



**CIBI Information, Inc.**



# Why 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**

# Esteemed Clients

## Financial - Banking



## IT/BPO



## Health Care



## Energy, Power and Utility



## Financial – Non Banking



## Manufacturing



## Retail and Trading



## Real Estate



## Logistics



# Delivered Services through Expertise



**Information  
Gathering**



**Database  
Management**



**Analytics**



**Scorecard  
Development**



**LOS  
Development**

## Banner Products



# Services Supporting the Credit Workflow



## On-Boarding

### eKYC

- Database
- Tools

### Watch Lists

- Negative Records
- Court Cases

### Verification

- Telephone
- Field
- Media Search

### Company Listings



## Credit Evaluation

### Scorecard Development

- Application

### Custom Reports

- Business Intelligence
- Trade Check
- Property Check
- Industry Benchmarking

### Credit Bureau Score

- myScore: CIBI-FICO Bureau Score & Credit Report
- SME Score



## Processing

### Credit Risk Mgt. Systems

- Loan Origination System
- Credit Decision Engine

### Scorecard Development & Monitoring

- Behavior
- Collections

### Analytics & Consultancy



Powered by CIBI Information, Inc.

eKYC stands for Eletronic Know Your Customer and it provides the following services:

- Identity Check
- Address Validation
- Employment Verification
- Facial and ID Authentication (Upcoming)

**Comprehensive client on-boarding process to facilitate:**

- faster turn-around-time
- minimal human intervention & administrative tasks
- wider coverage & client convenience -multiple delivery channel (upcoming Q4 2018)
- efficient fraud detection -4 level verification using technology & data (upcoming Q4 2018)
- lower client acquisition cost

# eKYC Work Flow



**Applicant**

## Step 1



### Mobile App or Website

Sign up through the electronic application form and upload necessary requirements

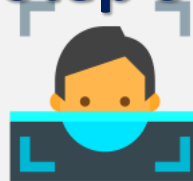
## Step 2



### ID and Picture Scan

Capturing of details / authentication of identification materials

## Step 3



### Facial Comparison

Matching the selfie with the authenticated ID

## Step 4



### eSignature

Validation of the signature and biometrics

## Step 5



### Database Validation

Cross-check details with CIBI's validated records:  
(1) Identity Check (2) Watchlist

## Step 6



### Processing

*Approved, Review, Fraud List*  
Based on credit policy



# Synergy of Strengths of CIBI – CCS - FICO



## Sources of data

1. Credit Information Corporation
2. Cooperatives
3. Telecommunication Companies, and more





## Data Analytics

- Customer Scorecard Development
- Model Validation & Monitoring
- Exploratory Data Analysis
- Qualitative Data Analysis

It is the science of examining raw data with the purpose of drawing conclusions about that information. Data analytics is used in many industries to allow companies and organization to make better business decisions and in the sciences to verify or disprove existing models or theories. Data analytics is distinguished from data mining by the scope, purpose and focus of the analysis.

# Universal Bureau Score



- **Credit Reports**
- **Credit Scores**

A true bureau score that can best represent the payment risk of your existing and potential clients. myScore<sup>TM</sup> can help your approval decisions become faster and accurate while efficiently managing your accounts and minimizing any form of fraud or risk in lending. myScore : The CIBI Bureau Score <sup>TM</sup> is created by the leaders in credit scoring and analytics combining both local and global expertise.

## Outstanding Obligations

**Housing Loan**

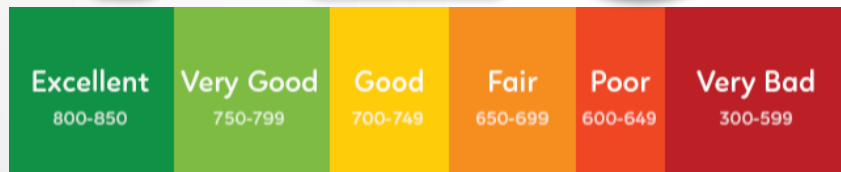
**Auto Loan**

**Credit Cars**

**Personal Loan**



720



Expect the lowest possible  
interest rates and best terms.

