



# Fact Sheet

**Contact:**

Renee Svec

*Director - Corporate Communications*

Tel: 727.214.3440

Fax: 727.214.3453

Email: [rsvec@fadv.com](mailto:rsvec@fadv.com)

## **CORPORATE OVERVIEW**

- First Advantage offers single-source solutions for enterprise and consumer screening and risk mitigation needs.
  - The enterprise market encompasses employment background screening services, occupational health services, motor vehicle records and insurance data services, investigative services, and resident screening services to businesses, non-profit organizations and governmental agencies.
  - The consumer market includes location and verification services.
- First Advantage, created by the merger of The First American Corporation's screening information division with US Search.com in June 2003, is already a leading national provider in the screening industry, ranking among the top four companies in nearly all of its business lines.
- First Advantage's competitive strengths are greatly enhanced by the breadth of its businesses, allowing additional operating scale, broader scope of services, expanded geographic reach and an increased financial foundation.
- First Advantage offers multiple products and services including: employment background screening, drug-free workplace programs, physical examinations and other occupational health testing, employee assistance programs, critical incident management, resident screening services, motor vehicle records, insurance data services, investigative services, and consumer location services.
- Seasoned and nationally recognized management, with well over 100 years of combined executive experience, is in place. The initial overall workforce is more than 1,200.
- The company, headquartered in St. Petersburg, FL, has nationwide reach with offices in Los Angeles, Concord, Sacramento and San Diego, CA; Milwaukee; Bethesda and Rockville, MD; Denver; New York; Winston-Salem, N.C.; and Bangalore, India.

## **FINANCIAL OVERVIEW**

- The First American Corporation is the majority shareholder of First Advantage (77%), continuing its financial support of the new corporation's growth.
- First Advantage anticipates long-term annual growth of 20 percent, with a revenue baseline of \$150+ million based on the 2002 combined revenues of its various member units.
- First Advantage is committed to a strategy of growth by leveraging cross-selling opportunities, consolidation of operations and strategic acquisitions.

## **BUSINESS OVERVIEW**

- First Advantage provides best of class solutions, incorporating state-of-the-art technology networks, platforms and proprietary systems.
  - Central to the technology benefit is DARWIN™, a patent-pending proprietary software platform developed by US Search.com that uses advanced technology to access, assimilate, compile, distribute and present data from a variety of public and private databases.
- Creation of First Advantage leverages the success of First American over the past two years in a series of strategic acquisitions positioning its Screening Technology division as an industry leader.
  - First American's Fall 2002 acquisitions of Employee Health Programs (EHP) and SafeRent provide First Advantage with the additional scale and depth that will lead to significant margin improvement.
  - EHP's integration with Substance Abuse Management, Inc. (SAMI; acquired in 2001) ranks First Advantage second in the substance abuse program management industry with over 2,000,000 tests conducted annually.
  - SafeRent's combination with First American Registry positions First Advantage as the number one provider of resident screening solutions to the multifamily housing industry.
  - First American Registry and SafeRent have the nation's largest database of landlord-tenant data, collected from court filings and furnisher reporting.
  - First American Registry and SafeRent make available to First Advantage a criminal record database of more than 100 million records for instant criminal searches.
  - The pairing of First American's HireCheck with US Search.com's employment screening division, PRSI, allows First Advantage to claim the number three slot in the employment screening marketplace with over 2,000,000 background checks conducted annually.
  - American Driving Records' (ADR) acquisition in 2001 provides First Advantage with its own direct source to motor vehicle records in the majority of states in the nation and instantaneous delivery in numerous states.
- US Search.com, a leader in people location, provides a robust technology platform with more than 40 million unique visitors hitting their Web site each year.
  - Nielsen/NetRatings recently ranked US Search.com third on the list of the 20 most popular directory and local guide sites.
  - ComScore also ranked US Search.com the eighth most successful paid content site.
- First Advantage's Employment Screening division has successfully positioned itself in the Fortune 1000 marketplace with 112 of these corporations currently on the client roster.
- Since its formation, First Advantage has acquired numerous companies as part of its growth strategy. To date, those acquisitions include:
  - Liberatore Services, Inc. -- employment-screening and due diligence services
  - Total Information Source, Inc. – employment screening services
  - Continental Compliance Systems – drug-free workplace programs
  - Employee Information Services, Inc. – occupational health services
  - Omega Insurance Service – investigative services