

Lending Club Case Study

Key Insights of EDA

Author 1: Sumegh Singh Chouhan

Author 2: Ananth

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Problem Statement:

Business Understanding:

Work for a consumer finance company which specialises in lending different types of loans to urban customers. When a person applies for a loan, there are two types of decisions that could be taken by the company:



Loan accepted: If the company approves the loan, there are 3 possible scenarios described below:

Fully paid: Applicant has fully paid the loan

Current: Applicant is in the process of paying the instalments, i.e. the tenure of the loan is not yet completed

Charged-off: Applicant has not paid the instalments in due time for a long period of time and has defaulted on the loan

Loan rejected: The company had rejected the loan (because the candidate does not meet their requirements). If a loan was rejected, there is no transactional history of those applicants with the company and so they do not come back to the company (and thus in this dataset)

Business Objectives:

The company wants to understand the driving factors (or driver variables) behind loan default, i.e. the various indicators of default. The company can utilise this knowledge for its portfolio and risk assessment.

Loading and Understanding:

Loading

dataset using pandas.

Statistics

rows: 39,717

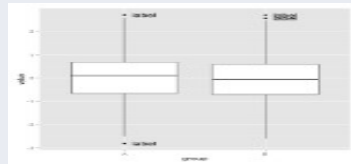
columns: 111

et Used:

ionary.xlsx

Modules of the Pro

1. Data Cleaning & Identifying Outliers



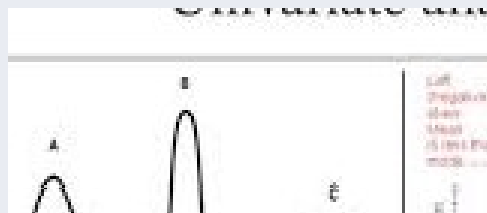
2. Analysing Data Imbalance



3. De



4. EDA-Univariate Analysis Insights



5. EDA-Segmented Univariate Analysis Insights



6. A

8. Results



9. Recommendations



Cleaning & Identifying Outliers :

Inspection- Displayed the first few rows of the data and observed various data types including floats, integers, and objects.

Value Check- Checked for missing values in the data and identified columns with a significant number of null values.

Removal- Removed those Columns which had more than 50% of missing values or were irrelevant to the problem (i.e. came into existence after loan approval or was not applicable to the borrower)

Duplicate Removal- Duplicate rows were removed.

Value Treatment- Null values were replaced with Mean (For Numerical Columns) and Mode (For Categorical Columns).

Data types- Converted the data types of Interest Rate, Revolving Line Utilization Rate Columns' values from object type using `astype()` function and removed the '%' symbol using `str.replace()` function.

7. Converted date columns to datetime format and converted categorical columns to datetime format using `to_datetime()` function.

8. Performed Sanity Check on the data- Outliers were identified from the Annual Income and the revolving balance. The Column "Account Type" was removed as it had no value throughout.

9. Removed some instances where categorical values were really low compared to total population-

(i) The data about the following states were removed from the dataset as their value counts were really low compared to total population-

'MT', 'WY', 'AK', 'SD', 'VT', 'MS', 'TN', 'IN'

(ii) Some values which were 'NONE' and 'Not Applicable' in Home Ownership Column were also removed.

Bivariate Analysis Insights:

Analysis was performed on the dataset
a Imbalance
ed Metrics like 'delinquency_in_2years',
_occured', 'month', 'Year'

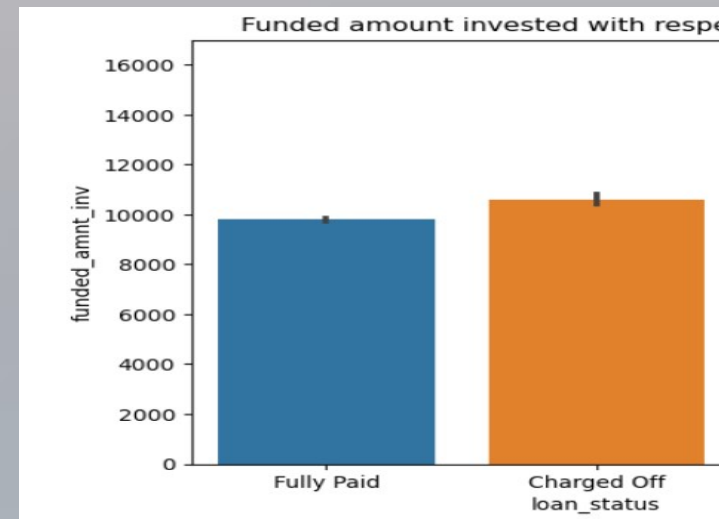
0% of the loans were fully paid.
loans were taken on month of November and
r of loans were taken in Feb.
Almost getting doubled year after another 2007
percentage of loans whereas 2011 have highest
s implies that year after another this company is
5% of folks have no records of bankruptcies and
have no previous delinquency.
folks applying for loan are from CA, NY.
loans are for paying other debts, after that loans
r home and business improvement.
0% of the borrowers are not verified, some are
very few are sourced verified.
g in rented and mortgage houses have majority of

9. People working for more than 10
percentage of loan(~25%), People w
3 Years contribute for 33% of the l
because they are borrowing mon
career growth.
10. More than 73 percent borrowers
of 36 months, this might be to sa
funded amount.
11. Loan Amount, Funded amount
amount by investors follow a s
Mostly values of these three varia
\$5000 to \$15000, this may represent
investing their money in this compa
amount Is fulfilled by investors onl
will be seen in bivariate.
12. Most of the borrowers having
between \$50000 and \$70000 are
organization for loan where peak li
very few investors have annual s
\$200000

