EMPOWERING

SMARTER DECISIONS

LEXISNEXIS® DECISION TRUST HELPS YOU BETTER ASSESS APPLICATIONS FROM NEW PROSPECTS TO MANAGE PORTFOLIO GROWTH WHILE MAINTAINING OR DECREASING FRAUD RATES.

By generating insights from a global database sourced from our global LexisNexis® Digital Identity Network®, we can help you predict the likelihood an application is fraudulent without requiring manual analysis.

1.7 billion – around a third - of adults across the globe lack access to useful and affordable financial services that meet their needs.

(World Bank Financial Inclusion Overview)

Unfortunately, still today more than 30% of adults are still unbanked and excluded from the formal financial system. Without the ability to send and receive payments, store money and manage their financial lives, this share of society is unable to access basic services such as insurance, education and telecommunications, which prevents them from joining the digital economy and contributing to financial development. Even increases in the banked population have not translated into increases in access to sustainable credit.

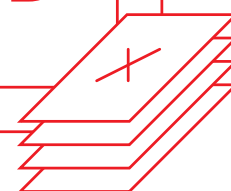**25**

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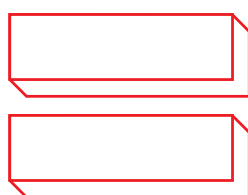
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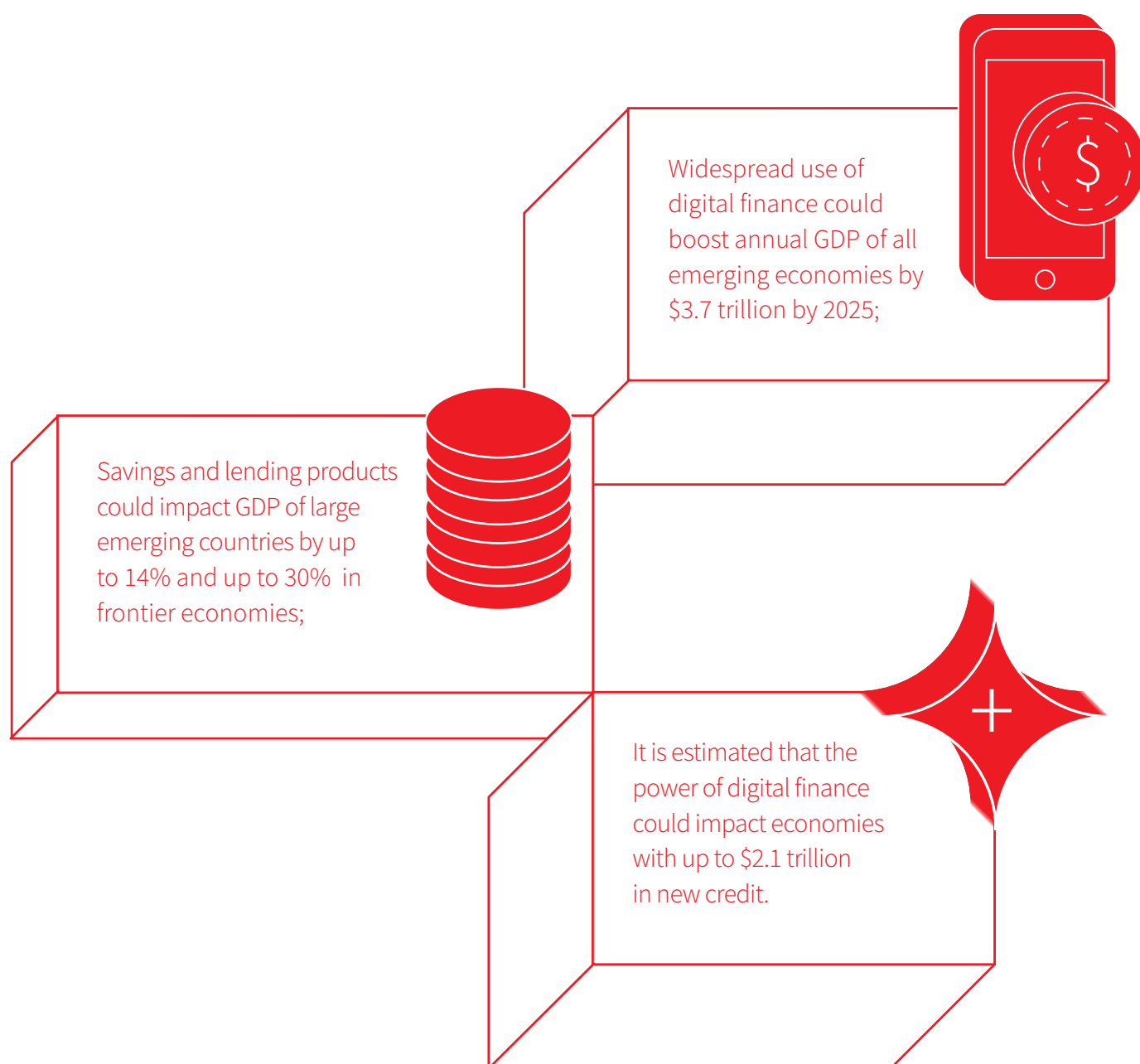
OF THE WORLD S

UNBANKED

POPULATION

Financial exclusion also impacts small and medium-sized companies. More than 200 million micro, small and medium enterprises (MSMEs) in emerging markets lack access to finance, holding back their opportunities for growth and local economy development.