You will be eligible for most  
loans with good rates.

Only secured loans are given  
for people in this range.

**A Credit Score is a numeric expression that represents the creditworthiness of an individual.**

Typical application areas for credit score in the consumer market include:

- ✓ client segmentation and targeting
- ✓ credit limit assessment on credit cards
- ✓ auto loans and home mortgages
- ✓ quick loan approvals
- ✓ home equity loans
- ✓ mail catalog orders, marketing and promotions
- ✓ and a wide variety of personal loan products

# Usage Overview - Application of myScore™

The FICO-Score was designed to be effective at identifying good credit prospects and reduce credit losses in account acquisition, application screening, and account management for consumer accounts.



## **New applicant screening and Account Acquisition**

- Approving/declining new applicants
- Establishing deposit amounts
- Assigning credit limits
- Risk-based pricing



## **Account management**

- Authorization management
- Credit lines/credit line management
- Risk-based pricing
- Re-issue
- Collections



## **Employment or Job Hiring**

- Employers may check applicant's relative creditworthiness during job hiring

# Approve and Decline Decisions in a Custom Application Scoring Environment



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.

APPLICATION CUSTOM SCORE

Above cut-off  
Near cut-off  
Below cut-off

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

*“likelihood to pay”*

As evaluated by the  
bureau score

*“ability to pay”*

As evaluated by current  
method or system

INCOME

Low

Marginal

High

Low  
(high risk)

myScore™

Medium  
(medium risk)

High  
(low risk)

VERY SMALL LOW  
AMOUNT

SMALL LOAN AMOUNT

MEDIUM LOW AMOUNT

SMALL LOAN AMOUNT

MEDIUM LOW AMOUNT

LARGE AMOUNT

MEDIUM LOW AMOUNT

LARGE LOAN AMOUNT

VERY LARGE AMOUNT



## Special Accessing Entity for Credit Information



The Credit Information Corporation (CIC) is a government-owned and controlled corporation that is envisioned to be the leading provider of independent, reliable and accurate credit information in the Philippines.

CIC was created in 2008 by virtue of Republic Act. No. 9510, otherwise known as the Credit Information System Act (CISA).

