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.
Welcome

Richard Flynn
Group President and CEO
Wolters Kluwer Corporate Legal Services

Sandeep Sacheti
Vice President, Customer Insights & Operational Excellence
Wolters Kluwer Corporate Legal Services
Agenda

- Richard Flynn:
  - CLS in Context of Wolters Kluwer
  - Overview of Corporate Legal Services
  - Legal Dynamics and CLS Growth Strategy

- Sandeep Sacheti:
  - Harnessing the Power of Big Data

- Q&A
Wolters Kluwer Portfolio

Corporate Legal Services Contributes 12% of Revenue

Wolters Kluwer FY2012 Revenues €3,603 million

- Legal & Regulatory: €1,491 million (41%)
- Corporate Legal Services (CLS): €424 million
- Tax & Accounting: 27%
- Health: 21%
- Financial & Compliance Svcs: 11%
Wolters Kluwer Strategy

Our Strategy Aims to Accelerate Profitable Growth

Expand our leading high growth positions

Focus the majority of our investments on high-growth segments where we have achieved market leadership.

Deliver solutions and insights

Invest in products and services to deliver the tailored solutions and insights our professional customers need to make critical decisions and increase their productivity.

Drive efficiencies

Find more ways to drive efficiencies in areas such as sourcing, technology, real estate, organizational processes, and distribution channels.
Leading, High-Growth Positions

Corporate Legal Services: Key Growth Area

% of Division

- **Financial & Compliance**: 49%
- **Health**: 38%
- **Tax & Accounting**: 56%
- **Legal & Regulatory**: 28%

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**Finance and Audit, Risk & Compliance**

- 2012 organic growth of units indicated: +9%

**Clinical Solutions**

- Growth: >10%

**Tax & Accounting Software**

- Growth: +4%

**Corporate Legal Services**

- Growth: +6%

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1) Includes the Finance, Risk & Compliance and Audit, Risk & Compliance units within the F&CS division
Overview of Corporate Legal Services
Corporate Legal Services Group

Portfolio Overview

Corporate Legal Services Group

<table>
<thead>
<tr>
<th>Revenue (€ million)</th>
<th>2012</th>
<th>ΔCC</th>
<th>ΔOG</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>€424</td>
<td>13%</td>
<td>6%</td>
</tr>
</tbody>
</table>

Legal Compliance Management

- Helps businesses and entrepreneurs form business entities and keep them compliant with regulations

Lien Management

- Helps investors and lenders mitigate risk and secure their rights to collateral in the event of default

Brand Management

- Identifies which brands are available for use and monitors for infringement

Legal Spend Management

- Provides insights and analytics to improve the ROI on legal spending

Customers

- 70%+ of Fortune 500; 90%+ of Am Law 100; 80%+ of 100 largest U.S. banks and 200,000+ Small Businesses

ΔCC % change in constant currencies (EUR/USD 1.39); ΔOG % Organic Growth
Corporate Legal Services History

A Rich History of Leadership

1892
Corporation Trust Company of New Jersey (later CT Corporation) is organized

1970
CT begins providing a computerized law office management system to attorneys

1992
CT introduces CTAdvantage, software that streamlines transaction workflows

1999
CLS acquires several UCC businesses to form UCC Direct Services (later CT Lien Solutions)

2005
CLS bolsters position in legal e-billing and matter management by acquiring Tripoint

2011
CLS acquires NRAI to consolidate leadership position in registered agent services

1895
CT becomes first company to assist lawyers with incorporating in all states and territories

1983
CT acquires Trademark Service Corporation (later Corsearch)

1995
CT Corporation is acquired by Wolters Kluwer and later forms CLS Group

2003
CLS acquires TyMetrix and launches T360, industry’s 1st integrated e-billing and matter mgmt solution

2010
CLS acquires Edital, making Corsearch #2 global trademark provider
Market Overview

Strong Market Leadership

Market Position
- #1 Registered Agent
- #1 in UCC Search & Filing
- #2 Trademark Research
- #1 Legal e-Billing Software

Leading Brands
- CT Corporation
- CT Lien Solutions
- Corsearch
- TyMetrix
- BizFilings

Major Competitors
- Corporation Service Company (CSC)
- Datacert, Mitratech, Others
- Local, Regional Providers
- Thomson Reuters