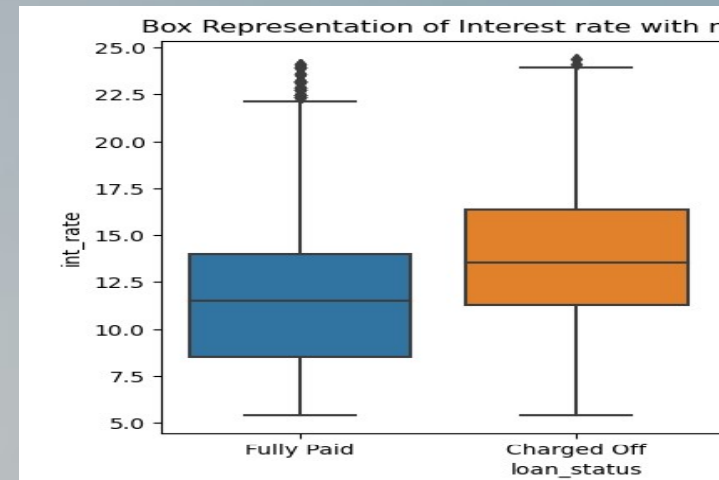
-Segmented ariate Analysis ts:

off borrowers have a higher funded amount, interest
installments compared to fully paid ones.

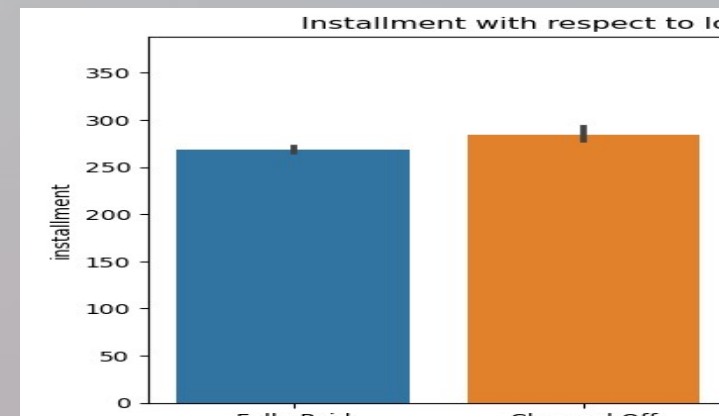
- Bar Plot of. Funded Amount by Investo



- Box Plot of Interest Rates w.r.t. Loan



- Bar Plot of Installment w.r.t. Loan Sta



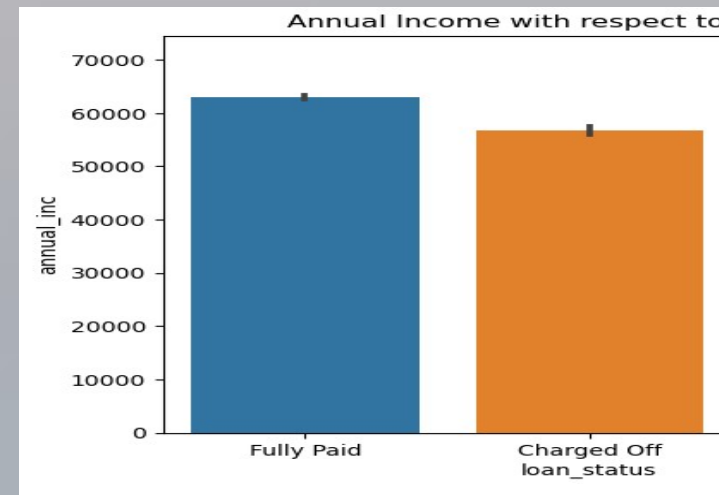
-Segmented ivariate Analysis ts:

ome depicts lower chances of defaulting .

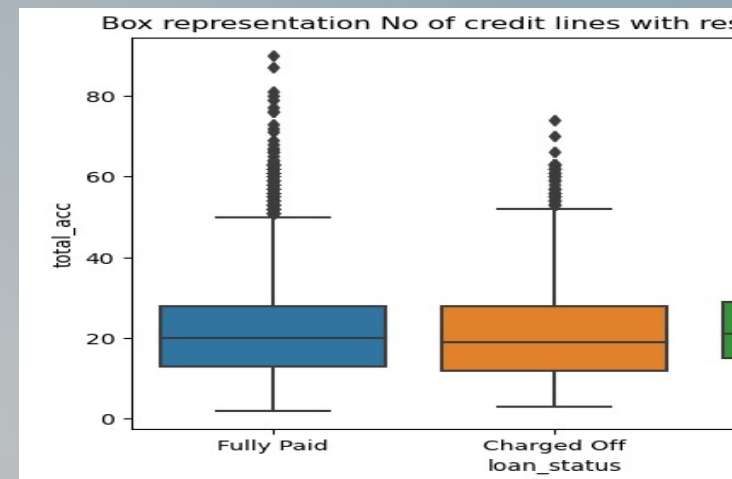
borrowers have a slightly higher number of credit
e compared to charged off borrowers. Also, the
outliers are more in the case of Fully Paid borrowers.
t take more loan but pay their debt.

s with Higher Debt-to-Income Ratio are more likely to
ers.

