

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

Schedule 1

	Quarter Ended December 31,		AFX % Change	Effects of Foreign Exchange	BFX % Change	Full Year December 31,		AFX % Change	Effects of Foreign Exchange	BFX % Change
	2015	2014	Fav (Unfav)	Fav (Unfav)	Fav (Unfav)	2015	2014	Fav (Unfav)	Fav (Unfav)	Fav (Unfav)
<i>Dollar amounts in millions, except per share data</i>										
Revenue:										
Americas (1)	\$ 416.9	\$ 382.6	9%	(0.6)%	10%	\$ 1,329.1	\$ 1,260.3	5%	(0.6)%	6%
Non-Americas	82.4	82.8	(1)%	(7.2)%	7%	308.0	324.1	(5)%	(8.0)%	3%
Core Revenue (2)	\$ 499.3	\$ 465.4	7%	(1.8)%	9%	\$ 1,637.1	\$ 1,584.4	3%	(2.1)%	5%
Divested and Other Business (3)	-	-	N/M	N/M	N/M	-	0.1	N/M	N/M	N/M
Total Revenue	\$ 499.3	\$ 465.4	7%	(1.8)%	9%	\$ 1,637.1	\$ 1,584.5	3%	(2.1)%	5%
Operating Income (Loss):										
Americas (4)	\$ 147.8	\$ 153.4	(4)%			\$ 369.3	\$ 404.8	(9)%		
Non-Americas (5)	19.7	23.5	(16)%			83.1	87.0	(5)%		
Corporate and Other (6)	(38.8)	(22.5)	(72)%			(115.4)	(80.4)	(43)%		
Total Operating Income (7)	128.7	154.4	(17)%			337.0	411.4	(18)%		
Interest Income	0.5	0.5	13%			1.6	1.6	(1)%		
Interest Expense	(14.0)	(11.0)	(27)%			(51.0)	(43.3)	(18)%		
Other Income (Expense) - Net (8)	(0.2)	(0.3)	18%			(7.6)	(29.5)	74%		
Non-Operating Income (Expense) - Net	(13.7)	(10.8)	(27)%			(57.0)	(71.2)	20%		
Income Before Provision for Income Taxes	115.0	143.6	(20)%			280.0	340.2	(18)%		
Less: Provision for Income Taxes	37.7	52.8	29%			74.2	54.3	(37)%		
Equity in Net Income (Loss) of Affiliates	(0.2)	(0.7)	59%			2.7	1.9	43%		
Net Income From Continuing Operations	77.1	90.1	(14)%			208.5	287.8	(28)%		
Less: Net (Income) Loss Attributable to the Noncontrolling Interest	(1.2)	(0.9)	(32)%			(4.3)	(3.5)	(25)%		
Net Income From Continuing Operations Attributable to Dun & Bradstreet	75.9	89.2	(15)%			204.2	284.3	(28)%		
Income from Discontinued Operations, Net of Income Taxes	-	2.5	(100)%			2.1	10.1	(80)%		
Loss on Disposal of Business, Net of Tax Impact	0.8	-	N/M			(37.5)	-	N/M		
Income (Loss) from Discontinued Operations, Net of Income Taxes	0.8	2.5	(68)%			(35.4)	10.1	N/M		
Net Income Attributable to Dun & Bradstreet (9)	\$ 76.7	\$ 91.7	(16)%			\$ 168.8	\$ 294.4	(43)%		
Basic Earnings (Loss) Per Share:										
From Continuing Operations	\$ 2.10	\$ 2.48	(15)%			\$ 5.66	\$ 7.79	(27)%		
From Discontinued Operations	0.02	0.07	(71)%			(0.98)	0.27	N/M		
Basic Earnings (Loss) Per Share of Common Stock Attributable to Dun & Bradstreet Common Shareholders	\$ 2.12	\$ 2.55	(17)%			\$ 4.68	\$ 8.06	(42)%		
Diluted Earnings (Loss) Per Share:										
From Continuing Operations	\$ 2.08	\$ 2.45	(15)%			\$ 5.61	\$ 7.71	(27)%		
From Discontinued Operations	0.03	0.08	(63)%			(0.97)	0.28	N/M		
Diluted Earnings (Loss) Per Share of Common Stock Attributable to Dun & Bradstreet Common Shareholders (10)	\$ 2.11	\$ 2.53	(17)%			\$ 4.64	\$ 7.99	(42)%		
Weighted Average Number of Shares Outstanding:										
Basic	36.2	35.9	(1)%			36.1	36.5	1%		
Diluted	36.4	36.3	0%			36.4	36.9	1%		
Operating Margins (Calculated on Total Revenue)										
Americas	35.5%	40.1%				27.8%	32.1%			
Non-Americas	23.8%	28.3%				27.0%	26.8%			
Total Company	25.8%	33.2%				20.6%	26.0%			
Effective Tax Rate	32.7%	36.8%				26.5%	16.0%			

AFX - After Effects of Foreign Exchange BFX - Before Effects of Foreign Exchange N/M - Not Meaningful

See Schedule 6 (Notes to Schedules), which is an integral part of the consolidated statement of operations. 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
Consolidated Statement of Operations (unaudited) - As Adjusted

