# Fourth-Quarter and Full-Year 2006 Results

February 8, 2007



#### **Agenda**

Welcome/Introduction

2006 Review2007 Priorities

- Financial Review
  - Financial Results
  - Financial Metrics
  - Business Visibility
- Questions & Answers

Frank Golden

Richard Harrington

Robert Daleo



#### **Special Note**

#### Safe Harbor/Forward-Looking Statements

- Before we proceed with our presentation, we would like to point out that the following discussion will contain forward-looking statements, including statements about the outlook and prospects for Thomson.
- 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's current expectations.
- Our actual results in future periods may differ materially from those currently expected because of a number of risks and uncertainties. The risks and uncertainties that we believe are material are outlined in the "Risk Factors" section of our annual information form (AIF), which was filed with the Canadian securities regulatory authorities and is also part of our Form 40-F for the year ended December 31, 2005 filed with the SEC. A copy of our AIF and Form 40-F are available at <a href="www.thomson.com">www.thomson.com</a>. Please consult either of these documents for a more complete understanding of these risks and uncertainties. We disclaim any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

#### Non-GAAP Financial Measures

This presentation contains disclosures of certain non-GAAP financial measures, such as adjusted earnings and free cash flow. Please see the "Investor Relations" section of our website, <a href="https://www.thomson.com">www.thomson.com</a>, for a reconciliation of each of these measures to the most directly comparable GAAP financial measure. You can also find some GAAP reconciliations in the tables attached to our earnings release dated February 8, 2007, which is also available on the Thomson website.



### 2006 Review / 2007 Priorities

Richard J. Harrington

President & Chief Executive Officer



#### **Positioned for Success**

- Strong organic growth driven by next-generation solutions
  - Post-Learning, vast majority of offerings are electronic
  - High utilization and renewal rates
  - Solutions like Thomson ONE, Westlaw Litigator and Checkpoint have become growth engines
- Leading market positions
- THOMSONplus on target and on schedule
- Financial position has never been stronger



#### **Review of 2006 Priorities**

- Operational Focus
  - Accelerate organic growth
  - Continue margin expansion
  - Grow free cash flow
  - Increase return on invested capital
- Optimize portfolio to improve growth & returns
- Optimize infrastructure to support growth and improve margins

Presented February 9, 2006



# 2006 Report Card

Priority	Progress
Operational Accelerate organic growth Continue margin expansion Grow free cash flow Increase ROIC	<ul> <li>✓ Up 6%</li> <li>✓ Up 80 bp (excl. THOMSON<i>plus</i>)</li> <li>✓ Up 21%</li> <li>✓ 8.2% vs. 7.8% in 2005</li> <li>8.9% excl. Learning</li> </ul>
Optimize Portfolio	<ul> <li>✓ Announced Plan to sell Learning</li> <li>✓ 5 Businesses/ventures sold         (\$169 million net)</li> <li>✓ 4 Sales pending</li> </ul>
Optimize Infrastructure	<ul> <li>✓ Launched THOMSON plus</li> <li>✓ \$25 million RR savings end '06</li> <li>✓ \$150 million Est. RR savings end '08</li> </ul>

## **Thomson Post-Learning**

	<u>Thomson</u> with Learning <sup>(1)</sup>	<u>Learning</u>	<u>Thomson</u>
Organic Growth	5%	4% Faster Growin	
Adj. EBITDA Margin	28.0%	24.5% More	29.2%
Op. Profit Margin	17.4%	12.9% Profita	18.9%
% Electronic	69%	36% Strong Platfor	\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \
% Recurring	68%	24% Growt	h 82%
Pre-tax FCF Margin	19.4%	13.3% Strong FCF	21.5%
ROIC (Pre-tax)	9.8%	6.6% Highe	

