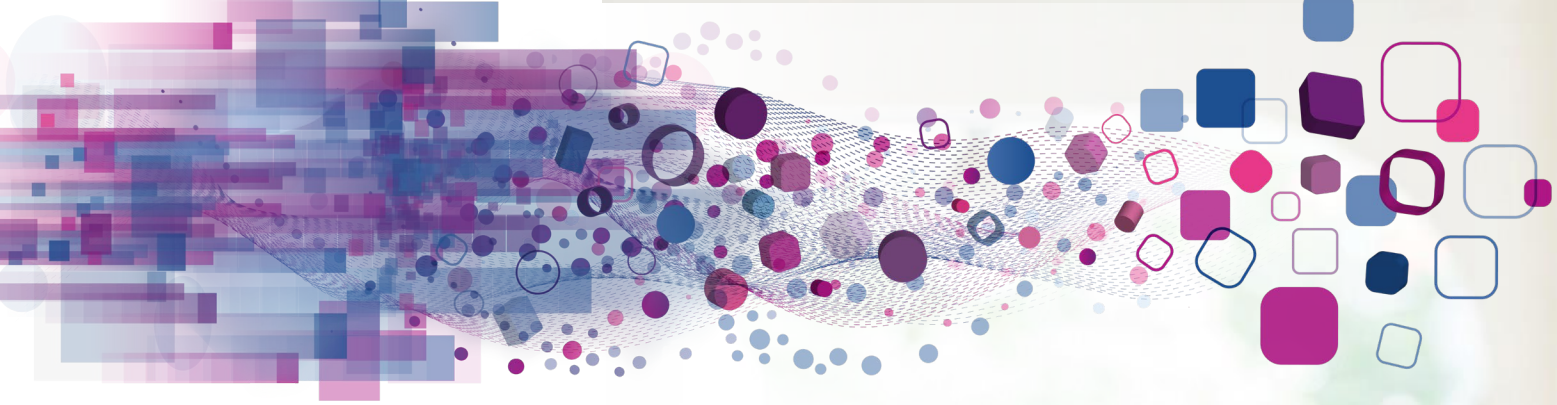


Half-yearly results for six months ended 30 September 2020

17 November 2020





Strategic and operational review

Brian Cassin, Chief Executive Officer



Resilient first-half performance

First-half highlights

- Organic revenue growth for the half of 2%
- Q1 impacted by COVID-19, at (2)%, Q2 recovery with growth of 5%
- Strong growth in North America, helped by mortgage and Consumer Services
- Broad-based growth in Latin America with strong performance in Brazil Consumer Services
- UK and Ireland, EMEA/Asia Pacific improving in Q2
- EBIT increased by 1%; some margin impact early on in the crisis
- Benchmark EPS growth at constant currency of 2% with a 4% FX headwind
- First interim dividend unchanged at 14.5 cents per share

The COVID-19 crisis has catalysed pre-existing market trends

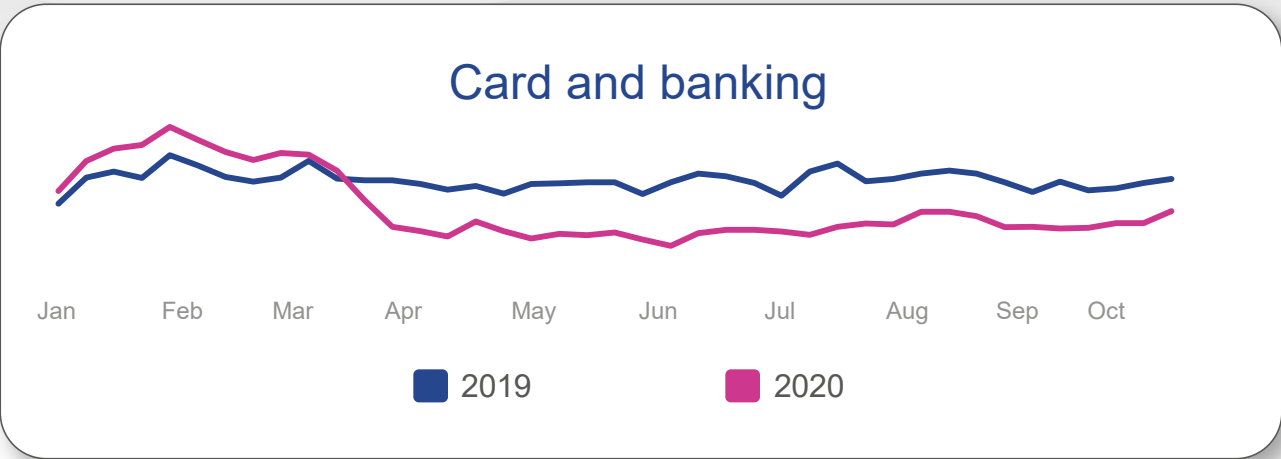
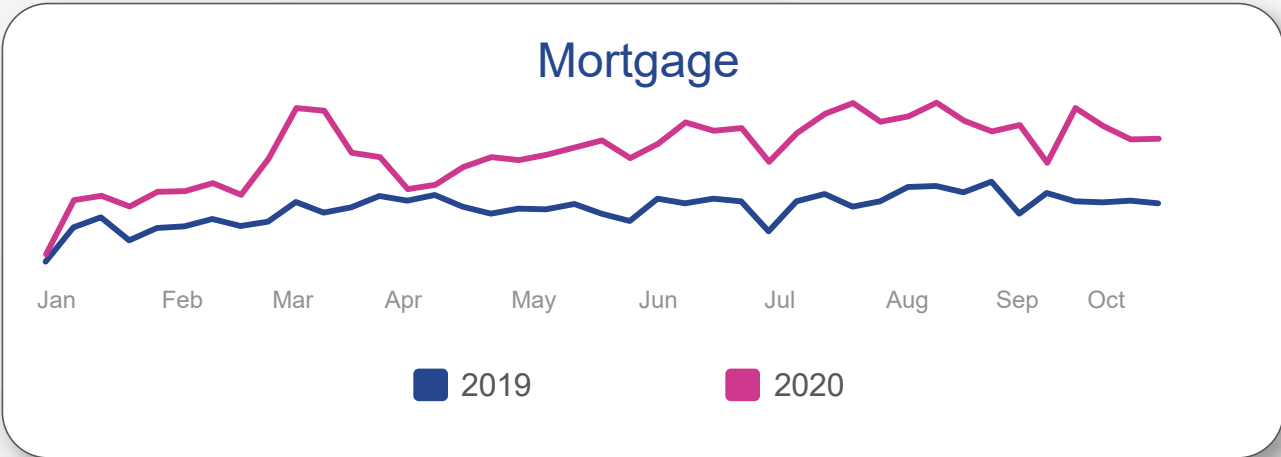
COVID-19 – OUR RESPONSE

- Strong innovation pipeline, emphasis on countercyclical investment and new COVID-19-related opportunities
- Including:
 - Recovery scores
 - Downturn triggers
 - At Risk Audiences
 - Ascend Portfolio Scenario Planner
 - Affordability Passport
 - Digital Hardship Management

MARKET TRENDS CATALYSED BY THE GLOBAL CRISIS

- Accelerated investment in digital platforms
- Increased reliance on data and analytics
- Shift towards cloud-based solutions
- Accelerated growth in fraud market
- Accelerated shift by consumers to digital

Substantial progress in North America



- Mortgage strength offset decline in card and banking
- Strong contribution from Ascend – global TCV now US\$347m
- Bookings for cloud-based services gather pace
- Strength of our solution set plays to our advantage



