



news release

Trading update, first quarter

13 July 2023 – Experian plc, the global information services company, today issues an update on trading for the first three months ended 30 June 2023.

Brian Cassin, Chief Executive Officer, commented:

“We delivered good growth in Q1, in line with our expectations. Total revenue growth at actual exchange rates was 5% and also at constant exchange rates. Organic revenue growth was 5%.

Our growth expectations for the full year are unchanged reflecting the strength and diversity of our business. We continue to expect organic revenue growth of between 4-6% 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 30 June 2023

| 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 | 4 | 4 | 4 |
| Latin America | 12 | 14 | 13 |
| UK and Ireland | 1 | 1 | 1 |
| EMEA/Asia Pacific | 5 | 8 | 8 |
| Total global | 5 | 5 | 5 |

¹ Experian reports in US dollars.

% change in organic revenue year-on-year for the three months ended 30 June 2023

| Organic revenue growth % ² | Data | Decisioning | B2B ³ | Consumer Services | Total |
|---------------------------------------|----------|-------------|------------------|-------------------|----------|
| North America | 3 | 7 | 4 | 3 | 4 |
| Latin America | 9 | 15 | 10 | 26 | 13 |
| UK and Ireland | 2 | 0 | 1 | (2) | 1 |
| EMEA/Asia Pacific | 4 | 21 | 8 | n/a | 8 |
| Total global | 4 | 8 | 5 | 4 | 5 |

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 30 June 2023

| Segment | Business unit | % of Group revenue ⁴ | Q1 organic revenue growth % ⁵ |
|--------------------------|---------------------------------------|---------------------------------|--|
| North America | | 67% | 4% |
| Data | CI / BI Bureaux | 23% | 1% |
| | - CI / BI Bureaux, excluding mortgage | 21% | 2% |
| | - Mortgage | 2% | (8)% |
| | Automotive | 5% | 8% |
| | Targeting | 4% | 9% |
| Decisioning | Health | 8% | 9% |
| | DA / Other | 5% | 3% |
| Consumer Services | Consumer Services | 22% | 3% |
| Latin America | | 15% | 13% |
| Data | CI / BI Bureaux | 9% | 9% |
| | Other | 0% | 0% |
| Decisioning | DA / Other | 3% | 15% |
| Consumer Services | Consumer Services | 3% | 26% |
| UK and Ireland | | 12% | 1% |
| Data | CI / BI Bureaux | 5% | 1% |
| | Targeting / Auto | 1% | 6% |
| Decisioning | DA / Other | 3% | 0% |
| Consumer Services | Consumer Services | 3% | (2)% |
| EMEA/Asia Pacific | | 6% | 8% |
| Total global | | 100% | 5% |

⁴ Percentage of Group revenue from ongoing activities calculated based on 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 – 67% of Group revenue⁴

North America delivered organic and total revenue growth of 4%.

B2B organic revenue growth was 4%. Favourable contributions from Clarity, buy-now-pay-later clients, Experian Ascend and business credit offset weaker volume trends linked to traditional consumer credit origination activity, as well as in mortgage. Employer and Verification Services grew strongly, and we continue to add to our record count and build our position through new client acquisition. Targeting performed strongly, with growth across digital channels, driven by usage expansion arising from new client integrations. Automotive also delivered solidly, helped by improvement in industry inventory supply, and we continue to make good progress across health.

Consumer Services delivered organic revenue growth of 3%. We added to our member count to take our free membership base to 64m. Premium services performed well following additions to our paid membership base. While credit marketplace volumes were impacted by tighter lending standards, we onboarded new partners in the quarter and are successfully driving adoption of Experian Activate. We have also made good progress in insurance, which continues to trend positively.

Latin America – 15% of Group revenue⁴

Latin America delivered organic revenue growth of 13%. At constant currency, total revenue growth was 14%, including contributions from small acquisitions.

B2B organic revenue growth was 10%. In Brazil, we are expanding our client footprint and entering new vertical opportunities. Momentum was again strong, reflecting wider adoption of positive data propositions, cloud-based decisioning tools and analytics. Our footprint in agribusiness continues to grow, as we added new customers to support lending in the agriculture sector.

Consumer Services delivered organic revenue growth of 26%. This included further expansion of our free membership base, which rose to 95m in total for the region (Brazil 82m and Spanish Latin America 13m). In Brazil, we further expanded our Limpa Nome debt resolution service by adding new partners. We also benefited from an increased contribution from payment solutions and premium services.

UK and Ireland – 12% of Group revenue⁴

The UK and Ireland delivered organic and total constant currency revenue growth of 1%.

B2B organic revenue growth was 1%. Despite weaker lending volumes, all major B2B business units delivered growth, sustained by further new business wins and new product initiatives. Lenders are generally cautious and have repriced and reduced credit supply in some categories. Client appetite for solutions which support affordability assessment and portfolio analysis has trended positively, helping to mitigate this trend.

Organic revenue in Consumer Services declined (2%), reflecting the impact of supply contraction in our credit marketplace as well as lower premium subscription revenue. Free memberships increased to 13m.

EMEA/Asia Pacific – 6% of Group revenue⁴

In EMEA/Asia Pacific, organic revenue growth was 8%, as was total revenue growth at constant exchange rates. We are making good progress on our plan to enhance growth performance within scaled markets. The majority of our strategic markets contributed positively, with notably strong progression across Italy, Australia and India.

Future events

Experian will release its half-year results on Wednesday, 15 November 2023, and its third-quarter trading update on Tuesday, 16 January 2024.

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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 22,000 people operating across 32 countries and every day we're investing in new technologies, talented people, and innovation to help all our clients maximise every opportunity. With corporate headquarters in Dublin, Ireland, 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.