



Half-yearly results for six months ended 30 September 2019

12 November 2019





Strategic and operational review

Brian Cassin, Chief Executive Officer



First-half results highlights

Financial and strategic progress

- First-half total revenue +8%, organic revenue +7%; Q1 +6%, Q2 +7%
- Business-to-Business +6%
 - New product innovations scaling
 - Strength in Data across all regions
- Consumer Services +11%
 - 2m Experian Boost unique connections
 - 70m free members
- EBIT +6% at constant currency; margins 26.9%

Capital allocation

- Inorganic investment in bureau acquisitions, bolt-ons and minority investments
- US\$137m completed of share repurchase programme in the first half; US\$181m at 8 November 2019
- First interim dividend +4% to 14.5 US cents per share

Our strategic focus areas

Make credit and
lending simpler and
faster

Empower consumers
to improve their
financial lives

Help consumers
control their data and
verify identity

Remove complexity
and increase
transparency in
underserved verticals

Enable businesses to
find, understand and
connect with
audiences

How we execute

Core data platforms

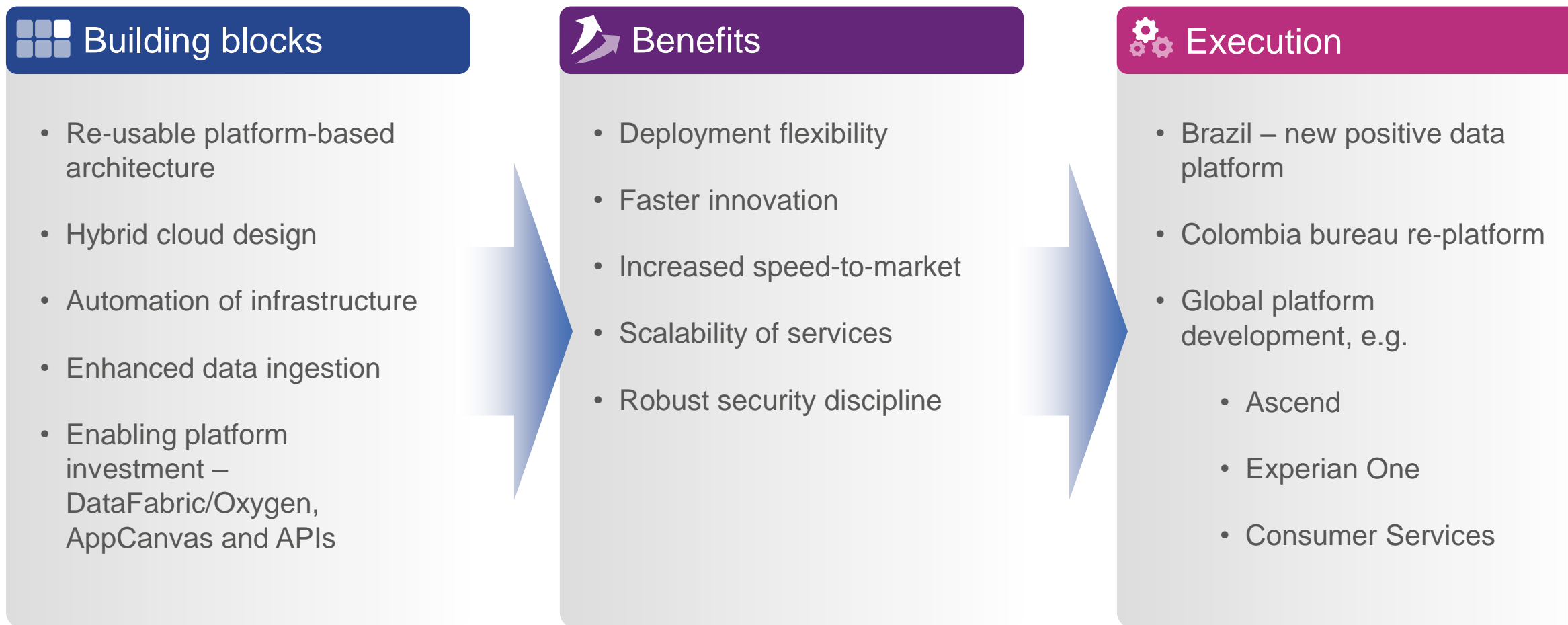
Open data platforms

Advanced analytics platform

Decisioning platform

Consumer engagement

Technology investment benefits are materialising



North America: +10% organic revenue growth

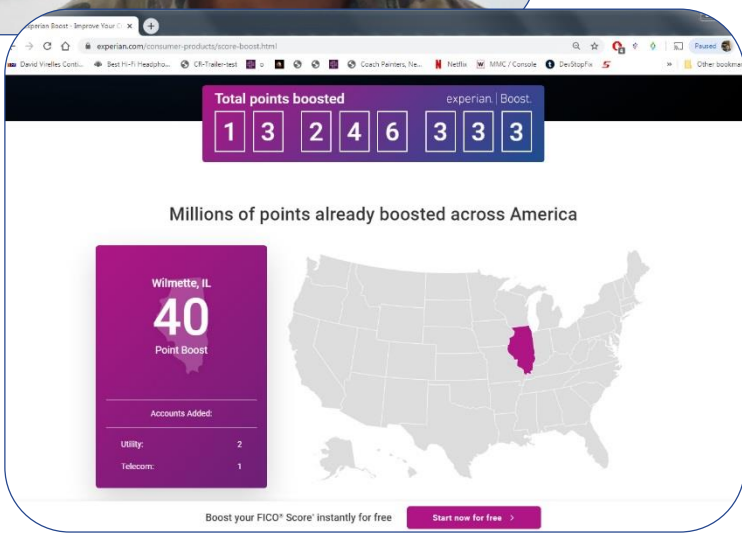
B2B +8%

- Broad-based growth includes:
 - Strength in data, including consumer information and Clarity Services synergies
 - Successful new product deployment, e.g. Ascend
 - Multi-product client engagements
 - Client wins for fraud and identity
 - Continued broadening of health offer