It is estimated that digital finance could unlock an additional $2.1 trillion of loans to individuals and MSMEs, supporting growth for credit-constrained businesses.

Digital finance in developing societies could have a great impact:

Widespread use of digital finance could boost annual GDP of all emerging economies by $3.7 trillion by 2025;

Savings and lending products could impact GDP of large emerging countries by up to 14% and up to 30% in frontier economies;

It is estimated that the power of digital finance could impact economies with up to $2.1 trillion in new credit.

A movement toward better financial inclusion has given 1.2 billion adults worldwide access to a transaction account since 2011.
But transaction accounts alone have not led to greater access to credit.

Despite decades of efforts around the world to improve access to sustainable credit, the response has historically been lackluster.

However, the tremendous growth in internet usage, along with the application of big data analytics in recent years has shown that financial inclusion at scale can in fact become a reality.

The momentum is fertile for companies to acquire these new customers on digital platforms, offering goods, services, products and experiences to include them in the digital economy.

However, onboarding new customers in this context can be challenging. Recently added to the digital economy, this audience may not have a robust credit history, making it hard for companies to approve applications with low risk exposure.

RISK
ASSESSMENT
PROCESSES

BARRIERS

IMPROVE APPROVAL RATES

To improve approval rates with confidence, companies need to find the right balance between having robust risk assessment processes and adding unnecessary barriers that will slow down or even interrupt the customer journey.

Lower the cost of fraud and increase your customer base with LexisNexis® Decision Trust.

Incomplete or erroneous data makes it difficult to assess new candidate applications for fraud with confidence, resulting in unnecessary rejection of potential good payers, a significant loss of customers and revenue for companies, and an increase to the overall cost of lending.

This can have a negative economic impact on both society and your business. Putting more loans on the street without controlling for fraud risk, however, can put significant capital at risk. At the same time, bumping approval rates is a prerequisite to growing your loan portfolio. Previously unavailable insight is essential for safe growth of your business.

LexisNexis® Decision Trust supports companies to step into financial inclusion with confidence by making more informed decisions on customer acquisition and loan applications.

LexisNexis® Decision Trust leverages global intelligence to help you determine the risks associated with an application, with the goal of greater inclusion of credit invisible populations.

While a significant share of society in emerging countries may not have sufficient history with the credit bureaus, our solution provides the needed insights to confidently assess applications for fraud, enabling lenders to swap in legitimate applications previously denied due to lack of information, while keeping out more fraudsters.

Our insights into digital consumer behavior help you unlock new market segments while managing risk exposure. LexisNexis® Decision Trust leverages billions of transactions from a global digital identity network, reflecting consumer behavior across the economic spectrum, and giving you enriched insights to assess applications with more confidence according to your risk scoring models.

By leveraging a broad set of source information to build a confident risk-based model, companies can also significantly improve the customer online experience, delivering convenience and consistency and improving financial inclusion.

Is this loan application legitimate?

LOAN REQUEST FORM

NAME SURNAME: Mauro Garcia

EMAIL: mauro@email.com

PHONE NUMBER: +5281225636

ADDRESS: 47 Santa Lucia Blvd, Portugal, 400289

OCCUPATION: Employee

SUBMIT

What if you knew the following:

- Email reported as fraud by a bank
- Email and device not seen together previously
- Geolocation shows that the device is located in China and was seen yesterday in Honduras
- Phone number not seen with this device previously
- Email created two days ago

LEXISNEXIS® DECISION TRUST ENABLES YOU TO:

Unlock new market segments while managing your risk exposure

Capture more customers by simplifying new account openings with reduced friction in the customer journey

Accelerate your customer acquisition process, reducing exceptions and discrepancies

Implement a simple and straightforward flagging process, identifying good from suspect applications with a scoring verification system

Rapidly update your onboarding workflow with a simple integration

LEXISNEXIS®
DECISION TRUST
BENEFITS

1

Reliable: successfully profiling and scoring

2

Improved customer experience

With near real-time insights on your potential customers, you can reduce friction by reducing requests for manual data inputs, improving the onboarding speed and experience, and increasing conversion rates.

3

Lower operational costs

Reduce manual reviews, eliminate additional human-led steps and cut down on operational costs.

4

Optimize cost and time

The reduction of manual risk assessment reviews is an important factor to successful and efficient customer onboarding. It can avoid human error and decisioning, exposure in regulator reviews and reputational risk, and perhaps most importantly, the impact on the customer experience.

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LexisNexis®
RISK SOLUTIONS

Contact us for more information:
risk.lexisnexis.com/global/en/products/decision-trust