Fair Isaac Corporation (FICO)

Make Every Decision Count ™

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May, 2014

FICO.™

FICO Snapshot

Profile	The leader in predictive analytics for decision management Founded: 1956 NYSE: FICO
Products and Services	**Scores** and related analytic models Analytic **applications** for risk management, fraud, marketing **Tools** for decision management
Clients and Markets	5,000+ clients in 80 countries Industry focus: banking, insurance, retail, health care, government
Offices	20+ offices worldwide, HQ in San Jose, California, USA 2,200+ employees Regional Hubs: San Rafael (CA), New York, London, Birmingham (UK), Munich, Madrid, Sao Paulo, Bangalore, Beijing, Singapore

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FICO Products Include Scores and Much More

For Lifecycle Specific Decision Processes

	Marketing	Origination	Customer Management	Collections and Recovery	Fraud Management
Applications	FICO® Precision Marketing Manager FICO® Retail Action Manager	FICO® Origination Manager	FICO® TRIAD® Customer Manager	FICO® Debt Manager™ solution FICO® Recovery Management System™ solution	FICO® Falcon® Fraud Manager FICO® Insurance Fraud Manager

For Any Decision Process

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Scores	B2B: B2C:	FICO® Score • FICO® Credit Capacity Index™ FICO® Insurance Score myFICO® service
Tools	Business Rules Management: Predictive Analytics: Optimization:	FICO® Blaze Advisor® FICO® Model Builder FICO® Xpress Optimization Suite • FICO® Decision Optimizer
Professional Services	Custom Analytics Operational Best Practices Strategy Design and Optimization	

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FICO Offers Two Types of Small Business Scores

▶ *Originations* (Small Business Scoring Service – SBSS)

  ▶ Assesses repayment risk at the time of application

  ▶ Uses: accept or decline decisions; determine credit line; terms

▶ *Account management* (Small Business Risk Portfolio Score – SBRPS or SBPS)

  ▶ Monitor monthly account performance to provide early warning of future risk

  ▶ Assesses on-going likelihood of repayment of a financial obligation

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What is SBSS (Originations)?

▸ SBSS predicts the likelihood of an applicant going into default in the next 18-24 months. SBSS uses statistical probabilities to classify small businesses into a score range, where the lowest score has the highest likelihood of severe delinquency.

▸ SBSS uses consumer credit bureau data, application information, financials, business bureau data, and business repository data.

  ▸ The consumer data uses characteristics similar to what are used in the FICO scores but weighted differently
  ▸ Any data combination
  ▸ SBSS is data agnostic

Financials

Business Repositories

Consumer Bureau

Business Bureau

Application
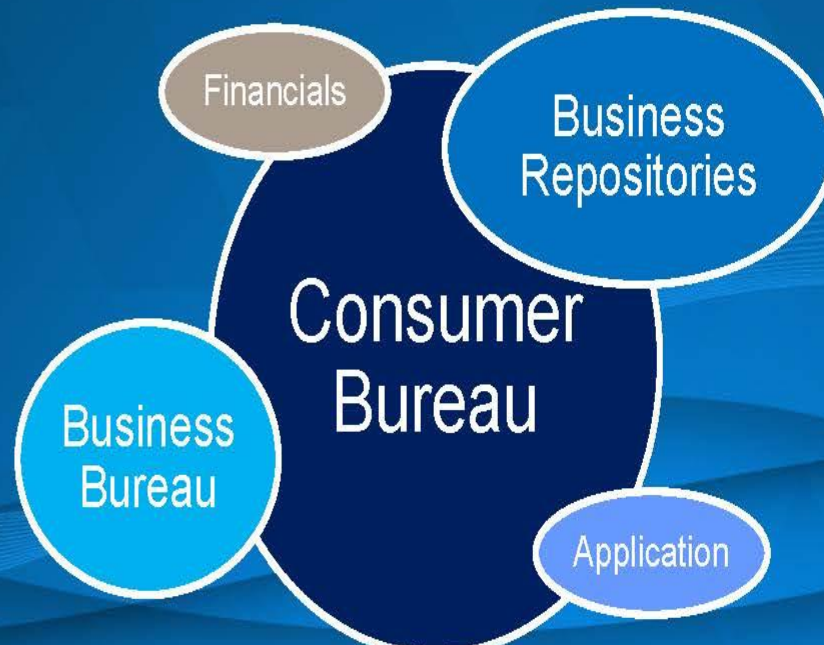
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FICO Credit Scores Support Decision Making

» Scores ranges from 0-300. Higher scores = more creditworthy

» Scores blend commercial data on the business with consumer data about the business principal(s)

» Built to accommodate varying degrees of available data

» Expedites credit decisions; access to capital process faster, fairer, more accurate and more consistent.

» Unbiased assessment of risk that does not include age, ethnicity, race, gender, or other prohibited basis in the credit decision making process

» Regulation B (Equal Credit Opportunity: models are built to be "empirically derived, demonstrably and statistically sound," objective, common language for reporting and transparency

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