



cogint Announces Industry Veteran Greg Johnson to Join as Chief Revenue Officer

November 30, 2016

Former LexisNexis Executive Hired to Drive Revenue Growth

BOCA RATON, Fla.--(BUSINESS WIRE)--Nov. 30, 2016-- Cogint, Inc. (NASDAQ: COGT), a data and analytics company, today announced that the Company has appointed Greg Johnson, an executive with over 25 years of operational experience in the software, data and analytics industries, as Chief Revenue Officer (CRO), a newly-created position at the rapidly-growing company. As CRO, Johnson will have direct responsibility for all revenue-generating and customer-facing teams of IDI, cogint's risk management division.

Johnson's professional experience includes senior management positions at Reed Elsevier's LexisNexis, a leading information solutions provider, among other software and data analytics companies. Johnson was instrumental in building out successful sales organizations across the enterprise at LexisNexis Risk and Business Analytics (LNRBA). Most recently, he served as Vice President, Consulting and Client Experience, where he led a large organization across vertical markets, including Insurance, Government, Healthcare, and Commercial. While at LNRBA, Johnson integrated all sales functions following LexisNexis' \$4.2 billion dollar acquisition of ChoicePoint. Immediately prior to joining cogint, Johnson served as Chief Operating Officer of Social Solutions, a SaaS company owned by Vista Equity Partners and serving the nonprofit and public sector.

Derek Dubner, cogint's CEO stated, "The addition of Greg to the team could not have come at a more opportune time. The rapid evolution of our primary investigative solution, idiCORE, combined with new product releases, is providing significant tailwinds in market and customer penetration. We believe Greg's knowledge of this industry and demonstrable success building out sales operations, including strategic and channel partnerships, will drive increasing and sustained revenue growth within multiple verticals in our risk management business."

"I am thrilled to join the cogint team, and to continue to build and lead an extraordinary sales organization in support of the Company and its incredible technology," commented Johnson. "I have spent many years in the software and analytics space and I look forward to working with this proven team."

About cogint™

At cogint, we believe that time is your most valuable asset. Through powerful analytics, we transform data into intelligence, in a fast and efficient manner, so that our clients can spend their time on what matters most – running their organizations with confidence. Through leading-edge, proprietary technology and a massive data repository, our data and analytical solutions harness the power of data fusion, uncovering the relevance of disparate data points and converting them into comprehensive and insightful views of people, businesses, assets and their interrelationships. We empower clients across markets and industries to better execute all aspects of their business, from managing risk, conducting investigations, identifying fraud and abuse, and collecting debts, to identifying and acquiring new customers. At cogint, we are dedicated to making the world a safer place, to reducing the cost of doing business, and to enhancing the consumer experience.

RELATED LINKS: <http://www.cogint.com> and <http://www.ididata.com>

Forward-Looking Statements

This press release contains "forward-looking statements," as that term is defined under the Private Securities Litigation Reform Act of 1995 (PSLRA), which statements may be identified by words such as "expects," "plans," "projects," "will," "may," "anticipate," "believes," "should," "intends," "estimates," and other words of similar meaning. Such forward-looking statements include whether Mr. Johnson's knowledge of our industry and demonstrable success building out sales operations will drive increasing and sustained revenue growth within multiple verticals in the Company's risk management business. Readers are cautioned not to place undue reliance on these forward-looking statements, which are based on our expectations as of the date of this press release and speak only as of the date of this press release and are advised to consider the factors listed above together with the additional factors under the heading "Forward-Looking Statements" and "Risk Factors" in the Company's Annual Report on Form 10-K, as may be supplemented or amended by the Company's Quarterly Reports on Form 10-Q and other SEC filings. We undertake no obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future events or otherwise, except as required by law.



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