

**The Dun & Bradstreet Corporation**  
**Consolidated Statement of Operations (unaudited) - GAAP Results**

**Schedule 1**

	Quarter Ended March 31,		AFX	Effects of	BFX
	2017	2016	% Change Fav (Unfav)	Foreign Exchange Fav (Unfav)	% Change Fav (Unfav)
<i>Dollar amounts in millions, except per share data</i>					
<b>Revenue:</b>					
Americas (1)	\$ 314.5	\$ 307.0	2 %	0.1 %	2 %
Non-Americas (2)	67.0	68.0	(1)%	(5.1)%	4 %
<b>Total Revenue (3)</b>	<b>\$ 381.5</b>	<b>\$ 375.0</b>	<b>2 %</b>	<b>(0.8)%</b>	<b>3 %</b>
<b>Operating Income (Loss):</b>					
Americas (4)	\$ 56.7	\$ 69.6	(19)%		
Non-Americas (5)	18.8	13.0	45 %		
Corporate and Other (6)	(34.6)	(29.4)	(18)%		
<b>Total Operating Income (7)</b>	<b>40.9</b>	<b>53.2</b>	<b>(23)%</b>		
Interest Income	0.4	0.5	(21)%		
Interest Expense	(14.6)	(13.5)	(8)%		
Other Income (Expense) - Net (10)	(1.8)	0.8	N/M		
<b>Non-Operating Income (Expense) - Net (11)</b>	<b>(16.0)</b>	<b>(12.2)</b>	<b>(30)%</b>		
Income Before Provision for Income Taxes	24.9	41.0	(39)%		
Less: Provision for Income Taxes (12)	8.2	11.0	25 %		
Equity in Net Income (Loss) of Affiliates	0.8	0.7	11 %		
Net Income From Continuing Operations	17.5	30.7	(43)%		
Less: Net (Income) Loss Attributable to the Noncontrolling Interest	(1.2)	(0.7)	(57)%		
Net Income From Continuing Operations Attributable to Dun & Bradstreet	16.3	30.0	(46)%		
Income from Discontinued Operations, Net of Income Taxes	-	-	0 %		
Loss on Disposal of Business, Net of Tax Impact	(0.8)	-	N/M		
Income (Loss) from Discontinued Operations, Net of Income Taxes	(0.8)	-	N/M		
<b>Net Income Attributable to Dun &amp; Bradstreet (8)</b>	<b>\$ 15.5</b>	<b>\$ 30.0</b>	<b>(48)%</b>		
<b>Basic Earnings (Loss) Per Share:</b>					
From Continuing Operations	\$ 0.44	\$ 0.83	(47)%		
From Discontinued Operations	(0.02)	-	N/M		
<b>Basic Earnings (Loss) Per Share of Common Stock Attributable to Dun &amp; Bradstreet Common Shareholders</b>	<b>\$ 0.42</b>	<b>\$ 0.83</b>	<b>(49)%</b>		
<b>Diluted Earnings (Loss) Per Share:</b>					
From Continuing Operations	\$ 0.44	\$ 0.82	(46)%		
From Discontinued Operations	(0.02)	-	N/M		
<b>Diluted Earnings (Loss) Per Share of Common Stock Attributable to Dun &amp; Bradstreet Common Shareholders (9)</b>	<b>\$ 0.42</b>	<b>\$ 0.82</b>	<b>(49)%</b>		
<b>Weighted Average Number of Shares Outstanding:</b>					
Basic	36.8	36.2	(2)%		
Diluted	37.1	36.4	(2)%		
<b>Operating Margins (Calculated on Total Revenue)</b>					
Americas	18.0%	22.7%			
Non-Americas	28.0%	19.1%			
Total Company	10.7%	14.2%			
Effective Tax Rate	33.0%	26.8%			

AFX - After Effects of Foreign Exchange

BFX - Before Effects of Foreign Exchange

N/M - Not Meaningful

This financial information should be read in conjunction with the consolidated financial statements and related notes of The Dun & Bradstreet Corporation contained in filings with the Securities and Exchange Commission.

