



TransUnion Second Quarter 2021 Earnings

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Forward-Looking Statements

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 July 27, 2021, announcing results for the quarter ended June 30, 2021" under the heading "Non-GAAP Financial Measures," furnished to the Securities and Exchange Commission on July 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 for each of the periods included in this presentation are included in the tables of Exhibit 99.1 of our Current Reports on Form 8-K furnished to the Securities and Exchange Commission on July 27, 2021, April 27, 2021, February 16, 2021, October 27, 2020, July 28, 2020, April 28, 2020, February 18, 2020, October 22, 2019, July 23, 2019 and April 23, 2019.



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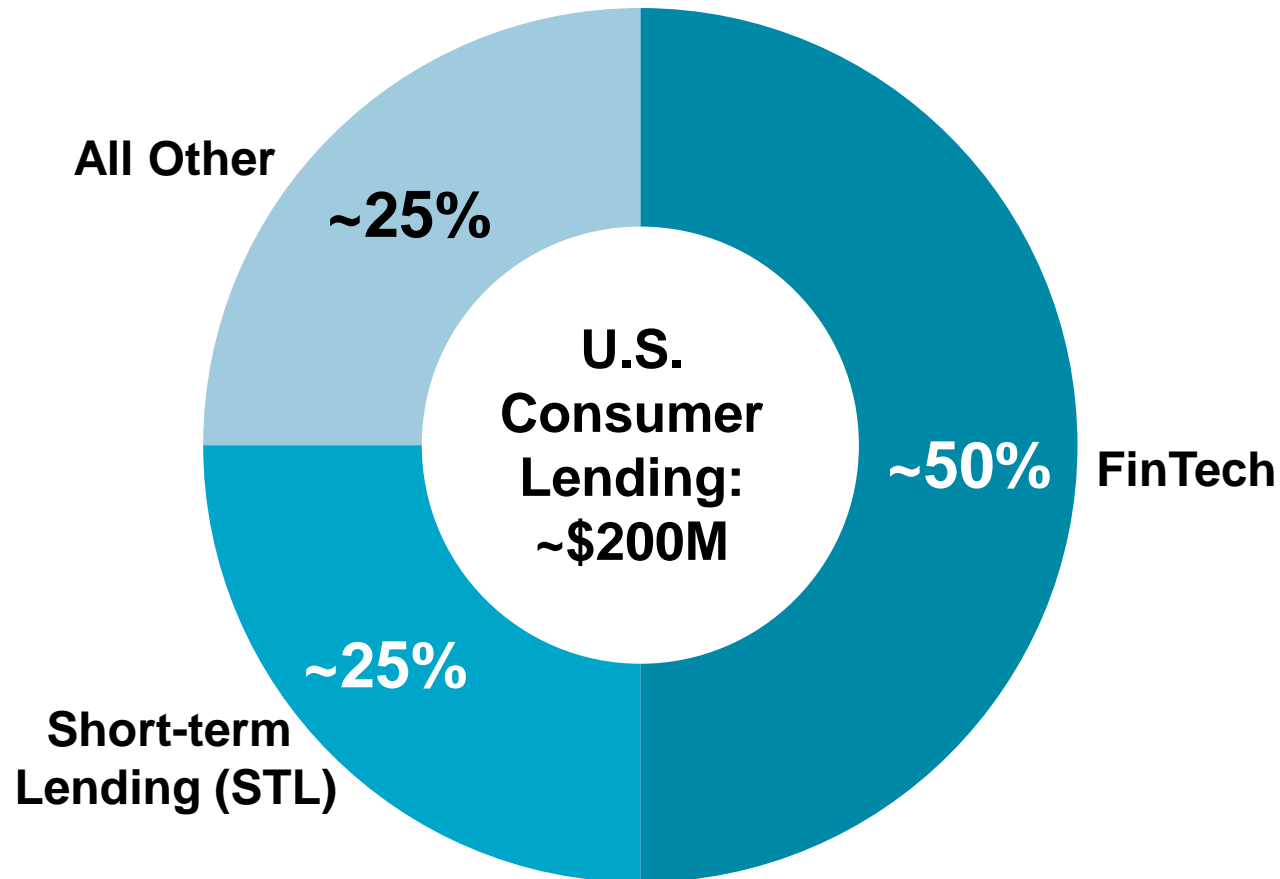
Second Quarter 2021 Highlights

- **Delivered very strong results** compared to Q2 2021 guidance
- Experienced **broad market improvement** with additional upside expected in future quarters
- **Raised FY 2021 guidance** based on strong Q2 and improved outlook
- Remain focused on **TransUnion's ongoing impact on all stakeholders**

