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The Influence of Collateral on Capital Requirements in the Brazilian Financial System: an approach through historical average and logistic regression on probability of default^{*}

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Abstract

The Working Papers should not be reported as representing the views of the Banco Central do Brasil. The views expressed in the papers are those of the author(s) and do not necessarily reflect those of the Banco Central.

Using data drawn from the Brazilian Central Bank Credit Information System, this paper evaluates the impact of the use of collateral on the probability of default and, consequently, on capital requirement levels in the Brazilian financial system. Literature suggests that the existence of collateral in some credit operations increases the debtor's readiness to honor its commitment and, therefore, could result in a lower probability of default. The methodology used to calculate capital requirements is based on the Basel II IRB-Foundation Approach, although the probabilities of default have been estimated by historical averages following Basel II orientation, and corroborated by a logistic regression model. The test of hypothesis about difference between collateralized and uncollateralized probabilities of default for each risk class indicates that they are statistically different. This result was obtained both from historical average probability of default as from logistic regression model.

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Under specific conditions, including the 11% capital requirement adopted in Brazil and Loss Given Default set at 45%, this paper also seeks to identify an equivalence factor of the ratio between capital requirements for credit risk in the Standardized Simplified Approach and that calculated through the IRB-Foundation Approach. For the sample utilized, the results indicate that collateralized nonretail operations have an average default probability of 2.46% and an equivalence factor of 60%. In contrast, uncollateralized nonretail operations have an average default probability of 6.66% and an equivalence factor of 93%, quite close to the 100% weighting factor of the Standardized Simplified Approach.

Keywords: Credit Risk, Probability of Default, Collateral, Basel II. JEL Classification:G21

1. Introduction

Announced in June 2004, the New Capital Accord (Basel II)¹ introduces a series of principles and recommendations aimed at enhancing international financial system protection and solidity. Among other things, the Accord specifies parameters for calculating regulatory capital needed to cope with the market, credit and operational risks to which financial institutions are subject.

By expanding utilization of credit risk mitigating instruments in reducing capital requirements, Basel II innovates in the calculation of capital requirements. Viewed in terms of the borrower's probability of default, this paper seeks to assess the impact of utilization of collateral on capital charge (CC) levels of National Financial System institutions. The analysis restricts itself to the segment of nonretail operations², since a specific weighting factor has already been determined for the retail segment³.

The Basel Committee developed two approaches to calculating CC on credit risk portfolio: the Standardized Approach and the Internal Rating-Based Approach or IRB Approach. In both cases, CC on credit risk is a percentage of the value of the institution's exposure, weighted by risk factors. However, the difference between the two approaches is found in the way the risk weighting factors are obtained: in the first approach, ratings specified by external agencies or parameters determined by regulatory entities are used, while internal rating systems developed by the financial institutions themselves are used in the second approach.

This study uses the IRB Approach as the CC calculation model since, with implementation of the Standardized Simplified Approach (SSA), the next CC model to be adopted by financial institutions in Brazil will most likely be the IRB Approach.⁴

There are two CC calculation methods in the IRB Approach: the IRB-Foundation Approach, in which PD is estimated by the banks and the other risk components – LGD (Loss Given Default), EAD (Exposure at Default) and M (Maturity)

¹ International Convergence of Capital Measurement and Capital Standards – A Revised Framework, Basel Committee on Banking Supervision, BIS, 2004.

² In this segment, only operations classified as "specific nature" and based on nonearmarked resources were considered.

 $^{^{3}}$ According to the Brazilian Central Bank Circular 3.360/2007, the weighting factor is 75%.

⁴ Following the schedule presented in Brazilian Central Bank Communiqué n. 12,746/2004.

- are given by the supervisory entity, and the IRB Advanced Approach, in which all risk components are estimated by the institutions.

The basic version of the IRB Approach is used in this study in order to verify the impact that the use of collateral provokes on PD and, consequently, on CC in the IRB Foundation Approach.

It should be mentioned that literature recognizes the direct impact of collateral on LGD, since it raises the rate of credit recovery. Nonetheless, some studies evaluate the relation between collateral and borrower risk. Stiglitz and Weiss (1981) observe a different context to study collateral and borrower risk relationship. According to them, in the credit market, the information asymmetry between borrower and lender can lead to problems such as adverse selection and moral hazard⁵. In this case, the price forming mechanism is not efficient. The interest rates are greater and only riskier projects are selected, which leads to a worsening of the portfolio credit quality. In this context, the collateral is used as a discipline mechanism, acting as an incentive to less risky behaviors. In other words, the presence of collateral would be associated to a smaller PD. Wette (1983) describes that Stiglitz and Weiss' (1981) reasoning related to adverse selection also occurs on environments where the clients are risk neutral.

According to Bester (1985), financial institutions decide to grant credit based on a simultaneous choice of interest rates and collateral according to the operation/borrower risk level. Besides, Bester (1995) shows that low default probability clients are more inclined to accept greater collateral volume request from financial institutions than greater interest rates. Among riskier loans, the reasoning is the inverse.

Besanko and Thakor (1987) also study the loan grant in an asymmetric information context (a priori, lenders do not know borrowers' PD) under a multidimensional pricing model which considers credit value, interest rate and collateral required, as well as possibility of rationing. The authors found a negative relationship between collateral and borrower risk.

Boot, Thakor and Udell (1991) try to answer theoretical and empirically the following question: under which conditions there is a positive relationship between

⁵ Santos (2005) argues that information asymmetry and adverse selection are more relevant for micro and small companies credit market compared to corporate credit market, because banks invest more on better knowledge about their potential clients.

borrower risk and collateral? In this case, the authors develop a competitive equilibrium analysis, also considering moral hazard and private information issues. The first issue would come from lenders incapacity to observe, after the loan is granted, the borrower's actions that would affect the projects payoff from which the loan would be paid. The second issue would come from the fact that lender does not know borrower risk profile before loan granting; such would be a borrower private information (asymmetric information). The authors show that collateral is a powerful instrument to mitigate moral hazard, although this imposes deadweight repossession cost to lender. Thus, the authors obtain a positive relationship between collateral requirements and borrower risk. Though, when it is considered the private information in analysis, this positive relationship may be accented or diminished, being possible to observe greater collateral requirement from riskier or less risky borrower.

In this way, according to Jimenez and Saurina (2004), there are two alternative interpretations of the relationship between collateral and the borrower's PD. On the one hand, assuming that the possibility of execution is very small, low risk borrowers prefer to offer high-quality collateral. Consequently, collateral functions as a signal, making it possible for the institution to reduce the problem of adverse selection caused by informational asymmetry between the institution and the borrower at the moment in which the loan is granted. Therefore, a negative relationship between collateral and PD would be expected, based on the hypothesis that collateral is a sign of a high-quality borrower.

On the other hand, there is a general perception among lenders that the need for collateral is associated to the low quality of the credit, thus resulting in a positive relationship between collateral and PD. Using the first interpretation, this paper investigates a possible indirect impact of collateral on PD that, following the IRB Approach, influences capital charge levels of the institutions involved.

Various studies have dealt with the question of estimating PD. In Brazil, Schechtman et al. (2004) utilize a credit scoring model based on logistic regression to calculate the PD of a credit portfolio through the use of data drawn from the Central Bank's former Credit Risk Center (CRC). The purpose of that study is to identify the significant variables that influence PD. Parente and Costa (2003) use CRC data to verify the importance of information drawn from public centers in evaluating the credit risk of Brazilian companies. Utilizing a default forecasting model, the authors identified the variable related to the credit volume in arrears as the most important in explaining borrower behavior. Parallel to this, the variable related to co-obligations indicates that a company's PD drops as the level of collateral increases.

