



# **Second Quarter 2022**

# **Earnings**

**Chris Cartwright**, President and CEO  
**Todd Cello**, CFO

July 26, 2022



## 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 include: the effects of the COVID-19 pandemic, including the prevalence and severity of variants; the war in Ukraine and escalating geopolitical tensions as a result of Russia's invasion of Ukraine; the effects of pending and future legislation and regulatory actions and reforms; macroeconomic effects including the impact of inflation, and industry trends and adverse developments in the debt, consumer credit and financial services markets and other macroeconomic factors beyond TransUnion's control; risks related to TransUnion's indebtedness, including TransUnion's ability to make timely payments of principal and interest and TransUnion's ability to satisfy covenants in the agreements governing its indebtedness; our ability to maintain our liquidity; our ability to maintain the security and integrity of our data; our ability to deliver services timely without interruption; our ability to maintain our access to data sources; government regulation and changes in the regulatory environment; litigation or regulatory proceedings; regulatory oversight of "critical activities"; our ability to effectively manage our costs; economic and political stability in the United States and international markets where we operate; the possibility that the expected benefits of the Healthcare divestiture will not be realized, or will not be realized within the expected time period; risks related to the distraction of management from ongoing business operations and other opportunities due to recent acquisitions and divestitures; our ability to acquire businesses, successfully secure financing for our acquisitions and timely consummate such acquisitions; the possibility that we will not successfully integrate the operations of our acquisitions, control the costs of integrating our acquisitions or realize the intended benefits of such acquisitions, including our recent Neustar acquisition; and other one-time events and other factors that can be found in TransUnion's Annual Report on Form 10-K for the year ended December 31, 2021, and any subsequent Quarterly Report on Form 10-Q or Current Report on Form 8-K, which are filed with the Securities and Exchange Commission and are available on TransUnion's website ([www.transunion.com/tru](http://www.transunion.com/tru)) and on the Securities and Exchange Commission's website ([www.sec.gov](http://www.sec.gov)). TransUnion undertakes no obligation to publicly release the result of any revisions to these forward-looking statements to reflect the impact of events or circumstances that may arise after the date of this presentation.

## Non-GAAP Financial Information

This investor presentation includes certain non-GAAP measures that are more fully described in Exhibit 99.1, "Press release of TransUnion dated July 26, 2022, announcing results for the quarter ended June 30, 2022," under the heading "Non-GAAP Financial Measures," furnished to the Securities and Exchange Commission ("SEC") on July 26, 2022. 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 Appendix at the back of this investor presentation.



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**Market perspectives and financial highlights**

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**Acquisition integration updates**

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**Second quarter 2022 financial results**

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**2022 guidance and portfolio resiliency review**

# Market Perspectives



**U.S. consumer health**  
**remains positive** supported  
by high employment,  
income growth, sound balance  
sheets, solid savings rates and  
low delinquencies



**Intermediate-term**  
**uncertainties globally** due to  
rising interest rates and  
inflation and structural supply  
shortages



**Emerging markets rebound**  
**after pandemic restrictions**  
**lifted**; outsized growth in India,  
APAC and LatAm while U.S.,  
Canada and U.K.  
experience **early negative**  
**impacts** of higher inflation

