



# WORKFORCE SOLUTIONS

Investor Presentation



**August 2, 2016**

# Workforce Solutions Business Segments

Compliance-focused, data-driven

Workforce Solutions is accelerating growth through:

- Analytics and insights
- Capitalizing on increasingly complex compliance challenges in the markets we serve
- Comprehensive SaaS-based solutions

The Work Number continues to provide a strong growth trajectory and is a focal point for Workforce Solutions.

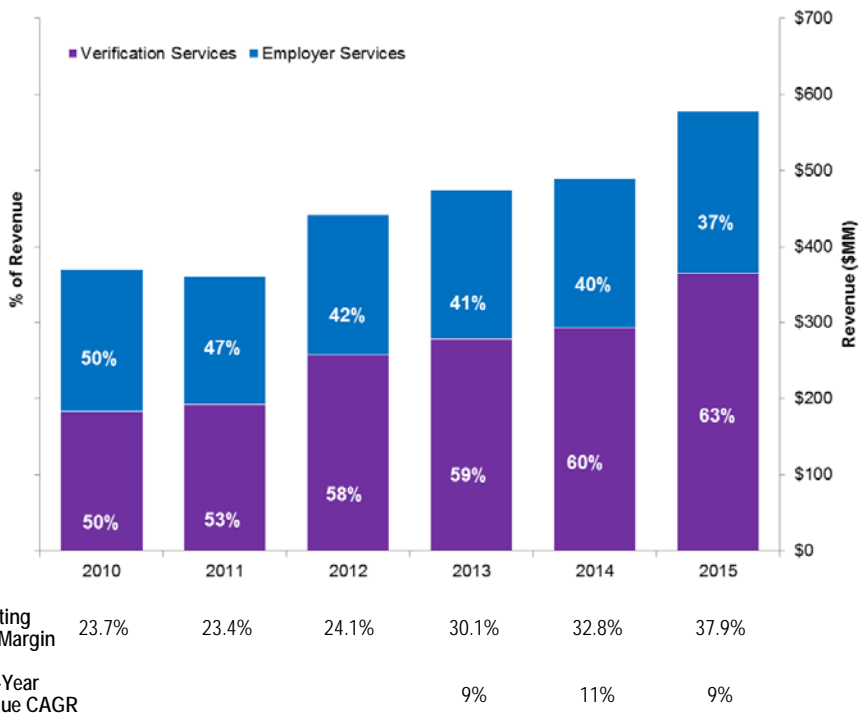


# Workforce Solutions Business Model

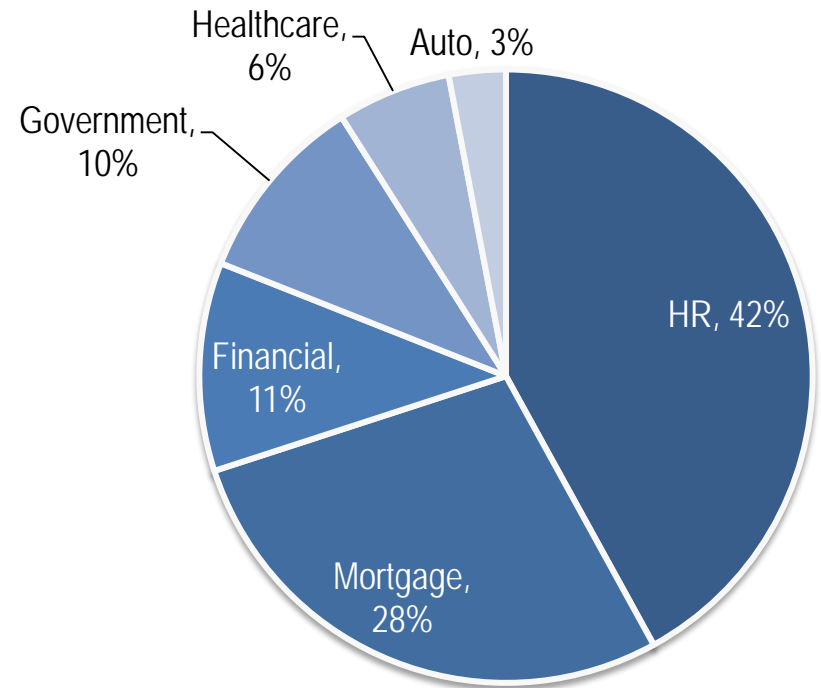
Workforce Solutions business model strengthened through growth in Employer products and Verifier solutions

## Business Line Revenue Mix

Equifax Workforce Solutions Financial Performance



## Industry Revenue Mix (2015)



Strong execution on strategic initiatives drives multi-year organic growth of 9-11% with multi-year adjusted EBITDA margins approaching the low 50s

# Workforce Solutions Core Strengths

Workforce Solutions core strengths tie into corporate imperatives

## Enterprise Verticals

- \* Customer focused
- \* Industry expertise
- \* Organizational alignment

## Technology

- Global platforms
- \* Platform modernization
- \* API's

## New Product Innovation

- \* Infused innovative culture
- \* Strong vitality index
- \* Product of year awards

## Steward for Customers

- \* Unwavering commitment to the security of our platform
- \* Customer Advisory Boards
- \* Focus on user experience

## LEAN

- \* Creating value for customers
- \* Internal operational excellence

## Data & Analytics

- \* Unique data sets
- \* Simplifying insights creation
- \* Linking Equifax assets
- \* Cambrian

## Enterprise Growth Initiatives

- \* International Work Number
- \* ACA Solution Platform
- \* Compliance Center

## Human Capital

- \* Industry leading management
- \* Bench strength

# Workforce Solutions Key Growth Drivers

## Accelerating Record Growth

Executing multiple strategic initiatives to accelerate The Work Number record growth; including Cambrian and Data & Analytics insights

## Maximizing Employer ACA Compliance

Leveraging assets and expertise to expand ACA compliance solutions

## Solving Complex HR Compliance Challenges

Cross-selling complementary HR compliance solutions

## Diversifying for Growth in Verification Services

Embedding Workforce Solutions deeper into verticals and fully utilizing enterprise assets

# Q&A

