IMPACT OF COMPREHENSIVE DATA ON CREDITWORTHINESS ASSESSMENTS

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Information from different sectors provide a full picture of the consumers ability to repay

Positive and negative data categories

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Regional banks

Private banks

Cooperative banks

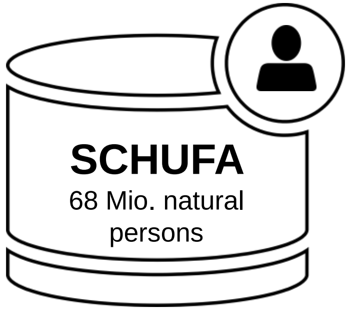
Savings banks

Leasing companies

Credit card companies

Building societies

Principle of Reciprocity



Only negative data categories

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eCommerce

Trade companies

Real Estate

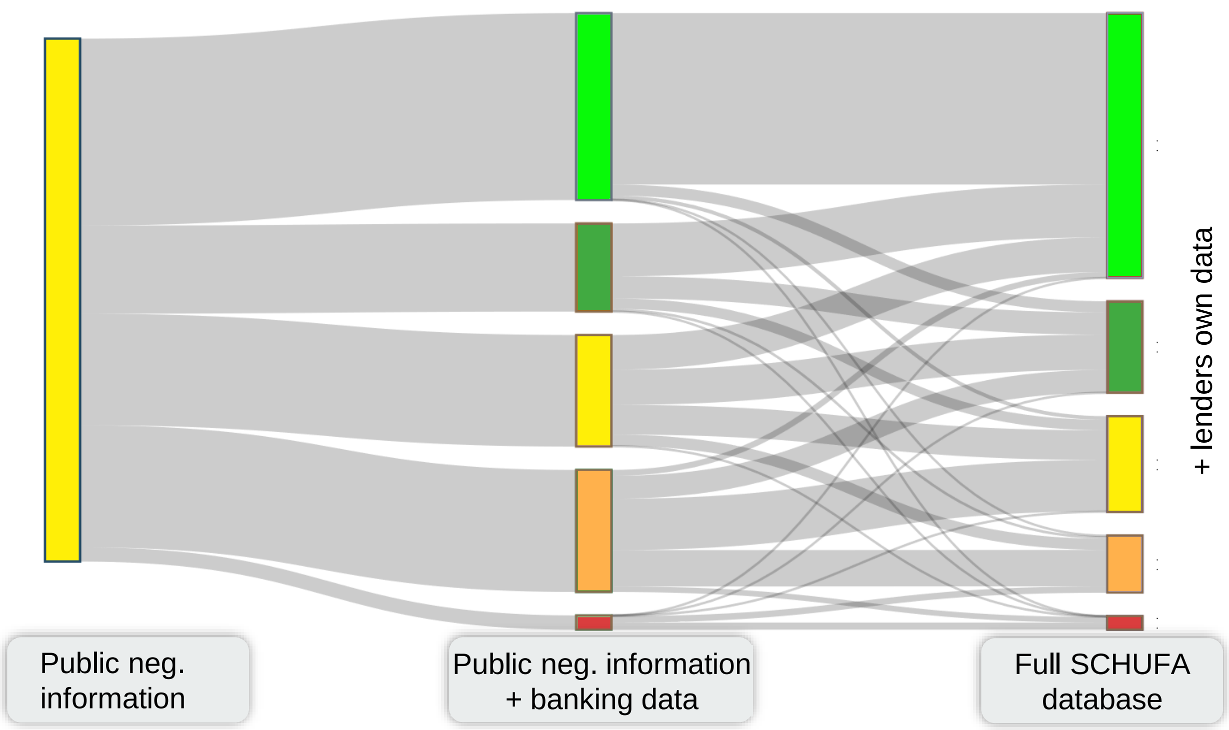
Utilities

Insurance

Services

Debt collection

Scorecards become more accurate when we add more comprehensive data



What do we observe?

- When only using public information it is hard to differentiate consumers. The number of consumers with high scores increases when using more data.
- The predictive power of scorecards using the full SCHUFA database increases by 12% compared to using public neg. information and banking data.
- Using all available credit data from the public sector, the financial sector and the non-banking sectors improves the credit score of many consumers.
- Lenders can reduce their risk. This means more credit approvals for consumers that can afford a loan and lower interest rates.

Responsible lending based on comprehensive data

Consumers benefit from lower interest rates and more credit approvals.

At the same time, they are better protected from over-indebtedness.

Lenders face lower default rates. They can increase application quality and can offer targeted pricing to customers based on the level of risk involved in extending loans. This means more loan approvals and increases competitiveness.

Governments and societies benefit from an increase of the country's banking stability.

THANK YOU.

PLEASE CONTACT US.

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