Experian Q3 FY23 Trading Update – 17 January 2023

Opening Remarks

Brian Cassin
Chief Executive Officer, Experian

1. Introduction

Hello, everybody, and welcome to our Q3 trading update call. I hope you are all keeping well. I am here as usual with Lloyd, who will take you through the trading performance after my opening remarks.

2. Highlights

While economic conditions have become a little harder, Q3 was another solid quarter. Total revenue growth was 7% at constant exchange rates, and organic revenue growth was 6% against a tougher prior year comparable. All regions delivered growth, with a double-digit performance again in Latin America. By segment, Consumer Services – where we now reach 149 million free members globally – had about 10% organic growth, and B2B was up 5%. In all, Q3 came in line with the expectations we discussed with you in November.

3. Regional Performance

North America

Let me now touch on some of the regional Q3 highlights, starting with North America, where organic revenue growth was 5%. While mortgage continues to be quite weak and there has been an uptick in credit delinquencies, it is still concentrated in some categories, with others like card still below pre-pandemic levels. We do generally see a more cautious stance and tightening of criteria, but overall lender behaviour seems more precautionary than as a direct result of consumer credit stress, other than in the sub-prime categories. The market is still quite segmented, with lenders looking to acquire in prime, and most banks in fact continue to hire and lend. This is supported by the US labour market, which is still very tight.

When mortgage is excluded, our core bureau delivered growth in the quarter. Ascend continues on a very positive trend, with more modules coming to market. We have higher levels of client interest and healthy pipelines. We are also making good progress with verifications, with record account growth and new clients signed for Verify as well as for Employer Services.

Our other verticals are also contributing positively. The performance in Health was very good, especially when you adjust for the strong prior-year comparable. Automotive is holding up well. Targeting is a notable callout advancing strongly in the quarter. This business is making a lot of progress in its digital portfolio, taking advantage of sectoral shifts into digital channels like Advanced TV and the growth in identity management.

Consumer Services had another strong quarter. The investment we put into new products is paying off, as is our natural countercyclicality, which is starting to kick in. We are seeing tighter credit criteria in the card and loan market, but our marketplace still delivered another strong quarter of growth. Many lenders continue to grow with us because our traffic is growing and because we support and target their offers more precisely. We are doing that using a new capability rollout called Experian Activate.

Insurance is also adding to our growth, and we are starting to see good pickup in premium enrolments, which is a typical feature of our model.

Latin America

Latin America delivered another really strong performance, delivering organic revenue growth of 16%. In Brazil, positive data products, Ascend and decisioning are all growing well. We are also making progress in key end markets and new verticals. Our SME channel is growing, and the Agribusiness vertical is also building from a small base.

Spanish Latin America, where we have been steadily building our position with selected bureau acquisitions, also delivered another strong performance.

Consumer Services in Brazil had a very strong quarter and was up 40%. Q3 is when we hold our Limpa Nome fair, and it was a big success. Consumers in Brazil need help to manage and resolve outstanding credit. Serasa is very well positioned to do this. Our consumer platform was also adding to its free member count, and tucking in acquisitions like PagueVeloz are helping us to further diversify the sources of growth.

UK and Ireland

Of all our regions, the UK and Ireland has probably faced the most economic turbulence, particularly in October. Against this backdrop, our performance here is really quite encouraging, with organic revenue growth up 6%. Within this, B2B is up 10%. While the external narrative in the UK has been negative, the position is actually quite complex and presents us with growth opportunities. There has been some resilience in credit markets, with lending continuing; households are obviously being quite considered about their spending decisions, which helps affordability measures.

UK banks are also well capitalised, with strong liquidity positions, although, as they are in the US, they are adopting a more cautious stance and tighter lending standards. All of this is driving demand for detailed analysis, careful segmentation portfolios to understand risk at an ever more granular level, and to help them to continue to lend where appropriate and manage customer indebtedness. This drives demands for products like triggers, flags and other analytical products, which we can obviously help them with. Other factors supporting our B2B performance are new business wins we discussed in November and a successful execution of our transformation program. We felt the impact more on UK Consumer Services, which had a tougher quarter. Revenues were impacted in marketplace and in premium subscriptions.

EMEA/Asia Pacific

EMEA/Asia Pacific delivered organic revenue growth of 1%, with the majority of our markets contributing. We are making good progress in our plan to strengthen our core business and scale for growth. We will be turning our attention to the growth plan as we head into FY24.

