

Cutting Credit Risk Without Cutting Volume

Vision Score (Calibrated Score) achieves GINI 44 / KS 33.42 on an Indonesia lending portfolio — reducing portfolio bad rate by up to 23% by filtering just the worst-scoring ~20% of applicants, using facial biometrics alone.

44
GINI SCORE
Calibrated · live portfolio

33.42
KS STATISTIC
Separation power

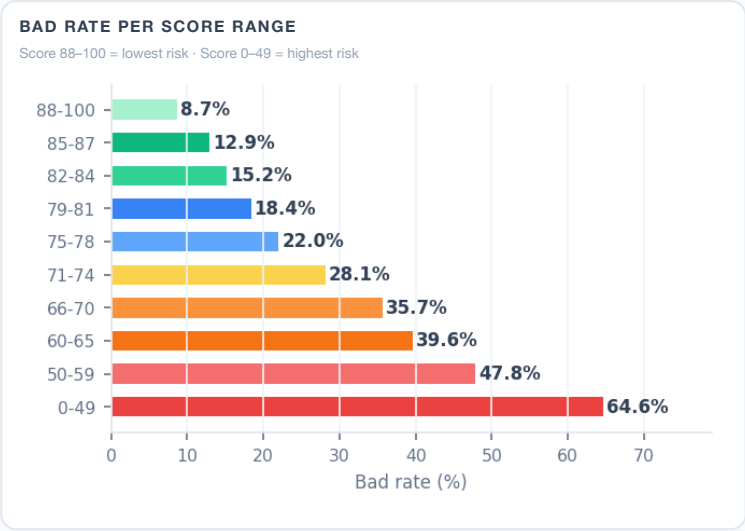
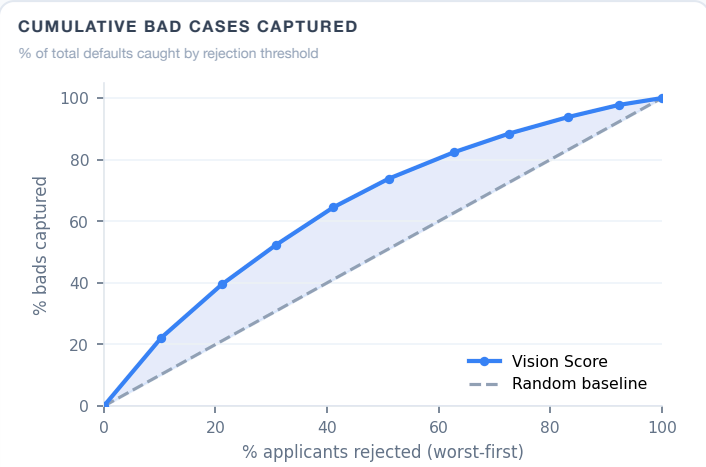
30%
Portfolio bad rate — full approval
Baseline (no filtering)

-13%
Bad rate reduction — reject worst ~10%
30% → 26.0%

-23%
Bad rate reduction — reject worst ~20%
30% → 23.0%

~22%
Bad cases captured — top ~10% reject
Of all defaults flagged

33.42
KS statistic
Max good/bad separation



BUSINESS IMPACT SCENARIO

Consumer lending · unbanked/underbanked segment

- x2.5 Customers approved**
Market benchmark: ~15% → ~38% for thin-file applicants
- 70% Bad rate reduced**
Portfolio NPL: 8% → 2.4% on unbanked segment
- x3.5 Net profit uplift**
Volume x2.5 + loss -70% compounds into profit growth

Before vs. with Vision Score

REJECTION STRATEGY OUTCOMES

Reject	Bad rate after	Reduction	Bads captured
Worst ~10%	26.0%	-13%	~22%
Worst ~20%	23.0%	-23%	~40%
Worst ~30%	20.7%	-31%	~52%
Worst ~40%	18.1%	-40%	~65%

RISK CONCENTRATION ANALYSIS

Bad risk is highly concentrated at the bottom of the score range

The worst-scoring ~20% of applicants account for ~40% of all defaults — yet represent only 1 in 5 of those you'd turn away. Rejecting this group cuts portfolio bad rate by 23% (from 30% → 23.0%) while keeping ~80% of volume intact.

WHY VISION SCORE WORKS

GINI 44 & KS 33.42 — calibrated score outperforms generic by +12 pts

The calibrated Vision Score (GINI 0.44, KS 33.42) outperforms the generic score (GINI 0.32) by leveraging outcome labels to tune predictions to the local portfolio — reaching strong separation on raw, unfiltered traffic including applicants with **no prior credit record**.

RECOMMENDED THRESHOLD & DEPLOYMENT

Start with score < 60 rejection — adjust threshold to fit risk appetite

Rejecting applicants scoring **below 60 (~20% of traffic)** is the recommended starting point: bad rate falls from **30% to 23.0%** with minimal volume impact. Lenders with stricter targets can extend to score < 66 (~30% reject), bringing bad rate down to **20.7%**. The threshold is fully configurable.