RELX

Risk teach-in

October 6, 2021

DISCLAIMER REGARDING FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking statements within the meaning of Section 27A of the US Securities Act of 1933, as amended, and Section 21E of the US Securities Exchange Act of 1934, as amended. These statements are subject to risks and uncertainties that could cause actual results or outcomes of RELX PLC (together with its subsidiaries, "RELX", "we" or "our") to differ materially from those expressed in any forward-looking statement. We consider any statements that are not historical facts to be "forward-looking statements". The terms "outlook", "estimate", "forecast", "project", "plan", "intend", "expect", "should", "will", "believe", "trends" and similar expressions may indicate a forward-looking statement. Important factors that could cause actual results or outcomes to differ materially from estimates or forecasts contained in the forward-looking statements include, among others: current and future economic, political and market forces; the impact of the Covid-19 pandemic as well as other pandemics or epidemics; changes in law and legal interpretations affecting RELX intellectual property rights and internet communications; regulatory and other changes regarding the collection, transfer or use of third-party content and data; changes in the payment model for our products; demand for RELX products and services; competitive factors in the industries in which RELX operates; ability to realise the future anticipated benefits of acquisitions; significant failure or interruption of our systems; exhibitors' and attendees' ability and desire to attend face-to-face events and availability of event venues; compromises of our cyber security systems or other unauthorised access to our databases; legislative, fiscal, tax and regulatory developments; exchange rate fluctuations; and other risks referenced from time to time in the filings of RELX PLC with the US Securities and Exchange Commission. You should not place undue reliance on these forward-looking statements, which speak only as of the date of this presentation. Except as may be required by law, we undertake no obligation to publicly update or release any revisions to these forward-looking statements to reflect events or circumstances after the date of this presentation or to reflect the occurrence of unanticipated events.
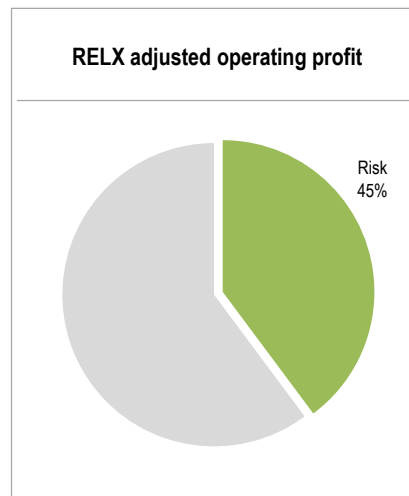
RELX

Introduction

Mark Kelsey
CEO, Risk

3

Agenda
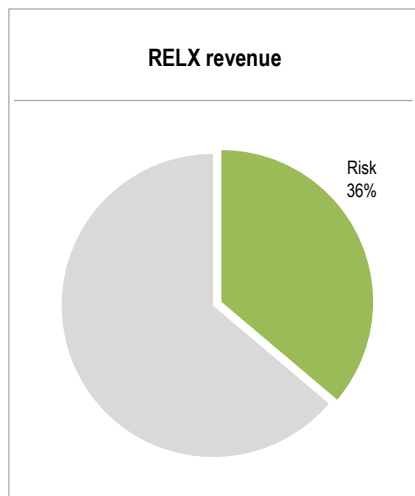
Introduction	Mark Kelsey CEO, Risk
Business Services	Rick Trainor CEO, Business Services
Fraud and Identity Management	Kim Sutherland VP, Market Planning Fraud & Identity
Concluding remarks	Mark Kelsey CEO, Risk
Q&A	

4

Risk position within RELX
H1 2021

RELX revenue

Risk
36%

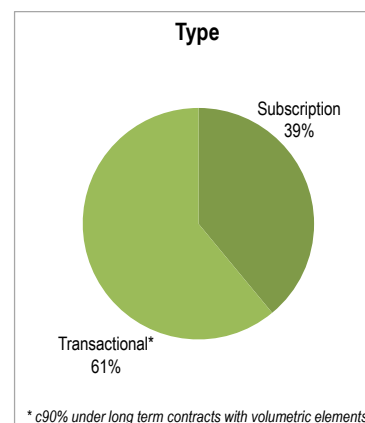### RELX adjusted operating profit

Risk
45%

- LTM Risk revenues for June 2021 £2.4bn ($3.3bn)

Risk revenue by type
H1 2021

Format

Face-to-face
1%

Electronic
99%

Geography

Rest of world
7%

Europe
14%

North America
79%

Type

Subscription
39%

Transactional*
61%

* c90% under long term contracts with volumetric elements
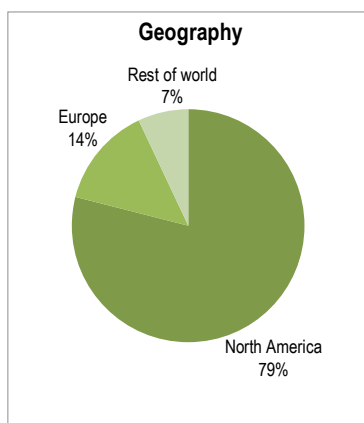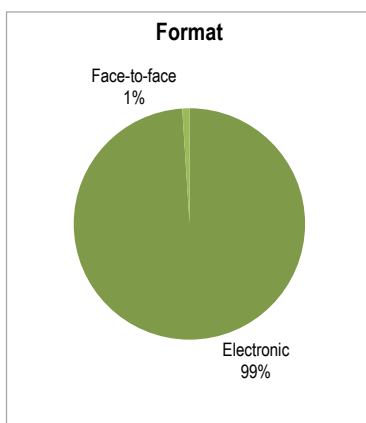
- LTM Risk revenues for June 2021 £2.4bn ($3.3bn)

