The Experian team

Brian Cassin
Chief Executive Officer

Lloyd Pitchford
Chief Financial Officer

Nadia Ridout-Jamieson
Chief Communications Officer

Evelyne Bull
VP Director, Investor Relations
We have a clear purpose: to create a better tomorrow

We bring the power of data, analytics and technology to transform lives and deliver better outcomes for people, for businesses and for our communities:

• We are driven by our mission to improve financial health for all
• We champion consumers across the business, and currently have 172* million free members
• We are entrusted with data on 1.5 billion people and 201 million businesses
• We have a diverse and growing range of clients across multiple geographies and industries
• We grow our business through innovation and technology, and foster an inclusive, inspiring and supportive culture for our people

We are large, stable and highly cash-generative:

• £26bn market cap¹ / FTSE top 25¹
• 22,000 employees; 32 countries
• US$6.6bn revenue / US$1.8bn Benchmark EBIT
• US$1.8bn Benchmark operating cash flow, cash conversion rate of 98%²
• 16.5% Return on Capital Employed (ROCE)

* As at 30 June 2023.
All metrics unless otherwise stated are for the year ended 31 March 2023.
1 As at 11 July 2023.
2 Conversion of Benchmark EBIT into Benchmark operating cash flow.
We are a leader in global information services with strong positions in growing markets
• We have a diversified portfolio of businesses across different sectors and regions
• Our business model is scalable, allowing us to grow revenues quickly at low incremental cost
• We achieve significant synergies across our operations by combining data sources, integrating analytics and using technology to offer differentiated propositions

Strong foundations support our growth prospects
• We continually invest in product innovation, new sources of data and technology
• We have direct relationships with 172m consumers and growing strongly
• We have identified significant addressable market opportunities, estimated at over US$150bn and growing

We remain financially well positioned
• Highly recurring revenue, as many of our products and services are integral to our clients’ operating processes
• We are a highly cash-generative, low capital intensity business
• We balance organic and strategic investments with shareholder returns through dividends and share repurchases

We place a strong emphasis on Environmental, Social and Governance
• We transform financial lives by improving access to credit and empowering people to understand their finances
• This is enabled by treating data with respect, inspiring and supporting our people, working with integrity and protecting the environment
Experian business activities – our services

**Business-to-Business (B2B)**

- **Data**
  - US$3.4bn
  - Large databases
  - Credit history data on 1.5bn people and 201m businesses
  - Automotive information
  - 18 consumer credit bureaux
  - 15 business credit bureaux
  - Credit reports
  - Ascend platform

- **Decisioning**
  - US$1.4bn
  - Advanced software and analytics
  - Credit scores
  - Decisioning software
  - Data quality
  - Fraud software
  - Analytical tools
  - Health
  - Expert consulting

**Business-to-Consumer (B2C)**

- **Consumer Services**
  - US$1.8bn
  - Direct to consumer credit monitoring
  - Credit and insurance marketplaces
  - Identity theft protection services
  - Affinity (white label) credit and identity monitoring services

Revenue for year ended 31 March 2023.
Business-to-Business

We help businesses to identify and understand their customers. 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;
• better understand their markets and allocate resources.

They benefit from more information, more accurate results, and more precise decisions.

Consumer Services

We help people and families to:

• better access financial services;
• understand and improve their financial position;
• better protect against fraud and identity theft;
• know that their data is correct, and
• learn more about credit.

Making it easier, cheaper and faster for people and organisations to access financial services
Global revenue FY23

By region
- EMEA/Asia Pacific: 67%
- UK and Ireland: 12%
- Latin America: 15%

By business activity
- Decisioning: 52%
- Consumer Services: 27%
- Data: 21%

By customer
- Business-to-Business: 73%
- Direct to consumer: 39%
- Health: 4%
- Retail: 3%
- Software and Professional Services: 5%
- Automotive: 6%
- Insurance: 7%
- Telecoms and Utilities: 6%
- Media and Technology: 3%
- Government and Public Sector: 17%
- Other: 3%

Diverse portfolio by region, business activity and customer
Market leader with unparalleled global reach and range

<table>
<thead>
<tr>
<th>Region</th>
<th>Experian</th>
<th>Equifax</th>
<th>TransUnion</th>
<th>D&amp;B</th>
<th>Credit Karma</th>
<th>FICO</th>
<th>LendingTree</th>
<th>NerdWallet</th>
</tr>
</thead>
<tbody>
<tr>
<td>Global revenue</td>
<td>6,619$^1</td>
<td>5,122$^2</td>
<td>3,710$^2</td>
<td>2,225$^2</td>
<td>1,805$^3</td>
<td>1,377$^4</td>
<td>985$^2</td>
<td>539$^2</td>
</tr>
</tbody>
</table>

1. Year ended 31 March 2023
2. Year ended 31 December 2022
3. Year ended 31 July 2022. Credit Karma revenue are primarily US.
4. Year ended 30 September 2022

*US only

FICO’s North America includes Latin America, which is ~5% of total revenue

*Intuit/CK does not disclose international revenues

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.
Strategic highlights
Substantial strategic progress

Revenue from new product innovation (US$m)

Consumer Services:
- North America marketplace
- New North America identity premium subscription
- Brazil Consumer Services
- Spanish Latin America Consumer Services
- UK marketplace

B2B products:
- Ascend
- PowerCurve
- Experian One
- Fraud propositions
- New Health products
- New Auto products
- Positive data

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
<th>FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>108</td>
<td>213</td>
<td>359</td>
<td>548</td>
<td>711</td>
<td>976</td>
<td>1,229</td>
</tr>
</tbody>
</table>

Our business fundamentals

Net Promoter Score improvement
2018: 23
2022: 52

Certified in 22 countries

Strategic cloud partnership with AWS

Serasa Experian named one of the ‘Most Innovative Companies’
We assist consumer and business interactions... ...more deeply and broadly than ever before... ...across an expanding set of verticals

B2B focus areas

Marketing and Engagement
Identity and Fraud
Credit / Risk
Customer / Portfolio Management
Payments / Collections

Explore and learn
Open / set-up account
Apply
Use product / service
Manage account
Resolve issues or problems
Add account
Close account

Consumer focus areas

Protect My Identity
Educate and Enable Me
Match Me
Do it for me

Lending
Health
eCommerce
Insurance
Auto
Marketing / advertising
Public sector
Addressing large opportunities

