

CRIF Jordan Summary of the new scoring system For individuals and companies

1 Introduction

Upon launching its services, CRIF Jordan launched the credit score service as a value-added service to complement its credit report. Over the years, as CRIF Jordan has collected more data provided by banks and financial institutions participating in the credit inquiry service, and with a higher degree of standard contribution in terms of form and quality, in addition to a diverse set of data, CRIF Jordan is now in a position to launch a new set of credit scorecards that reflect the state of updated data.

Therefore, CRIF Jordan has embarked on developing a new set of credit scorecards to benefit from the latest available data using a special statistical methodology to analyze the data for the purpose of developing a set of credit scorecards that it meets the needs of financial institutions operating in the Jordanian market and gains their trust and acceptance. The final result is the development of a credit rating system with strong, stable and effective performance.

The purpose of this summary is to provide a brief explanation of the technical guide for the new scoring system so that the average user can understand how the new scoring system works and be able to interpret the scoring result calculated by the system.

2 Definition of default

For the new set of scorecards developed in line with global standards, a new definition of default has been adopted. The newly established definition classifies the inquired client (at the time of inquiry) as having defaulted if they have exceeded 90 days past the due date (> 3 consecutive payments) within the three months prior to the date of inquiry on at least one contract, with outstanding dues amounting to 50 Jordanian Dinars or more.

Furthermore, a client is classified as a default case at the contract level if one or more of the following contract status cases are reported on them:

- Write-off (BLW)
- Under litigation / Delinquent
- Dispute
- Revocation due to arrears

- Under dispute / non-performing
- Court injunction
- Foreclosure underway
- Bankruptcy

Moreover, a client is classified as a default case at the subject level if one or more of the following contract status cases are reported on them:

- A legal action has been taken
- Court of justice declared a bankruptcy
- Corporate rehabilitation

- Attachment in course
- Write-off
- Bankruptcy petition

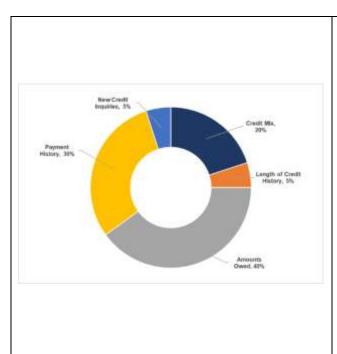
For all clients for whom data has been provided in the status field (for contracts) or negative event records, default has occurred by default. This definition applies to both the developed scorecards cards for individuals and companies. For all other clients, either the probability of default is calculated for them or they are excluded from the calculation process for other reasons (detailed later for each scorecards card).

2.1 Scorecard

The new scorecard measures the likelihood of the subject being enquired defaulting on any of his credit contracts within one year from the date of the inquiry.

That is, the scoring assessment result predicts the likelihood that the inquired client will not make one or more payments on one of the credit contracts granted to them for more than 90 days past the due date of the earliest payment.

2.1.1 Basic factors of scorecards:



- Credit Mix: covering the types of contracts held, number of contracts, and number of providers (20%)
- Length of Credit History: covering the age of contracts and length of credit history (5%)
- Amounts Owed: covering outstanding amounts, potential exposure, amounts overdue, and degree of credit line utilization (40%)
- Payment History: covering payments made and payments missed (30%)
- New Credit Inquiries: coverings inquiries to the bureau made by lenders at the request of the subject for the purposes of applying for new credit (5%)

2.1.2 Individual Customer Scorecard (Clients with one contract)

Main factors that affect the score result:

- 1) Age of active installment contract as of the inquiry date
- 2) Average credit card utilization in the last 12 months from the inquiry date
- 3) Ratio of average overdue in the last 6 months compared to the previous 6 months from the inquiry date
- 4) Number of months since the subject has reached 1-29 day past due from the inquiry date
- 5) Ratio of total overdue balance to total financed amount as of the inquiry date
- 6) Worst delinquency status in the last 12 months for primary contracts from the inquiry date
- Percentage of remaining installments to total tenor for active installment contracts as of the inquiry date