Based on a one year migration matrix, Carneiro et al. (2005) defines the proxy for PD. This matrix is calculated according to the client quantity criterion from 2002 to 2004 for each banking entity included in the study. The concept of delinquent credits identified in the study is that used for clients with risk classifications from E to H. This criterion is based on Resolution n. 2,682, dated December 21, 1999, which determines that credits overdue for more than 90 days are to be rated no higher than E^6 .

Using the IRB Foundation Approach and based on credit operations registered in the Central Bank Credit Information System (CIS) between June/2004 and June/2006, the objective of this paper is to assess the indirect impact through PD of utilization of collateral on the CC of financial institutions. The CIS is the credit operation databank that succeeded the CRC. The original system was implemented in 1997 by CMN Resolution n. 2,390, dated May 22, 1997, which determined that financial institutions were obligated to send information on their clients' debts and liabilities for guarantees to the Central Bank of Brazil. In 2002, Circular n. 3,098, dated March 20, 2002, broadened the scope of the information included in the database, thus giving rise to the CIS.

As one result, the paper identifies the risk weighting factors that equalize total CC^7 between the SSA and the IRB Foundation Approach. It should be mentioned that in Brazil, the regulation indicates lower weighting factors for specific exposures, which were not included in this study. From the exposures that SSA deals in the same way, with no discrimination between collateralized and uncollaterized operations, the calculation of the equivalence factor aims to verify the existence of a possible differentiation of the risk weighting factor for collateralized operations.

⁶ Except in those cases in which maturity of the operation is greater than 36 months. In this case, calculation of twice the period of arrears is permitted according to the terms of the cited Resolution.

⁷ Defined here as capital requirements (CC) plus provisions.

The study is divided into four sections. The following section describes the methodology employed. The results are found in the third section, followed by conclusions in the fourth and final section.

2. Methodology

In Brazil, the regulation defining SSA was issued on September/2007 through the Resolution 3.490 and Circular 3.360, which determined that CC on credit risk, known as the Portion referring to Risk Weighted Assets – P_{RWA} , must be at least equal to:

$$P_{RWA} = 0.11 \times \sum_{j} RWA_{j} = 0.11 \times \sum_{j} \left[RWF_{j} \times \left(EAD_{j} - \Pr ov_{j} \right) \right], \tag{1}$$

in which:

 RWA_l = Risk Weighted Asset of the j-th operation, net of provisions;

RWF_i= Risk Weighting Factor of the j-th operation;

 EAD_{j} = Exposure at Default, equal to the debt balance of the operation on the date of calculation; and

 $Prov_j$ = Provisions of the j-th operation, calculated according to the terms of Resolution n. 2,682/99.

According to the regulation, the Brazilian Central Bank defined standardized RWFs for the credit operations of all financial institutions. Recognizing the effect of credit risk mitigators, as stated in the Basel II Accord, Circular 3.360/2007 indicated lower weighting factors for specific exposures. For example, depending on the relationship between the debt balance of the operation and the assessment value of the collateral, the weighting factor can be as low as 35% in real estate financing guaranteed by chattel mortgages and 50% in mortgage-guaranteed home loans. The standard factor was set at 100% for exposures for which no specific FPR was defined.

In the IRB Approach, exposures are divided into classes and each class has its own specific risk weighting function. The exposure classes are as follows: corporate exposure (five subclasses), sovereign exposure, bank exposure, retail exposure (three subclasses) and equity exposure.

According to the IRB Approach, CC for corporate, sovereign and bank exposure is calculated as follows:

$$CC = 8\% \times \sum_{j} RWA_{j} , \qquad (2)$$

in which:

$$RWA = K \times \left(\frac{1}{8\%}\right) \times EAD, \qquad (3)$$

K (Capital Requirement), for exposures not in *default*⁸:

$$K = \left[LGD \times N \left(\frac{N^{-1}(PD)}{\sqrt{(1-R)}} + \sqrt{\left(\frac{R}{1-R}\right)} \times N^{-1}(0,999) \right) - PD \times LGD \right] \times \frac{(1 + (M-2,5) \times b)}{(1-1,5 \times b)}$$
(4)

K (Capital Requirement), for exposures in *default*:

$$K = \max[0; (LGD - LGD_{Estimated})],$$
(5)

$$b(maturity \ adjustment) = (0,11852 - 0,05478 \times \ln(PD))^2,$$
 (6)

$$R(Correlation) = 0.12 \times \frac{\left(1 - e^{(-50 \times PD)}\right)}{\left(1 - e^{(-50)}\right)} + 0.24 \times \left[1 - \frac{\left(1 - e^{(-50 \times PD)}\right)}{\left(1 - e^{(-50)}\right)}\right],\tag{7}$$

The parameters above must be calculated separately for each credit exposure. In the IRB-Foundation, LGD is set at 45% and M at 2.5 years.

In this study, the basic version of the IRB Approach was employed. Consequently, estimation of the debtors' PDs became a *sine qua non* condition for calculating CC on the credit risk of the exposures and evaluating the impact of the utilization of mitigators on this charge.

The mitigating instrument considered in this study was collateral. This study is not based on the personal collateral mitigator, since this type of collateral would result in estimation of PDs associated to the guarantor and not to the borrower. Identification of personal guarantors would demand cross-referencing of data that would be extremely costly in operational terms and, therefore, would go well beyond the scope of this study. The major types of collateral in the CIS are mortgages, chattel mortgages, liens and

 $^{^{8}}$ In equation (4), N(.) and N⁻¹(.) are the cumulative distribution functions of the Standardized Normal and its inverse, respectively.

credit assigns. It is important to underscore that this study considered only the question of whether the operation did or did not have collateral registered in the CIS, without reference to the value of such collateral. The reason for this is that this information is obligatory only for relevant operations or, in other words, those with values of more than R\$ 5 million.

It should be mentioned that although, in Brazil, only the biggest banks should apply for the IRB Foundation model, in this study all the banks were included since the operations in the CIS are not identified.

The starting point of this paper is a set of credit operations used to calculate the PDs of the borrowers/operation in each risk category, according to the terms of Resolution n. 2,682/99. The set of credit operations in question was the stock of nonretail operations or, more specifically, all operations with clients with overall liability⁹ of more than R\$ 100,000.00 registered in the CIS on June 30, 2004. Aside from this, only operations granted by the institution and still in its active portfolio and operations based on nonearmarked resources were utilized. Consequently, such operations as those based on BNDES¹⁰ resources were excluded.

One of the reasons underlying exclusion of retail operations is the fact that they are dealt with in a differentiated manner in Circular 3.360/2007. According to that document, retail operations that, among other characteristics, are defined as those in which debtors have total liability of less than R\$400,000.00 will have a risk weighting factor of 75%, according to Basel II. In this paper, the operations were selected before the Circular had been issued and the definition was based on the draft where the limit was lower.

Some credit modalities are no longer considered in the survey, since they have special characteristics that could influence PDs and make it difficult to analyze the impact of collateral: rural and agribusiness financing, real estate financing, earmarked credits, co-obligations, working capital operations with maturities of less than 30 days, compror and vendor credits and stock and bond financing.

⁹ In calculating total liability, credit operations in active portfolios with matured and maturing balances, co-obligations and balances registered as losses are all taken into consideration.

¹⁰ Brazilian Development Bank.

The rural and agribusiness financing modality is a highly specific market segment, with its own peculiarities as regards interest rates, funding, application of credits, and so forth. Real estate financing already has a specific weighting factor in Basel II, as indicated in Circular 3.360/2007. Earmarked credits are compulsory by nature since there is an absolute link between funding and utilization of these resources.

