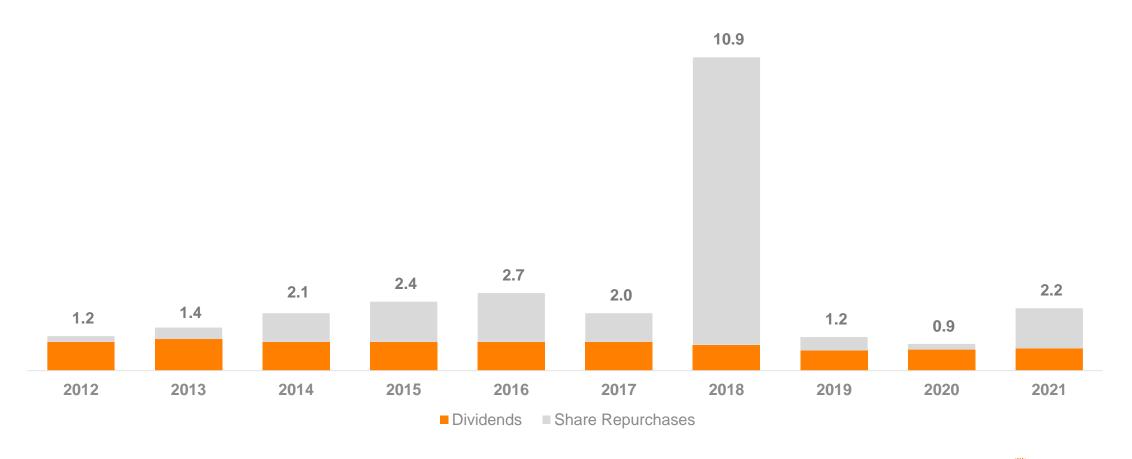


### Success = Sustainable Value Creation



## **Substantial Return of Capital 2012 – 2021**

~\$27 billion of Capital Returned to Shareholders since 2012 including \$1.4B Share Repurchases in 2021 (\$1.2B share repurchase program announced in August 2021)



## **CAPITAL STRATEGY**



### **Capital Strategy Principles**

## Thomson Reuters approaches capital management and balance sheet strength in a consistent and disciplined manner

- Capital Strategy is as critical as the business strategy
- Key element in supporting and growing our businesses
- Disciplined approach is consistent with how we drive and operate the business