# Update on the CIBI Assistance Program

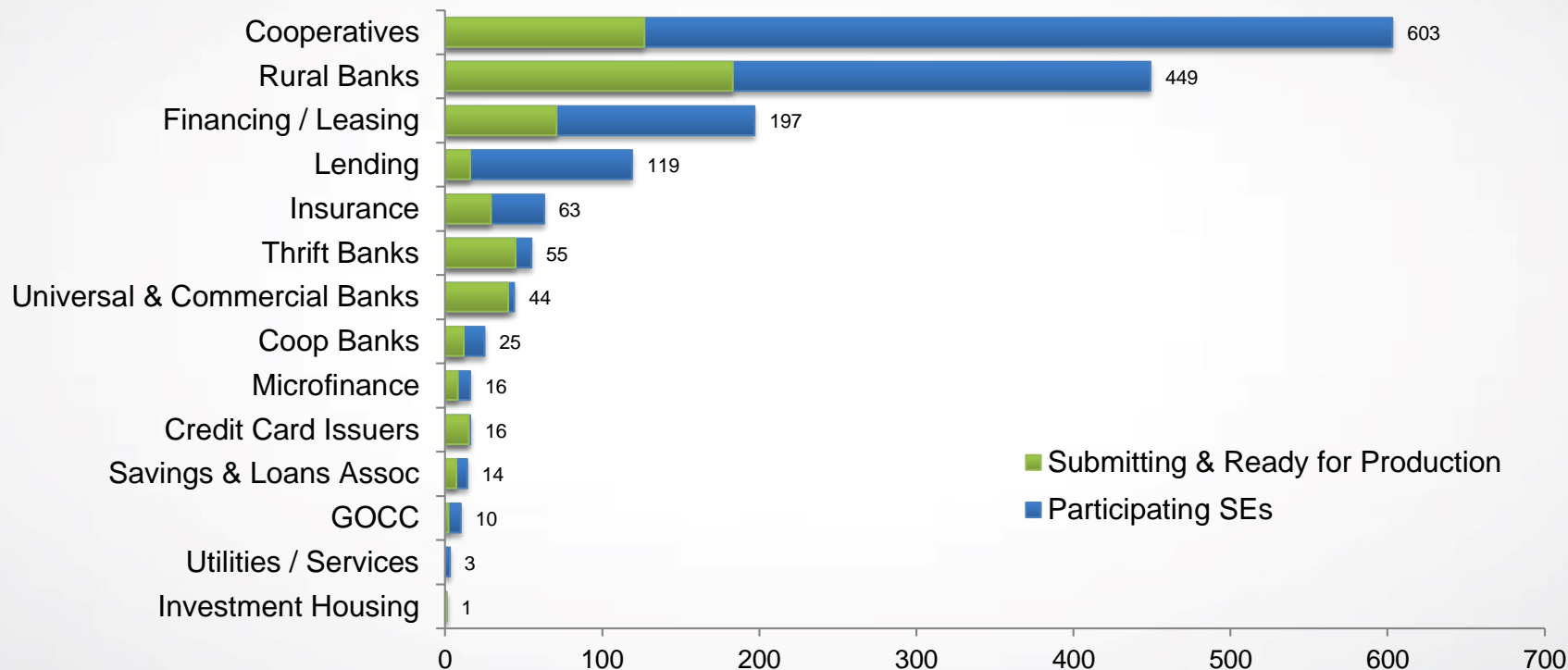
Compliance Stage	No. of RB's	Support Requirement
Initial communication on CIC Compliance	12	Promote Program across members / employees
Undergone – Technical Training	6	Group Classroom Training - Federation / Area Level
Registration	1	Dedicated remote support team based on specific need or requirement of the RB
Data Assessment / Preparation	7	
1st Test File submission	2	
2nd Test File submission	2	
3rd Test File submission	1	
Candidate for Production	4	
Validation of Credit Report	5	
For Submission to Production	11	
Currently submitting in Production	4	Monitoring of successful submission
	55	



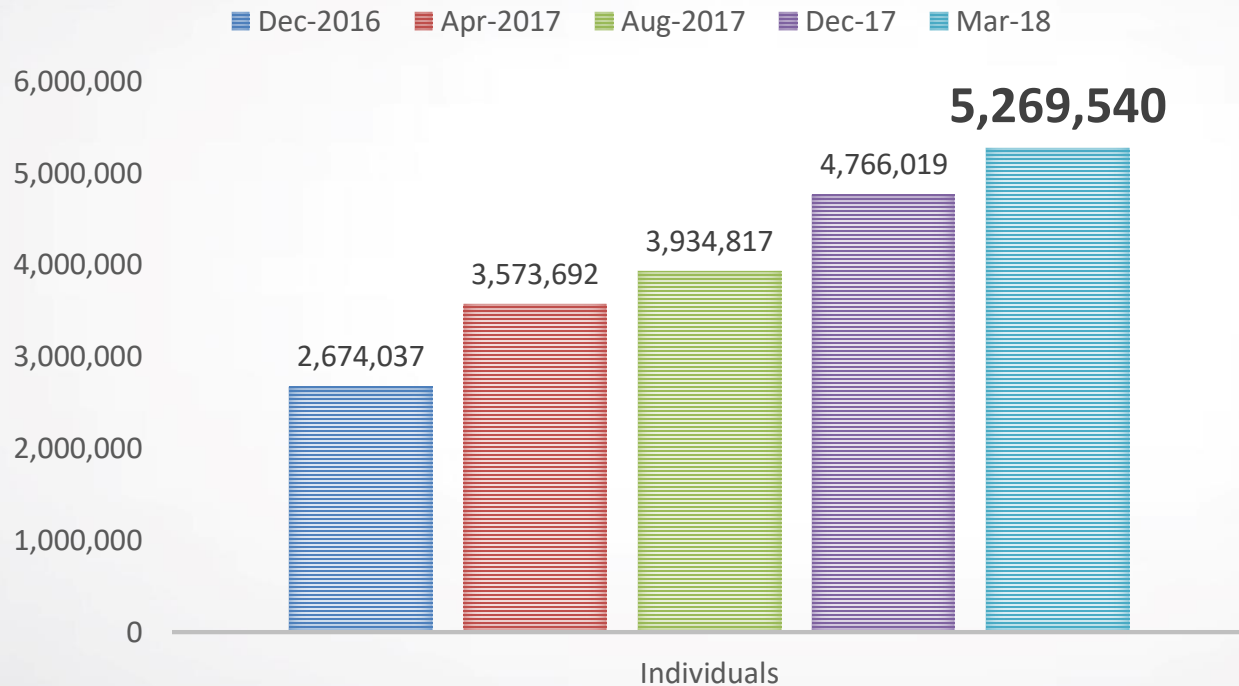
*Insights from CIC*  
*Anonymized Data as of March 2018*