Investor Seminar, 3 June 2013
Strong Revenue Growth

Organic Growth Momentum

CLS Revenues (€ million)

<table>
<thead>
<tr>
<th>Year</th>
<th>CLS Revenues</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008</td>
<td>312</td>
</tr>
<tr>
<td>2009</td>
<td>315</td>
</tr>
<tr>
<td>2010</td>
<td>337</td>
</tr>
<tr>
<td>2011</td>
<td>347</td>
</tr>
<tr>
<td>2012</td>
<td>424</td>
</tr>
</tbody>
</table>

8% CAGR (RC)
4% CAGR (CC)

Organic Growth

<table>
<thead>
<tr>
<th>Category</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total CLS Revenue</td>
<td>-3%</td>
<td>-4%</td>
<td>+4%</td>
<td>+6%</td>
<td>+6%</td>
</tr>
<tr>
<td>Transactional Revenue</td>
<td>-10%</td>
<td>-11%</td>
<td>+12%</td>
<td>+12%</td>
<td>+9%</td>
</tr>
</tbody>
</table>

Ordinary EBITA Margins Above Wolters Kluwer Average

RC: reporting currencies; CC: constant currencies
Revenue Drivers & Profile

**Economic Resilience; Substantial Recurring Revenues; International Expansion Opportunity**

### Demand Drivers

**Economic Activity**
- Business Formation & Expansion
- Mergers & Acquisitions
- Commercial Lending
- New Product Development
- Foreclosures

**Business Activity**
- Globalization
- Outsourcing
- Litigation

**Government Activity**
- Regulation
- Tax Incentives

### Revenue Profile

#### 2012 Revenue by Type
- **Recurring**: 57%
- **Transaction**: 43%

#### 2012 Revenue by Geography
- **North America**: 96%
- **Europe & ROW**: 4%
Competitive Advantage

Difficult-to-Replicate Value Bundle

- Subject-matter authority
- Personalized service
- Deeply embedded in “mission-critical” customer workflows
- Long-standing customer relationships
CT Corporation

*Helping Businesses Maintain Good Standing*

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**Customer Need**

- Consumer goods manufacturer (Company) would like to enter U.S. market
- Company engages a U.S. law firm to assist with the market expansion effort
- Company lacks any knowledge of U.S. law and is seeking a reliable partner to ensure ongoing compliance

**CLS Solution**

1. U.S. law firm uses CT Corporation to register the company with Secretary of State offices and designates CT as the Company’s registered agent
2. CT Corporation files required government forms and forwards service of process to ensure the company remains compliant
3. If the company is acquired, merged out or ceases to conduct business, CT Corporation assists in making sure it’s done right
CT Lien Solutions

*Mitigating Risk in Secured Lending and M&A Deals*

**Customer Need**

- U.S. bank (Lender) wants to extend a $50 million loan to a large food producer (Borrower)
- Borrower is pledging farm equipment and receivables as collateral for the loan
- Lender needs to secure its rights to borrower’s assets in the event of default

**CLS Solution**

1. Lender uses CT Lien Solutions to search state/county records to determine if there are any existing claims (liens) on the assets
2. Lender files an original financing statement (UCC-1) to secure its claim to the asset in the event of default
3. CT Lien Solutions monitors lien to ensure lender’s claim remains valid for life of loan
Corsearch
Clearing and Protecting Brands Globally

Customer Need

- Large Toy Manufacturer is planning a new product launch and wants to make sure the brand is legally available for use globally.
- Key to the future success of the company, it is also imperative that the brand not be infringed throughout its useful life.

CLS Solution

1. The company leverages Corsearch Screening to perform a quick, online search of global data sources to initially determine whether a brand is available for use.

2. Corsearch performs more comprehensive searches in targeted jurisdictions to provide greater confidence and evidence of a brand’s availability for use.