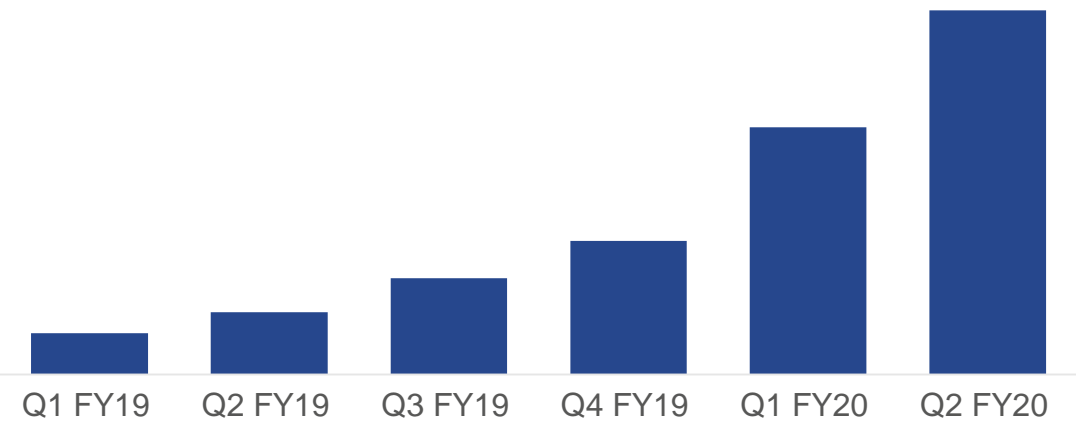
Consumer Services +13%

- 24m free members
- Experian Boost unique connections of 2m
- Propositions across the Experian.com eco-system benefit from additional traffic

