

PRODUCT INFORMATION

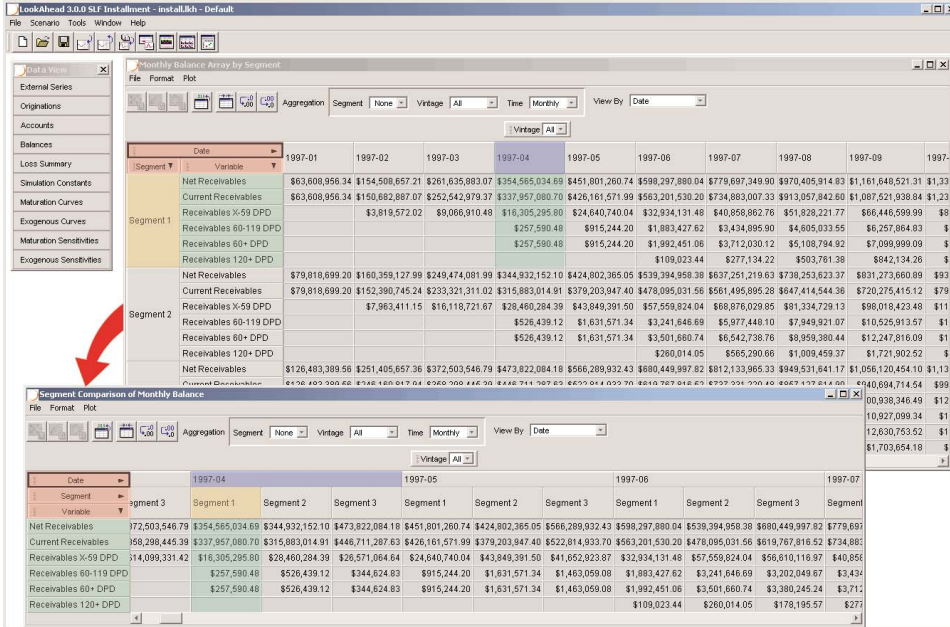
LookAhead™

Portfolio Intelligence and Scenario-based Forecasting Software

Starting with a client's portfolio vintage data, the advanced modeling engine within LookAhead™ software automatically separates and quantifies the core drivers of portfolio performance: vintage maturation effects, outside impacts from macroeconomics and competition, policy changes, seasonality and originations quality. These core drivers are automatically 'learned' by the software from the client's data and used to forecast a large number of portfolio metrics in both accounts and dollars including attrition, utilization, fees, receivables, delinquency, write-off, and prepayment. Forecasts are produced as monthly time-series which may be viewed at the vintage or portfolio level. Metrics are customized to each client's definitions and conventions.

All new data-cube infrastructure delivers significant user benefits. Pivot-type tables allow users to configure their own data views for history and forecast across all portfolio variables. Drag-and-drop functionality gives user control without the need to learn programming codes or commands.

Drag-and-drop data-cube gives user the power to completely re-draw data tables in order to emphasize elements of interest. The highlighted areas of the screenshot illustrate how tables may be quickly manipulated.



Date	1997-01	1997-02	1997-03	1997-04	1997-05	1997-06	1997-07	1997-08	1997-09	1997-
Net Receivables	\$83,808,956.34	\$154,508,657.21	\$261,635,883.07	\$354,565,034.69	\$451,801,260.74	\$598,287,880.04	\$779,687,349.90	\$970,405,914.83	\$1,161,648,521.31	\$1.33
Current Receivables	\$83,808,956.34	\$150,882,887.07	\$252,542,979.37	\$337,957,080.70	\$426,161,571.99	\$563,201,530.20	\$734,883,007.33	\$913,057,842.60	\$1,087,521,938.84	\$1.23
Receivables X-59 DPD		\$3,819,572.02	\$8,066,910.48	\$16,305,295.80	\$24,640,740.04	\$32,934,131.48	\$40,858,862.76	\$51,828,221.77	\$66,446,599.99	\$8
Receivables 60-119 DPD				\$257,590.48	\$915,244.20	\$1,883,427.62	\$3,434,895.90	\$4,605,033.55	\$6,257,864.83	\$
Receivables 80+ DPD				\$257,590.48	\$915,244.20	\$1,883,427.62	\$3,712,030.12	\$5,108,794.92	\$7,099,989.09	\$
Receivables 120+ DPD						\$109,023.44	\$277,134.22	\$503,761.38	\$842,134.26	\$
Net Receivables	\$79,818,699.20	\$160,359,127.99	\$249,474,081.99	\$344,932,152.10	\$424,802,365.05	\$539,394,958.38	\$637,251,219.63	\$738,253,623.37	\$831,273,660.89	\$93
Current Receivables	\$79,818,699.20	\$152,390,745.24	\$233,321,311.02	\$315,883,014.91	\$379,203,947.40	\$478,095,031.56	\$561,495,895.28	\$647,414,544.36	\$720,275,415.12	\$79
Receivables X-59 DPD		\$7,963,411.15	\$16,118,721.67	\$28,460,284.39	\$43,849,391.50	\$57,559,824.04	\$66,876,029.85	\$81,324,729.13	\$98,018,423.48	\$11
Receivables 60-119 DPD				\$526,439.12	\$1,631,571.34	\$3,241,646.69	\$5,977,448.10	\$7,949,921.07	\$10,525,913.57	\$1
Receivables 80+ DPD				\$526,439.12	\$1,631,571.34	\$3,501,660.74	\$6,542,738.78	\$8,959,380.44	\$12,247,816.09	\$1
Receivables 120+ DPD						\$260,014.05	\$565,290.66	\$1,009,459.37	\$1,712,902.52	\$
Net Receivables	\$126,483,389.56	\$251,405,657.36	\$372,503,546.79	\$473,822,084.18	\$566,289,932.43	\$680,449,997.82	\$812,133,965.33	\$949,531,641.17	\$1,056,120,454.10	\$1.13

