@ WITHCLUTCH

RECAPTURE IN RAISING RATE ENVIRONMENT

Turn your Credit Union into a FinTech

Digital Account Opening, Loan Origination and Recapture on Auto-Pilot



COVID, STIMULUS
CHECKS AND RATE
HIKES HAVE
SHAKEN UP THE
CREDIT UNION
INDUSTRY



WITHCLUTCH

WE STARTED
CLUTCH WHEN
INTEREST RATES
WERE AT ROCK
BOTTOM AND
CREDIT UNIONS
NEEDED (DIGITAL)
LENDING



NO CRISIS IN SIGHT FOR COMPETITORS

We are 5 years behind and must not lose sight of the forest for all the trees! JPMorgan's net interest income—rose 49% to a record <u>\$20.71 billion</u>, as its lending income more than doubled. <u>A glut of deposits has allowed JPMorgan to keep funding costs</u> down while <u>WSJ</u>

MARKETS | FINANCE

JPMorgan Profit Soars 52% Despite Banking Turmoil

Rising interest rates powered the nation's biggest bank to record lending income and revenue



OUR PATH

From digital car retail to a **Credit Union Service Organization**



DEMO TIME

- ✓ <u>DAO</u>✓ <u>DAO</u> Branch

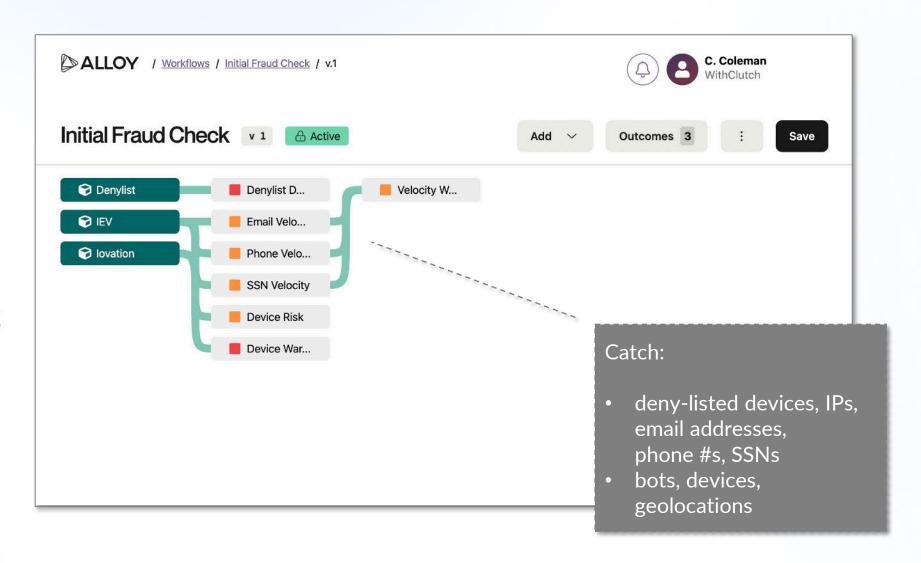
FRAUD DETECTION STRATEGY

A holistic strategy that allows for an end to end digital experience.

		Fraud Detected	False Positive
-	Traditional Credit	37%	10%
	Phone/Device Analytics	6%	1%
	Non-traditional/Social	58%	5%
	Email History & Analytics	61%	8%
	Classic KYC	23%	2%
	Velocity/Consortium Data	64%	7.5%
	Combined/Aggregated	90%	2%

