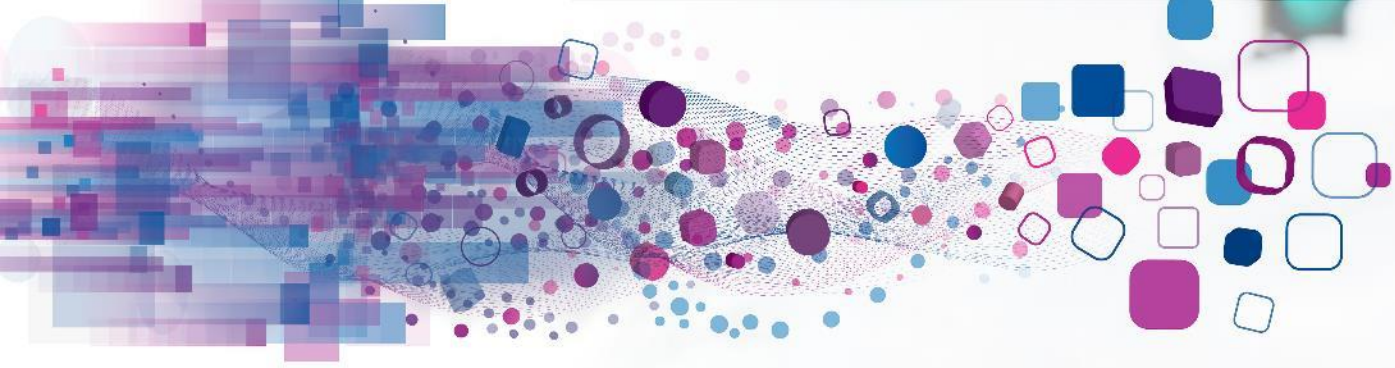


Preliminary results for the year ended 31 March 2019

15 May 2019





Strategic and operational overview

Brian Cassin, Chief Executive Officer



FY19 results highlights

Financial and strategic progress

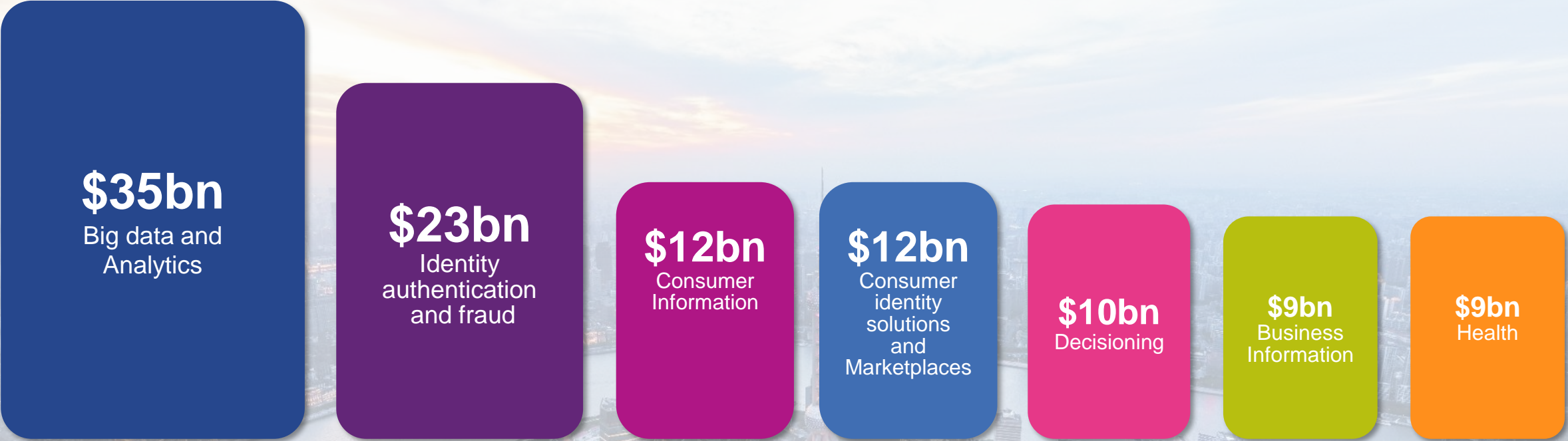
- FY19 total revenue **+9%**, organic revenue **+9%**; **Q4 +10%**
- B2B **+9%**
 - Strong demand for new product innovations
- Consumer Services **+6%**
 - Over **55m** free members globally
- Broad-based growth
- Margins +20bps at constant currency, with Benchmark EBIT **+10%**
- Cash conversion **97%**

Capital allocation

- Organic investment in new data, products and technology platforms
- Inorganic investment through minority stakes and Compuscan acquisition
- **US\$4.5bn** returned in dividends and share repurchases over past 6 years
- Full-year dividend raised by **4%**
- New share repurchase programme of up to **US\$400m**

US\$110bn+ Global information services market

Addressable markets are expanding



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

For Consumers

For Businesses

Strategy: scaling innovation across our regions

Experian B2B platforms

Core Data Platform

Marketing | Data Fabric | Trended data



Decisioning Platform

PowerCurve
Experian One
CrossCore

Open Data Platform

Verdus | Trusso
Experian Boost

Big Data Analytics Platform

Ascend

Free consumer membership base

FY19

>55m

FY18

40m

FY17

22m

FY16

4m

How we're driving financial inclusion

**5
billion**

Credit offers to people in emerging markets using our microanalytics since 2010

**1.7
billion**

Unbanked people could benefit through alternative data sources and Experian technology platforms

600,000

Consumers connected to Experian Boost in the US

**14
million**

Patients helped by calculating the potential cost of their treatments with Patient Estimates in the US

**>55
million**

People using our platforms for free education, access to products and services

North America: +10% organic revenue growth

B2B +11%

- Significant multi-product client wins:
 - Ascend
 - Trended data
 - Clarity Services
 - PowerCurve
- Health, Auto grew double-digit

Consumer Services +9%

- 19m free members
- 375,000 IdentityWorks subscribers
- 0.6m consumers accounts linked through Experian Boost¹

¹ Since March 2019.

Ascend – update on rollout

What

Introducing industry vertical sandboxes in North America

Prepopulated with Experian consumer credit, commercial credit, Clarity, auto and other data

Integrating Ascend into production environments

“Powered by” Experian Ascend

Scaling Ascend globally

Where

- Financial Services (top tier)
- Financial Services (mid-market)
- Small businesses
- Automotive
- Other verticals

- Account review credit decisioning
- Credit Marketing



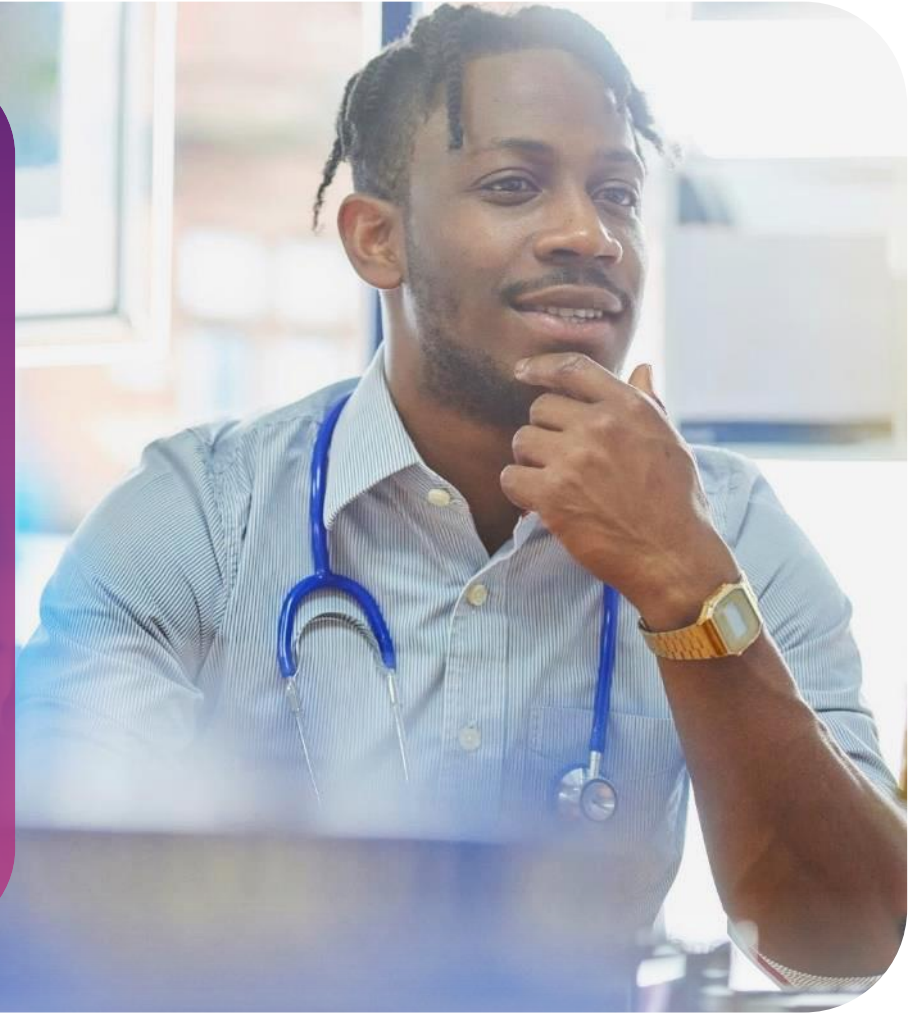
Status

- Significant client wins
- In progress
- Big client wins
- In market
- In planning
- In market
- In pilot
- In progress