Risk revenue by segment
H1 2021

Government
- Tax and identity fraud prevention, enabling access to social benefits, disaster relief, crime prevention
- #1 in niche government segments

Data Services
- Information and analytics: petrochemicals, aviation, agriculture, HR, tax
- #1 in select markets

Insurance
- Risk assessment tools for insurance underwriting, pricing, and claims processing
- #1 in US auto insurance underwriting

Business Services
- Risk assessment of individuals, digital devices and transactions to help prevent fraud and financial crime
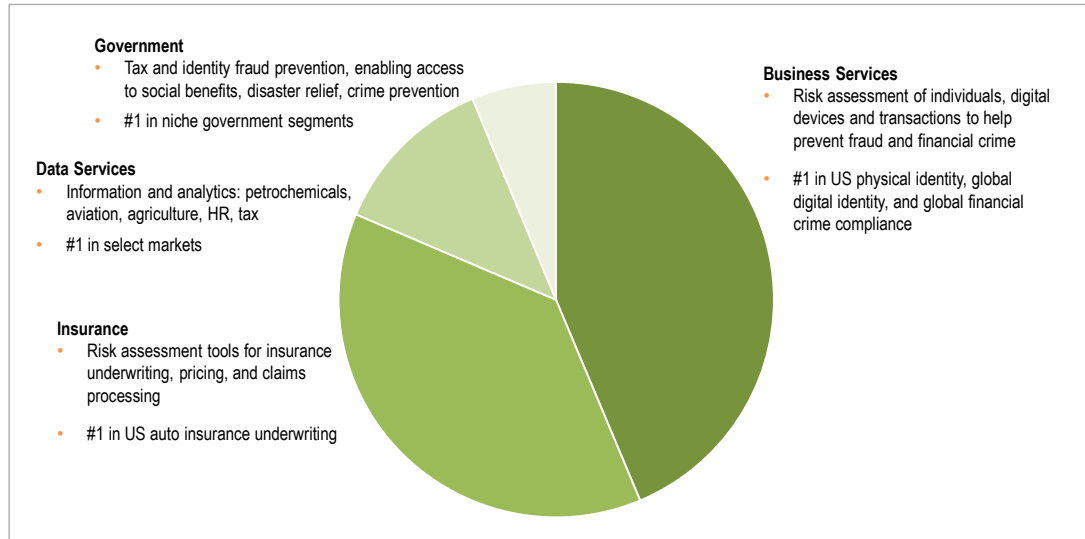- #1 in US physical identity, global digital identity, and global financial crime compliance

RELX

Delivering consistent and strong growth

Underlying revenue growth

2015	2016	2017	2018	2019	2020	H1 2021
+7%	+9%	+8%	+8%	+7%	+3%	+10%

Underlying adjusted operating profit growth

2015	2016	2017	2018	2019	2020	H1 2021
+7%	+9%	+8%	+8%	+8%	+4%	+12%
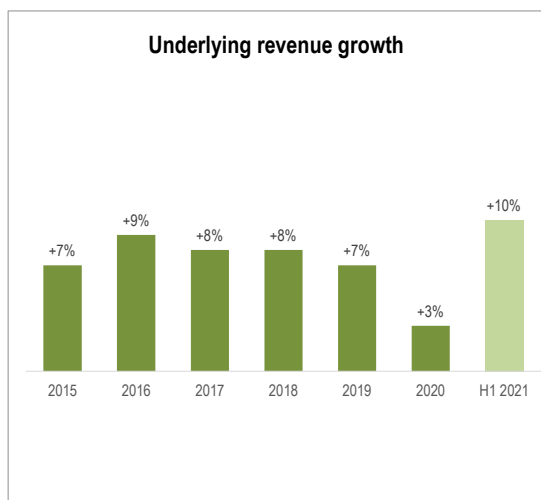
RELX

Strong financial performance

Adjusted operating margin

Year	Margin
2015	35.9%
2016	36.0%
2017	36.7%
2018	36.7%
2019	36.8%
2020	37.0%
H1 2021	37.2%

Capital expenditure as a % of revenue

Year	%
2015	4%
2016	4%
2017	4%
2018	4%
2019	4%
2020	4%
H1 2021	3%

RELX

Risk underlying revenue growth

Year	Total growth
2015	+7%
2016	+9%
2017	+8%
2018	+8%
2019	+7%
2020	+3%
H1 2021	+10%

