



Today we reported our 1Q results, and we want to share those results directly with you. We delivered an exceptional quarter with record revenue of \$1.2B, up an incredible 27% from last year; 23% of that growth was organic in local currency terms - and also an EFX record. The tremendous progress we have made in executing against our strategic priorities is again allowing us to outperform our underlying markets, and deliver outstanding revenue growth and margin expansion. In the US, where the overall economy is recovering more rapidly, we continue to outperform the overall mortgage market, and we also are seeing strong non-mortgage growth across our banking, auto, insurance, government and talent business segments. We believe this same dynamic will play out internationally, as those economies recover.

This quarter marks a powerful start to the year... our fifth consecutive quarter of strong double-digit revenue growth and continued margin expansion, building on our momentum from our record 2020 growth. Here are some additional highlights of our 1Q financial performance:

- ❖ Strong margin expansion and EPS growth
- ❖ Workforce Solutions and USIS revenue growth of 59% and 19%, respectively, with strong growth across both mortgage and non-mortgage businesses
- ❖ Completed five strategic, bolt-on acquisitions focused on core growth areas: Kount, HIREtech, i2Verify, AccountScore and CreditWorks
- ❖ Continued progress on our Equifax Cloud Data and Technology Transformation
- ❖ Executing EFX2023 strategic framework leveraging the Equifax Cloud for innovation, new products, and growth
- ❖ Raising full-year revenue and Adjusted EPS guidance midpoints by 5% and 9%, respectively

Looking ahead, we are energized by our strong momentum, and we are pivoting to our next chapter with the launch of EFX2023, our new strategic priorities that will serve as our company-wide compass through 2023. With our new Equifax Cloud foundation in place, and an enterprise focus on these priorities, we are leveraging the Equifax Cloud for growth over the next three years:

- ❖ Innovation and new products will fuel our growth in 2021 and beyond as we leverage our new EFXCloud capabilities to bring new products and solutions and multi-data insights to customers faster, more securely and more reliably. As you know, we ramped our investments in product and innovation resources during the past 12 months to accelerate our new product roll-outs leveraging the EFXCloud.
- ❖ Our highly unique and diverse data assets are at the core of what creates Equifax's differentiation in the marketplace. We have data assets at scale including TWN, NCTUE,

DataX, IXI, and more and we are committed to expanding and deepening these differentiated data assets through organic actions, partnerships, and M&A.

- ❖ We are relentlessly focused on a customer first mentality that moves us closer to our customers with a focus on delivering solutions to help solve their problems and drive their growth.
- ❖ Another critical lever of our strategy is to reinvest our accelerating free cash flow in smart, strategic, accretive bolt-on acquisitions that expand and strengthen our capabilities with a goal of increasing our revenue growth by 1-2% annually from M&A.
- ❖ And, Data Security is deeply embedded in our culture where we have clearly established Equifax as an industry leader.

Working together as one aligned global team, these strategic priorities position us well to take advantage of the key market macros impacting the industries we serve. To read more about our 1Q financial results, please see our [press release](#) and [investor presentation](#).



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