

Risk Intelligence Investor webinar

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LSEG



Agenda

1. Who we are and what we do
2. A compelling market opportunity
3. Our strategy for growth
4. Q&A



Who we are and what we do

LSEG

Trusted global provider of risk intelligence solutions

30,000+

Data sources

10,000+

Customers

260 mil.

Transactions verified

930,000

Potentially fraudulent
transactions identified

Trusted partner to the
world's largest banks, non-bank
financial institutions, corporates
and governments

Built on heritage of
accuracy, integrity and
customer focus spanning over
two decades

Track record of reliable
intelligence, subject matter
expertise and technology
innovation

A market leading set of complementary risk solutions

78% of revenues¹

Screening

Helping customers meet their legal and regulatory obligations and avoid the facilitation of fraud and money laundering

Brand: LSEG WorldCheck

17% of revenues¹

Digital Identity & Fraud (DI&F)

Enabling firms to meet demand for frictionless onboarding, validate customer identity credentials and prevent payments fraud

Brands: Identity Verification; Trusted Payments

5% of revenues¹

Enhanced Due Diligence (EDD)

Providing risk insights into a specific entity, helping firms assess the financial & reputational standing of customers, suppliers and other third-parties

Brands: Due Diligence Reports, Due Diligence Centre

1. 2024 Total Income excl. recoveries excluding client on-boarding solutions divested in the year

Our industry-leading screening solution

Screening

We provide

Data and insights on financial crime risk such as sanctions, politically exposed people (PEP), adverse media and other risks

We deliver

Through traditional file transfer, APIs such as WorldCheck One, and SaaS applications

We monetise

Primarily through annual subscription

Case study

Customer need

Global leader in e-commerce wanted to screen customer transactions in real time and meet regulatory obligations in multiple jurisdictions

Our solution

WorldCheck One met the customer's need for leading data quality and intraday screening

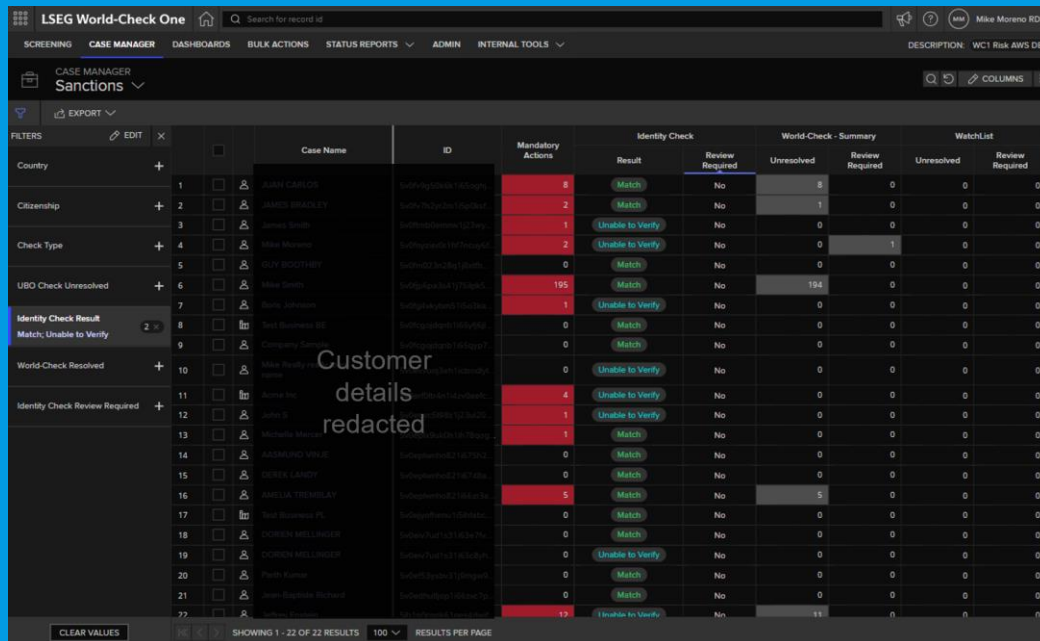
Customer outcome

Our solution has supported rapid growth in the customer's business, scaling to ensure continuous regulatory compliance