**Consumer Services**
- US$40bn+ TAM*
- Goal: Become pre-eminent consumer financial platform

**Priority vertical opportunities**
- Health: US$10bn
- Marketing Data and Identity Resolution: US$9bn
- Verification Services: US$3bn

**Credit, Fraud, and Identity**
- US$55bn+ TAM
- Goal: Lead the next phase of market evolution

**Goal: Grow in underpenetrated Experian adjacencies**

**Target markets**
- Saving and investing
- Spend management
- Payments
- Borrowing
- Protection

**US$150bn+ Experian total market opportunity**

* Total addressable market
Our strategic framework

Fundamental pillars

- High-performing, purpose-driven culture
- Superior data
- World-class products
- Relationships with millions of consumers
- Industry-leading innovation
- Operational excellence at scale

Maximise synergies

Lead next phase of credit risk, digital marketing, fraud and identity evolution

Key priorities

- Broadest, deepest, highest quality data
- Leverage our advanced technologies
- Link propositions (Ascend, PowerCurve and more)
- Scale globally
- Expand in new markets – Identity, Fraud, Business Credit, Health, Auto, Verifications, Targeting
- Grow and deepen consumer relationships
- Enhance premium products
- Build significant scale in marketplaces
- Help consumers daily
- Improve outcomes through consumer-contributed data
- Selectively expand in more bureau markets

Foundations

- World-class technology
- Attracting the best talent
- Great customer service

Become pre- eminent consumer finance platform
AI at Experian

Our advantages

- Deep expertise in artificial intelligence, machine learning, natural language processing
- Wide product set embedding AI to enhance credit risk assessment, fraud detection and identity resolution
- Unique, proprietary datasets and long history of working with structured and unstructured data and advanced analytics

Our focus ahead

- Leverage Experian strengths to deliver benefits of Generative AI
  - Accelerate product innovation
  - Drive operational productivity
- Ensure strict guardrails to protect consumers and meet all regulatory requirements

Excited about Generative AI opportunity
## Quarterly organic growth trends

### North America (NA)

<table>
<thead>
<tr>
<th>Data</th>
<th>CI / BI bureaux</th>
<th>CI / BI bureaux, excluding Mortgage</th>
<th>Mortgage</th>
<th>Automotive</th>
<th>Targeting</th>
<th>Total NA and LA</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1</td>
<td>67%</td>
<td>23%</td>
<td>2%</td>
<td>5%</td>
<td>7%</td>
<td>82%</td>
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<td>Q2</td>
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### Latin America (LA)

<table>
<thead>
<tr>
<th>Data</th>
<th>CI / BI bureaux</th>
<th>Other</th>
<th>Decisioning</th>
<th>DA / Other</th>
<th>Consumer</th>
<th>Total NA and LA</th>
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<tbody>
<tr>
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### Total NA and LA

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<th>% of Group revenue1</th>
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</tbody>
</table>

1 Percentage of group revenue from ongoing activities calculated based on FY23 revenue at actual rates.

Organic growth rates at constant currency.

CI = Consumer Information. BI = Business Information. DA = Decision Analytics. Ascend revenue is largely recognised in CI bureaux. Mortgage Profiles is in CI bureaux.
## Quarterly organic growth trends

<table>
<thead>
<tr>
<th>Region</th>
<th>CI / BI bureaux</th>
<th>Targeting / Automotive</th>
<th>Decisioning</th>
<th>Consumer Services</th>
<th>EMEA/Asia Pacific</th>
<th>Total Global</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>UK and Ireland</strong></td>
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<td>Q1</td>
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<td>Q1 FY24</td>
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<td>1%</td>
</tr>
</tbody>
</table>

1 Percentage of group revenue from ongoing activities calculated based on FY23 revenue at actual rates. Organic growth rates at constant currency. Historic growth rates as reported.
Key market highlights

North America CI/BI Bureaus
- CAGR 9%
  - FY19: c.1,570
  - FY23:...

Verifications and Employer Services
- CAGR 50%
  - FY19: c.160
  - FY23: c.150

Global Ascend
- CAGR 15%
  - FY19: c.1,450
  - FY23:...

North America Consumer Services
- CAGR 71%
  - FY19:...
  - FY23: c.165

Latin America Consumer Services
- CAGR 69%
  - FY19: c.400
  - FY23:...

Notes:
- US$m Revenue and EBIT based on ongoing activities, at actual FX rates, as reported at the time.
FY23 Strategic progress
North America delivers +7% organically; B2B +5%

**Consumer and Business Information (CI/BI)**

- Sustaining growth against backdrop of lender credit tightening
- FY23 NA CI/BI\(^1\) +1% organic revenue growth, +8% ex-mortgage
- New client wins – securing new logos and higher wallet share
- 77 Ascend clients
- Growing demand for expanded datasets e.g. Buy-Now-Pay-Later (BNPL) and low income lending
- New logos and higher wallet share wins in business credit
- Verification and Employer Services up 67% to >US$160m in NA

\(^1\) CI: Consumer Information, BI: Business Information. 
\(^2\) North America only.

**Income and Employment Verification (CI/BI)**

- 47m+ records
- 151 contracts signed
- 4 Top card issuers
- 18 Top mortgage lenders
- 6 Top Auto lenders
- 7 Top FinTech lenders
North America B2B: new products, verticals add to growth trajectory

- New product introductions:
  - AI AdvantageTM integrates with our Best in KLAS claims processing solution
  - Experian PowerCurve Collections build off collections optimisation solution used by hundreds of Epic clients

- Automotive supply constraints ease
- Dealers increase marketing activity to stimulate demand
- Automotive lenders seek recessionary risk models to lend effectively

- Addressing a more diversified customer base
- Leveraging One Experian synergies to drive competitive advantage, e.g. Ascend

### Revenue mix

<table>
<thead>
<tr>
<th>Year</th>
<th>Digital</th>
<th>Offline</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY19</td>
<td>26%</td>
<td></td>
</tr>
<tr>
<td>FY24</td>
<td>62%</td>
<td></td>
</tr>
</tbody>
</table>

- New product introductions:
  - AI Advantage™ integrates with our Best in KLAS claims processing solution
  - Experian PowerCurve Collections build off collections optimisation solution used by hundreds of Epic clients
NA Consumer Services +11% organically

Adding to free memberships and frequency of engagement

Free memberships: +19% year-on-year to 62m
Engagement: +18% year-on-year*

*Average monthly active users.