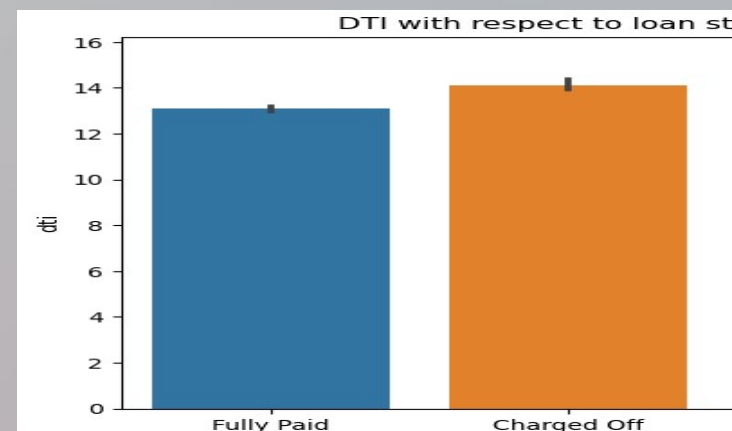
- Bar Plot of Annual Income w.r.t. Loan Status



- Box Plot of Number of Credit Lines w.r.t. Loan Status



- Bar Plot of Debt-to-Income Ratio w.r.t. Loan Status



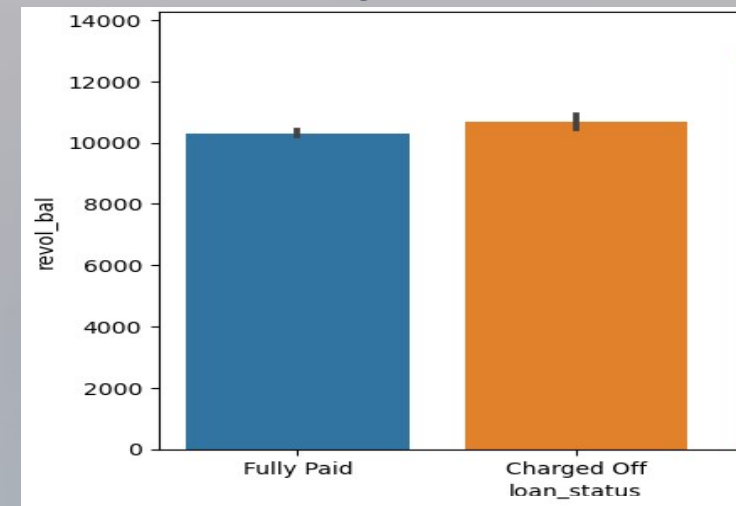
-Segmented ivariate Analysis ts:

who are likely to default have slightly higher average
balance than fully paid ones.

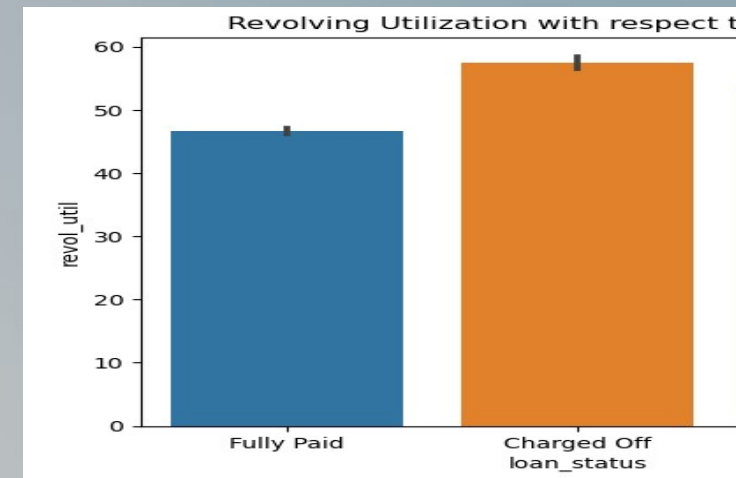
with Higher value Revolving Line Utilization rates are
to be defaulters.

with a term of 60 months are more likely to default
ners with a term of 36 months.

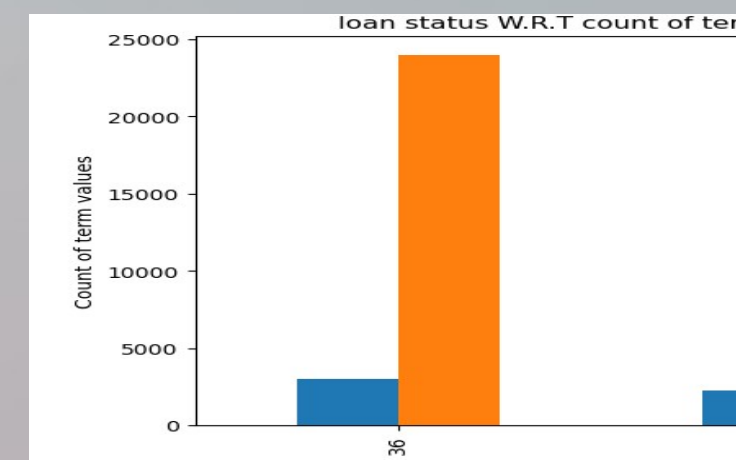
- Bar Plot of Revolving Balance w.r.t. Loan Status



- Bar Plot of Revolving line utilization rate w.r.t. Loan Status



- Bar Plot of Loan Status w.r.t Term.

