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## ChoicePoint Inc Q4 2007 Earnings Call Transcript

### Question-and-Answer Session

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#### Operator

(Operator Instructions). Your first question will be from Mark Marcon of R.W. Baird.

#### Mark Marcon

Good morning. I am wondering, if you can give us a feel for how you think the full year guidance is going to play out particularly in the first half of the year. In particular Screening and Authentication Services you're basically looking an internal growth of negative to the 5%. Do you think that's going to be -- do we think that most of the growth is going to occur in the back half of the year. How do you see that playing out? And then along those lines you mentioned that the corporate staff costs -- potentially get down to \$45 million. Can you talk a little bit about whether you see that as a kind of an end run rate by the end of the year?

#### Doug Curling

This is Doug. I think that if you look at the trends in Screening and Authentication, which is up to the biggest single pieces of the background screening business. We've had kind of slowing numbers, we have a bit of improvement in Q2, but in general the numbers in Q3 and Q4 been consistent and the kind of negative three to negative four range bringing us overall to the year to negative two. So, I think that, the first thing we want to see is in the early half of the year, we want to see that negative number flatten out and turn positive.

I'm not, bright enough and I'm certainly as an accounting major, not an economist to guess, when I'm going to go from zero to plus five. But as I said in the call, I think we work a lot of the declines in the bigger customers out in 2007 and I think we're going to get some better comps. But what we want to see first is not a negative number, but a zero or slightly positive number and we will be looking for that to happen in the early part of the year as quickly as we can get there.

From a corporate cost perspective, the better metric to pay attention to is the overall cost of 7% to 8% of revenue and as the portfolio gets aligned the towers will go with it. I think the comments that everyone made, myself included and the new exhibit in the press release are really intended to give you better color on the character of those costs and some insight into the extent to which the headcount there is elastic related to the business units that we support.

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