Verticals have been a source of resilience

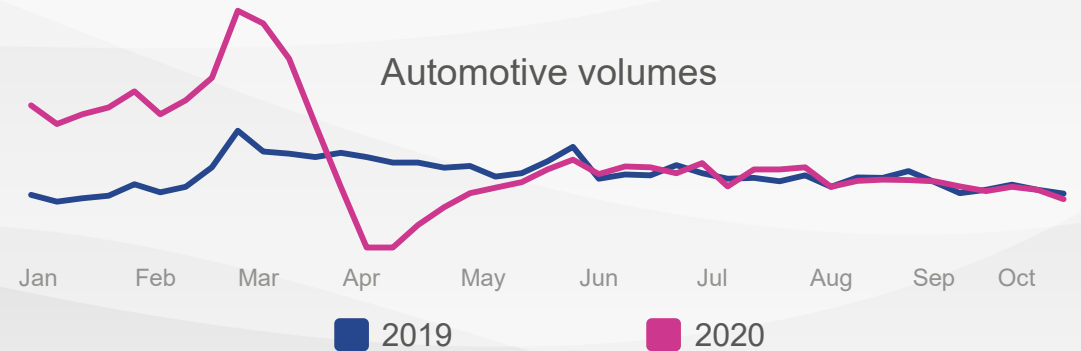
HEALTH

Solid performance in health despite challenges in healthcare industry

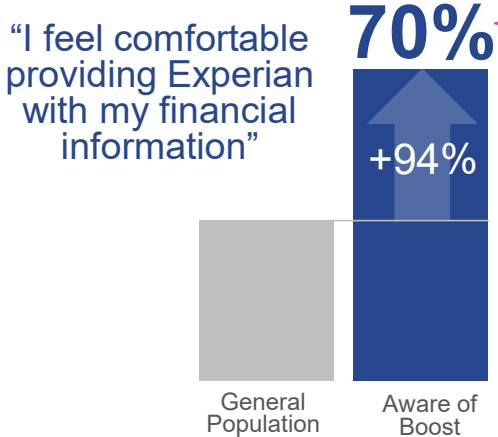
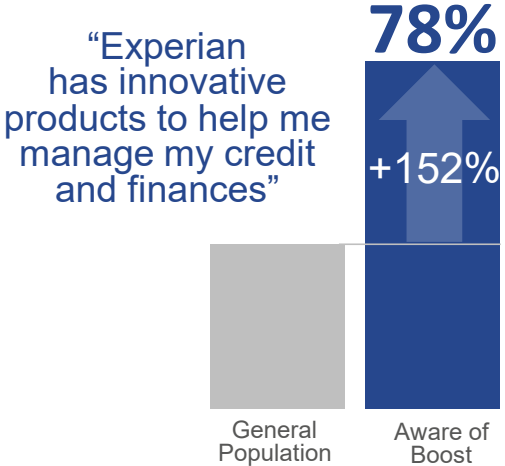
Strong new business performance with addition of new logos

Countercyclical segments and areas of recent investment performing well

AUTOMOTIVE



Core market expansion and strong execution in North America Consumer Services as our brand strength grows

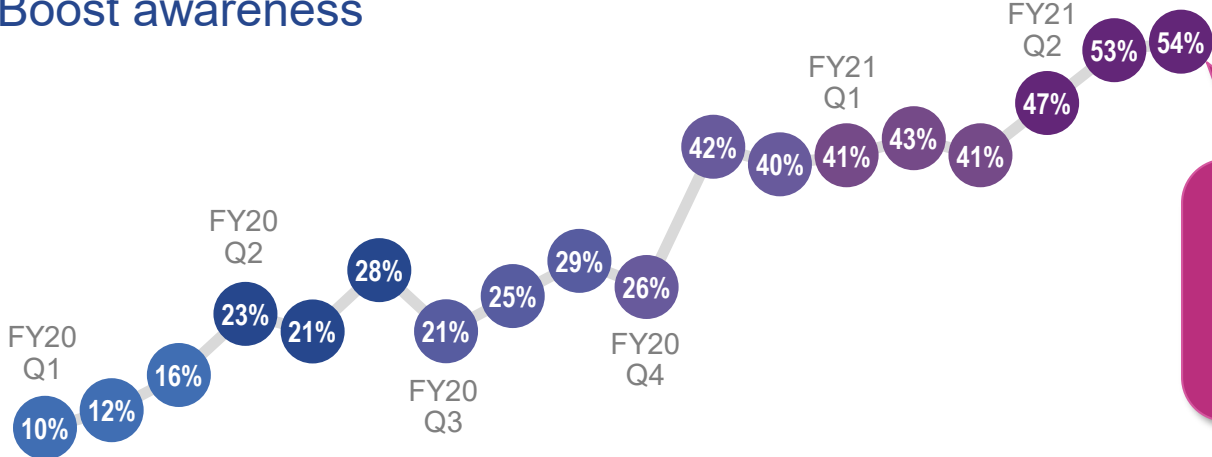


Awareness of Boost improves favourability and trust



Consumers continue to be excited about Boost

Boost awareness



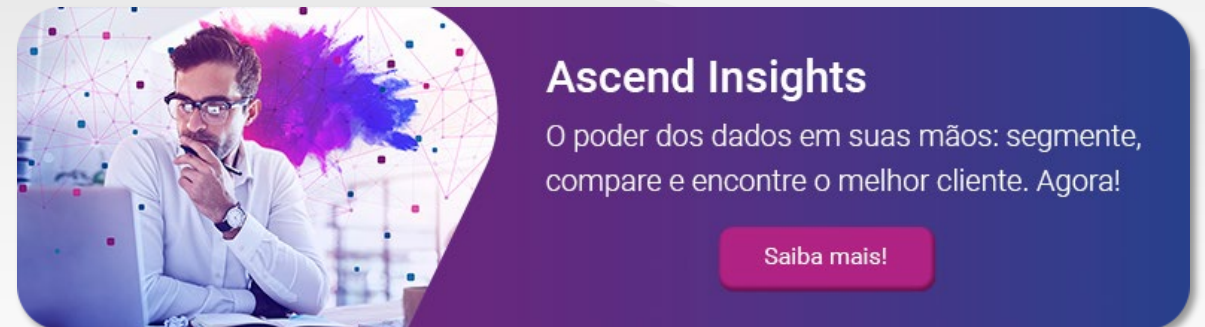
Half of America is aware of Boost

NOW PAYING FOR NETFLIX & HULU CAN BOOST YOUR CREDIT SCORES
experian.com/boost



Latin America delivers growth as investments in Brazil pay-off

- Business-to-Business in Brazil recovering as Consumer Services goes from strength to strength
- Strategic initiatives make good progress:
 - Positive data implementation underway
 - Client wins for Experian innovations
 - Developing integrated propositions

