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Investor Relations Presentation

July – September 2025

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Brian CassinChief Executive OfficerLloyd PitchfordChief Financial OfficerNadia Ridout-JamiesonChief Communications OfficerJeff GoldsteinSVP, Investor RelationsEvelyne BullVP Director, Investor Relations



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Watch our video product demos



Ascend Platform



NA Insurance

Marketplace



NA Automotive

Learn more insights from our IR events



Barclays Global

Credit Bureau

Forum 2024



RBC 2024 TIM Conference



<u>Jefferies | Experian -</u> <u>New Verticals - North</u> <u>America Autos and</u> <u>Health</u>

Learn more about our business



• Data and Technology

- Health
- Automotive
- Brazil
- Marketing Services
- US Consumer Services

Our sustainability progress

Our reporting



Sustainability investor presentation



Annual Report 2025

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Introducing Experian

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Experian today has moved far beyond its roots as a credit bureau. We have evolved into a global data, analytics and software company, solving complex problems across financial services, healthcare, automotive, marketing and beyond.

We help businesses redefine how lending works, spot fraud patterns others can't see, make healthcare payments simpler, and connect marketers with the right audiences in smarter, more effective ways.

At the same time, we are becoming an indispensable financial partner for consumers, helping millions of people take control of their financial lives, save time, unlock better outcomes, and achieve goals that once felt out of reach.

This is what 'powering opportunities' looks like. New products. Smarter platforms. Real-time decisions. And a relentless focus on people – not just data. Innovation drives us forward, and it's the reason we are excited about what comes next.

Brian Cassin Chief Executive Officer





1 All metrics unless otherwise stated are for the year ended 31 March 2025

2 As at 15 May 2025

3 Benchmark operating cash flow, conversion of Benchmark EBIT into Benchmark operating cash flow

4 North America 5 Net Promoter Score 6 Generative artificial intelligence

Our investment proposition



Diversified business portfolio

- High proportion of **recurring revenue** from products embedded in clients' core operations
- Broad diversification across industries, geographies, and client needs
- Reduced dependency on any single market or sector
- Proven **resilience** through economic downturns and market volatility

Healthy growth momentum

- Ongoing **investment** in data, innovation, technology, and talent
- Scalable platforms integrate data, analytics, and software into client workflows
- Expanding **membership services** to over 200 million¹ of people globally
- Continual **innovation** to meet emerging client and consumer needs

Strong commitment to sustainability

- Promoting financial inclusion and long-term social impact
- Unlocking **new revenue streams** and global market opportunities
- Purpose-driven culture enhances talent retention and stakeholder trust

Proven track record and strong financial position

- High **recurring revenue** and **strong cash flow** generation
- Low capital intensity business model
- Balanced approach to organic growth, strategic investments, and shareholder returns
- Solid balance sheet with net debt to EBITDA at 1.8x¹

Experian business activities



Business-to-Business (B2B)	Our services	How we help
Financial Services US\$3.9bn	 Credit Fraud prevention Identity Verification Services 	 We empower businesses to make faster, smarter decisions by transforming complex data into actionable insights. We can help them to: lend effectively, responsibly and appropriately; manage credit risk and minimise the risk of fraud; better understand and communicate with customers; enhance their customer's experience with them;
Verticals US\$1.5bn	 Health Marketing Services Automotive Augmented data quality 	 simplify administrative process, and better understand their markets and allocate resources. Businesses rely on our valuable data and powerful analytics to make smarter decisions and to mitigate risk.
Business-to-Consumer (B2C)		
Consumer Services US\$2.1bn	 Over 200¹ million consumers on our free finance platform Credit visibility, improvement and monitoring for consumers Credit and insurance marketplaces Identity theft protection services Affinity (white label) credit and identity monitoring services 	 We help people and families to: gain access to credit; take control of their financial health and achieve their financial goals; better protect against fraud and identity theft; and save money through our Marketplace offers.

Empower people to unlock opportunities and transform their lives

Global revenue split





Diverse portfolio by region, business activity and customer

Market leader with unparalleled global reach and range



1 Year ended 31 March 2025.

2 Year ended 31 December 2024.

3 Year ended 30 September 2024. FICO's North America includes Latin America, which is ~5% of total revenue.

4 Year ended 31 July 2024. Credit Karma revenue are primarily US. Intuit/CK does not disclose international revenues.

*US only. Source: Annual results & latest SEC filings.

