



TransUnion Fourth Quarter 2018 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, 2018, 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.

TransUnion Delivered Another Strong Quarter and Full Year

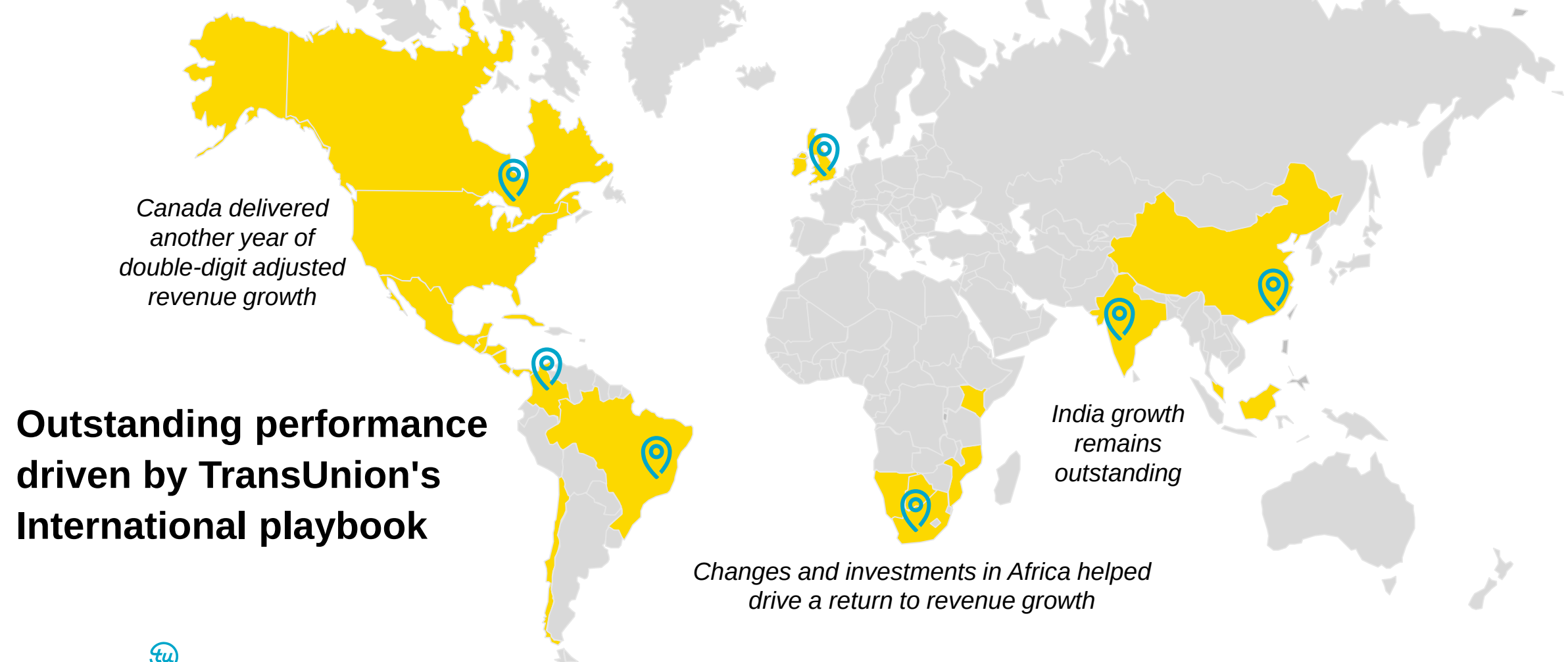
- **Double-digit** Adjusted Revenue, Adjusted EBITDA and Adjusted EPS growth in the fourth quarter
- **Five consecutive years** of double-digit growth on each of these metrics
- Strong top and bottom line performance in **all three segments**
- **Powerful, effective business model and culture built to continue to deliver relative outperformance**



Rapidly Bringing the **TransUnion International** **playbook** to the U.K.