Experian Health delivers double-digit growth

Delivering strongly across all areas

- 60% of US hospitals use at least one Experian solution
- Eligibility, claims, collections all up double-digit
- Client expansion through new innovation
 - Claims
 - Identity resolution
- Addressing new customer segments, e.g. pharmacy
- Developing next generation of consumer-centric services



North America – Consumer Services strategy

Free US members

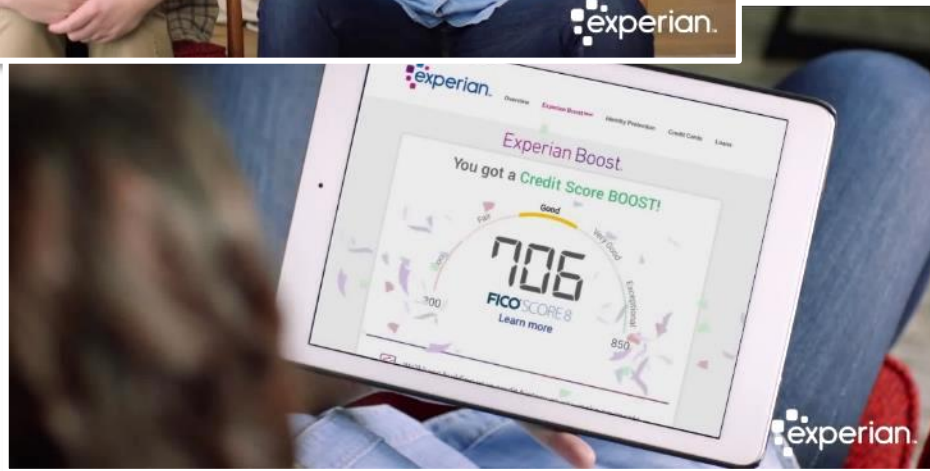
19m

0.6m

Connections to Experian Boost

- Leading consumer brand enabling consumers to control their data for their benefit
- Build scale through free offers
- Become a B2B data enhancement engine for Experian through value-for-data propositions
- Drive growth through product innovation that focuses on consumer empowerment

Experian Boost



experian® | Boost™

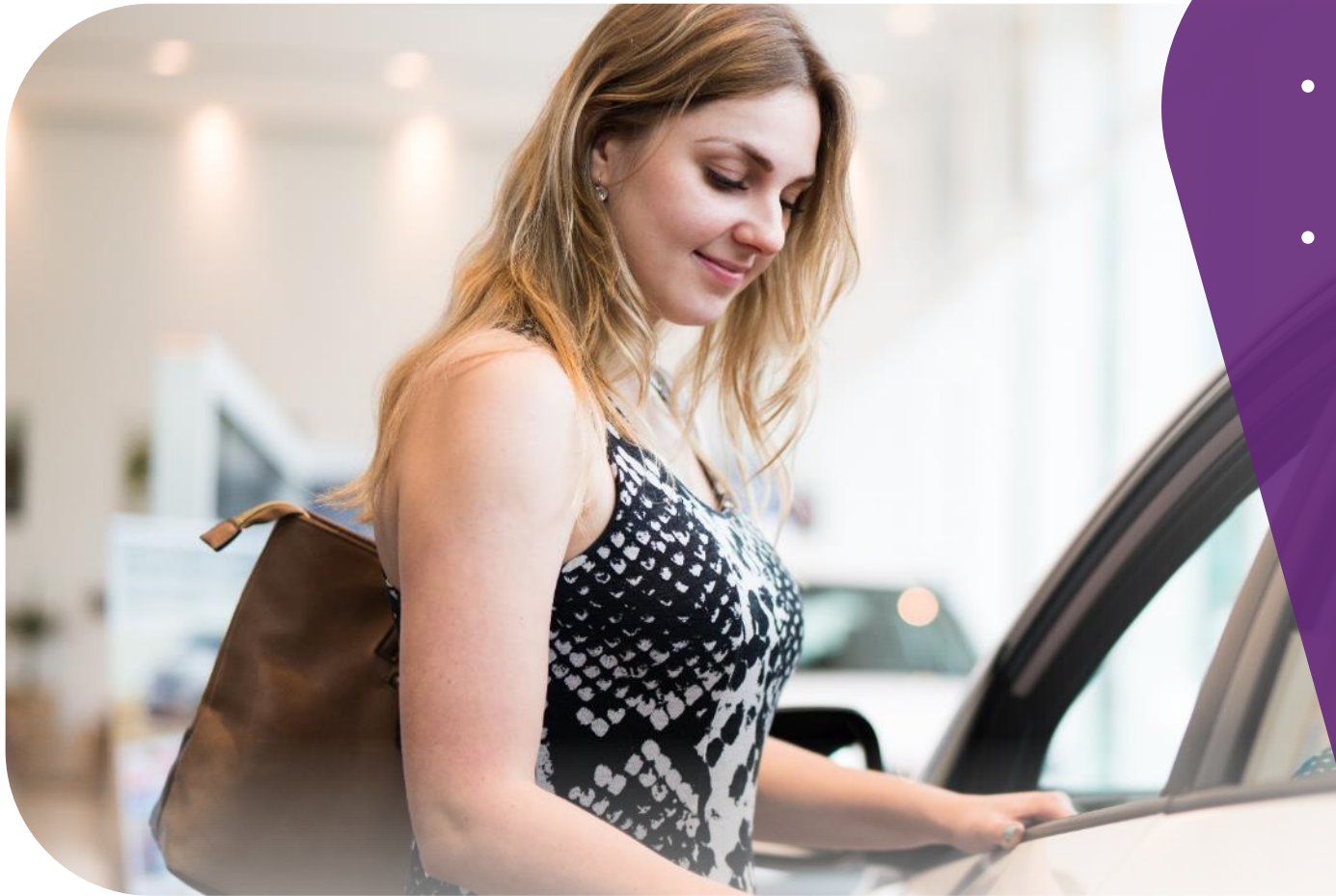
Boosted score may qualify for lead generation offers

Credit score recalculated in real-time

Data added to credit report

Connect bank details

Latin America: +6% organic revenue growth



- Steady year in Brazil, ending well
- Increased market penetration in Spanish Latin America
- Preparing for new positive data regime
 - Will expand access to credit in Brazil
 - Enable Experian to launch a range of enhanced B2B and B2C services
 - Implementation expected from October 2019

UK and Ireland: +4% organic revenue growth

B2B

- B2B growth +7%
- A number of strategic wins as we implement our innovation portfolio
 - 5 new wins for Ascend
 - First client wins Experian One
 - Several wins for open data affordability checks

Consumer Services

- Good progress on path to growth
- Very strong CreditMatcher performance, +56%

EMEA/Asia Pacific: +14% organic revenue growth

- Strong deal-flow for EMEA
- Encouraging early adoption of innovation platforms
 - Ascend
 - Trusso (open data)
- Compuscan opens new opportunities in Africa



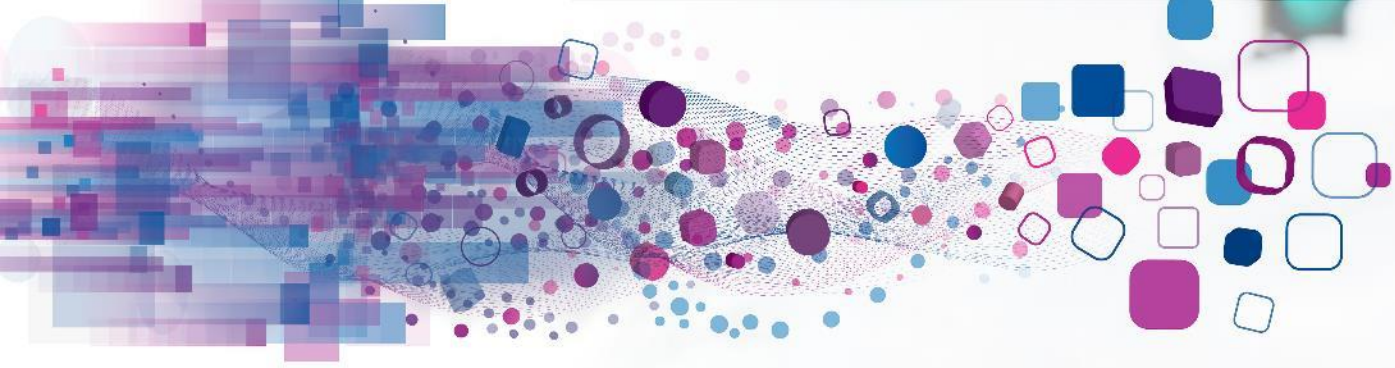
EMEA/Asia Pacific

- Considerable scope to propel greater financial inclusion in Asia Pacific
- Data Marketplace agreements signed covering Indonesia, the Philippines and Malaysia
- Allow more people to be scored using non-traditional datasets