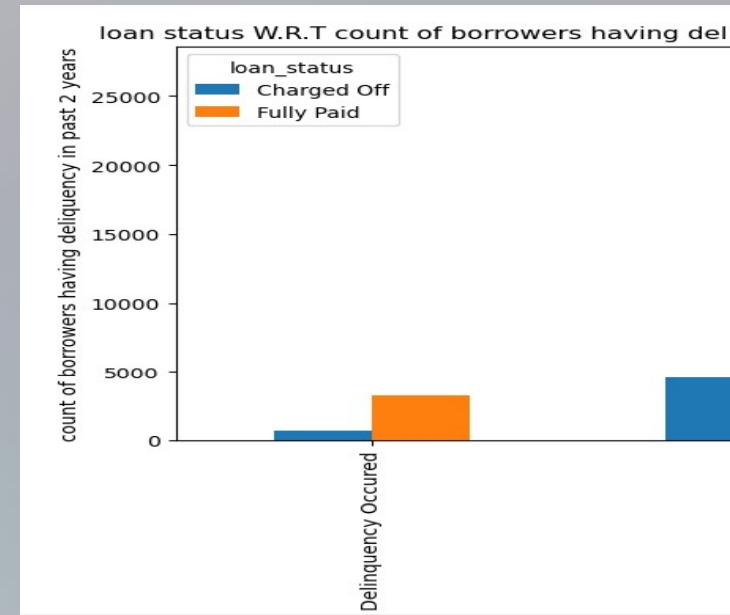


-Segmented ariate Analysis ts:

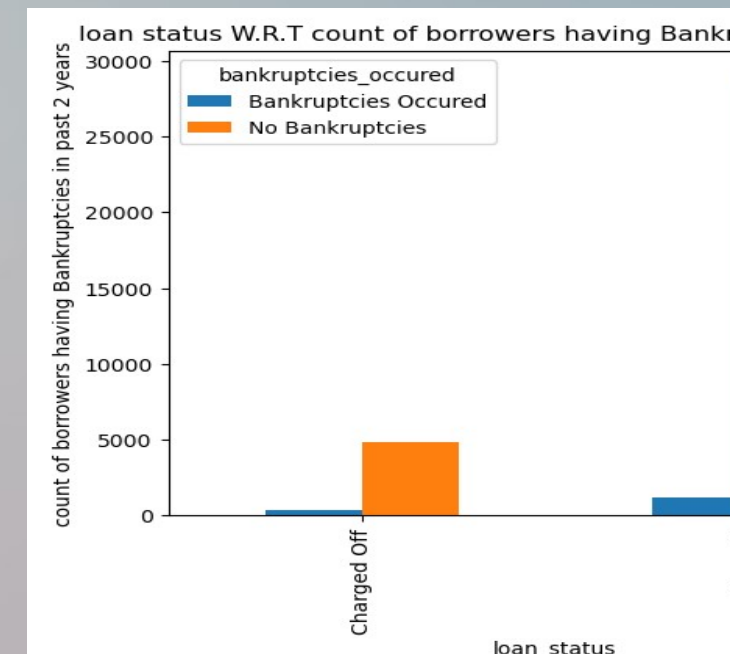
past Delinquency has charged off to fully paid ratio
ch is higher than that of non-delinquent borrowers
margin.

earlier Bankruptcies records are more like to be
that non-bankrupt borrowers with a small margin.

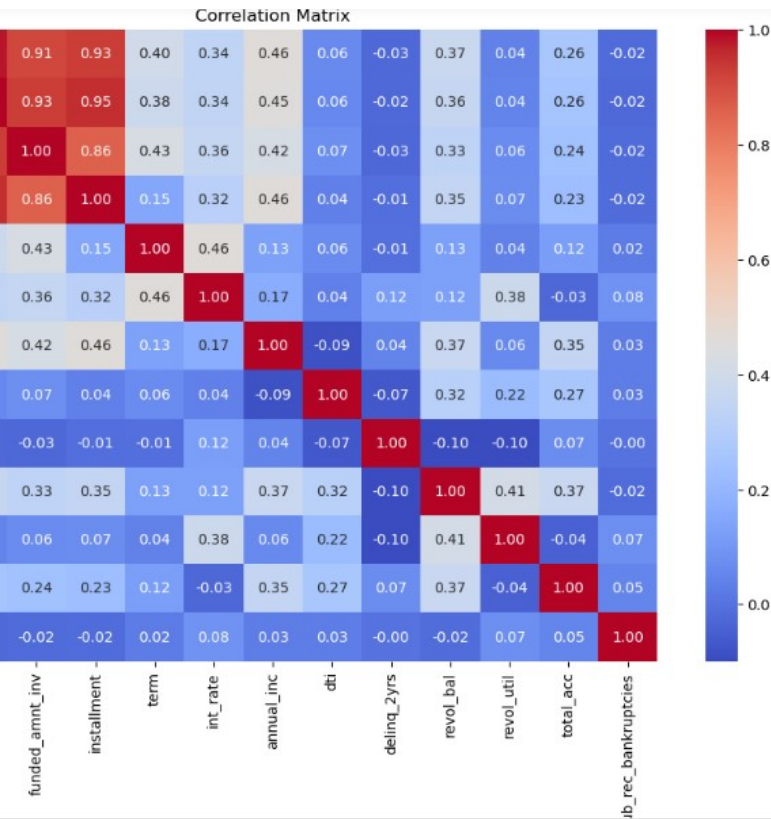
- Bar Plot of Loan Status w.r.t. Borrower delinquency in past 2 years



- Bar Plot of Loan Status w.r.t. Borrower bankruptcies in the past 2 years.