# Strong Second Quarter 2022 Results

**Strong 9% organic revenue growth**  
excluding U.S. mortgage

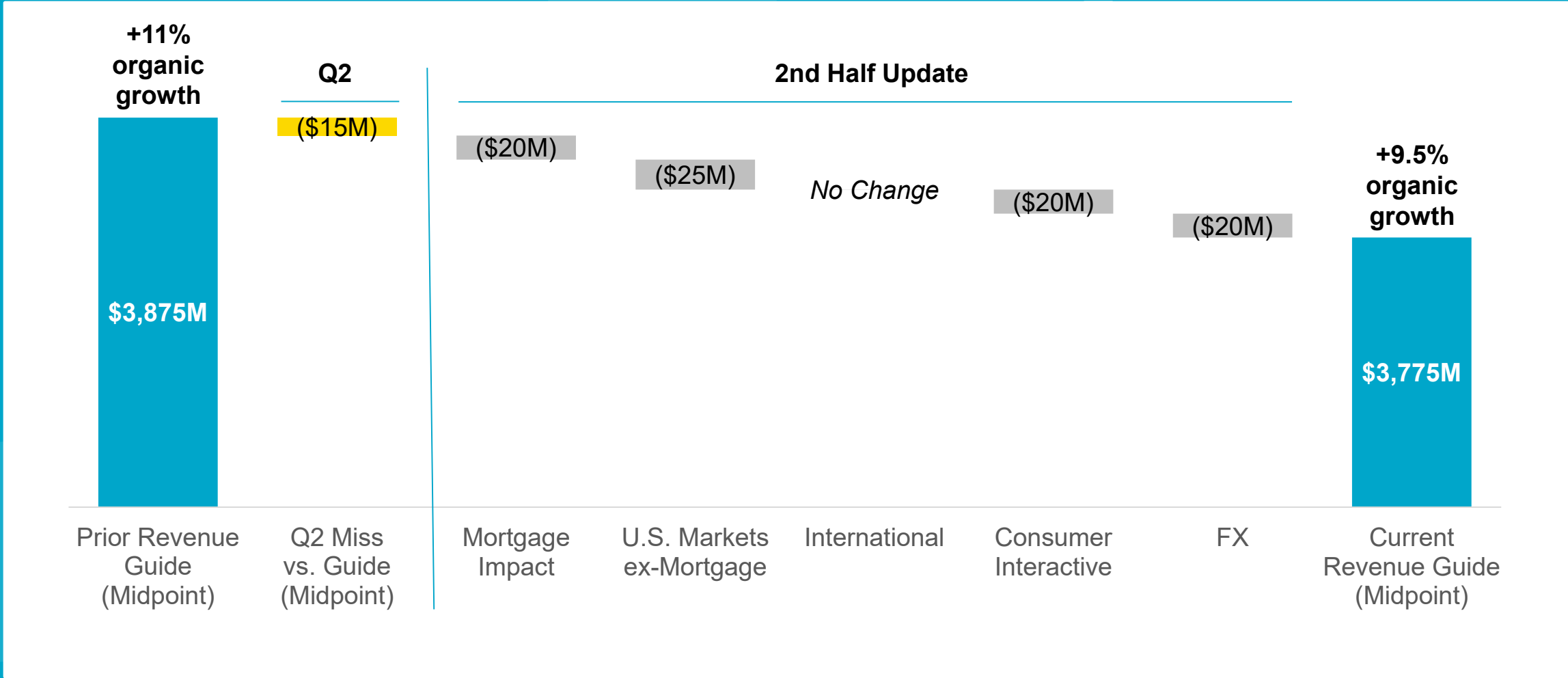
**Adjusted EBITDA and Adjusted Diluted EPS**  
**within range** due to prudent cost management  
while maintaining investment levels

**Market-leading growth** in  
Financial Services,  
Insurance, Public Sector,  
and Media

**Double-digit organic**  
**growth<sup>1</sup> internationally**, led  
by India, Asia Pacific, Latin  
America and Africa

**Acquisitions performing**  
**well** with growing sales  
pipelines and cost synergies  
ahead of targets

# Bridge to Updated 2022 Revenue Guidance





## Neustar

- ▶ Q2 2022: Mid-single-digits revenue growth as we expected. Adjusted EBITDA margins ~24%
- ▶ 2022E: Now expecting mid-single-digits growth with EBITDA margins at ~26%

## Marketing, fraud, and communication solutions powered by OneID platform

- Full-year 2022 revenue on acquisition case and ahead on Adjusted EBITDA
- Accelerating integration of product and functional capabilities, including marketing, fraud, analytics, technology, and sales
- Strong sales results and new pipeline across verticals for Marketing and Trusted Call Solutions
  - Tempered by market volume uncertainty and timing of new customer onboarding
- Neustar and TransUnion marketing solutions grew combined double-digits in H1 2022



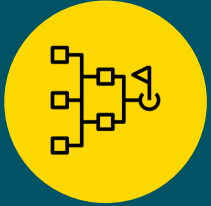
## Sontiq

- ▶ Q2 2022: Revenue fell -1% due to large breach in prior year. Adjusted EBITDA margins ~30%
- ▶ 2022E: Mid-teens revenue growth as expected at ~30% margins, ~40% excluding integration costs

## Identity theft and cybercrime solutions for consumers and business, including identity monitoring, restoration, and breach response

