Second Quarter 2020 Earnings Review

December 4, 2019
Safe Harbor Statement
This presentation contains certain forward-looking statements concerning the Company’s Fiscal Year 2020 Outlook, Fiscal Year 2022 Target, operations, performance, and financial condition. Reliance should not be placed on forward-looking statements, as actual results may differ materially from those in any forward-looking statements. Any such forward-looking statements are based upon a number of assumptions and estimates that are inherently subject to uncertainties and contingencies, many of which are beyond the control of the Company and are subject to change based on many important factors. Such factors include, but are not limited to (i) the level of investment in new technologies and products; (ii) subscriber renewal rates for the Company's journals; (iii) the financial stability and liquidity of journal subscription agents; (iv) the consolidation of book wholesalers and retail accounts; (v) the market position and financial stability of key online retailers; (vi) the seasonal nature of the Company’s educational business and the impact of the used book market; (vii) worldwide economic and political conditions; (viii) the Company's ability to protect its copyrights and other intellectual property worldwide (ix) the ability of the Company to successfully integrate acquired operations and realize expected opportunities; (x) achievement of targeted run rate savings through restructuring actions; (xi) and other factors detailed from time to time in the Company’s filings with the Securities and Exchange Commission. The Company undertakes no obligation to update or revise any such forward-looking statements to reflect subsequent events or circumstances.

Non-GAAP Measures
In this presentation, management provides the following non-GAAP performance measures:

- Adjusted Earnings Per Share ("Adjusted EPS");
- Free Cash Flow less Product Development Spending;
- Adjusted Revenue;
- Adjusted Operating Income and margin;
- Adjusted Contribution to Profit ("Adjusted CTP") and margin;
- Adjusted EBITDA;
- Organic revenue; and
- Results on a constant currency ("CC") basis.

Management believes non-GAAP financial measures, which exclude the impact of restructuring charges and credits and other items, provide supplementary information to support analyzing operating results and earnings and are commonly used by shareholders to measure our performance. **Free Cash Flow less Product Development Spending** helps assess our ability over the long term to create value for our shareholders. **Results on a constant currency basis** removes distortion from the effects of foreign currency movements to provide better comparability of our business trends from period to period. We measure our performance before the impact of foreign currency (or at “constant currency” “CC”), which means that we apply the same foreign currency exchange rates for the current and equivalent prior period. We have not provided our 2020 outlook, or 2022 Target for the most directly comparable U.S. GAAP financial measures, as they are not available without unreasonable effort due to the high variability, complexity, and low visibility with respect to certain items, including restructuring charges and credits, gains and losses on foreign currency, and other gains and losses. These items are uncertain, depend on various factors, and could be material to our results computed in accordance with U.S. GAAP.
Executive Summary

Brian Napack, President and CEO
# WILEY RESEARCH

Driving the discovery, usage and impact of scholarly research

- Growing publishing output and driving efficiency
- Strongest research market growth since 2011

# WILEY EDUCATION

Enabling powerful learning for personal and professional growth

### Academic & Professional Learning
- Focus on courseware for high-demand skills and careers
- Growing corporate training
- Market-driven book declines

### Education Services
- Driving new partnerships, programs and offerings
- Ed Services (OPX) to reach nearly $8B by 2025

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1 Simba Report – Oct 2019
2 Public filings – Fall 2019
3 HolonIQ Report – September 2019
WILEY

Driving the world forward with Research and Education

**GLOBAL NETWORK**

**WILEY RESEARCH**
- 10,000+ Research institutions
- 600+ Scientific societies
- 4M+ Society members
- 16M+ Researcher audience

**WILEY EDUCATION**
- 60+ Service partner universities
- 1,000+ Corporate partners
- Millions Students
- Millions Professionals

Driving the world forward with Research and Education
## Second Quarter Key Takeaways

<table>
<thead>
<tr>
<th></th>
<th>Revenue</th>
<th>GAAP EPS</th>
<th>Adj. EPS</th>
<th>Adj. EBITDA</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>+5%*</td>
<td>+4%</td>
<td>-1%*</td>
<td>+3%*</td>
</tr>
<tr>
<td></td>
<td>$466M</td>
<td>$0.79</td>
<td>$0.85</td>
<td>$110M</td>
</tr>
</tbody>
</table>