2.1.3 Individual Customer Credit Scorecard (Clients with multiple contracts)

Main factors that affect the score result:

- 1) Age of oldest contract across all contracts as of the inquiry date
- 2) Ratio of average overdue in the last 3 months compared to the previous 3 months across all contracts from the inquiry date
- 3) Count of instances where the delinquency of 30-59 days was reached in the last 24 months from the inquiry date
- 4) Number of distinct institutions where subject has had a primary contract in the last 24 months from the inquiry date
- 5) Total number of contracts held as of the inquiry date
- 6) Mix of contracts (credit card, non-installment & installment) held in the last 24 months from the inquiry date
- 7) Ratio of total overdue to total financed amount for all contracts as of the inquiry date
- 8) Total number of credit inquiries for the subject in the last 12 months from the inquiry date
- Maximum overdue amount reported on all primary active contracts in the last 24 months from the inquiry date
- 10) Worst delinquency reached in the last year on all primary active contracts in the last 12 months from the inquiry date
- 11) Percentage of all credit card and installment contracts that reached 1-29 days delinquency in the last 24 months from the inquiry date

2.1.4 Exclusion Rules

The credit score is not calculated for all consumers due to the limited availability of data points or some business logic. Whenever the score is not calculated, an appropriate exclusion message shall be provided.

The table below presents the profiles of different subjects who are excluded from scoring:

No.	Exclusion
1	Subject is reported as untraceable in the last 24 months
2	Subject is reported as fraud, stolen identity, or mishandled account in the last 24 months
3	Subject has more than 50 credit lines reported in the last 24 months
4	Subject is reported as a guarantor for all reported contracts (subject is not a 'main' or 'co-applicant' for any contract)
5	All contracts reported in the last 24 months are less than 4 months old (too new to assess)
6	All contracts reported in the last 24 months are inactive with no balances (for credit card or non-installment contracts only)
7	All contracts in the last 24 months show less than 4 reporting's
8	All contracts in the last 24 months show no reporting in latest 6 months from inquiry
9	All contracts in the last 24 months are in the 'request' phase and not yet reported as active

2.1.5 Commercial Customer Scorecard

Main factors that affect the score result:

- 1) The ratio of total delinquencies to the total financed amount of active contracts* as of the inquiry date.
- 2) The number of months* since the subject of the inquiry has had a payment delay of 30 days or more across all contracts in the last 24 months from the inquiry date.
- 3) The highest usage rate* of credit limits for credit card contracts and other financing contracts in the last 24 months from the inquiry date.
- 4) The ratio of installment contracts* and credit card contracts that have been delinquent for 1 to 29 days over the last 24 months from the inquiry date.
- 5) The percentage of contracts* that were provided for the subject of the inquiry as credit card contracts in the last 24 months from the inquiry date.
- 6) The ratio of maximum delinquency* in the last 3 months compared to the previous three months from the inquiry date.
- 7) The number of inquiries* in the last 12 months from the inquiry date.

2.1.6 Exclusion Rules

The table below presents the profiles of different subjects who are excluded from scoring:

No.	Exclusion
1	Subject is reported as untraceable in the last 24 months
2	Subject is reported as fraud, stolen identity, or mishandled account in the last 24 months
3	Subject has more than 50 credit lines reported in the last 24 months
4	Subject is reported as a guarantor for all reported contracts (subject is not a 'main'
	or 'co-applicant' for any contract)
5	All contracts reported in the last 24 months are less than 4 months old (too new to
	assess)
6	All contracts reported in the last 24 months are inactive with no balances (for credit
	card or non-installment contracts only)
7	Subject only holds non-installment contracts in the last 24 months
8	All contracts in the last 24 months show less than 4 reporting
9	All contracts in the last 24 months show no reporting in latest 6 months from inquiry
10	All contracts in the last 24 months are in the 'request' phase and not yet reported as
	active

