

CIC Credit Information System: Changing How Lenders Look at Borrowers

Jaime Garchitorena
President

Credit Information Corporation



- Who is the CIC and what it does
- Challenges to lending to MSMEs
- Credit Reports and what it says about you and your business

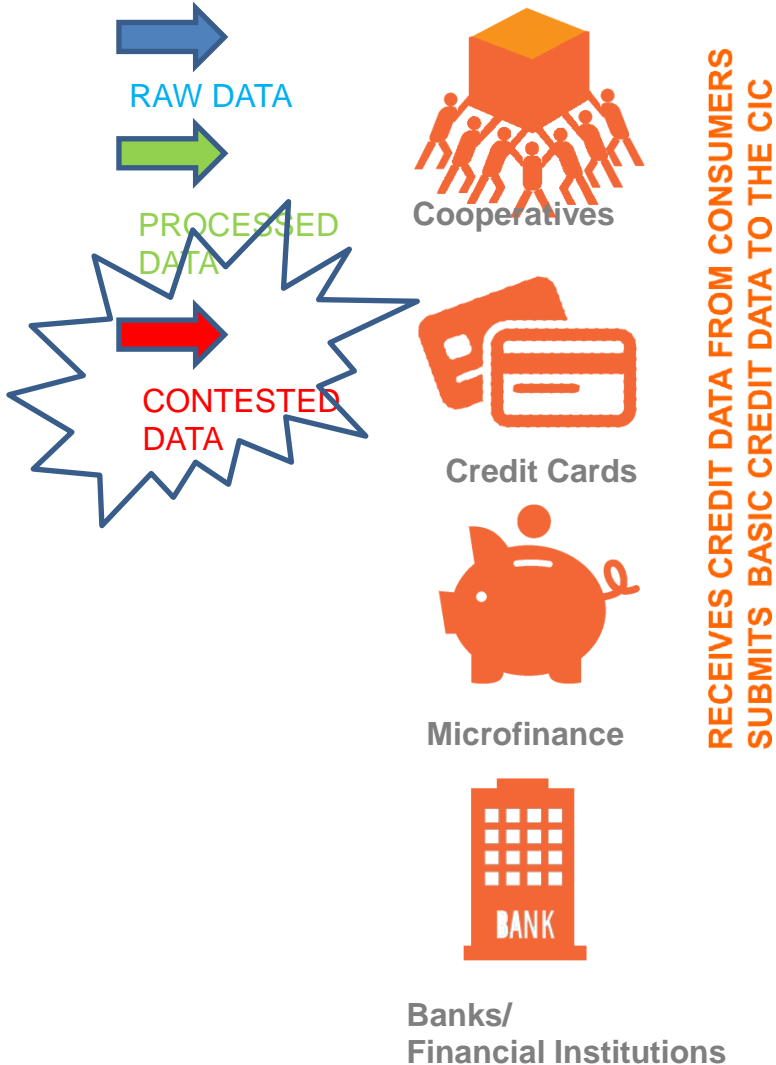




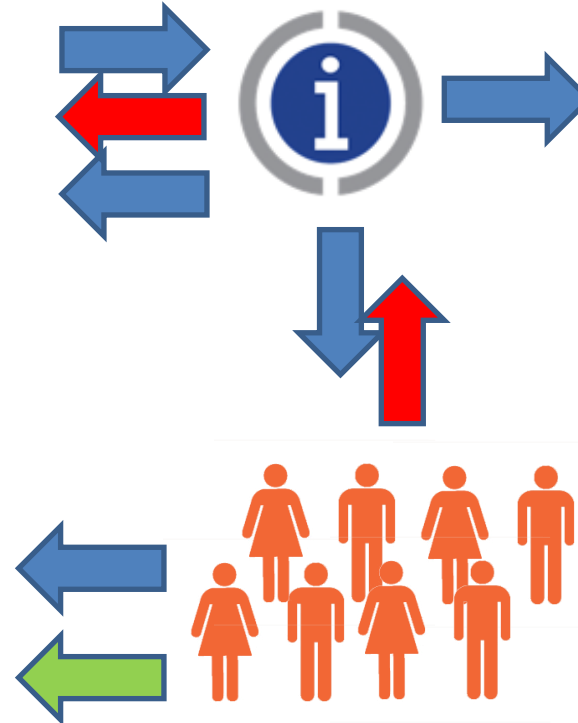
CREDIT INFORMATION CORPORATION

PROPOSED ECOSYSTEM

RA 9150



RECEIVES CREDIT DATA FROM CONSUMERS
SUBMITS BASIC CREDIT DATA TO THE CIC

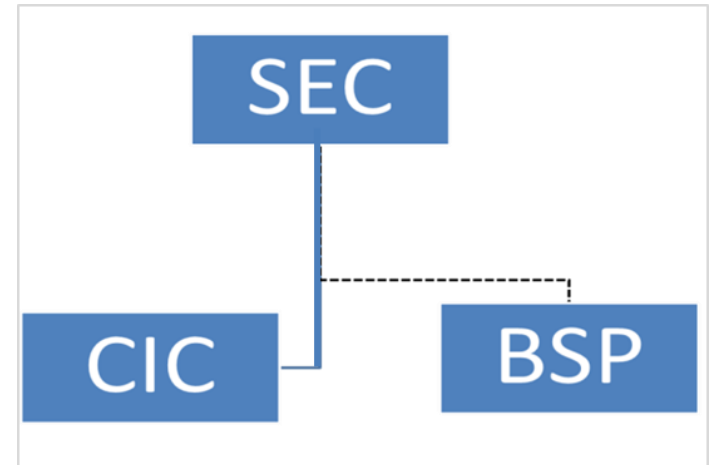


PROVIDES VALUE-ADDED SERVICES

CONSUMERS



R.A. 9510 otherwise known as ***Credit Information System Act (CISA)*** is a law passed in 2008 creating the ***Credit Information Corporation (CIC)***



The **Securities and Exchange Commission (SEC)** is the **lead government agency** to implement the CISA, in coordination with other relevant government agencies in the adoption of the IRR



CIC shall be owned **60%** by the National Government (NG) and **40%** by **industry associations of banks/quasi-banks** and **association of consumers**. Specifically, the 40 percent ownership is composed of

- Philippine Cooperatives Center (PCC),
- Bankers Association of the Philippines (BAP),
- Credit Card Association of the Philippines (CCAP),
- Chamber of Thrift Banks (CTB),
- Rural Bankers Association of the Philippines (RBAP)

SHARES IN THE CIC

60% Government

40% PCC CTB
BAP RBAP
CCAP

The **Board of Directors** of CIC shall be composed of **15 members**:

- SEC Chairman (ex-officio chairman),
- 7 to be appointed by the president
- 5 coming from the private sector
- 2 independent directors



To address the need for a **comprehensive, centralized, and reliable** credit information system intended to:

1. Improve the **overall availability** of credit to **MSMEs**
2. Provide credit information **at the least cost** to eligible participants
3. Ensure the **protection of consumer rights** and the existence of fair competition in the industry at all times
