Welcome to Intelligent Credit

Lend smarter.
Lend faster.
Lend more.

OakNorth is redefining the way banks lend to middle-market companies, giving today's entrepreneurs access to the capital they need to grow, create jobs, build communities, and power our economy.

ON Credit Intelligence

OakNorth is the creator of ON Credit Intelligence, the industry's first data-driven software that provides a granular, 360-degree view of every commercial borrower, using continuous monitoring and a forward-look view of risk. This enables commercial lenders to identify opportunities faster, flag credit issues earlier, assess risk more accurately, reduce the cost to serve, and increase profitability across the loan lifecycle. With OakNorth, banks lend smarter, faster, and more.

Lend smarter

Our solution provides you with a granular, bottom-up, forward-looking view of your loan portfolio across 270+ industries and industry forecast models, with extreme granularity (L5 NAICS code analysis). This enables you to quickly identify opportunities to extend loans to your strong borrowers and minimize the chances of defaults or losses from weaker borrowers.

MANAGE RISK: Identify potential credit issues faster and earlier, so you can take proactive actions to reduce the chances of negative outcomes for both you and your borrower. Early Warning Indicators (EWIs) flag potential credit issues, enabling a faster response and better credit outcomes.

— Automate manual touchpoints in the annual review process, improving efficiency and freeing up team time to originate more loans.

— Identify potential defaults and covenant breaches faster and earlier, minimizing defaults and credit losses.

— Identify vulnerable borrowers that require a detailed review, so you reduce the amount of team time spent on performing borrowers.

— Interrogate the differences between businesses at a granular level, where significant variations exist, leading to a better understanding of risk and more tailored credit policies.

Lend faster

Our solution provides "always on" portfolio monitoring, enabling you to reduce the number of manual touchpoints in the annual review process, as well as the frequency and length of analysis. By segmenting credits on a high to low-risk spectrum, you can identify which require intensive vs light touch reviews, freeing up resources to pursue other activities such as new loan origination.

IMPROVE EFFICIENCY: Manage your loan portfolio more efficiently with data-driven credit intelligence that provides granular, bottom-up, forward-looking insight across your loan portfolio.

— Automate aspects of the review process to conduct ongoing reviews vs. point in time (e.g. annual reviews) – saving time and improving efficiency.

— More actionable, proactive monitoring of the business in the portfolio vs. monitoring of covenants – monitor loans with the same rigor as you underwrite them.

— Incorporate scenario analysis, historical trends and peer performance into monitoring and reviews – taking a risk-based approach to action.

— 270+ industries and industry forecast models and L5 NAICS code

analysis – get sector and peer insights with extreme granularity.

— Scenario analysis can be used to enhance existing decision-making processes, or as a strong independent challenge and model validation.

Lend more

> Our solution enables you to incorporate scenario analysis, historical trends, and peer performance into your monitoring and annual review process. This enables you to take a risk-based approach to action and continue confidently lending through cycle without a start / stop approach.

ENABLE GROWTH: Current practices with regards to scenario analysis consume significant high-value resources and often lack the granular, bottom-up, forward-looking insight that's needed to optimize credit strategy, policy, and procedures.

— Confidence to continue lending through the cycle and the ability to build deeper, more consultative relationships with customers.

— Relevant sector insights when you need them to support client engagement, as well as credit decisioning.

— Relationship managers have genuine relationships with customers by managing ahead of industry-driven financial hardship and potential default events.

— Lower losses mean more capital available for lending, while granular, bottom-up, forward-looking insight enables an independent framework to assist with qualitative overlays to help appropriately of risk-rate loans, (potentially) freeing up capital.

— Continuous monitoring, with early warning indicators being driven by leading operating metrics results in a 'trusted partner' status.

The ON Credit Intelligence Suite is the go-to SaaS solution for banks seeking transformative gains in efficiency, management overhead and acquisition cost, along with the enhanced ability to assess future risk and identify new opportunities. With continuous monitoring and the capacity to rapidly model multiple scenarios, such as climate impact, ON Credit Intelligence enables banks to more accurately manage their capital requirements and lend, confidently, throughout the entire economic cycle.

> " When it comes to commercial lending, a strong approach to credit risk management is essential. Accurately and efficiently determining the creditworthiness of new or returning borrowers will help both traditional and newer lenders increase the amount they lend to businesses, in addition to also reducing the risk of late payments or defaults."

HUGH SHANNON, HEAD OF SALES & CUSTOMER SUCCESS AT OAKNORTH

Born From a Bank

Our origins are as a neobank in the UK - In March 2015, OakNorth Bank obtained the third new banking charter in the UK in 150 years, achieving cash flow break-even just nine months post-launch, and repaying all accrued losses in 25 months. In 2021, the bank made $120M profit. Over the last seven years, OakNorth Bank has lent $10B, achieving performance metrics that rank it among the top 1% of commercial banks globally in terms of ROE and efficiency. Since inception, the majority of OakNorth Bank's new customer volume is driven by unpaid referrals from delighted customers with almost half of customers being repeat borrowers.

