



970 Lawrence Ave West, Suite #402, Toronto, Ontario M6A 3B6
(P)647-660-0445 ext 103 or 877-213-2088 (F)1-855-542-0155
www.magicalcredit.ca

When we first met Trust Science, everyone was saying that such a solution (AI-powered credit scoring) was a gimmick. And while Big Data was getting some press, there was more hype than reality.

Trust Science was making the seemingly-impossible claim that it was giving life to BOTH of those two tools, under one roof, in a service that we could use either:

- a) a la carte, on a modular basis, or
- b) as a complete, end-to-end turnkey SaaS (like a conventional credit reporting/scoring agency)

At first we didn't believe them.
But then we took a closer look.

The team is low-key, friendly and they all have such impressive credentials.
The technology was up and running; they were not selling a promise of things "to come."
The implementation pathway was accomplished via integration into our LMS software.
And, most important of all, the trial results were astounding!

It was a very, very easy decision to begin resting our loan decision'ing on Credit Bureau + (also sometimes known as Credit Bureau 2.0)

Here is the most interesting part: the slowdown in volume caused by the coronavirus shutdown ended up being a real eye-opener to us. It took the covers off of negative results that were being masked by "business as usual" for loan decisions that we had NOT processed through Credit Bureau +. We had been doing repeat loan decision'ing ourselves, thinking that Trust Science's Six°Score was not going to be helpful for borrowers that we already had a relationship with. That was a big mistake—which we have since corrected: now, Magical Credit processes every single loan with Trust Science's **highly-predictive** help!

This solution is transformative in the under-served, financially-excluded sector of the economy. It can score thin files and no hits, and it can do so in a fluid credit environment (macro) even though the conventional credit data about people (micro) is either in disarray post-COVID Lockdown or non-existent (e.g. new to country, young people, self-employed borrowers, etc.) That's not to say that Trust Science can't and shouldn't pursue business from conventional prime, near-prime and super-prime lenders. The power of the system is going to be felt for years to come, not only up & down the credit quality ladder, but also—we predict—in adjacent sectors, too e.g. Insurance underwriting.

We're very pleased to have discovered this hard-working, creative, highly capable team and their "magical" service!

Sincerely, 
Natalie Bell *Co-Founder/Chief Operation Officer*