A closer look at WorldCheck One

Screening

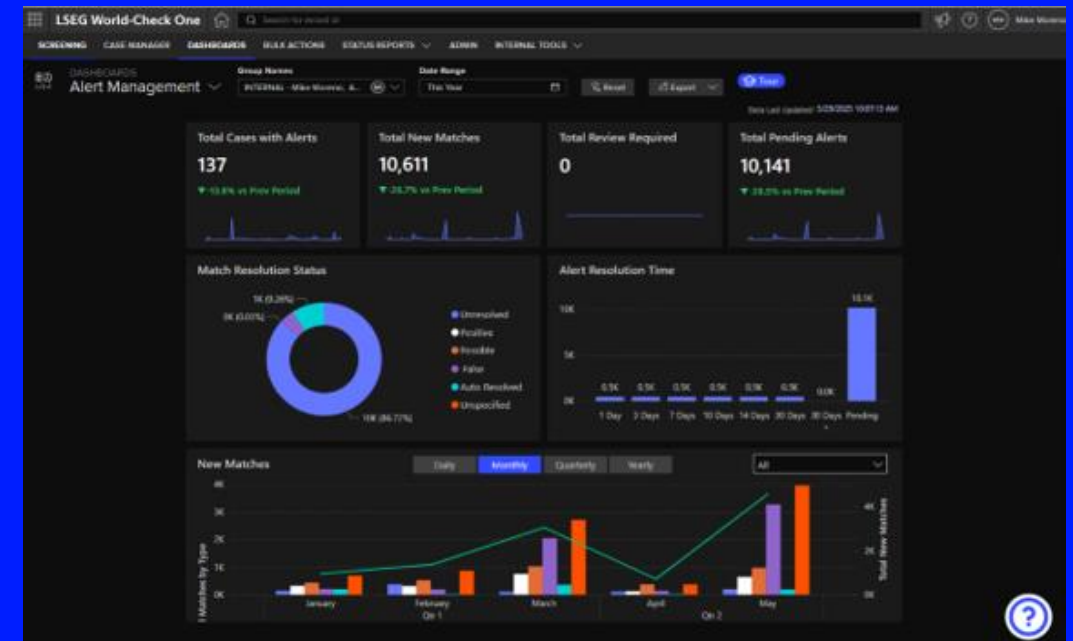
Providing granular insights at the individual customer level....



The screenshot displays the 'CASE MANAGER' section of the LSEG World-Check One interface. It shows a table of customer screening results with columns for filters, case details, mandatory actions, identity check results, and watchlist status. The table lists 22 results, with some entries marked as 'Unable to Verify' or 'Match'. A redacted area labeled 'Customer details redacted' covers the names and IDs of several customers.

Country	Case Name	ID	Mandatory Actions	Identity Check Result	Review Required	Unresolved	Review Required	Unresolved	Review Required
	JOHN CARLOS	Subtype: John Carlos	8	Match	No	8	0	0	0
	JAMES BRADLEY	Subtype: James Bradley	2	Match	No	1	0	0	0
	James Smith	Subtype: James Smith	1	Unable to Verify	No	0	0	0	0
	Mike Moore	Subtype: Mike Moore	2	Unable to Verify	No	0	1	0	0
	JOHN BOOTHBY	Subtype: John Boothby	0	Match	No	0	0	0	0
	Mike Smith	Subtype: Mike Smith	195	Match	No	194	0	0	0
	John Johnson	Subtype: John Johnson	1	Unable to Verify	No	0	0	0	0
	Test Business ID	Subtype: Test Business ID	0	Match	No	0	0	0	0
	Company Name	Subtype: Company Name	0	Match	No	0	0	0	0
	Mike Smith	Subtype: Mike Smith	0	Unable to Verify	No	0	0	0	0
	John Smith	Subtype: John Smith	4	Unable to Verify	No	0	0	0	0
	John Smith	Subtype: John Smith	1	Unable to Verify	No	0	0	0	0
	Michael Smith	Subtype: Michael Smith	1	Match	No	0	0	0	0
	ARMANDO VALE	Subtype: Armando Vale	0	Match	No	0	0	0	0
	DEREK LANDY	Subtype: Derek Landy	0	Match	No	0	0	0	0
	AMERIK TRENOLAY	Subtype: Amerik Trenolay	5	Match	No	5	0	0	0
	Test Business ID	Subtype: Test Business ID	0	Match	No	0	0	0	0
	GORDON MELLINGER	Subtype: Gordon Mellinger	0	Match	No	0	0	0	0
	GORDON MELLINGER	Subtype: Gordon Mellinger	0	Unable to Verify	No	0	0	0	0
	Paula Evans	Subtype: Paula Evans	0	Match	No	0	0	0	0
	John Johnson	Subtype: John Johnson	0	Match	No	0	0	0	0
	John Johnson	Subtype: John Johnson	12	Unable to Verify	No	11	0	0	0

...through to group-wide customer screening and management tools



Our fast-growing Digital Identity & Fraud offering

DI&F

We provide

Identity and bank account verification tools drawing on an expansive global identity database and detailed bank account records

We deliver

Through API and Web interface

We monetise

Primarily through consumption-based pricing

Case study

Customer need

A Fortune 500 insurance company was experiencing more fraud in claims disbursement

Our solution

Integrating our account verification solution into its workflow

Customer outcome

Customer avoided over \$12 million in fraud losses in the first year

Our bespoke Enhanced Due Dilligence reports

EDD

We provide

Detailed reports that indicate the risk of transacting with entities

We deliver

Through due diligence platforms that automate the supplier onboarding process

We monetise

Via a combination of outright and recurring revenues through consumption-based pricing

Case study

Customer need

A global medical device company needed a tailored, cost-effective solution that ensured third-party compliance