**The Dun & Bradstreet Corporation**  
**Certain Selected As Adjusted\* Metrics (unaudited)**

**Schedule 2**

	Quarter Ended March 31,		AFX	Effects of	BFX
	2017	2016	% Change Fav (Unfav)	Foreign Exchange Fav (Unfav)	% Change Fav (Unfav)
<i>Dollar amounts in millions, except per share data</i>					
<b>Revenue:</b>					
Americas (1)	\$ 316.3	\$ 309.6	2 %	0.1 %	2 %
Non-Americans (2)	67.5	68.0	(1)%	(5.1)%	4 %
<b>Total Revenue (3)</b>	<b>\$ 383.8</b>	<b>\$ 377.6</b>	<b>2 %</b>	<b>(0.8)%</b>	<b>2 %</b>
<b>Organic Revenue:**</b>					
Total Revenue	\$ 383.8	\$ 377.6			2 %
Less:					
Acquisitions	13.1	-			N/M
Net Divested	-	6.3			N/M
<b>Organic Revenue</b>	<b>\$ 370.7</b>	<b>\$ 371.3</b>			<b>1 %</b>
<b>Operating Income (Loss):</b>					
Americas (4)	\$ 69.4	\$ 79.7	(13)%		
Non-Americans (5)	19.3	13.0	49 %		
Corporate and Other (6)	(21.5)	(19.1)	(13)%		
<b>Total Operating Income (7)</b>	<b>\$ 67.2</b>	<b>\$ 73.6</b>	<b>(9)%</b>		
<b>Net Income Attributable to Dun &amp; Bradstreet (8)</b>	<b>\$ 35.2</b>	<b>\$ 43.2</b>	<b>(19)%</b>		
<b>Basic Earnings Per Share of Common Stock</b>					
<b>Attributable to Dun &amp; Bradstreet Common Shareholders</b>	<b>\$ 0.95</b>	<b>\$ 1.19</b>	<b>(20)%</b>		
<b>Diluted Earnings Per Share of Common Stock</b>					
<b>Attributable to Dun &amp; Bradstreet Common Shareholders (9)</b>	<b>\$ 0.95</b>	<b>\$ 1.18</b>	<b>(19)%</b>		
<b>Weighted Average Number of Shares Outstanding:</b>					
<b>Basic</b>	<b>36.8</b>	<b>36.2</b>	<b>(2)%</b>		
<b>Diluted</b>	<b>37.1</b>	<b>36.4</b>	<b>(2)%</b>		
<b>Other Information:</b>					
Interest Income	\$ 0.4	\$ 0.5	(21)%		
Interest Expense	(14.6)	(13.5)	(8)%		
Other Income (Expense) - Net (10)	(1.1)	0.8	N/M		
Non-Operating Income (Expense) - Net (11)	\$ (15.3)	\$ (12.2)	(25)%		
Provision for Income Taxes (12)	\$ 16.3	\$ 18.2	10 %		
<b>Operating Margins (Calculated on Total Revenue)</b>					
Americas	21.9 %	25.8 %			
Non-Americans	28.6 %	19.0 %			
Total Company	17.5 %	19.5 %			
Effective Tax Rate	31.5 %	29.6 %			

AFX - After Effects of Foreign Exchange

BFX - Before Effects of Foreign Exchange

N/M - Not Meaningful

See Schedule 6 (Notes to Schedules) for a reconciliation of each of these As Adjusted metrics to the corresponding GAAP metrics.

\* As Adjusted includes the effect of divesting our operations in Benelux and Latin America

\*\* See Schedule 6 (Notes to Schedules) for definition of Organic Revenue

**The Dun & Bradstreet Corporation**  
**Supplemental Revenue Detail (unaudited) - GAAP Results**

**Schedule 3**

	Quarter Ended March 31,		AFX % Change Fav/(Unfav)	Effects of Foreign Exchange Fav/(Unfav)	BFX % Change Fav/(Unfav)
	2017	2016			
<i>Amounts in millions</i>					
<b>Geographic and Customer Solution Set Revenue:</b>					
<b>Americas:</b>					
Risk Management Solutions					
Trade Credit	\$ 124.2	\$ 128.3	(3)%	0.2 %	(3)%
Other Enterprise Risk Management	57.8	49.5	17 %	0.1 %	17 %
Total Americas Risk Management Solutions	182.0	177.8	2 %	0.2 %	2 %
Sales and Marketing Solutions					
Sales Acceleration	\$ 69.3	\$ 62.4	11 %	0.1 %	11 %
Advanced Marketing Solutions	63.2	66.8	(5)%	0.1 %	(6)%
Total Americas Sales and Marketing Solutions	132.5	129.2	3 %	0.1 %	2 %
Total Americas Revenue	\$ 314.5	\$ 307.0	2 %	0.1 %	2 %
<b>Non-Americas:</b>					
Risk Management Solutions					
Trade Credit	\$ 40.9	\$ 40.2	2 %	(6.4)%	8 %
Other Enterprise Risk Management	13.5	16.4	(18)%	(1.1)%	(17)%
Total Non-Americas Risk Management Solutions	54.4	56.6	(4)%	(4.6)%	1 %
Sales and Marketing Solutions					
Sales Acceleration	\$ 4.6	\$ 3.8	20 %	(2.4)%	22 %
Advanced Marketing Solutions	8.0	7.6	6 %	(10.6)%	16 %
Total Non-Americas Sales and Marketing Solutions	12.6	11.4	10 %	(7.9)%	18 %
Total Non-Americas Revenue	\$ 67.0	\$ 68.0	(1)%	(5.1)%	4 %
<b>Total Corporation:</b>					
Risk Management Solutions					
Trade Credit	\$ 165.1	\$ 168.5	(2)%	(1.3)%	(1)%
Other Enterprise Risk Management	71.3	65.9	8 %	(0.2)%	8 %
Total Risk Management Solutions	236.4	234.4	1 %	(1.0)%	2 %
Sales and Marketing Solutions					
Sales Acceleration	\$ 73.9	\$ 66.2	12 %	(0.1)%	12 %
Advanced Marketing Solutions	71.2	74.4	(4)%	(0.8)%	(4)%
Total Sales and Marketing Solutions	145.1	140.6	3 %	(0.5)%	4 %
Total Revenue	\$ 381.5	\$ 375.0	2 %	(0.8)%	3 %