<sup>(1)</sup>Thomson excludes previously announced discontinued operations



# 2007 & Beyond: The Opportunities

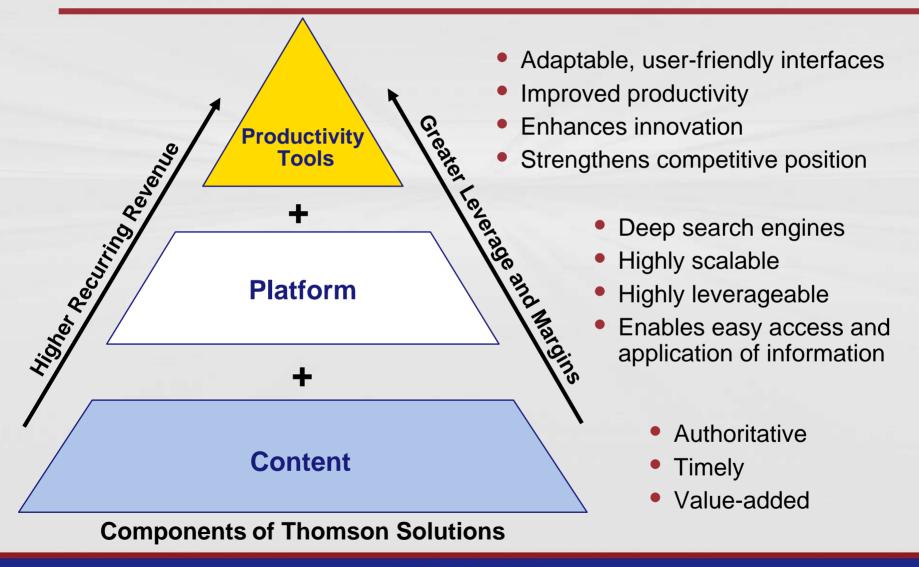
#### **Immediate Priorities**

 Successfully complete the sale of Learning & invest proceeds using criteria that will result in the greatest value creation for shareholders

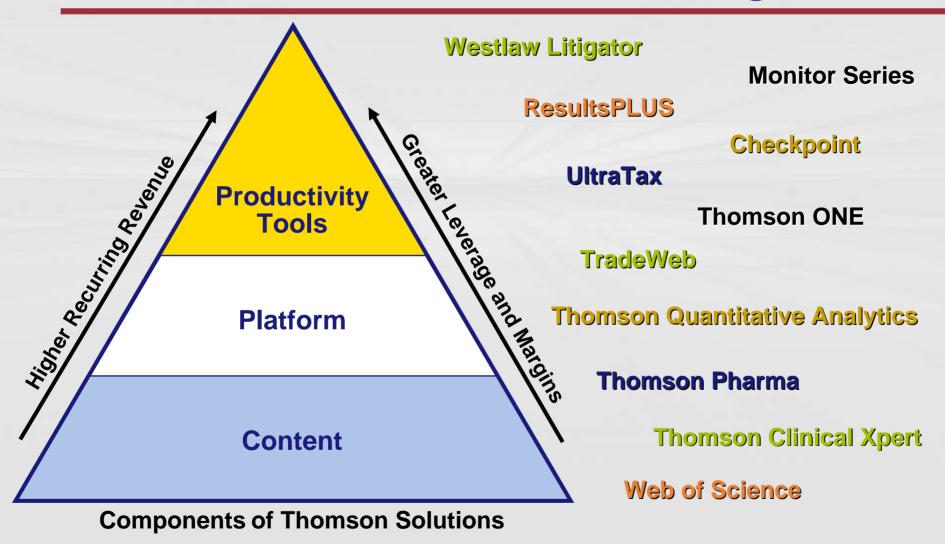
 Accelerate organic revenue growth building on momentum in workflow solutions

Drive operational efficiency & effectiveness

# **Building for Tomorrow On A Solid Foundation**



#### Our Business Model is Succeeding



#### Taking Thomson to the Next Level

- Leading the way in developing workflow solutions for business & professional customers
- Strengthening our leading positions in each business segment while helping to shape & form markets
- Achieving greater leverage across the company and driving margins
- Operating a strong & sustainable free cash flow model that affords significant operating and financial flexibility

Position has never been stronger

#### **Financial Review**

Robert D. Daleo

Executive Vice President & Chief Financial Officer



#### Today's Agenda

- Consolidated Results
- Market Group/Segment Results
- Corporate Expenses and THOMSONplus Review
- Earnings Reconciliations
- Business Visibility

#### **Consolidated Results**

(\$ Millions)	FOU	FOURTH QUARTER			FULL YEAR		
	2006	<u>2005</u>	<u>Change</u>	2006	<u>2005</u>	Change	
Revenues	\$1,865	\$1,721	8%	\$6,641	\$6,173	8%	
Operating Profit	\$424	\$430	(1%)	\$1,258	\$1,172	7%	
Operating Profit Margin	22.7%	25.0%		18.9%	19.0%		



