



Global Credit Connect

POWERED BY NOVA

An innovative solution for obtaining international credit histories for the Newcomer to Canada market



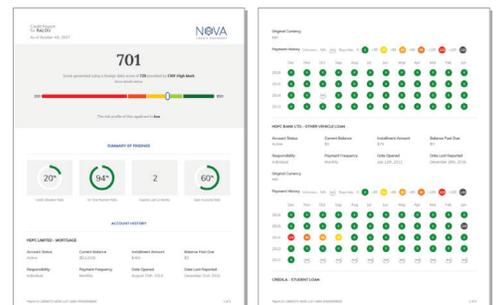
TransUnion Global Credit Connect Powered by Nova provides Newcomer to Canada (N2C) consumers with a platform to order their historical credit information and have their credit reports delivered to customers in a streamlined, standardized format. The results: Improved decisions at the time of first account opening and throughout the consumer lifecycle.

GLOBAL CREDIT CONNECT REPORTS

Validate the true creditworthiness of N2C consumers

- View N2C consumers' past performance of repayment behaviour from their source country
- Get previously unavailable visibility into the overall credit profile of your N2C consumers
- Stop relying on fragmented and non-financial performance data to determine consumer creditworthiness and provide them with products and limits that they truly qualify for

REPORT OVERVIEW



PDF International Credit Report details delivered where available through TU Direct

- ✓ Source country score + source country score mapped to a Canadian equivalent Credit Risk score
- ✓ Tradeline data, including age of account, collateral information, and loan type
- ✓ Repayment history
- ✓ Bankruptcy history
- ✓ Inquiry history

Put the power of Transunion Global Credit Connect to work for you



OPERATIONAL EFFICIENCIES THAT SAVE TIME AND MONEY

- Rely less on manual procedures to fill the void of not having credit history in Canada
- Reduce instances of requiring collateral to fund



CONSUMER FINANCIAL INCLUSION

- Unparalleled opportunity to welcome an underserved consumer segment and be seen as the preeminent banking solution for immigrants
- Empower N2C consumers



BETTER DECISIONS

- Facilitate better consumer experience for N2C consumers at the time of onboarding through data-driven adjudication decisions (approval, limit, product eligibility, etc.)
- Optimize your existing N2C consumer portfolio by assigning appropriate credit limits



TAKE ADVANTAGE OF THIS UNTAPPED MARKET

- **Growth:** Immigrants are projected to represent between 24.5% and 30.0% of Canada's population in 2036, compared with 20.7% in 2011, the highest proportions since 1871.¹ This increased representation translates to between 10.7 - 13.1 million Canadians.
- **Lower risk:** The N2C segment generally demonstrates lower bankcard delinquency rates compared to some other segments.²
- **Stickiness:** N2C consumers tend to be younger than established Canadians, which is an opportunity for financial institutions to acquire N2C consumers early in their lifecycles, and then cater financial products and services as they mature.³

¹ "Immigration and Diversity: Population Projections for Canada and its Regions, 2011 to 2036." Statistics Canada. February 23, 2017. Accessed October 04, 2017.

^{2,3} Wayne, Glenn. Newly Scored: The Dynamics of New-to-Credit Consumers. Proceedings of 2017 TransUnion Canada Summit. Accessed October 4, 2017.

IT'S EASY TO GET STARTED

To learn more about TransUnion Global Credit Connect POWERED BY NOVA, and how you can use these new reports to make better decisions, please contact your TransUnion representative or visit transunion.ca/globalcreditconnect

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