



TransUnion Fourth Quarter 2019 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 can be found in TransUnion's Annual Report on Form 10-K for the year ended December 31, 2019, as modified in 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) 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.



- 1 Strong Q4 and FY 2019 performance**
- 2 Robust outlook supported by substantial investments and good market conditions**
- 3 Clear path to achieve superior long-term performance**
- 4 Attractive market position and proven approach to growth**

A graphic on the left side of the slide depicts a globe with a network of white lines and glowing nodes, symbolizing global connectivity. Large blue arrows are overlaid on the globe, pointing in various directions to represent growth and movement.

Delivered strong financial performance in Q4 and FY 2019

- **U.S. Markets:** outstanding performance in Financial Services, Insurance and Public Sector
- **International:** broad-based growth, particularly in India, U.K. and Canada
- **Consumer Interactive:** balanced channel growth

Created global Solutions and Operations functions

Prepaid significant debt and successful refinancing

2020 outlook based on strong end market conditions

Expecting markets to support our growth plans

- **U.S. Financial Services**
 - Healthy consumer
 - Expect growth in Consumer Lending; flat to modest growth in Card and Auto; uncertainty in Mortgage due to macro factors
- **U.S. Emerging Verticals:** healthy markets and solid positions
- **Consumer Interactive:** consumers focused on credit, identity and fraud
- **International:** well-positioned in emerging and developed markets

Benefitting from consistent investment

Positioned to deliver industry-leading performance over the long-term

We've built an effective platform for innovation and growth

- Launch value-added solutions
- Expand in fast-growing vertical and international markets
- Extend leading technology position

At times, we intend to invest at elevated levels against value-creating, strategic initiatives

TransUnion's unique market position and approach

- ④ **Innovator / attacker** positions across our markets
- ④ **Replicable enterprise growth playbook**
- ④ **Powerful data assets**
- ④ **Culture** of customer focus, accountability, performance
- ④ **Sound financial management**
- ④ **Industry-leading technology stack**

Continuous, high-impact investments position us to further evolve our technology stack



2013



Mainframe Migration

Project Spark Benefits

- *Developed modern, flexible, big data platform*
- *Streamlined architecture*
- *Improved product development velocity*
- *Created cloud-ready platform*
- *Enhanced information security posture*
- *Achieved savings*

2016



Modern, Big Data Architecture

Additional Investments

- *Enhanced functionality*
- *Increased system reliability and security investments*
- *Utilized Agile and DevOps*
- *Implemented service architecture and API layers*
- *Developed proof of concept of platform/cloud architecture*

2020+



Platform Architecture and Cloud Infrastructure

Platform architecture and cloud infrastructure investments generate significant operational and financial benefits

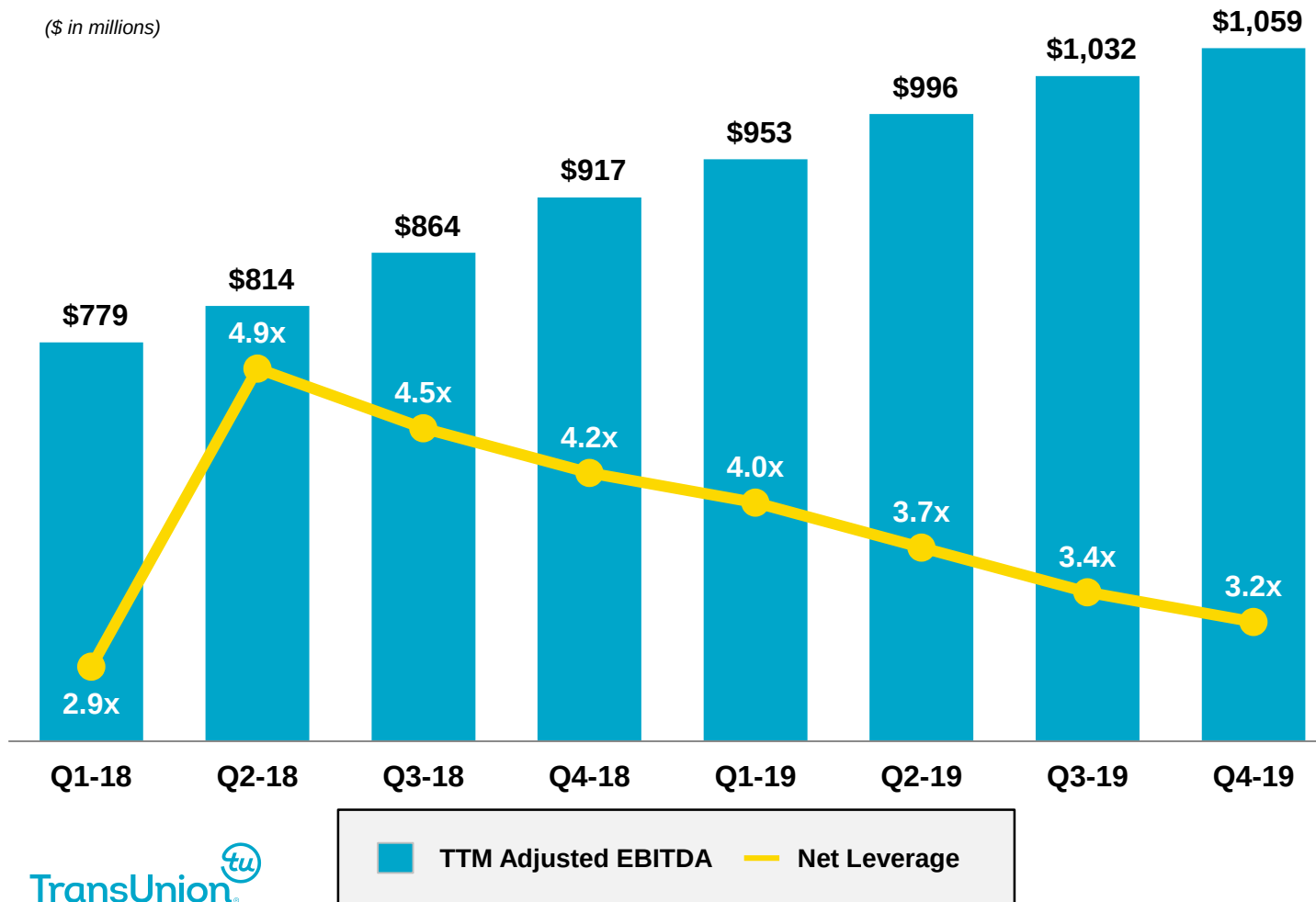
- Streamline our application ecosystem
- Implement infrastructure to create economies of scale around computing and distribution
- Utilize innovative tools that accelerate product development
- Gain access to new distribution channels for data/solutions
- Generate annual savings of \$20 to \$30 million expected to begin in 2023



