



# **TransUnion Third 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 include: the effects of the COVID-19 pandemic and the timing of the recovery from the COVID-19 pandemic, failure to realize the synergies and other benefits expected from the proposed acquisitions of Neustar and Sontiq; delays in closing the proposed acquisitions; the possibility that the proposed acquisitions, including the integration of Neustar and Sontiq, may be more costly to complete than anticipated; business disruption related to the proposed acquisitions; risks related to the distraction of management from ongoing business operations and other opportunities due to the proposed acquisitions; the possibility that the expected benefits of the proposed Healthcare divestiture will not be realized, or will not be realized within the expected time period; failure to obtain governmental approvals of the proposed Healthcare divestiture in the expected time period, or at all; the impact of the proposed Healthcare divestiture on TransUnion's businesses and the risk that consummating the proposed Healthcare divestiture may be more difficult, time-consuming or costly than expected; the possibility that the proposed Healthcare divestiture does not close, including failure to satisfy the closing conditions; risks related to the distraction of management from ongoing business operations and other opportunities due to the proposed acquisitions and the proposed Healthcare divestiture; the effects of pending and future legislation and regulatory actions and reforms; macroeconomic 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; 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, 2020, 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 our Current Report on Form 8-K, furnished as Exhibit 99.1, "Press release of TransUnion dated October 26, 2021, announcing results for the quarter ended September 30, 2021" under the heading "Non-GAAP Financial Measures," furnished to the Securities and Exchange Commission on October 26, 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 October 26, 2021, 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.



- 1 Third quarter 2021 highlights**
- 2 Strategic portfolio transformation**
- 3 Third quarter 2021 financial results**
- 4 Fourth quarter and full year 2021 guidance**



# Third Quarter 2021 Highlights

- **Delivered strong results** that exceeded Q3 2021 guidance
- Benefited from **continued market rebound** with **growth outpacing market recovery**
- **Raised FY 2021 guidance** based on strong Q3 and improved outlook
- Announced strategic acquisitions of **Neustar** and **Sontiq**, as well as minority investments in **Monevo** and **IDfy**
- Agreed to **divest our Healthcare business**

We are evolving to meet the challenges of global digital commerce, providing identity verification and targeting precision to enable safe, tailored consumer experiences





# Neustar Will Significantly Strengthen Our Identity Resolution Capabilities



- Leverages best-in-class OneID platform to deliver real-time identity resolution
- Bolsters our existing capabilities and increases scale and scope in Marketing, Fraud and Communications
- Deepens pool of data science, engineering and sales talent
- Enhances already strong revenue growth with material revenue synergy opportunities

# Neustar Underwent a Transformation Similar to TransUnion



## Right-Sized Portfolio

- Wound down NPAC contract
- Sold registry business
- Security business staying with current private equity owner

## Turned OneID vision into reality

- Best-in-class identity resolution platform
- Backbone for Neustar innovation

## Re-invigorated the organization

- New leadership
- Bolstered go-to-market efforts
- Modern tech stack
- Redefined company culture

## Today and Beyond

Acquiring Neustar at its growth inflection and creating a leading provider of real-time identity resolution

**Neustar 2017  
take-private**

# TransUnion + Neustar Will Generate Significant Revenue Synergy Opportunities



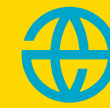
## Phase 1: Cross-Sell

- Sell Neustar products into key verticals like mid-market financial services, insurance, and public sector
- Benefit from Neustar's strength in areas like communications, tech, media and retail



## Phase 2: Innovation

- Leverage combined data sets
- Utilize OneID identity resolution capabilities, to create new solutions in marketing and fraud



