

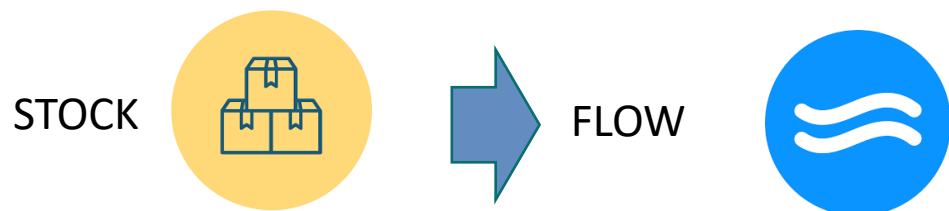
Applied Intelligence for Guarantee schemes Taking advantage of digitalization



Settembre 2021

Segmentation

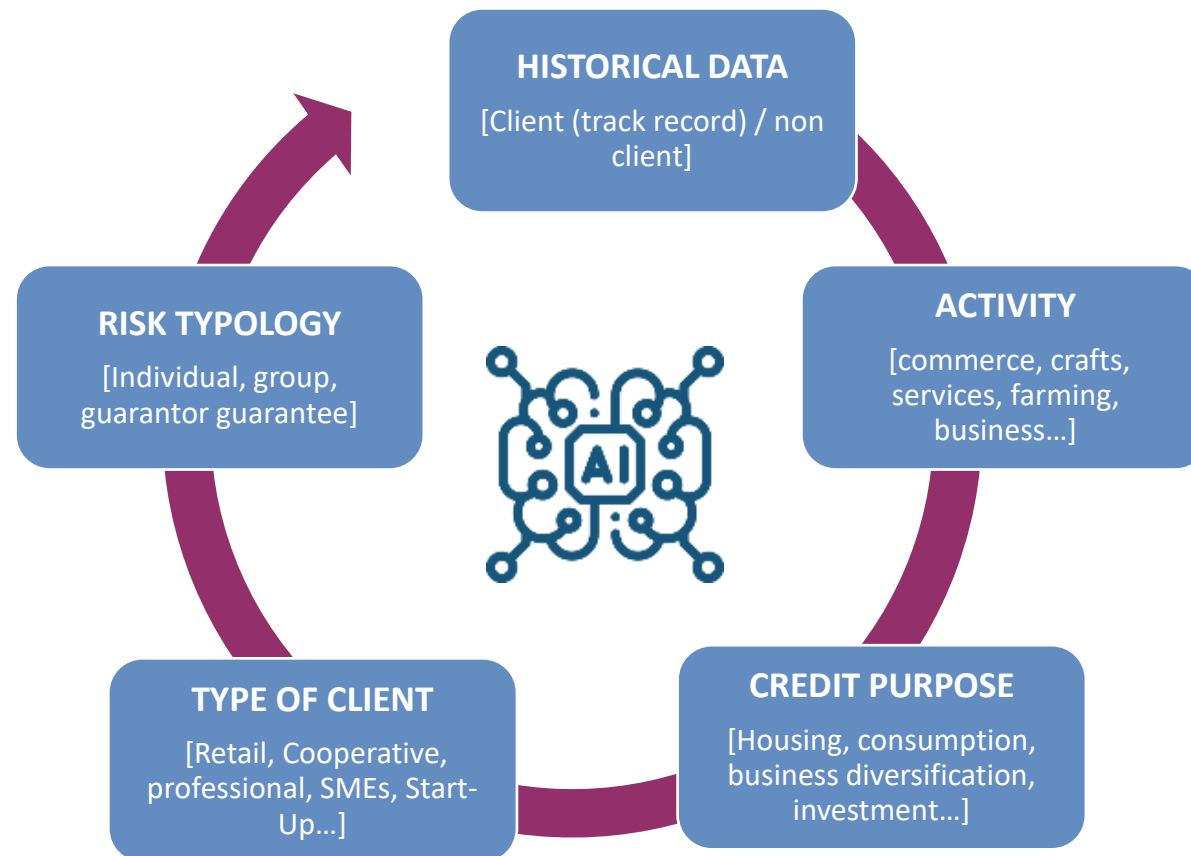
Data availability and analysis



Exploring existing and historical data, we list the different nature of available information that we could potentially integrate for modeling, if it shows enough risk discrimination.

These data could be internal (from the entity or a Group of them) or external (credit bureau, registry, central bank, census...).

