

THOMSON REUTERS STREETEVENTS

EDITED TRANSCRIPT

TRI.TO - Thomson Reuters 2014 Annual Shareholder Meeting

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CORPORATE PARTICIPANTS

David Thomson *Thomson Reuters Corporation - Chairman*

Paula Monaghan *Thomson Reuters Corporation - Regional Compliance Controller, Americas*

Virginia Biggs *Thomson Reuters Corporation - Manager Corporate Finance & Administration*

Marc Gold *Thomson Reuters Corporation - SVP, Associate General Counsel*

Mark Irving *Thomson Reuters Corporation - Senior Counsel Corporate & Securities*

Jim Smith *Thomson Reuters Corporation - President, CEO*

CONFERENCE CALL PARTICIPANTS

Bob Verdun

Kevin Thomas *Maquila Solidarity Network - Director of Advocacy*

Gordon Wright

PRESENTATION

David Thomson - *Thomson Reuters Corporation - Chairman*

Ladies and gentlemen, I would like to welcome you to the Thomson Reuters Annual Meeting of Shareholders. I am David Thomson, Chairman of Thomson Reuters, and I will be chairing the proceedings today.

I would like to briefly outline the format of the meeting. First, I will deal with the formal business of the meeting as outlined in the circular you received. I will then make a few general comments on our business.

Our Chief Executive Officer, Jim Smith, will then a comment on our performance during 2013 and some of our plans for 2014. Following that, we will open the floor to questions or comments from shareholders. I would like to note that this meeting is being webcast live on Thomson Reuters.com.

While the format I have outlined will assist in the handling of the formal matters, it is not intended to discourage anyone from speaking in reference to any resolution after it has been proposed and seconded. Matters to be considered today require the approval of a simple majority of the votes cast.

I have asked Deirdre Stanley to act as secretary of the meeting, and I would ask her to table the notice calling the meeting and proof that such notice and the related circular and proxy forms have been distributed or made available to shareholders. Thank you.

I have appointed representatives of Computershare to act as scrutineers of the meeting. They have advised me that a quorum is present.

Matters before us today will be moved and seconded by a shareholder or proxyholder of Thomson Reuters. We will conduct the vote on each resolution by ballot. The ballots will be tabulated and the results announced before the end of the meeting.

I will now ask Deirdre Stanley to table the Consolidated Financial Statements of the Corporation for the year ended December 31, 2013, and the audit auditor's report thereon. Thank you.

A copy of the annual report, including the financial statements has been made available to shareholders. Extra copies of the report are available at this meeting.



Jim Smith will be commenting on these results in a few minutes. Should anyone have any questions relating to the annual report, the financial statements, or questions of a more general nature, we would be pleased to respond to them following Mr. Smith's presentation.

The first item of business is the election of Directors. 13 Directors are to be elected at the meeting this year. I am pleased that all nominees are here with us today.

Information regarding the nominees proposed for election as Directors is set out in the circular that accompanied the notice of this meeting. I am now declare the meeting open for nominations.

Paula Monaghan - *Thomson Reuters Corporation - Regional Compliance Controller, Americas*

Mr. Chairman, I nominate David Thomson, James Smith, Sheila Bair, Manvinder Banga, Mary Cirillo, Michael Daniels, Steven Denning, P. Thomas Jenkins, Ken Olisa, Vance Opperman, Peter Thomson, Wulf von Schimmelmann.

David Thomson - *Thomson Reuters Corporation - Chairman*

Thank you, Ms. Monaghan. If there are no further nominations, I declare the nominations closed.

We will now proceed with voting on this matter. You will have received a ballot from the scrutineers when you registered. If you are a shareholder who has not already voted by proxy, or if you are a proxyholder who did not receive a ballot upon registration, please raise your hand and a scrutineer will assist you.

Please mark For or Withhold, as appropriate, in the box next to the name of each Director as it appears on the ballot. You will use the same ballot to vote on all items of business today, so please retain this ballot until all voting is completed.

We will now proceed with the next item of business, which is the appointment of the auditor. I believe Ms. Virginia Biggs has a motion in connection with this item.

