

## Tables and Figures

### TABLES

1.1	Methods of Reducing Uncertainty in Lending (Excluding Screening and Sanctioning)	18
1.2	Formalization of Decision Making with the Use of Different Screening Methods	21
1.3	Contradictory Solutions to Uncertainty and Complementarity Problems in Emerging Credit Card Markets	23
6.1	Fees Charged by Russian Banks for Cash Withdrawals and Noncash Transactions on Visa and Europay/MasterCards in 1998	106
6.2	Advertised and Real APR on Consumer Loans in Select Banks in Russia in 2005	112
6.3	Signing Cardholders Up: Stick Versus Carrot	118
6.4	Comparison of Different Solutions to the Uncertainty and Complementarity Problems	120

### FIGURES

1.1	Number of Cards per Capita in Russia and Select Countries of Eastern and Central Europe from 1999 to 2006	3
1.1	Interchange Network in a Credit Card Market	27
2.1	How Banks Use Bi-Level Networks to Access Prospective Consumers	40

5.1	“Hubs-and-Spokes” Market Model	86
5.2	“Hubs-and-Spokes” Market Model (American Credit Card Market)	88
5.3	“Snowflakes” Market Model (Russian Credit Card Market)	89
6.1	Cards Issued by Russian Banks from 1996 to 2006	101
6.2	Volume of Card Transactions in Russia from 1996 to 2006	101
6.3	Total Card Transactions (Including Cash Withdrawals) and Retail Card Purchases in Russia from 2001 to 2006	102
6.4	Bank Lending to Russian Households from 1998 to 2006	110
6.5	Annual Growth Rates of Lending to Households, Household Deposits, and Lending to Enterprises in Russia from 1999 to 2006	110
6.6	GDP, Retail Market, and Real Income Growth Rates in Russia from 1999 to 2006	113
6.7	Barriers in the Transition from Salary Cards and Consumer Lending to Credit Cards	120