- Integrated go-to-market approach with excellent early cross-selling results
  - Signed several breach deals that will benefit H2 2022 growth rate
  - Won large deal as result of combined credit and identity capabilities with a rapidly expanding pipeline
- Combined all management, sales, product and technology functions





## Argus

- ▶ **Q2 2022:** Revenue growth 4%. ~20% Adjusted EBITDA margin, or ~25% excluding integration expenses
- ▶ **2022E:** Low-single-digits revenue growth at ~15% margin, or ~31% excluding integration expenses

## Insights and analytics for credit, debit card accounts and checking accounts spend behavior

- Closed acquisition on April 8th
- Positive feedback from consortium lenders who view TransUnion as a natural owner, with strong interest in enhancing Argus data insights and digital delivery
- Commerce Signals anonymized audiences additive to TransUnion marketing capabilities
- Actively marketing non-core businesses with significant interest to date

# New Board members deepen technology and product innovation expertise at TransUnion



**Hamidou Dia**

VP and Global Head of Solutions  
Engineering at Google Cloud



**Ravi Kumar**

President of Infosys

# Consolidated Q2 2022 Highlights

	Reported (\$M)	Y/Y Change
<b>Revenue</b>	<b>\$948</b>	<b>30%</b>
Constant Currency Revenue		32%
Organic Constant Currency Revenue		5%
<b>Adjusted EBITDA</b>	<b>\$350</b>	<b>19%</b>
Constant Currency Adjusted EBITDA		20%
Organic Constant Currency Adjusted EBITDA		4%
<b>Adjusted Diluted EPS</b>	<b>\$0.98</b>	<b>11%</b>

For additional information, refer to the "Non-GAAP Financial Information" section on slide 2 and the Appendix at the back of this investor presentation.

- ▶ Organic constant currency growth excluding mortgage of +9%
- ▶ Adjusted EBITDA margin of 36.9%; excluding acquisitions, organic Adjusted EBITDA margin of 40.2%

# U.S. Markets Q2 2022 Highlights

	Reported (\$M)	Reported Y/Y	FX Impact	Inorganic Impact	Organic Constant Currency
<b>Revenue</b>	<b>\$633</b>	<b>44%</b>	—	<b>(40)%</b>	<b>5%</b>
Financial Services	301	11%	—	(8)%	3%
Emerging Verticals	332	98%	—	(90)%	8%
<b>Adjusted EBITDA</b>	<b>\$234</b>	<b>25%</b>	—	<b>(22)%</b>	<b>3%</b>

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

- ▶ U.S. Markets organic growth ex-mortgage of **+13%**
- ▶ U.S. Financial Services organic growth ex-mortgage of **+18%**, led by FinTech and Card & Banking
- ▶ Emerging Verticals led by double-digit growth in Insurance, Public Sector and Media

# Consumer Interactive Q2 2022 Highlights

	Reported (\$M)	Reported Y/Y	FX Impact	Inorganic Impact	Organic Constant Currency
Revenue	\$147	8%	—	(17)%	(9)%
Adjusted EBITDA	\$68	5%	—	(11)%	(6)%

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

- ▶ Direct and indirect channel revenue both declined due to reduced demand for paid credit monitoring products
- ▶ Organic Adjusted EBITDA margins of 49.3%, up 190bps YoY, driven by lower advertising investments

