

Account receivables management with focus on Russia

Risk management, Evaluation, Recovery practices.

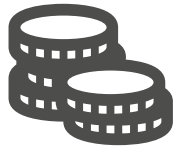
EOS Russia

2020

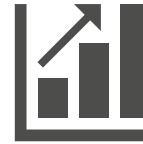


Receivables and past due receivables in B2B in Russia in first half of 2020

(Exchange rate is 90 RUB/1 EUR)

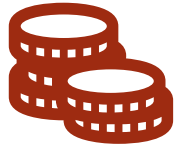


555,2 EUR bln
Volume of receivables



+ 14,1%

First half of 2020 growth of
past due receivables



33,7 EUR bln
Volume of past due
receivables



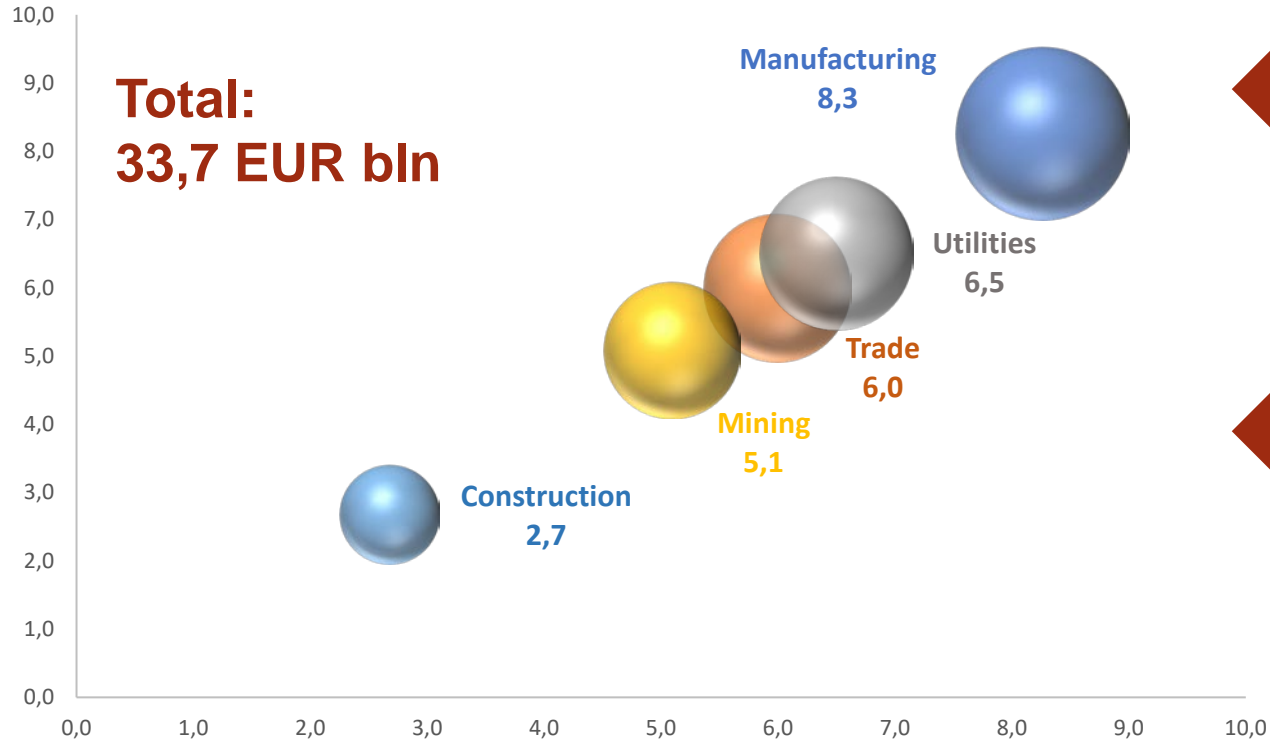
15 287

(+12% first half of 2020 growth)
Companies with past due debts on
its balance sheets

Source: Rosstat

**Volume of past due receivables reached its peak
in first half of 2020 for 6 years**

Past due receivables structure by sectors (EUR bln)



1

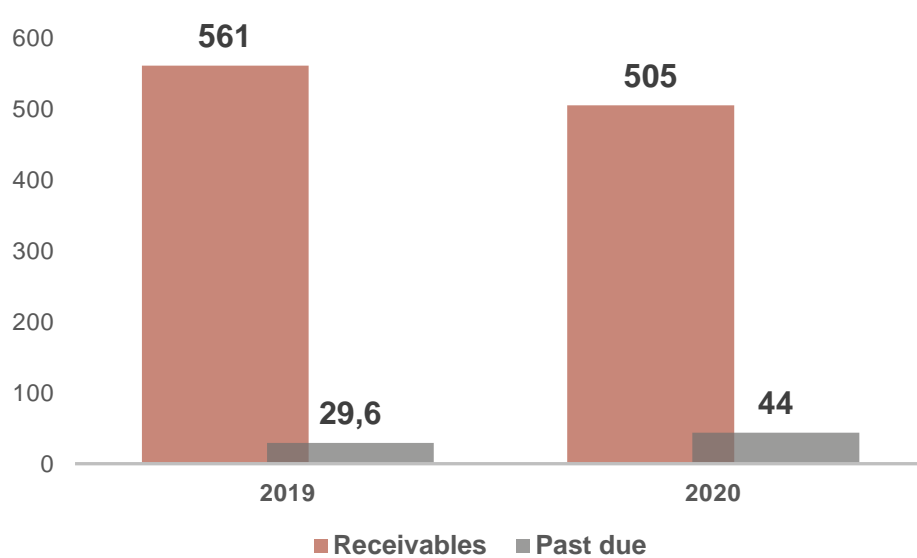
85% of all past due receivables are concentrated in 5 sectors

