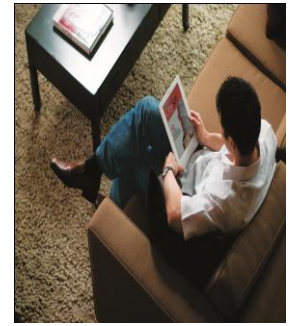


# John Wiley & Sons CJS Securities Conference



**January 11, 2012**

Symbols: JW/A and JW/B



# Safe Harbor Statement

This presentation contains certain forward-looking statements concerning the Company's 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 and (x) 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.

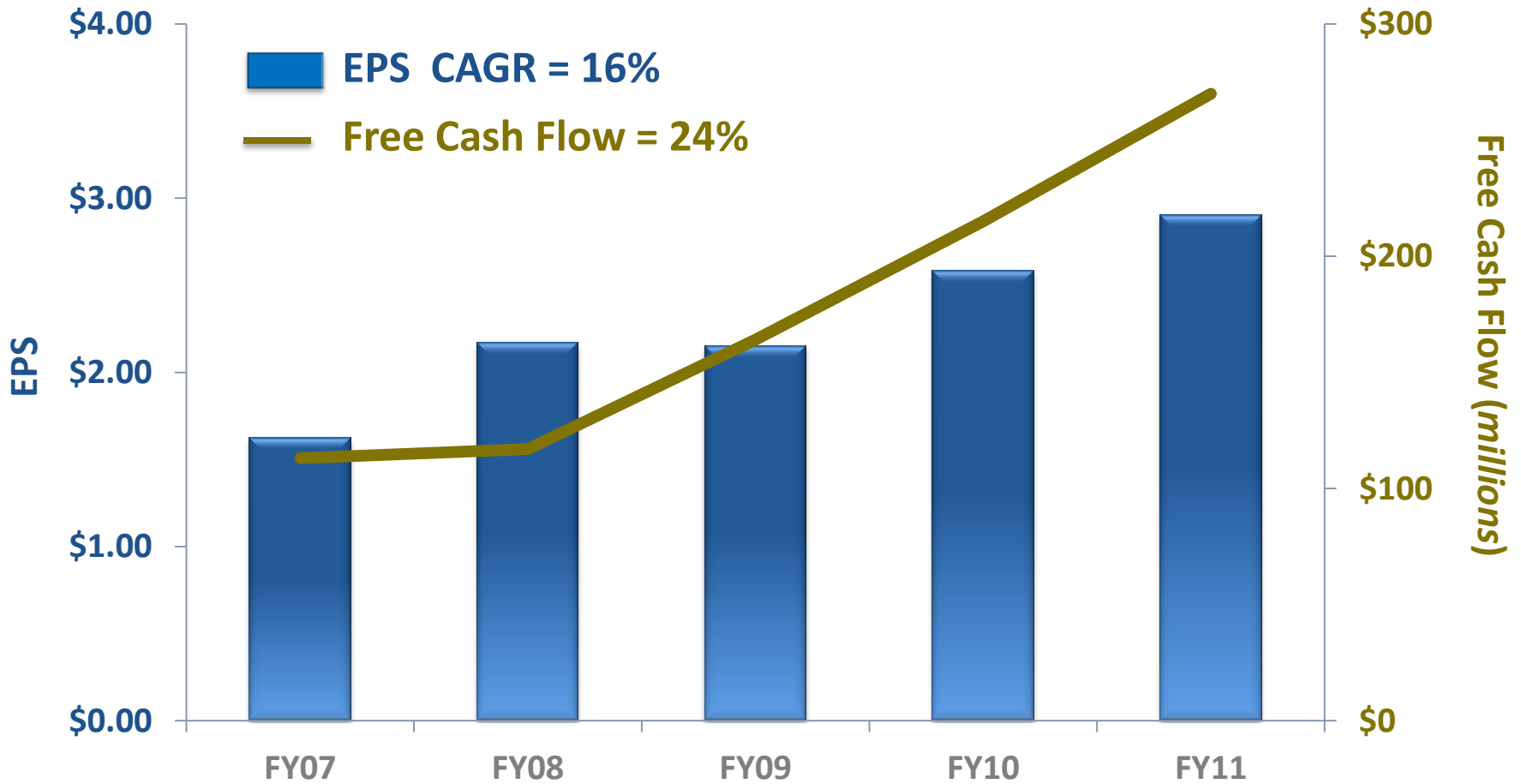


# Investment Overview

- Knowledge and information services company
  - Scientific, technical, medical and scholarly research
  - Professional learning and training
  - Education
  - Consumer publishing
- Growth throughout recession
- 40% of revenue from digital products
  - New revenue opportunities, markets, business models
  - Higher margin/lower working capital
- Emerging market growth
  - Global shift towards knowledge-based economies



# Financial Highlights





# Key Priorities 12-18 months

- Accelerate digital transition and business transformation
  - Expand core business
  - Continue transformation to new 'content-enabled services'
  - Continue to build on WileyPLUS
  - Acquire businesses that help accelerate transformational opportunities
- Expand global footprint (India, China, etc.)



# Key Priorities 12-18 months

- Reduce cost structure through offshoring, outsourcing, and workflow redesign
- Incremental gross margin from digital/print mix offsetting incremental technology spend
  - Maintain operating margins over next 2-3 years
  - Expect operating margin expansion from digital after that



# Incentive Metrics (Exec Officers)

Element	Breakdown	Metrics/Weighting
<b>Annual Incentive (Cash)</b>	75% financial performance (corporate/business)  25% individual strategic goals	Revenue 30%  EPS 40%  Free Cash Flow 30%
<b>Long Term Incentive (Stock)</b>	Three year targets  Restricted shares and options (two year vest)	EPS 60%  Cumulative Free Cash Flow 40%