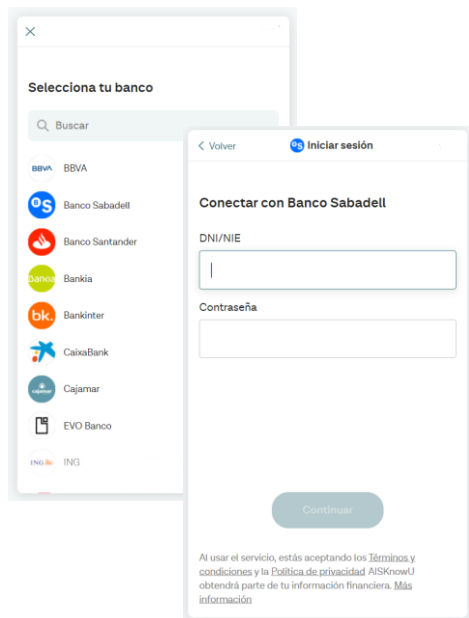
Then we develop the suitable applicant procedure and questionnaire for best risk appreciation and better evaluation purpose.



New business models

Scrapping the banking accounts

1. Business needs to be sustainable and profitable.
2. Our experience shows that millennials are open banking friendly.
3. We experimented better results: **fast and cheaper approach.**



Scrapping accounts
53%

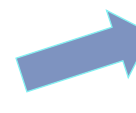
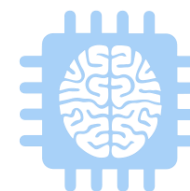


47%
Manual data entry



Applicant choice

AIS KnowU



45% approval



55% deny



Conversion results



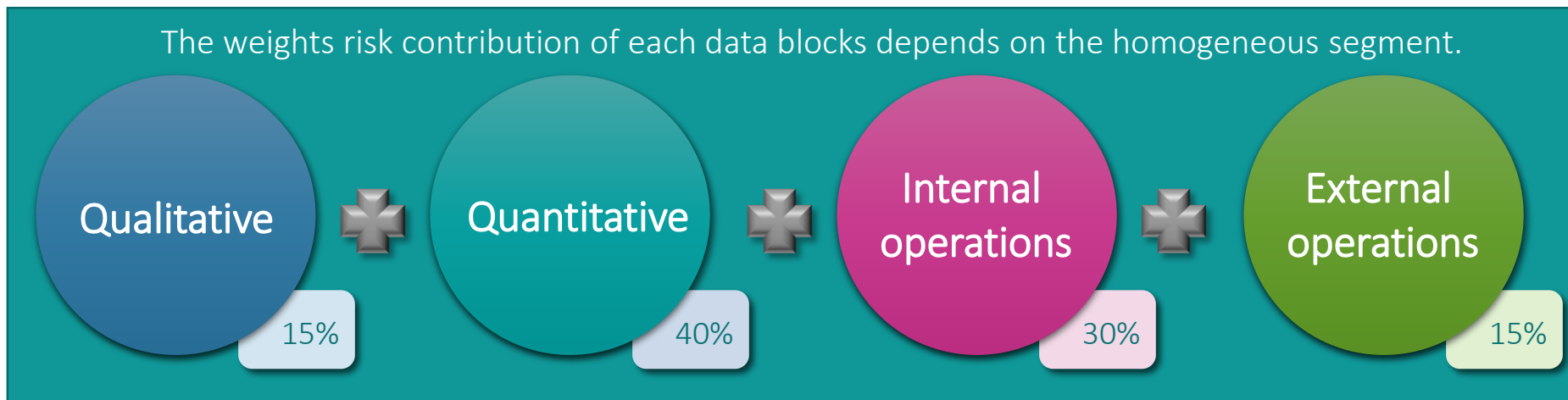
20% approval



80% deny

Gradient Boosting versus Logistic Regression

Benchmark



Rating - Spain

		<u>LR</u>	<u>GB</u>
Micro	Gini	71%	84%
SE	Gini	72%	83%
ME	Gini	65%	74%



Behavioral – Peru

RL model Gini 55%
 ML model (ISO variables) Gini 74%
 ML model and additional variables
 Gini 92%



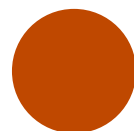
Bureau - Argentina

+ 20 pp (+ 44%) additional volume approved with the same default rate.
 - 4 pp (-18%) reduction of default maintaining the same volume of production



