MAKING FINANCIAL SYSTEMS INCLUSIVE

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THE BIG ISSUE
Dismantle poverty by creating opportunity, through self-help, social trading and business solutions.
THE DEBT DEATH SPIRAL

Why do the poorest pay the most?

The Poverty Premium

Excluded from main stream credit services

WHY?

The importance of DATA
WHO ARE THEY?

11 million renters in the UK and growing

4.2 million living in social housing

Excluded by tenancy type

Paying your rent on time means nothing!
WHAT IF?

61% of social housing tenants currently fail electronic identity checks to qualify for a range of basic services

84% of tenants will be able to prove their identities, with rental payment information added to credit reports compared to only 39% without
THE PREDICTION
PROOF OF CONCEPT STUDY

A sample (c162,000) of the rent payment records were added to a version of Experian’s credit scoring tool in a simulated credit bureau environment in order to access the impact the information would have on credit scores.

Key Findings:

72% of tenants have no significant arrears on their rent and their credit scores would improve as a result of incorporating rental data

20% of tenants are on full housing benefit and would see no effect on their credit score but digital authentication would be beneficial

8% would see a reduction in their credit score because of late rent payments
THE REALITY

800,000 social housing tenants now on the Rental Exchange

25,000 (3%) of Rental Exchange tenants made credit applications in February

47,000 (6%) made insurance generated searches, averaging 8.5 searches

For those in-month applicants:
81% would see a noticeable improvement in their credit score
extended to full population 3.4 million social tenants
8.9 million renters

Typically, the inclusion of Rental Exchange data increases the % of tenants with >=2 electronic proofs from 70% to 95%
2.8 million renters
CREDIT ACTIVITY
RENTAL EXCHANGE MEMBERS

Rental Exchange Members

- CREDIT_CARDS
- CREDIT_SALES_AGREEMENTS
- RETAIL-STORERECARDS
- UNSECURED_LOANS
- VEHICLE FINANCE/HIRE PURCHASE
- SECURED_LOANS
- MORTGAGES
- CURRENT_ACCOUNTS
- TELCOS
- UTILITIES
- HOME_SHOPPING
- OTHER

Full Consumer Population
CONTACT

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