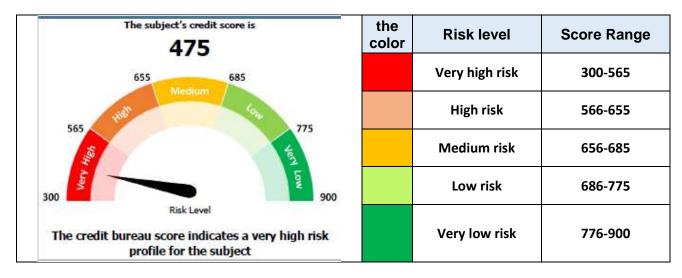
3 How to display the score in the credit report:

The new scoring system is completely different from the old scoring system, as an additional page has been created at the beginning of the credit report containing the following basic data:

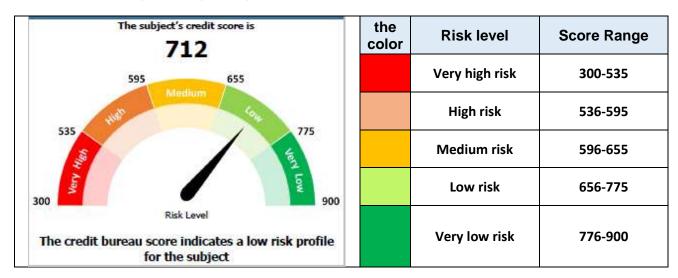
- 1) Subject data
- 2) Score and Risk Level

- 3) Score factors
 - a. Factors that positively affected the score
 - b. Factors that negatively affected the score
- 4) Credit Summary of the subject being enquired

3.1.1 Risk Level (Individuals)



3.1.2 Risk Level (for Companies)



3.2 How to display the score in the credit report for individuals:

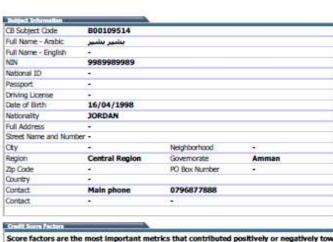
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determined metrics that hold le	ss impact exist too.	The state of the s	
Positive Score Factors		Negative Score Factors There are no negative score factors	
There are no positive score fact	tors		
Subject Credit Summery and Key Value			
Contracts Number	4	Currency	Jordanian dinar
Active Contracts Number	4	Total Potential Exposure Amount	13,697
New Contracts in Last Year	0	Total Outstanding Amount	10,747
Closed Contracts in Last Year	0	Currently in Delinquency or Default	In default
Reciprocity Missing Contracts	No	Number of Contracts in Delinquency or Default Currently	1
Reporting Providers Number	1	Worst Delinquency Level in last Year	7
Reporting Providers Type	TELCO, INTERNAL	Total Overdue Amount	952
Name and Address Name and Address of Contract of Contr			4.004

Maximum Overdue Amount in Last Year

Total Requested Amount

3.3 How to display the evaluation result in points in the credit report for companies:

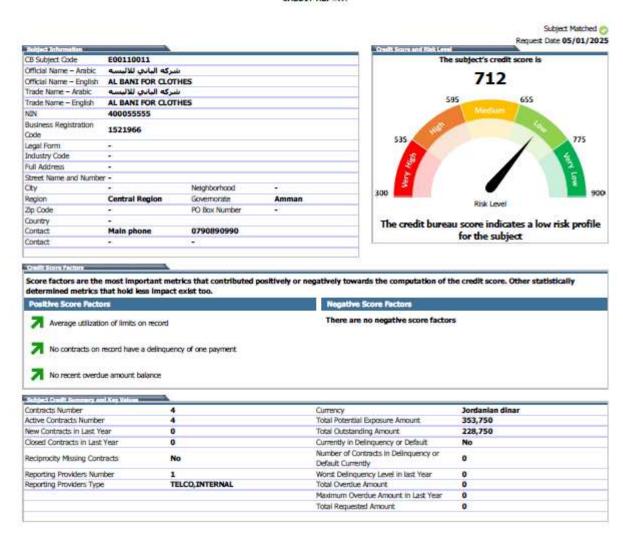


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