

Wolters Kluwer Growth Spotlight: Corporate Legal Services

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Group President and CEO
Wolters Kluwer
Corporate Legal Services



Wolters Kluwer

May 22, 2012

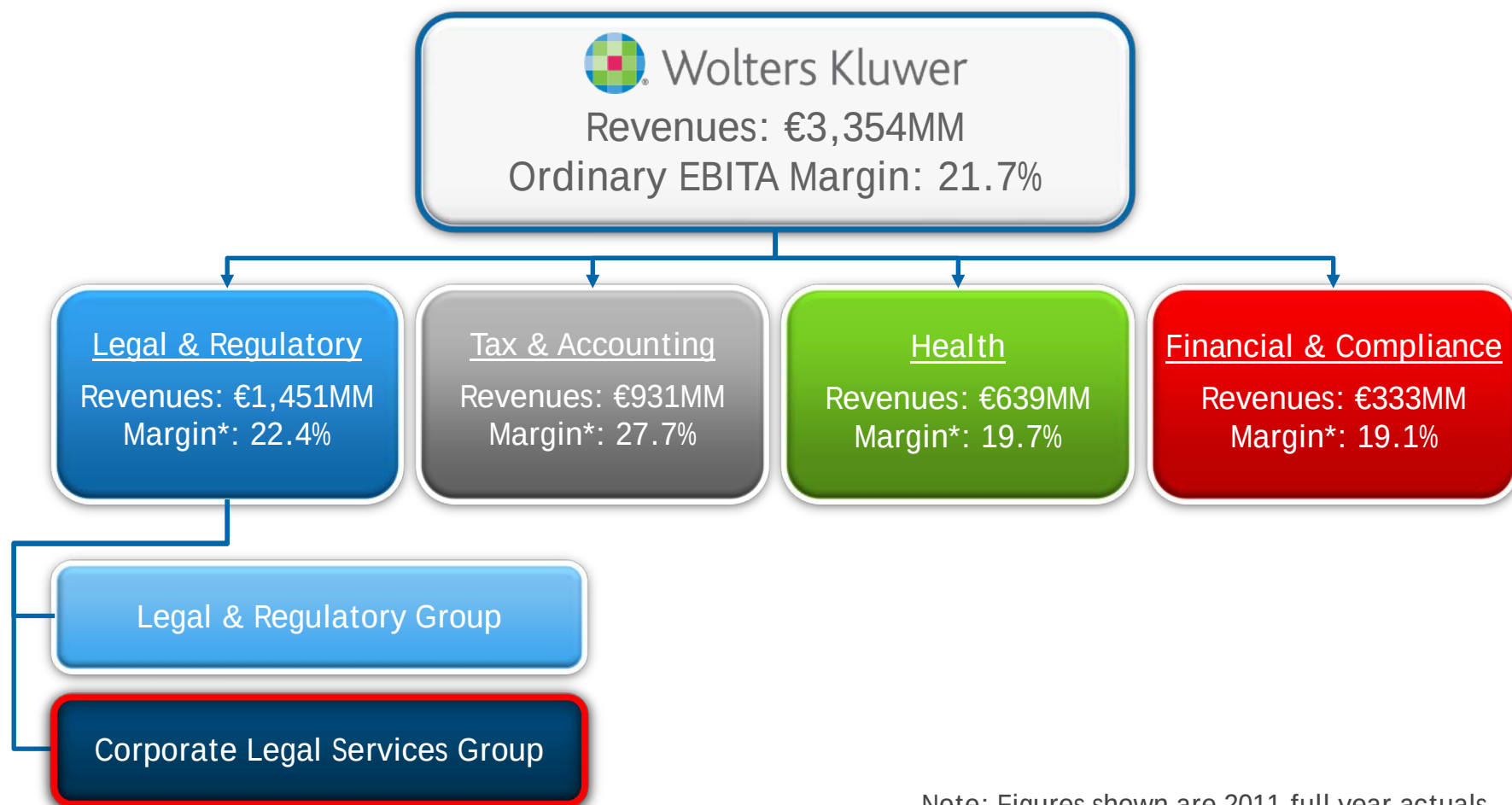
Forward-looking Statements

This presentation contains forward-looking statements. These statements may be identified by words such as "expect", "should", "could", "shall", and similar expressions. Wolters Kluwer cautions that such forward-looking statements are qualified by certain risks and uncertainties, that could cause actual results and events to differ materially from what is contemplated by the forward-looking statements. Factors which could cause actual results to differ from these forward-looking statements may include, without limitation, general economic conditions, conditions in the markets in which Wolters Kluwer is engaged, behavior of customers, suppliers and competitors, technological developments, the implementation and execution of new ICT systems or outsourcing, legal, tax, and regulatory rules affecting Wolters Kluwer's businesses, as well as risks related to mergers, acquisitions and divestments. In addition, financial risks, such as currency movements, interest rate fluctuations, liquidity and credit risks could influence future results. The foregoing list of factors should not be construed as exhaustive. Wolters Kluwer disclaims any intention or obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

Unless otherwise stated, this presentation is based on continuing operations, excluding the announced divestment of the pharma business. Comparative information is presented accordingly. Growth rates are cited at constant currencies unless otherwise noted.

Wolters Kluwer Overview

Global Operating Structure



Note: Figures shown are 2011 full year actuals.
*Reflects Ordinary EBITA margins.

Corporate Legal Services Group

Portfolio Overview



CLS Purpose

Examples: Mission Critical Partner

Regional Bank Making a \$20M Commercial Loan

Need to Know

Are there prior claims on the collateral?

Is my claim on assets secured?

Risks

Could jeopardize lender's ability to seize asset in the event of default

Assets could be pledged to another party, subordinating lender's claim



CT Lien Solutions

Solution

Search for state & county liens/judgments, civil suits and bankruptcies

File original financing statement to perfect the security

Toy Maker Planning Global Product launch

Need to Know

What are the trademark infringement risks?

Will my brand be diluted or infringed?

Risks

Owner of a similar mark may block your right to use and seek punitive damages

Brand rights may be diluted or infringed by other parties and their brands



Corsearch

Solution

Search global trademark offices and thousands of common law sources

Global trademark and domain name "watching" alert owner to potential infringement