- Implementing **proven approach to innovation, expanded capabilities and go-to-market**
- Positioned business for **accelerating constant currency revenue growth in 2019**
- Clear line of sight to **more than \$15 million of cost savings in 2019**
 - Expect to deliver these **ahead of schedule**
 - Will reinvest some to drive top line and let some fall to the bottom line

TransUnion International Continues to Deliver Strong Growth





Consumer Interactive Focused on Empowering Consumers Directly and Through Partners

- **Direct channel** continues to grow through good customer retention and consumer awareness of the value of credit and identity monitoring
- **Indirect channel** continues to see solid growth with strategic partners
- **Credit Karma agreed to purchase Noddle**, the direct-to-consumer business we acquired with Callcredit
 - Includes a **multi-year data agreement**



Innovation Continues to Drive Strong Results and Differentiate TransUnion with Customers

CreditVision and CreditVision Link grew ~25% in the fourth quarter on a very large base as a result of further customer penetration

TransUnion's legacy fraud prevention suite—**IDVision**—was combined with **iovation** to create a truly unique solution

Prama continues to expand its capabilities while adding new customers



Financial Services Vertical Continues to Deliver Above-Market Growth



Consumer Lending—both traditional and FinTechs—continues to deliver substantial growth and that should continue in 2019



Mortgage markets weakened in the second half of 2018, especially the fourth quarter; market is expected to be soft again in 2019



Credit card originations were strong in 2018 and consumers with access to cards hit an all-time high; 2019 should be another year of good growth



Auto growth continues to come from solid used car sales as well as greater adoption of solutions like CreditVision, CreditVision Link, IDVision and collections; 2019 should be another solid year

Healthcare and Insurance Verticals Well Positioned Heading Into 2019



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Back-end Healthcare contracts of \$1mm+ signed in the fourth quarter; largest combined dollar value of contracts in the vertical's history in the fourth quarter and should monetize mid-2019



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States covered by new National Driving Record solution, which combines DriverRisk and full MVR delivery acquired with DataLink; very positive customer response and expectation of incremental revenue for our Insurance vertical as 2019 progresses



Consolidated Fourth Quarter 2018 Highlights

	YOY change
Adjusted Revenue	+23%
Constant Currency Adjusted Revenue	+25%
Organic Adjusted Revenue	+10%
Organic Constant Currency Adjusted Revenue	+11%
Organic CC Adj. Revenue ex. monitoring impact	+11%
Adjusted EBITDA	+27%
Constant Currency Adjusted EBITDA	+29%
Organic constant currency Adjusted EBITDA	+16%
Adjusted Diluted EPS	+32%

Cost of Services increased 22% and **SG&A increased 23%** as a result of higher operating and integration costs related to recent acquisitions, investments in strategic initiatives and higher data costs associated with revenue growth

TransUnion's Underlying Business Continues to Deliver Attractive EBITDA Margin Expansion



	1Q17	2Q17	3Q17	4Q17	FY17	1Q18	2Q18	3Q18	4Q18	FY18
Adjusted EBITDA margin*	37.7%	39.2%	39.0%	38.8%	38.7%	37.7%	39.2%	39.4%	39.9%	39.1%
Impact of acquisition integration costs	–	–	–	5bps	–	20bps	20bps	25bps	15bps	20bps
Impact of lower margins from acquisitions	–	–	15bps	30bps	10bps	60bps	65bps	125bps	25bps	65bps
Underlying Adjusted EBITDA margin	37.7%	39.2%	39.1%	39.2%	38.8%	38.5%	40.0%	40.9%	40.3%	40.0%
Year-over-year change	NA	NA	NA	NA	NA	+80bps	+80bps	+190bps	+150bps	+130bps

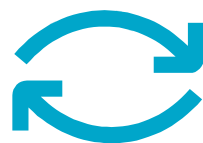
*For a reconciliation of Adjusted EBITDA and Adjusted EBITDA margin see press release dated February 14, 2019 or Form 10-K for 2018.
Adjusted EBITDA and Adjusted EBITDA margin excludes the integration costs associated with the acquisition of Callcredit.