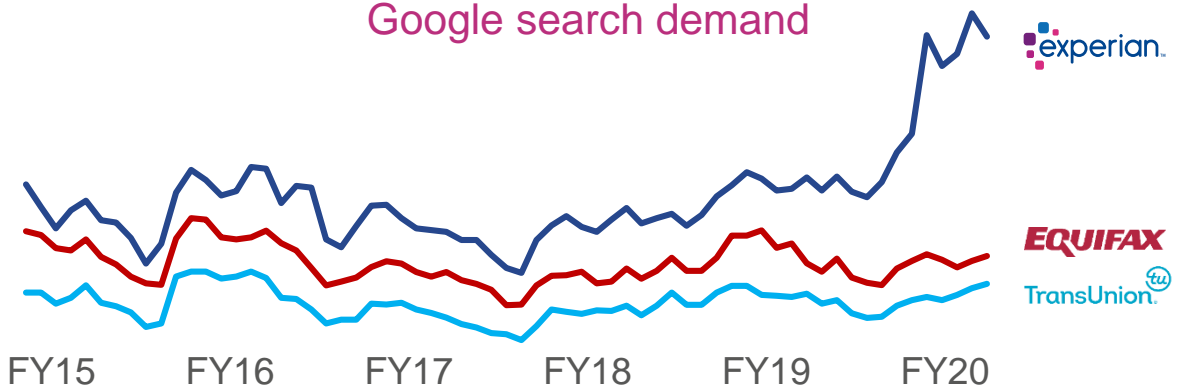
CreditMatch update



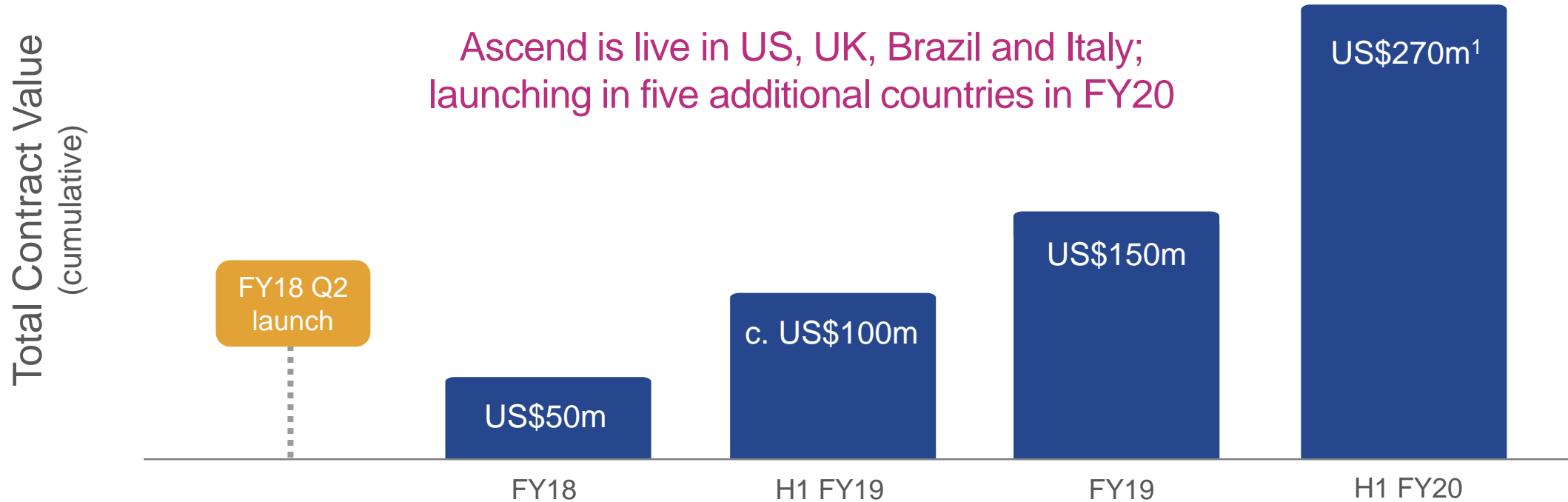
Quarterly CreditMatch approvals



Google search demand

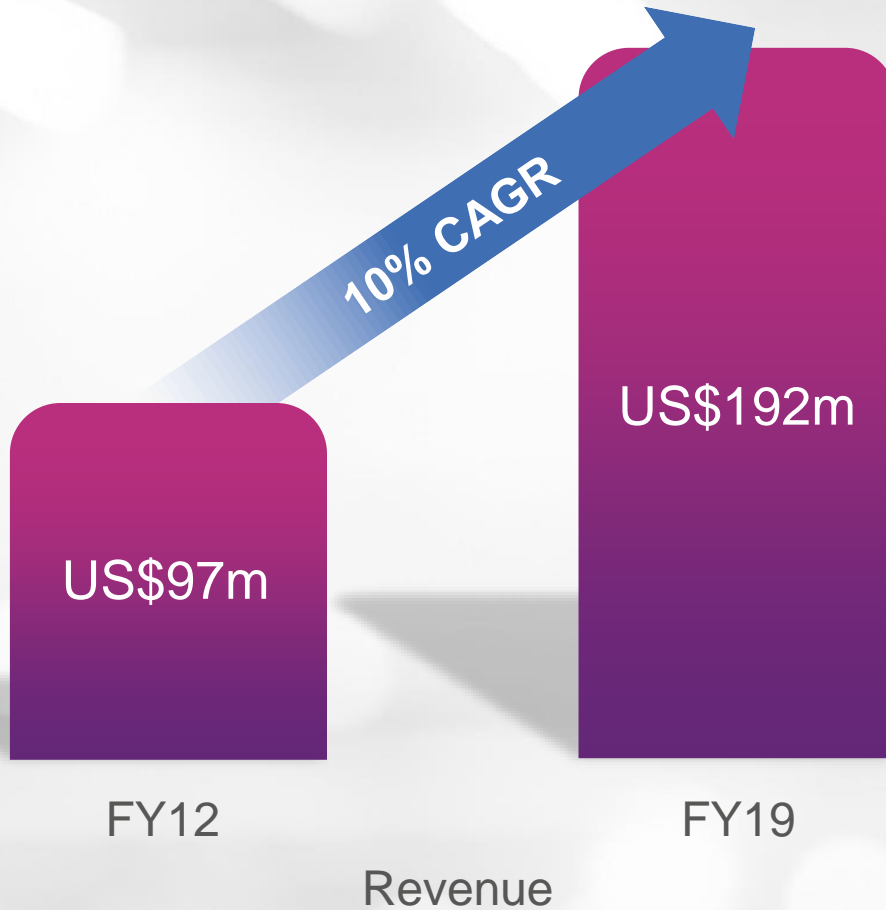


Update on Ascend platform rollout



¹ As at 31 October 2019.

Vertical expansion - automotive



- Automotive expansion driven by greater penetration of ecosystem
- First automotive client win for Ascend sandbox
- Auto ID acquisition extends fraud mitigation capabilities for auto lenders

Latin America: +10% organic revenue growth

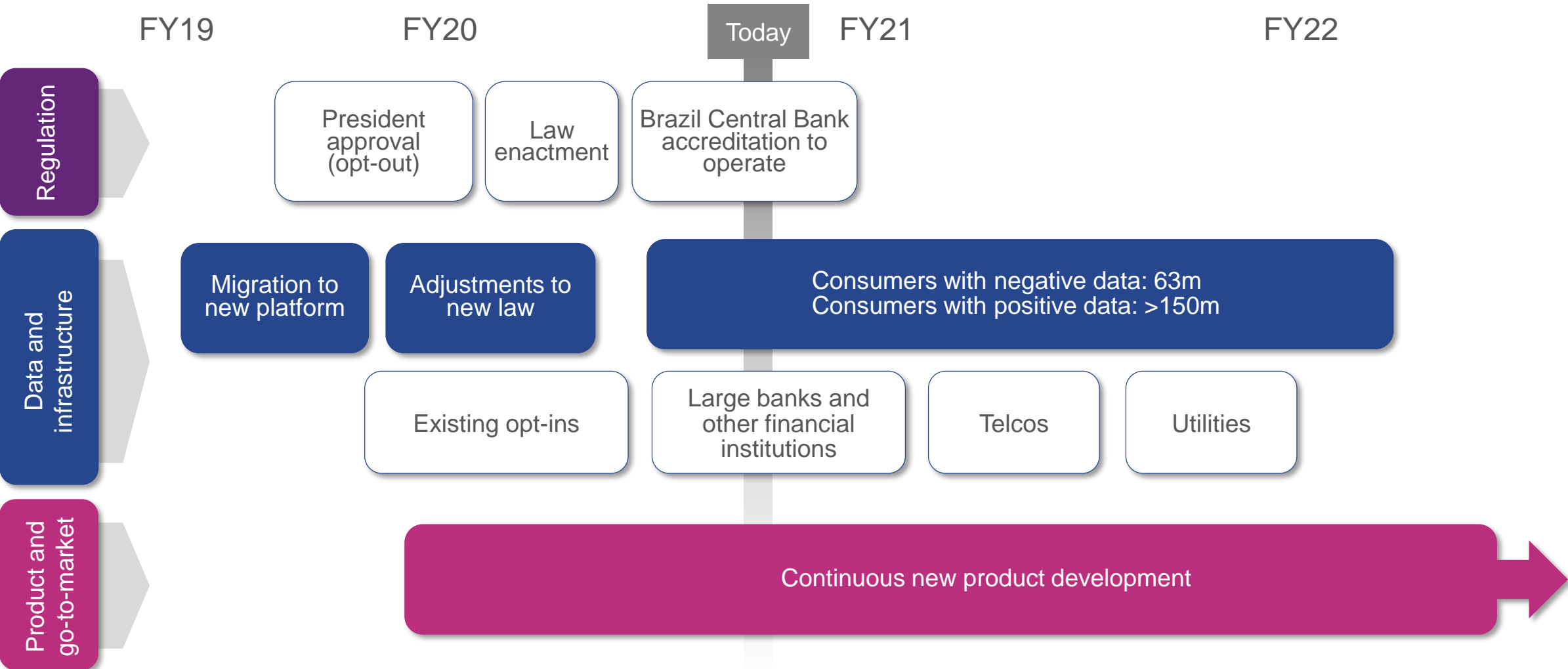
Brazil

- Strength in B2B as economy recovers
- Ascend secures first clients
- Automotive vertical expansion underway
- Consumer firmly into monetisation phase; 39m free members

Spanish Latin America

- Good client wins in Colombia
- Benefits to accrue from bureau modernisation
- Start-up Consumer Services business in Colombia in development

Brazil: preparing for positive data



UK and Ireland: flat organic revenue

B2B (1%)

- Strength in consumer credit bureau as innovation portfolio rolls out
- Market uncertainty affecting timing of client decisions
- Good pipeline with new client wins for Experian One

Consumer Services +3%

- Free memberships grow to 6.6m
- Strong acquisition into CreditMatcher
- Significant programme of new features and deployments planned

EMEA/Asia Pacific: total revenue growth +5%; organic revenue -3%

EMEA

- Solid progress as we deploy global Experian capabilities, including Ascend and open data platforms
- Compuscan trading well

Asia Pacific

- Lapping prior Marketplace wins
- Bureaux performing well – India, Australia and extending footprint to Malaysia
- Strong PowerCurve Collections pipeline



Financial review

Lloyd Pitchford, Chief Financial Officer



Financial overview

- Good first-half performance and momentum
- Robust B2B growth and Brazil recovery
- Strong Consumer Services momentum
- Raised FY20 organic revenue guidance. EBIT margin guidance unchanged