3. Corsearch watches the company’s brands after they are registered to ensure they are not being infringed upon.
Customer Need

- U.K.-based entertainment company wants to only work with law firms that are truly dedicated to their needs
- The company desires improved value-for-price and is interested in making holistic changes to accomplish this objective (not short-term discounts)

CLS Solution

1. The company implements TyMetrix T360 to capture and gain visibility into law firm invoice data and to manage matters more effectively
2. The company uses its new found insight to reduce its law firm panel by 50% and determines which firm would provide the most value by matter
3. The company leverages legal analytics benchmark data to renegotiate fees and move toward fixed fee relationships in three years
Connecting the Legal Community

*Where Legal Compliance, Business and Law Intersect*

Empower **corporations** to better leverage outside counsel support for litigation, large-scale deals, other financial transactions

Provide solutions and insights that help **legal and financial professionals** make better decisions, comply with state/local regulations and mitigate risk

Give **law firms** intelligent workflow tools, expert-based services and data-driven insights to better serve their clients

Streamline revenue collection, communicate regulatory changes and promote business formation and interstate commerce for state/local **governments**

Serve as an important connection between **small businesses** and their trusted law firm advisors in the event of non-compliance

Simplify and help manage regulatory compliance requirements for **small business owners** so that they can focus on running their businesses
Legal Dynamics and CLS Growth Strategy
Legal Services Market Dynamics

Market Disruption

Q. Which of the following legal market trends do you think are temporary and which will be permanent?

<table>
<thead>
<tr>
<th>YES - PERMANENT TREND</th>
<th>2009 Response</th>
<th>2011 Response</th>
<th>2013 Response</th>
</tr>
</thead>
<tbody>
<tr>
<td>More price competition</td>
<td>42.4%</td>
<td>89.6%</td>
<td>95.6%</td>
</tr>
<tr>
<td>More non-hourly billing</td>
<td>27.9%</td>
<td>74.9%</td>
<td>79.5%</td>
</tr>
<tr>
<td>More contract attorneys</td>
<td>28.3%</td>
<td>59.6%</td>
<td>74.6%</td>
</tr>
<tr>
<td>Fewer equity partners</td>
<td>22.8%</td>
<td>68.4%</td>
<td>72.1%</td>
</tr>
<tr>
<td>Smaller first-year classes</td>
<td>11.4%</td>
<td>39.6%</td>
<td>62.2%</td>
</tr>
<tr>
<td>Lower PPP/Slowdown in PPP</td>
<td>13.2%</td>
<td>15.6%</td>
<td>55.6%</td>
</tr>
<tr>
<td>Outsourcing legal work</td>
<td>11.5%</td>
<td>41.1%</td>
<td>46.4%</td>
</tr>
</tbody>
</table>

Sources: Law Firms in Transition 2013, Altman Weil; Law Firms in Transition 2011, Altman Weil Survey

PPP = Profits per Partner
Legal Services Market Dynamics
Unprecedented Opportunities for Service Providers

Global Corporate Legal Services Market

- High-Level Legal Work
- Mid-Level Legal Work
- Low-Level Legal Work
Legal Services Market Dynamics

Unprecedented Opportunities for Service Providers

Global Corporate Legal Services Market

- Law Firms
- Service Providers

High-Level Legal Work

Mid-Level Legal Work

Low-Level Legal Work

Regulatory Changes
Technology Evolution
Cost Pressures
Globalization/Outsourcing
**CLS Growth Strategy**

*Grow Leadership Positions & Enter New Markets*

- **Protect and Grow the Core**
  - Grow Share of Wallet
  - Drive Operational Efficiencies

- **Expand Into High-Growth Markets**
  - Extend into Product Adjacencies
  - Expand Internationally (EMEA)

- **Innovate Using Big Data**
  - Develop Segment-Specific Strategies
  - Create New Business Models
Drive Operational Efficiencies

Mission Critical: Service of Process

- Service of Process (SOP): delivery of a writ, summons, or other legal papers to the person required to respond to them

- CT Corporation receives and reviews 15,000 service of process every day

- We determine the legal response required and route to responsible individuals

1 Source: http://legal-dictionary.thefreedictionary.com/Service+of+Process
Drive Operational Efficiencies

Core Process Redesign

We recently transformed our service of process handling process to enhance the customer experience and create incremental investment capacity to fund growth.

Yesterday

50 locations

Opportunity

- Stellar quality but speed and cost could be improved
- Comprehensive coverage but did not scale well

Going Forward

4 specialized locations

Operational Excellence

Benefits

- Improved delivery time and scalability with central processing
- Created incremental investment capacity to fund growth
Drive Operational Efficiencies

Core process redesign also identified significant opportunity to increase volumes, delight customers and preserve our premium value.