Market Overview

Strong Market Leadership

Compliance &
Governance

Lien
Management

Brand
Management

Legal Spend
Management

Position

#1 Registered
Agent

#1 in UCC Search
& Filing

#2 Trademark
Research

#1 Legal e-Billing
Software

Brands

 CT Corporation



 BizFilings®

 CT Lien Solutions

 iLien

 Corsearch

 TyMetrix

 T360°

 LegalVIEW

Competitors

Corporation Service Company,
Regional/Online Providers

Thomson
Compumark,
Corporation
Service Company

Datacert,
Serengeti Law
(Thomson),
Mitratesh

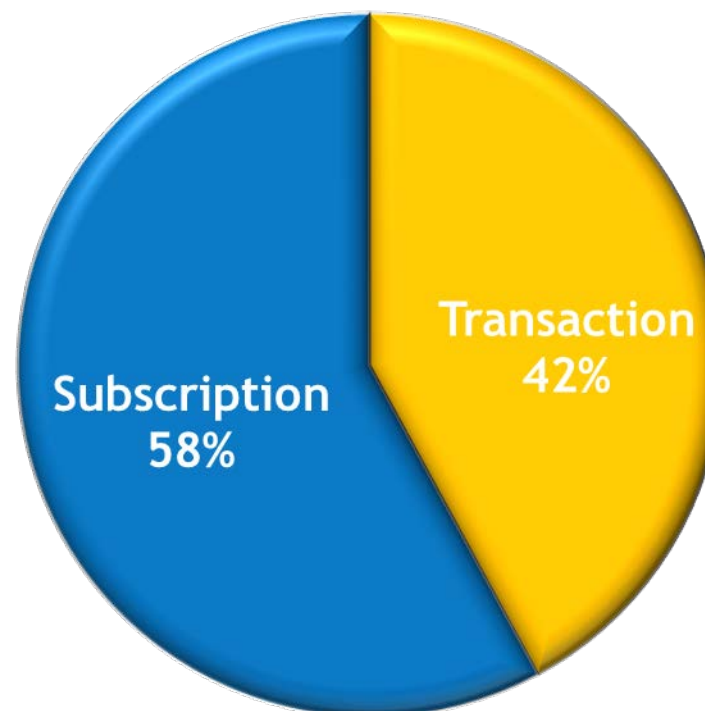
Economic Drivers and Revenue Profile

Diverse Demand Factors; Stable Revenue Base

Economic Drivers

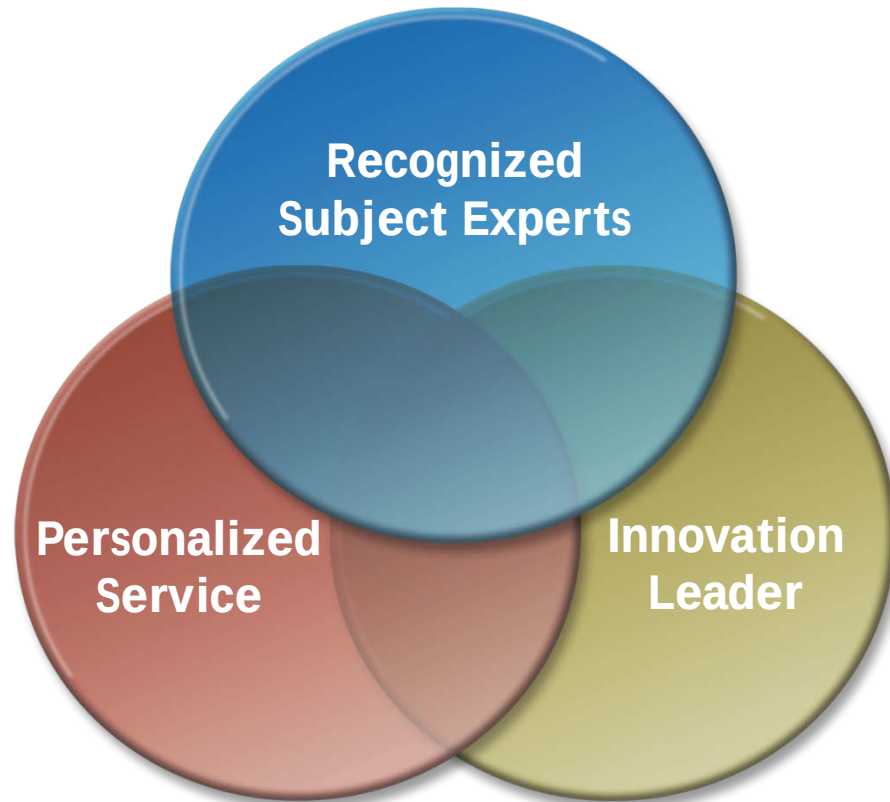
- Business Formation & Expansion
- Mergers & Acquisitions
- Commercial Lending
- Asset Leasing
- New Product Development
- Litigation
- Government Regulation

