



How to integrate the possibilities of Open Banking in your business

Gerrit Bekker

Senior Data Scientist, Experian Netherlands

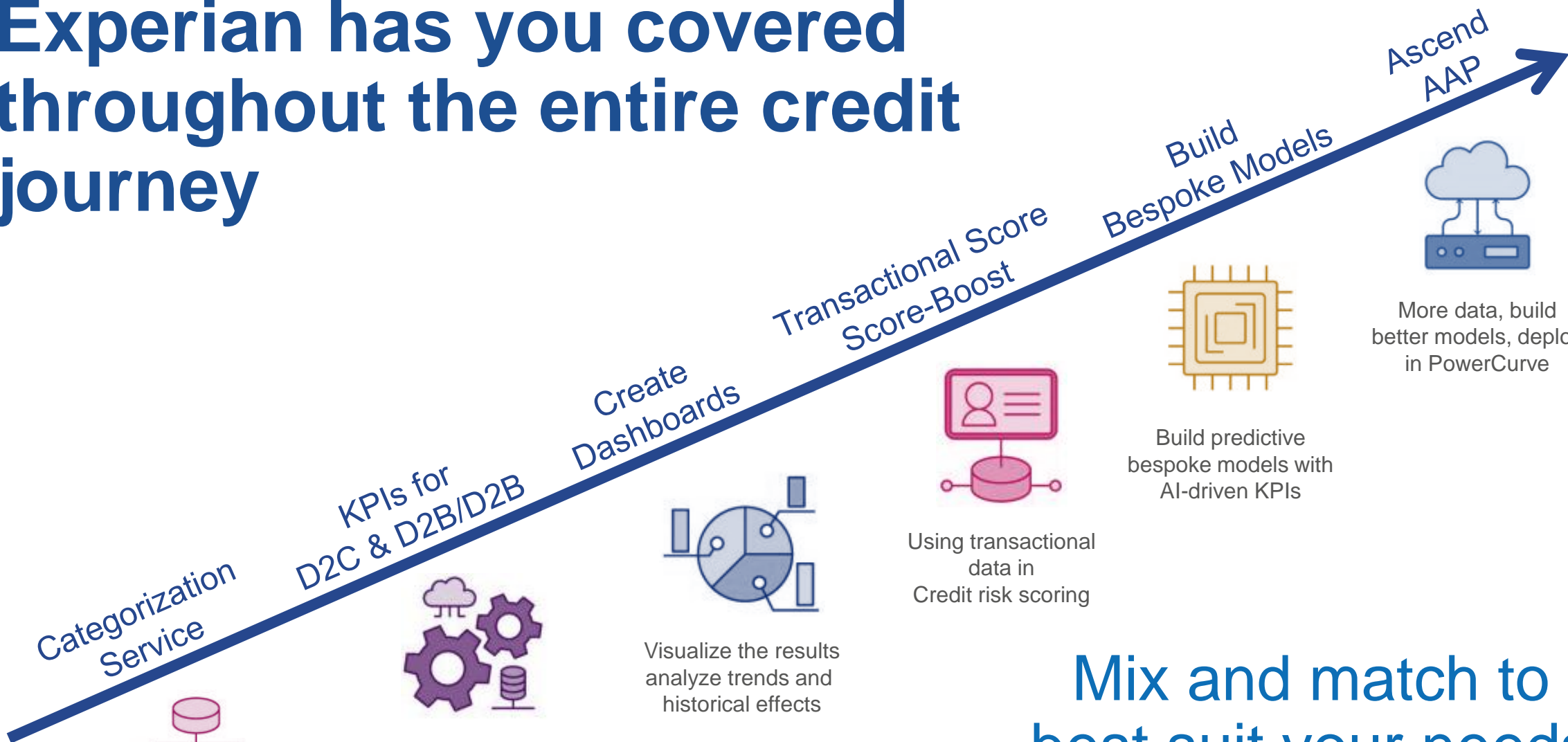




... our capacity to collect data has outgrown our ability to make sense of it.

Transactional data captures all the major milestones in our lives: first car or student loan payment, first job income, first baby, first pension payment.

Experian has you covered throughout the entire credit journey



Mix and match to best suit your needs



Categorizing Transactional data

Generating key Features from the data

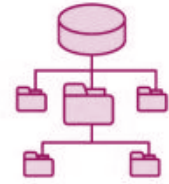
Visualize the results analyze trends and historical effects