Proactively Reducing Balance Sheet Risk



\$60mm

Prepaid debt in the fourth quarter



72%

Fixed portion of debt after new financial instrument put in place in the fourth quarter



4.1x

Pro forma leverage ratio, down from 4.2x at end of the third quarter; expected to be below 3.5x by end of 2019



USIS Fourth Quarter 2018 Financial Highlights

	YOY change (Reported)	Less: FX Impact	Less: Inorganic growth from M&A	YOY Change (Organic Constant Currency)
Adj. Revenue	19%	–	(7)%	12%
Financial Services	19%	–	(4)%	15%
Emerging Verticals	18%	–	(10)%	9%
Adj. EBITDA	17%	–	(5)%	12%

Note: Rows may not foot due to rounding.

International Fourth Quarter 2018 Financial Highlights



	YOY change (Reported)	Less: FX Impact	Less: Inorganic growth from M&A	YOY Change (Organic Constant Currency)
Adj. Revenue	57%	+7%	(47)%	17%
Canada	12%	+4%	—	16%
Latin America	5%	+9%	—	14%
U.K.	—	—	—	—
Africa	11%	+5%	—	17%
India	23%	+14%	—	37%
Asia Pacific	(1)%	+1%	—	—
Adj. EBITDA	68%	+9%	(50)%	27%

Note: Rows may not foot due to rounding.

Consumer Interactive Fourth Quarter 2018 Financial Highlights



	YOY change (<i>Reported</i>)	Less: FX Impact	Less: Inorganic growth from M&A	YOY Change (<i>Organic Constant Currency</i>)
Adj. Revenue	6%	–	–	6%
Adj. EBITDA	9%	–	–	9%

Full Year 2019 Guidance

- Adjusted Revenue \$2.590 to 2.610 billion, up 10.5 to 11.5%
 - **Organic CC growth of 7.5 to 8.5% (ex. monitoring)**
 - Assumptions: 5 points of M&A, 1 point of FX headwind, 1 point of lower monitoring headwind
- Adjusted EBITDA \$1.017 to 1.032 billion, up 11 to 13%
 - **Adjusted EBITDA margin up 20 to 40 bps**
 - 1 point of FX headwind
- Adjusted EPS of \$2.57 to 2.63, up 3 to 5%
- Tax rate of 27%
- Total D&A ~\$355mm; D&A ex step-up and subsequent M&A ~\$160mm
- Net interest expense ~\$180 million
- CapEx ~8% of revenue

EPS Will Be Effected by a Number of Non-Operational Items in 2019



	2018	2019E*
Prior year Adjusted Diluted EPS	\$1.87	\$2.50
<i>Impact of:</i>		
Adjusted EBITDA growth	0.88	0.60
Net interest expense	(0.26)	(0.25)
Taxes	0.14	(0.05)
D&A, excluding step-up and subsequent M&A	(0.12)	(0.17)
Adjusted Net Income	0.63	0.14
Shares outstanding	(0.01)	(0.01)
Year-end Adjusted EPS	\$2.50	\$2.63
Year-over-year change	+33%	+5%

*Based on high-end of Adjusted EPS guidance provided on February 14, 2019.
Note: Columns may not foot due to rounding.

Based on current plan, we expect Adjusted EBITDA and Adjusted EPS to return to their historical relationship with Adjusted EPS growing as fast as or faster than Adjusted EBITDA

First Quarter 2019 Guidance

- Adjusted Revenue \$614 to 619 million, up 14 to 15%
 - **Organic CC growth of 6 to 7% (ex. monitoring)**
 - Assumptions: 12 points of M&A, 3 points of FX headwind, 1 point of monitoring headwind
- Adjusted EBITDA \$233 to 236 million, up 15 to 17%
 - 3 points of FX headwind
- Adjusted EPS \$0.58 or 0.59, up 2 to 4%

Final Comments



Questions and Answers

