





Jan 2021

FS Industry Solutions Group

Mortgage Origination Solutions

Automation of Document-Centric Processes

Origination Lifecycle

AI-Based
Guided
Automation

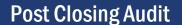
Highlights

- > 8 Industry Solutions
- > 8 Implementations

These solutions have been implemented for US-based Mortgage Banks / Service Providers

Document Package Indexing

Targets the huge volumes of documents of diverse nature received as input during Mortgage processing



Covering Conventional, Govt Loans, TRID reviews, Final Docs. ~65+ doc types, 500 business rules

Underwriter Due Diligence

Automation of tasks to validate Borrower docs – identify missing docs, locate missing / wrong data, Verify Borrower Income etc.

Correspondent Lending

Automation covering the different stages of the Due Diligence for onboarding Correspondent loans 70% Savings
140 Doc types configured



~40% AHT Savings
Projected \$5 Mn Savings
Live at a large US Regional Bank

Base Version Ready

- Deployment with a Mortgage Originator to commence shortly

Base Version ready for Deployment



Mortgage Servicing Solutions

Automation of Document-Centric Processes

Servicing Lifecycle

AI-Based
Guided
Automation

Highlights

- > 8 Industry Solutions
- > 8 Implementations

These solutions have been implemented for US-based Mortgage Banks / Service Providers

Loan Boarding

Multiple document based audit of loan docs and business rules

Predictive Customer Servicing

Providing Business Insights to the Bank to enable proactive measures towards
Customer Satisfaction

Due Diligence

Enabling significant automation for Underwriter Due Diligence

Payment History Analytics

Analytics of Borrower Payments through Data Extraction & Data Transformation



\$3.5 million in Savings
~1.5 m Loans processed
70% Reduction in Boarding Time
+50% Savings: Time & Effort



- 50% accuracy in identifying dissatisfied borrowers*
- Prediction Model on ~6.5mi data points



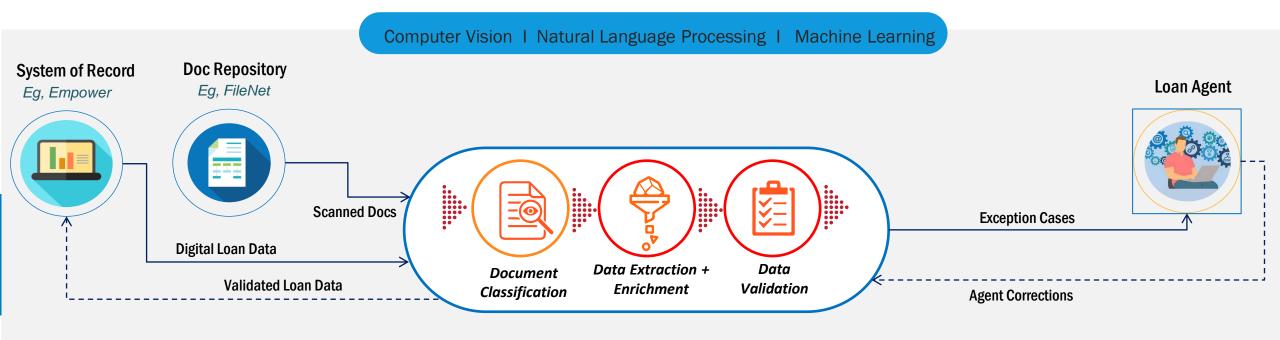
50-60% Savings ~ 140,000 loans processed



70-80% Savings ~26 Mortgage (60+ Doc formats)



Loan Audit Solution: Schematic View (Covers Post Closing, Loan Boarding etc.)