Summary

- We operate in dynamic, expanding markets
- FY19 delivered strong results as we introduced new capabilities
- New innovations are scaling rapidly
- Servicing millions of consumers with new, differentiated offers



Financial review

Lloyd Pitchford, Chief Financial Officer



Financial overview



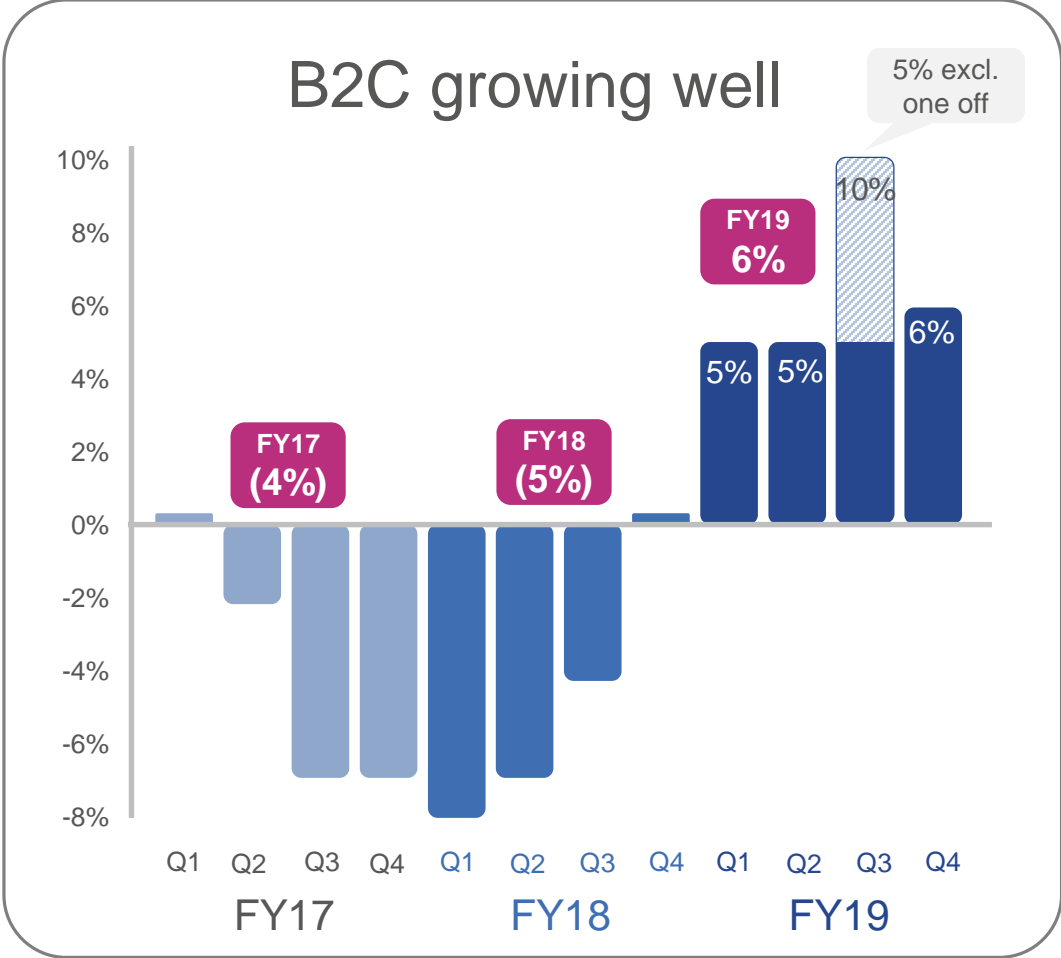
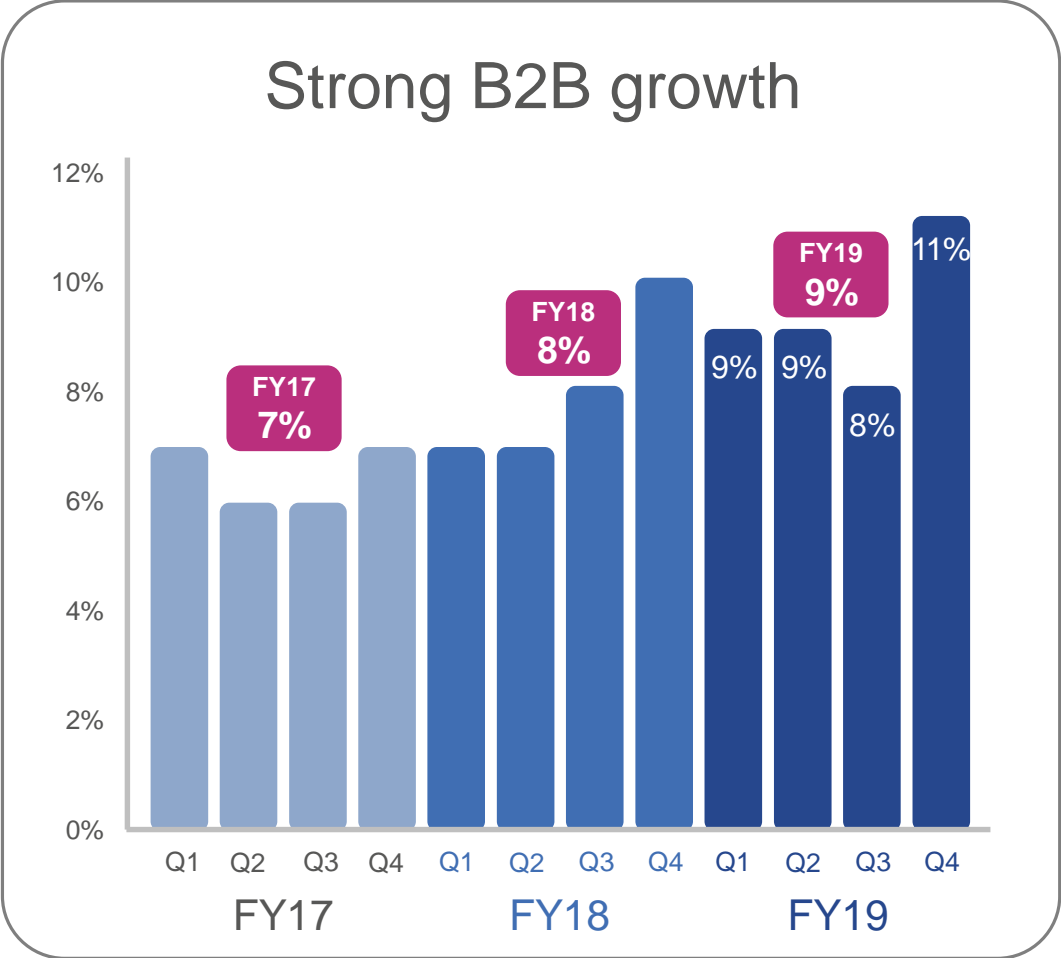
- Strong strategic, operational, and financial progress
- Another year of strong B2B growth
- New product momentum in Consumer Services
- EBIT margin progression and strong cash conversion
- Strong balance sheet, funding extended

Highlights – FY19

		Constant rates	Actual rates
Revenue growth	Total revenue growth	9%	6%
	Organic revenue growth	9%	
EBIT	Benchmark EBIT growth	10%	
	<i>Margin progression</i>	+20 bps	
Earnings	Benchmark earnings per share growth	9%	4%
Operating cash flow	Benchmark operating cash flow conversion		97%
Dividend	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.