Financial Review

Lloyd Pitchford
Chief Financial Officer, Experian

1. Trading Performance

Happy New Year, everyone. As you have seen, we had a good quarter in line with our expectations, with Q3 organic revenue growth of 6%. Excluding headwinds from mortgage and one-off health revenue in the prior year, organic revenue growth was 8%. Our core bureaux of businesses have remained resilient, and Consumer Services delivered another strong quarter. Organic revenue for

Consumer Services was up 10%, whilst B2B was up 5%. Including acquisitions, our total revenue growth at constant exchange rates was 7%. Exchange rates were a 3% revenue headwind in the quarter, bringing total revenue at actual exchange rates to 4%, mainly attributable to movements in sterling relative to the US dollar.

2. Regional Performance

North America

Turning to performance by region, in North America, organic revenue was up 5%, with B2B up 2% and Consumer Services up 9%. Within B2B, Data was up 2%. Bureau revenue, excluding mortgage, grew 5% as we lapped a strong prior-year holiday lending season. Mortgage declined 42% in line with expectations, and we expect a similar level of decline in Q4. Ascend continues to perform well, delivering another quarter of double-digit organic revenue growth as we secure new clients and sign new key renewals.

We continue to make good progress in the employment and verification space, with increasing confidence in delivering over US$150 million of revenue this year. Decisioning was up 5%, with good growth in both Health and Decision Analytics. The Health business lapped one-off COVID-19-related revenue in the prior year; excluding this, Health growth would have been 11% in the quarter, reflecting strong underlying trends in collections and payments.

Decision Analytics had a good quarter of growth across both software and analytics. Consumer Services was up 9%, with growth from all product lines. Marketplace held up well against the backdrop of tightening credit supply and grew 30% in the quarter. Subscription enrolments have continued strong, whilst Partner Solutions also deliver good growth, helped particularly by data breach services.

Latin America

Moving onto Latin America, organic revenue was up 16%. At constant exchange rates, total revenue was up 17%, including acquisitions. Including the FX tailwind during the quarter, revenue grew 21%. B2B was up 11% organically, while Consumer Services delivered organic growth of 40%. Data grew 10% organically as our clients continued to adopt more positive data features. Our Ascend platform grew well, and we are making good progress in our Agribusiness vertical, where revenues doubled in the quarter.

Consumer Services grew strongly and across all areas. Q3 is when we host our annual Limpa Nome fair, which allows consumers to renegotiate their debt both online and in person. It was a particularly successful event this year. We continue to make good progress in Marketplace and in premium services, and PagueVeloz grew well during the quarter.

UK and Ireland

The UK saw 6% organic revenue growth. B2B grew 10% whilst Consumer Services was down 8% on last year. Data grew 7% during the quarter. Whilst lenders have tightened credit policies they have continued to lend, and we benefitted from a growth across all of our main business units. Affordability and eligibility products performed very well, providing much-needed insight to lenders to support credit decisions. Decisioning was up 15% organically, with a strong contribution from software and analytics.

Consumer Services declined by 8% as Marketplace softened due to lenders tightening credit criteria and, in some cases, removing products, with specific disruption to lending markets following the mini budget. Towards the end of December, we soft launched our new product feature for subscription customers, CreditLock. It empowers consumers by enabling them to log their credit report, preventing new lines of credit being added, and then unlock when they apply for credit.

EMEA/Asia-Pacific

In EMEA/Asia-Pacific, organic revenue grew 1%. In Decisioning, we grew 16%, with good growth across most of our markets, while Data was down in the quarter.

3. Guidance

Turning now to our near-term expectations, while the economic environment continues to be more challenging, with one quarter to go, our full-year expectations are unchanged from those we discussed in November. We continue to expect organic revenue growth for the year to be within the range we previously discussed of 7% to 9%, with a further 1% from acquisitions. Our margin guidance is also unchanged, where we expect to deliver modest margin expansion at constant currency.

Summary

Brian Cassin

Thanks, Lloyd. To summarise, we delivered a solid performance in Q3. We did have some tough comparables and market conditions have softened in some segments, but our performance is pretty encouraging. Our strategic growth initiatives and the countercyclical features of our model are a key factor in this. With one quarter to go, we are confident that we will deliver the year within the range we set out in May last year. With that, we will open up the line for questions.