4. **Reduce the overall credit risk** thereby contributing to a healthier and more stable financial system
5. To provide a complete view and profile of the credit industry



Some of CICs more important functions:

1. To **receive** and **consolidate** basic credit data (positive and negative)
2. To **act** as a **central registry** or **repository** of credit information
3. To **provide access** to reliable, standardized information on credit history and financial condition of borrowers
4. To protect the **data** we receive.
5. To protect our **data partners and the public** we serve
6. To create the penalties that protect the integrity of the system and assure compliance to the law.



Credit Information System

Individual Details

Spouse

Mother (Mother)

Father

Identification Code

ID Data


Address Data

Contact Data

Employment Data

Mandatory

- First Name
- Last Name
- Gender
- Date of Birth
- Place of Birth (only for non MFIs)
- Nationality (only for non MFIs)
- Address (two addresses for non MFIs, and one address for MFIs)
 - Address Type
 - The "Full Address" or alternative
 - StreetNo (only for non MFIs)
 - Subdivision (only for MFIs)
 - City
 - Province
- At least one Identification code between TIN (as preferable), otherwise SSS/GSIS
- At least one Contact Number for non MFIs



Individual

Online functionalities: data to be entered (Companies)



Company

Credit Information System

Company Details

Company Trade Name	<input type="text"/>	Official registered Trade Name	<input type="text"/>
Legal Form	<input type="text"/>	Nativity	<input type="text"/>
Registration Date	<input type="text"/>	PBC	<input type="text"/>
Type of address	<input type="text"/>	No. of employees	<input type="text"/>
Resided	<input type="text"/>	Fin Size	<input type="text"/>
STRA Income / Annual turnover	<input type="text"/>	Net taxable income	<input type="text"/>
Monthly Expenses	<input type="text"/>		

Identification Code

Type	<input type="text"/>	Number	<input type="text"/>
<input type="button" value="Add Identification Code"/>			