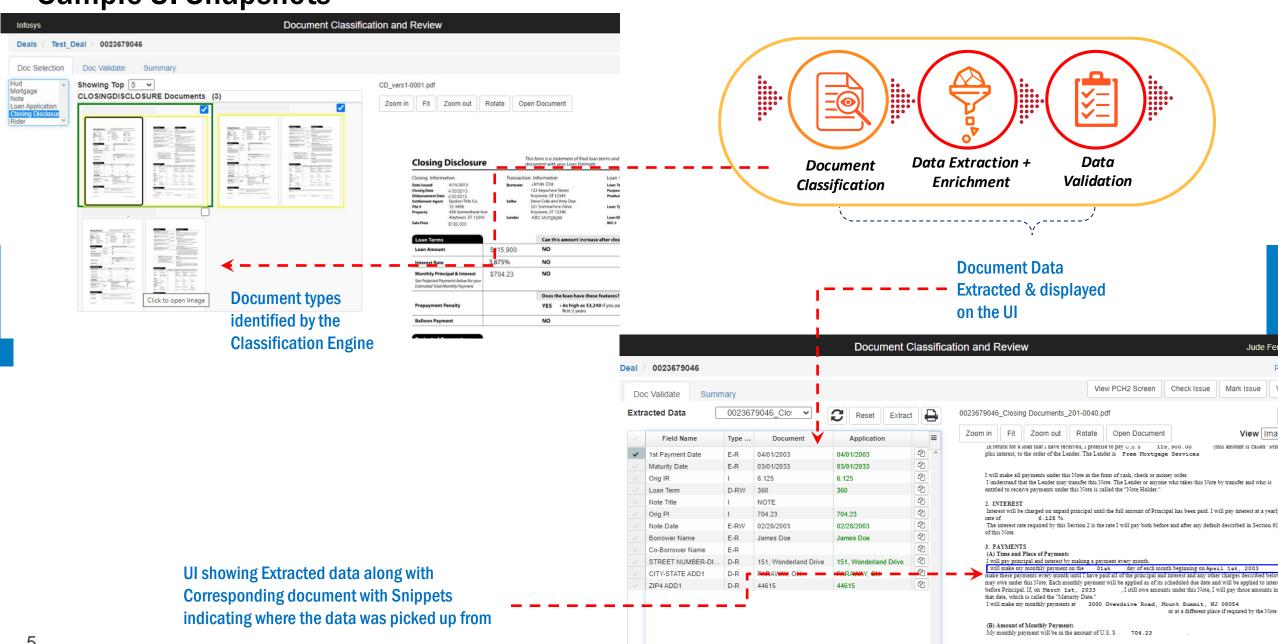


<u>Objective:</u> Automate the process from: *Doc Retrieval – Data Extraction from Doc – Apply Audit Rules – Raise Exceptions*<u>Deliver significant savings to the Business process</u>

Machine Learning - driven <u>Doc Classification</u> for identifying the right doc types & versions | Intelligent <u>Data Extraction</u> & NLP | <u>Data Enrichment</u> and standardization | <u>Smart UI</u> for Efficient validation of Exceptions | Corrected Data fed back into System of Records.

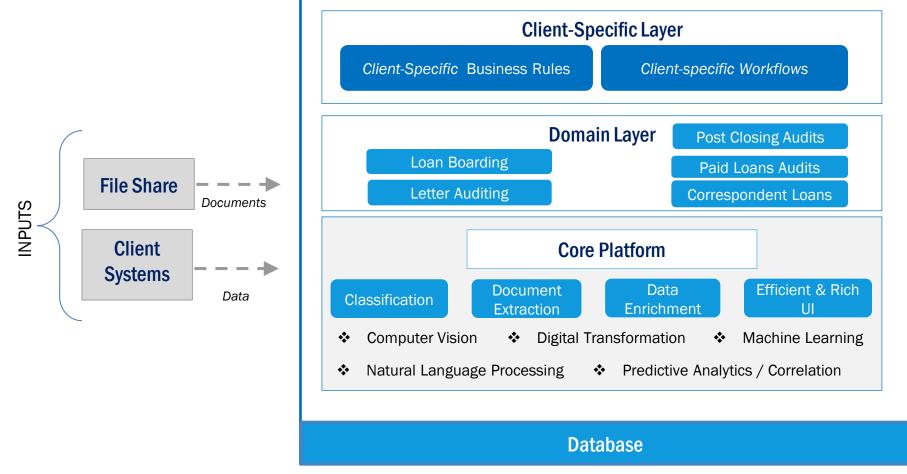


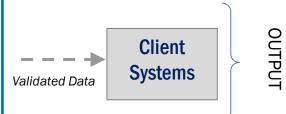
Sample UI Snapshots



I have the right to make payments of Principal at any time before they are due. A payment of Principal only is known as "Prepayment." When I make a Prepayment, I will tell the Note Holder in writing that I am doing so. I may not designate