This analysis covers traditional competitors that are publicly listed. It does not include companies where a single division competes against Experian.

Our Medium-Term Framework



Revenue

Highly diversified strong growth

Scaling of high growth plays

Lending volume recovery

High single-digit organic growth

EBIT margin

Leverage of scaling growth plays

Reducing technology change and dual run costs

Productivity and automation

Lending recovery

Good margin progression +30-50bps annually

50bps

actual

70bps

constant

Organic Capex¹

Materially complete on cloud transition end of FY26

Improving productivity

2% reduction in Capex to Revenue ratio

Trending to 7% Capex % of Revenue

9%

of Revenue

Capital Deployment

Disciplined approach Strong financial position Strong cash generation Good acquisition pipeline

Growing contribution from capital deployment

17%

ROCE²

FY25 Performance



1 Capex = Capital Expenditure

2 Return on Capital Employed

3 Investments relate to M&A \$1,244m and Capital Expenditure \$651m

\$1.9bn

Invested³

Strong growth delivery











FY25 extends our long track record of growth and resilience





Revenue, EBIT and margins at actual rates, organic revenue growth at constant rates. Global ongoing activities revenue and Benchmark EBIT only.

Excluding growth rates, FY09 to FY24 revenue, Benchmark EBIT may have been adjusted to exclude various exited business activities and discontinued operations. Growth rates are not restated.

Source: Experian's Annual Reports from FY09 to FY24 (see https://www.experianplc.com/investors/results-reports-presentations/reports)

Consumer Services performance





Consumer services nominal figures in \$bn and EBIT margin as reported at actual rates. FY20 Revenue and EBIT margin on a restated basis per the FY21 Financial Statements. 5-year CAGR with FY20 as reported as a base year.

B2B performance





B2B nominal figures in \$m and EBIT Margin as reported at actual rates. FY20 Revenue and EBIT margin on a restated basis per the FY21 Financial Statements. 5-year CAGR with FY20 as reported as a base year. Verticals includes Marketing Services, Automotive and Health.

Technology transformation and capital investment



Cloud transformation substantially complete by end FY26:

- US and Brazil 85-90%* in the Cloud
- Mainframe transition in final stages
- Server migration accelerating
- UK&I and EMEA and Asia Pacific 45-50% in the Cloud

2% reduction in Capex to Revenue ratio



- Cloud migration investment trending down
- Reduction in infrastructure capex
- Scale benefits
- Net reinvestment in innovation

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Our strategy

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We have successfully expanded into new value pools and continue to address material growth opportunities





1 Experian Group revenue 2 Total addressable market 3 B2C = Experian Consumer Services

With data as our core asset, we continue to extend across the value chain **experion**.



Total addressable market: c. US\$150bn

Our strategic framework sets our goals. We apply it consistently to drive competitive differentiation and to extract synergies







Our goals

Scale our market positions

Grow our comprehensive data and analytics

Lead in consumer contributed data

Transition to cloud-based platforms

Extend fraud prevention capabilities

Broaden recurring subscription-based model

- Data NA new BNPL¹ furnishers. Verifications NA 62m records; leading position in UK income verification; acquired SalaryFits as a building block in Brazil
- Analytics NA new Cashflow attributes and scores Open banking solution to complete view of borrower behaviour
- Ascend Platform NA record year for Sandbox wins. Ascend Marketing acceleration. UK client go-lives. Governance Manager module launches. Embedded GenAI. Over 2,000 client solutions² provisioned
- Fraud & identity management enhanced capabilities. First wins for Fraud Sandbox. NeuroID incorporated onto platform. Extended our Brazilian footprint into transactional fraud

Redefining risk management: Driving growth in financial services through credit, fraud and compliance convergence