# **Legal & Regulatory**

(\$ Millions)	FOURTH QUARTER			FULL YEAR		
	2006	<u>2005</u>	<u>Change</u>	2006	2005	<u>Change</u>
Revenues	\$1,018	\$943	8%	\$3,647	\$3,368	8%
Segment Operating Profit	\$352	\$313	12%	\$1,120	\$1,000	12%
Segment Operating Profit Margin	34.6%	33.2%		30.7%	29.7%	



# **Legal & Regulatory**

(\$ Millions)	FOU	FOURTH QUARTER			FULL YEAR		
	2006	<u>2005</u>	<b>Change</b>	<u>2006</u>	2005	Change	
Revenues							
Legal	\$807	\$753	7%	\$3,053	\$2,843	7%	
Tax & Accounting	\$211	\$189	12%	\$ 598	\$ 532	12%	
Segment Operating Profit							
Legal	\$257	\$233	10%	\$952	\$859	11%	
Tax & Accounting	\$ 95	\$ 80	19%	\$168	\$141	19%	



#### **Financial**

(\$ Millions)	FOURTH QUARTER			FULL YEAR		
	2006	2005	<u>Change</u>	2006	<u>2005</u>	Change
Revenues	\$526	\$494	6%	\$2,015	\$1,897	6%
Segment Operating Profit	\$111	\$109	2%	\$379	\$334	13%
Segment Operating Profit Margin	21.1%	22.1%		18.8%	17.6%	



#### **Scientific & Healthcare**

(\$ Millions)	FOURTH QUARTER			FULL YEAR		
	2006	2005	<u>Change</u>	2006	2005	<u>Change</u>
Revenues	\$326	\$288	13%	\$995	\$921	8%
Segment Operating Profit	\$109	\$103	6%	\$236	\$213	11%
Segment Operating Profit Margin	33.4%	35.8%		23.7%	23.1%	



#### **Scientific & Healthcare**

(\$ Millions)	FOURTH QUARTER			FULL YEAR		
	2006	2005	<u>Change</u>	<u>2006</u>	2005	<u>Change</u>
Revenues						
Scientific	\$162	\$150	8%	\$602	\$569	6%
Healthcare	\$164	\$138	19%	\$393	\$352	12%
Segment Operating Profit						
Scientific	\$46	\$40	15%	\$151	\$129	17%
Healthcare	\$63	\$63	0%	\$ 85	\$ 84	1%



#### **Learning – Pro Forma**

(\$ Millions)	FOURTH QUARTER			FULL YEAR		
	2006	2005	Change	<u>2006</u>	2005	<u>Change</u>
Revenues	\$653	\$616	6%	\$2,285	\$2,177	5%
Segment Operating Profit	\$143	\$131	9%	\$359	\$339	6%
Segment Operating Profit Margin	21.9%	21.3%		15.7%	15.6%	

Note: Learning segment includes higher education, careers and library reference, NETg, and Prometric businesses.



# **Corporate Expense Overview**

(\$ Millions)	FOURTH	QUARTER	FULL	YEAR
	2006	2005	<u>2006</u>	<u>2005</u>
Underlying Corp. Costs	\$46	\$38	\$148	\$139
Pension Exp. Increase	\$ 5		\$ 19	
Stock Compensation Exp. Increase	\$ 4		\$ 8	
Corporate Costs before THOMSONplus	\$55	\$38	\$175	\$139
THOMSON plus Costs	\$29		\$ 60	
Total Corporate Costs	\$84	\$38	\$235	\$139



#### **THOMSON***plus* Update

- On track and on budget
  - \$25 million run-rate savings entering 2007
  - 2006 savings = \$12 million
  - 2006 expense = \$60 million
  - Opened Hyderabad, India global shared service center
  - Eliminated 215 positions and moved 150 positions to low-cost locations
- 2007 estimate
  - Savings = \$50 million
  - Expense = \$100 million

