

Islamic Micro -  
Financing Company

**ETHIXNG**

Next Generation

**ITS**

[www.its.ws](http://www.its.ws)

## Islamic micro finance

Islamic micro finance is a significant tool in ensuring financial inclusion of the poor and supporting poverty alleviation, however the sustainability of microfinance institutions (MFIs) is challenging in the current business landscape. With digitalization facilitating the outreach of financial services to even the most vulnerable population, Islamic micro finance must expedite the digitalization of their operations by collaborating with financial technology companies.

**ETHIX NG** is the next generation core banking system by ITS designed to address the challenges of a transforming financial services industry and empower Islamic microfinance institutions to achieve sustainability and succeed in the Digital Economy.

Discover ETHIX NG, the new flagship banking solution that uses AI, Machine learning and Big Data to digitize business processes and elevate banks and Financial institutions to the Digital Age.



## Towards a customer-centric business

ETHIX-NG CRM solution helps financial institutions become more customer-centric, helping them to better manage their relationships with customers and business partners by automating manual business processes, enhancing generation of customer-related data, and facilitating effective communications with both current customers and prospects.

## Next generation marketing

ETHIX-NG CRM takes marketing campaigns to the next level. Financial institutions can design campaigns and target relevant customers for more successful cross selling and up selling, with detailed performance measures providing valuable customer insights that can inform future marketing decisions. ETHIX-NG allows financial institutions to manage customer activities effectively and efficiently, by booking meetings and appointments that can create new opportunities and lead generation for cross selling and upselling activities.

## 360 customer view

ETHIX-NG CRM provides a comprehensive dashboard showing all customer's assets and liabilities analysis coupled with product ownership charts, and a drilling capability that allows a deep dive into the customer's deals and position, complaints and profitability – all at the click of a button.



## Satisfactory Onboarding Experience

### Compliant customer onboarding

ETHIX-NG Customer Management interface is a multi-channel customer on-boarding solution that is intuitive, interactive, and user-friendly. The interface provides online customer opening forms that can be accessed at any time and from any device while remaining fully compliant with regulatory standards such as Blacklist, FATCA, CRS, AML, Risk Rating and Credit Rating.

### Intuitive & agile

Designed with a three-decade-long understanding of customer onboarding related challenges, the ETHIX NG Customer Management interface is smart, comprehensive, and simple. Users have the flexibility to complete online applications in one session or save intermittently and come back later for completion. The flexibility of ETHIX NG Customer Management's Configurability provides a future-proof solution that helps financial institutions adapt to a dynamic market and changing customer needs.

### Customer satisfaction guaranteed

With improved turnaround times and enhanced services, higher risk tolerance level and de-risking of business processes, ETHIX NG guarantees higher levels of customer satisfaction.

### Simple and fast

ETHIX-NG easily captures customer data from external sources with automatic data population making the customer onboarding experience faster and easier. The Card Reader can be used with identification documents including CIVIL ID cards, with data auto fetched and pre-filled into the application form reducing the need for additional typing or validation steps. ETHIX-NG also supports multiple biometrics for verification throughout the customer on-boarding journey in addition to allowing digital signature handling to support organisations aiming for a paperless workplace.



## Smarter Credit Decision

### Controlling credit risk

ETHIX NG supports financial institutions in managing and controlling credit risk, providing the financial institution with a flexible end-to-end functionality combined with unmatched scalability to reduce risks and minimize human errors. ETHIX-NG's Intelligent Credit Analysis and Facility Granting module, allows financial institutions to control credit risk at all levels. This includes at the point of origination, upon individual account review, at the portfolio level, and also to control operational risk using ETHIX-NG standardized workflow to enforce credit management policies.

### Accurate analysis

Financial statement analysis is a key process in Corporate Financing and ETHIX-NG Financial Analyzer provides unmatched flexibility in the ability to define financial spreading ratios and calculations. On the retail side, ETHIX-NG provides a template-based retail credit analysis, and according to the financial institution's needs, a credit analysis template can be designed with the ability to create score cards for different products, define the factors inside the score cards and evaluate the customer automatically.

### Eliminating guess work

ETHIX-NG's Rule Based technology automates processes, including application approvals to create an effortless user experience. Using Industry-leading scoring technologies, ETHIX NG eliminates the guesswork in Financing and credit decisions, even with high-risk clients. Its sophisticated self-learning algorithm supports the credit management operation in making faster and more accurate decisions, while its rule-based credit decisioning reduces the risk of non-repayment. With ETHIX NG automatic or semi-automatic decision making that is made in seconds can ensure the financial institution is working with the right borrowers on the right terms.

### Robust Collateral Management

ETHIX NG delivers a robust Collateral Management Engine that enables financial institutions to define collateral categories, such as Vehicle, Commodity, Property, Shares, Portfolio, etc. and design the needed input data by collateral category.