Our goals

Scale and establish leading positions across our vertical businesses

Deepen cross Business Unit synergies

Health – innovate in Revenue Cycle, expand in new growth segments

Auto – scale new product innovations in auto marketing and fraud prevention

Targeting – extend our digital marketing ecosystem

- Health > 60% hospitals served. Expanded AI-driven Patient Access Curator capability enables largest ever Health client win and facilitates cross-sell. US\$3.5bn collections facilitated
- Auto >500 new audiences launched on Experian Marketing Engine
- Targeting Expanded value proposition for clients through Audigent acquisition. Partners with >300 publishers and websites. AdTech (digital) now > 70% of NA Targeting





Our goals

Become pre-eminent consumer finance platform

Grow membership and build engagement

Expand product offers

Re-imagine premium

Marketplace expansion

Drive Al-powered personalised experiences

Explore new horizons

• Free consumer memberships, reach >200m in FY25

- NA added further premium Savings Intent features, >70% of members see 'no ding decline' credit offers due to Activate lender panel expansion, home insurance expansion
- **UK** launched next generation product, added new debt resolution capability, Activate panel expansion drives credit marketplace outperfomance
- Brazil Consumer Services launched Serasa SuperApp, entry into insurance
- **EBIT margin** +270 basis points in FY25 as consumer platforms scale



"Experian (in my opinion) is the best place, a complete one stop for all financial matters, be it insurance, banking or credit. I trust Experian explicitly"

Phillip, Voice of Customer, Experian NA Insurance Services

M&A – growing contribution from capital deployment



Acquisitions	completed in FY2	24 contributing to FY25	
agrosatél	Ite NOITSO DECISION BASED ON DATA		
Completed a	acquisitions in FY2	25: US\$1.2bn spend)
TEx	Brazil	Insurance marketplace	
👗 illion	EMEA and Asia Pacific	Consumer and commercial credit bureau in Australia and New Zealand	FY26
•№• neurolD	North America	Industry leader in behavioural analytics	Inorganic Growth Contribution
Salary Fits	Brazil	Payroll management solutions, including verifying employee data	
audigent	North America	Data management platform, providing curated data and media offerings	c.3%
<table-cell-rows> Paylink"</table-cell-rows>	UK & Ireland	Leading debt consolidation solution for consumer	
Boniversum 🗠	EMEA and Asia Pacific	Data asset to enhance bureau data superiority and technological capabilities	
	Brazil	Digital resellers of credit reports	

Completed acquisitions in FY26: US\$0.3bn spend

ClearSale Brazil

End-to-end platform solution to prevent fraud in card-not-present transactions





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FY25 financial overview

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FY25 highlights



		Constant FX rates	Actual FX rates	Results
Deversue	Total revenue growth	8%	7%	US\$7,507m
Revenue	Organic revenue growth	7%		
EBIT	Benchmark EBIT growth	11%	8%	US\$2,107m
LDIT	Benchmark EBIT margin	+70bps	+50bps	28.1%
EPS	Benchmark earnings per share growth	11%	8%	USc156.9
Cash flow	Benchmark operating cash flow			US\$2,025m
Casir now	Benchmark OCF conversion			97%
ROCE	Return on capital employed			16.6%
Dividend	Total dividend per share growth		7%	USc62.50
Funding and liquidity	Net debt to Benchmark EBITDA			1.8x

Certain financial data has 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 growth and Benchmark EBIT margin are on an ongoing activities basis. EPS is on a continuing operations basis. ROCE (Return on capital employed) = Benchmark EBIT less tax at the Benchmark rate divided by average capital employed, in continuing operations, over the period. Capital employed is net assets less noncontrolling interests and right-of-use assets, plus/minus the net tax liability or asset and plus Net debt.

Regional highlights¹: we made good FY25 progress and have started FY26 strongly





North America Q4 +10% | FY25 +8%

FY25 | B2B +9%; Consumer Services +5%

B2B Financial Services | Strong new business and product performance outweighs subdued credit activity. Growth driven by mortgage, Clarity, record Ascend sandbox wins, new Ascend marketing logos and fraud prevention. No recent change in client behaviour.

B2B Verticals | Health delivers record bookings, broad-based Auto growth, Targeting driven by expansion across AdTech channels.

Consumer Services | c.80m free members, paid enrolment growth, credit market recovery, insurance expansion.



UK and Ireland Q4 +1% | FY25 +1%

FY25 | B2B flat; Consumer Services +7%

B2B | Growth in new business offset by subdued macro and market exits. Clients go live on Ascend Platform.

