LexisNexis®
RISK SOLUTIONS

Drive up performance and profitability throughout the auto lending life cycle with LexisNexis® Risk Solutions

Optimize omnichannel auto lending with actionable consumer intelligence and targeted analytics

Automation and responsive risk management are integral parts of a successful automotive lending strategy as organizations navigate the performance pressures of accelerated digitalization, economic volatility, today's complex consumer credit climate and evolving fraud threats. Global auto ecommerce sales are expected to reach 25% of total ecommerce sales by 2025.[1] A recent study also indicates 64% of car buyers want to handle more of their purchase online compared to the last time they purchased a vehicle.[2] Consumers expect a consistently efficient end-to-end auto purchasing journey: from digital retailing and shopping, to financing and indirect lending and beyond. LexisNexis® Risk Solutions combines unique consumer perspective with responsive tools and dynamic technologies to enable auto lenders to prioritize seamless lending experiences in a branch, online or at the dealership while protecting against risk and optimizing loan profitability.

Prioritize exceptional buying experiences while protecting loan performance

Our solutions leverage expansive risk intelligence, advanced analytics and innovative technologies to create a more comprehensive consumer profile that enriches decision speed and efficacy across the entire lending ecosystem to support:

- Expedited pre-qualification, more precise customer profiling and segmentation
- Optimal application and portfolio data hygiene
- Trusted identity verification
- Upfront fraud prevention
- Informed employment and income verification
- Confident credit risk assessment powered by alternative data insights

- Competitive pricing strategies
- Stronger compliance
- Ongoing account management
- Focused collection strategies
- Increased payments efficiency
- Strategic monitoring of business risk

We help keep customer-centricity and profitable decisions at the forefront of an omnichannel auto purchasing experience. That is the reason that more than 80% of the top U.S. loan origination systems feature LexisNexis Risk Solutions decisioning tools and risk intelligence as part of their workflows.

Expedite and enhance experiences at every point of the automotive buying journey

Our solutions deliver competitive advantage by helping you make faster, more accurate decisions that move your business forward in today's marketplace. Confidently keep the customer first by increasing auto-decision rates and reducing delays tied to stipulations. Minimize unnecessary friction created by siloed data to easily provide customized experiences at every touchpoint: from digital retailing to indirect lending interactions and more. Let us help unlock deeper perspective by seamlessly connecting to a more robust consumer profile augmented with relevant details and real-time, predictive insights that drive seamless, safer decisions and sustainable performance across the end-to-end lending journey.

Streamline pre-qualification, customer profiling and segmentation
Accelerate pre-qualification processes, improve customer profiling and refine segmentation within scoring bands by connecting to a more current and more comprehensive consumer view. Our solutions provide unique and predictive alternative data insights on consumers to simplify pre-qualification, profiling and segmentation so you can enhance the application experience for consumers, make more competitive offers and enhance lending outcomes.

Improve application data efficacy
Optimize the quality of application data to help streamline key lending workflows and potentially uncover new opportunities. Our innovative solutions support data hygiene, enrichment and analytics across the lending life cycle. Increase data accuracy and prevent duplicate accounts by removing or correcting erroneous data. Make your application data work for you by leveraging our enterprise data management capabilities to organize and enrich siloed data sets and increase data transparency across your business.

Accelerate identity verification
Confidently complete KYC and CIP at the beginning of the lending relationship with more precise identity authentication and verification tools that help confirm consumer digital and physical identities without bringing unnecessary friction into the application experience. Fast-track identity decisions and minimize false positives with aggregated information from over 83 billion public and proprietary records that cover 95% of the U.S. adult population, including entities with limited credit and financial histories.

Prevent more fraud upfront
Proactively protect your portfolio against the impacts of fraud threats stemming from stolen identities, synthetic identities, income misrepresentation and fraud rings with our configurable and scalable solutions that connect your business to multi-dimensional physical, digital, behavioral and transactional risk intelligence. Our solutions also support Knowledge-

Based Authentication, behavioral biometrics, device binding and profiling, email authenticity verification, push notification, geolocation and one-time password capabilities to provide a layered approach to fraud risk mitigation. Our solutions are tailored to keep the focus on customer safety and seamless transactions at every touchpoint in the loan life cycle.

Verify listed employers and understand buying power

Avoid the impacts and potential losses stemming from an applicant misrepresenting employment or income. Our solutions offer expansive business coverage to help quickly confirm the validity of the business listed as an employer on the application. Our tools can also inform a deeper understanding of consumer buying power augmented with relevant details and real-time, predictive insights into education, professional licenses, life events and more.

Automate credit risk assessment with unique predictive insights

Expedite credit evaluations and confidently refine offers to optimize the balance between profitability and potential risk. Refine offer decisions and increase lift across the entire credit spectrum by strengthening segmentation within score bands by utilizing alternative data insights into consumer credit stability and asset availability that encompasses life events, liens and judgments and indicators of financial stability extending beyond the accounts evaluated in a traditional credit score.

