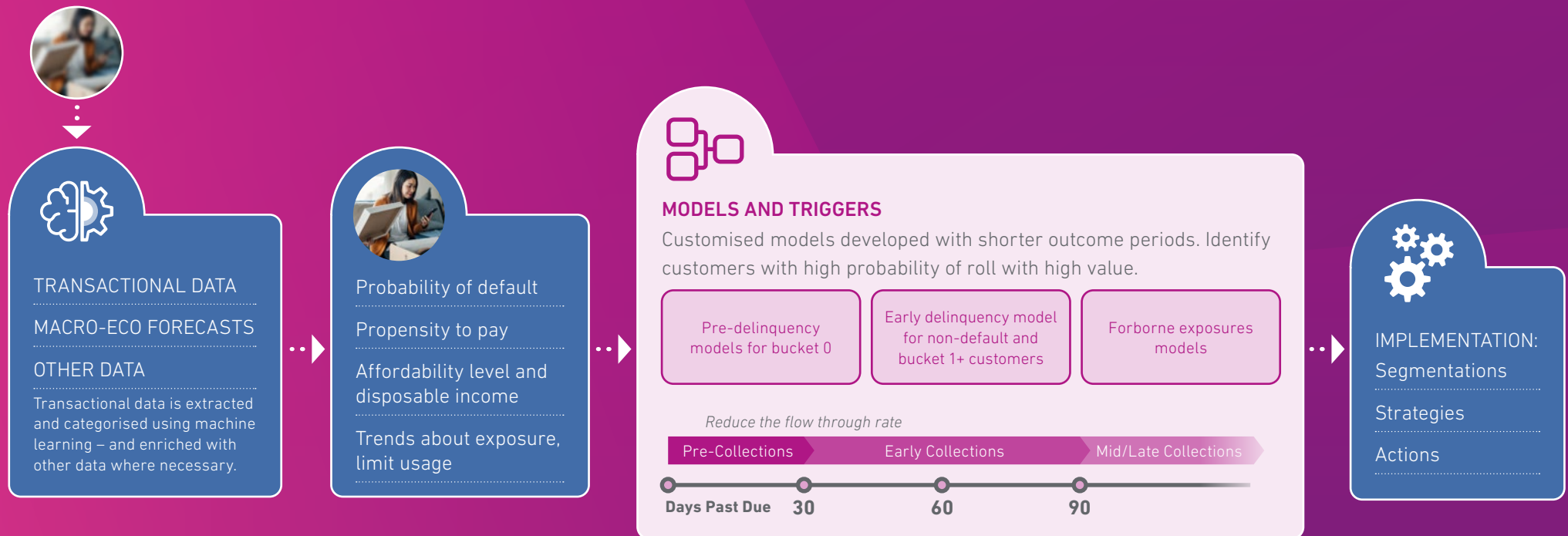




USE CASE

TRANSACTIONAL INSIGHT TO ENHANCE EARLY WARNING SYSTEM PERFORMANCE AND DELINQUENCY MANAGEMENT

Improve your Early Warning Indicators (EWI) to better identify customers with high probability of default and take fast and appropriate action to minimise losses. Transactional data from Open Banking reveals instant insight with important behavioural signals to qualify the extent of vulnerability. Enabling you to make faster, fairer, and more informed decisions in-line with regulatory guidelines.



BE PROACTIVE in identifying vulnerable customers so you can act faster. More accurate early intervention will translate into operational cost savings and improve customer retention. Actively monitor ongoing financial health to ensure loans are performing and reduce the flow into collections.

TRANSACTIONAL DATA USES INSIGHT FROM HISTORICAL PAYMENTS TO UNDERSTAND PAYMENT PATTERNS OF CUSTOMERS

Use transactional data to determine 'ability to pay' based on spending habits and income and expenditure trends:

- Comparisons of different payment types – committed expenditure, discretionary and essential spend
- Comparisons of debit and credit payments for different time periods
- Numbers of transactions made for different purposes and time periods with look-a-like spending patterns
- Payments to meet credit obligations
- Cash inflow



CONSUMERS

- Income/Salary
- Banking Related Expenses
- Lifestyle Expenses
- Family Spend Commitments
- Retail Spend
- Savings
- Bank Transfer Receipts
- Insurance Expenses
- Legal/Financial Services



SME BUSINESSES

- Sales
- Cost of goods sold
- Operational Costs
- Wages and Staff Costs
- Loan Receipt
- Finance Costs and Incomes
- Tax Expenses
- Insurance and Facilities Costs
- Dividends



MODELS AND TRIGGERS DEVELOPMENT

TAKE ACTION FASTER TO PROTECT YOU AND YOUR CUSTOMERS

More accurate vulnerability detection, increased collections payment plan accuracy, enhanced forbearance management.



