

# axeCollection & provisioning

FROM A REACTIVE TO A PROACTIVE  
APPROACH FOR CREDIT  
PORTFOLIO MONITORING

# AN AI-BASED SOLUTION FOR LOAN DELINQUENCY PREDICTION & PROVISION CALCULATION

## TAKING THE PAIN POINTS OFF YOUR SHOULDERS

The later a lender responds to a deterioration in customers creditworthiness, the fewer mitigation solutions remain to minimize potential losses.

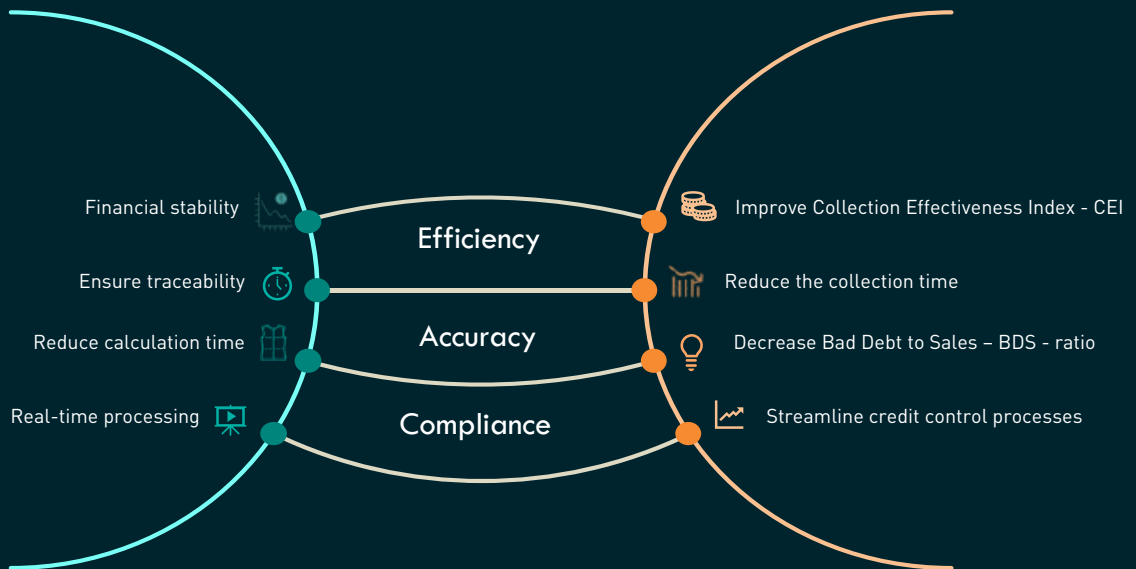
Lenders are continuously looking for a solution to proactively enhance credit portfolio quality, anticipate loan delinquencies, and build optimal recovery plans.

axeCollection & Provisioning is an AI-based solution allowing lenders to address their overall recovery efficiency, and accurately calculate their provision for all segments: Corporate, Commercial, Retail, FI, Sovereign, Islamic Finance, Community Banking & Credit Unions, Microfinance, BNPL, POS financing, and loan collectors & servicers.

Lenders can leverage AI thanks to axeCollection & Provisioning to simply automate recovery, litigation, and case dispatching processes while generating AI-based relevant early warning

## PROVISIONING

## COLLECTION



- / AI-powered end-to-end digital collection solution
- / Real time view of client existing exposures/past dues & recovery
- / Granular & limitless customization options
- / Multi-segment/language/currency/industry/entity
- / Zero-code platform
- / Rich customizable dashboards to drive collection metrics
- / Open architecture integrating external debt collectors



## MAXIMIZE YOUR COLLECTION EFFECTIVENESS WHILE IMPROVING YOUR TIME TO RECOVERY

- / Follow up on client creditworthiness and their historical trend to detect potential deterioration
- / Traditional and AI-based Early Warning Signals
- / Design the internal recovery policy with total self-sufficiency
- / Classify your assets based on credit event history and client behavior
- / Manage your recovery processes within a unique system and database
- / Start recovery with “commercial recovery” (or cure), then “restructure” and finally “mortgage sale”
- / Perform portfolio aging and bucketing
- / Record every recovery action and its outcome
- / Champion/Challenger analysis and reporting for a continuous process improvement
- / Powerful dispatching engine considering several criteria (aging, cyclical distribution, and regions)
- / “Click to call” functionality for officers to call clients through a simple click on ACP.
- / Real-time synchronization in terms of repayments vs. promises-to-pay thanks to integration with the CBS
- / Statistics of officers’ and solicitors’ performance
- / Loan restructuring capabilities
- / Recovery cases to litigation either manually (committee) or through automatic rules