Base market growth contribution*

Contribution from recent product introductions**
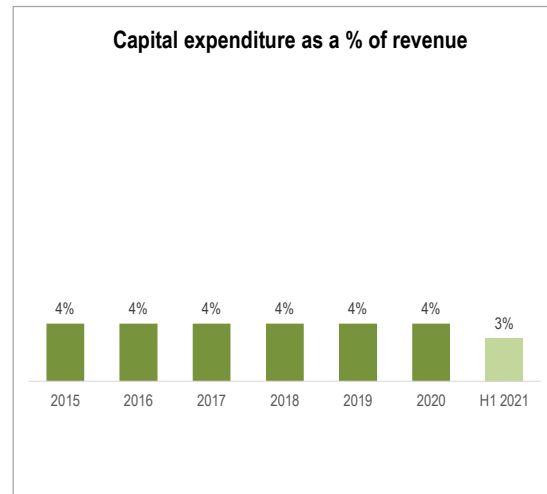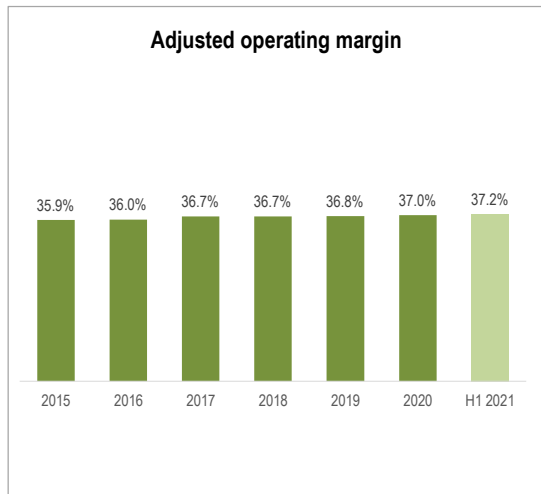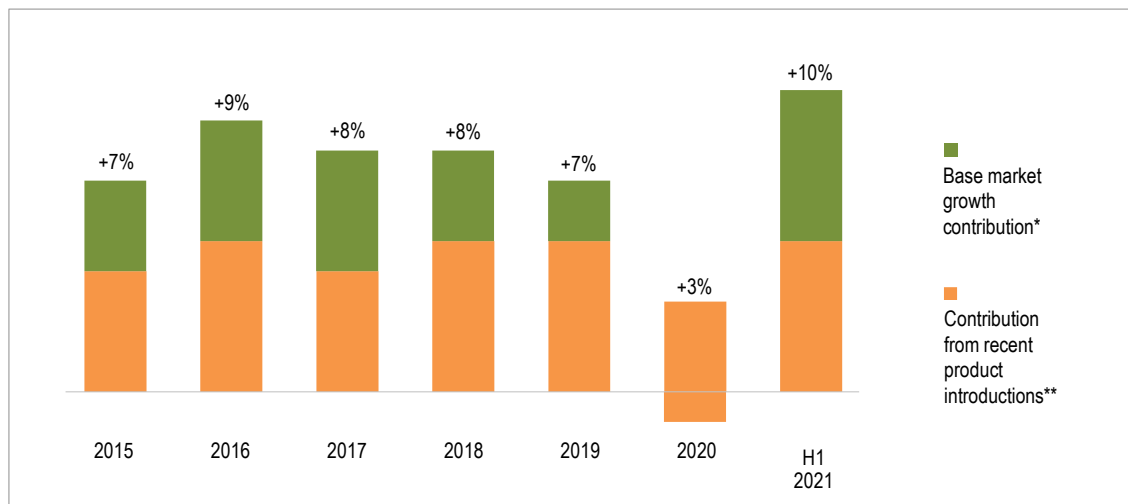
Products more than 5 years old
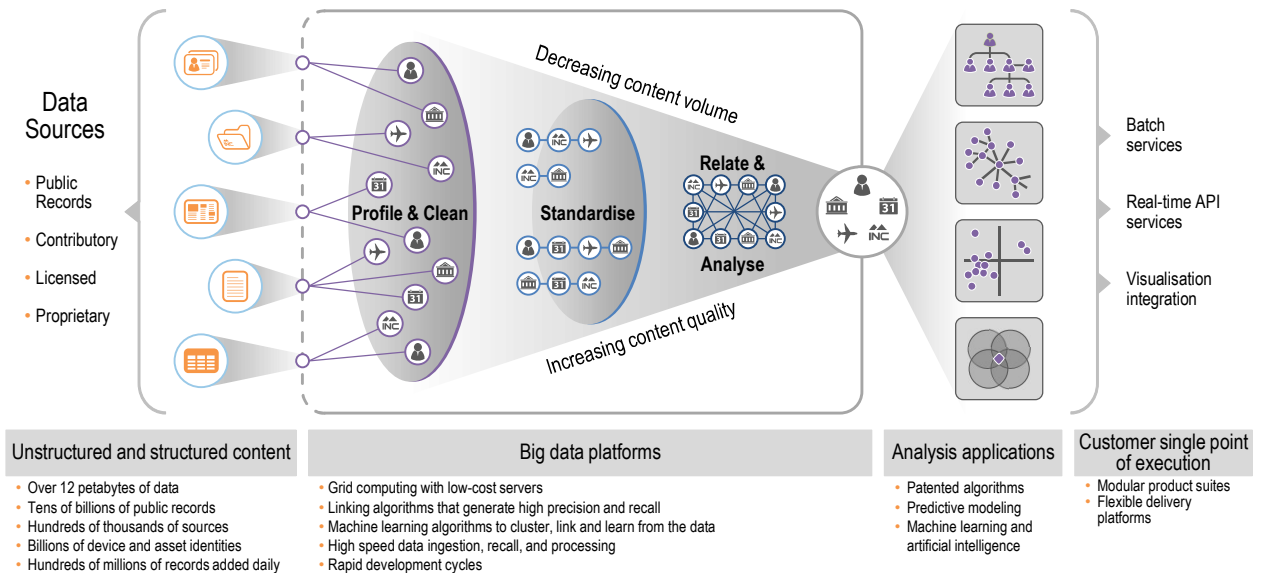*** Products less than 5 years old*

RELX

Our four key capabilities

- Deep customer understanding

- Leading data sets: public records, contributory, licensed, proprietary

- Advanced linking capability and sophisticated analytics

- Powerful technology in global platforms

RELX

Delivering to customers in single point of execution

Data Sources

- Public Records
- Contributory
- Licensed
- Proprietary

Decreasing content volume

Profile & Clean   Standardise   Relate & Analyse

Increasing content quality

Batch services

Real-time API services

Visualisation integration

Unstructured and structured content	Big data platforms	Analysis applications	Customer single point of execution
• Over 12 petabytes of data • Tens of billions of public records • Hundreds of thousands of sources • Billions of device and asset identities • Hundreds of millions of records added daily	• Grid computing with low-cost servers • Linking algorithms that generate high precision and recall • Machine learning algorithms to cluster, link and learn from the data • High speed data ingestion, recall, and processing • Rapid development cycles	• Patented algorithms • Predictive modeling • Machine learning and artificial intelligence	• Modular product suites • Flexible delivery platforms

