

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

Schedule 1

	Quarter Ended June 30,		AFX % Change	Effects of Foreign Exchange	BFX % Change	Year-To-Date June 30,		AFX % Change	Effects of Foreign Exchange	BFX % Change
	2016	2015	Fav (Unfav)	Fav (Unfav)	Fav (Unfav)	2016	2015	Fav (Unfav)	Fav (Unfav)	Fav (Unfav)
<i>Dollar amounts in millions, except per share data</i>										
Revenue:										
Americas (1)	\$ 329.1	\$ 302.9	9%	(0.2)%	9%	\$ 636.1	\$ 583.8	9%	(0.3)%	9%
Non-Americas	69.7	72.5	(4)%	(2.3)%	(1)%	137.7	147.8	(7)%	(3.4)%	(3)%
Total Revenue (2)	\$ 398.8	\$ 375.4	6%	(0.6)%	7%	\$ 773.8	\$ 731.6	6%	(1.0)%	7%
Operating Income (Loss):										
Americas (3)	\$ 83.7	\$ 67.2	24%			\$ 153.3	\$ 135.1	13%		
Non-Americas (4)	14.2	18.7	(24)%			27.2	40.6	(33)%		
Corporate and Other (5)	(51.4)	(27.7)	(85)%			(80.8)	(52.4)	(54)%		
Total Operating Income (6)	46.5	58.2	(20)%			99.7	123.3	(19)%		
Interest Income	0.5	0.4	31%			1.0	0.8	27%		
Interest Expense	(13.4)	(11.8)	(13)%			(26.9)	(23.2)	(16)%		
Other Income (Expense) - Net (9)	(0.5)	(1.5)	71%			0.3	1.8	(80)%		
Non-Operating Income (Expense) - Net (10)	(13.4)	(12.9)	(3)%			(25.6)	(20.6)	(24)%		
Income Before Provision for Income Taxes	33.1	45.3	(27)%			74.1	102.7	(28)%		
Less: Provision for Income Taxes (11)	14.2	15.7	9%			25.2	33.4	25%		
Equity in Net Income (Loss) of Affiliates	1.0	1.3	(25)%			1.7	2.0	(15)%		
Net Income From Continuing Operations	19.9	30.9	(36)%			50.6	71.3	(29)%		
Less: Net (Income) Loss Attributable to the Noncontrolling Interest	(1.1)	(1.3)	14%			(1.8)	(2.2)	14%		
Net Income From Continuing Operations Attributable to Dun & Bradstreet	18.8	29.6	(37)%			48.8	69.1	(29)%		
Income from Discontinued Operations, Net of Income Taxes	-	0.7	N/M			-	2.2	N/M		
Loss on Disposal of Business, Net of Tax Impact	-	(38.2)	N/M			-	(38.2)	N/M		
Income (Loss) from Discontinued Operations, Net of Income Taxes	-	(37.5)	N/M			-	(36.0)	N/M		
Net Income Attributable to Dun & Bradstreet (7)	\$ 18.8	\$ (7.9)	N/M			\$ 48.8	\$ 33.1	47%		
Basic Earnings (Loss) Per Share:										
From Continuing Operations	\$ 0.52	\$ 0.82	(37)%			\$ 1.35	\$ 1.92	(30)%		
From Discontinued Operations	-	(1.04)	N/M			-	(1.00)	N/M		
Basic Earnings (Loss) Per Share of Common Stock										
Attributable to Dun & Bradstreet Common Shareholders	\$ 0.52	\$ (0.22)	N/M			\$ 1.35	\$ 0.92	47%		
Diluted Earnings (Loss) Per Share:										
From Continuing Operations	\$ 0.51	\$ 0.81	(37)%			\$ 1.34	\$ 1.90	(29)%		
From Discontinued Operations	-	(1.03)	N/M			-	(0.99)	N/M		
Diluted Earnings (Loss) Per Share of Common Stock										
Attributable to Dun & Bradstreet Common Shareholders (8)	\$ 0.51	\$ (0.22)	N/M			\$ 1.34	\$ 0.91	47%		
Weighted Average Number of Shares Outstanding:										
Basic	36.3	36.1	(1)%			36.2	36.0	(1)%		
Diluted	36.6	36.4	(1)%			36.5	36.4	0%		
Operating Margins (Calculated on Total Revenue)										
Americas	25.4%	22.2%				24.1%	23.1%			
Non-Americas	20.4%	25.9%				19.7%	27.5%			
Total Company	11.7%	15.5%				12.9%	16.9%			
Effective Tax Rate	42.9%	34.6%				34.0%	32.6%			

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.