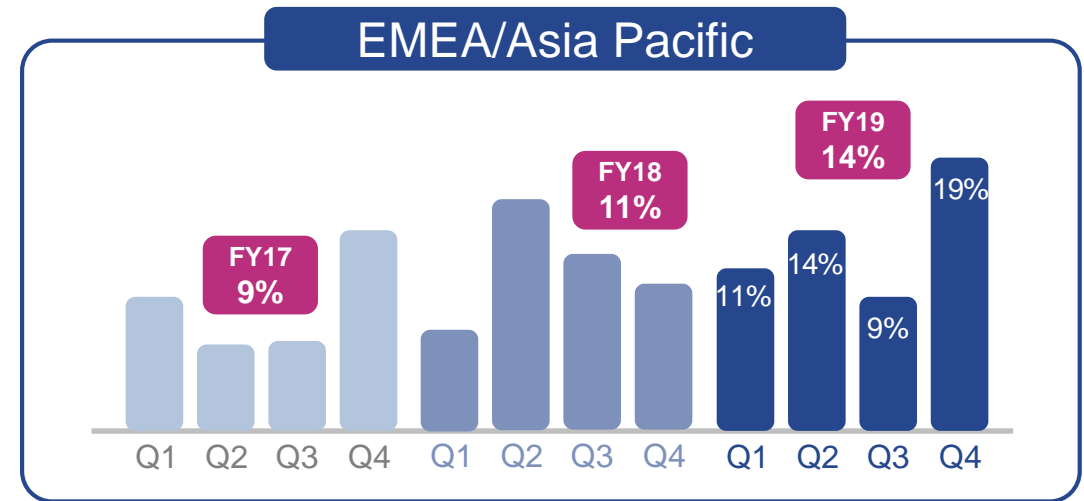
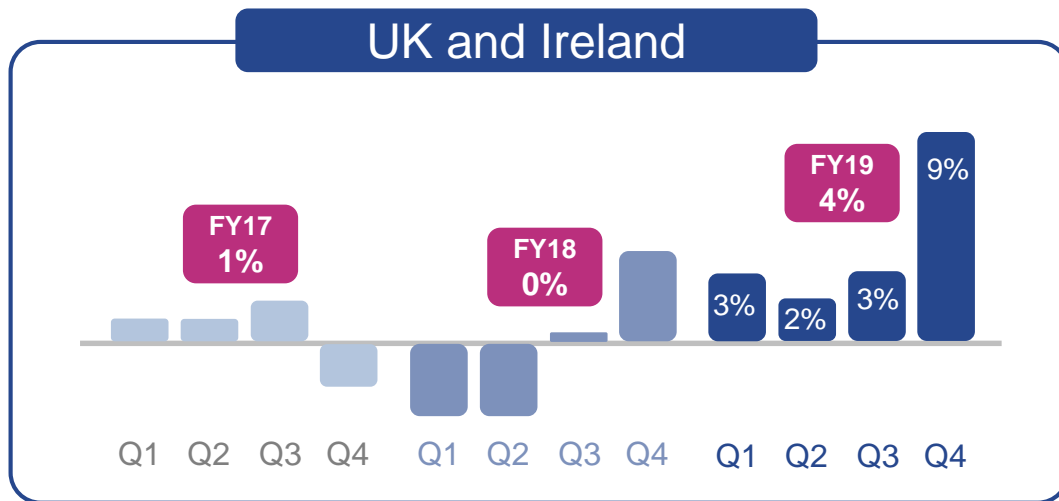
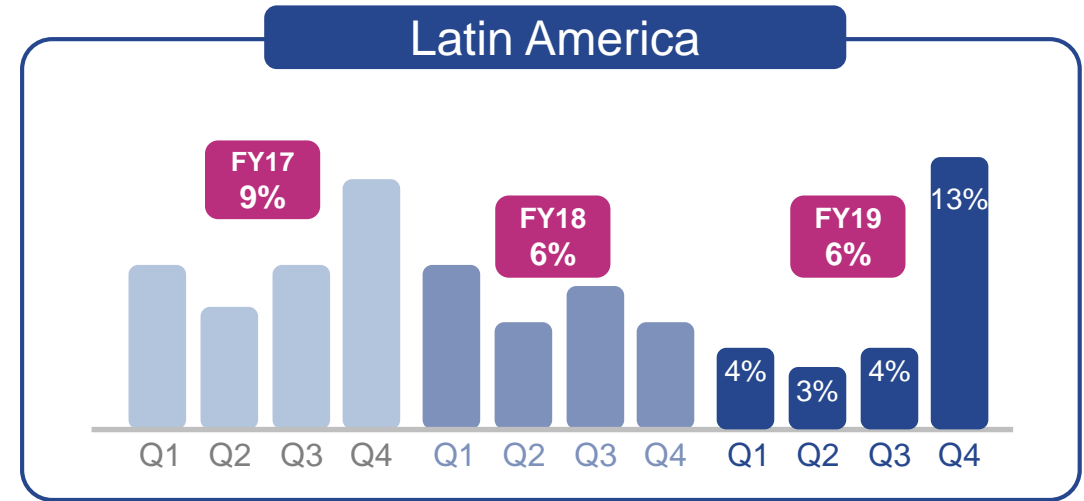
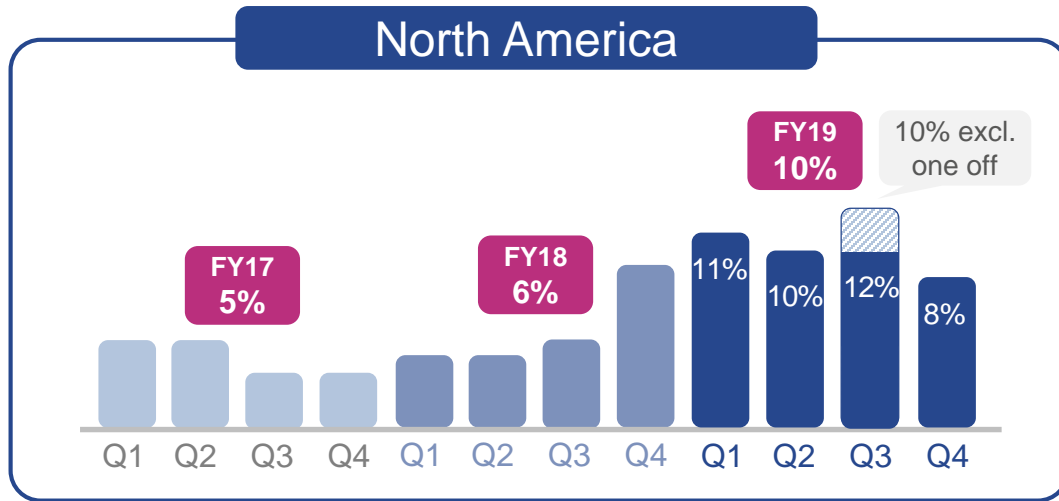
Organic revenue growth trends



B2B defined as Credit Services, Decision Analytics and Marketing Services for FY17 and FY18.
 B2B defined as Data and Decisioning for FY19.



Regional organic revenue growth trends



North America

Twelve months ended 31 March
US\$m

	2019	2018	Total growth	Organic growth
Data	1,468	1,302	13%	10%
Decisioning	623	560	11%	11%
Business-to-Business	2,091	1,862	12%	11%
Consumer Services	822	756	9%	9%
Total revenue	2,913	2,618	11%	10%
Benchmark EBIT – ongoing activities	940	821	14%	
Benchmark EBIT margin	32.3%	31.4%		

All results are Benchmark figures and are on an ongoing activities basis.
Growth at constant exchange rates.
FY18 has been restated for IFRS 15 and the divestment of B2B businesses.

Latin America

Twelve months ended 31 March
US\$m

	2019	2018	Total growth	Organic growth
Data	594	668	3%	3%
Decisioning	113	110	23%	23%
Total revenue	707	778	6%	6%
Benchmark EBIT – ongoing activities	231	259	9%	
Benchmark EBIT margin	32.7%	33.3%		

All results are Benchmark figures and are on an ongoing activities basis.
Growth at constant exchange rates.
FY18 has been restated for IFRS 15 and the divestment of B2B businesses.

UK and Ireland

Twelve months ended 31 March
US\$m

	2019	2018	Total growth	Organic growth
Data	388	376	5%	4%
Decisioning	262	241	10%	10%
Business-to-Business	650	617	7%	7%
Consumer Services	163	171	(4)%	(4)%
Total revenue	813	788	4%	4%
Benchmark EBIT – ongoing activities	230	235	(1)%	
Benchmark EBIT margin	28.3%	29.8%		

All results are Benchmark figures and are on an ongoing activities basis.
Growth at constant exchange rates.
FY18 has been restated for IFRS 15 and the divestment of B2B businesses.

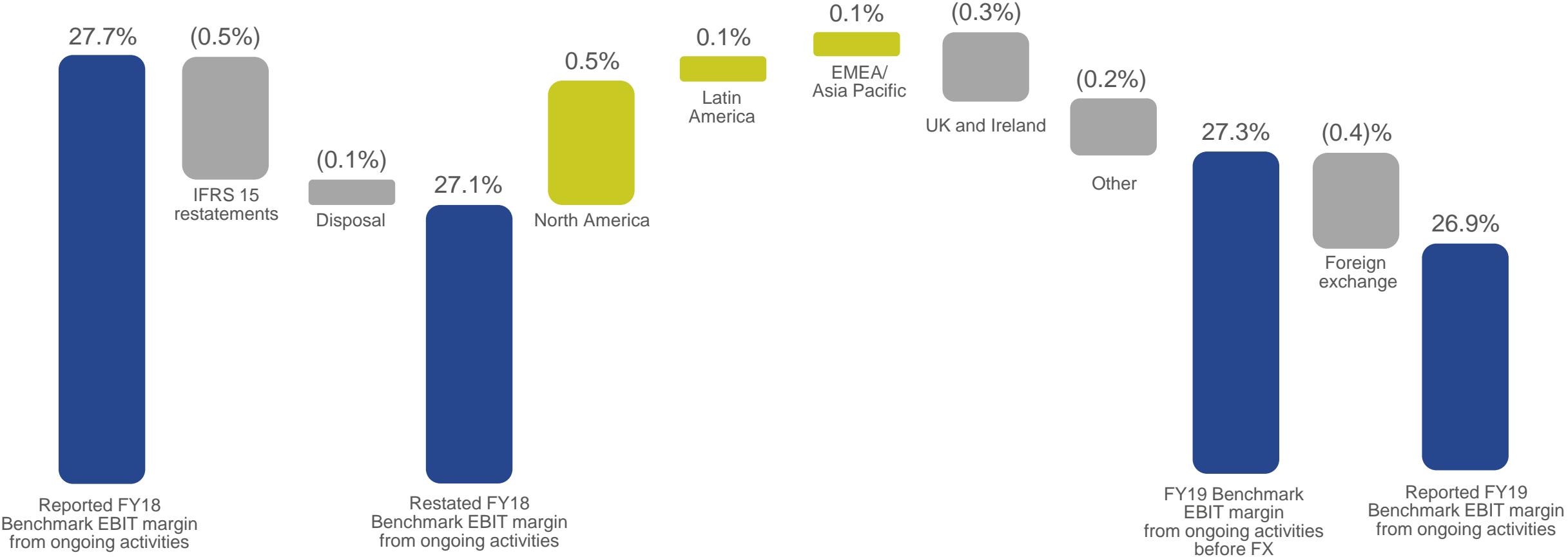
EMEA/Asia Pacific

Twelve months ended 31 March
US\$m

	2019	2018	Total growth	Organic growth
Data	175	172	4%	4%
Decisioning	247	216	21%	21%
Total revenue	422	388	14%	14%
Benchmark EBIT – ongoing activities	3	5	152%	
Benchmark EBIT margin	0.7%	1.3%		

All results are Benchmark figures and are on an ongoing activities basis.
Growth at constant exchange rates.
FY18 has been restated for IFRS 15 and the divestment of B2B businesses.