Questions and Answers

Paul Sullivan, Barclays

Morning, everyone. I am going to bore you with some macro and near-term questions, I am afraid. Firstly, given the comps, it sounds like Q4 should be better than Q3. Can you run through where you would expect improvement and where you see risks to the downside into the fourth quarter? Specifically on US bureau ex mortgage slowing to five, how do you assess the risks to that slowing further? Finally, any thoughts on how we should be thinking about the shape of overall guidance into next year? Is mid-single-digit still as bad as it gets, in your view?

Lloyd Pitchford

As we move into Q4, clearly, the two one-off items that we reference in the comps drop away, so that helps Q4. That is a good reason why Q4 is likely to be a little bit better than Q3. Clearly, we are trending into slightly tighter credit markets, so that might be a little bit more challenging in Q4 than it has been in Q3 on the trend of economic growth. Your analysis of Q4 being a little bit better than Q3 is good, and then finishing the year well in that guidance of 7% to 9% organic.

As you stand back at the trends of this year into next, we clearly started this year with some questions around how the economy would develop this year. You have seen that we have held our guidance and we have performed really well given that backdrop. Looking ahead, most economists think growth will be a bit lower next year, so things will be a bit tougher for us, but you see a lot of resilience across our businesses. Brazil is growing well. The targeting business is doing well. Health is growing double-digit If you exclude the comp. We have previously talked about all of those things as to why we would expect this portfolio to be even more resilient in any downturn than we saw previously, where we continue to grow through the Global Financial Crisis. All of that supports the outlook that we have given in a downturn scenario.

Paul Sullivan, Barclays

Anything specifically on US bureau ex mortgage?

Lloyd Pitchford

You have the very strong holiday season that we had last year, and then, clearly, just some of the comments we are making about a gradual tightening of some areas of the market. When we look at the business, the fact that Marketplace in the US continues to grow 30% in the quarter tells you that there is strong demand for credit on the consumer side, as well as supply and a willingness to lend. If you look in the UK, despite all of the disruption that we saw in lending markets in the quarter, the fact that the B2B business grew 10% shows you the diversity we have in the different products that we offer into the market. This is all pointing to resilience in a downside scenario and a lot of growth in our business from all the investments that we have been making.

Kelsey Zhu, Bernstein Autonomous

My first question is on Brazil. I am just wondering if you can provide a little bit more colour on how the recent political development might affect your operations or near-term outlook in Brazil. Could you also talk a little bit more about the competitive dynamic between the four players in that market, and how you envision the competitive landscape might change with the latest announcement from Equifax to acquire Boa Vista?

Brian Cassin

I did not quite hear the first question. I think it was about whether the impact of the elections would have any impact on our business. The answer is no. We do not see anything. Of course, there are no real policy announcements yet from the new government, so it is pretty early days. We will see what happens as and when new policy announcements come forward. As we commented in November, most of what is driving Brazil is really related to all of the market changes that have happened over the last decade with the introduction of positive data and a drive for increased financial inclusion. We do not really see that the new administration is going to change any of that because it is really driving the economy forward and bringing a lot more people into mainstream financial services, which is a key objective. We expect that to continue.

Secondly, the biggest impact on competitive dynamic in Brazil over the last decade, again, is positive data. You can see that the performance of our business in that context has been outstanding. We are in a great position, and I do not really expect that to change, even though the makeup of some of the competitors may change.

Kelsey Zhu

My second question is on North America. You have booked really strong growth in Auto and targeting this quarter, and they have been up 7% and 14%. I am wondering if that is more in line with what you have seen in the underlying market, or is that mainly attributable to share gain? If it is share gain, how sustainable is that development?

Brian Cassin

We said in November that we expected Auto to hold up quite well. We also said that we were a bit surprised at how resilient it has been. We have to give great credit to our Auto team because it was right and maybe our little bit of scepticism towards it was wrong. As we said at the time in November, it is just seeing some opportunities in the marketplace. It continues and has continued to take market share for quite a long time. That is actually not a one-off thing; it is how the business is built. While conditions are not tough, it is finding areas of new growth for really new products, and it has positioned its business quite well.