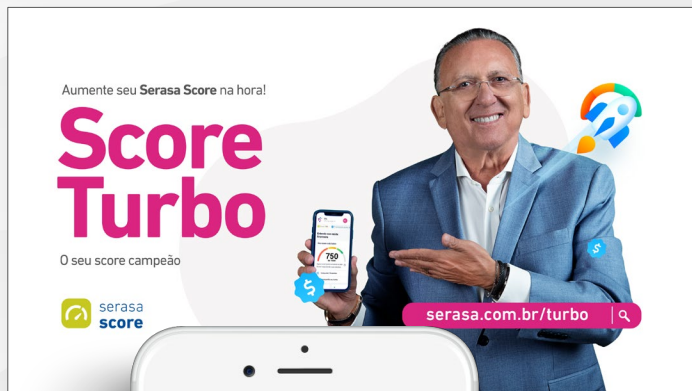


POSITIVE DATA PROPOSITIONS

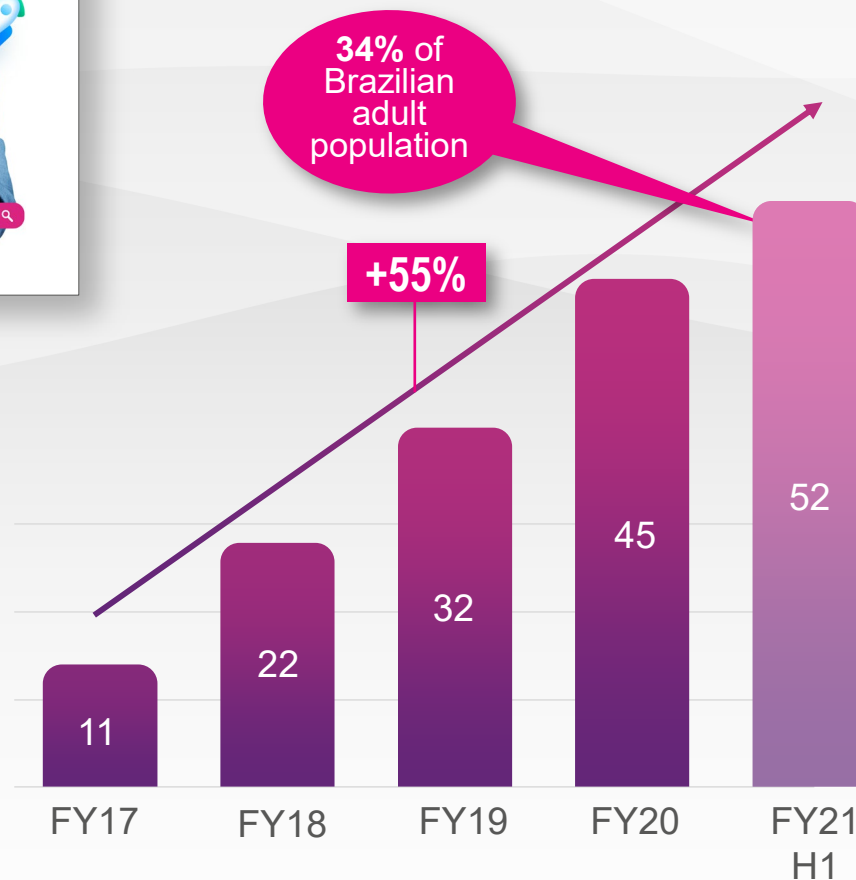
15  Products already launched

29 Upcoming launches in 2020

Connecting to 51.8m consumers in Brazil with significant commercial success



Free membership enrollments (million)



- 88% of consumers in Brazil are aware of the Serasa brand
- Score Turbo – helps consumers to pay their bills, can enhance credit scores
- Revenue model diversifies as credit matching adds to traditional strength of Limpa Nome

Transformation underway in UK and Ireland

TRANSFORMATION PROGRAMME OBJECTIVES

Simplify our estate

Enhance customer service

Get back to profitable growth

PROGRESS ON TRANSFORMATION

Reorganised business structure

Improved service levels

Enhanced operating efficiency

Moving forward with innovation investment in UK to address numerous opportunities; Experian Boost goes live



EMEA/Asia Pacific - challenging macro, German acquisition performing strongly

- Lockdowns affect volumes and software implementations
- Bureau acquisition in Germany has had a good start
- Some markets have good momentum; securing deals for collections, cloud and open banking solutions

ESG – first-half progress update

TRANSFORMING FINANCIAL LIVES

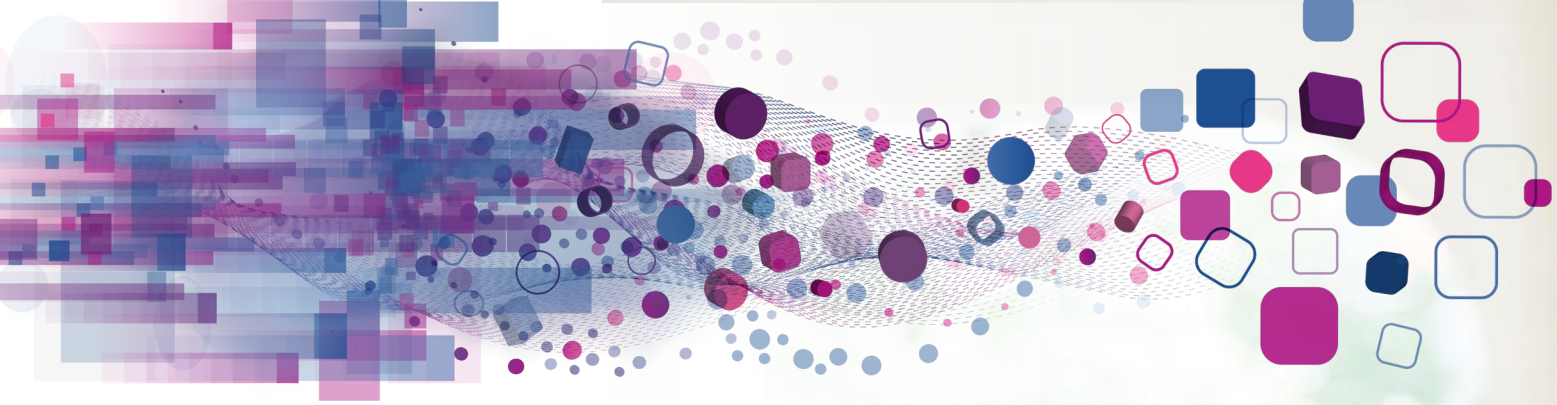
- Helped governments to support the vulnerable during pandemic
- United for Financial Health: recovery programme to aid communities affected by COVID-19

WORKING WITH INTEGRITY

- Employee engagement score increased to 76%
- North America recertified as a Great Place to Work for third year in a row
- Board now 40% women and 70% independent Board members
- Board meets recommendations of Hampton-Alexander and Parker reviews

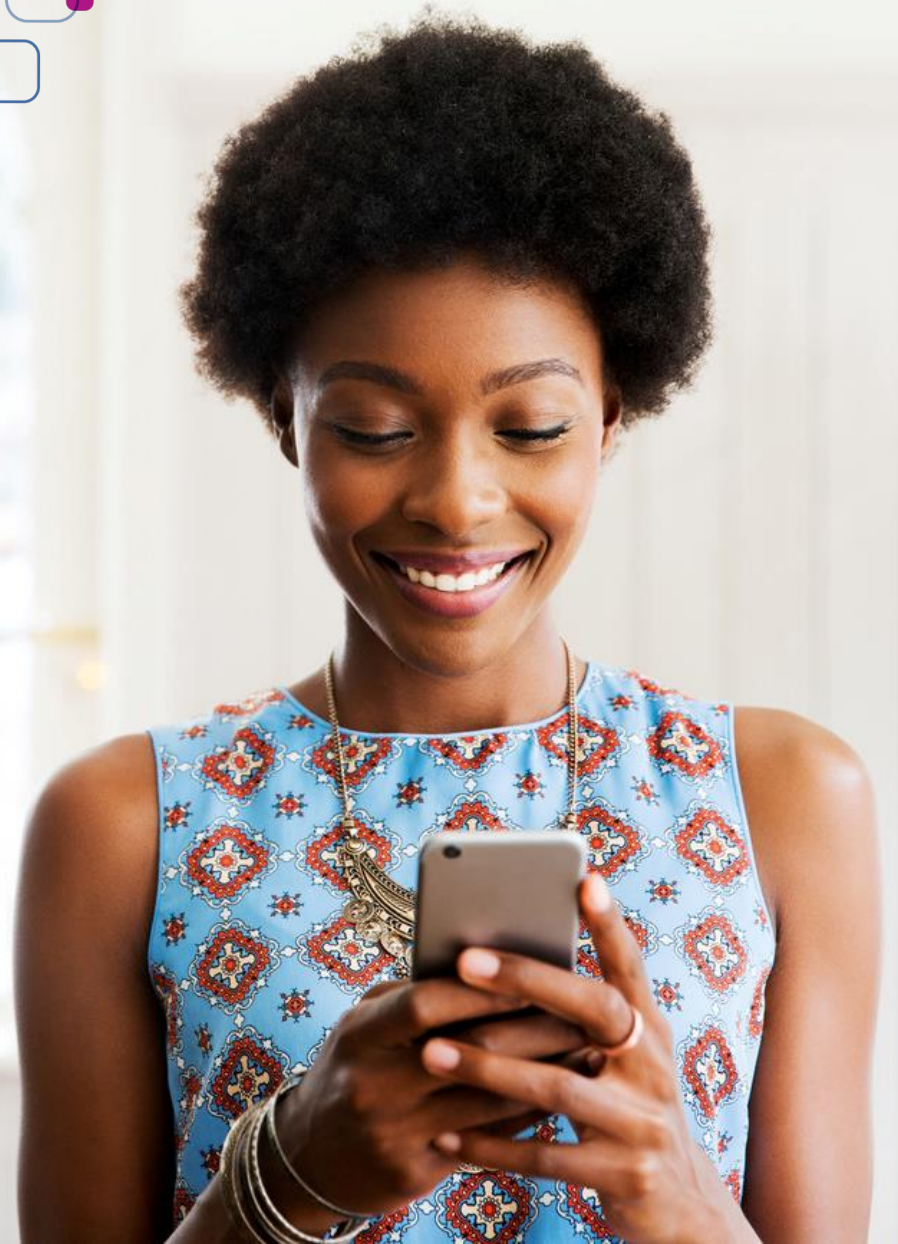
PROTECTING THE ENVIRONMENT

- Carbon emissions and carbon intensity continue to reduce
- Carbon neutral in own operations by 2030
- Gradually carbon offset scope 1 and 2 emissions over next 5 years