TransUnion's Unique Market Position and Approach

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

Consumer Lending / FinTech Deep-Dive



- Grew FinTech revenue by ~55% from 2017 to 2019
- Established primary position with the majority of FinTech lenders
- Expect very strong performance in 2021
- Executing strategy to engage early-stage FinTechs, partnering with them on risk, marketing and fraud solutions
- Leveraged Advisory Board members to develop industry-leading innovation
- Amassed differentiated inquiry file



Consumer Lending / FinTech Growth Opportunities

- Increase penetration with current customers
- Support customer diversification into multi-line lending
- Continue to grow with Buy Now Pay Later and Point of Sale lenders
- Expand international presence with FinTech lenders

Public Sector Deep-Dive

- Developed vertical in 2015 with dedicated leader with full P&L responsibility
- Built strong direct and indirect business with all levels of government
- Leveraged existing solutions to deliver relevant offerings rapidly
- Expect revenue to approach ~\$50M in 2021, with an achievable path to ~\$100M in the mid-term



Second Quarter 2021 Compared to 2020 and 2019

YoY Organic CC Revenue / Adjusted Revenue Growth⁽¹⁾

	Q2 '21 vs. '20	Q2 '21 vs. '19
U.S. Markets	+18%	+17%
Financial Services	+22%	+27%
Emerging Verticals	+13%	+7%
International	+32%	+11%
Canada	+25%	+23%
Latin America	+46%	+13%
United Kingdom	+20%	+1%
Africa	+37%	+9%
India	+54%	+19%
Asia Pacific	+27%	+12%
Consumer Interactive	+6%	+11%
Consolidated TransUnion	+19%	+15%

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

(1) 2020 actual FX rates applied to all periods.



Consolidated Q2 2021 Highlights

	Year-over-Year Change
Revenue	22%
Constant Currency Revenue	20%
Organic Revenue	21%
Organic Constant Currency Revenue	19%
Adjusted EBITDA	31%
Constant Currency Adjusted EBITDA	29%
Organic Constant Currency Adjusted EBITDA	29%
Adjusted Diluted EPS	46%

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

U.S. Markets Q2 2021 Year-over-Year Financial Highlights

	Reported	FX Impact	Inorganic Impact	Organic Constant Currency
Revenue	20%	—	(2)%	18%
Financial Services	22%	—	—	22%
Emerging Verticals	17%	—	(4)%	13%
Adjusted EBITDA	22%	—	(1)%	24%

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

Consumer Interactive Q2 2021 Year-over-Year Financial Highlights

	Reported	FX Impact	Inorganic Impact	Organic Constant Currency
Revenue	6%	—	—	6%
Adjusted EBITDA	5%	—	—	5%

