

Early Risk Score

Its time to go beyond.
Uncover the truth.

A comprehensive score that helps you take informed lending decisions.

TransUnion CIBIL Early Risk Score (ERS) leverages the power of trended credit data and identity attributes that helps validates payment intent, out-of-pattern behaviors and early defaults. By combining advanced analytics, historical data analysis, our solution helps you identify customer's payment intent and default behavior at the time of loan online enquiries itself. This helps in striking the right balance between fighting application risk and taking informed lending decisions. ERS is effectively used for unsecured loans like Personal Loan and Consumer Durable Loans for informed disbursals.

The financial services industry is witnessing rapid digital growth, with an increased focus on customer journeys designed to reduce early defaults and deliver on meaningful intentions. This has sparked the need to validate the intent to pay as well as customer credit behavior checks that identify potentially risky applicants early in the onboarding process to drive efficiency.

To achieve this, the industry is focusing on efficient lending decisions through early identification of delinquency and intent assessment.



Is identity being changed quite frequently?

Data source: TransUnion Consumer.

Identity attributes: Address change and contactability change.



Is the tradeline behavior disciplined?

Data source: TransUnion Consumer.

Credit Attributes: Unsecured loan enquiries counts and frequency of the borrower.

How Early Risk Score works?



Efficient lending decisions through early identification of delinquency and intent assessment.



Enquiries: Online enquiries for unsecured loans like personal and consumer durable loans are evaluated to compute the Early Risk Score.



Account Management: Monitor customer enquiries on an ongoing basis to identify any delinquency related behaviors.

1.

> Members enquiry information sent to TransUnion CIBIL.

2.

> Based on the type of enquiry, ERS is calculated using advanced data modelling techniques and combining multiple data sources.

3.

> Members obtain ERS along with CreditVision Score (if applied for).

How does this solution help members?

1

Identify early delinquencies.

Helps identify early delinquencies by assessing the credit behaviour of the member.

2

Identify intent to pay and customer behaviour.

Helps identify payment intent via checking the identity insights like address changes, contactibility match.

3

Helps make informed lending decision.

Helps make informed lending decisions by identifying out of pattern behaviour at onset of accounts management.

4

Improves profitability.

Predictive insights help identify good customers for better experiences that build loyalty and lifetime value.