

# **BFS CAPSTONE PROJECT**

## **Final - Submission**

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# Capstone Project Overview

Following is the bird eye view of this presentation

- Abstract
- Data Understanding
- Data Cleansing & Preparation
- Exploratory Data Analysis
- WOE & Information Value
- Model Building & Evaluation
- Conclusion

# Abstract

## ➤ BUSINESS UNDERSTANDING

- CredX is a leading credit card provider receiving huge volume of applications every year.
- In recent times unfortunately CredX is experiencing an increase in credit loss due to not reaching the right customers during acquisition.

## ➤ PROBLEM STATEMENT

- For a provider like CredX it becomes very important to acquire right customers in order to increase their profitability by keeping their business costs in control.
- In this Project, We help CredX in exactly doing the same. We using our various predictive models help CredX acquire the right customers there by increasing their profits.
- In this process we also use our predictive models in determining the factors affecting the credit risk and creating the strategies to mitigate the acquisition risks.

# Data Understanding

## **Data Source**

Our data is mainly divided into two categories

- Demographic Data
- Credit Bureau Data

### Demographic Data:

This is basically customer-level information on age, gender, income, marital status etc. given by customer himself via the credit card application

### Credit Bureau Data:

Source of this data is via credit bureau and contains variables such as 'number of times 30 DPD or worse in last 3/6/12 months', 'outstanding balance', 'number of trades', etc.

## Data Understanding

### **Common Variable between the data sources**

“performance tag” variable is common in both the demographic and credit bureau data files which basically represents whether the applicant has gone 90 days past due or worse in the past 12-months after getting a credit card. In this case the customer will be treated as defaulted customer.

### **Special Cases**

*Case 1:* All the fields in credit bureau data file are '0' and credit card utilization field is missing will be the case that says there is no hit in the credit bureau.

*Case 2:* Cases where the credit card utilization is simply missing says that the particular applicant doesn't hold any credit card.

# Data Cleansing & Preparation

## **Data Observation**

- Demographic Data – 71, 295 Records of 12 Variables  
Credit Bureau Data – 71, 295 Records of 19 Variables
- “Application ID” has been identified as a primary key in both the data sources
- No Duplicate Records found in Demographic data and Credit bureau data.
- 3 Discrepancy Records found for the same user in both data sources hence the discrepancy records are removed.
- 1577 Records has been observed with NA values in demographic data source.
- 3028 Records has been observed with NA values in credit bureau data source.
- 1425 Records from Demographic data and credit bureau data has been taken as rejected population as performance tag is NA (separate handling has been done for these rejected population)

## NA value treatment of demographic data

Columns Name	Replaced column
Age	Age_Woe
Gender	Gender_Woe
Marital Status at the time of application	Marital Status at the time of application_Woe
No of dependents	No of dependents Woe
Income	Income_Woe
Education	Education_Woe
Profession	Profession_Woe
Type of residence	Type of residence_Woe
No of months in current residence	No of months in current residence_Woe
No of months in current company	No of months in current company_Woe

NA values have been replaced with WOE values

## NA value treatment of credit bureau data

Columns Name	Replaced column
No.of.times.90.DPD.or.worse.in.last.6.months	No.of.times.90.DPD.or.worse.in.last.6.months_Woe
No.of.times.60.DPD.or.worse.in.last.6.months	No.of.times.60.DPD.or.worse.in.last.6.months_Woe
No.of.times.30.DPD.or.worse.in.last.6.months	No.of.times.30.DPD.or.worse.in.last.6.months_Woe
No.of.times.90.DPD.or.worse.in.last.12.months_Woe	No.of.times.90.DPD.or.worse.in.last.12.months_Woe
No.of.times.60.DPD.or.worse.in.last.12.months	No.of.times.60.DPD.or.worse.in.last.12.months_Woe
No.of.times.30.DPD.or.worse.in.last.12.months	No.of.times.30.DPD.or.worse.in.last.12.months_Woe
Avgas.CC.Utilization.in.last.12.months	Avgas.CC.Utilization.in.last.12.months_Woe
No.of.trades.opened.in.last.6.months	No.of.trades.opened.in.last.6.months_Woe
No.of.trades.opened.in.last.12.months	No.of.trades.opened.in.last.12.months_Woe

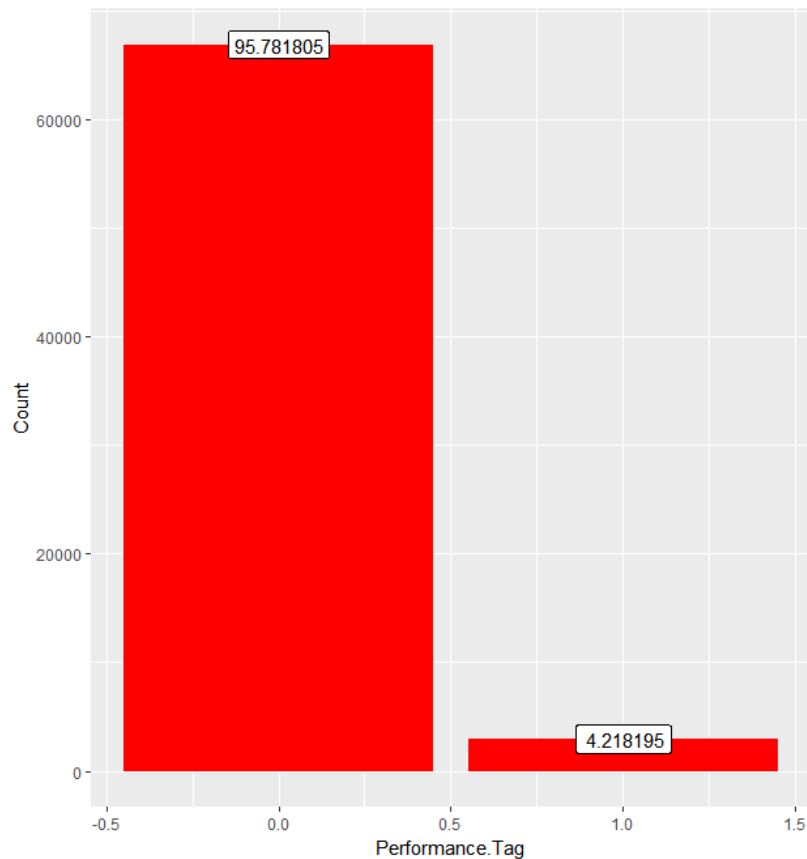
Columns Name	Replaced column
No.of.PL.trades.opened.in.last.6.months	No.of.PL.trades.opened.in.last.6.months_Woe
No.of.PL.trades.opened.in.last.12.months	No.of.PL.trades.opened.in.last.12.months_Woe
No.of.Inquiries.in.last.6.months..excluding.home...auto.loans	No.of.Inquiries.in.last.6.months..excluding.home...auto.loans._Woe
No.of.Inquiries.in.last.12.months..excluding.home...auto.loans	No.of.Inquiries.in.last.12.months..excluding.home...auto.loans._Woe
Presence.of.open.home.loan	Presence.of.open.home.loan_Woe
Outstanding.Balance	Outstanding.Balance_Woe
Presence.of.open.auto.loan	Presence.of.open.auto.loan_Woe
Total.No.of.Trades	Total.No.of.Trades_Woe

NA values have been replaced with WOE values



# Exploratory Data Analysis – Univariate Analysis

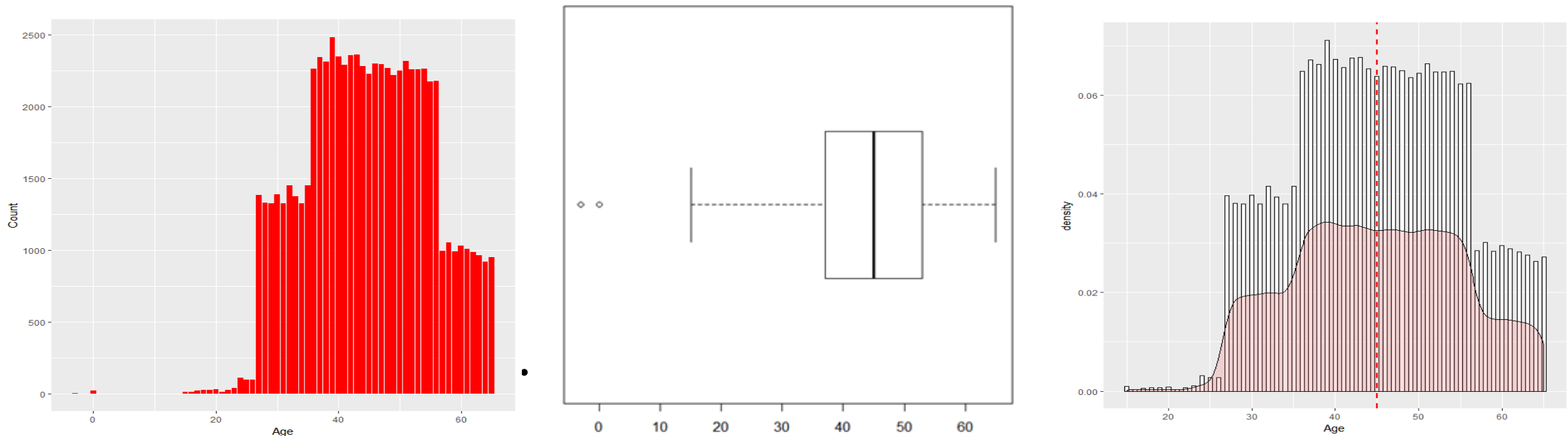
## *Demographic Data - Performance Tag*



**Observation ::** Distribution of Performance Tag is Imbalanced where 1 represents Defaults and has share only 4.21 in the data.

# Exploratory Data Analysis – Univariate Analysis

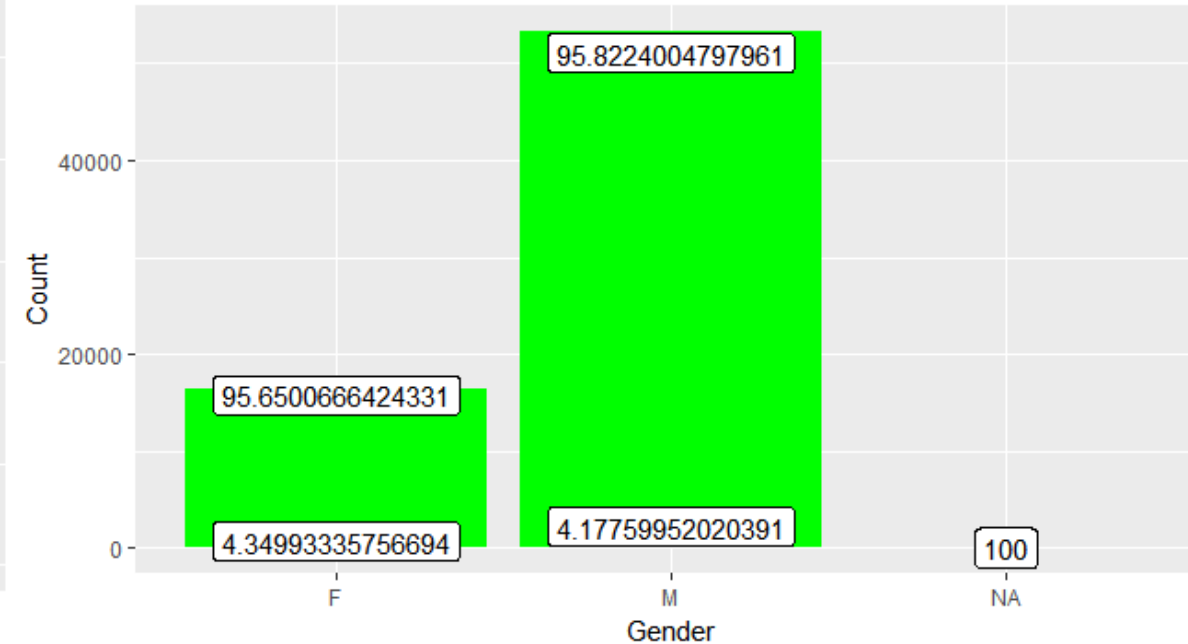
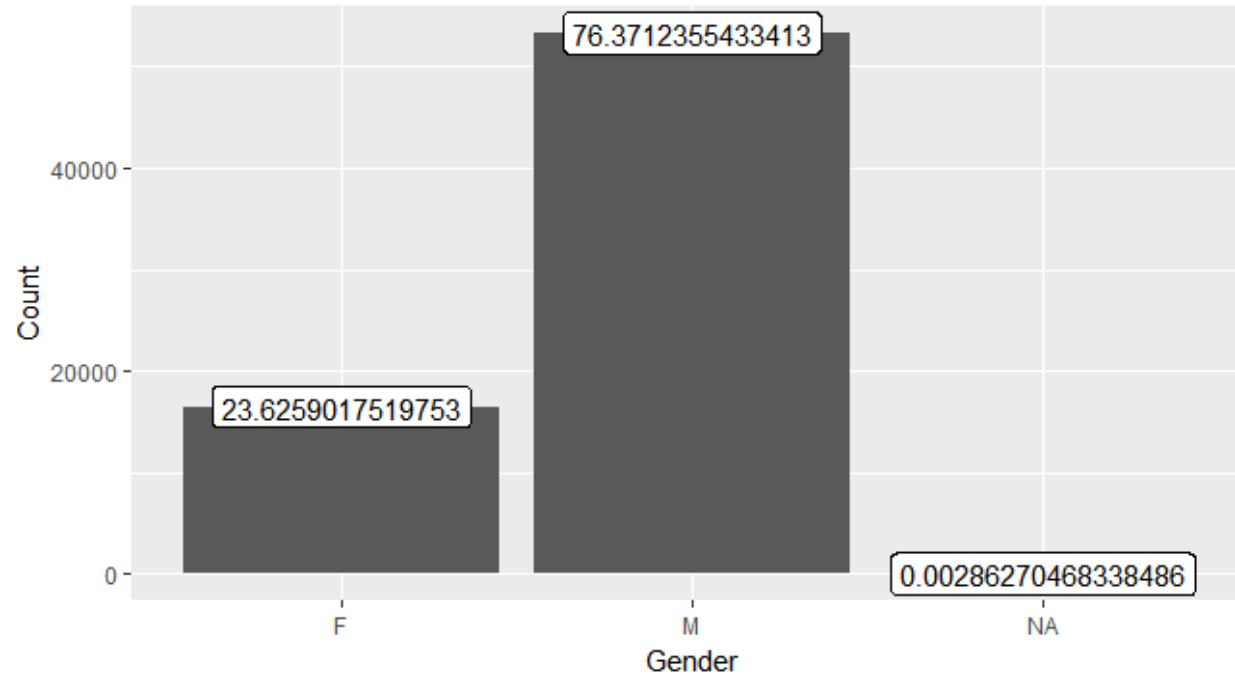
## Demographic Data - Age



Replacing any ages less than 18 to 18 because 18 is the legal age to get credit card  
 Most of the users are in 30 to early 50 years age range  
 Some outliers (invalid age i.e. -3 ) values are present

# Exploratory Data Analysis – Univariate Analysis

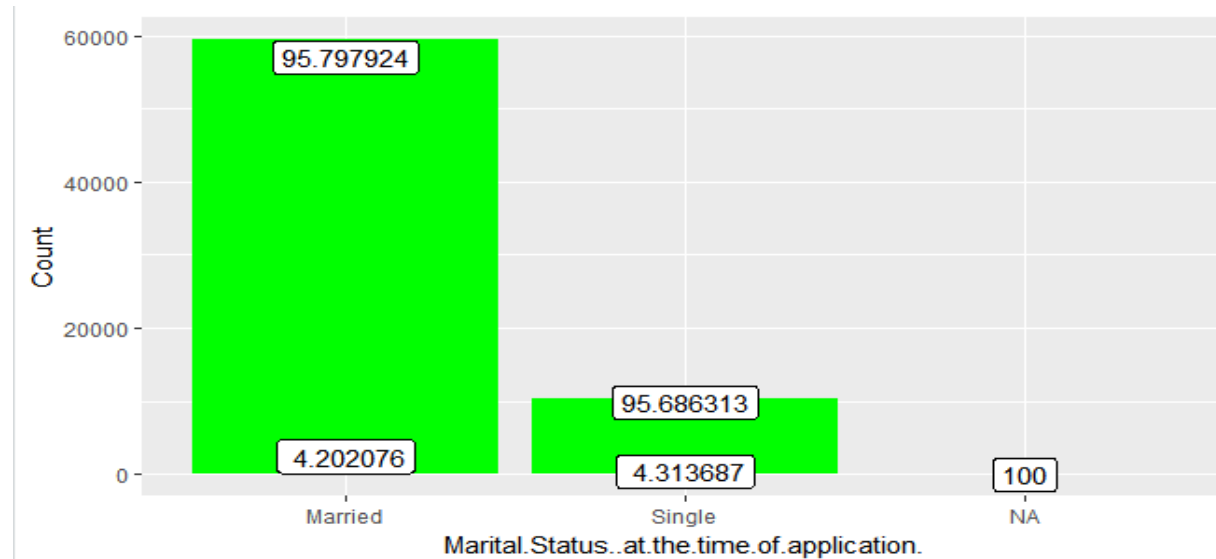
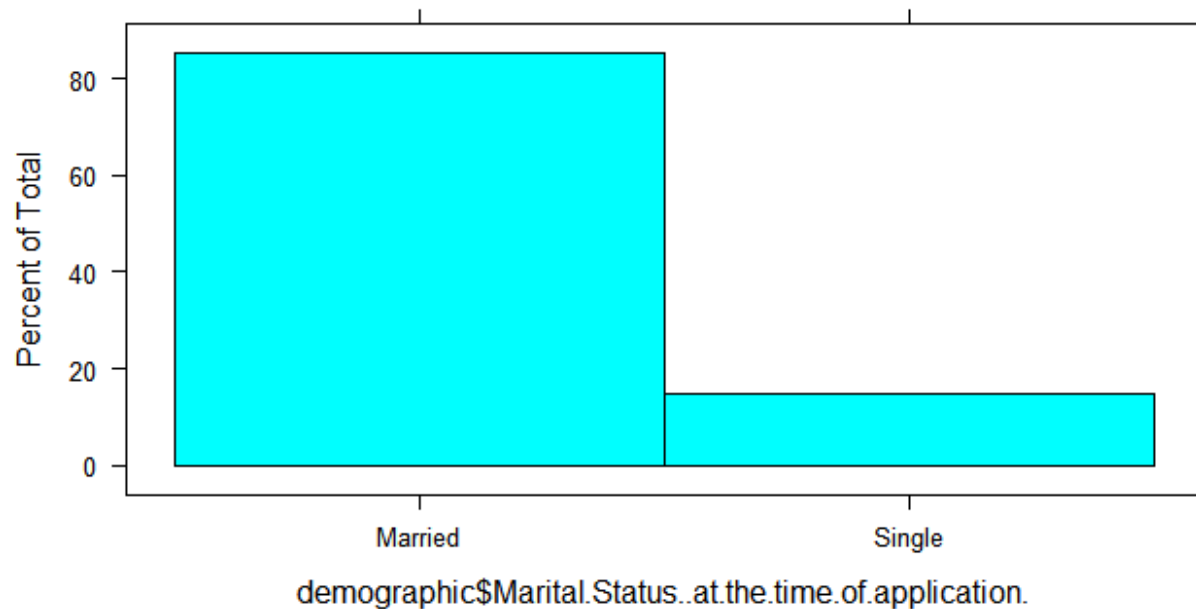
## Demographic Data - Gender



76.38 percentage of male constitutes the total population and remaining 23.63 percentage female constitutes the total population

# Exploratory Data Analysis – Univariate Analysis

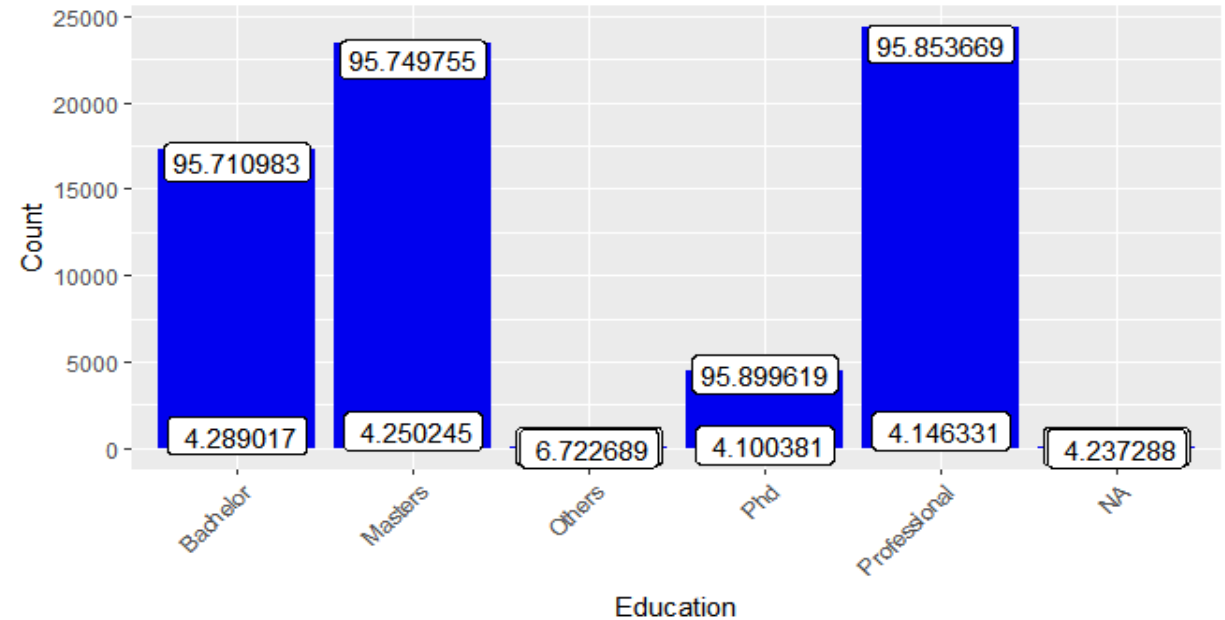
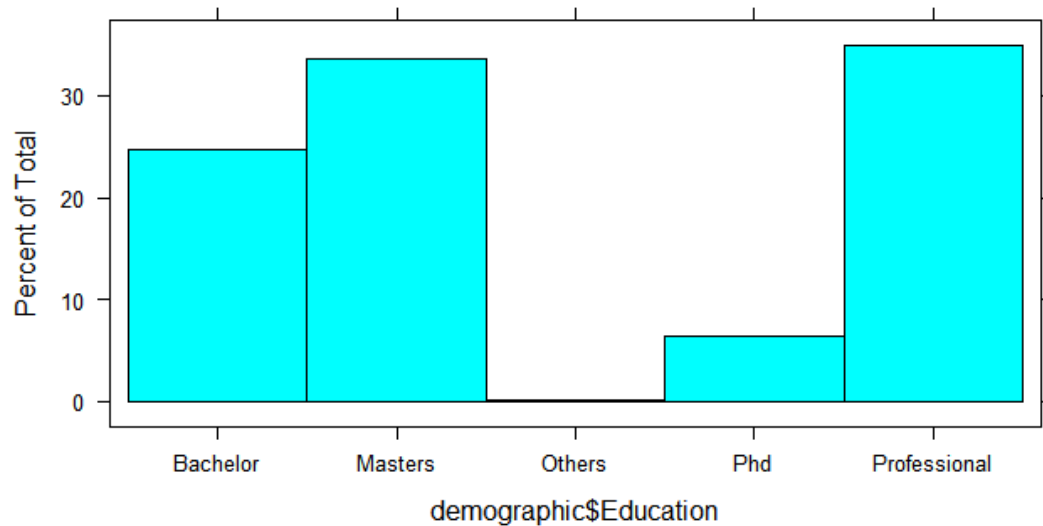
## Demographic Data - Marital Status



80 percentage of the total population constitutes of married people and remaining 20 percent single at time of applications