**The Dun & Bradstreet Corporation**  
**Supplemental Revenue Detail (unaudited) - GAAP Results**

**Schedule 3**

	Quarter Ended March 31,		<b>AFX</b> <b>% Change</b> <b>Fav/(Unfav)</b>	<b>Effects of</b> <b>Foreign</b> <b>Exchange</b> <b>Fav/(Unfav)</b>	<b>BFX</b> <b>% Change</b> <b>Fav/(Unfav)</b>
	<b>2017</b>	<b>2016</b>			
<i>Amounts in millions</i>					
<b>Trade Credit Revenue:</b>					
<b>Americas:</b>					
D&B Credit Suite	\$ 94.1	\$ 93.7	0 %	0.2 %	0 %
Other Trade Credit	30.1	34.6	(13)%	0.2 %	(13)%
Total Americas Trade Credit Revenue	124.2	128.3	(3)%	0.2 %	(3)%
<b>Non-Americas:</b>					
D&B Credit Suite	\$ 3.7	\$ 6.1	(38)%	(4.9)%	(34)%
Other Trade Credit	37.2	34.1	9 %	(6.5)%	16 %
Total Non-Americas Trade Credit Revenue	40.9	40.2	2 %	(6.4)%	8 %
<b>Total Corporation:</b>					
D&B Credit Suite	\$ 97.8	\$ 99.8	(2)%	(0.3)%	(2)%
Other Trade Credit	67.3	68.7	(2)%	(2.7)%	1 %
Total Trade Credit Revenue	\$ 165.1	\$ 168.5	(2)%	(1.3)%	(1)%
<b>D&amp;B Hoovers Suite</b>					
Americas	\$ 42.2	\$ 33.7	25 %	0.1 %	25 %
Non-Americas	2.4	0.9	N/M	N/M	N/M
Total Corporation	\$ 44.6	\$ 34.6	29 %	(0.2)%	29 %

**This financial information should be read in conjunction with the consolidated financial statements and related notes of The Dun & Bradstreet Corporation contained in filings with the Securities and Exchange Commission.**

