



news release

Trading update, third quarter

17 January 2023 – Experian plc, the global information services company, today issues an update on trading for the three months ended 31 December 2022.

Brian Cassin, Chief Executive Officer, commented:

“We delivered a good performance in Q3, in line with our expectations, driven by new products, new business wins and consumer expansion. At constant exchange rates, organic revenue growth was 6% and total revenue growth was 7%. After the impact of foreign exchange rates total revenue growth was 4%.

“While pressures in the global economy are likely to continue for some time, we expect to remain resilient, supported by the delivery of our growth strategy and growth in countercyclical revenue streams. For the full year our expectations are unchanged, for organic revenue growth of between 7-9%, total revenue growth of between 8-10% and modest margin accretion, 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 2022

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	5	5	5
Latin America	21	17	16
UK and Ireland	(7)	6	6
EMEA/Asia Pacific	(10)	1	1
Total global	4	7	6

¹ Experian reports in US dollars.

% change in organic revenue year-on-year for the three months ended 31 December 2022

Organic revenue growth % ²	Data	Decisioning	B2B ³	Consumer Services	Total
North America	2	5	2	9	5
Latin America	10	14	11	40	16
UK and Ireland	7	15	10	(8)	6
EMEA/Asia Pacific	(3)	16	1	n/a	1
Total global	3	9	5	10	6

² Ongoing activities only, at constant exchange rates.

³ B2B = Business-to-Business segment which consists of Data and Decisioning business sub-divisions.

Business mix including % change in organic revenue year-on-year for the three months ended 31 December 2022

Segment	Business unit	% of Group revenue ⁴	Q3 organic revenue growth % ⁵
North America		68%	5%
Data	CI / BI Bureaux	25%	(2)%
	- CI / BI Bureaux, excluding mortgage	22%	5%
	- Mortgage	3%	(42)%
	Automotive	5%	7%
	Targeting	3%	14%
Decisioning	Health	8%	4%
	DA / Other	4%	7%
Consumer Services	Consumer Services	23%	9%
Latin America		14%	16%
Data	CI / BI Bureaux	9%	11%
	Other	0%	(3)%
Decisioning	DA / Other	3%	14%
Consumer Services	Consumer Services	2%	40%
UK and Ireland		12%	6%
Data	CI / BI Bureaux	5%	7%
	Targeting / Auto	1%	9%
Decisioning	DA / Other	3%	15%
Consumer Services	Consumer Services	3%	(8)%
EMEA/Asia Pacific		6%	1%
Total global		100%	6%

⁴ Percentage of Group revenue from ongoing activities calculated based on H1 FY23 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

North America delivered organic and total revenue growth of 5%.

B2B organic revenue growth was 2% reflecting good progress on new products, partially offset by mortgage decline and strong prior-year comparables in short term lending and health. While some clients have further tightened credit criteria, consumer and business information contributed favourably, excluding mortgage, and as we lapped last year's strong holiday season. Experian Ascend contributed strongly, securing new client wins, and we continue to make good progress across decisioning software, analytics and fraud and identity management. Verification services also performed strongly. Targeting and automotive performed well supported by new product performance and new business wins, as did health, excluding the prior-year COVID-19 related one-off item.

Consumer Services organic revenue growth was 9%, reflecting growth in marketplace, premium services and partner solutions. We are developing new propositions to help consumers build credit and manage their finances and we are rolling out Experian Activate to help our lender partners target credit offers more precisely. Paid enrolments performed strongly, and we are adding free members to take our free membership base to 59m.

Latin America – 14% of Group revenue⁴

Latin America delivered organic revenue growth of 16%. At constant currency, total revenue growth was 17%, including contributions from acquisitions in Consumer Services, and from our new bureaux in Chile and Panama.

B2B organic revenue growth was 11%. In Brazil, we continue to benefit from client adoption of positive data products. We have also secured new implementations for Experian Ascend, and we have strong traction with our cloud-enabled decisioning platforms. We also see growing contributions from our small and medium enterprise channel and our agribusiness vertical. Spanish Latin America delivered a strong performance as we expand our presence across the region.

Consumer Services delivered organic revenue growth of 40%. Free consumer memberships in Brazil rose to 78m. We delivered a very successful Limpa Nome credit fair, which helps consumers to resolve and settle bills, and our credit comparison marketplace and premium services also delivered good growth.

UK and Ireland – 12% of Group revenue⁴

Performance in the UK & Ireland was encouraging, delivering organic and total constant currency revenue growth of 6%, notwithstanding challenges in the economy and specific market disruption during October.

B2B organic revenue growth was 10%. This reflects strong results from new products and good execution across all major B2B business units, including consumer credit information, business credit information, analytics, fraud and identity management and targeting, and helped by a strong new business win performance. Most lenders continue to extend credit, having tightened criteria and reduced supply in some categories, while consumer demand for credit is generally elevated. Lender appetite is increasing for analytics to monitor affordability and to derive cost-of living insights, as well as for data and analytics to provide visibility on small business economic exposure.

Organic revenue in Consumer Services declined 8%, as volumes moderated in our credit marketplace, reflecting the lending market disruption in October and tighter lending conditions, as well reduced premium subscription revenue. Free memberships were 12m.

EMEA/Asia Pacific – 6% of Group revenue⁴

Organic revenue growth and total revenue growth at constant exchange rates across EMEA/Asia Pacific was 1%, with growth across the majority of our strategic markets. We are making good progress on our plan to strengthen and focus our EMEA/Asia Pacific operations.

Future events

Experian will release results for the full year ending 31 March 2023 on Wednesday, 17 May 2023.

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This announcement is available on the Experian website at www.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 the world's leading global information services company. During life's big moments – from buying a home or a car, to sending a child to college, to growing a business by connecting with new customers – we empower consumers and our clients to manage their data with confidence. We help individuals to take financial control and access financial services, businesses to make smarter decisions and thrive, lenders to lend more responsibly, and organisations to prevent identity fraud and crime.

We have 21,700 people operating across 30 countries and every day we're investing in new technologies, talented people, and innovation to help all our clients maximise every opportunity. We are listed on the London Stock Exchange (EXPN) and are a constituent of the FTSE 100 Index.

Learn more at www.experianplc.com or visit our global content hub at our [global news blog](#) for the latest news and insights from the Group.