Schedule 2

	Quarter Ended December 31,		AFX	Effects of Foreign Exchange	BFX	Full Year December 31,		AFX	Effects of Foreign Exchange	BFX
	2015	2014	% Change Fav (Unfav)	Fav (Unfav)	% Change Fav (Unfav)	2015	2014	% Change Fav (Unfav)	Fav (Unfav)	% Change Fav (Unfav)
<i>Dollar amounts in millions, except per share data</i>										
Revenue:										
Americas (1)	\$ 422.0	\$ 382.6	10%	(0.6)%	11%	\$ 1,349.0	\$ 1,260.3	7%	(0.6)%	8%
Non-Americas	82.4	82.8	(1)%	(7.2)%	7%	308.0	324.1	(5)%	(8.0)%	3%
Core Revenue (2)	\$ 504.4	\$ 465.4	8%	(1.8)%	10%	\$ 1,657.0	\$ 1,584.4	5%	(2.1)%	7%
Divested and Other Business (3)	-	-	N/M	N/M	N/M	-	0.1	N/M	N/M	N/M
Total Revenue	\$ 504.4	\$ 465.4	8%	(1.8)%	10%	\$ 1,657.0	\$ 1,584.5	5%	(2.1)%	7%
Operating Income (Loss):										
Americas (4)	\$ 174.6	\$ 153.4	14%			\$ 424.2	\$ 412.1	3%		
Non-Americas (5)	19.6	23.5	(16)%			82.7	87.2	(5)%		
Corporate and Other (6)	(19.8)	(18.7)	(6)%			(69.6)	(62.0)	(12)%		
Total Operating Income (7)	174.4	158.2	10%			437.3	437.3	0%		
Interest Income	0.5	0.5	13%			1.6	1.6	(1)%		
Interest Expense	(14.0)	(11.0)	(27)%			(51.0)	(43.3)	(18)%		
Other Income (Expense) - Net (8)	(0.2)	(0.3)	23%			0.8	(0.9)	N/M		
Non-Operating Income (Expense) - Net	(13.7)	(10.8)	(27)%			(48.6)	(42.6)	(14)%		
Income Before Provision for Income Taxes	160.7	147.4	9%			388.7	394.7	(2)%		
Less: Provision for Income Taxes	54.5	53.6	(2)%			123.2	128.3	4%		
Equity in Net Income (Loss) of Affiliates	(0.2)	(0.7)	59%			2.7	1.9	43%		
Net Income	106.0	93.1	14%			268.2	268.3	0%		
Less: Net (Income) Loss Attributable to the Noncontrolling Interest	(1.2)	(0.9)	(32)%			(4.3)	(3.5)	(25)%		
Net Income Attributable to Dun & Bradstreet (9)	\$ 104.8	\$ 92.2	14%			\$ 263.9	\$ 264.8	0%		
Basic Earnings Per Share of Common Stock										
Attributable to Dun & Bradstreet Common Shareholders	\$ 2.90	\$ 2.57	13%			\$ 7.31	\$ 7.25	1%		
Diluted Earnings Per Share of Common Stock										
Attributable to Dun & Bradstreet Common Shareholders (10)	\$ 2.87	\$ 2.54	13%			\$ 7.25	\$ 7.18	1%		
Weighted Average Number of Shares Outstanding:										
Basic	36.2	35.9	(1)%			36.1	36.5	1%		
Diluted	36.4	36.3	0%			36.4	36.9	1%		
Operating Margins (Calculated on Total Revenue)										
Americas	41.4%	40.1%				31.4%	32.7%			
Non-Americas	23.8%	28.2%				26.9%	26.9%			
Total Company	34.6%	34.0%				26.4%	27.6%			
Effective Tax Rate	33.9%	36.3%				31.7%	32.5%			

AFX - After Effects of Foreign Exchange BFX - Before Effects of Foreign Exchange N/M - Not Meaningful

See Schedule 6 (Notes to Schedules), which is an integral part of the consolidated statement of operations. 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
Supplemental Revenue Detail (unaudited) - GAAP Results

Schedule 3

	Quarter Ended December 31,		AFX % Change Fav/(Unfav)	Effects of Foreign Exchange Fav/(Unfav)	BFX % Change Fav/(Unfav)	Full Year December 31,		AFX % Change Fav/(Unfav)	Effects of Foreign Exchange Fav/(Unfav)	BFX % Change Fav/(Unfav)
	2015	2014				2015	2014			
<i>Amounts in millions</i>										
Geographic and Customer Solution Set Revenue:										
Americas:										
Risk Management Solutions										
Trade Credit	\$ 136.5	\$ 141.3	(3)%	(0.9)%	(2)%	\$ 530.7	\$ 546.3	(3)%	(0.8)%	(2)%
Other Enterprise Risk Management	67.8	47.5	43%	(0.8)%	44%	202.7	155.1	31%	(0.7)%	31%
Core Americas Risk Management Solutions	204.3	188.8	8%	(0.9)%	9%	733.4	701.4	5%	(0.8)%	5%
Sales and Marketing Solutions										
Traditional Prospecting Solutions	\$ 43.4	\$ 40.5	7%	(0.3)%	7%	\$ 147.2	\$ 143.9	2%	(0.3)%	3%
Advanced Marketing Solutions	169.2	153.3	10%	(0.3)%	11%	448.5	415.0	8%	(0.3)%	8%
Core Americas Sales and Marketing Solutions	212.6	193.8	10%	(0.3)%	10%	595.7	558.9	7%	(0.3)%	7%
Core Americas Revenue	416.9	382.6	9%	(0.6)%	10%	1,329.1	1,260.3	5%	(0.6)%	6%
Divested and Other Business *	-	-	N/M	N/M	N/M	-	-	N/M	N/M	N/M
Total Americas Revenue	\$ 416.9	\$ 382.6	9%	(0.6)%	10%	\$ 1,329.1	\$ 1,260.3	5%	(0.6)%	6%
Non-Americas:										
Risk Management Solutions										
Trade Credit	\$ 45.8	\$ 51.5	(11)%	(7.0)%	(4)%	\$ 181.5	\$ 202.5	(10)%	(8.4)%	(2)%
Other Enterprise Risk Management	18.3	14.6	25%	(8.3)%	33%	63.4	58.1	9%	(7.6)%	17%
Core Non-Americas Risk Management Solutions	64.1	66.1	(3)%	(7.2)%	4%	244.9	260.6	(6)%	(8.2)%	2%
Sales and Marketing Solutions										
Traditional Prospecting Solutions	\$ 5.4	\$ 5.9	(7)%	(5.0)%	(2)%	\$ 18.4	\$ 19.6	(6)%	(3.8)%	(2)%
Advanced Marketing Solutions	12.9	10.8	19%	(8.3)%	28%	44.7	43.9	2%	(9.2)%	11%
Core Non-Americas Sales and Marketing Solutions	18.3	16.7	10%	(7.2)%	17%	63.1	63.5	(1)%	(7.5)%	7%
Core Non-Americas Revenue	82.4	82.8	(1)%	(7.2)%	7%	308.0	324.1	(5)%	(8.0)%	3%
Divested and Other Business *	-	-	N/M	N/M	N/M	-	0.1	N/M	N/M	N/M
Total Non-Americas Revenue	\$ 82.4	\$ 82.8	(1)%	(7.2)%	7%	\$ 308.0	\$ 324.2	(5)%	(8.0)%	3%
Total Corporation:										
Risk Management Solutions										
Trade Credit	\$ 182.3	\$ 192.8	(5)%	(2.6)%	(3)%	\$ 712.2	\$ 748.8	(5)%	(2.9)%	(2)%
Other Enterprise Risk Management	86.1	62.1	39%	(2.6)%	41%	266.1	213.2	25%	(2.8)%	28%
Core Risk Management Solutions	268.4	254.9	5%	(2.5)%	8%	978.3	962.0	2%	(2.8)%	5%
Sales and Marketing Solutions										
Traditional Prospecting Solutions	\$ 48.8	\$ 46.4	5%	(0.9)%	6%	\$ 165.6	\$ 163.5	1%	(0.8)%	2%
Advanced Marketing Solutions	182.1	164.1	11%	(0.8)%	12%	493.2	458.9	7%	(1.1)%	9%
Core Sales and Marketing Solutions	230.9	210.5	10%	(0.8)%	11%	658.8	622.4	6%	(1.0)%	7%
Core Revenue	499.3	465.4	7%	(1.8)%	9%	1,637.1	1,584.4	3%	(2.1)%	5%
Divested and Other Business *	-	-	N/M	N/M	N/M	-	0.1	N/M	N/M	N/M
Total Corporation Revenue	\$ 499.3	\$ 465.4	7%	(1.8)%	9%	\$ 1,637.1	\$ 1,584.5	3%	(2.1)%	5%