The Dun & Bradstreet Corporation

Schedule 4

Supplemental Revenue Detail (unaudited) - As Adjusted\*

	Quarter Ended March 31,		AFX % Change Fav/(Unfav)	Effects of Foreign Exchange Fav/(Unfav)	BFX % Change Fav/(Unfav)
	2017	2016			
<i>Amounts in millions</i>					
<b>Geographic and Customer Solution Set Revenue:</b>					
<b>Americas:</b>					
Risk Management Solutions					
Trade Credit	\$ 124.2	\$ 128.6	(3)%	0.2 %	(4)%
Other Enterprise Risk Management	57.8	51.3	13 %	0.1 %	13 %
Total Americas Risk Management Solutions	182.0	179.9	1 %	0.1 %	1 %
Sales and Marketing Solutions					
Sales Acceleration	\$ 71.1	\$ 62.9	13 %	0.1 %	13 %
Advanced Marketing Solutions	63.2	66.8	(5)%	0.1 %	(6)%
Total Americas Sales and Marketing Solutions	134.3	129.7	4 %	0.1 %	3 %
Total Americas Revenue	\$ 316.3	\$ 309.6	2 %	0.1 %	2 %
<b>Non-Americas:</b>					
Risk Management Solutions					
Trade Credit	\$ 40.9	\$ 40.2	2 %	(6.4)%	8 %
Other Enterprise Risk Management	13.5	16.4	(18)%	(1.1)%	(17)%
Total Non-Americas Risk Management Solutions	54.4	56.6	(4)%	(4.6)%	1 %
Sales and Marketing Solutions					
Sales Acceleration	\$ 5.1	\$ 3.8	33 %	(2.5)%	36 %
Advanced Marketing Solutions	8.0	7.6	6 %	(10.6)%	16 %
Total Non-Americas Sales and Marketing Solutions	13.1	11.4	15 %	(8.2)%	23 %
Total Non-Americas Revenue	\$ 67.5	\$ 68.0	(1)%	(5.1)%	4 %
<b>Total Corporation:</b>					
Risk Management Solutions					
Trade Credit	\$ 165.1	\$ 168.8	(2)%	(1.3)%	(1)%
Other Enterprise Risk Management	71.3	67.7	5 %	(0.2)%	6 %
Total Risk Management Solutions	236.4	236.5	0 %	(1.0)%	1 %
Sales and Marketing Solutions					
Sales Acceleration	\$ 76.2	\$ 66.7	14 %	(0.1)%	14 %
Advanced Marketing Solutions	71.2	74.4	(4)%	(0.8)%	(4)%
Total Sales and Marketing Solutions	147.4	141.1	4 %	(0.5)%	5 %
Total Revenue	\$ 383.8	\$ 377.6	2 %	(0.8)%	2 %

The Dun & Bradstreet Corporation

Schedule 4

Supplemental Revenue Detail (unaudited) - As Adjusted\*

	Quarter Ended March 31,		AFX % Change Fav/(Unfav)	Effects of Foreign Exchange Fav/(Unfav)	BFX % Change Fav/(Unfav)
	2017	2016			
<i>Amounts in millions</i>					
<b>Trade Credit Revenue:</b>					
<b>Americas:</b>					
D&B Credit Suite	\$ 94.1	\$ 93.8	0 %	0.2 %	0 %
Other Trade Credit	30.1	34.8	(13)%	0.2 %	(14)%
Total Americas Trade Credit Revenue	124.2	128.6	(3)%	0.2 %	(4)%
<b>Non-Americas:</b>					
D&B Credit Suite	\$ 3.7	\$ 6.1	(38)%	(4.9)%	(34)%
Other Trade Credit	37.2	34.1	9 %	(6.5)%	16 %
Total Non-Americas Trade Credit Revenue	40.9	40.2	2 %	(6.4)%	8 %
<b>Total Corporation:</b>					
D&B Credit Suite	\$ 97.8	\$ 99.9	(2)%	(0.3)%	(2)%
Other Trade Credit	67.3	68.9	(2)%	(2.7)%	0 %
Total Trade Credit Revenue	\$ 165.1	\$ 168.8	(2)%	(1.3)%	(1)%
<b>D&amp;B Hoovers Suite</b>					
Americas	\$ 44.0	\$ 33.7	30 %	0.1 %	30 %
Non-Americas	2.9	0.9	N/M	N/M	N/M
Total Corporation	\$ 46.9	\$ 34.6	36 %	(0.2)%	36 %

\* As Adjusted includes the effect of divesting our operations in Benelux and Latin America

This financial information should be read in conjunction with the consolidated financial statements and related notes of The Dun & Bradstreet Corporation contained in filings with the Securities and Exchange Commission.

See Schedule 6 (Notes to Schedules) for a reconciliation of each of these As Adjusted metrics to the corresponding GAAP metrics.

**The Dun & Bradstreet Corporation**  
**Supplemental Financial Data (unaudited)**

Schedule 5

<i>Amounts in millions</i>	Quarter Ended March 31,		<b>AFX % Change Fav/(Unfav)</b>
	<b>2017</b>	<b>2016</b>	
<b>Operating Costs (GAAP):</b>			
Operating Expenses	\$ 142.0	\$ 132.4	(7)%
Selling and Administrative Expenses	170.7	163.3	(5)%
Depreciation and Amortization	18.9	16.4	(15)%
Restructuring Expense	9.0	9.7	7 %
Total Operating Costs (GAAP)	<u>\$ 340.6</u>	<u>\$ 321.8</u>	(6)%
<b>Capital Expenditures (GAAP)</b>	<u>\$ 2.8</u>	<u>\$ 3.7</u>	26 %
<b>Additions to Computer Software &amp; Other Intangibles (GAAP)</b>	<u>\$ 12.7</u>	<u>\$ 11.9</u>	(7)%
<b>Operating Costs (As Adjusted):</b>			
Operating Expenses	\$ 142.0	\$ 132.4	(7)%
Selling and Administrative Expenses	163.4	161.3	(1)%
Depreciation and Amortization	11.2	10.3	(9)%
Restructuring Expense	-	-	N/M
Total Operating Costs (As Adjusted)	<u>\$ 316.6</u>	<u>\$ 304.0</u>	(4)%