Solution Construct Schematic







LOAN AUDIT case study 1 - Loan Onboarding Success Story

The Need	Key Challenges	Benefits	Highlights
While the Client was processing 4000 loans per month; however, it faced the crucial challenge of being unable to scale due to the high effort intensive nature of the process. Further, the required for training Loan agents was also high, preventing rapid scale-up of volumes. Finally, the processing time was also high	 Multiple and fragmented audits with duplicate tasks being carried out by teams Continuous changes in the operating procedures New templates being introduced requiring changes 	 AHT reduced by 70% from 58 min. to 18 min. 50% reduction in headcount on a base of 70 FTEs. Automation enabled integration of multiple audit fragments Process able to scale up to 3 times 	~ \$ 3+ Mil Save (Over 3 years) +500k loans processed As part of a large initiative (at the client-end), 78,000 loans were on-boarded in a 36-day period – 24 days ahead of the regulatory deadline



LOAN AUDIT case study 2 - Portfolio Onboarding Success Story

Requirement: The Client had completed an acquisition and was expecting its servicing portfolio size to grow from ~200K loans to ~500K+. With such an increase in volumes, a solution was required to achieve seamless onboarding of loans, ensure regulatory compliance and provide adequate scalability to sustain future growth.

Key Challenges

- Multiple Systems involved
- Multiple Document types & variation
- High Manual Dependency
- Checks and Validations required at different stages

Document Review Solution

- Integration with various systems
- Al based OCR extraction of relevant data
- Auto-match functionality, customized workflow, significant reduction in manual review
- In-built checks and validation.



Success Summary





Saves on Manpower requirement

Over 40% reduction in effort required by the users to onboard loan documents on an on-going basis.

Compliance & Controls

Loan on-boarding was achieved within 60 days. Validation and controls built in the system made various audits redundant. 270k Bulk loans boarded to meet **Compliance requirements**

Commercial Benefits

Over **\$1.3 Million** savings projected over a period of 3 years of contract term

~300k loans processed (till date)



Document Package Indexing



Document Package Indexing - *The Business Context*

- Targets the huge volumes of documents of diverse nature received as input during Mortgage processing
- Most technical solutions for Document Classification depend on rule-based approaches and / or on meta-data - not very accurate and / or scalable

Document Classification / Package Indexing

High Costs \$\$\$
High Turnaround time



Target pdf file with bookmarks to the document types to be created



Customized target configuration: Document file naming conventions, Bookmark conventions Loan number mapping etc.

Source large bulk/catch-all files to be split into target files

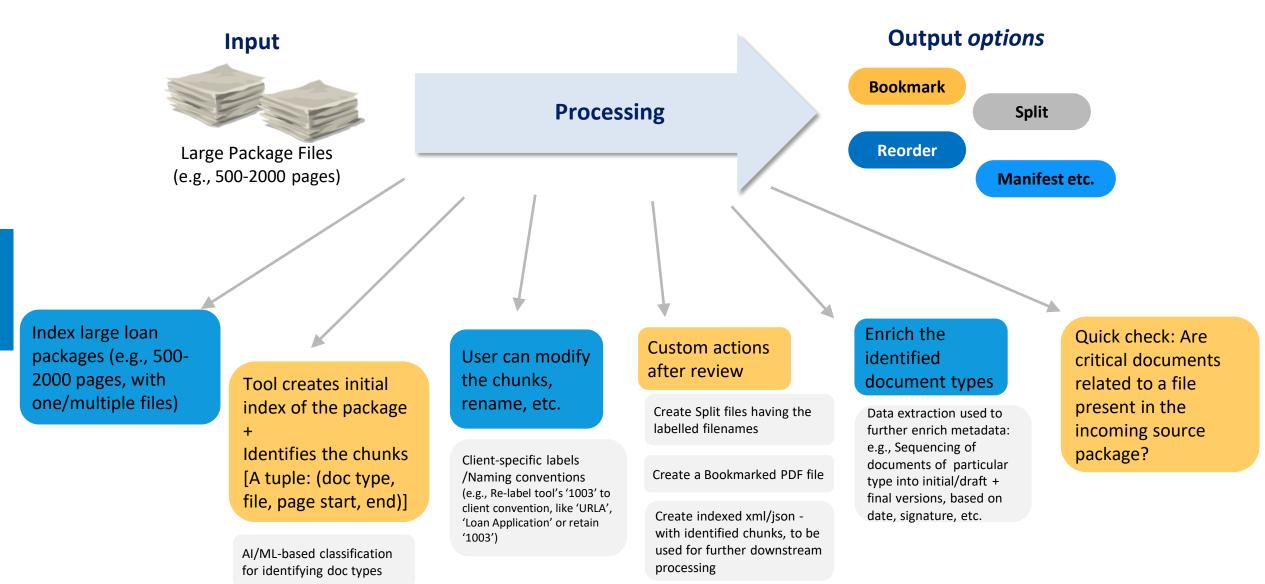
Source filenames from prior to be mapped / renamed to the target filenames

