



TransUnion First Quarter 2021 Earnings

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Forward-Looking Statement

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements are based on the current beliefs and expectations of TransUnion's management and are subject to significant risks and uncertainties. Actual results may differ materially from those described in the forward-looking statements. Factors that could cause TransUnion's actual results to differ materially from those described in the forward-looking statements, including the effects of the COVID-19 pandemic and the timing of the recovery from the COVID-19 pandemic, can be found in TransUnion's Annual Report on Form 10-K for the year ended December 31, 2020, as modified in any subsequent Quarterly Report on Form 10-Q or Current Report on Form 8-K, which are filed with (or furnished to) the Securities and Exchange Commission and are available on TransUnion's website (www.transunion.com/tru) and on the Securities and Exchange Commission's website (www.sec.gov). TransUnion undertakes no obligation to update the forward-looking statements to reflect the impact of events or circumstances that may arise after the date of the forward-looking statements. Factors that could cause actual results to differ materially from those described in the forward-looking statements.

Non-GAAP Financial Information

This investor presentation includes certain non-GAAP measures that are more fully described in our Current Report on Form 8-K, furnished as Exhibit 99.1, "Press release of TransUnion dated April 27, 2021, announcing results for the quarter ended March 31, 2021" under the heading "Non-GAAP Financial Measures," furnished to the Securities and Exchange Commission on April 27, 2021. These financial measures should be reviewed in conjunction with the relevant GAAP financial measures and are not presented as alternative measures of GAAP. Other companies in our industry may define or calculate these measures differently than we do, limiting their usefulness as comparative measures. Because of these limitations, these non-GAAP financial measures should not be considered in isolation or as substitutes for performance measures calculated in accordance with GAAP. Reconciliations of these non-GAAP financial measures to their most directly comparable GAAP financial measures are presented in the tables of Exhibit 99.1 of our Current Report on Form 8-K furnished to the Securities and Exchange Commission on April 27, 2021.



- 1 First quarter 2021 highlights**
- 2 TransUnion's unique market position and approach**
- 3 First quarter 2021 financial results**
- 4 Second quarter and full year 2021 guidance**

First Quarter 2021 Highlights

- **Significantly outperformed** Q1 2021 guidance
- Experienced **broad improvement** across most U.S. verticals and international markets
 - **U.S. Markets:** *growth accelerated in Financial Services (ex. mortgage) and Emerging Verticals*
 - **Consumer Interactive:** *solid performance*
 - **International:** *improving macro trends drove a return to growth*
- **Raised FY 2021 guidance** based on strong Q1 and more bullish outlook

TransUnion's Unique Market Position and Approach

- ④ **Innovator / attacker** positions across our markets
- ④ **Proven and scalable enterprise growth playbook**
- ④ **Powerful data assets**
- ④ **Cutting-edge technology capabilities**
- ④ **Culture of customer focus and partnership**

Innovator / Attacker Positions Across our Markets

- **Financial Services**: established first-mover advantage with trended and alternative data as well as leading position with FinTech lenders
- **Insurance**: expanding into new use cases and customer adjacencies using data and analytics
- **Media** and **Gaming and Gambling**: aggressively pursuing high growth adjacencies with a clear right to win
- **Consumer Interactive**: empowering consumers at scale through direct and indirect channels

Proven and Scalable Enterprise Growth Playbook

- Established a replicable approach to client engagement, innovation and adjacencies
- Allows TransUnion to deliver growth in excess of a given underlying vertical or geographic market
- Enhanced efficacy of our Playbook through establishment of Global Solutions and Global Operations

Powerful Data Assets

- Strategically building an array of alternative data assets to serve core and high growth use cases, including:
 - *Trended credit, payday and online short-term loans, consumer contributed data and income and employment verification*
 - *Device-based fraudulent behavior information*
 - *Public records data*
 - *Data on streaming devices and activity*
 - *Driving violation data and state-issued MVRs*
 - *Differentiated international data: commercial credit data, public record and other alternative data for insurers*

Cutting-edge Technology Capabilities

- Proven track record of delivering on large-scale, complex technology initiatives to sustain our competitive advantage
- Staying on the cutting edge of cloud computing and information security through Project Rise, our multi-year technology evolution
- Project on plan to deliver considerable operational and financial benefits

Culture of Customer Focus and Partnership

- Fostering a culture that is:
 - *Customer-centric*
 - *Humble, yet driven*
 - *Accountable*
 - *Collaborative*
- As a result of this culture, we have established a track record of winning in the marketplace, delivering superior results and attracting high-caliber talent

