

Cat Beach

From: Justin Alves
Sent: Tuesday, 5 April 2016 10:33 p.m.
To: Geoffrey Scott; Celia Coombes; Nathanael Mackay
Cc: Dan Smidt
Subject: RE: IESOG update April 13.docx to steve [IN-CONFIDENCE]

The depth and breadth of penetration of this education loan fraud across the Indian student market is rather concerning: so far there has been no agent we've looked at which hasn't been using it, to some extent or another.

That said, if it stays at 15-20 encounters a week then I'm not sure that it, by itself, is going to make a significant dent in the overall % student approval rate for MAO. Plus the agents will gradually adjust to us and move on to something else, which should reduce the tempo of this particular fraud.

For now the new SOP is certainly running well though: there have been 15 more catches reported this week already, and it's only Tuesday.

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