Financial review

Lloyd Pitchford, Chief Financial Officer

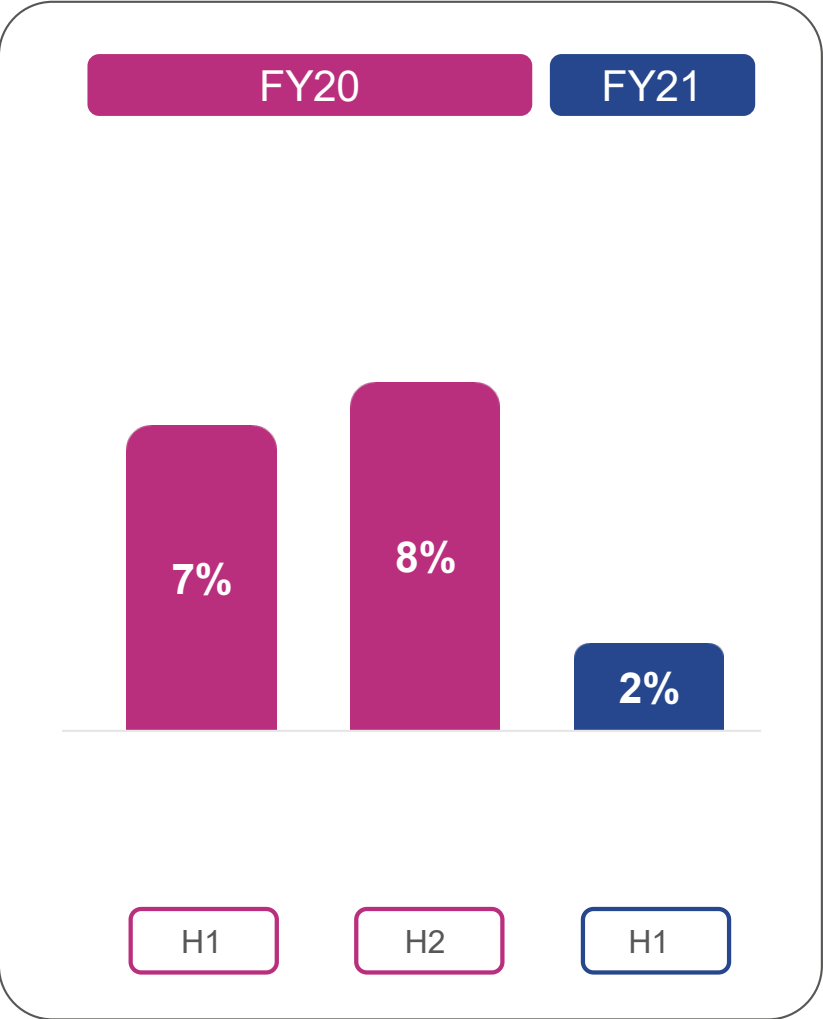
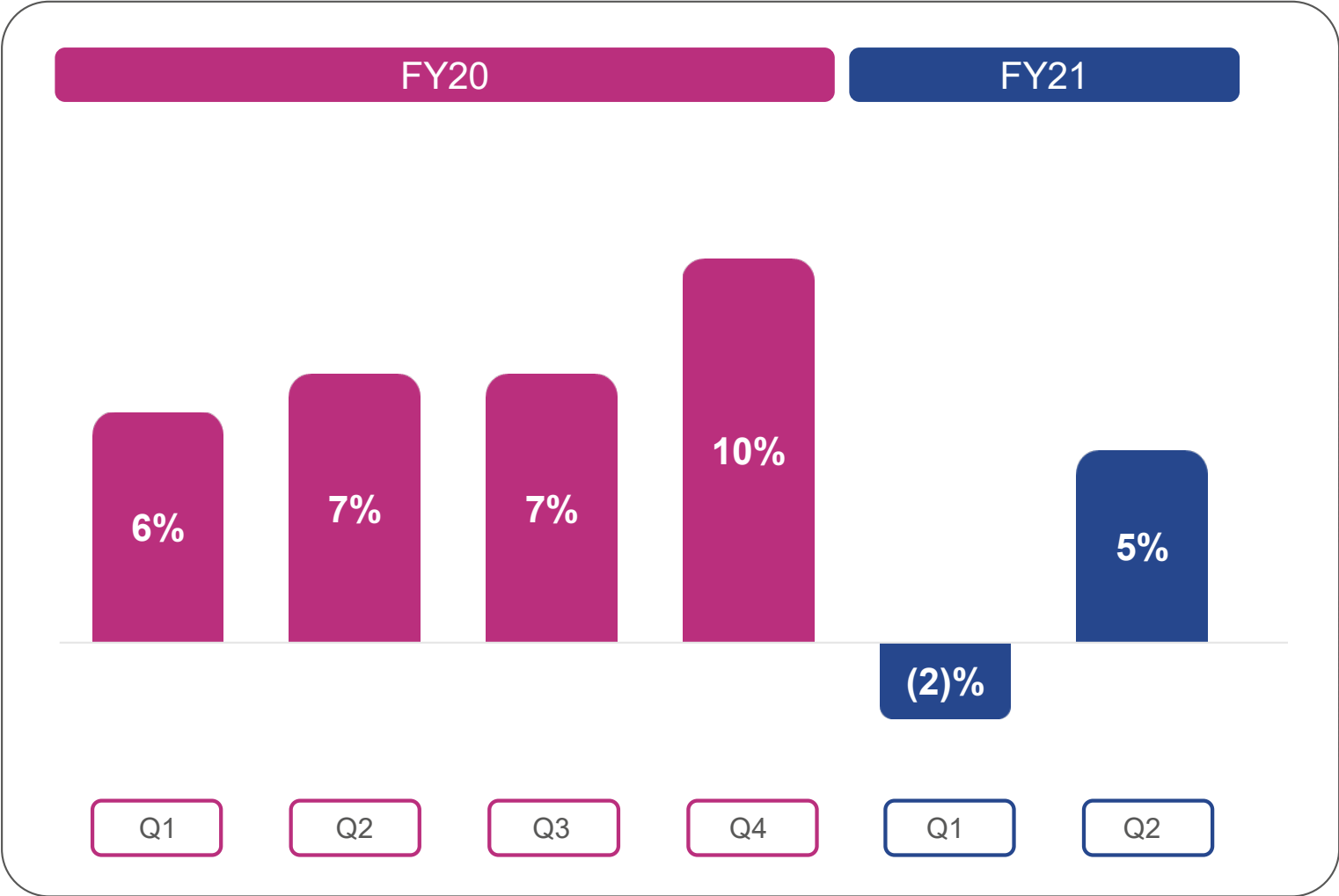


Highlights – first half FY21

		Growth		Results
		Constant FX rates	Actual FX rates	
Revenue	Total revenue	3%	0%	US\$2,487m
	Organic revenue	2%		
EBIT	Benchmark EBIT	1%	(3)%	US\$648m
	Benchmark EBIT Margin	26.2%	26.1%	
EPS	Benchmark earnings per share	2%	(2)%	USc 47.9
Operating cash flow	Benchmark operating cash flow conversion		89%	US\$574m
Dividend	First interim dividend per share		0%	USc 14.5
Funding and liquidity	Net debt to Benchmark EBITDA			2.2x

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 growth and Benchmark EBIT margin are on an ongoing activities basis. FX = foreign exchange.

