

Transformation and Commitment to Talent

Nancy McKinstry

CEO and Chairman of the
Executive Board of Wolters Kluwer

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Agenda

- About Wolters Kluwer
- Transformation of Information Industry and Wolters Kluwer
- Transformation Leads to Commitment to Talent
- Summary
- Q&A

Wolters Kluwer Today

Global information services and publishing company

- Leading positions in core markets: health, tax, accounting, corporate, financial services, legal, and regulatory
- Revenues of €3.7 billion with 17% operating margins (2006)
- Market Capitalization €6.15 billion
- Euronext listed (AEX index)
- Approximately 18,450 employees in more than 30 countries

The Professional's First Choice

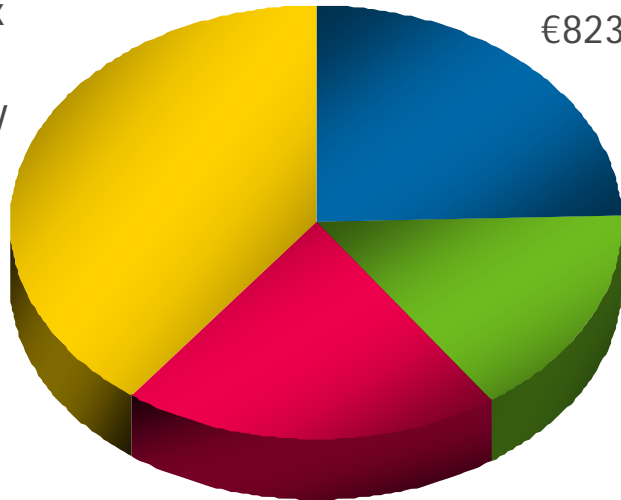
Provide the information, tools, and solutions to help professionals make their critical decisions and improve their productivity

Key Divisions and Brands

Key Brands

- IPSOA
- Kluwer
- LA LEY/ A3 Software
- Lamy
- Luchterhand/ Carl Heymanns
- Teleroute

Legal, Tax & Regulatory Europe
€1,342



Key Brands

- Adis
- Lippincott Williams & Wilkins
- Medi-Span/Facts & Comparisons
- Ovid
- Source®

Corporate & Financial Services
€534

Key Brands

- Aspen Publishers
- ATX/Kleinrock
- CCH
- Croner
- ProSystem *fx*

Tax, Accounting & Legal
€678

Key Brands

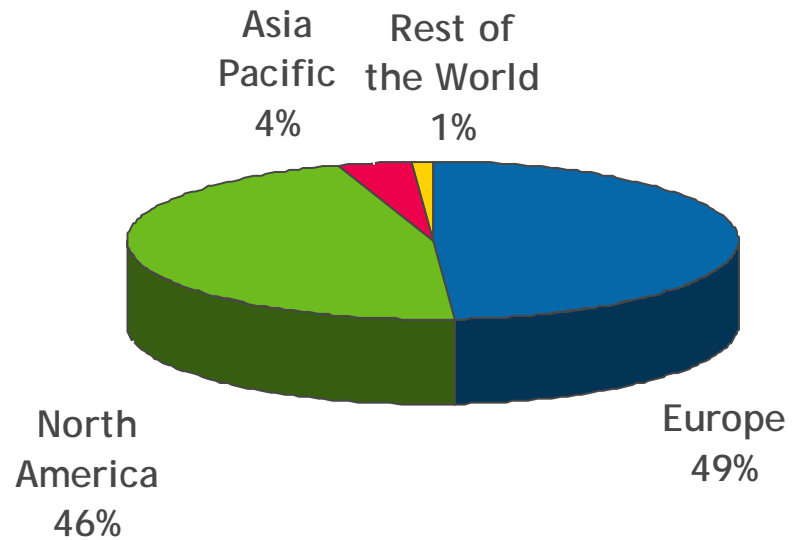
- Wolters Kluwer Financial Services
- BizFilings
- CT/CT Summation/CT TyMetrix
- PCi
- UCC Direct

