

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

Schedule 1

	Quarter Ended March 31,		AFX % Change Fav (Unfav)	Effects of Foreign Exchange Fav (Unfav)	BFX % Change Fav (Unfav)
	2016	2015			
<i>Dollar amounts in millions, except per share data</i>					
Revenue:					
Americas (1)	\$ 307.0	\$ 280.9	9%	(0.5)%	10%
Non-Americas	68.0	75.3	(10)%	(4.4)%	(5)%
Core and Total Revenue (2)	\$ 375.0	\$ 356.2	5%	(1.4)%	7%
Operating Income (Loss):					
Americas (3)	\$ 69.6	\$ 67.9	3%		
Non-Americas	13.0	21.9	(41)%		
Corporate and Other (4)	(29.4)	(24.7)	(19)%		
Total Operating Income (5)	53.2	65.1	(18)%		
Interest Income	0.5	0.4	23%		
Interest Expense	(13.5)	(11.4)	(19)%		
Other Income (Expense) - Net (6)	0.8	3.3	(76)%		
Non-Operating Income (Expense) - Net	(12.2)	(7.7)	(59)%		
Income Before Provision for Income Taxes	41.0	57.4	(29)%		
Less: Provision for Income Taxes	11.0	17.7	38%		
Equity in Net Income (Loss) of Affiliates	0.7	0.7	0%		
Net Income From Continuing Operations	30.7	40.4	(24)%		
Less: Net (Income) Loss Attributable to the Noncontrolling Interest	(0.7)	(0.9)	15%		
Net Income From Continuing Operations Attributable to Dun & Bradstreet	30.0	39.5	(24)%		
Income from Discontinued Operations, Net of Income Taxes	-	1.5	N/M		
Loss on Disposal of Business, Net of Tax Impact	-	-	N/M		
Income (Loss) from Discontinued Operations, Net of Income Taxes	-	1.5	N/M		
Net Income Attributable to Dun & Bradstreet (7)	\$ 30.0	\$ 41.0	(27)%		
Basic Earnings (Loss) Per Share:					
From Continuing Operations	\$ 0.83	\$ 1.10	(25)%		
From Discontinued Operations	-	0.04	N/M		
Basic Earnings (Loss) Per Share of Common Stock Attributable to Dun & Bradstreet Common Shareholders	\$ 0.83	\$ 1.14	(27)%		
Diluted Earnings (Loss) Per Share:					
From Continuing Operations	\$ 0.82	\$ 1.08	(24)%		
From Discontinued Operations	-	0.05	N/M		
Diluted Earnings (Loss) Per Share of Common Stock Attributable to Dun & Bradstreet Common Shareholders (8)	\$ 0.82	\$ 1.13	(27)%		
Weighted Average Number of Shares Outstanding:					
Basic	36.2	36.0	(1)%		
Diluted	36.4	36.4	0%		
Operating Margins (Calculated on Total Revenue)					
Americas	22.7%	24.2%			
Non-Americas	19.1%	29.0%			
Total Company	14.2%	18.3%			
Effective Tax Rate	26.8%	30.9%			

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 March 31,		AFX % Change Fav (Unfav)	Effects of Foreign Exchange Fav (Unfav)	BFX % Change Fav (Unfav)
	2016	2015			
<i>Dollar amounts in millions, except per share data</i>					
Revenue:					
Americas (1)	\$ 309.6	\$ 281.5	10%	(0.5)%	10%
Non-Americas	68.0	75.3	(10)%	(4.4)%	(5)%
Core and Total Revenue (2)	\$ 377.6	\$ 356.8	6%	(1.4)%	7%
Operating Income (Loss):					
Americas (3)	\$ 79.7	\$ 71.0	12%		
Non-Americas	13.0	21.9	(41)%		
Corporate and Other (4)	(19.1)	(16.2)	(18)%		
Total Operating Income (5)	73.6	76.7	(4)%		
Interest Income	0.5	0.4	23%		
Interest Expense	(13.5)	(11.4)	(19)%		
Other Income (Expense) - Net (6)	0.8	3.3	(76)%		
Non-Operating Income (Expense) - Net	(12.2)	(7.7)	(58)%		
Income Before Provision for Income Taxes	61.4	69.0	(11)%		
Less: Provision for Income Taxes	18.2	21.9	17%		
Equity in Net Income (Loss) of Affiliates	0.7	0.7	0%		
Net Income	43.9	47.8	(8)%		
Less: Net (Income) Loss Attributable to the Noncontrolling Interest	(0.7)	(0.9)	15%		
Net Income Attributable to Dun & Bradstreet (7)	\$ 43.2	\$ 46.9	(8)%		
Basic Earnings Per Share of Common Stock					
Attributable to Dun & Bradstreet Common Shareholders	\$ 1.19	\$ 1.30	(8)%		
Diluted Earnings Per Share of Common Stock					
Attributable to Dun & Bradstreet Common Shareholders (8)	\$ 1.18	\$ 1.29	(9)%		
Weighted Average Number of Shares Outstanding:					
Basic	36.2	36.0	(1)%		
Diluted	36.4	36.4	0%		
Operating Margins (Calculated on Total Revenue)					
Americas	25.8%	25.2%			
Non-Americas	19.0%	29.0%			
Total Company	19.5%	21.5%			
Effective Tax Rate	29.6%	31.8%			