Address Data

Address Type	<input type="text"/>	Full address	<input type="text"/>
Street Name and Number	<input type="text"/>	Postal code	<input type="text"/>
City	<input type="text"/>	Subdivision	<input type="text"/>
Neighbours	<input type="text"/>	Province	<input type="text"/>
Owner / Lease	<input type="text"/>	Occupied since	<input type="text"/>
Country	<input type="text"/>	<input type="button" value="Add Address"/>	

Contact Data

Contact type	<input type="text"/>	Contact value	<input type="text"/>
<input type="button" value="Add Contact"/>			

Fields indicated as bold are mandatory

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Mandatory

- Trade Name
- Address (at least one address)
 - Address Type
 - The “Full Address” or alternative
 - StreetNo (only for non MFIs)
 - Subdivision (only for MFIs)
 - City
 - Province
- One Identification code: TIN
- At least one Contact Number

What is included in a Credit Report



The Credit Report contains:

- **Personal Information:** First Name, Surname, Middle Name, Date of Birth, Place of Birth, Identification Codes (TIN, SSS, GSIS, ...), Ids (Passport, Driving License, ...), Addresses, Contacts, Employment data, ...
- **Details and History of Payments:** Credit contract details such as Start Date, Loan Amount, Credit Limit, Frequency of Payments, Collaterals, Past Due Amounts, Past Due Days and its History, ...
- **Inquiries:** List of Credit applications made by the customer
- **Link Between Subject and Company, Subject and Contract:** any available connection between a Company and its owner / shareholders, or between Subjects being a guarantor or co-borrower within a credit facility
- **Additional Information:** any additional negative information which could be available on a subject

How to read the Credit Report: Identification information



Subject Matched

[View PDF](#)

Request Date 27/06/2015 07:42:48 AM

SUBJECT						
Subject Data						
CIC Subject Code	000000672	Last Update Date	11/06/2015			
Title	Mr	Last Name	LOPEZ			
First Name	RONNEL	Previous Last Name	LEGASPI			
Middle Name	DELA CRUZ	Suffix	JR			
Alias	SALINAS	Nationality	PHILIPPINES			
Date of Birth	11/05/1981	Place of Birth	CEBU			
Country of Birth	PHILIPPINES	Gender	Male			
Resident	Yes	Civil Status	Single			
Number of Dependents	3	Cars owned	4			
Spouse						
First Name	ANALIZA	Last Name	SANCHEZ			
Middle Name	PASTRANA					
Mother (Maiden)						
First Name	ANGELA	Last Name	HERNANDEZ			
Middle Name	PARDILLA					
Father						
First Name	DANIEL	Last Name	LOPEZ			
Middle Name	CABILLON	Suffix	JR			
Identification Code						
TIN	345000123	Last Update Date	30/04/2015			
SSS Card	1290906012	Last Update Date	11/06/2015			
Historical Identification Codes						
SSS Card	1239090601	Last Update Date	30/04/2015			
ID						
ID Type	ID Number	ID Issue Date	ID Expiry Date	ID Issue Country	Issued by	Last Update Date
Driver's License	123123123	22/02/2011	22/02/2021	PHILIPPINES	BIKE ISSUER	11/06/2015
VIN	EE111133	12/02/2007	12/02/2017	PHILIPPINES	DOC ISSUER	30/04/2015
Historical IDs						
ID Type	ID Number	ID Issue Date	ID Expiry Date	ID Issue Country	Issued by	Last Update Date
Driver's License	R444412	22/02/2001	22/02/2011	PHILIPPINES	BIKE ISSUER	30/04/2015
Addresses Data						
Address Type	Full Address	Owner/Lessee	Occupied since	Last Update Date		
Individual - Main Address (Residence, Permanent)	3400 LEGASPI ROAD, 3900, SUB-DIVISION, MALINAO, PASIG CITY, Own METRO MANILA, PH		23/01/2003	30/04/2015		
Individual - Additional Address (Mailing)	238 RAYMUNDO AVENUE, 3400, PINEDA, PINEDA, PASIG CITY, Own METRO MANILA, PH		22/02/1990	30/04/2015		
Contact Data						
Contact Type	Main phone	Contact	6321114444	Last Update Date	30/04/2015	
Contact Type	Additional phone	Contact	39345453456	Last Update Date	30/04/2015	

First Name, Surname, Date of Birth, Place of Birth, Spouse Name, Father and Mother, ...