CORRELATION MATRIX WHEN LOAN STATUS IS 'CHARGED-OFF'



EDA – Bi-variate Insights:

Key Comparisons:

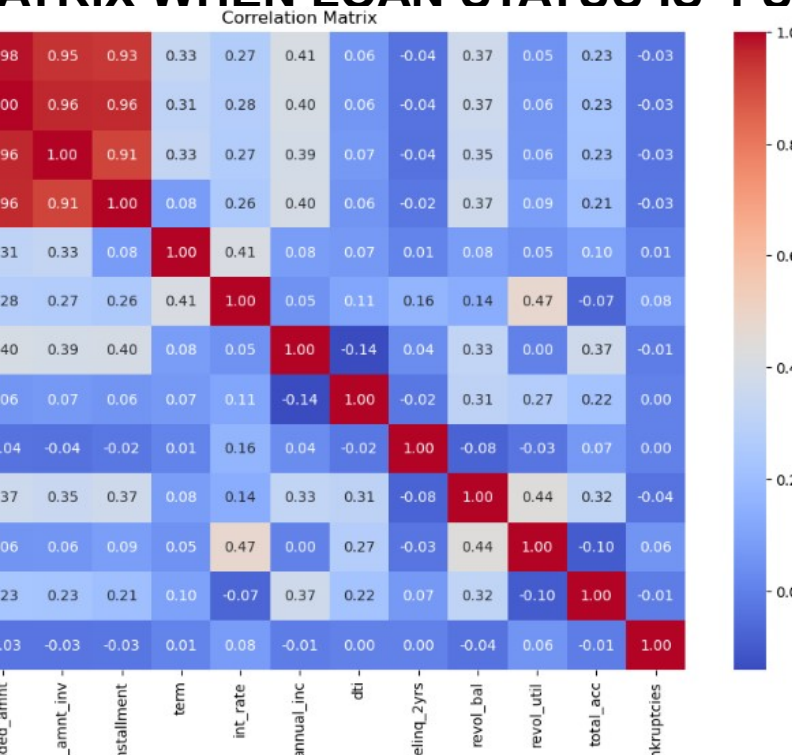
Consistency in High Correlations: Both fully paid and charged-off loans show consistent high correlations between loan amount, funded amount by investors and installment, suggesting that the fundamental loan structure remains consistent regardless of loan status.

Term and Interest Rate: The correlation between term and interest rate is slightly higher in charged-off (0.46) compared to fully paid loans (0.41), suggesting that longer terms might be slightly associated with higher interest rates in charged-off loans.

Revolving Balance and Utilization: The correlation between revolving balance and utilization is higher in fully paid loans (0.44) than in charged-off loans (0.41), suggesting that revolving balances are more critical in fully paid loans.

Annual Income: The moderate correlation between annual income and loan amount is stronger in charged-off loans (0.46) compared to fully paid loans (0.41), suggesting that higher income borrowers are more likely to not repay them.

CORRELATION MATRIX WHEN LOAN STATUS IS 'FULLY-PAID'



EDA – Bi-variate

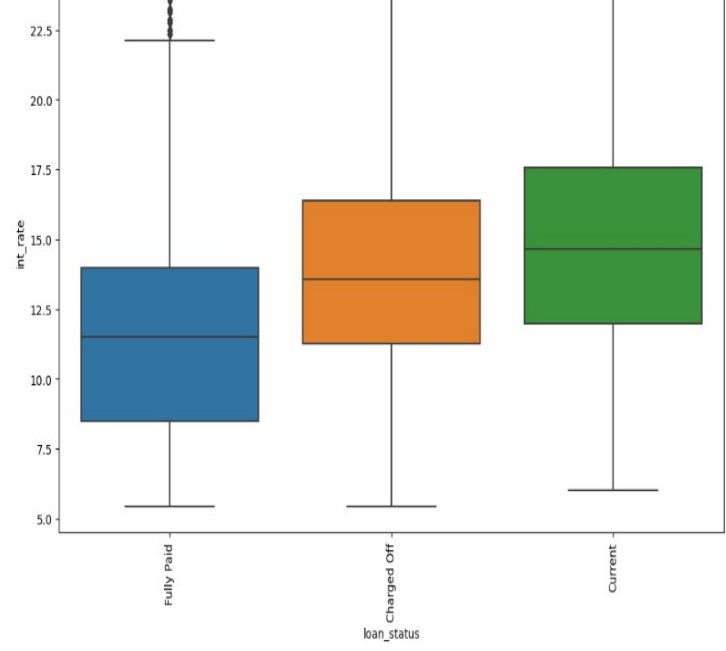
Insights:

- 1) "Charged Off" loans received **more amounts** compared to "Fully Paid" Loans. The presence of **more variability in funded loan amounts** in "Charged Off" loans as compared to "Fully Paid" Loans. The presence of **more outliers** in "Fully Paid" Loans indicate a significant shift in lender's borrower behaviour for "Fully-Paid" Loans.

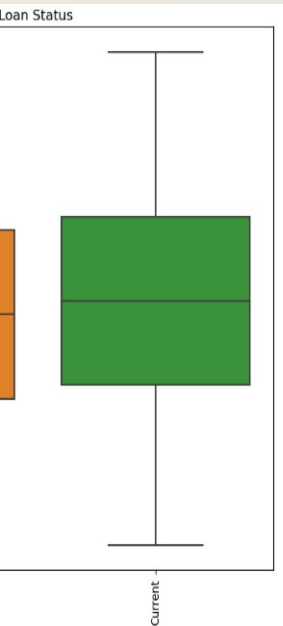
- 2) "Charged Off" loans had **higher interest rates** compared to "Fully Paid" Loans.