Virginia Biggs - *Thomson Reuters Corporation - Manager Corporate Finance & Administration*

Mr. Chairman, I move that Pricewaterhousecoopers LLP be appointed auditor of the Corporation until the next Annual Meeting of the Shareholders and that the Directors be authorized to fix the remuneration.

David Thomson - *Thomson Reuters Corporation - Chairman*

Thank you, Ms. Biggs. May I have a seconder of that motion?

Marc Gold - *Thomson Reuters Corporation - SVP, Associate General Counsel*

Mr. Chairman, I second the motion.

David Thomson - *Thomson Reuters Corporation - Chairman*

Thank you, Mr. Gold. Please indicate For or Withhold in the appropriate box on the ballot; again, please retain your ballot until all voting is completed.



There is one final item of business before Jim Smith and I make our remarks and you have an opportunity to ask questions. That is the advisor resolution on our approach to executive compensation described in the circular.

As this is an advisory resolution, the results will not be binding on the Board. However, the Board intends to take voting results into account as appropriate when considering future compensation matters. This type of resolution is often referred to as say or pay vote.

I believe Mark Irving has a motion in connection with this item.

Mark Irving - *Thomson Reuters Corporation - Senior Counsel Corporate & Securities*

Mr. Chairman, I move that the advisory resolution on executive compensation set forth in the 2014 management proxy circular be approved.

David Thomson - *Thomson Reuters Corporation - Chairman*

Thank you, Mr. Irving. May I have a seconder of that motion?

Paula Monaghan - *Thomson Reuters Corporation - Regional Compliance Controller, Americas*

Mr. Chairman, I second the motion.

David Thomson - *Thomson Reuters Corporation - Chairman*

Thank you, Ms. Monaghan. Voting on the advisory resolution will also be conducted by ballot. Please mark For or Against in the appropriate box on the ballot.

Please print your name, indicate whether you are a shareholder or a proxyholder, and sign your name to the ballot. When you are finished, please raise your hand, and a scrutineer will collect your ballot.

We would ask that everyone who received a ballot please return it. While we're waiting for the results of the voting, we will proceed to the other business of the meeting.

Ladies and gentlemen, thank you very much for coming today. Your Company has witnessed an extraordinary year.

The pace of change becomes more pronounced with every passing year. Our customers are compelled to anticipate and react within an increasingly complex world of information and regulation. The greatest value we deliver is to enable them to act with confidence in this complex world.

My own journey as Chairman has been a remarkable one. Over the past year, interactions with customers and employees have unfolded passions and ambitions that reinforce massive potential. Visits to Sao Paulo, Johannesburg, Manila, Bangalore, Singapore, and elsewhere reveal the same thread: unbridled opportunity to develop and direct our talent towards uncharted territory.

The essence of my grandfather's psyche was vested in sales and marketing. Your Company has returned to its roots.

Our success demands consummate skill and application across the entire organization to meet the diverse needs of our customers. The course has commenced with a vengeance, as our colleagues devise and implement solutions in tandem with those customers.

Our CEO, Jim Smith, will speak with you in a few moments about our performance in 2013 and some of our ambitions for this year and beyond. Our performance in 2013 demonstrated an ability to execute on our strategy in a volatile and shifting global environment.



We delivered on our financial outlook for the last year despite challenges confronted by our two largest customer groups, global banks and large US law firms. The quest to reduce internal structure and complexity commenced in earnest. Our shift to an enterprise approach from a portfolio matrix has driven us to emphasize sales, improve our position with customers, better allocate capital, launch new products, and further reduce operating expenses.

Our recently released 2014 first-quarter results demonstrated a quickened pace in all these areas. The focus upon innovation has encouraged risk-taking and a redeployment of operating expenses, with higher rates of organic growth as a result.

A sweeping program, a cultural change has begun to unlock extraordinary talent of our people. Accountability, creativity, collaboration increasingly permeates all levels of our organization.

I believe these steps Jim Smith and his executive team are taking to transform Thomson Reuters will result in a more nimble and effective enterprise with deeper customer relationships, a finely honed reinvestment process, higher and more sustainable organic growth and stronger earnings. The legacy of our success will be defined by the development of our human capital within an environment of trust and utter transparency.

Our Board of Directors naturally is very excited about the journey. Change impacts our Board as well. We bid farewell to close colleagues -- John Thompson, Lawton Fitt, and Sir Deryck Maughan.