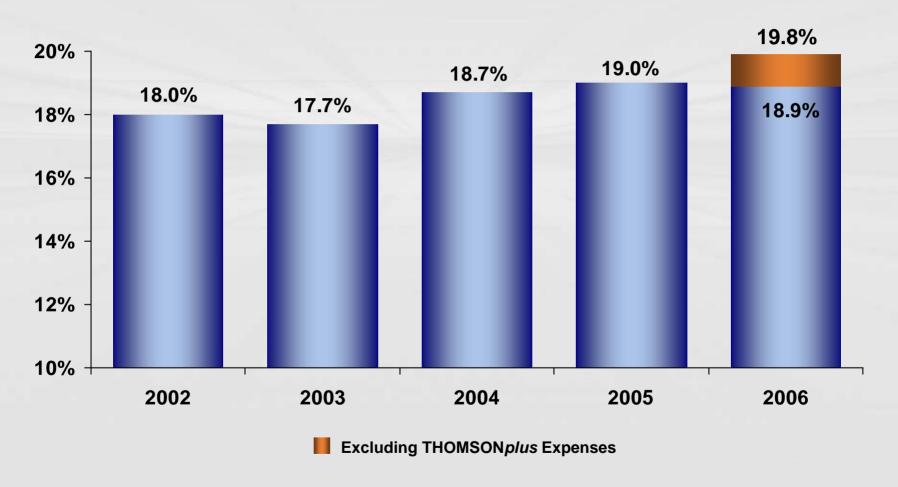


### **Key Revenue Metrics**

#### Full Year 2006

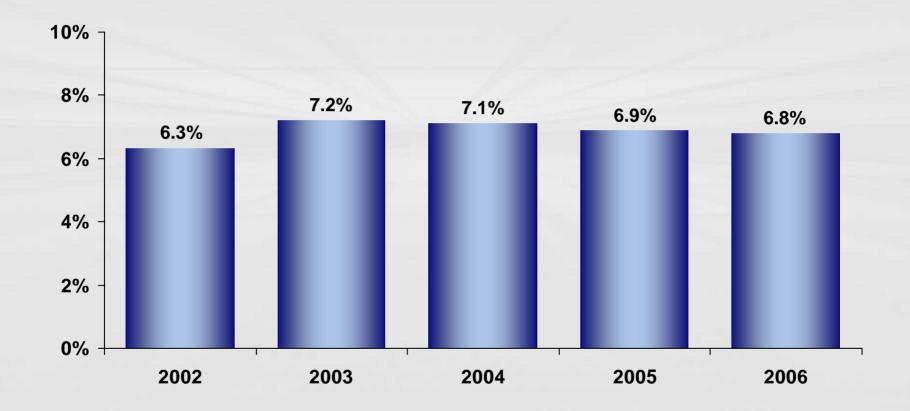
	Total <u>Growth</u>	Organic <u>Growth</u>	Electronic, Software & Services	Recurring
Legal & Regulatory	8%	7%	69%	86%
Financial	6%	4%	98%	82%
Scientific & Healthcare	8%_	4%	86%_	_70%_
Total	8%	6%	80%	82%
2005	9%	4%	<u>79%</u>	83%

#### **Operating Profit Margin**





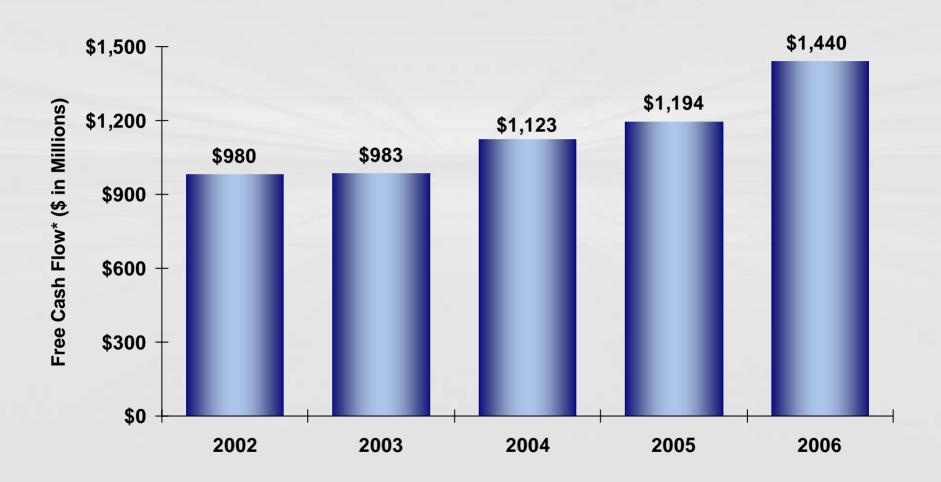
#### **CAPEX/Revenues**



Note: Results from continuing operations (excludes Learning-related capital expenditures).



