



I wanted to share with you an overview of the strong financial performance and upwardly revised outlook that we discussed on this morning's third quarter earnings call. Importantly, I also wanted to remind you about the announcement we made about our first Investor Day since the cyber event and indeed since 2012, to take place virtually on Wednesday, November 10th, at 8:30 AM Eastern Time.

Third quarter revenue at \$1.22 billion was up 14% with organic constant currency growth up a very strong 12%. The top-line growth, our 7th consecutive in the double-digits, was off of 19% last year in a much stronger mortgage market. Adjusted EPS of \$1.85 per share was down slightly from last year, although adjusting for the Cloud Transformation costs of \$45M or \$0.27 per share, Adjusted EPS would have been up a strong 11%. Our positive financial performance builds on our gains in the first half and was powered by broad-based strength in Workforce Solutions as well as USIS non-mortgage and International revenue.

Other third quarter highlights include:

- Workforce Solutions revenue growth of 35%, its 10th consecutive quarter in the double-digits.
- USIS non-mortgage revenue growth of almost 16%, with organic growth of over 9%.
- International revenue revenue growth of 10% on a local currency basis, the fourth consecutive quarter of growth following the COVID pandemic impacts.
- Execution of the strategic acquisitions of Appriss Insights, Health e(fx) and Teletrack, which enhance our differentiated data, strengthen Workforce Solutions and broaden our identity and fraud protection capabilities.
- Accelerating New Product Innovation performance by delivering 30 new products. Our 115 new products in the market through the third quarter this year are an 18% increase from the 96 in the same timeframe in 2020.

Based on our very strong third quarter results, we are again raising our full-year financial guidance, reflecting revenue to a range of \$4.901 billion to \$4.921 billion, and Adjusted EPS to a range of \$7.52 to \$7.62.

We also this morning provided you with an initial framework for how Equifax's strong operating performance will carry into 2022. We indicated 8% overall revenue growth and for Adjusted EPS

to grow by 14% next year, despite our expectation that the mortgage market will decline more sharply in 2022 (15%) than we anticipate during 2021 (7%).

We are executing extremely well against the critical priorities of our EFX2023 Strategy. Our focus on leveraging the new EFXcloud for innovation, new products and growth is clearly driving our strong financial results and outlook. It's from this foundation that we will be providing you with our long-term financial framework and capital allocation plan at our Investor Day. During the event, we will also provide you with overviews of the state of affairs of our business units, relayed by their respective leaders.

You may register for Equifax's November 10th Investor Day at investorday.equifaxevents.com with the passcode EFX_ID2021. Should you encounter any difficulties registering or have any questions about the event, please reach out to me or [Sam McKinstry](#). A replay will be available on November 11th, a day after the live webcast.

Thank you for your time and attention today. To read more about our 3Q financial results, please see our [press release](#) and [investor presentation](#).

Best regards,

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