# Exploratory Data Analysis – Univariate Analysis

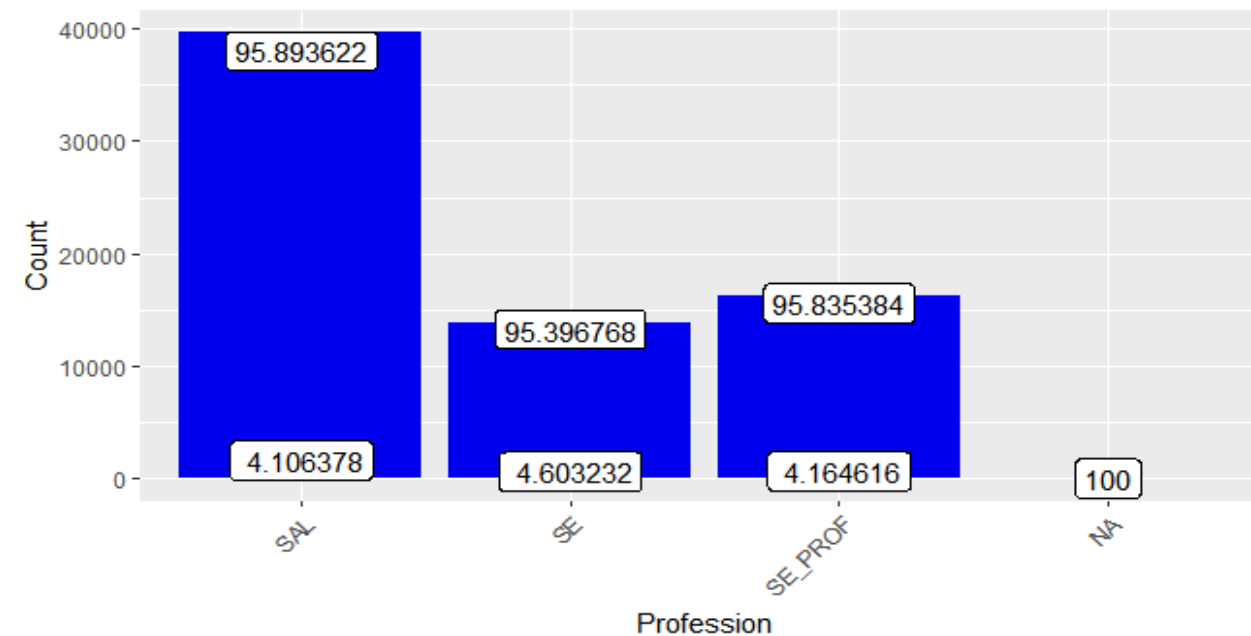
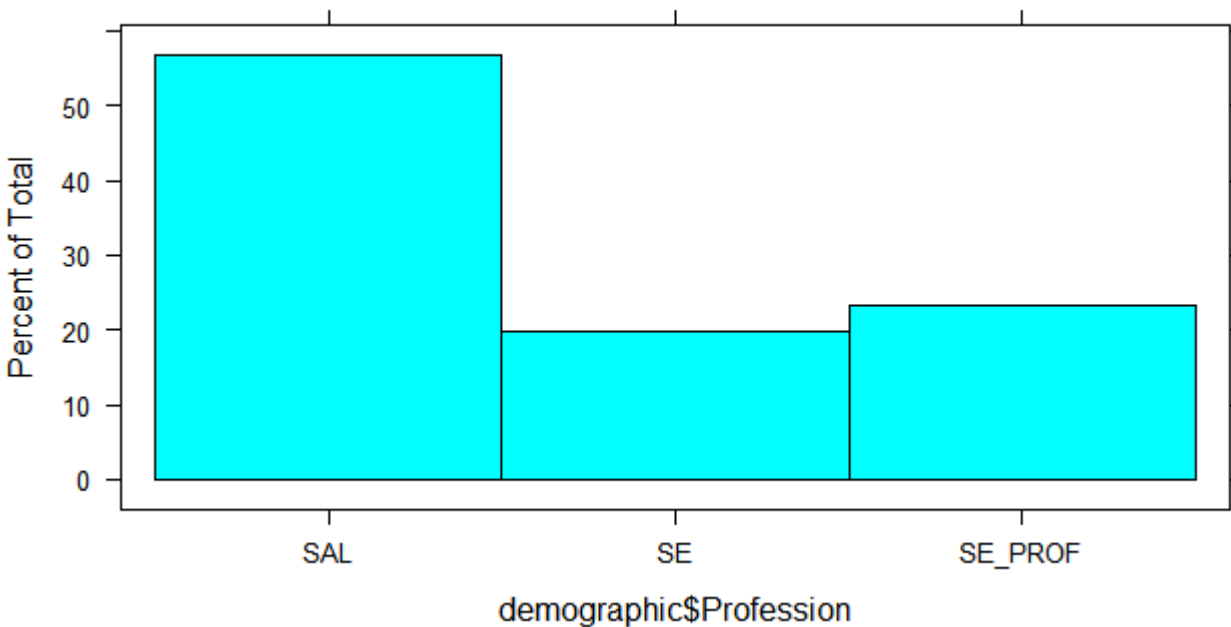
## Demographic Data - Education



People who have done masters and belongs to professional background constitutes the majority of applications

# Exploratory Data Analysis – Univariate Analysis

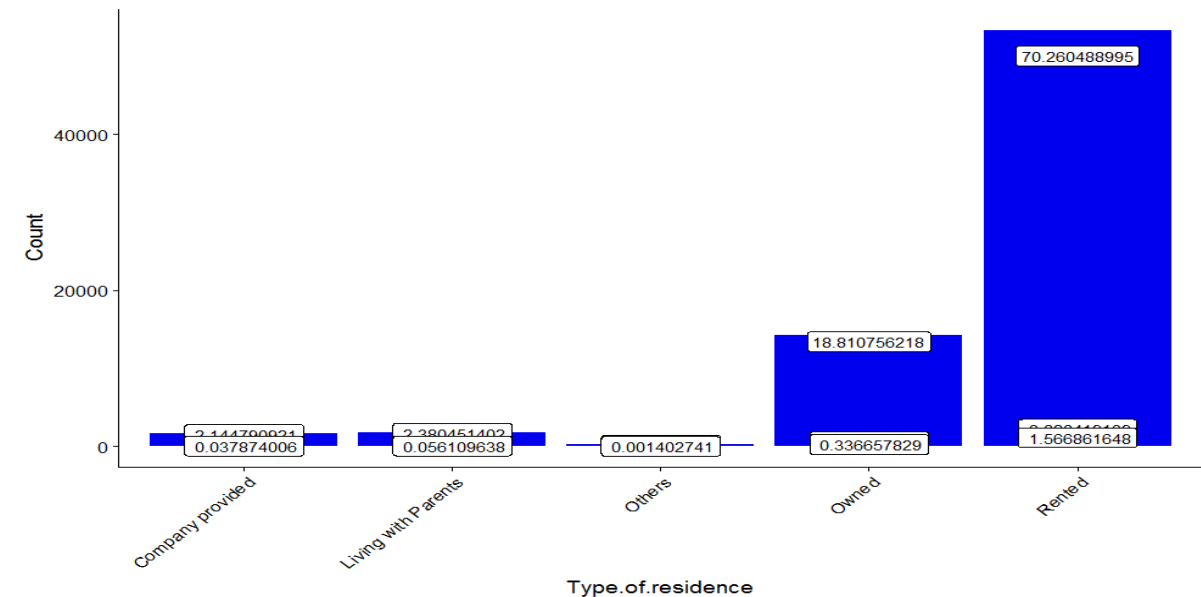
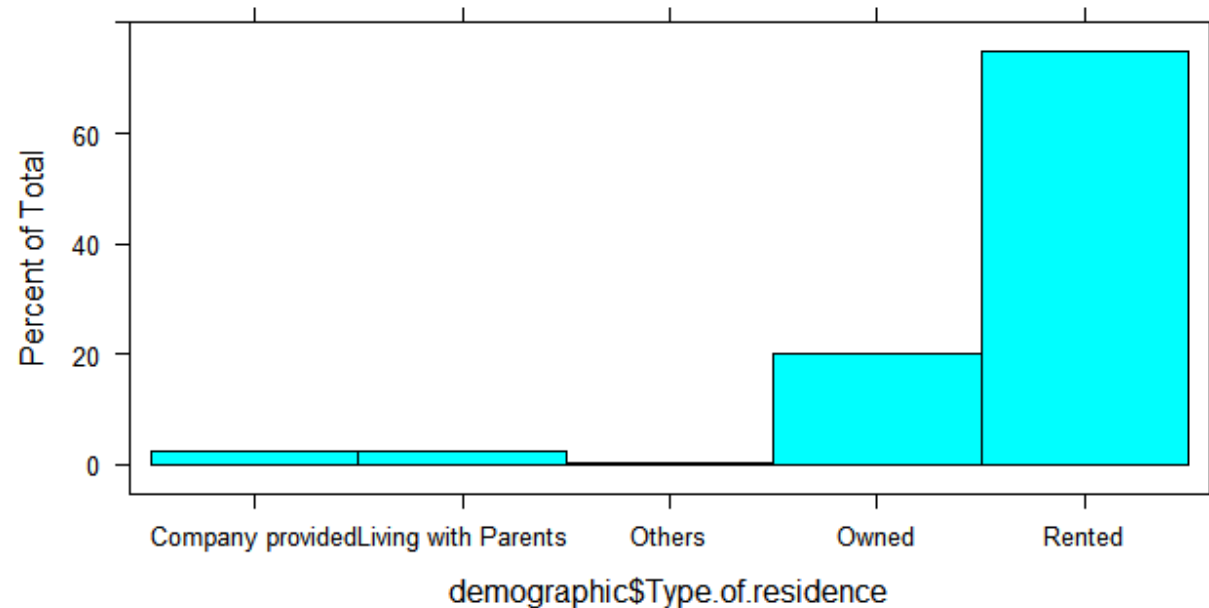
## Demographic Data - Profession



Salaried people constitutes the majority of applications

# Exploratory Data Analysis – Univariate Analysis

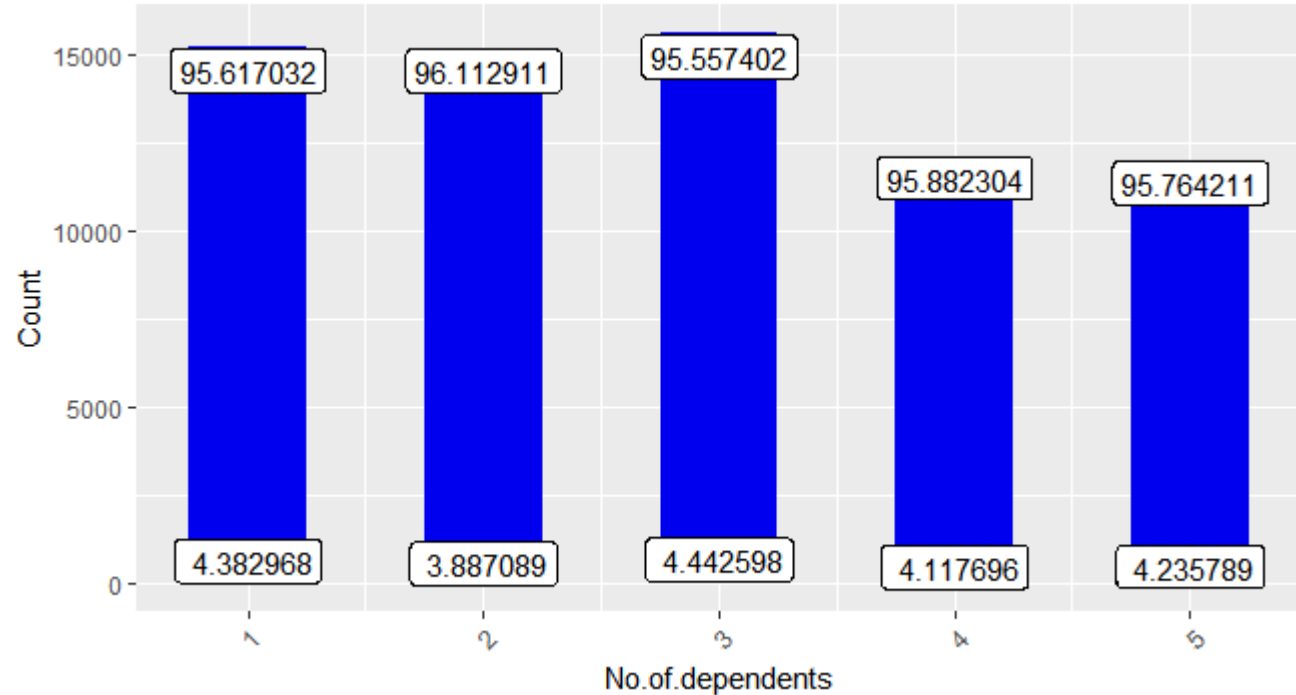
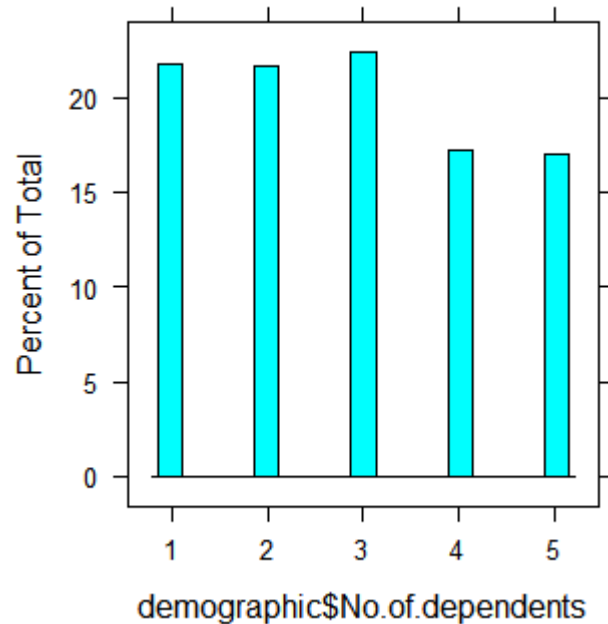
## Demographic Data - Type of Residence



70.3 percentage of applicants stay in the rented home and around 18.9 stay in their own home

# Exploratory Data Analysis – Univariate Analysis

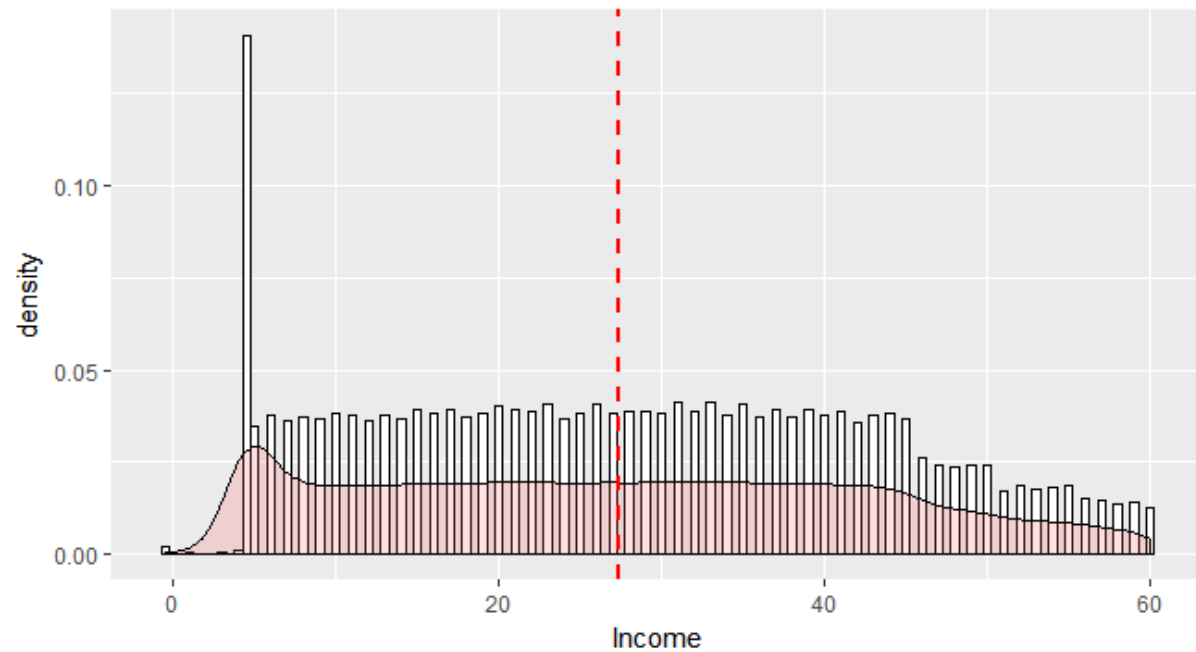
## Demographic Data - Dependents



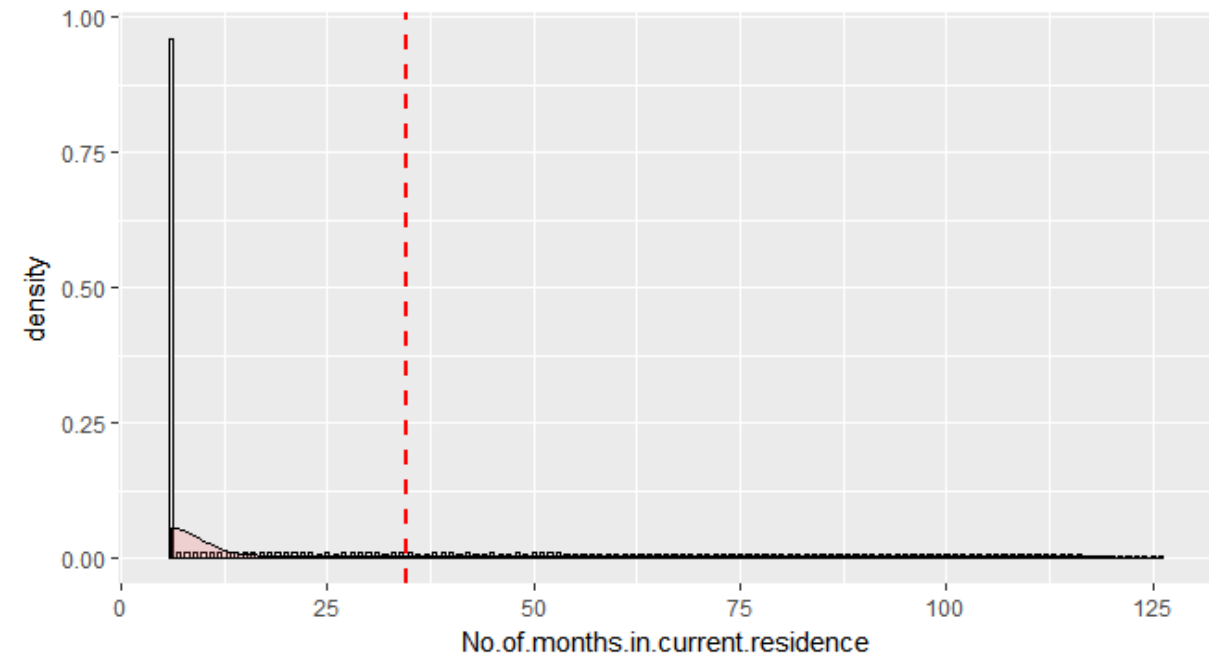


# Exploratory Data Analysis – Univariate Analysis

*Demographic Data - Income*

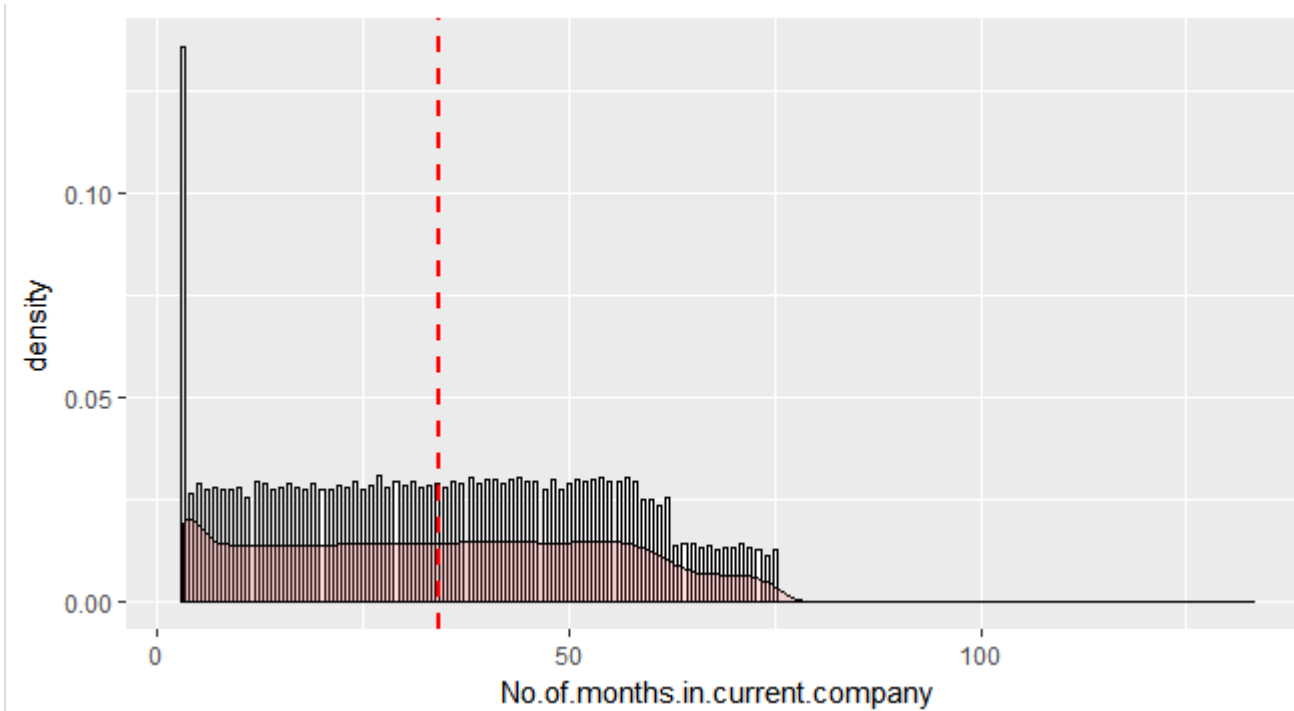


*Demographic Data - Residence Duration*



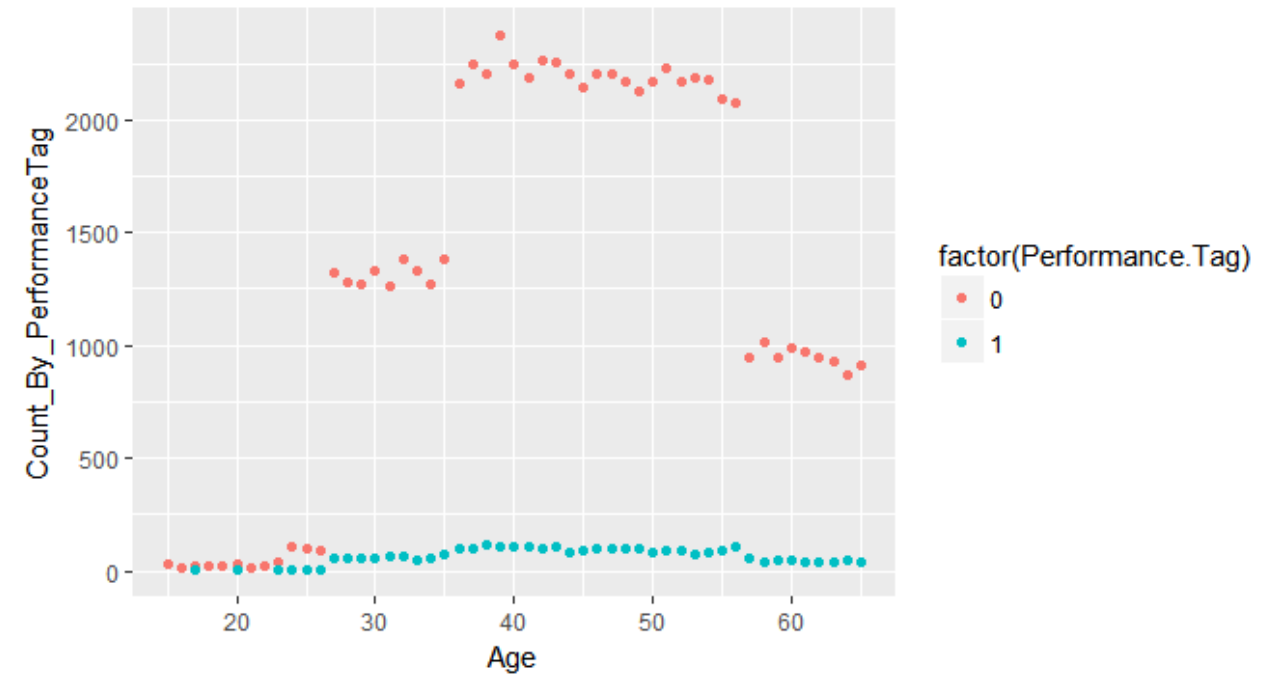
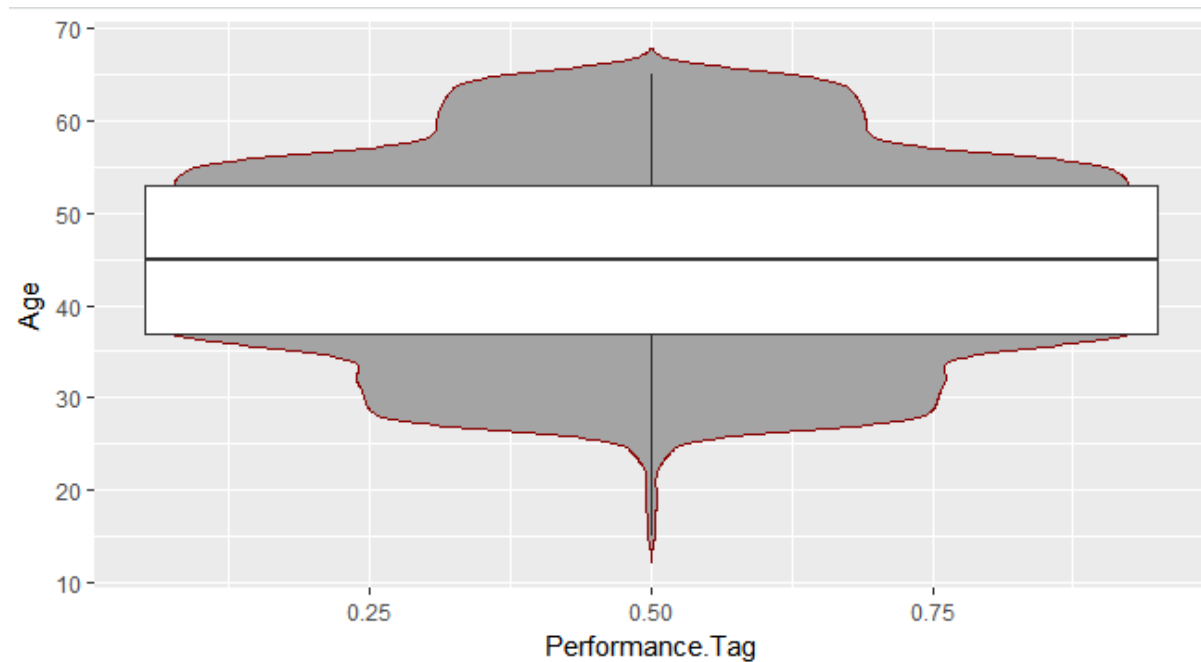
# Exploratory Data Analysis – Univariate Analysis