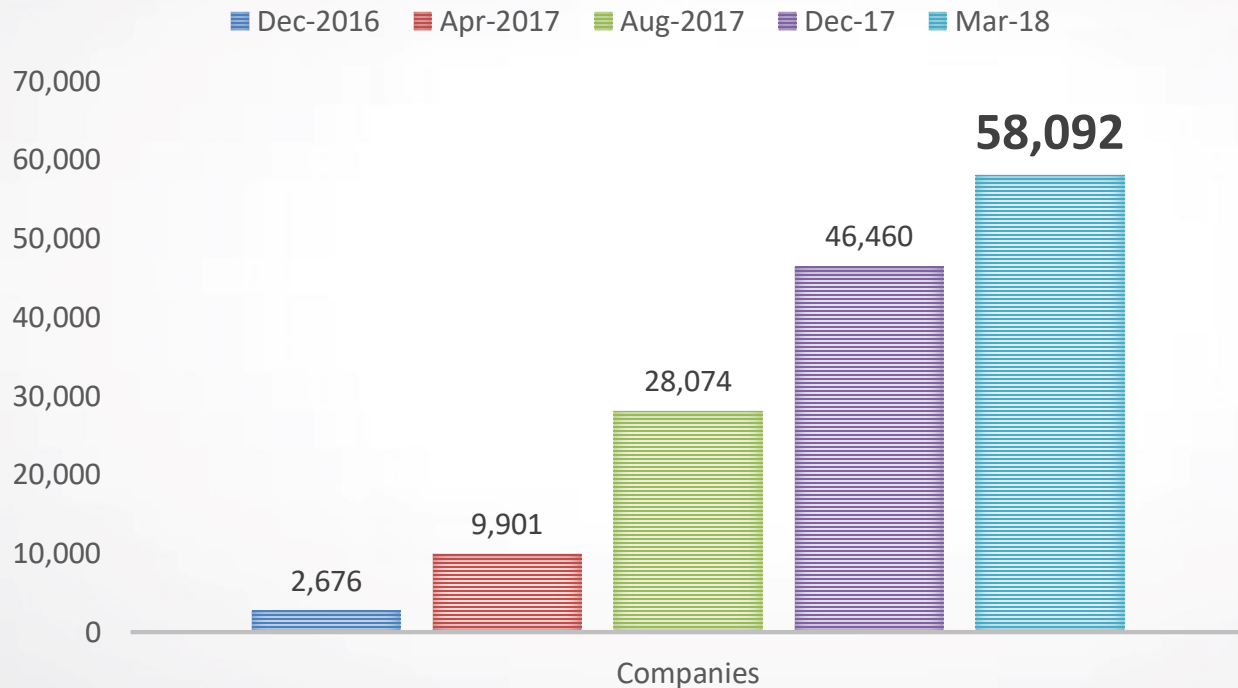
# No. of Participating SEs



# No. of Data Subjects - INDIVIDUALS



# No. of Data Subjects - COMPANY





# Number of Contracts per Data Subject

Max No. of Contracts	Batch 6 (as of Mar 2018)	
	No of Subjects	Percent to Total Subjects
1	2,507,788	49.70%
2	1,106,895	21.90%
3	517,571	10.30%
4	294,582	5.80%
5	183,517	3.60%
6	123,125	2.40%
7	81,962	1.60%
8	57,807	1.10%
9	40,935	0.80%
10	30,048	0.60%
>10	102,005	2.00%