Revenue Mix



Competitive Advantage

Powerful Value Bundle



Difficult to replicate
service bundle

Deeply embedded in
“mission critical”
customer workflows

Long-standing
customer
relationships

Strong Growth Fundamentals

Favorable Macro Trends Create Growth Opportunities



Growth Strategy

Balanced Approach to Profitable Growth

1. Product Innovation

- Differentiated Service Levels
- Product Line Extensions

2. Geographic Expansion

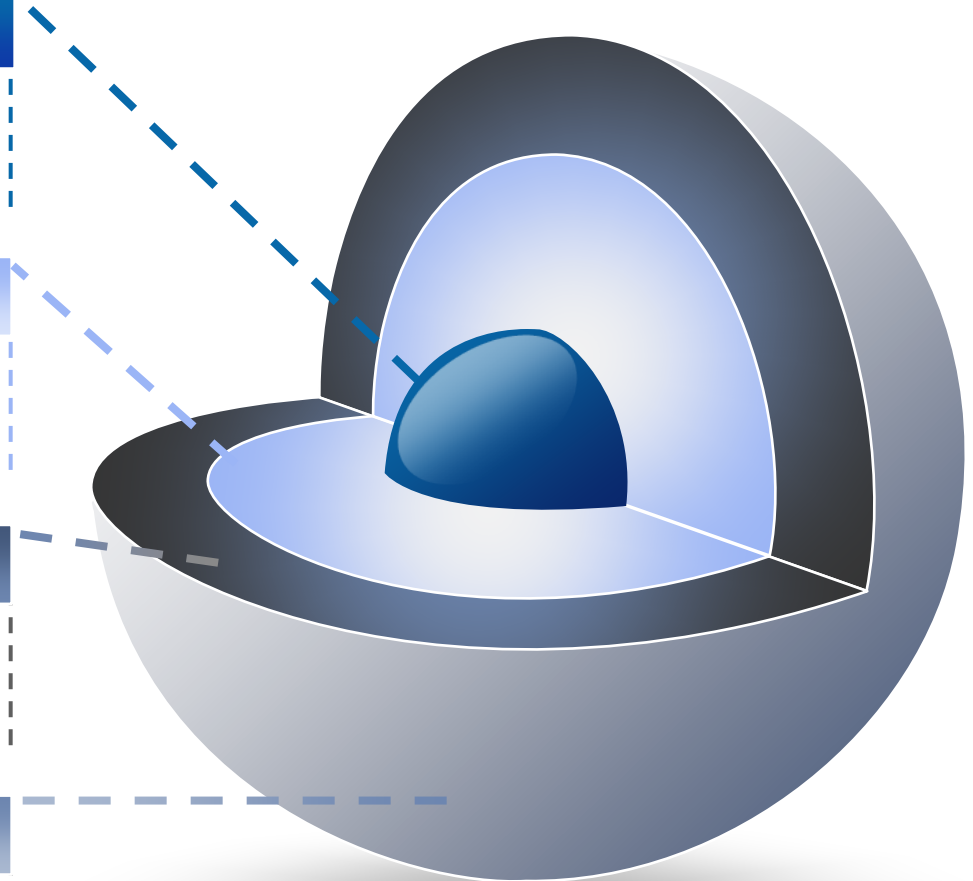
- Extending into High-Growth Markets
- Driving Global Adoption of US Offerings

3. Strategic Acquisitions

- NRAI
- Edital

4. New Business Models

- Big Data Opportunities



Product Innovation

Differentiated Service Levels

Compliance &
Governance

Business Lifecycle



State Annual Report Filing

On Demand Prep & Filing Service

Corporation



Government



Product Innovation

Differentiated Service Levels

Compliance &
Governance

Business Lifecycle



State Annual Report Filing

On Demand Prep & Filing Service

Self-Service E-Filing Application

Corporation



CTAdvantage.com

Government



Product Innovation

Differentiated Service Levels

Compliance &
Governance

Business Lifecycle



State Annual Report Filing

On Demand Prep & Filing Service

Self-Service E-Filing Application

Fully Managed Service
(100% Outsourced)

