



Speaker: Chris van Rensburg

Good evening ladies and gentlemen. It is again a great pleasure for TransUnion to be part of this annual event.

Everyone is talking about the turbulence and uncertainty that surround our country and this industry and we question the extend of these challenges on each of us personally and business at large.

TransUnion's role and experience as facilitator of commerce across many industries is invaluable within our economy. We are a company that manages more than 30 million lines of customer payment information every month from all major retail chains, banks and telecommunications companies and insurers. This data helps us manage, read and interpret trends when it comes to consumer credit performance and behavior.

The demand for consumer credit over the last few years has been very strong, but has become somewhat depressed during the last few months, largely due to higher interest rates and tighter control under the NCA.

Industry comparative reports show the percentage of accounts that are more than 3 months delinquent increasing, especially within the asset finance and mortgage bond arena. We now are seeing the impact of this in the short term insurance sector with lapse rates on the increase.

Debt to income ratio is reaching very concerning levels.

The positive is that more and more consumers are accessing their credit report and are becoming aware of their financial standing and the impact of their behavior on risk. Since

the implementation of free credit reports at the end of 2007, TransUnion has experienced an increase in demand for credit report of more than 600%.

TransUnion is proud of the value we provide and the marked increase in the past year in insurers using credit scoring to assist them in all areas of their business.

We need to aim to bring calm during uncertainty. Calm in terms of bringing information together under one roof to assist in the management of risk and the detection and prevention of fraud – actively driving data sharing across industries. Just think of the possibilities and exploration of links across the credit, healthcare and insurance industries.

An exciting example of this is TransUnion collaborating with the insurance and banking industries to provide a solution, to be launched in July, to alert the banks when insurance cover is cancelled on their financed vehicles.

We are very proud to be associated with the many players in this room with whom we have worked closely for many years. It is our pleasure to be sponsoring this event as it is an opportunity to continue building on a relationship we value.

Enjoy the rest of your evening. Thank you.

ABOUT THE SPEAKER:

Chris van Rensburg, Executive TransUnion Credit Bureau: Insurance & Direct to Consumer Division

Chris van Rensburg joined TransUnion in 2002 and forms part of the TransUnion Executive Team. Whilst at TransUnion, Chris has developed a specialised understanding and has nurtured his expertise within the Insurance & Direct to Consumer markets.

Chris has been at the forefront of the identification, evaluation, growth and development of TransUnion's solutions, which has entrenched the company as a key player within the aforementioned markets. He consults with customers to develop and implement integrated business solutions that meet the unique challenges that customers face.

Chris leads our partnership relationships with the South African Insurance Association and he has been paramount in working with the organisation to find opportunities which provide solutions to combat Insurance Fraud and consequently better the South African economy.

In addition to this Chris also leads our partnership relationships with other key industry stakeholders such as the Board of Healthcare Funders, the Life Officers Association and Business Against Crime.

The experience Chris has gained, in addition to his understanding of the unique challenges faced by the insurance industry specifically, is valued by customers and contributed extensively to the high regard that they have for the company.

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