Maintain a Strong / Stable Capital Structure with Ample Liquidity

**Target Solid Investment Grade Credit Rating** 

Balance Investing in Business and Returning Capital to Shareholders

**Maintain Financial Flexibility** 

Relentless Focus on FCF per Share

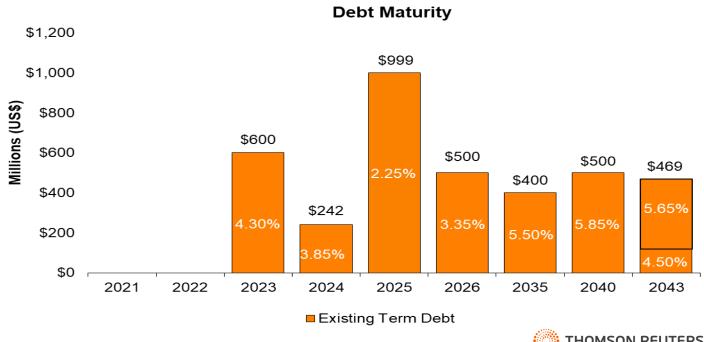


## Significant Financial Capacity - Ready to Put to Work

#### Capital structure and liquidity position remain strong:

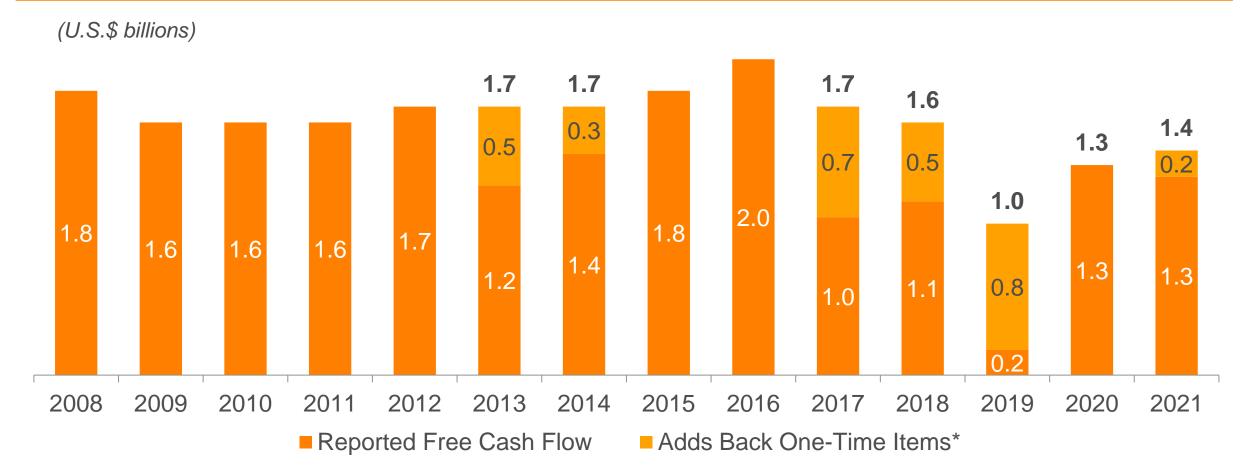
- Capital capacity of ~\$13 billion projected during 2022 2025 expected to provide significant organic and inorganic growth opportunities
  - Continuing to assess acquisition candidates
- Principal sources of liquidity:
  - LSEG Proceeds first one-third of shares can be sold on January 30, 2023
  - Cash on hand, cash from operations, \$1.8 billion syndicated credit facility and \$1.8 billion CP program
- Current Net Debt / Adjusted EBITDA Ratio of 1.6x vs. Target of 2.5x (1.5x calculated under credit facility below max. covenant of 4.5x)
- No debt maturities until November 2023

- Debt Outstanding @ 12/31/21 = \$3.7 billion
- Cash on Balance Sheet @ 12/31/21 = \$0.8 billion
- Credit Facility @ 12/31/21 = ~\$1.8 billion (undrawn)
- Avg. Interest Cost for Term Debt = 4.1%
- Avg. Term Debt Maturity Remaining = ~9 years



#### **Highly Free Cash Flow Generative**

#### Consistent free cash flow has enabled investment through cycles & steady dividend increases



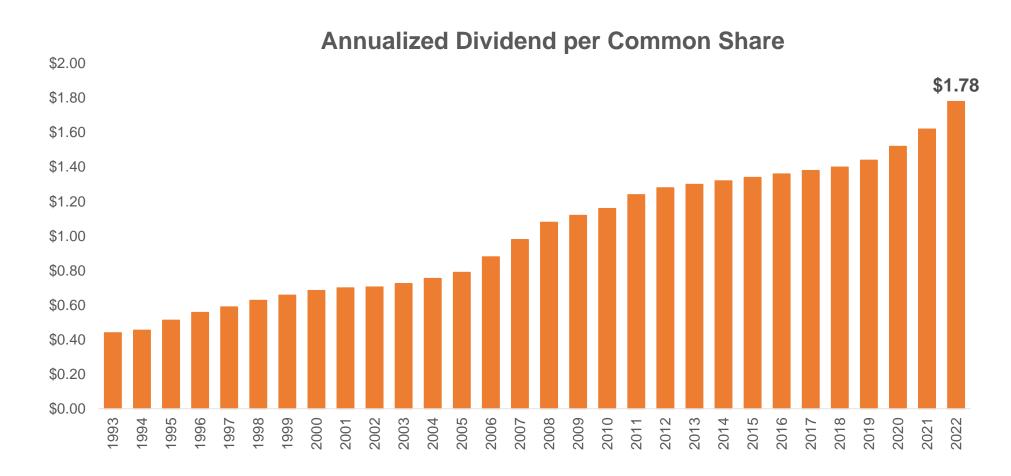
\*One-Time Items related to:

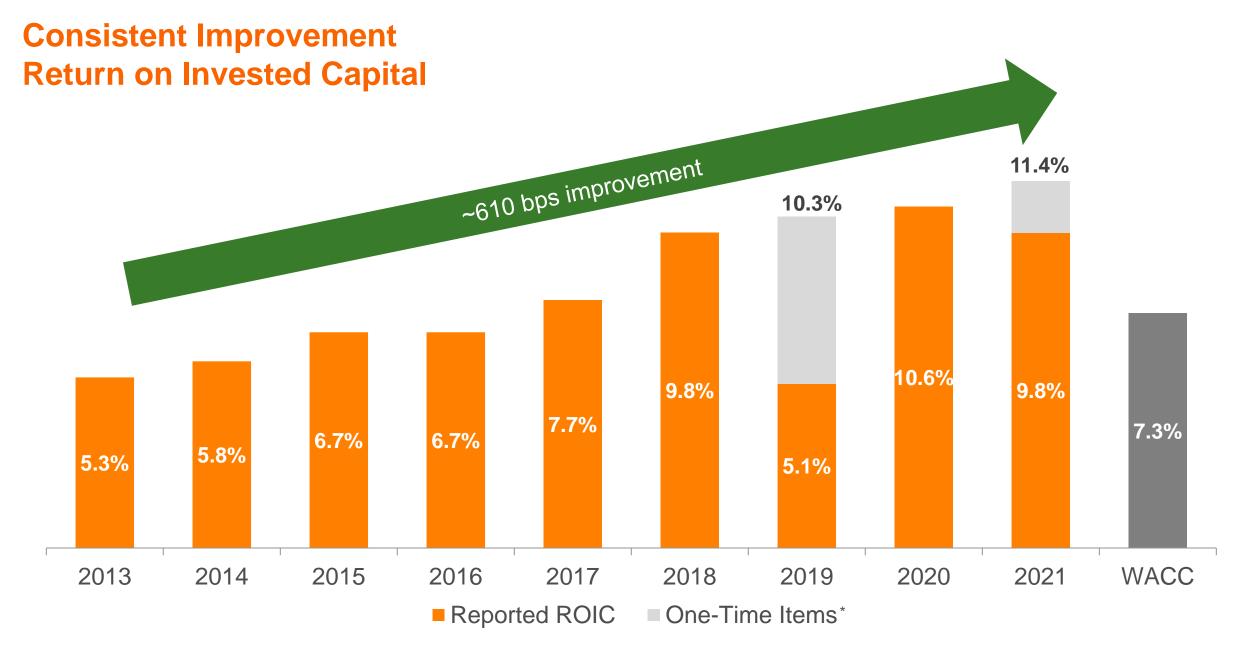
- Pension contributions and severance related payments in 2013 and 2017
- Severance related payments in 2014 and 2018
- 1x deal charges and separation costs, including taxes in 2019
- Change Program Costs in 2021



#### **Long History of Returning Cash to Shareholders**

29 Consecutive Years of Annual Dividend Increases
2022 Annualized Dividend Increase of \$0.16 (+10%) – Largest Increase Since 2008





\*One-Time Items related to:

- Impact of stranded & separation costs, 1x cash taxes paid, and discontinued operations in 2019
- Change Program Costs in 2021



# FOURTH-QUARTER 2021 FINANCIAL RESULTS



#### Fourth-Quarter & Full-Year 2021 Highlights

- 1. Strong organic revenue & sales growth continued in Q4 2021
  - Legal, Tax, Risk, Fraud & Compliance markets continue to be robust, providing a tailwind
- 2. Change Program on track run-rate savings of \$217 million (as of December 31, 2021)

3. Achieved all increased 2021 guidance targets

4. Raised 2022 & 2023 Revenue, Adjusted EBITDA Margin & Free Cash Flow guidance

- 5. Announced 10% annualized dividend increase per common share \$1.62 to \$1.78
  - 29<sup>th</sup> consecutive annual dividend increase / highest increase since 2008

