



Contacts:

Deborah McBride (Media)  
mcbried@dnb.com  
973.921.5714

Kathy Guinnessey (Investors/Analysts)  
Kathy.Guinnessey@dnb.com  
973.921.5892

## Dun & Bradstreet Reports Third Quarter 2017 Results

- *Raises Operating Income and EPS Guidance Ranges*
- *Reaffirms Organic and Total Revenue Guidance; Expects to be at Lower End of Range for Both*
- *Reaffirms Free Cash Flow Guidance*

Short Hills, N.J. – November 1, 2017 – Dun & Bradstreet (NYSE: DNB) reported results for the third quarter ended September 30, 2017 of GAAP revenue up 4% year over year, after the effect of foreign exchange (up 3% before the effect of foreign exchange). As Adjusted revenue up 4% year over year, both after and before the effect of foreign exchange; and organic revenue up 2% year over year before the effect of foreign exchange.

“I am pleased we achieved another quarter of solid earnings performance by leveraging good cost discipline and reengineering processes to drive efficiencies” said Bob Carrigan, Chairman and CEO of Dun & Bradstreet. “Now that we have made critical investments to accelerate our growth strategy, we are well positioned to continue to improve our cost profile while investing in key areas of our business to achieve profitable growth.”

	Quarter Ended		AFX	BFX
	September 30,		% Change	% Change
	2017	2016	Fav (Unfav)	Fav (Unfav)
<i>(Amounts in millions, except per share data)</i>				
GAAP Revenue	\$ 428.3	\$ 412.8	4%	3%
As Adjusted Revenue	\$ 430.0	\$ 412.8	4%	4%
Organic Revenue	\$ 413.8	\$ 403.7		2%
GAAP Operating Income	\$ 95.2	\$ 96.8	(2)%	
As Adjusted Operating Income	\$ 113.2	\$ 107.3	6%	
GAAP Diluted Earnings (Loss) Per Share <sup>(1)</sup>	\$ 1.45	\$ (0.80)	N/M	
As Adjusted Diluted Earnings (Loss) Per Share	\$ 1.79	\$ 1.79	0%	
	Year-To-Date			
	Sept 30,	Sept 30,		
	2017	2016		
Net Cash Provided By Operating Activities - Continuing Operations (GAAP)	\$ 252.3	\$ 280.0		
Free Cash Flow	\$ 203.4	\$ 232.1		

(1) Quarter ended September 30, 2016 includes a \$2.43 non-cash loss associated with the sale of our operations in Benelux and Latin America.

N/M - Not Meaningful

See attached Schedules 5 and 6 for a reconciliation of As Adjusted metrics to GAAP results, as well as the definitions of the non-GAAP financial measures that the Company uses to evaluate the business.

## Full Year 2017 Guidance

Dun & Bradstreet today updated its financial guidance for the full year 2017:

- Organic revenue growth unchanged at 1% to 3%, before the effect of foreign exchange, though we expect to be at the lower end of the range;
- As Adjusted total revenue growth unchanged at 3% to 5%, before the effect of foreign exchange, though we expect to be at the lower end of the range;
- As Adjusted operating income growth of 1% to 3%, increased from previous guidance of growth of 0% to 2%;
- As Adjusted diluted EPS of (4%) to (1%) versus prior year, increased from previous guidance of (7%) to (4%) versus prior year; and
- Free cash flow of \$215 million to \$245 million, which excludes any potential regulatory fines associated with our China operations, and is unchanged from previous guidance.

Dun & Bradstreet does not provide guidance on a GAAP basis because Dun & Bradstreet is unable to predict, with reasonable certainty, the future movement of foreign exchange rates or the future impact of: (i) non-core gains and charges, (ii) acquisition and divestiture-related fees; and (iii) purchase accounting fair value adjustments to deferred revenue. These items are uncertain and will depend on several factors, including industry conditions, and could be material to Dun & Bradstreet's results computed in accordance with GAAP.