# International Q2 2022 Highlights

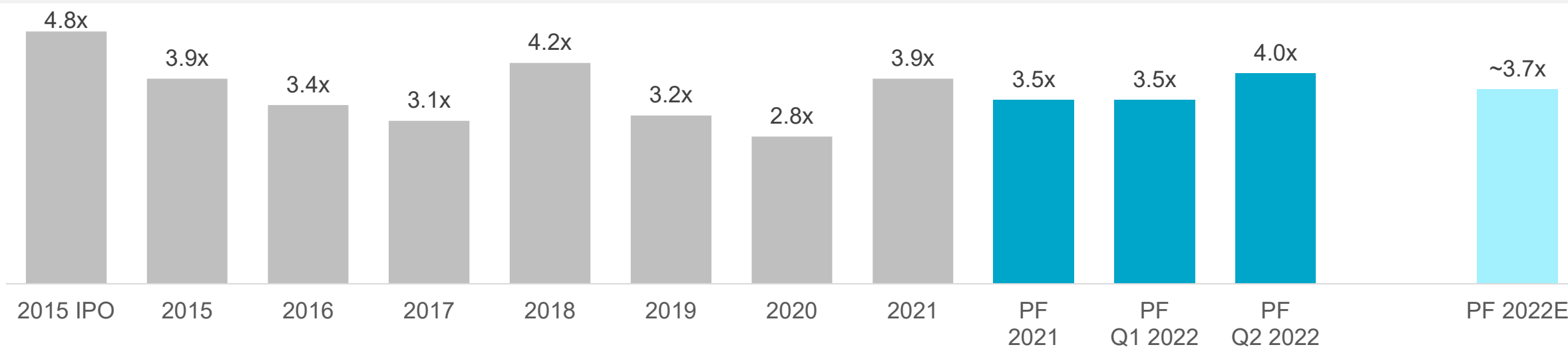
	Reported (\$M)	Reported Y/Y	FX Impact	Inorganic Impact	Organic Constant Currency
<b>Revenue</b>	<b>\$187</b>	<b>8%</b>	<b>6%</b>	<b>—</b>	<b>15%</b>
Canada	33	(3)%	4%	—	1%
Latin America	30	13%	1%	—	14%
U.K.	50	(7)%	10%	—	3%
Africa	16	3%	9%	—	12%
India	40	44%	7%	—	51%
Asia Pacific	19	19%	3%	—	22%
<b>Adjusted EBITDA</b>	<b>\$81</b>	<b>12%</b>	<b>6%</b>	<b>—</b>	<b>19%</b>

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

- ▶ Canada organic growth excluding impact of breach revenues last year **+6%**
- ▶ U.K. organic growth excluding one-time contracts such as with the U.K. government **+8%**

# TransUnion Has Shown a Consistent Ability to De-Lever via Adjusted EBITDA Growth

## Net Debt / Adjusted EBITDA Ratio



- Roughly \$5.9 billion of debt and \$522 million cash at quarter-end
- Net leverage of ~4.0x in Q2 2022, an increase from Q1 2022 following the close of VF Financial acquisition
- Expecting to reach ~3.7x net debt to Adjusted EBITDA by end of 2022

# Q3 2022 Guidance

## **Reported Revenue: \$935M to \$955M**

*Assumed M&A contribution:*

*Assumed FX contribution:*

**+26% to +28%**

*~27pt. benefit*

*~(2)pt. headwind*

## **Organic Constant Currency Revenue:**

*Assumed Mortgage impact:*

**+2% to +3%**

*~(5)pt. headwind*

## **Organic CC Revenue ex. Mortgage:**

**+7% to +8%**

## **Adjusted EBITDA: \$334M to \$348M**

*Assumed FX contribution:*

*Adjusted EBITDA Margin*

*Adjusted EBITDA Margin bps change:*

**+11% to +15%**

*~(2)pt. headwind*

*35.7% to 36.4%*

*-490bps to -420bps*

## **Adjusted Diluted EPS: \$0.89 to \$0.95**

**-3% to +4%**

► **Revenue:** Expecting high-single-digits organic constant currency growth ex-mortgage, led by our B2B businesses

► **Adjusted EBITDA:** Margin comparability impacted by lower margin profile of acquisitions



# FY 2022 Revenue Guidance

## Reported Revenue: \$3.748B to \$3.798B

*Assumed M&A contribution:*

+27% to +28%

*~24pt. benefit*

*Assumed FX contribution:*

*~(1)pt. headwind*

## Organic Constant Currency Revenue:

*Assumed Mortgage impact:*

+4% to +5%

*~(5)pt. headwind*

## Organic CC Revenue ex. Mortgage:

+9% to +10%

## Organic Growth Assumptions

- **U.S. Markets** up mid-single-digits [up low-double-digits excluding mortgage impact]
  - **Financial Services** up low-single-digits [up mid-teens excluding mortgage impact]
  - **Emerging Verticals** up high-single-digits
- **International** up low-teens [constant-currency]
- **Consumer Interactive** down high-single-digits

► **Revenue:** Guidance reduction due to increasing FX and mortgage headwinds, softer Consumer Interactive, and lowered but still strong growth in U.S. Markets ex-mortgage