## *Demographic Data - Current Company*



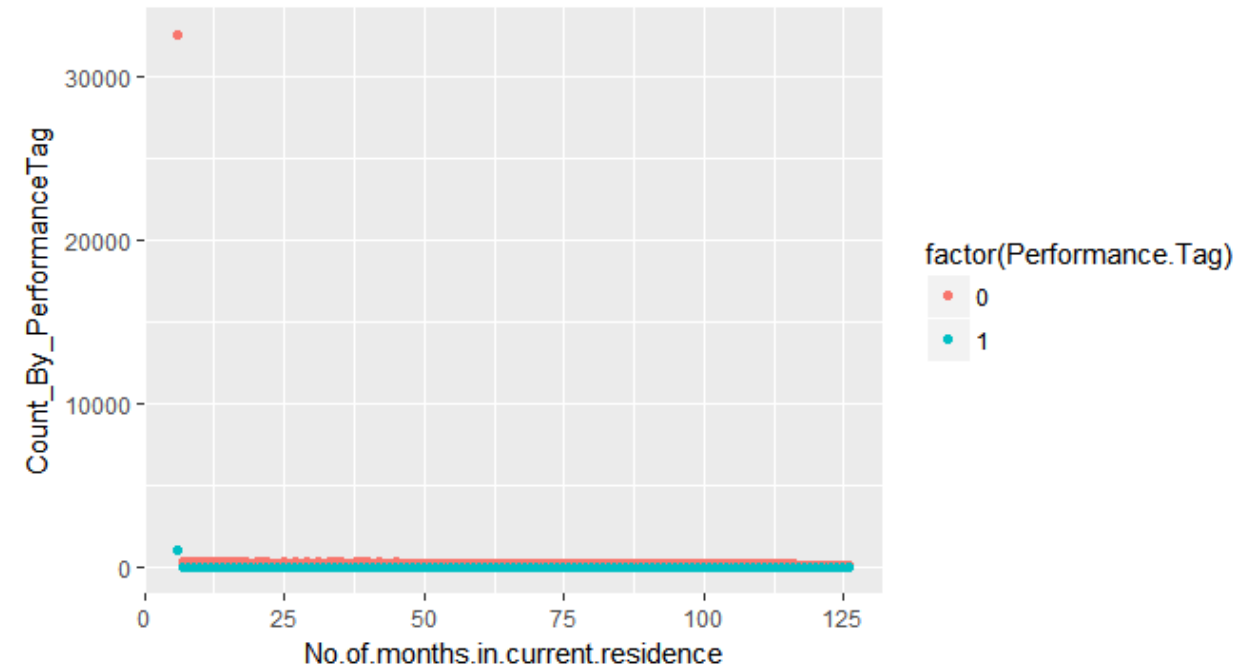
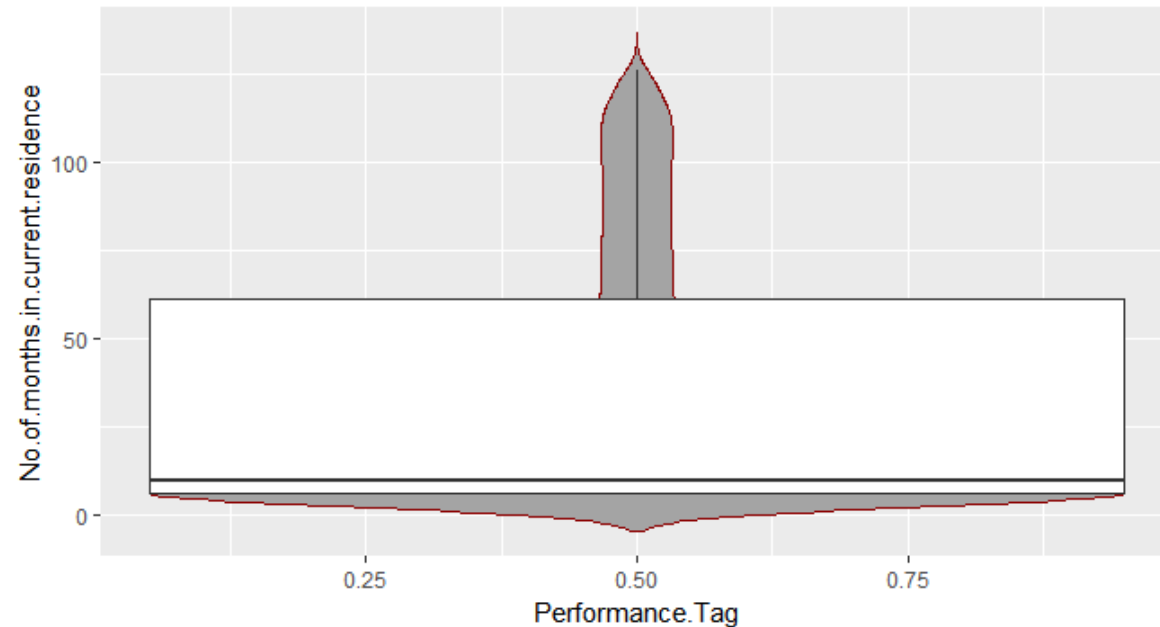
# Exploratory Data Analysis – Bivariate Analysis

## *Demographic Data - Performance Tag Vs Age*



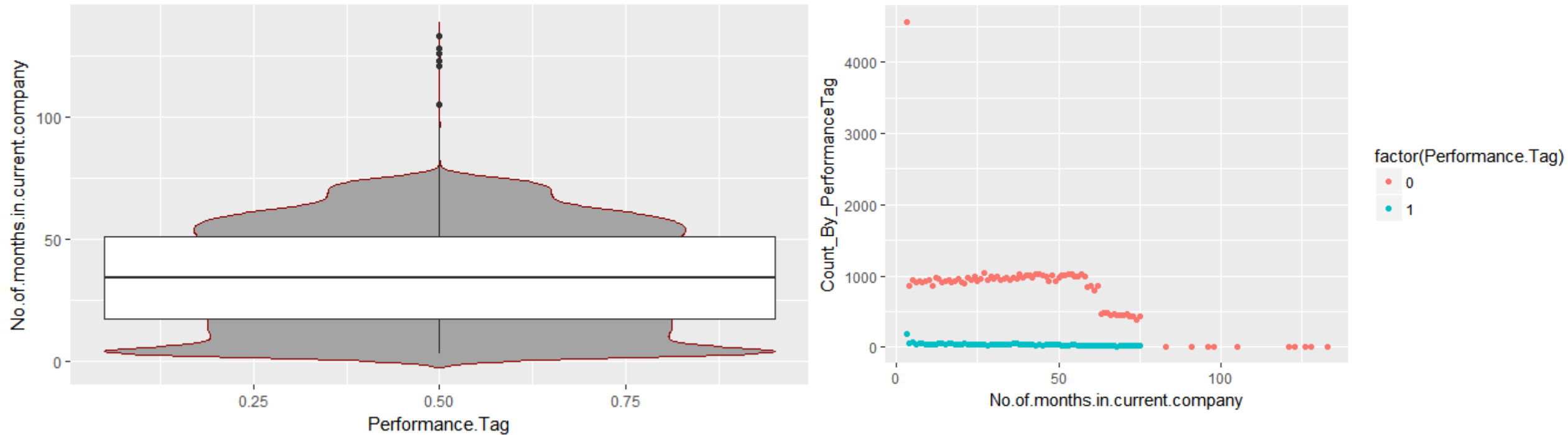
# Exploratory Data Analysis – Bivariate Analysis

*Demographic Data - Performance Tag Vs Current Residence*



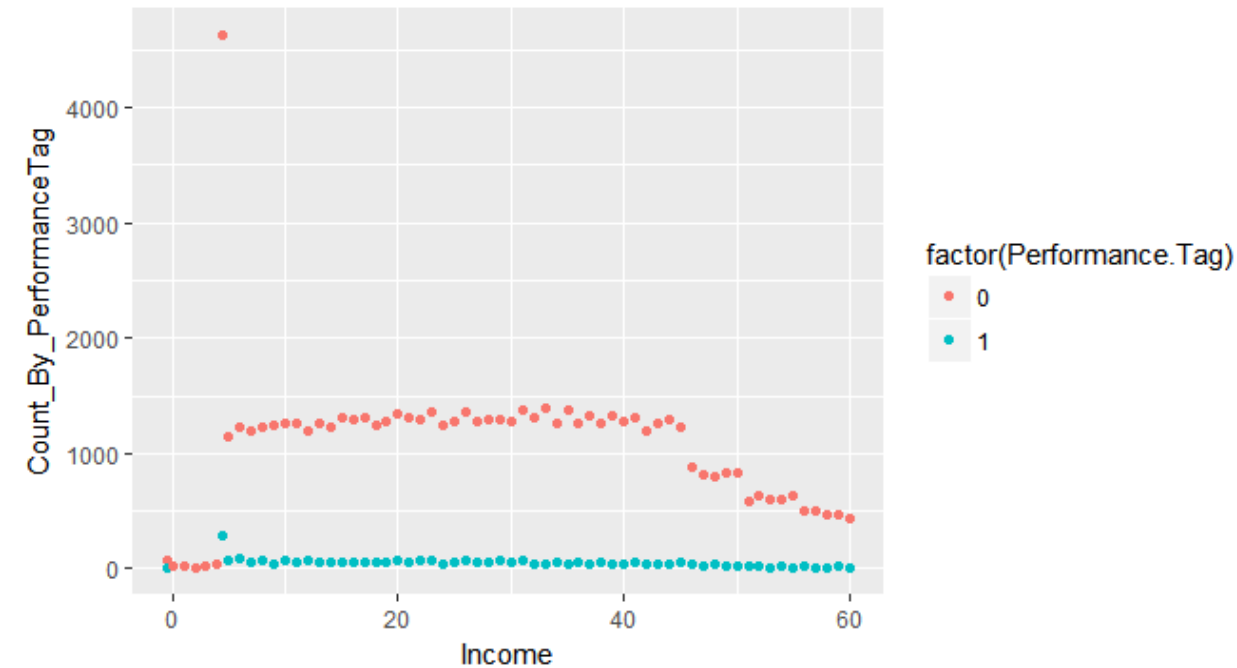
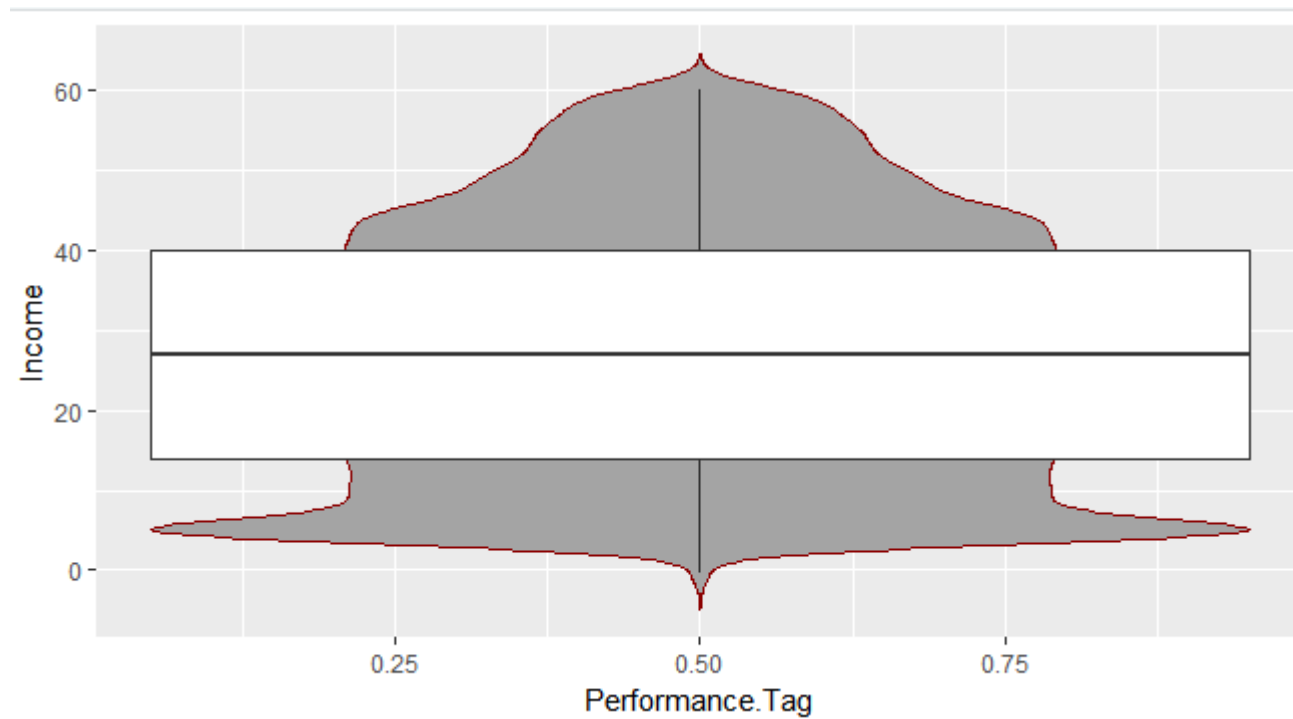
# Exploratory Data Analysis – Bivariate Analysis

## *Demographic Data - Performance Tag Vs Current Company*



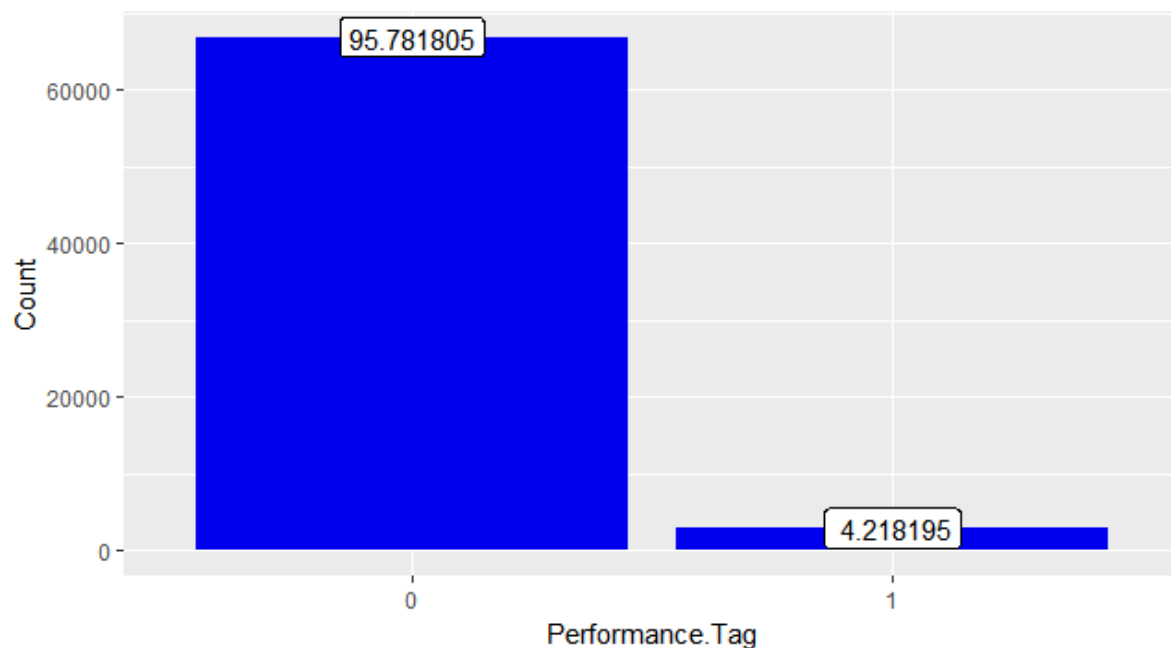
# Exploratory Data Analysis – Bivariate Analysis

## *Demographic Data - Performance Tag Vs Income*

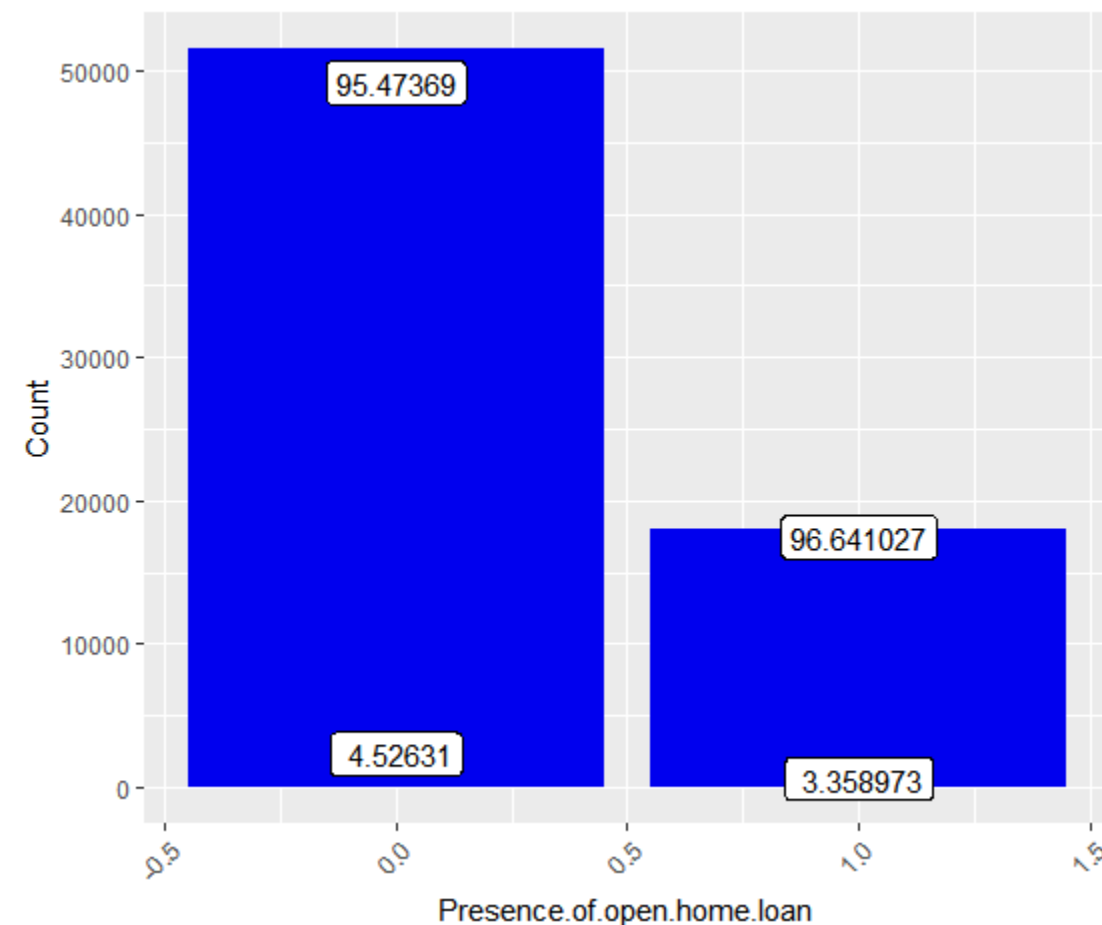


# Exploratory Data Analysis – Univariate Analysis

*Credit Bureau Data – Performance Tag*

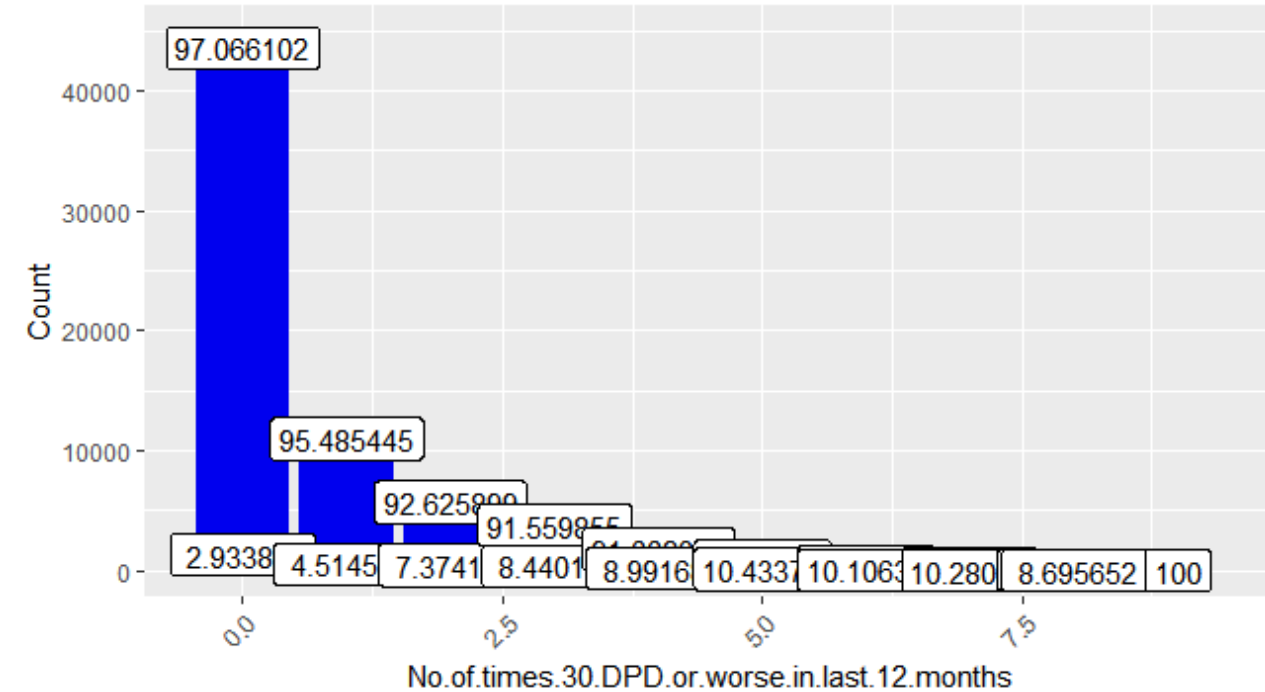
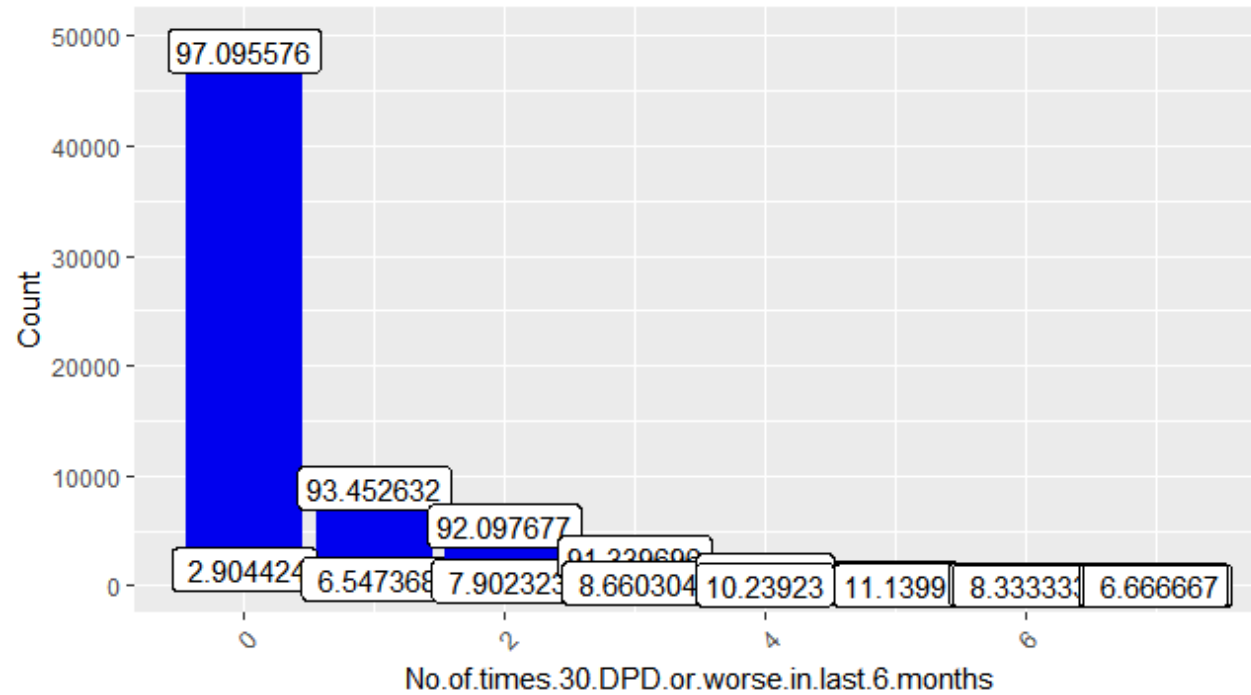