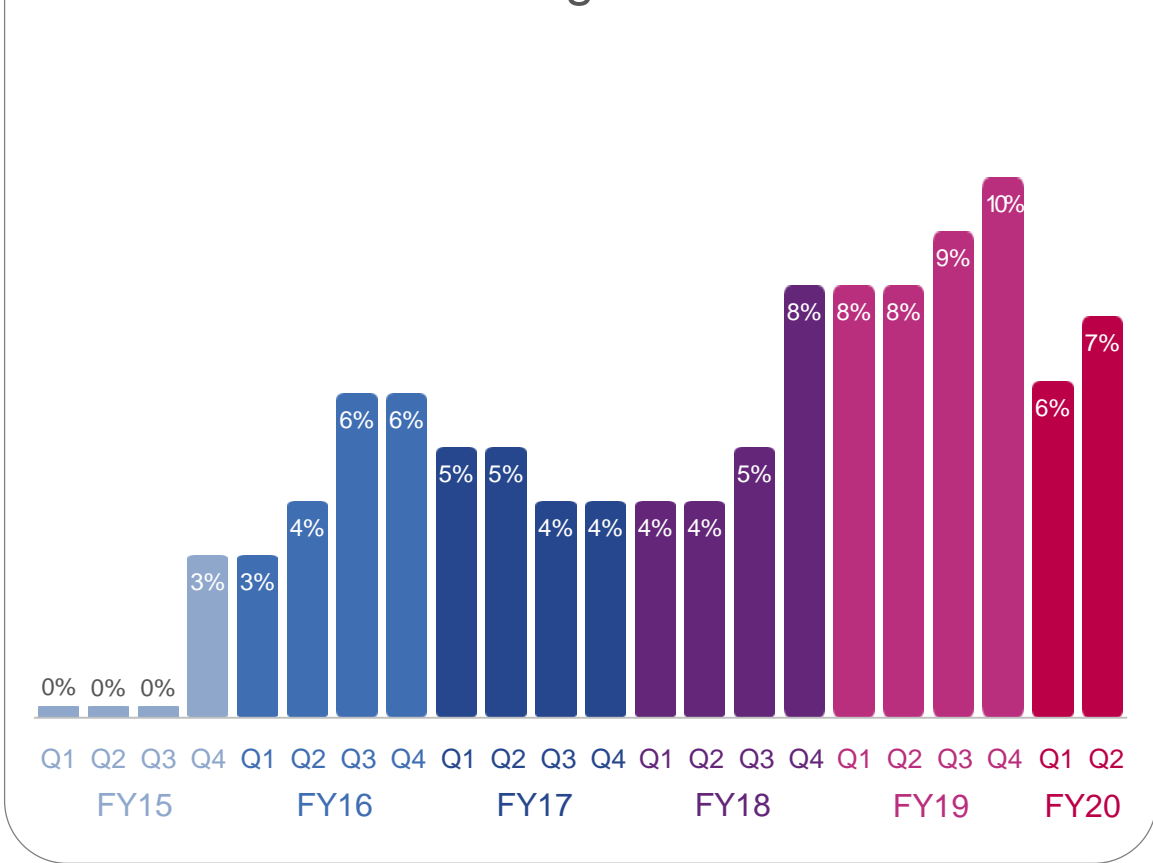
Highlights – first half FY20

		Constant exchange rates	Actual exchange rates
Revenue growth	Total revenue growth	8%	6%
	Organic revenue growth	7%	
EBIT	Benchmark EBIT growth	6%	
	<i>EBIT Margin</i>	26.9%	
Earnings	Benchmark earnings per share growth	3%	1%
Operating cash flow	Benchmark operating cash conversion		51%
Dividend	First interim dividend per share growth		4%

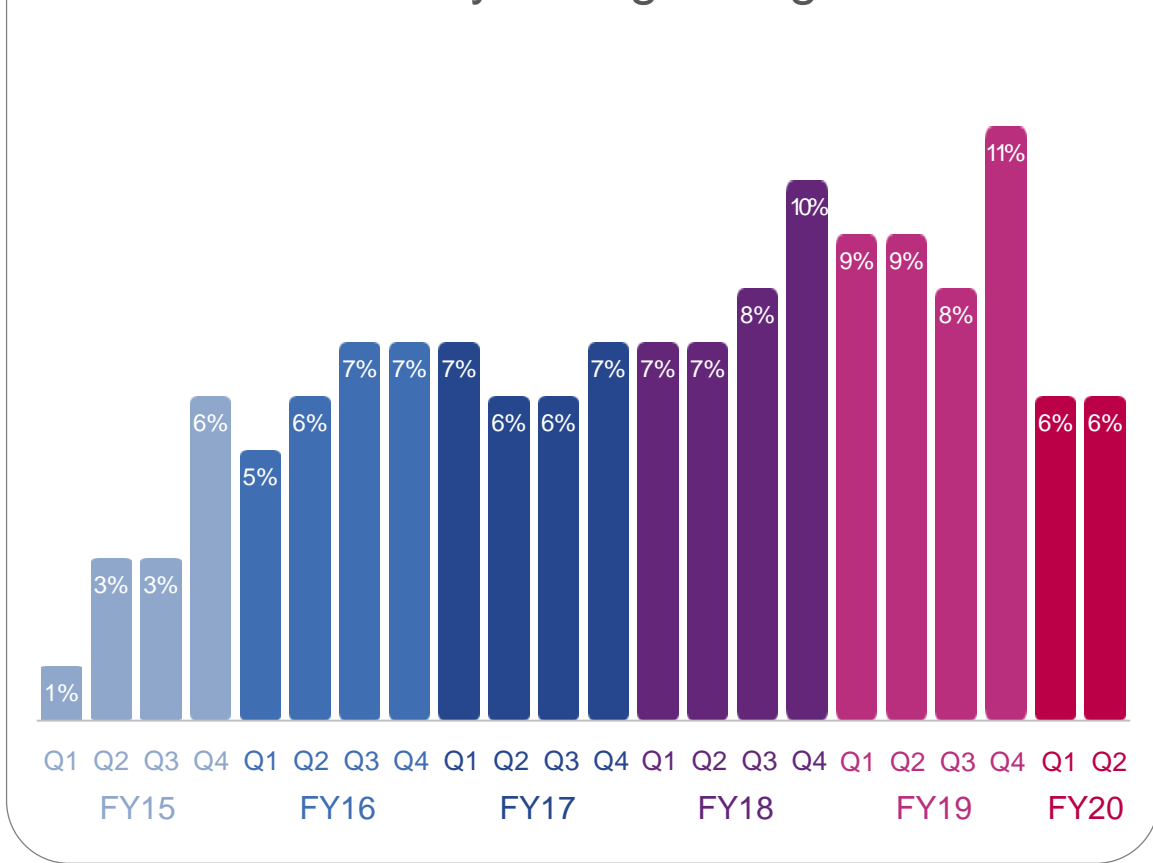
Certain financial data have been rounded within this presentation. As a result of this rounding, the totals of data presented may vary slightly from the arithmetic totals of such data. Revenue, Benchmark EBIT growths and Benchmark EBIT margin are on an ongoing activities basis.