## Phase 3: Globalize

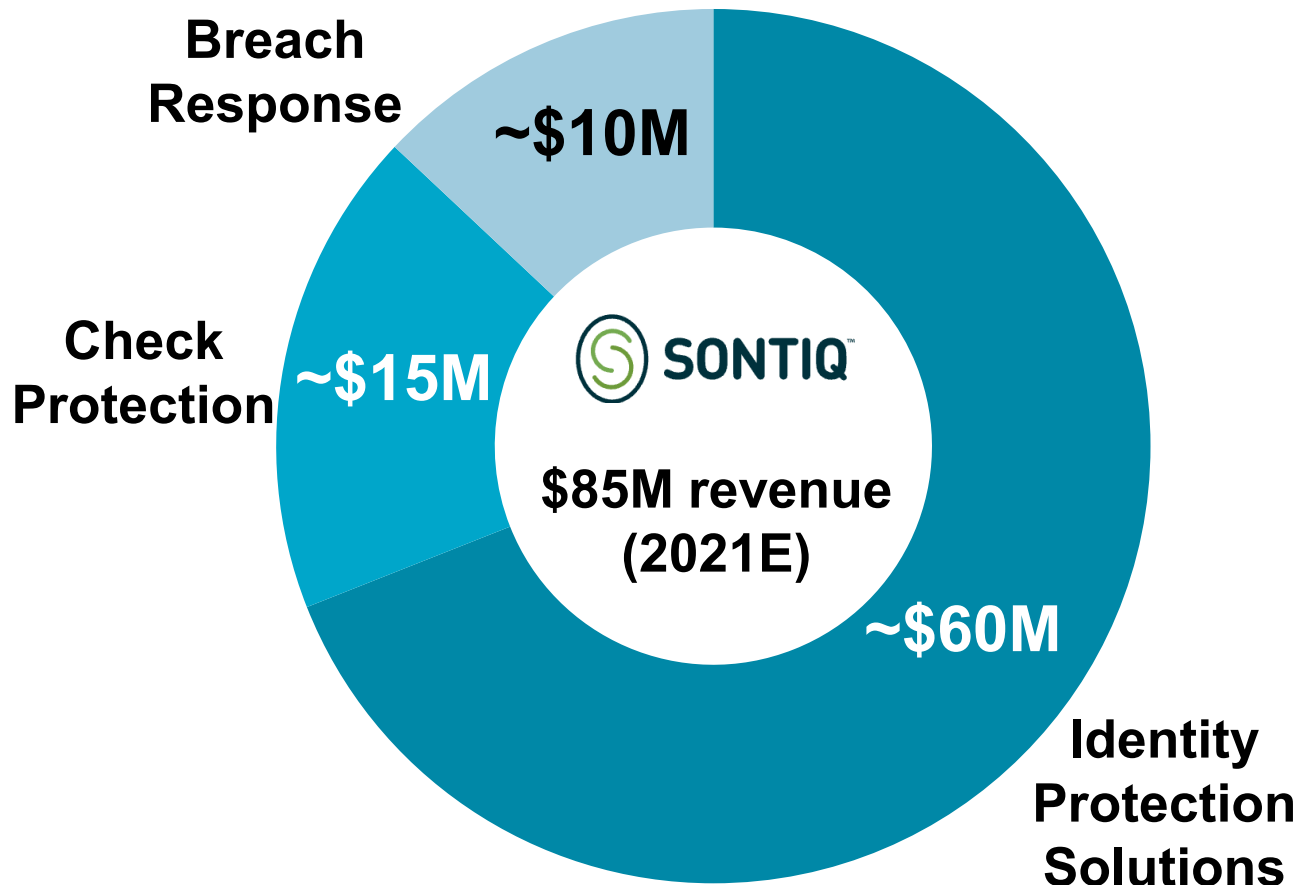
- Roll-out OneID and fraud and marketing solutions in key international markets



# TransUnion + Neustar Creates a Powerhouse of Future-Forward Marketing Solutions

- Scales our fast growing investment in marketing solutions
- Creates end-to-end capabilities around identity resolution, precision targeting and marketing performance optimization
- Provides authoritative data with the technology and analytics to drive actionable insights
- Delivers solutions to serve marketers in a highly regulated, post-cookie world

