

Finance Industry Development Council (FIDC)

Submitted by Experian
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About Experian India

Experian Credit Information Company of India Pvt Ltd. (ECICI) is a joint venture between Experian and seven leading financial institutions of India.

Our seven joint venture partner institutions are:

- Punjab National Bank
- Union Bank of India
- Indian Bank
- Federal Bank
- Axis Bank
- Sundaram Finance and
- Magma Fincorp

Experian Credit Information Company of India Pvt Ltd is the first Credit Information Company to be awarded a license by Reserve Bank of India under the new Credit Information Companies (Regulation) Act (CICRA) 2005. In our continued growth in India, we have signed up over 200 banks & financial institutions as our members who are utilizing Experian's wealth of consumer database.

Experian began its journey in India in 2006 with a vision to provide best-in-class information services in one of the leading emerging markets. Experian has invested in building a strong team capable of adding significant value to businesses in the country by leveraging the global best practices and its experience of operating in 40 countries. Our representatives in Mumbai, New Delhi, Gurgaon, Kolkata, Chennai and Bengaluru enable businesses to experience our excellent global service delivery. With a highly networked team, we are able to combine our local expertise with global experience to create the best solution for your requirements.

Corporate Overview

Experian is a global leader in providing information, analytical tools and marketing services to organisations. We have the experience of operating credit bureaus in 18 countries coupled with providing data and analytical tools to clients in more than 90 countries.

Experian plc is listed on the London Stock Exchange (EXPN) and is a constituent of the FTSE 100 index. Total revenue for the year ended 31 March 2012 was US\$4.5 billion. Experian employs approximately 17,000 people in 44 countries and has its corporate headquarters in Dublin, Ireland, with operational headquarters in Nottingham, UK; California, US; and São Paulo, Brazil.

Value proposition

Experian strives to bring its international expertise in the credit risk space to the Indian members. Our endeavour is to bring reliable alternative to Indian banks and financial institutions.

Some examples of these differentiators are summarized below;

- Our credit bureau service will be operational 24x7, 365 days per year (subject to a limited, pre-agreed monthly maintenance period)
 - Allows ultimate flexibility to determine optimal processing time of credit applications, either in real-time or batch
- Our award winning data centre is fully resilient with multi-site data processing and full Disaster Recovery Services
- Our Credit Information Report has been designed with the operator in mind. It has a clear intuitive design, simplifying interpretation of the data and highlighting the key areas for further review
- For benefit of our members, we will collect data from them in the existing format. Data will be uploaded to Experian's server directly using FTP link, to ensure the secure data transmission.

Experian Product Offering

Core product: Credit Information Report (CIR)

Our Credit Information Report contains detailed information of consumer's credit history including identity information, credit accounts, loans, payments, recent enquiries and credit score.

CIR Highlights:

- Summary section to reflect synopsis of the report
- Outstanding balance shown separately for secured and unsecured accounts
- Enhanced credit account details & enquiries section that provides in-depth details.
- Address, phone number and identifiers displayed per credit account
- Upto 9 addresses can be displayed per account.
- Color codes to differentiate the status on every account.

Commercials:

Membership Fees:

Fees (all fees exclusive of Service Tax)
Membership Fee: Waived Off for members of FIDC
Annual Fee: INR 10,000/- (Waived for FY 2013-14, 2014-15 & 2015-16)
Transaction Fees: <ul style="list-style-type: none"> Fees are payable monthly in arrears The unit fee applicable is determined by the monthly volume of enquiries undertaken in any given month

Commercials for Consumer Credit Information Report:

Monthly Volumes	Price per Report (INR)
Up to 1000	28.00
Up to 5000	22.00
Up to 10,000	20.00
Up to 30,000	17.00
Up to 50,000	14.50
Up to 75,000	12.00
Up to 1,00,000	9.50
Above 1,00,000	8.00

For example, if a Company draws 1,000 reports in a month, the fee payable would be INR 28 x 1,000 = INR 28,000

All prices are on a 'no-hit no-fee' basis.

No charge will be levied in the event the search does not return any data.

Enquiries 'with score' and 'without score' will both contribute to the total monthly volume of CIR reports, used to calculate the appropriate slab for invoicing purposes

New Business Score(S) Pricing for Credit Information Reports

Monthly Volumes	Price per score (INR)
Upto 1000	15.40
Upto 5000	12.10
Upto 10,000	11.00
Upto 30,000	9.35
Upto 50,000	8.00
Upto 75,000	6.60
Upto 1,00,000	5.20
Above 1,00,000	4.40

A Delphi for New Business score fee is payable for all CIR's 'with score'.

The fee for the Delphi for New Business score is payable in addition to the price of the CIR. For example, if a Company draws 1,000 CIR's 'with score' in a month, the fee payable would be $\text{INR } 15.40 \times 1,000 = \text{INR } 15,400$ plus $\text{INR } 28 \times 1,000 = \text{INR } 28,000$. Total fee of INR 43,400.

Contact Information

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