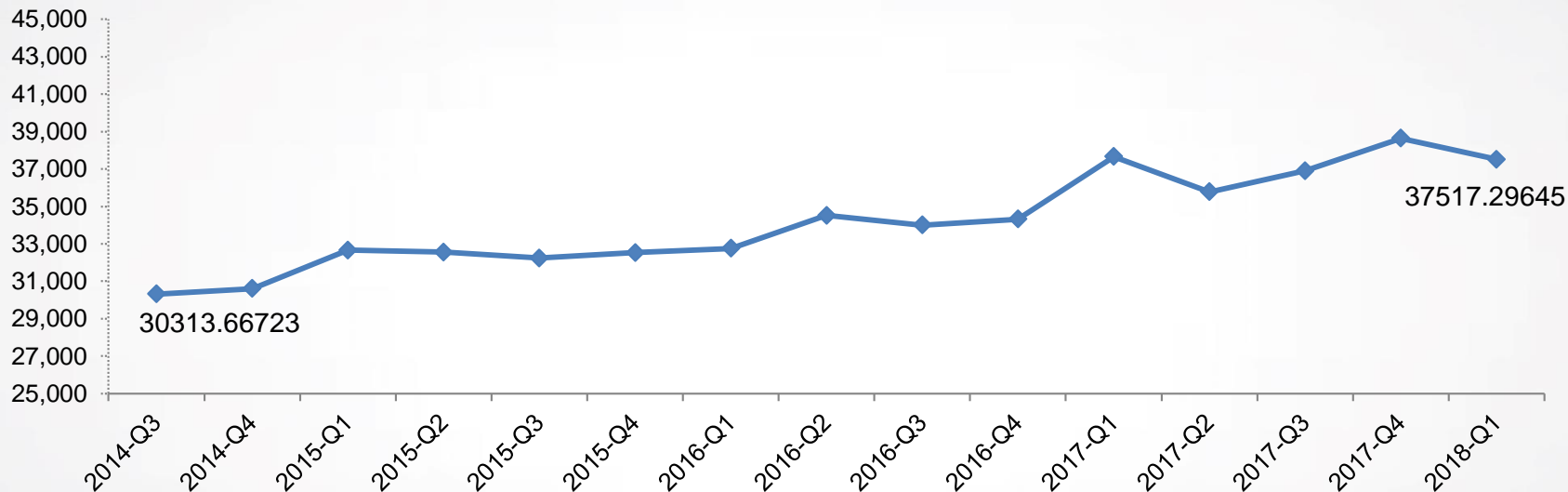
# Breakdown of Payment Data by Credit Type

## Number of Monthly Payment Records by Credit Type

Credit Type	Dec-17		Mar-18		% Change
	Count	% to Total	Count	% to Total	
Credit Cards	73,199,276	86.7%	96,411,484	85.0%	31.7%
Installments	10,460,200	12.4%	16,076,817	14.2%	53.7%
Business Loans	739,803	0.9%	1,002,682	0.9%	35.5%
<b>Total</b>	<b>84,399,279</b>		<b>113,490,983</b>		