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

<i>Amounts in millions</i>	Quarter Ended March 31,		AFX % Change Fav/(Unfav)	Effects of Foreign Exchange Fav/(Unfav)	BFX % Change Fav/(Unfav)
	2016	2015			
Geographic and Customer Solution Set Revenue:					
Americas:					
Risk Management Solutions					
Trade Credit	\$ 128.3	\$ 131.2	(2)%	(0.5)%	(2)%
Other Enterprise Risk Management	49.5	29.2	70%	(1.4)%	71%
Core and Total Americas Risk Management Solutions	177.8	160.4	11%	(0.7)%	12%
Sales and Marketing Solutions					
Traditional Prospecting Solutions	\$ 35.1	\$ 31.7	11%	(0.3)%	11%
Advanced Marketing Solutions	94.1	88.8	6%	(0.2)%	6%
Core and Total Americas Sales and Marketing Solutions	129.2	120.5	7%	(0.2)%	7%
Core and Total Americas Revenue	\$ 307.0	\$ 280.9	9%	(0.5)%	10%
Non-Americas:					
Risk Management Solutions					
Trade Credit	\$ 40.2	\$ 45.4	(11)%	(4.6)%	(7)%
Other Enterprise Risk Management	16.4	15.1	8%	(4.9)%	13%
Core and Total Non-Americas Risk Management Solutions	56.6	60.5	(7)%	(4.7)%	(2)%
Sales and Marketing Solutions					
Traditional Prospecting Solutions	\$ 3.4	\$ 4.0	(15)%	(4.2)%	(11)%
Advanced Marketing Solutions	8.0	10.8	(26)%	(3.4)%	(22)%
Core and Total Non-Americas Sales and Marketing Solutions	11.4	14.8	(23)%	(3.5)%	(19)%
Core and Total Non-Americas Revenue	\$ 68.0	\$ 75.3	(10)%	(4.4)%	(5)%
Total Corporation:					
Risk Management Solutions					
Trade Credit	\$ 168.5	\$ 176.6	(5)%	(1.6)%	(3)%
Other Enterprise Risk Management	65.9	44.3	49%	(2.8)%	51%
Core and Total Risk Management Solutions	234.4	220.9	6%	(1.8)%	8%
Sales and Marketing Solutions					
Traditional Prospecting Solutions	\$ 38.5	\$ 35.7	8%	(0.8)%	9%
Advanced Marketing Solutions	102.1	99.6	3%	(0.5)%	3%
Core and Total Sales and Marketing Solutions	140.6	135.3	4%	(0.6)%	5%
Core and Total Revenue	\$ 375.0	\$ 356.2	5%	(1.4)%	7%
Trade Credit Revenue:					
Americas:					
DNBi	\$ 93.7	\$ 97.5	(4)%	(0.4)%	(3)%
Other Trade Credit	34.6	33.7	3%	(0.8)%	3%
Core and Total Americas Trade Credit Revenue	128.3	131.2	(2)%	(0.5)%	(2)%
Non-Americas:					
DNBi	\$ 6.1	\$ 6.2	(1)%	(6.9)%	5%
Other Trade Credit	34.1	39.2	(13)%	(4.2)%	(9)%
Core and Total Non-Americas Trade Credit Revenue	40.2	45.4	(11)%	(4.6)%	(7)%
Total Corporation:					
DNBi	\$ 99.8	\$ 103.7	(4)%	(0.8)%	(3)%
Other Trade Credit	68.7	72.9	(6)%	(2.7)%	(3)%
Core and Total Trade Credit Revenue	\$ 168.5	\$ 176.6	(5)%	(1.6)%	(3)%
Total Core Revenue:					
Americas:					
Direct	\$ 281.2	\$ 260.9	8%	(0.5)%	8%
Alliances & Partners	25.8	20.0	29%	0.1%	29%
Core and Total Americas Revenue	307.0	280.9	9%	(0.5)%	10%
Non-Americas:					
Direct	\$ 47.1	\$ 51.1	(8)%	(5.8)%	(2)%
Alliances & Partners	20.9	24.2	(14)%	(1.6)%	(12)%
Core and Total Non-Americas Revenue	68.0	75.3	(10)%	(4.4)%	(5)%
Total Corporation:					
Direct	\$ 328.3	\$ 312.0	5%	(1.4)%	7%
Alliances & Partners	46.7	44.2	5%	(0.9)%	6%
Core and Total Revenue	\$ 375.0	\$ 356.2	5%	(1.4)%	7%