RELX

Strategic priorities for driving organic growth

Drive growth through continuous innovation
- Deliver compelling, differentiated solutions at the decision points within workflows to enhance customer value

Expand in attractive adjacencies
- Pursue growth in attractive adjacent markets and emerging use cases where our core strengths can be leveraged

Strengthen our global scale
- Address opportunities in selected geographies: leveraging globally applicable solutions, skill sets, technology, analytics and experiences

Maintain leading employee and customer satisfaction
- Maintain relentless focus on customer satisfaction and employee engagement

13

Positive impact on society through our knowledge, resources and skills

- Help reduce crime and fraud, detected and stopped 590m fraud attacks on our customers last year

- Help 80% of consumers get cheaper insurance because of our partnership with industry

- Help increase financial inclusion, through alternative credit risk for 50m disadvantaged US consumers without credit score

- Located and found more than 800 missing children in the US in partnership with ADAM programme

- Best in class on customer net promoter scores across segments[1]

- Named among top 50 CEOs for Diversity 2021[2]

- Highly engaged staff, more than 50% of staff participate in RELX supported community volunteering

[1]*Satmetrix Systems, Inc.;* [2]*Comparably Best CEOs for Diversity 2021*

14

Summary

- Solving critical and increasingly complex challenges for our customers

- Operating in highly attractive, global, growth markets

- Leading position in physical and digital data assets

- Delivering strong growth in revenue, profit and cash

15

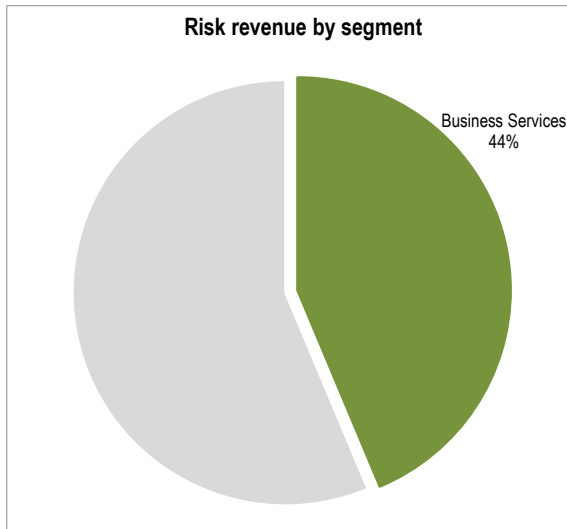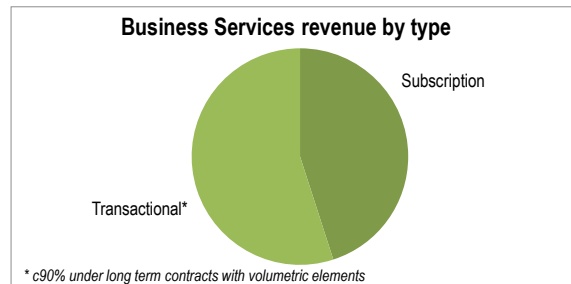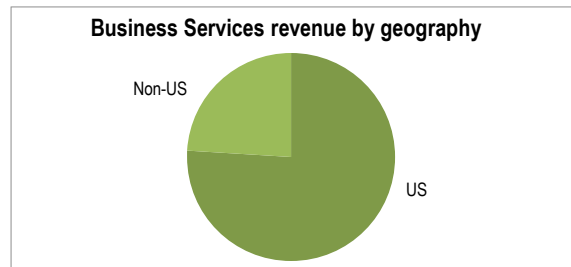# Business Services

Rick Trainor
CEO, Business Services

16

Business Services within Risk
H1 2021

Risk revenue by segment

Business Services 44%

LTM Business Services revenues for June 2021 £1.1bn ($1.4bn)

Business Services revenue by geography

Non-US

US

Business Services revenue by type

Subscription

Transactional*

c90% under long term contracts with volumetric elements

17

Solutions help customers solve daily business challenges

We enable our customers to assess risk associated with an individual or a transaction – allowing our customers to make higher-confidence decisions and creating greater trust during a transaction flow

Segment	Fraud & Identity	Financial Crime Compliance	Credit / Business Risk and other
Solutions	• Protect consumer identities • Prevent account takeover • Reduce banking and e-commerce fraud • Reduce friction for legitimate consumers	• Protect customers from financial crime • Detect relevant financial crime risk (know your customer (KYC), anti-money laundering (AML), watchlist screening) • Provide faster, smoother and more secure consumer experience	• Enhance understanding of risk, profitability potential and credit worthiness of consumers and prospects • Enable consumers and businesses to access credit and services
Position	• #1 in US physical identity, global digital identity	• #1 in global financial crime compliance	• #1 in US alternative credit, contact and locate information

18

Customers span variety of sectors

Collections & investigations

Financial institutions

Payment services

Fintech & specialty lending

Tech, media & telco

Retail & e-commerce

We work with large, mid-market, small customers globally across industries:

- Customers in more than 180 countries
- 100% of global top 50 banks
- 100% of US top 50 banks
- More than 75% of the Fortune 500
- 90%+ of the US business credit card issuer market
- Tens of thousands of small and medium sized customers across industries

RELX

Our solutions support decision making across the consumer lifecycle

Consumer Account Lifecycle

ACCOUNT ACQUISITION	ACCOUNT OPENING	PAYMENT	ACCOUNT MANAGEMENT	ACCOUNT CLOSING

Product Benefits

ACCOUNT ACQUISITION	ACCOUNT OPENING	PAYMENT	ACCOUNT MANAGEMENT	ACCOUNT CLOSING
• Prioritise potential leads • Pre-screen individuals and small businesses for credit worthiness	• Conduct due diligence • Determine credit risk • Verify identity and prevent fraud • Comply with regulations	• Facilitate payment flow and improve efficiency • Reduce fraud • Meet compliance requirements	• Identify ownership, legal filings, criminal activity • Monitor fraud and compliance risks • Locate and contact consumers	• Identify bankruptcies • Locate and contact debtors and associates • Prioritise collection efforts