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

Schedule 3

	Quarter Ended December 31,		AFX % Change Fav/(Unfav)	Effects of Foreign Exchange Fav/(Unfav)	BFX % Change Fav/(Unfav)	Full Year December 31,		AFX % Change Fav/(Unfav)	Effects of Foreign Exchange Fav/(Unfav)	BFX % Change Fav/(Unfav)
	2015	2014				2015	2014			
<i>Amounts in millions</i>										
Trade Credit Revenue:										
Americas:										
DNBI	\$ 97.5	\$ 99.5	(2)%	(0.7)%	(1)%	\$ 391.0	\$ 398.7	(2)%	(0.6)%	(1)%
Other Trade Credit	39.0	41.8	(6)%	(1.4)%	(5)%	139.7	147.6	(5)%	(1.4)%	(4)%
Core Americas Trade Credit Revenue	136.5	141.3	(3)%	(0.9)%	(2)%	530.7	546.3	(3)%	(0.8)%	(2)%
Non-Americas:										
DNBI	\$ 6.2	\$ 6.6	(4)%	(9.9)%	6%	\$ 25.2	\$ 27.1	(7)%	(13.2)%	6%
Other Trade Credit	39.6	44.9	(12)%	(6.7)%	(5)%	156.3	175.4	(11)%	(7.7)%	(3)%
Core Non-Americas Trade Credit Revenue	45.8	51.5	(11)%	(7.0)%	(4)%	181.5	202.5	(10)%	(8.4)%	(2)%
Total Corporation:										
DNBI	\$ 103.7	\$ 106.1	(2)%	(1.3)%	(1)%	\$ 416.2	\$ 425.8	(2)%	(1.4)%	(1)%
Other Trade Credit	78.6	86.7	(9)%	(4.1)%	(5)%	296.0	323.0	(8)%	(4.8)%	(4)%
Core Trade Credit Revenue	\$ 182.3	\$ 192.8	(5)%	(2.6)%	(3)%	\$ 712.2	\$ 748.8	(5)%	(2.9)%	(2)%
Total Core Revenue:										
Americas:										
Direct	\$ 379.2	\$ 348.7	9%	(0.6)%	9%	\$ 1,216.7	\$ 1,164.0	5%	(0.6)%	5%
Alliances & Partners	37.7	33.9	11%	(0.5)%	11%	112.4	96.3	17%	(0.5)%	17%
Core Americas Revenue	416.9	382.6	9%	(0.6)%	10%	1,329.1	1,260.3	5%	(0.6)%	6%
Non-Americas:										
Direct	\$ 57.0	\$ 60.0	(5)%	(7.6)%	2%	\$ 214.2	\$ 231.0	(7)%	(8.7)%	1%
Alliances & Partners	25.4	22.8	12%	(6.0)%	18%	93.8	93.1	1%	(6.2)%	7%
Core Non-Americas Revenue	82.4	82.8	(1)%	(7.2)%	7%	308.0	324.1	(5)%	(8.0)%	3%
Total Corporation:										
Direct	\$ 436.2	\$ 408.7	7%	(1.6)%	8%	\$ 1,430.9	\$ 1,395.0	3%	(2.0)%	5%
Alliances & Partners	63.1	56.7	11%	(2.7)%	14%	206.2	189.4	9%	(3.4)%	12%
Core Revenue	\$ 499.3	\$ 465.4	7%	(1.8)%	9%	\$ 1,637.1	\$ 1,584.4	3%	(2.1)%	5%

Notes:

	Quarter Ended December 31,		Full Year December 31,	
	2015	2014	2015	2014
* Divested and Other Business:				
Americas:				
Risk Management Solutions	\$ -	\$ -	\$ -	\$ -
Sales & Marketing Solutions	-	-	-	-
Total Divested and Other Business	\$ -	\$ -	\$ -	\$ -
Non-Americas:				
Risk Management Solutions	\$ -	\$ -	\$ -	\$ 0.1
Sales & Marketing Solutions	-	-	-	-
Total Divested and Other Business	\$ -	\$ -	\$ -	\$ 0.1
Total Corporation:				
Risk Management Solutions	\$ -	\$ -	\$ -	\$ 0.1
Sales & Marketing Solutions	-	-	-	-
Total Divested and Other Business	\$ -	\$ -	\$ -	\$ 0.1

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
 Supplemental Revenue Detail (unaudited) - As Adjusted