- Strong revenue growth and improved profitability in Research and Education Services
- Academic & Professional Learning down on market-driven declines in book publishing
- Investments gaining traction in key strategic areas
  - Research: increasing publishing volume and operating efficiency
  - Academic & Professional: shifting to high-impact courseware and high demand careers
  - Education Services: expanding beyond core OPM services and driving efficiency
- Modest Adjusted EPS decline from investments in growth and optimization

*At constant currency. Revenue up 4% as reported. Revenue down 1% excluding acquisitions.
Research Publishing & Platforms

*Solid revenue and earnings growth; favorable market fundamentals*

- Revenue growth (+4%) driven by increased publishing volume
- Research publishing demand strong, with steady growth in articles submitted and content usage
- CY20 society publishing net wins +$8M
- EBITDA improvement from revenue growth and optimization gains

**Revenue**

+4%
$235M

**Adj. EBITDA**

+6%
$81M

- **Article Submissions**
  - +9%
  - Q2’20

- **Online Platform Sessions**
  - 3.3B
  - Trailing Twelve Months

- **Nobel Laureates**
  - 12
  - Fall 2019
Enhancing our value proposition for researchers

Delivering new tools and support services for an enhanced researcher experience

**September**
- Research Filtering Tool

**October**
- Research Insights Platform

**November**
- Author Collaboration Platform
- Author Promotion Services

**Researcher Community**
- 16 million

**Days to Publish**
- -40%
  - From acceptance to publication
  - Sept 2019 vs. Sept 2018
Academic & Professional Learning

Market-driven declines in book publishing; shifting courseware investment to high-demand careers

- Declines due to weak market conditions in book publishing
- Growth in test prep and corporate training
- zyBooks and Knewton integrations on track
- EBITDA impacted by revenue decline and growth investments, including recent acquisitions

Revenue
-5%
$178M

Adj. EBITDA
-19%
$53M

Change at constant currency
Revenue at constant currency down 9% excluding acquisitions, down 6% as reported

Test Prep Revenue
+15%
Q2’20

Corporate Partners
+10
Q2’20

Brandon Hall Awards
+11
Q2’20
<table>
<thead>
<tr>
<th>Challenges</th>
<th>Responses</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Continued declines for traditional book</td>
<td>• Publish to high-demand disciplines, skills and</td>
</tr>
<tr>
<td>publishing</td>
<td>careers</td>
</tr>
<tr>
<td>• Reduced willingness to pay for non-essential</td>
<td>• Shift to must-have digital courseware</td>
</tr>
<tr>
<td>content in higher education</td>
<td>• Drive affordability to increase sell-through</td>
</tr>
<tr>
<td>• Channel disruption, new business models in</td>
<td>• Expand growing corporate training and test prep</td>
</tr>
<tr>
<td>higher education</td>
<td>offerings</td>
</tr>
<tr>
<td></td>
<td>• Realign cost base and drive optimization</td>
</tr>
</tbody>
</table>
Education Services

**Strong revenue growth and EBITDA improvement**

- Revenue performance from strong organic growth and inorganic contribution from Learning House (acquired Q3 Fiscal 2019)
- Robust growth in targeted service offerings, international online programs, and career credentialing
- Adjusted EBITDA growth due to organic revenue growth and timing of expenses

<table>
<thead>
<tr>
<th>Revenue</th>
<th>Adj. EBITDA</th>
</tr>
</thead>
<tbody>
<tr>
<td>+80%</td>
<td>+208%</td>
</tr>
<tr>
<td>$54M</td>
<td>$8M</td>
</tr>
</tbody>
</table>

**Enrollments**

- +9%
- Q2’20

**Total OPM Partners**

- 65
- As of Q2 close

**Organic Growth**

- 10%
- Q2’20
Building momentum beyond OPM core

Wiley Education Services Offerings

- Full OPM Services: 90% of Revenue, low-to-mid teens growth
- Targeted Service Offerings
- International Programs
- Career Credentialing Services: 10% of Revenue, strong double-digit growth
Financial Summary

John Kritzmacher, CFO and EVP, Operations
Second Quarter 2020 Summary

Revenue

$449
$466
Q2’19
Q2’20

+5%*

Revenue at constant currency and excluding impact of acquisitions was -1%. Revenue +4% as reported.