Organic revenue growth trends



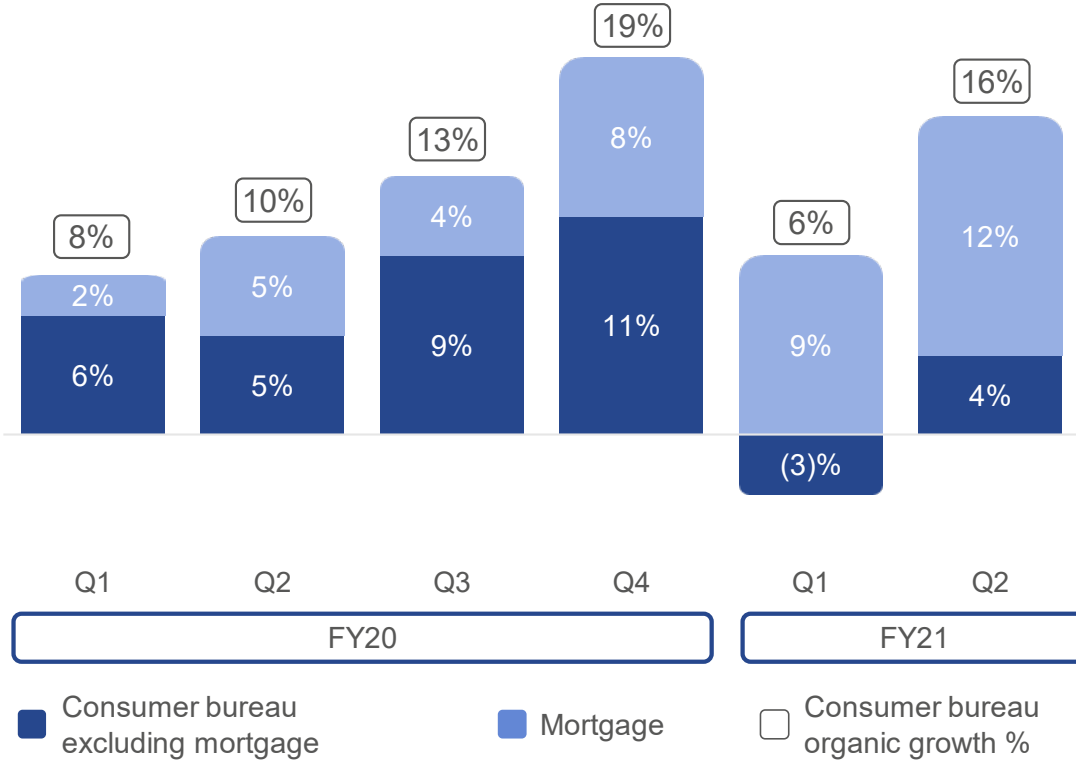
Q1 to Q2 FY21 organic revenue growth



North America key organic growth trends

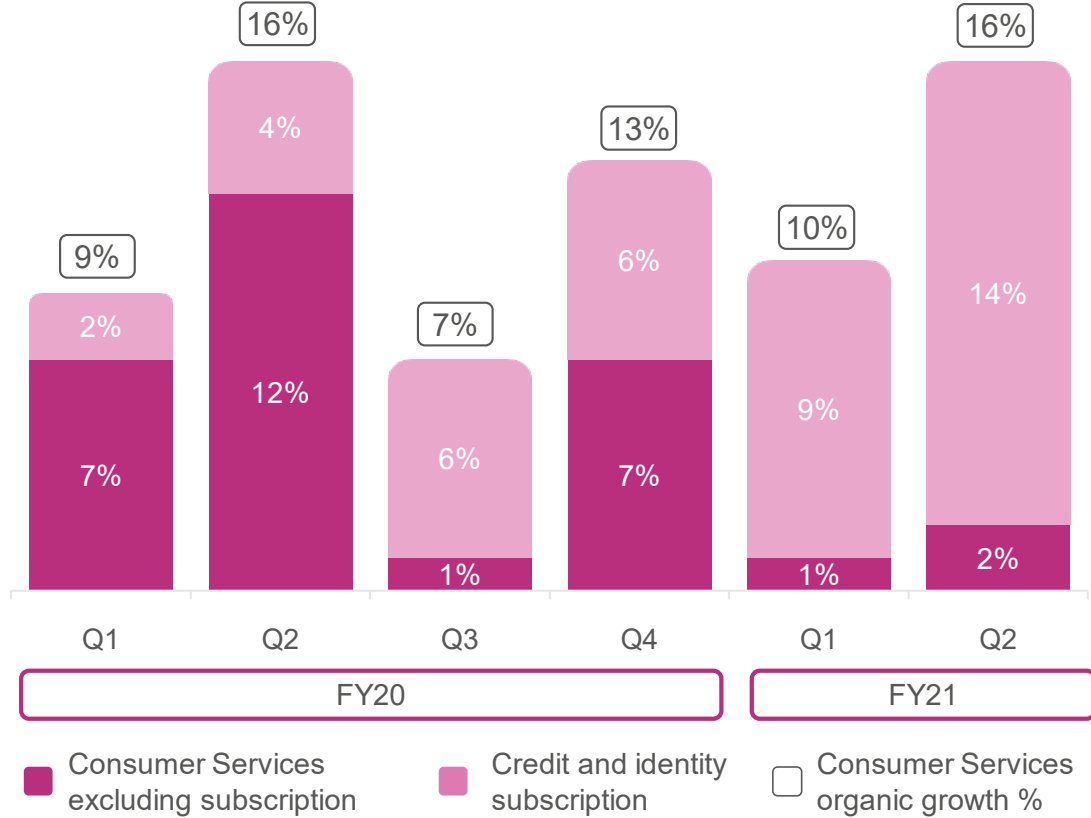
Strong mortgage contribution from Q4 FY20

North America Consumer bureau



North America subscription revenue driving double-digit growth in Consumer Services

North America Consumer Services



First half organic revenue trends

		% of Group revenue ¹	Q1	Q2	H1
North America (NA)		68%	4%	9%	7%
Data	CI / BI bureaux	26%	4%	14%	9%
	Automotive	5%	(3)%	1%	(1)%
	Targeting	3%	(15)%	(16)%	(15)%
Decisioning	Health	8%	1%	4%	3%
	DA / Other	5%	(1)%	(0)%	(1)%
Consumer	Consumer Services	21%	10%	16%	13%
Latin America (LA)		11%	(1)%	10%	5%
Data	CI / BI bureaux	7%	(5)%	1%	(2)%
	Other	1%	12%	7%	9%
Decisioning	DA / Other	2%	(9)%	3%	(3)%
Consumer	Consumer Services	1%	104%	197%	156%
Total NA and LA		79%	3%	10%	6%

- Strength in mortgage profiles and improving trends in core profile volumes
- Collections and patient access trends improving in Health
- Strong subscription growth in Consumer Services

- Bureau volume trend improving, positive data and Ascend adding revenue
- Further strength from Limpa Nome

First half organic revenue trends

		% of Group revenue ¹	Q1	Q2	H1
UK and Ireland		13%	(15)%	(8)%	(12)%
Data	CI / BI bureaux	5%	(14)%	(8)%	(11)%
	Targeting / Auto	1%	(21)%	(3)%	(12)%
Decisioning	DA / Other	4%	(13)%	(8)%	(10)%
Consumer	Consumer Services	3%	(18)%	(11)%	(14)%
EMEA/Asia Pacific		8%	(20)%	(17)%	(18)%
EMEA		5%	(25)%	(16)%	(20)%
Asia Pacific		3%	(13)%	(18)%	(16)%
Total Global		100%	(2)%	5%	2%

- Improving trends in core profile volumes
- Some deferrals in software implementations
- Consumer credit supply improving from Q1 lows