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 June 30,		AFX % Change	Effects of Foreign Exchange	BFX % Change	Year-To-Date June 30,		AFX % Change	Effects of Foreign Exchange	BFX % Change
	2016	2015	Fav (Unfav)	Fav (Unfav)	Fav (Unfav)	2016	2015	Fav (Unfav)	Fav (Unfav)	Fav (Unfav)
<i>Dollar amounts in millions, except per share data</i>										
Revenue:										
Americas (1)	\$ 329.6	\$ 309.1	7%	(0.2)%	7%	\$ 639.2	\$ 590.6	8%	(0.3)%	9%
Non-Americas	69.7	72.5	(4)%	(2.3)%	(1)%	137.7	147.8	(7)%	(3.4)%	(3)%
Total Revenue (2)	\$ 399.3	\$ 381.6	5%	(0.6)%	5%	\$ 776.9	\$ 738.4	5%	(1.0)%	6%
Organic Revenue:										
Total Revenue	\$ 399.3	\$ 381.6	N/M	N/M	5%	\$ 776.9	\$ 738.4	N/M	N/M	6%
Less:										
Acquisitions	14.0	-	N/M	N/M	N/M	40.0	-	N/M	N/M	N/M
Net Divested	-	-	N/M	N/M	N/M	-	-	N/M	N/M	N/M
Organic Revenue	\$ 385.3	\$ 381.6	N/M	N/M	2%	\$ 736.9	\$ 738.4	N/M	N/M	1%
Operating Income (Loss):										
Americas (3)	\$ 90.8	\$ 77.7	17%			\$ 170.5	\$ 148.7	15%		
Non-Americas (4)	14.5	18.7	(22)%			27.5	40.6	(32)%		
Corporate and Other (5)	(18.4)	(16.2)	(14)%			(37.5)	(32.4)	(16)%		
Total Operating Income (6)	\$ 86.9	\$ 80.2	8%			\$ 160.5	\$ 156.9	2%		
Net Income Attributable to Dun & Bradstreet (7)	\$ 50.0	\$ 45.3	10%			\$ 93.2	\$ 92.2	1%		
Basic Earnings Per Share of Common Stock										
Attributable to Dun & Bradstreet Common Shareholders	\$ 1.38	\$ 1.26	10%			\$ 2.57	\$ 2.56	0%		
Diluted Earnings Per Share of Common Stock										
Attributable to Dun & Bradstreet Common Shareholders (8)	\$ 1.37	\$ 1.25	10%			\$ 2.55	\$ 2.53	1%		
Weighted Average Number of Shares Outstanding:										
Basic	36.3	36.1	(1)%			36.2	36.0	(1)%		
Diluted	36.6	36.4	(1)%			36.5	36.4	0%		
Other Information:										
Interest Income	\$ 0.5	\$ 0.4	31%			\$ 1.0	\$ 0.8	27%		
Interest Expense	(13.4)	(11.8)	(13)%			(26.9)	(23.2)	(16)%		
Other Income (Expense) - Net (9)	(0.5)	(1.6)	71%			0.3	1.7	(80)%		
Non-Operating Income (Expense) - Net (10)	\$ (13.4)	\$ (13.0)	(3)%			\$ (25.6)	\$ (20.7)	(24)%		
Provision for Income Taxes (11)	\$ 23.4	\$ 21.9	(7)%			\$ 41.6	\$ 43.8	5%		
Equity in Net Income (Loss) of Affiliates	\$ 1.0	\$ 1.3	(25)%			\$ 1.7	\$ 2.0	(15)%		
Net (Income) Loss Attributable to the Noncontrolling Interest	\$ (1.1)	\$ (1.3)	14%			\$ (1.8)	\$ (2.2)	14%		
Operating Margins (Calculated on Total Revenue)										
Americas	27.5%	25.1%				26.7%	25.2%			
Non-Americas	20.9%	25.9%				20.0%	27.5%			
Total Company	21.8%	21.0%				20.7%	21.2%			
Effective Tax Rate	31.7%	32.5%				30.8%	32.2%			

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.
 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 June 30,		AFX % Change Fav/(Unfav)	Effects of Foreign Exchange Fav/(Unfav)	BFX % Change Fav/(Unfav)	Year-To-Date June 30,		AFX % Change Fav/(Unfav)	Effects of Foreign Exchange Fav/(Unfav)	BFX % Change Fav/(Unfav)
	2016	2015				2016	2015			
<i>Amounts in millions</i>										
Geographic and Customer Solution Set Revenue:										
Americas:										
Risk Management Solutions										
Trade Credit	\$ 126.4	\$ 130.3	(3)%	(0.2)%	(3)%	\$ 254.7	\$ 261.5	(3)%	(0.4)%	(2)%
Other Enterprise Risk Management	57.6	44.1	31%	(0.5)%	31%	107.1	73.3	46%	(0.8)%	47%
Total Americas Risk Management Solutions	184.0	174.4	5%	(0.3)%	6%	361.8	334.8	8%	(0.5)%	9%
Sales and Marketing Solutions										
Traditional Prospecting Solutions	\$ 35.2	\$ 34.0	3%	(0.1)%	4%	\$ 70.3	\$ 65.7	7%	(0.2)%	7%
Advanced Marketing Solutions	109.9	94.5	16%	(0.1)%	16%	204.0	183.3	11%	(0.1)%	11%
Total Americas Sales and Marketing Solutions	145.1	128.5	13%	(0.1)%	13%	274.3	249.0	10%	(0.2)%	10%
Total Americas Revenue	\$ 329.1	\$ 302.9	9%	(0.2)%	9%	\$ 636.1	\$ 583.8	9%	(0.3)%	9%
Non-Americas:										
Risk Management Solutions										
Trade Credit	\$ 42.2	\$ 44.1	(4)%	(2.1)%	(2)%	\$ 82.4	\$ 89.5	(8)%	(3.4)%	(5)%
Other Enterprise Risk Management	15.9	15.1	6%	(2.3)%	8%	32.3	30.2	7%	(3.6)%	10%
Total Non-Americas Risk Management Solutions	58.1	59.2	(2)%	(2.2)%	0%	114.7	119.7	(4)%	(3.4)%	(1)%
Sales and Marketing Solutions										
Traditional Prospecting Solutions	\$ 4.1	\$ 4.3	(5)%	(4.1)%	(1)%	\$ 7.5	\$ 8.3	(10)%	(4.1)%	(6)%
Advanced Marketing Solutions	7.5	9.0	(17)%	(2.6)%	(14)%	15.5	19.8	(22)%	(3.1)%	(19)%
Total Non-Americas Sales and Marketing Solutions	11.6	13.3	(13)%	(3.0)%	(10)%	23.0	28.1	(18)%	(3.3)%	(15)%
Total Non-Americas Revenue	\$ 69.7	\$ 72.5	(4)%	(2.3)%	(1)%	\$ 137.7	\$ 147.8	(7)%	(3.4)%	(3)%
Total Corporation:										
Risk Management Solutions										
Trade Credit	\$ 168.6	\$ 174.4	(3)%	(0.7)%	(3)%	\$ 337.1	\$ 351.0	(4)%	(1.2)%	(3)%
Other Enterprise Risk Management	73.5	59.2	24%	(1.0)%	25%	139.4	103.5	35%	(1.7)%	36%
Total Risk Management Solutions	242.1	233.6	4%	(0.8)%	4%	476.5	454.5	5%	(1.3)%	6%
Sales and Marketing Solutions										
Traditional Prospecting Solutions	\$ 39.3	\$ 38.3	3%	(0.6)%	3%	\$ 77.8	\$ 74.0	5%	(0.7)%	6%
Advanced Marketing Solutions	117.4	103.5	13%	(0.3)%	14%	219.5	203.1	8%	(0.4)%	9%
Total Sales and Marketing Solutions	156.7	141.8	10%	(0.4)%	11%	297.3	277.1	7%	(0.5)%	8%
Total Revenue	\$ 398.8	\$ 375.4	6%	(0.6)%	7%	\$ 773.8	\$ 731.6	6%	(1.0)%	7%