Targeting is definitely outgrowing the market. That is really being driven by our push into the digital landscape with the creation of a newer business with the acquisition of Tapad a few years ago. We have a very strong position in addressable TV that is growing very strongly. It has also given us enhanced capabilities in identity management. We are seeing great opportunities there as well. When you look at that underneath it and unpick it, the traditional targeting data sets would be growing lower single-digit growth. The growth is all coming from those newer verticals. We expect that to continue, so we do not really see any change there.

Justin Forsythe, Credit Suisse

I wanted to circle back to the question around Brazil and the competitive landscape regarding Equifax. The company talked to mid-teens growth in that market in the B2B business. I am wondering, if we compare that across the Brazil business – I understand you disclose on a geographic basis, not on a country-specific basis – would you characterise yourself as share gainers in that market as well, the way that they have characterised their recent acquisition? Talking more structurally about the Brazilian market, you have talked in the past about penetration for credit solutions being very low in that market. How long of a runway do you believe that market has if you do agree with that mid-teen growth rate?

Separately, you noted that you just started rolling out Experian Activate. Could you just provide a little more colour on the uptake you have seen there and how you expect that to roll into the rest of the product suite? Thank you.

Brian Cassin

On Brazil, I have to go back to the previous point, which is that our business has been growing double digits in Brazil and our business is by far and away the largest business in that space in that market. You can see the extent of success that we have had. If I track back a few years ago, most of the commentary was that, with the introduction of positive data, our competitive positioning was going to be challenged; actually, the opposite has been true. With the introduction of positive data our position has been strengthened, largely because of the actions that we have taken in terms of the products that we have introduced and the capabilities that we now have in market, which actually gives us a much bigger market to address because of the expansion of the market alongside that data set.

We do not see that changing. It is a once in a multi-generation change in a market where you have tens of millions of new consumers suddenly being scorable who were not previously and a much more competitive underlying financial services marketplace driving much greater demand not just for data, but in the areas where we really excel, which is data plus all of the sophisticated products and services that go alongside that. You can see that in the performance of our US business with all of the capabilities that we have there. They are now all in Brazil. You probably would have struggled to sell something like Ascend in Brazil five years ago; now we are selling it and the pipeline is building precisely because of those trends I have discussed. We continue to see Brazil as a fantastic opportunity going forward.

Lloyd Pitchford

Experian Activate is a new launch in this quarter. It is particularly focused on helping the lenders on our marketplace to really understand and segment their markets and to be able to produce offers. It really plays out in higher conversion for clients, and then, obviously, greater monetisation for us. It is a fresh roll-out this quarter, but it gives you a sense of the increasing pace of innovation across the consumer business. As we enter next year, clearly we will be scaling our insurance proposition as well, so there are a lot of different avenues for growth in the consumer business.

Justin Forsythe

That is super helpful. Thank you both for those answers. This is just a quick follow-up on marketplaces. Of course, you called out weakness in the UK earlier in your remarks, and also just now in the question and answer around the growth in the US of around 30%. Is that just because penetration is so low, or what are you seeing as the differences? Is there a difference in subprime cohorts amongst the user marketplace in the UK versus the US? Could you maybe parse through the delta there in the growth?

Lloyd Pitchford

In the first and second quarters, we saw strong growth in the UK marketplace. In the UK in the third quarter that dropped away, because of all the disruption that we had around the mini-budget and lending markets and how those were affected, that -8% that we reported in the quarter, if you adjust out that disruption, it would have been about where we saw Q2. It would have been flat and maybe down -1% or -2%, with good growth in Marketplace. That is really the difference when you look at the individual quarter.

If you look at the trends over the last couple of years, we have seen very strong growth in marketplace in both the US and the UK, supported by the same trends, which is the shift of ever more complex lending products to digital origination. That is the underlying growth driver in our consumer business.

Justin Forsythe

Just to be clear, though, it seems like you are not seeing any of that idiosyncratic weakness from the UK in the US marketplace business, indicating a consumer who is much stronger there. Is that fair?

Lloyd Pitchford

No. They did not have the mini budget, so that particularly focused the effect in the quarter.

Brian Cassin

The other thing I would add is that it is tempting to think that these things are completely in sync, but we find that there are often differences quarter by quarter in these businesses. In the generality, you can look at trends, but you cannot measure like for like across two different markets over a short period of time.