John has served Thomson Reuters and the predecessor Thomson Corporation for a total of 11 years. Lawton and Sir Deryck joined the Board when we acquired Reuters in 2008 and have now served Reuters and Thomson Reuters for close to 10 years.

John, Lawton, and Deryck have provided sound advice through a period of remarkable challenge and change. I extend my gratitude for their devoted tenure and assure each of them that they will be sorely missed.

The transition amongst Directors are always seminal moments in each company. Extraordinary individuals often are succeeded by kindred spirits. Three exceptional candidates stand for election today.

I am pleased to introduce to you Sheila Bair, former Chair of the U.S. Federal Deposit Insurance Corporation; Michael Daniels, former Senior Vice President of IBM; and Tom Jenkins, Chairman of OpenText Corporation. We are honored to draw upon your deep experience, expertise, and perspectives. All of us relish working for you for many years to come.

Ladies and gentlemen, I am delighted to introduce our President and Chief Executive Officer, Jim Smith.

Jim Smith - Thomson Reuters Corporation - President, CEO

Thank you, David. Good afternoon. I would like to join our Chairman in thanking our outgoing Board members. John, Lawton, Deryck: your wisdom has been of tremendous value to the organization and to me personally as CEO. I know the people who are up for election today will also bring great depth of insight, and I can assure them that they are joining at an exciting time for Thomson Reuters.

At our last Annual Shareholder Meeting I spoke about how we were turning the Company around, and we continue to make tangible progress on that front. Today, I want to speak to you about how we are building a platform that will support sustainable growth for years to come.

Our performance in 2013 was solid. We entered 2014 stronger than we were at this time last year, and our first-quarter results confirm the positive trajectory of our business. Now, we are extending that trajectory and setting our sights on future growth.

In 2012, our Financial & Risk business was a turnaround story. Last year, I am glad to report, saw great progress as we expanded our Eikon and Elektron platform; shut down legacy systems; improved our execution capabilities; and increased customer satisfaction. And as expected, net sales performance, while still negative for the year, improved from 2012.

Our Legal business continued its evolution into a solutions business helping law firms improve productivity, manage their businesses more effectively, and grow more quickly. The acquisition of Practical Law in early 2013 turbocharged the transformation of our legal research offering into a comprehensive know-how solution.

Tax & Accounting continued to deliver strong revenue growth, and its global market segments continue to expand.

Intellectual Property & Science achieved double-digit revenue growth, driven by the launch of the unified Cortellis platform and by the MarkMonitor acquisition.

Overall, just over half our revenues came from businesses that are growing at an average rate of 9%. We are aggressively shifting our focus and our resources behind those businesses. We believe that going forward we will achieve a gradual improvement in revenue performance, a natural evolution as our high-growth businesses comprise a larger proportion of the portfolio and as our new products take hold.

Turning to 2014, our performance remains on track. During the first quarter, Tax & Accounting turned in exceptional performance. Intellectual Property & Science continued to deliver good growth; and Legal showed marked improvement.

While revenues in our Financial business continued to lag, our forward indicators improved there as well. Net sales improved, as they have for five of the last six quarters; and we posted positive sales growth in both the Americas and in Asia.

We launched Eikon 4, the latest release of our financial desktop (technical difficulty) much acclaim from customers and the industry. And just a few weeks ago, we reached a major milestone in bringing customers on to Eikon: on April 30, we shut down the last of our legacy Reuters 3000 Xtra desktops, concluding the largest desktop upgrade in the financial industry.

Our adjusted earnings per share were up for the quarter, beating analyst expectations. We also returned more cash to shareholders. Since announcing our \$1 billion share buyback last October, we have returned nearly \$1.1 billion to shareholders through share repurchases and dividends. Over the past 10 years, we have returned more than \$10 billion to shareholders through share repurchases and dividends.

Building on our positive trajectory, we have launched a company-wide transformation effort to accelerate growth, to simplify our Company, and to leverage scale. We are shifting our growth focus towards organic initiatives rather than acquisitions, with a greater emphasis on innovation.

For example, this year we launched a catalyst fund to provide seed money for innovative ideas inside the Company. Already, we are funding 15 exciting new projects this year.