## Fourth-Quarter & Full-Year 2021 "Big 3" - Legal, Corporates and Tax & Accounting Revenues

(\$ millions)		Fo	ourth (	Quarter				Full	<b>/ear</b>	
Revenues	<u>2021</u>	<u>2020</u>	<u>Total</u>	Constant Currency	Organic	<u>2021</u>	<u>2020</u>	<u>Total</u>	Constant Currency	Organic
Legal Professionals	689	653	+5%	+5%	+6%	2,712	2,535	+7%	+6%	+6%
Corporates	361	338	+7%	+7%	+7%	1,449	1,367	+6%	+5%	+5%
Tax & Accounting Professionals	309	285	+9%	+9%	+9%	906	836	+8%	+9%	+9%
Big 3 Revenues	1,359	1,276	+6%	+7%	+7%	5,067	4,738	+7%	+6%	+6%

### Fourth-Quarter & Full-Year 2021 Consolidated Revenues

**Fourth Quarter Full Year** (\$ millions) Constant Constant 2020 Total Revenues 2021 2020 Total Currency 2021 Currency Organic **Organic Legal Professionals** 689 653 +5% +5% +6% 2,712 2,535 +7% +6% +6% 361 338 +7% +7% 1.449 1.367 +6% **Corporates** +7% +5% +5% **Tax & Accounting Professionals** 309 285 +9% 906 836 +8% +9% +9% +9% +9% Big 3 Revenues 1,359 1,276 +7% 5,067 4,738 +6% +7% +7% +6% +6% +11% **Reuters News** 182 164 +12% +12% 674 628 +7% +7% +7% **Global Print** 170 177 -4% -4% -4% 609 620 -2% -3% -3% **Eliminations / Rounding (1) (1) (2) (2) Total Revenues** 1,616 +6% 6,348 5,984 1,710 +6% +6% +6% +5% +5%

#### Fourth-Quarter 2021 vs. Fourth-Quarter 2020 **Recurring Revenue Organic Revenue Growth** up 110 bps Recurring organically 9% 9% **Total TR** Big 3 7% 7% 6% **Organic Revenue Organic Revenue** 6% 6% up 390 bps up 190 bps **Total** 9% Legal Prof. **Corporates** Tax & Acct. Big 3 **Total TR** 7% 6% Prof. 6% % of Total 93% 87% 89% 91% 80% **Transactions Revenue Transactions** up 2,300 bps organically 16% **Total TR** Tax & Big 3 Legal **Corporates** 10% 6% **Professionals Accounting** 6% 4% **Professionals** Q4 2020 -1% -6% -7% Q4 2021 -11% **Total TR** Legal Prof. **Corporates** Tax & Acct. Big 3 Prof.

% of Total

7%

13%

11%

10%

9%

## Fourth-Quarter & Full-Year 2021 "Big 3" - Legal, Corporates and Tax & Accounting Adjusted EBITDA

(\$ millions) Fourth Quarter Full Year

Adjusted EBITDA	2021	2020	<u>Total</u>	Constant Currency	2021	2020	<u>Total</u>	Constant Currency
Legal Professionals  Margin	239 34.5%	245 37.5%	-3%	-2%	1,091 40.2%	1,001 39.5%	+9%	+7%
Corporates  Margin	95 26.3%	105 31.1%	-10%	-10%	502 34.6%	460 33.7%	+9%	+9%
Tax & Accounting Professionals Margin	154 49.8%	145 51.1%	+6%	+7%	373 41.1%	330 39.5%	+13%	+13%
Big 3 Adjusted EBITDA  Margin	488 35.8%	495 38.8%	-2%	-1%	1,966 38.8%	1,791 37.8%	+10%	+9%



#### Fourth-Quarter & Full-Year 2021 Consolidated Adjusted EBITDA

(\$ millions) Fourth Quarter Full Year

Adjusted EBITDA	2021	2020	<u>Total</u>	Constant Currency	2021	2020	<u>Total</u>	Constant Currency
Legal Professionals  Margin	239 34.5%	245 37.5%	-3%	-2%	1,091 40.2%	1,001 39.5%	+9%	+7%
Corporates  Margin	95 26.3%	105 31.1%	-10%	-10%	<b>502 34.6%</b>	460 33.7%	+9%	+9%
Tax & Accounting Professionals  Margin	154 49.8%	145 51.1%	+6%	+7%	373 41.1%	330 39.5%	+13%	+13%
Big 3 Adjusted EBITDA  Margin	488 35.8%	495 38.8%	-2%	-1%	1,966 38.8%	1,791 37.8%	+10%	+9%
Reuters News Margin	15 8.3%	6 3.9%	+139%	+107%	103 15.2%	73 11.7%	+40%	+51%
Global Print Margin	61 35.9%	61 34.6%	-	-1%	226 37.1%	242 39.0%	-7%	-8%
Corporate Costs	(112)	(37)			(325)	(131)		
Total Adjusted EBITDA  Margin	452 26.4%	525 32.5%	-14%	-14%	1,970 31.0%	1,975 33.0%	-	-1%