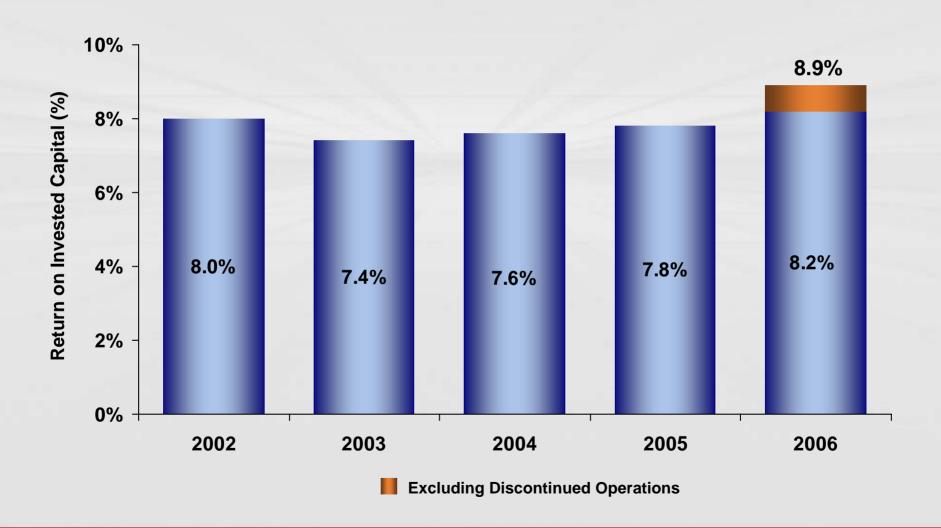
#### **Free Cash Flow**



<sup>\*</sup> Free cash flow excludes cost of acquisitions, proceeds from disposals and dividends paid on common shares.



#### **Return On Invested Capital**





### **Reconciliation of Earnings with Learning**

(\$ Millions, except EPS)	FOURTH QUARTER					
	2005		2006			
	Reported Results	Reported Results	<u>Learning</u>	Recasted		
Earnings to common shares	\$249	\$390	(\$ 21)	\$369		
Net other expense	\$ 9	\$ 20	\$ 14	\$ 34		
Tax (benefits) charges	\$114	(\$ 12)	\$ 12			
Interim period tax normalization	\$ 18	\$ 8	\$ 7	\$ 15		
Discontinued operations	(\$ 92)	(\$ 85)	\$ 92	\$ 7		
Adjusted earnings to common	\$298	\$321	\$104	\$425		
Adjusted earnings per share	\$0.46	\$0.50		\$0.66		



#### **Reconciliation of Earnings with Learning**

(\$ Millions, except EPS)	FULL YEAR			
	2005	2006		
	Reported Results	Reported Results	<u>Learning</u>	Recasted
Earnings to common shares	\$930	\$1,115	(\$ 21)	\$1,094
Net other (income) expense	\$ 24	(\$ 17)	\$ 14	(\$ 3)
Tax (benefits) charges	\$ 5	(\$ 33)	\$ 33	
Discontinued operations	(\$272)	(\$ 201)	\$226	\$ 25
Adjusted earnings to common	<u>\$687</u>	\$ 864	<u>\$252</u>	\$1,116 
Adjusted earnings per share	\$1.05	\$1.34		\$1.73



#### Financial Strength = Flexibility

Returned over \$3.1 billion to shareholders over the past 5 years



# **Business Visibility**

	<u>2006</u>	2007 Full Year
Revenues (excl. FX)	8%	7-9%
Operating Margin (incl. THOMSON <i>plus</i> )	18.9%	At or above 2006 level
Free Cash Flow – Continuing Operations	\$1.1 bn	Expected to grow from continuing operations
CAPEX/Revenue	6.8%	~7% underlying run rate
Depreciation and Amortization	\$681 mm	6-8% Higher
Effective Tax Rate – Adjusted Earnings	16.2%	20% Range



#### **Key Takeaways**

 Good operating & financial momentum moving into 2007

Strategic repositioning will accelerate growth & returns

Position has never been stronger



# **Questions & Answers**

February 8, 2007

