

## **Dun and Bradstreet Shifts to Partnership Model in Australia/New Zealand Market to Focus on Core Commercial Strategy**

**12 June 2015**

Dun and Bradstreet (NYSE: DNB) today announced it is shifting its Australia/New Zealand (ANZ) business to a Worldwide Network partner model. Archer Capital, a leading Australian private equity firm – via its newly- formed Credit Data Solutions business – will acquire the entirety of Dun and Bradstreet’s ANZ business, including consumer risk and debt collection, and commercial solutions, for AUD \$220 million.

As part of the agreement, pending regulatory approval, Credit Data Solutions will become a partner within Dun and Bradstreet’s Worldwide Network to continue to provide commercial solutions in the region.

This decision supports Dun and Bradstreet’s long-term growth strategy. Today, approximately two-thirds of the ANZ business is consumer-related, which is inconsistent with Dun and Bradstreet’s established business- to-business focus.

“We’re excited to welcome Archer Capital’s Credit Data Solutions as the newest member of our Worldwide Network. Our partnership allows us to maintain a strong commercial foothold in the market, and we’re delighted to have a partner that will help us expand our presence there,” said Bob Carrigan, chief executive officer and president, Dun and Bradstreet.

“As Dun and Bradstreet continues to drive toward long-term sustainable growth by focusing on commercial solutions, it no longer made strategic sense to support a consumer business that does not align with that goal.”

Archer Capital’s Frank Heckes said: “We believe there are many opportunities to invest in and grow each of these businesses. We are looking forward to working closely with the Dun and Bradstreet ANZ management team and to being a valuable member of Dun and Bradstreet’s Worldwide Network.”

After the transaction closes, Credit Data Solutions will become a partner within Dun and Bradstreet’s expansive Worldwide Network, joining nearly 25 other partners on four continents to ensure commercial customers maintain seamless access to Dun and Bradstreet’s worldwide business information. The partnership will preserve Dun and Bradstreet’s established business-to-business presence in the market for commercial solutions.

Dun and Bradstreet was advised by Gresham and Minter Ellison. Archer Capital was advised by Houlihan Lokey and Johnson Winter and Slattery.

### **About Archer Capital**

Archer Capital is one of Australia’s leading private equity firms, with \$2 billion in funds under management and a track record of delivering strong returns to its investors since 1997. Since inception Archer Capital’s Partners and executives have closed over 30 acquisitions involving total aggregate funding in excess of \$5 billion.

Credit Data Solutions Pty Ltd is wholly owned by the constituent funds managed or advised by Archer Capital.