Organic revenue trends

Global growth



Consistently strong B2B growth

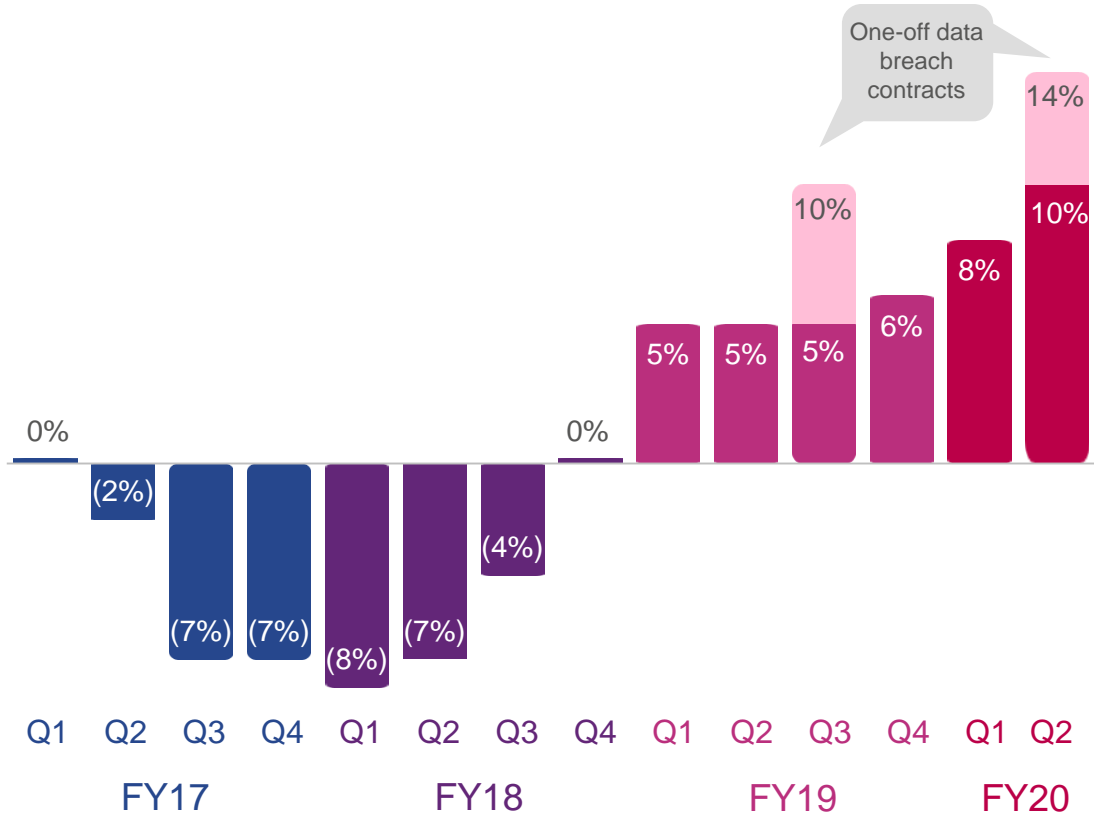


B2B defined as Credit Services, Decision Analytics and Marketing Services from FY15 to FY18.
B2B defined as Data and Decisioning for FY19 and FY20.

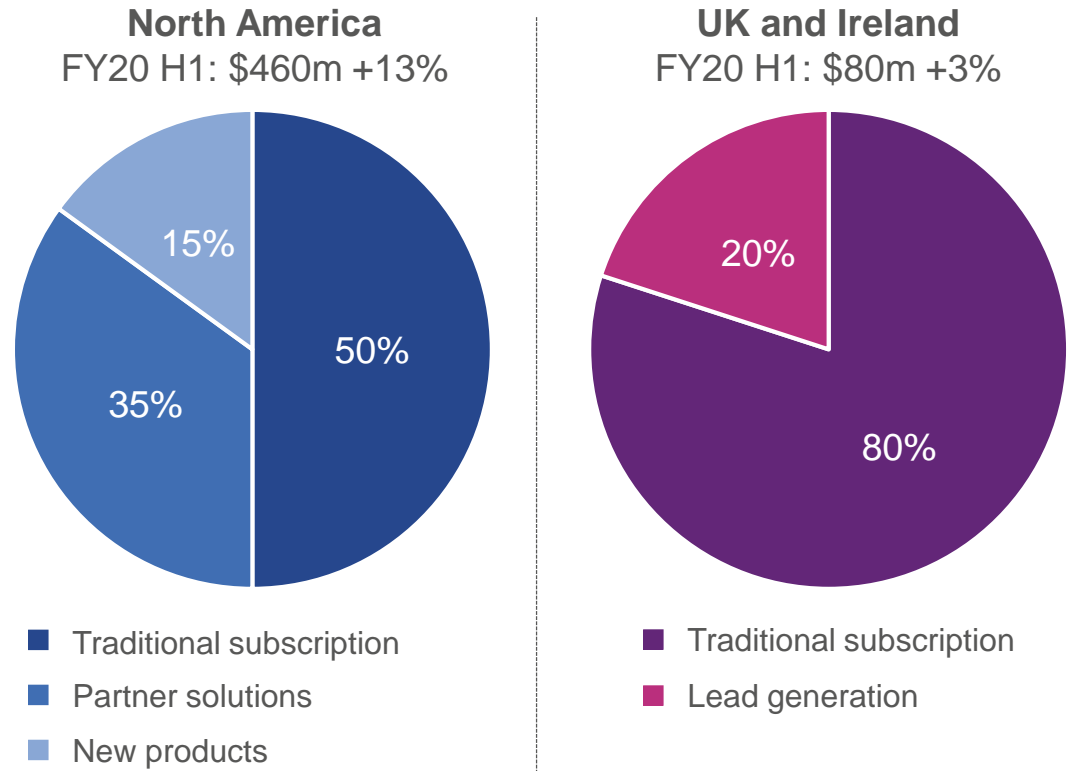


Consumer Services trends

Consumer Services growth momentum



Consumer Services breakdown



North America

Six months ended 30 September
US\$m

	2019	2018	Total growth	Organic growth
Data	791	726	9%	9%
Decisioning	322	301	7%	6%
Business-to-Business	1,113	1,027	8%	8%
Consumer Services	460	403	14%	13%
Total revenue	1,573	1,430	10%	10%
Benchmark EBIT – ongoing activities	544	492	11%	
Benchmark EBIT margin	34.6%	34.4%		

All results are Benchmark figures and are on an ongoing activities basis.
Growth at constant exchange rates.