Our solution

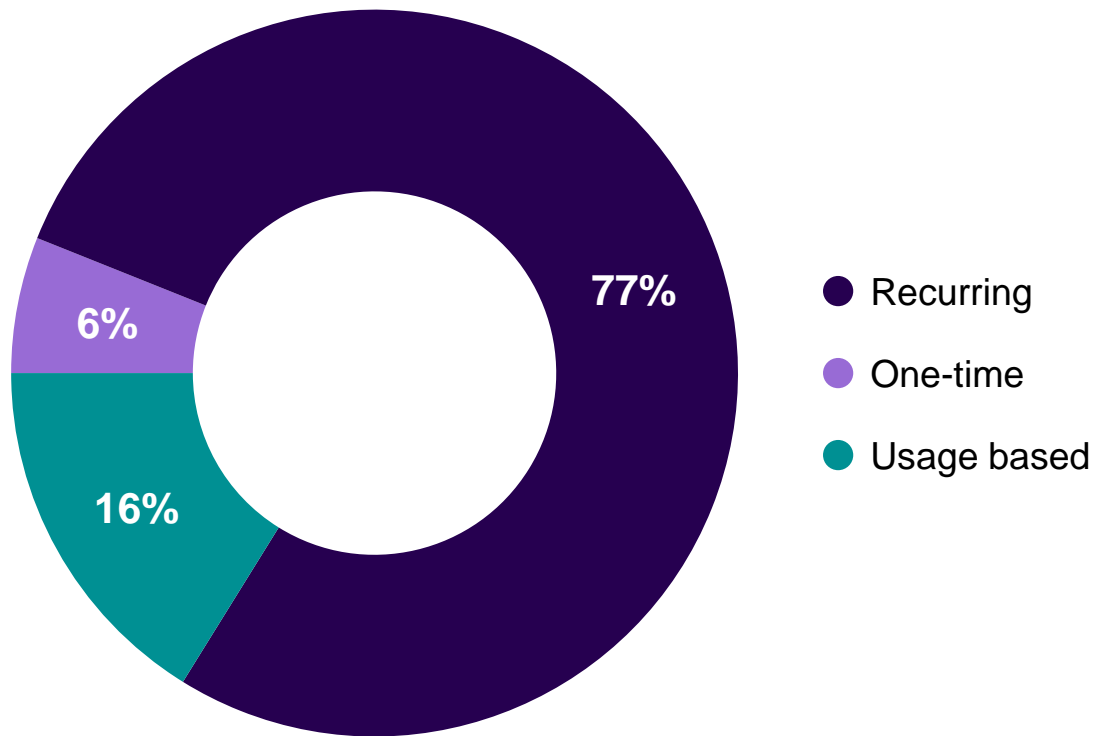
We worked with a leading platform to provide the customer with access to our EDD services in a more flexible way

Customer outcome

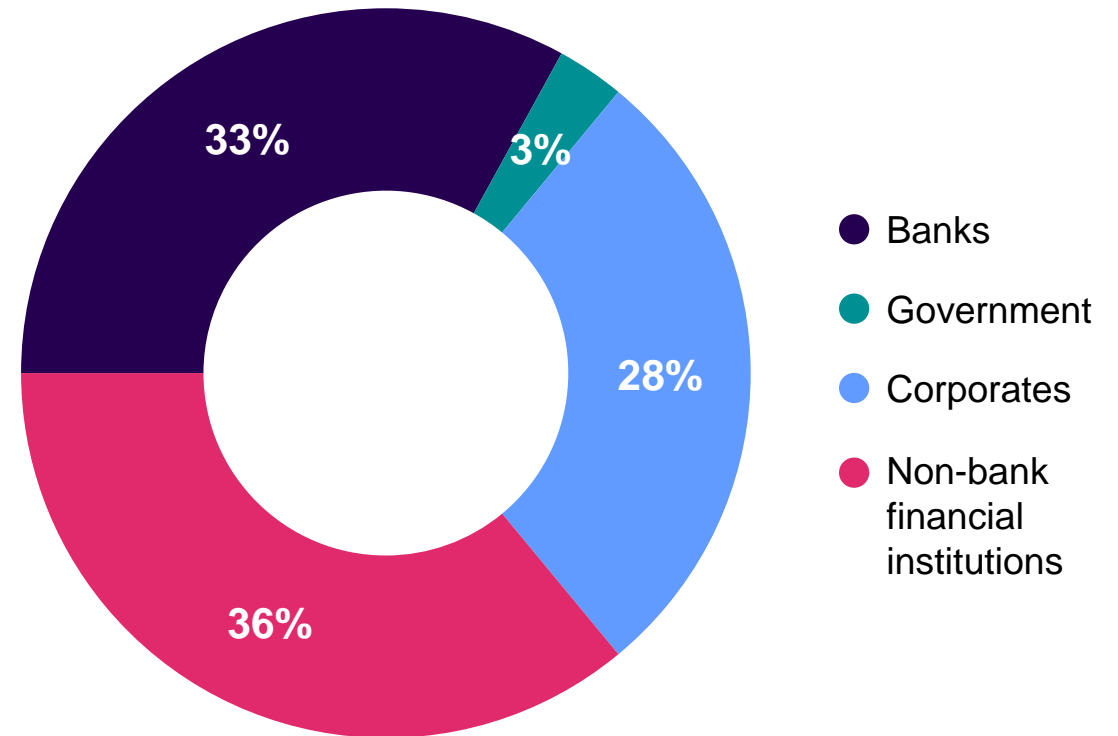
£1mn of cost savings for the customer, with a revenue commitment to LSEG

