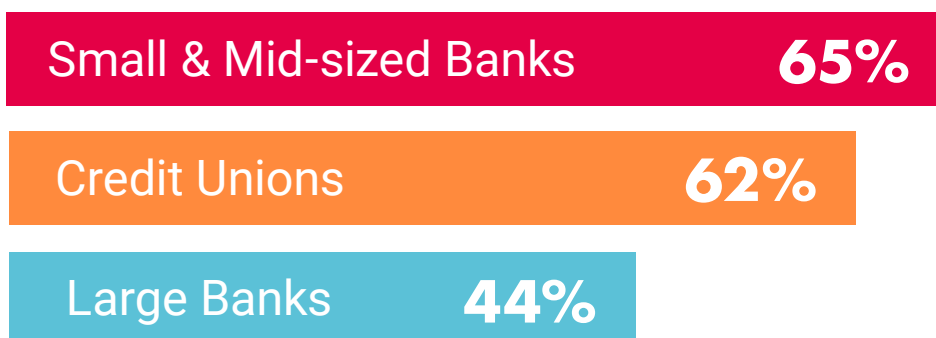


DIGITAL CHANNELS – LENDING

Consumer borrowers have more choices than ever today for where to do business

Percentage of Customers Who Don't Chose Their Current Financial Institution for a New Consumer Loan



Relying on existing customer/member relationships is detrimental without speed and convenience offered in digital channels



20%

Credit union members likelihood of selecting fast and convenient consumer loan process



38%

Percentage of credit union members that opened their most recent loan there

Borrowers are **2x to 5x** more likely to seek new consumer loans from Financial Institutions that offered the speed and convenience of digital channels

~60% Borrowers want the ability to start their application online



Online applications and eSignature solutions are the most impactful options for implementing digital channels in lending

End-to-end digital experience
Consumer borrowers have more choices than ever today for where to do business

Speed and convenience are the main drivers to winning and keeping customers

To learn more about Finastra's **DIGITAL LENDING SOLUTIONS**

Finastra is changing the way that modern banking software is built and distributed with FusionFabric, cloud, our platform-as-a-service solution that unlocks innovation in financial services.

We are championing collaboration and encouraging innovation by opening up our core systems so third parties can develop applications on top.

To find out more, visit finastra.com