Corporation



Government



Product Innovation

Product Line Extensions

Lien
Management

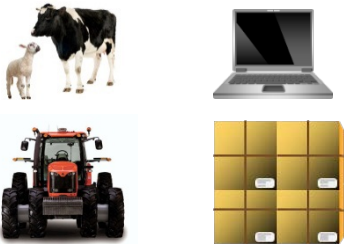
Lien Management Workflow

Perform Lien
Due Diligence

File a Lien
on the Asset

Manage Lien
for Life of Loan

UCC Records



Mortgage Records



DMV Records

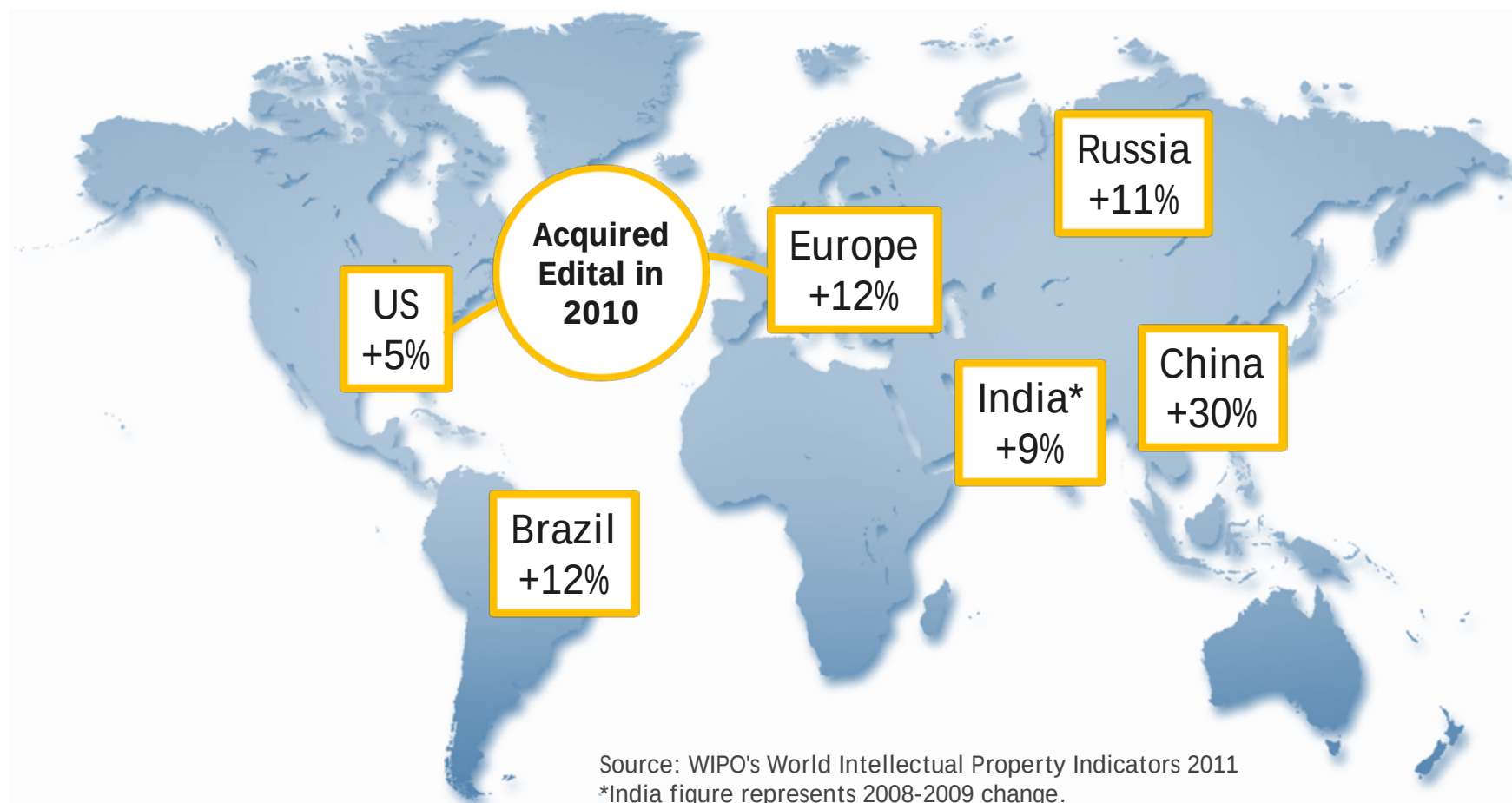


Geographic Expansion

Extending Into High-Growth Markets

Brand
Management

Global Trademark Applications, 2009-10 Growth



Geographic Expansion

Driving Global Adoption of US Offerings

Legal Spend
Management

Organic Build & Expansion

- Established UK office in 2006 to better serve emerging European legal spend management market
- First wins with European operations of US multinational customers
- Accelerating success with European-based prospects
- Now serving customers in four countries