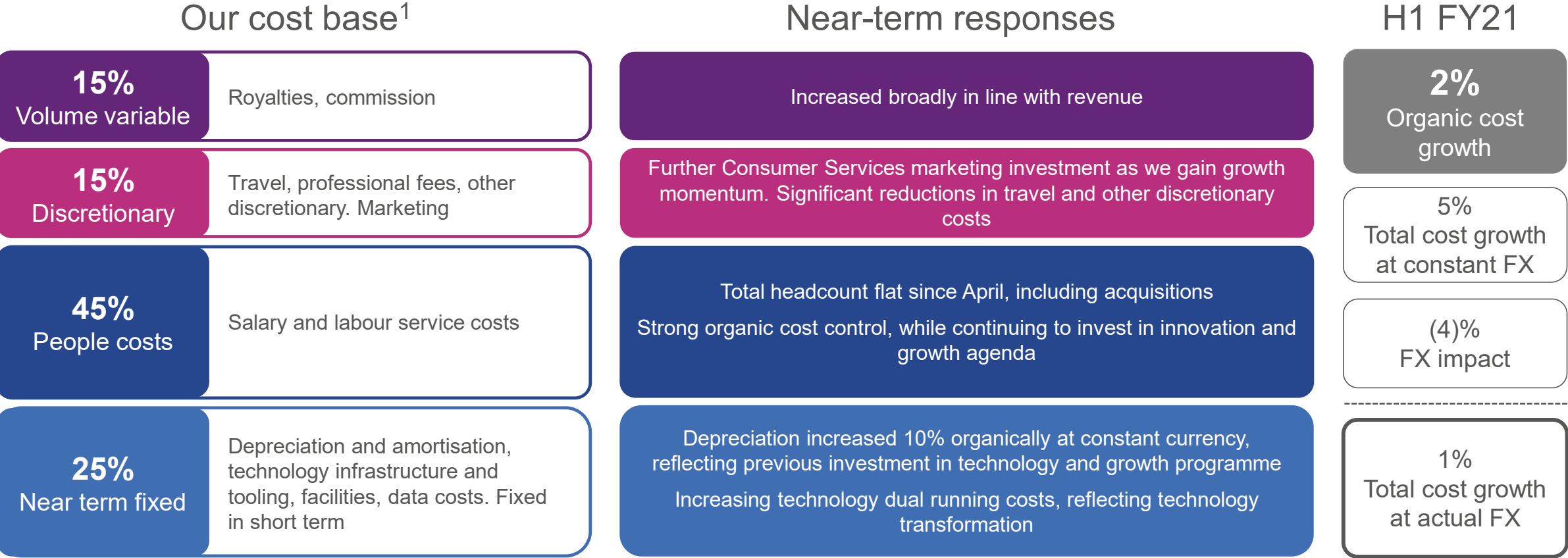
- Improving trends in bureau volumes
- Market remains challenging for software

¹ Percentage of group revenue calculated based on the first half FY21 revenue at actual rates.
² Constant currency.



First half approach to cost management

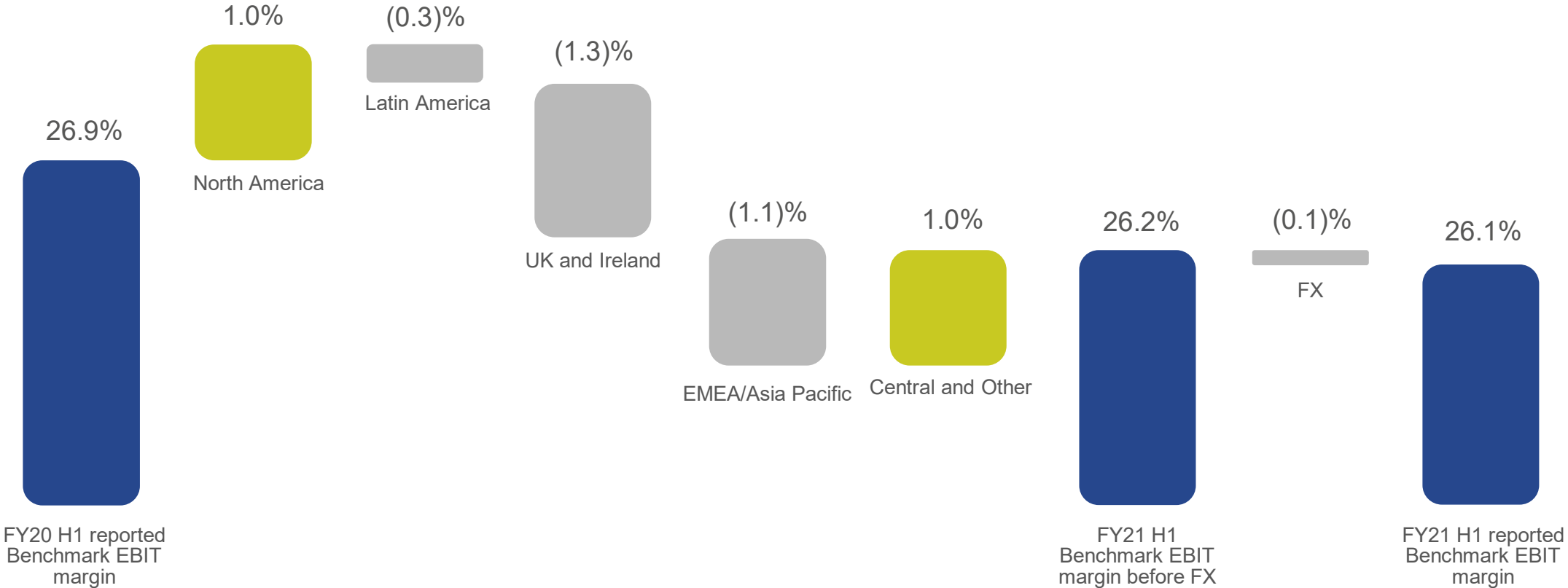
Organic cost growth of 2% in line with guidance



¹ Percentage of cost base calculated based on FY20 costs.



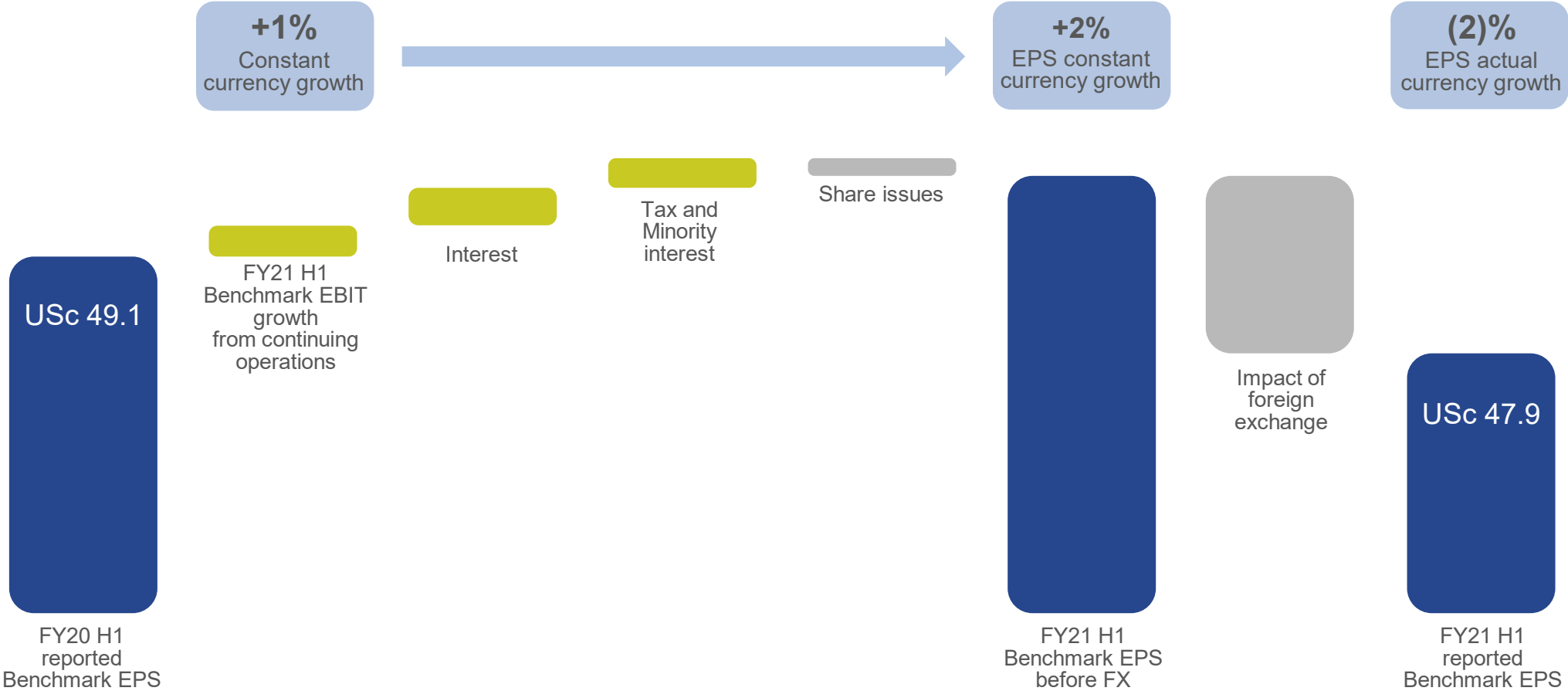
Benchmark EBIT margin



EBIT margins calculated on an ongoing activities basis.