Critical documents Presence Check

Standardized representation of documents, content, metadata ensures automated down-streaming processing and enables faster retrieval



Document Package Indexing - The Solution





Origination Underwriter Due Diligence



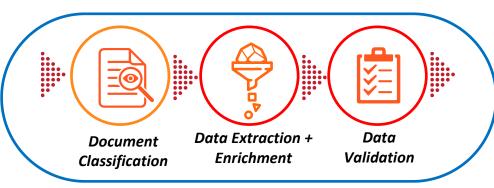
Origination Underwriter Due Diligence

Automation of Document verification for streamlining Underwriting process

- Focuses on the tasks of the *Pre-Underwrite / Underwriter team* to check and correct Borrower docs as they come identify missing docs, locate missing / wrong data
- These set of tasks are highly manual and very time-sensitive as it directly impacts the time-to-close for a new loan deal
- Reduce risk to the bank and be compliant with investor guidelines

Solution Highlights

- Validate a Loan with respect to the Underwriter Review Checklist to assess the Loan
- Solution comprises capabilities of
 - Classification
 - Extraction
 - Enrichment and Rule Engine
 - Raise Stipulations & Clear Stipulations
- Integration with LoS data is available as part of the adapters
- Larger set of Business Rules/Stipulations can be configured
- Smart UI Workbench for Underwriter Solution User Interface



- Tags versions of documents to the underwriting decision
- Validate checks under the 4 C's

 Credit, Compliance,
 Collateral, Capacity related
 parameters & monitors
 progress
- Enable long running transactions wherein missing documents are fetched from different external websites and sources
- Integration features with LoS systems like Encompass, Empower etc.
- Cloud enabled



Predictive Customer Servicing



Predictive Customer Servicing: The Business Need



LEVERAGE & GENERATE

the rich and highly **Diverse Data sources** pertaining to a Customer-Borrower

Actionable Business Insights & Predictions related to likely Customer Behavior

UNCOVER TRENDS, PATTERNS I CORRELATE DATA I
INSIGHTS INTO FUTURE CUSTOMER ACTIONS I SATISFACTION
LEVELS



Al-based Guided Automation for Loan Servicing Excellence & Borrower Satisfaction



Predictive Customer Servicing: Schematic View

Inputs **Processing Actionable Insights Dispute Filings** Predictive / **Customer Contact History Customers likely to Correlation Analysis file Disputes Customer Call Transcripts Payment History** Potential Default / **Sentiment Analysis Letter Content Bankruptcy Escalations Made Letters Sent Search Capability** Unhappy **Customers IVR History** Learnings from 1000s of past loans **Web Activity Towards Excellence in Customer** Service



Predictive Customer Servicing – Solution Highlights & Benefits

Implemented for a leading US-based Mortgage Servicing Company

Solution Highlights

- Extraction & Transformation of structured & unstructured Data from different sources
- Sentiment Analysis gleaned from Customer Interactions (Contact History & Voice Transcripts)
- Search capabilities of historical data across multiple data sources
- Prediction Model based on learning from ~6.5mil data points

Implementation Highlights

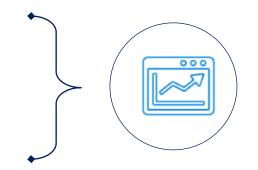
- Ingestion of data configured across over 10 data sources
- Each Prediction run involves millions of transactions per data source spanning complete portfolio
- Prediction Model configured to run every 2 weeks or / on daily basis (horizontally scaled out deployment)
- Prediction Model improved based on past learnings

Benefits



50% accuracy in identifying Dissatisfied Borrowers

Early Warning Insights for Bank Executives for Proactive Actions



Higher

Customer Satisfaction

Lower

Lower Disputes / Defaults / Bankruptcy



Servicer Due Diligence Solution



Servicer Due Diligence – The Business Context

- Evaluation of the Loan Portfolios by the Loan Underwriter
- Involves analysis of data from a varied set of documents (involves browsing through 100s or 1000s of documents)
- Highly manual, time-consuming and difficult to scale.