Wolters Kluwer's Customers Are at the Center of Innovation

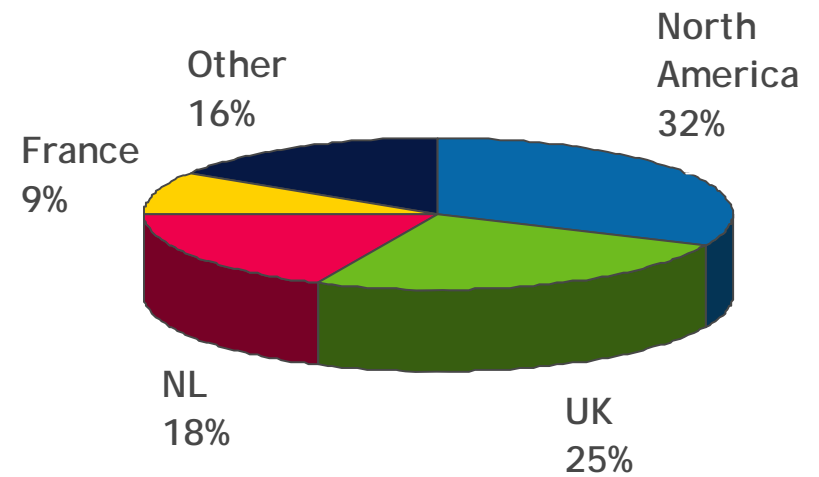
Health	Corporate & Financial Services	Tax, Accounting & Legal	Legal, Tax & Regulatory Europe
<p>Hospital administrators</p> <p>Life sciences professionals</p> <p>Managed care professionals</p> <p>Nurses and allied health professionals</p> <p>Pharmacists</p> <p>Physicians</p> <p>Professional society members</p> <p>Students & teachers in healthcare professions</p>	<p>Banks</p> <p>Brokerage companies</p> <p>Broker-dealers and investment advisors</p> <p>Corporate law departments</p> <p>Credit unions</p> <p>Indirect lenders</p> <p>Insurance firms</p> <p>Law firms</p> <p>Mortgage lenders</p> <p>Mutual fund companies</p> <p>Thrift institutions</p>	<p>Accounting firms</p> <p>Business compliance professionals</p> <p>Corporate legal counsel</p> <p>Corporate tax and auditing departments</p> <p>Law firms</p> <p>Legal educators</p>	<p>Corporations</p> <p>Government agencies</p> <p>Professionals in:</p> <ul style="list-style-type: none"> - Accounting - Banking - Finance -Fiscal -Human resources - Insurance - Legal - Regulatory - Securities - Transport

Wolters Kluwer Footprint & Global Offerings

Geographical Spread of Revenues



Shareholders by Region



Transformation of the Information Industry and of Wolters Kluwer

Changing Information Industry

- Competitive landscape shifting, with electronic alternatives more important
 - The internet opens the door to new competitors (e.g., free government information, self-publishing)
 - New players add complexity (Google, bloggers, podcasting, Wikipedia, Wikibooks)
- Content combined with technology essential to success
 - Demand for end-to-end solutions which create significant barriers to entry
 - Value-added features are critical for differentiating the offering
 - Customer relationships are key to providing essential features/functionality
- New business models
 - Print to online migration
 - Alternative business models emerging (e.g. pay-per-view, collaboration)
 - Opportunity to capture “long tail revenues”