Consumer Services | Builds momentum. Premium growth driven by new product features. Marketplace momentum led by lender panel expansion and Activate adoption.

Latin America Q4 +3% | FY25 +6%

FY25 | B2B +2%; Consumer Services +23%

B2B | Introducing more integrated solutions, expanded data assets and new analytics. Good new business pipeline. Economic conditions mute activity levels. ClearSale acquisition starts well.

Consumer Services | Free membership reaches 96m, rising product engagement, record Limpa Nome performance. Credit marketplace, subscription and broader ecosystem revenue expands.

EMEA and Asia Pacific Q4 +8% | FY25 +8%

- FY25 | Good growth consistency throughout the year
- Rising innovation contribution driven by data, scores and attributes.
- illion acquisition strong start with excellent synergy execution.

Consistently strong revenue growth





Inorganic revenue growth Organic revenue growth

Global B2B & Consumer Services organic revenue growth



B2B growth continues to strengthen



...Strong underlying momentum in Consumer Services

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Benchmark EBIT margin





Benchmark earnings per share (EPS)





1 Includes exited business activities. Average interest rate = net interest expense divided by average net debt. WANOS = Weighted average number of shares.

Reconciliation of Benchmark to Statutory PBT



Year ended 31 March US\$m	2025	2024	Growth % (actual rates)	Growth % (constant rates)
Benchmark profit before tax	1,926	1,789	8	10
Acquisition and disposal expenses	(37)	(41)		
Contingent consideration	(1)	(4)		
Restructuring costs	(50)	-		
Insurance reimbursements and other costs	11	4		
Statutory profit before tax before non-cash items	1,849	1,748	6	
Amortisation of acquisition intangibles	(211)	(193)		
Non-cash financing remeasurements	(89)	(4)		
Statutory profit before tax	1,549	1,551	-	

Cash flow and ROCE



17%

9.3

FY25

1.8x



Capital employed is a 3-point trailing average. ROCE stands for Return on Capital Employed 1.

2. Figures in \$bn at Actual rates

Capex¹ efficiency





2% reduction in Capex to Revenue ratio



Cloud transformation to materially complete by end FY26

- NA (excl. Health) and Brazil above 85% in the Cloud
- UK&I³ and EMEA and Asia Pacific above 45% in the Cloud

Net reinvestment in product development and innovation

1 Capital expenditure 2 Capex nominal figures in US\$m and Capex as %

2 Capex nominal figures in US\$m and Capex as % of revenue on a continuing basis, as reported at actual rates 3 United Kingdom and Ireland
Historical leverage trends





Leverage policy target: Net debt in the range of 2.0–2.5x of EBITDA

Net debt / EBITDA leverage is calculated on a constant GAAP basis and excludes IFRS16 related operating lease liabilities, Depreciation and Amortisation, and finance charge adjustments. Net debt includes adjustment for the Serasa put option FY08-FY12. Unless otherwise stated all references to EBITDA are to Benchmark EBITDA. Source: Experian's Annual Reports from FY07 to FY21 – publicly available at <u>www.experianplc.com/investors/reports/</u> and results announcement at <u>www.experianplc.com/investors/results-and-presentations</u>.

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Modelling considerations for FY26



	FY26 Guidance
Organic revenue growth	6 - 8%
Inorganic revenue contribution*	c.3%
Benchmark EBIT margin ¹	Good margin improvement +30 to +50 basis points
Foreign exchange	Neutral to Revenue and Benchmark EBIT
Net interest	c.US\$190m
Benchmark tax rate	c.26%
WANOS ²	914m
Capital Expenditure	8 - 9% of revenue
Benchmark OCF ³ conversion	>90%
Share repurchases	US\$200m

1 At constant exchange rates.

2 Weighted average number of shares.

3 Operating cash flow.

*Only includes completed acquisitions, we will update our guidance on completion of acquisitions.

