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DATA~~X~~

An Equifax Company

The Effects of Verified
Employment and Income on
The Application Process



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SPEAKERS

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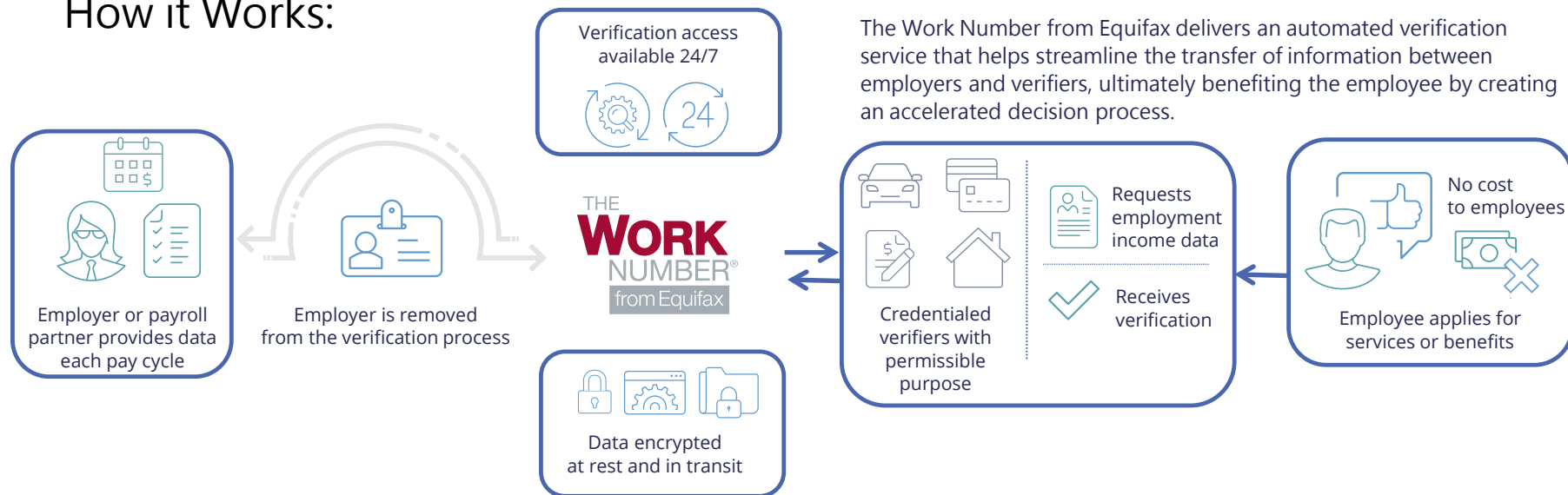
Brent Arundel
Sales Engineer
DataX



TOPICS:

- **Overview of The Work Number (TWN)**
- **DataX's First Look**
- **The Impact of TWN**
- **Closing Remarks**

How it Works:



Employer/Payroll Provider

Helps improve: Risk around human error in providing data
Helps reduce: Verification requests into HR; labor hours



Employees

Increases transparency
Helps eliminate the need to show paper documents



Credentialed Verifiers

Verifiers must provide a permissible purpose and be credentialed to access employment and/or income data



Why is it different:

Our data is unique



It comes directly from employers.



Uses employer's payroll data updated each pay period.



Employees are on-boarded into the employer's payroll system.

Data furnisher requirements



Employers have an obligation under the FCRA to provide accurate information.



Can not provide information that they know or have cause to believe is inaccurate



Duty to correct and update information



Duty to respond in a timely manner

We have ongoing processes



We continually improve QA process for reviewing payroll records with data gaps.



Our processes help with data completeness from the employer.



Because of our processes, the data is accepted by the major lenders and government agencies for decision-making.



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DataX's First Look



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File contains: length of service, annual income on three consecutive years, job indicator, pay frequency, etc.

Output File:
@223k Transactions
@48k Funded

Hit Rate: 50%

Things Noted:

- *Almost* Even Distribution
- On File Funding Rate Slightly Higher



TWN	%Funded	%FPD
No Coverage	20.63%	13.42%
New		14.15%
Returning		10.86%
On File	20.95%	14.11%
New		14.67%
Returning		11.86%
Grand Total	20.78%	13.75%



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Breakout by Job Indicator, Job Count, and Duration.

Transactions:
@111K

Things Noted:

- Funded Rate Difference
- First Payment Default
- Active and Non active Information

Active Job	%Funded	%FPD
No	20.28%	14.65%
Yes	22.42%	13.08%

Jobs on File	%Funded	%FPD
1	21.88%	12.06%
2-5	21.31%	14.35%
6+	18.16%	17.29%

Duration	%Funded	%FPD
0-17	19.91%	14.97%
18+	23.49%	12.39%



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Annual Income Breakout

Groupings:

A - Understating Income

B - Overstating Income

Things Noted:

- Funded Rate Difference
- First Payment Default

Annual Income	% Vol	%Funded	%FPD
0-24,999	27.50%	17.64%	16.62%
25k-44,999	43.91%	22.75%	13.27%
45K +	24.53%	27.79%	10.47%
Blank	4.06%	18.84%	12.22%

Grouping	%Funded	%FPD
A	39.48%	15.03%
B	19.61%	19.76%



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TWN IDV

Transactions:

@111K

Things Noted:

- Funded Rate Difference

TWN	%Funded	%FPD
Match	21.51%	14.21%
No Match	14.79%	12.52%
Grand Total	20.95%	14.11%



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Conclusions:

- TWN data may remove the need for manual processes
- TWN data can be utilized to validate pre or post purchased
- Identify consumers that others may be overlooking
- Improve efficiency and reduce friction



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Thank You!

For More Information, please reach
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