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

Schedule 3

	Quarter Ended June 30,		AFX % Change Fav/(Unfav)	Effects of Foreign Exchange Fav/(Unfav)	BFX % Change Fav/(Unfav)	Year-To-Date June 30,		AFX % Change Fav/(Unfav)	Effects of Foreign Exchange Fav/(Unfav)	BFX % Change Fav/(Unfav)
	2016	2015				2016	2015			
<i>Amounts in millions</i>										
Trade Credit Revenue:										
Americas:										
DNBi	\$ 94.7	\$ 98.4	(4)%	(0.2)%	(4)%	\$ 188.4	\$ 195.9	(4)%	(0.3)%	(4)%
Other Trade Credit	31.7	31.9	(1)%	(0.3)%	0%	66.3	65.6	1%	(0.6)%	2%
Total Americas Trade Credit Revenue	126.4	130.3	(3)%	(0.2)%	(3)%	254.7	261.5	(3)%	(0.4)%	(2)%
Non-Americas:										
DNBi	\$ 6.1	\$ 6.6	(7)%	(1.4)%	(6)%	\$ 12.2	\$ 12.8	(4)%	(4.0)%	0%
Other Trade Credit	36.1	37.5	(4)%	(2.2)%	(1)%	70.2	76.7	(8)%	(3.3)%	(5)%
Total Non-Americas Trade Credit Revenue	42.2	44.1	(4)%	(2.1)%	(2)%	82.4	89.5	(8)%	(3.4)%	(5)%
Total Corporation:										
DNBi	\$ 100.8	\$ 105.0	(4)%	(0.3)%	(4)%	\$ 200.6	\$ 208.7	(4)%	(0.5)%	(3)%
Other Trade Credit	67.8	69.4	(2)%	(1.4)%	(1)%	136.5	142.3	(4)%	(2.1)%	(2)%
Total Trade Credit Revenue	\$ 168.6	\$ 174.4	(3)%	(0.7)%	(3)%	\$ 337.1	\$ 351.0	(4)%	(1.2)%	(3)%
Total Revenue:										
Americas:										
Direct	\$ 304.1	\$ 282.2	8%	(0.3)%	8%	\$ 585.3	\$ 543.1	8%	(0.4)%	8%
Alliances & Partners	25.0	20.7	21%	0.5%	21%	50.8	40.7	25%	0.3%	25%
Total Americas Revenue	329.1	302.9	9%	(0.2)%	9%	636.1	583.8	9%	(0.3)%	9%
Non-Americas:										
Direct	\$ 47.0	\$ 52.0	(10)%	(2.7)%	(7)%	\$ 94.1	\$ 103.1	(9)%	(4.2)%	(4)%
Alliances & Partners	22.7	20.5	11%	(1.3)%	12%	43.6	44.7	(3)%	(1.5)%	(1)%
Total Non-Americas Revenue	69.7	72.5	(4)%	(2.3)%	(1)%	137.7	147.8	(7)%	(3.4)%	(3)%
Total Corporation:										
Direct	\$ 351.1	\$ 334.2	5%	(0.6)%	6%	\$ 679.4	\$ 646.2	5%	(1.0)%	6%
Alliances & Partners	47.7	41.2	16%	(0.4)%	16%	94.4	85.4	10%	(0.7)%	11%
Total Revenue	\$ 398.8	\$ 375.4	6%	(0.6)%	7%	\$ 773.8	\$ 731.6	6%	(1.0)%	7%

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

Schedule 4

	Quarter Ended June 30,		AFX % Change Fav/(Unfav)	Effects of Foreign Exchange Fav/(Unfav)	BFX % Change Fav/(Unfav)	Year-To-Date June 30,		AFX % Change Fav/(Unfav)	Effects of Foreign Exchange Fav/(Unfav)	BFX % Change Fav/(Unfav)
	2016	2015				2016	2015			
<i>Amounts in millions</i>										
Geographic and Customer Solution Set Revenue:										
Americas:										
Risk Management Solutions										
Trade Credit	\$ 126.4	\$ 130.9	(3)%	(0.2)%	(3)%	\$ 255.0	\$ 262.1	(3)%	(0.4)%	(2)%
Other Enterprise Risk Management	58.0	48.1	21%	(0.4)%	21%	109.3	77.3	41%	(0.8)%	42%
Total Americas Risk Management Solutions	184.4	179.0	3%	(0.3)%	3%	364.3	339.4	7%	(0.5)%	8%
Sales and Marketing Solutions										
Traditional Prospecting Solutions	\$ 35.3	\$ 35.1	1%	(0.1)%	1%	\$ 70.9	\$ 66.8	6%	(0.2)%	6%
Advanced Marketing Solutions	109.9	95.0	16%	(0.1)%	16%	204.0	184.4	11%	(0.1)%	11%
Total Americas Sales and Marketing Solutions	145.2	130.1	12%	(0.1)%	12%	274.9	251.2	9%	(0.2)%	10%
Total Americas Revenue	\$ 329.6	\$ 309.1	7%	(0.2)%	7%	\$ 639.2	\$ 590.6	8%	(0.3)%	9%
Non-Americas:										
Risk Management Solutions										
Trade Credit	\$ 42.2	\$ 44.1	(4)%	(2.1)%	(2)%	\$ 82.4	\$ 89.5	(8)%	(3.4)%	(5)%
Other Enterprise Risk Management	15.9	15.1	6%	(2.3)%	8%	32.3	30.2	7%	(3.6)%	10%
Total Non-Americas Risk Management Solutions	58.1	59.2	(2)%	(2.2)%	0%	114.7	119.7	(4)%	(3.4)%	(1)%
Sales and Marketing Solutions										
Traditional Prospecting Solutions	\$ 4.1	\$ 4.3	(5)%	(4.1)%	(1)%	\$ 7.5	\$ 8.3	(10)%	(4.1)%	(6)%
Advanced Marketing Solutions	7.5	9.0	(17)%	(2.6)%	(14)%	15.5	19.8	(22)%	(3.1)%	(19)%
Total Non-Americas Sales and Marketing Solutions	11.6	13.3	(13)%	(3.0)%	(10)%	23.0	28.1	(18)%	(3.3)%	(15)%
Total Non-Americas Revenue	\$ 69.7	\$ 72.5	(4)%	(2.3)%	(1)%	\$ 137.7	\$ 147.8	(7)%	(3.4)%	(3)%
Total Corporation:										
Risk Management Solutions										
Trade Credit	\$ 168.6	\$ 175.0	(4)%	(0.7)%	(3)%	\$ 337.4	\$ 351.6	(4)%	(1.1)%	(3)%
Other Enterprise Risk Management	73.9	63.2	17%	(0.9)%	18%	141.6	107.5	32%	(1.6)%	33%
Total Risk Management Solutions	242.5	238.2	2%	(0.7)%	3%	479.0	459.1	4%	(1.3)%	6%
Sales and Marketing Solutions										
Traditional Prospecting Solutions	\$ 39.4	\$ 39.4	0%	(0.6)%	1%	\$ 78.4	\$ 75.1	4%	(0.7)%	5%
Advanced Marketing Solutions	117.4	104.0	13%	(0.3)%	13%	219.5	204.2	7%	(0.4)%	8%
Total Sales and Marketing Solutions	156.8	143.4	9%	(0.4)%	10%	297.9	279.3	7%	(0.5)%	7%
Total Revenue	\$ 399.3	\$ 381.6	5%	(0.6)%	5%	\$ 776.9	\$ 738.4	5%	(1.0)%	6%