AVM - Chili

81% of real estate properties with a margin of error of +/- 15%



Fraud - Morocco

700 loans application detected

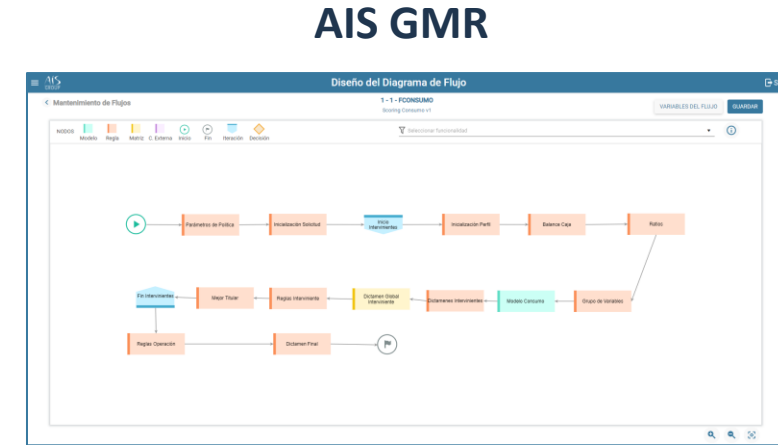
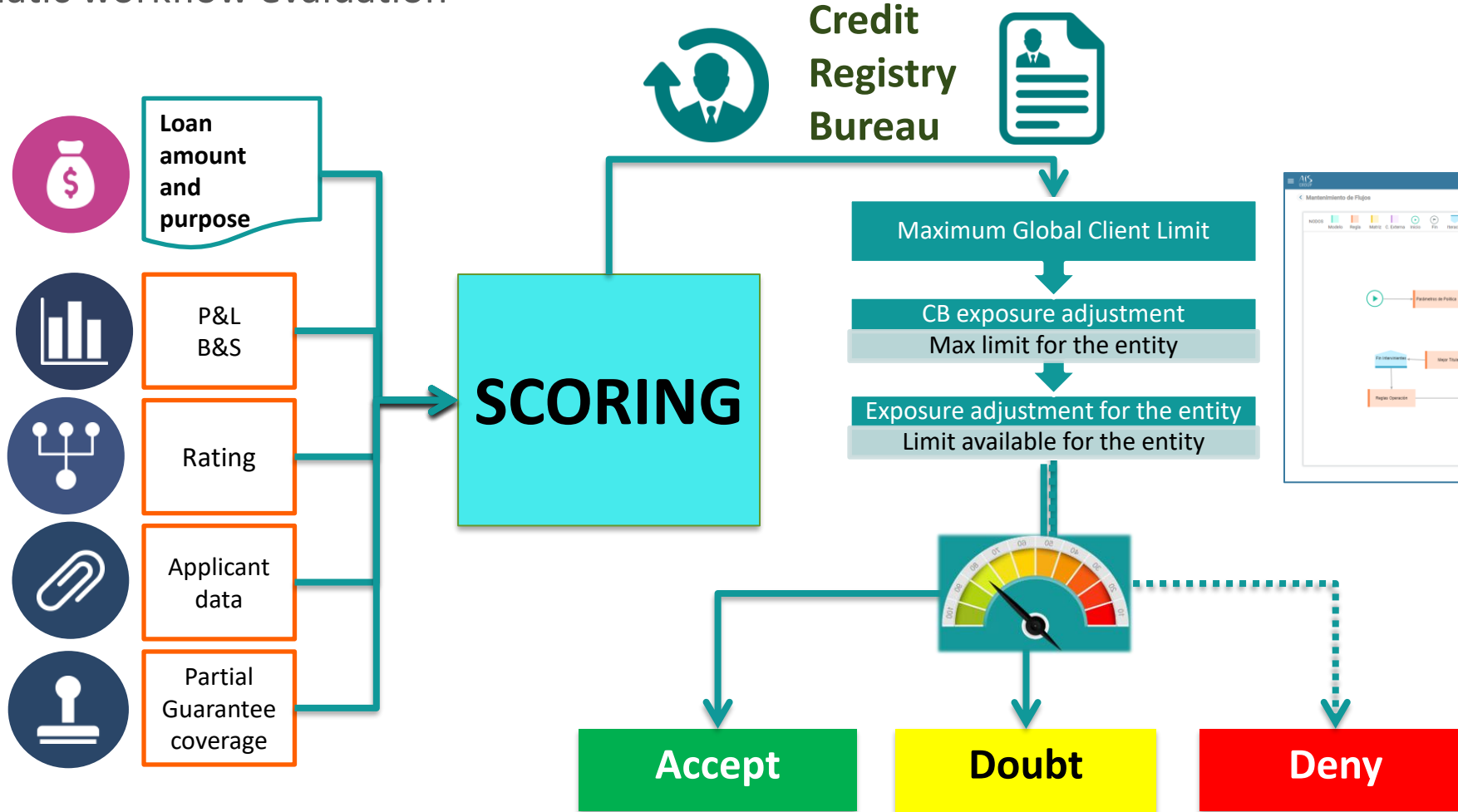


