Enhanced CreditVision® Score

Sharper borrower differentiation for smarter lending

Background:

For over 25 years, the **CIBIL Score** has been India's benchmark for assessing consumer creditworthiness, helping lenders make informed credit decisions across millions of borrowers.

Today, however, the lending landscape is evolving. Borrower profiles are younger, credit access is faster and consumption-driven lending has expanded significantly. As a result, borrower risk patterns are becoming more dynamic and harder to assess using traditional approaches.

This shift has created a clear need for **sharper borrower differentiation and more precise risk ranking**, especially within similar score bands. In response to these evolving market dynamics, TransUnion CIBIL introduces the **Enhanced CreditVision® Score**, the next evolution of the **CIBIL Score** designed to help lenders make more confident credit decisions over and above their existing scores.

How Enhanced CreditVision® Score helps lenders:

Make faster, more confident credit decisions

Leverage finer, nuanced customer segmentation to strengthen credit risk assessment and improve overall decision accuracy

Improve approval decisions without increasing portfolio risk

~ **22%* improvement in capture rate** at key population deciles

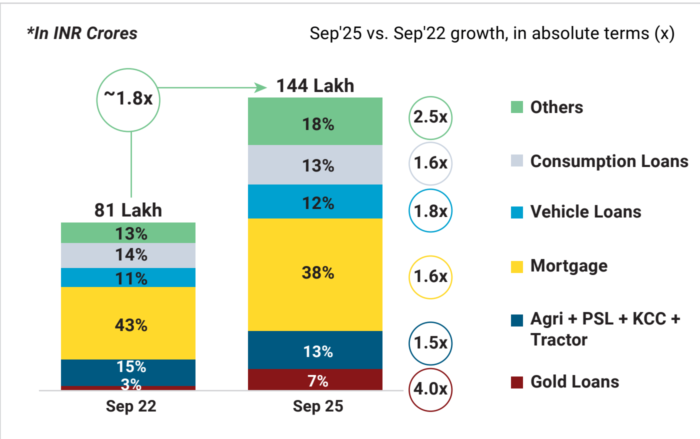
Strengthen portfolio quality

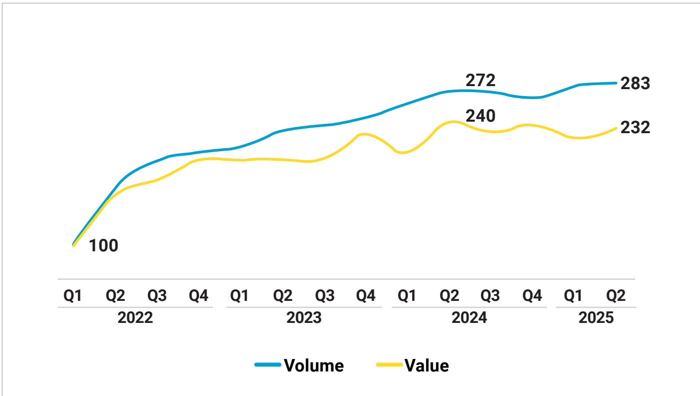
Early visibility into emerging behavioral risk signals helps lenders identify potential stress sooner and improve long-term portfolio health

Align risk assessment with evolving borrower behavior

Incorporates recent behavioral trends and evolving product mixes to keep underwriting models relevant

Now, to understand why sharper risk differentiation is no longer optional and how lending dynamics are shifting, the data below highlights how origination volumes, product mixes and risk patterns have evolved in recent years.





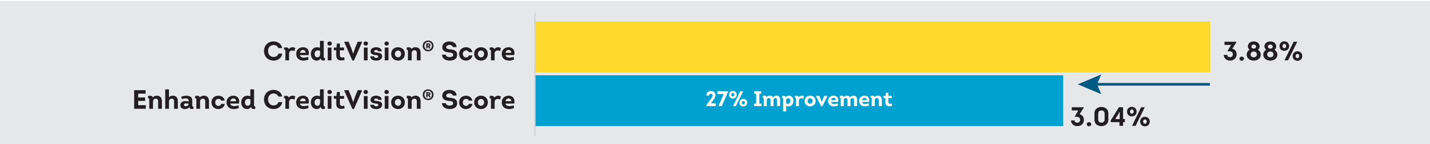
Indexed Origination Value & Volume (Q1'22 Index = 100)

Retail lending is still growing, but growth is becoming more selective, competitive and more risk-sensitive.