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

Schedule 4

	Quarter Ended June 30,		AFX % Change Fav/(Unfav)	Effects of Foreign Exchange Fav/(Unfav)	BFX % Change Fav/(Unfav)	Year-To-Date June 30,		AFX % Change Fav/(Unfav)	Effects of Foreign Exchange Fav/(Unfav)	BFX % Change Fav/(Unfav)
	2016	2015				2016	2015			
<i>Amounts in millions</i>										
Trade Credit Revenue:										
Americas:										
DNBi	\$ 94.7	\$ 98.5	(4)%	(0.2)%	(4)%	\$ 188.5	\$ 196.0	(4)%	(0.3)%	(4)%
Other Trade Credit	31.7	32.4	(2)%	(0.3)%	(2)%	66.5	66.1	1%	(0.6)%	1%
Total Americas Trade Credit Revenue	126.4	130.9	(3)%	(0.2)%	(3)%	255.0	262.1	(3)%	(0.4)%	(2)%
Non-Americas:										
DNBi	\$ 6.1	\$ 6.6	(7)%	(1.4)%	(6)%	\$ 12.2	\$ 12.8	(4)%	(4.0)%	0%
Other Trade Credit	36.1	37.5	(4)%	(2.2)%	(1)%	70.2	76.7	(8)%	(3.3)%	(5)%
Total Non-Americas Trade Credit Revenue	42.2	44.1	(4)%	(2.1)%	(2)%	82.4	89.5	(8)%	(3.4)%	(5)%
Total Corporation:										
DNBi	\$ 100.8	\$ 105.1	(4)%	(0.3)%	(4)%	\$ 200.7	\$ 208.8	(4)%	(0.5)%	(3)%
Other Trade Credit	67.8	69.9	(3)%	(1.3)%	(2)%	136.7	142.8	(4)%	(2.1)%	(2)%
Total Trade Credit Revenue	\$ 168.6	\$ 175.0	(4)%	(0.7)%	(3)%	\$ 337.4	\$ 351.6	(4)%	(1.1)%	(3)%
Total Revenue:										
Americas:										
Direct	\$ 304.6	\$ 288.4	6%	(0.3)%	6%	\$ 588.4	\$ 549.7	7%	(0.4)%	7%
Alliances & Partners	25.0	20.7	21%	0.5%	20%	50.8	40.9	24%	0.3%	24%
Total Americas Revenue	329.6	309.1	7%	(0.2)%	7%	639.2	590.6	8%	(0.3)%	9%
Non-Americas:										
Direct	\$ 47.0	\$ 52.0	(10)%	(2.7)%	(7)%	\$ 94.1	\$ 103.1	(9)%	(4.2)%	(4)%
Alliances & Partners	22.7	20.5	11%	(1.3)%	12%	43.6	44.7	(3)%	(1.5)%	(1)%
Total Non-Americas Revenue	69.7	72.5	(4)%	(2.3)%	(1)%	137.7	147.8	(7)%	(3.4)%	(3)%
Total Corporation:										
Direct	\$ 351.6	\$ 340.4	3%	(0.6)%	4%	\$ 682.5	\$ 652.8	5%	(1.0)%	6%
Alliances & Partners	47.7	41.2	16%	(0.4)%	16%	94.4	85.6	10%	(0.7)%	11%
Total Revenue	\$ 399.3	\$ 381.6	5%	(0.6)%	5%	\$ 776.9	\$ 738.4	5%	(1.0)%	6%

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 June 30,		AFX % Change Fav/(Unfav)	Year-To-Date June 30,		AFX % Change Fav/(Unfav)
	2016	2015		2016	2015	
Operating Costs (GAAP):						
Operating Expenses	\$ 133.0	\$ 136.4	2%	\$ 265.4	\$ 267.4	1%
Selling and Administrative Expenses	196.1	161.9	(21)%	359.4	304.8	(18)%
Depreciation and Amortization	17.3	14.1	(23)%	33.7	26.5	(27)%
Restructuring Expense	5.9	4.8	(23)%	15.6	9.6	(62)%
Total Operating Costs (GAAP)	\$ 352.3	\$ 317.2	(11)%	\$ 674.1	\$ 608.3	(11)%
Capital Expenditures (GAAP)	\$ 5.8	\$ 3.2	(78)%	\$ 9.5	\$ 4.8	(96)%
Additions to Computer Software & Other Intangibles (GAAP)	\$ 11.5	\$ 13.2	13%	\$ 23.4	\$ 24.6	5%
Operating Costs (As Adjusted):						
Operating Expenses	\$ 133.0	\$ 136.4	2%	\$ 265.4	\$ 267.4	1%
Selling and Administrative Expenses	168.1	154.8	(9)%	329.4	293.2	(12)%
Depreciation and Amortization	11.3	10.2	(10)%	21.6	20.9	(4)%
Restructuring Expense	-	-	N/M	-	-	N/M
Total Operating Costs (As Adjusted)	\$ 312.4	\$ 301.4	(4)%	\$ 616.4	\$ 581.5	(6)%