Schedule 4

	Quarter Ended December 31,		AFX % Change Fav/(Unfav)	Effects of Foreign Exchange Fav/(Unfav)	BFX % Change Fav/(Unfav)	Full Year December 31,		AFX % Change Fav/(Unfav)	Effects of Foreign Exchange Fav/(Unfav)	BFX % Change Fav/(Unfav)
	2015	2014				2015	2014			
<i>Amounts in millions</i>										
Geographic and Customer Solution Set Revenue:										
Americas:										
Risk Management Solutions										
Trade Credit	\$ 137.0	\$ 141.3	(3)%	(0.9)%	(2)%	\$ 532.6	\$ 546.3	(3)%	(0.8)%	(2)%
Other Enterprise Risk Management	71.3	47.5	50%	(0.8)%	51%	215.6	155.1	39%	(0.7)%	40%
Core Americas Risk Management Solutions	208.3	188.8	10%	(0.9)%	11%	748.2	701.4	7%	(0.8)%	7%
Sales and Marketing Solutions										
Traditional Prospecting Solutions	\$ 44.3	\$ 40.5	9%	(0.3)%	10%	\$ 150.6	\$ 143.9	5%	(0.3)%	5%
Advanced Marketing Solutions	169.4	153.3	11%	(0.3)%	11%	450.2	415.0	8%	(0.3)%	9%
Core Americas Sales and Marketing Solutions	213.7	193.8	10%	(0.3)%	11%	600.8	558.9	8%	(0.3)%	8%
Core Americas Revenue	422.0	382.6	10%	(0.6)%	11%	1,349.0	1,260.3	7%	(0.6)%	8%
Divested and Other Business *	-	-	N/M	N/M	N/M	-	-	N/M	N/M	N/M
Total Americas Revenue	\$ 422.0	\$ 382.6	10%	(0.6)%	11%	\$ 1,349.0	\$ 1,260.3	7%	(0.6)%	8%
Non-Americas:										
Risk Management Solutions										
Trade Credit	\$ 45.8	\$ 51.5	(11)%	(7.0)%	(4)%	\$ 181.5	\$ 202.5	(10)%	(8.4)%	(2)%
Other Enterprise Risk Management	18.3	14.6	25%	(8.3)%	33%	63.4	58.1	9%	(7.6)%	17%
Core Non-Americas Risk Management Solutions	64.1	66.1	(3)%	(7.2)%	4%	244.9	260.6	(6)%	(8.2)%	2%
Sales and Marketing Solutions										
Traditional Prospecting Solutions	\$ 5.4	\$ 5.9	(7)%	(5.0)%	(2)%	\$ 18.4	\$ 19.6	(6)%	(3.8)%	(2)%
Advanced Marketing Solutions	12.9	10.8	19%	(8.3)%	28%	44.7	43.9	2%	(9.2)%	11%
Core Non-Americas Sales and Marketing Solutions	18.3	16.7	10%	(7.2)%	17%	63.1	63.5	(1)%	(7.5)%	7%
Core Non-Americas Revenue	82.4	82.8	(1)%	(7.2)%	7%	308.0	324.1	(5)%	(8.0)%	3%
Divested and Other Business *	-	-	N/M	N/M	N/M	-	0.1	N/M	N/M	N/M
Total Non-Americas Revenue	\$ 82.4	\$ 82.8	(1)%	(7.2)%	7%	\$ 308.0	\$ 324.2	(5)%	(8.0)%	3%
Total Corporation:										
Risk Management Solutions										
Trade Credit	\$ 182.8	\$ 192.8	(5)%	(2.6)%	(3)%	\$ 714.1	\$ 748.8	(5)%	(2.9)%	(2)%
Other Enterprise Risk Management	89.6	62.1	44%	(2.6)%	47%	279.0	213.2	31%	(2.8)%	34%
Core Risk Management Solutions	272.4	254.9	7%	(2.5)%	9%	993.1	962.0	3%	(2.8)%	6%
Sales and Marketing Solutions										
Traditional Prospecting Solutions	\$ 49.7	\$ 46.4	7%	(0.9)%	8%	\$ 169.0	\$ 163.5	3%	(0.8)%	4%
Advanced Marketing Solutions	182.3	164.1	11%	(0.8)%	12%	494.9	458.9	8%	(1.1)%	9%
Core Sales and Marketing Solutions	232.0	210.5	10%	(0.8)%	11%	663.9	622.4	7%	(1.0)%	8%
Core Revenue	504.4	465.4	8%	(1.8)%	10%	1,657.0	1,584.4	5%	(2.1)%	7%
Divested and Other Business *	-	-	N/M	N/M	N/M	-	0.1	N/M	N/M	N/M
Total Corporation Revenue	\$ 504.4	\$ 465.4	8%	(1.8)%	10%	\$ 1,657.0	\$ 1,584.5	5%	(2.1)%	7%

The Dun & Bradstreet Corporation
Supplemental Revenue Detail (unaudited) - As Adjusted