*Credit Bureau Data – Presence of Open Home Loan*



# Exploratory Data Analysis – Univariate Analysis

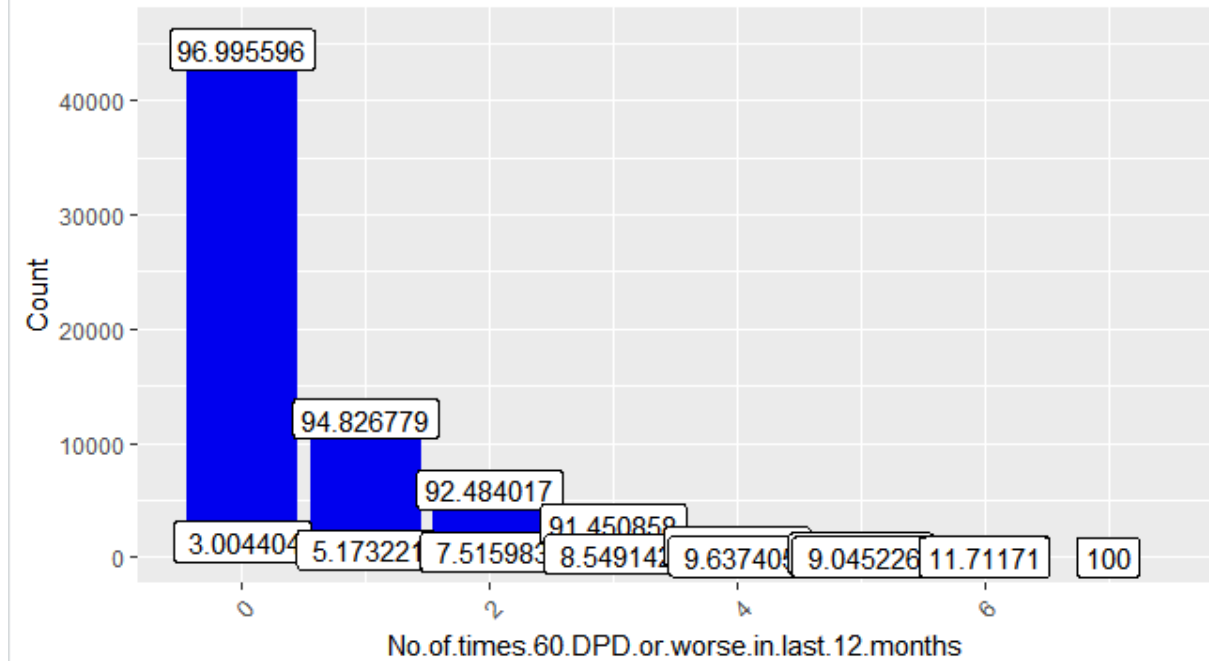
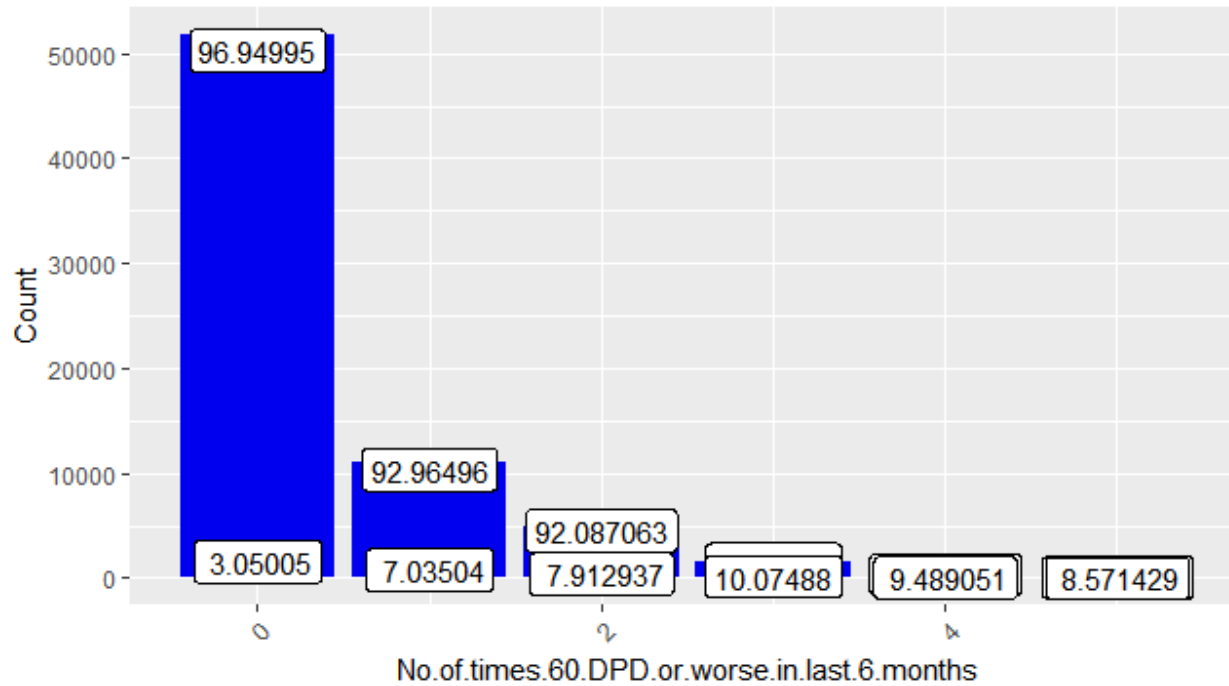
*Credit Bureau Data – No of times 30 DPD or worse in last 6 Months & 12 Months*





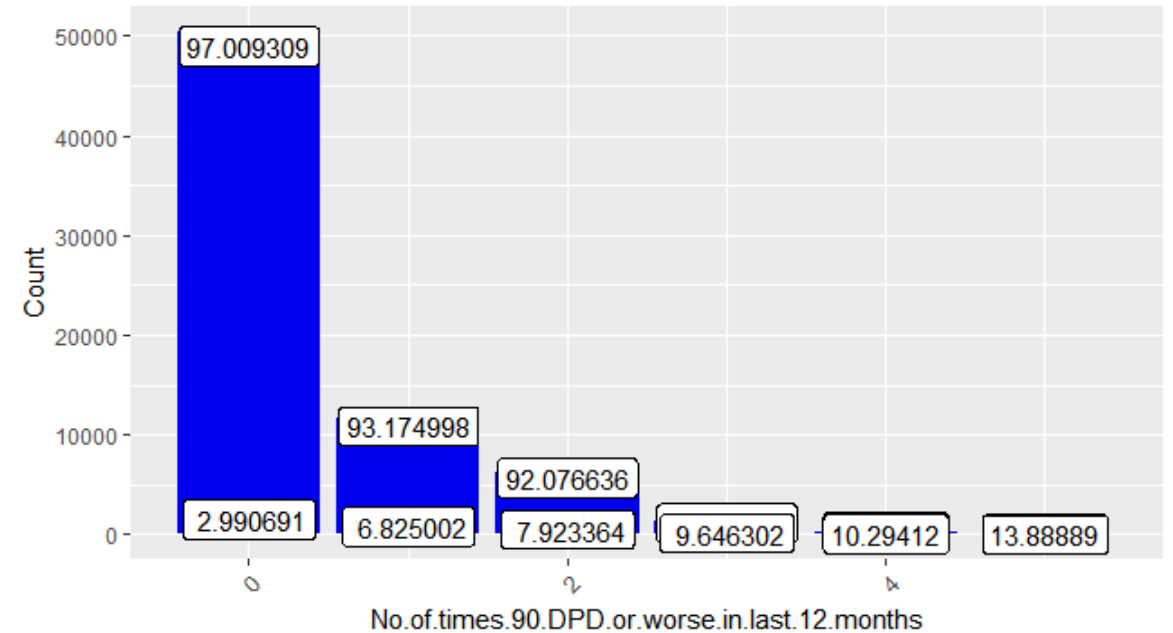
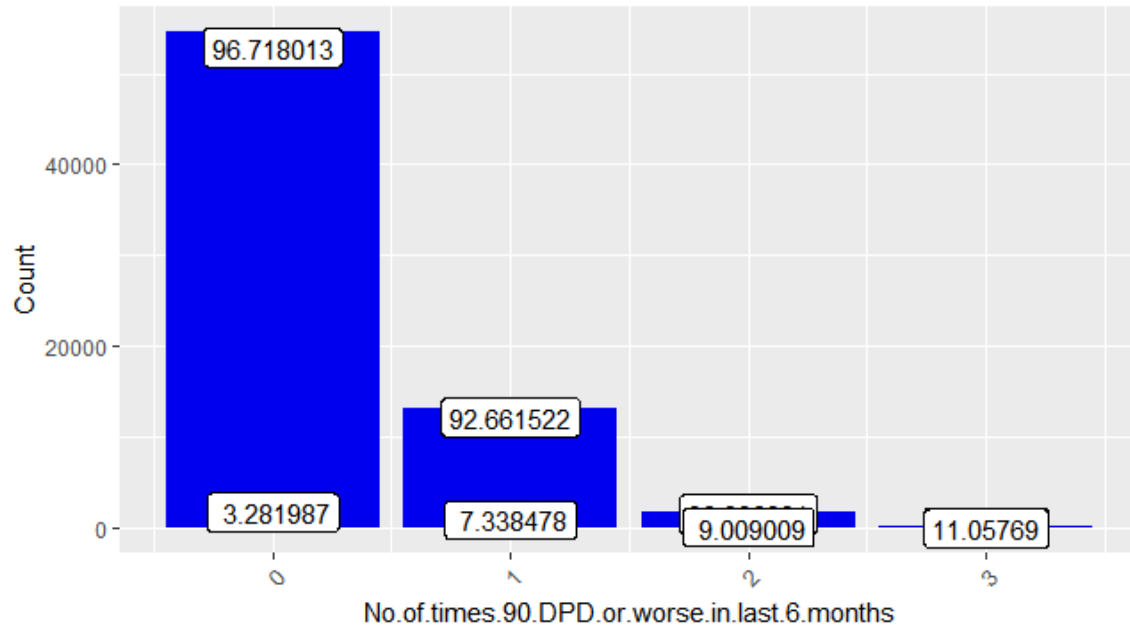
# Exploratory Data Analysis – Univariate Analysis

*Credit Bureau Data – No of times 60 DPD or worse in last 6 Months & 12 Months*

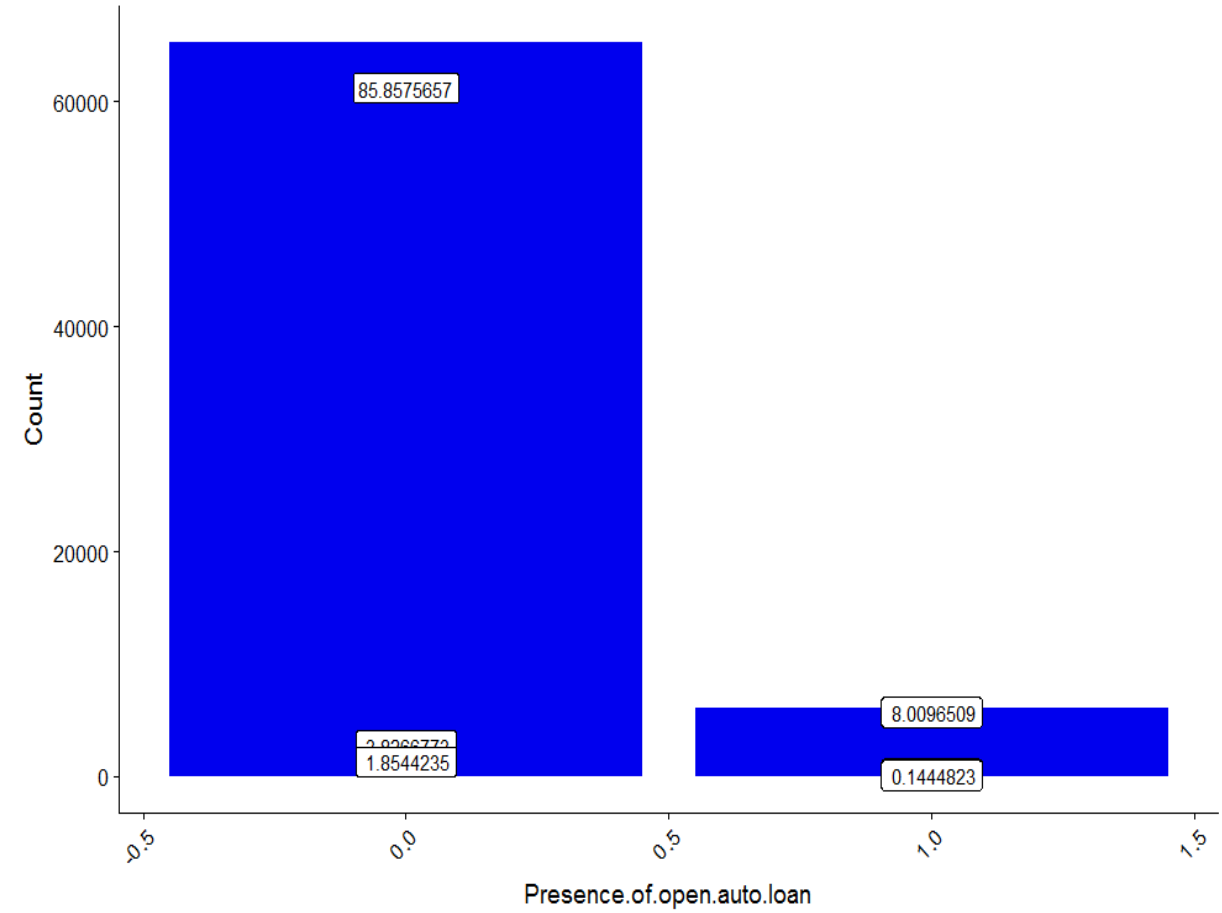
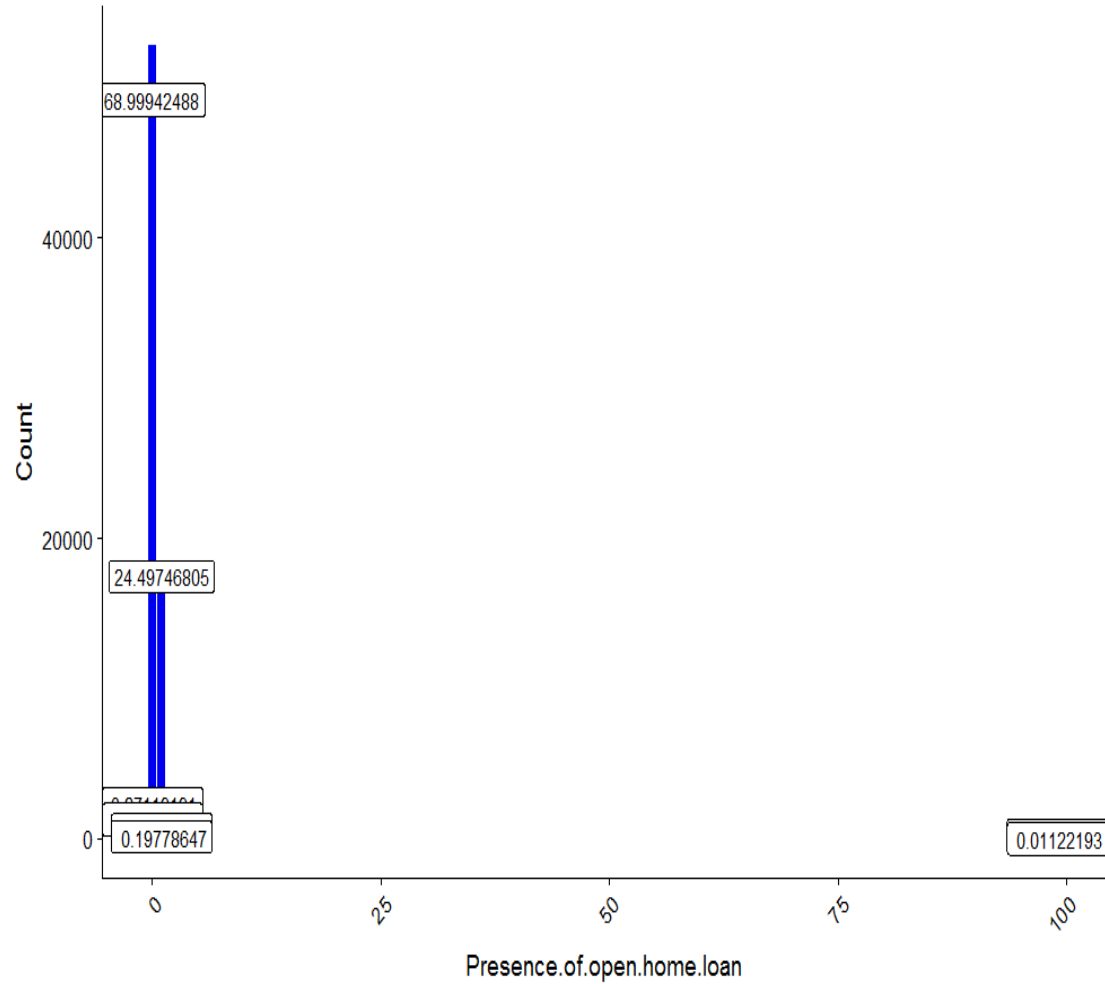


# Exploratory Data Analysis – Univariate Analysis

*Credit Bureau Data – No of times 90 DPD or worse in last 6 Months & 12 Months*

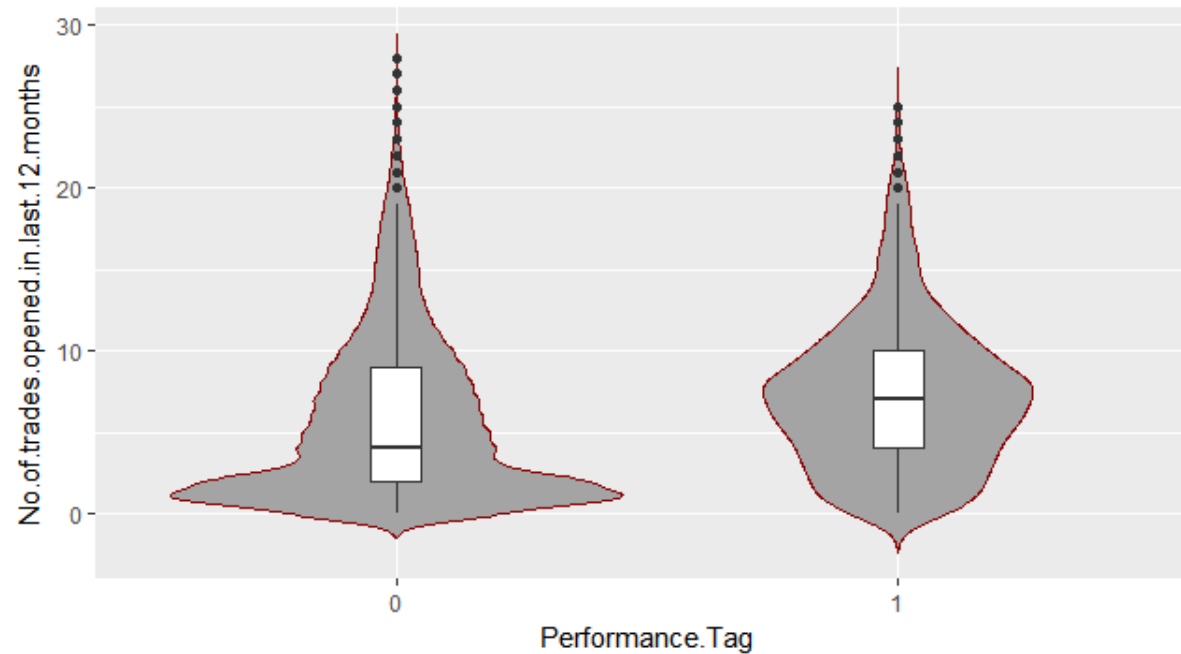


# Exploratory Data Analysis – Univariate Analysis



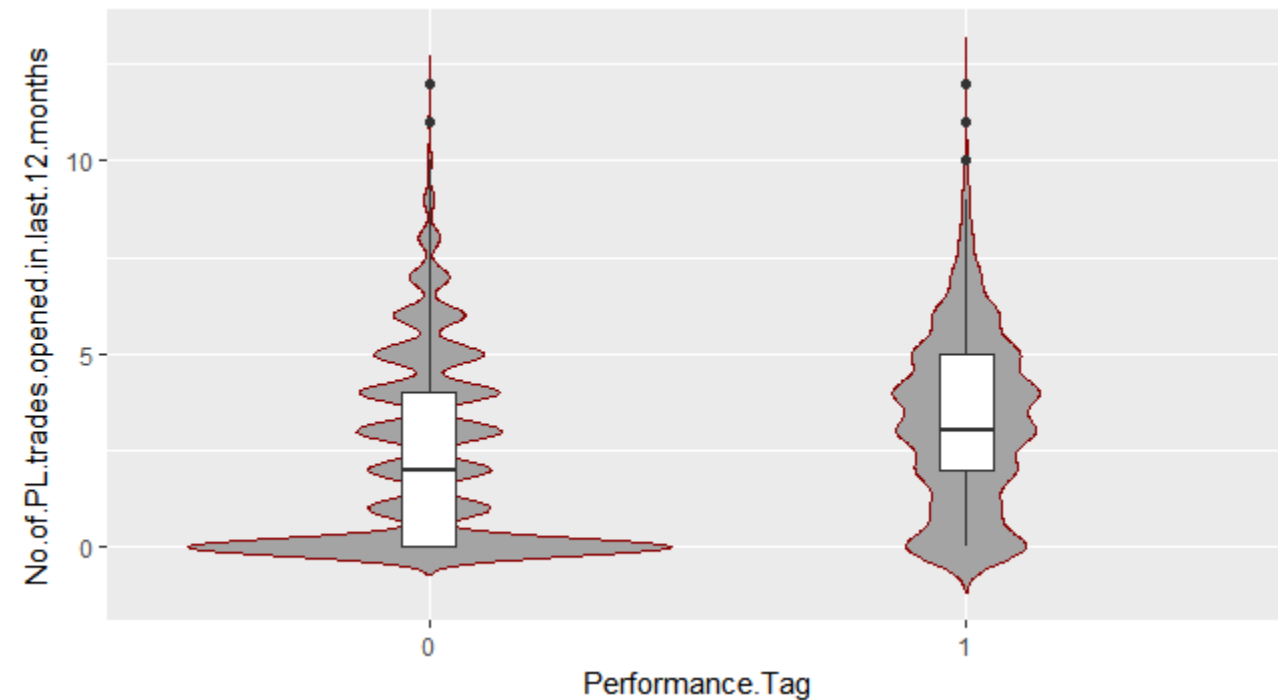
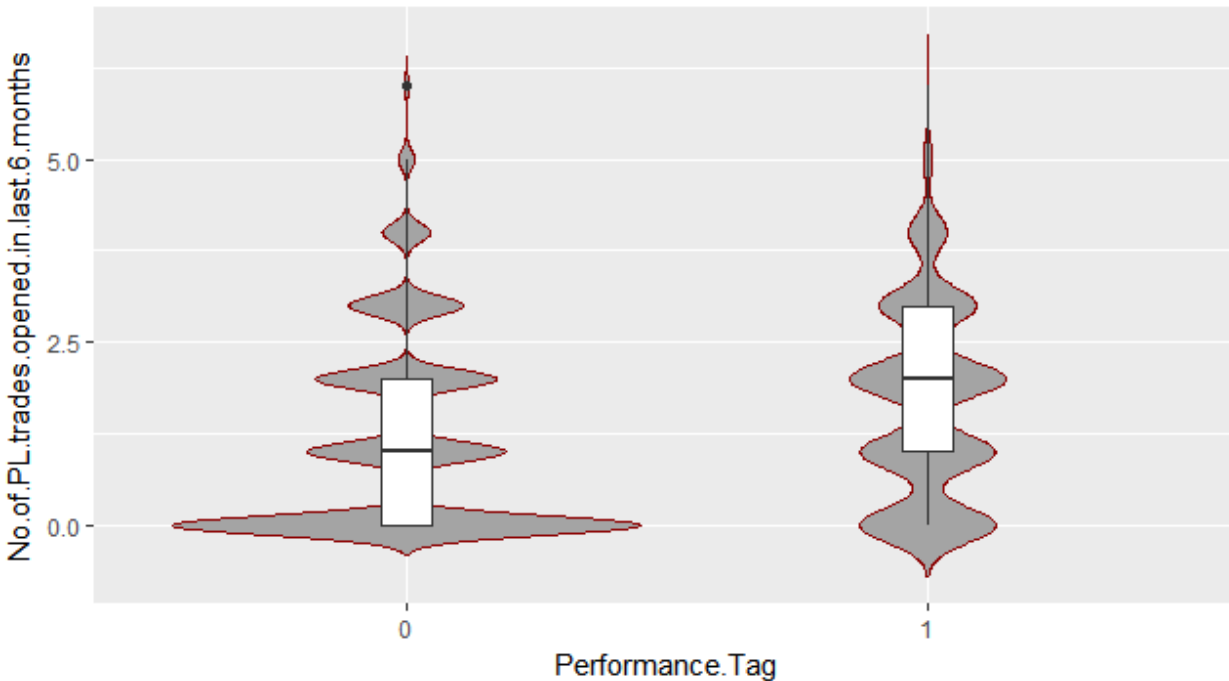
# Exploratory Data Analysis – Bivariate Analysis