<i>Amounts in millions</i>	Quarter Ended June 30,		Year-To-Date June 30,	
	2016	2015	2016	2015
Operating Expenses (GAAP):	\$ 133.0	\$ 136.4	\$ 265.4	\$ 267.4
None	-	-	-	-
Operating Expenses (As Adjusted)	\$ 133.0	\$ 136.4	\$ 265.4	\$ 267.4
Selling and Admin (GAAP)	\$ 196.1	\$ 161.9	\$ 359.4	\$ 304.8
Legal and Other Professional Fees and Shut-Down (Costs) Recoveries Related to Matters In China	(0.6)	(0.8)	(1.2)	(1.2)
Accrual for Legal Matters	(26.0)	-	(26.0)	-
Acquisition/Divestiture Related Costs	(1.4)	(6.3)	(2.8)	(10.4)
Selling and Admin (As Adjusted)	\$ 168.1	\$ 154.8	\$ 329.4	\$ 293.2
Depreciation and Amortization (GAAP)	\$ 17.3	\$ 14.1	\$ 33.7	\$ 26.5
Amortization of Acquisition Related Intangibles	(6.0)	(3.9)	(12.1)	(5.6)
Depreciation and Amortization (As Adjusted)	\$ 11.3	\$ 10.2	\$ 21.6	\$ 20.9
Restructuring (GAAP)	\$ 5.9	\$ 4.8	\$ 15.6	\$ 9.6
Restructuring	(5.9)	(4.8)	(15.6)	(9.6)
Restructuring (As Adjusted)	\$ -	\$ -	\$ -	\$ -

<i>Amounts in millions</i>	Quarter Ended					
	Jun 30, 2016	Mar 31, 2016	Dec 31, 2015	Sep 30, 2015	Jun 30, 2015	Mar 31, 2015
Net Debt Position:						
Cash and Cash Equivalents	\$ 379.1	\$ 365.7	\$ 365.7	\$ 293.9	\$ 137.8	\$ 355.2
Short-Term Debt	(20.0)	(20.0)	(20.0)	-	(300.5)	(300.8)
Long-Term Debt	(1,715.6)	(1,725.4)	(1,804.1)	(1,759.9)	(1,486.1)	(1,402.7)
Net Debt	<u>\$(1,356.5)</u>	<u>\$(1,379.7)</u>	<u>\$ (1,458.4)</u>	<u>\$(1,466.0)</u>	<u>\$(1,648.8)</u>	<u>\$(1,348.3)</u>

<i>Amounts in millions</i>	Year-To-Date		
	June 30, 2016	Jun 30, 2015	% Change Fav/ (Unfav)
Free Cash Flow:			
Net Cash Provided By Operating Activities - Continuing Operations (GAAP)	\$ 180.9	\$ 212.4	(15)%
Less:			
Capital Expenditures (GAAP)	9.5	4.8	(96)%
Additions to Computer Software & Other Intangibles (GAAP)	23.4	24.6	5%
Free Cash Flow	<u>\$ 148.0</u>	<u>\$ 183.0</u>	<u>(19)%</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.

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 June 30,	
2016	2015
\$ 329.1	\$ 302.9
(0.5)	(6.2)
<u>\$ 329.6</u>	<u>\$ 309.1</u>

Year-To-Date June 30,	
2016	2015
\$ 636.1	\$ 583.8
(3.1)	(6.8)
<u>\$ 639.2</u>	<u>\$ 590.6</u>

- (2) 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 June 30,	
2016	2015
\$ 398.8	\$ 375.4
(0.5)	(6.2)
<u>\$ 399.3</u>	<u>\$ 381.6</u>

Year-To-Date June 30,	
2016	2015
\$ 773.8	\$ 731.6
(3.1)	(6.8)
<u>\$ 776.9</u>	<u>\$ 738.4</u>

- (3) 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 June 30,	
2016	2015
\$ 83.7	\$ 67.2
(0.6)	(0.4)
(6.0)	(3.9)
(0.5)	(6.2)
<u>\$ 90.8</u>	<u>\$ 77.7</u>

Year-To-Date June 30,	
2016	2015
\$ 153.3	\$ 135.1
(2.0)	(1.2)
(12.1)	(5.6)
(3.1)	(6.8)
<u>\$ 170.5</u>	<u>\$ 148.7</u>

- (4) 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)
Legal and Other Professional Fees and Shut-Down (Costs) Recoveries Related to Matters In China
Acquisition/Divestiture Related Costs
Non-Americas Operating Income (As Adjusted) (Schedule 2)

Quarter Ended June 30,	
2016	2015
\$ 14.2	\$ 18.7
(0.1)	-
(0.2)	-
<u>\$ 14.5</u>	<u>\$ 18.7</u>

Year-To-Date June 30,	
2016	2015
\$ 27.2	\$ 40.6
(0.1)	-
(0.2)	-
<u>\$ 27.5</u>	<u>\$ 40.6</u>

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

Amounts in millions

Corporate and Other (GAAP) (Schedule 1)
Restructuring Charges
Legal and Other Professional Fees and Shut-Down (Costs) Recoveries Related to Matters In China
Accrual for Legal Matters
Acquisition/Divestiture Related Costs
Corporate and Other (As Adjusted) (Schedule 2)

Quarter Ended June 30,	
2016	2015
\$ (51.4)	\$ (27.7)
(5.9)	(4.8)
(0.5)	(0.8)
(26.0)	-
(0.6)	(5.9)
<u>\$ (18.4)</u>	<u>\$ (16.2)</u>

Year-To-Date June 30,	
2016	2015
\$ (80.8)	\$ (52.4)
(15.6)	(9.6)
(1.1)	(1.2)
(26.0)	-
(0.6)	(9.2)
<u>\$ (37.5)</u>	<u>\$ (32.4)</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 Total Operating Income included in Schedule 1 and Schedule 2:

<i>Amounts in millions</i>	Quarter Ended June 30,		Year-To-Date June 30,	
	2016	2015	2016	2015
Total Operating Income (GAAP) (Schedule 1)	\$ 46.5	\$ 58.2	\$ 99.7	\$ 123.3
Restructuring Charges	(5.9)	(4.8)	(15.6)	(9.6)
Legal and Other Professional Fees and Shut-Down (Costs) Recoveries Related to Matters In China	(0.6)	(0.8)	(1.2)	(1.2)
Accrual for Legal Matters	(26.0)	-	(26.0)	-
Acquisition/Divestiture Related Costs	(1.4)	(6.3)	(2.8)	(10.4)
Amortization of Acquisition Related Intangibles	(6.0)	(3.9)	(12.1)	(5.6)
Acquisition Related Deferred Revenue Fair Value Adjustment	(0.5)	(6.2)	(3.1)	(6.8)
Total Operating Income (As Adjusted) (Schedule 2)	\$ 86.9	\$ 80.2	\$ 160.5	\$ 156.9

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

<i>Amounts in millions</i>	Quarter Ended June 30,		Year-To-Date June 30,	
	2016	2015	2016	2015
Net Income Attributable to Dun & Bradstreet (GAAP) (Schedule 1)	\$ 18.8	\$ (7.9)	\$ 48.8	\$ 33.1
Restructuring Charges	(3.8)	(3.0)	(10.1)	(6.0)
Legal and Other Professional Fees and Shut-Down (Costs) Recoveries Related to Matters In China	(0.4)	(0.5)	(0.8)	(0.8)
Accrual for Legal Matters	(22.0)	-	(22.0)	-
Acquisition/Divestiture Related Costs	(1.0)	(5.6)	(1.8)	(8.2)
Amortization of Acquisition Related Intangibles	(3.7)	(2.5)	(7.5)	(3.5)
Acquisition Related Deferred Revenue Fair Value Adjustment	(0.3)	(4.1)	(2.2)	(4.6)
After-Tax Impact	(31.2)	(15.7)	(44.4)	(23.1)
Income (Loss) From Discontinued Operations, Net of Income Taxes	-	(37.5)	-	(36.0)
Net Income Attributable to Dun & Bradstreet (As Adjusted) (Schedule 2)	\$ 50.0	\$ 45.3	\$ 93.2	\$ 92.2

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

	Quarter Ended June 30,		Year-To-Date June 30,	
	2016	2015	2016	2015
Diluted EPS Attributable to Dun & Bradstreet Common Shareholders (GAAP) (Schedule 1)	\$ 0.51	\$ (0.22)	\$ 1.34	\$0.91
Restructuring Charges	(0.11)	(0.09)	(0.28)	(0.16)
Legal and Other Professional Fees and Shut-Down (Costs) Recoveries Related to Matters In China	(0.01)	(0.01)	(0.02)	(0.02)
Accrual for Legal Matters	(0.60)	-	(0.60)	-
Acquisition/Divestiture Related Costs	(0.03)	(0.16)	(0.05)	(0.22)
Amortization of Acquisition Related Intangibles	(0.10)	(0.07)	(0.20)	(0.10)
Acquisition Related Deferred Revenue Fair Value Adjustment	(0.01)	(0.11)	(0.06)	(0.13)
Discontinued Operations	-	(1.03)	-	(0.99)
Diluted EPS Attributable to Dun & Bradstreet Common Shareholders (As Adjusted) (Schedule 2)	\$ 1.37	\$ 1.25	\$ 2.55	\$ 2.53

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

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

Amounts in millions

Other Income (Expense)-Net (GAAP) (Schedule 1)
Effect of Legacy and Other Tax Matters
Other Income (Expense)-Net (As Adjusted) (Schedule 2)

Quarter Ended June 30,	
2016	2015
\$ (0.5)	\$ (1.5)
-	0.1
<u>\$ (0.5)</u>	<u>\$ (1.6)</u>

Year-To-Date June 30,	
2016	2015
\$ 0.3	\$ 1.8
-	0.1
<u>\$ 0.3</u>	<u>\$ 1.7</u>

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

Amounts in millions

Non-Operating Income (Expense) - Net (GAAP) (Schedule 1)
Effect of Legacy and Other Tax Matters
Non-Operating Income (Expense) - Net (As Adjusted) (Schedule 2)

Quarter Ended June 30,	
2016	2015
\$ (13.4)	\$ (12.9)
-	0.1
<u>\$ (13.4)</u>	<u>\$ (13.0)</u>

Year-To-Date June 30,	
2016	2015
\$ (25.6)	\$ (20.6)
-	0.1
<u>\$ (25.6)</u>	<u>\$ (20.7)</u>

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

Provision for Income Taxes (GAAP) (Schedule 1)
Restructuring Charges
Legal and Other Professional Fees and Shut-Down (Costs) Recoveries Related to Matters In China
Accrual for Legal Matters
Acquisition/Divestiture Related Costs
Amortization of Acquisition Related Intangibles
Acquisition Related Deferred Revenue Fair Value Adjustment
Effect of Legacy and Other Tax Matters
Provision for Income Taxes (As Adjusted) (Schedule 2)

Quarter Ended June 30,	
2016	2015
\$ 14.2	\$ 15.7
(2.1)	(1.8)
(0.2)	(0.3)
(4.0)	-
(0.4)	(0.7)
(2.3)	(1.4)
(0.2)	(2.1)
-	0.1
<u>\$ 23.4</u>	<u>\$ 21.9</u>

Year-To-Date June 30,	
2016	2015
\$ 25.2	\$ 33.4
(5.5)	(3.6)
(0.4)	(0.4)
(4.0)	-
(1.0)	(2.2)
(4.6)	(2.1)
(0.9)	(2.2)
-	0.1
<u>\$ 41.6</u>	<u>\$ 43.8</u>

