



**EQUIFAX**<sup>®</sup>

# Open Banking Income Solutions

## Using Open Banking to identify income more accurately

Identifying customer income accurately can be complex, but using data obtained through Open Banking we can help you address complex cases such as joint accounts, multiple salaries and adhoc salaries.

Our income solution enables organisations to fully understand the composition of a consumer's income and help drive improved affordability assessments leading to better credit decisions.

Solutions can be tailored by sector and can provide improved insights by providing precise, granular and flexible, real-time categorised information through our expert understanding and analysis of transaction data.

### Key benefits

Our Income solutions use personal current account transaction data made available through Open Banking APIs to either verify a customer's declared income or estimate customer income, giving a complete picture of a customer's turnover.

### Our Income Solution is made up two key components:

#### Automated Income Verification

- Enables more accurate, real-time, digital income verification of income at the point of application.
- Assesses the amount, regularity and type of independent evidence available to support a statement of current income made by your customer.
- Provides a ranking of the amount of evidence there is to support a customer declared income .
- Enables straight through processing of income verification.

#### Income Estimation

- Provides £-value point estimates of a customer's income with individual income component such as salary, benefits and pension.
- Provides a confidence ranking of the income estimated and includes factors such as recency, coverage, stability and variability
- Can work alongside your own income solution or Automated Income Verification to provide an evidenced estimate of income where a declared income cannot be verified.

### A complete solution to help you overcome complexities of income

Our Open Banking Income Solution offers Equifax customers using Current Account Turnover (CATO) total flexibility and can work together to offer a complete solution to complement CATO, in cases where income cannot be verified.

We have developed an exhaustive set of income characteristics (more than 300) to ensure our clients are able to address the widest range a of complexities when identifying income, which includes:

- Identifying income composition
- Past vs future income
- Treatment of sole vs joint accounts
- Gross annual to net monthly salary conversion
- Incorporation of salary deduction parameter (e.g. pension contributions, student loans)
- Dealing with multiple salaries in the account
- Identifying changes in employer or salary level
- Treatment of variable pay and outlier (refunds, cashbacks) payments
- Assessing income when no salary is observed
- Identification of business accounts/self employed

## The benefits of using Open Banking to identify accurate consumer incomes



### Uses real-time, more granular data to help you understand the composition of a consumer's income

Using current account transaction data offers the most up-to-date and granular data insights to help you fully understand the composition of a consumer's income and provide added value insights, such as monthly income component characteristics or employer name.



### Increased flexibility

Insights are available over three months, six months or 12 months to suit your requirements and the solutions can be tailored to reflect your own affordability policies and proportionality supporting a wide variety of different use cases in across all sectors.



### Improved credit decisions

Lenders can benefit from more accurate income estimation, leading to better credit decisions.



### Increase the number of applications where incomes can be digitally verified

We can enable you to verify the income of any customer with an online bank account irrespective of credit history. Our solution can be embedded into the customer journey, giving you immediate access to income insights - helping to improve the number of applications which are digitally verified.



### Improve management of complex cases

Complex cases can be identified, flagged, addressed and automated. These include job changes; multiple salaries; variable incomes and outlier high payments such as bonuses.



