



Presentation to MCPI

Benefits of Compliance to the CIC

18 July 2019

Who is CIBI Information Inc.



Deep Heritage

- In its 36 years of operation, CIBI has established its credibility in information gathering and data management in supporting the operations of its esteemed clients

Diversified Services

- Capitalizing on its strengths, CIBI has transcended to a data analytics company by offering new value-added services designed as an end-to-end solution

Competency

- Leverage on the synergy between the strengths and local knowledge of CIBI together with the expertise of its internationally renowned partners

Support Capabilities

- Experienced on the ground support teams across the entire client engagement: sales, implementation, account management and after sales support

CIC Accreditation

- Being the only local credit bureau accredited by the CIC reaffirms CIBI as an international standard company complemented by its local knowledge and expertise to promote global best practices

CIBI's commitment as the True Filipino Credit Bureau



Ø Assist in compliance to regulations

Ø Empower lending entities with efficient credit tools

Ø Support the government's initiatives on Financial Inclusion & Growth

Ø Facilitate opportunity to the underserved to have access to formal lending and fair credit



is a complete Bureau Score that evaluates an individual's creditworthiness



CIBI regularly analyzes the CIC database to help lenders make better & faster decisions through:



720

+

4

Reason Codes

+



Standardized
CIC
Credit Report



Excellent
Very Good
Good
Fair
Poor
Very Poor

CIC is the best & most comprehensive primary source of credit data for scoring and evaluation



Comprehensive Credit Exposure

Housing Loan

Auto Loan

Credit Cards

Personal Loan



Historical Payment Behavior

Updated Payments

Payment in Arrears

Outstanding Balance

Expansion[®] Score

is designed to support the unbanked
and new-to-credit population



Innovative Alternative Credit Scoring

=

Expansion[®] Score

§ In the absence of a credit history, alternative scoring models (using actual payment performance) best represent and predict the creditworthiness of individuals

Expansion® Score

developed using CIC's anonymized data by correlating demographics to payment performance



Borrower's Profile



CIC's Anonymized Data

CIC's Payment Performance

Expansion® Score



enhance

Bureau scores used in conjunction with an effective and risk-sensitive scorecard often enhance a credit grantor's risk prediction capability.



another "look"

myScore considers a number of characteristics in great detail and can, therefore, provide another "look" at an applicant.

		myScore		
		Low (high risk)	Medium (medium risk)	High (low risk)
INTERNAL CREDIT EVALUATION	Below cut-off	DECLINE	DECLINE	SECOND REVIEW
	Near cut-off	DECLINE	APPLY CUSTOM SCORECARD CUT-OFF	APPROVE
	Above cut-off	SECOND REVIEW	APPROVE	APPROVE

CIBI's Credit Scoring Services assist in achieving your goals for GROWTH and PROFITABILITY



Expansion[®] Score

Ø Assurance of securing the BEST CREDIT SCORE based on the available data of the client / applicant for:



APPLICATION



ACCOUNT MANAGEMENT



COLLECTION



New Client Acquisition

- Ø Mitigate Risk & Fraud (flag over exposed and poor payment behavior of individuals)
- Ø Expand coverage and client base (explore new target markets and reconsider previously rejected applicants)
- Ø Implement risk based pricing model to increase revenue and improve loan portfolio



Account Management

- Ø Gain customer loyalty by introducing promotions and other value added services
- Ø Avoid over indebtedness of customers
- Ø Improve loan portfolio by minimizing risk exposure and maximizing organic revenue growth



Collection Activities

- Ø Prioritization and proper allocation of resources on collection activities
- Ø Effective channel to pressure clients to settle accounts (visibility across all SE's)
- Ø Positive encouragement for customers to maintain good credit standing

Actual Case Study A. on the benefits of myScore in the Application Screening and Loan Portfolio



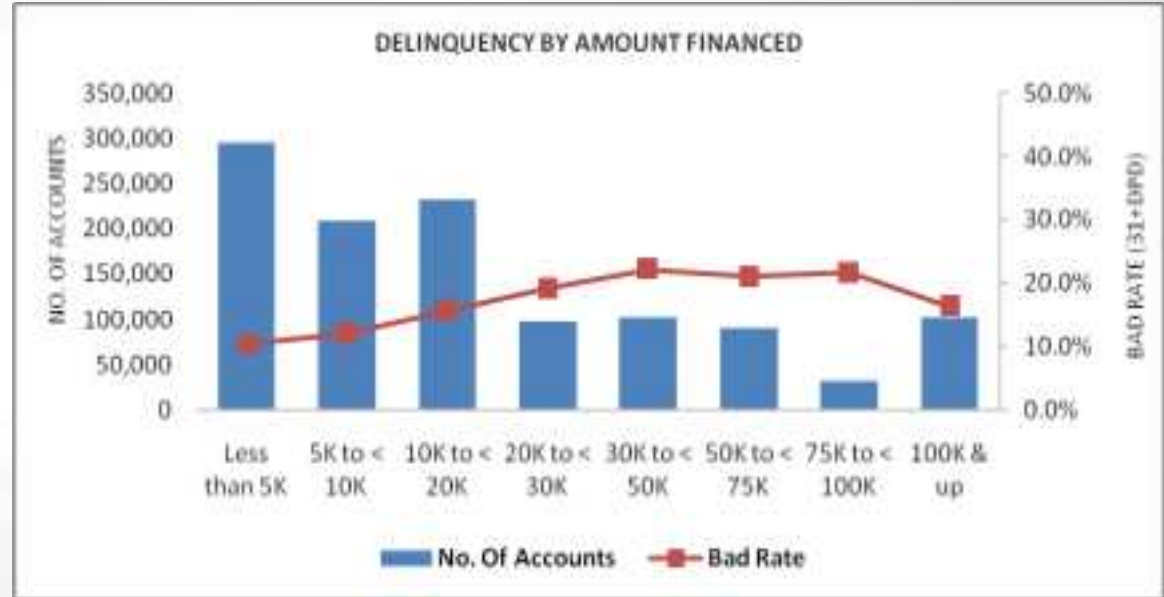
Validated results show a 52% reduction in the bad rate using the same approval rate of 32%

		New Decision		
		Approve	Decline	Total
Volumes	Existing Decision			
	Approve	22.3%	50.9%	73.2%
	Decline	9.9%	16.9%	26.8%
	Grand Total	32.2%	67.8%	100.0%
Bad Rate	Existing Decision			
	Approve	4.7%	11.7%	9.6%
	Decline	4.3%	13.4%	10.1%
	Grand Total	4.6%	12.2%	9.7%

Annotations: 'Swap-In' points to the 9.9% decline volume and 4.3% decline bad rate. 'Swap-Out' points to the 50.9% decline volume and 11.7% decline bad rate.

Example Portfolio Analytics: Generate Insights to enable MFIs

- Overall, the chart indicates that higher loan amounts are associated with poor repayment performance.
- Loans amounting to 20K and below comprises more than 60% of the total accounts population had 13% average delinquency.
- Conversely, loans greater than 20K had bad rate of 20%.



Benefits of CIBI Services



END OF PRESENTATION