Delivering strong recurring revenue from a diversified customer base

Revenues by type¹

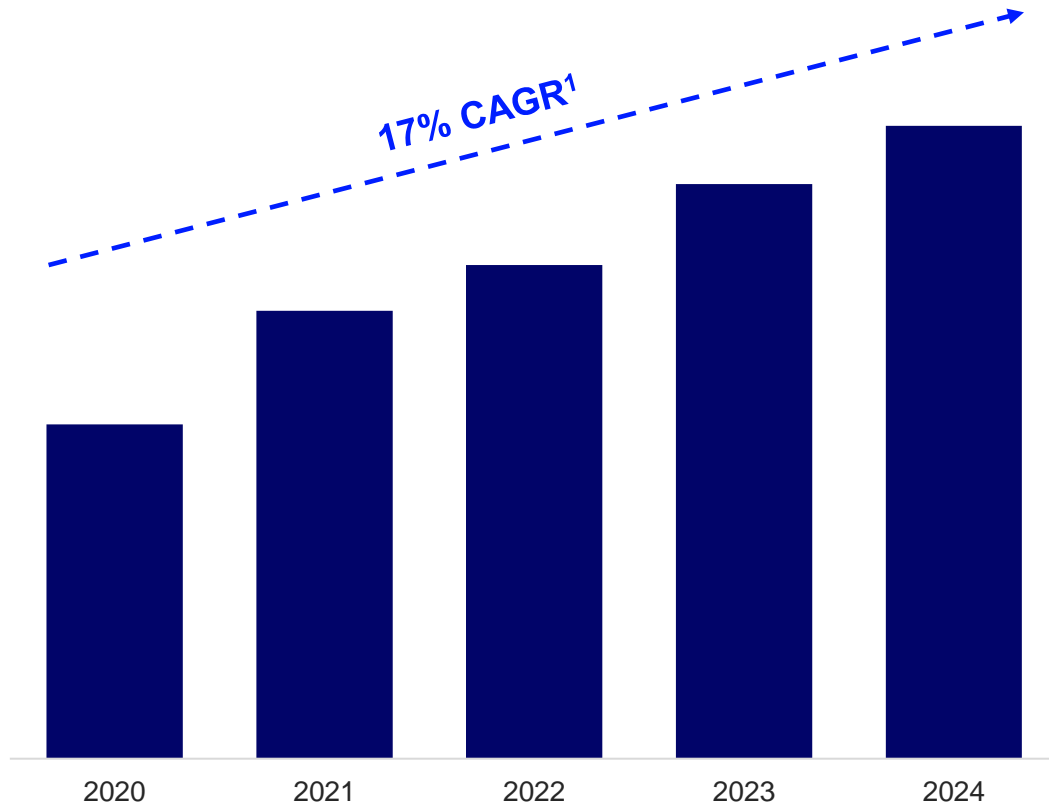


Revenues by customer¹



1. Based on 2024 Total Income excl. recoveries

Driving consistent double-digit revenue growth



1. Constant currency growth including impact of both acquisitions and disposals over the period

2. 2020-2024 CAGR for Screening and EDD, 2022-2024 CAGR for DI&F due to sizable acquisition impact in 2020/21.

Strong growth across Screening and DI&F

2020-2024 CAGR²



Risk Intelligence sits at the heart of LSEG's customer proposition

Benefiting from LSEG's scale, stability and investment...

Distribution

Facilitating both sales specialisation and scale selling

Investment

Supporting market share gains and footprint expansion

Customer Trust

Increasing customer trust through LSEG's brand and reputation

Technology & Data

Providing talent, data, security and technology platforms and innovation

...enhancing LSEG's all-weather business model with...

Growth

Consistent track record of double-digit growth; long runway for future growth

Visibility

77% recurring revenues; high retention; non-discretionary nature

Diversification

Multiple structural drivers of growth independent of financial market activity

Margin

Accretive to group EBITDA margins at 53.9%¹

...together supporting customers

~80% of LSEG's largest Data & Analytics customers are also customers of Risk Intelligence²