Date	1997-04	1997-05	1997-06	1997-07
Net Receivables	\$473,822,084.18	\$451,801,260.74	\$424,802,365.05	\$566,289,932.43
Current Receivables	\$473,822,084.18	\$426,161,571.99	\$379,203,947.40	\$522,814,933.70
Receivables X-59 DPD	\$28,460,284.39	\$43,849,391.50	\$57,559,824.04	\$66,876,029.85
Receivables 60-119 DPD	\$526,439.12	\$1,631,571.34	\$3,241,646.69	\$5,977,448.10
Receivables 80+ DPD	\$526,439.12	\$1,631,571.34	\$3,501,660.74	\$6,542,738.78
Receivables 120+ DPD			\$260,014.05	\$565,290.66
Net Receivables	\$126,483,389.56	\$251,405,657.36	\$372,503,546.79	\$473,822,084.18

Using LookAhead software, portfolio managers create scenarios for future originations plans including segment mix, target origination levels and account quality. LookAhead scenarios also support detailed user input on environmental, competitive, policy and seasonal effects on the future portfolio. Completed scenarios are then easily and quickly run in the software to simulate future portfolio behavior such as dollar losses or net profit, complete with estimated error. Since the process is robust and reproducible, scenarios may be used as a tool by sharing them across business units and between groups such as Credit and Finance in order to reinforce enterprise goals in portfolio decisions such as net profit or NPV.

LookAhead software's scenario-based forecasting and other modeling capabilities drive significant functionality: state-of-the-art portfolio revenue and loss forecasting, sophisticated stress-testing, development of detailed contingency plans, macroeconomic response modeling, and capital calculations are some of the important uses. LookAhead software is ideal for enterprise risk management applications since it is powered by vintage level data and it produces robust and reproducible forecasts. The monthly modeling process may