Example Products

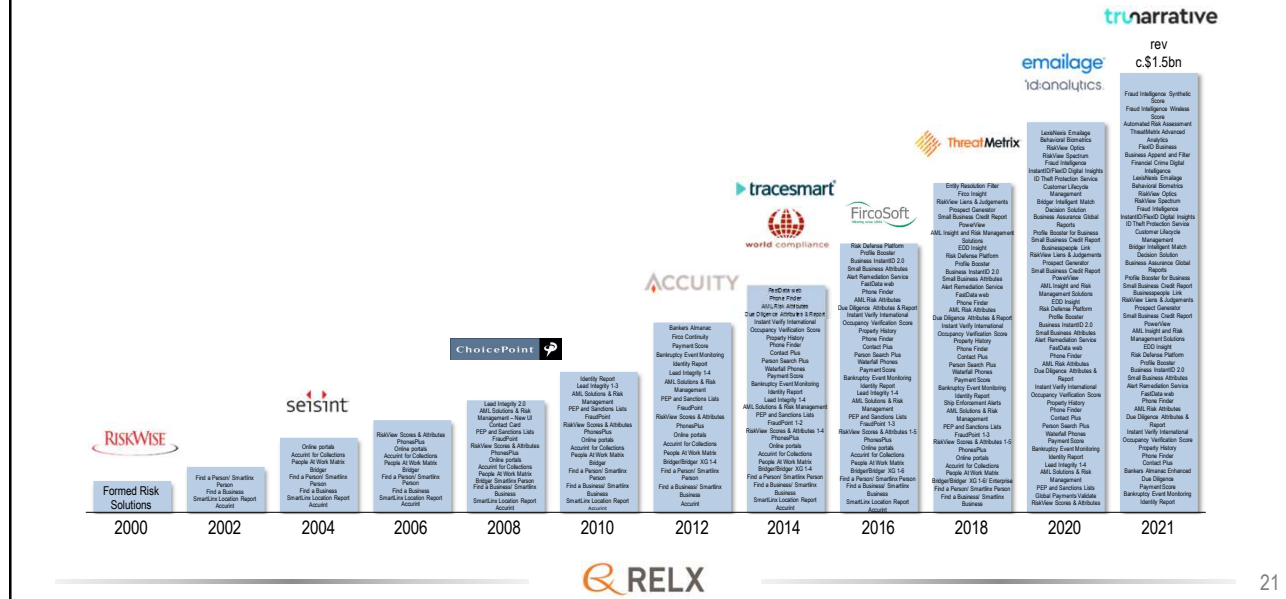| ACCOUNT ACQUISITION	ACCOUNT OPENING	PAYMENT	ACCOUNT MANAGEMENT	ACCOUNT CLOSING
• RiskView • Profile Booster	• RiskView • Small Busines Credit Score • ThreatMetrix • Emailage • Identity Verification • Bridger Insight XG • Firco Insight • World Compliance • Credit Optics	• Bankers Almanac • Global Payments Validate • Firco Continuity • ThreatMetrix • Emailage • Identity Verification	• Account Monitoring • ThreatMetrix • Emailage • Identity Verification • Customer Data Management • Risk Rating	• Payment Score • Accurint

RELX

Business Services evolution
Organic growth and strategic acquisitions

Recent acquisitions enhance capabilities to better serve customers

ThreatMetrix 2018 — Leader in global digital identity and device intelligence, facilitating frictionless and safe transactions across the globe

emailage 2020 — Leader in email intelligence with extensive global coverage and a large contributory network

id:analytics 2020 — Leader in fraud management and credit risk, helping customers grow while balancing risk

trunarrative 2021 — Leading financial crime platform that enables unified decision making across customer onboarding, risk scoring, and transaction monitoring

We address some of the greatest challenges facing businesses today

	Magnitude of challenge	Trends
Fraud and Identity	**5 billion** Unique user credentials circulating on the darknet in 2020[1] **$56 billion** Total identity fraud losses in 2020[2]	**50%** growth in global e-commerce sales since 2018[3] **50%** growth in global losses from cybercrime since 2018[1]
Financial Crime	**24%** of global organisations report being victims of bribery & corruption each year[4] **180** Countries endorsed anti-money laundering standards developed by FATF[5]	**30%** growth in cost of complying with anti-money laundering and anti-bribery regulations in 2020[6]
Consumer and Business Credit Risk	**1.7 billion** adults excluded from formal financial services globally[7] **$189 billion** Spent annually in the US on fees and interest by financially underserved[8]	**70%** increase in credit seeking from credit invisible US consumers in 2021[9]

[1]McAfee The Hidden Costs of Cybercrime (2020); [2]Javelin 2021 Identity Fraud Study; [3] Digital Commerce 360 Estimates (2021); [4]PWC Five Forces that will reshape the global landscape of anti-bribery and anti-corruption (2019); [5]FATF (The Financial Action Task Force) Recommendation (2021); [6]Global True cost of Financial Crime Compliance Study (2021); [7]The World Bank, Global Findex Database (2017); [8]Financial Health Network, Financially underserved market size study (2019); [9] LNRS Internal Report (Growth based on volume from Jan 2020 to April 2021)
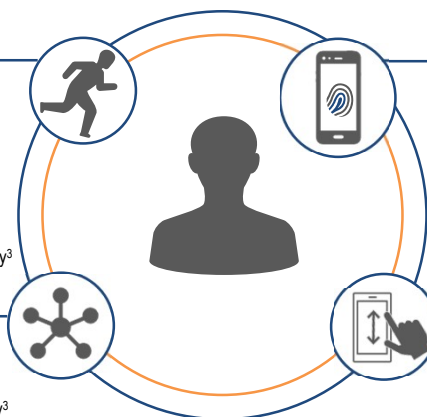