### ADJUSTED EARNINGS PER SHARE

FREE CASH FLOW

**CHANGE PROGRAM SAVINGS** 



#### **Adjusted Earnings Per Share (EPS)**

(\$ millions except per share amounts & share count)	F	ourth Quarte	er	Full Year			
	<u>2021</u>	Change	<u>%</u> Change	2021	<u>Change</u>	<u>%</u> Change	
Adjusted EBITDA	\$452	(\$73)		\$1,970	(\$5)		
Depreciation & Amortization	(\$167)	(\$4)		(\$651)	\$18		
Interest Expense	(\$50)	(\$1)		(\$196)	(\$1)		
Income Tax	(\$25)	\$19		(\$156)	\$32		
Dividend declared on preference shares	-	-		(\$2)	-		
Adjusted Earnings	\$210	(\$59)		\$965	\$44		
Adjusted EPS	\$0.43	(\$0.11)	-20%	\$1.95	\$0.10	+5%	
Foreign Currency Impact	-			\$0.01			
Diluted Weighted Average Common Shares	488.6M			494.5M			

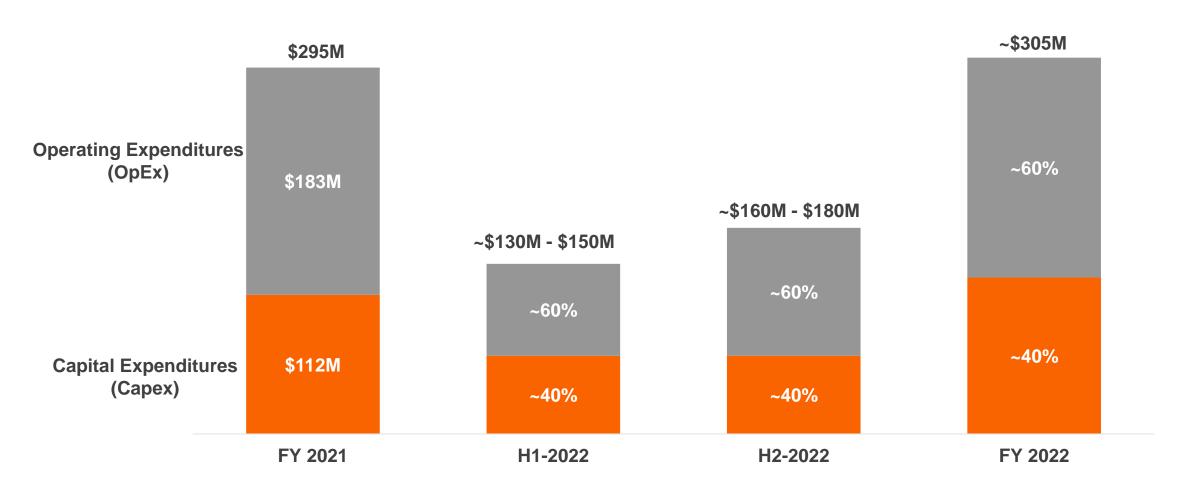
#### **Consolidated Free Cash Flow**

(\$ millions)	Fo	ourth Qua	rter		Full Year		
	2021	2020	<u>Change</u>	<u>2021</u>	<u>2020</u>	<u>Change</u>	
Comparable Free Cash Flow (Continuing Operations)	\$323	\$461	(\$138)	\$1,490	\$1,301	\$189	
Other Items (Change Program costs & Refinitiv separation costs)	(\$72)	(\$8)	(\$64)	(\$166)	\$46	(\$212)	
Free Cash Flow (Continuing Operations)	\$251	\$453	(\$202)	\$1,324	\$1,347	(\$23)	
Free Cash Flow – Discontinued Operations	\$4	(\$4)	\$8	(\$68)	(\$17)	(\$51)	
Free Cash Flow	\$255	\$449	(\$194)	\$1,256	\$1,330	(\$74)	