- 3) "Charged Off" loans had **slightly higher Debt-to-Income Ratio** compared to "Fully Paid" Loans.

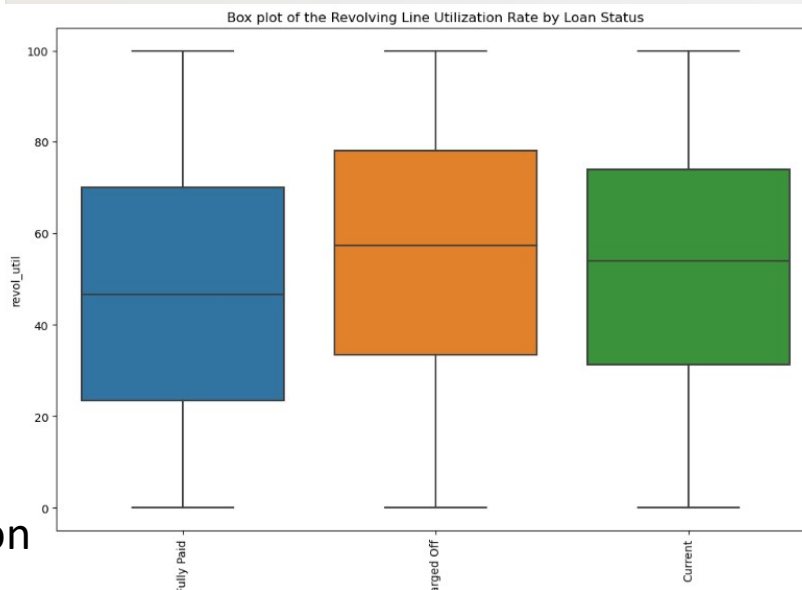
- 4) "Charged Off" loans had **higher Revolving Utilization Rates** compared to "Fully Paid" Loans.



2) Box Plot of Interest Rate by Loan Status



3) Box Plot of Debt-to-Income Ratio by Loan Status

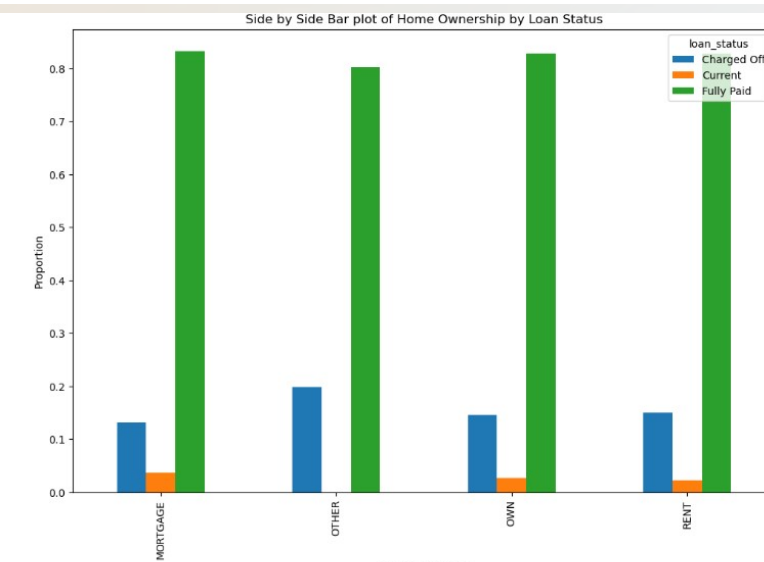
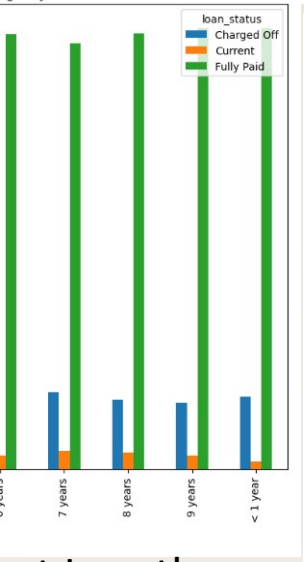
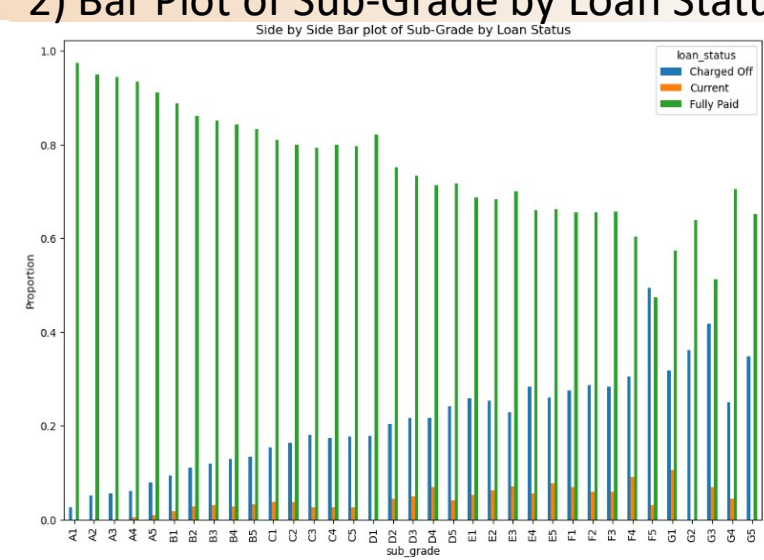
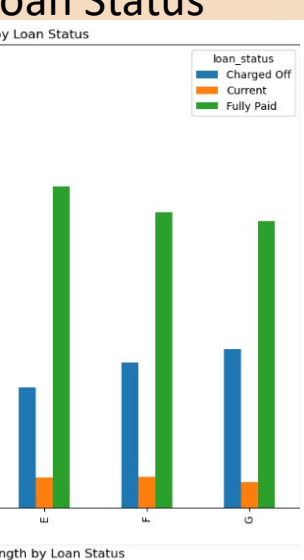