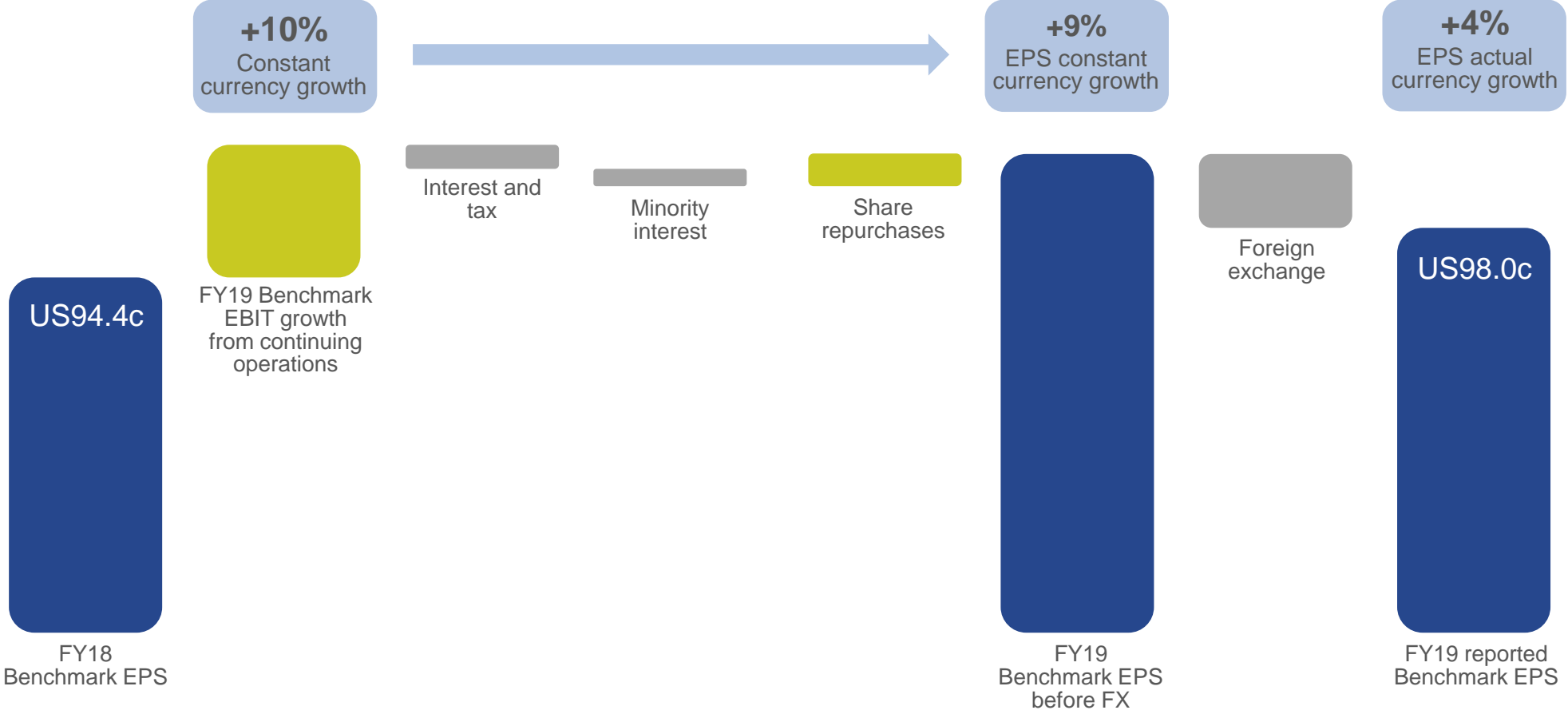
Benchmark EBIT margin



Benchmark EBIT margins calculated on an ongoing activities basis.



Benchmark Earnings per share (EPS)



FY18 Benchmark EPS has been restated for IFRS 15 and the reported Benchmark EPS was US97.8c.



Reconciliation of Benchmark to Statutory PBT

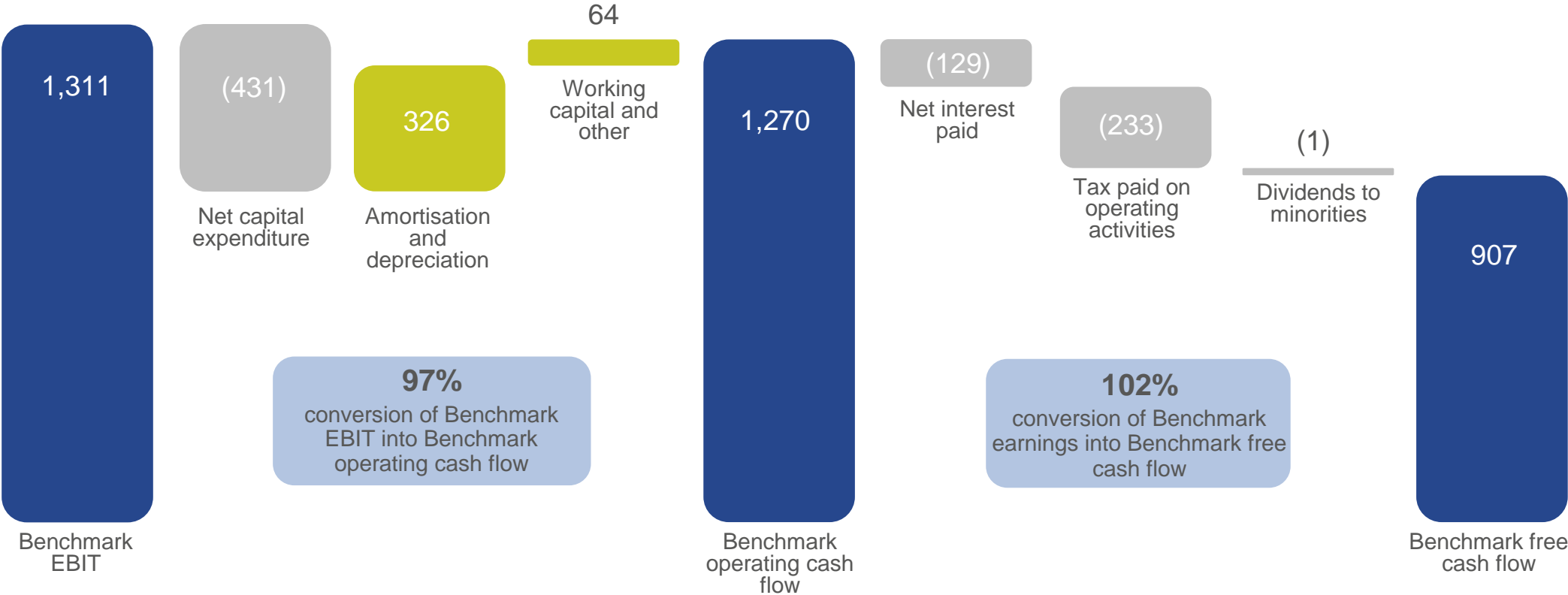
Twelve months ended 31 March
US\$m

	2019	2018	Growth (actual rates)	Growth (constant rates)
Benchmark profit before tax	1,198	1,162	3%	8%
Amortisation of acquisition intangibles	(111)	(112)		
Acquisition and disposal expenses	(24)	(20)		
Other acquisition related items	(16)	1		
Exceptional items	5	(57)		
Statutory profit before tax before non-cash financing remeasurements	1,052	974	8%	
Non-cash financing remeasurements	(95)	(24)		
Statutory profit before tax	957	950	1%	