Though credit risk does exist, there is no predefined flow of payments in the coobligations modality. According to the methodology adopted in this study, this flow would be required to calculate PD. The modality of working capital credits with maturities of less than 30 days was excluded, since financial institutions normally roll over these credits repeatedly. Evidently, this would require a differentiated methodology to calculate PD. Compror, vendor and stock and bond financing credits normally involve self-liquidity mechanisms that differentiate them from other modalities.

Finally, operations in the Consumer Credit – Automobile Loan modality were not included in the study. During treatment of the database, signs of inconsistencies in the information supplied by financial institutions were detected, specifically with respect to the collateral offered in these operations. Since this is a credit modality in which the collateral of the financed item normally has a significant impact on the risk level of the operation, inconsistencies in the data could jeopardize the result of the study as a whole. For this reason, it was decided that this modality would be excluded from the study and would be dealt with in a specific paper in the future.

Operations were separated into groups according to type of collateral: no collateral whatsoever, only real collateral, real and personal collateral and only personal collateral. Only the first two groups were considered in this paper, since analysis of personal collateral would imply estimation of the PD of the guarantor and not of the borrower/operation.

After filtering the relevant credit modalities, a final filter was seen to be necessary in order to make the study operationally feasible and relevant to the credit market under analysis: 1) select modalities in which, individually, each of the total value of collateralized operations and the total value of uncollateralized operations represent at least 10% of the sum total of collateralized and uncollateralized operations; and 2) among the modalities selected above, choose those in which both of the quantity

of collateralized and uncollateralized operations represent at least 10% of the total sum of collateralized and uncollateralized operations.

In this way, eight modalities were considered after the final filter. These are as follows: 1) special overdraft checks and accounts; 2) personal credit - excluding payrolldeducted loans; 3) working capital credits with maturities of more than 30 days; 4) other loans; 5) consumer loans - other goods; 6) other financing; 7) import financing; 8) other credits/debtors for purchases of securities and goods.

Following identification of the eight modalities studied in this paper, the operations were grouped according to risk category¹¹ and monitored over a 12-month period starting on June 30, 2004. The objective here was to identify those registering defaults during that period. The default criterion chosen was that referring to credit operations in arrears for more than 90 days or with risk ratings of E, F, G or H or already written-off as losses.^{12 13 14}

Monitoring of these operations over time made it possible to calculate the proportion of operations in default at any moment in the 12-month period after June 30, 2004, compared to the total number of operations existent on that date for each risk category¹⁵. In this way, PD estimates by risk category were obtained for both collateralized and uncollateralized operations, implicitly assuming that observed frequency of default is a good proxy for PD. In order to verify if the differences between the frequencies of default of each group (collateralized and uncollateralized operations) were statistically significant, a test of hypothesis about this difference was conducted.

Furthermore, a logistic regression model was developed in order to investigate the relevance of collateral as an independent variable on the behavior of the probability of default. The other independent variables used in the model were suggested by

¹¹ Though Basel II (paragraph 404) recommends utilization of at least seven risk brackets for operations that are not in default, this study utilized the first five risk classes (AA, A, B, C and D) of Resolution n. 2,682/99, as stated in the CIS.

 $^{^{12}}$ In Resolution 2,682/99, risk classification is based primarily on the question of arrears. Operations with arrears of 90 days are classified no higher than level E.

¹³ In those cases in which the period to maturity was greater than 36 months on June 30, 2004, the criterion of arrears was calculated at twice its value, according to Resolution 2,682/99.

¹⁴ In order to prevent inconsistency among ratings of financial institutions, we chose the worst case between the classification based on credit in arrears and the rating given by the financial institution.

Schechtman et al. (2004). Many of these variables were categorical and they were transformed into dummy variables. The variable for collateral was one of these cases and based on its coefficient signal, it was possible to critique the test of hypothesis findings. The variables data were collected based on information from June 30, 2004 to June 30, 2005. The sample was split into two parts, one to estimate the model and the other to evaluate and adjust the model. Section 3 shows how the model was constructed, as well as its main findings.

Even though Basel II suggests utilization of data for a period of at least five years, only two dates were considered for calculating the annual rate of default: June 30, 2004 and June 30, 2005. The reason for this was the simple fact that the CIS has not been in existence for five years. The same eight modalities of the stock used in the previous year were also applied to operations on June 30, 2005. From that point forward, all procedures used to estimate PD as described above were repeated. At the end, the simple average between the annual rate of default in 2004 and in 2005 was calculated for each risk category and used as proxy for estimating the PD of each category.

After estimating PD for each risk rating, the next step was to calculate the CC of operations existent on June 30, 2006. In this case, only operations belonging to the eight modalities previously chosen and to the two groups of operations considered (collateralized and uncollateralized) were selected.

The risk classification for the operations in each group was given on the basis of the classification obtained in June 2006. Consequently, based on the estimates obtained, PD was associated to this classification. In this study, the LGD level utilized was 45%, as defined in the IRB Foundation Approach of Basel II. The capital requirement (K) for each group was determined according to the already cited IRB-Foundation Approach formulas. In the same way, the K was calculated using the maturity (M) of 2.5 years. However, an analysis of K sensitivity to various other M levels was also carried out, with M varying at six months intervals.

Starting with the individual values of K in each one of the two groups of operations, the value of Risk Weighted Asset (RWA) was calculated per operation with

¹⁵ This methodology is consistent with the document "An Explanatory Note on the Basel II IRB Risk Weight Functions", BIS, July 2005.

the percentage of 11% and not 8% as specified in Basel II. Consequently, the formulas of RWA of the *j*-th operation and of CC for operations existent on June 30, 2006 had to be redefined, as follows:

$$RWA_{j} = K_{j} \times \frac{1}{11\%} \times EAD_{j}, \qquad (8)$$

$$CC = 11\% \times \sum_{j} RWA_{j} = 11\% \times \sum_{j} \left(K_{j} \times \frac{1}{11\%} \times EAD_{j} \right) = \sum_{j} \left(K_{j} \times EAD_{j} \right),$$
(9)

A decision was made to utilize total CC (CC plus provisions) in order to evaluate the indirect impact of the collateral mitigator on the CC of National Financial System institutions, in light of the differentiated levels of provisioning between the SSA, for which the percentages used in this study are defined in Resolution 2,682/99, and the IRB Foundation Approach, in which the percentages are given by the levels of expected loss (PD times LGD).

Aside from this, it was also possible to compare the determinant risk weighting factor of CC in the IRB Foundation Approach with that of SSA. To do this, a factor had to be found for which total CC would be identical for the two approaches (equation 10). In this paper, this factor was denominated the equivalence factor and was obtained as shown below:

$$\left[\sum_{j} \left(K_{j} \times EAD_{j}\right) + \sum_{j} \left(PD_{j} \times LGD_{j} \times EAD_{j}\right)\right] = F_{Equiv} \left[0,11 \times \sum_{j} \left(EAD_{j} - \Pr ov_{j}\right)\right] + \sum_{j} \Pr ov_{j} \therefore$$

$$F_{Equiv} = \frac{\left[\sum_{j} \left(K_{j} \times EAD_{j}\right) + \sum_{j} \left(PD_{j} \times LGD_{j} \times EAD_{j}\right)\right] - \sum_{j} \Pr ov_{j}}{\left[0,11 \times \sum_{j} \left(EAD_{j} - \Pr ov_{j}\right)\right]}$$

$$(10)$$

Calculated for both the collateralized and uncollateralized groups of operations, the equivalence factor makes it possible to measure the impact that collateral would have through PD on the SSA weighting factor. Though SSA deals equally with all operations, with no discrimination between collateralized and uncollateralized credits, one should recall that the objective sought in calculating the equivalence factor is to verify the existence of a possible differentiation of the risk-weighting factor for collateralized operations.