Breadth and depth of data creates unified view of identity
Enables safer, trusted decisions

Physical Identity Intelligence[1]
- 285m US unique identities
- 12bn unique name / addresses
- 33m active US businesses
- 82m business contact records
- 8bn property records
- 2m+ PEP profiles
- 140bn+ sanctions screenings processed annually[3]
- 5m vital record transactions processed annually[3]

Digital Identity Intelligence[2]
- 5bn devices
- 2bn digital identities
- 2bn unique email addresses
- 1.4bn unique IP addresses
- 1.3bn unique cell phones
- 53bn+ unique digital transactions processed annually[3]

Contributory Intelligence[2]
- 200m+ identity elements added daily
- 2.5bn US credit application
- 38bn logins transactions processed annually[3]
- 9bn payments transactions processed annually[3]
- 2bn new account creation transactions processed annually[3]

Behavioral Intelligence
- 12bn+ keyboard, mouse and sensor and touch transactions processed annually[3]

1. Total physical identity records in network as of Sept 2021
2. Total digital, contributory and behavioral records in network as of Jan 2021
3. Annualised volumes are for H2 2020 through H1 2021

Our four key capabilities

Deep customer understanding	Leading data assets	Advanced linking and sophisticated analytics	Powerful technology
We employ many professionals that worked in the industries we serve, and have walked in the shoes of our customers	Unparalleled reliability and scale of data resources including more than 30 years of public records, metadata, other proprietary sources – with new information added continuously	Enable better decision intelligence through proprietary linking and analytic capabilities, patented algorithms, predictive modeling, machine learning, and artificial intelligence	Powerful technology in leading global platforms that are flexible, modular and scalable

RELX

International expansion opportunity

Non-US revenue

c. $200m

2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021

2012 Launched global expansion strategy

2014 Acquired UK risk data assets

2016 Launched Brazil initiative

2018 Acquired global digital identity leader

2020 Combined power of Risk, ThreatMetrix, Emailage and TruNarrative solutions
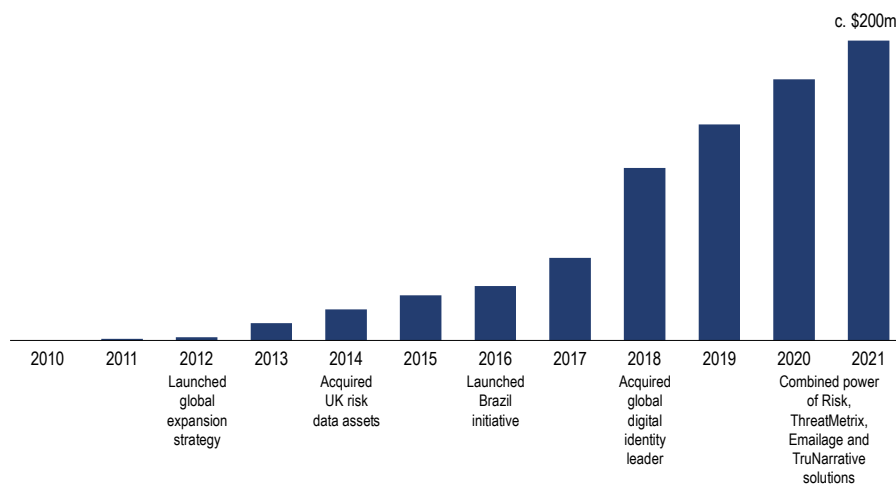
Excludes Accuity revenue

Growth priorities:

- Provide globally applicable compliance, digital identity, and fraud tools worldwide
- Build strategic partnerships to source identity and compliance expertise
- Acquire or build localised, scalable platforms in select attractive geographies

RELX

A mandate that matters

We improve global financial transparency and inclusion

Protect consumer identities and establish trust	**Enable commerce while making it difficult for criminals and terrorists to operate**	**Enable consumers and businesses to access credit and services**

RELX

27

Key takeaways

- We operate in large, global, and fast growing market segments

- Our solutions are increasingly mission-critical for our customers

- We are uniquely positioned to provide a unified view of physical, digital, and behavioural attributes

- Our solutions provide value to our customers through quantifiable improvement to their risk assessment

- We have a strong track record of organic innovation and international expansion

- Complementing organic growth with targeted acquisitions where we are the natural owner

RELX

28

Fraud and Identity Management

Kim Sutherland
VP, Market Planning Fraud & Identity

29

Solutions that enable customers to assess risk across consumer journey

Account opening >	Consumer login >	Transactions >
✓ Stop new account fraud	✓ Simplify log-in experience	✓ Reduce e-commerce fraud
✓ Reduce friction for legitimate consumers	✓ Strengthen account takeover defence	✓ Evolve payment fraud defences
	✓ More customer friendly servicing	
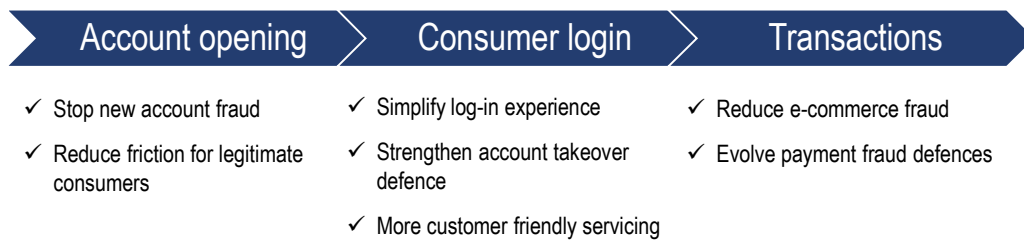
30