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Q1 FY26 update

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Year-on-year organic revenue growth %*	B2B**	Consumer Services	Total
North America	12	3	9
Latin America	0	24	5
UK and Ireland	(2)	11	1
EMEA and Asia Pacific	7	n/a	7
Total global	8	6	8

** B2B = Business-to-Business segment which consists of Financial Services and Verticals business sub-divisions



Ongoing activities only	Percentage of Group Revenue*	Total revenue growth %	Organic revenue growth %
	At actual exchange rates	At constant exchange rates	At constant exchange rates
Financial Services	52	15	9
Verticals	21	10	6
B2B	73	14	8
Consumer	27	6	6
Total global	100	12	8

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Reports, contact details, ADR, BDR

External Reporting B2B



New Revenue disclosure for the B2B segment

Strong progress with our integrated Ascend Technology Platform strategy

With bundled platform propositions, our historic data and decisioning split is no longer meaningful

We have also materially scaled our growth verticals

B2B Revenue to be split between:

- Financial Services reflects our Ascend Technology Platform and includes our CI / BI Bureau, Software, Fraud and Analytics capabilities
- Verticals include Automotive, Health and Marketing Services*



B2B Revenue disclosure – Group



Existing

Revenue – ongoing activities				
US\$m	FY24	FY25	FY25 H1	FY25 H2
Business to Business	5,109	5,453	2,597	2,856
- Data	3,627	3,869	1,845	2,024
- Decisioning	1,482	1,584	752	832
Consumer Services	1,937	2,054	1,020	1,034
Total	7,046	7,507	3,617	3,890

Revenue – organic growth

	FY25	FY25 H1	FY25 H2
Business to Business	6%	6%	7%
- Data	6%	6%	7%
- Decisioning	6%	7%	6%
Consumer Services	7%	9%	6%
Total	7%	7%	7%

	New			
Revenue – ongoing activities				
US\$m	FY24	FY25	FY25 H1	FY25 H2
Business to Business	5,109	5,453	2,597	2,856
- Financial Services	3,693	3,906	1,859	2,047
- Verticals	1,416	1,547	738	809
Consumer Services	1,937	2,054	1,020	1,034
Total	7,046	7,507	3,617	3,890

Revenue – organic growth

	FY25	FY25 H1	FY25 H2
Business to Business	6%	6%	7%
- Financial Services	6%	5%	7%
- Verticals	7%	7%	7%
Consumer Services	7%	9%	6%
Total	7%	7%	7%

Nominal figures at Actual rates.

FY24 have been re-presented for the reclassification of certain B2B businesses to exited business activities. Organic growth rates at constant currency.

B2B Revenue disclosure – North America

FY25

9%

10%

6%

5%

8%

FY25

H1

8%

8%

7%

7%

7%

FY25

H2

10%

12%

5%

4%

8%



Existing

Revenue – ong	going	activities
---------------	-------	------------

US\$m	FY24	FY25	FY25 H1	FY25 H2
Business to Business	3,120	3,429	1,656	1,773
- Data	2,231	2,470	1,191	1,279
- Decisioning	889	959	465	494
Consumer Services	1,539	1,617	810	807
Total	4,659	5,046	2,466	2,580

Revenue – organic growth

Business	to B	usin	ess
-----------------	------	------	-----

- Data

- Decisioning

Consumer Services

Total

Revenue – ongoing activities	51/04	EVOE	5)/05	51/05
US\$m	FY24	FY25	FY25 H1	FY25 H2
Business to Business	3,120	3,429	1,656	1,773
- Financial Services	1,890	2,072	1,003	1,069
- Verticals	1,230	1,357	653	704
Consumer Services	1,539	1,617	810	807
Total	4,659	5,046	2,466	2,580

New

Revenue – organic growth

	FY25	FY25 H1	FY25 H2
Business to Business	9%	8%	10%
- Financial Services	9%	8%	11%
- Verticals	8%	7%	8%
Consumer Services	5%	7%	4%
Total	8%	7%	8%

B2B Revenue disclosure – Latin America



Existing

Revenue –	ongoing	activities
-----------	---------	------------

US\$m	FY24	FY25	FY25 H1	FY25 H2
Business to Business	881	816	395	421
- Data	669	610	294	316
- Decisioning	212	206	101	105
Consumer Services	225	250	117	133
Total	1,106	1,066	512	554

Revenue – organic growth

	FY25	FY25 H1	FY25 H2
Business to Business	2%	2%	1%
- Data	0%	0%	0%
- Decisioning	8%	9%	6%
Consumer Services	23%	27%	20%
Total	6%	7%	5%