Select European Clients

 **LouisDreyfus**
Commodities

PHILIPS
sense **and** simplicity

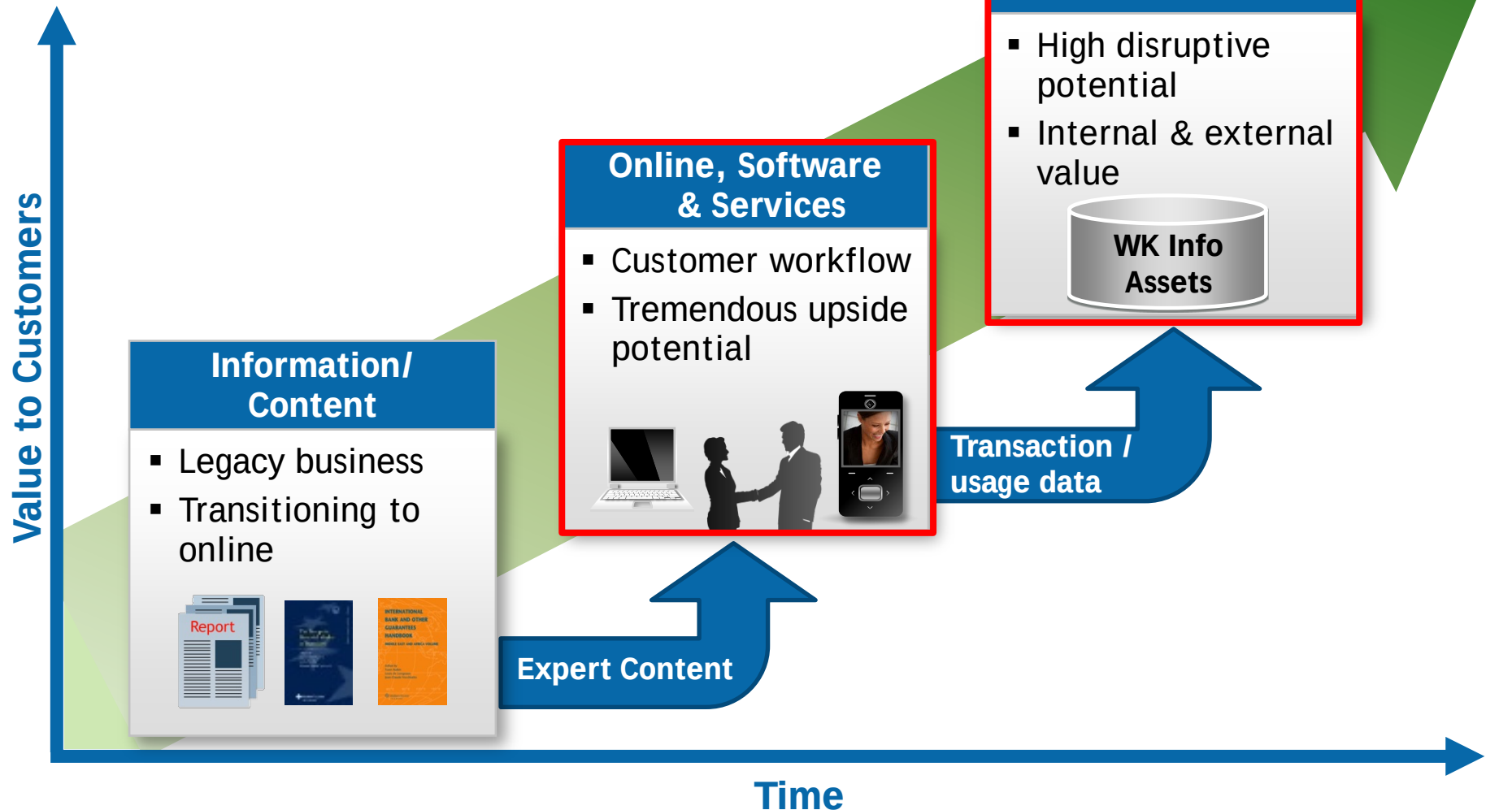
Ladbrokes PLC

 **SOCIETE
GENERALE**

 **Nationwide**

Wolters Kluwer Portfolio Transformation

Reinvention to Drive Value for Customers



CLS Big Data Opportunities

Innovation Lab R&D

Core Services

Corporate Legal Services - Core Services			
Entity Management	Annual Reports	Service of Process	Business Licenses
UCC Search & Filing	Real Property Search & Filing	Motor Vehicle Search & Filing	Debtor Monitoring
Trademark Screening	Trademark Searching	Trademark Watching	Domain Management
Electronic Billing	Matter Management	Task Assignment	Legal Analytics

