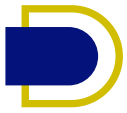




**CUSTOMER
NON-FINANCIAL
CREDIT SCORING SOLUTION**

Make Solid Credit Decisions to Deliver Faster,
Accurate, and Reliable Scoring



Introduction

Credit scoring improves the speed and consistency of loan application processes and enables lending companies to automate their lending processes. In this case, credit scoring reduces human involvement in credit evaluation and lowers the cost of credit delivery. Furthermore, financial institutions can quantify the risks associated with granting credit to a specific applicant in a shorter period of time by using credit scores.

According to the Global Findex Report of 2017, India has the second largest unbanked population at 190 million people. Due to this, it is challenging to carry out a credit evaluation exercise for these people. The unbanked and impoverished are significantly affected socioeconomically by financial exclusion. Additionally, a lot of people with bank accounts face credit restrictions or pay more for a variety of reasons. They could struggle to prove their income or have unfavourable marks on their credit score, such as a history of late payments. This highlights the importance of developing credit scoring models that make use of non-financial data sources, such as mobile applications.

For instance, a unique data source that can be successfully used is mobile usage data. Data on mobile phone use is a reliable alternative source for credit rating.

The average credit score of Indians stood at 715 in financial year 2021-22.

Source - OneScore

Over 160 million consumers were considered being credit underserved in India.

Source - TransUnion





NEC's AI-Enabled Non-Financial Credit Scoring Solution

NEC presents an Artificial Intelligence powered credit scoring solution that enables credit lines for the unbanked faster, less expensive, and more creditworthy. The use of mobile phones to predict people's personalities is a result of advancements in data collection, machine learning, and a computational social science that have made it possible to infer various psychological states and traits based on how people use their cell phones daily.⁴

Our system employs behavioural factors related to telecom and other data to build credit scoring. This technique is based on factors that are widely available and easily traceable. This information is derived from smartphones & telecom network data such as contact lists, call logs, SMS logs, internet usage, GPS data, and monthly spending trends, social, financial, and OTT app usage, among other sources.



Benefits of Non-Financial Credit Scoring Solution



A huge untapped market



The lender can potentially expand the credit



Policy implication for governments



Improve profitability



Discover patterns for worthy customers



Reduce risks





Our Approach



Analyze

In the first step, we collect the Telco data covering all the relevant information, like Call detail record data, Mobile Application data, Customer Demography data, Service type Details, and Payment Details.



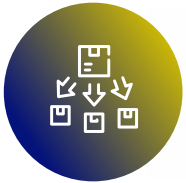
Build

After understanding and performing calculated data pre-processing steps, we utilize machine learning algorithms to build an intelligent predictive credit defaulter system.



Integrate

Once we build the software, it is integrated into your system, which provides user-level credit default prediction and the best parameters which can describe it efficiently.



Testing, Enhancement, and Deployment

Our specialized team will test the software for different users with different demographic groups in telecom, and the detected issues are fixed to enable flawless and robust deployment.



Support

Continuous support and monitoring are performed.



Why Non-Financial Credit Scoring?



Our solution can predict the worthiness of users.



