



Debtor Ranking Model

Make better risk decisions

Thoroughly assess the potential risk associated with each debtor - quickly and easily. TransUnion's Debtor Ranking Model rapidly collates commercial data and ranks your debtors, so you know where to focus your attention.

Easily interpret your debtor book

This model provides an affordable entry into the analytical environment which:

- Identifies the high, medium and low risk clients to better highlight credit risk
- Ranks debtor risk intuitively based on a simple rule set
- Provides the required detail for closer interrogation in an easy-to-filter Excel[®] output
- Enables early intervention, which helps

improve bad rates and maximises cash flow

- Enables further credit limit extensions by highlighting lower risk debtors and their credit utilisation
- Provides relevant business insight

Get a thorough analysis with minimal input

To run a debtor ranking analysis, simply enter the following data:

- Debtor name
- Debtor registration number (if available)
- Debtor contact details (address, contact numbers, etc)
- High level aging information (current, 30, 60, 90, 120 days, etc.)
- Credit limit granted

The data is updated for matching and verification.

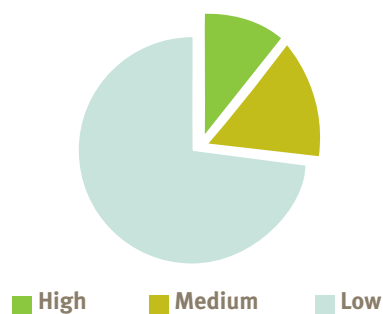
Once the data is matched and verified on our database, it is sent to the analytics team for detailed analysis before being sent to you in a concise, easy-to-read secure Excel® report.

Get valuable information with each report

The Debtor Ranking Report contains an overall score with individual weighted scores based on the following areas:

- Background type
- Debtor identification
- Summary of business defaults
- Summary of court records
- Bank codes on-file
- Summary of principal details:
 - Defaults
 - Judgments
 - Links to other businesses
- Summary of trades on-file
- SME and/or dynamic rating (optional)
- Age analysis

Risk categories are colour-coded on the reports as follows for easy interpretation:



PROVIDES HIGH-QUALITY DATA WITH BUILT-IN INTELLIGENCE:

Debtor Ranking Model combines client and bureau data to rank your debtors book. By having this intelligence at your fingertips, you can focus on individual debtor risk rankings.

By running the solution consecutively you'll be able to trend your debtors' performance over time. As a result, you'll be able to implement strategies, identify areas of growth and contraction and track performance.

FOR MORE INFORMATION ABOUT DEBTOR RANKING MODEL PLEASE CONTACT YOUR SALES REPRESENTATIVE:

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