

## Improve Auto Lending Performance with a New Perspective on Credit Risk



### Consumer demand is changing. More non-traditional lenders are entering the market. Regulatory scrutiny is growing.

The lending industry is in a period of significant innovation. The pandemic increased adoption of digital lending for the auto industry, while also creating supply chain issues that drove up prices. Inflation combined with higher interest rates have priced many consumers out of the auto market.

Lenders need new insights at loan origination or pre-qualification to improve underwriting decisions across the credit spectrum. In the current landscape of economic uncertainty, they need confidence in their ability to more accurately assess applicants now more than ever. A more robust view of the consumer that leverages alternative credit insights at pre-qualification can give lenders a significant advantage. If they can refine their risk evaluation across score bands, they can develop more competitive offers.

LexisNexis® RiskView™ Spectrum is an industry-leading, alternative credit score that combines multiple dimensions of proprietary credit data to deliver predictive insights that take credit risk scoring to new levels of performance. Modeled for the unique needs of automotive lending, RiskView Spectrum gives lenders enhanced visibility and insight into consumer creditworthiness to improve risk separation and develop more competitive offers while managing risk.

**RiskView Spectrum delivers powerful credit assessments for nearly every U.S. consumer — dramatically improving credit decisions and enabling lenders to see opportunity where others see risk.**

### Transform credit risk assessment at every stage of the customer lifecycle, from pre-screen marketing to origination and portfolio management

#### See more with three dimensions of credit insights

We ingest and analyze this data using sophisticated machine learning methodologies, resulting in a credit risk assessment on nearly every applicant that is both highly predictive and complementary to traditional credit scores.



#### Alternative Credit Seeking

- DDA
- Subprime Lending
- Online Lending



#### Non-credit Events

- Professional Licenses
- Public Records
- Asset Ownership



#### Traditional Credit Data<sup>1</sup>

- Credit Card
- Installment Loan
- Auto
- Mortgage

## Increase financial inclusion for thin- and no-file consumers

**+90%** of applicants without a traditional credit score can be scored with a high degree of predictive strength.<sup>2</sup>

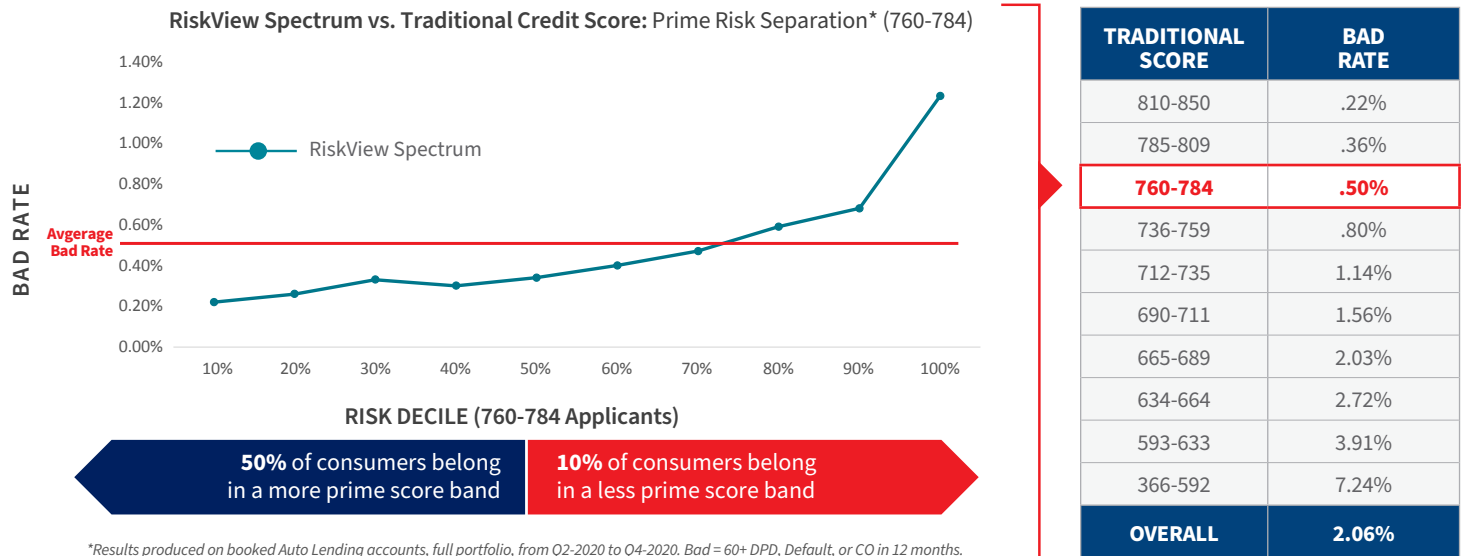
## Refine offer decisions across a wide range of credit bands

**60%** of consumers in prime traditional credit bands were identified as belonging in a different score band when alternative credit data insights were added.<sup>2</sup>

## Improve risk decisions across all dimensions of credit

### RiskView Spectrum Improves Separation Among Automotive Applicants

Using a past analysis file which included a traditional credit score, we can get a sense for the improved risk separation RiskView Spectrum offers within traditional credit score bands.



## Get a new perspective on consumer credit risk and opportunity

Evaluate more applicants, increase predictive performance and deliver refined offer decisions with RiskView Spectrum.

Contact your LexisNexis® Risk Solutions representative to learn more or visit [risk.lexisnexis.com/riskview](http://risk.lexisnexis.com/riskview)

### 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](http://www.risk.lexisnexis.com) and [www.relx.com](http://www.relx.com).

1. Tradeline data furnished by third party credit reporting agency.  
2. LexisNexis Risk Solutions, 2022, based on evaluation of sample applicant population with RiskView Spectrum

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