Benchmark earnings per share (EPS)



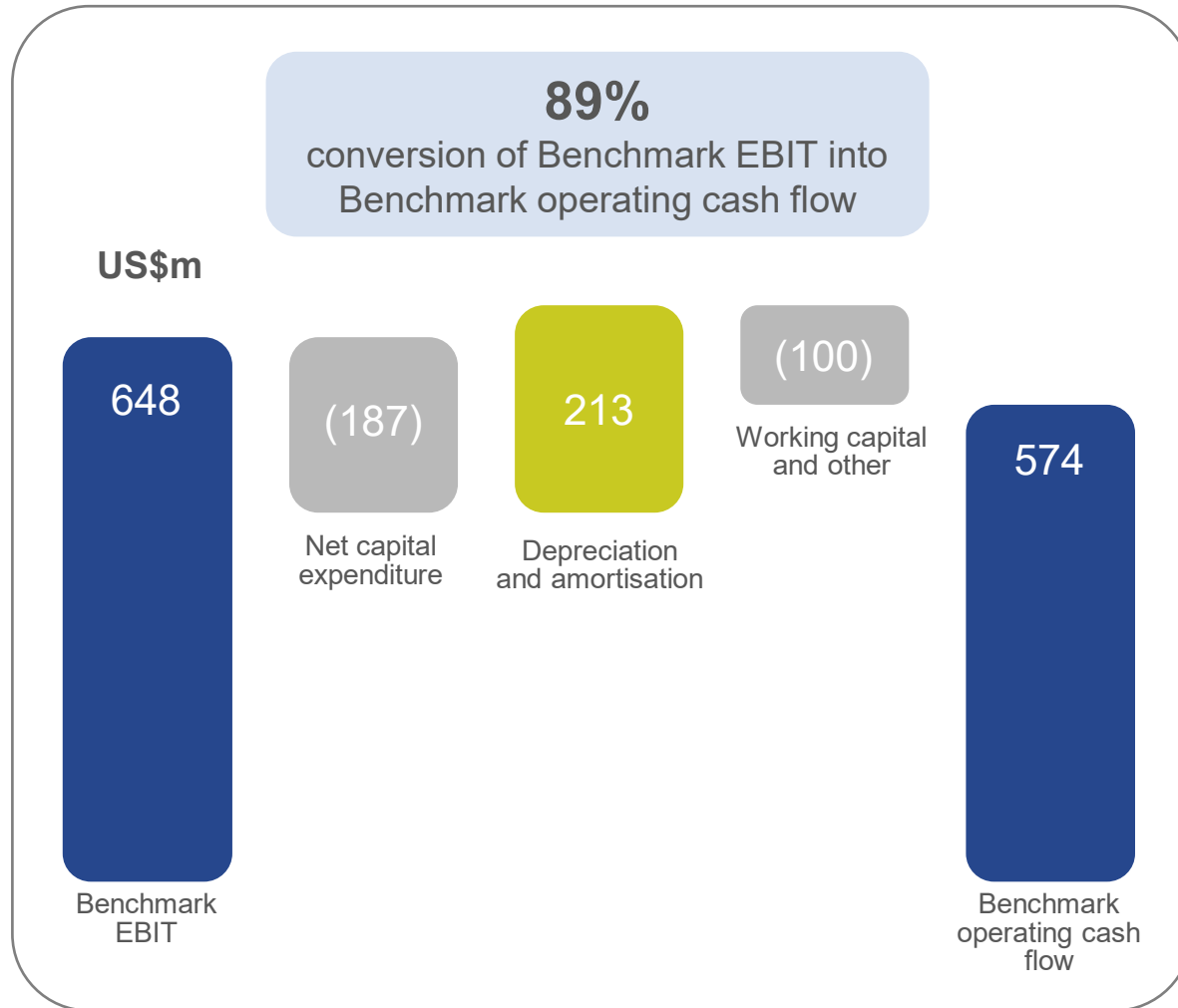
Reconciliation of Benchmark to Statutory PBT

Six months ended 30 September
US\$m

	2020	2019	Growth % (actual rates)	Growth % (constant rates)
Benchmark profit before tax	588	604	(3)	2
Amortisation of acquisition intangibles	(65)	(59)		
Other items ¹	(14)	(14)		
Exceptional items	(22)	0		
Statutory profit before tax before non-cash financing remeasurements	487	531	(8)	
Non-cash financing remeasurements	(29)	(51)		
Statutory profit before tax	458	480	(5)	

H1 FY21 Exceptional items	US\$22m	FY21 expected total restructuring costs	US\$50m	Year-on-year run-rate savings from FY22	US\$40m
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First half Benchmark operating cash flow



- Strong cash flow generation and conversion in H1
- Benchmark operating cash flow increased 69% to US\$574m at actual rates
- Discipline in capital expenditure, with infrastructure spend deferred where possible. Product development remains a priority
- Net capital expenditure represents 8% of H1 revenue
- Depreciation and amortisation increasing from investment in previous years

Strong financial position and funding liquidity

Leverage

- Current leverage¹ 2.2x (Net debt / EBITDA)
- Strong investment grade ratings

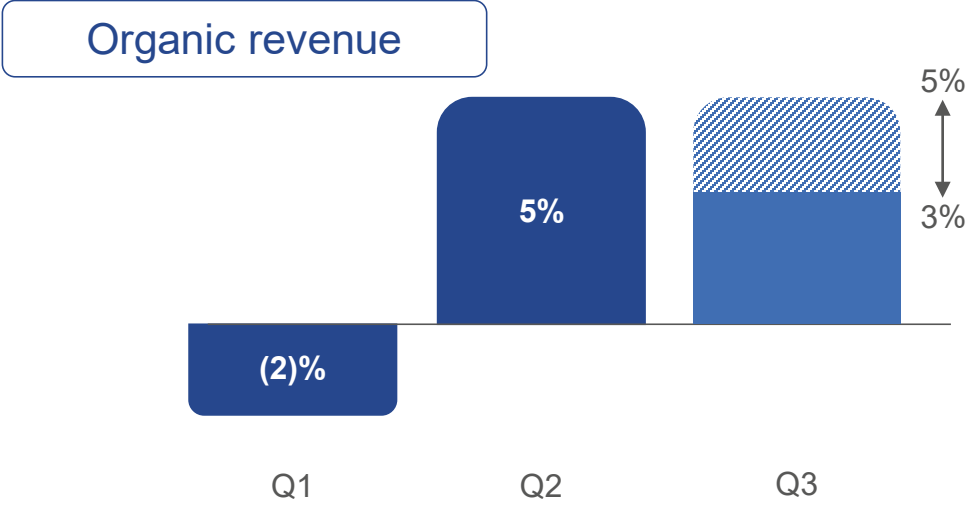
Banking facilities and bonds

- Priced £400m (US\$511m) bond in September (received October) taking advantage of preferable interest rates
- US\$2.3bn funding headroom¹
- New bond provides funding for bond maturing in October 2021. Thereafter, no bonds to refinance until September 2024
- Range of maturities with no refinancing concentration