3. Results

3.1. Probability of Default Estimation

The initial quantities of operations in the nonretail group reached 872,000 and 911,000 on June 30, 2004 and June 30, 2005, respectively, the two dates used as bases for estimating PDs. After filtering the operations, the final stock dropped to 184,000 in June 2004 and 185,000 in June 2005.

Even after application of the filters, the profile of the final stock of operations in terms of types of collateral was quite similar to the profile of the initial stock, on both June 30, 2004 and June 30, 2005. This suggests that the data selected are adequate for analysis of the impact of the collateral mitigator.

Tables 1 and 2 below present estimates of PD broken down by risk classification in the period from June 30, 2004 to June 30, 2005 and from June 30, 2005 to June 30, 2006, for the groupings of uncollateralized and collateralized operations, respectively. The quantity of operations and the weighted arithmetic average of PDs by risk classification are also presented. This average was used as the final estimate for calculating CC on June 30, 2006. PDs were also estimated stratified according to modalities and risk classification in the same periods and the results can be found in Table A at the Appendix.

Class	Total June 30, 2004	PD June 30, 2004 to June 30, 2005	Total June 30, 2005	PD June 30, 2005 to June 30, 2006	Average PD
AA	21,402	1.19%	15,400	1.05%	1.12%
Α	37,110	3.77%	24,419	3.68%	3.72%
В	27,186	5.89%	29,200	6.34%	6.11%
С	24,389	8.58%	18,894	10.38%	9.48%
D	5,674	33.63%	4,493	38.59%	36.11%
E	1,860	100.00%	1,796	100.00%	100.00%
F	1,506	100.00%	1,346	100.00%	100.00%
G	1,117	100.00%	1,026	100.00%	100.00%
Н	6,528	100.00%	5,581	100.00%	100.00%
TOTAL	126,772		102,155		

 Table 1 – Estimated default probabilities for uncollateralized operations

 stratified according to risk classification

Class	Total June 30, 2004	PD June 30, 2004 to June 30, 2005	Total June 30, 2005	PD June 30, 2005 to June 30, 2006	Average PD		
AA	13,459	0.72%	12,818	0.60%	0.66%		
Α	19,916	0.75%	32,955	1.30%	1.02%		
В	11,106	1.42%	14,463	2.25%	1.83%		
С	8,918	2.77%	15,559	5.36%	4.06%		
D	2,100	13.57%	3,468	20.47%	17.02%		
Е	237	100.00%	699	100.00%	100.00%		
F	279	100.00%	557	100.00%	100.00%		
G	74	100.00%	362	100.00%	100.00%		
Н	768	100.00%	2,408	100.00%	100.00%		
TOTAL	56,857		83,289				

 Table 2 – Estimated default probabilities for collateralized operations stratified

 according to risk classification

In the two periods considered, PDs increased as the risk classification of the operation worsened. Aside from this, the default rates found in classes AA to D in the group of collateralized operations were smaller than in the other group. The weighted averages of PDs for the portfolio of collateralized operations not in default was 1.69% and 3.00% for 2005 and 2006, respectively, while PDs were 6.27% and 7.15% for the portfolio of uncollateralized operations not in default, respectively. Taken by themselves, these amounts suggest that uncollateralized operations have a greater chance of default. A test of hypothesis about difference in proportion was carried out in order to test whether the lesser difference between PDs obtained for the collateralized group of operations and those obtained for the uncollateralized group in each risk classification is statistically significant. Specification of the test and its results are found on Table 3. One can conclude that, for all of the risk categories considered, the samples supplied sufficient evidence to detect a negative difference between collateralized PD and uncollateralized PD, at a significance level of 5%.

Table 3 – Test of Hypothesis about difference betweencollateralized and uncollateralized PDs obtained for each risk class. H_0 : Collateralized PD - Uncollateralized PD = 0Uncollateralized PD = 0

H1: Collateralized PD - Uncollateralized PD PD < 0 Significance level of 5%

June 30, 2004 to June 30, 2005									
Class	Collateralized PD	Uncollateraliz ed PD	Difference between PDs	Test Statistic	Result				
AA	0.72%	1.19%	-0.47%	-4,2795	Rejects H0				
А	0.75%	3.77%	-3.02%	-21,1564	Rejects H0				
В	1.42%	5.89%	-4.46%	-18,9342	Rejects H0				
С	2.77%	8.58%	-5.81%	-18,3675	Rejects H0				
D	13.57%	33.63%	-20.06%	-17,4477	Rejects H0				
Average PD	1.69%	6.27%	-4.58%	-41,5633	Rejects H0				
June 30, 2004 to June 30, 2005									
Class Collateralized PD		Uncollateraliz ed PD	Difference between PDs	Test Statistic	Result				
AA	0.60%	1.05%	-0.45%	-4,1173	Rejects H0				
А	1.30%	3.68%	-2.38%	-18,7434	Rejects H0				
В	2.25%	6.34%	-4.09%	-18,4935	Rejects H0				
С	5.35%	10.38%	-5.03%	-17,0041	Rejects H0				
D	20.47%	38.59%	-18.12%	-17,3804	Rejects H0				
Average PD	3.00%	7.15%	-4.15%	-38,5423	Rejects H0				

3.2. Logistic Regression

Consider a set of p independent variables denoted by $x' = (x_1, x_2, ..., x_p)$, the vector of the i^{th} row of matrix (X) of explicative variables. Each element of matrix (X) correspond to (x_{ij}) , where i = 1, 2, ..., n and j = 0, 1, ..., p, with $x_{i0} = 1$. Given Y the outcome variable from a multiple regression model, where Y has a Bernoulli probability distribution with success parameter π_i . Suppose the conditional success probability is given by $P(Y = 1|x) = \pi(x)$ and the conditional failure probability is denoted by $P(Y = 0|x) = 1 - \pi(x)$.

The logit of the logistic regression model is given by the equation $g(x) = \beta_0 + \beta_1 x_1 + \beta_2 x_2 + ... + \beta_p x_p$, where $\pi(x) = \frac{e^{g(x)}}{1 + e^{g(x)}}$. The vector of unknown parameters is given by $\beta = (\beta_0 + \beta_1 + \beta_2 + ... + \beta_p)'$ and β_j is the j^{th} parameter associated to the independent variable x_j . Thus, the logarithm of the likelihood function to be maximized in β for the logistic regression parameters estimation can be written as $\ell(\beta) = \sum_{i=0}^{n} [y_i x'_i \beta - \ln(1 + e^{x'_i \beta})]$, where $\ell(\beta)$ is the likelihood function.

3.2.1 Parameters Estimation and Model Evaluation

The sample used to estimate the parameters of the logistic regression model is limited to collateralized and uncollateralized credits, filtered as described, from CIS database on June 30, 2005. The choice of this date is related to the fact that the independent variables were constructed based on borrowers information from twelve months before the selected date and our database had been filled with information since June 30 2004. The description of selected variables is found on appendix.

The sample was divided into two parts: 70% to model estimation (93.284 operations) and 30% to evaluate and adjust the model (40.071 operations). This separation was controlled by dummy of collateral, dummy of default and credit's modality, aiming to ensure similarity between samples. The estimations were calculated using Stata 9.2.

At the beginning, 25 independent variables have been selected and they were all used in model (1). The categorical variables have been substituted by dummies, and in the presence of multicollinearity, variables were eliminated.

On model (2), it was used stepwise method to select variables, where 23 variables were identified as statistically significant.

