



news release

Trading update, third quarter FY25

15 January 2025 — Experian plc, the global data and technology company, today issues an update on trading for the three months ended 31 December 2024.

Brian Cassin, Chief Executive Officer, commented:

“We delivered another strong quarter of growth in Q3, with total revenue at constant exchange rates of 8%. Organic revenue headline growth was 6%. Excluding data breach services, organic revenue grew 8%, maintaining recent strong performance and reflecting good underlying business trends. Foreign exchange was a 2% headwind during the quarter.

“Our growth expectations for the full year are unchanged. We continue to expect organic revenue growth of between 6-8% and margin accretion at the upper end of 30-50 basis points, all at constant exchange rates and on an ongoing basis.”

% change in revenue from ongoing activities year-on-year for the three months ended 31 December 2024

Ongoing activities only	Total revenue growth % At actual exchange rates ¹	Total revenue growth % At constant exchange rates	Organic revenue growth % At constant exchange rates
North America	7	7	6
Latin America	(6)	10	8
UK and Ireland	4	1	1
EMEA and Asia Pacific	35	35	9
Total global	6	8	6

¹ Experian reports in US dollars.

% change in organic revenue year-on-year for the three months ended 31 December 2024

Organic revenue growth % ²	Data	Decisioning	B2B ³	Consumer Services	Total
North America	9	4	8	2	6
Latin America	1	11	4	22	8
UK and Ireland	0	(3)	(1)	10	1
EMEA and Asia Pacific	4	23	9	n/a	9
Total global	6	5	6	5	6

² Ongoing activities only, at constant exchange rates.

³ B2B = Business-to-Business segment which consists of Data and Decisioning

Business mix including % change in organic revenue year-on-year for the three months ended 31 December 2024

Segment	Business unit	% of Group revenue ³	Q3 organic revenue growth % ⁴
North America		68%	6%
Data	CI / BI Bureaux	24%	11%
	- CI / BI Bureaux, excluding mortgage	21%	6%
	- Mortgage Profiles	3%	71%
	Automotive	5%	8%
	Targeting	4%	4%
Decisioning	Health	9%	5%
	DA / Other	4%	2%
B2B	Business-to-Business	46%	8%
Consumer Services	Consumer Services	22%	2%
Latin America		14%	8%
Data	CI / BI Bureaux	8%	1%
	Other	0%	20%
Decisioning	DA / Other	3%	11%
B2B	Business-to-Business	11%	4%
Consumer Services	Consumer Services	3%	22%
UK and Ireland		12%	1%
Data	CI / BI Bureaux	5%	0%
	Targeting / Auto	1%	0%
Decisioning	DA / Other	3%	(3)%
B2B	Business-to-Business	9%	(1)%
Consumer Services	Consumer Services	3%	10%
EMEA and Asia Pacific		6%	9%
Total global		100%	6%

⁴ Percentage of Group revenue from ongoing activities calculated based on FY25 H1 revenue at actual exchange rates.

⁵ Ongoing activities only, at constant exchange rates.

CI = Consumer Information, BI = Business Information, DA = Decision Analytics.

North America – 68% of Group revenue⁴

We continue to see steadily improving underlying trends in North America. North America delivered organic revenue growth of 6%, or 9% excluding data breach services. Total revenue growth was 7%.

B2B organic revenue growth was 8%. Key growth contributors included mortgage, Clarity, and our Ascend analytics and marketing solutions, with the underlying unsecured credit origination environment remaining stable. Automotive delivered strong growth, with good performance across the product suite. Targeting growth was solid, with our audience identity and activation solutions continuing to gain traction in the digital market. Health performed well with continued bookings momentum and strong growth in claims management, collections, and patient access.