Growth Meaningfully Accelerated Throughout Q1 '21

YoY Organic Constant Currency Revenue Growth Trends



	Results used to inform 2021 Guidance	Q1 '21 growth meaningfully accelerated after 2021 Guidance was provided		
	January	February	March	Q1 2021
U.S. Markets	+8%	+10%	+11%	+10%
Financial Services	+13%	+16%	+13%	+14%
Emerging Verticals	+2%	+3%	+8%	+4%
International	(4%)	+4%	+9%	+3%
Canada	+4%	+12%	+10%	+9%
Latin America	+0%	+4%	+12%	+5%
United Kingdom	(16)%	(2)%	+7%	(5)%
Africa	(3)%	(7)%	(4)%	(5)%
India	+1%	+10%	+22%	+11%
Asia Pacific	+14%	+6%	(4)%	+5%
Consumer Interactive	+2%	+0%	+6%	+3%
Consolidated TransUnion	+4%	+7%	+10%	+7%



Consolidated Q1 2021 Highlights

	Year-over-Year Change
Revenue	8%
Constant Currency Revenue	8%
Organic Revenue	8%
Organic Constant Currency Revenue	7%
Adjusted EBITDA	14%
Constant Currency Adjusted EBITDA	13%
Organic Constant Currency Adjusted EBITDA	14%
Adjusted Diluted EPS	25%

Note: For additional information, refer to the "Non-GAAP Financial Information" section on slide 2.

U.S. Markets Q1 2021 Year-over-Year Financial Highlights

	Reported	FX Impact	Inorganic Impact	Organic Constant Currency
Revenue	11%	—	(1)%	10%
Financial Services	14%	—	—	14%
Emerging Verticals	7%	—	(3)%	4%
Adjusted EBITDA	16%	—	1%	17%

Note: Rows may not foot due to rounding. For additional information, refer to the “Non-GAAP Financial Information” section on slide 2.

Consumer Interactive Q1 2021 Year-over-Year Financial Highlights

	Reported	FX Impact	Inorganic Impact	Organic Constant Currency
Revenue	3%	—	—	3%
Adjusted EBITDA	2%	—	—	2%

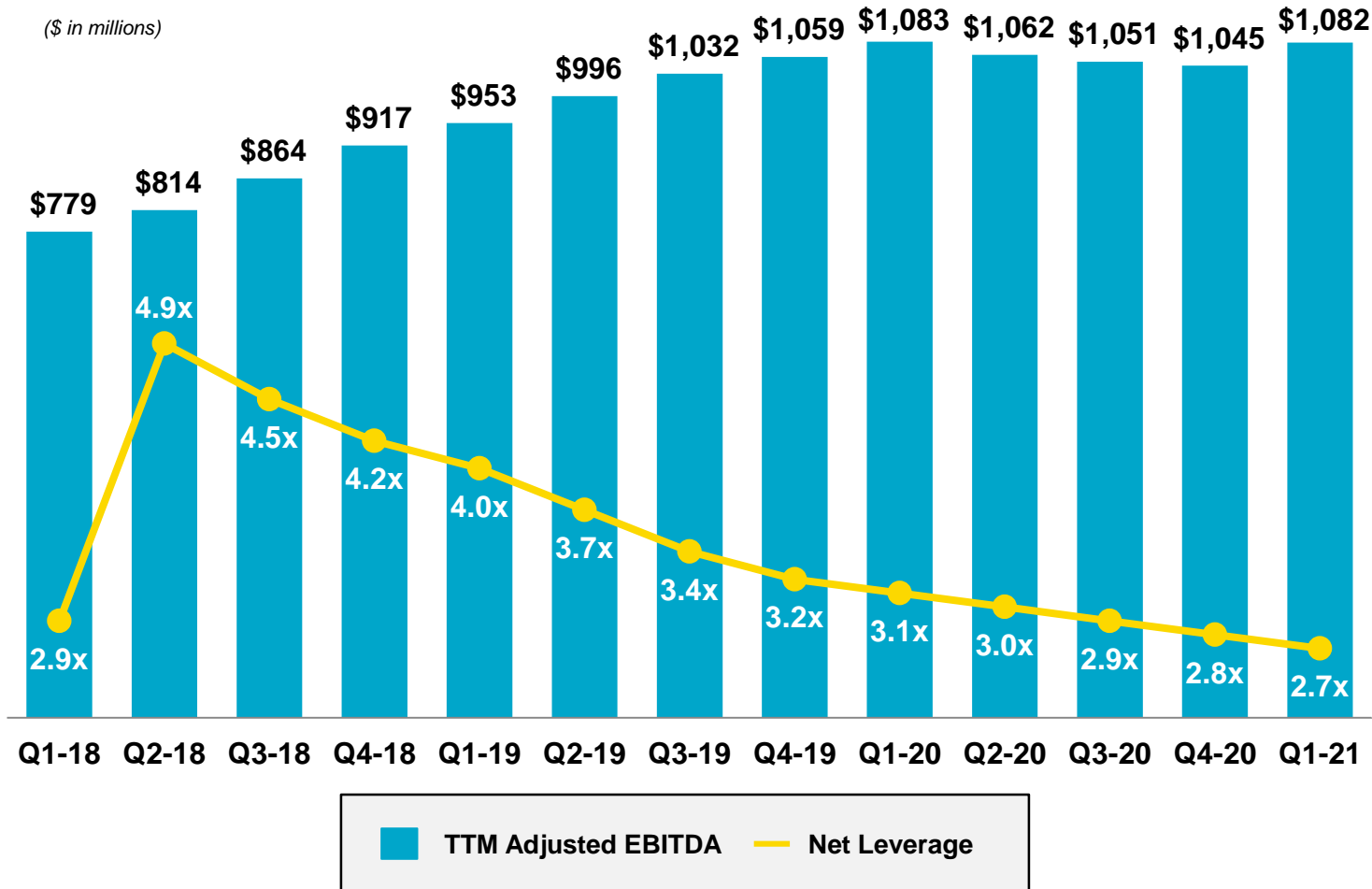
Note: For additional information, refer to the “Non-GAAP Financial Information” section on slide 2.