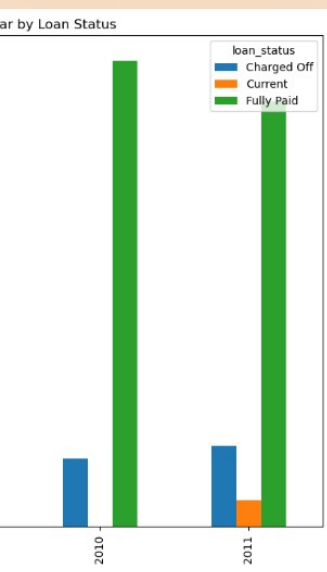
4) Box Plot of Revolving Utilization Rate by Loan Status

EDA – Bi-variate Analysis

Insights:

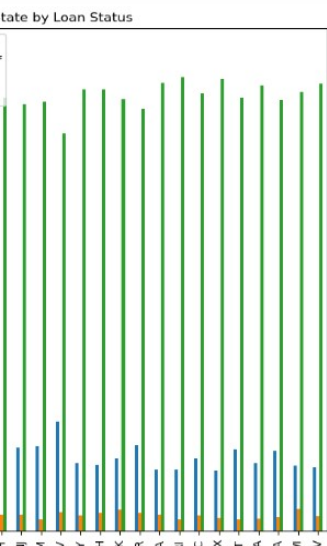
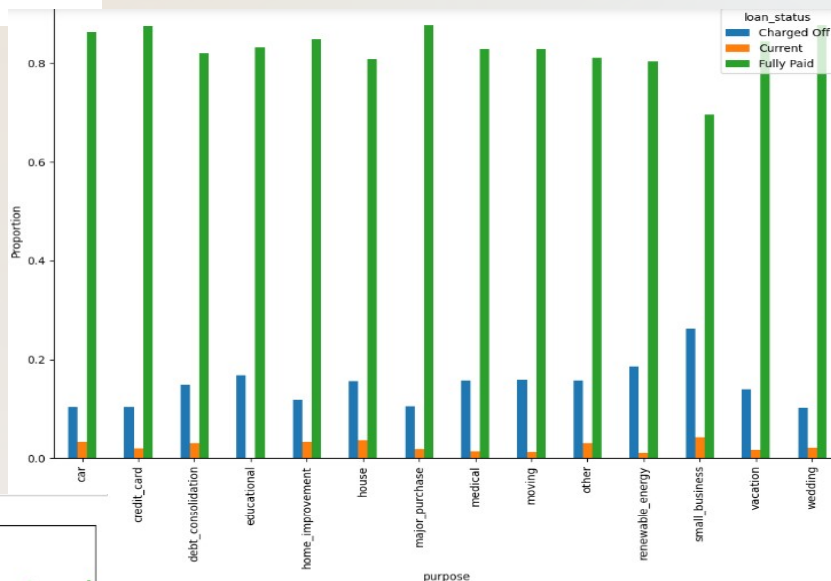
- 1) Overall loan grades are predictive with *higher grades* indicating *lower outcomes*.
- 2) Sub-grade is a strong predictor of loan outcomes with *higher sub-grades* (e.g., A1, A2) indicating *better outcomes* than lower sub-grades.
- 3) While employment stability generally correlates with better loan performance, those with *of employment length* (Very new like 0-1 years vs long-term like 10+ years) might present different outcomes.
- 4) Homeownership status impacts loan outcomes with those *owning homes or having mortgages* performing *better than* others.
- 5) Verification status is a significant predictor of loan performance, with *verified loans* showing *better outcomes*.





6) Side-by-Side Bar Plot of Issue Year by Loan Status

Bar Plot of Loan Status by Purpose



8) Side-by-Side Bar Plot of Address-State by Loan Status

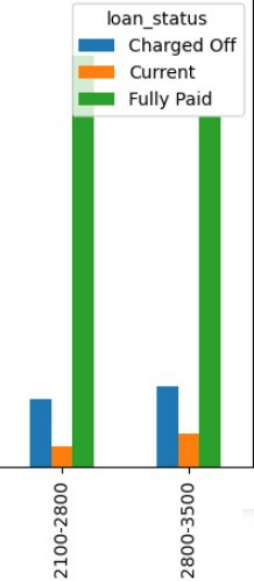
EDA – Bi-variate Insights:

6) Loans issued in **2007** and **2011** have a **higher proportion of charged-off loans** compared to other years. This could reflect broader economic conditions during those years, such as the financial crisis of 2007-2008 and its lingering effects.

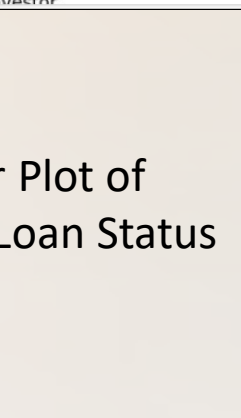
7) Loans for **renewable energy** and **small business** purposes have a relatively **higher proportion of charged-off status** compared to other loan purposes. Credit card loans, which have a high proportion of fully paid statuses.

8) States like **NV and FL** have a **higher proportion of charged-off loans** compared to other states, possibly due to potential economic stress or higher risk factors.