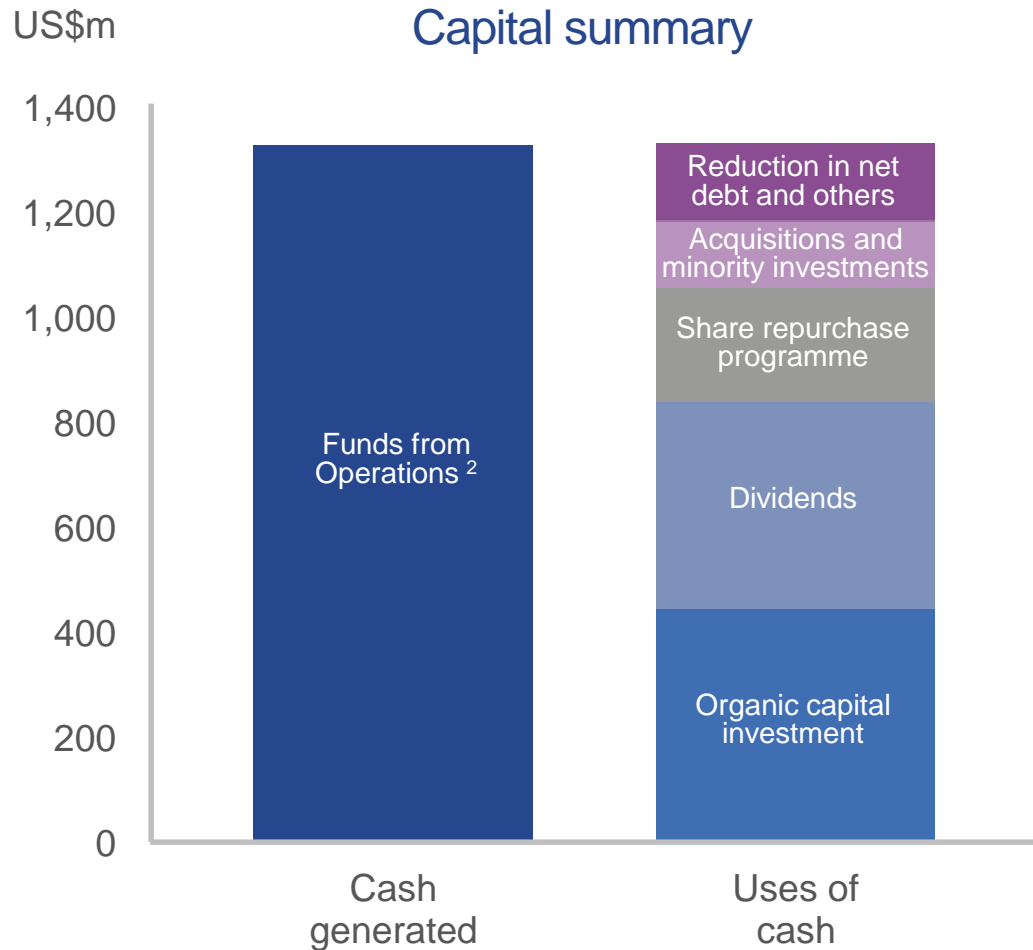
Benchmark cash flow performance

Twelve months ended 31 March 2019

US\$m



FY19 capital framework

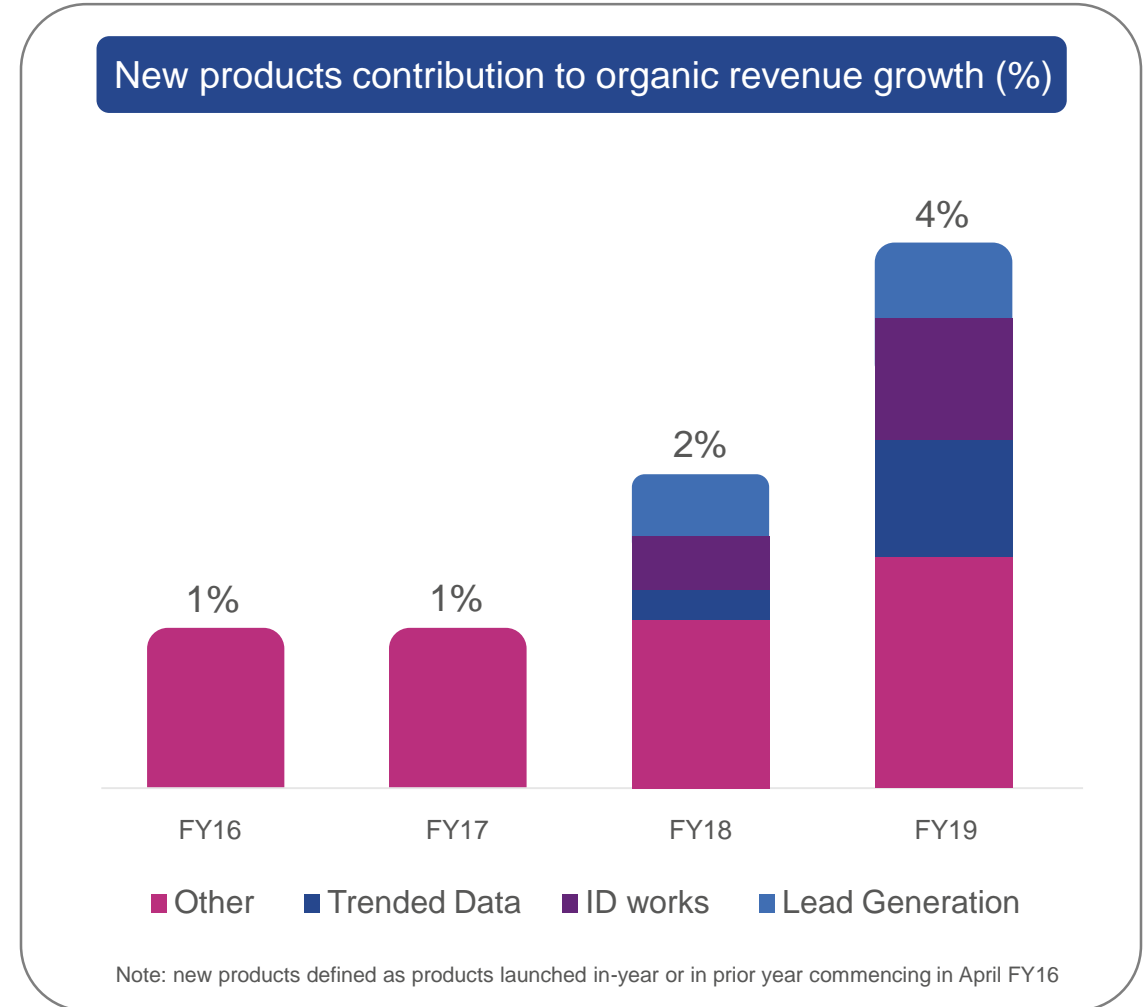
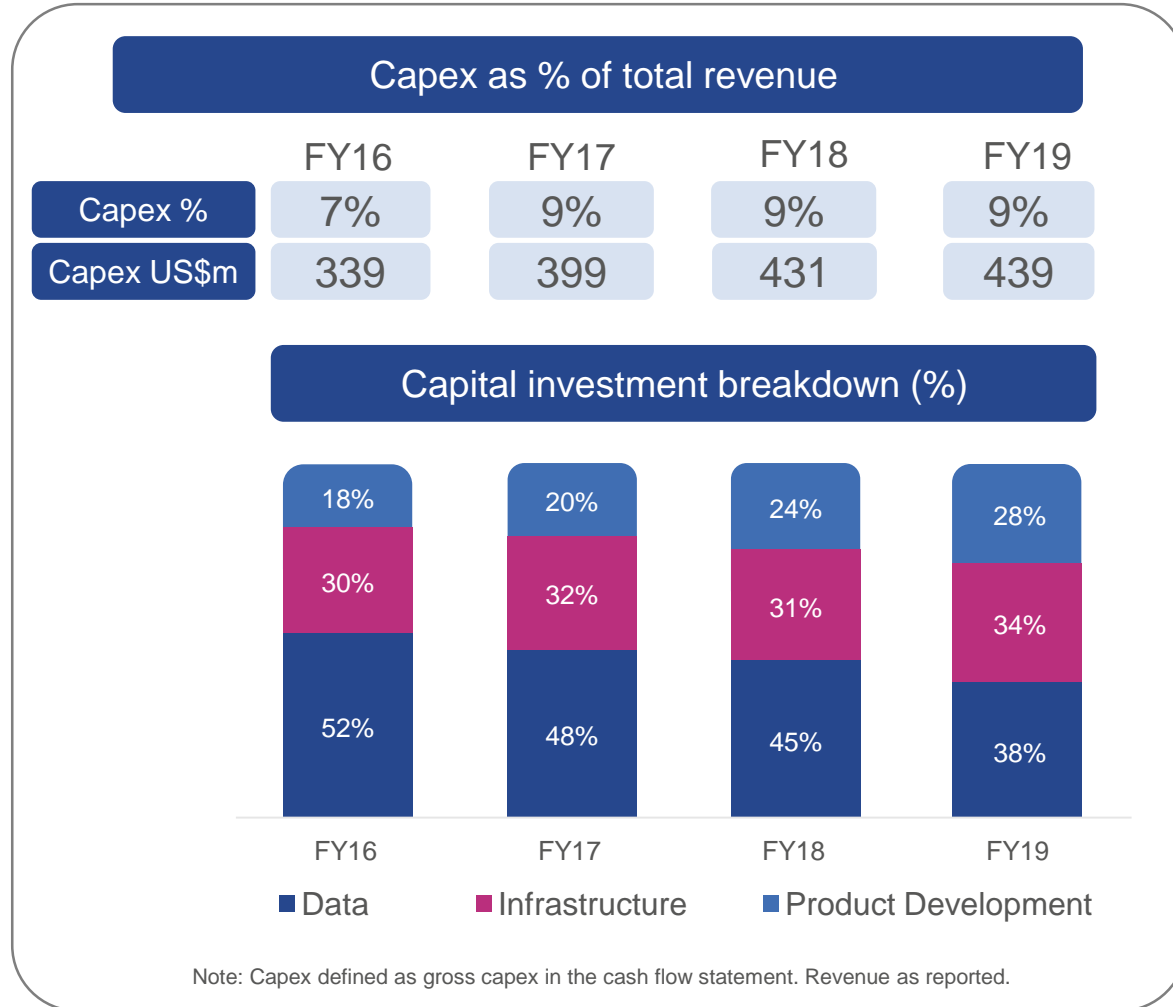


- Organic innovation investment
- AllClear ID acquisition and minority investments in the year
- FY19 shareholder returns of US\$625m:
 - Dividend growth of 4%
 - US\$215m¹ net share repurchases completed during the year
- Return on Capital Employed (ROCE) of 15.9%, up 0.4% from prior year
- Expect to make up to US\$400m of share repurchases

¹ Share repurchases as at 31 March 2019.