	New			
Revenue – ongoing activities				
US\$m	FY24	FY25	FY25 H1	FY25 H2
Business to Business	881	816	395	421
- Financial Services	851	791	384	407
- Verticals	30	25	11	14
Consumer Services	225	250	117	133
Total	1,106	1,066	512	554

Revenue – organic growth

	FY25	FY25 H1	FY25 H2
Business to Business	2%	2%	1%
- Financial Services	2%	1%	2%
- Verticals	(5)%	16%	(17)%
Consumer Services	23%	27%	20%
Total	6%	7%	5%

Nominal figures at Actual rates.

FY24 have been re-presented for the reclassification to exited business activities of certain B2B businesses. Organic growth rates at constant currency.

B2B Revenue disclosure – UK and Ireland

FY25

0%

0%

0%

7%

1%

FY25

H1

1%

1%

1%

6%

2%

FY25

(1)%

(1)%

8%

1%

H2 (1)%



Existing

Revenue -	ongoing	activities
-----------	---------	------------

US\$m	FY24	FY25	FY25 H1	FY25 H2
Business to Business	667	682	320	362
- Data	423	431	204	227
- Decisioning	244	251	116	135
Consumer Services	173	187	93	94
Total	840	869	413	456

Revenue – organic growth

Business	to B	Busine	SS
-----------------	------	--------	----

- Data

- Decisioning

Consumer Services

Total

	New			
Revenue – ongoing activities				
US\$m	FY24	FY25	FY25 H1	FY25 H2
Business to Business	667	682	320	362
- Financial Services	548	555	263	292
- Verticals	119	127	57	70
Consumer Services	173	187	93	94
Total	840	869	413	456

New

Revenue – organic growth

	FY25	FY25 H1	FY25 H2
Business to Business	0%	1%	(1)%
- Financial Services	0%	1%	(1)%
- Verticals	2%	2%	1%
Consumer Services	7%	6%	8%
Total	1%	2%	1%

B2B Revenue disclosure – EMEA and Asia Pacific



Existing						
Revenue – ongoing activities						
US\$m	FY24	FY25	FY25 H1	FY25 H2		
Business to Business	441	526	226	300		
- Data	304	358	156	202		
- Decisioning	137	168	70	98		
Total	441	526	226	300		

	New			
Revenue – ongoing activities				
US\$m	FY24	FY25	FY25 H1	FY25 H2
Business to Business	441	526	226	300
- Financial Services	404	488	209	279
- Verticals	37	38	17	21
Total	441	526	226	300

Revenue – organic growth

	FY25	FY25 H1	FY25 H2
Business to Business	8%	7%	9%
- Data	4%	5%	3%
- Decisioning	17%	13%	21%
Total	8%	7%	9%

Revenue – organic growth

	FY25	FY25 H1	FY25 H2
Business to Business	8%	7%	9%
- Financial Services	9%	8%	9%
- Verticals	1%	(3)%	5%
Total	8%	7%	9%

Our ongoing expansion of data breadth and depth in NA is providing a 360° view of consumers





CONSUMER DATA

IR contacts, calendar, ADRs and BDRs

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Experian American Depositary Receipt (ADR) programme

Evelyne.Bull@experian.com

ADR shareholder enquiries: Experian ADR shares trade on the OTCQX: Shareowner Services Symbol EXPGY CUSIP J.P. Morgan Chase Bank, N.A. 30215C101 PO Box 64504 Ratio 1 ADR : 1 ORD St Paul Country United Kingdom MN55164-0504 Effective Date October 11. 2006 United States Underlying SEDOL B19NLV4 Call + 1 651 453 2128 Underlying ISIN GB00B19NLV48 Or from US: 1 800 990 1135 U.S. ISIN US30215C1018 Contact us Depositary J.P. Morgan Chase Bank www.adr.com (Sponsored)

Experian Brazilian Depositary Receipt (BDR) programme

BDR shareholder enquiries:

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Phone: +55 3003-9285. Lines open Mon-Fri (only on Brazil business days), 9am-6pm (Brazil time)

Calendar

12 November 2025 21 January 2026

Half-yearly financial report, FY26 Third quarter trading update, FY26

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