Mortgage Servicer

Due Diligence

of Loan Portfolio

High SME costs \$\$\$

(Health / Risk Analysis)

Decision on purchase of New portfolio / Evaluation of existing portfolio)



Requires processed data from...



Loan Documents + Prior Payment Docs

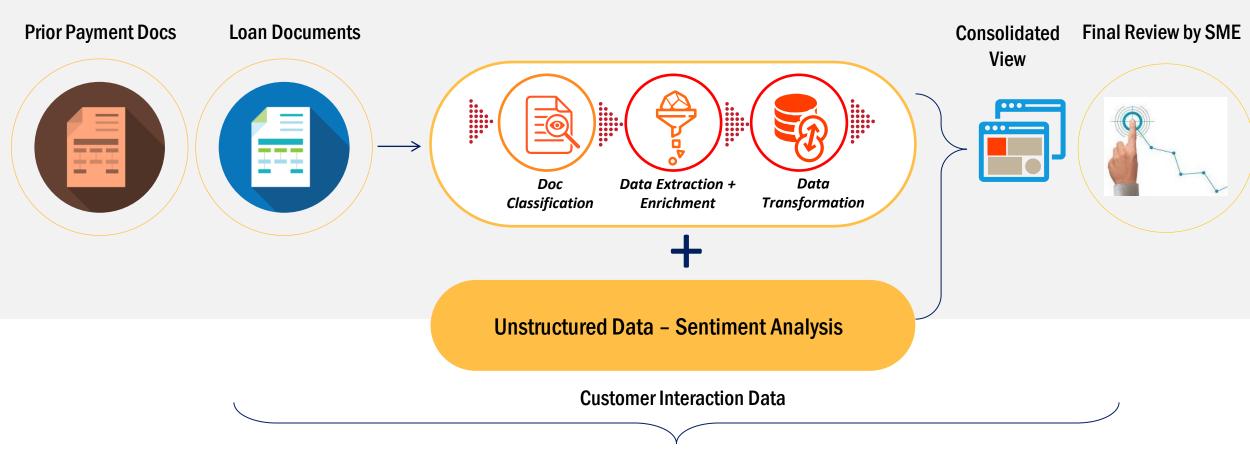
Multiple Versions Large, Jumbled Files Complex Data Extraction

Customer Interaction Data

Identifying Customers with issues - Unstructured Data



Due Diligence Solution – *Schematic View*



High degree of automation with minimal human assistance

<u>Faster</u> deal review through *Automation* of human intensive tasks

Scaling up to handle large # of new deals



Due Diligence Solution – Case Study & Benefits

Implemented for a leading US-based Mortgage Servicing Company

Solution Highlights

- Document Classification identify correct document types + versions
- Extraction multiple Loans Document types
- Extraction multiple Payment History documents types (structured & unstructured)
- · Sentiment Analysis unstructured Customer Interaction Data
- Combined and Correlated view

Implementation Highlights

- # of Prior Servicer (templates) configured:
 - 27 Customer Interaction data templates
 - 14 Loan doc types
 - 26 Payment History data templates
- Initial scope Due Diligence for new purchase. Now extended to evaluation of existing portfolio
- New template configuration: within 1 week

Benefits

~50-60%

Savings

Human Effort
Processing Time

~140,000

Loans processed

~30,000

Peak loans processed in a week

Enabled Client Ramp-up

Client able to take on more Deals & provide more services to their clients

Payment History Analytics



Payment History Analytics: *The Business Need*

- Prior payments made by the Borrower important for several processes (Cash-flow, bankruptcy, foreclosure, call center etc.)
- Payment data contained in large, complex files. Extracting data from these is highly manual, time-consuming and error-prone.