Sylvia Barker, JP Morgan

To follow-up on that UK point, it seems like a lot of the products were just not available anymore in the Marketplace around the disruption, and then they were probably launched back. Can you comment on anything around the exit rate within that UK B2C business?

Secondly, decisioning is very strong in the UK, and you mention client wins. Could you maybe discuss whether that is a few client wins or whether it is more of a trend. Maybe more widely on decisioning, is some of the counter-cyclical growth now going through decisioning rather than B2B data? Are you seeing clients buy more solutions as they are preparing for a potential slowdown? To what extent has that been an impact in the quarter?

This is a slightly longer-term one on Ascend specifically. How do you think about your penetration internally with your clients? I know you sell that as a bundled product, so what is the penetration today? Where could it get to?

Brian Cassin

To deal with the UK again, what we saw in October was a period of a couple of weeks in which literally everybody stopped offering products because they did not know how to price them. Once we had a bit of stability, products came back onto the market but, as you would expect, they did not all come flooding back, and they were substantially repriced. There was a bit of dislocation, and that has gradually improved as we have gone through, but, if you compare today versus pre-September, there are less products available in the marketplace and they are more expensive. You have seen that impact play out quite specifically. Is there anything you would add to that?

Lloyd Pitchford

I will just say that the way to think about the marketplace is that consumer demand is always strong for credit. The growth in the marketplace business is really driven by two things: one is in the short-term supply, so it is supply availability. What you saw in the UK, as Brian said, around the mini budget was that restriction of supply as people tried to reprice or understand how to place into the market. The second is the secular growth driver of products shifting digital, and that is, of course, why this market is of such interest to us. We want to have a relationship with consumers and to be able to support them in their financial needs and product needs digitally, which is, of course, the lowest cost for our B2B clients.

Brian Cassin

A lot of our decisioning products are sold alongside data. What you are seeing is really just a broad good performance across the B2B business there that is lifting all of our product categories. We called out client wins in November. We continue to do very well there, and we are really pleased with that B2B performance in the UK in Q3. Posting double-digit growth there has probably surprised everybody. It is just a reflection of great progress in the business on an underlying basis.

On your final question, which was on Ascend, the runway for growth for Ascend is very long and the market opportunity is very large, so we still have a long way to go, even in the US, which has obviously been a runaway success and is the largest area. It is a renewed focus for us. You can see the number of references we are making to Ascend in Brazil and other places, so we are starting to see traction on a much broader geographical footprint with that product now.

Sylvia Barker

Would all of the large US lenders, for example, use Ascend in some shape or form, or do you still have a lot of client-by-client penetration to go for? I am interested in how you think about it.

Brian Cassin

Ascend is not one product. We are really creating opportunities for ourselves here. When we first introduced it, it was really a sandbox, and our estimate of who would use that might have been large-scale US banks. As it turns out now, we have morphed that into Ascend data services and Ascend marketing services, so we have many more interpretations and models of Ascend and many more products that are built on the back of the platform capability. There is still plenty of runway of growth across the whole landscape.

Again, these things do not often develop a little bit differently to how you expect. We thought that the biggest opportunity, once we had penetrated tier one clients, would be in mid-market. Actually, it turned out to be that, once we had penetrated the Ascend sandbox across a good representation of tier one, the biggest opportunity was still in tier one. We still have quite a long runway to go not just in tier one, but also below that in mid-sized regional banks and so on.

Arthur Truslove, Citi

Question one is on the Latin American business, which has clearly decelerated trend-wise quarter on quarter, particularly on the B2B side. I wondered why that was.

On question two, North American mortgage was down 42%. I just wondered how that compared to your expectations. My recollection, which may not be right, is that you were expecting the worst year over year decline to be in Q2, but falling 2% is obviously worse than that. I just wondered how that compared.

The third question is on the North American consumer business. I wondered if you could break out how the subscription business, the marketplace business and anything else grew within the quarter.

Lloyd Pitchford

On Latin America, you can see we have had pretty consistent growth overall in the Brazil business for the last couple of years. The B2C business is growing very strongly. For some quarters, it is 20%; for some, it is 40%. Similarly, the B2B business, based on timing of contract wins, can jump around a little bit. This quarter, we had the World Cup and an election, so a bit of distraction in the market, but very strong trends. The pipeline is very strong. As we look out, as Brian commented earlier, we see a lot of runway in Brazil.