**Strong Customer Response**

**Efficiency / Productivity**
- Saves customers time and money

“"I would love it if CT could take over our garnishment P.O. Box. It would free up staff time and stop a lot of overtime.”
- **Payroll Lead, Major Retailer**

**Risk Mitigation**
- Timely routing based on risk profile and client workflow

“I prefer that SOP is served on CT because CT takes care of getting it to right person.”
- **AGC, Top 5 Bank**

**Quality / Consistency**
- All legal documents can be managed effectively

“I like CTAdvantage for managing SOP - its very easy to use.”
- **Attorney, Financial Institution**

**2-3X Additional document volume**
- Can be addressed with existing infrastructure/ops
- Allows us to align price with the value delivered
Extend into Product Adjacencies
Leveraging a Proven Model in Adjacent Product Categories

Lien Management Workflow

1. Perform Lien Due Diligence
2. File a Lien on the Asset
3. Manage Lien for Life of Loan

UCC Records
C&I Loans Outstanding at US Commercial Banks = $1.5+ trillion

Mortgage Records
Total US Mortgage Debt Outstanding = $13+ trillion

Vehicle Records
Annual US Commercial Vehicle Registrations = ~1.2 million units

### Example: Legal Process Outsourcing

**Outsourcing Legal Services - Mortgage Assignments**

<table>
<thead>
<tr>
<th>Customer Need</th>
<th>CLS Solution</th>
<th>Mutual Benefit</th>
</tr>
</thead>
<tbody>
<tr>
<td>▪ Large global lenders want a more efficient and cost effective way to file mortgage assignments prior to foreclosing on a property</td>
<td>▪ Enable lenders to utilize iLienRED to prepare, submit and manage their mortgage assignments</td>
<td>▪ Dramatically reduced cost for banks to file assignments</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Multimillion-dollar engagement for CT Lien Solutions</td>
</tr>
</tbody>
</table>

Market pressures on lenders are driving them to service providers to seek more efficient alternatives for legal support services.
Expand Internationally

*Edital Acquisition - Lynchpin to European Growth*

Before 2010, Corsearch and Edital were regional players competing against one global service provider.

- **Corsearch**
  - #2 US trademark research provider
  - 15 trademark databases
  - Strong US market expertise and Corsearch Advantage platform

- **Edital**
  - #2 European trademark research provider
  - 33 trademark databases
  - Strong European market expertise and search automation tools
Expand Internationally

*Edital Acquisition - Lynchpin to European Growth*

Today Corsearch is recognized as a premier global trademark service provider, driving strong growth in Europe

- #2 Global Trademark Services provider, growing faster than the market
- Significantly bolstered screening and watch services (90+ databases)
- Double-digit organic growth in Europe
- Integrated, best-of-breed, global customer experience

Corsearch Europe 2012 Organic Growth = 23%

ΔCC % change in constant currencies (EUR/USD 1.39)
Harnessing the Power of Big Data
We house detailed information on the 20+ million businesses in the US that drive $15 trillion into the economy.

- **Legal Compliance Management**
- **Lien Management**
- **Brand Management**
- **Legal Spend Management**

**Corporate Legal Services Group**

*Harnessing the Power of Legal Big Data*

- 51 Jurisdictions
- 3,200 Counties
- 3,200 Entity Types
- 2,000 Status Types
- 1,700 Compliance Activity Types
- 238 Million Business Records

Source: CLS
Corporate Legal Services Group

Harnessing the Power of Legal Big Data

We have unique insights into US litigation trends and the legal challenges faced by the many of largest and most complex corporations in the world

238 Million Business Records

2.5 Terabytes Service of Process

Source: CLS

Investor Seminar, 3 June 2013
Corporate Legal Services Group

Harnessing the Power of Legal Big Data

We have comprehensive data on secured lending transactions, providing insights into segment-specific lending trends and portfolio risk.

238 Million Business Records
2.5 Terabytes Legal Documents
55 Million Lien Filings

Source: CLS

Investor Seminar, 3 June 2013
Corporate Legal Services Group

Harnessing the Power of Legal Big Data

We have visibility into new product development cycles, global brand trends and the challenges multinationals face in protecting trillions in brand equity.