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

<i>Amounts in millions</i>	Quarter Ended March 31,		AFX % Change Fav/(Unfav)	Effects of Foreign Exchange Fav/(Unfav)	BFX % Change Fav/(Unfav)
	2016	2015			
Geographic and Customer Solution Set Revenue:					
Americas:					
Risk Management Solutions					
Trade Credit	\$ 128.6	\$ 131.2	(2)%	(0.5)%	(1)%
Other Enterprise Risk Management	51.3	29.2	76%	(1.5)%	77%
Core and Total Americas Risk Management Solutions	179.9	160.4	12%	(0.7)%	13%
Sales and Marketing Solutions					
Traditional Prospecting Solutions	\$ 35.6	\$ 31.7	12%	(0.3)%	13%
Advanced Marketing Solutions	94.1	89.4	5%	(0.2)%	5%
Core and Total Americas Sales and Marketing Solutions	129.7	121.1	7%	(0.2)%	7%
Core and Total Americas Revenue	\$ 309.6	\$ 281.5	10%	(0.5)%	10%
Non-Americas:					
Risk Management Solutions					
Trade Credit	\$ 40.2	\$ 45.4	(11)%	(4.6)%	(7)%
Other Enterprise Risk Management	16.4	15.1	8%	(4.9)%	13%
Core and Total Non-Americas Risk Management Solutions	56.6	60.5	(7)%	(4.7)%	(2)%
Sales and Marketing Solutions					
Traditional Prospecting Solutions	\$ 3.4	\$ 4.0	(15)%	(4.2)%	(11)%
Advanced Marketing Solutions	8.0	10.8	(26)%	(3.4)%	(22)%
Core and Total Non-Americas Sales and Marketing Solutions	11.4	14.8	(23)%	(3.5)%	(19)%
Core and Total Non-Americas Revenue	\$ 68.0	\$ 75.3	(10)%	(4.4)%	(5)%
Total Corporation:					
Risk Management Solutions					
Trade Credit	\$ 168.8	\$ 176.6	(4)%	(1.6)%	(3)%
Other Enterprise Risk Management	67.7	44.3	53%	(2.8)%	55%
Core and Total Risk Management Solutions	236.5	220.9	7%	(1.8)%	9%
Sales and Marketing Solutions					
Traditional Prospecting Solutions	\$ 39.0	\$ 35.7	9%	(0.8)%	10%
Advanced Marketing Solutions	102.1	100.2	2%	(0.5)%	2%
Core and Total Sales and Marketing Solutions	141.1	135.9	4%	(0.6)%	4%
Core and Total Revenue	\$ 377.6	\$ 356.8	6%	(1.4)%	7%
Trade Credit Revenue:					
Americas:					
DNBi	\$ 93.8	\$ 97.5	(4)%	(0.4)%	(3)%
Other Trade Credit	34.8	33.7	3%	(0.9)%	4%
Core and Total Americas Trade Credit Revenue	128.6	131.2	(2)%	(0.5)%	(1)%
Non-Americas:					
DNBi	\$ 6.1	\$ 6.2	(1)%	(6.9)%	5%
Other Trade Credit	34.1	39.2	(13)%	(4.2)%	(9)%
Core and Total Non-Americas Trade Credit Revenue	40.2	45.4	(11)%	(4.6)%	(7)%
Total Corporation:					
DNBi	\$ 99.9	\$ 103.7	(4)%	(0.8)%	(3)%
Other Trade Credit	68.9	72.9	(6)%	(2.7)%	(3)%
Core and Total Trade Credit Revenue	\$ 168.8	\$ 176.6	(4)%	(1.6)%	(3)%
Total Core Revenue:					
Americas:					
Direct	\$ 283.8	\$ 261.3	9%	(0.5)%	9%
Alliances & Partners	25.8	20.2	28%	0.1%	28%
Core and Total Americas Revenue	309.6	281.5	10%	(0.5)%	10%
Non-Americas:					
Direct	\$ 47.1	\$ 51.1	(8)%	(5.8)%	(2)%
Alliances & Partners	20.9	24.2	(14)%	(1.6)%	(12)%
Core and Total Non-Americas Revenue	68.0	75.3	(10)%	(4.4)%	(5)%
Total Corporation:					
Direct	\$ 330.9	\$ 312.4	6%	(1.4)%	7%
Alliances & Partners	46.7	44.4	5%	(0.9)%	6%
Core and Total Revenue	\$ 377.6	\$ 356.8	6%	(1.4)%	7%