Deferred revenue for the Company as of September 30, 2017 was \$608.7 million, up 5% year over year; Americas was \$536.3 million, up 3% year over year and Non-Americas was \$72.4 million, up 20% year over year. After adjusting for the effect of foreign exchange and acquisitions and dispositions, total Company deferred revenue was flat, Americas was down 1% and Non-Americas was up 4%, each as compared to September 30 last year.

## Third Quarter 2017 Segment Results

### Americas

- GAAP revenue of \$352.0 million, up 4% year over year both after and before the effect of foreign exchange; As Adjusted revenue of \$353.7 million, up 4% year over year both after and before the effect of foreign exchange;

- GAAP operating income of \$99.7 million, down 1% year over year; As Adjusted operating income of \$111.4 million, up 4% year over year.

### **Non-Americas**

- GAAP and As Adjusted revenue of \$76.3 million, each up 3% year over year after the effect of foreign exchange (up 1% before the effect of foreign exchange);
- GAAP operating income of \$23.4 million, up 16% year over year. As Adjusted operating income of \$23.7 million, up 18% year over year.

See attached Schedules 3, 4, 5, and 6 for additional detail.

### **Use of Non-GAAP Financial Measures**

In addition to reporting generally accepted accounting principles in the United States of America (“GAAP”) results, the Company evaluates performance and reports on a total company basis and on a business segment level basis its results (such as revenue, operating income, operating income growth, operating margin, net income, tax rate and diluted earnings per share) on an “As Adjusted” basis. The term “As Adjusted” refers to the following: the elimination of the effect on revenue due to purchase accounting fair value adjustments to deferred revenue; restructuring charges; other non-core gains and charges that are not in the normal course of our business (such as gains and losses on sales of businesses, impairment charges and material tax and legal settlements); acquisition and divestiture-related fees (such as costs for bankers, legal fees, diligence costs, retention payments, and contingent consideration adjustments); and acquisition-related intangible amortization expense. A recurring component excluded from our “As Adjusted” results is our restructuring charges, which we believe do not reflect our underlying business performance. Such charges are variable from period to period based upon actions identified and taken during each period. Additionally, our “As Adjusted” results exclude the results of Discontinued Operations.

We also isolate the effects of changes in foreign exchange rates on our revenue growth because we believe it is useful for investors to be able to compare revenue from one period to another, both after and before the effects of foreign exchange. The change in our operating performance attributable to foreign currency rates is determined by converting both our prior and current periods by a

constant rate. As a result, we monitor our “As Adjusted” revenue growth both after and before the effects of foreign exchange.

We also analyze “As Adjusted” revenue growth on an organic basis because management believes this information provides important insight into the underlying/ongoing performance of the business. Organic revenue excludes the estimated revenue contribution from acquired businesses for one year from the date of the acquisition and net divested revenue which we define as the historical revenues from the divested businesses net of the annual ongoing future revenue streams resulting from the commercial arrangements entered into in connection with such divestitures.

We may from time to time use the term sales, which we define as the annual value of committed customer contracts. This term is often referred to as bookings or commitments by other companies.

We also monitor free cash flow as a measure of our business. We define free cash flow as net cash provided by operating activities minus capital expenditures and additions to computer software and other intangibles. Free cash flow measures our available cash flow for potential debt repayment, acquisitions, share repurchases, dividend payments and additions to cash, cash equivalents and short-term investments. We believe free cash flow to be relevant and useful to our investors as this measure is used by our management in evaluating the funding available after supporting our ongoing business operations and our portfolio of investments.

We also monitor deferred revenue after adjusting for the effect of foreign exchange, dispositions, acquisitions and the impacts of the write-down of deferred revenue due to purchase accounting.

We believe that the use of our non-GAAP financial measures provides useful supplemental information to our investors. Non-GAAP results are presented only as a supplement to the financial statements presented in accordance with GAAP. The non-GAAP financial information is provided to enhance the reader’s understanding of our underlying financial performance. These non-GAAP financial measures should be reviewed in conjunction with the relevant GAAP financial measures and are not presented as an alternative measure of revenue, operating income, operating margin, net income, diluted EPS or net cash provided by operating activities as determined in accordance with GAAP.