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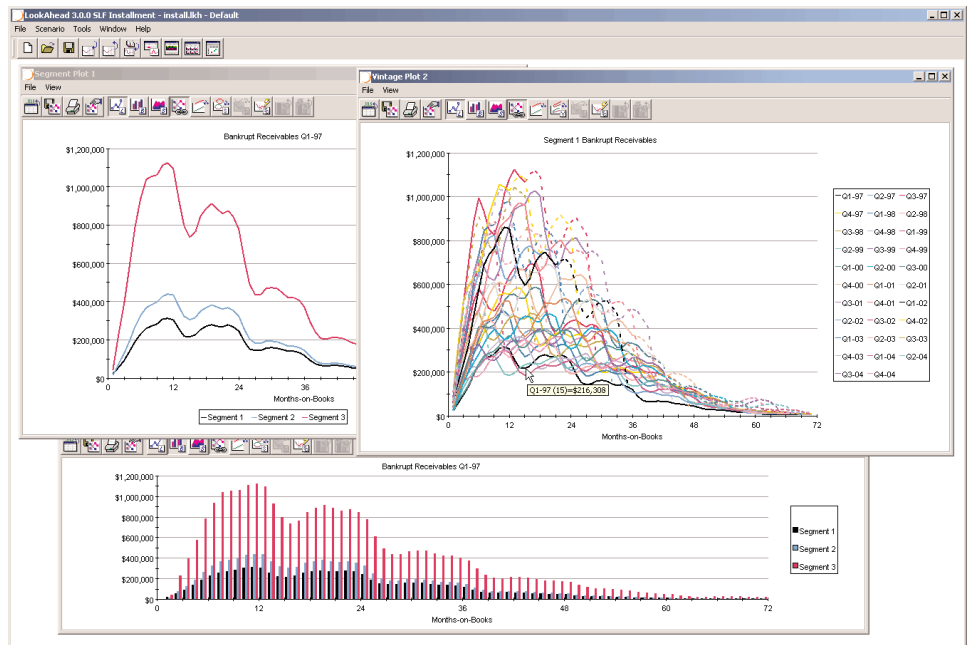
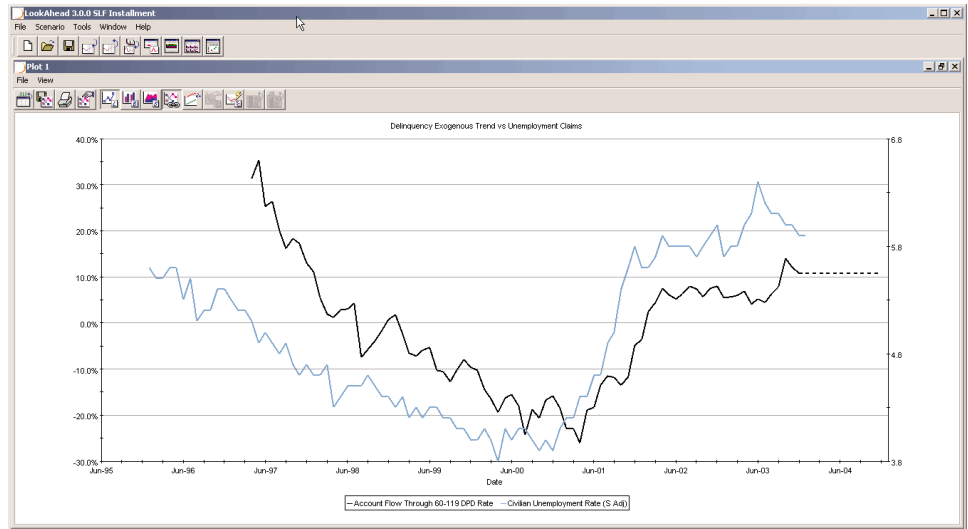
LookAhead software's ability to decompose vintage performance imparts powerful explanatory capabilities. Trends and correlations that might be masked by multiple effects or other complexities are specifically identifiable and available for explanatory modeling.

Vintage, segment and portfolio-level plots and reports are supported in LookAhead software.

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be used to produce an Early Warning for practically any kind of portfolio divergence or anomaly. The analytic technology contained in the software is patent-pending and was developed by Strategic Analytics specifically to address data modeling and forecasting issues in consumer portfolios. The approach leverages a unique nonlinear decomposition algorithm called Dual-time Dynamics in automated software. Users need no special statistical or modeling training but should be well qualified in retail portfolio management concepts.

LookAhead software is currently installed at a rapidly growing number of major consumer lenders in the United States, Canada, Europe and Asia, operating successfully in credit cards, auto lending, mortgages, home equity loans and lines as well as personal loans and lines. Being data-driven, LookAhead software can address regional and non-prime portfolios as well as large national portfolios, since it is in no way dependent upon pooled data or industry averages. Finally, Strategic Analytics backs the capability with a thorough software support model that is designed to empower and enable your Portfolio team.

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Sophisticated scenario-building tools in LookAhead software allow users to quickly and visually develop possible futures for the portfolio. The Segment Mix Editor shown powerfully illustrates past and future origination choices. LookAhead computes the impact of these choices across the portfolio.