On models (3) and (4), interations were introduced to evaluate the effects between collateral x credit modality (model 3) and collateral x worst borrower classification at the financial system (model 4). The idea of introducing interations of collateral with other variables is to evaluate if the effect of collateral on outcome variable is uniform for any value of the other variables. For these models, the estimation was realized using stepwise method.

Table 4 – Logistic Regression Models to Default Probability, June 30, 2005.

Model (1) includes all selected independent variables; model (2) includes independent variables selected by stepwise method; model (3) includes interaction effect between collateral and credit modality and model (4) includes interaction effect between collateral and worst borrower class on financial system. Significance level: 5%.

Model	Observations	Log likelihood	Hosmer- Lemeshow chi ² (8)	Prob > chi ²	Area under ROC curve
1	93284	-15517.9	15.33	0.0531	0.8578
2	93284	-15529.1	14.68	0.0657	0.8577
3	93284	-15461.1	15.56	0.0490	0.8595
4	93284	-15535.6	12.31	0.1380	0.8572

Table 4 shows the tests results of the models estimation. Using Hosmer-Lemeshow statistics as selection criteria, we chose model 4 as the best fitted model. Table 5 shows model 4 estimation results. We can observe that, for this model, only 21 variables were statistically significant.

Table 5 – Logistic Regression Models for Probability of Default, including interaction effect between collateral and worst borrower class on financial system, June 30, 2005.

Parameter	Coeficient	1	Wald Chi- Square	Pr > ChiSq	Odds Ratio
Intercept	-1.3173	0.2062	-6.39	0.0000	
Classification in Jun/2005 A	-0.5610	0.0888	-6.32	0.0000	0.5706
Classification in Jun/2005 B	0.4621	0.0487	9.48	0.0000	1.5873
Classification in Jun/2005 C	0.7299	0.0493	14.80	0.0000	2.0749
Classification in Jun/2005 D	1.7560	0.0610	28.77	0.0000	5.7895
Dummy of Delay in Financial Institution	0.7849	0.0486	16.15	0.0000	2.1922
Dummy of Delay in Brazilian Financial System	0.8998	0.0508	17.72	0.0000	2.4591
Dummy of Increase in Financial Institution	0.1415	0.0358	3.95	0.0000	1.1520
Dummy of Collateral	-0.3575	0.0390	-9.16	0.0000	0.6994
Dummy of Default 12 Months in Financial Institution	0.8826	0.0956	9.23	0.0000	2.4173
Dummy of Write Off in Financial Institution	0.2044	0.0723	2.83	0.0050	1.2267
Dummy of Write Off in Brazilian Financial System	0.4760	0.0495	9.62	0.0000	1.6096
Exposure in Brazilian Financial System	-0.3819	0.0182	-20.96	0.0000	0.6826
Proportion of Debt in Financial Institution	-1.0225	0.0976	-10.48	0.0000	0.3597
Interaction Dummy of Collateral x Worst Borrower Classification in Limited Brazilian Financial System H	0.4314	0.1310	3.29	0.0010	1.5393
Modality Consumer Loans	0.4210	0.0897	4.69	0.0000	1.5235
Modality Working Capital Credits	0.5529	0.0441	12.53	0.0000	1.7383
Modality Other Credits	-0.5609	0.1655	-3.39	0.0010	0.5707
Modality Other Loans	0.3547	0.0621	5.71	0.0000	1.4257
Modality Other Financing	0.3446	0.1085	3.18	0.0010	1.4115
Worst Classification in Financial Institution E	-0.3943	0.1586	-2.49	0.0130	0.6741
Worst Classification in Financial Institution HH	2.6303	1.2929	2.03	0.0420	13.8777
Worst Classification in Financial Institution in	0.1871	0.0439	4.27	0.0000	1.2057

Parameter	Coeficient	Standard Error	Wald Chi- Square	Pr > ChiSq	Odds Ratio
Limited Brazilian Financial System C					
Worst Classification in Financial Institution in Limited Brazilian Financial System D	0.4499	0.0504	8.92	0.0000	1.5682
Worst Classification in Financial Institution in Limited Brazilian Financial System E	0.4784	0.0919	5.21	0.0000	1.6135
Worst Classification in Financial Institution in Limited Brazilian Financial System F	0.6650	0.1075	6.19	0.0000	1.9445
Worst Classification in Financial Institution in Limited Brazilian Financial System G	0.4594	0.1069	4.30	0.0000	1.5831
Expiration Period	0.0009	0.0000	21.06	0.0000	1.0009
Relationship Period	-0.0001	0.0000	-10.98	0.0000	0.9999
Proportion of Delay in Financial Institution	-0.5157	0.1052	-4.90	0.0000	0.5971
Proportion of Delay in Brazilian Financial System	2.2348	0.1438	15.54	0.0000	9.3442
Number of Lenders	0.0428	0.0059	7.25	0.0000	1.0438
Total Debt	0.1440	0.0166	8.70	0.0000	1.1549
Effective Interest Rate of Operation	0.0047	0.0004	12.13	0.0000	1.0047

In general, the independent variables presented coefficient signal as expected. The variable credit classification in Jun/2005 showed¹⁶ the expected behavior: as credit classification gets worst, its probability of default is higher. This can be verified through increasing odds ratio, in the way that, credits classified as D have six more chances to default than credits classified in the range AA to C. The variable worst classification in limited Brazilian financial¹⁷ system had similar behavior.

According to the model, it should be observed that a borrower who, in any of the twelve months before Jun/2005, had any loan write-off (classification HH) in a financial institution has fourteen more chances to default in the same institution than a borrower out of this situation.

In respect to credits modalities, the model shows uniform behavior, with odds ratio greater than unit, except to the modality denominated other credits, which has odds ratio of 0.57, meaning that the chance of a credit default in this modality is reduced in 43% compared to a credit in a different modality.

About the variable of interest, dummy of collateral, it is noticed a negative coefficient, with an odds ratio lower than one (0,70), meaning that the chance of default is smaller in the presence of collateral, which corroborates the results found in earlier

¹⁶ In the logistic regression, the categorical variable was transformed into a dummy variable, where the AA classification was considered as the basal level.

¹⁷ This variable shows the information about the worst classification of the borrower in the system considering the last twelve months before Jun 30, 2006, limited to the sample used in this article.

section. In a general sense, collateralized operations have their chance of default lowered by 30% when compared to uncollateralized operations.

The model with the crossed effect introduced by the interaction between collateral and borrower's worst classification in Brazilian financial system suggests that, to classification H, the interaction's coefficient is significant; which means that collateral is relevant in the situation immediately before the write-off. In that case, the association between risk factor and outcome variable depends, in some way, on the co-variable level. This interaction has an odds ratio of 1.54 and to its interpretation, according to Hosmer and Lemeshow (2000), it is necessary to decompose the cross effect – the impact grade of collateral on probability of default depends if the borrower was classified as H among any financial institution along the year before. The odds ratio of collateral, considering that the borrower had a different classification in financial system along the last 12 months, is 0.47. On the other side, the odds ratio of collateral, considering that the borrower was classified as H along the last 12 months, is 0.72. This means that the collateral has a mitigation effect over the chance of default of operations whose borrowers have not been classified as H in the system in a greater grade (it reduces the chance of default by 53% if compared to uncollateralized operations) than borrowers classified as H in the system (reduction of chance of default by 27%).

The elected logistic model (model 4) was applied over the second part of the sample (test sample), which corresponded to 30% of total observations (40.071 operations). In this case, the area under the ROC curve was 0.8577, which represents an excellent discrimination power of the model.

Table 6 shows the average of the estimated PDs for each risk classification, as well as the results of the test about difference between collateralized and uncollateralized PDs. The test results corroborate the hypothesis that PDs behave differently in the presence of collateral.