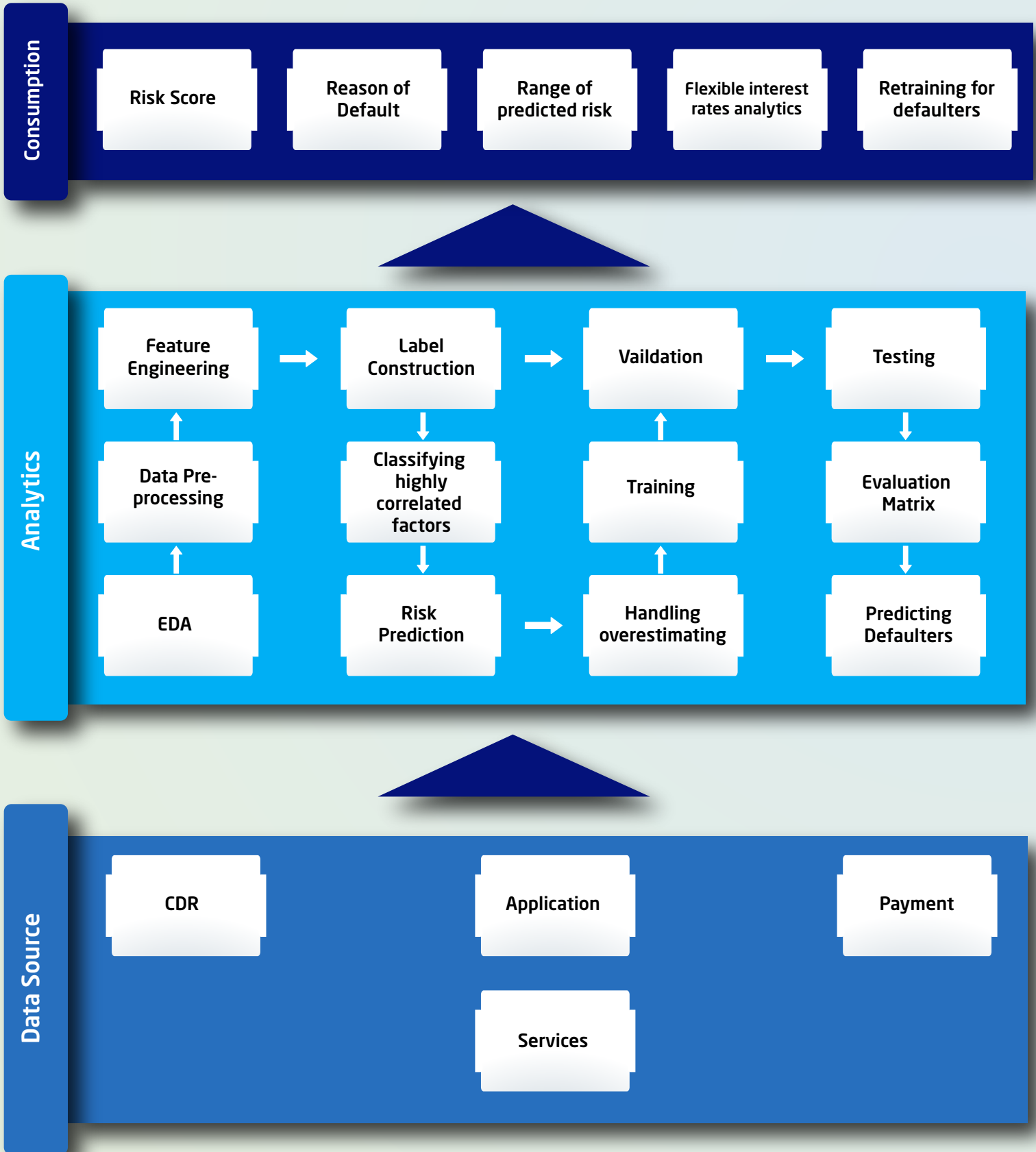
Predict the actual percentage risk associated with a user.



Potentially expand credit to the traditionally underserved.



Our Work Flow



Why NEC?

NEC is a leader in the integration of IT and network technologies and brings more than 120 years of expertise in technological innovation to provide solutions for empowering people, businesses, and society. We possess deep expertise in the design and implementation of Non-Financial Credit Scoring solutions that leverage the most innovative AI and Big Data techniques to help you predict the risk associated with each customer and lenders proactively to provide flexible interest rates as per their risk level.

We work by analyzing your current practices and technologies to identify the bottlenecks that need to be addressed to reduce losses due to and failure of customers to repay their loans. Our mission is to improve the credit scoring system by using Non-Financial data.

Capabilities on Technology Stack

Core business experience combined with domain and technical expertise with evolving tools and technologies.

Skilled Workforce

In-house business & domain experts

-  Data Stewards
-  Data Scientist
-  Big Data Engineers
-  Architects
-  Consultants & Data Analysts

Domain Expertise

Solving Complex Data Challenges
Myriad of Successful Analytics Projects

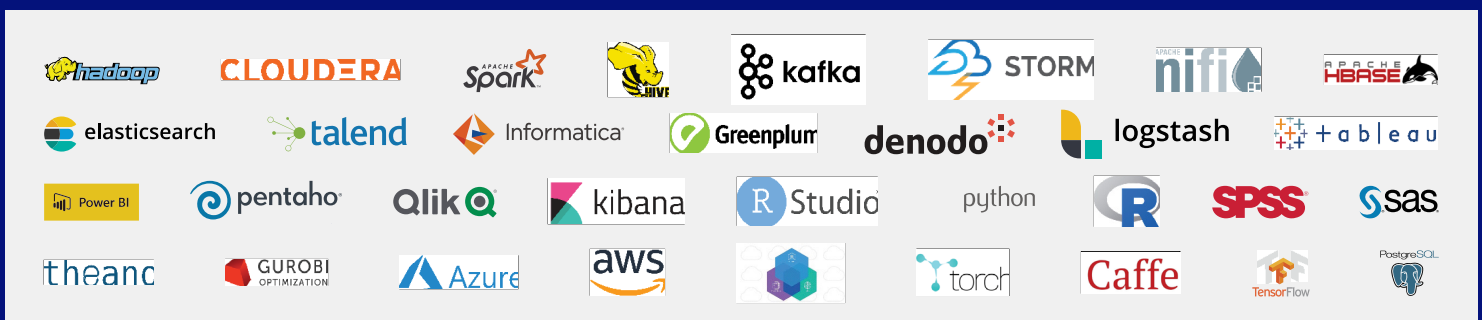
Dedicated Analytics Research Labs
Work for Solutions for Societies

Robust Partner Ecosystem



Strong Partnership & Alliance Across Data Platforms & Analytics Solutions

Technology Partners



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