*Credit Bureau Data – Performance Tag Vs No of trade opened in last 12 Months*



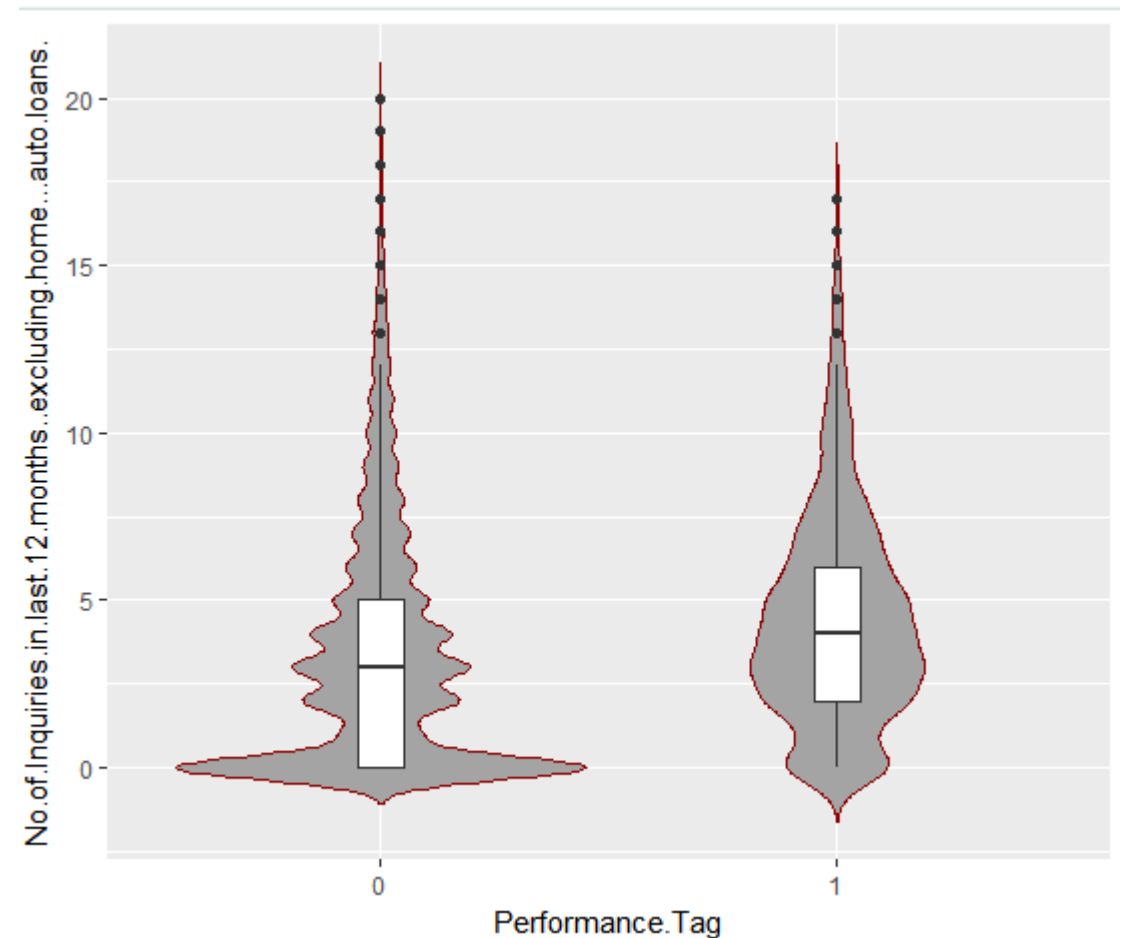
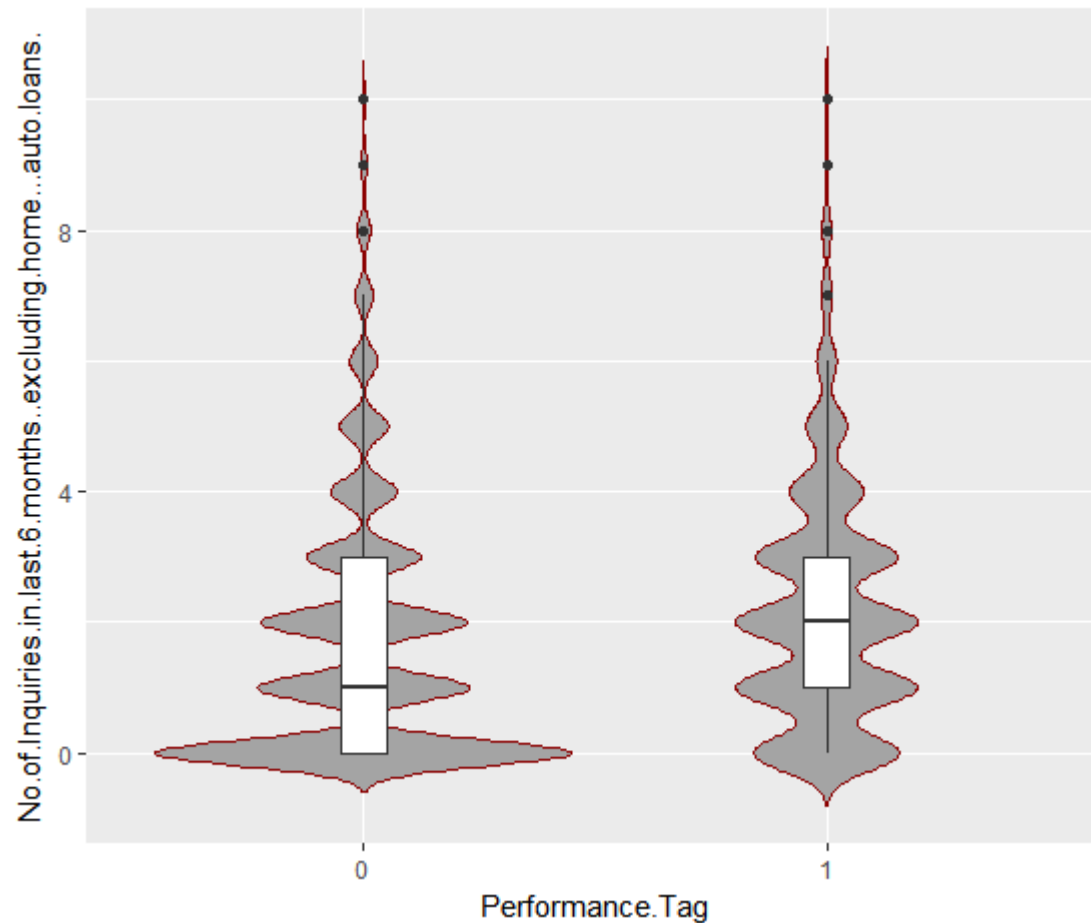
# Exploratory Data Analysis – Bivariate Analysis

*Credit Bureau Data – Performance Tag Vs No of PL trades opened in last 6 & 12 Months*



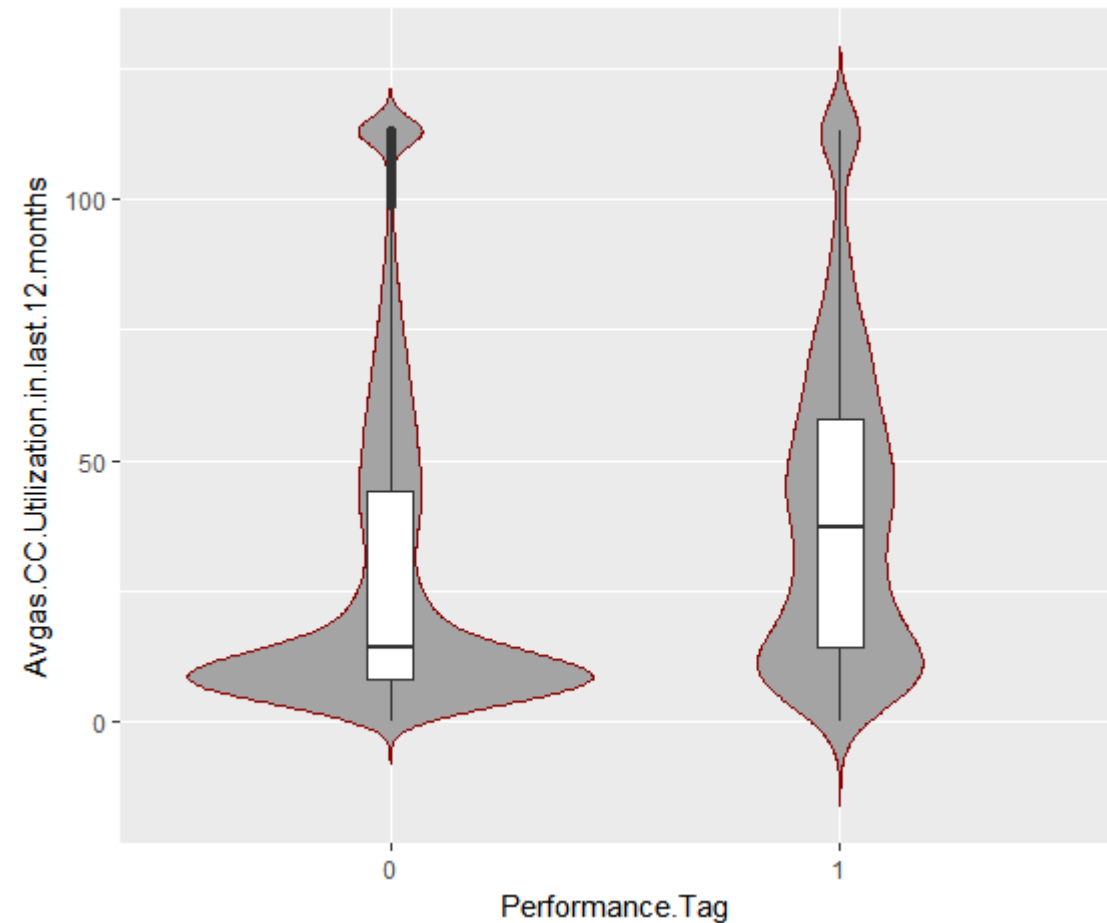
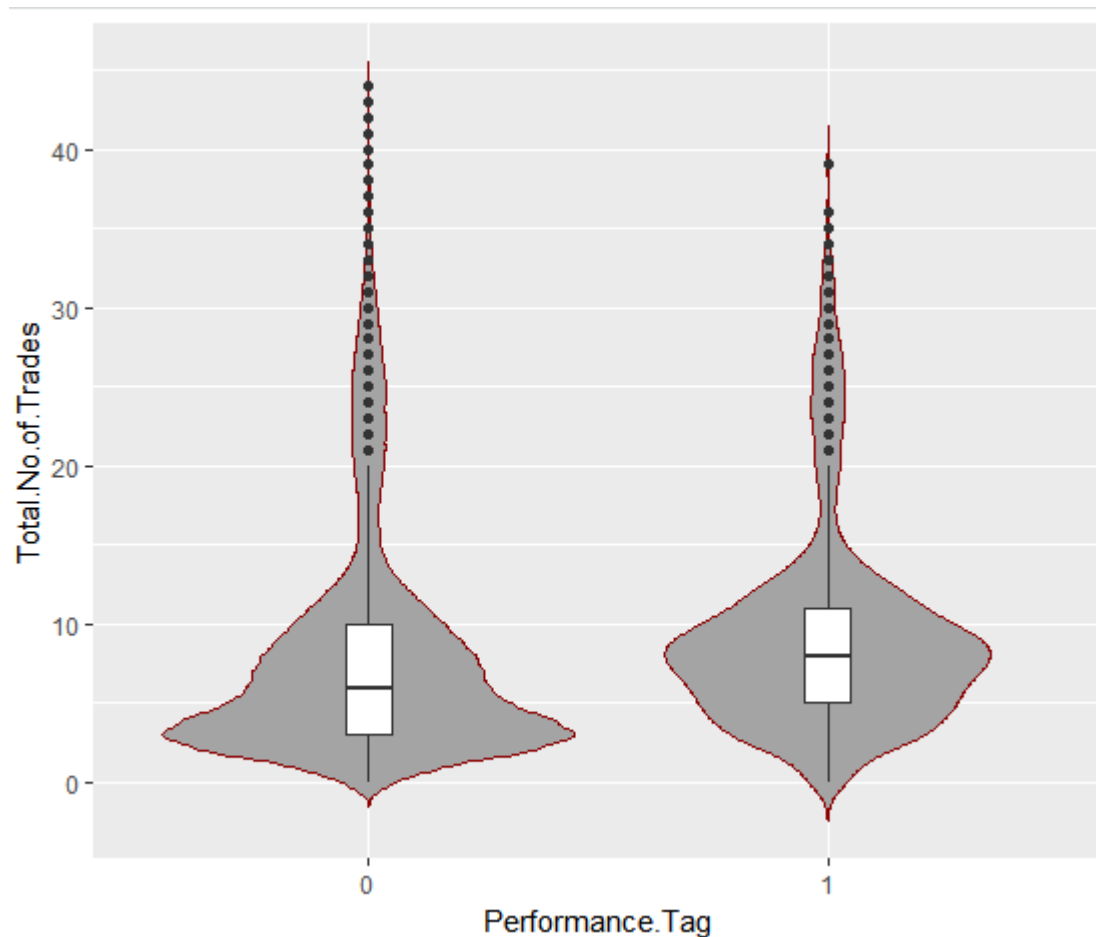
# Exploratory Data Analysis – Bivariate Analysis

*Credit Bureau Data – Performance Tag Vs No of Inquiries in last 6 & 12 months excluding home & auto loans*



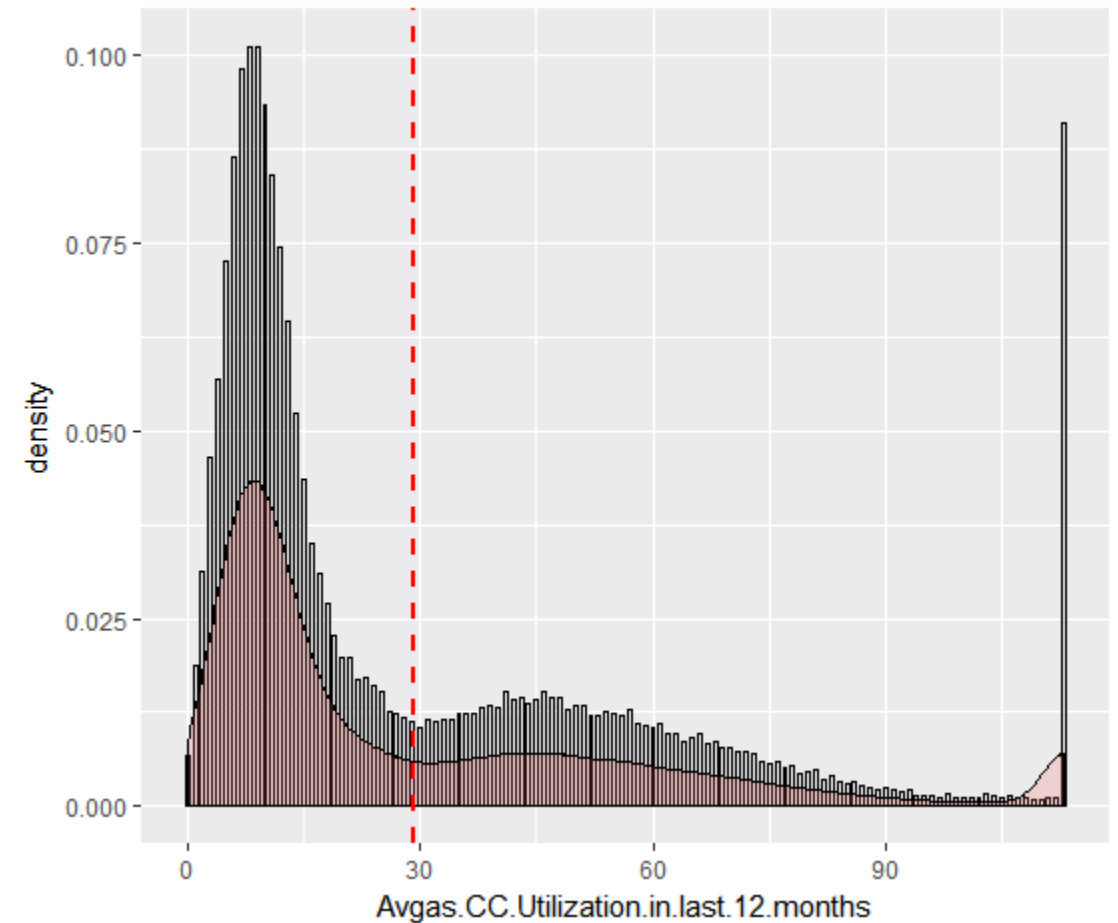
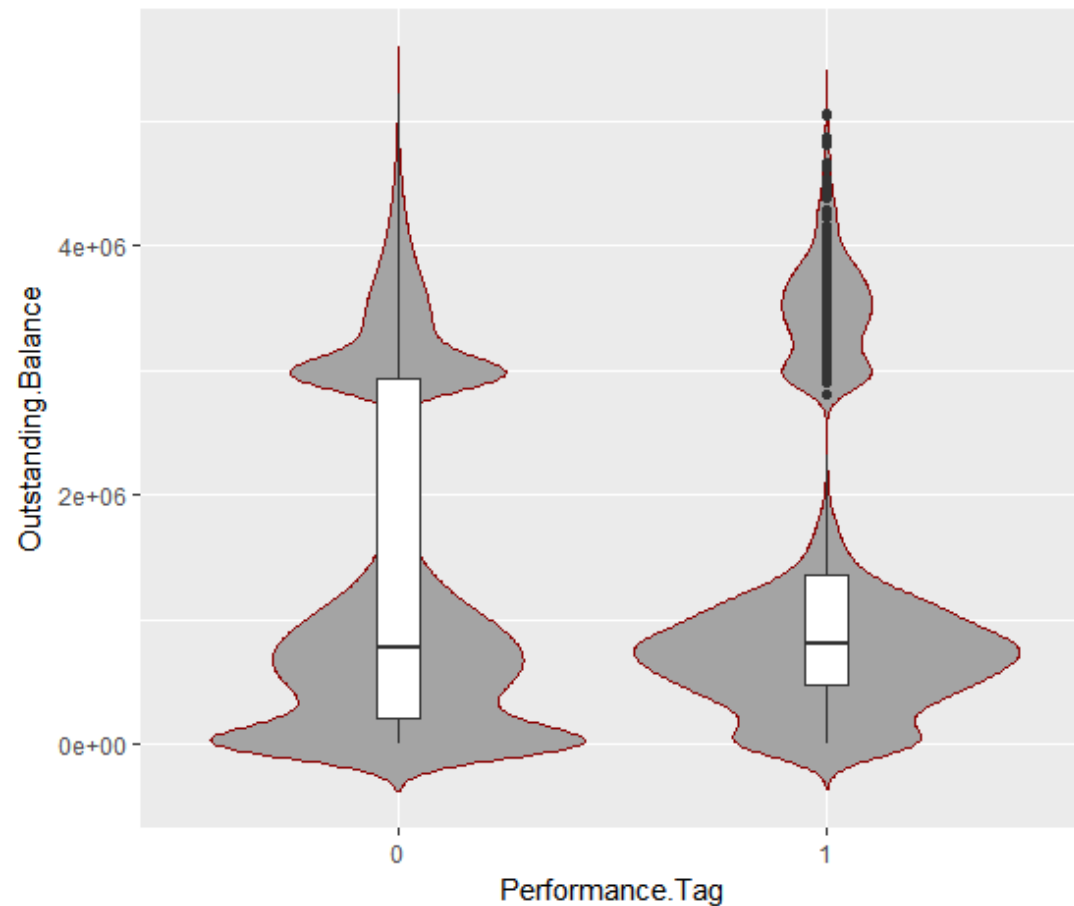
# Exploratory Data Analysis – Bivariate Analysis

*Credit Bureau Data – Performance Tag Vs Total No of Trades & Average Credit Card Utilization in last 12 months*



# Exploratory Data Analysis – Bivariate Analysis

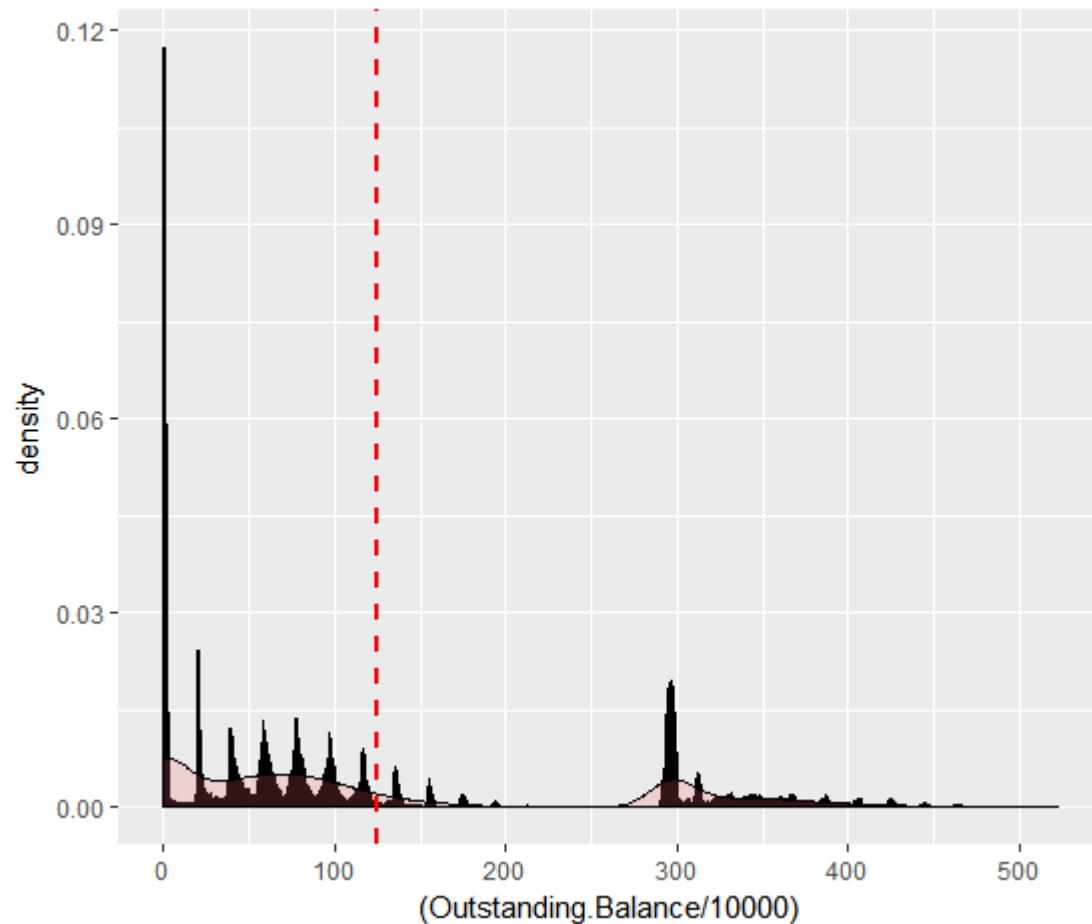
*Credit Bureau Data – Performance Tag Vs Outstanding Balance & Average Credit Card Utilization in last 12 months Vs Density*