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 March 31,		AFX % Change Fav/(Unfav)
	2016	2015	
Operating Costs (GAAP):			
Operating Expenses	\$ 132.4	\$ 131.0	(1)%
Selling and Administrative Expenses	163.3	142.9	(14)%
Depreciation and Amortization	16.4	12.4	(32)%
Restructuring Expense	9.7	4.8	N/M
Total Operating Costs (GAAP)	\$ 321.8	\$ 291.1	(11)%
Capital Expenditures (GAAP)	\$ 3.7	\$ 1.6	N/M
Additions to Computer Software & Other Intangibles (GAAP)	\$ 11.9	\$ 11.4	(4)%
Operating Costs (As Adjusted):			
Operating Expenses	\$ 132.4	\$ 131.0	(1)%
Selling and Administrative Expenses	161.3	138.4	(16)%
Depreciation and Amortization	10.3	10.7	3%
Restructuring Expense	-	-	N/M
Total Operating Costs (As Adjusted)	\$ 304.0	\$ 280.1	(9)%

<i>Amounts in millions</i>	Quarter Ended March 31,	
	2016	2015
Operating Expenses (GAAP):	\$ 132.4	\$ 131.0
None	-	-
Operating Expenses (As Adjusted)	\$ 132.4	\$ 131.0
Selling and Admin (GAAP)	\$ 163.3	\$ 142.9
Legal and Other Professional Fees and Shut-Down (Costs) Recoveries Related to Matters In China	(0.6)	(0.4)
Acquisition/Divestiture Related Costs	(1.4)	(4.1)
Selling and Admin (As Adjusted)	\$ 161.3	\$ 138.4
Depreciation and Amortization (GAAP)	\$ 16.4	\$ 12.4
Amortization of Acquisition Related Intangibles	(6.1)	(1.7)
Depreciation and Amortization (As Adjusted)	\$ 10.3	\$ 10.7
Restructuring (GAAP)	\$ 9.7	\$ 4.8
Restructuring	(9.7)	(4.8)
Restructuring (As Adjusted)	\$ -	\$ -

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

<i>Amounts in millions</i>	Year-To-Date		
	Mar 31, 2016	Mar 31, 2015	% Change Fav/(Unfav)
Free Cash Flow:			
Net Cash Provided By Operating Activities - Continuing Operations (GAAP)	\$ 130.5	\$ 156.3	(17)%
Less:			
Capital Expenditures (GAAP)	3.7	1.6	N/M
Additions to Computer Software & Other Intangibles (GAAP)	11.9	11.4	(4)%
Free Cash Flow	\$ 114.9	\$ 143.3	(20)%

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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 and Total Revenue included in Schedule 1 and Schedule 2:

Amounts in millions

Americas Core and Total Revenue (GAAP) (Schedule 1)
Acquisition Related Deferred Revenue Fair Value Adjustment
Americas Core and Total Revenue (As Adjusted) (Schedule 2)

Quarter Ended March 31,	
2016	2015
\$ 307.0	\$ 280.9
(2.6)	(0.6)
<u>\$ 309.6</u>	<u>\$ 281.5</u>