BENULOS LTD

Business Owner of Benulos Ltd has taken out a loan and has provided consent to share transactional data.

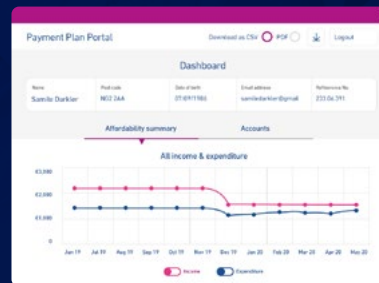
Data extraction

MACHINE LEARNING POWERED CATEGORISATION



Transactional data reveals a detailed picture of the liquidity of the business, showing a decline in forecasted operational cashflow. The business is showing signs of vulnerability.

INSIGHT TO ACTION



Insight is used to create a new payment plan to help prevent default. The lender's credit decision policy rules are used to offer Benulos Ltd a new affordable payment plan (or a payment break) based on its specific financial circumstances.

-18%

We've used transaction insights to help one client decrease the number of delinquent accounts by 18%

PERSONALISED PLAN



Business owner agrees to a new personalised repayment schedule and the plan is passed across to the operational systems to monitor repayments.

OUR OPEN BANKING SERVICES INCLUDES ORCHESTRATION, CATEGORISATION AND ADVANCED ANALYTICS



Our platform hosts all Experian Open Data services, manages data, consent and ensures compliance.

We've developed and trained market specific engines that are maintained by our local experts to perform with accuracy levels greater than 90%

ID Verification powered by Account Owner Verification using transactional data

Client API call

Orchestration and Connectivity

ID Verification

Categorisation

Affordability

Aggregations and Transactional Score

Blended Bureau Data

Integrated Decisioning

Advanced scoring, analytics and monitoring

Affordability solutions that deliver market relevant aggregations and KPI's to support better decisions with explainable outcomes.

Advanced analytics is used to analyse collected information to deliver improved affordability and credit risk scoring performance.

Build and deploy into decisioning environment.

EXPERTISE REQUIRED

We can support clients with an end to end solution. From connectivity and orchestration, to the more complex affordability and probability of default models and scores, our experts will help assess your specific goals to deliver an optimal uplift in your performance. We work with you to build and deploy the improved models into your decisioning workflows.

HOW WE CAN HELP



Experian helps you grow your business by making fast, accurate lending decisions with confidence. Gain clarity through data and analytics, supporting you with expertise to optimise performance whilst ensuring fair and responsible lending.

We'll help you maximise effectiveness by enabling you to:



Access best-in-class data to gain in-depth information about customers and their risk profile



Integrate AI/ML at speed giving you a continuous understanding of opportunities and risks



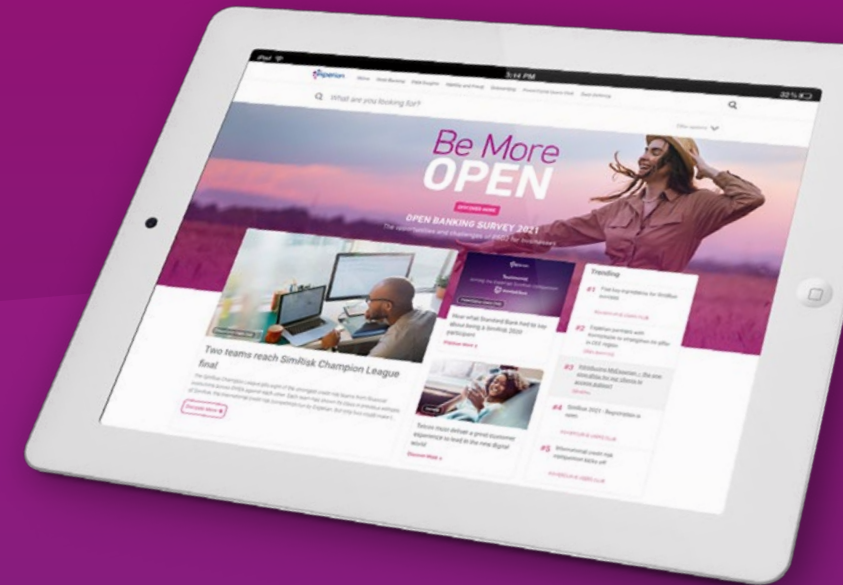
Ensure regulatory compliance with model monitoring and validation requirements



Turn insight into action accelerate deployment of models into live operational environment



Monitor models and scenarios in real time enabling you to adapt in an instant



To find out more, get in touch.

Please contact your local Experian office or visit the Experian Academy website.