	Significance level of 5%									
Class	Collateralized PD	Uncollateralized PD	Difference between PDs	Test Statistic	Result					
AA	0.79%	1.27%	-0.48%	-7.5363	Rejects H0					
А	2.06%	3.46%	-1.39%	-18.6137	Rejects H0					
В	3.69%	6.64%	-2.95%	-21.4243	Rejects H0					
С	6.83%	9.54%	-2.72%	-13.1658	Rejects H0					
D	34.43%	37.16%	-2.73%	-2.3281	Rejects H0					
Average PD	4.30%	6.98%	-2.67%	-26.0184	Rejects H0					

Table 6 – Test of Hypothesis about difference between collateralized and uncollateralized PDs obtained for each risk class. H₀: Collateralized PD - Uncollateralized PD = 0

H1: Collateralized PD - Uncollateralized PD < 0

3.3. Capital Charge Calculation

Capital Charge was calculated on the basis of June 30, 2006 data. Calculation of CC and the equivalence factor of the operations in each group can be monitored through Tables 7 and 8 below. In Tables 7a and 8a, capital requirement K of the IRB Foundation Approach was presented for each risk class. The value of K was calculated on the basis of average PD estimates of the two periods considered (Average PD) in the EAD amounts obtained, with an LGD of 45% and M of 2.5 years, as determined in the Basel II Accord. Risk weighted assets (RWA), expected losses (PD x LGD), capital charge (CC) and, finally, Total CC, defined as the sum of expected (PD x LGD) and unexpected losses (K) applied to EAD, were also presented.

	IRB – Foundation											
Class	EAD (R\$ thous)	K (%)	RWA (R\$ thous)	PD x LGD (%)	CC (R\$ thous)	Provision ¹⁸ (PDxLGDxEAD) (R\$ thous)	Total Capital Charge (R\$ thous)					
AA	16,264,170.94	7.69	11,368,011.99	0.50	1,250,481.32	82,087.70	1,332,569.02					
Α	12,803,355.23	10.93	12,721,903.83	1.68	1,399,409.42	214,579.89	1,613,989.31					
В	8,169,984.74	12.85	9,547,154.33	2.75	1,050,186.98	224,715.04	1,274,902.02					
С	3,574,562.55	15.14	4,920,615.47	4.27	541,267.70	152,463.44	693,731.14					
D	736,297.86	19.61	1,312,624.76	16.25	144,388.72	119,645.45	264,034.17					
Е	284,969.60	-	-	45.00	-	128,236.32	128,236.32					
F	304,675.53	-	_	45.00	_	137,103.99	137,103.99					
G	232,980.68	-	_	45.00	_	104,841.31	104,841.31					
Н	993,749.24	-	_	45.00	_	447,187.16	447,187.16					
Total	43,364,746.37		39,870,541.41		4,385,759.56	1,610,860.29	5,996,619.85					

 Table 7a – Calculation of capital charge for uncollateralized operations according to the IRB-Foundation Approach

 $^{^{18}}$ The provisions of IRB Foundation were considered equivalent to expected losses.

	Standardized Simplified Approach										
Class	EAD – Prov (R\$ thous)	Provision Resolution 2,682/99 (%)	CC (R\$ thous)	Provision (R\$ thous)	Total Capital Charge (R\$ thous)						
AA	16,264,170.94	0.00	1,789,058.80	-	1,789,058.80						
Α	12,739,338.46	0.50	1,401,327.23	64,016.78	1,465,344.01						
В	8,088,284.89	1.00	889,711.34	81,699.85	971,411.19						
С	3,467,325.67	3.00	381,405.82	107,236.88	488,642.70						
D	662,668.07	10.00	72,893.49	73,629.79	146,523.27						
E	199,478.72	30.00	21,942.66	85,490.88	107,433.54						
F	152,337.77	50.00	16,757.15	152,337.77	169,094.92						
G	69,894.20	70.00	7,688.36	163,086.48	170,774.84						
Н	-	100.00	0.00	993,749.24	993,749.24						
Total	41,643,498.73		4,580,784.86	1,721,247.65	6,302,032.51						

 Table 7b – Calculation of the capital charge for uncollateralized operations according to the Standardized Simplified Approach

Tables 7b and 8b show provision levels according to Resolution 2,682/99 for each risk category, as well as the respective CCs, according to the SSA.

IRB Foundation Approach.	Table 8a – Calculation of capital charge for collateralized operations according to the
	IRB Foundation Approach.

	IRB Foundation											
Class	EAD (R\$ thous)	K (%)	RWA (R\$ thous)	PD x LGD (%)	CC (R\$ thous)	Provision (PDxLGDxEAD) (R\$ thous)	Total Capital Charge (R\$ thous)					
AA	6.384.821.69	6.29	3.649.973.31	0.30	401.497.06	18.983.39	420.480.46					
Α	5,710,519.23	7.45	3,867,943.81	0.46	425,473.82	26,338.71	451,812.53					
В	3,115,221.33	8.97	2,539,350.36	0.83	279,328.54	25,722.31	305,050.85					
С	2,181,535.85	11.22	2,224,879.12	1.83	244,736.70	39,873.81	284,610.51					
D	487,358.25	18.36	813,368.78	7.66	89,470.57	37,331.51	126,802.08					
Е	167,497.66	-	-	45.00	-	75,373.95	75,373.95					
F	58,744.76	-	-	45.00	-	26,435.14	26,435.14					
G	50,836.18	-	-	45.00	-	22,876.28	22,876.28					
Η	428,461.74	-	_	45.00	-	192,807.78	192,807.78					
Total	18,584,996.69		13,095,515.38		1,440,506.69	465,742.88	1,906,249.58					

Standardized Simplified Approach								
Class	EAD – Prov (R\$ thous)	Provision Resolution 2,682/99 (%)	CC (R\$ thous)	Provision (R\$ thous)	Total Capital Charge (R\$ thous)			
AA	6,384,821.69	0.00	702,330.39	-	702,330.39			
Α	5,681,966.63	0.50	625,026.33	28,552.60	653,568.93			
В	3,084,069.12	1.00	339,247.60	31,152.21	370,399.82			
С	2,116,089.77	3.00	232,769.88	65,446.08	298,215.95			
D	438,622.42	10.00	48,248.47	48,735.82	96,984.29			
Е	117,248.36	30.00	12,897.32	50,249.30	63,146.62			
F	29,372.38	50.00	3,230.96	29,372.38	32,603.34			
G	15,250.85	70.00	1,677.59	35,585.32	37,262.92			
Н	-	100.00	-	428,461.74	428,461.74			
Total	17,867,441.24		1,965,418.54	717,555.45	2,682,973.99			

 Table 8b – Calculation of capital charge for collateralized operations according to the

 Standardized Simplified Approach

The equivalence factor of 93% for the group of uncollateralized operations was obtained through equation (10). This is the factor that would make total CC calculated by the SSA equal to that calculated by the IRB Foundation Approach for the group of uncollateralized operations in the selected modalities. It should be stressed that the weighting factor is 100% in the SSA. The equivalence factor of 60.48% for the group of collateralized operations was obtained in the same way as the group of uncollateralized operations.

These two results must be observed with caution, considering that the LGD of 45% in the IRB Foundation Approach could be deemed highly optimistic for the Brazilian market.

Another parameter deserves attention, the maturity. Although, Basel II suggests the value of 2.5 years, in Brazil many banks maintain portfolios with operations of less than one year. In order to identify the sensitivity of the capital requirement (K) to the variation of M value for both collateralized and uncollateralized operations, a simulation was carried out with the variation of six months in the parameter. An increase of six months in the maturity leads to a linear increase in percentage points of the capital requirement (K) calculated according to the IRB Foundation Approach. Table 9 presents the results of this sensitivity according to risk classification.