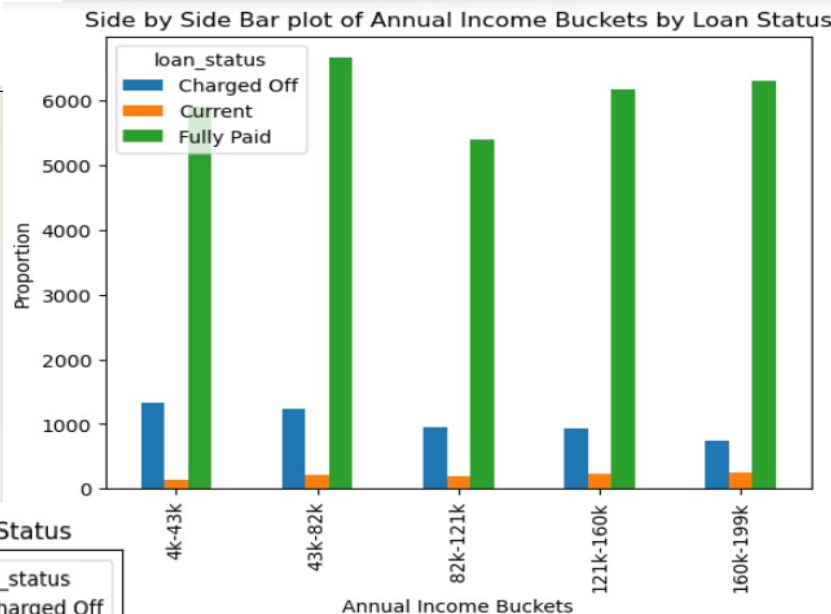
EDA – Bi-variate Insights:



9) Side-by Side Bar Plot of Funded Amount by Investors by Loan Status



10) Side-by Side Bar Plot of Term Period by Loan Status



11) Side-by Side Bar Plot of Term Period by Loan Status



9) Borrowers with Funded amount range of **\$2800-\$3500** are **most likely** to be charged off to fully paid ratio of 22% have a ratio between 14-17%, where the 160k-199k bucket has the **least probability to default** with a small margin.

10) As the **annual income increases**, the **defaulting decreases**. Income range \$4k-\$43k has a charged off / fully paid ratio of 22%, while for income \$160k to \$199k the ratio is 11%.

11) For the term period of **36 months**, the charged off to fully paid ratio is **1/10** but in case of 60 months the ratio is **1/3**. This indicates that customers with a term period of **60 months** are **very likely to default**.

S:

repayors than defaulters among *higher annual income*

e likely to be repayors than those who rented their

repayors than defaulters among people with *higher*
in file.

d loans are more likely to be repayors than borrowers
orce verified loans.

DEFAULTERS:

- There were more loan defaulters than loan repayors among those borrowers *amount, interest rate and installments.*
- There were more defaulters than repayors among people with *higher Debt-t*
- There were more defaulters than repayors among people with *higher average revolving balance and revolving line utilization rates.*
- There were more defaulters than repayors among customers with *a term of* with a term of 36 months.
- There were more defaulters than repayors among borrowers *with more than*
- As the *grade and sub-grade decreases*(From A1,A2 to F5,G5) the borrower i defaulter.
- People with *past Delinquency* were more likely to be defaulters than non-de
- People with *earlier Bankruptcies records* are more like to be defaulters than
- There were more loan defaulters than repayors among borrowers who were *2011*
- There were more loan defaulters than repayors among borrowers who took *energy* and *small business purposes* compared to those who took *car or crea*
- There were more loan defaulters than repayors among borrowers who belong *FL* compared to those from other states.

Recommendations:

analysis, we are now able to predict whether a Client will repay the loan or not. The following are our recommendations:

- High loan amount and installments* where interest rate have a *higher dependency on loan status*. To avoid default, *high amount should not* be given to *low annual income* personal with *income range \$4000 to \$43000*.
- High amount loans* should be avoided for *low income* people who opt *for high amount loans* as they have really *high risk* of getting charged off.
- High amount for lower sub-grade(F5, G5) loans*, have a *higher risk* of getting *charged off*.
- High amount* taken by borrowers who have *more credit lines* are *more likely to repay the loan back* maybe from getting charged off.
- High amount* loans for *small business are really risky*, a thorough *background check must be done* for them before approving.
- High amount* *term period of 60 months*, have *high probability of getting charged off*, hence *if loan amount/ Interest is low* they can be asked *to repay* the loan within a *term period of 36 months*.
- High amount* *employment history* of *more than 10 years*, have a *higher risk* of getting *charged off*.
- High amount* *higher Debt-to-Income Ratio*, have a *higher risk* of getting *charged off*.
- High amount* *higher average revolving balance and revolving line utilization rates*, have a *higher risk* of getting *charged off*.
- High amount* *Delinquency in the past 2 years*, have a *higher risk* of getting *charged off*.
- High amount* *present in the earlier Bankruptcies records*, have a *higher risk* of getting *charged off*.
- High amount* *applied for a loan in 2007 or 2011*, have a *higher risk* of getting *charged off*.
- High amount* *living in States like NV and FL*, have a *higher risk* of getting *charged off*.

Conclusion:

Conclusion:

The data about the Lending Club's loan offers and the factors impacting the approval or deny the loan application.

Insights:

The trends and patterns related to loan offers for further analysis and decision-making.

Recommendations:

The recommendations to minimize the possibility of financial losses in the approval of loans.



THANK YOU!