# Sontiq Is a Leading Provider of Identity Protection Solutions



- Founded in 2017 via combination of EZ Shield and Identity Force and expanded in 2021 with CyberScout and Breach Clarity acquisitions
- ~150 employees; headquartered in Nottingham, MD
- Serves a broad base of customers in employee benefits, insurance, financial services and public sector as well as its own direct-to-consumer offering
- Purchase price of \$638 million; expected to close in the fourth quarter of 2021

# Sontiq Will Position TransUnion as a Leader in Identity Protection



- Expands position in large, fast growing ID Protection market
- Complements data-driven identity solutions while empowering consumers to protect against identity and cyber threats
- Highly attractive financial profile
  - \$85 million 2021E revenue and expecting low-double-digit growth as part of TransUnion
  - Attractive ~40% Adjusted EBITDA margins
  - Neutral to 2022 Adjusted Diluted EPS; accretive thereafter

# Creating Best-in-Class Identity Verification and Targeting Precision Capabilities

**neustar**

Purchase Price = \$3.1 billion

- ✓ Leading provider of real-time identity resolution, underpinned by its best-in-class OneID platform
- ✓ Diversifies our portfolio, scales our position in Marketing and Fraud and expands opportunities in Communications

 **SONTIQ™**

Purchase Price = \$638 million

- ✓ Identity protection platform serving consumers and businesses against identity and cyber threats
- ✓ Advances our Consumer Interactive strategy to provide consumers comprehensive solutions via direct and indirect channels

 **MONEVO**



Minority Investments and Strategic Partnerships

- ✓ Monevo: Personal credit platform enabling aggregators and lenders to pre-qualify consumers for credit. Operates primarily in U.K. and U.S.
- ✓ IDfy: Indian-based provider of video ID verification, authentication and onboarding solutions

# Divesting Healthcare to Sharpen Focus on Core Markets and Capabilities



- Agreed to sell Healthcare for \$1.735 billion and expected ~\$1.4 billion after tax<sup>1</sup>
- Generates proceeds that will fund significant portion of acquisitions of Neustar and Sontiq
- Targeted to close in 4Q 2021, pending regulatory reviews
- Benefits from being part of larger healthcare data and analytics business
- Expected to generate ~\$190 million of revenue at a mid-40% Adjusted EBITDA margin in 2021E



## Consolidated Q3 2021 Highlights

	Year-over-Year Change
<b>Revenue</b>	<b>14%</b>
Constant Currency Revenue	13%
Organic Constant Currency Revenue	12%
<b>Adjusted EBITDA</b>	<b>21%</b>
Constant Currency Adjusted EBITDA	20%
Organic Constant Currency Adjusted EBITDA	20%
<b>Adjusted Diluted EPS</b>	<b>24%</b>

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



# U.S. Markets Q3 2021 Year-over-Year Financial Highlights

	Reported	FX Impact	Inorganic Impact	Organic Constant Currency
<b>Revenue</b>	<b>14%</b>	<b>—</b>	<b>(1)%</b>	<b>12%</b>
Financial Services	11%	—	—	11%
Emerging Verticals	17%	—	(3)%	14%
<b>Adjusted EBITDA</b>	<b>19%</b>	<b>—</b>	<b>1%</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.*

# Consumer Interactive Q3 2021 Year-over-Year Financial Highlights

	Reported	FX Impact	Inorganic Impact	Organic Constant Currency
Revenue	3%	—	—	3%
Adjusted EBITDA	4%	—	—	4%