Schedule 4

	Quarter Ended December 31,		AFX % Change Fav/(Unfav)	Effects of Foreign Exchange Fav/(Unfav)	BFX % Change Fav/(Unfav)	Full Year December 31,		AFX % Change Fav/(Unfav)	Effects of Foreign Exchange Fav/(Unfav)	BFX % Change Fav/(Unfav)
	2015	2014				2015	2014			
<i>Amounts in millions</i>										
Trade Credit Revenue:										
Americas:										
DNBI	\$ 97.6	\$ 99.5	(2)%	(0.7)%	(1)%	\$ 391.5	\$ 398.7	(2)%	(0.6)%	(1)%
Other Trade Credit	39.4	41.8	(6)%	(1.4)%	(4)%	141.1	147.6	(4)%	(1.4)%	(3)%
Core Americas Trade Credit Revenue	137.0	141.3	(3)%	(0.9)%	(2)%	532.6	546.3	(3)%	(0.8)%	(2)%
Non-Americas:										
DNBI	\$ 6.2	\$ 6.6	(4)%	(9.9)%	6%	\$ 25.2	\$ 27.1	(7)%	(13.2)%	6%
Other Trade Credit	39.6	44.9	(12)%	(6.7)%	(5)%	156.3	175.4	(11)%	(7.7)%	(3)%
Core Non-Americas Trade Credit Revenue	45.8	51.5	(11)%	(7.0)%	(4)%	181.5	202.5	(10)%	(8.4)%	(2)%
Total Corporation:										
DNBI	\$ 103.8	\$ 106.1	(2)%	(1.3)%	(1)%	\$ 416.7	\$ 425.8	(2)%	(1.4)%	(1)%
Other Trade Credit	79.0	86.7	(9)%	(4.1)%	(5)%	297.4	323.0	(8)%	(4.8)%	(3)%
Core Trade Credit Revenue	\$ 182.8	\$ 192.8	(5)%	(2.6)%	(3)%	\$ 714.1	\$ 748.8	(5)%	(2.9)%	(2)%
Total Core Revenue:										
Americas:										
Direct	\$ 384.3	\$ 348.7	10%	(0.6)%	11%	\$ 1,236.1	\$ 1,164.0	6%	(0.6)%	7%
Alliances & Partners	37.7	33.9	11%	(0.5)%	12%	112.9	96.3	17%	(0.5)%	18%
Core Americas Revenue	422.0	382.6	10%	(0.6)%	11%	1,349.0	1,260.3	7%	(0.6)%	8%
Non-Americas:										
Direct	\$ 57.0	\$ 60.0	(5)%	(7.6)%	2%	\$ 214.2	\$ 231.0	(7)%	(8.7)%	1%
Alliances & Partners	25.4	22.8	12%	(6.0)%	18%	93.8	93.1	1%	(6.2)%	7%
Core Non-Americas Revenue	82.4	82.8	(1)%	(7.2)%	7%	308.0	324.1	(5)%	(8.0)%	3%
Total Corporation:										
Direct	\$ 441.3	\$ 408.7	8%	(1.6)%	10%	\$ 1,450.3	\$ 1,395.0	4%	(2.0)%	6%
Alliances & Partners	63.1	56.7	11%	(2.7)%	14%	206.7	189.4	9%	(3.4)%	13%
Core Revenue	\$ 504.4	\$ 465.4	8%	(1.8)%	10%	\$ 1,657.0	\$ 1,584.4	5%	(2.1)%	7%

Notes:

	Quarter Ended December 31,		Full Year December 31,	
	2015	2014	2015	2014
* Divested and Other Business:				
Americas:				
Risk Management Solutions	\$ -	\$ -	\$ -	\$ -
Sales & Marketing Solutions	-	-	-	-
Total Divested and Other Business	\$ -	\$ -	\$ -	\$ -
Non-Americas:				
Risk Management Solutions	\$ -	\$ -	\$ -	\$ 0.1
Sales & Marketing Solutions	-	-	-	-
Total Divested and Other Business	\$ -	\$ -	\$ -	\$ 0.1
Total Corporation:				
Risk Management Solutions	\$ -	\$ -	\$ -	\$ 0.1
Sales & Marketing Solutions	-	-	-	-
Total Divested and Other Business	\$ -	\$ -	\$ -	\$ 0.1

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
Supplemental Financial Data (unaudited)

Schedule 5

<i>Amounts in millions</i>	Quarter Ended December 31,		AFX % Change Fav/(Unfav)	Full Year December 31,		AFX % Change Fav/(Unfav)
	2015	2014		2015	2014	
Operating Costs (GAAP):						
Operating Expenses	\$ 144.9	\$ 142.8	(1)%	\$ 544.7	\$ 530.1	(3)%
Selling and Administrative Expenses	192.4	152.8	(26)%	664.4	575.6	(15)%
Depreciation and Amortization	16.1	12.4	(30)%	58.7	52.5	(12)%
Restructuring Expense	17.2	3.0	N/M	32.3	14.9	N/M
Total Operating Costs (GAAP)	\$ 370.6	\$ 311.0	(19)%	\$ 1,300.1	\$ 1,173.1	(11)%
Capital Expenditures (GAAP)	\$ 6.0	\$ 2.0	N/M	\$ 12.8	\$ 9.8	(30)%
Additions to Computer Software & Other Intangibles (GAAP)	\$ 15.4	\$ 10.9	(40)%	\$ 52.0	\$ 37.4	(39)%
Operating Costs (As Adjusted):						
Operating Expenses	\$ 142.6	\$ 142.8	0%	\$ 542.4	\$ 522.6	(4)%
Selling and Administrative Expenses	177.4	152.0	(17)%	636.4	572.1	(11)%
Depreciation and Amortization	10.0	12.4	19%	40.9	52.5	22%
Restructuring Expense	-	-	N/M	-	-	N/M
Total Operating Costs (As Adjusted)	\$ 330.0	\$ 307.2	(7)%	\$ 1,219.7	\$ 1,147.2	(6)%

<i>Amounts in millions</i>	Quarter Ended December 31,		Full Year December 31,	
	2015	2014	2015	2014
Operating Expenses (GAAP):	\$ 144.9	\$ 142.8	\$ 544.7	\$ 530.1
Legal and Other Professional Fees and Shut-Down				
(Costs) Recoveries Related to Matters In China	-	-	-	(0.2)
Impaired Asset - Data Management and Back Office Infrastructure	(2.2)	-	(2.2)	-
Impaired Assets - Parsippany, NJ Building	(0.1)	-	(0.1)	(7.3)
Operating Expenses (As Adjusted)	\$ 142.6	\$ 142.8	\$ 542.4	\$ 522.6
Selling and Admin (GAAP)	\$ 192.4	\$ 152.8	\$ 664.4	\$ 575.6
Legal and Other Professional Fees and Shut-Down				
(Costs) Recoveries Related to Matters In China	(0.4)	(0.8)	(1.6)	(3.5)
Acquisition/Divestiture Related Costs	(10.1)	-	(21.9)	-
Impaired Asset - Data Management and Back Office Infrastructure	(4.5)	-	(4.5)	-
Selling and Admin (As Adjusted)	\$ 177.4	\$ 152.0	\$ 636.4	\$ 572.1
Depreciation and Amortization (GAAP)	\$ 16.1	\$ 12.4	\$ 58.7	\$ 52.5
Amortization of Acquisition Related Intangibles	(6.1)	-	(17.8)	-
Depreciation and Amortization (As Adjusted)	\$ 10.0	\$ 12.4	\$ 40.9	\$ 52.5
Restructuring (GAAP)	\$ 17.2	\$ 3.0	\$ 32.3	\$ 14.9
Restructuring	(17.2)	(3.0)	(32.3)	(14.9)
Restructuring (As Adjusted)	\$ -	\$ -	\$ -	\$ -

