



EXPERIAN HELPS VTB 24 TO SIGNIFICANTLY REDUCE COSTS AND BOOST OPERATING EFFICIENCY

New Business SM, Collect SM and Hunter from Experian reduce operational costs, facilitate decision making and improve the bank's credit portfolio

Moscow, February 12, 2008 - Bank VTB 24, part of VTB Group, one of the fastest growing Russian credit institutions serving individuals, entrepreneurs and small businesses, has reported a substantial increase in efficiency across its operations following the introduction of a series of products from Experian®, including New Business SM, Collect SM and Hunter.

Since July 2006, VTB 24 has been using scorecards for all of its retail products (credit cards, consumer loans, autoloans and mortgages), which are part of New Business SM software module. New Business SM enables the bank to develop strategies for working with customers based on scoring models and information received from credit history bureaux. According to Vadim Kulik, VTB 24 Senior Vice President, "the system enabled the bank to move from an expert-based model of assessing borrowers and warranters to a model based on statistical probability derived from statistical data. Implementation of the system has enabled us to simplify solvency assessment, reducing the time needed for lending decisions from three hours to 30 seconds, reduce operating risks by preventing internal fraud through customer data, use mathematical and statistical methods to determine limit sizes, which helped us grow the credit portfolio to 4 billion rubles or 360 million rubles in additional annual revenue, and reduce 30-day delinquencies (FPD) by half (in consumer financing)."

New Business SM enabled the bank to centralise its decision making processes to its Moscow headquarters, serving the bank's expanded network across the country. As a result, VTB 24 increased productivity in application processing and decisioning by 28 times.

VTB 24 also implemented Collect SM, a system designed for collections. According to V.Kulik, "the system enables us to take into account all measures taken in respect to customers with delinquency and apply various strategies depending on the loan amount, term and behavioural characteristics of the borrower. This enabled us to increase efficiency in collections of under-30 day delinquencies (FPD) by 13% and 90 day plus delinquencies by 50%."

As part of its initiatives to reduce risks and minimise losses from fraud, VTB 24 is implementing Hunter, a specialist Experian solution used by organisations in over 30 countries worldwide to prevent credit fraud during application processing. Hunter will be implemented in a real-time environment, integrated with the bank's application processing system. As a result, decisions on genuine customer applications can be made automatically and new business rapidly accepted, while suspect fraudulent applications are highlighted, investigated and can then be declined, preventing fraud losses from occurring in the first place.

Daniel Zelenski, Head of Experian's Decision Analytics division in Russia and CIS, said: "We are very pleased that one of Russia's leading credit institutions is benefiting from our solutions as a result of the partnership between our two organisations. By implementing risk management tools, such as New Business SM, Collect SM and Hunter, provided by Experian's Decision Analytics division, VTB 24 has put its trust in these tools to be the most efficient available, and we, in turn, expect that these tools will be used by VTB 24 with maximum effect. Experian has all necessary resources to further our co-operation to VTB 24's advantage."

About Experian

Experian is a global leader in providing information, analytical and marketing services to organisations and consumers to help manage the risk and reward of commercial and financial decisions.

Combining its unique information tools and deep understanding of individuals, markets and economies, Experian partners with organisations around the world to establish and strengthen customer relationships and provide their businesses with competitive advantage.

For consumers, Experian delivers critical information that enables them to make financial and purchasing decisions with greater control and confidence.

Clients include organisations from financial services, retail and catalogue, telecommunications, utilities, media, insurance, automotive, leisure, e-commerce, manufacturing, property and government sectors.

Experian Group Limited is listed on the London Stock Exchange (EXPN) and is a constituent of the FTSE 100 index. It has corporate headquarters in Dublin, Ireland, and operational headquarters in Costa Mesa, California and Nottingham, UK. Experian employs around 15,500 people in 36 countries worldwide, supporting clients in more than 65 countries. Annual sales are in excess of \$3.8 billion (£1.9 billion/€2.8 billion).

For more information, visit the Group's website on www.experiangroup.com.

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About Experian's Decision Analytics division

Decision Analytics is the international division of Experian specialising in providing credit risk and fraud management consulting services and products. Over more than 30 years, it has developed its best practice analytical, consulting and product capabilities to support organisations to manage and optimise risk; prevent, detect and reduce fraud; meet regulatory obligations; and gain operational efficiencies throughout the customer relationship. With clients in more than 60 countries and offices in more than 30, the decision Analytics Division of Experian delivers experience and expertise developed from working with national and international organisations around the world across a wide range of industries and business size.

For more information, visit the company's website on www.experian-da.com.

VTB 24

VTB 24 is one of the leading Russian institutions on the retail banking services market, having grown rapidly to gain its leading positions in a relatively short time. The bank is a subsidiary lending institution of VTB and specialises in serving private individuals and small businesses. The bank is currently ranked second in Russia in terms of deposits and retail loans.

VTB 24 focuses on retail services only, and, due to its application of simple and fast decision making methods, the bank can quickly respond to any changes in market conditions whilst providing its customers with the best service options. The retail business's separation into a stand-alone structure ensures dynamic growth and continual service quality improvement in this market.

VTB 24 has ratings by international ratings agencies, including Fitch Ratings, Moody's Investors Service, Standard & Poor's and Moody's Interfax.

VTB 24 offers a wide range of products and services to private individuals and small businesses: consumer loans, mortgages, car loans, credit cards, VISA and MasterCard International Payment System Cards, deposits for private individuals, currency and cheque operations, money transfers, security deposit box services, Telebank remote banking services, stock exchange-related services, FOREX international currency exchange services, and asset management services.

All deposits at VTB 24 are insured in accordance with the procedures, limits and conditions of the Federal Law "On Insuring Deposits of Private Individuals in Russian Federation Banks."

The bank's affiliates are present in all regions with key roles in the country's economy, offering their customers hi-tech products and services in accordance with the international financial practices. Some of the bank's services are available round-the-clock. The VTB 24 network consists of 333 offices in Moscow, Moscow Region, and the key RF Regions.

For more information, visit the bank's website at www.vtb24.ru

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