Stop overpaying for auto insurance

Through FY24:
- Scaling digital agency
- Enhancing user experience
- Expanding insurance carriers

Auto insurance

New product features

- **Activate** – improves likelihood of approval. Lenders serve offers to consumers who are likely to be approved, based on the lenders’ criteria
- **Confirm Your Car** – matches Experian Auto data to reduce friction and streamline auto loan application process
- **Auto Insurance** – match consumers to insurance carriers to help them save money
- **Boost™ with Rent** – enables consumers to add rent payment history to boost FICO Score
- **BillFixer™** – a representative helps consumers negotiate lower rates on day-to-day bills, saving US$263 annually on average
- **Personal Privacy Scan** – shows consumers where name/address/phone number occurs on the internet. Ongoing monitoring is a premium feature

FY23 progress

- **Growing Experian’s brand awareness** – now a top US15 finance app with a 4.8 star rating*
- **Premium enrolments grow** – supported by richer features
- **Strong marketplace performance** – supported by Experian Activate and vertical expansion

* Source: Apple App Store
Latin America +16% organically

Executing strongly on a broad opportunity set

- Positive data: c. 200 solutions in-market
- Ascend revenue +72%
- +62% new decisioning installations
- Agribusiness revenue +66%

Scaling Latin America Consumer Services

- 32% organic revenue growth, delivering profitably
- Free memberships up 10m to 81m in Brazil
- Spanish Latin America memberships add a further 13m
- Limpa Nome, credit marketplace and premium services expansion. Investing in e-wallet payment solutions

* Source: Team analysis | data.ai; March 2023
**UK and Ireland +5% organically**

### Business-to-business

#### New product examples

<table>
<thead>
<tr>
<th></th>
<th>FY23</th>
<th>FY24</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>New Scores and Insight</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Buy Now Pay Later - new data</td>
<td>Launched to market</td>
<td>Scale</td>
</tr>
<tr>
<td>Affordability – enhancing income and expenditure features</td>
<td>Launched to market</td>
<td>Scale</td>
</tr>
<tr>
<td>Cost of Living &amp; Economic Risk Flags</td>
<td>Launched to market</td>
<td>Scale</td>
</tr>
<tr>
<td><strong>Open Banking transaction instantly delivered</strong></td>
<td>Onboarded First Pilot Client</td>
<td>Market Adoption</td>
</tr>
<tr>
<td>Ascend – various new modules</td>
<td>Launched new products</td>
<td>Launch and Scale</td>
</tr>
<tr>
<td><strong>New Risk Methods and Technology</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Verifications API</td>
<td>Set up and launched to market</td>
<td>Scale</td>
</tr>
<tr>
<td>Support Hub, supporting vulnerable consumers</td>
<td>Launched to market</td>
<td>Build Consumer adoption</td>
</tr>
<tr>
<td>Pay Dashboard payslip to access income and employment data</td>
<td>Launched</td>
<td>Scale to large employers</td>
</tr>
</tbody>
</table>

### Consumer Services

- Reduced credit supply impacts marketplace performance
- Accelerating pace of new feature introductions e.g. Credit Lock

- Added c. 2m BNPL records; access to 77% of UK PAYE income and employment records
- Increased pace of new product introductions
- 473 new logos added in FY23
EMEA/Asia Pacific +3% organically

Progressing our transformation plan

- Revenue growth with improving margin trajectory
- Delivered organisational efficiencies
- Enhancing fundamentals by driving innovation revenues and global Experian platforms

FY23 performance

- **Australia and New Zealand** – good progress with cloud-based decisioning and data quality
- **Asia** – strongly growing bureau contribution and business diversification in India
- **Germany, Austria and Switzerland (DACH)** – some challenges from macro headwinds; solid performance in insurance
- **Italy and Spain** – good progress driven by product innovation delivery and bureau volume strength
- **South Africa** – good progress. Strong product pipeline underpins growth despite weaker macro
Environmental, Social and Governance strategy highlights – strong progress

- Around 13 million US consumers now connected to Experian Boost
- Social Innovation and United for Financial Health both beat their 100m people targets, two and one year early, respectively
- Certified as Great Place to Work in 22 countries, 82% employee engagement (+4% year-on-year)
- Board is now 45% women and includes two ethnically diverse members
- Progress towards carbon neutral; scope 1 and 2 emissions -38% in FY23 and -65% since 2019 base year

For further info see the [ESG Presentation](#)
Environmental, Social and Governance (ESG)
Experian's sustainable business strategy

**OUR PURPOSE:**
Creating a better tomorrow

**OUR SUSTAINABLE BUSINESS STRATEGIC PRIORITY:**
Improving Financial Health for all

THROUGH OUR
Core products | Social Innovation | Community Investment

Contributing to the UN Sustainable Development Goals

- 1.4
- 8.10
- 9.3

**ENABLED BY:**
Treating data with respect

Security | Accuracy | Fairness | Transparency | Inclusion

**SUPPORTED BY:**

Inspiring and supporting our people

Working with integrity

Protecting the environment

---

**Our goals**

**Improving financial health for all:**
- Reach 100m people through social innovation products by 2025 (since 2013)
- Connect 100m people through United for Financial Health by 2024 (since 2020)

**Diversity:**
- By 2024 increase the proportion of women in our executive committee and direct reports to 30%, in our senior leaders to 40%, in our mid-level leaders to 42%, and in our total workforce to 47%

**Environment:**
- Become carbon neutral in our own operations by 2030\(^1\)
- By 2030 reduce Scope 1 and 2 emissions by 50% and Scope 3 emissions\(^2\) by 15%
- Offset 100% of our scope 1 and 2 emissions by 2025

---

1. Includes all scope 1 and 2 emissions and the categories of ‘purchased goods & services’, ‘business travel’ and ‘fuel-and-energy-related activities’ within scope 3 (which represent 83% of our scope 3 baseline emissions).
2. ‘Purchased goods & services’, ‘business travel’ and ‘fuel-and-energy-related activities’.

www.experianplc.com/responsibility/our-approach/
Experian ESG performance overview