Identification Codes (Also past Ident. Codes are provided)

Identification Codes (Also past IDs are provided)

Addresses (Also past Addresses are provided)

Contacts (Phone, Email,...) (Also past Contacts are provided)

How to read the Credit Report

Ownerships / Additional Information



Employment Data

Company Trade Name	SOLAR TRADE	TIN	123456789
PSIC	4651 - Wholesale of computers, computer peripheral equipment and software	Phone number	632999000
Gross Income	3,000,000	Annual/Monthly	Annual
Currency	Philippine peso	Occupation Status	Permanent Job (Private sector)
Hired From	23/12/1989	Hired To	12/12/2014
Occupation	2262 - Pharmacists		

Employment Information

Sole traders data

Sole Trader Trade Name	SOLAR TRADE	Last Update Date	30/04/2015
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Sole Trader Addresses Data

Address Type	Full Address	Owner/Lessee	Occupied since
Company - Main Address	123R, 10TH AVENUE, 1135, SUBDIVISION 2, BARANGAY 2, QUEZON CITY, METRO MANILA, PH	Own	10/10/2003
Company - Additional Address	5600, OSMEÑA HIGHWAY	Rent	10/10/2006

Sole Trader Information

Identification Code

TIN	123456789
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Contact Data

Contact Type	Main phone	Contact	63245600012
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Company-Owner Link

Company Links

CIC Subject Code	Name	Company Role	Provider Counter	Last Update Date	Parent Flag
800000671	CENTRAL BUREAU OF FINANCIAL RISKS	Partner	1	30/04/2015	Yes

Public Information, such as Bankruptcy, Legal Procedure, ...

SUBJECT INFORMATION

Information Details

Event Date	Event Type	Event Description	Status	Status Date	Last Update Date	Provider Code Encrypted
11/06/2013	A legal action has been taken	LEGAL ACTION	-		30/04/2015	UB002

How to read the Credit Report: Contract Summary

CONTRACTS DETAILS										
- INSTALLMENTS	Installments Detail (Requested, Renounced and Refused):									
	Installments Detail (Active, Closed, Closed in Advance):									
	No.	CIC Contract Code	Contract Type	Financed Amount	Outstanding Balance	Overdue Payments Amount	Contract Start Date	Contract End Date	Provider Code Encrypted	
	1	00000958	Mortgage/Real Estate	100,000	55,655	6,658	01/11/2014	01/11/2019	UB002	-
Open Section Not Granted Installments										
- NON INSTALLMENTS	Non Installments Detail (Active, Closed, Closed in Advance):									
	No.	CIC Contract Code	Contract Type	Transaction Type	Overall Credit Limit	Credit Limit	Utilization / Outstanding Balance	Overdue Payments Amount	Contract Start Date	Provider Code Encrypted
	1	00000604	Report Bill Purchased	CUSTOMERS LIABILITY UNDER ACCEPTANCE - DOMESTIC	-	15,000	5,000	-	01/02/2014	UB002
- CREDIT CARDS	Credit Cards Detail (Active, Closed, Closed in Advance):									
	No.	CIC Contract Code	Card Reference No.	Contract Type	Credit Limit	Outstanding Balance	Overdue Payments Amount	Outstanding Balance - Unbilled	Contract Start Date	Provider Code Encrypted
	1	L00000926	R12345	Credit Card	165,000	34,418	1,000	15,000	01/01/2015	UB002
2	N00000868	R12345	Credit Card	165,000	34,418	1,000	15,000	01/01/2015	UB002	
- UTILITIES	Utilities Detail (Active, Closed, Closed in Advance):									
	No.	CIC Contract Code	Contract Type	Billed Amount	Outstanding Balance	Overdue Payments Amount	Contract Start Date	Provider Code Encrypted	Note	
1	00000957	Fixed-line telephony	-	0	-	-	01/02/2013	UB002	-	

Installment credit facilities

Non Installment credit facilities

Credit Card facilities

Services/Utilities facilities

How to read the Credit Report

Contract Details: Installments



Detail of Installment 1

IC Contract Code: 000000958 - Provider Contract No.: - - Role: Borrower

Contract Type	Mortgage/Real Estate	Financed Amount	10
Transaction Type	NOT APPLICABLE	Original Currency	US
Purpose of credit	Loans to Individual for other purposes	Contract Start Date	01/11/2014
Contract Phase	Active	Contract End Date	01/11/2015
		Last Update Date	30/04/2015

Provider Code Encrypted

UB002

Year/Month	Overdue Payments Amount	Overdue Days	Status
2015/4	6,668	91-180 days delay / More than 3 Cycles late	Past Due
2015/3	5,001	61-90 days delay / 3 Cycles late	-
2015/2	3,334	31-60 days delay / 2 Cycles late	-
2015/1	1,667	1-30 days delay / 1 Cycle late	-
2014/12	0	Paid as agreed / Current	-
2014/11	0	Paid as agreed / Current	-