Microfinance - Morocco

25% of improvement with new ML comparing to existing LR models

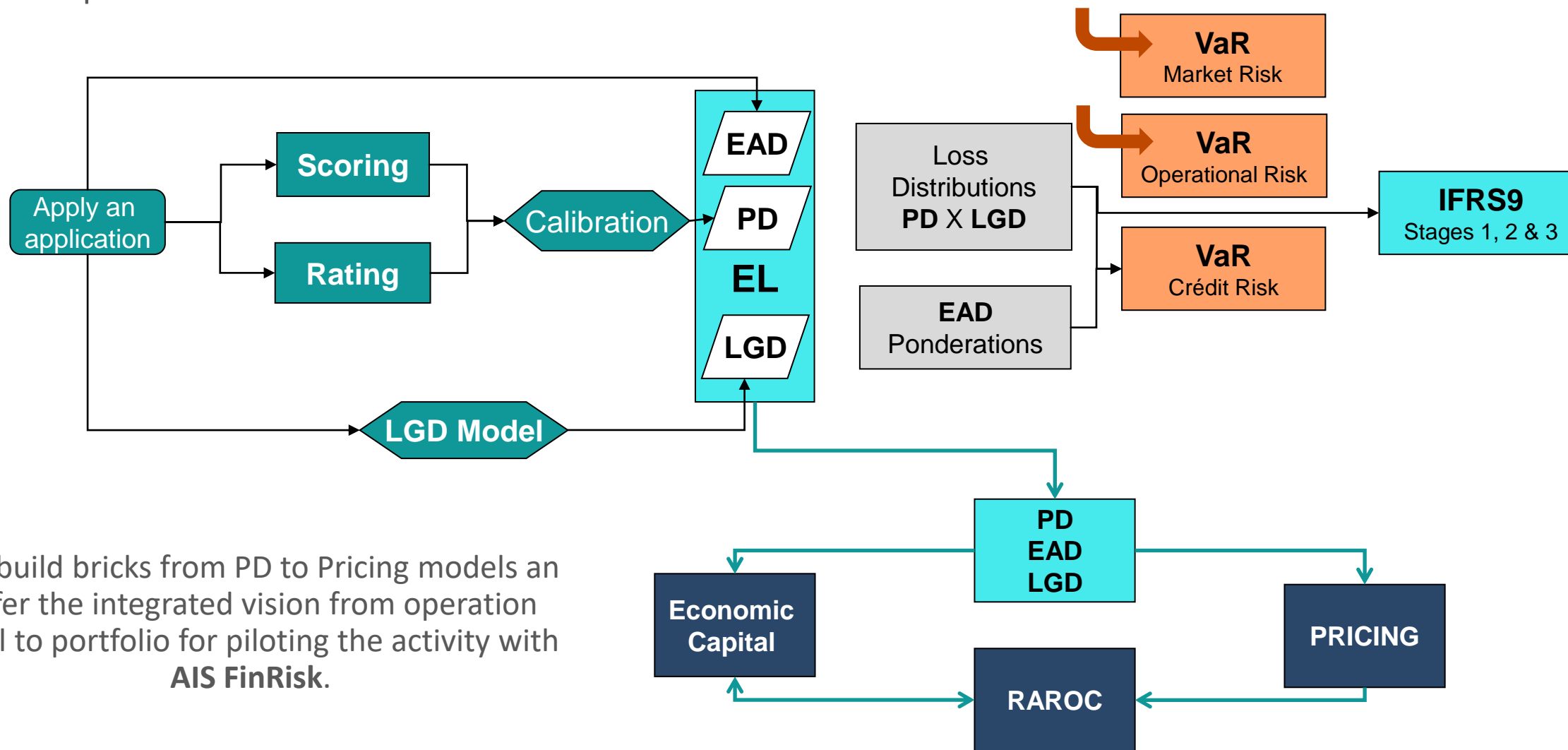
Rules orchestration

Automatic workflow evaluation



Portfolio KPI & KRI