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

Amounts in millions

Core and Total Revenue (GAAP) (Schedule 1)
Acquisition Related Deferred Revenue Fair Value Adjustment
Core and Total Revenue (As Adjusted) (Schedule 2)

Quarter Ended March 31,	
2016	2015
\$ 375.0	\$ 356.2
(2.6)	(0.6)
<u>\$ 377.6</u>	<u>\$ 356.8</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 March 31,	
2016	2015
\$ 69.6	\$ 67.9
(1.4)	(0.8)
(6.1)	(1.7)
(2.6)	(0.6)
<u>\$ 79.7</u>	<u>\$ 71.0</u>

- (4) 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
Acquisition/Divestiture Related Costs
Corporate and Other (As Adjusted) (Schedule 2)

Quarter Ended March 31,	
2016	2015
\$ (29.4)	\$ (24.7)
(9.7)	(4.8)
(0.6)	(0.4)
-	(3.3)
<u>\$ (19.1)</u>	<u>\$ (16.2)</u>

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

Amounts in millions

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

Quarter Ended March 31,	
2016	2015
\$ 53.2	\$ 65.1
(9.7)	(4.8)
(0.6)	(0.4)
(1.4)	(4.1)
(6.1)	(1.7)
(2.6)	(0.6)
<u>\$ 73.6</u>	<u>\$ 76.7</u>

- (6) 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)
Not Meaningful
Other Income (Expense)-Net (As Adjusted) (Schedule 2)

Quarter Ended March 31,	
2016	2015
\$ 0.8	\$ 3.3
-	-
<u>\$ 0.8</u>	<u>\$ 3.3</u>

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

Schedule 6

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

<i>Amounts in millions</i>	Quarter Ended March 31,	
	2016	2015
Restructuring Charges	\$ (9.7)	\$ (4.8)
Legal and Other Professional Fees and Shut-Down (Costs) Recoveries Related to Matters In China	(0.6)	(0.4)
Acquisition/Divestiture Related Costs	(1.4)	(4.1)
Amortization of Acquisition Related Intangibles	(6.1)	(1.7)
Acquisition Related Deferred Revenue Fair Value Adjustment	(2.6)	(0.6)
Total Pre-Tax Impacts	\$ (20.4)	\$ (11.6)

(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 March 31,	
	2016	2015
Net Income Attributable to Dun & Bradstreet (GAAP) (Schedule 1)	\$ 30.0	\$ 41.0
Restructuring Charges	(6.3)	(3.0)
Legal and Other Professional Fees and Shut-Down (Costs) Recoveries Related to Matters In China	(0.4)	(0.3)
Acquisition/Divestiture Related Costs	(0.8)	(2.6)
Amortization of Acquisition Related Intangibles	(3.8)	(1.0)
Acquisition Related Deferred Revenue Fair Value Adjustment	(1.9)	(0.5)
After-Tax Impact	(13.2)	(7.4)
Income (Loss) From Discontinued Operations, Net of Income Taxes	-	1.5
Net Income Attributable to Dun & Bradstreet (As Adjusted) (Schedule 2)	\$ 43.2	\$ 46.9

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

	Quarter Ended March 31,	
	2016	2015
Diluted EPS Attributable to Dun & Bradstreet Common Shareholders (GAAP) (Schedule 1)	\$ 0.82	\$ 1.13
Restructuring Charges	(0.17)	(0.09)
Legal and Other Professional Fees and Shut-Down (Costs) Recoveries Related to Matters In China	(0.01)	(0.01)
Acquisition/Divestiture Related Costs	(0.02)	(0.07)
Amortization of Acquisition Related Intangibles	(0.11)	(0.03)
Acquisition Related Deferred Revenue Fair Value Adjustment	(0.05)	(0.01)
Discontinued Operations	-	0.05
Diluted EPS Attributable to Dun & Bradstreet Common Shareholders (As Adjusted) (Schedule 2)	\$ 1.18	\$ 1.29