The Dun & Bradstreet Corporation

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

	Quarter Ended June 30, 2016			Quarter Ended June 30, 2015		
	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>						
Geographic and Customer Solution Set Revenue:						
Americas:						
Risk Management Solutions						
Trade Credit	\$ 126.4	\$ -	\$ 126.4	\$ 130.3	\$ 0.6	\$ 130.9
Other Enterprise Risk Management	57.6	0.4	58.0	44.1	4.0	48.1
Total Americas Risk Management Solutions	184.0	0.4	184.4	174.4	4.6	179.0
Sales and Marketing Solutions						
Traditional Prospecting Solutions	\$ 35.2	\$ 0.1	\$ 35.3	\$ 34.0	\$ 1.1	\$ 35.1
Advanced Marketing Solutions	109.9	-	109.9	94.5	0.5	95.0
Total Americas Sales and Marketing Solutions	145.1	0.1	145.2	128.5	1.6	130.1
Total Americas Revenue	\$ 329.1	0.5	\$ 329.6	\$ 302.9	6.2	\$ 309.1
Non-Americas:						
Risk Management Solutions						
Trade Credit	\$ 42.2	\$ -	\$ 42.2	\$ 44.1	\$ -	\$ 44.1
Other Enterprise Risk Management	15.9	-	15.9	15.1	-	15.1
Total Non-Americas Risk Management Solutions	58.1	-	58.1	59.2	-	59.2
Sales and Marketing Solutions						
Traditional Prospecting Solutions	\$ 4.1	\$ -	\$ 4.1	\$ 4.3	\$ -	\$ 4.3
Advanced Marketing Solutions	7.5	-	7.5	9.0	-	9.0
Total Non-Americas Sales and Marketing Solutions	11.6	-	11.6	13.3	-	13.3
Total Non-Americas Revenue	\$ 69.7	\$ -	\$ 69.7	\$ 72.5	\$ -	\$ 72.5
Total Corporation:						
Risk Management Solutions						
Trade Credit	\$ 168.6	\$ -	\$ 168.6	\$ 174.4	\$ 0.6	\$ 175.0
Other Enterprise Risk Management	73.5	0.4	73.9	59.2	4.0	63.2
Total Risk Management Solutions	242.1	0.4	242.5	233.6	4.6	238.2
Sales and Marketing Solutions						
Traditional Prospecting Solutions	\$ 39.3	\$ 0.1	\$ 39.4	\$ 38.3	\$ 1.1	\$ 39.4
Advanced Marketing Solutions	117.4	-	117.4	103.5	0.5	104.0
Total Sales and Marketing Solutions	156.7	0.1	156.8	141.8	1.6	143.4
Total Revenue	\$ 398.8	\$ 0.5	\$ 399.3	\$ 375.4	6.2	\$ 381.6

The Dun & Bradstreet Corporation

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

	Quarter Ended June 30, 2016			Quarter Ended June 30, 2015		
	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>						
Trade Credit Revenue:						
Americas:						
DNBi	\$ 94.7	\$ -	\$ 94.7	\$ 98.4	\$ 0.1	\$ 98.5
Other Trade Credit	31.7	-	31.7	31.9	0.5	32.4
Total Americas Trade Credit Revenue	126.4	-	126.4	130.3	0.6	130.9
Non-Americas:						
DNBi	\$ 6.1	\$ -	\$ 6.1	\$ 6.6	\$ -	\$ 6.6
Other Trade Credit	36.1	-	36.1	37.5	-	37.5
Total Non-Americas Trade Credit Revenue	42.2	-	42.2	44.1	-	44.1
Total Corporation:						
DNBi	\$ 100.8	\$ -	\$ 100.8	\$ 105.0	\$ 0.1	\$ 105.1
Other Trade Credit	67.8	-	67.8	69.4	0.5	69.9
Total Trade Credit Revenue	\$ 168.6	\$ -	\$ 168.6	\$ 174.4	\$ 0.6	\$ 175.0
Total Revenue:						
Americas:						
Direct	\$ 304.1	\$ 0.5	\$ 304.6	\$ 282.2	\$ 6.2	\$ 288.4
Alliances & Partners	25.0	-	25.0	20.7	-	20.7
Total Americas Revenue	329.1	0.5	329.6	302.9	6.2	309.1
Non-Americas:						
Direct	\$ 47.0	\$ -	\$ 47.0	\$ 52.0	\$ -	\$ 52.0
Alliances & Partners	22.7	-	22.7	20.5	-	20.5
Total Non-Americas Revenue	69.7	-	69.7	72.5	-	72.5
Total Corporation:						
Direct	\$ 351.1	\$ 0.5	\$ 351.6	\$ 334.2	\$ 6.2	\$ 340.4
Alliances & Partners	47.7	-	47.7	41.2	-	41.2
Total Revenue	\$ 398.8	\$ 0.5	\$ 399.3	\$ 375.4	6.2	\$ 381.6

The Dun & Bradstreet Corporation

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

	Year-To-Date June 30, 2016			Year-To-Date June 30, 2015		
	GAAP (Schedule 3)	Acquisition Related Deferred Revenue	As Adjusted (Schedule 4)	GAAP (Schedule 3)	Acquisition Related Deferred Revenue	As Adjusted (Schedule 4)
<i>Amounts in millions</i>						
Geographic and Customer Solution Set Revenue:						
Americas:						
Risk Management Solutions						
Trade Credit	\$ 254.7	\$ 0.3	\$ 255.0	\$ 261.5	\$ 0.6	\$ 262.1
Other Enterprise Risk Management	107.1	2.2	109.3	73.3	4.0	77.3
Total Americas Risk Management Solutions	361.8	2.5	364.3	334.8	4.6	339.4
Sales and Marketing Solutions						
Traditional Prospecting Solutions	\$ 70.3	\$ 0.6	\$ 70.9	\$ 65.7	\$ 1.1	\$ 66.8
Advanced Marketing Solutions	204.0	-	204.0	183.3	1.1	184.4
Total Americas Sales and Marketing Solutions	274.3	0.6	274.9	249.0	2.2	251.2
Total Americas Revenue	\$ 636.1	\$ 3.1	\$ 639.2	\$ 583.8	6.8	\$ 590.6
Non-Americas:						
Risk Management Solutions						
Trade Credit	\$ 82.4	\$ -	\$ 82.4	\$ 89.5	\$ -	\$ 89.5
Other Enterprise Risk Management	32.3	-	32.3	30.2	-	30.2
Total Non-Americas Risk Management Solutions	114.7	-	114.7	119.7	-	119.7
Sales and Marketing Solutions						
Traditional Prospecting Solutions	\$ 7.5	\$ -	\$ 7.5	\$ 8.3	\$ -	\$ 8.3
Advanced Marketing Solutions	15.5	-	15.5	19.8	-	19.8
Total Non-Americas Sales and Marketing Solutions	23.0	-	23.0	28.1	-	28.1
Total Non-Americas Revenue	\$ 137.7	\$ -	\$ 137.7	\$ 147.8	\$ -	\$ 147.8
Total Corporation:						
Risk Management Solutions						
Trade Credit	\$ 337.1	\$ 0.3	\$ 337.4	\$ 351.0	\$ 0.6	\$ 351.6
Other Enterprise Risk Management	139.4	2.2	141.6	103.5	4.0	107.5
Total Risk Management Solutions	476.5	2.5	479.0	454.5	4.6	459.1
Sales and Marketing Solutions						
Traditional Prospecting Solutions	\$ 77.8	\$ 0.6	\$ 78.4	\$ 74.0	\$ 1.1	\$ 75.1
Advanced Marketing Solutions	219.5	-	219.5	203.1	1.1	204.2
Total Sales and Marketing Solutions	297.3	0.6	297.9	277.1	2.2	279.3
Total Revenue	\$ 773.8	\$ 3.1	\$ 776.9	\$ 731.6	6.8	\$ 738.4