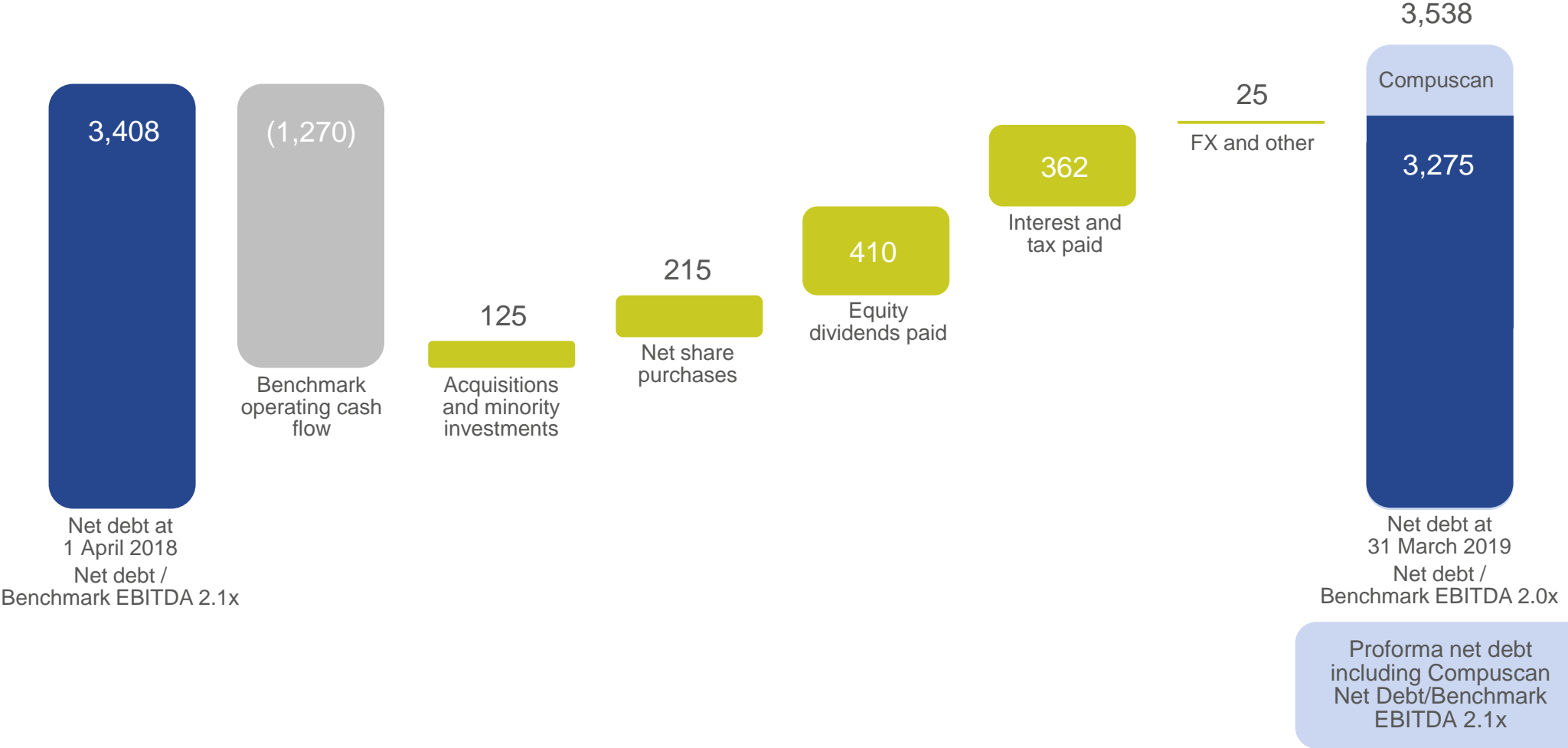
² Funds from Operations is defined as Benchmark free cash flow plus organic capital investment (capital expenditure).

Investment in technology and innovation driving growth



Net debt reconciliation

US\$m



Minority and associate investments

Investments in innovative high-potential companies

Percentage ownership:	<10% Investment	10%-20% Investment	20%+ / Associates	
Experian Marketplaces	 	 		<ul style="list-style-type: none"> Engage more consumers and businesses Consumer contributed data
Open banking/ mortgage digitisation			 	<ul style="list-style-type: none"> Smooth customer journeys in mortgage origination Aggregation of consumer contributed data
Data	   			<ul style="list-style-type: none"> Unique data assets, building depth and quality of alternative data
Health	 			<ul style="list-style-type: none"> Enhance market lead in high-growth vertical market
Consumer services				<ul style="list-style-type: none"> Improve customer finances through personalised financial guidance

Modelling considerations for FY20

Organic growth	6 – 8% ¹
Margin	Modest margin expansion ¹
IFRS 16 impact	EBIT +\$10m, Interest +\$10m
Foreign exchange	c.1% EBIT headwind
Net interest	IFRS 16 \$125m + c.\$10m = \$135m
Benchmark tax rate	c.26%
WANOS	WANOS ² of 900m
Capital expenditure	c.9-10% of revenue

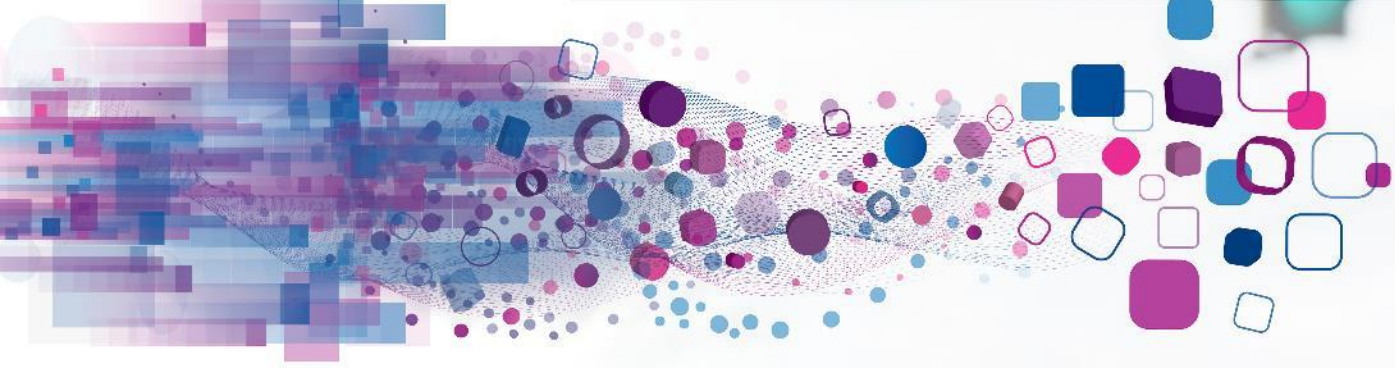
¹ At constant currency.

² Weighted average number of shares.