Latin America

Six months ended 30 September
US\$m

	2019	2018	Total growth	Organic growth
Data	300	287	10%	10%
Decisioning	52	52	7%	7%
Total revenue	352	339	10%	10%
Benchmark EBIT – ongoing activities	97	98	6%	
Benchmark EBIT margin	27.6%	28.9%		

All results are Benchmark figures and are on an ongoing activities basis.
Growth at constant exchange rates.

UK and Ireland

Six months ended 30 September
US\$m

	2019	2018	Total growth	Organic growth
Data	182	184	4%	4%
Decisioning	109	126	(8)%	(8)%
Business-to-Business	291	310	(1)%	(1)%
Consumer Services	80	83	3%	3%
Total revenue	371	393	0%	0%
Benchmark EBIT – ongoing activities	75	101	(20)%	
Benchmark EBIT margin	20.2%	25.7%		

All results are Benchmark figures and are on an ongoing activities basis.
Growth at constant exchange rates
FY19 H1 has been restated for the divestment of certain B2B businesses

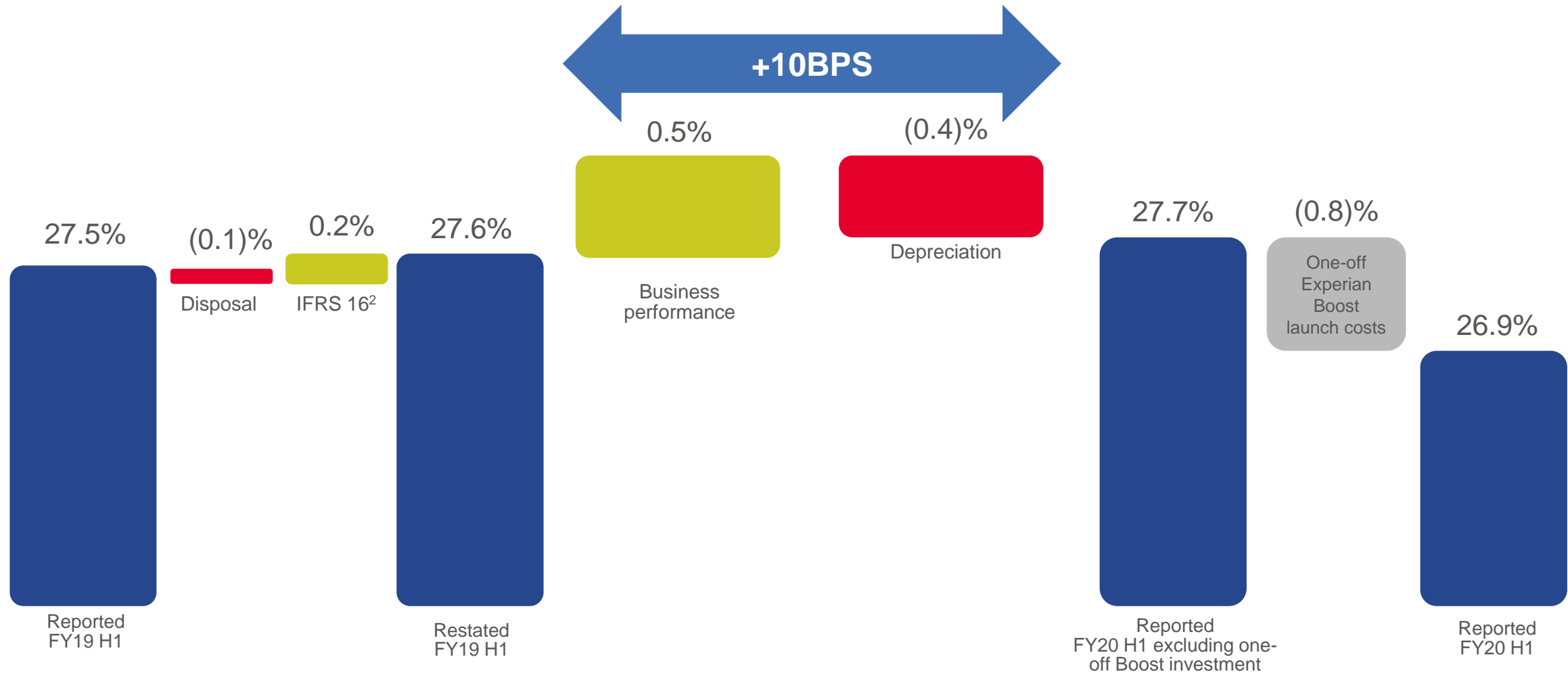
EMEA/Asia Pacific

Six months ended 30 September
US\$m

	2019	2018	Total growth	Organic growth
Data	104	86	26%	7%
Decisioning	95	113	(11)%	(12)%
Total revenue	199	199	5%	(3)%
Benchmark EBIT – ongoing activities	(5)	(9)	46%	
Benchmark EBIT margin	(2.5)%	(4.5)%		

All results are Benchmark figures and are on an ongoing activities basis.
Growth at constant exchange rates.