• Social
  o Opportunity to significantly advance global **financial inclusion**, supporting UN Sustainable Development Goals 1.4, 8.10, 9.3
  o Data security and privacy is of highest focus, **ISO 27001** standard
  o Employees – recruiting and retaining **top talent**; building a high performance, inclusive culture
  o Supply chain principles support UN **Universal Declaration of Human Rights**; member of the Slave-Free Alliance; supplier diversity programme

• Environment
  o Committed to **carbon neutral**\(^1\) by 2030, **Science Based Target** set for 2030. Offsetting Scope 1 & 2 emissions over the 5 years to 2025.
  o **CDP A- score** (leadership band) for 2022, follow **TCFD** recommendations

• Governance:
  o Independent board evaluation shows **first class corporate governance** and excellent board performance
  o **Board** meets recommendations of both the FTSE Women Leaders Review on gender diversity and the Parker Review on ethnic diversity

---

1. Includes all scope 1 and 2 emissions and the categories of ‘purchased goods & services’, ‘business travel’ and ‘fuel-and-energy-related activities’ within scope 3 (which represent 83% of our scope 3 baseline emissions).
Improving Financial Health – at the heart of our purpose

Vital role as the world’s largest credit bureau

• The World Bank states that credit bureaus support financial stability, lower interest rates, improve the allocation of new credit and are especially beneficial for small enterprises and new borrowers.

• We provide lenders with information needed to offer more loans at fairer rates, reducing the cost to borrowers.

• Extending access to credit helps drive social and economic development - businesses grow, families transform their lives.

• We also help people understand, manage and improve their financial situation – and protect themselves and their data.

Outcome:

► Support financial health of individuals, businesses and economies

► Opens door to millions of potential new customers for us and our clients

Financial inclusion
Increasing access to financial services

Financial education
Improving financial literacy and confidence

Financial management
Helping people manage their financial lives

Financial security
Preventing fraud and identity theft

We empower consumers to improve their financial lives, gain access to credit, safeguard their identity, save money, negotiate debt and improve their financial knowledge
Improving Financial Health – the three key ways we help

1. **Core products**
   - We use our data and analytics expertise to offer a wide range of core products and services that promote financial wellbeing.
   - **Experian Boost** has helped millions of people in USA instantly improve their credit scores by adding on-time payments of utility bills to their financial profiles.
   - **Priority** is driving revenue at scale for the business, investments prioritised by returns.

2. **Social Innovation**
   - This programme provides seed funding to explore innovative new solutions designed to offer societal benefits and new revenue streams.
   - **GeleZAR app** in South Africa - people can improve their financial education through fun courses on their mobile & build their credit score even without a bank account.
   - **Focus** is on number of people reached with financial inclusion products, returns are secondary.

3. **Community Investment**
   - We deliver financial education programmes and support communities where we operate.
   - **United for Financial Health** launched to re-build financial lives post COVID-19, has connected with 113m people since 2020 launch.
   - **Priority** is educating people on finances to help drive financial inclusion.

**Sliding scale**
- (generalised characteristics, there are exceptions)
  - Products
  - Most focussed on returns
  - Less financially excluded

**As we help people move up the ladder of financial inclusion, more people become potential consumers of our core products**
Improving Financial Health – core product metrics

Free consumer members

- North America
- UK
- Brazil
- Spanish LatAm

Consumer Revenue & EBIT

- FY18
- FY19
- FY20
- FY21
- FY22
- FY23
- FY24 Q1

Revenue and EBIT are Benchmark from Ongoing activities.
Revenue and Benchmark EBIT for FY20 are re-presented for the reclassification to exited business activities of certain B2B businesses and the reclassification of our Consumer Services business in Latin America to the Consumer Services business segment.
Given our sustainable business strategic priority of Improving Financial Health for all, we have identified three of the SDGs where we can make a meaningful contribution:

- **Target 1.4**  
  By 2030, ensure that all men and women, in particular the poor and the vulnerable, have equal rights to economic resources, as well as access to appropriate new technology and financial services, including microfinance.

- **Target 8.10**  
  Strengthen the capacity of domestic financial institutions to encourage and expand access to banking, insurance and financial services for all.

- **Target 9.3**  
  Increase the access of small-scale industrial and other enterprises, in particular in developing countries, to financial services, including affordable credit.

- These specific SDG targets are related to improving access to credit, microfinance and financial services, and we contribute to these via our core products, social innovation, and community investment.

- **Target:** Reach 100m people through social innovation products by 2025 – **Result:** 106m people in 2023, target met 2 years early

- **Target:** Connect with 100m people through United for Financial Health by 2024 – **Result:** 113m connections in 2023, target met 1 year early
We aim to be The Consumers’ Bureau. We have built our business on clear commitments to treat data with respect.

**Experian Global Data Principles:**

<table>
<thead>
<tr>
<th>Security</th>
<th>Accuracy</th>
<th>Fairness</th>
<th>Transparency</th>
<th>Inclusion</th>
</tr>
</thead>
<tbody>
<tr>
<td>Data security is critical. Securing and protecting data against unauthorised access, use, disclosure and loss are key priorities for us.</td>
<td>We will make data as accurate, complete and relevant as possible for the manner in which it is used, always in compliance with legal requirements.</td>
<td>We collect and use data fairly and for legitimate purposes, balancing privacy expectations with the social and economic benefits derived from the responsible use of data for individuals, businesses and clients.</td>
<td>We are open and transparent about the types of data we collect, where we get it, how it is used and where it is shared. Where appropriate we provide individuals with access to the data we collect about them and the ability to correct, restrict or delete data.</td>
<td>We seek to improve financial health and inclusion for all through the innovative use of relevant data to help individuals improve their financial lives.</td>
</tr>
</tbody>
</table>

We’re committed to inspiring and supporting our people

- We have a high performance culture with opportunities for training and development for all employees
- We build and celebrate a diverse and inclusive culture, and we’ve set new gender diversity targets
- We listen to our people’s views, support a positive empowering culture and do all we can to make Experian a great place to work.

**FY22 Great Place to Work survey**

- 86% proud to tell others that they work at Experian
- 82% feel good about the ways in which we contribute to the community
- 90%+ agree that people are treated fairly regardless of their social and economic status, sexual orientation, race and gender

---

1. As at 31 March 2023

www.experianplc.com/responsibility/inspiring-and-supporting-our-people
We’re committed to inspiring and supporting our people

• We have a high performance culture with opportunities for training and development for all employees
• We build and celebrate a diverse and inclusive culture, and we’ve set new gender diversity targets
• We listen to our people’s views, support a positive empowering culture and do all we can to make Experian a great place to work.