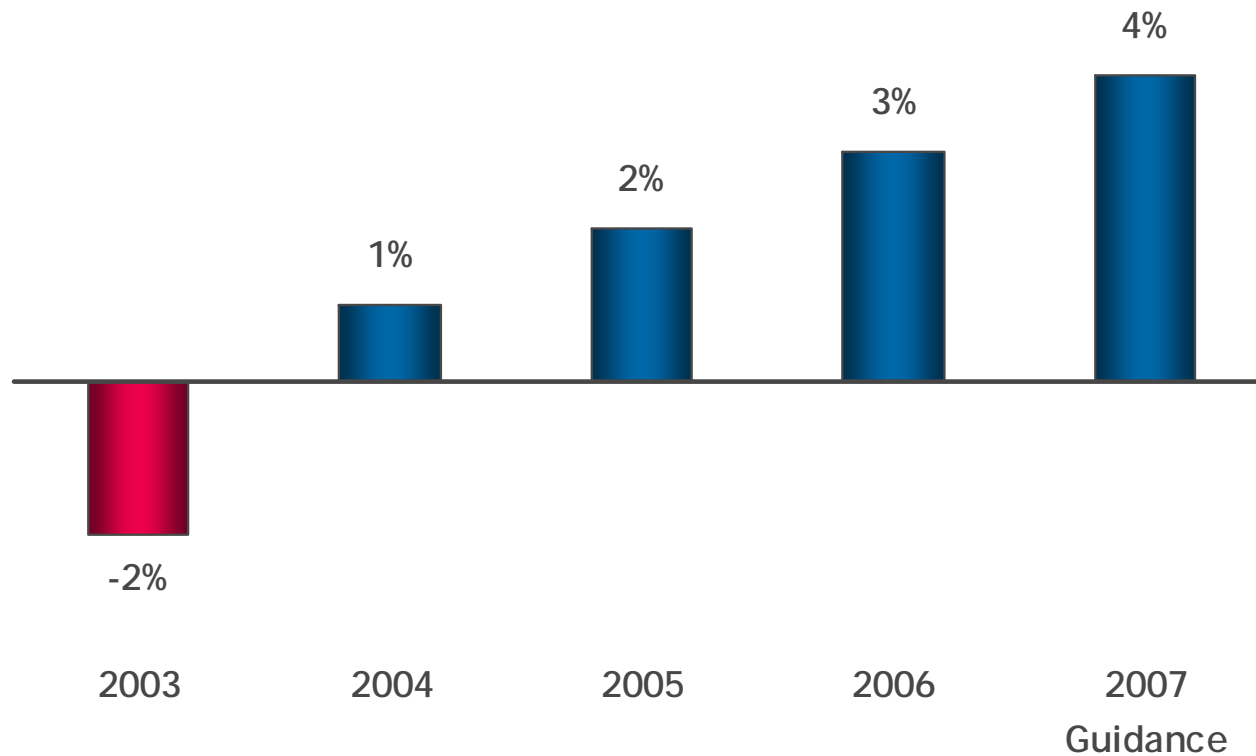
Wolters Kluwer Transformation Strategy Successfully Completed

- Restructured underperforming businesses
- Achieved operating efficiencies
- Established a strong foundation for growth
- Delivered significant shareholder value

Our portfolio of assets, operating discipline, and organization are now in place to support sustained growth

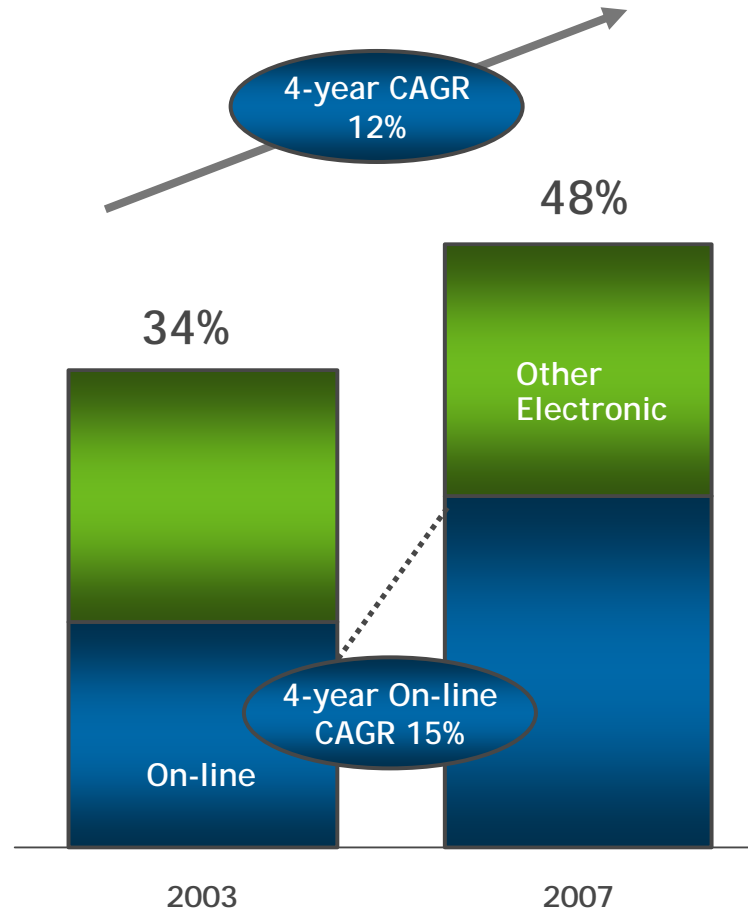
Momentum Now Behind Organic Growth

Organic Revenue Growth Rates (rounded)