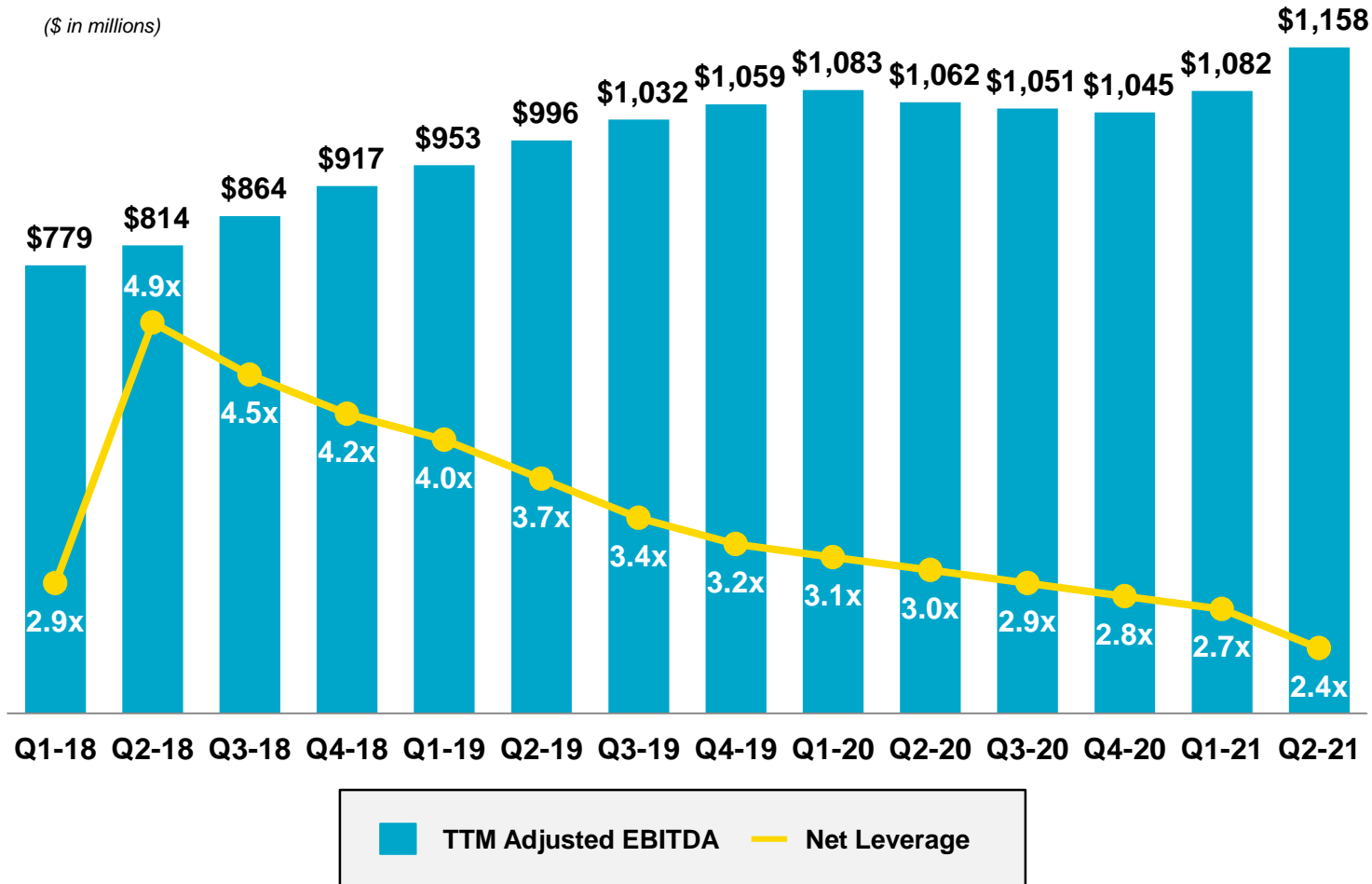
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International Q2 2021 Year-over-Year Financial Highlights

	Reported	FX Impact	Inorganic Impact	Organic Constant Currency
Revenue	44%	(12)%	—	32%
Canada	41%	(16)%	—	25%
Latin America	51%	(5)%	—	46%
U.K.	36%	(16)%	—	20%
Africa	69%	(32)%	—	37%
India	58%	(5)%	—	54%
Asia Pacific	27%	(0)%	—	27%
Adjusted EBITDA	93%	(17)%	—	75%

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 Q2 with \$526M of cash
- Continued de-levering from most recent peak in mid-2018
- Actively pursuing attractive investments



Q3 2021 Guidance

Reported Revenue: \$766M to \$777M

Assumed M&A contribution:

Assumed FX contribution:

+10% to +12%

Slightly < 1pt. benefit

~1.5pt. benefit

Organic Constant Currency Revenue:

+8% to +10%

Adjusted EBITDA: \$301M to \$308M

Assumed FX contribution:

Adjusted EBITDA Margin:

+12% to +14%

~1.5pt. benefit

+50bps to +80bps

Adjusted Diluted EPS: \$0.91 to \$0.93

+12% to +15%

Q3 2021 revenue guidance includes
~4pt. mortgage headwind

FY 2021 Guidance



Reported Revenue: \$3.034B to \$3.059B

Assumed M&A contribution:

+12% to +13%

~0.5pt. benefit

Assumed FX contribution:

~1.5pt. benefit

Organic Constant Currency Revenue:

Assumed Mortgage impact:

+10% to +11%

~1.5pt to 2pt. headwind

Organic CC Revenue ex. Mortgage:

+11% to +12%

Adjusted EBITDA: \$1.207B to \$1.225B

Assumed FX contribution:

+16% to +17%

~1.5pt. benefit

Adjusted EBITDA Margin:

+130bps to +160bps

Adjusted Diluted EPS: \$3.63 to \$3.70

+21% to +23%

- **U.S. Markets** up low-double-digits [up mid-teens ex. mortgage impact]
 - Financial Services up low-double-digits [up high-teens ex. mortgage impact]
 - Emerging Verticals up low-double-digits
- **International** up more than 20% (as reported)
- **Consumer Interactive** up low-single-digits

- Delivered strong Q2 results
- Increased FY 2021 guidance based on significantly stronger macro trends
- Positioned to continue to deliver best-in-class growth





Q&A