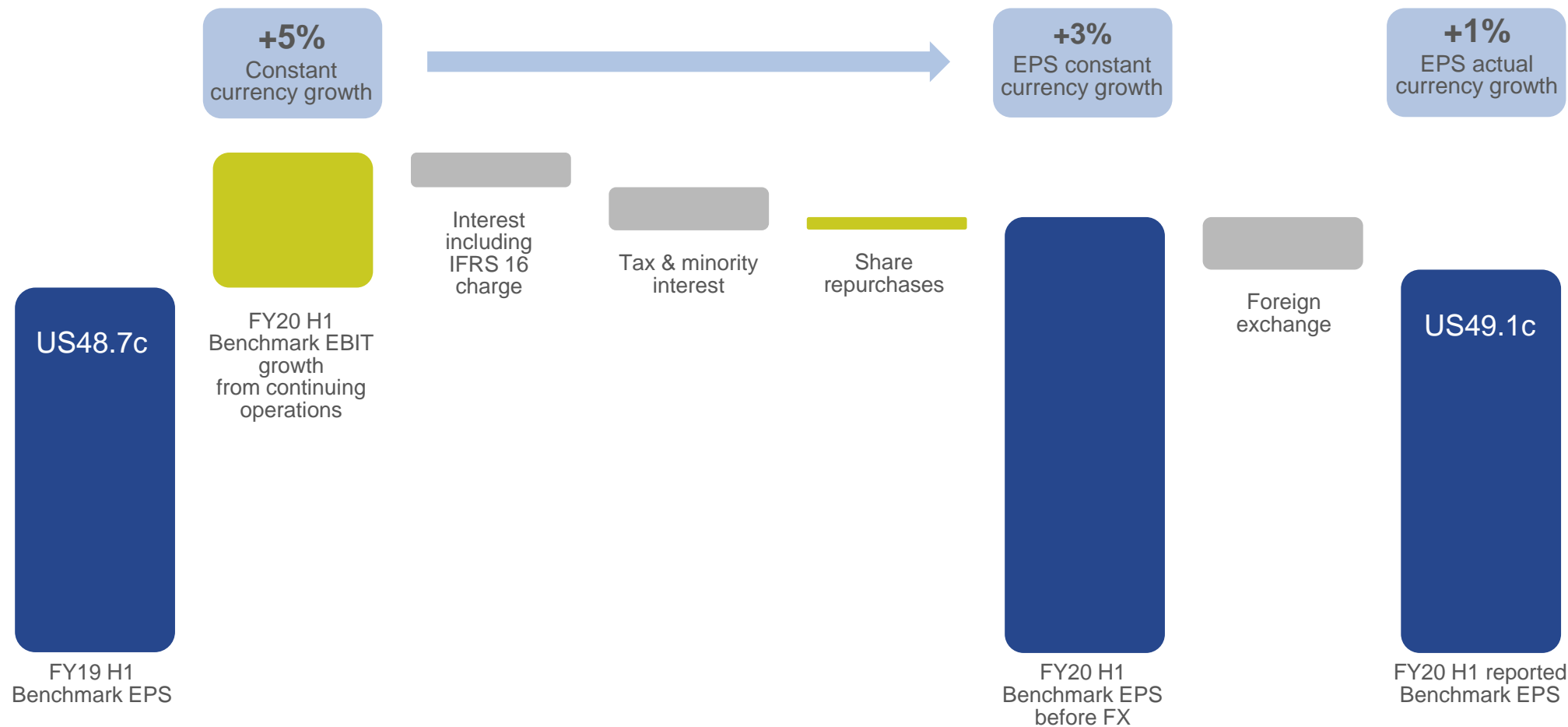
Benchmark EBIT margin¹



1 EBIT margins calculated on an ongoing activities basis.

2 IFRS 16 benefit is offset in interest charge.

Benchmark earnings per share (EPS)



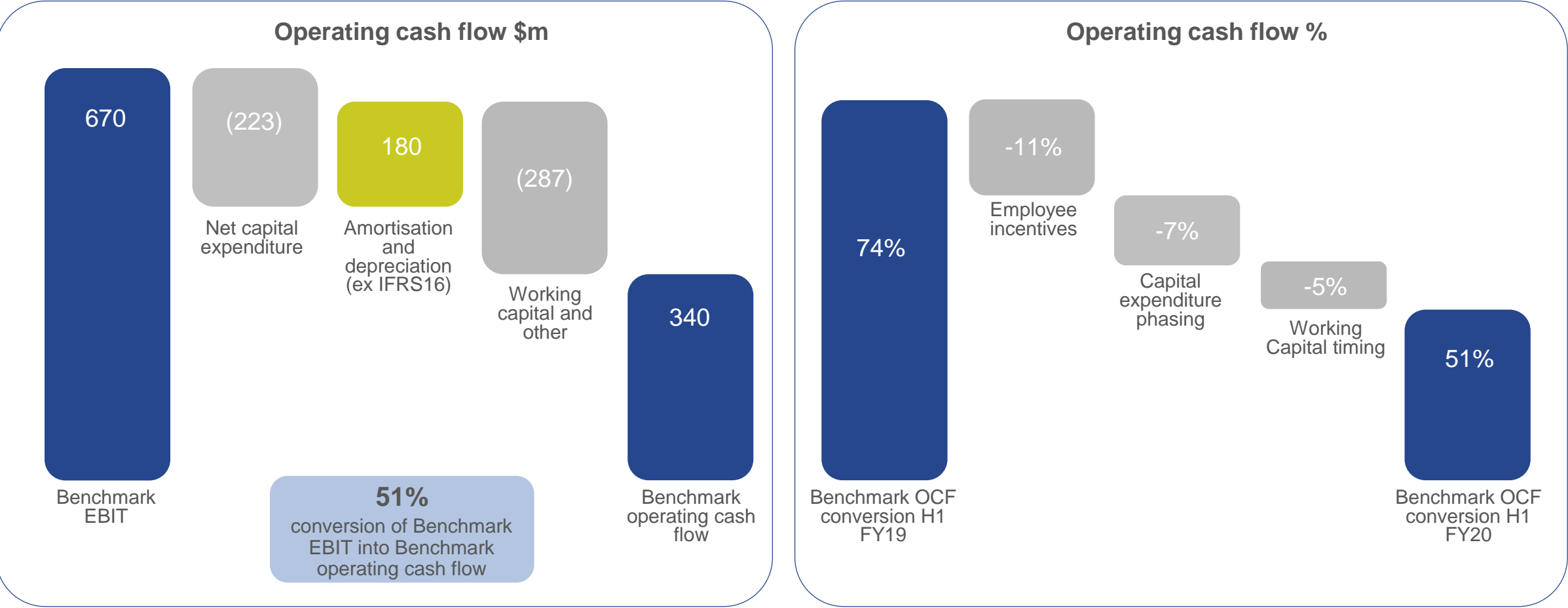
Reconciliation of Benchmark to Statutory PBT

Six months ended 30 September
US\$m

	2019	2018	Growth (actual rates)	Growth (constant rates)
Benchmark profit before tax	604	593	2%	4%
Amortisation of acquisition intangibles	(59)	(56)		
Acquisition related items	(15)	(9)		
Exceptional items	1	-		
Non-cash financing remeasurements	(51)	(58)		
Statutory profit before tax	480	470	2%	