Amounts in millions	Quarter Ended March 31, 2016			Quarter Ended March 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	\$ 128.3	\$ 0.3	\$ 128.6	\$ 131.2	\$ -	\$ 131.2
Other Enterprise Risk Management	49.5	1.8	51.3	29.2	-	29.2
Core and Total Americas Risk Management Solutions	177.8	2.1	179.9	160.4	-	160.4
Sales and Marketing Solutions						
Traditional Prospecting Solutions	\$ 35.1	\$ 0.5	\$ 35.6	\$ 31.7	\$ -	\$ 31.7
Advanced Marketing Solutions	94.1	-	94.1	88.8	0.6	89.4
Core and Total Americas Sales and Marketing Solutions	129.2	0.5	129.7	120.5	0.6	121.1
Core and Total Americas Revenue	\$ 307.0	\$ 2.6	\$ 309.6	\$ 280.9	\$ 0.6	\$ 281.5
Non-Americas:						
Risk Management Solutions						
Trade Credit	\$ 40.2	\$ -	\$ 40.2	\$ 45.4	\$ -	\$ 45.4
Other Enterprise Risk Management	16.4	-	16.4	15.1	-	15.1
Core and Total Non-Americas Risk Management Solutions	56.6	-	56.6	60.5	-	60.5
Sales and Marketing Solutions						
Traditional Prospecting Solutions	\$ 3.4	\$ -	\$ 3.4	\$ 4.0	\$ -	\$ 4.0
Advanced Marketing Solutions	8.0	-	8.0	10.8	-	10.8
Core and Total Non-Americas Sales and Marketing Solutions	11.4	-	11.4	14.8	-	14.8
Core and Total Non-Americas Revenue	\$ 68.0	\$ -	\$ 68.0	\$ 75.3	\$ -	\$ 75.3
Total Corporation:						
Risk Management Solutions						
Trade Credit	\$ 168.5	\$ 0.3	\$ 168.8	\$ 176.6	\$ -	\$ 176.6
Other Enterprise Risk Management	65.9	1.8	67.7	44.3	-	44.3
Core and Total Risk Management Solutions	234.4	2.1	236.5	220.9	-	220.9
Sales and Marketing Solutions						
Traditional Prospecting Solutions	\$ 38.5	\$ 0.5	\$ 39.0	\$ 35.7	\$ -	\$ 35.7
Advanced Marketing Solutions	102.1	-	102.1	99.6	0.6	100.2
Core and Total Sales and Marketing Solutions	140.6	0.5	141.1	135.3	0.6	135.9
Core and Total Revenue	\$ 375.0	\$ 2.6	\$ 377.6	\$ 356.2	\$ 0.6	\$ 356.8
Trade Credit Revenue:						
Americas:						
DNBI	\$ 93.7	\$ 0.1	\$ 93.8	\$ 97.5	\$ -	\$ 97.5
Other Trade Credit	34.6	0.2	34.8	33.7	-	33.7
Core and Total Americas Trade Credit Revenue	128.3	0.3	128.6	131.2	-	131.2
Non-Americas:						
DNBI	\$ 6.1	\$ -	\$ 6.1	\$ 6.2	\$ -	\$ 6.2
Other Trade Credit	34.1	-	34.1	39.2	-	39.2
Core and Total Non-Americas Trade Credit Revenue	40.2	-	40.2	45.4	-	45.4
Total Corporation:						
DNBI	\$ 99.8	\$ 0.1	\$ 99.9	\$ 103.7	\$ -	\$ 103.7
Other Trade Credit	68.7	0.2	68.9	72.9	-	72.9
Core and Total Trade Credit Revenue	\$ 168.5	\$ 0.3	\$ 168.8	\$ 176.6	\$ -	\$ 176.6
Total Core Revenue:						
Americas:						
Direct	\$ 281.2	\$ 2.6	\$ 283.8	\$ 260.9	\$ 0.4	\$ 261.3
Alliances & Partners	25.8	-	25.8	20.0	0.2	20.2
Core and Total Americas Revenue	307.0	2.6	309.6	280.9	0.6	281.5
Non-Americas:						
Direct	\$ 47.1	\$ -	\$ 47.1	\$ 51.1	\$ -	\$ 51.1
Alliances & Partners	20.9	-	20.9	24.2	-	24.2
Core and Total Non-Americas Revenue	68.0	-	68.0	75.3	-	75.3
Total Corporation:						
Direct	\$ 328.3	\$ 2.6	\$ 330.9	\$ 312.0	\$ 0.4	\$ 312.4
Alliances & Partners	46.7	-	46.7	44.2	0.2	44.4
Core and Total Revenue	\$ 375.0	\$ 2.6	\$ 377.6	\$ 356.2	\$ 0.6	\$ 356.8

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.

* 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 margin, net income, tax rate and diluted earnings per share) on an "As Adjusted" basis. The term "As Adjusted" results 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.