# Lending Club Case Study

# Agenda

- Objective
- Data Source
- Approach
- Data Cleaning and Manipulation
- Data shortlisting required from Business Perspective
- Data Conversion
- Outlier analysis and Handling
- Univariate Analysis and Outlier Handling
- Segmented Univariate Analysis
- Derived Metrics
- Data points of Interest
- Bivariate Analysis

# Objective

To assist Lending Club in mitigating credit losses by identifying high-risk loan applicants through Exploratory Data Analysis. The aim is to understand key factors leading to loan default, thereby enhancing portfolio and risk assessment.

# Data Source

- Data provided in CSV file
  - Associated data dictionary explains meaning of data columns

# Approach

- Data Cleaning
  - Remove irrelevant or incorrect data
- Univariate Analysis
  - Analyze individual variables
- Segmented Variate Analysis
  - Analyze variables by segment
- Bivariate Analysis
  - Analyze relationship between two variables
- Derived Metrics
  - Create new metrics from existing data
- Collate and Conclude Findings
  - Summarize findings and provide suggestions

# Data Cleaning and Manipulation: Identification and Removal of Irrelevant Columns

- Columns with no unique values
  - tax_liens, delinq_amnt, chargeoff_within_12_mths, acc_now_delinq, application_type, policy_code, collections_12_mths_ex_med, initial_list_status, pymnt_plan
- Columns with all unique values
  - id, url and member_id are all unique. We can use one of them as identifier and drop other two
- Columns which are not useful
  - emp_title and title columns seem to be just designations. Hence they can be removed

# Data Cleaning and Manipulation: Missing values in rows

- Check maximum number of missing values in a row
  - Ignore if less than 5
- Number of null values in irrelevant columns
  - Leave for now, drop in final evaluation

# Data Cleaning and Manipulation: Handling 'null' values

- Evaluate Imputation of Null Values
  - Check if null values can be imputed
  - If not, remove them

# Data Cleaning and Manipulation: Other Issues

Remove padded spaces from 'Term' column

# Data shortlisting required from Business Perspective

Relevant attributes help make decision before loan sanction

- Irrelevant attributes are removed

Loans with status Current are removed

- Only Fully paid or Charged Off loans are required

Columns representing data gathered after loan sanction are dropped

- Examples: delinq_2yrs, earliest_cr_line, inq_last_6mths

Zip_code is a masked column and is dropped

- Funded_amnt_inv is internal data and not required

# Data Conversion

- Term column
  - Convert to 'int' after removing string literal 'months'
- Grade column
  - Convert to 'category' type
- Sub_grade column
- Emp_length column
- Home_ownership column
- Verification_status column
- Purpose column
- Addr_state column
- Issue_d
- Int_rate column

# Outlier analysis and Handling

- Outlier Check Performed on Continuous Variables
  - Loan Amount
  - Interest Rate
  - Annual Income
  - DTI - Debt to Income Ratio
- Outliers Handled for Annual Income
  - Data Made Uniformly Distributed

# Univariate Analysis

# Univariate Analysis and Outlier Handling: DTI - Debt to Income ratio

DTI - Debt to Income ratio

# Univariate Analysis and Outlier Handling: Interest Rate

# Univariate Analysis and Outlier Handling: Annual Income with Outliers in raw data

3. Annual Income with Outliers in raw data

# Univariate Analysis and Outlier Handling: Annual Income with 99th percentile outlier removed

4. Annual Income with 99th percentile outlier removed

# Univariate Analysis and Outlier Handling: DTI - Debt to Income Ratio

# Univariate Analysis and Outlier Handling: Loan_status

- Loan_status is the target column for analysis
  - Comparison with other columns
  - Analysis of Customer and Loan attributes

# Univariate Analysis and Outlier Handling: Loan amount

7. loan amount

# Univariate Analysis and Outlier Handling: Term

8. term

# Univariate Analysis and Outlier Handling: Interest rate

9. Interest rate

# Univariate Analysis and Outlier Handling: Grade

10. Grade

# Univariate Analysis and Outlier Handling: Sub-grade

# Univariate Analysis and Outlier Handling: Employment Length

# Univariate Analysis and Outlier Handling: Home ownership

# Univariate Analysis and Outlier Handling: Verification status

# Univariate Analysis and Outlier Handling: Annual Income

# Univariate Analysis and Outlier Handling: Purpose

# Univariate Analysis and Outlier Handling: Address State

17. Address State

# Univariate Analysis and Outlier Handling: DTI - Debt to Income ratio

18. DTI - Debt to Income ratio

# Univariate Analysis and Outlier Handling: Public record of Bankruptcy

19. Public record of Bankruptcy

# Univariate Analysis and Outlier Handling: Derived Metric - Loan Issue Month

20. Derived Metric - Loan Issue Month

# Segmented Univariate Analysis: Purpose

Purpose

# Segmented Univariate Analysis: Loan Amount vs Loan Status

# Segmented Univariate Analysis: Loan Term vs Grade

# Type Driven Metrics : int_rate_bin

# Type Driven Metrics : dti_bin

# Type Driven Metrics : installment

# Type Driven Metrics : annual_inc

# Data points of Interest

- Loan Amount (loan_amnt)
- Purpose (purpose)
- Home Ownership (home_ownership)
- Issue Date (issue_d)
- Sub-Grade (sub_grade)
- Term (term)
- Annual Income (annual_inc)
- DTI (dti)
- Public Record Bankruptcies (pub_rec_bankruptcies)
- Employment Length (emp_length)

- Lower Grade = Higher Risk
  - Lower grade with high interest rate increases the risk