Can you find...

a Needle in a Haystack

Processing PAYMENT HISTORY Documents

~ <u>45 mins manual effort</u> to search and analyze details of a single borrower in a huge file



Sample Payment History Doc

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8	O P & I 1ST P&I 2ND	CO TAX CITY TAX HAZ	INS MIP LIEN	BSC A &	H LIFE M	IISC REP RES :	FOT PAYMT INT RATE DT BM
9	1400.05 .00	.00 948.40 32	9.42 .00 .0	0.00.0	0 0 .00 0	.00 0 .00	2677.87 .0387500 1 9
10	0 1ST ORIG MTG 2NI	O ORIG MTG PRIN BA	L BEG INT IND CAP	FLAG MTGR S	SN DEF INT BA	L PRIOR YR PPD II	NT PPD INT IND GPM ORG
11		0 55.4	73.70 2	xxx xx x	xxx o.c	0.0	0 0
12							-METH ELOC BNKRPCY CH/DT
13	OASSON DI ALEK DEED I			30-92 XXX		D IN THE OFF CARC	HEIN EBOC BARRICI CH/DI
14				T DI-NOT-RP			E-DT REO STAT/COMPL DT
15	12	.00				08-8	-
16		SW/W-H BALANCE IORE C			ONSTR CD NO PUR	RGE FLAG/YR BNKRI	PT STAT LAST DEF DUE
17	.00	.00	.00	.00			07-13
18	OREC CORP ADV BAL 3	BRD REC CORP ADV BAL	FORECL WKST CODE/REI	NSTATE DATE	INIT ESC STMT C	CODE / DATE LOSS	MIT STATUS/COMPL DATE
19		68.50					C 09-30-11
20					ESCROW ADVANCE	STATUS STATUS	UNEARNED OTHER CFD
21							INT-BAL. AMOUNTS DCT
22	BAL-FWD	RECEIVED FAID	55473.70				
23	01-11 01-14 3 13 1	CHECK #123456 MI	CK CHECK #0000000000	2939.92-	2939.92-	PAYEE CD 123456/8	,
24	01-10 01-14 1 61 2	2939.92 .00	55473.70 .00	2939.92	.00 19323.82	.00 .00	.00 1 104769 9.00 AR
25	00-00 01-26 6 31 1	.00 PROCES SAP	REASON FCIN FC INSPI	ECTION	CORP: SEQ PAYER	91R11 ORIG PAY	104769 9.00 AR
26		CHECK #99999 M					
27	00-00 02-28 6 31 1	.00 PROCES SAP	REASON FCIN FC INSPI	ECTION	CORP: SEQ PAYER	91R11 ORIG PAY	104769 9.00 AR
28		CHECK #99999 M					
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30	01-10 04-13 1 61 2	2939.91 .00	55473.70 .00	2939.91	.00 22263.73	- 00 - 00	.00 1
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38		CHECK #99999 M					
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42							23.11 AA
43						BATCH 44B EDIT-SI	EQ 300348 ACTION 0909
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46							EQ 300348 ACTION 0944
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49							22.64 AA
50						BATCH 44B EDIT-SI	EQ 300348 ACTION 0909
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52	2J1062-831	IOB, N.A.	LOAN HIST	ORY Y-T-D IN	V BDU CAT 003 INV	7# 8765432 T01 :	EQ 300348 ACTION 0909 .00 1 12/31/11 PAGE 2
53	LOAN-NO (CONT'D)						PAGE 2
54	OLN# 0022334455	JACK DOE	JILL DOE			EMP 0	POF2
55		AMOUNT PRINCIPAL	PRINCIPAL INTEREST	ESCROW	ESCROW ADVANCE		UNEARNED OTHER CFD
56	DATE DATE TR NO						INT-BAL. AMOUNTS DCT
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60						PRV-PD FROM: 08-02	2-11 THRU: 08-02-11 L



