

FICO® Score Global Success

Lenders around the globe struggle with similar challenges as they work to meet revenue goals and keep risk to a minimum – all while being more inclusive and compliant in the face of shifting regulatory requirements. Outmoded and manual risk-assessment processes lack the agility and accuracy needed to balance these competing priorities, especially in international and evolving markets.

Manual risk-assessment processes are slow to roll out across regions and create obstacles to capturing new businesses quickly. Ad hoc techniques can be biased and introduce privacy and compliance issues. And slow decisioning creates poor customer experiences.

FICO® Scores provide the scoring tools and services lenders can use to help balance these demands and find success for themselves, their customers, and their communities. FICO provides a standard-measure approach designed to help eliminate inefficiency, risk, and compliance issues of out-of-date assessment processes.

These four organizations have leveraged our score and comprehensive risk analytics experience to actualize more inclusive and profitable lending practices.



FICO SCORE

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Cathay United Bank

Taipei, Taiwan

Client



Challenge

Process large volumes of credit decisions efficiently while managing the increased risk associated with retail products.

Solution

FICO® Score for International Markets, the industry standard for objective risk assessment, which can be deployed quickly in any country where there is active and stable credit reporting data.

Results

Substantially increased efficiency in credit risk decisioning process. Managed risk effectively to reduce losses by 1.6 million USD annually.



”FICO has the most widely used world-leading credit bureau scoring models and excellent professional service teams.”

Lola Chung,
Senior Vice President & General
Manager, Risk Management Department,
Cathay United Bank

Lifecard

Japan

Client



Challenge

Growth in the Japanese banking market continues to be hard-won. A contracting population, ultra-low interest rates, shrinking margins, and constrained demand means lenders need to find opportunities for innovation.

Solution

LIFECARD is the first lender in Japan to adopt the FICO® Score for account management, to better evaluate risk for credit line increases and personal loans to pre-approved customers.

Results

LIFECARD has validated its approach by measuring the FICO® Score's performance and stability. The lender confirmed the high level of predictive performance using more than 300,000 sample accounts.

"To grow our share-of-wallet we needed a way to differentiate our approach to lending, and offering proactive credit limit increases and personal loan offers to our customers offered us that. Using the FICO Score, we can do this in a responsible and profitable manner."

Shinichiro Okuyama,

Executive Officer, LifeCard



Circulo de Crédito

Mexico City, Mexico

Client



Challenge

Increase credit access for consumers with no credit file or limited credit history.

Solution

FICO® Score for International Markets, an industry standard for objective risk assessment, can be deployed quickly in any country where there is active and stable credit reporting data. FICO® Extended Score extends the ability to assess the credit risk of populations without robust credit data.

Results

Used 11 million times since 2016, FICO® Extended Score has increased scorable rates by 35% through the addition of household data to traditional bureau data, enabling broader financial inclusion for millions of consumers.



"We recommend FICO because of all their knowledge, methodology, and the collaborative way they work with partners."

Juan Manuel,

Director, Commercial Circulo
de Crédito

The Egyptian Credit Bureau I-Score

Cairo, Egypt

Client



Challenge

Credit bureau needed to help lenders meet growing credit demand and government directives to expand lending to SMEs, home buyers, and microfinance borrowers.

Solution

Hosted credit originations services to enable fully configurable application processing for lending through I-Score. FICO® Score for International Markets, the industry standard for objective risk assessment, which can be deployed quickly in any country where there is active and stable credit reporting data.

Results

Increased credit offers to retail and commercial applicants previously deemed too risky. Reduced processing costs make microfinancing more viable through more efficient rules-driven automated processing.

”We’re delivering complete solutions that fully support the credit policies of each client – in about 25% of the time it would take them to implement a comparable system in-house.”

Ahmed Abdel Hameed,

COO, I-Score





FICO® Scores and Services for International Markets – Developed by Acknowledged Global Risk Experts

FICO pioneered credit scoring globally, helping make lending non-biased and more profitable. The FICO® Score, initially developed 30 years ago, has evolved to become the standard measure of US consumer credit risk. It is used more than 10 billion times yearly across over 30 different countries.

Learn more about the benefits FICO scoring and services can bring to your lending business. Visit:
www.fico.com/en/solutions/fico-scoring-solutions-for-international



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