Granted Installment

Monthly Payments Amount	1,667	Payment Periodicity	monthly installments-30 days
Installments Number	60	Payment Method	Authorization to Direct Current Account Debit
Next Payment / Minimum Payment	1,667	Last Payment	0
Next Payment Date	15/05/2015	Last Payment Date	15/04/2015
First Payment Date	15/11/2014		
Board Resolution flag	0		

Outstanding

Outstanding Payments Number	58	Outstanding Balance	96,666
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Overdue			
Overdue Payments Number	4	Overdue Payments Amount	6,668
Overdue Days	91-180 days delay / More than 3 Cycles late		

Leasing

Good Type	Telecom Equipment	Good Brand	IPHONE 6
Good Value	300,000	Manufacturing Date	31/10/2014
Flag New Used	New	Registration Number	APPLE123

The Name of the Provider is not visible. Random code is shown (Provider Type + NNN 001 – means that the facility is from your FI

Contract Details

INSTALLMENT: Contract Type, Phase, Financed Amount, Start Date, End Date, Next payment, Next payment date, Periodicity, Overdue amounts, Balance,...

PAYMENT HISTORY: Last 24 months history shown:

- Overdue amount
- Overdue days
- Status

How to read the Credit Report

Contract Details: Non Installments



Detail of Non Installment 1

Close

IC Contract Code: 700000676 - Provider Contract No.: - - Role: Guarantor/Surety

Contract Type	Omnibus Line	Credit Limit	45,000,000
Transaction Type	DEMAND LOAN	Overall Credit Limit	100,000,000
Purpose of credit	Loans to Private Corporation (Financial)	Original Currency	Philippine peso
Contract Phase	Active	Contract Start Date	09/10/2014
Provider Code Encrypted	CB002	Contract End Date	15/02/2019
		Last Update Date	30/04/2015

Historical Data

Year/Month	Credit Limit	Utilization	Status
2015/4	45,000,000	15,000,000	-
2015/3	45,000,000	25,000,000	-
2015/2	45,000,000	0	-
2015/1	-	-	-
2014/12	-	-	-
2014/11	-	-	-
2014/10	-	-	-

Payments

Last Payment Date	27/04/2015	Reorganized Credit Indicator	Credit is not re-organized
Board Resolution flag	Yes		

Outstanding

Utilization / Outstanding Balance	15,000,000	Overdue Payments Amount	-
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Contract Details

NON INSTALLMENT: Contract Type, Phase, Credit Limit, Start Date, End Date, Utilization,...

PAYMENT HISTORY: Last 24 months history shown:

- Credit Limit
- Utilization
- Status

How to read the Credit Report

Contract Details: Credit Cards



Detail of Credit Card 3

Close

CIC Contract Code: L00000926 - Provider Contract No.: - - Card Reference No.: 1 - Role: Borrower

Contract Type	Credit Card	Credit Limit	165,000
Transaction Type	PRIMARY CREDIT CARD	Original Currency	Philippine peso
Contract Phase	Active	Contract Start Date	01/01/2015
Premium Card	Premium	Contract End Date	01/02/2018
Provider Code Encrypted	UB003	Last Update Date	30/04/2015

Historical Data					
Year/Month	Outstanding Balance	Overdue Payments Amount	Overdue Days	Minimum Payment Indicator	Status
2015/4	34,418	1,000	1-30 days delay / 1 Cycle late	Payment lower than minimum	-
2015/3	26,010	0	Paid as agreed / Current	Payment equal to the minimum	-
2015/2	0	0	Paid as agreed / Current	-	-
2015/1	0	0	Too new to be rated / Not Available	-	-

Payments			
Next Payment / Minimum Payment	3,441	Last Payment	1,601
Next Payment Date	27/05/2015	Last Payment Date	27/04/2015
Monthly Payments Amount	-	Payment Periodicity	monthly installments-30 days
Installment Type	variable	Payment Method	Authorization to Direct Current Account Debit
Min Payment Indicator	Payment lower than minimum	Minimum Payment Percentage	10
Cancellation Date		Reorganized Credit Indicator	Credit is not re-organized
Charged Amount			
Charged / Purchases Amount	10,000	Last Charge Date	30/04/2015
Flag Card Used	True	Times Card Used	1
Outstanding			
Outstanding Balance	34,418	Outstanding Balance - Unbilled	15,000
Overdue			
Overdue Payments Number	1	Overdue Payments Amount	1,000
Overdue Days	1-30 days delay / 1 Cycle late		

Contract Details

CREDIT CARDS: Contract Type, Phase, Credit Limit, Minimum Payment, Last Payment, Overdue amount, Outstanding Balance, ...