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

# International Q3 2021 Year-over-Year Financial Highlights

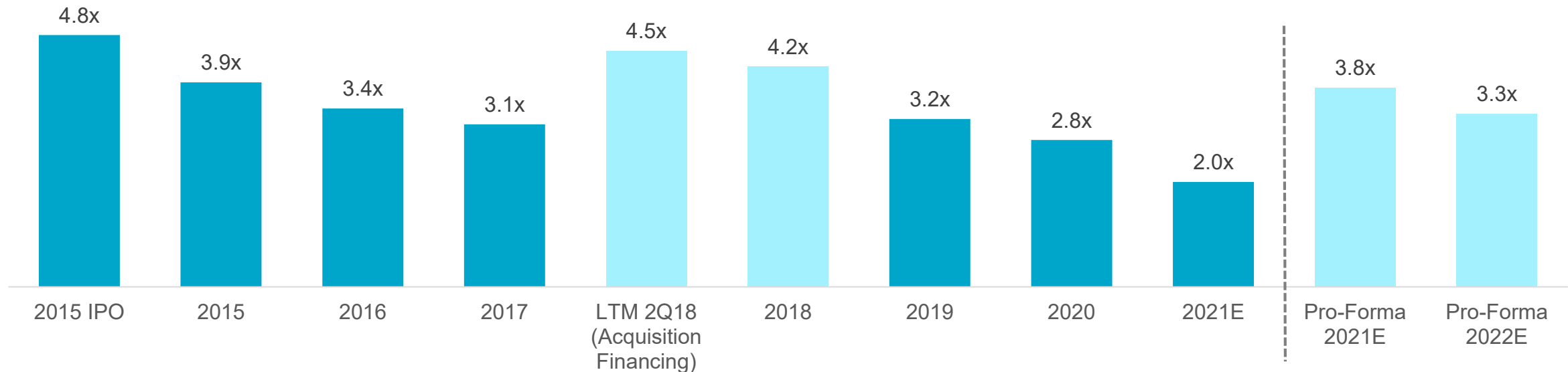
	Reported	FX Impact	Inorganic Impact	Organic Constant Currency
<b>Revenue</b>	<b>23%</b>	<b>(5)%</b>	<b>—</b>	<b>18%</b>
Canada	10%	(6)%	—	4%
Latin America	23%	(1)%	—	22%
U.K.	24%	(8)%	—	16%
Africa	23%	(15)%	—	8%
India	44%	(1)%	—	44%
Asia Pacific	10%	1%	—	11%
<b>Adjusted EBITDA</b>	<b>37%</b>	<b>(6)%</b>	<b>—</b>	<b>31%</b>

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



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

## Net Debt / Adjusted EBITDA Ratio



- Proven history of de-levering – first after 2015 IPO, and then following 2018 acquisitions
- Targeting < 3.5x net debt to Adjusted EBITDA by end of 2022
- \$709 million of cash on balance sheet at quarter-end



# Q4 2021 Guidance

**Reported Revenue: \$764M to \$774M**

**+9% to +11%**

*Assumed M&A contribution:*

*No impact*

*Assumed FX contribution:*

*Immaterial impact*

**Organic Constant Currency Revenue:**

**+9% to +11%**

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**Adjusted EBITDA: \$293M to \$301M**

**+9% to +12%**

*Assumed FX contribution:*

*Immaterial impact*

*Adjusted EBITDA Margin:*

*-10bps to +40bps*

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**Adjusted Diluted EPS: \$0.88 to \$0.91**

**+10% to +14%**

Q4 2021 revenue guidance includes  
~4pt. mortgage headwind

# FY 2021 Guidance



**Reported Revenue: \$3.075B to \$3.085B**

*Assumed M&A contribution:*

*Assumed FX contribution:*

**Organic Constant Currency Revenue:**

*Assumed Mortgage impact:*

**Organic CC Revenue ex. Mortgage:**

**+13% to +14%**

*~1pt. benefit*

*~1pt. benefit*

**~+12%**

*~2pt. headwind*

**~+14%**

**Adjusted EBITDA: \$1.239B to \$1.247B**

*Assumed FX contribution:*

*Adjusted EBITDA Margin:*

**~+19%**

*~1pt. benefit*

*+180bps to +190bps*

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

**Adjusted Diluted EPS: \$3.76 to \$3.79**

**+25% to +26%**



- Delivered strong Q3 results and increased FY 2021 guidance
- Acquiring Neustar and Sontiq to diversify portfolio and accelerate long-term growth opportunities
- Announced divestiture of Healthcare to sharpen strategic focus while generating significant proceeds





**Q&A**