4.4
Glassdoor score¹

16
Employee diversity groups

40%
target for women in senior leaders

FY23 Great Place to Work survey
• 88% proud to tell others that they work at Experian
• 96% agree that people are treated fairly regardless of their sexual orientation
• 95% agree that people are treated fairly regardless of their race
• 93% agree that people are treated fairly regardless of their gender

¹ As at 31 March 2023
We’ve committed to become carbon neutral in our own operations\(^1\) by 2030

- The SBTi have approved our science-based target that by 2030 we will reduce Scope 1 and 2 emissions by 50% and Scope 3 emissions\(^2\) by 15%.
- We have developed carbon emission reduction plans which include switching to more renewable energy, consolidating buildings, and switching to a lower carbon fleet.
- We are now developing our strategy to decarbonise our operations even further and transition to Net Zero.
- We’ve also committed to gradually carbon offset our scope 1 and 2 emissions over the 5 years to 2025.

Scope 1 & 2 emissions, & Scope 3 air travel published

May 2021: science-based target published

June 2021: first full scope 3 estimate published

June 2022: 4 years full scope 3 emissions published

FY23: start to develop Net Zero Transition Plan (NZTP)

Launch Net Zero commitment and NZTP

Deliver on decarbonisation plans towards Net Zero

June 2020: carbon neutral & offsetting commitments published

June 2021: early TCFD reporting on most requirements

FY22: 44% decline in scope 1 & 2 emissions since 2019

June 2022: full TCFD statement published

Refine scope 3 estimates with CDP data

100% of scope 1 & 2 emissions offset by 2025

---

1. Includes all scope 1 and 2 emissions and the categories of ‘purchased goods & services’, ‘business travel’ and ‘well to tank’ within scope 3 (which represent 83% of our baseline emissions in scope 3).
2. Purchased goods & services, business travel and well to tank
We’re committed to the highest standards of corporate governance

- We maintain the highest standards as set out in the UK Corporate Governance Code 2018
- Independent Board evaluation shows first class corporate governance and excellent board performance
- Board meets recommendations of both the FTSE Women Leaders Review on gender diversity and the Parker Review on ethnic diversity

- 73% Independent\(^1\) Board members\(^2\)
- 45% Women on Board\(^2\)
- 2 Ethnically diverse Board members\(^2\)
- 100% Independence of Audit and Remuneration\(^1\) Committees

---

1. Includes Board Chairman (independent on appointment)
2. As at 31 March 2023

## ESG highlights

### Social

<table>
<thead>
<tr>
<th>Description</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Supporting UN SDGs</td>
<td>1.4, 8.10, 9.3</td>
</tr>
<tr>
<td>People using our platforms for free education, access to products &amp; services</td>
<td>172m</td>
</tr>
<tr>
<td>Connections with people United for Financial Health since launch</td>
<td>113m</td>
</tr>
<tr>
<td>Revenue from Social Innovation products since 2013 launch</td>
<td>$241m</td>
</tr>
<tr>
<td>Debt renegotiated via Limpa Nome</td>
<td>$8.9bn</td>
</tr>
<tr>
<td>Unbanked people who could benefit through alternative data sources and Experian technology platforms</td>
<td>1.4bn</td>
</tr>
<tr>
<td>Data security and privacy is a top priority</td>
<td></td>
</tr>
<tr>
<td>Robust security controls based on ISO27001</td>
<td></td>
</tr>
<tr>
<td>Founding member of the Slave-Free Alliance</td>
<td></td>
</tr>
<tr>
<td>Suppliers must comply with Supplier Code of Conduct</td>
<td></td>
</tr>
<tr>
<td>Mandatory annual training for all employees: Code of Conduct, Security &amp; data, Anti-Corruption</td>
<td></td>
</tr>
</tbody>
</table>

### Employees

<table>
<thead>
<tr>
<th>Description</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Employee engagement</td>
<td>82%</td>
</tr>
<tr>
<td>Glassdoor rating (increased 7 years running)</td>
<td>4.4</td>
</tr>
<tr>
<td>Three-year gender diversity targets set</td>
<td>Yes</td>
</tr>
<tr>
<td>Voluntary employee attrition</td>
<td>11.9%</td>
</tr>
<tr>
<td>Diversity and inclusion employee groups</td>
<td>16</td>
</tr>
</tbody>
</table>

### Governance

<table>
<thead>
<tr>
<th>Description</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Independent Board members</td>
<td>73%</td>
</tr>
<tr>
<td>Female Board members</td>
<td>45%</td>
</tr>
<tr>
<td>Ethnically diverse Board members</td>
<td>2</td>
</tr>
<tr>
<td>Independence of Audit and Remuneration committees</td>
<td>100%</td>
</tr>
<tr>
<td>Clear division of responsibilities between the Chairman and CEO</td>
<td>Yes</td>
</tr>
<tr>
<td>Independent external evaluation of the Board’s performance</td>
<td>Yes</td>
</tr>
<tr>
<td>Executive remuneration linked to Group performance</td>
<td>Yes</td>
</tr>
<tr>
<td>Voting rights for shareholders</td>
<td>Equal</td>
</tr>
<tr>
<td>FTSE4Good</td>
<td></td>
</tr>
</tbody>
</table>

### Environment

<table>
<thead>
<tr>
<th>Description</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Committed to become carbon neutral by 2030</td>
<td>2030</td>
</tr>
<tr>
<td>Science-based target approved by SBTi</td>
<td>Yes</td>
</tr>
<tr>
<td>CDP Climate Change score (2022)</td>
<td>A-</td>
</tr>
<tr>
<td>CDP Supplier Engagement Rating (2022)</td>
<td>A-</td>
</tr>
<tr>
<td>Scope 1 &amp; 2 emissions since 2019</td>
<td>-65%</td>
</tr>
<tr>
<td>% FY23 scope 1 &amp; 2 emissions offset</td>
<td>60%</td>
</tr>
<tr>
<td>Electricity from renewable sources FY23</td>
<td>62%</td>
</tr>
</tbody>
</table>