PAYMENT HISTORY: Last 24 months history shown:

- Outstanding Balance
- Overdue amount
- Overdue days
- Min Payment Indicator
- Status

How to read the Credit Report

Contract Details: Utilities/Services



Detail of Utility 1

Close

CIC Contract Code: 00000957 - Provider Contract No.: - - Role: Borrower

Contract Type	Fixed-line telephony	Original Currency	euro
Contract Phase	Active	Contract Start Date	01/01/2015
Provider Code Encrypted	UB003	Contract End Date	01/02/2015
		Last Update Date	30/04/2015

Year/Month	Outstanding Balance	Overdue Payments Amount	Overdue Days	Billed Amount	Status
2015/4	0	-	1-30 days delay / 1 Cycle late	-	Write-off (BLW)
2015/3	-	-	-	-	-
2015/2	-	-	-	-	-
2015/1	-	-	-	-	-

Granted Utility		Billed Amount	
Next Payment / Minimum Payment	150,000	Last Payment Date	01/01/2015
Next Payment Date	01/02/2014	Payment Periodicity	monthly installments
Installment Type	fixed	Payment Method	Authorization to Current Account
Services/Lines Number	1		
Holder Liability	-		
Outstanding			
Outstanding Balance	0		
Overdue			
Overdue Payments Number	-	Overdue Payments Amount	
Overdue Days	1-30 days delay / 1 Cycle late		

Contract Details

UTILITIES/SERVICES: Contract Type, Phase, Billed Amount, Payment Method, ...

PAYMENT HISTORY: Last 24 months history shown:

- **Outstanding Balance**
- **Overdue amount**
- **Overdue days**
- **Billed Amount**
- **Status**

How to read the Credit Report: Collaterals, Co-Borrowers, Guarantors



Guarantees

Real Guarantee: Real Estate Mortgage - Not insured by HGC

Provider Guarantee No	Guarantor Name	CIC Subject Code	Asset code	Asset description	Asset Location	Guaranteed Amount	Validity Start Date	Validity End Date
1234567893	EMERSON RE-JANO REYES	B00000805	HOUSE12345	HOUSE IN HIGH STREET, CITY	12, HIGH STREET, CITY	100,000	01/02/2014	01/02/2019

Personal Guarantee: Surety / Payment Guarantee

Provider Guarantee No	Guarantor Name	CIC Subject Code	Customer Type	Guaranteed Amount	Validity Start Date	Validity End Date
1234567895	ALESSIO MILANI	-	Foreign	100,000	01/02/2014	01/02/2019

Collateral (Real Guarantee) and Surety (Personal Guarantee)

Contracts - Linked Subjects: Co-Borrowers and Guarantors

Linked Subjects		
CIC Subject Code	Name	Role
000000572	RONNEL DELA CRUZ LOPEZ	Co-Borrower

How to read the Credit Report: Credit Applications

Installments

Installments Detail (Requested, Renounced and Refused):

Close Section Not Granted Installments

No.	CIC Contract Code	Contract Type	Contract Phase	Role	Contract Request Date	Provider Code Encrypted	Financed Amount	Installments Number	Payment Periodicity	Last Update Date	Linked Subjects List	Note
1	R00000864	Agricultural Loan	Requested	Borrower	10/04/2015	UT001	10,000	10	-	25/06/2015	000000808 Co-Borrower MARIO PLUTO	-
2	400000924	Mortgage/Real Estate	Requested	Borrower	25/06/2015	UT001	1,900,000	12	monthly installments-30 days	25/06/2015	-	-
3	H00000843	Agricultural Loan	Requested	Borrower	10/04/2015	UT001	10,000	10	-	19/06/2015	-	-

Non Installments

Non Installments Detail (Requested, Renounced, Refused):

No.	CIC Contract Code	Contract Type	Contract Phase	Role	Contract Request Date	Provider Code Encrypted	Credit Limit	Last Update Date	Linked Subjects List	Note
1	200000921	Export Bills Purchased	Requested	Borrower	03/03/2015	UB001	10,898	24/06/2015	-	-
2	700000915	Commercial Paper Purchased	Requested	Borrower	03/03/2015	UB001	120,000	24/06/2015	-	-

Credit Applications

Credit Cards

Credit Cards Detail (Requested, Renounced, Refused):