► **U.S. Mortgage:** Expect revenue declines of (30)% to (35)% in 2022 based on inquiry declines of (40)% to (45)%; *U.S. mortgage revenue was ~9% of LTM revenue, expected to be <7% by year-end*

# FY 2022 Adjusted EBITDA, Adjusted Diluted EPS and Other Guidance



**Adjusted EBITDA: \$1.362B to \$1.399B**

*Assumed FX contribution:*

*Adjusted EBITDA Margin*

*Adjusted EBITDA Margin bps change:*

**+18% to +21%**

*~(1)pt. headwind*

*36.3% to 36.8%*

*-270bps to -220bps*

**Adjusted Diluted EPS: \$3.70 to \$3.85**

**+7% to +12%**

**Adjusted Tax Rate: ~22.5%**

**Total D&A: ~\$520M**

D&A ex. step-up from 2012 change in control and subsequent acquisitions: **~\$210M**

**Net Interest Expense: ~\$225M**

**CapEx: ~8% of revenue**

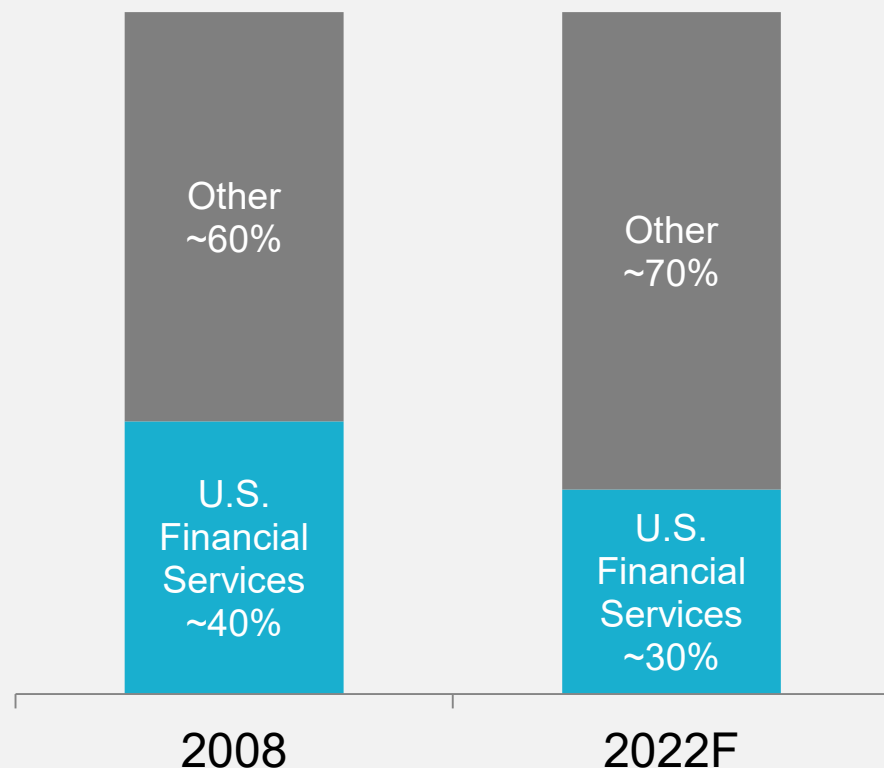
► **Adjusted EBITDA:**

Decreased due to lower revenue expectations, offset by cost management actions

► **Adjusted EBITDA margins:**

Organic margin up ~20bps, approaching 40%

# Vertical, geographic and product expansion has reduced our exposure to the U.S. credit cycle over time






## U.S. Financial Services Key Points

**Mortgage expected to be less than 7% of revenue by YE 2022**



**10%+ of revenues not tied to credit – Fraud, Analytics, Collections**

**Strong capabilities supporting customer portfolio review, including Argus**

# Emerging Verticals provide growth avenues unrelated to U.S. credit cycle

Vertical	% of 2022F Revenue	Recession Impact	Comment
<u>Insurance</u>	~9%		<ul style="list-style-type: none"> <li>Product focus on profitable growth, segmentation, fraud/ID and customer experience is relevant in all scenarios</li> <li>Recessionary periods often lead to more rate shopping – volume benefit</li> </ul>
<u>Services &amp; Collections</u>			<ul style="list-style-type: none"> <li>Potential increased demand for 1<sup>st</sup> and 3<sup>rd</sup> party collections solutions</li> </ul>
<u>Tenant &amp; Employment Screening</u>	~7%		<ul style="list-style-type: none"> <li>Supply/demand dynamic is more relevant than economic cycle</li> </ul>
<u>Public Sector</u>			<ul style="list-style-type: none"> <li>Fraud/ID solutions generally not cyclical</li> </ul>
<u>Other Emerging Verticals</u>			<ul style="list-style-type: none"> <li>Diverse customer set with broad solutions suite</li> </ul>
<u>Media &amp; Entertainment</u>	~2%		<ul style="list-style-type: none"> <li>Core solutions are subscription-based data/technology; but usage-based products will be impacted by ad spending</li> </ul>

# International and Consumer Interactive add further diversification

Segment	% of 2022F Revenue	Recession Impact	Comment
<u>International</u>	~20%		<ul style="list-style-type: none"> <li>U.K. and Canada facing similar macroeconomic dynamics to U.S., but without the significant mortgage headwinds</li> <li>Emerging Markets continuing to see healthy growth and provide diversification</li> </ul>