Big Data Byproducts

20M+ Entity Records

10M+ Service of Process

55M+ UCC-1 Filing Records

52M+ Trademark Records

225M+ Domain Names

\$27B+ Legal Invoice Data

Market Potential

Business & Market Insights

Conducting a range of concept testing to identify the next new business opportunities

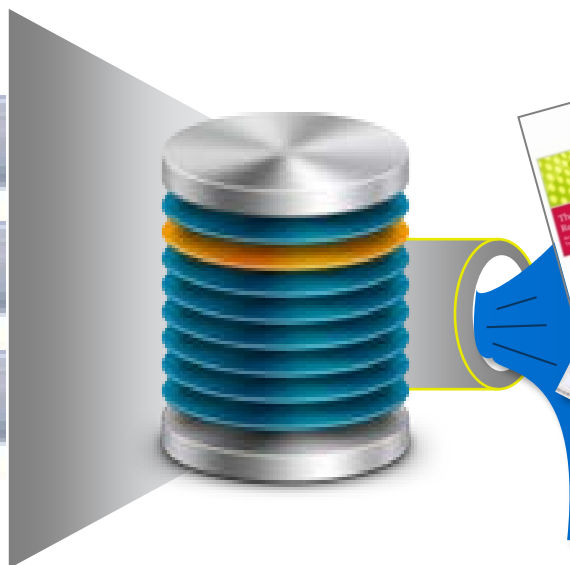
TyMetrix Legal Analytics

Concept to Market in One Year

T360° Invoice Data



TyMetrix LegalVIEW Open Database



Products & Services



“I don’t know where to begin. The data is incredible...”

– Leonard (‘Lenny’) Gail, Massey & Gail

Media Coverage

Favorable Market Response

New York Law Journal

Mid-Sized Firms Show Caution in Boosting Billing Rates

April 19, 2012

By Christine Simmons

POLITICO

TOP LAWYERS: \$873 PER HOUR

April 16, 2012

By Ben White

THE WALL STREET JOURNAL.

Biggest Lawyers Grab Fee Bounty

April 16, 2012

By Jennifer Smith



Why Law Firms Are Like Hotels: 'Rack Rates' Are Negotiable, Real Rates Vary by Client

May 26, 2010

By Debra Cassens Weiss

Corporate Legal Services Summary

Market Leader ... Well Positioned for Growth

Significant driver of growth and profitability for Wolters Kluwer

Strong brand awareness as recognized market leaders

Well positioned to capitalize on favorable legal services macro trends

Solid growth fundamentals driven by product innovation and market expansion

Leveraging assets in innovative ways to create new market opportunities

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Appendix

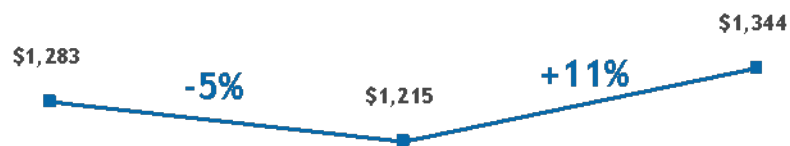
Select Economic Drivers

Historical Trends

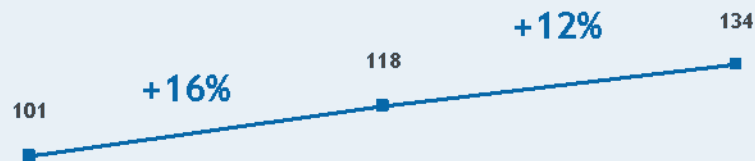
**M&A Value
(\$ Billions)**
(Thomson-Reuters)



**Commercial &
Industrial Loans (\$B)**
(Federal Reserve)



**DE New
Formations ('000s)**
(DE Secretary of State)



**USPTO TM
Filings ('000s)**
(U.S. Patent & TM Office)

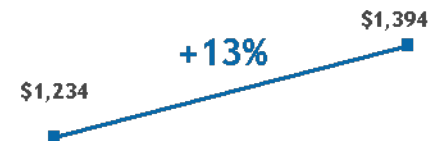


2009

2010

2011

2012 YTD* Trends



2011 YTD

2012 YTD