

# CASE STUDY

## VINNI GOSAIN

Vinni envisioned doing an MBA from a top five Business School given her career experience and knowledge. Originally from New Delhi in India, she worked two years at a start-up and five years with McKinsey in New Delhi.

### WHY SHE DECIDED TO PURSUE HER MBA

Vinni has always been career focused, and began working as soon as she finished her undergraduate degree. She managed delinquent debts at a start-up before moving to risk analytics at McKinsey.

In her role, she faced challenges but overcame them through hard work and the commitment to excel. Within 4.5 years at McKinsey, Vinni secured two promotions ahead of her peers, and built trust among a wide network of colleagues. Her mentors at the firm recommended a top international B-School MBA to further her aspirations to be a leader and fast track her career.

To Vinni's surprise, having a top firm on her CV, strong recommendations, a great GMAT score, and recognisable work accomplishments were not enough to pursue an MBA. She realised that funding for an international postgraduate degree can be more difficult than the competitive admissions process.

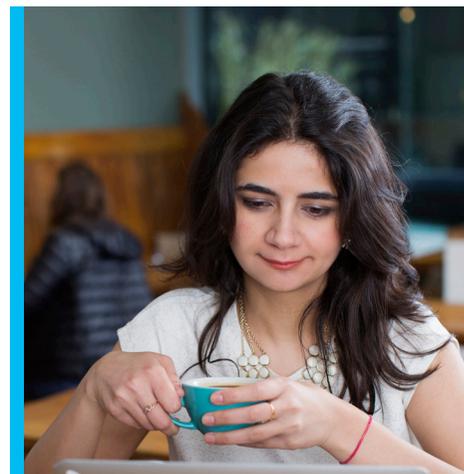
### PRODIGY FINANCE BUSINESS MODEL AND COMMUNITY

Vinni was amazed to see a company like Prodigy Finance exists – a business that specialises in recognizing the potential in people. Her

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experience with financial institutions in India made her believe that the lending system is broken and closed to high potential people in her circumstances.

Vinni believes that Prodigy Finance's innovative model is adding incredible value – particularly to driven women from emerging markets. Vinni attended an event in New Delhi that brought together Indian Prodigy Finance borrowers (who have repaid their loans) with interested students and she instantly felt part of a local community that understood her dreams of



international education. Recognising that her Prodigy Finance loan changed her life, Vinni is determined to pay back and would love to become an investor – paying forward the opportunity others afforded her.

### FINANCING YOUR MBA: OTHER OPTIONS VS. PRODIGY FINANCE

Vinni was aware that a top international MBA would cost a fortune and she was prepared to take an education loan to finance it, since she completely believed in herself that she would have the ability to repay it. She reached out to all banks in India that offered education loans in India to finance her MBA from London Business School (LBS). She thought it would be very easy due to the excellent university brand recognition for LBS in India.

The various banks that she reached out to, demanded collateral plus an interest rate of 11+% and insisted that both her parents leave retirement and go back to work. Despite these conditions, in the end the majority of the banks refused to give her any funding even though the collateral that she was offering was 3 times more valuable than the

loan value. She spent over GBP 8,000 on this process, which is a small fortune in India. In the end, she felt she had wasted three months of her life and a considerable sum of money only to be left without financing options. This whole process exasperated Vinni and reduced her hard-earned savings for her deposit at LBS. "I did not understand why I could not get a fair loan despite my good income, excellent credit score, great job prospects, no history of defaults and even reluctantly offering high collateral."

VINNI HAD HEARD ABOUT  
PRODIGY FINANCE  
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This whole experience led to Vinni forcing to believe that "talent" is not recognized by Indian financial institutions. At that point, Vinni had heard about Prodigy Finance through a friend and decided to attend an event in New Delhi. She was surprised that Prodigy Finance agreed to finance her MBA within a week, asking for basic personal information, a few standard supporting documents, and no hidden fees. "I could not believe there were no hidden terms & conditions, just a straightforward and transparent way to get an education loan." Prodigy Finance took less than a week to approve her loan application. Prodigy Finance was so helpful that Vinni was finally able to focus on securing her study visa and her big move to London. "I still do not have words enough to thank Prodigy for making my dream come true. Had it not been for Prodigy Finance, I could never have done my MBA."