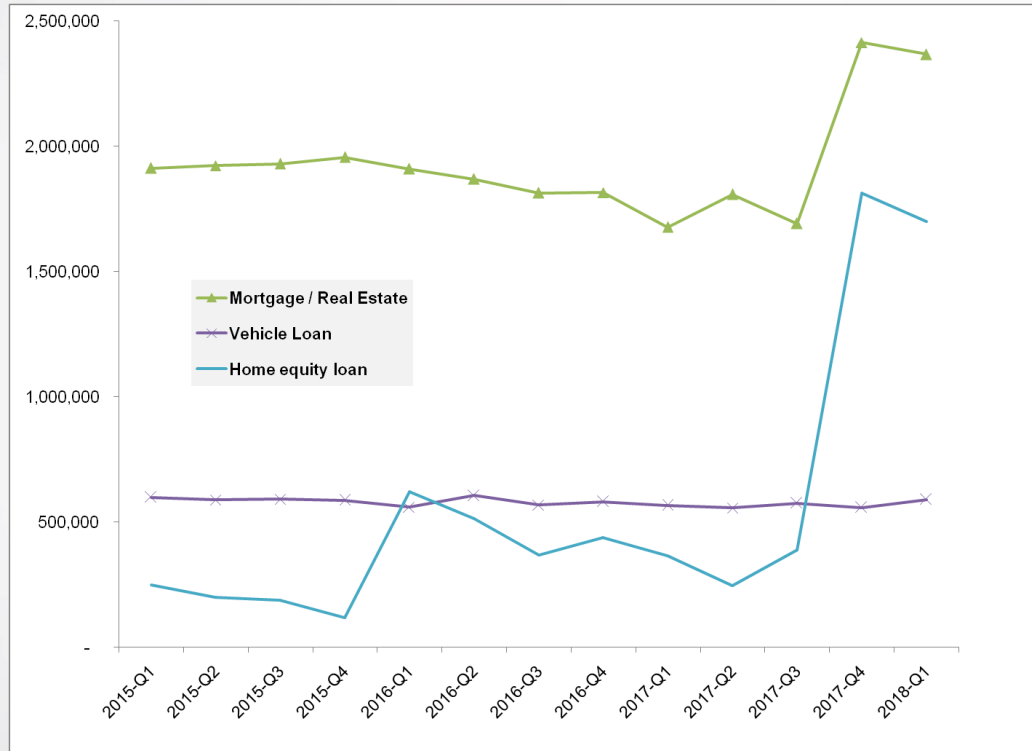
# Average credit card debt per consumer

## Average Outstanding Balance



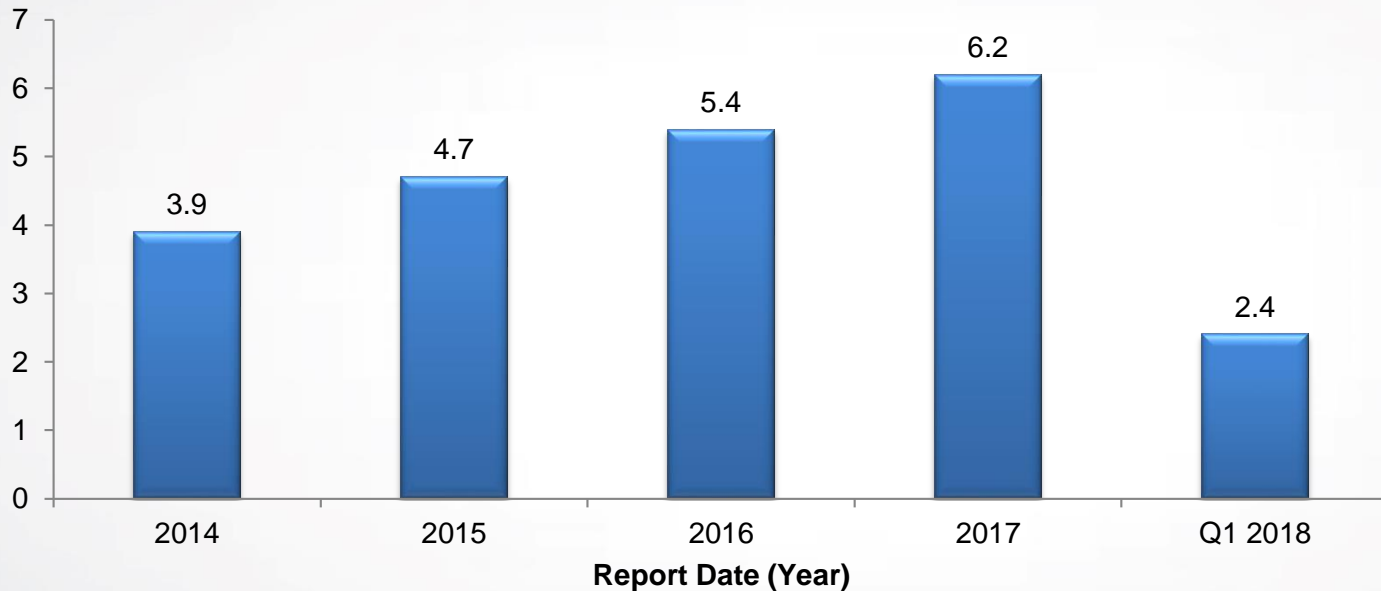
- Credit card balances retained their growth momentum through Q1 2018.
- The average Quarter-on-Quarter growth rate in balances is 1.61%, which reflects a very thin growth potential for the cards market.