Consolidated Q4 2019 highlights

	Year-over-Year Change
Adjusted Revenue	10%
Constant Currency Adjusted Revenue	10%
Organic Adjusted Revenue	10%
Organic Constant Currency Adjusted Revenue	10%
Organic CC Adjusted Revenue ex. Monitoring Impact	11%
Adjusted EBITDA	11%
Constant Currency Adjusted EBITDA	11%
Organic Constant Currency Adjusted EBITDA	11%
Adjusted Diluted EPS	13%

TransUnion has a proven track record of effectively deploying capital while quickly de-levering



- Successfully refinanced in Q4 2019, lowering interest expense and meaningfully extending maturities
- Prepaid \$400M of debt over the past 13 months
- Materially de-levered as a result of Adjusted EBITDA growth

U.S. Markets Q4 2019 year-over-year financial highlights

	Reported	FX Impact	Inorganic Impact	Organic Constant Currency
Adjusted Revenue	12%	—	(1)%	11%
Financial Services	16%	—	—	16%
Emerging Verticals	7%	—	(1)%	6%
Adjusted EBITDA	17%	—	—	17%

Note: Rows may not foot due to rounding.

International Q4 2019 year-over-year financial highlights

	Reported	FX Impact	Inorganic Impact	Organic Constant Currency
Adjusted Revenue	10%	+1%	—	11%
Canada	12%	—	—	12%
Latin America	(2)%	+6%	—	4%
U.K.	12%	—	—	12%
Africa	1%	+3%	—	5%
India	27%	(2)%	—	25%
Asia Pacific	9%	(1)%	—	8%
Adjusted EBITDA	13%	+1%	—	14%

Note: Rows may not foot due to rounding.

Consumer Interactive Q4 2019 year-over-year financial highlights

	Reported	FX Impact	Inorganic Impact	Organic Constant Currency
Adjusted Revenue	2%	—	—	2%
Adjusted EBITDA	0%	—	—	0%



Full Year 2020 Guidance

Adjusted Revenue \$2.857 to \$2.872 billion, up 7 to 8%

- Organic CC growth of 7 to 7.5%
- Assumption: 0.5 point of FX tailwind

Adjusted EBITDA \$1.141 to \$1.151 billion, up 8 to 9%

- Adjusted EBITDA margin up 10 to 30 bps
- Assumption: 0.5 point of FX tailwind

Adjusted EPS of \$3.14 to \$3.18, up 13 to 14%



Full Year 2020 Guidance – Other Items

3-year technology investment of \$150 to \$175 million

- Investment will ramp over three years
- Annual savings of \$20 to \$30 million beginning in 2023

Adjusted Tax Rate of 25.5%

Total Depreciation and Amortization of ~\$375 million

- D&A ex step-up and subsequent M&A of ~\$180 million

Net Interest Expense of ~\$140 million

Capital Expenditures ~8% of revenue



First Quarter 2020 Guidance

Adjusted Revenue \$681 to \$685 million, up 9 to 10%

- Organic CC growth of 9 to 9.5%

Adjusted EBITDA \$261 to \$264 million, up 9 to 10%

Adjusted EPS \$0.69 or \$0.70, up 15 to 17%



Q&A