We are making strong progress in simplifying our organization. Thomson Reuters has become a big Company, but being big does not automatically mean operating at scale.

To deliver the power of our entire enterprise to customers and to operate more effectively, we are breaking down internal silos, consolidating scores of legacy technologies onto a few powerful and efficient platforms like those that support Eikon and WestlawNext. We are sharing our resources better across our businesses.

We have identified opportunities to save at least \$400 million in costs by 2017 through our scale and simplification efforts. These savings will provide bottom-line momentum in the near term and fund new investments in growth.

As we build this platform for sustainable growth, culture change is a key component. We are rolling out culture-shaping workshops and new management training programs to teach our managers the leadership and collaboration skills needed to grow the enterprise. And we are rallying all our people around a common purpose, which was summed up in the video that began this program.



As you heard in the video, our purpose is to be trusted for the decisions that matter most, empowering customers to act with confidence in a complex world. Thomson Reuters is fortunate to enjoy the trust and partnership of our customers. It is a trust that we have worked to earn every day through my 27 years with the Company and long, long before that.

That is the reason why Ethisphere has repeatedly named us as one of the World's Most Ethical Companies and why Fortune Magazine calls Thomson Reuters one of the World's Most Admired Companies. In fact, it's at the heart of what makes us unique.

We aspire to be the world's most trusted source of news, insight, and expertise that advances society. Here with us in the room today are living examples of the role we play in informing the world. Jason Szep and Andrew Marshall, please stand up for a moment.

This year, Reuters journalists, Jason Szep and Andrew Marshall won the Pulitzer Prize for their series on the oppression of the Muslim Rohingya in Myanmar. Their investigative work brought to light a horrifying case of human rights abuse and helped free more than 900 people from human trafficking rings. Congratulations and thank you.

Megan Twohey, please stand up. Megan was a Pulitzer finalist in the investigative reporting category for exposing an underground market for adopted children. Last month, the White House Correspondents Association honored her work with the Edgar Allan Poe award for excellence in news coverage of subjects and events of significant national or regional importance.

Well, more importantly, her work led to government action to protect children's rights. Thank you, Megan. Congratulations.

The work of these brave journalists and their colleagues informs the world and it also differentiates Thomson Reuters in the marketplace. While these prizes speak to the dedication of our journalists, they are also a reminder of the level of accuracy and professionalism we aspire to deliver in everything we do.

Because Thomson Reuters enables our customers to act with confidence in a complex world, our Company's future becomes brighter as the world grows more complex. Now, more than ever, our customers need us. I know of no higher calling, nor a better foundation for business success.

Now, we would like to open the floor for questions. If you have a question or remark, please go to one of the microphones so everyone can hear clearly. Please identify yourself by name and indicate whether you are a shareholder or a proxyholder representing a shareholder.

As a matter of courtesy, we please ask that you just make one question or remark, and please limit it to a minute or two so everyone who wishes to participate in the meeting will have a chance to do so. The microphones are open.

QUESTIONS AND ANSWERS

Bob Verdun

I wasn't going to say anything today. I am Bob Verdun, and officially I am just a guest because I didn't get my proxy form in.

Anyway, I just want to say how wonderful it is -- I really enjoyed the Chairman's opening remarks and the fact that you started as a journalist, that the Company in one sense is coming back full circle to its very fascinating roots, how this Company was built. I am a former journalist, too, so it's part of my roots.

But what I want to say is, if you can combine that incredible salesmanship of your grandfather with the ethics of your father, you can't go wrong.

Jim Smith - Thomson Reuters Corporation - President, CEO

Thank you, Mr. Verdun. Yes?



Kevin Thomas - *Maquila Solidarity Network - Director of Advocacy*

Good morning or good afternoon, I guess. I can't say I am a former journalist or a journalist, but I am actually here representing one. My name is Kevin Thomas and I am here representing Peter Kenyon, who is a British national and a former Reuters employee; long-standing shareholder as well.