Summary and outlook



- Strong financial and strategic progress
 - Strong B2B performance
 - Good contribution from B2C
- Outlook for FY20; at constant currency
 - 6-8% organic revenue growth
 - Benchmark EBIT growth at or above rate of revenue growth
 - Strong progress in Benchmark EPS
- Investing for growth



Closing summary

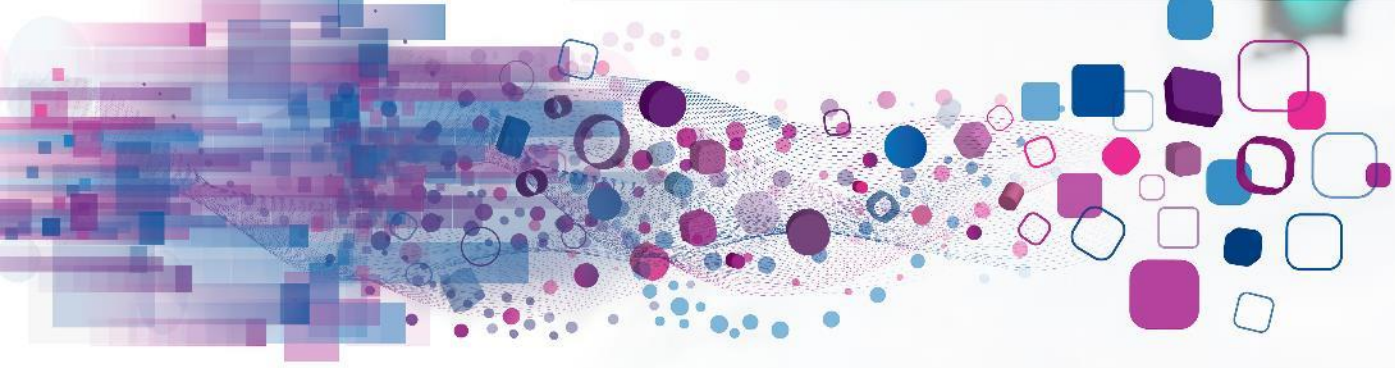
Brian Cassin, Chief Executive Officer



Closing summary

- A strong performance in FY19 and good prospects for the year ahead
- Addressing growing demand for advanced data and analytics
- Servicing consumers in new ways to drive greater financial inclusion

Powering opportunities and helping to create a better tomorrow



Appendix



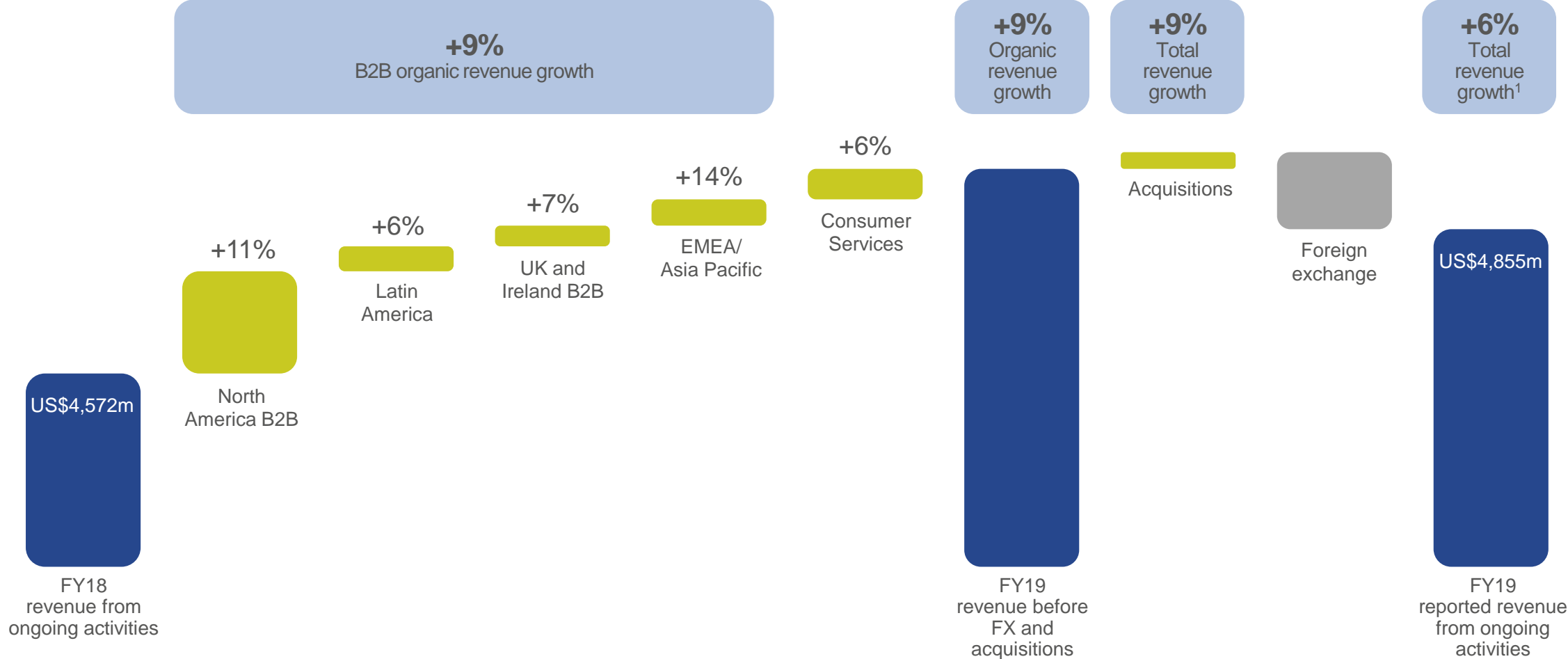
Group Benchmark earnings

Twelve months ended 31 March
US\$m

	2019	2018	Growth (actual rates)
Benchmark EBIT from ongoing activities	1,306	1,241	5%
Benchmark EBIT – exited business activities	5	6	
Benchmark EBIT	1,311	1,247	5%
Net interest	(113)	(85)	
Benchmark PBT¹	1,198	1,162	3%
Benchmark tax charge	(306)	(296)	
<i>Benchmark tax rate</i>	<i>25.5%</i>	<i>25.5%</i>	
Total Benchmark earnings	892	866	
For owners of Experian plc	886	866	2%
For non-controlling interest	6	-	
<i>Weighted average number of ordinary shares, million</i>	<i>904</i>	<i>917</i>	
Benchmark EPS, US cents	98.0	94.4	4%

¹Benchmark PBT is defined as profit before amortisation and impairment of acquisition intangibles, impairment of goodwill, acquisition expenses, adjustments to contingent consideration, exceptional items, financing fair value remeasurements, tax (and interest thereon) and discontinued operations. It includes the Group's share of continuing associates' post-tax results.

FY19 revenue walkthrough



¹ At actual foreign exchange rates.
 FY18 revenue has been restated for IFRS 15 and the divestment of B2B businesses.



Capital allocation

Organic investment

Boost

Ascend

Trusso

Verdus

Marketplaces

PowerCurve

IdentityWorks

Experian One

Acquisitions



Minority investments



Jirnexu



Environment, social and governance highlights

Environment

CO ₂ e per US\$1,000 of revenue (FY19 change)	-11%
Overall CO ₂ e in tonnes (FY19 change)	-6%
Electricity from low-carbon or renewable sources	26%

Employee

Favourable employee engagement	75%
Women in senior leadership positions	31%
Investment in learning and training	\$11m
Voluntary employee attrition	12%
Global diversity and inclusion groups	15

Social

Number of credit offers to people in emerging markets using our micro analytics since 2010	5bn
Unbanked people who could benefit through alternative data sources and Experian technology platforms	1.7bn
People using our platforms for free education, access to products and services	>55m
Consumers connected to Experian Boost in the US	>600,000
Data privacy and security is a top priority	
Robust security controls based on ISO 27001	
A member of the Slave-Free Alliance	
Suppliers must comply with our Supply Chain Principles	
Mandatory annual training for all employees:	
Code of Conduct	
Security & Data	
Anti-Corruption	

Board evaluation occurs every 3 years

Corporate governance

Independent Board members	64%
Female Board members	27%
Independence of Audit and Remuneration committees	100%
Clear division of responsibilities between the Chairman and CEO	Yes
Independent external evaluation of the Board's performance	Yes
Executive remuneration linked to Group performance	Yes
Voting rights for shareholders	Equal

Experian American Depositary Receipt (ADR) programme

For ADR shareholder enquiries, please contact:

Shareholder Relations
BNY Mellon Shareowner Services
PO Box 505000
Louisville, KY 40233-5000
United States

T: + 1 201 680 6825
(From the US: 1-888-BNY-ADRS, toll free)
E: shrrelations@cpushareownerservices.com
W: www.mybnymdr.com

Experian ADR shares trade on the OTCQX under the following information:

Symbol	EXPGY
CUSIP	30215C101
Ratio	1 ADR : 1 ORD
Country	United Kingdom
Effective Date	October 11, 2006
Underlying SEDOL	B19NLV4
Underlying ISIN	GB00B19NLV48
U.S. ISIN	US30215C1018
Depository	BNY Mellon

Appendix

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Peg Smith

Executive Vice-President

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Adam Rachlin

Financial Reporting Manager

Email: adam.rachlin@experian.com

Appendix

Event calendar

16 July 2019

Trading update, first quarter FY20

24 July 2019

Annual General Meeting

12 November 2019

Half-year financial report, FY20

Appendix

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- Information in this presentation relating to the price at which relevant investments have been bought or sold in the past or the yield on such investments cannot be relied upon as a guide to the future performance of such investments.
- This presentation does not constitute or form part of, and should not be construed as, an offering of securities or otherwise constitute an invitation, inducement or recommendation to any person to underwrite, subscribe for or otherwise acquire securities in any company within the Experian group (the “Group”).
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- This presentation contains certain non-GAAP financial information. The Group’s management believes that these measures provide valuable additional information in understanding the performance of the Group or the Group’s businesses because they provide measures used by the Group to assess performance. Although these measures are important in the management of the business, they should not be viewed as replacements for, but rather as complementary to, the GAAP measures.