Separate pricing strategies at scoring margins

Enhance pricing strategies even further by augmenting primary credit scores with alternative data to identify the nuances within a scoring band that enable you to capture more opportunities at more optimal terms to increase portfolio performance. Our solutions deliver a deeper consumer perspective built with alternative data and predictive attributes that complement the primary score to refine risk separation on scoring bands. Make competitive offers while increasing approval rates and reducing loss rates.

Support confident compliance across the loan life cycle

Meet multiple compliance demands by automating the workflows that keep your compliance program up-to-date and stay ahead of evolving credit regulations including FCRA, SCRA, ECOA and more, as well as anti-money laundering and sanctions requirements. Connect to robust consumer intelligence to simplify CIP and KYC processes and access relevant coverage of sanctions, PEPs and adverse media to fuel well-informed decisions that help prevent compliance risks from entering your portfolio. Our intuitive reporting features create a level of traceability that helps keep your business always-ready for regulatory audits and makes it easier to demonstrate decision rationales.

Simplify ongoing account management

Monitor account performance across the loan life cycle while staying prepared to identify customer changes that may diminish loan viability. Automate ongoing monitoring and protect portfolio performance with real-time predictive insights into life events or status changes that may impact the account by increasing delinquency probabilities or opening exposure to compliance or fraud risk.

Maximize recovery with more focused collection strategies

Improve collections productivity and profitability by strengthening segmentation to prioritize account placements by those more likely to pay. We offer tools to help ensure compliance with evolving regulations and support recovery and collections programs, covering everything from early-stage delinquency to effective litigation strategies and bankruptcy monitoring. Augment your collections strategy with alternative data insights that increase visibility into consumer credit risk attributes including available assets, public records, identity, stability and more so you can make effective account placements, build more efficiency into your recovery workflows and realize stronger results.

Manage payments efficiency

Take the complexity out of payments setup and processing by automatically verifying, correcting and enriching payment details and instructions against more current global banking data and compliance rules covering more than 200 countries.

Monitor business risk

Assess the creditworthiness of commercial clients, manage portfolio risks and make informed lending decisions with intuitive tools that provide essential insights and analytics for addressing commercial lending risk across the relationship. Simplify initial dealership risk assessment and ongoing monitoring of potential loan default and business risks, including ownership intelligence and performance attributes.

Concentrate on growing your lending portfolio with the advantage of proven industry leadership

Compression in the automotive marketplace, credit complexities, overlapping digital acceleration demands and growing fraud pressures must be answered with an agile lending strategy designed to optimize portfolio growth while nurturing deep levels of customer affinity. We recognize the balancing act you face every day between prioritizing customer experience and increasing portfolio profitability. Our team is here to help you identify the strongest consumer segments to target while also stopping fraud, compliance risks and delinquency risks from entering your lending ecosystem. Our purpose-driven solutions are built with industry-trusted risk intelligence and market-tested decision analytics to deliver the competitive advantage of:

Continuously updated consumer, business and asset insights from more than 13,000 public, proprietary and alternative data sources

Stronger predictive perspective into credit opportunities and risks across the credit spectrum – built from expansive coverage of nearly every U.S. consumer, including over 90% of applicants without a traditional credit score

Multi-dimensional digital, physical and behavioral identity intelligence to power real-time trust in your customers and the transactions they perform

Innovative technologies and automation to keep lending decisions and business workflows moving at the speed of commerce

The proven analytics expertise of our dedicated data science team continuously driving the creation of more actionable insights to support smarter, more profitable decisions

Our steadfast commitment to advanced information security and data privacy to protect safe customer experiences and preserve the security of your lending ecosystem

Confident levels of decision speed, precision and relevancy powered by, our proprietary LexID® advanced linking technology

Winning in the crowded automotive space starts with accelerating well-informed lending decisions that reinforce portfolio performance and raise the elegance of the automotive buying journey. Our solutions enable you to recognize viable opportunities and respond with personalized interactions that fuel revenue growth while protecting against portfolio risks at every point in the lending life cycle. Our experts can help customize an automotive lending strategy that reflects your growth goals, risk appetite and budget realities and is built to easily scale as your business expands. Let's start driving higher performance and stronger profitability into the end-to-end auto lending life cycle.

1.and 2. Da Silva, Paulo, "Transformation toward ecommerce in automotive retailing," Automotive News, March 28,2022, Transformation toward eCommerce in automotive retailing | Automotive News (autonews.com)

LexisNexis® RISK SOLUTIONS

For more information, call 800.957.7094

About LexisNexis Risk Solutions

LexisNexis® Risk Solutions harnesses the power of data and advanced analytics to provide insights that help businesses and governmental entities reduce risk and improve decisions to benefit people around the globe. We provide data and technology solutions for a wide range of industries including insurance, financial services, healthcare and government. Headquartered in metro Atlanta, Georgia, we have offices throughout the world and are part of RELX (LSE: REL/NYSE: RELX), a global provider of information-based analytics and decision tools for professional and business customers. For more information, please visit www.risk.lexisnexis.com and www.relx.com.