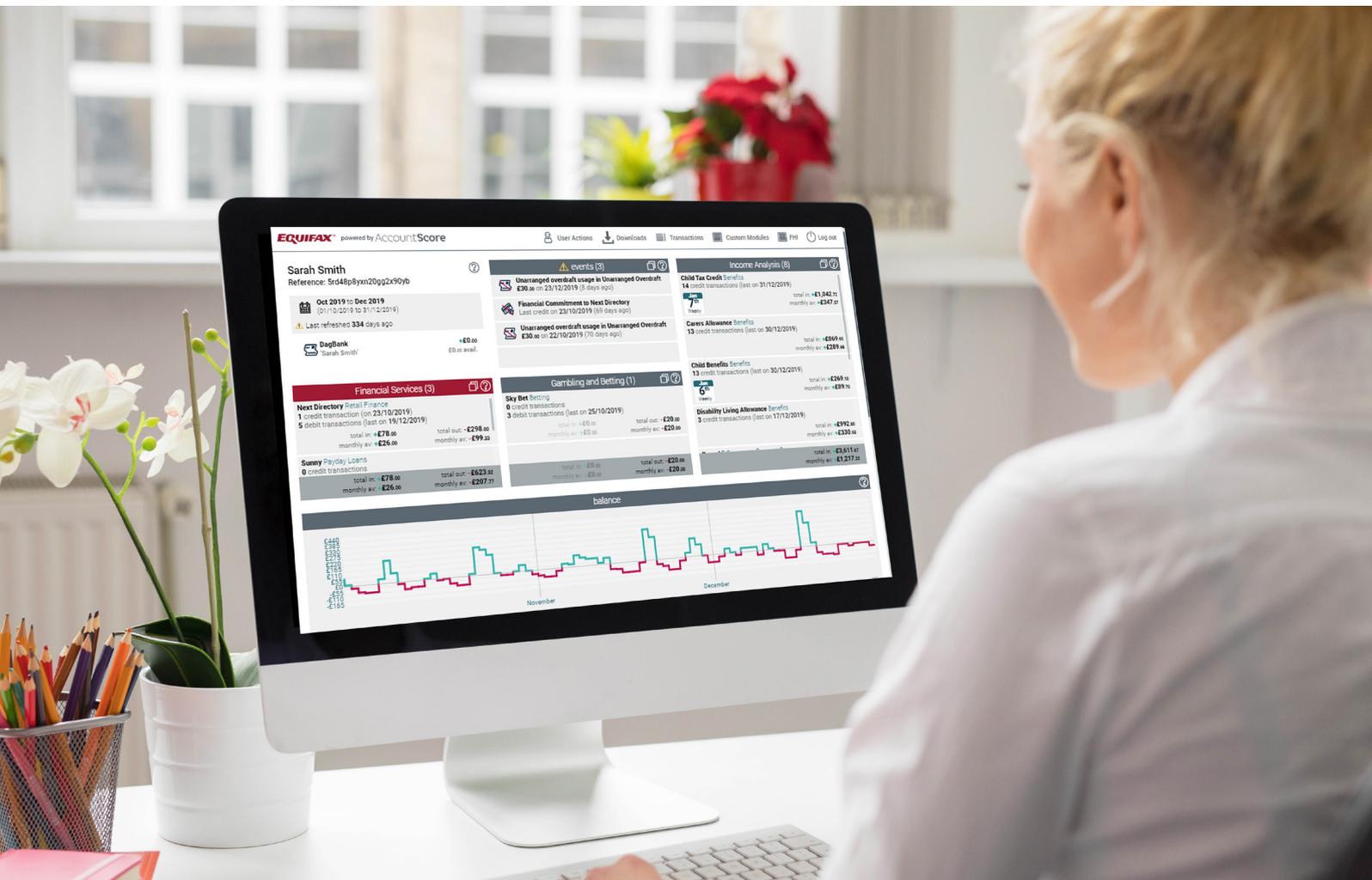
### Meet regulatory requirements

FCA regulations suggest lenders must take reasonable steps to determine a customer's current income, and should use independent evidence to verify this. We can help you meet these regulatory requirements by providing precise, granular and real-time income verification and estimation.

