

# Income Verification Financial Accounts



Stop using point solutions for different portions of your waterfall. Truv's financial accounts income product not only provides best in class connection rates and data cleansing, we also provide a singular platform with all the verification sources you need for income and employment verification, verification of assets, and verification of insurance.

## The Value of Truv's Financial Accounts Income Product



**Reduce risk** through gathering identity data, income data, and over 2,200 unique credit attributes from banking transactions.



**Increase efficiency** through eliminating manual workflows to gather the necessary documents to underwrite.



**Acquire more customers** through providing a frictionless user experience for applicants.

## Truv's Financial Accounts Income vs. Other Providers



### Problem

Transaction data is tricky. It can be difficult to interpret, it requires a strong connection rate to be successful, and it only gives you limited insights into your applicants history. Lenders who use bank aggregation data are trying to make fast and accurate decisions using tools that are normally inaccurate and hard to interpret.



### Solution

With the best connections rates, leading data cleansing, and additional data sources, Truv provides a banking aggregation solution to help lenders make faster decisions. Application pull through rates are dependent on a number of factors, but Truv limits any negative experience caused by friction filled application processes.

### Legacy Competitors



#### Legacy Screen Scraping Connections

- Closest competitor at 40% OAuth coverage
- Unreliable and inconsistent connections
- Long login times causing churn
- 25% to 30% connection success rates



#### Unrecognizable Transaction Strings

- Cleansing focused on PFM
- Raw transaction strings provided
- Need to build in-house data science team
- No credit attributes and additional insights



#### Point Solutions

- Single data source for income verification
- Users have to engage with multiple experiences
- Single data sources at 30% success rates
- Poor user experience

### Truv's Banking Aggregation



#### The Most OAuth Connections

- 71% coverage with OAuth integrations
- Non-blocking connections & high security
- Fast login speeds (5 seconds or less)
- 40%+ connection success rates



#### Leading Transaction Data Cleansing

- Cleansing focused on lending attributes
- 95% data categorization accuracy
- 20,000 customized cleansing rules
- 2,200+ credit attributes



#### Full Platform

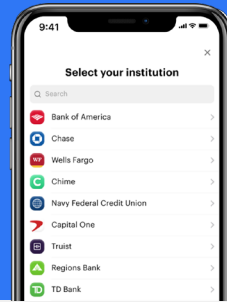
- Six data sources for income verification
- Seamless transition between data sources
- 50%+ conversion rates with entire platform
- Battle tested user experience

# Coverage: Truv's Financial Accounts Income Product

## 99% Coverage of Financial Institutions

Market leading coverage of nearly every financial institution in the U.S.

15,000+ unique integrations to achieve this coverage.



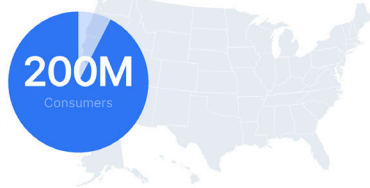
## 71% Coverage of oAuth API Integrations

Legacy screen scraping connections provide a poor user experience, while Truv focuses on building out as many API integrations with financial institutions as possible.



## 200M+ Reach through Bank Aggregation

With Truv's 15,000+ unique banking aggregation integrations, you unlock the ability to verify income for over 200 million consumers.



## Non-Traditional Financial Institutions

Truv provides coverage within non-traditional financial institutions, including integrations with Cash App, Venmo, Chime, and others.



# Truv's Best-In-Class Transaction Cleansing Engine

Deriving Over 2,200 Credit-Specific Attributes that are FCRA Compliant



## Increase Efficiency

Truv cleanses the bank transaction data so you don't have to have your in-house data science team build a model to do so. Providing you with the data that you need access to.



## Fund More Loans

Rather than turning away applicants solely based on their credit score, Truv enables with 2,200 different attributes from bank transaction data to make more informed underwriting decisions.



## Reduce Risk

Typically approving more loans leads to an increase in risk. However, with Truv you're able to reduce your risk by gathering alternative credit data points to accurately assess ability and willingness to repay.



OpenRoad Lending

Jeff Austin  
CFO

"Truv has helped us speed up and automate employment and income verification, which also speeds up the loan process, saving both OpenRoad Lending and our customers time and money."