On mortgage, at Q2, we said that mortgage was declining a little bit more than we had thought earlier in the year and we said for the full year it would be in the range of 35-40%. We have now said 42% for the second half of the year. That would make the overall decline for the year 38%, so it would be in line with what we said at the half-year.

On Consumer Services, we have already said that the growth in the marketplace business was about 30%. The subscription business grew low single-digit by about 2% in the quarter. Within that, we have the churn coming off from the subscribers who joined during COVID-19, but new subscribers have been quite elevated. We mentioned that at the half-year. From about August time, we saw that really start to tick up, and it has continued through the third quarter, which is the behaviour you would expect as you get some of those counter-cyclical inflows. The partnership solutions business then grew consistently high single-digit and low double-digit during the quarter.

Andrew Ripper, Liberum

There are two questions from me. First of all, I wanted to revisit the M&A strategy. Lloyd, I am not sure if you are prepared to comment on what the leverage is likely to be for FY23. I am just wondering, as the market slows down and valuations come down, whether you might be a bit more proactive on M&A.

The second question goes back to FY24. In the last couple of years, you have had very good growth from new products and services. Do you see, at a very high level, that contribution being just as good in FY24 as it has been the last couple of years?

Brian Cassin

On the first question on M&A, I am probably going to sound like a broken record here. We are in a very good position. M&A is a key part of the strategy going forward. As the valuations and opportunities arise, we would look to be more proactive. We thought last year would be difficult because valuations in the private market did not adjust in the way they did in the public markets, so it is quite difficult to get anything done, but, again, we have a continued focus on that, and we will see what we are able to get over the line this year.

On FY24, we do expect a strong contribution from new products next year. It is difficult to be as precise as your question would like us to be as to whether it will be the same or more, but what the strength of new product innovation and product introduction has got better and better as we have gone on. We have no reason to assume that that is going to slow down in FY24.

Lloyd Pitchford

We will be a little bit below the bottom end of our gearing guidance range at the end of this year, as you would expect as we are looking at the market and making sure that we see those valuations in the private market align with the new world environment. This has been a period of making sure that we see that before we make some other acquisitions. It gives us a lot of opportunity as we look ahead to next year.

With valuations, we think we are aligned, and this is just a reminder that we also outlined at the half-year that we have fixed a lot of our debt out, so we do not have a lot of near-term rate refinancing risk. This gives us a good financial place to be as we look into next year.

Andrew Ripper

In terms of strategic priorities, Brian, are there any particular areas of interest for you M&A wise?

Brian Cassin

They are the same ones that we have always outlined, which are ones where we can solidify an existing position, acquire new data assets and look to acquire in the areas of fraud and identity. None of that has really changed. They are all the opportunities that are at the core of what we do.

Andy Grobler, BNP Paribas Exane

There are two quick questions from me, if I may. Firstly, you talked about good progress in the verification business. Can you talk through whether that is through winning new clients, growing your record count or expanding revenues with clients you already have?

Secondly, you have talked to subscriptions a couple of times, but I wondered if you could give a bit more detail on why you are doing so well when some of your competitors are much more cautious about that market. Do you think you are winning share? If so, why? Thank you.

Brian Cassin

On the second point, Andy, if I can take that one first, if you look across the market, there is actually quite a mixed performance amongst the major competitors, so I do not think you can draw exact read-across. We are doing very well in Marketplace. We are also seeing the subscriptions pick up, as you point out. Some of that is just due to continuing to build that business.

Secondly, we introduced some new products, particularly Experian activate, which gives us a much more precise targeting capability to pre-qualify opportunities for lenders in a much more precise way. That has helped us. There are different circumstances that impact different companies, and you are seeing quite a mixed performance across the board.

Lloyd Pitchford

I mentioned in my remarks that increasing confidence in being over US$150 million of revenue this year, and that is driven by all of the things that you mentioned, Andy. The record count is now up to 45 million, so there was good progress during the quarter. We continue to sign more contracts, and the vast majority on the verified side of those contracts put us top of the waterfall, so you can see good progress in our entry into that market.

Just to add on the subscription question, as we have gone through and really built this business over the last few years, the unique strength we have is actually in the diversity and the fact that we have that subscription business, the partner solutions business and a growing diversity in the Marketplace business with insurance being added. That drives a pretty unique position for us versus our competition.

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