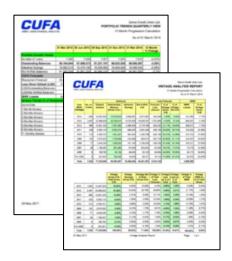
## A Credit Union with Lending Restrictions

## Background

A mid-sized credit union in a provincial town had been working under a Lending Restriction of €10,000 above shares and €250,000 per month. Over time, their Loan Book had reduced by 33%. During this time, the credit union had significantly improved their Underwriting and Credit Control procedures but the Lending Restrictions were still in place.





## Process

By using the Vintage Analysis and Quarterly Loan Book Summary reports, the Credit Union made a very strong case to have the Lending Restriction lifted. When the Credit Union's case was made through these reports it was self-evident that there had been a significant turnaround in the operations.

## Result

The Lending Restriction was changed to €25,000 above shares and with no monthly lending limits. The credit union's loan book has been growing steadily since and their new products are performing very well.