GAAP EPS

$0.76
$0.79
Q2’19
Q2’20

+4%

Includes $0.07 of favorable variance impact from restructuring charges.

Adjusted EPS

$0.89
$0.85
Q2’19
Q2’20

-1%*

Adjusted EBITDA

$107
$110
Q2’19
Q2’20

+3%*

*at constant currency
First Half 2020 Summary

Revenue:
- $860 (1H'19)
- $890 (1H'20)
+5%* at constant currency and excluding impact of acquisitions was flat. Revenue +4% as reported.

GAAP EPS:
- $1.31 (1H'19)
- $0.85 (1H'20)
-30%

Adjusted EPS:
- $1.31 (1H'19)
- $1.06 (1H'20)
-18%*

Includes $0.15 of unfavorable variance impact from restructuring charges

Adjusted EBITDA:
- $177 (1H'19)
- $168 (1H'20)
-5%*

*at constant currency
Free Cash Flow and Return to Shareholders

• **YTD Operating Cash Flow improvement +$17M, Free Cash Flow +$7M;** historically a use of cash in first half of fiscal year

• **Modest leverage and strong liquidity position**
  Net Debt / EBITDA at 1.8, inclusive of acquisitions and seasonally high working capital needs. In excess of $800M liquidity available in cash and undrawn debt facilities

• **Strong and consistent track record of returning cash to shareholders,** including 1H share repurchases of $25M

### Free Cash Flow

<table>
<thead>
<tr>
<th></th>
<th>1H19</th>
<th>1H20</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>($163M)</td>
<td>($156M)</td>
<td>+$7M</td>
<td></td>
</tr>
</tbody>
</table>

### Dividends and Share Repurchases

- **$63M** (1H19)
- **$63M** (1H20)

Change +$7M
### Full Year Outlook Reaffirmed

<table>
<thead>
<tr>
<th></th>
<th>FY19 Actual</th>
<th>FY20 Outlook*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$1.80B</td>
<td>$1.855B-$1.885B</td>
</tr>
<tr>
<td>Adjusted EBITDA</td>
<td>$388M</td>
<td>$357-$372M</td>
</tr>
<tr>
<td>Adjusted EPS</td>
<td>$2.96</td>
<td>$2.35-$2.45</td>
</tr>
<tr>
<td>Free Cash Flow</td>
<td>$149M</td>
<td>$210M - $230M</td>
</tr>
</tbody>
</table>

*Outlook is at constant currency (reflecting FY19 average exchange rates) and includes contributions from to-date acquisitions.
Second Quarter 2020 Summary

- Strong revenue growth and improved profitability in Research and Education Services

- Academic & Professional Learning down on market-driven declines in book publishing

- Investments gaining traction in key strategic areas
  - Research: increasing publishing volume and operating efficiency
  - Academic & Professional: to high-impact courseware and high demand careers
  - Education Services: expanding beyond core OPM services and driving efficiency

- Modest Adjusted EPS decline from investments in growth and optimization

- Full year guidance reaffirmed
Driving Shareholder Value

✓ Favorable long-term market fundamentals
✓ Momentum across key areas of the business
✓ High recurring, predominantly digital revenue
✓ Strong balance sheet and cash flow
✓ Consistent record of cash returned to shareholders
Thank you for joining us

Replay of October Investor Day available on wiley.com>Investors

Contact for follow-up:
brian.campbell@wiley.com
201.748.6874
APPENDIX
Appendix

JOHN WILEY & SONS, INC.

SUPPLEMENTARY INFORMATION (1)

RECONCILIATION OF GAAP EPS to NON-GAAP ADJUSTED EPS - DILUTED
(unaudited)