1. Divisional EBITDA margin in 2024

2. Percentage of the 250 largest D&A customers that also bought Risk Intelligence services, end 2024

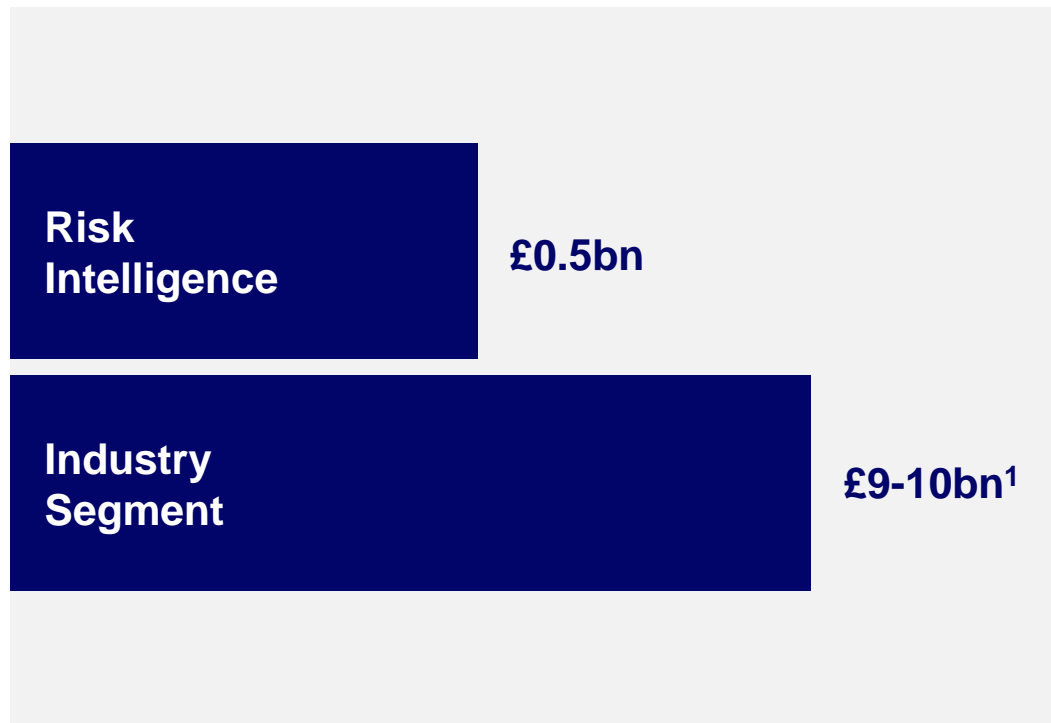


**A compelling
market opportunity**

LSEG

Driving consistent double-digit revenue growth

A £9-10bn segment, growing by 8-12%¹



Multiple structural growth drivers



1. Based on internal LSEG analysis