1. FY23 data unless specified       2. As at Q1 FY24       3. As at 31 March 2023      4. Using Market-based scope 2 emissions 5. From 31 March 2023 6. Includes Board Chairman (independent on appointment) 7. Meeting Parker Review definition 8. Occurs every 3 years, most recent was FY20
## Modelling considerations for FY24

<table>
<thead>
<tr>
<th>Category</th>
<th>Consideration</th>
</tr>
</thead>
<tbody>
<tr>
<td>Organic revenue growth</td>
<td>4–6%</td>
</tr>
<tr>
<td>Benchmark EBIT margin¹</td>
<td>Modest margin improvement</td>
</tr>
<tr>
<td>Foreign exchange</td>
<td>c. 0% to +1% on revenue and Benchmark EBIT</td>
</tr>
<tr>
<td>Net interest</td>
<td>c. US$125–130m</td>
</tr>
<tr>
<td>Benchmark tax rate</td>
<td>26–27%</td>
</tr>
<tr>
<td>WANOS</td>
<td>c. 914m</td>
</tr>
<tr>
<td>Capital Expenditure</td>
<td>c. 9% of revenue</td>
</tr>
<tr>
<td>Benchmark OCF² conversion</td>
<td>&gt;90%</td>
</tr>
<tr>
<td>Share repurchases</td>
<td>US$150m</td>
</tr>
</tbody>
</table>

¹ At constant exchange rates.  
² Operating cash flow.
Organic revenue growth and stable margins in every year since 2007

Global Financial Crisis

Ongoing revenue (US$m)

<table>
<thead>
<tr>
<th>FY07</th>
<th>FY08</th>
<th>FY09</th>
<th>FY10</th>
<th>FY11</th>
<th>FY12</th>
<th>FY13</th>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
<th>FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>3,424</td>
<td>4,059</td>
<td>3,821</td>
<td>3,859</td>
<td>4,214</td>
<td>4,485</td>
<td>4,713</td>
<td>4,772</td>
<td>4,810</td>
<td>4,477</td>
<td>4,335</td>
<td>4,657</td>
<td>4,855</td>
<td>5,179</td>
<td>5,342</td>
<td>6,216</td>
<td>6,587</td>
</tr>
</tbody>
</table>

Benchmark EBIT (US$m)

<table>
<thead>
<tr>
<th>FY07</th>
<th>FY08</th>
<th>FY09</th>
<th>FY10</th>
<th>FY11</th>
<th>FY12</th>
<th>FY13</th>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
<th>FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>21.8%</td>
<td>21.8%</td>
<td>23.3%</td>
<td>24.4%</td>
<td>24.8%</td>
<td>26.2%</td>
<td>26.6%</td>
<td>27.4%</td>
<td>27.2%</td>
<td>26.7%</td>
<td>27.7%</td>
<td>27.7%</td>
<td>26.9%</td>
<td>26.8%</td>
<td>25.8%</td>
<td>25.9%</td>
<td>26.6%</td>
</tr>
</tbody>
</table>

1. Conversion of Benchmark EBIT into Benchmark operating cash flow. Global ongoing activities revenue and Benchmark EBIT only. Excluding growth rates, FY07 to FY20 revenue, Benchmark EBIT and cash flow conversion may have been adjusted to exclude various exited business activities and discontinued operations. Growth rates are not restated. All revenue, Benchmark EBIT and conversion of Benchmark EBIT into Benchmark operating cash flow, are as reported. Source: Experian’s Annual Reports from FY07 to FY20 (see https://www.experianplc.com/investors/results-and-presentations/).
Investing for growth with strong capital discipline

Over US$5.0bn invested

<table>
<thead>
<tr>
<th>Year</th>
<th>Net organic capital investment</th>
<th>Net acquisitions and minority investments</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY19</td>
<td>431</td>
<td>155</td>
</tr>
<tr>
<td>FY20</td>
<td>483</td>
<td>801</td>
</tr>
<tr>
<td>FY21</td>
<td>418</td>
<td>463</td>
</tr>
<tr>
<td>FY22</td>
<td>489</td>
<td>677</td>
</tr>
<tr>
<td>FY23</td>
<td>627</td>
<td>492</td>
</tr>
</tbody>
</table>

ROCE %

- FY19: 15.9
- FY20: 16.1
- FY21: 15.0
- FY22: 15.7
- FY23: 16.5

US$2.9bn returned to shareholders

Pandemic

<table>
<thead>
<tr>
<th>Year</th>
<th>Dividends</th>
<th>Net share repurchases</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY19</td>
<td>215</td>
<td>410</td>
</tr>
<tr>
<td>FY20</td>
<td>188</td>
<td>424</td>
</tr>
<tr>
<td>FY21</td>
<td>149</td>
<td>427</td>
</tr>
<tr>
<td>FY22</td>
<td>175</td>
<td>444</td>
</tr>
<tr>
<td>FY23</td>
<td></td>
<td>482</td>
</tr>
</tbody>
</table>

Based on reported numbers at the time, at actual FX rates.
Financial management

**Strong financial position**

*Net debt US$bn*

<table>
<thead>
<tr>
<th>Year</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
<th>FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net debt / EBITDA leverage</td>
<td>2.0x</td>
<td>2.2x</td>
<td>2.2x</td>
<td>1.9x</td>
<td>1.8x</td>
</tr>
</tbody>
</table>

**Low interest rate exposure**

% of current debt at fixed interest rates

<table>
<thead>
<tr>
<th>Period</th>
<th>&gt;2 years</th>
<th>&gt;4 years</th>
<th>&gt;6 years</th>
<th>&gt;8 years</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net debt / EBITDA leverage</td>
<td>90%</td>
<td>67%</td>
<td>59%</td>
<td>38%</td>
</tr>
</tbody>
</table>

**Bond maturity profile US$m**

<table>
<thead>
<tr>
<th>Year</th>
<th>FY24</th>
<th>FY25</th>
<th>FY26</th>
<th>FY27</th>
<th>FY28</th>
<th>FY29</th>
<th>FY30</th>
<th>FY31</th>
<th>FY32</th>
<th>FY33</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net debt / EBITDA leverage</td>
<td>496</td>
<td>496</td>
<td>545</td>
<td>500</td>
<td>750</td>
<td>545</td>
<td>496</td>
<td>545</td>
<td>496</td>
<td></td>
</tr>
</tbody>
</table>
Our cash flow is consistently strong and reliable which supports our disciplined capital allocation.