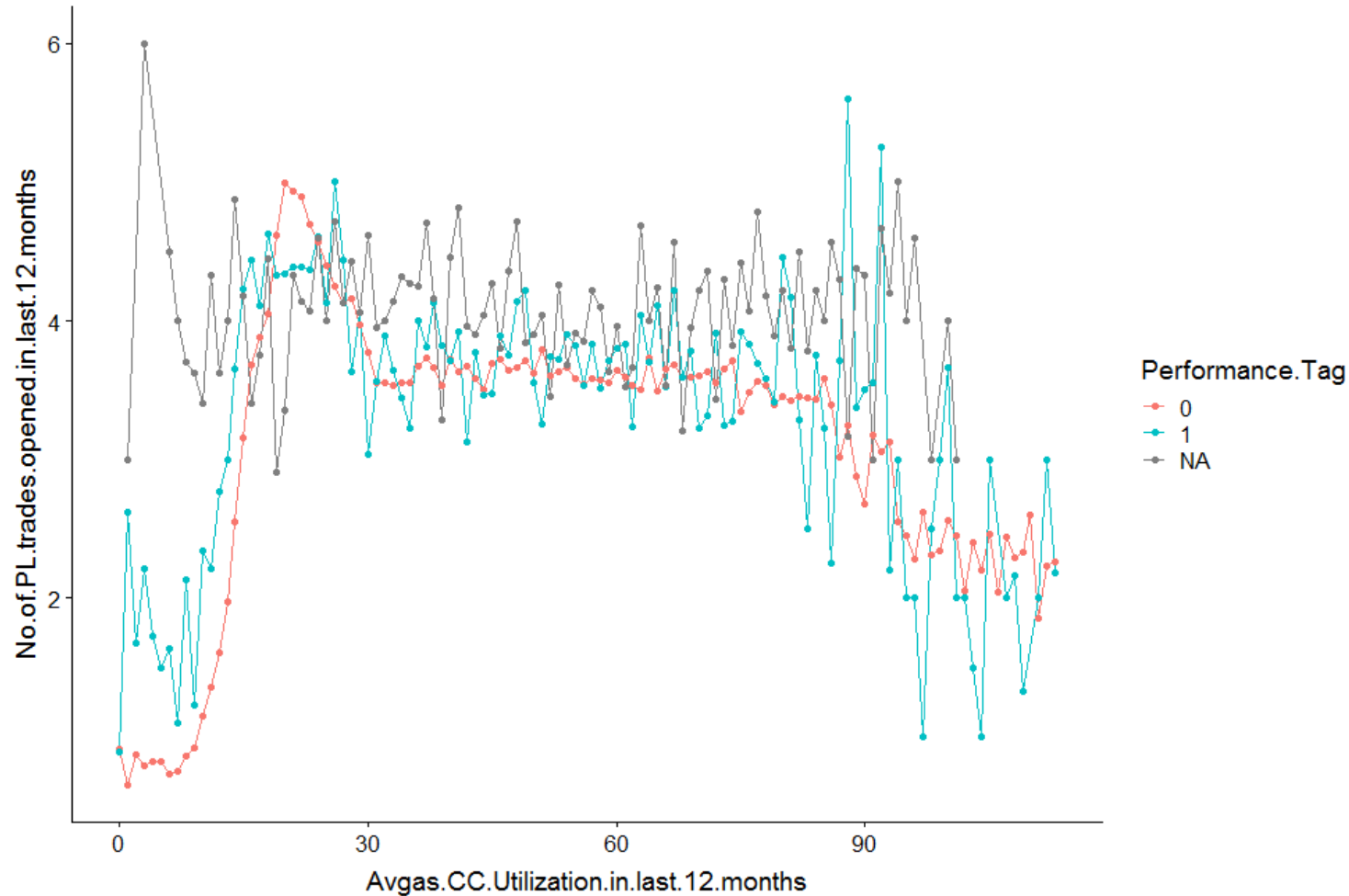


# Exploratory Data Analysis – Bivariate Analysis

*Credit Bureau Data – Outstanding Balance/ 10000 Vs Density*

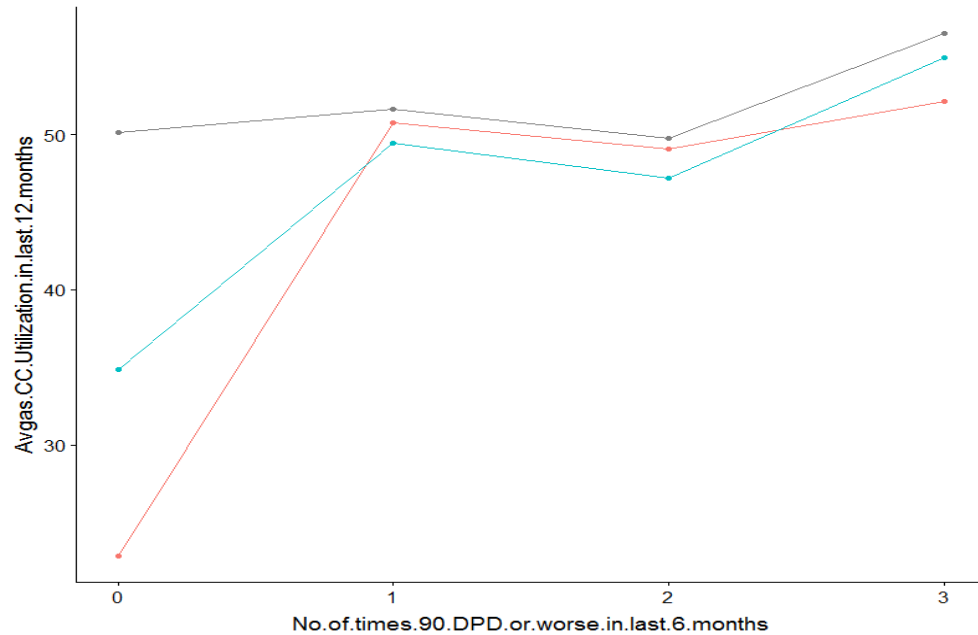


# Exploratory Data Analysis – Analysis on merged data

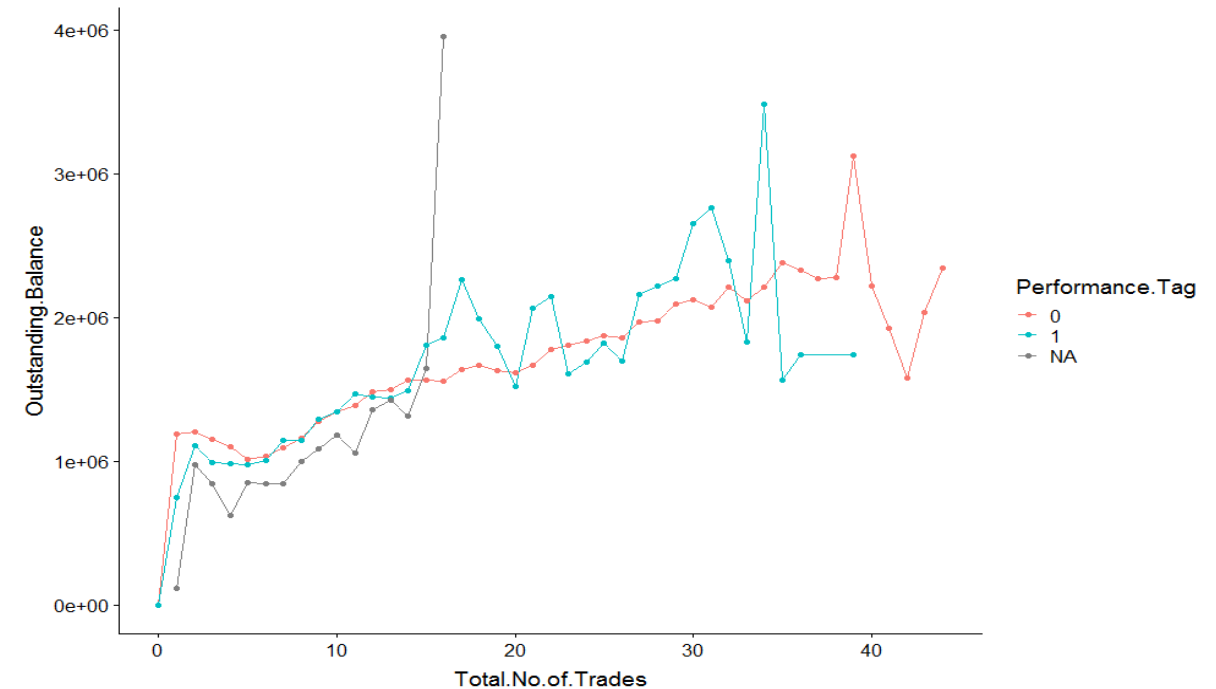


Number of PL-trades opened is relatively higher for default users

# Exploratory Data Analysis – Analysis on merged data

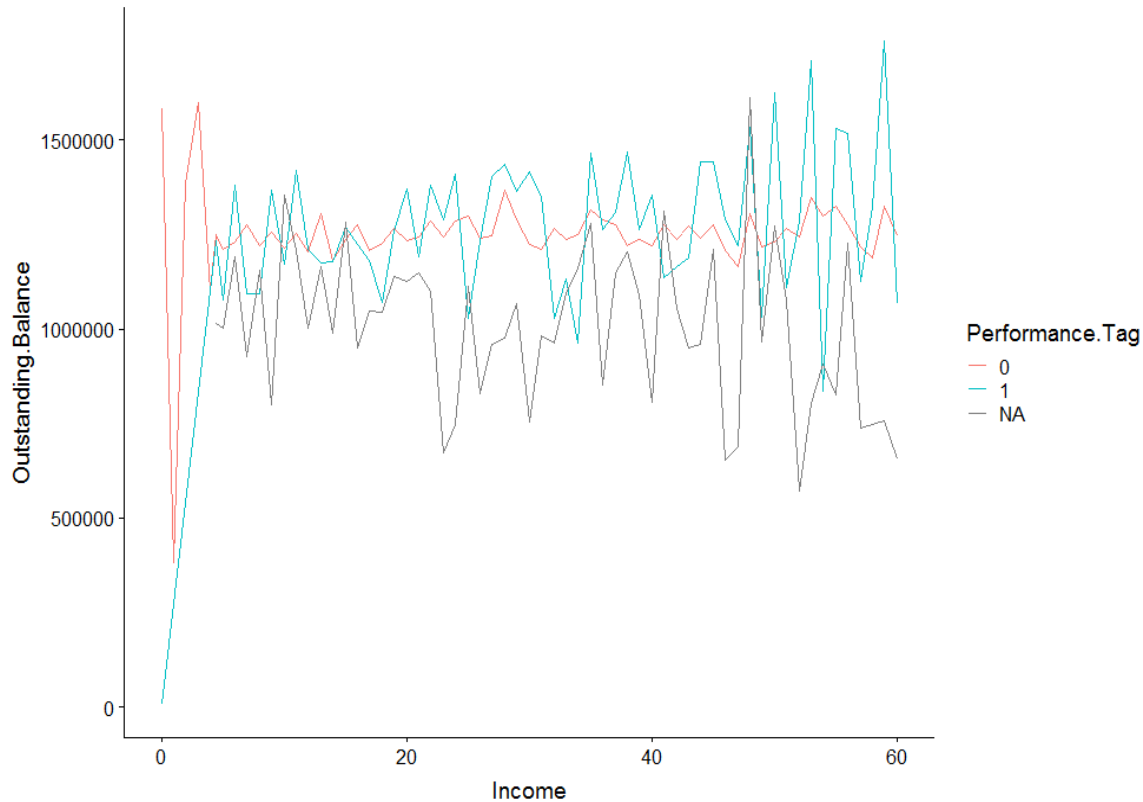


For default users Average-CC-utilization is overall higher , Also CC-usage is going high with increasing DPD values.

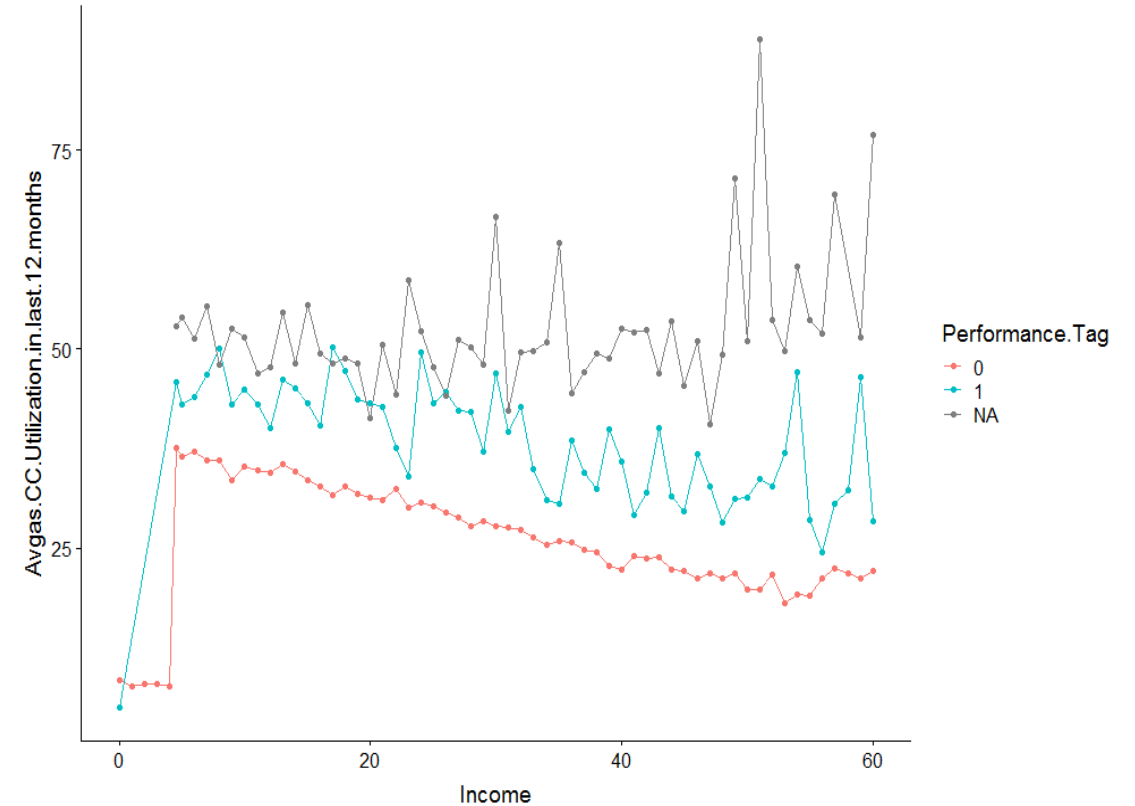


Total no of trades is overall in higher numbers for default users.  
Outstanding balance is relatively higher for most of default users.

# Exploratory Data Analysis – Analysis on merged data

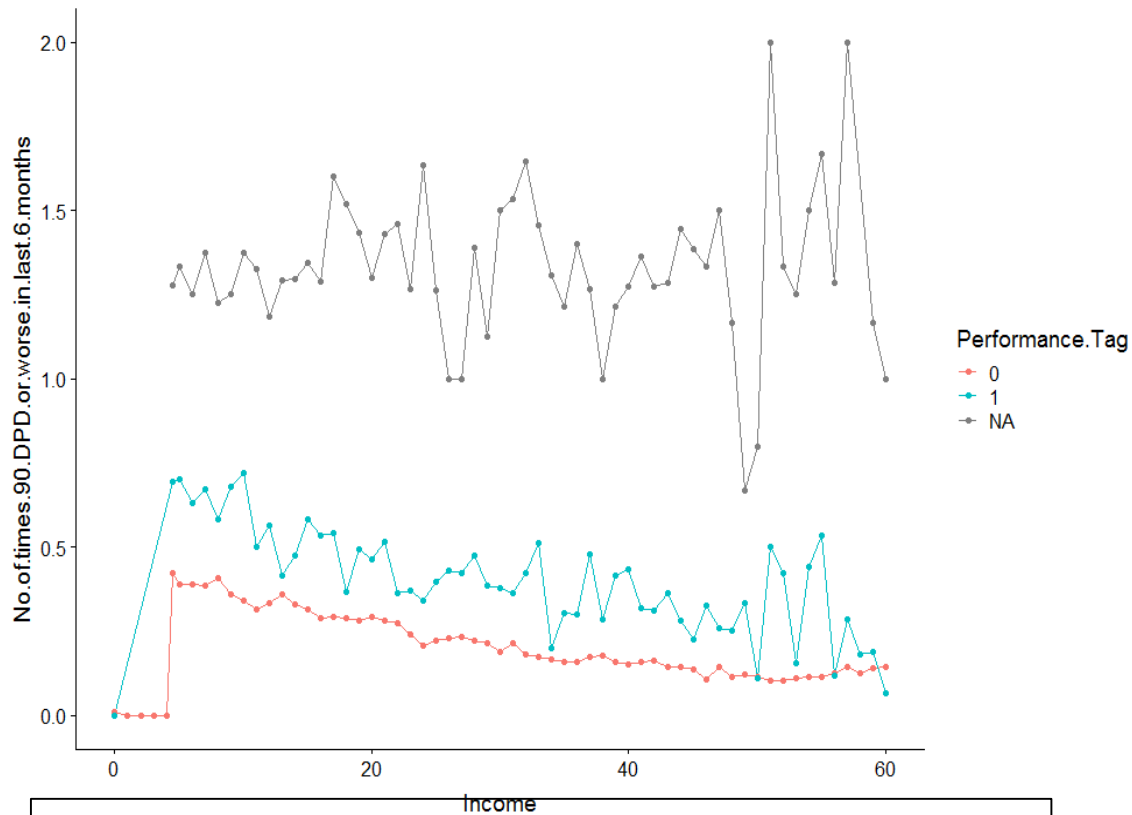


For defaulters Outstanding balance is higher.  
No upward/downward trend for outstanding balance with increasing income.  
If outstanding is more than 12.5lakh its a matter of concern.

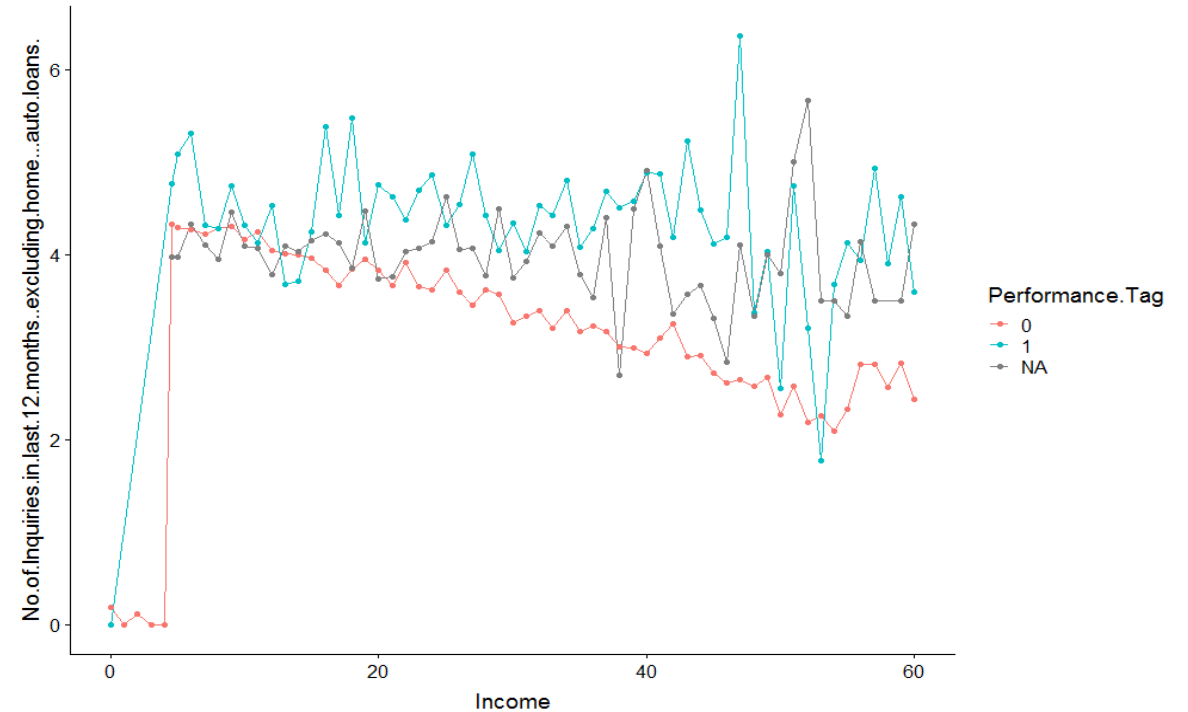


With increasing income average-cc-usage decreases for whole population.  
If average cc usage is >40 for a low income, >30 for middle income, >25 for higher income, they should be looked at.

# Exploratory Data Analysis – Analysis on merged data

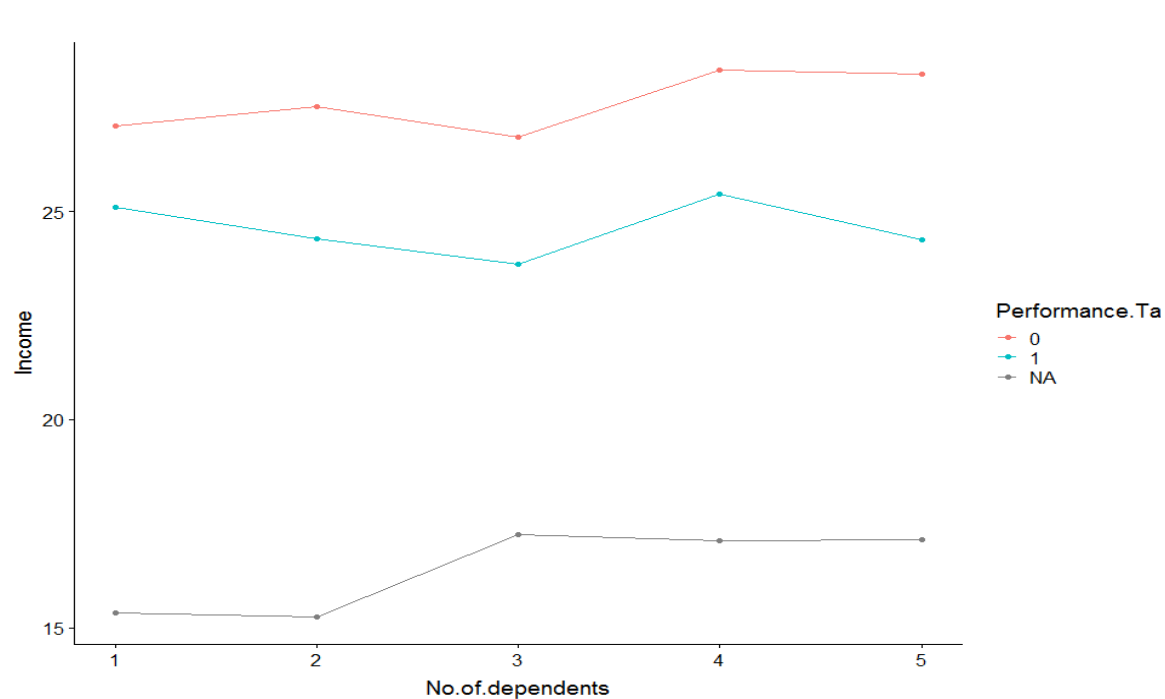


With increasing Income, DPD no's are decreasing.  
Also for defaulting users DPD no's are way higher.  
High no of defaulters are in lower to medium income range.

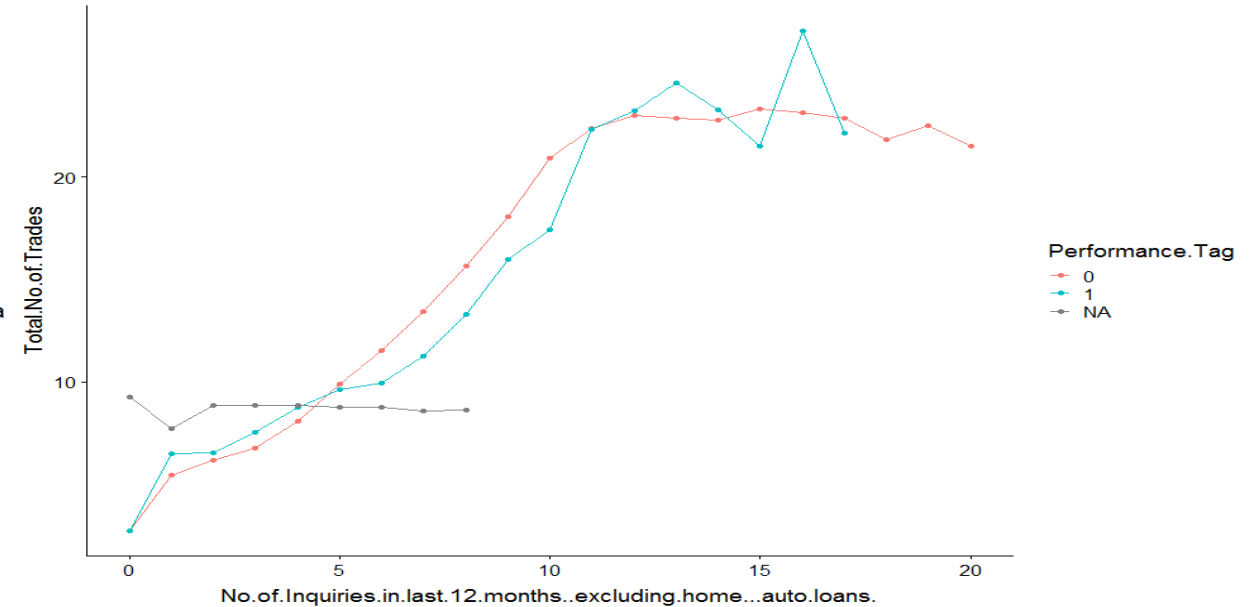


With increase in income no of inquiries are decreasing for non defaulters.  
With increase in income no of inquiries relatively higher for defaulters.

# Exploratory Data Analysis – Analysis on merged data

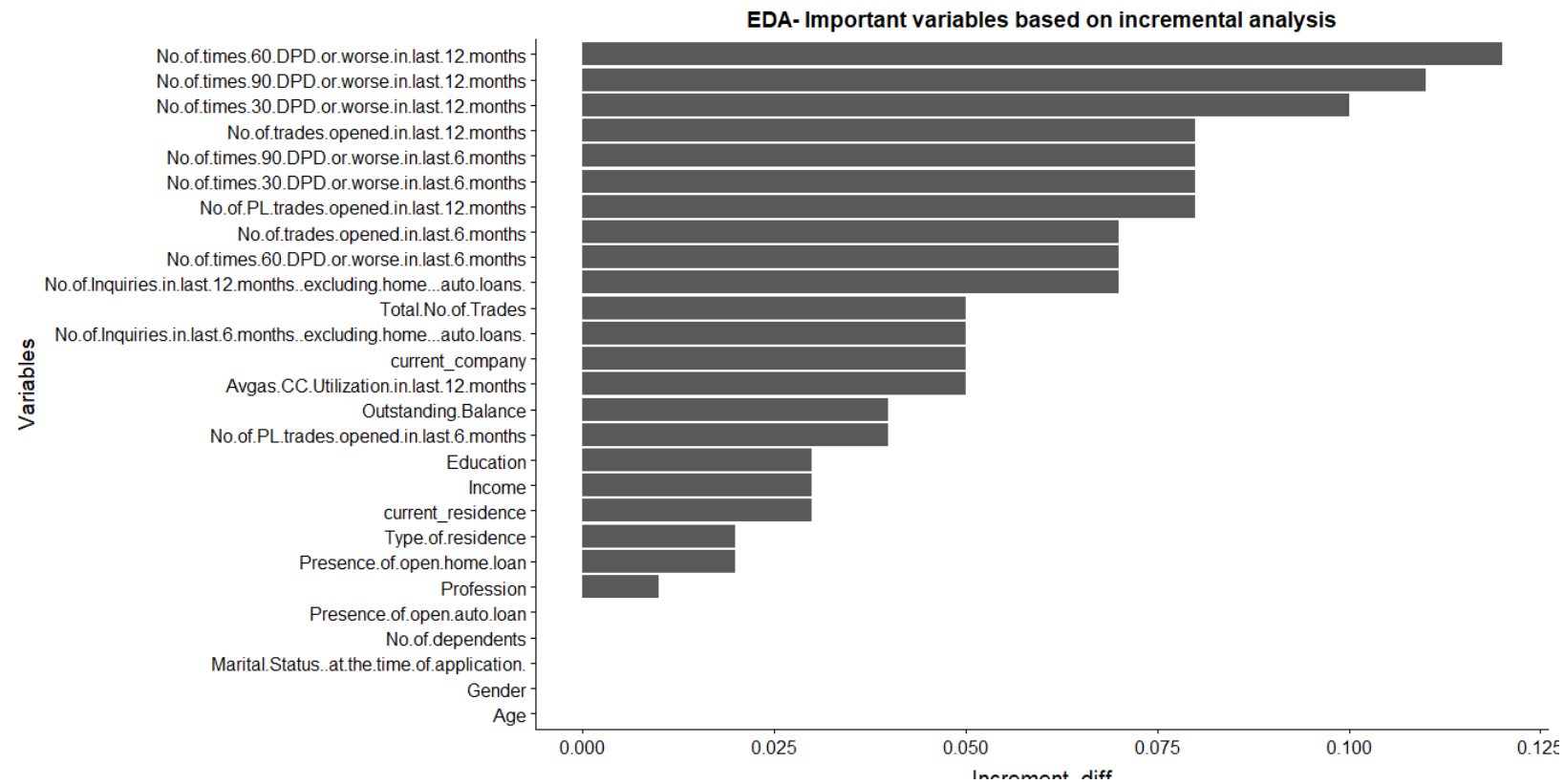


Income per no of dependants is very low for defaulters compared to non-defaulters.