<i>Amounts in millions</i>	Quarter Ended March 31,	
	<b>2017</b>	<b>2016</b>
<b>Operating Expenses (GAAP):</b>		
None	\$ 142.0	\$ 132.4
<b>Operating Expenses (As Adjusted)</b>	<u>\$ 142.0</u>	<u>\$ 132.4</u>
<b>Selling and Admin (GAAP)</b>		
Legal and Other Professional Fees and Shut-Down (Costs) Recoveries Related to Matters In China	\$ 170.7	\$ 163.3
Acquisition/Divestiture Related Costs	(0.3)	(0.6)
	(7.0)	(1.4)
<b>Selling and Admin (As Adjusted)</b>	<u>\$ 163.4</u>	<u>\$ 161.3</u>
<b>Depreciation and Amortization (GAAP)</b>		
Amortization of Acquisition Related Intangibles	\$ 18.9	\$ 16.4
	(7.7)	(6.1)
<b>Depreciation and Amortization (As Adjusted)</b>	<u>\$ 11.2</u>	<u>\$ 10.3</u>
<b>Restructuring (GAAP)</b>		
Restructuring	\$ 9.0	\$ 9.7
	(9.0)	(9.7)
<b>Restructuring (As Adjusted)</b>	<u>\$ -</u>	<u>\$ -</u>

**The Dun & Bradstreet Corporation**  
**Supplemental Financial Data (unaudited)**

Schedule 5

<i>Amounts in millions</i>	Quarter Ended				
	Mar 31, 2017	Dec 31, 2016	Sep 30, 2016	Jun 30, 2016	Mar 31, 2016
<b>Net Debt Position:</b>					
Cash and Cash Equivalents	\$ 375.4	\$ 352.6	\$ 327.3	\$ 379.1	\$ 365.7
Short-Term Debt	(22.5)	(22.5)	(20.0)	(20.0)	(20.0)
Long-Term Debt	(1,684.7)	(1,594.5)	(1,586.4)	(1,715.6)	(1,725.4)
Net Debt	<u>\$(1,331.8)</u>	<u>\$(1,264.4)</u>	<u>\$ (1,279.1)</u>	<u>\$(1,356.5)</u>	<u>\$(1,379.7)</u>

<i>Amounts in millions</i>	Year-to-Date		
	Mar 31, 2017	Mar 31, 2016	% Change Fav/ (Unfav)
<b>Free Cash Flow:</b>			
Net Cash Provided By Operating Activities - Continuing Operations (GAAP)	\$ 123.8	\$ 130.5	(5)%
Less:			
Capital Expenditures (GAAP)	2.8	3.7	26 %
Additions to Computer Software & Other Intangibles (GAAP)	12.7	11.9	(7)%
Free Cash Flow	<u>\$ 108.3</u>	<u>\$ 114.9</u>	<u>(6)%</u>

This financial information should be read in conjunction with the consolidated financial statements and related notes of The Dun & Bradstreet Corporation contained in filings with the Securities and Exchange Commission.

See Schedule 6 (Notes to Schedules) for a reconciliation of each of these As Adjusted metrics to the corresponding GAAP metrics.



**The Dun & Bradstreet Corporation**  
**Notes to Schedules 1, 2, 3, and 4 (unaudited) and Definitions of Non-GAAP Measures**

**Schedule 6**

- (1) The following table reconciles Americas Total Revenue included in Schedule 1 and Schedule 2:

*Amounts in millions*

Americas Total Revenue (GAAP) (Schedule 1)
Acquisition Related Deferred Revenue Fair Value Adjustment
Americas Total Revenue (As Adjusted) (Schedule 2)

Quarter Ended March 31,	
2017	2016
\$ 314.5	\$ 307.0
(1.8)	(2.6)
<u>\$ 316.3</u>	<u>\$ 309.6</u>

- (2) The following table reconciles Non-Americas Total Revenue included in Schedule 1 and Schedule 2:

*Amounts in millions*

Non-Americas Total Revenue (GAAP) (Schedule 1)
Acquisition Related Deferred Revenue Fair Value Adjustment
Non-Americas Total Revenue (As Adjusted) (Schedule 2)

Quarter Ended March 31,	
2017	2016
\$ 67.0	\$ 68.0
(0.5)	-
<u>\$ 67.5</u>	<u>\$ 68.0</u>

- (3) The following table reconciles Total Revenue included in Schedule 1 and Schedule 2:

*Amounts in millions*

Total Revenue (GAAP) (Schedule 1)
Acquisition Related Deferred Revenue Fair Value Adjustment
Total Revenue (As Adjusted) (Schedule 2)

Quarter Ended March 31,	
2017	2016
\$ 381.5	\$ 375.0
(2.3)	(2.6)
<u>\$ 383.8</u>	<u>\$ 377.6</u>

- (4) The following table reconciles Americas Operating Income included in Schedule 1 and Schedule 2:

*Amounts in millions*

Americas Operating Income (GAAP) (Schedule 1)
Acquisition/Divestiture Related Costs
Amortization of Acquisition Related Intangibles
Acquisition Related Deferred Revenue Fair Value Adjustment
Americas Operating Income (As Adjusted) (Schedule 2)

Quarter Ended March 31,	
2017	2016
\$ 56.7	\$ 69.6
(3.2)	(1.4)
(7.7)	(6.1)
(1.8)	(2.6)
<u>\$ 69.4</u>	<u>\$ 79.7</u>

- (5) The following table reconciles Non-Americas Operating Income included in Schedule 1 and Schedule 2:

*Amounts in millions*

Non-Americas Operating Income (GAAP) (Schedule 1)
Acquisition Related Deferred Revenue Fair Value Adjustment
Non-Americas Operating Income (As Adjusted) (Schedule 2)

Quarter Ended March 31,	
2017	2016
\$ 18.8	\$ 13.0
(0.5)	-
<u>\$ 19.3</u>	<u>\$ 13.0</u>

**The Dun & Bradstreet Corporation**  
**Notes to Schedules 1, 2, 3, and 4 (unaudited) and Definitions of Non-GAAP Measures**

**Schedule 6**

(6) The following table reconciles Corporate and Other expenses included in Schedule 1 and Schedule 2:

<i>Amounts in millions</i>	Quarter Ended March 31,	
	2017	2016
Corporate and Other (GAAP) (Schedule 1)	\$ (34.6)	\$ (29.4)
Restructuring Charges	(9.0)	(9.7)
Legal and Other Professional Fees and Shut-Down (Costs) Recoveries Related to Matters In China	(0.3)	(0.6)
Acquisition/Divestiture Related Costs	(3.8)	-
Corporate and Other (As Adjusted) (Schedule 2)	\$ (21.5)	\$ (19.1)

(7) The following table reconciles Total Operating Income included in Schedule 1 and Schedule 2:

<i>Amounts in millions</i>	Quarter Ended March 31,	
	2017	2016
Total Operating Income (GAAP) Schedule 1)	\$ 40.9	\$ 53.2
Restructuring Charges	(9.0)	(9.7)
Legal and Other Professional Fees and Shut-Down (Costs) Recoveries Related to Matters In China	(0.3)	(0.6)
Acquisition/Divestiture Related Costs	(7.0)	(1.4)
Amortization of Acquisition Related Intangibles	(7.7)	(6.1)
Acquisition Related Deferred Revenue Fair Value Adjustment	(2.3)	(2.6)
Total Operating Income (As Adjusted) (Schedule 2)	\$ 67.2	\$ 73.6

(8) The following table reconciles Net Income Attributable to Dun & Bradstreet included in Schedule 1 and Schedule 2:

<i>Amounts in millions</i>	Quarter Ended March 31,	
	2017	2016
Net Income Attributable to Dun & Bradstreet (GAAP) (Schedule 1)	\$ 15.5	\$ 30.0
Restructuring Charges	(6.0)	(6.3)
Legal and Other Professional Fees and Shut-Down (Costs) Recoveries Related to Matters In China	(0.2)	(0.4)
Acquisition/Divestiture Related Costs	(5.5)	(0.8)
Amortization of Acquisition Related Intangibles	(5.0)	(3.8)
Acquisition Related Deferred Revenue Fair Value Adjustment	(1.6)	(1.9)
Gain (Loss) on Sale of Businesses	(0.6)	-
After-Tax Impact	(18.9)	(13.2)
Income (Loss) From Discontinued Operations, Net of Income Taxes	(0.8)	-
Net Income Attributable to Dun & Bradstreet (As Adjusted) (Schedule 2)	\$ 35.2	\$ 43.2

**The Dun & Bradstreet Corporation**  
**Notes to Schedules 1, 2, 3, and 4 (unaudited) and Definitions of Non-GAAP Measures**

**Schedule 6**

(9) The following table reconciles Diluted Earnings Per Share Of Common Stock included in Schedule 1 and Schedule 2:

	Quarter Ended March 31,	
	2017	2016
Diluted EPS Attributable to Dun & Bradstreet Common Shareholders (GAAP) (Schedule 1)	\$ 0.42	\$ 0.82
Restructuring Charges	(0.16)	(0.17)
Legal and Other Professional Fees and Shut-Down (Costs) Recoveries Related to Matters In China	(0.01)	(0.01)
Acquisition/Divestiture Related Costs	(0.15)	(0.02)
Amortization of Acquisition Related Intangibles	(0.13)	(0.11)
Acquisition Related Deferred Revenue Fair Value Adjustment	(0.04)	(0.05)
Gain (Loss) on Sale of Businesses	(0.02)	-
Discontinued Operations	(0.02)	-
Diluted EPS Attributable to Dun & Bradstreet Common Shareholders (As Adjusted) (Schedule 2)	\$ 0.95	\$ 1.18

(10) The following table reconciles Other Income (Expense)-Net included in Schedule 1 and Schedule 2:

	Quarter Ended March 31,	
	2017	2016
<i>Amounts in millions</i>		
Other Income (Expense)-Net (GAAP) (Schedule 1)	\$ (1.8)	\$ 0.8
Gain (Loss) on Sale of Businesses	(0.7)	-
Other Income (Expense)-Net (As Adjusted) (Schedule 2)	\$ (1.1)	\$ 0.8

(11) The following table reconciles Non-Operating Income (Expense)-Net included in Schedule 1 and Schedule 2:

	Quarter Ended March 31,	
	2017	2016
<i>Amounts in millions</i>		
Non-Operating Income (Expense) - Net (GAAP) (Schedule 1)	\$ (16.0)	\$ (12.2)
Gain (Loss) on Sale of Businesses	(0.7)	-
Non-Operating Income (Expense) - Net (As Adjusted) (Schedule 2)	\$ (15.3)	\$ (12.2)

(12) The following table reconciles Provision for Income Taxes included in Schedule 1 and Schedule 2:

	Quarter Ended March 31,	
	2017	2016
<i>Amounts in millions</i>		
Provision for Income Taxes (GAAP) (Schedule 1)	\$ 8.2	\$ 11.0
Restructuring Charges	(3.0)	(3.4)
Legal and Other Professional Fees and Shut-Down (Costs) Recoveries Related to Matters In China	(0.1)	(0.2)
Acquisition/Divestiture Related Costs	(1.5)	(0.6)
Amortization of Acquisition Related Intangibles	(2.7)	(2.3)
Acquisition Related Deferred Revenue Fair Value Adjustment	(0.7)	(0.7)
Gain (Loss) on Sale of Businesses	(0.1)	-
Provision for Income Taxes (As Adjusted) (Schedule 2)	\$ 16.3	\$ 18.2

The Dun & Bradstreet Corporation

Notes to Schedules 1, 2, 3, and 4 (unaudited) and Definitions of Non-GAAP Measures

	Quarter Ended March 31, 2017			Quarter Ended March 31, 2016		
	GAAP (Sched 3)	Acquisition Related Deferred Revenue	As Adjusted* (Sched 4)	GAAP (Sched 3)	Acquisition Related Deferred Revenue	As Adjusted* (Sched 4)
<i>Amounts in millions</i>						
<b>Geographic and Customer Solution Set Revenue:</b>						
<b>Americas:</b>						
Risk Management Solutions						
Trade Credit	\$ 124.2	\$ -	\$ 124.2	\$ 128.3	\$ 0.3	\$ 128.6
Other Enterprise Risk Management	57.8	-	57.8	49.5	1.8	51.3
Total Americas Risk Management Solutions	182.0	-	182.0	177.8	2.1	179.9
Sales and Marketing Solutions						
Sales Acceleration	\$ 69.3	\$ 1.8	\$ 71.1	\$ 62.4	\$ 0.5	\$ 62.9
Advanced Marketing Solutions	63.2	-	63.2	66.8	-	66.8
Total Americas Sales and Marketing Solutions	132.5	1.8	134.3	129.2	0.5	129.7
Total Americas Revenue	\$ 314.5	\$ 1.8	\$ 316.3	\$ 307.0	\$ 2.6	\$ 309.6
<b>Non-Americas:</b>						
Risk Management Solutions						
Trade Credit	\$ 40.9	\$ -	\$ 40.9	\$ 40.2	\$ -	\$ 40.2
Other Enterprise Risk Management	13.5	-	13.5	16.4	-	16.4
Total Non-Americas Risk Management Solutions	54.4	-	54.4	56.6	-	56.6
Sales and Marketing Solutions						
Sales Acceleration	\$ 4.6	\$ 0.5	\$ 5.1	\$ 3.8	\$ -	\$ 3.8
Advanced Marketing Solutions	8.0	-	8.0	7.6	-	7.6
Total Non-Americas Sales and Marketing Solutions	12.6	0.5	13.1	11.4	-	11.4
Total Non-Americas Revenue	\$ 67.0	\$ 0.5	\$ 67.5	\$ 68.0	\$ -	\$ 68.0
<b>Total Corporation:</b>						
Risk Management Solutions						
Trade Credit	\$ 165.1	\$ -	\$ 165.1	\$ 168.5	\$ 0.3	\$ 168.8
Other Enterprise Risk Management	71.3	-	71.3	65.9	1.8	67.7
Total Risk Management Solutions	236.4	-	236.4	234.4	2.1	236.5
Sales and Marketing Solutions						
Sales Acceleration	\$ 73.9	\$ 2.3	\$ 76.2	\$ 66.2	\$ 0.5	\$ 66.7
Advanced Marketing Solutions	71.2	-	71.2	74.4	-	74.4
Total Sales and Marketing Solutions	145.1	2.3	147.4	140.6	0.5	141.1
Total Revenue	\$ 381.5	\$ 2.3	\$ 383.8	\$ 375.0	\$ 2.6	\$ 377.6