Benchmark operating cash flow

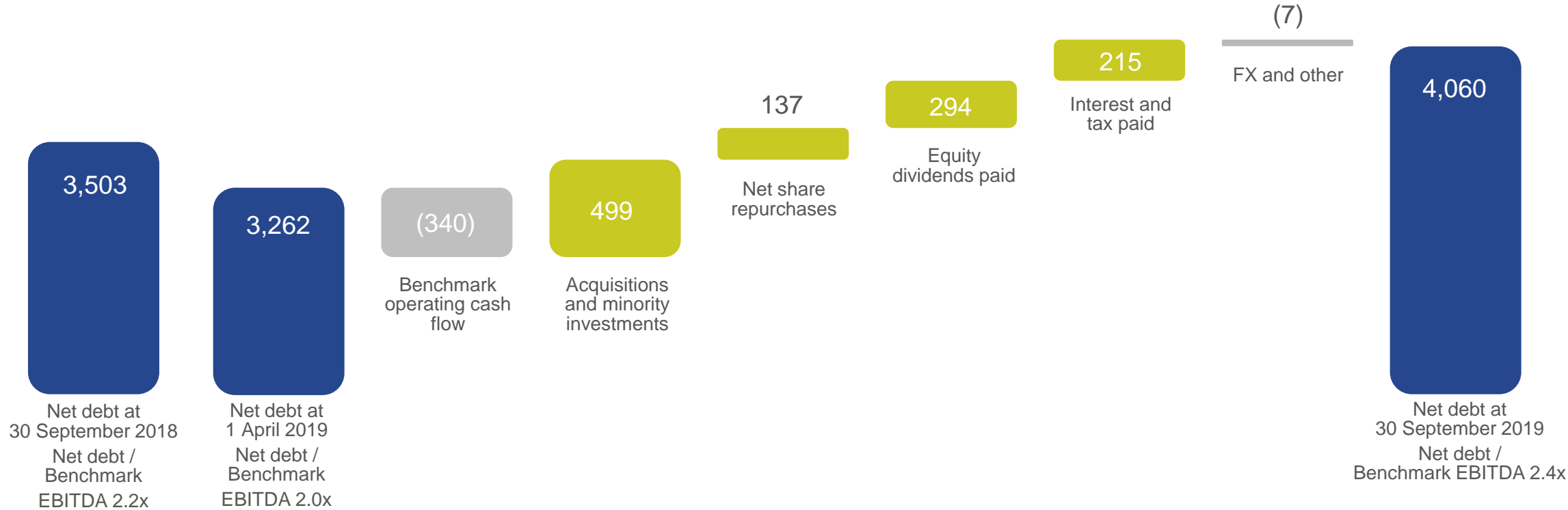
Six months ended 30 September
US\$m



OCF = operating cash flow.

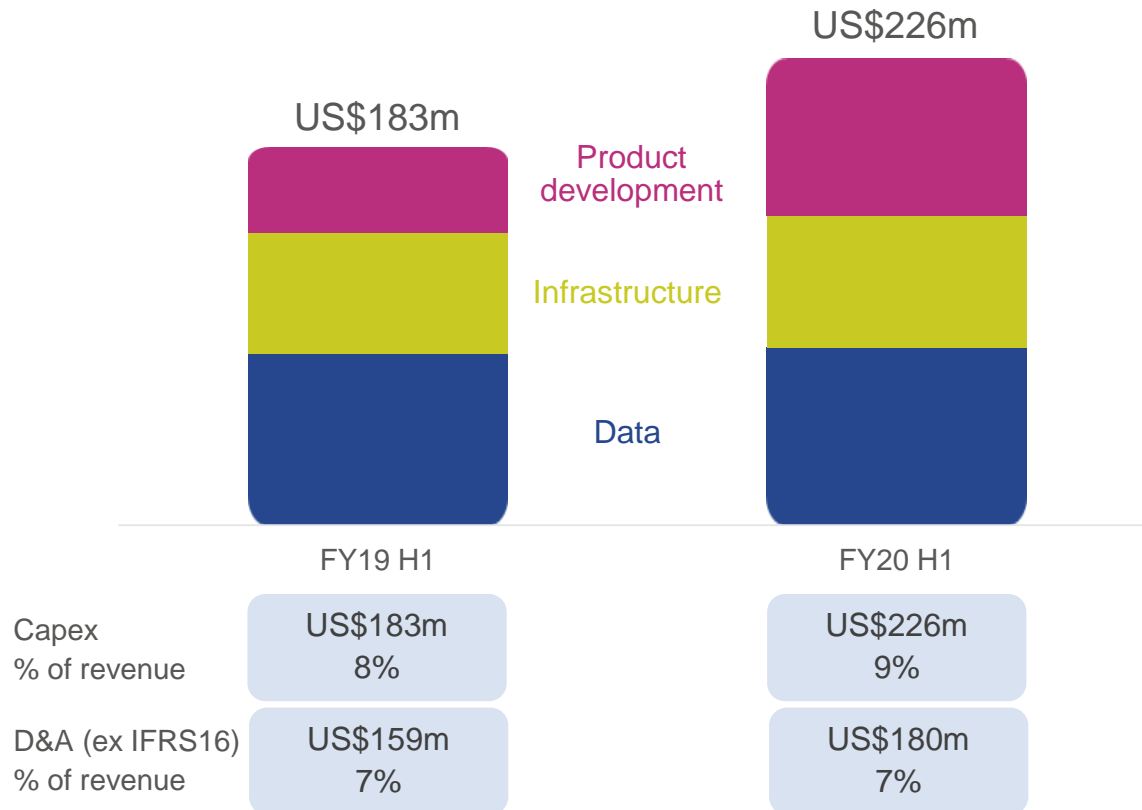
Net debt reconciliation

US\$m



Investment in technology and innovation

Capex spend



- Investing behind our innovation and technology transformation program
- FY20 spend more evenly weighted between halves
- Increased investment focused in the areas of global platform scaling, new product innovation and preparing for Brazil positive bureau launch
- Continue to invest in the 9-10% of revenue range

Acquisitions and investments in first half FY20

Compuscan	Leading South Africa bureau and information services business
Look Who's Charging	Categorisation and open banking technology in Australia
Castlight	Open banking technology in the UK
MyHealthDirect	Digital health coordination solutions
Experian Microanalytics	Alternative credit scoring data. Stake increased from 55% to 100%
Minority investments	Number of strategic investments including Compare Asia Group and Grab
Total	
US\$499m	
Auto ID	Automotive vertical expansion
RAMCI	Bureau in Malaysia. Stake increased from 32% to 74%

Modelling considerations for FY20

Organic revenue growth¹

Raised to 7 – 8%

Acquisitions¹

Raised to 1-2% to revenue growth

Benchmark EBIT Margin¹

Modest margin expansion

Net interest

Reduced to US\$130m

Benchmark tax rate

c.26%

Minority interest

c. US\$4m

WANOS²

c.900m

Capital expenditure

c.9-10% of revenue

Foreign exchange

Now c.1-2% EBIT headwind

¹ At constant currency.

² Weighted average number of shares.

Summary and outlook

- Good first-half momentum
 - Strong B2B performance
 - Strong Consumer Services momentum
- Outlook for FY20; at constant currency
 - Upgrade to full-year revenue guidance
 - EBIT growth at or above rate of revenue growth
 - Strong progress in Benchmark EPS



Summary

Brian Cassin, Chief Executive Officer



Summary



- Investment in innovation; starting to scale
- Significant audience generation in Consumer Services converting into new revenue streams
- Positive data in Brazil imminent
- Expect to sustain good momentum in H2 FY20



Appendix



Appendix

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Appendix

Event calendar

17 January 2020

Third quarter trading update, FY20

20 May 2020

Preliminary results announcement, FY20

16 July 2020

First quarter trading update, FY21

22 July 2020

Annual General Meeting

Appendix

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