<u>Consumer Interactive</u>	~15%		<ul style="list-style-type: none"> <li>Consumers often seek credit monitoring solutions in periods of economic stress, a dynamic seen during COVID-19 pandemic</li> <li>Pressure in paid credit monitoring offering likely to continue as consumers tilt toward freemium offerings</li> <li>ID protection is by nature a long-term engagement</li> </ul>

# Recent acquisitions add to portfolio resiliency



- Declined -1% in 2020, with Marketing flat
- Communications and Fraud largely not cyclical
- Marketing is deeply embedded in customer workflows and 80% subscription-based



- 75% of revenues are B2B2C, including through insurance companies and benefit brokers
- Identity protection skews to a more affluent, and potentially less cycle-exposed, consumer



- ~90% of revenues are subscription-based
- Valuable data set for portfolio review in periods of market stress

# In a recession environment, we expect to continue delivering relative outperformance



Highlight diversified product and vertical portfolio to offset credit-related pressures



Partner with our customers – deploy thought leadership to deliver innovative solutions for changing economic conditions



Emphasize in-flight cost savings and acquisition synergy initiatives



Maintain cost discipline – areas of focus include new hires and travel & entertainment



**Delivered healthy Q2 results with particular strength in U.S. Markets and International**



**Drove Adjusted EBITDA and EPS performance through cost discipline and acquisition synergies**



**Continue to expect a strong year, with 9% to 10% organic growth excluding U.S. mortgage**





**Q&A**

# Appendix – Non-GAAP Reconciliations

## Adjusted EBITDA and Consolidated Adjusted EBITDA Margin

(dollars in millions)	Three Months Ended June 30,		Six Months Ended June 30,	
	2022	2021	2022	2021
<b>Reconciliation of net income attributable to TransUnion to consolidated Adjusted EBITDA:</b>				
Net income attributable to TransUnion	\$ 95.6	\$ 127.6	\$ 143.9	\$ 255.6
Discontinued operations, net of tax	(0.3)	(10.8)	—	(24.1)
Income from continuing operations attributable to TransUnion	\$ 95.3	\$ 116.8	\$ 143.9	\$ 231.4
Net interest expense	50.7	24.7	100.2	49.8
Provision for income taxes	29.2	58.6	53.5	82.3
Depreciation and amortization	130.6	93.2	259.4	182.7
EBITDA	\$ 305.7	\$ 293.4	\$ 557.1	\$ 546.3
<b>Adjustments to EBITDA:</b>				
Stock-based compensation <sup>(1)</sup>	20.3	17.1	\$ 40.8	\$ 32.5
Mergers and acquisitions, divestitures and business optimization <sup>(2)</sup>	14.0	8.8	28.6	10.6
Accelerated technology investment <sup>(3)</sup>	8.1	9.8	20.1	17.1
Net other <sup>(4)</sup>	2.2	(33.8)	37.9	(33.7)
Total adjustments to EBITDA	\$ 44.6	\$ 1.9	\$ 127.5	\$ 26.5
<b>Consolidated Adjusted EBITDA</b>	<b>\$ 350.3</b>	<b>\$ 295.3</b>	<b>\$ 684.5</b>	<b>\$ 572.8</b>
Net income attributable to TransUnion margin	10.1 %	17.5 %	7.7 %	17.9 %
Consolidated Adjusted EBITDA margin	36.9 %	40.6 %	36.6 %	40.1 %