# Average balance for consumer loans



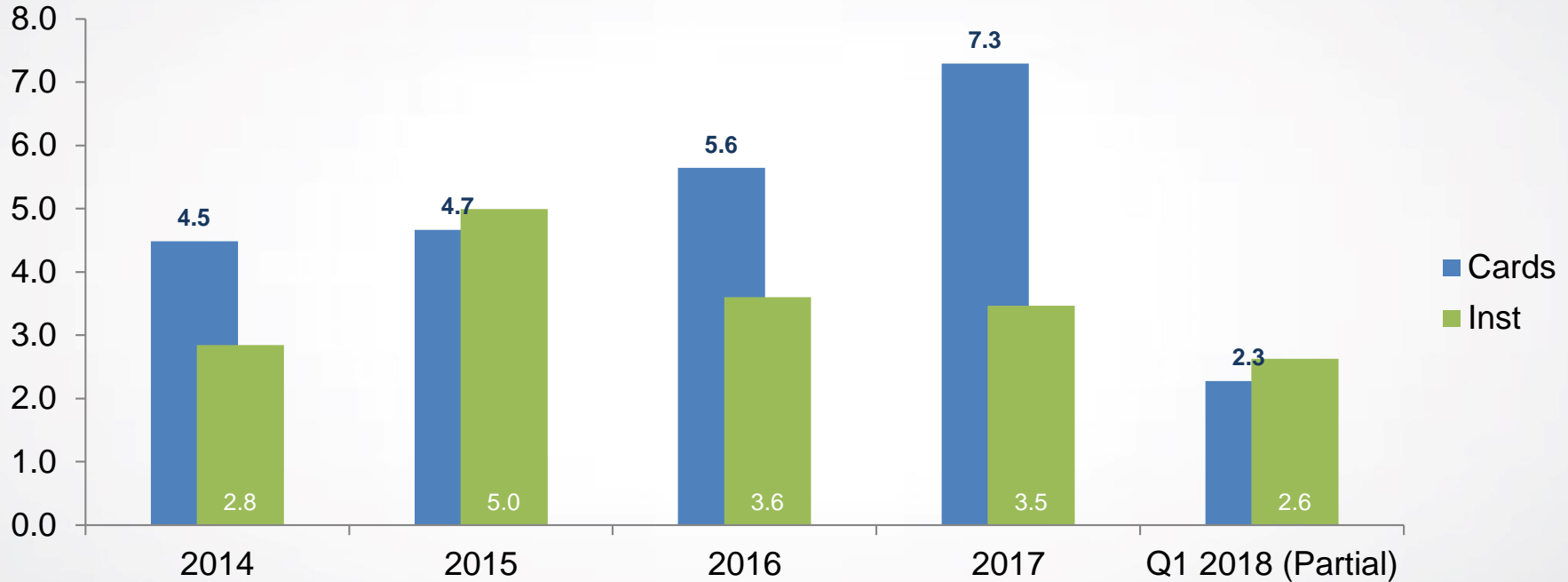
- The average auto loan balance is around P585K.
- The spike in mortgage and home equity loans might be due to the influx of newly booked accounts in the recent period. These new loans carry very large balances.