No.	CIC Contract Code	Contract Type	Contract Phase	Role	Contract Request Date	Provider Code Encrypted	Credit Limit	Payment Periodicity	Last Update Date	Linked Subjects List	Note
1	K00000922	Credit Card	Requested	Borrower	24/06/2015	UB001	12,000	bimonthly installments-60 days	24/06/2015	-	-
2	100000972	Revolving Credit	Requested	Borrower	03/03/2015	UB001	123,123	fortnight installments-15 days	24/06/2015	-	-

Services/Utilities

Utilities Detail (Requested, Renounced, Refused):

No.	CIC Contract Code	Contract Type	Contract Phase	Role	Contract Request Date	Provider Code Encrypted	Payment Periodicity	Last Update Date	Linked Subjects List	Note
1	B00000918	Fixed-line telephony	Requested	Borrower	03/03/2015	UB001	-	24/06/2015	800000756 Co-Borrower GIULIA POTENA	-

How to read the Credit Report: Payment History



Installments

Historical Data			
Year/Month	Overdue Payments Amount	Overdue Days	Status
2015/4	6,668	91-180 days delay / More than 3 Cycles late	Past Due
2015/2	5,001	61-90 days delay / 3 Cycles late	-
2015/2	3,334	31-60 days delay / 2 Cycles late	-
2015/1	1,667	1-30 days delay / 1 Cycle late	-
2014/12	0	Paid as agreed / Current	-
2014/11	0	Paid as agreed / Current	-

Payment History: last 24 months are shown for Active and Closed contracts

Non Installments

Historical Data			
Year/Month	Credit Limit	Utilization	Status
2015/4	25,000,000	20,000,000	Under litigation / Delinquent
2015/2	25,000,000	20,000,000	-
2015/2	25,000,000	20,000,000	-
2015/1	10,000,000	7,000,000	-
2014/12	10,000,000	0	-
2014/11	10,000,000	0	-
2014/10	10,000,000	0	-

Credit Cards


Historical Data					
Year/Month	Outstanding Balance	Overdue Payments Amount	Overdue Days	Minimum Payment Indicator	Status
2015/4	34,418	1,000	1-30 days delay / 1 Cycle late	Payment lower than minimum	-
2015/3	26,019	0	Paid as agreed / Current	Payment equal to the minimum	-
2015/2	0	0	Paid as agreed / Current	-	-
2015/1	0	0	Too new to be rated / Not Available	-	-

Utilities/Services

Historical Data					
Year/Month	Outstanding Balance	Overdue Payments Amount	Overdue Days	Billed Amount	Status
2015/4	0	-	1-30 days delay / 1 Cycle late	-	Write-off (B/W)
2015/2	-	-	-	-	-
2015/2	-	-	-	-	-
2015/1	-	-	-	-	-

How to read the Credit Report: Note, Print PDF

Disputed credit records

No.	CIC Contract Code	Contract Type	Financed Amount	Outstanding Balance	Overdue Payments Amount	Contract Start Date	Contract End Date	Provider Code Encrypted	Note
1	000000958	Mortgage/Real Estate	100,000	96,666	6,668	01/11/2014	01/11/2019	UB002	
		Type	Description						
		Dispute	THE CUSTOMER RAISED A DISPUTE ON THIS CONTRACT. HE CONFIRMS THAT ALL PAYMENTS WERE MADE						


Save / Print Credit Report in PDF

Enquiry Credit History

View PDF

SUBJECT

Subject Data

Subject Matched 



CREDIT REPORT CREATED ON 15/05/2015

CREDIT INFORMATION CORPORATION

Credit Information Corporation
 5th Floor, Exchange Centre Building
 407 E.A. Ruffin Street corner Deakin Street
 LAUNCESTON TASGAS 5205, TASMANIA
 Email: enquiry@creditinfo.com.au
 Telephone No: (081) 887-1122 / (081) 887-0912

CREDIT REPORT

Subject Matched 
 Enquiry Date 15/05/2015

PROPERTY	PROPERTY	PROPERTY	PROPERTY
Contract Code	000000958	Contract Code	000000958
First Name	ALAN	Last Name	BEVER
First Name	CHRISTOPHER	Previous Last Name	BEVER
Mobile Number	080000	Age	35
Area	HOVE	Residential	PRE-APPROVED
Date of Birth	26/03/1979	Place of Birth	HAWAII
Country of Birth	NEW ZEALAND	Gender	Male
Married	Yes	Civil Status	Single
Number of Dependents	0	Bankruptcy	0
First Name	ADLAIN	Last Name	DELA CRUZ
Mobile Number	080000	First Name	080000
Mobile Number	080000	Mobile Number	080000

Risk assessment key factors

Extension – any additional information, such as Bankruptcy, Legal Procedures, ... add value to the report, helping in final a decision