Using transactional data in Credit risk scoring

Build predictive bespoke models with AI-driven KPIs

More data, build better models, deploy in PowerCurve

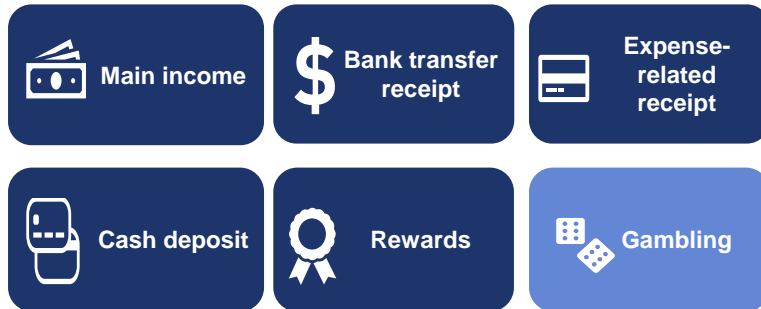
Categorisation for all Use Cases



Categorizing
Transactional data

Detailed Consumer (and Business) Account Categorization

Income



Expenses



KPIs for Quick Integration



Generating
key Features
from the data

Consumer

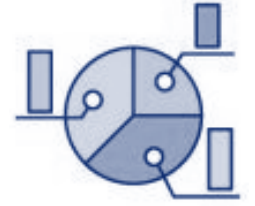
- Affordability aggregates
- Disposable income
- Real net Remnant
- Flag KPIs
- Automated affordability check
- New Risk Metrics

Business

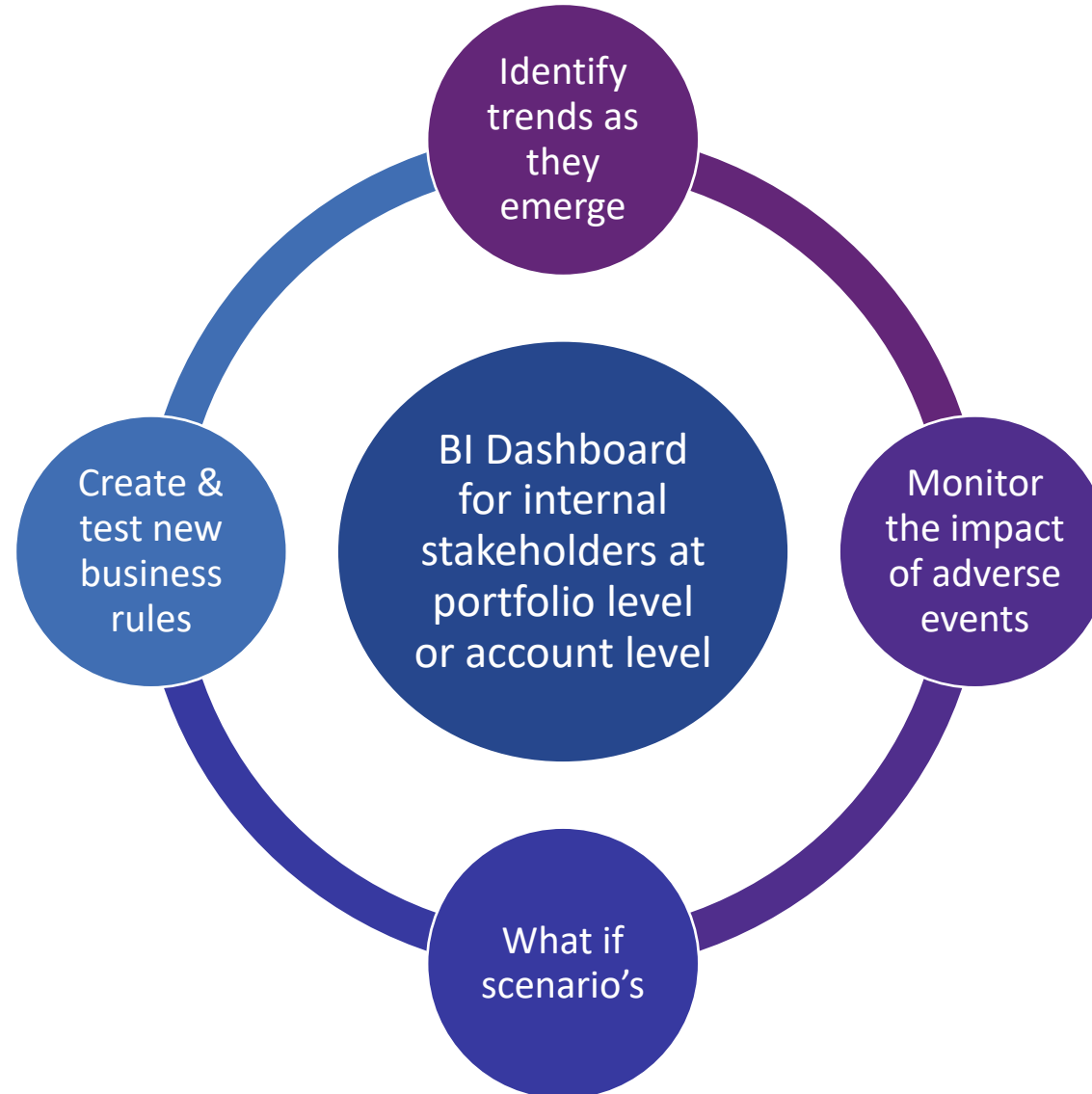
- Cash-flow aggregates
- Cash flow projections
- Financial ratios
- Meaningful KPIs
- Income & expense reports
- Extended Risk Metrics