<table>
<thead>
<tr>
<th></th>
<th>Three Months Ended</th>
<th></th>
<th>Six Months Ended</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>October 31,</td>
<td>October 31,</td>
<td>October 31,</td>
<td>October 31,</td>
</tr>
<tr>
<td></td>
<td>2019</td>
<td>2018</td>
<td>2019</td>
<td>2018</td>
</tr>
<tr>
<td>GAAP Earnings Per Share</td>
<td>$ 0.79</td>
<td>$ 0.76</td>
<td>$ 0.85</td>
<td>$ 1.21</td>
</tr>
<tr>
<td>Diluted</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Adjustments:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Restructuring and</td>
<td>$ 0.06</td>
<td>$ 0.13</td>
<td>$ 0.20</td>
<td>$ 0.05</td>
</tr>
<tr>
<td>related charges (A)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Foreign exchange loss</td>
<td>-</td>
<td>-</td>
<td>0.01</td>
<td>0.05</td>
</tr>
<tr>
<td>(gains) on intercompany</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>transactions (A)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-GAAP Adjusted</td>
<td>$ 0.85</td>
<td>$ 0.89</td>
<td>$ 1.06</td>
<td>$ 1.31</td>
</tr>
<tr>
<td>Earnings Per Share</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Diluted</td>
<td></td>
<td></td>
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<td></td>
</tr>
</tbody>
</table>

Notes:

(A) The table below shows the net of tax impact of our multi-year Business Optimization Program, Restructuring and Reinvestment Program and foreign exchange losses (gains) on intercompany transactions.

(amounts in millions)

|                                      | Three Months Ended |            | Six Months Ended |            |
|                                      | October 31,        | October 31,| October 31,      | October 31,|
|                                      | 2019               | 2018       | 2019             | 2018       |
| Net of tax charges related to the   | $ 2.8              | -          | $ 11.1           | -          |
| Business Optimization Program       |                    |            |                  |            |
| Net of tax charges related to the   | $ 0.3              | $ 7.6      | $ 0.2            | $ 3.0      |
| Restructuring and Reinvestment      |                    |            |                  |            |
| Program                              | $ 0.5              | $ 0.0      | $ 0.7            | $ 3.1      |
| Net of tax foreign exchange         |                    |            |                  |            |
| transaction losses (gains)          |                    |            |                  |            |

(1) See Explanation of Usage of Non-GAAP performance measures included in this supplementary information for additional details on the reasons why management believes presentation of each non-GAAP performance measure provides useful information to investors. The supplementary information included in this press release for the three and six months ended October 31, 2019 is preliminary and subject to change prior to the filing of our upcoming Quarterly Report on Form 10-Q with the Securities and Exchange Commission.
### RECONCILIATION OF GAAP NET INCOME TO NON-GAAP EBITDA AND ADJUSTED EBITDA

(unaudited)

<table>
<thead>
<tr>
<th></th>
<th>Three Months Ended October 31,</th>
<th></th>
<th>Six Months Ended October 31,</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2019</td>
<td>2018</td>
<td>2019</td>
<td>2018</td>
</tr>
<tr>
<td>Net Income</td>
<td>$44,690</td>
<td>$43,784</td>
<td>$48,314</td>
<td>$70,079</td>
</tr>
<tr>
<td>Interest expense</td>
<td>6,787</td>
<td>3,608</td>
<td>12,864</td>
<td>6,404</td>
</tr>
<tr>
<td>Provision for income taxes</td>
<td>11,783</td>
<td>12,538</td>
<td>12,126</td>
<td>20,324</td>
</tr>
<tr>
<td>Depreciation and amortization</td>
<td>42,638</td>
<td>39,652</td>
<td>34,857</td>
<td>79,823</td>
</tr>
<tr>
<td><strong>Non-GAAP EBITDA</strong></td>
<td><strong>105,898</strong></td>
<td><strong>99,582</strong></td>
<td><strong>158,161</strong></td>
<td><strong>175,630</strong></td>
</tr>
<tr>
<td>Restructuring and related charges</td>
<td>4,001</td>
<td>9,996</td>
<td>14,736</td>
<td>3,910</td>
</tr>
<tr>
<td>Foreign exchange transaction losses</td>
<td>2,668</td>
<td>54</td>
<td>16</td>
<td>1,783</td>
</tr>
<tr>
<td>Interest and other income</td>
<td>(2,537)</td>
<td>(2,509)</td>
<td>(5,370)</td>
<td>(4,975)</td>
</tr>
<tr>
<td><strong>Non-GAAP Adjusted EBITDA</strong></td>
<td><strong>$110,030</strong></td>
<td><strong>$107,123</strong></td>
<td><strong>$157,543</strong></td>
<td><strong>$177,348</strong></td>
</tr>
</tbody>
</table>

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