Linked – Analysis on credit history of co-borrowers or guarantors, or also of SME owned by a customer, is a useful element for risk assessment of the customer, if those credit reports are not “good”

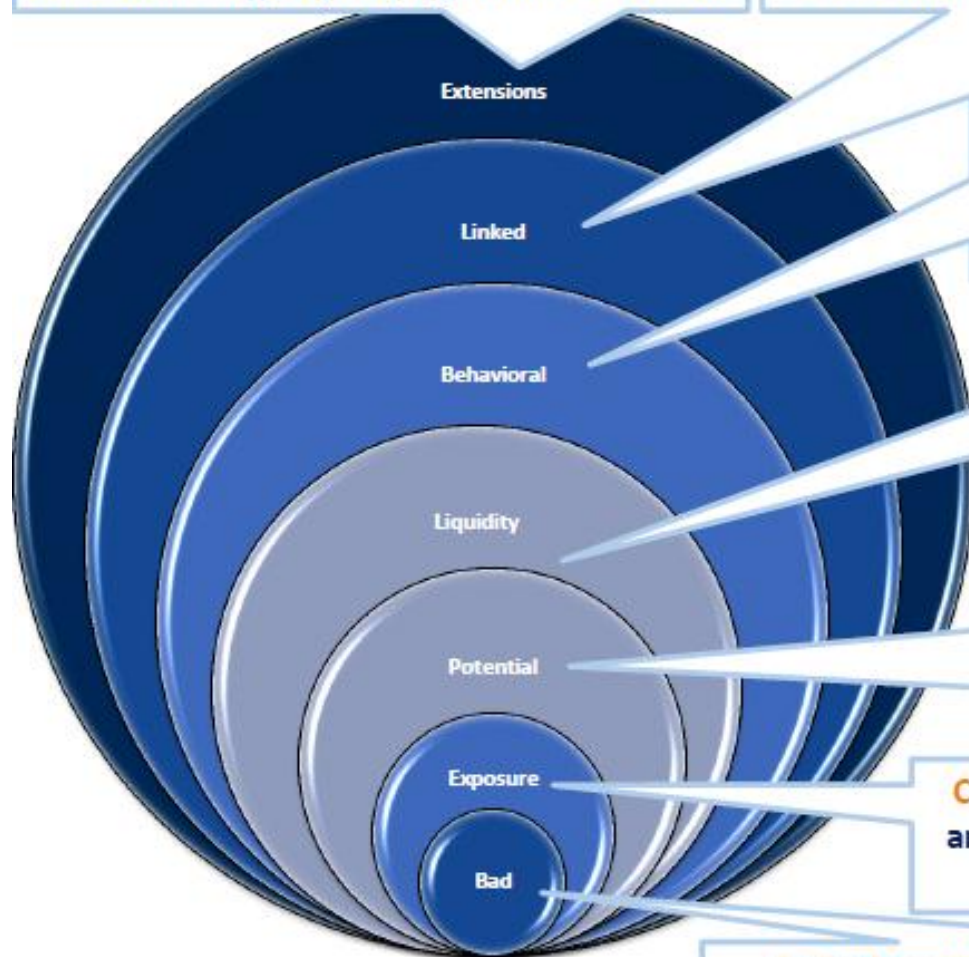
behaviour – the payment pattern of a customer represents the value of historical data in the Bureau. One customer with a long term loan who always paid on time, compared to a customer with a short loan who didn't pay on time in the past, is less risky

Liquidity Risk – the Next Payment Date and Amount give information about when and how much money the customer will need to pay in the next upcoming period

Potential exposure of a customer. For Non Installment and Credit Card this is the credit limit (how much more can the consumer draw). Number of Requests is also an indicator of exposure the customer could have in the future

Current exposure of a customer. One customer which has an outstanding amount to be paid, greater than another, is more “exposed”

Bad information - the customer is currently defaulting on payments



Risk Assessment: how can data be used for decisions?



Verify Client Identity

- **Info Used:** Identity information section, Extensions
- **Goal:** Prevent Fraud

Segment out "Bad"

- **Info Used:** Bad, Extensions
- **Goal:** Eliminate clearly bad clients

Segment out "Potentially Risky"

- **Info Used:** Exposure, Potential, Liquidity, Behavioral, Linked, Extensions
- **Goal:** Define potentially risky clients

Segment out "Good vs Great"

- **Info Used:** Exposure, Behavioral
- **Goal:** Differentiate good from great to ensure appropriate policies

CIC Credit Information System: Changing How Lenders Look at Borrowers

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