As a result of displaying amounts in millions, rounding differences may exist in the tables above and footnotes

- (1) Consisted of stock-based compensation and cash-settled stock-based compensation.
- (2) For the three months ended June 30, 2022, consisted of the following adjustments: \$9.0 million of acquisition expenses; \$7.7 million of Neustar integration costs; \$(1.8) million reimbursements for transition services related to divested businesses, net of separation expenses; and a \$(0.9) million adjustment to fair value of put options.  
For the six months ended June 30, 2022, consisted of the following adjustments: \$17.9 million of acquisition expenses; \$16.7 million of Neustar integration costs; \$(5.3) million reimbursements for transition services related to divested businesses, net of separation expenses; and a \$(0.8) million adjustment to fair value of put options.  
For the three months ended June 30, 2021, consisted of the following adjustments: \$6.7 million of adjustments to contingent consideration expense from previous acquisitions; \$1.1 million of acquisition expenses; and a \$1.1 million gain reduction to notes receivable that were converted into equity upon acquisition and consolidation of an entity.  
For the six months ended June 30, 2021, consisted of the following adjustments: \$7.9 million of adjustments to contingent consideration expense from previous acquisitions; \$2.2 million of acquisition expenses; a \$1.1 million gain reduction to notes receivable that were converted into equity upon acquisition and consolidation of an entity; and a \$(0.5) million gain on the sale of a cost method investment.
- (3) Represents expenses associated with our accelerated technology investment to migrate to the cloud.
- (4) For the three months ended June 30, 2022, net other consisted of \$2.2 million of net other, which includes net losses from currency remeasurement of our foreign operations, loan fees and other.  
For the six months ended June 30, 2022, consisted of the following adjustments: \$28.4 million for certain legal and regulatory expenses; \$6.5 million of deferred loan fees written off as a result of the prepayments on our debt; and \$3.0 million of net other, which includes net losses from currency remeasurement of our foreign operations, loan fees and other.  
For the three months ended June 30, 2021, consisted of the following adjustments: \$(32.4) million net reduction in certain legal expenses; a \$(3.4) million recovery from the Fraud Incident, net of additional administrative expenses; and \$2.0 million of net other consisting of net losses from currency remeasurement of our foreign operations, loan fees and other.  
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# Appendix – Non-GAAP Reconciliations

## Adjusted Net Income and Adjusted EPS

	Three Months Ended June 30.		Six Months Ended June 30.	
	2022	2021	2022	2021
(dollars in millions, except per share amounts)				
Reconciliation of net income attributable to TransUnion to Adjusted Net Income:				
Net income attributable to TransUnion	\$ 95.6	\$ 127.6	\$ 143.9	\$ 255.6
Discontinued operations, net of tax	(0.3)	(10.8)	—	(24.1)
Income from continuing operations attributable to TransUnion	\$ 95.3	\$ 116.8	\$ 143.9	\$ 231.4
Adjustments before income tax items:				
Stock-based compensation <sup>(1)</sup>	20.3	17.1	40.8	32.5
Mergers and acquisitions, divestitures and business optimization <sup>(2)</sup>	14.0	8.8	28.6	10.6
Accelerated technology investment <sup>(3)</sup>	8.1	9.8	20.1	17.1
Net other <sup>(4)</sup>	1.8	(34.2)	37.0	(34.5)
Amortization of certain intangible assets <sup>(5)</sup>	78.2	45.0	154.4	90.3
Total adjustments before income tax items	\$ 122.4	\$ 46.4	\$ 281.1	\$ 116.0
Change in provision for income taxes per schedule 4	\$ (28.1)	\$ 7.2	\$ (56.6)	\$ (16.5)
Adjusted Net Income	\$ 189.5	\$ 170.4	\$ 368.3	\$ 330.9
Weighted-average shares outstanding:				
Basic	192.5	191.4	192.3	191.2
Diluted	193.1	192.8	193.1	192.8
Adjusted Earnings per Share:				
Basic	\$ 0.98	\$ 0.89	\$ 1.92	\$ 1.73
Diluted	\$ 0.98	\$ 0.88	\$ 1.91	\$ 1.72

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- (5) Consisted of amortization of intangible assets from our 2012 change in control transaction and amortization of intangible assets established in business acquisitions after our 2012 change in control transaction.