# Bivariate Analysis

# Multi-Variate Analysis: Loan Amount vs Term vs loan_status

Loan Amount vs Term vs loan_status

# Multi-Variate Analysis: Loan Amount vs Employment Length vs loan_status

Loan Amount vs Employment Length vs loan_status

| | loan_amnt | funded_amnt | term | int_rate | installment | grade | emp_length | annual_inc | loan_status | dti | pub_rec_bankruptc |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **loan_amnt** | 1.000000 | 0.981574 | 0.347447 | 0.296455 | 0.931098 | 0.280973 | 0.149245 | 0.412178 | 0.064965 | 0.070918 | -0.028 |
| **funded_amnt** | 0.981574 | 1.000000 | 0.325587 | 0.300729 | 0.957259 | 0.282535 | 0.148890 | 0.407337 | 0.061781 | 0.070580 | -0.029 |
| **term** | 0.347447 | 0.325587 | 1.000000 | 0.439440 | 0.088707 | 0.426705 | 0.105716 | 0.072589 | 0.176019 | 0.079515 | 0.019 |
| **int_rate** | 0.296455 | 0.300729 | 0.439440 | 1.000000 | 0.272861 | 0.947899 | -0.000144 | 0.063253 | 0.214626 | 0.114593 | 0.085 |
| **installment** | 0.931098 | 0.957259 | 0.088707 | 0.272861 | 1.000000 | 0.258188 | 0.121445 | 0.408688 | 0.031707 | 0.060419 | -0.026 |
| **grade** | 0.280973 | 0.282535 | 0.426705 | 0.947899 | 0.258188 | 1.000000 | -0.000507 | 0.066128 | 0.204583 | 0.100309 | 0.078 |
| **emp_length** | 0.149245 | 0.148890 | 0.105716 | -0.000144 | 0.121445 | -0.000507 | 1.000000 | 0.172843 | 0.016942 | 0.052581 | 0.063 |
| **annual_inc** | 0.412178 | 0.407337 | 0.072589 | 0.063253 | 0.408688 | 0.066128 | 0.172843 | 1.000000 | -0.059898 | -0.112099 | -0.010 |
| **loan_status** | 0.064965 | 0.061781 | 0.176019 | 0.214626 | 0.031707 | 0.204583 | 0.016942 | -0.059898 | 1.000000 | 0.041832 | 0.044 |
| **dti** | 0.070918 | 0.070580 | 0.079515 | 0.114593 | 0.060419 | 0.100309 | 0.052581 | -0.112099 | 0.041832 | 1.000000 | 0.007 |
| **pub_rec_bankruptcies** | -0.028905 | -0.029832 | 0.019322 | 0.085265 | -0.026723 | 0.078934 | 0.063764 | -0.010598 | 0.044683 | 0.007245 | 1.000 |

- High correlation is observed between:
  - funded_amnt and loan_amnt
  - Loan_amnt and installment
  - Grade and interest rate

# Correlation HeatMap

# Analysis Results

# Analysis Results: Univariate Analysis

1. Loan amounts range from 500 to 35000, with an average of 9800.
2. 75% of loans have a term of 36 months.
3. Most loans have an interest rate of 5-10 and 10-15.
4. Grade B loans are the most common.
5. Borrowers with 10+ years of employment are most prevalent.
6. Most borrowers live in rented or mortgaged accommodations.
7. Borrowers' income sources are mostly verified.
8. Most borrowers have low annual income.
9. Debt consolidation is the most common reason for borrowing.
10. The majority of borrowers are from California, New York, Texas, and Florida.
11. Most borrowers have a high debt-to-income ratio.
12. 85.5% of borrowers have no public bankruptcy records.
13. The last quarter of the year sees the highest loan disbursement.
14. Debt consolidation and credit card loans have the highest fully paid and defaulted rates.
15. Loan amounts between 10K and 17K have a higher default rate.
16. Shorter term loans are more common for higher grade loans

# Analysis Results: Segmented Univariate Analysis

- Higher interest rates lead to more defaults.
- Borrowers with high debt-to-income ratio (>20) are more likely to default.
- High installment payments are associated with higher default rates.
- Borrowers with annual income less than 50K are more likely to default.
- Lower grade loans with high interest rates are riskier.
- Higher loan amounts and longer terms have more defaults and fully paid loans.
- Borrowers who own their property default less than those on rent or mortgage.
- Borrowers with low annual income are more likely to default.
- Larger loan amounts have a higher chance of defaulting.
- Debt consolidation is the most common purpose and has the highest number of defaults.
- Fully paid loans are increasing exponentially compared to defaulted loans.
- Default loan amount increases with interest rate and declines after 17.5%.
- Borrowers with more than 10 years of employment take larger loans.
- Most defaulters with large loans have more than 10 years of employment.

# Analysis Results: Bivariate Analysis

- The Grade represents the risk factor. Lower grade high risk of default.
- The borrowers with no record of Public Recorded Bankruptcy can be a safe choice for lending.

# Correlation

High correlation is observed between

- funded_amnt and loan_amnt
- Loan_amnt and installment
- Grade and interest rate

# Suggestions and Recommendations

# Suggestions & Recommendations

**Data points that can be used to predict whether there will be a default and avoiding Credit Loss:**

- DTI
- Grades
- Verification Status
- Annual income
- Pub_rec_bankruptcies

**With respect to borrowers following considerations can be considered as risk for 'defaults' :**

- Should not be from large urban cities like California, New York, Texas, Florida etc.
- Not having annual income in the range 50000-100000.
- Not having Public Recorded Bankruptcy.
- Have least grades like E,F,G which indicates high risk.
- Have very high Debt to Income value.
- Have working experience of 10+ years.