The Dun & Bradstreet Corporation
Supplemental Financial Data (unaudited)

Schedule 5

<i>Amounts in millions</i>	Quarter Ended				
	Dec 31, 2015	Sep 30, 2015	Jun 30, 2015	Mar 31, 2015	Dec 31, 2014
Net Debt Position:					
Cash and Cash Equivalents	\$ 365.7	\$ 293.9	\$ 137.8	\$ 355.2	\$ 319.4
Short-Term Debt	(20.0)	-	(300.5)	(300.8)	(301.1)
Long-Term Debt	(1,804.1)	(1,759.9)	(1,486.1)	(1,402.7)	(1,352.2)
Net Debt *	<u>\$ (1,458.4)</u>	<u>\$ (1,466.0)</u>	<u>\$ (1,648.8)</u>	<u>\$ (1,348.3)</u>	<u>\$ (1,333.9)</u>

<i>Amounts in millions</i>	Full Year		
	Dec 31, 2015	Dec 31, 2014	% Change Fav/(Unfav)
Free Cash Flow:			
Net Cash Provided By Operating Activities - Continuing Operations (GAAP)	\$ 336.8	\$ 297.4	13%
Less:			
Capital Expenditures (GAAP)	12.8	9.8	(30)%
Additions to Computer Software & Other Intangibles (GAAP)	52.0	37.4	(39)%
Free Cash Flow	<u>\$ 272.0</u>	<u>\$ 250.2</u>	9%
Legacy Tax Matters (Refund) Payment	-	-	N/M
Free Cash Flow Excluding Legacy Tax Matters	<u>\$ 272.0</u>	<u>\$ 250.2</u>	9%

<i>Amounts in millions</i>	Full Year		
	Dec 31, 2015	Dec 31, 2014	% Change Fav/(Unfav)
Net Cash Provided By Operating Activities excluding Legacy Tax Matters:			
Net Cash Provided By Operating Activities (GAAP)	\$ 336.8	\$ 297.4	13%
Legacy Tax Matters (Refund) Payment	-	-	N/M
Net Cash Provided By Operating Activities Excluding Legacy Tax Matters	<u>\$ 336.8</u>	<u>\$ 297.4</u>	13%

* Net Debt for periods prior to June 30, 2015 have not been adjusted to reflect the sale of Australia/New Zealand and the classification of this business to discontinued operations

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

Schedule 6

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

<i>Amounts in millions</i>	Quarter Ended December 31,		Full Year December 31,	
	2015	2014	2015	2014
	Americas Core Revenue (GAAP) (Schedule 1)	\$ 416.9	\$ 382.6	\$ 1,329.1
Acquisition Related Deferred Revenue Fair Value Adjustment	(5.1)	-	(19.9)	-
Americas Core Revenue (As Adjusted) (Schedule 2)	\$ 422.0	\$ 382.6	\$ 1,349.0	\$ 1,260.3

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

<i>Amounts in millions</i>	Quarter Ended December 31,		Full Year December 31,	
	2015	2014	2015	2014
	Total Core Revenue (GAAP) (Schedule 1)	\$ 499.3	\$ 465.4	\$ 1,637.1
Acquisition Related Deferred Revenue Fair Value Adjustment	(5.1)	-	(19.9)	-
Total Core Revenue (As Adjusted) (Schedule 2)	\$ 504.4	\$ 465.4	\$ 1,657.0	\$ 1,584.4

(3) The following table reconciles Divested and Other Business included in Schedule 1 and Schedule 2:

<i>Amounts in millions</i>	Quarter Ended December 31,		Full Year December 31,	
	2015	2014	2015	2014
	Divested and Other Business:			
Ireland Small Corporate Registry Business	\$ -	\$ -	\$ -	\$ 0.1
Total Divested and Other Business	\$ -	\$ -	\$ -	\$ 0.1

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

<i>Amounts in millions</i>	Quarter Ended December 31,		Full Year December 31,	
	2015	2014	2015	2014
	Americas Operating Income (GAAP) (Schedule 1)	\$ 147.8	\$ 153.4	\$ 369.3
Acquisition/Divestiture Related Costs	(8.8)	-	(10.4)	-
Amortization of Acquisition Related Intangibles	(6.1)	-	(17.8)	-
Acquisition Related Deferred Revenue Fair Value Adjustment	(5.1)	-	(19.9)	-
Impaired Asset - Data Management and Back Office Infrastructure	(6.7)	-	(6.7)	-
Impaired Assets - Parsippany, NJ Building	(0.1)	-	(0.1)	(7.3)
Americas Operating Income (As Adjusted) (Schedule 2)	\$ 174.6	\$ 153.4	\$ 424.2	\$ 412.1

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

<i>Amounts in millions</i>	Quarter Ended December 31,		Full Year December 31,	
	2015	2014	2015	2014
	Non-Americas Operating Income (GAAP) (Schedule 1)	\$ 19.7	\$ 23.5	\$ 83.1
Legal and Other Professional Fees and Shut-Down (Costs) Recoveries Related to Matters In China	0.1	-	0.6	(0.2)
Acquisition/Divestiture Related Costs	-	-	(0.2)	-
Non-Americas Operating Income (As Adjusted) (Schedule 2)	\$ 19.6	\$ 23.5	\$ 82.7	\$ 87.2

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

<i>Amounts in millions</i>	Quarter Ended December 31,		Full Year December 31,	
	2015	2014	2015	2014
	Corporate and Other (GAAP) (Schedule 1)	\$ (38.8)	\$ (22.5)	\$ (115.4)
Restructuring Charges	(17.2)	(3.0)	(32.3)	(14.9)
Legal and Other Professional Fees and Shut-Down (Costs) Recoveries Related to Matters In China	(0.5)	(0.8)	(2.2)	(3.5)
Acquisition/Divestiture Related Costs	(1.3)	-	(11.3)	-
Corporate and Other (As Adjusted) (Schedule 2)	\$ (19.8)	\$ (18.7)	\$ (69.6)	\$ (62.0)