Customer needs continue to evolve, presenting opportunities for growth



Efficiency

Demand for demonstrable cost savings



Cloud Adoption

Increasing preference for SaaS solutions



Real-time

Powering ever-greater demand for data



Vendor Consolidation

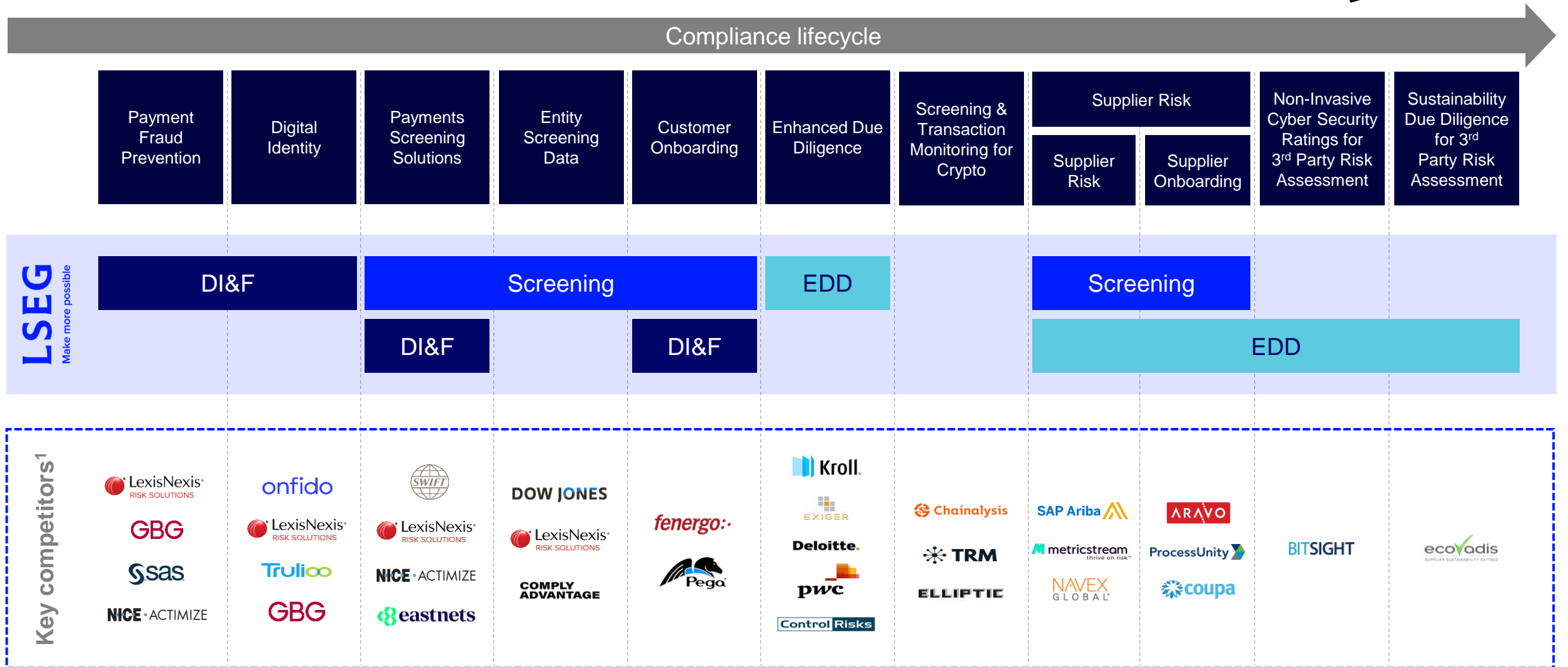
Greater cross-selling of services



AI

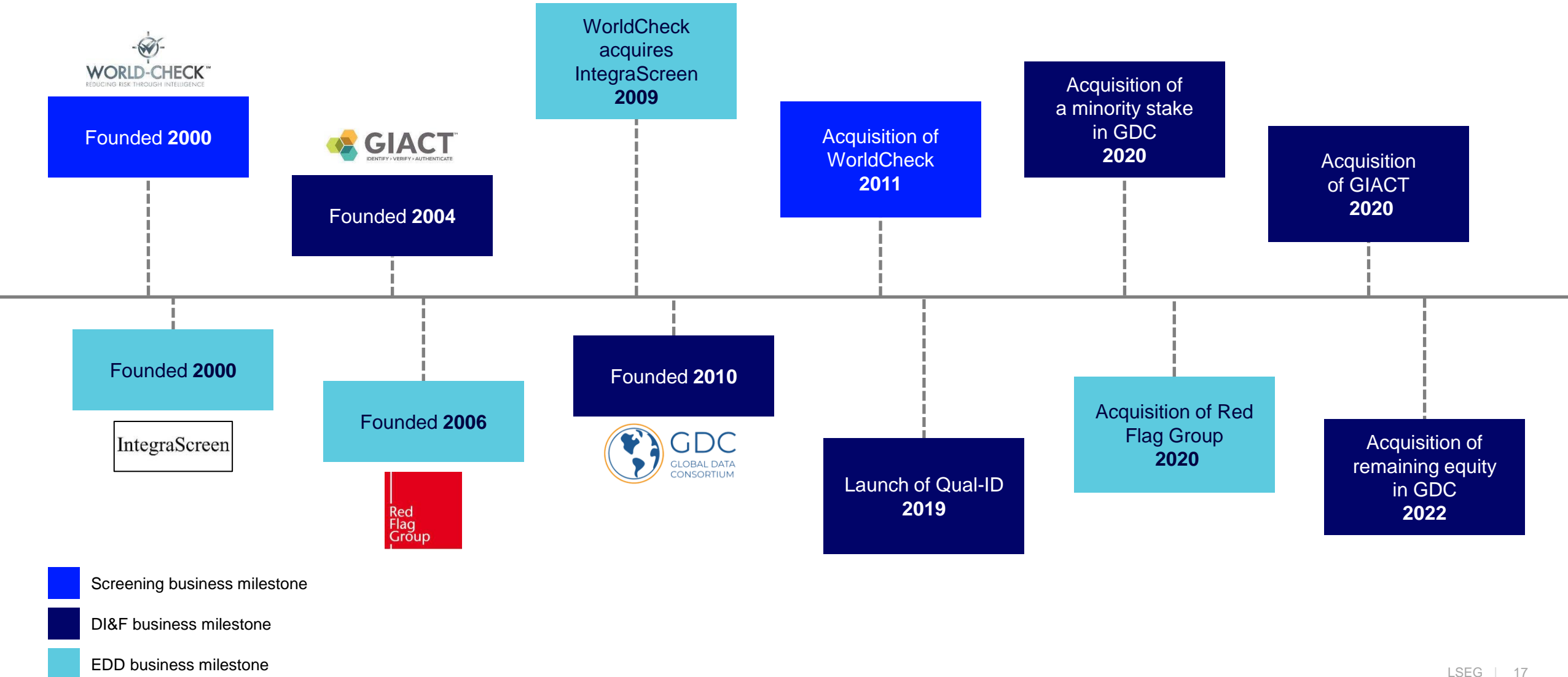
Increasing automation; deepening insights