1. Conversion of Benchmark EBIT into Benchmark operating cash flow.
2. Funds from operations is defined as Benchmark free cash flow plus organic capital investment (capital expenditure).
3. Average from FY07 to FY22.

Source: Experian's Annual Reports from FY07 to FY23 – publicly available at [www.experianplc.com/investors/reports/](http://www.experianplc.com/investors/reports/)
Historic leverage trends

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.


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.

North America: expanding our data assets to offer the most robust insights

**Consumer Credit**
- Largest traditional credit bureau
- Over 245 million credit-active consumer records
- Approximately 4 billion consumer tradelines
- Approximately 12 million consumer public records
- Over 20 years of raw data
- 99.9% accuracy
- 42 million payroll and unique employer-direct records

**Consumer Marketing**
- Broadest reach of consumer data available with 3,200 public and proprietary sources
- 126 million living units; 300 million consumers
- 650+ psychographics; 1500+ demographic attributes; 70+ lifestyle segments
- 700 million + Vehicle ownership data records
- 4+ billion clustered device records

**US Business Credit**
- Most comprehensive source of US businesses available
- 25.1 million active business credit records
- 145.6 million business tradelines w/ 2 member consortiums
- 47.5 million US businesses in database
- 700+ Attributes
- Over 6 million sources

**Fraud & Identity**
- Over 500,000 known fraud records
- Over 800,000 daily identity transactions
- 400+ million consumer demographic and credit records
- Approximately 2,000 credit and fraud attributes

**Alternative Financials**
- Largest alternative FCRA regulated credit bureau
- 60+ million unique consumers
- Payday and cash advance
- Short term installment loans
- 1000+ attributes and multiple scores
- 20 million+ rental files via RentBureau®

Recent additions include digital identity graph and employer records

Augmented with best-in-class third-party datasets

<table>
<thead>
<tr>
<th>Government data</th>
<th>Economic data</th>
<th>Property data</th>
<th>Social data</th>
<th>User permissioned</th>
<th>Cyber ID / Dark web</th>
<th>Health</th>
</tr>
</thead>
</table>

Highest quality and accuracy | Expert matching | World-class compliance and governance
North America data: Expanding data sources for a 360° view of consumers

Driving results in financial inclusion, modeling, decisioning, marketing, risk management and more


Traditional credit data
Trended data
Rental data
Since 2005
Full-file public records
Since 2008
Consumer-permissioned data
Property data
Social security
Income and employer data
Expanded public records
Financial account data
Expanded rental
Background data

Buy Now Pay Later
More to come!

220+ million consumers
The Consumer’s Bureau
Trended Attributes™
Rent Bureau®
Extended View™
Clarity Data
Experian Boost™
Multiple sources
Listing Triggers
eCBSV
Experian Verify™
Experian Lift™
Bank and Account Attributes
Rent payment insights
Screening
Retail purchasing behaviors

Directly sourced • Calculated • Acquired • Third-party partnerships
Cash flow generation

- Strong cash flow generation and conversion
- Benchmark operating cash flow decreased (3%) down on the previous year against exceptionally strong conversion
- Net capital expenditure represents 9% of revenue

Benchmark operating cash flow

<table>
<thead>
<tr>
<th>Year</th>
<th>Benchmark operating cash flow (US$m)</th>
<th>Cash Conversion</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY19</td>
<td>1,270</td>
<td>97%</td>
</tr>
<tr>
<td>FY20</td>
<td>1,214</td>
<td>88%</td>
</tr>
<tr>
<td>FY21</td>
<td>1,476</td>
<td>106%</td>
</tr>
<tr>
<td>FY22</td>
<td>1,800</td>
<td>109%</td>
</tr>
<tr>
<td>FY23</td>
<td>1,753</td>
<td>98%</td>
</tr>
</tbody>
</table>

1 Benchmark operating cash flow is defined as Benchmark EBIT plus amortisation, depreciation and charges for share-based incentive plans, less net capital expenditure and adjusted for changes in working capital, principal lease payments and the Group's share of the Benchmark profit or loss retained in continuing associates.
## North America

<table>
<thead>
<tr>
<th></th>
<th>2023</th>
<th>2022</th>
<th>Total growth</th>
<th>Organic growth</th>
<th>Q1 FY24 Organic growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Data</td>
<td>2,142</td>
<td>2,033</td>
<td>5%</td>
<td>4%</td>
<td>3%</td>
</tr>
<tr>
<td>Decisioning</td>
<td>837</td>
<td>784</td>
<td>7%</td>
<td>7%</td>
<td>7%</td>
</tr>
<tr>
<td>Business-to-Business</td>
<td>2,979</td>
<td>2,817</td>
<td>6%</td>
<td>5%</td>
<td>4%</td>
</tr>
<tr>
<td>Consumer Services</td>
<td>1,453</td>
<td>1,305</td>
<td>11%</td>
<td>11%</td>
<td>3%</td>
</tr>
<tr>
<td>Total revenue</td>
<td>4,432</td>
<td>4,122</td>
<td>8%</td>
<td>7%</td>
<td>4%</td>
</tr>
<tr>
<td>Benchmark EBIT – ongoing activities</td>
<td>1,467</td>
<td>1,381</td>
<td>6%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Benchmark EBIT margin</td>
<td>33.1%</td>
<td>33.5%</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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

### Year ended 31 March

<table>
<thead>
<tr>
<th></th>
<th>2023</th>
<th>2022</th>
<th>Total growth</th>
<th>Organic growth</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Data</strong></td>
<td>606</td>
<td>528</td>
<td>14%</td>
<td>12%</td>
</tr>
<tr>
<td><strong>Decisioning</strong></td>
<td>176</td>
<td>149</td>
<td>17%</td>
<td>16%</td>
</tr>
<tr>
<td><strong>Business-to-Business</strong></td>
<td>782</td>
<td>677</td>
<td>14%</td>
<td>13%</td>
</tr>
<tr>
<td><strong>Consumer Services</strong></td>
<td>165</td>
<td>114</td>
<td>42%</td>
<td>32%</td>
</tr>
<tr>
<td><strong>Total revenue</strong></td>
<td>947</td>
<td>791</td>
<td>18%</td>
<td>16%</td>
</tr>
<tr>
<td><strong>Benchmark EBIT – ongoing activities</strong></td>
<td>294</td>
<td>223</td>
<td>30%</td>
<td></td>
</tr>
<tr>
<td><strong>Benchmark EBIT margin</strong></td>
<td>31.0%</td>
<td>28.2%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Q1 FY24 Organic growth**