## Simplifying & automating the credit decision process

Financial institutions are faced with increasingly complex credit scenarios with the need to incorporate a variety of risk-related information about their customers. ETHIX-NG provides an integrated and easy-to-use solution built around the unique needs of the credit decision process. ETHIX-NG improves productivity throughout the entire credit lifecycle by centralizing information from many sources and by automating routine tasks. This also substantially reduces paper usage by providing a convenient electronic credit file.

## Flexible & Automated

The Collateral Management Engine allows financial institutions to create collateral pools and attach the finance/deposit/limits to the collateral pool or attach individually to multiple collaterals with different lending values, supporting the attaching of both cash and non-cash collaterals to the accounts with multi-currency capability. ETHIX NG Collateral Management Engine facilitates the processing and automatic revaluation of collaterals affecting customers' financial statements and position.

## Streamlining Financing

ETHIX-NG provides a complete end-to-end Financing management operations solution that brings origination, analysis, underwriting, documentation, and executive reporting together in a collaborative, streamlined way. ETHIX-NG addresses the workflow management needs for the entire Financing operations through a unified, relationship-centric view of the customer's financial data, supporting documents and portfolio management capability.



## Controlled Customers' Exposure

### Supporting Exposure Control

ETHIX NG Limit Management Engine support the management of a financial institutions' exposure due to customer activities. The dynamic Engine configures all limits aspects, including group and single limits, country limits, transactional limits and operational limits in regard to the Finance, Treasury, and Trade Finance operations.

### Facilitating Workflow

ETHIX NG Limit Management Engine is an integral part of the operations performed by Users facilitating effective and efficient limit checking and utilization, with the Limit Engine controlling whether a transaction proceeds based on limit availability. The Limit Management Engine provides financial institutions with the flexibility to define different lines of credit and or facilities to the customer that are both revolving and non-revolving, in addition to commercial and business credit lines, with the ability to set up commissions on unused balance limits with flexible maintenance for customer limits.

### Elevating Lending Operations

ETHIX NG Finance Origination & Operation Engine supports Islamic aspects of Retail, Corporate, SME and micro finance lending operations, and provides a facility for the financial institution to conduct Project Feasibility studies and follow up for project-based financing deals.

### Interactive Control

The Finance Origination & Operation Engine ensures seamless after sales operations, offering financial institutions an interactive and seamless capability to enrich control over changes that need to be conducted for finance payment plans, including rescheduling, shifting or postponing the plan. The Engine also numerous business operations to support settling up or cancelling the finance, considering all the financial impact in between.

## A Tightly Managed Financing Business



### Dynamic Workflow

ETHIX NG Finance Origination & Operation Engine is completely managed by a dynamic workflow configured by the financial institution. The Engine provides the User with the facility to define properties of the cash flow plan which will be used in each transaction, in addition to defining the business model that the financial institution can apply. This is mapped at the end to Fixed Native Applications related to the Banking and Financial Industry including Finance, Leasing, Trading, Investment & Treasury and Reverse Financing.

### Dynamic Finance Management

ETHIX NG Finance Management Engine automates the lending operations of Islamic financial institutions, supporting all types of lending products such as Personal Finance, Syndicated Loans, Murabaha, Istisnaa and others. The Engine provides a variety of finance profit calculation methods, a flexible rates mechanism, and a dynamic repayment schedule generation engine that can support an unlimited number of payment schedules.

### Comprehensive Agility

The Finance Management Engine delivers optimal flexibility to financial institutions. The Engine facilitates skipping a payment, early payment or finance payoff, in addition to the offering of flexible charges and commissions capabilities that provide the financial institution with the ability to define their own charge matrix and apply this charge within the finance life cycle while including VAT and other Tax schemas.

### Intuitive Automation

ETHIX NG Finance Management Engine allows the facility for auto collection of instalments from customer account on the due date, with multi-settlement capabilities and the definition of a coverage account in case insufficient balance available in the main settling account. The intuitive Engine Automatically applies a hold on the account for the past due instalment in order to retry collecting the amount once the funds are available.



# About ITS

**International Turnkey Systems (ITS Group)** provides advanced technology solutions for banks, government, and other private sector organizations across a wide array of industry, with demonstrated technology competencies and high-end skill capabilities that support client's critical business functions Headquartered in the State of Kuwait, with R&D facilities in Kuwait and Cairo and a presence throughout the Middle East, Africa, the Americas, the Caribbean and the Russian Commonwealth (CIS), ITS Global Business Solutions Development Center (GBS) in Cairo delivers Managed Services globally, bringing expertise to all stages of the software development process, and providing the support companies need to transition from legacy systems to new technologies. Our award-winning flagship solutions package, ETHIX, supports the digital transformation of financial institutions and is trusted by leading banks worldwide.



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