Improvements are based on internal test results; actual improvements may vary across member portfolios & lending strategies.

Validated Results: Better risk separation without sacrificing growth

Enhanced CreditVision® Score consistently outperforms the existing CreditVision® Score across approval quality and borrower capture.



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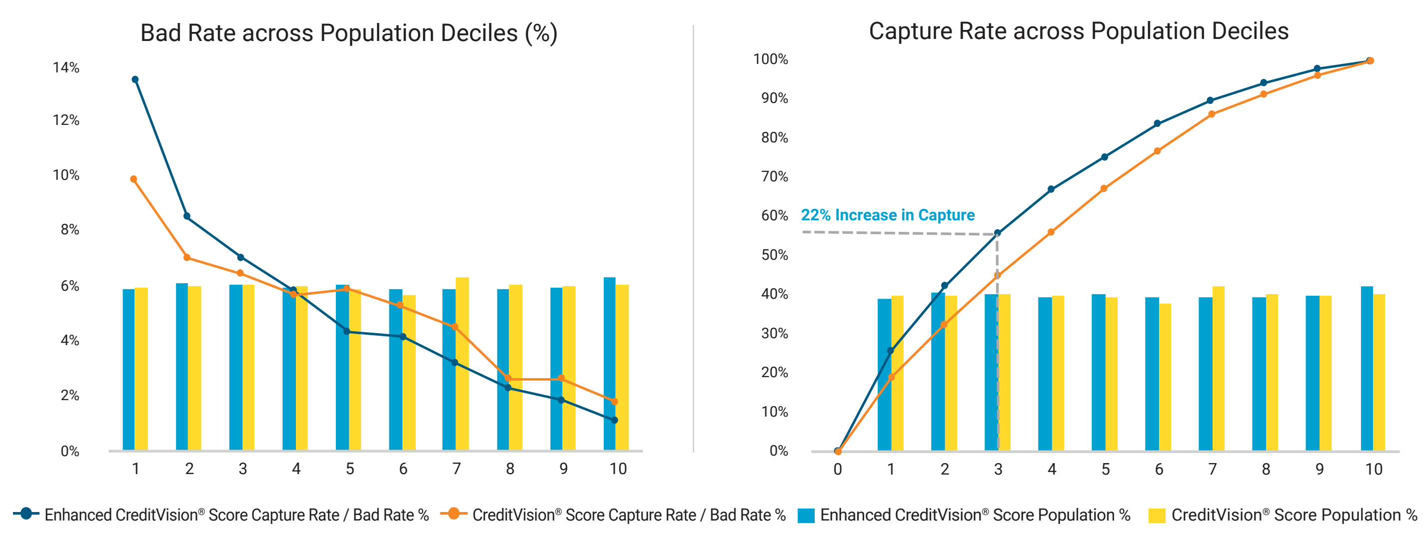
Improved Performance and Population Distribution across Score Scale	Increase in Capture Rate over existing Score of 22% at top 3 Population Decile



These performance gains are driven by fundamental improvements in how risk is modeled and measured in Enhanced CreditVision® Score.

What is different in the Enhanced CreditVision® Score?

Event-based credit behavior:
Evaluates credit attributes based on the actual event date, capturing borrower behaviour more accurately.

36-month trended behavioral insights:
Leverages 36 months of credit behavior trends to better differentiate borrowers with similar current credit profiles.

Direct liability-focused scoring:
Assesses only the borrower's direct liabilities**, enabling clearer and fairer risk evaluation.

Advanced behavioral risk indicators:
Scoring models incorporate new and upgraded algorithms to improve risk default prediction.

Revised Bad Rate:
The Enhanced CreditVision® Score is now modelled on a default event (90+ DPD) on one or more tradelines in the next 15 months rather than the traditional 12 months followed across our previous model. This is to ensure that a wider array of defaults is factored including those of Agri / Tractor and Priority-Sector Lending that lenders usually measure with a wider repayment horizon.

***Guarantor trades are considered in scoring only when they are reported as 'Guarantee Invoked' by lenders.*