Basel compliance



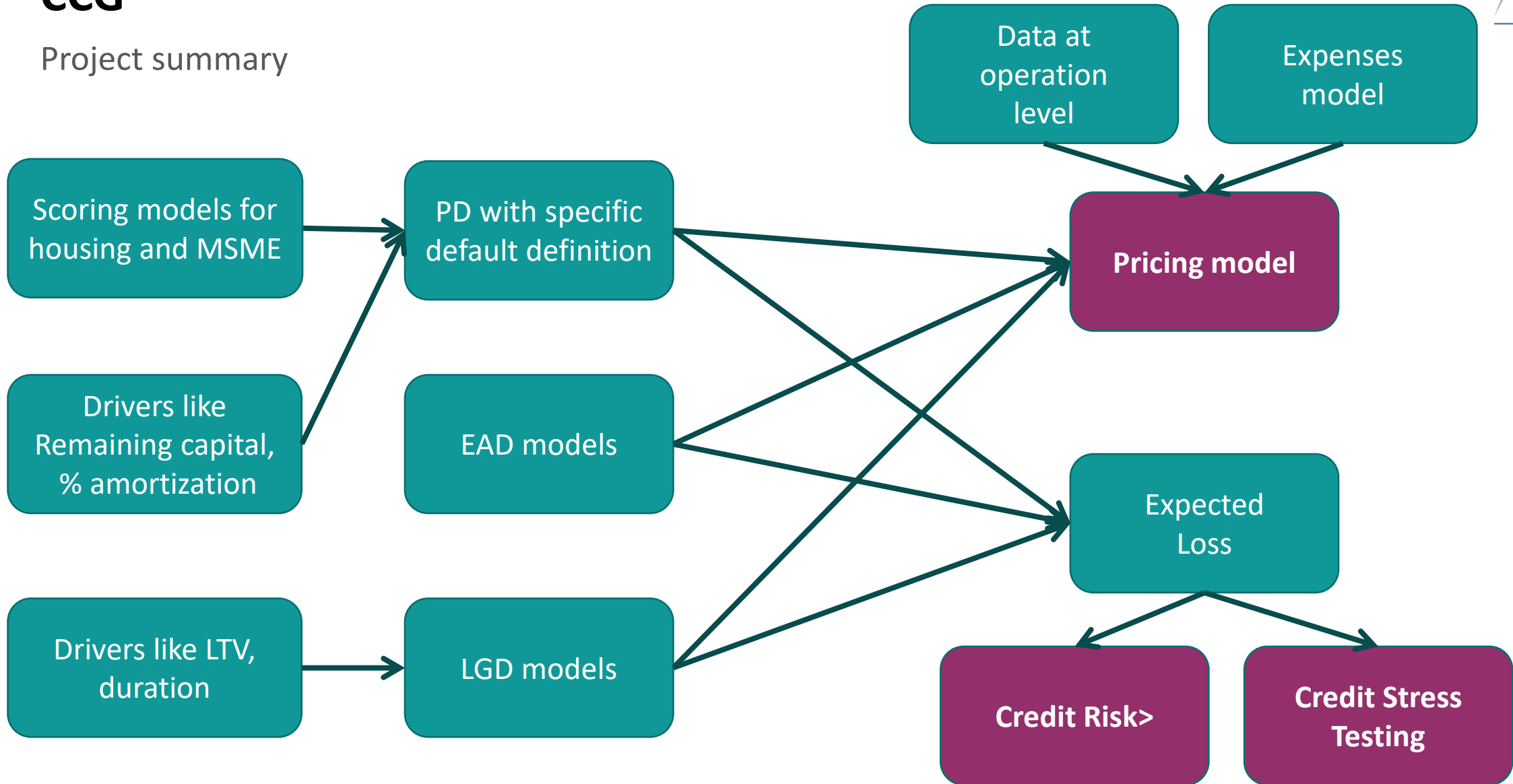
We build bricks from PD to Pricing models and offer the integrated vision from operation level to portfolio for piloting the activity with AIS FinRisk.