# Appendix – Non-GAAP Reconciliations

## Adjusted Effective Tax Rate

(dollars in millions)	Three Months Ended June 30		Six Months Ended June 30	
	2022	2021	2022	2021
Income from continuing operations before income taxes	\$ 128.5	\$ 180.7	\$ 205.2	\$ 321.8
Total adjustments before income tax items from schedule 3	122.4	46.4	281.1	116.0
Noncontrolling interest portion of Adjusted Net Income adjustments	—	(2.0)	—	(2.0)
Adjusted income from continuing operations before income taxes	<u>\$ 250.9</u>	<u>\$ 225.2</u>	<u>\$ 486.3</u>	<u>\$ 435.8</u>
Provision for income taxes	\$ (29.2)	\$ (58.6)	\$ (53.5)	\$ (82.3)
Adjustments for income taxes:				
Tax effect of above adjustments <sup>(1)</sup>	(28.2)	(7.3)	(56.6)	(21.9)
Eliminate impact of excess tax benefits for share compensation	(0.8)	(2.2)	(5.0)	(7.6)
Other <sup>(2)</sup>	0.8	16.6	4.9	12.9
Total adjustments for income taxes	<u>\$ (28.1)</u>	<u>\$ 7.2</u>	<u>\$ (56.6)</u>	<u>\$ (16.5)</u>
Adjusted provision for income taxes	<u>\$ (57.3)</u>	<u>\$ (51.5)</u>	<u>\$ (110.2)</u>	<u>\$ (98.9)</u>
Effective tax rate	22.7 %	32.4 %	26.1 %	25.6 %
Adjusted Effective Tax Rate	22.8 %	22.9 %	22.7 %	22.7 %

As a result of displaying amounts in millions, rounding differences may exist in the table above.

- (1) Tax rates used to calculate the tax expense impact are based on the nature of each item
- (2) Eliminates impact of state and foreign tax rate changes on deferred taxes, valuation allowances related to prior periods on foreign net operating losses, capital losses and foreign tax credits and other discrete adjustments related to prior periods, such as return to provision adjustments and uncertain tax position adjustments.



# Appendix – Non-GAAP Reconciliations

## Adjusted EBITDA and Adjusted EPS Guidance

(dollars in millions, except per share amounts)	Three Months Ended September 30, 2022		Twelve Months Ended December 31, 2022	
	Low	High	Low	High
<b>Guidance reconciliation of net income attributable to TransUnion to Adjusted EBITDA:</b>				
Net income attributable to TransUnion	\$ 70	\$ 80	\$ 289	\$ 318
Discontinued operations, net of tax	(3)	(3)	(7)	(7)
Income from continuing operations attributable to TransUnion	\$ 67	\$ 78	\$ 283	\$ 311
Interest, taxes and depreciation and amortization	211	214	842	850
EBITDA	\$ 278	\$ 292	\$ 1,124	\$ 1,161
Stock-based compensation, mergers, acquisitions divestitures and business optimization-related expenses and other adjustments <sup>(1)</sup>	56	56	238	238
Adjusted EBITDA	\$ 334	\$ 348	\$ 1,362	\$ 1,399
Net income attributable to TransUnion margin	7.4 %	8.4 %	7.7 %	8.4 %
Adjusted EBITDA margin	35.7 %	36.4 %	36.3 %	36.8 %
<b>Reconciliation of diluted earnings per share to Adjusted Diluted Earnings per Share:</b>				
Diluted earnings per share	\$ 0.36	\$ 0.41	\$ 1.49	\$ 1.64
Adjustments to diluted earnings per share <sup>(1)</sup>	0.53	0.53	2.20	2.20
Adjusted Diluted Earnings per Share	\$ 0.89	\$ 0.95	\$ 3.70	\$ 3.85

As a result of displaying amounts in millions, rounding differences may exist in the table above.

(1) These adjustments include the same adjustments we make to our Adjusted EBITDA and Adjusted Net Income as discussed in the Non-GAAP Financial Measures section of our Earnings Release.