The Dun & Bradstreet Corporation

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

	Year-To-Date June 30, 2016			Year-To-Date June 30, 2015		
	GAAP (Schedule 3)	Acquisition Related Deferred Revenue	As Adjusted (Schedule 4)	GAAP (Schedule 3)	Acquisition Related Deferred Revenue	As Adjusted (Schedule 4)
<i>Amounts in millions</i>						
Trade Credit Revenue:						
Americas:						
DNBi	\$ 188.4	\$ 0.1	\$ 188.5	\$ 195.9	\$ 0.1	\$ 196.0
Other Trade Credit	66.3	0.2	66.5	65.6	0.5	66.1
Total Americas Trade Credit Revenue	254.7	0.3	255.0	261.5	0.6	262.1
Non-Americas:						
DNBi	\$ 12.2	\$ -	\$ 12.2	\$ 12.8	\$ -	\$ 12.8
Other Trade Credit	70.2	-	70.2	76.7	-	76.7
Total Non-Americas Trade Credit Revenue	82.4	-	82.4	89.5	-	89.5
Total Corporation:						
DNBi	\$ 200.6	\$ 0.1	\$ 200.7	\$ 208.7	\$ 0.1	\$ 208.8
Other Trade Credit	136.5	0.2	136.7	142.3	0.5	142.8
Total Trade Credit Revenue	\$ 337.1	\$ 0.3	\$ 337.4	\$ 351.0	\$ 0.6	\$ 351.6
Total Revenue:						
Americas:						
Direct	\$ 585.3	\$ 3.1	\$ 588.4	\$ 543.1	\$ 6.6	\$ 549.7
Alliances & Partners	50.8	-	50.8	40.7	0.2	40.9
Total Americas Revenue	636.1	3.1	639.2	583.8	6.8	590.6
Non-Americas:						
Direct	\$ 94.1	\$ -	\$ 94.1	\$ 103.1	\$ -	\$ 103.1
Alliances & Partners	43.6	-	43.6	44.7	-	44.7
Total Non-Americas Revenue	137.7	-	137.7	147.8	-	147.8
Total Corporation:						
Direct	\$ 679.4	\$ 3.1	\$ 682.5	\$ 646.2	\$ 6.6	\$ 652.8
Alliances & Partners	94.4	-	94.4	85.4	0.2	85.6
Total Revenue	\$ 773.8	\$ 3.1	\$ 776.9	\$ 731.6	\$ 6.8	\$ 738.4

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 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.

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; (1) revenue from acquired businesses for one year from the date of the acquisition and (2) 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 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

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
Calculation of Net Divested Revenue (unaudited)

Schedule 7

The Benelux and Latin America regions generated approximately \$69 million in total revenue in 2015. Under the terms of the new partnership agreements, Dun & Bradstreet will receive an annualized value of \$36 million in fees and royalties in 2016 and 2017. Therefore, 2015 Net Divested revenue (historical revenues from divested businesses net of ongoing future revenue streams) is approximately \$33 million. A quarterly calculation of 2015 Net Divested revenue is presented below.

<i>Amounts in Millions</i>	2015					12-Months Ended, Sep 30, 2017				
	Quarter Ended, Mar 31	Quarter Ended, Jun 30	Quarter Ended, Sep 30	Quarter Ended, Dec 31	Full Year Ended, Dec 31					
Revenue from Divested Businesses:										
Benelux	\$ (15)	\$ (14)	\$ (14)	\$ (16)	\$ (59)					
Latin America	(2)	(3)	(3)	(2)	(10)					
Total Revenue from Divested Businesses	\$ (17)	\$ (17)	\$ (17)	\$ (18)	\$ (69)					
Pro Forma Fees and Royalties:										
Benelux	\$ 7	\$ 8	\$ 7	\$ 7	\$ 29					
Latin America	2	1	2	2	7					
Total Pro Forma Fees and Royalties	\$ 9	\$ 9	\$ 9	\$ 9	\$ 36					
Net Divested Revenue	\$ (8)	\$ (8)	\$ (8)	\$ (9)	\$ (33)					
	2016					2017				
Projected Impact to Total Revenue	Quarter Ended, Dec 31	Quarter Ended, Mar 31	Quarter Ended, Jun 30	Quarter Ended, Sep 30	Quarter Ended, Dec 31					
Impact to Total Revenue										
Benelux (1)	\$ (5)	\$ (7)	\$ (7)	\$ (8)	\$ (3)	\$ (30)				
Latin America (2)	(1)	(1)	(1)	0	-	(3)				
Total Impact to Total Revenue	\$ (6)	\$ (8)	\$ (8)	\$ (8)	\$ (3)	\$ (33)				

Notes:

Benelux and Latin America have November 30 fiscal year ends

(1) Assumes 9/30 close date for Benelux; reflects two months of projected impact to total revenue for quarter ended Dec 31, 2016

(2) Assumes 9/1 close date for Latin America; reflects three months of projected impact to total revenue for quarter ended Dec 31, 2016