- **Data**: 9%
- **Decisioning**: 15%
- **Business-to-Business**: 10%
- **Consumer Services**: 26%
- **Total revenue**: 13%

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

### Year ended 31 March

**US$m**

<table>
<thead>
<tr>
<th>Category</th>
<th>2023</th>
<th>2022</th>
<th>Total growth</th>
<th>Organic growth</th>
<th>Q1 FY24 Organic growth</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Data</strong></td>
<td>391</td>
<td>409</td>
<td>8%</td>
<td>7%</td>
<td>2%</td>
</tr>
<tr>
<td><strong>Decisioning</strong></td>
<td>229</td>
<td>244</td>
<td>7%</td>
<td>7%</td>
<td>0%</td>
</tr>
<tr>
<td><strong>Business-to-Business</strong></td>
<td>620</td>
<td>653</td>
<td>7%</td>
<td>7%</td>
<td>1%</td>
</tr>
<tr>
<td><strong>Consumer Services</strong></td>
<td>164</td>
<td>194</td>
<td>(4)%</td>
<td>(4)%</td>
<td>(2)%</td>
</tr>
<tr>
<td><strong>Total revenue</strong></td>
<td>784</td>
<td>847</td>
<td>5%</td>
<td>5%</td>
<td>1%</td>
</tr>
<tr>
<td><strong>Benchmark EBIT – ongoing activities</strong></td>
<td>170</td>
<td>188</td>
<td>1%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Benchmark EBIT margin</strong></td>
<td>21.7%</td>
<td>22.2%</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

All results are Benchmark figures and are on an ongoing activities basis.

Growth at constant exchange rates.
### Year ended 31 March

<table>
<thead>
<tr>
<th></th>
<th>2023</th>
<th>2022</th>
<th>Total growth</th>
<th>Organic growth</th>
<th>Q1 FY24 Organic growth</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Data</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>301</td>
<td>333</td>
<td>0%</td>
<td>0%</td>
<td>4%</td>
</tr>
<tr>
<td>Decisioning</td>
<td>123</td>
<td>123</td>
<td>13%</td>
<td>13%</td>
<td>21%</td>
</tr>
<tr>
<td><strong>Total revenue</strong></td>
<td>424</td>
<td>456</td>
<td>3%</td>
<td>3%</td>
<td>8%</td>
</tr>
<tr>
<td>Benchmark EBIT – ongoing activities</td>
<td>14</td>
<td>13</td>
<td>8%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Benchmark EBIT margin</td>
<td>3.3%</td>
<td>2.9%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Year ended 31 March</td>
<td>US$m</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>---------------------</td>
<td>------</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Benchmark profit before tax

<table>
<thead>
<tr>
<th>Item</th>
<th>2023</th>
<th>2022</th>
<th>Growth %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Acquisition and disposal expenses</td>
<td>1,670</td>
<td>1,535</td>
<td>9</td>
</tr>
<tr>
<td>Contingent consideration</td>
<td>(46)</td>
<td>(47)</td>
<td></td>
</tr>
<tr>
<td>Profit and loss on disposal</td>
<td>(45)</td>
<td>(26)</td>
<td></td>
</tr>
<tr>
<td>Restructuring related and other costs</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Statutory profit before tax before non-cash items

<table>
<thead>
<tr>
<th>Item</th>
<th>2023</th>
<th>2022</th>
<th>Growth %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Amortisation of acquisition intangibles</td>
<td>(192)</td>
<td>(174)</td>
<td>2</td>
</tr>
<tr>
<td>Impairment charges¹</td>
<td>(197)</td>
<td>(31)</td>
<td></td>
</tr>
<tr>
<td>Non-cash financing remeasurements²</td>
<td>50</td>
<td>169</td>
<td></td>
</tr>
</tbody>
</table>

### Statutory profit before tax

<table>
<thead>
<tr>
<th>Item</th>
<th>2023</th>
<th>2022</th>
<th>Growth %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contingent consideration</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Profit and loss on disposal</td>
<td>-</td>
<td>47</td>
<td></td>
</tr>
<tr>
<td>Restructuring related and other costs</td>
<td>(66)</td>
<td>(26)</td>
<td></td>
</tr>
</tbody>
</table>

---

1 Includes share of non-benchmark losses on associates
2 Includes interest on uncertain tax provision
PBT = profit before tax
Benchmark EBIT margin on an ongoing activities basis at actual exchange rates.

- Exited activities: 0.4%
- Latin America: 0.4%
- UK and Ireland: (0.1%)
- EMEA/Asia Pacific: 0.0%
- Central Activities and mix: 0.2%

**Reported EBIT margin**

26.2% (FY22 reported) + 0.4% (Exited activities) = 26.6% (FY22 restated)

27.1% (FY23 organic) + 0.2% (Acquisitions) + 0.5% (Foreign exchange) = 27.4% (FY23 reported)

**+50bps** (North America: 0.0%)

**+30bps** (UK and Ireland: (0.1%))

**+80bps** (EMEA/Asia Pacific: 0.0%)
Benchmark earnings per share (EPS)

- **+9%** Constant currency growth

- **+9%** EPS constant currency growth

- **+9%** EPS actual currency growth

**FY23 Benchmark EPS**

- USc 135.1

**FY22 Benchmark EPS**

- USc 124.5

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1. **Includes exited business activities.**
2. **Average interest rate** = net interest expense divided by average debt.
3. **ETR** = Effective tax rate
4. **WANOS** = Weighted average number of shares
Experian American Depositary Receipt (ADR) programme

ADR shareholder enquiries:
Shareowner Services
J.P. Morgan Chase Bank, N.A.
PO Box 64504
St Paul, MN55164-0504
United States
T:  +1 651 453 2128 (From the US: 1-800-990-1135, toll free)
E:  shareowneronline
W:  www.adr.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
Depositary     J.P. Morgan Chase Bank, N.A.
Event calendar

- 19 July 2023: Annual General Meeting
- 15 November 2023: Half year results, FY24
- 16 January 2024: Q3 FY24 trading update

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