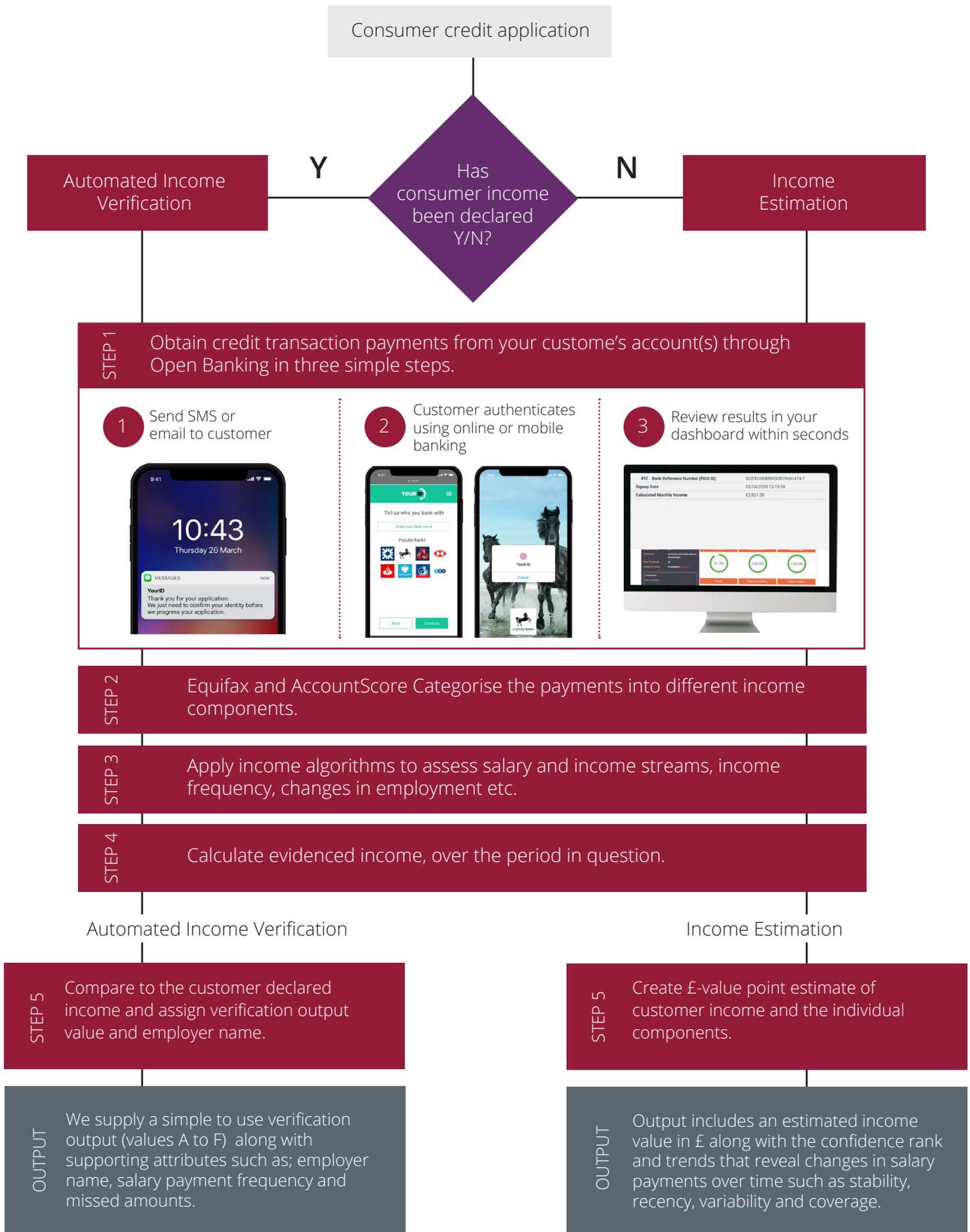


### Automation of manual processes

We can help you automate the income verification process, avoiding the need for an underwriter to review granular account information.



## How our income solutions work



Insights can be delivered via Equifax APIs and fed into your decision systems or viewed via our modular dashboard.

## Deployment

### Open Banking as a Service Turnkey option

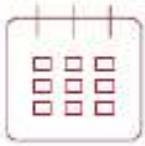
Our Turnkey option is a simple way to get started with Open Banking and can help you to identify your customers' income using a client-branded open banking journey:

- We provide a customised online consent page to capture your customers' consent to share their account information.
- You can email or text the link to your customers which will guide them seamlessly through the Open Banking journey.
- You will receive real-time notifications when a new customer signs up using your online consent page.
- You will be provided with instant secure access to our intuitive dashboard where you can view the data, fully categorised, with actionable insights and an exportable PDF

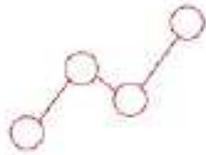
### API Integration

We can offer a fully integrated sign-up journey, seamlessly embedded as part of your application process, where the insights are delivered via Equifax APIs and fed into your own decision systems.

### Our turnkey solution offers some incredible benefits



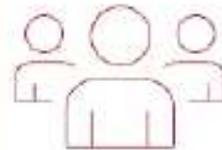
We can get an Open Banking solution set up in less than 7 days



Offering real-time data retrieval most up-to-date income information



More granular information on a variety of income streams



Intuitive, easy to use dashboard with unlimited users



Available without any IT integration or development costs

### Why choose Equifax?

Equifax has been at the forefront of income verification since the launch of our CATO-based income solution in 2014.

Working in partnership with our Open Banking partner, AccountScore, we have used our combined expertise in transaction data analytics to help our clients to gain a better understanding customer income composition, enabling more accurate affordability assessments.

**Contact us to arrange a demo and see how our Income Solutions can work for you:**

**[eumarketing@equifax.com](mailto:eumarketing@equifax.com)**