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

<i>Amounts in millions</i>	Quarter Ended December 31,		Full Year December 31,	
	2015	2014	2015	2014
	Total Operating Income (GAAP) Schedule 1)	\$ 128.7	\$ 154.4	\$ 337.0
Restructuring Charges	(17.2)	(3.0)	(32.3)	(14.9)
Legal and Other Professional Fees and Shut-Down (Costs) Recoveries Related to Matters In China	(0.4)	(0.8)	(1.6)	(3.7)
Acquisition/Divestiture Related Costs	(10.1)	-	(21.9)	-
Amortization of Acquisition Related Intangibles	(6.1)	-	(17.8)	-
Acquisition Related Deferred Revenue Fair Value Adjustment	(5.1)	-	(19.9)	-
Impaired Asset - Data Management and Back Office Infrastructure	(6.7)	-	(6.7)	-
Impaired Assets - Parsippany, NJ Building	(0.1)	-	(0.1)	(7.3)
Total Operating Income (As Adjusted) (Schedule 2)	\$ 174.4	\$ 158.2	\$ 437.3	\$ 437.3

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

<i>Amounts in millions</i>	Quarter Ended December 31,		Full Year December 31,	
	2015	2014	2015	2014
	Other Income (Expense)-Net (GAAP) (Schedule 1)	\$ (0.2)	\$ (0.3)	\$ (7.6)
Effect of Legacy and Other Tax Matters	-	-	(6.9)	(28.6)
Gain (Loss) on Investment	-	-	(1.2)	-
Acquisition/Divestiture Related Costs	-	-	(0.3)	-
Other Income (Expense)-Net (As Adjusted) (Schedule 2)	\$ (0.2)	\$ (0.3)	\$ 0.8	\$ (0.9)

Total Pre-Tax Impacts:
(Summarizes the Effects on Operating Income and Other Income (Expense) - Net)

<i>Amounts in millions</i>	Quarter Ended December 31,		Full Year December 31,	
	2015	2014	2015	2014
Restructuring Charges	\$ (17.2)	\$ (3.0)	\$ (32.3)	\$ (14.9)
Legal and Other Professional Fees and Shut-Down (Costs) Recoveries Related to Matters In China	(0.4)	(0.8)	(1.6)	(3.7)
Acquisition/Divestiture Related Costs	(10.1)	-	(22.2)	-
Amortization of Acquisition Related Intangibles	(6.1)	-	(17.8)	-
Acquisition Related Deferred Revenue Fair Value Adjustment	(5.1)	-	(19.9)	-
Impaired Asset - Data Management and Back Office Infrastructure	(6.7)	-	(6.7)	-
Impaired Assets - Parsippany, NJ Building	(0.1)	-	(0.1)	(7.3)
Effect of Legacy and Other Tax Matters	-	-	(6.9)	(28.6)
Gain (Loss) on Investment	-	-	-	-
Total Pre-Tax Impacts	\$ (45.7)	\$ (3.8)	\$ (108.7)	\$ (54.5)

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

<i>Amounts in millions</i>	Quarter Ended December 31,		Full Year December 31,	
	2015	2014	2015	2014
Net Income From Attributable to Dun & Bradstreet (GAAP) (Schedule 1)	\$ 76.7	\$ 91.7	\$ 168.8	\$ 294.4
Restructuring Charges	(10.8)	(2.6)	(20.6)	(10.8)
Legal and Other Professional Fees and Shut-Down (Costs) Recoveries Related to Matters In China	(0.3)	(0.4)	(0.8)	(2.4)
Acquisition/Divestiture Related Costs	(9.1)	-	(18.4)	-
Amortization of Acquisition Related Intangibles	(3.7)	-	(11.0)	-
Acquisition Related Deferred Revenue Fair Value Adjustment	(3.2)	-	(13.6)	-
Impaired Asset - Data Management and Back Office Infrastructure	(4.7)	-	(4.7)	-
Impaired Assets - Parsippany, NJ Building	-	-	-	(4.5)
Effect of Legacy and Other Tax Matters	-	-	7.4	37.2
Gain (Loss) on Investment	-	-	(0.9)	-
Tax Impact on Repatriation of Foreign Earnings	2.9	-	2.9	-
After-Tax Impact	(28.9)	(3.0)	(59.7)	19.5
Income (Loss) From Discontinued Operations, Net of Income Taxes	0.8	2.5	(35.4)	10.1
Net Income Attributable to Dun & Bradstreet (As Adjusted) (Schedule 2)	\$ 104.8	\$ 92.2	\$ 263.9	\$ 264.8

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

	Quarter Ended December 31,		Full Year December 31,	
	2015	2014	2015	2014
Diluted EPS Attributable to Dun & Bradstreet Common Shareholders (GAAP) (Schedule 1)	\$ 2.11	\$ 2.53	\$ 4.64	\$ 7.99
Restructuring Charges	(0.29)	(0.08)	(0.57)	(0.30)
Legal and Other Professional Fees and Shut-Down (Costs) Recoveries Related to Matters In China	(0.01)	(0.01)	(0.02)	(0.06)
Acquisition/Divestiture Related Costs	(0.25)	-	(0.51)	-
Amortization of Acquisition Related Intangibles	(0.10)	-	(0.30)	-
Acquisition Related Deferred Revenue Fair Value Adjustment	(0.09)	-	(0.38)	-
Impaired Asset - Data Management and Back Office Infrastructure	(0.13)	-	(0.13)	-
Impaired Assets - Parsippany, NJ Building	-	-	-	(0.12)
Effect of Legacy and Other Tax Matters	-	-	0.21	1.01
Gain (Loss) on Investment	-	-	(0.02)	-
Tax Impact on Repatriation of Foreign Earnings	0.08	-	0.08	-
Discontinued Operations	0.03	0.08	(0.97)	0.28
Diluted EPS Attributable to Dun & Bradstreet Common Shareholders (As Adjusted) (Schedule 2)	\$ 2.87	\$ 2.54	\$ 7.25	\$ 7.18