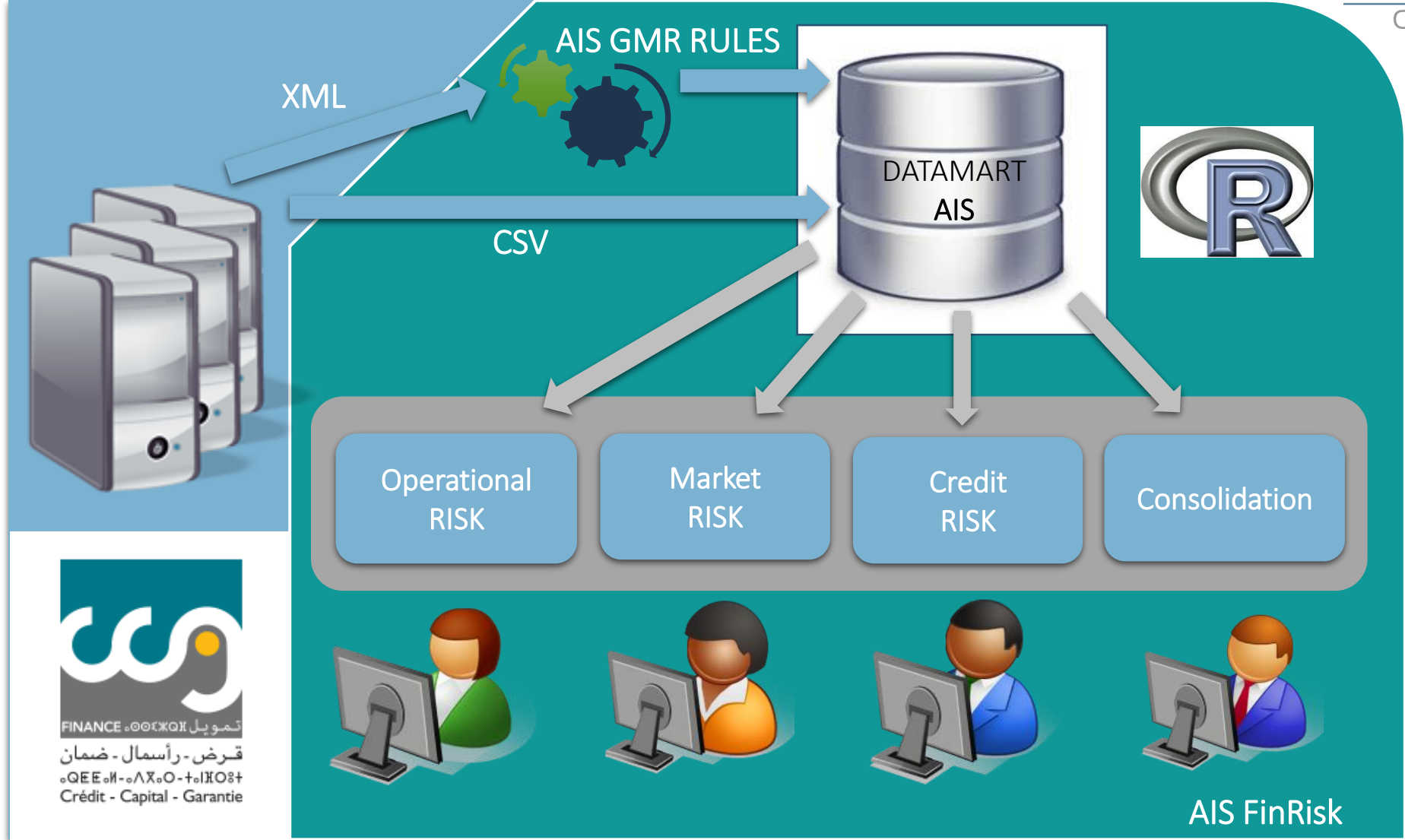
AIS GMR Plus
Model Designer

Moroccan CGS expertise

AIS
GROUP

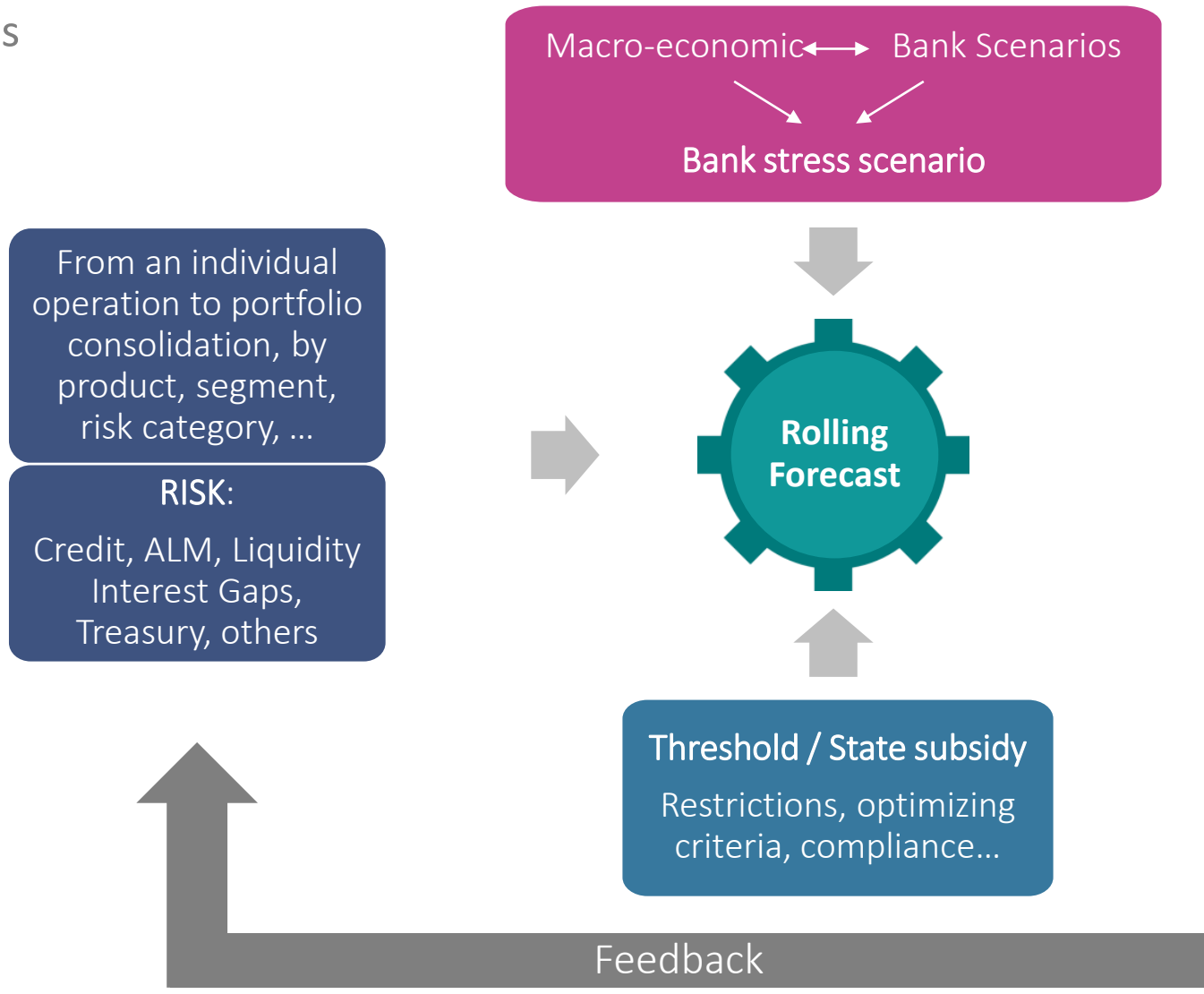






AIS FinRISK

Components



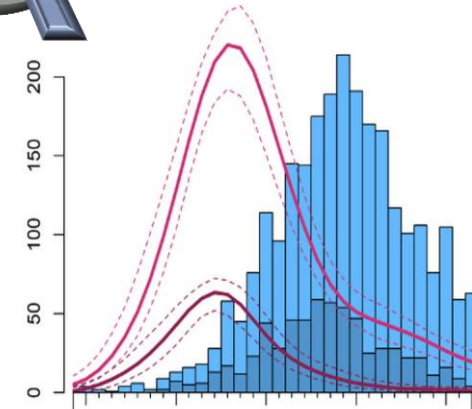