#### **Change Program Investments**

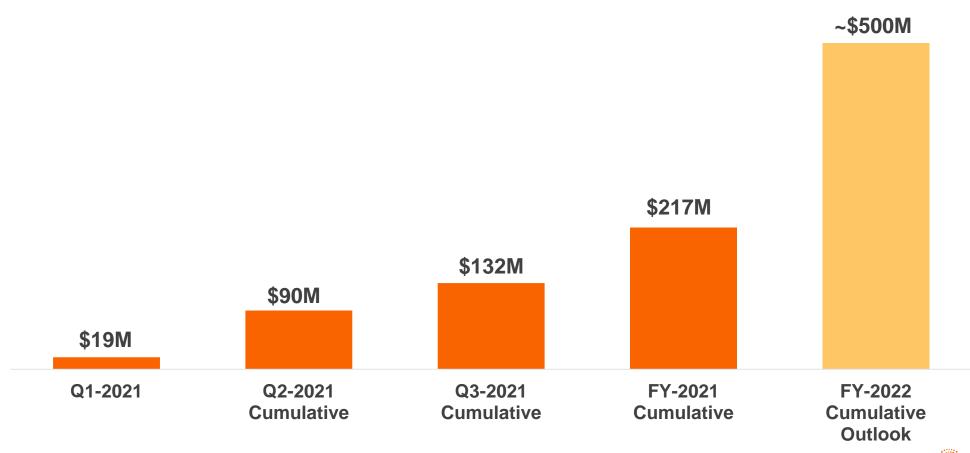
#### 2021 & 2022 Phasing





#### **Change Program FY 2022 Forecast & Cumulative Run-Rate Savings**

Achieved Run-Rate Operating Expense Savings of \$217M as of December 31, 2021 FY 2022 Run-Rate Savings Forecast to More Than Double to ~\$500M



### PRODUCTS, CUSTOMERS & COMPETITION

#### **Products, Customers & Competition**

Brand	Type of Product / Service	Target Customer	Position	Competition	Legal Professionals	Corporates	Tax & Accounting Professionals
Westlaw / Westlaw Edge	<ul> <li>Primary online legal research delivery platform</li> <li>Offers authoritative content, search, research organization &amp; team collaboration</li> <li>Finds &amp; shares specific points of law &amp; analytical commentary</li> </ul>	<ul> <li>Law firms, students, law librarians</li> <li>Government agencies</li> <li>Trademark professionals</li> <li>General Counsel</li> </ul>	#1	LexisNexis Wolters Kluwer	<b>✓</b>	<b>✓</b>	
Practical Law	<ul> <li>Practice notes, standard documents, checklists &amp; What's Market tools</li> <li>Areas include commercial, corporate, labor, employment, IP, finance &amp; litigation</li> </ul>	<ul><li>Law firms</li><li>Government agencies</li><li>General Counsel</li></ul>	#1	Bloomberg Clio Kira	<b>√</b>	<b>✓</b>	
CLEAR	<ul> <li>Public &amp; proprietary records about individuals &amp; companies</li> <li>Tools for immediately usable results</li> </ul>	<ul><li>Government</li><li>Law enforcement</li><li>Law firms</li><li>Financial institutions</li></ul>	#2	eBrevia Avvo	<b>✓</b>	<b>✓</b>	
Findlaw	<ul> <li>Online legal directory, website creation &amp; hosting services</li> <li>Law firm marketing solutions &amp; peer rating services</li> </ul>	<ul><li>Law firm professionals</li><li>Marketers</li><li>Consumers</li></ul>	#1	Luminance Rocket Lawyer	<b>✓</b>		
Elite / 3E	<ul> <li>Integrated software applications that assist with business management</li> <li>Covers financial, practice, matter, document &amp; email, accounting, billing, timekeeping &amp; records</li> </ul>	<ul> <li>Law firm &amp; professional services</li> <li>Legal, finance &amp; technology professionals</li> </ul>	#1	Aderant Tech start-ups	<b>✓</b>		