Quarter Ended December 31, 2015

Full Year December 31, 2015

Amounts in millions	Quarter Ended December 31, 2015			Full Year December 31, 2015		
	GAAP (Schedule 3)	Acquisition Related Deferred Revenue	As Adjusted (Schedule 4)	GAAP (Schedule 3)	Acquisition Related Deferred Revenue	As Adjusted (Schedule 4)
Geographic and Customer Solution Set Revenue:						
Americas:						
Risk Management Solutions						
Trade Credit	\$ 136.5	\$ 0.5	\$ 137.0	\$ 530.7	\$ 1.9	\$ 532.6
Other Enterprise Risk Management	67.8	3.5	71.3	202.7	12.9	215.6
Core Americas Risk Management Solutions	204.3	4.0	208.3	733.4	14.8	748.2
Sales and Marketing Solutions						
Traditional Prospecting Solutions	\$ 43.4	\$ 0.9	\$ 44.3	\$ 147.2	\$ 3.4	\$ 150.6
Advanced Marketing Solutions	169.2	0.2	169.4	448.5	1.7	450.2
Core Americas Sales and Marketing Solutions	212.6	1.1	213.7	595.7	5.1	600.8
Core Americas Revenue	416.9	5.1	422.0	1,329.1	19.9	1,349.0
Divested and Other Business	-	-	-	-	-	-
Total Americas Revenue	\$ 416.9	\$ 5.1	\$ 422.0	\$ 1,329.1	\$ 19.9	\$ 1,349.0
Non-Americas:						
Risk Management Solutions						
Trade Credit	\$ 45.8	\$ -	\$ 45.8	\$ 181.5	\$ -	\$ 181.5
Other Enterprise Risk Management	18.3	-	18.3	63.4	-	63.4
Core Non-Americas Risk Management Solutions	64.1	-	64.1	244.9	-	244.9
Sales and Marketing Solutions						
Traditional Prospecting Solutions	\$ 5.4	\$ -	\$ 5.4	\$ 18.4	\$ -	\$ 18.4
Advanced Marketing Solutions	12.9	-	12.9	44.7	-	44.7
Core Non-Americas Sales and Marketing Solutions	18.3	-	18.3	63.1	-	63.1
Core Non-Americas Revenue	82.4	-	82.4	308.0	-	308.0
Divested and Other Business	-	-	-	-	-	-
Total Non-Americas Revenue	\$ 82.4	\$ -	\$ 82.4	\$ 308.0	\$ -	\$ 308.0
Total Corporation:						
Risk Management Solutions						
Trade Credit	\$ 182.3	\$ 0.5	\$ 182.8	\$ 712.2	\$ 1.9	\$ 714.1
Other Enterprise Risk Management	86.1	3.5	89.6	266.1	12.9	279.0
Core Risk Management Solutions	268.4	4.0	272.4	978.3	14.8	993.1
Sales and Marketing Solutions						
Traditional Prospecting Solutions	\$ 48.8	\$ 0.9	\$ 49.7	\$ 165.6	\$ 3.4	\$ 169.0
Advanced Marketing Solutions	182.1	0.2	182.3	493.2	1.7	494.9
Core Sales and Marketing Solutions	230.9	1.1	232.0	658.8	5.1	663.9
Core Revenue	499.3	5.1	504.4	1,637.1	19.9	1,657.0
Divested and Other Business	-	-	-	-	-	-
Total Corporation Revenue	\$ 499.3	\$ 5.1	\$ 504.4	\$ 1,637.1	\$ 19.9	\$ 1,657.0
Trade Credit Revenue:						
Americas:						
DNBI	\$ 97.5	\$ 0.1	\$ 97.6	\$ 391.0	\$ 0.5	\$ 391.5
Other Trade Credit	39.0	0.4	39.4	139.7	1.4	141.1
Core Americas Trade Credit Revenue	136.5	0.5	137.0	530.7	1.9	532.6
Non-Americas:						
DNBI	\$ 6.2	\$ -	\$ 6.2	\$ 25.2	\$ -	\$ 25.2
Other Trade Credit	39.6	-	39.6	156.3	-	156.3
Core Non-Americas Trade Credit Revenue	45.8	-	45.8	181.5	-	181.5
Total Corporation:						
DNBI	\$ 103.7	\$ 0.1	\$ 103.8	\$ 416.2	\$ 0.5	\$ 416.7
Other Trade Credit	78.6	0.4	79.0	296.0	1.4	297.4
Core Trade Credit Revenue	\$ 182.3	\$ 0.5	\$ 182.8	\$ 712.2	\$ 1.9	\$ 714.1
Total Core Revenue:						
Americas:						
Direct	\$ 379.2	\$ 5.1	\$ 384.3	\$ 1,216.7	\$ 19.4	\$ 1,236.1
Alliances & Partners	37.7	-	37.7	112.4	0.5	112.9
Core Americas Revenue	416.9	5.1	422.0	1,329.1	19.9	1,349.0
Non-Americas:						
Direct	\$ 57.0	\$ -	\$ 57.0	\$ 214.2	\$ -	\$ 214.2
Alliances & Partners	25.4	-	25.4	93.8	-	93.8
Core Non-Americas Revenue	82.4	-	82.4	308.0	-	308.0
Total Corporation:						
Direct	\$ 436.2	\$ 5.1	\$ 441.3	\$ 1,430.9	\$ 19.4	\$ 1,450.3
Alliances & Partners	63.1	-	63.1	206.2	0.5	206.7
Core Revenue	\$ 499.3	\$ 5.1	\$ 504.4	\$ 1,637.1	\$ 19.9	\$ 1,657.0

N/M - Not Meaningful

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

*Total revenue excluding the revenue of divested and shut-down businesses is referred to as "core revenue." Core revenue includes the revenue from acquired businesses from the date of acquisition.

* Effective January 1, 2015, in addition to reporting 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 (such as gains and losses on sales of businesses, impairment charges and tax settlements); acquisition and divestiture-related fees (such as costs for bankers, legal fees, diligence costs and retention payments); 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.

* From time to time we have analyzed and we may continue to further analyze "As Adjusted" revenue growth before the effects of foreign exchange among two components, organic revenue growth and "revenue growth with acquisitions." We analyze "organic revenue growth" and "revenue growth with acquisitions" because management believes this information provides important insight into the underlying health of our business. Organic revenue excludes revenue from acquired businesses for one year from the date of the acquisition in order to understand the growth of our existing business. When acquired businesses are merged with our existing businesses, we may need to approximate organic growth.

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

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.