Challenges facing organisations continue to evolve

Changing consumer behaviour

Accelerated adoption of digital channel: changing consumer preferences to adopt more web and mobile application and digital payment format

Increase in new digital users: higher risk users with less maturity in identifying risks on websites and digital channels

Borderless transactions: Increase in cross-border activity allows businesses to operate in a global marketplace

Evolving fraud schemes & attack vectors

Automated bot attacks: Scripted attacks to open fraudulent accounts, test stolen credentials to attempt large scale account takeover attacks
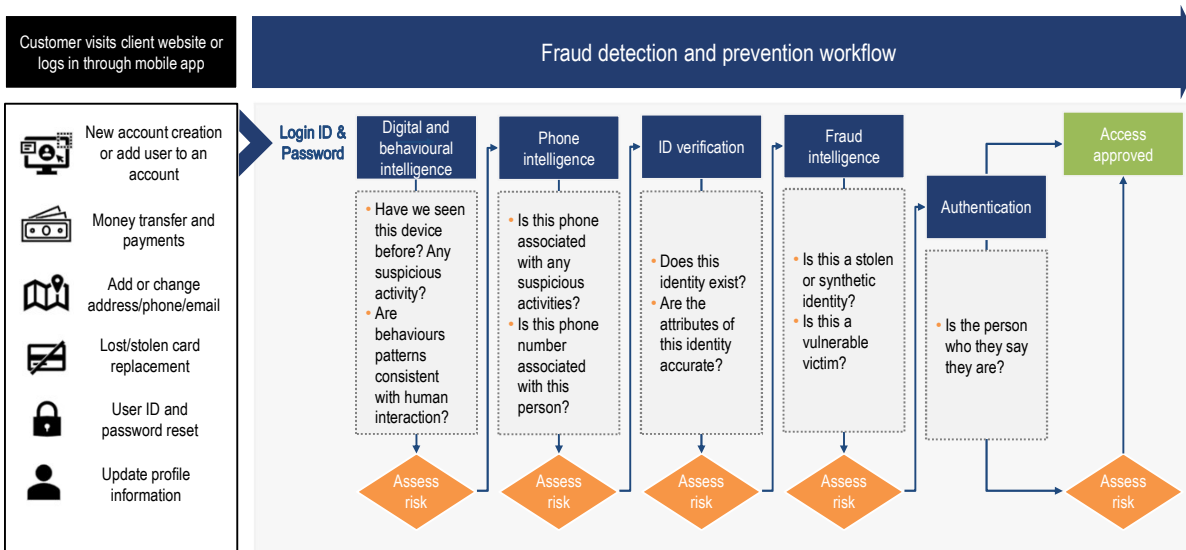
Identity theft and synthetic fraud: Impersonation of a real identity or establishment of a fictitious identity leading to unauthorised creation of or access to customer account

Account takeover fraud: Fraudster gains access to victims' accounts, often by unauthorised password resets and/or detail changes

RELX

31

Layered approach to reducing fraud - improving consumer experience

Customer visits client website or logs in through mobile app

Fraud detection and prevention workflow

New account creation or add user to an account

Money transfer and payments

Add or change address/phone/email

Lost/stolen card replacement

User ID and password reset

Update profile information

Login ID & Password

Digital and behavioural intelligence
- Have we seen this device before? Any suspicious activity?
- Are behavioural patterns consistent with human interaction?

Phone intelligence
- Is this phone associated with any suspicious activities?
- Is this phone number associated with this person?

ID verification
- Does this identity exist?
- Are the attributes of this identity accurate?

Fraud intelligence
- Is this a stolen or synthetic identity?
- Is this a vulnerable victim?

Authentication
- Is the person who they say they are?