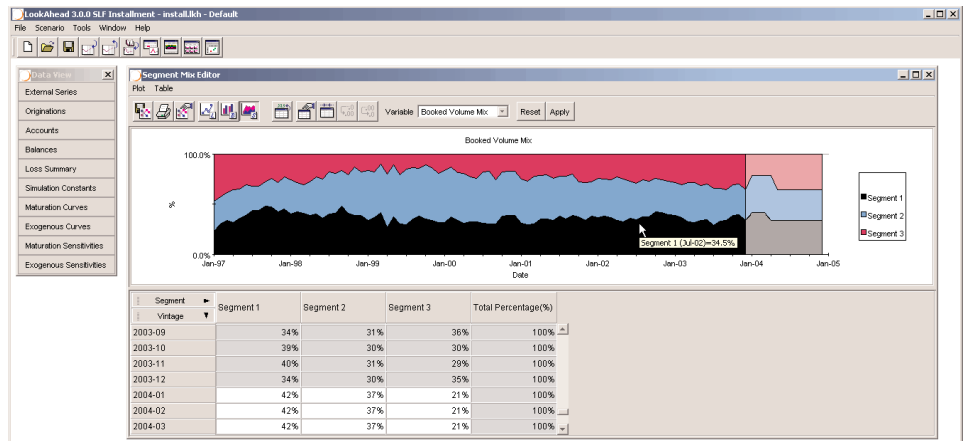
Capture and quantify “corporate memory” with LookAhead software’s event logging capabilities. Spikes or level-shifts caused by management actions can be tagged, measured and replayed in your scenario for the future.

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Exogenous Group ¹	Variable ²	Description	Type ³	Impact ⁴ (%)	Constant	Dates ⁵	Category
1 All Segments	Account Flow Through 120+ DPD Rate	Collections System Conversion	Spike	32.845	No	2002-09	None
2 All Segments	Account Flow Through 120+ DPD Rate	Collections System Conversion	Plateau	15.124	No	2001-09 - 2001-11	None
3 All Segments	Account Flow Through 60-119 DPD Rate	Collections System Conversion	Spike	30.095	No	2002-09	None
4 All Segments	Account Flow Through 60-119 DPD Rate	Collections System Conversion	Plateau	19.265	No	2001-07 - 2001-09	None
5 All Segments	Account Flow Through Bankrupt Charge-off Rate	Collections System Conversion	Spike	-20.159	No	2001-11	None
6 All Segments	Account Flow Through Contractual Charge-off Rate	Collections System Conversion	Spike	35.084	No	2002-09	None
7 All Segments	Account Flow Through Contractual Charge-off Rate	Collections System Conversion	Plateau	10.026	No	2001-11 - 2002-01	None
8 All Segments	Accounts X-59 DPD Net Flow Rate	Collections System Conversion	Spike	29.917	No	2002-09	None
9 All Segments	Accounts X-59 DPD Net Flow Rate	Collections System Conversion	Plateau	24.054	No	2001-05 - 2001-07	None

Software Features

- **NEW** User-controlled plot and table templates allows custom data views.
- **NEW** More powerful pre-defined scenarios—controlled to specific variables and segments.
- **NEW** Date and vintage filters allow fine control over input data inside the application.
- **NEW** 3-D plots for enhanced data visualization and presentation.
- **NEW** Graphical scenario design tools to control smoothing and curve-drawing for maturation.
- Single-user application operates on regular PCs, no special hardware to purchase and maintain. Input data files are easily managed and software does not require expensive systems integration.
- Statistically sophisticated multi-scenario analysis to meet Basel II portfolio stress-testing requirements.
- Utilizes standard graphical user interface—no obscure codes or languages to learn. All analysis may be exported to Excel and other analysis tools.
- Supports rapid exploration and analysis of any chosen portfolio segmentation: product, channel, risk band, geography, or other demographic slice.
- Analytics are fully data-driven: models refresh and recalibrate with each addition of portfolio performance data.
- Extensive graphical user interface for analysis and creation of economic response models, specification of exogenous events, and automated scenario-creation tools.

PRODUCT INFORMATION

LookAhead software's user controls allow detailed inspection and calibration of individual vintages.

LookAhead software contains robust tools for detecting and measuring correlations between internal and external data series. Our Response Modeling Tools help you quantify how the portfolio will respond to the following stimuli:

- changes in the macroeconomic or competitive environment,
- effects from changing resource levels such as collector load
- impact from other continuous policy changes

LookAhead software automatically creates correlation tables any set of internal and external time-series, which may be rapidly inspected for significance.