Global Brand Portfolio Watching

238 Million Business Records
2.5 Terabytes Legal Documents
55 Million Lien Filings
60 Million Global Trademarks

Source: CLS
Corporate Legal Services Group

Harnessing the Power of Legal Big Data

We have the most comprehensive data on legal spending globally and uniquely understand the wave of market efficiency engulfing the legal services market.

Invoices From:
- T360Customer
- Non-Customer

$43.5B Legal Invoices

285K+ Lawyers & Paralegals

120M+ Tasks & Activities

425+ M Billed Hours

238 Million Business Records

2.5 Terabytes Legal Documents

55 Million Lien Filings

60 Million Global Trademarks

$43.5 Billion Legal Invoices

Source: CLS
We have amassed rich, powerful data assets and combined them with codified subject-matter expertise to create the most comprehensive, proprietary information set on the markets we serve.
TyMetrix Legal Analytics
Leveraging Data to Create Value for Customers

T360° Invoice Data
- 285K+ Lawyers & Paralegals
- $43.5B+ Legal Invoices
- 120M+ Tasks & Activities
- 425M+ Billed Hours

TyMetrix LegalVIEW Open Database

Products & Services

“I don’t know where to begin. The data is incredible…”
- Leonard (‘Lenny’) Gail, Massey & Gail

Source: CLS
**TyMetrix Legal Analytics**

*Illustrative Example*

<table>
<thead>
<tr>
<th>Case Summary</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Case Type:</strong></td>
</tr>
<tr>
<td><strong>Category:</strong></td>
</tr>
<tr>
<td><strong>Claim Type:</strong></td>
</tr>
<tr>
<td><strong>Industry:</strong></td>
</tr>
<tr>
<td><strong>Jurisdiction:</strong></td>
</tr>
<tr>
<td><strong>Allegation:</strong></td>
</tr>
</tbody>
</table>

**Litigation Severity Index**  72

<table>
<thead>
<tr>
<th>Range of Total Case Cost of Similar Cases (125 cases)</th>
<th>Low</th>
<th>Average</th>
<th>High</th>
</tr>
</thead>
<tbody>
<tr>
<td>$135K</td>
<td>$275K</td>
<td>$525K</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Range of Settlements (250 cases)</th>
<th>$125K</th>
<th>$250K</th>
<th>$450K</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Range of Legal Fees (125 cases)</th>
<th>$10K</th>
<th>$25k</th>
<th>$75k</th>
</tr>
</thead>
</table>

**Average Cost Profile**

<table>
<thead>
<tr>
<th></th>
<th>Legal Fees</th>
<th>% of Fees</th>
<th>Hours Billed</th>
<th>% of Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>Partner</td>
<td>$9K</td>
<td>36%</td>
<td>15</td>
<td>19%</td>
</tr>
<tr>
<td>Associate</td>
<td>$11K</td>
<td>44%</td>
<td>28</td>
<td>35%</td>
</tr>
<tr>
<td>Paralegal</td>
<td>$5K</td>
<td>20%</td>
<td>36</td>
<td>46%</td>
</tr>
<tr>
<td>Total</td>
<td>$25K</td>
<td></td>
<td>79</td>
<td></td>
</tr>
</tbody>
</table>
TyMetrix Legal Analytics

Media Coverage

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
Corporate Legal Services Group

Harnessing the Power of Legal Big Data

Legal Compliance Management
- End-to-End Compliance

Lien Management
- Claims-on-Assets Risk Mitigation

Brand Management
- Global Brand Protection

Legal Spend Management
- Maximizing ROI on Legal Spending

Legal Big Data is enabling CLS to move up the value chain from great service provider to indispensable partner

- 238 Million Business Records
- 2.5 Terabytes Legal Documents
- 55 Million Lien Filings
- 60 Million Global Trademarks
- $43.5 Billion Legal Invoices
Corporate Legal Services Summary

*Market Leader ... Well Positioned for Growth*

- Key growth area for Wolters Kluwer
- Strong brand awareness as recognized market leaders
- Well positioned to capitalize on favorable trends in legal services
- Solid growth fundamentals accelerated by product and market expansion
- Selectively targeting high-growth assets to augment organic growth
Wolters Kluwer Corporate Legal Services

Investor Seminar
June 3, 2013 | London