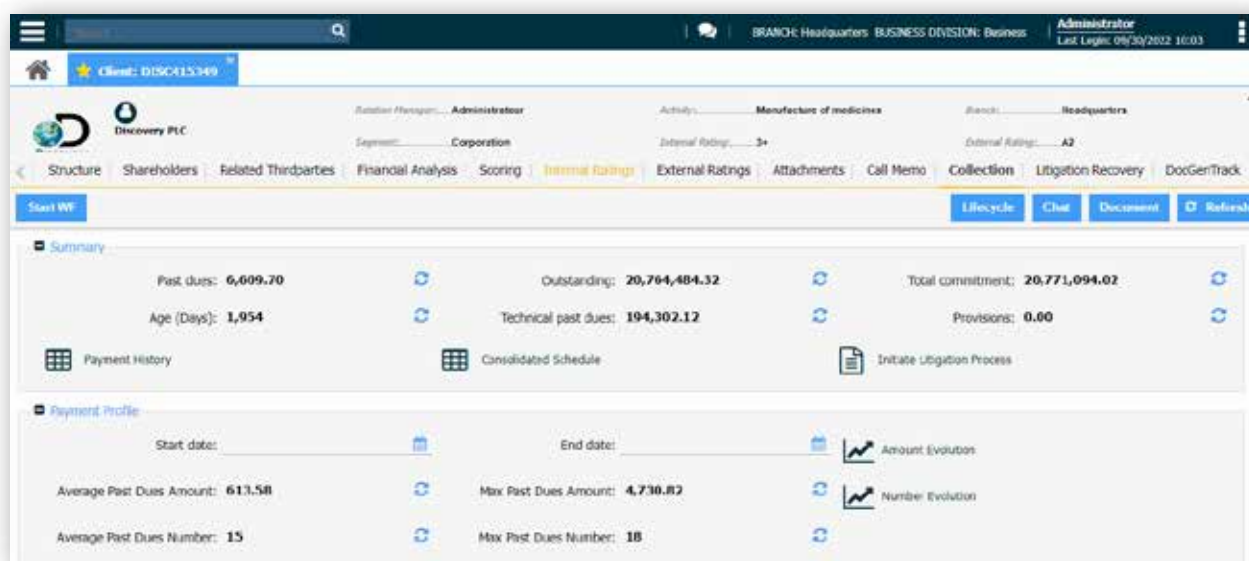
## CALCULATE YOUR PROVISIONS AS PER INTERNAL, GROUP, AND REGULATORY STANDARDS (IFRS9)

- / Identify and record changes in credit quality since origination
- / Calculate general and specific provisions for performing, doubtful and impaired assets as per internal or IFRS9 rules.
- / Classify assets: stages 1, 2 and 3
- / Integrate NPL data either manually within ACP or extracted from Core Banking or any other source system
- / Host models and capture all inputs required for calculating ECL, PD, LGD, and Outstanding
- / Closely monitor client creditworthiness trends and identify any increase in credit risk
- / Benefit from your collateral portfolio quality when calculating your provisions
- / Compare internal/group provisions vs. IFRS 9 calculations
- / Override system calculations when necessary and log manual
- / Step-by-step calculations ensuring full traceability
- / Data structure adapted to host institution’s model
- / Flexible calculation engine
- / Credit events related to facilities: past dues, score downgrades, late payments, impairments
- / Link a recovery action to one or more credit event(s) “default”, “record date” among others
- / Calculations inputs and outputs stored for further audit purposes
- / Accuracy ensured through intermediary results
- / Powerful reporting and dash-boarding capabilities for trend analysis and provision level monitoring across the year
- / Exportable approved provisions sent to a General Ledger system or a Data-warehouse.

# DIGITAL LOANS COLLECTION AND PROVISIONING ON YOUR OWN TERMS THANKS TO ZERO-CODE CONFIGURATION TOOLS

axeCollection and provisioning solution is provided with axeStudio, a set of embedded zero code administration tools for limitless customization options with no need for vendor intervention

- / BRM for rules management
- / GUI Designer for screens layout with default values
- / BPM for workflows to design and manage triggered credit events based on type of client, history, track-record, past due, circumstances such as first/second recovery, first notice, escalation level, and amount to recover
- / DMS for electronic document management: automatically generate credit-related documents straight from the system as per your collection templates
- / IAM for ACP users to grant the right permission levels abiding by the bank's security policies



## ABOUT A SUCCESSFUL POS FINANCING SOLUTION GO LIVE AT OTP MOLDOVA



AXE CREDIT PORTAL (ACP) HAS BEEN PRODUCTIVELY RUNNING SINCE 2017 AND WE ARE SATISFIED WITH THE SOFTWARE PERFORMANCE AS WELL AS THE SERVICE & SUPPORT QUALITY.

IN 2021, A SUCCESSFUL VERSION UPGRADE TOOK PLACE TO MOVE FROM ACP V.6 TO V.7 ALONG WITH THE IMPLEMENTATION OF A NEW POINT OF SALES MODULE (POS) TO GIVE ACCESS TO THE DIFFERENT TYPES OF PARTNERS AT OTP BANK OF MOLDOVA.

THANKS TO ACP, WE HAVE BEEN ABLE TO REDUCE DRASTICALLY THE TURNAROUND TIME TO MAINTAIN A HIGH DEGREE OF CUSTOMER SATISFACTION, AS WELL AS ENHANCE OUR OVERALL CREDIT PROCESSES.



DELINSCHI PETRU  
DEPUTY CEO- COMMERCIAL DIRECTOR RETAIL BANKING  
OTP BANK - MOLDOVA