With increasing no of inquiries in last 12 months, Total no of trades increases, then gradually it becomes constant.  
For default users total no of trades is higher.

# EDA based on Incremental Analysis



# Information value of variables

	Variable	IV	feedback
7	Avgas.CC.Utilization.in.last.12.months	3.118158e-01	Strong
9	No.of.trades.opened.in.last.12.months	2.992422e-01	Medium
11	No.of.PL.trades.opened.in.last.12.months	2.976330e-01	Medium
13	No.of.Inquiries.in.last.12.months..excluding.home...auto.loans.	2.965392e-01	Medium
15	outstanding.Balance	2.469674e-01	Medium
3	No.of.times.30.DPD.or.worse.in.last.6.months	2.420549e-01	Medium
16	Total.No.of.Trades	2.378859e-01	Medium
10	No.of.PL.trades.opened.in.last.6.months	2.203559e-01	Medium
4	No.of.times.90.DPD.or.worse.in.last.12.months	2.142245e-01	Medium
2	No.of.times.60.DPD.or.worse.in.last.6.months	2.062044e-01	Medium
12	No.of.Inquiries.in.last.6.months..excluding.home...auto.loans.	2.052807e-01	Medium
6	No.of.times.30.DPD.or.worse.in.last.12.months	1.987550e-01	Medium
8	No.of.trades.opened.in.last.6.months	1.864486e-01	Medium
5	No.of.times.60.DPD.or.worse.in.last.12.months	1.858931e-01	Medium
1	No.of.times.90.DPD.or.worse.in.last.6.months	1.603274e-01	Medium
26	No.of.months.in.current.residence	7.889157e-02	weak
22	Income	4.281923e-02	weak
27	No.of.months.in.current.company	2.213321e-02	weak
14	Presence.of.open.home.loan	1.732251e-02	Useless
18	Age	3.427162e-03	Useless
21	No.of.dependents	2.779641e-03	Useless
24	Profession	2.007310e-03	Useless
17	Presence.of.open.auto.loan	1.685850e-03	Useless
25	Type.of.residence	9.800132e-04	Useless
23	Education	7.581767e-04	Useless
19	Gender	3.572072e-04	Useless
20	Marital.Status..at.the.time.of.application.	7.551032e-05	Useless
>			



## EDA Observations

- Age group between 40-55 tend to default most
- Males proportion of default is more than female
- Married applicants are more defaulters
- Applicants having Professional/ Masters degree has higher risk of defaulting
- Salaried default most of the times as they have higher frequency
- Rented one have high default chances
- High default rate between 3 to 7 inquiries
- 1 to 2 times passed the 90 days or worse have higher chances of default.
- For WOE and IV generation we would change the performance values from 0 to 1 and 1 to 0. because 1 in our dataset is a bad customer and 0 is a good customer.
- No demographic variables seem to be important for predicting default.
- There is no high correlation between features as maximum is 27 percent between number of months in current residence and avg credit utilization.

## What we got to know from EDA ?

- The most important variables seem to be: as per this thumb rule
- # Useless if IV is  $< 0.02$
- # Weak if IV is  $[0.02, 0.1)$
- # Medium if IV is  $[0.1, 0.3)$
- # Strong if IV is  $[0.3, 0.5)$  and suspicious thereafter
- Avgas.CC.Utilization.in.last.12.months
- No.of.trades.opened.in.last.12.months
- No.of.PL.trades.opened.in.last.12.months
- No.of.Inquiries.in.last.12.months..excluding.home...auto. Loans.
- Outstanding. Balance
- No.of.times.30.DPD.or.worse.in.last.6.months
- Total.No.of.Trades

# Insights of EDA, Model Selection with its Evaluation

- Before Information value generation for variables, We would update the Performance Tag variable from 1 to 0 and 0 to 1.
- It is because, Information value treats 0 as wrong classification, but in our case 0 shown the good candidate.
- In the observation, the Information value of the Demographic variables is less than Credit Bureau Variables.
- For missing values treatment, Mean, median or mode is not required.
- Weight of evidence approach would replace the missing values by WOE values.
- Scaling or outlier treatment would also be handled by WOE values.
- We would be running the final model on all the columns replaced by WOE values along with the performance tag.
- ApplicationId would be removed from dataset while creating the model, since it is a primary key.
- We would split the data frame into two data frames Train and Test.
- With the final equation of logistic regression model, we would be able to determine the factors affecting the risk involved in customer acquisition.
- There is class imbalance in the data as default have only 4% share in the whole data.
- We would use the SMOTE package to simulate/generate random data to remove the class imbalance issue.

## Data modeling

*The two types of models We need to build are as follows:*

- Demographic data model: Build a model to predict the likelihood of default using only the demographic data
- This will give you a good idea of the predictive power of the application data. Obviously, the final model will use the credit bureau data as well, though this model is an important part of understanding the predictive power of application data.

# Logistic regression model

```
> confusionMatrix(y_pred, test$Performance.Tag)
Confusion Matrix and Statistics
```

```

      Reference
Prediction 0      1
0    20059    902
1         0         0

      Accuracy : 0.957
      95% CI   : (0.9541, 0.9597)
 No Information Rate : 0.957
P-Value [Acc > NIR] : 0.5089

      Kappa : 0
McNemar's Test P-Value : <2e-16

      Sensitivity : 1.000
      Specificity : 0.000
   Pos Pred Value : 0.957
   Neg Pred Value : NaN
      Prevalence : 0.957
   Detection Rate : 0.957
Detection Prevalence : 1.000
   Balanced Accuracy : 0.500

'Positive' Class : 0

```

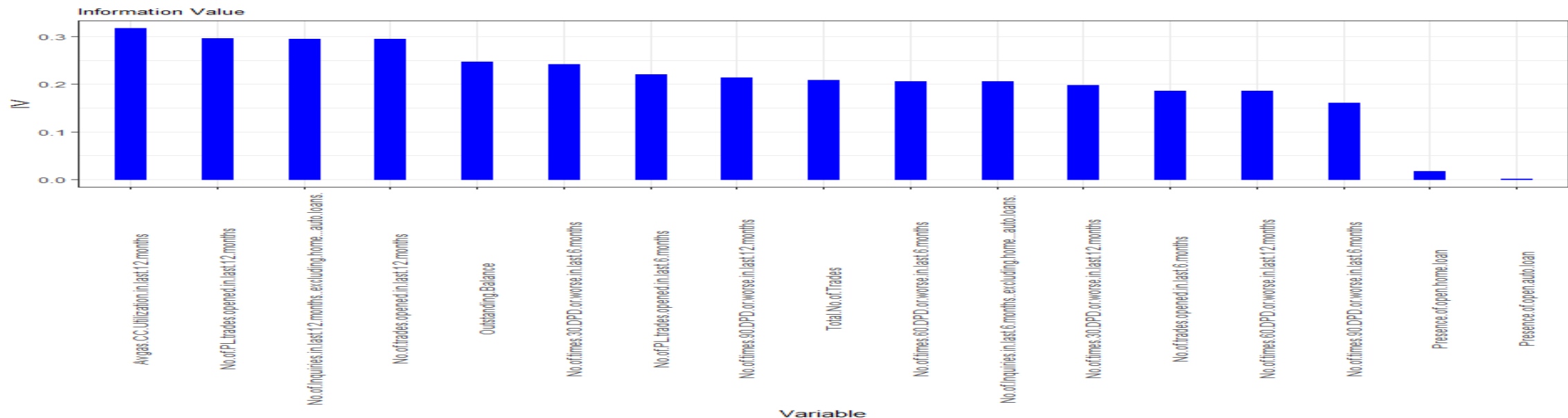
## OBSERVATION

Accuracy : 0.9595

Sensitivity : 1.0000

Specificity : 0.0000

Very Bad model AS sensitivity is 1 and Specificity is 0.



# Logistic regression model using both demographic and credit bureau with unbalanced data

```
> conf_mtr_50_cutoff
Confusion Matrix and Statistics

      Reference
Prediction 0      1
0 20078      884
1         0         0

      Accuracy : 0.9578
      95% CI : (0.955, 0.9605)
No Information Rate : 0.9578
P-Value [Acc > NIR] : 0.5089

      Kappa : 0
McNemar's Test P-Value : <2e-16

      Sensitivity : 1.0000
      Specificity : 0.0000
Pos Pred Value : 0.9578
Neg Pred Value :      NaN
Prevalence : 0.9578
Detection Rate : 0.9578
Detection Prevalence : 1.0000
Balanced Accuracy : 0.5000

      'Positive' Class : 0
```

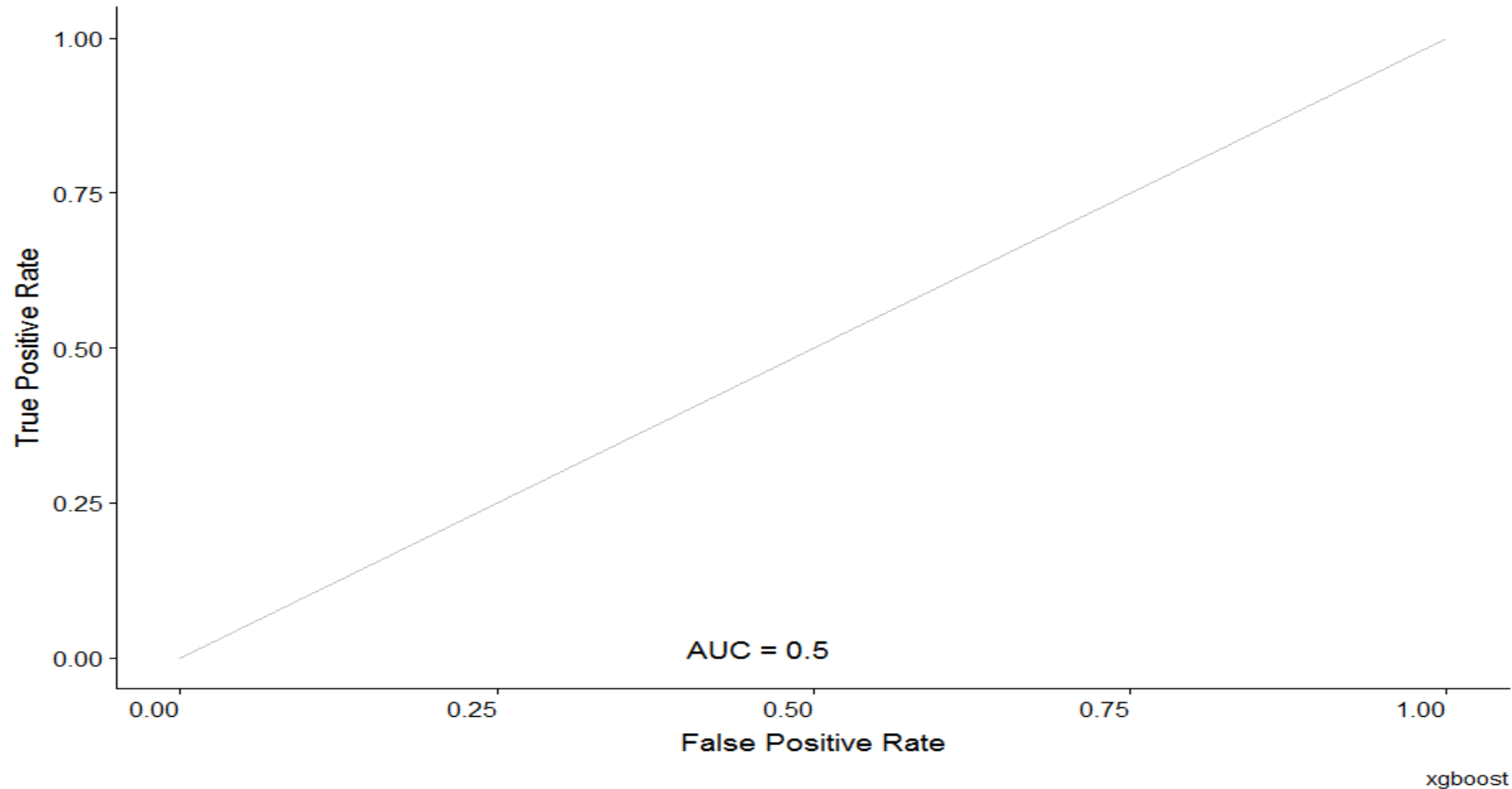
## OBSERVATION

Accuracy : 0.9578  
Sensitivity : 1.0000  
Specificity : 0.0000

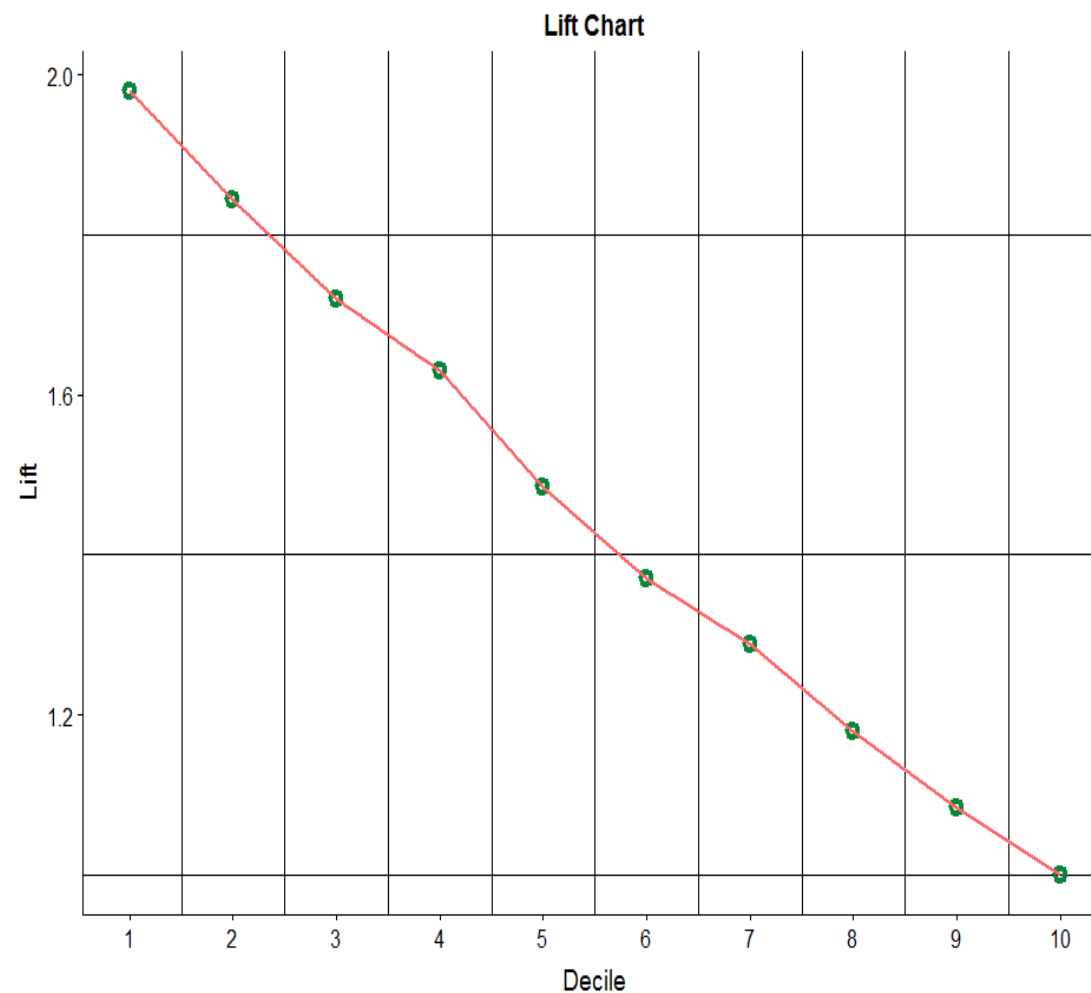
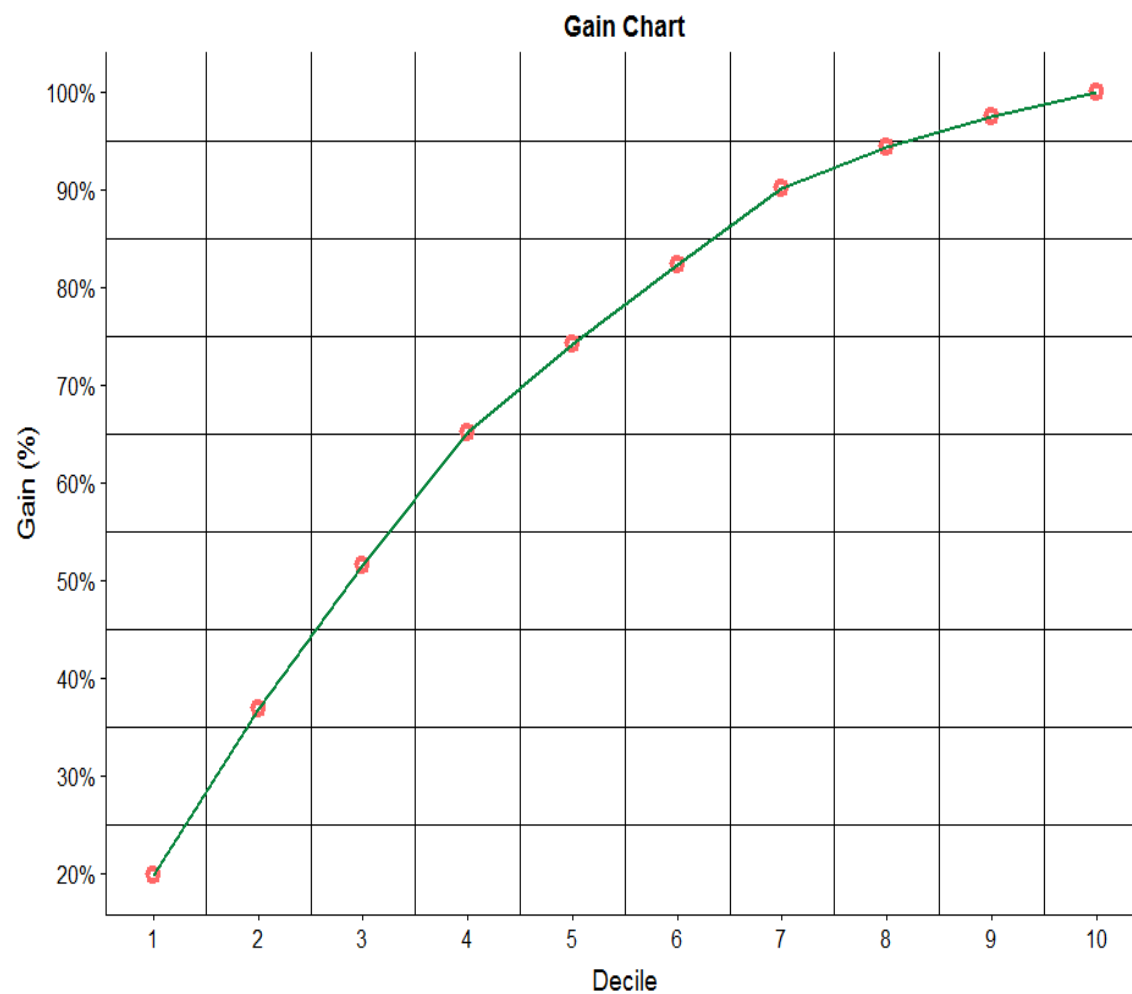
Logistic model is not good

# ROC curve for logistic regression model

ROC Curve for Logistic Regression Model



# Plotting gain and lift chart





# Building model for decision tree

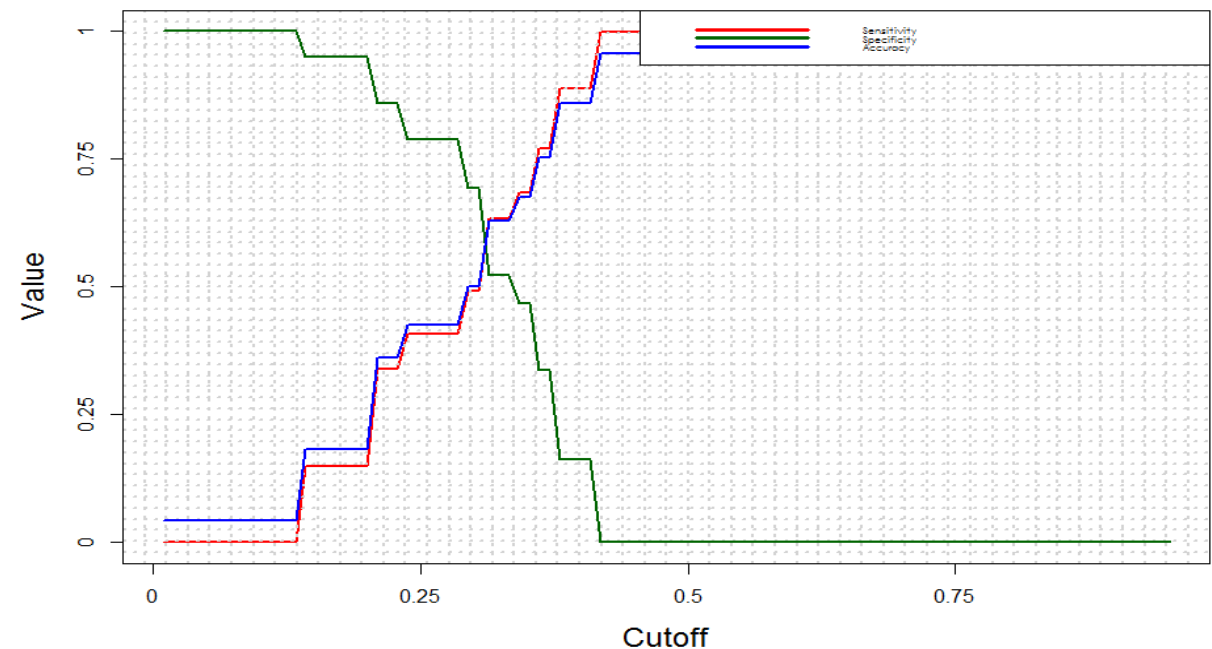
## Confusion Matrix and Statistics

	Reference	
Prediction	0	1
0	20064	883
1	14	1

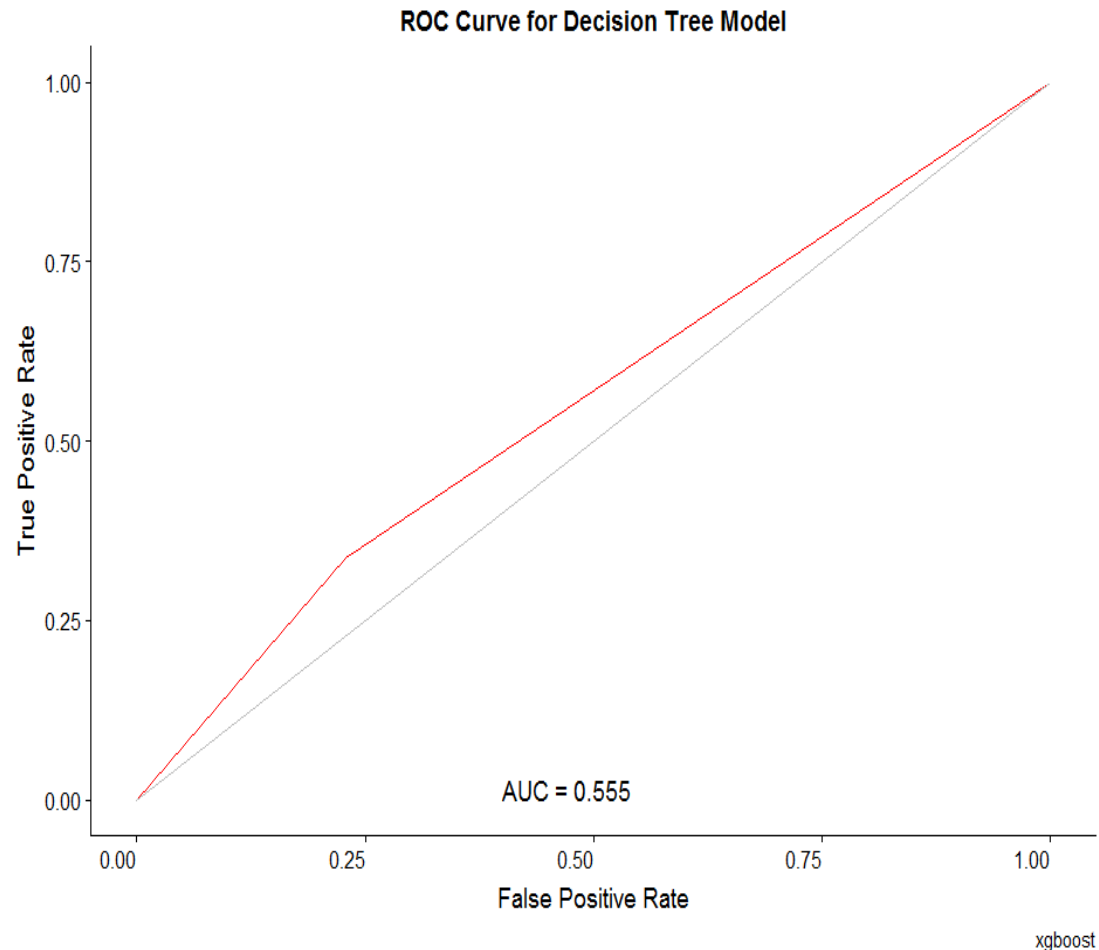
Accuracy : 0.9572  
 95% CI : (0.9544, 0.9599)  
 No Information Rate : 0.9578  
 P-Value [Acc > NIR] : 0.6801  
 Kappa : 8e-04  
 Mcnemar's Test P-Value : <2e-16  
 Sensitivity : 1.131e-03  
 Specificity : 9.993e-01  
 Pos Pred Value : 6.667e-02  
 Neg Pred Value : 9.578e-01  
 Prevalence : 4.217e-02  
 Detection Rate : 4.771e-05  
 Detection Prevalence : 7.156e-04  
 Balanced Accuracy : 5.002e-01  
 'Positive' Class : 1