International Q1 2021 Year-over-Year Financial Highlights

	Reported	FX Impact	Inorganic Impact	Organic Constant Currency
Revenue	5%	(3)%	—	3%
Canada	15%	(6)%	—	9%
Latin America	(1)%	+6%	—	5%
U.K.	3%	(8)%	—	(5)%
Africa	(4)%	(1)%	—	(5)%
India	10%	+1%	—	11%
Asia Pacific	6%	(1)%	—	5%
Adjusted EBITDA	19%	(3)%	—	16%

Note: Rows may not foot due to rounding. For additional information, refer to the “Non-GAAP Financial Information” section on slide 2.

TransUnion Has a Strong Balance Sheet and the Ability to Rapidly Build Cash



- Ended Q1 with \$433M of cash
- Pre-paid \$85M of debt
- Continued de-levering from most recent peak in mid-2018
- Actively pursuing attractive investments



Q2 2021 Guidance

Reported Revenue: \$744M to \$754M

Assumed M&A contribution:

Assumed FX contribution:

+17% to +19%

Slightly < 1pt. benefit

~2pt. benefit

Organic Constant Currency Revenue:

+15% to +16%

Adjusted EBITDA: \$296M to \$303M

Assumed FX contribution:

Adjusted EBITDA Margin:

+22% to +25%

~2pt. benefit

+160bps to +200bps

Q2 2021 revenue guidance includes
~2pt. mortgage headwind

Adjusted Diluted EPS: \$0.89 to \$0.92

+35% to +39%

FY 2021 Guidance



Reported Revenue: \$2.949B to \$2.992B

Assumed M&A contribution:

+9% to +10%

~0.5pt. benefit

Assumed FX contribution:

~1pt. benefit

Organic Constant Currency Revenue:

Assumed Mortgage impact:

+7% to +9%

~1pt. to ~1.5pt. headwind

Organic CC Revenue ex. Mortgage:

+8% to +10%

Adjusted EBITDA: \$1.157B to \$1.189B

Assumed FX contribution:

+11% to +14%

~1pt. benefit

Adjusted EBITDA Margin:

+80bps to +130bps

- **U.S. Markets** up high-single-digits [*up low-double-digits ex. mortgage impact*]
 - Financial Services up high-single-digits [*up low-double-digits ex. mortgage impact*]
 - Emerging Verticals up low-double-digits
- **International** up mid-teens (*as reported*)
- **Consumer Interactive** up low-single-digits

Adjusted Diluted EPS: \$3.45 to \$3.58

+15% to +19%

- Delivered strong Q1 results
- Increased FY 2021 guidance based on significantly stronger macro trends
- Leveraging differentiated portfolio and market positions to continue to drive best-in-class growth





Q&A