- Useful KPIs that slots into existing processes / rules / models for origination, affordability and customer management
 - New KPIs possible like employment verification

Dashboards for New & Unique Insights



Visualize the results
analyze trends and
historical effects



Faster & Better Risk Classification



Using transactional
data in
Credit risk scoring

Transactional Score

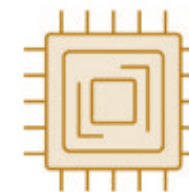
+60%
Gini using
transactional
data only

Score-Boost

+10%
Uplift when
adding
transactional
data to bureau
scores

- Score-Boost = NL Transactional Model + Consumer Credit Check
 - Planned NL Generic Business Risk Model for SMEs
(with optional Economic Overlay)

Bespoke Models for Your Business



Build predictive
bespoke models
with AI-driven
KPIs

-80%

Time is spent in
transactional
data preparation
(from 2.5 weeks
to 3 days)

+13%

Increase in
Performance
Application model
(Gini went from
70 to 79)

+15%

Increase in
Performance
Cross-Sell model
(Gini went from
44 to 51)

- Custom Credit Risk Models
- Transparent Neural Learner for explainable AI
- Solutions beyond Credit Risk

Ascend Advanced Analytical Platform



Combine data, build better models, deploy in PowerCurve via PMML



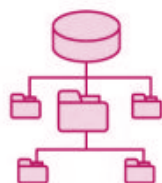
Personal data



External data



ERP Data



Transactional data

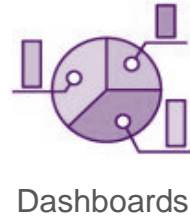
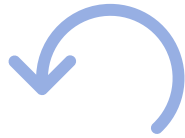
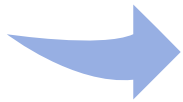
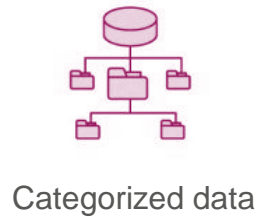


CRM Data



Bureau Data

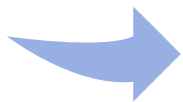
How can we help?



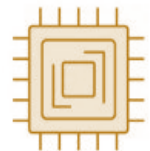
Make sense of transactional data so you can use it in credit and affordability decisions now



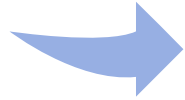
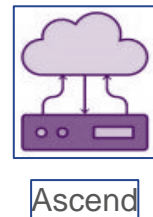
New risk score



Integrate transactional data into your Consumer Credit Check for better performance and decisions

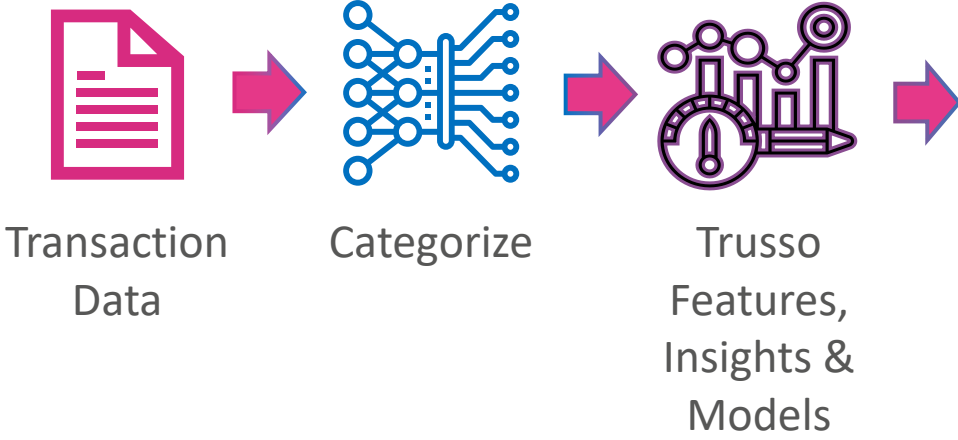


Bespoke models



Build and deploy the best solutions for your business using the latest technology (Ascend optional)

Back to the Value Proposition



Use Case	Tool		Benefit
Consumer Credit Risk	KPIs	Scores	New insights, better scores
Business Credit Risk	KPIs	Scores	On demand, covers ZZPs
Affordability Checks (D2C)	KPIs		Automated, extensive KPIs
Limit Setting (D2B & B2B)	KPIs	Models	Automated, better limits
Regulatory Models	KPIs	Models	Better regulatory models
Fairness in debt collection	KPIs		Automated, extensive KPIs

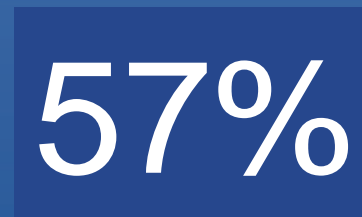
The future is fast approaching



The number of people choosing to share their data through open banking has tripled since the start of the Covid-19 pandemic



Experian's Open Data Platform saw more than 188 million data sharing requests (up from 47 million in February 2020)



57% of lenders have adopted open banking technology in the last 12 months