So I welcome the remarks, Mr. Chairman, in your remarks about the development of human capital. I guess, Peter Kenyon's question was about the position of the Board on the subject of living wages. It's a concept which is globally recognized, but it has achieved particular traction in the UK where a long list prestigious companies, including many of Reuters' clients in the financial services sector, have signed on to become Living Wage Employers. That includes Barclays, HSBC, actually our auditors PWC, Deloitte -- have all become accredited Living Wage Employers.

So the question is, will the Board ensure that somebody appropriately senior from the UK division meets with the Living Wage Foundation this summer to look into getting Thomson Reuters accredited like these other companies as a Living Wage Employer? And for that matter, not just in the UK, but perhaps globally.

This would affect not just Thomson Reuters employees, like the award-winning journalists, who I am sure are paid well, but also contractors and building services and things like that.

Jim Smith - *Thomson Reuters Corporation - President, CEO*

I am happy to, David. Yes, look, we have a very, very strong commitment to our employees and to treating everybody fairly and ethically. And I can assure you that Peter Warwick, our Chief People Officer, will meet with the folks around this initiative and see if it is appropriate for us to join.

And we will report back to the Board on the progress of those negotiations. So thank you for raising it. Yes?

Gordon Wright

Hi there. My name is [Gordon Wright] and my question was regarding the growth potential of the some of the different business segments. It's fantastic to see the turnaround of Finance & Risk. I am curious which opportunity you see the most growth in, whether it's Tax, Legal, Accounting, IP, and also from a geographical standpoint where you see the most growth for Thomson Reuters.

Jim Smith - *Thomson Reuters Corporation - President, CEO*

Yes, thank you. It's a good question. We spent a good part of this morning with the Board talking about that, because we are in the process right now of looking very closely within our markets and at close adjacent markets to identify those particular areas that have the highest growth potential, so that we can be very effective reallocators of our resources behind those greatest growth tracks.

I think the good news for us is there are our growth opportunities and pockets of high growth in each of our businesses. And there are also opportunities that we see in the corporate sector and in government sector for the kinds of skills and capabilities we have inside the Company that could give us new growth opportunities.

Certainly today, we see the tax software has been the fastest-growing business that we have and continues to be so, in the aggregate. But in the areas of governance and regulatory compliance, those businesses are growing at very, very fast rates and extending beyond the original financial community where those products started, and are now extending out to the total global supply chain. So we see great legs along those regulatory and compliance products.

Then we see legs as well around the software that helps companies manage all of their cross-border trade. As the global economy gets more interconnected, it is more important that everyone be able to connect to those marketplaces, and we are seeing some success in helping automate those flows.

So I think there are a number of opportunities for us within each of our markets. We just have to be very specific and very disciplined about allocating our resources to the ones with the greatest growth.

So we talked about that this morning; and at the end of July we will meet again with our Board, where we will present our recommendations for what we believe the fastest-growth opportunities are for the next few years, and get permission and approval to go forward, investing aggressively behind those. So thank you for that.

If there are no further questions, Mr. Chairman.

David Thomson - *Thomson Reuters Corporation - Chairman*

Thank you, Jim. I can now report on the voting tabulation. I am pleased to report that the 13 Directors standing for election have been elected as Directors of the Corporation to hold office until the next Annual Meeting of Shareholders or until their successors are duly elected or appointed.

I can also report that PricewaterhouseCoopers LLP has been appointed as auditor of the Corporation until the next Annual Meeting of Shareholders, and that the Directors have been authorized to fix their remuneration.

I can also confirm that the advisory resolution on our approach to executive compensation has been approved.

The details of the voting results will be made publicly available in the next few days. If there are no further questions, I believe Ms. Biggs has a motion to terminate the meeting.

Virginia Biggs - *Thomson Reuters Corporation - Manager Corporate Finance & Administration*

Mr. Chairman, I move that the meeting terminate.

David Thomson - *Thomson Reuters Corporation - Chairman*

Thank you, Ms. Biggs. May I have a seconder of that motion?

Marc Gold - *Thomson Reuters Corporation - SVP, Associate General Counsel*

Mr. Chairman, I second the motion.

David Thomson - *Thomson Reuters Corporation - Chairman*

Thank you, Mr. Gold. Contrary, if any? I now declare the meeting terminated.

Many thanks for all of you for attending. We would hope that you would stay and linger and share thoughts with executives, Directors over the next little while. Thank you very much.



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