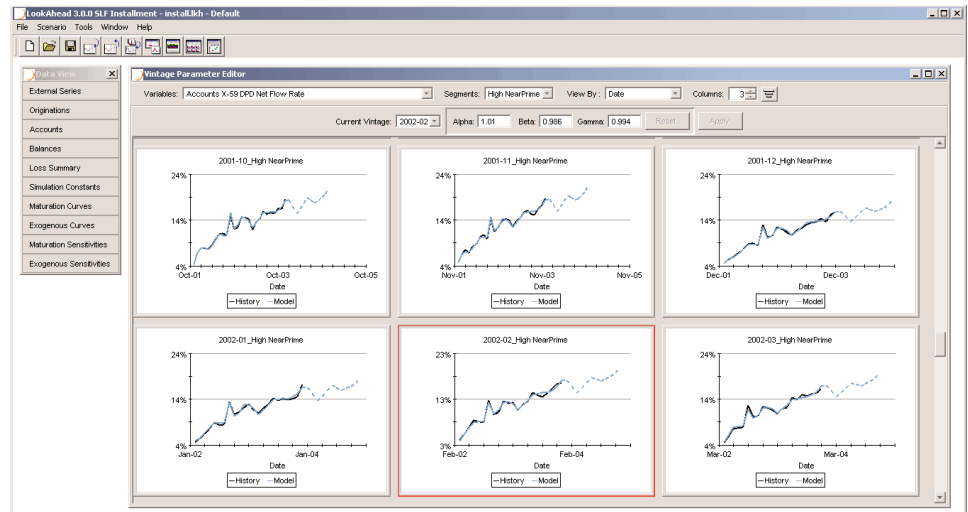
The Response Model Editor allows users to build response models using an open standard for model specification. Relationships may be added or deleted easily with our graphical interface.

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	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18
1	-0.489	-0.133	0.123	0.448	0.158	0.083	0.120	0.089	0.079	0.089	0.079	0.089	0.079	0.089	0.079	0.089	0.079	0.089
2	-0.341	-0.006	0.313	0.332	0.133	0.112	0.154	0.089	0.079	0.089	0.079	0.089	0.079	0.089	0.079	0.089	0.079	0.089
3	-0.194	0.170	0.283	0.268	0.141	0.142	0.178	0.089	0.079	0.089	0.079	0.089	0.079	0.089	0.079	0.089	0.079	0.089
4	-0.016	0.182	0.248	0.247	0.160	0.186	0.202	0.248	0.316	0.353	0.332	0.231	0.124	0.049	0.044	0.051	0.051	0.030
5	0.027	0.172	0.236	0.246	0.178	0.189	0.236	0.303	0.338	0.327	0.261	0.200	0.116	0.070	0.027	0.051	0.038	0.000
6	0.041	0.174	0.238	0.250	0.197	0.221	0.287	0.326	0.320	0.268	0.231	0.183	0.125	0.052	0.031	0.040	0.012	-0.040
7	0.080	0.184	0.244	0.259	0.226	0.269	0.310	0.313	0.271	0.243	0.214	0.184	0.104	0.053	0.024	0.017	-0.025	-0.043
8	0.081	0.196	0.254	0.260	0.269	0.293	0.302	0.271	0.249	0.227	0.212	0.159	0.099	0.044	0.005	-0.017	-0.030	-0.037
9	0.102	0.211	0.275	0.316	0.292	0.289	0.286	0.252	0.235	0.226	0.188	0.151	0.088	0.025	-0.025	-0.022	-0.026	-0.029
10	0.124	0.235	0.310	0.335	0.290	0.258	0.251	0.241	0.235	0.203	0.179	0.137	0.067	-0.003	-0.029	-0.019	-0.019	-0.043
11	0.153	0.271	0.330	0.332	0.263	0.246	0.242	0.241	0.214	0.195	0.165	0.115	0.038	-0.009	-0.026	-0.013	-0.033	-0.055
12	0.194	0.295	0.330	0.306	0.253	0.239	0.244	0.223	0.207	0.182	0.144	0.085	0.030	-0.007	-0.020	-0.027	-0.046	-0.073

Dependent Variable	1	2	3	4	5	6	7	8	9	10	11	12	13	14
Vintage Account Prepayment Rate														
Accounts X-59 DPD Net Flow Rate														
Account Flow Through 120+ DPD Rate														
Account Flow Through 60-119 DPD Rate														
Account Flow Through Contractual Charge-off Rate														
Bankrupt Active Account Rate														
Ratio of Contractual Charge-off Balance to Current Account Balance														
Ratio of Bankrupt Charge-off Balance to Current Account Balance														
Ratio of 60-119 DPD Balance to Current Account Balance														
Ratio of 120+ DPD Balance to Current Account Balance														
Ratio of Bankruptcy Balance to Current Account Balance														
Outstanding Balance Ratio per Current Account														

STRATEGIC ANALYTICS was founded in 1999 to develop innovative analytical applications for banks and consumer finance companies. The company's lead product is called LookAhead™, a software application that gives portfolio managers powerful new capabilities to analyze, forecast and optimize their portfolios under a range of possible future economic and business scenarios.