Consumer Services delivered organic revenue growth of 2%. Excluding data breach revenue, organic growth accelerated to 14% with broad strength across our business lines. Premium membership grew well, benefiting from good enrolment and churn performance, reflecting the strength of our financial health propositions. In our marketplace, insurance delivered strongly. We have further enhanced our offers, which has driven consumer demand and reflects an expanding position with insurance carriers. Our progress demonstrates the growing effectiveness of our marketplace as a customer acquisition channel. Credit marketplace returned to growth, supported by the onboarding of new partners onto our Activate capability. As expected, Partner Solutions was impacted by a decline in data breach revenue.

Latin America – 14% of Group revenue⁴

Latin America delivered organic revenue growth of 8%, in-line with our expectations. At constant currency, total revenue growth was 10%, including contributions from acquisitions. Foreign exchange rates were a headwind to growth, with revenue at actual exchanges rates declining (6)%.

B2B organic revenue growth was 4%. In Brazil, we continue to make progress on our strategic priorities. Our software offerings and small and medium enterprise segment drove performance in the quarter, helping offset continued macro uncertainty in the region. Spanish Latin America benefited from strength in decisioning and analytics.

Consumer Services delivered organic revenue growth of 22%. In Brazil, Limpa Nome performance was strong, as we help consumers renegotiate and settle their outstanding debts. Growth benefited from a successful Limpa Nome Fair. Our credit marketplace also performed well, benefiting from new partner integrations and strong user engagement.

UK and Ireland – 12% of Group revenue⁴

The UK and Ireland delivered organic revenue of growth of 1%. Total constant currency growth was also 1% and revenue at actual exchange rates increased 4%.

B2B organic revenue was (1)% lower. We are progressing with new initiatives like Verifications and Ascend, though a subdued UK economic backdrop and other one-time factors weighed on growth in the quarter.

Consumer Services delivered organic revenue growth of 10%, with growth in both subscription and marketplace revenue. Product enhancements drove subscription growth, while marketplace benefited from strong customer engagement and enhancements to our lender panel.

EMEA and Asia Pacific – 6% of Group revenue⁴

In EMEA and Asia Pacific, organic revenue growth was 9%. Total constant currency revenue growth was 35%, driven by the recently completed acquisition of illion. We grew broadly across our underlying markets, with particular strength in Australia, South East Asia and India. We continue to progress on our strategic priorities to focus on our key markets, accelerate innovation revenue, and enhance our position with core clients.

Future events

Experian will release results for the full year ending 31 March 2025 on Wednesday, 14 May 2025.

Contact:

Experian

Nadia Ridout-Jamieson	Investor queries	+44 (0)20 3042 4220
Nick Jones	Media queries	+44 (0)79 7673 4702

Teneo

Graeme Wilson and Louise Male	+44 (0)20 7353 4200
-------------------------------	---------------------

This announcement is available on the Experian website at experianplc.com. There will be a conference call today to discuss this update at 9.00am (UK time), which will be broadcast live on the website with a recording available later.

All financial information in this trading update is based on unaudited management accounts. Certain statements made in this trading update are forward-looking statements. Such statements are based on current expectations and are subject to a number of risks and uncertainties that could cause actual events or results to differ materially from any expected future events or results referred to in these forward-looking statements.

Neither the content of the Company's website, nor the content of any website accessible from hyperlinks on the Company's website (or any other website), is incorporated into, or forms part of, this announcement.

About Experian

Experian is a global data and technology company, powering opportunities for people and businesses around the world. We help to redefine lending practices, uncover and prevent fraud, simplify healthcare, deliver digital marketing solutions, and gain deeper insights into the automotive market, all using our unique combination of data, analytics and software. We also assist millions of people to realise their financial goals and help them to save time and money.

We operate across a range of markets, from financial services to healthcare, automotive, agrifinance, insurance, and many more industry segments.

We invest in talented people and new advanced technologies to unlock the power of data and innovate. As a FTSE 100 Index company listed on the London Stock Exchange (EXPN), we have a team of 22,500 people across 32 countries. Our corporate headquarters are in Dublin, Ireland. Learn more at experianplc.com.