Access approved

Assess risk

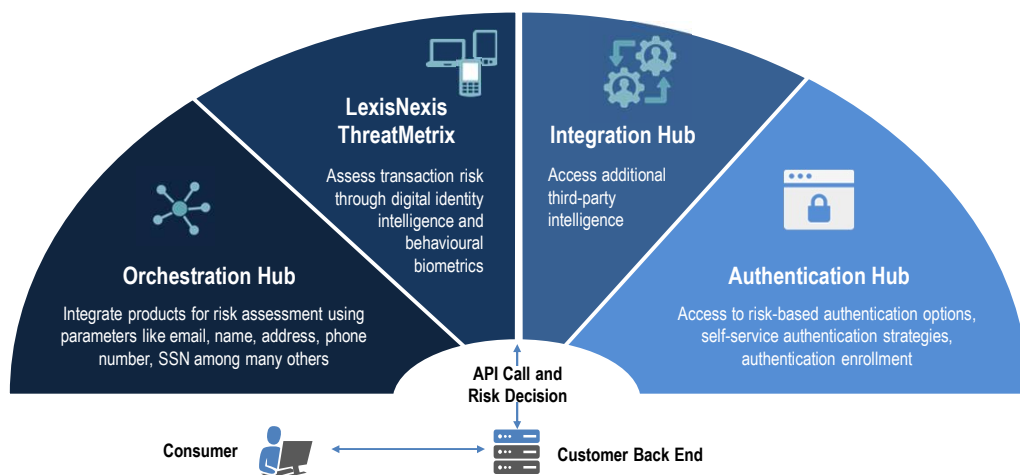Assess risk

Assess risk

Assess risk

Assess risk

RELX
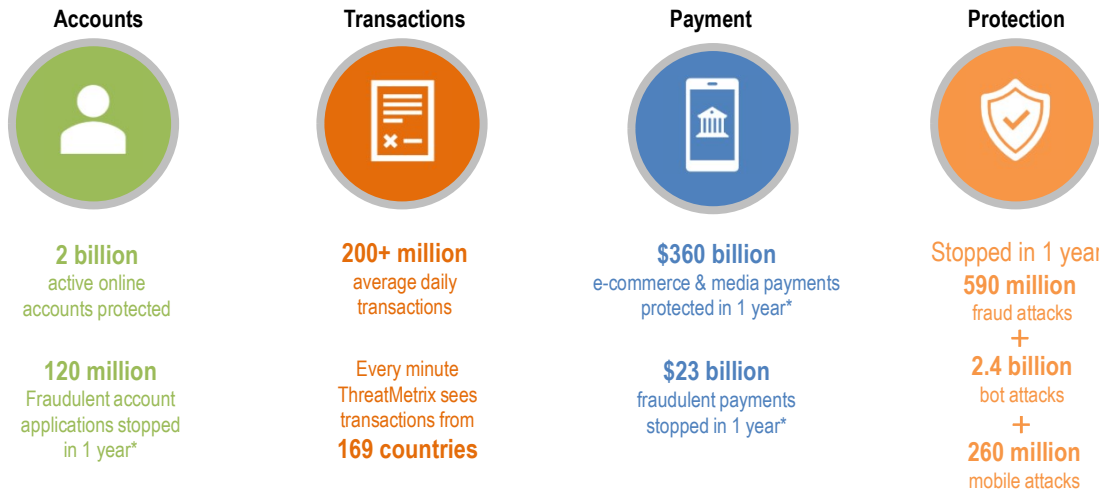
32

Unified view of identity across physical, digital, & behavioural data

Single point of access to identity & fraud solutions

33

34

Protecting high volumes of accounts, transactions, and payments

Accounts	**Transactions**	**Payment**	**Protection**

2 billion
active online
accounts protected

200+ million
average daily
transactions

$360 billion
e-commerce & media payments
protected in 1 year*

Stopped in 1 year:
590 million
fraud attacks
+
2.4 billion
bot attacks
+
260 million
mobile attacks

120 million
Fraudulent account
applications stopped
in 1 year*

Every minute
ThreatMetrix sees
transactions from
169 countries

$23 billion
fraudulent payments
stopped in 1 year*

July 2020 to June 2021

RELX

35

Case study: Reduce fraud with minimal data inputs

Use case: Logistics customer needs to reduce fraud and improve consumer experience with a self-service product

Key customer issues:

- Customer wanted to increase enrollment into their self-service platform to improve their consumer experience
- The self-service program was being launched in multiple geographies
- Minimal input data was captured from consumers as they utilised the platform, making it difficult to assess risk

Solution:

- Leveraging ThreatMetrix, Emailage, and business verification solutions
- Each time a customer logs in, the device, email address, and business information is assessed for risk and verified

Benefits to customer:

- Reduced fraud cases and fraud loss by more than 90% globally
- Supported customer's geographic expansion efforts
- Improved customer experience

Benefits to Risk:

- Established multi-year contract with volume-based pricing
- Expanded usage of multiple fraud products, increasing transaction volumes and revenue 9x in 2 years
- We are called on every signup, increasing the importance of fraud risk assessment assistance

RELX

36

Case study: Combatting traditional application fraud

Use case: US credit card issuer needs to increase approved populations while reducing fraudulent new accounts

Key customer issues:

A US credit card issuer was facing two threats to their business:

- They needed to expand their credit card applicant pool in order to book more new accounts in an increasingly competitive market for credit card issuers

- They had made changes to their fraud policy strategy and observed an artificial reduction in identity fraud

Solutions:

Provided our new Fraud Intelligence predictive fraud analytic score which marries Risk's consumer identity database and ID Analytics' nearly two billion U.S. consumer credit and service applications and nine million confirmed application identity fraud attempts

Leveraged the full set of physical identity inputs provided on the application (e.g., Full Name, Address, SSN, Phone, DOB, and Email Address)

Benefits to customer:

We enabled the credit card issuer to achieve significant improvements in fraud mitigation in support of their growth strategy, including:

- A 41% improvement in fraud detection overall, and a 78% improvement in fraud detection for digital applicants

- Additional insights to support the approval of over 10m applicants in less than one year

- Created significant operational savings by reducing the need to manually authenticate good applicants

Benefits to Risk:

- Established multi-year contract w/ volume-based pricing and recurring revenue

RELX

Case study: Assess fraud across the full consumer journey

Use case: Leading financial institution facing challenges assessing fraud risk as consumers interact through digital channels

Key customer issues:

- Consumers typically use multiple devices when interacting with their financial institutions

- Customer had limited ability to recognise devices associated with a consumer and appropriately assess risk

- The customer needed a solution to address financial loss driven by lack of comprehensive device fraud detection and prevention capabilities
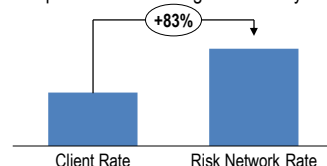
Solution:

Added ThreatMetrix to layer its digital identity intelligence and contributory data network for every new account opening, log-in, and payment

Benefits to customer:

- Improved device recognition rate by 83%

- Improved assessment of risk associated with devices for thousands of digital interactions daily

Benefits to Risk:

- Established multi-year contract with volume-based pricing

- Reinforced value of Risk fraud suite and enabled sell-through of additional solutions

RELX

Concluding remarks

Mark Kelsey
CEO, Risk

RELX

Summary

- Solving critical and increasingly complex challenges for our customers

- Operating in highly attractive, global, growth markets

- Leading position in physical and digital data assets

- Delivering strong growth in revenue, profit and cash

RELX

Q&A

41