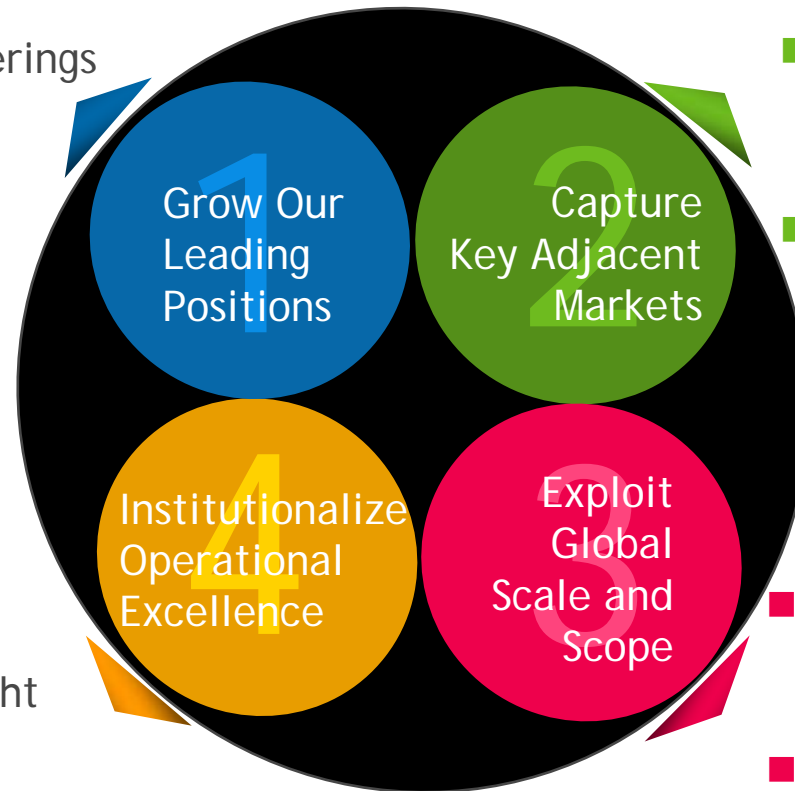
Strategy Supported by Strong Online and Software Growth

Percent of Wolters Kluwer Revenue from Online/Electronics



Our Strategy for Accelerating Profitable Growth Leverages our Transformation

- Expand product offerings
- Enhance market execution
- Invest in product development and sales & marketing



- Expand into adjacent customer and market segments
- Extend product suite of productivity tools and services
- Extend Wolters Kluwer footprint in emerging markets
- Expand existing products globally
- Use global platforms to leverage scale

- Build customer insight programs
- Instill culture of continuous improvement

Transformation Leads to Commitment to Talent

Changing Customer Needs Demand New Capabilities

- Demand for high quality information is increasing
- Professional workflow tools are now required to compete
- Content, technology and sales and marketing skills are required to address customer needs
- Professionals must have skill-set to understand customer needs and develop tools for the future



Search for Talent

Business Opportunities

- Customers demanding more innovative solutions driving growth opportunities for Wolters Kluwer
- Deep customer knowledge provides defensible market position
- Customers want Wolters Kluwer as a business partner, not just supplier

Organizational Change

- Talent shifts to address market needs and advances the company culture
- Increasing overall capabilities critical to long term success to compete in this more complex and multi-dimensional industry
- Employees with expertise across a range of disciplines and focused on customers will succeed

Wolters Kluwer's Commitment to Talent

- Strong leadership with diverse talents
- Retention of key employees through talent management program
- Grooming future leaders from within the organization
- Dedication and expertise of employees to meet our customers' needs provide platform for growth and long term success

Global Team of Leaders

To achieve the company's strategic goals, Wolters Kluwer must have talented, informed, and united leaders

Platform:

Wolters Kluwer Leadership Forum

- Objectives:
 - Build a globally competent team of leaders and establish a medium for sharing best practices
 - Create a shared perspective and language about the expectations for leadership in Wolters Kluwer
 - Enable leaders to understand and contribute to the implementation of Wolters Kluwer's strategy



Summary

Wolters Kluwer's Strategy: Accelerate Profitable Growth

Industry changes provide opportunities for profitable growth for customers and for Wolters Kluwer

Wolters Kluwer's investments in talent and leadership support growth plan

Customer understanding and strong leadership are key to success

Q & A



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