Notes to Schedules 1, 2, 3, and 4 (unaudited) and Definitions of Non-GAAP Measures

	Quarter Ended March 31, 2017			Quarter Ended March 31, 2016		
	GAAP (Sched 3)	Acquisition Related Deferred Revenue	As Adjusted* (Sched 4)	GAAP (Sched 3)	Acquisition Related Deferred Revenue	As Adjusted* (Sched 4)
<i>Amounts in millions</i>						
<b>Trade Credit Revenue:</b>						
<b>Americas:</b>						
D&B Credit Suite	\$ 94.1	\$ -	\$ 94.1	\$ 93.7	\$ 0.1	\$ 93.8
Other Trade Credit	30.1	-	30.1	34.6	0.2	34.8
Total Americas Trade Credit Revenue	124.2	-	124.2	128.3	0.3	128.6
<b>Non-Americas:</b>						
D&B Credit Suite	\$ 3.7	\$ -	\$ 3.7	\$ 6.1	\$ -	\$ 6.1
Other Trade Credit	37.2	-	37.2	34.1	-	34.1
Total Non-Americas Trade Credit Revenue	40.9	-	40.9	40.2	-	40.2
<b>Total Corporation:</b>						
D&B Credit Suite	\$ 97.8	\$ -	\$ 97.8	\$ 99.8	\$ 0.1	\$ 99.9
Other Trade Credit	67.3	-	67.3	68.7	0.2	68.9
Total Trade Credit Revenue	\$ 165.1	\$ -	\$ 165.1	\$ 168.5	\$ 0.3	\$ 168.8
<b>D&amp;B Hoovers Suite</b>						
Americas	\$ 42.2	\$ 1.8	\$ 44.0	\$ 33.7	\$ -	\$ 33.7
Non-Americas	2.4	0.5	2.9	0.9	-	0.9
Total Corporation	\$ 44.6	\$ 2.3	\$ 46.9	\$ 34.6	\$ -	\$ 34.6

\* As Adjusted includes the effect of divesting our operations in Benelux and Latin America

**Notes to Schedules 1, 2, 3, and 4 (unaudited) and Definitions of Non-GAAP Measures**

N/M - Not Meaningful

The following defines the non-GAAP measures used to evaluate performance:

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 of our “As Adjusted” basis 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. Management reviews operating results on an “As Adjusted” basis on a monthly basis and establishes internal budgets and forecasts based upon such measures. Management further establishes annual and long-term compensation such as salaries, target cash bonuses and target equity compensation amounts based on performance on an “As Adjusted” basis and a significant percentage weight is placed upon performance on an “As Adjusted” basis in determining whether performance objectives have been achieved. Management believes that by reflecting these adjustments to our GAAP financial measures, business leaders are provided incentives to recommend and execute actions that support our long-term growth strategy rather than being influenced by the potential impact one of these items can have in a particular period on their compensation. The Company adjusts for these items because they do not reflect the Company’s underlying business performance and they may have a disproportionate positive or negative impact on the results of its ongoing business operations. We believe that the use of our non-GAAP financial measures provides useful supplemental information to our investors.

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 revenue 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 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, stock 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.

Free cash flow should not be considered as a substitute measure for, or superior to, net cash flows provided by operating activities, investing activities or financing activities. Therefore, we believe it is important to view free cash flow as a complement to the consolidated statements of cash flows.

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.

This financial information should be read in conjunction with the consolidated financial statements and related notes of The Dun & Bradstreet Corporation contained in filings with the Securities and Exchange Commission.