Class	Uncollateralized Operations (Percentage Points)	Collateralized Operations (Percentage Points)		
AA	0.511%	0.487%		
А	0.488%	0.508%		
В	0.474%	0.511%		
С	0.464%	0.485%		
D	0.298%	0.426%		
Е	0.000%	0.000%		
F	0.000%	0.000%		
G	0.000%	0.000%		
Н	0.000%	0.000%		

Table 9 – Sensitivity of the Capital Requirement(K) calculated according to the IRB FoundationApproach to a Six Months Variation on Maturity*

*an increase of six months on maturity leads to an increase of the capital charge

The results show that the sensitivity is different among risk classifications due to the term of maturity adjustment (*b* in equation 6), which is dependent on the PD. In general, the sensitivity is higher among collateralized operations than among uncollateralized operations as maturity adjustment is higher for lower PDs. In other words, for a one-year portfolio, capital requirement would decrease, on average, by 1.5 percentage points in each risk classification among collateralized operations. Using the basis of June 30, 2006 data, this would mean a decrease of 14% on total Capital Charge.

Considering uncollateralized operations, for a one-year portfolio, capital requirement would decrease, on average, by 1.45 percentage points in each risk classification, which would mean a decrease of 10% on total Capital Charge

As mentioned in the section on Methodology, the impact of the use of the collateral mitigator on the CC of National Financial System institutions was evaluated in two different ways: variation of total CC between the group of uncollateralized operations and the group of collateralized operations and variation of the equivalence factor between the same groups of operations. The total CC of the group of uncollateralized operations represented 13.82% of the respective EAD, while the percentage was 10.26% in the case of the collateralized group. The equivalence factor was 93.33% in the first group and 60.48% in the second, utilizing an LGD of 45%. In this way, the effect was to reduce the capital required to cover credit risk in both assessments of the impact of the mitigation.

4. Conclusion

This paper had the objective of evaluating the impact of the collateral mitigation on National Financial System capital charges by measuring probability of default. In doing so, it compared the capital charge of the Standardized Simplified Approach with that obtained through the IRB Foundation Approach, in which estimates of the probability of default were obtained on the basis of two-year data for a specific segment of nonretail operations drawn from the Credit Information System. The study demonstrated that the probabilities of default were low in the segment of collateralized operations. This result was obtained from historical average probability of default methodology and was confirmed by the logistic regression model approach.

As a result, capital charges decreased. The results further indicated that the equivalent weighting factor between total capital charges of the Standardized Simplified Approach and the IRB Foundation Approach would be 93% for uncollateralized operations and 60% for collateralized operations. With regard to uncollateralized operations, the factor found was quite close to the 100% factor utilized in Central Bank of Brazil legislation on the Standardized Simplified Approach. On the other hand, the value encountered revealed a certain conservative bias for the grouping of collateralized operations, a characteristic considered inherent to preventive regulation.

Though this paper has not evaluated the quality and the value of the collateral, this preliminary result does represent an incentive for institutions to migrate to the IRB Foundation Approach, through adoption of an effective credit risk management model and an adequate monitoring of collateral, with the consequent possibility of reducing capital charges on their operations. One should underscore that these results were obtained on the basis of the 11% capital charge standard adopted by Brazil and Loss Given Default set at 45%, as suggested by Basel II for the IRB Foundation Approach.

This study restricted itself to comparing uncollateralized operations with collateralized operations. Future studies should encompass other mitigators, as well as include the retail banking book. A study on estimating Loss Given Default, as an alternative to the fixed percentage of 45% suggested by Basel II, would also be recommended.

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Appendix

Description of the explanatory variables used in the logistic regression model

Classification in Jun/2005 –categorical variable that represents the risk classification attributed by the financial institution to each operation at the base-date: AA, A, B, C, D. In the regression model, dummies were used to indicate each risk class.

Dummy of Delay in Financial Institution – The variable assumes 1 if the borrower possesses past due credits or write-offs in the financial institution at the base-date and assumes 0 otherwise.

Dummy of Delay in Brazilian Financial System – The variable assumes 1 if the borrower possesses past due credits or write-offs in the financial system at the base-date and assumes 0 otherwise.

Dummy of Increase in Financial Institution – The variable assumes 1 if the borrower' total debt in the financial institution in Jun/2005 (base-date) is larger than its total debt in Jun/2004. The variable assumes 0 otherwise.

Dummy of Collateral - The variable assumes 1 if the operation is collateralized and assumes 0 otherwise.

Dummy of Default 12 Months in Financial Institution - The variable assumes 1 if the borrower is classified from E to HH in any of the 12 months before the base-date. The variable assumes 0 otherwise.

Dummy of Write Off in Financial Institution – The variable assumes 1 if the proportion of past due credits and write-offs of the borrower in the financial institution in relation to its total debt, including write-offs, in the financial institution is larger than 10%. The variable assumes 0 otherwise.

Dummy of Write Off in Brazilian Financial System - The variable assumes 1 if the proportion of past due credits and write-offs of the borrower in the financial system in relation to its total debt, including write-offs, in the financial system is larger than 10%. The variable assumes 0 otherwise.

Exposure in Brazilian Financial System – Logarithm of the borrower' total debt in the financial system at the base-date.

Proportion of Debt in Financial Institution – proportion of the borrower' total debt in a specific operation within the financial institution in relation to borrower' total debt in the financial institution.

Modality - categorical variable that identifies the credit modalities of the operation. This variable was decomposed into dummies in the regression model.

Worst Classification in Financial Institution – categorical variable that identifies the borrower' worst risk classification in the financial institution along the 12 months

before the base-date. It varies from HH to AA. This variable was decomposed into dummies in the regression model.

Worst Classification in Financial Institution in Limited Brazilian Financial System¹⁹ - categorical variable that identifies the borrower' worst risk classification in the Limited Brazilian Financial System along the 12 months before the base-date. It varies from HH to AA. This variable was decomposed into dummies in the regression model.

Expiration Period – number of days between the base-date and the operation' maturity date.

Relationship Period - number of days between the base-date and the beginning of the relationship between the borrower and the financial institution.

Proportion of Delay in Financial Institution – proportion of the past due credits and write-offs of the borrower in the financial institution in relation to borrower' total debt in the financial institution.

Proportion of Delay in Brazilian Financial System - proportion of the past due credits and write-offs of the borrower in the Brazilian financial system in relation to borrower' total debt in the Brazilian financial system.

Number of Lenders – quantity of financial institutions where the borrower possesses credit operations at the base-date.

Total Debt - Logarithm of the total debt of the credit operation at the base-date.

Effective Interest Rate of Operation – Annual interest rate of the credit operation.