0.07%
AVERAGE ANNUAL COST OF RISK

54%
LTV

1.9
NET LEVERAGE

25
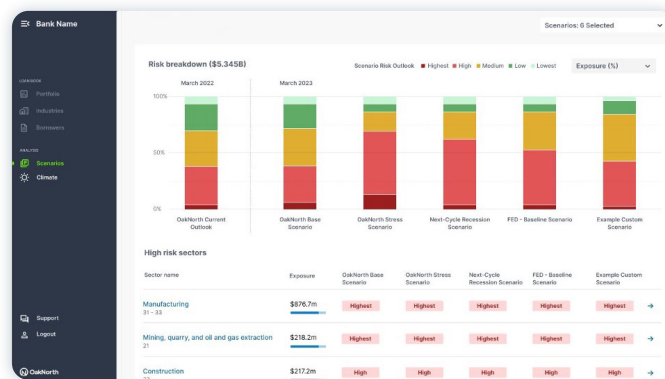DEALS PER RM VS 5-8 AT OTHER UK BANKS

26%
EFFICIENCY RATIO

40%
OF CUSTOMERS BEING REPEAT BORROWERS
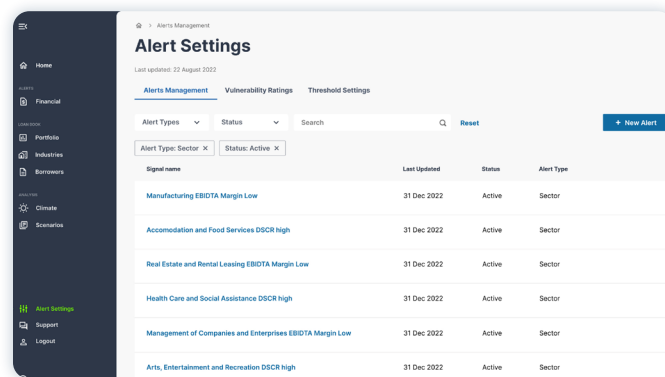
30.1%
RORE

ON Scenario Analysis

Prepare for the unknowns of the economy by re-underwriting your loan book with a forward-looking view in hours not weeks.
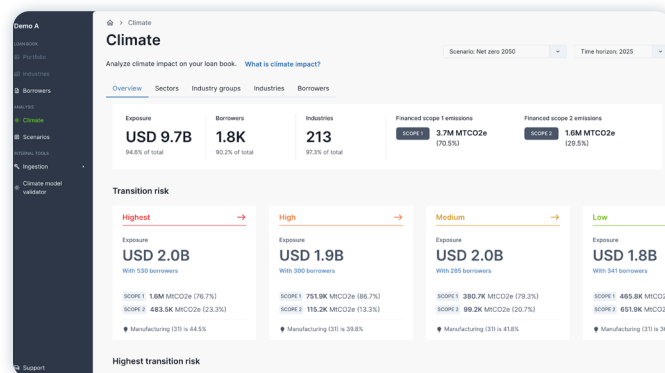

ON Monitoring

Increase efficiencies and manage risk with dynamic prioritized reviews powered by a more granular approach to portfolio management.

ON Climate

Calculate and report on financed emissions and credit risk with industry standard scenarios to develop climate mitigation strategies.

Meet the banks transforming commercial lending with ON Credit Intelligence

> " Through the continuous monitoring of active credits, OakNorth's software enables us to turn monitoring into a real-time process. This in turn will mean we can build deeper and more meaningful relationships with clients – having a consultative relationship with our borrowers – as well as ensuring our Relationship Managers have more time and better insights to originate new deals."

DARYL MOORE, OLD NATIONAL

> " We are partnering with OakNorth to help develop our climate scenario analysis capability, quantify our climate risk in commercial lending, guide future conversations with our commercial borrowers, and enable us to continue our climate leadership through disclosure."

MIKE FAILLO, FIFTH THIRD

> " Typically, banks only look at backward-looking, historic data. However, using the ON Credit Intelligence Suite, we're able to create a 360-degree, forward-looking view of borrowers by aggregating near real-time data."

BEN BARBANEL, OAKNORTH BANK

> " We want to be able to look through individual cuts of the book and find the risk, and OakNorth is able to do this at incredible speed, and identify risks in some cases up to six months in advance of our own teams."

CAPITAL ONE

CONTACT US TODAY

Get in touch on **OakNorth.com** or **marketing@oaknorth.com** to find out what ON Credit Intelligence can do for you.

Request a demo

OakNorth

CREDIT INTELLIGENCE