## OBSERVATION

Accuracy : 0.9572  
 Sensitivity : 0.044118  
 Specificity : 0.975890



# KS -statistic - Decision Tree - Test Data



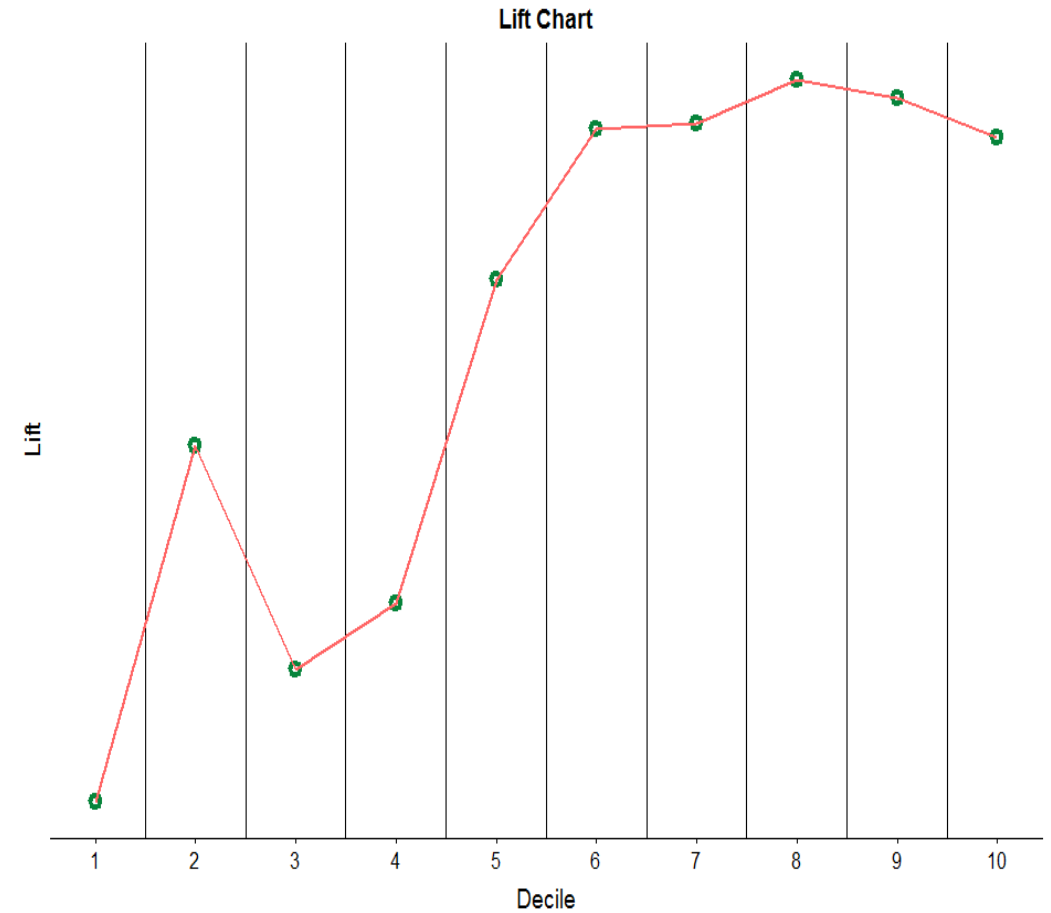
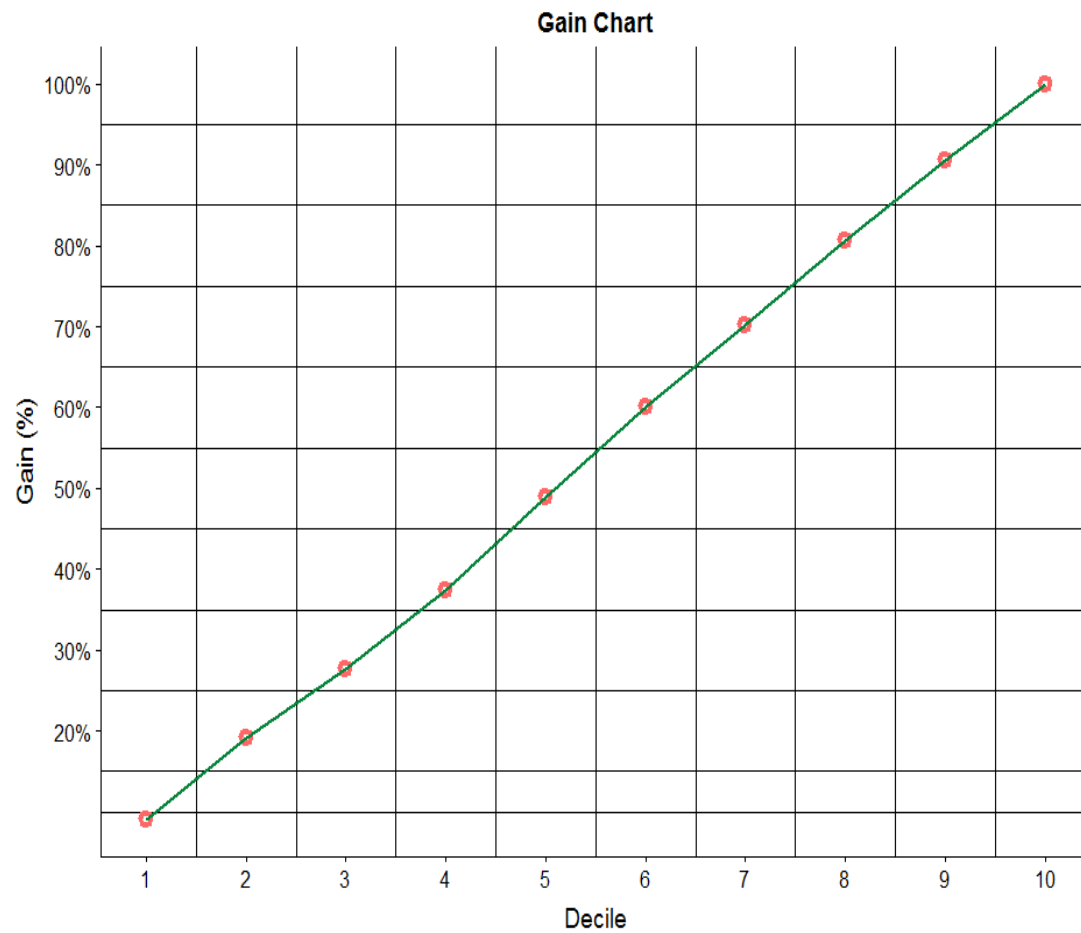
Ks-Statistics is 0%

Area under curve is :0.63

Gini:0.255077

bucket	total	totalresp	Cumresp	Gain	Cumlift
<int>	<int>	<dbl>	<dbl>	<dbl>	<dbl>
1	2097	80	80	9.05	0.905
2	2096	89	169	19.1	0.956
3	2096	76	245	27.7	0.924
4	2096	85	330	37.3	0.933
5	2096	103	433	49.0	0.980
6	2097	98	531	60.1	1.00
7	2096	89	620	70.1	1.00
8	2096	93	713	80.7	1.01
9	2096	87	800	90.5	1.01
10	2096	84	884	100	1

# Plotting gain chart and lift chart for decision tree



# Random forest model

```
> summary(rf_FinalData)
      Length Class  Mode
call           7  -none- call
type           1  -none- character
predicted     17552 factor numeric
err.rate      3000  -none- numeric
confusion       6  -none- numeric
votes        35104 matrix numeric
oob.times     17552  -none- numeric
classes        2  -none- character
importance      27  -none- numeric
importanceSD     0  -none- NULL
localImportance  0  -none- NULL
proximity        0  -none- NULL
ntree           1  -none- numeric
mtry            1  -none- numeric
forest         14  -none- list
y             17552 factor numeric
test            0  -none- NULL
inbag           0  -none- NULL
terms           3  terms  call
```

## Confusion Matrix and Statistics

```

      Reference
Prediction    0      1
      0 19872    868
      1   206     16

      Accuracy : 0.9488
      95% CI   : (0.9457, 0.9517)
      No Information Rate : 0.9578
      P-Value [Acc > NIR] : 1

      Kappa : 0.0122
      Mcnemar's Test P-Value : <2e-16

      Sensitivity : 0.0180995
      Specificity : 0.9897400
      Pos Pred Value : 0.0720721
      Neg Pred Value : 0.9581485
      Prevalence : 0.0421715
      Detection Rate : 0.0007633
      Detection Prevalence : 0.0105906
      Balanced Accuracy : 0.5039198

      'Positive' Class : 1

```

Accuracy : 0.9479

This is at a standard cut-off Reference Prediction

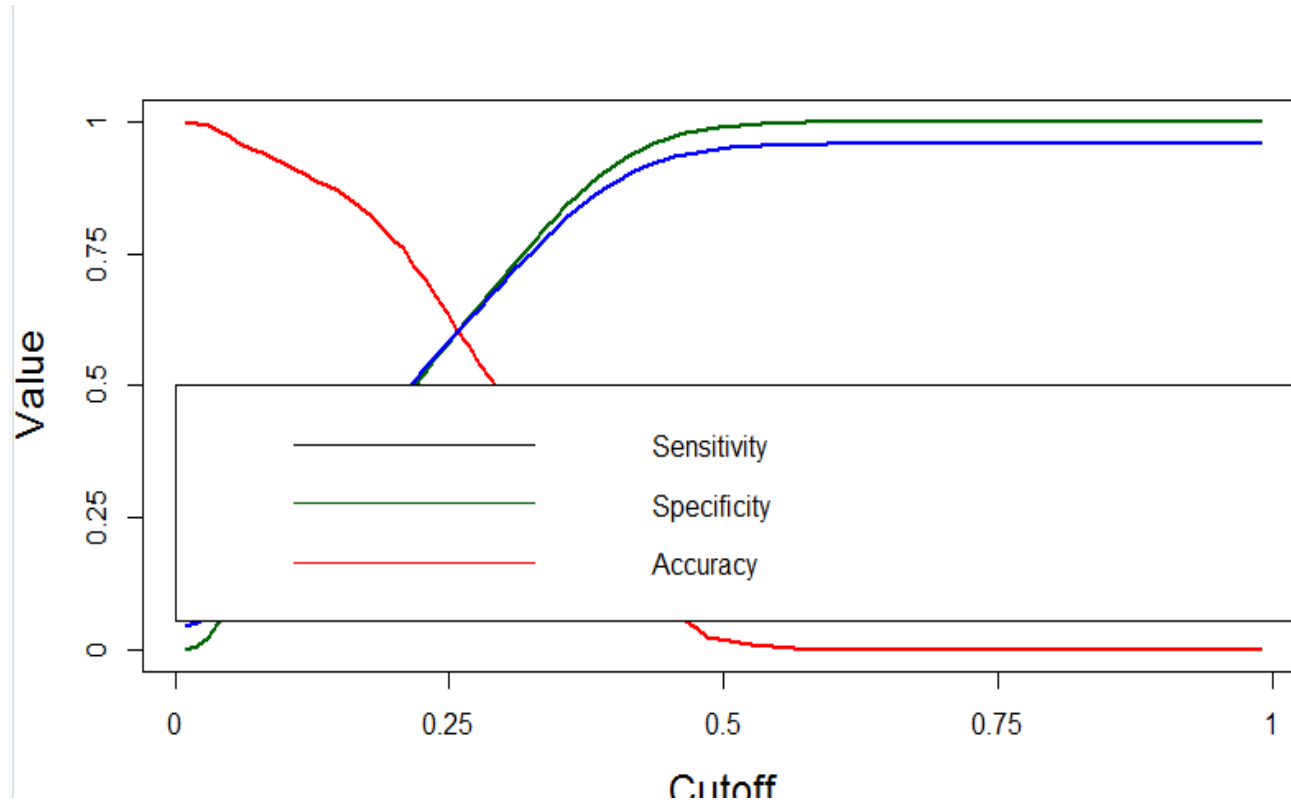
no 19851 868

yes 224 16

Sensitivity : 0.0180995

Specificity : 0.9888418

# Random forest model cut offs



The plot shows that cut off value of around 17.8% optimises sensitivity and accuracy  
The cut off is too low.

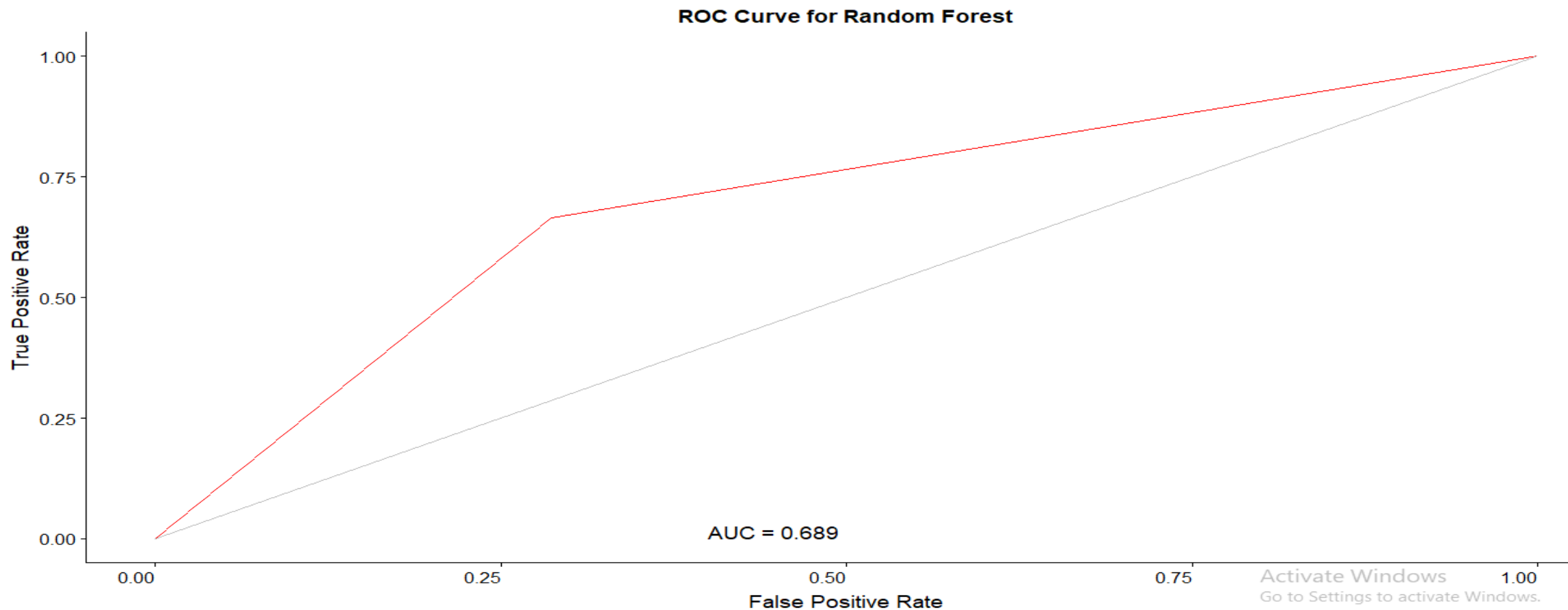
## Confusion Matrix and Statistics

		Reference	
Prediction		0	1
		0 12589	373
	1	7489	511

Accuracy : 0.6249  
 95% CI : (0.6183, 0.6315)  
 No Information Rate : 0.9578  
 P-Value [Acc > NIR] : 1  
 Kappa : 0.0423  
 McNemar's Test P-Value : <2e-16  
 Sensitivity : 0.57805  
 Specificity : 0.62700  
 Pos Pred value : 0.06387  
 Neg Pred value : 0.97122  
 Prevalence : 0.04217  
 Detection Rate : 0.02438  
 Detection Prevalence : 0.38164  
 Balanced Accuracy : 0.60253  
 'Positive' class : 1

Accuracy : 0.6276  
 Sensitivity : 0.62330  
 Specificity : 0.62780

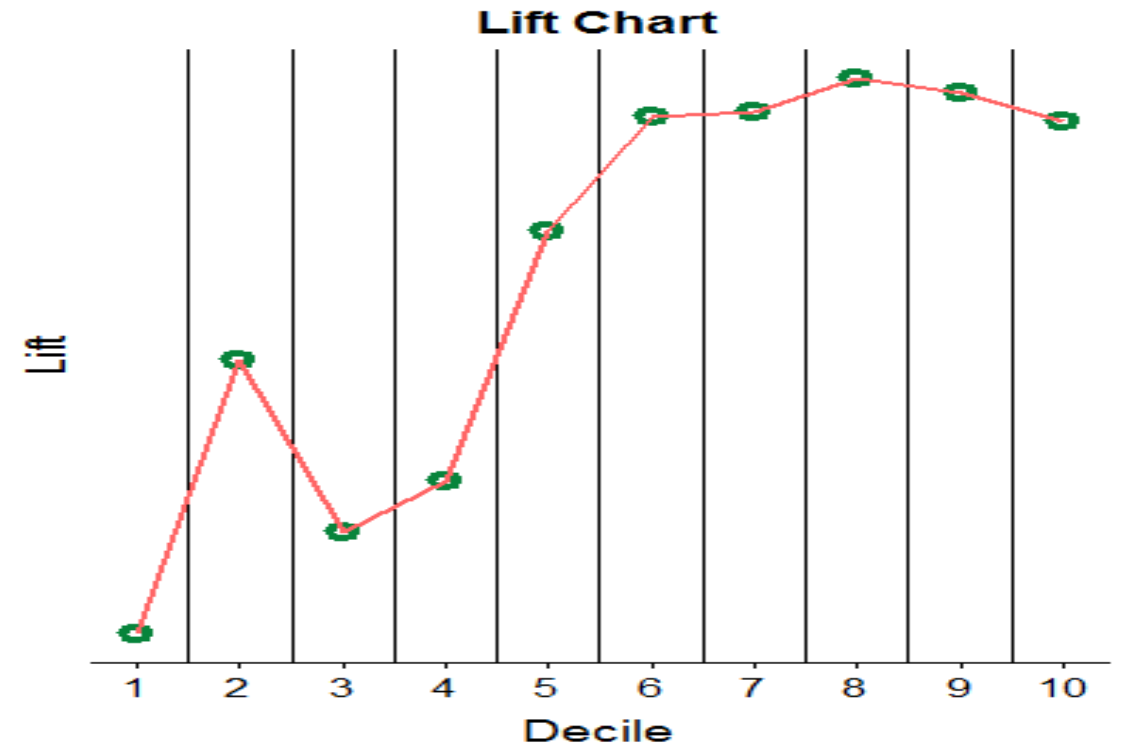
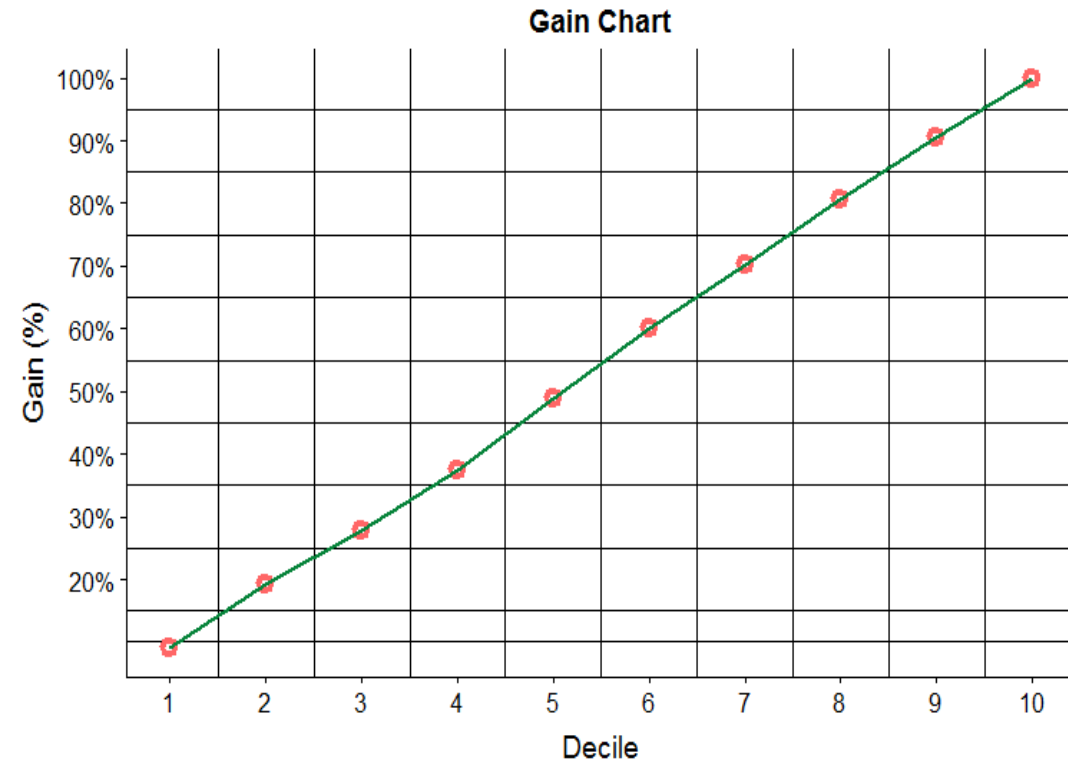
# Roc curve for random forest



Area under curve is:0.6255495

Gini : 0.251

# Plotting gain chart and lift chart for random forest



# Confusion matrix and statistics

95.23 percent of the Defaulters detected very well which is very good

## Confusion Matrix and Statistics

	Reference	
Prediction	no	yes
no	0	0
yes	51	1374

Accuracy : 0.9642  
 95% CI : (0.9532, 0.9732)  
 No Information Rate : 0.9642  
 P-Value [Acc > NIR] : 0.5372

Kappa : 0  
 Mcnemar's Test P-Value : 2.534e-12

Sensitivity : 1.0000  
 Specificity : 0.0000  
 Pos Pred Value : 0.9642  
 Neg Pred Value : NaN  
 Prevalence : 0.9642  
 Detection Rate : 0.9642  
 Detection Prevalence : 1.0000  
 Balanced Accuracy : 0.5000

'Positive' class : yes

```
> summary(as.factor(test_pred_optimal))
no yes
51 1374
```



# Assessing the financial benefit of project

- 2.5 % (36/1425) of rejected candidates rejected by the bank are accepted by the model
- 15.37 % (10689/69864) of candidates accepted by the bank are rejected by the model.
- Our model has rejected 15.37% of selected candidates.
- We need to find out how many candidates rejected by the model have defaulted.
- $2947/69864 = 4.21\%$

## Credit loss saved

- Total number of candidates selected by the bank but defaulted -  $10689/69864 = 15.29\%$
- No of candidates selected by the model and who defaulted - 548
- No of candidates selected by the model - 56228
- % of candidates selected by the model and defaulted -  $548/69864 = 0.78\%$
- % of employees selected and defaulting before model = 4.21%
- % of employees selected and defaulting after model = 0.78% .
- Credit loss saved = 3.43%

## Revenue loss

- Count of candidates rejected by the model who didn't default - 10689
- Total count of candidates who didn't default - 66917
- Percentage of good candidates rejected by our model - 15.97%.
- So 15.97% percent is the revenue loss where we have identified good customers as bad .

## Conclusion

Important variables that can be used to identify good customers from Random Forest Model:

Avgas.CC.Utilization.in.last.12.months Outstanding. Balance

No.of.times.30.DPD.or.worse.in.last.6.months

No.of.times.90.DPD.or.worse.in.last.12.months

No.of.times.60.DPD.or.worse.in.last.6.months

No.of.Inquiries.in.last.6.months..excluding.home...auto. Loans.

These variables are used while inquiring about customer before giving them loan.

Thus We can conclude that the model has accurately predicted approximately 84% of the performance Tag in the dataset.

After tuning the model we have achieved the required accuracy of the model and now model can be used to predict whether who will default and who will not default.

This could save a lot of resources of bank at the same time increasing efficiency.

With the help of this model we found out that credit loss % was decreased when we used this model from 4 to less than 1.

Model has performed accurately in rejecting the candidate who may default in future.

This can save a lot of hours, money of the bank and at the same time increase the efficiency and resources of the bank.