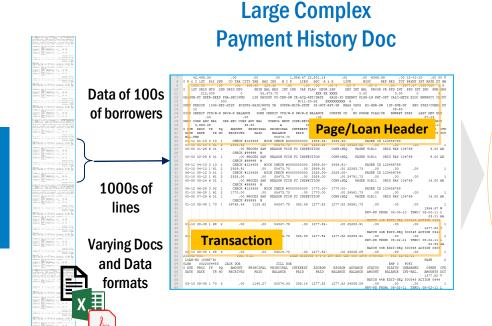
Complex Text formats

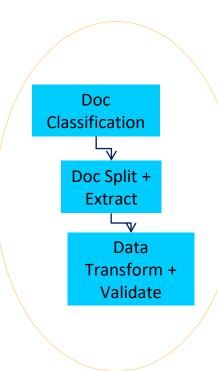
Multiple Transactions for each loan

1000s of lines per document

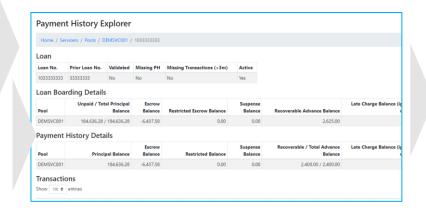


Payment History Analytics Solution: *Schematic View*





Payment Data Extracted & Transformed to Standard formats





All past payment data extracted and transformed for each Borrower



Payment History Analytics – *Solution Highlights & Benefits*

Implemented for a leading US-based Mortgage Servicing Company

Solution Highlights

- Classification of semi/un-structured payment history files by format
- Splitting Loan-wise payment history from consolidated file
- Extraction of transactions for a single loan
- Transform transactions to desired format
- Automatic validation of payment history against loan boarding details
- Complex Extraction processing:
 - Large files (~ 1GB+)
 - Multiple document formats from multiple loan sources Partner Banks, Prior servicers
 - · Various file types (such as csv, pdf, text,
 - Single file may contain data of multiple loans (100-1000 or more)

Implementation Highlights

- One-time Extraction & Processing Use multiple times across processes
 - Enables automation of reports for bankruptcy, foreclosure and risk analysis of mortgage
- Client portfolio size 968 K loans
 - Over 75% of Portfolio processed through this solution
 - Total transactions in solution over 168 million
 - 15+ loan sources, 60+ formats configured
- · Enables client to identify missing payment history details during loan boarding
- Allows quick access of prior history by call center operations while engaging the borrower

Benefits

~70-80%

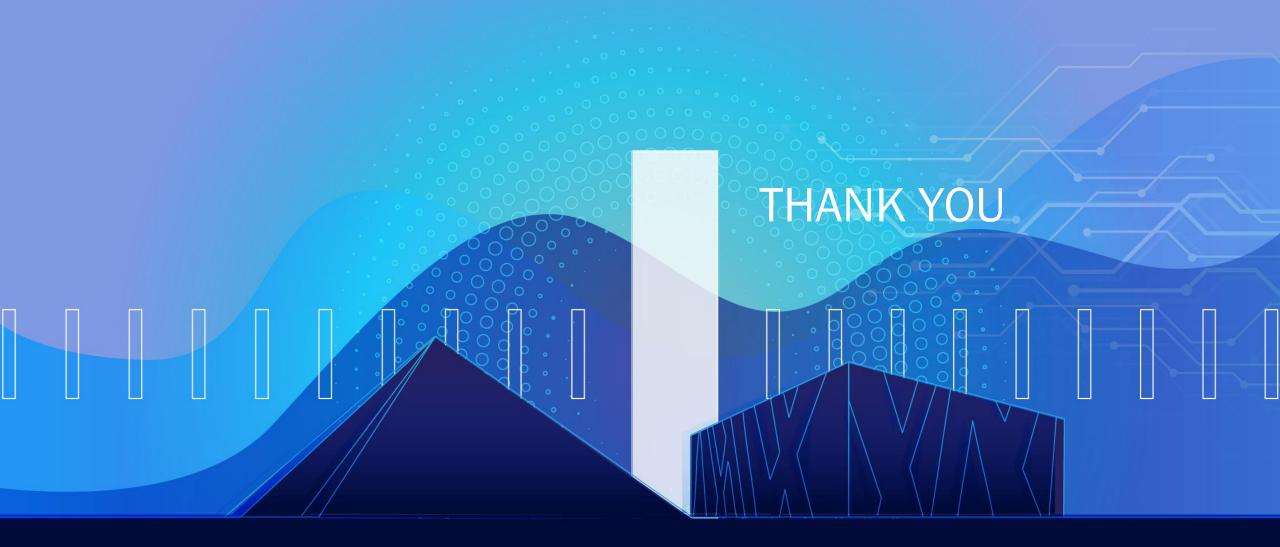
Human Effort
Processing Time

~750,000

Loans processed

Improves efficiency of the human in the loop

Client can analyze loan quality & provide services to their customers faster



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