# Average Number of Payment Transactions per Consumer



- Steady increase in the number of payments data being submitted to CIC.
- In terms of scoring, we need at least 6 months of credit history to generate a reliable score.

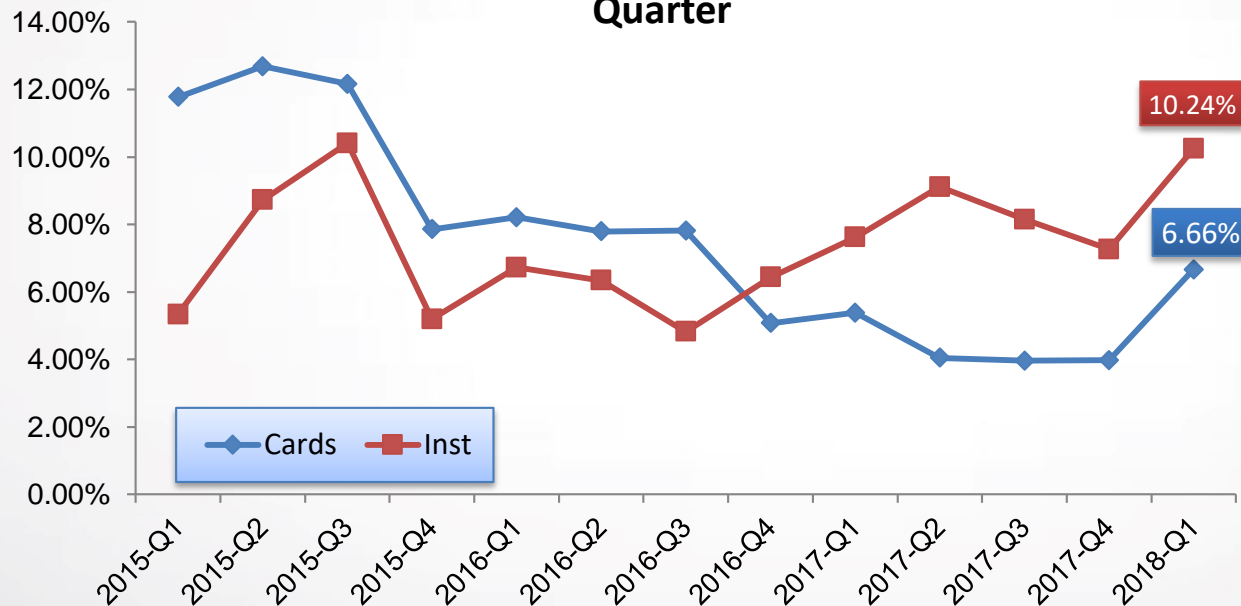
# Average Number of Payment Transaction per Consumer: Cards vs. Installment Loans





# Delinquency Trends

**Non-Performing Loans Ratio (Worst 90+ Days Past Due) per Quarter**



- Serious delinquency rate rose significantly in Q1 2018 which might be due to current macroeconomic factors like higher interest rates, higher inflation and currency risk.

# Leverage on the strengths & expertise of CIBI and its partners



# Contact Details

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## **Miguel Marquez**

Vice President, Head of Sales for Credit Bureau

e: [mmarquez@cibi.com.ph](mailto:mmarquez@cibi.com.ph)

m: +63 917 808 5278

p: +63 2 819 2424 (CIBI) loc. 822

## **Marvin Lorilla**

Senior Sales Manager for Credit Bureau

e: [mlorilla@cibi.com.ph](mailto:mlorilla@cibi.com.ph)

m: +63 917 8091110

p: +63 2 819 2424 (CIBI) loc. 897