#### **Products, Customers & Competition Continued**

Brand	Type of Product / Service	Target Customer	Position	Competition	Legal Professionals	Corporates	Tax Professionals
HighQ	Cloud-based collaboration platform for the legal and regulatory market segment	<ul><li>Law firms</li><li>General counsels</li></ul>	#1	InTapp Aderant Litera Mitratech	<b>✓</b>	<b>√</b>	
Confirmation	<ul> <li>Cloud-based platform to automate the workflow of the confirmations process of an audit used to increase efficiency and reduce risk.</li> </ul>	<ul><li>Audit firms</li><li>Banks</li><li>Law firms</li></ul>	#1	N/A		<b>√</b>	<b>√</b>
Pondera Solutions	<ul> <li>A suite of data and analytics solutions to help auditors, investigators and managers detect fraud, waste and abuse in healthcare and large government subsidy programs.</li> </ul>	<ul><li>Government</li><li>Health plan / Corporate</li></ul>	#2	N/A	<b>√</b>	<b>✓</b>	
Digital Evidence Center / Case Center	<ul> <li>Cloud-based court exhibit and evidence sharing platform for sharing documents and multimedia between justice agencies and legal teams for case preparation and courtroom presentation</li> </ul>	<ul><li>Courts</li><li>Prosecutors</li><li>Public defenders</li><li>Law firms</li></ul>	#1	N/A	<b>√</b>		



#### **Products, Customers & Competition Continued**

Brand	Type of Product / Service	Target Customer	Position	Competition	Legal Professionals	Corporates	Tax Professionals
Checkpoint / Checkpoint Edge	<ul> <li>Integrated information solution</li> <li>Tax research</li> <li>Editorial insight</li> <li>Workflow productivity tools</li> <li>Online learning</li> <li>News updates</li> </ul>	<ul> <li>Accounting firms</li> <li>Corporations</li> <li>International trade professionals</li> <li>Law firms</li> <li>Governments</li> </ul>	#1	Wolters Kluwer  RELX Group  Bloomberg	<b>✓</b>	<b>✓</b>	<b>✓</b>
Legal Tracker	<ul> <li>Online spend and matter management, e-billing, legal analytics services, and document storage, search and retrieval.</li> </ul>	<ul><li> General Counsels</li><li> Legal Operations</li></ul>	#2	Avalara Mitratech	<b>✓</b>	<b>✓</b>	
ONESOURCE ONESOURCE Global Trade	<ul> <li>Global tax solution for: <ul> <li>Tax compliance</li> <li>Tax provision</li> <li>Transfer pricing</li> <li>Trade and customers supporting global supply chain</li> <li>Trust taxation</li> <li>Information reporting</li> <li>Property tax</li> </ul> </li> </ul>	<ul> <li>Corporate Tax Departments</li> <li>Global Accounting Firms</li> </ul>	#1	SAP Oracle Deloitte EY		<b>✓</b>	

#### **Products, Customers & Competition Continued**

Brand	Type of Product / Service	Target Customer	Position	Competition	Legal Professionals	Corporates	Tax Professionals
Regulatory Intelligence / Compliance Learning	<ul> <li>Information &amp; software products that provide a single source of regulatory news, analysis, rules &amp; developments</li> <li>Training programs that assist in changing behavior and supporting a culture of Integrity &amp; compliance</li> </ul>	<ul> <li>Banks</li> <li>Financial Institutions</li> <li>Insurance companies</li> </ul>	N/A	Reed Elsevier Wolters Kluwer SAI Global GRC Catalogues		<b>√</b>	
Onvio / CS Professional Suite	<ul> <li>Most comprehensive line of tax, accounting &amp; audit solutions available</li> <li>Includes UltraTax CS, the leading tax preparation &amp; compliance software relied on by tax professionals</li> <li>Our next generation cloud solution, Onvio, brings cloud benefits to our customers, improving efficiency with advanced client collaboration and centralized data</li> </ul>	Accounting firms	#2	Intuit  Drake Software  Sage  Xero  CaseWare			<b>✓</b>

