**Loan Risk Assessment Dashboard**

**Summary**

This report provides a detailed analysis of the Loan Risk Assessment Dashboard, covering client segmentation, loan distribution, deposit behaviour, and banking relationships. It highlights key financial indicators and provides insights into trends across client demographics, banking types, and product types.

**Overview**

**Client and Financial Summary**

|  |  |
| --- | --- |
| **Metric** | **Value** |
| Total Clients | 3,000 |
| Total Loan Amount | ₹4.38 Billion |
| Total Deposit | ₹3.77 Billion |
| Business Lending | ₹2.60 Billion |
| Savings Accounts | ₹698.73 Million |
| Checking Accounts | ₹963.28 Million |

**Observation**:  
The loan book is slightly higher than total deposits, indicating a higher credit-to-deposit ratio. Business lending represents a large share of the total loan portfolio.

**Loan Analysis**

**Bank Loan by Banking Relationship (BR)**

* **Private Bank** clients have the highest loan exposure (~₹2 Billion).
* **Retail**, **Commercial**, and **Institutional** segments contribute to smaller loan shares.

**Insight**:  
Private banks are the dominant lending channel, indicating possible concentration risk in that segment.

**Loan by Nationality**

* **European** and **Asian** nationalities contribute most to the bank loan portfolio.
* **American**, **Australian**, and **African** clients have significantly smaller loan shares.

**Insight**:  
Loan portfolio is concentrated in European and Asian clients, which may suggest geographic or demographic risk concentration.

**Bank Loan by Occupation**

* Highest loan counts are associated with clients in the **Private Bank** category.
* Fewer loans are distributed across **Retail**, **Institutional**, and **Commercial** categories.

**Insight**:  
Loan products are more commonly used by clients with private banking relationships, possibly indicating higher creditworthiness or better access.

**Credit Card Balance**

* The total balance stands at ₹9.53 Million.

**Insight**:  
Unsecured lending via credit cards is relatively low but should still be monitored for delinquencies.

**Deposit Analysis**

**Total Deposit Breakdown**

* **Bank Deposits**: ₹2.01 Billion
* **Savings Account Amount**: ₹698.73 Million
* **Checking Account Amount**: ₹963.28 Million

**Insight**:  
The deposit base is diversified across account types, with bank deposits forming the largest component.

**Bank Deposit by Banking Relationship**

* **Private Bank** clients contribute the highest share (~₹1 Billion).
* **Retail**, **Commercial**, and **Institutional** segments follow with smaller contributions.

**Insight**:  
Deposit concentration is aligned with the loan distribution, indicating consistent engagement from private banking clients.

**Deposit by Nationality**

* **European** nationals lead in deposit contribution, followed by **Asian** nationals.
* Other nationalities have relatively lower deposit engagement.

**Insight**:  
Customer acquisition and deposit inflows are higher among European and Asian demographics.

**Bank Deposit by Occupation**

* Deposits are spread across diverse occupations such as:
  + Structural Engineers
  + Software Engineers
  + Accountants
  + Recruiters
  + Database Administrators

**Insight**:  
There is a well-distributed deposit base across professional categories, reducing occupational risk exposure.

**Filters and Segmentation Options**

The dashboard allows filtering based on:

* **Joining Year**: 1995, 1996, 1999
* **Gender**: Female, Male
* **Banking Relationship**: Commercial, Institutional, Private Bank
* **Institution Advisors**: Advisor 1, 2, 3

**Insight**:  
These filters support segmented analysis for performance evaluation across time, gender, advisor effectiveness, and client relationships.

**Key Insights and Strategic Observations**

* **Loan-Deposit Imbalance**: The total loan amount (₹4.38B) exceeds deposits (₹3.77B), which may raise liquidity or funding concerns.
* **Customer Concentration Risk**: Heavy reliance on private bank clients and European/Asian nationalities indicates a need for diversification.
* **Business Lending Focus**: ₹2.60B in business lending suggests strong commercial focus but also adds economic sensitivity.
* **Occupational Diversity**: Deposits come from a wide range of professions, contributing to a stable deposit base.
* **Engaged Client Base**: High checking account volumes suggest active account usage and good customer engagement.

**Recommendations**

1. **Diversify Client Segments**  
   Increase outreach to underrepresented client groups to reduce dependency on private banking and specific nationalities.
2. **Monitor Credit Risk**  
   Given the loan-to-deposit ratio, implement robust credit scoring and recovery mechanisms to minimize potential NPA (non-performing assets) growth.
3. **Strengthen Deposit Products**  
   Promote savings instruments and fixed deposits to boost long-term funds and reduce reliance on borrowed capital.
4. **Advisor Performance Review**  
   Utilize the advisor filters to assess loan and deposit performance by each advisor for incentive structuring or training interventions.
5. **Demographic Analysis**  
   Deep-dive into underperforming nationality or occupation groups to identify barriers or growth opportunities.

**Conclusion**

The Loan Risk Assessment Dashboard provides comprehensive insights into customer behavior, lending risk, and deposit patterns. With strong loan activity and a healthy client base, the institution demonstrates good performance but should continue to monitor risks related to concentration, credit, and liquidity.