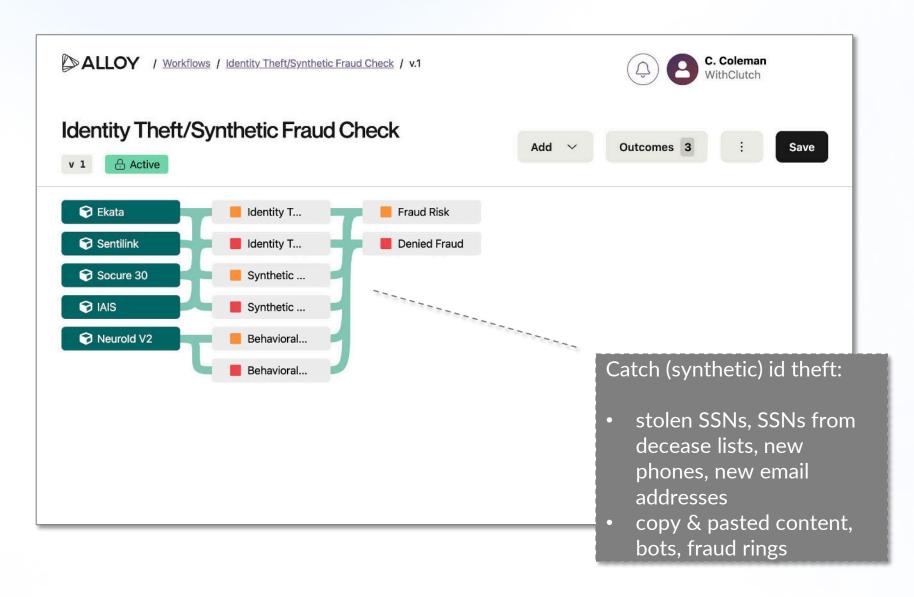
FRAUD DETECTION STRATEGY

Initial fraud checks through deny lists, i.e. catch "immediate" / "obvious" cases



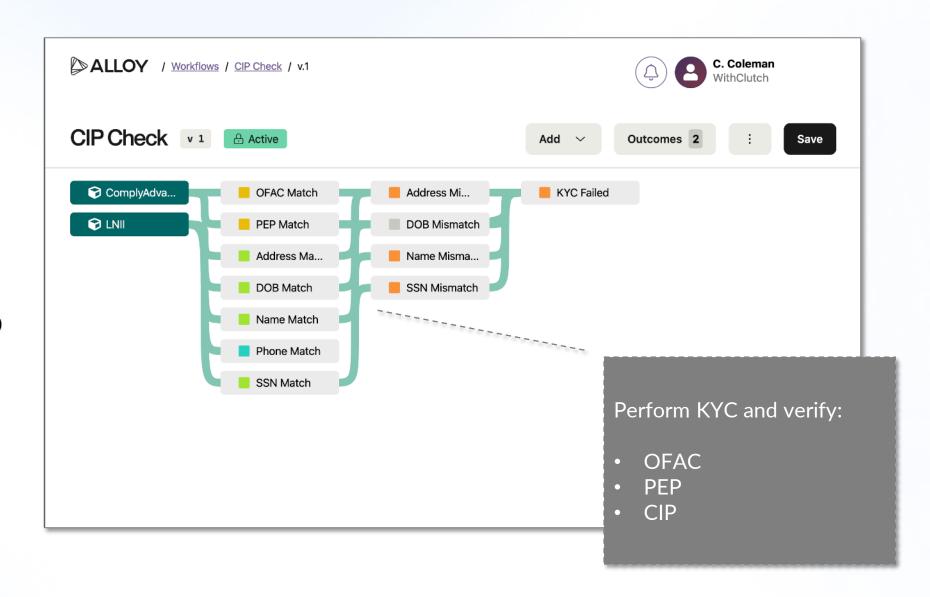
FRAUD DETECTION STRATEGY

State-of-the art detection via additional services including device and use(r) specific detection.



FRAUD DETECTION STRATEGY

CIP checks that do not require a DL and thereby remove friction.











































































































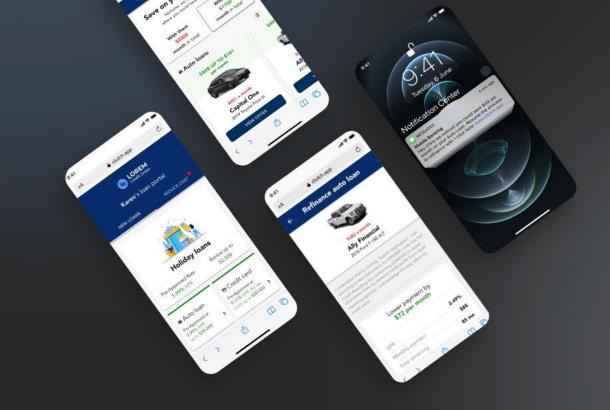








WANNA KNOW MORE? LET'S TALK!



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