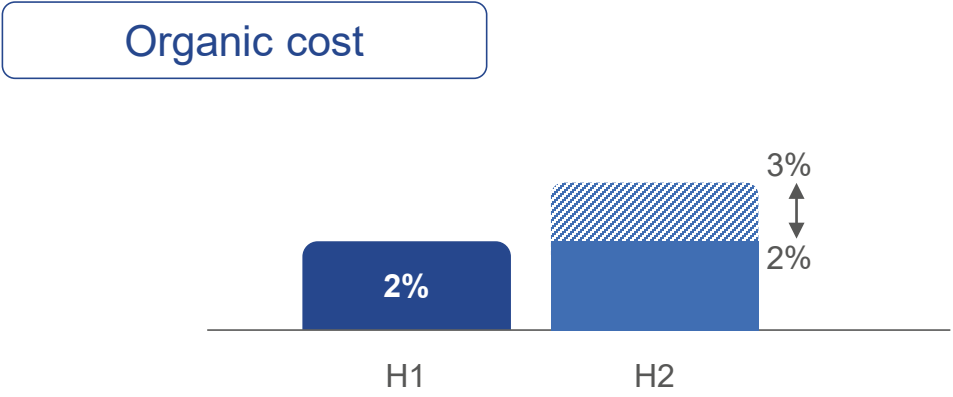
Approach to capital allocation

- First interim dividend: USc 14.5, unchanged year-on-year. Reflecting our strong financial position

Q3 revenue and second half cost ranges



- Range of outcomes:
- Mortgage refinance strength
 - Impact of European lockdowns on bureau volumes
 - Strength of Consumer Services momentum and results from UK Boost launch



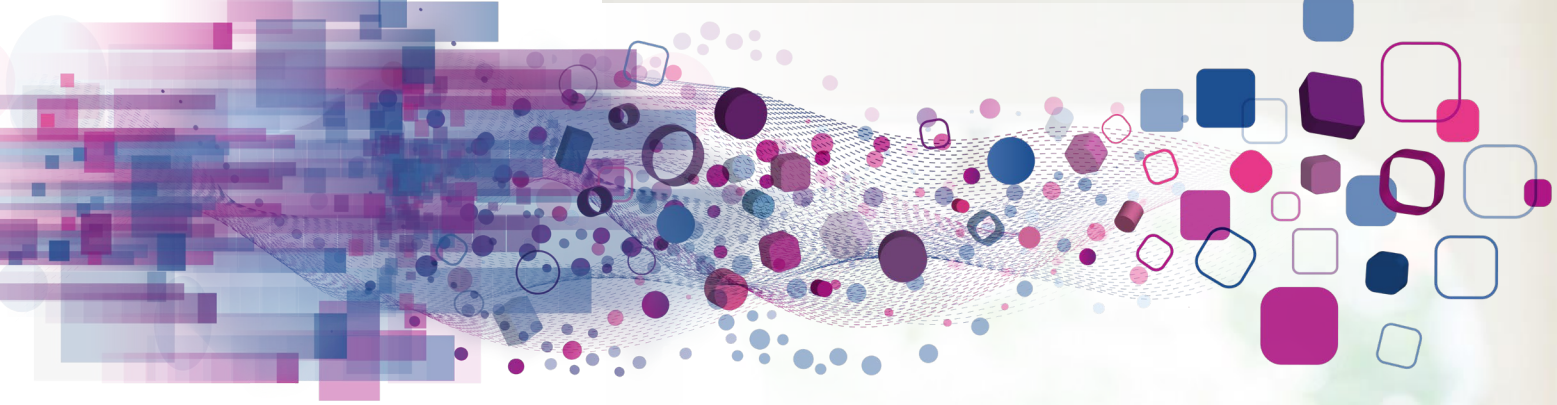
- Cost guidance in line with first half results:
- Continued tight headcount and discretionary cost control
 - Increased marketing spend behind consumer momentum
 - Increasing costs of cloud and technology related depreciation



Modelling considerations for FY21

Acquisitions ¹	c.2% contribution to growth
Foreign exchange	c.4-5% Benchmark EBIT headwind
Net interest	c.US\$120m
Benchmark tax rate	c.26-27%
Minority interest	US\$(5)m - US\$(6)m
WANOS ²	c.910m

1 At constant exchange rates.
2 Weighted average number of shares.



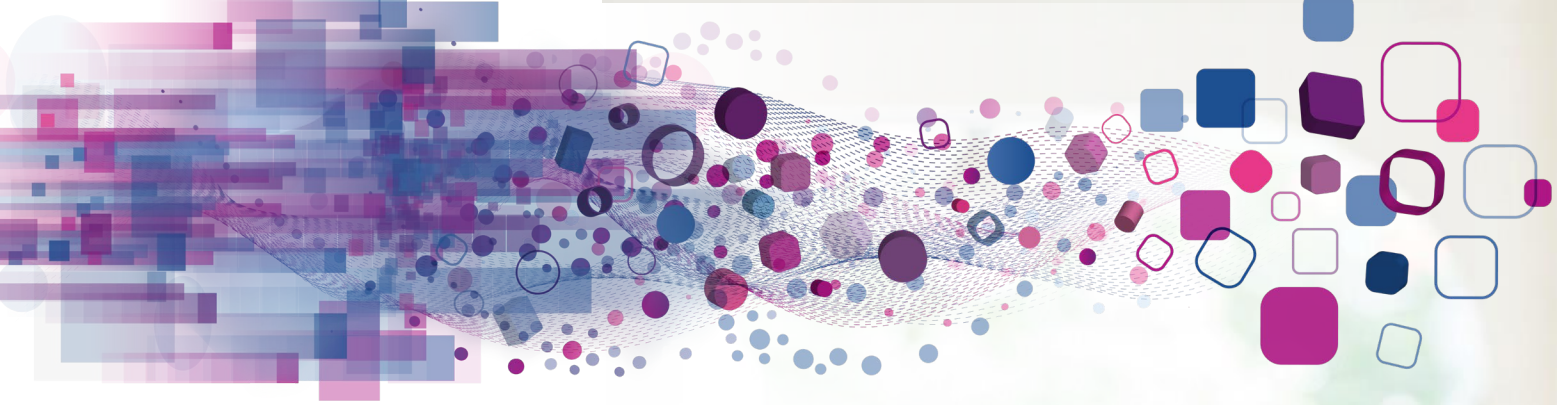
Closing Summary

Brian Cassin, Chief Executive Officer



Summary and outlook

- Resilient performance in first half
- Positioning to emerge strongly from the COVID-19 crisis
- Positive secular trends have become more pronounced



Appendix



North America

Six months ended 30 September
US\$m

	2020	2019	Total growth	Organic growth
Data	836	791	6%	5%
Decisioning	331	322	3%	1%
Business-to-Business	1,167	1,113	5%	4%
Consumer Services	520	460	13%	13%
Total revenue	1,687	1,573	7%	7%
Benchmark EBIT – ongoing activities	610	544	12%	
Benchmark EBIT margin	36.2%	34.6%		

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

	2020	2019	Total growth	Organic growth
Data	213	286	(1)%	(2)%
Decisioning	38	52	(3)%	(3)%
Business-to-Business	251	338	(1)%	(2)%
Consumer Services	27	14	156%	156%
Total revenue	278	352	5%	5%
Benchmark EBIT – ongoing activities	65	97	(4)%	
Benchmark EBIT margin	23.4%	27.6%		

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

	2020	2019	Total growth	Organic growth
Data	163	182	(11)%	(11)%
Decisioning	98	109	(10)%	(10)%
Business-to-Business	261	291	(11)%	(11)%
Consumer Services	70	80	(14)%	(14)%
Total revenue	331	371	(12)%	(12)%
Benchmark EBIT – ongoing activities	34	75	(56)%	
Benchmark EBIT margin	10.3%	20.2%		

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

EMEA/Asia Pacific

Six months ended 30 September
US\$m

	2020	2019	Total growth	Organic growth
Data	121	104	19%	(11)%
Decisioning	70	95	(24)%	(26)%
Total revenue	191	199	(2)%	(18)%
Benchmark EBIT – ongoing activities	(33)	(5)	(491)%	
Benchmark EBIT margin	(17.3)%	(2.5)%		

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

Experian American Depositary Receipt (ADR) programme

ADR shareholder enquiries:

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:

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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Financial Reporting Manager

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Appendix

Event calendar

19 January 2021

Third quarter trading update, FY21

19 May 2021

Preliminary announcement of full-year results, FY21

15 July 2021

First quarter trading update, FY22

21 July 2021

Annual General Meeting

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