

•
buyers

•
sellers

1999 EQUIFAX FINANCIAL HIGHLIGHTS

(Dollars in millions, except per share amounts)

YEAR ENDED DECEMBER 31	1999	1998	1997	COMPOUND GROWTH RATE
OPERATING REVENUE	\$ 1,772.7	\$ 1,621.0	\$ 1,366.1	13.9%
OPERATING INCOME *	\$ 414.5	\$ 365.7	\$ 323.9	13.1%
OPERATING INCOME MARGIN *	23.4%	22.6%	23.7%	NA
NET INCOME FROM CONTINUING OPERATIONS ***	\$ 215.9	\$ 193.4	\$ 182.6	8.7%
DILUTED EARNINGS PER SHARE FROM				
CONTINUING OPERATIONS **	\$ 1.55	\$ 1.34	\$ 1.24	11.8%
EBITDA PER SHARE ***	\$ 3.87	\$ 3.25	\$ 2.71	19.5%
CASH DIVIDENDS PER SHARE	\$ 0.363	\$ 0.353	\$ 0.345	2.5%
STOCK PRICE PER SHARE AT DECEMBER 31	\$ 23.56	\$ 34.19	\$ 35.44	-18.5%

* Before a 1997 unusual charge

** Before a 1997 nonrecurring gain, unusual charge, and accounting change

*** Operating income plus depreciation and amortization, divided by average diluted shares outstanding

Connect the dots.

Today, commerce is going to the Internet. Equifax is going there, too. Not because it's the place to be. But because it's the right place for our customers to be. Bankers. Retailers. Mortgage lenders. Among others. Companies that we've served for years in the real world are now doing business on the Web. With help from Equifax. We make their e-transactions more secure, more efficient, and more profitable.

But the way we see it, our future isn't only on the Internet. It's wherever buyers and sellers might go. Someday, they might even go to the moon. Click. Another dot connected.