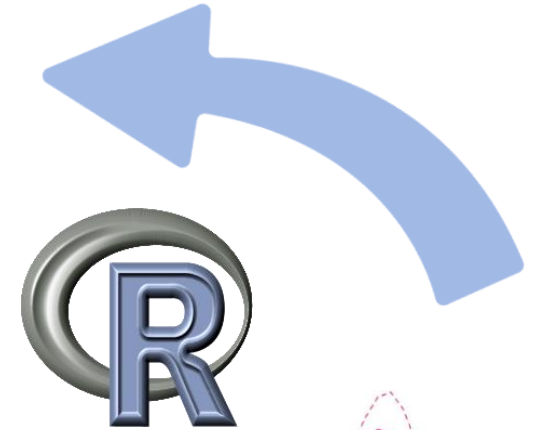
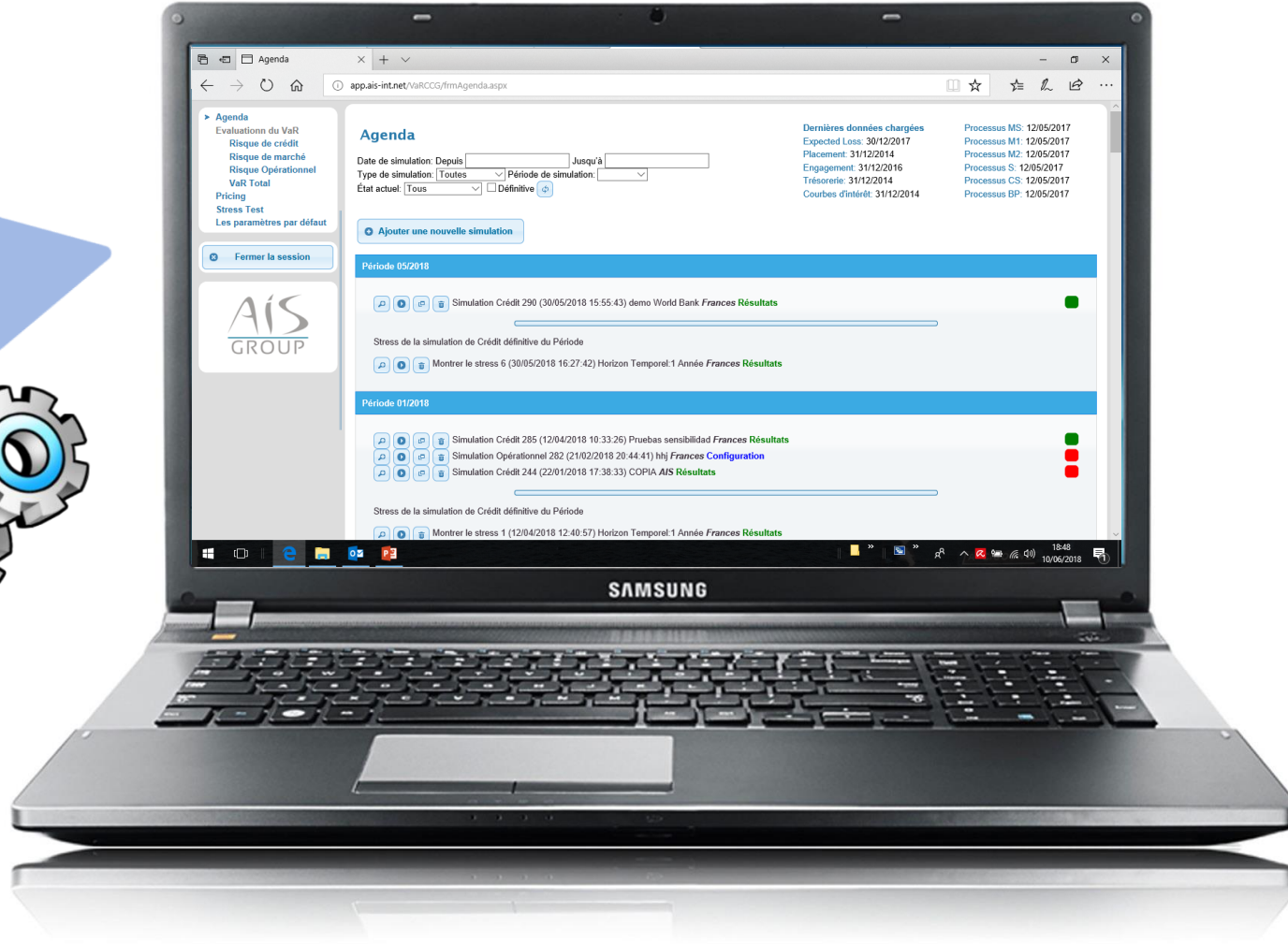
- P&L - B&S
- Credit risk
- Market risk
- Operational risk
- PD, LGD, EL, UL, Regulatory capital...
- PRICING/K factor
- Bank value, VAR...
- Assets allocation

AIS FinRisk

Portfolio simulation and piloting



Bank SI



Intelligent decisions

Diputació, 246
08007 Barcelona
Spain - EU
Tel: +34 93 414 35 34
www.ais-int.com

daniel.torrents@ais-int.com