 $^{^{19}}$ Limited Brazilian Financial System – it consists of a subset of all the operations registered on CIS in Jun/2005. This subset contains all the operations of the initial sample selected for this study, before the filters' implementation.

			modalities and risk classification Uncollateralized Operations Collateralized						ed Operatio	l Operations	
				PD June	1	PD June	Total	PD June		PD June	
Modality	lality	Class	Total	Total Total 30, 2004 June 30, to June June 30,	Total	30, 2005	June	30, 2005	Total	30, 2004	
	5		June 30,		to June	30,	to June	June 30,	to June		
			2004	30, 2005	2005	30, 2006	2005	30, 2006	2004	30, 2005	
, J	3	AA	9,934	1.34%	3,482	1.78%	9,739	0.40%	10,377	0.61%	
	nno	А	17,794		13,469		4,785	3.62%	4,862	1.52%	
000 F	ומרר	В	15,944		19,229		2,206	6.71%	1,858	4.25%	
100 5	nın s	С	13,766		12,606		4,340	4.56%	2,834	3.95%	
hock	าราวา	D	2,216		2,306		460	27.17%	406	22.91%	
10	ujt ci	Е	675	0.00%	702	0.00%	236	0.00%	109	0.00%	
apao	m Ia,	F	444	0.00%	390	0.00%	187	0.00%	133	0.00%	
enovial overdraft chooks and accounts	10 m	G	431	0.00%	566	0.00%	97	0.00%	31	0.00%	
ioous	inado	Н	1,811	0.00%	1,879	0.00%	464	0.00%	228	0.00%	
	Tota	l	63,015		54,629		22,514		20,838		
_		AA	614	1.14%	740	2.43%	126	3.97%	126	0.79%	
yroll		А	2,146	3.96%	1,437	5.50%	874	3.09%	377	2.92%	
g pa		В	1,751	5.37%	1,455	7.56%	340	4.71%	188	6.91%	
udin	deducted loans	С	1,298	13.79%	870	15.17%	573	9.77%	65	24.62%	
personal credit - excluding payroll-		D	309	41.75%	280	34.64%	71	25.35%	15	33.33%	
edit -		Е	120	0.00%	70	0.00%	15	0.00%	4	0.00%	
al cro	q	F	58	0.00%	79	0.00%	8	0.00%	63	0.00%	
rsona		G	48	0.00%	67	0.00%	10	0.00%	3	0.00%	
ləd		Н	289	0.00%	385	0.00%	135	0.00%	28	0.00%	
	Tota	l	6,633		5,383		2,152		869		
ties		AA	2,453	3.06%	1,644	3.28%	1,491	1.21%	1,798	1.11%	
uturi		А	9,692	3.76%	3,985	4.89%	12,367	1.03%	4,044	0.64%	
h ma	ays	В	6,112	8.20%	5,722	8.81%	2,666	1.28%	2,867	0.73%	
's wit	of more than 30 days	С	5,806	9.47%	3,712	15.81%	6,333	4.71%	3,037	0.69%	
redit	than	D	1,318	28.38%	822	37.96%	345	38.55%	139	28.78%	
ital c	ore	Е	447	0.00%	499	0.00%	120	0.00%	43	0.00%	
capi	of m	F	482	0.00%	454	0.00%	104	0.00%	27	0.00%	
working capital credits with maturities		G	283	0.00%	158	0.00%	103	0.00%	11	0.00%	
wor		Н	1,213	0.00%	868	0.00%	427	0.00%	201	0.00%	
	Tota	l	27,806		17,864		23,956		12,167		

Table A – Estimated default probabilities for all operations stratified according tomodalities and risk classification

Uncollateralized Operations Collateralized Opera						ed Operatio	ons		
Modality	Class	Total June 30, 2004	PD June 30, 2004 to June 30, 2005	Total June 30, 2005	PD June 30, 2005 to June 30, 2006	Total June 30, 2005	PD June 30, 2005 to June 30, 2006	Total June 30, 2004	PD June 30, 2004 to June 30, 2005
	AA	5,756	0.45%	6,152	0.26%	428	0.23%	242	0.83%
	Α	1,462	3.56%	1,739	2.07%	578	2.60%	602	1.66%
	В	1,185	5.23%	1,193	6.37%	1,926	2.08%	290	3.45%
sut	С	848	27.71%	834	25.42%	530	31.89%	123	43.90%
other loans	D	1,388	44.67%	748	48.40%	812	39.04%	226	26.99%
othe	Е	493	0.00%	428	0.00%	243	0.00%	42	0.00%
	F	447	0.00%	340	0.00%	201	0.00%	32	0.00%
	G	293	0.00%	185	0.00%	118	0.00%	16	0.00%
	Н	2,647	0.00%	1,818	0.00%	1,150	0.00%	180	0.00%
Tota	ıl	14,519	-	13,437		5,986		1,753	
	AA	163	0.61%	280	1.79%	415	2.89%	356	2.53%
spa	А	1,780	3.09%	319	5.33%	1,542	4.22%	340	4.71%
r 801	В	795	5.66%	84	5.95%	1,152	5.03%	96	5.21%
consumer loans - other goods	С	1,692	5.79%	174	6.32%	1,424	6.53%	38	21.05%
- SUI	D	94	32.98%	27	55.56%	98	45.92%	23	30.43%
r loa	Е	39	0.00%	11	0.00%	43	0.00%	7	0.00%
əmn	F	21	0.00%	11	0.00%	38	0.00%	7	0.00%
cons	G	35	0.00%	6	0.00%	19	0.00%	1	0.00%
	Н	139	0.00%	38	0.00%	113	0.00%	6	0.00%
Tota	ıl	4,758	-	950		4,844		874	
	AA	1,391	0.29%	1,942	0.21%	154	0.00%	140	0.00%
	А	3,046	2.56%	2,497	3.32%	12,401	0.10%	9,334	0.05%
	В	475	4.00%	744	4.57%	5,919	0.19%	5,541	0.27%
other financing	С	211	14.69%	258	21.71%	2,210	0.36%	2,625	0.50%
finar	D	102	43.14%	167	35.33%	1,490	2.01%	1,133	3.97%
herj	Е	38	0.00%	64	0.00%	12	0.00%	6	0.00%
10	F	32	0.00%	46	0.00%	10	0.00%	7	0.00%
	G	10	0.00%	33	0.00%	2	0.00%	4	0.00%
	Н	203	0.00%	386	0.00%	51	0.00%	69	0.00%
Tota	ıl	5,508	-	6,137		22,249		18,859	
ori ıcin	AA	1,023	0.88%	1,120	0.18%	324	0.00%	306	0.00%
ımporı financin g	А	894	0.89%	781	0.13%	176	0.00%	118	0.00%

	Class	Uncollateralized Operations				Collateralized Operations			
Modality		Total June 30, 2004	PD June 30, 2004 to June 30, 2005	Total June 30, 2005	PD June 30, 2005 to June 30, 2006	Total June 30, 2005	PD June 30, 2005 to June 30, 2006	Total June 30, 2004	PD June 30, 2004 to June 30, 2005
	В	736	2.17%	620	0.48%	58	0.00%	34	0.00%
	C	494	4.45%	292	1.71%	72	0.00%	61	3.28%
	D	120	19.17%	40	2.50%	11	18.18%	5	0.00%
	Е	22	0.00%	2	0.00%	8	0.00%	5	0.00%
	F	15	0.00%	20	0.00%	4	0.00%	4	0.00%
	G	6	0.00%	6	0.00%	5	0.00%	0	0.00%
	Н	80	0.00%	38	0.00%	11	0.00%	9	0.00%
Total		3,390		2,919		669		542	
of	AA	68	0.00%	40	2.50%	60	3.33%	39	5.13%
ases	А	296	3.72%	192	11.46%	229	4.37%	234	2.99%
urch ods	В	188	6.91%	153	13.73%	196	9.18%	232	6.47%
for p d goo	C	274	10.95%	148	10.14%	77	14.29%	135	15.56%
dits/debtors for purc securities and goods	D	127	45.67%	103	44.66%	181	22.10%	153	22.22%
/debt ritie	Е	26	0.00%	20	0.00%	22	0.00%	21	0.00%
edits, secu	F	7	0.00%	6	0.00%	5	0.00%	6	0.00%
other credits/debtors for purchases of securities and goods	G	11	0.00%	5	0.00%	8	0.00%	8	0.00%
othe	Н	146	0.00%	169	0.00%	55	0.00%	45	0.00%
Total		1,143		836		833		873	
Total das Operações		126,772		102,155		83,203		56,775	

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