A comprehensive offer across the full compliance lifecycle



1. Non-exhaustive

Evolving our offering over time to realise market opportunities



Our strategy for growth

LSEG

Core building blocks for strategic execution in place



**Divested
non-core
assets**



**Attracted
industry-leading
talent**



**Expanded our
cloud partnership
with AWS**



**Accelerated
investment in AI
& automation**

Our strategic priorities for growth



Strengthening

Growing our leading position
in core segments



Connecting

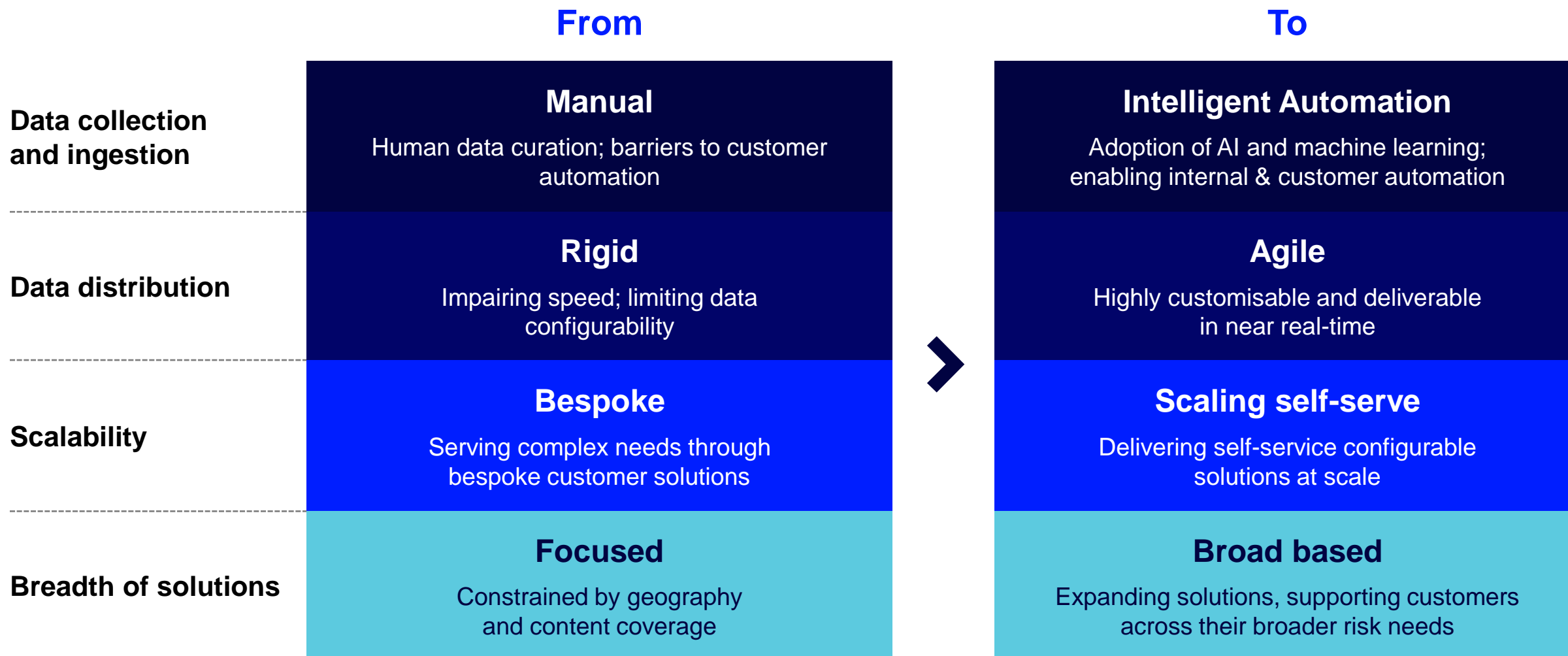
Integrating our products to create
compelling customer solutions