Reconciliations of these non-GAAP financial measures to the most directly comparable GAAP financial measures and related notes are presented and defined in Schedules 5 and 6 attached to this press release.

### **Third Quarter 2017 Teleconference**

As previously announced, Dun & Bradstreet will review its third quarter 2017 results in a conference call with the investment community on Thursday, November 2, 2017, at 8 a.m. ET. Live audio, as well as a replay of the conference call will be accessible on Dun & Bradstreet's Investor Relations Web site at <http://investor.dnb.com>.

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### **About Dun & Bradstreet®**

Dun & Bradstreet (NYSE: DNB) grows the most valuable relationships in business. By uncovering truth and meaning from data, we connect our customers with the prospects, suppliers, clients and partners that matter most, and have since 1841. Nearly ninety percent of the Fortune 500, and companies of every size around the world, rely on our data, insights and analytics. For more about Dun & Bradstreet, visit [DNB.com](http://DNB.com). Twitter: @DnBUS

### **Forward-Looking and Cautionary Statements**

We may from time-to-time make written or oral “forward-looking” statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, including statements contained in filings with the Securities and Exchange Commission, in reports to shareholders and in press releases and investor Web casts. These forward-looking statements include, without limitation, any statements related to financial guidance or strategic goals. These forward-looking statements can also be identified by the use of words like “anticipates,” “aspirations,” “believes,” “commits,” “continues,” “estimates,” “expects,” “goals,” “guidance,” “intends,” “plans,” “projects,” “strategy,” “targets,” “will” and other words of similar meaning. They can also be identified by the fact that they do not relate strictly to historical or current facts.

We cannot guarantee that any forward-looking statement will be realized. Achievement of future results is subject to risks, uncertainties and inaccurate assumptions. Should known or unknown risks or uncertainties materialize, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected. Investors should bear

this in mind as they consider forward-looking statements and whether to invest in, or remain invested in, our securities.

In connection with the “safe harbor” provisions of the Private Securities Litigation Reform Act of 1995, we are identifying the following important factors that, individually or in the aggregate, could cause actual results to differ materially from those contained in any forward-looking statements made by us; any such statement is qualified by reference to the following cautionary factors: (i) reliance on third parties to support critical components of our business model; (ii) our ability to protect our information technology infrastructure against cyber-attack and unauthorized access; (iii) risks associated with potential violations of the Foreign Corrupt Practices Act and similar laws; (iv) customer demand for our products; (v) the successful implementation of our business strategy; (vi) the integrity and security of our global databases and data centers; (vii) our ability to maintain the integrity of our brand and reputation; (viii) our ability to renew large contracts and the related revenue recognition and timing thereof; (ix) the impact of macro-economic challenges on our customers and vendors; (x) future laws or regulations with respect to the collection, compilation, storage, use, cross-border transfer, publication and/or sale of information and adverse publicity or litigation concerning the commercial use of such information; (xi) our ability to acquire and successfully integrate other businesses, products and technologies; (xii) adherence by third-party members of our Dun & Bradstreet Worldwide Network, or other third parties who license and sell under the Dun & Bradstreet name, to our quality standards and to the renewal of their agreements with Dun & Bradstreet; (xiii) the effects of foreign and evolving economies, exchange rate fluctuations, legislative or regulatory requirements and the implementation or modification of fees or taxes to collect, compile, store, use, transfer cross-border, publish and/or sell data; and (xiv) the other factors described under the headings “Risk Factors,” “Management’s Discussion and Analysis,” “Legal Proceedings” and elsewhere in our Annual Report on Form 10-K, our Quarterly Reports on Form 10-Q and the Company’s other reports or documents filed or furnished with the Securities and Exchange Commission.

It should be understood that it is not possible to predict or identify all risk factors. Consequently, the above list of important factors and the Risk Factors discussed in Item 1A. of our Annual Report on Form 10-K and in our Quarterly Reports on Form 10-Q should not be considered to be a complete discussion of all of our potential trends, risks and uncertainties. Except as otherwise required by federal securities laws, we do not undertake any obligation to update any forward-looking statement we may make from time-to-time.