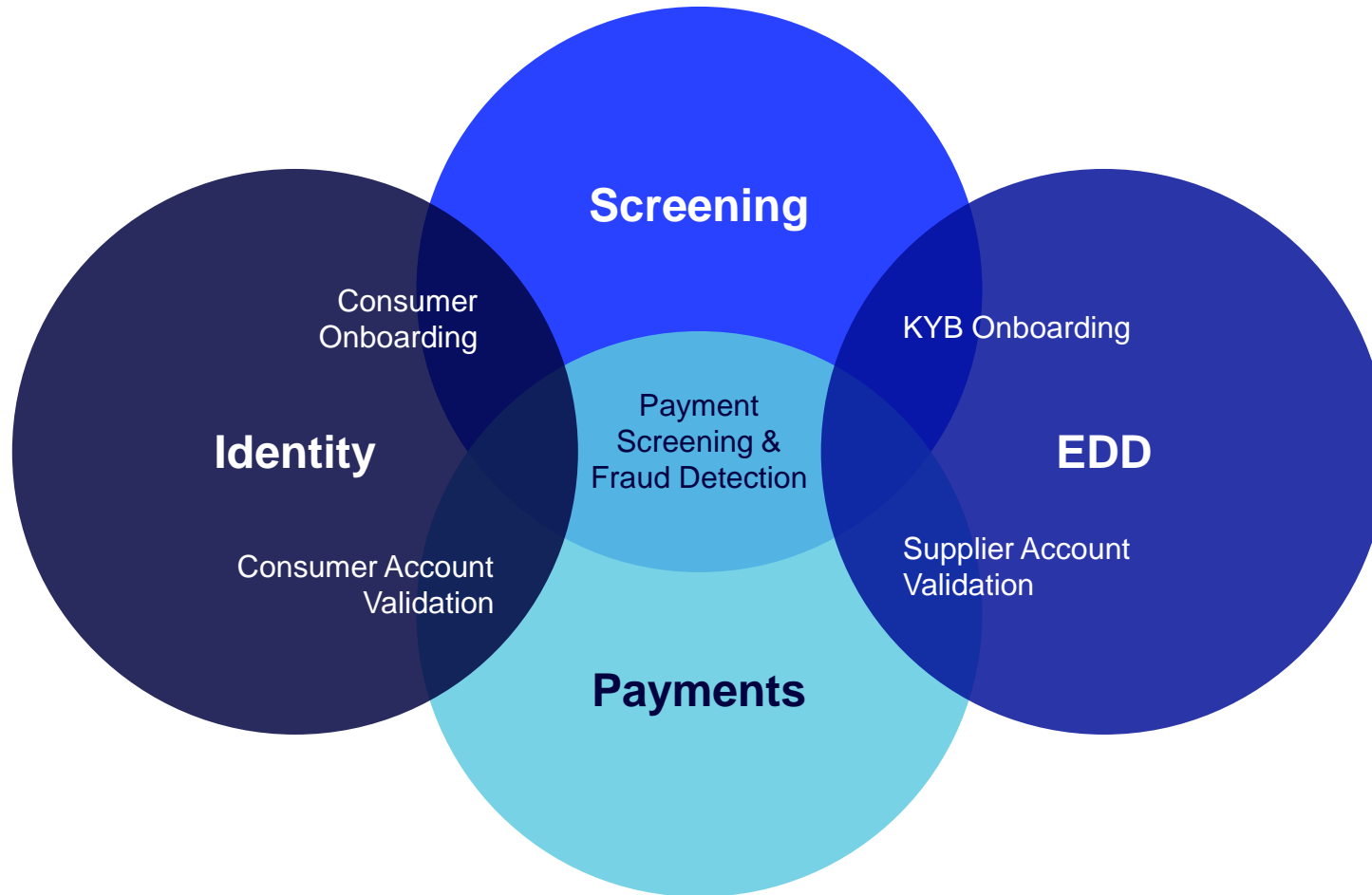
Expanding

Addressing customer needs
in adjacent market segments

1. Strengthening: Growing and maintaining our leading position in core-segments



2. Connecting: Integrating our product suite to solve a more diverse range of customer use cases



Three recent examples of new, integrated customer solutions

Integrated customer onboarding

Combining ID verification and WorldCheck One

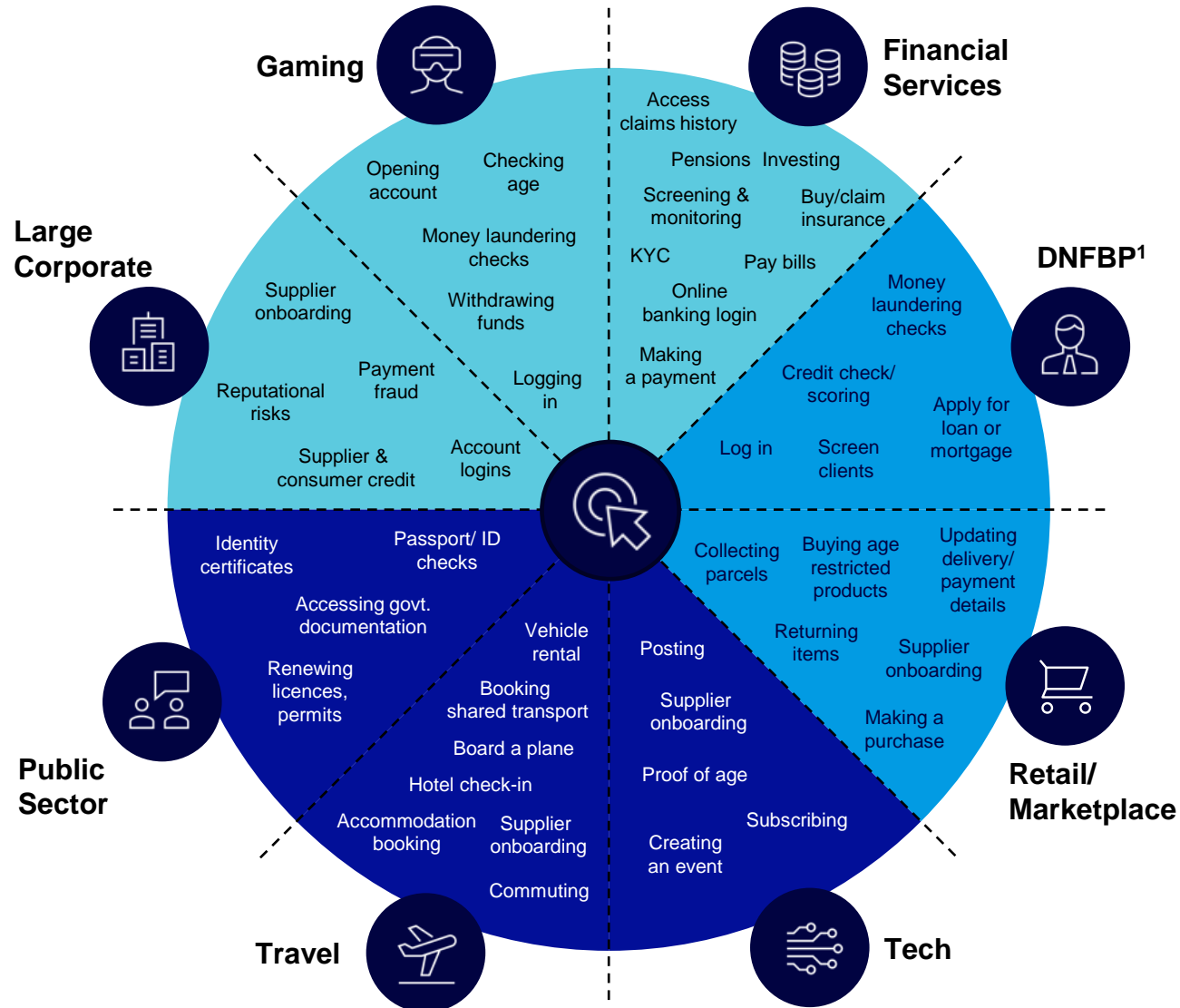
Streamlined payments offering

Integrating WorldCheck data and our Trusted Payments solution

Complete entity diligence

Powered by the addition of EDD report ordering into our WorldCheck One interface

3. Expanding: Developing our presence in adjacent segments and geographies



Three strategic enablers:

- 1 Optimising our proposition**
Increasing customer focus and support
- 2 Increasing our data coverage**
Accessing specific customer segments with targeted content
- 3 Diversifying our use cases**
Tailoring solutions to meet emerging financial crime and identity issues

1. Designated non-financial business or professions

Three blue lines originate from a single point in the top right corner and extend diagonally towards the bottom left, creating a stylized arrow-like shape.

Q&A

LSEG

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