2

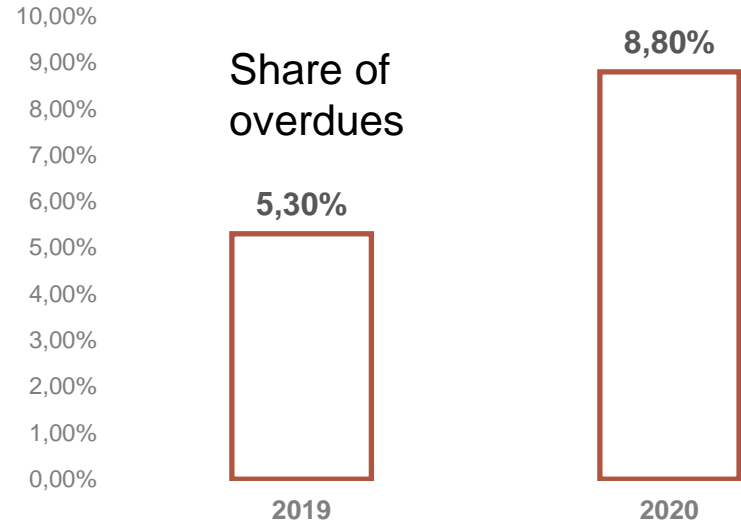
Manufacturing is main driver with 25% share

Source: Rosstat

Receivables and outstanding receivables forecasts for 2020 (EUR bln, %)



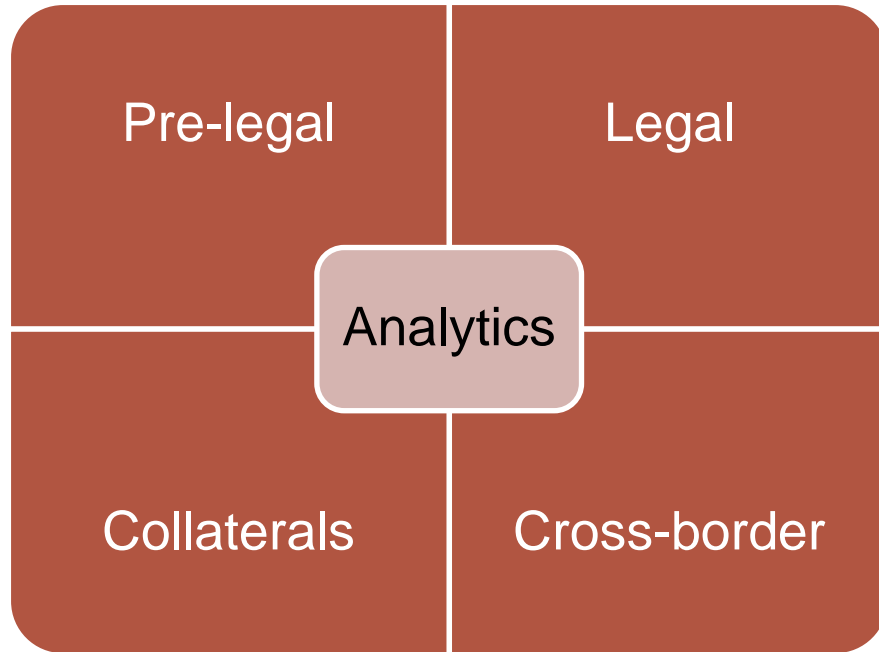
Source: Rosstat



Source: Rosstat

We expect slowdown of commercial activity due to financial, oil and corona crises. Expected relative growth of bad debts in 2020 is +50% (8,8% share), taking into consideration practice of 2014-2015 crisis season.

EOS Russia. B2B outstanding receivables recovery department



EOS Russia. Solutions

Customized recovery approach

- ❑ Analysis: audit - construction of debtor's profile (*using of special data services about owners, subsidiaries, assets, financial reports, claim and court statistics*), finding its “sensitive (recovery) points”;
- ❑ Pre-legal “win strategy”: recovery tools, based on debtor’s profile and “sensitive points” ;
- ❑ Legal steps: Lawsuit, Enforcement of judgments, Bankruptcy;



EOS Russia. Recovery tools

- Discount/Instalment payment plan;
- Discount/payment of remaining balance;
- Debt purchase (by third party);
- Realization of collaterals or other assets.



Case from practice №1

- ❑ **Creditor** – German manufacturer
- ❑ **Debtor** – Russian trader
- ❑ **Business** – Supply of cacao
- ❑ **Supply terms** – 2014-17 years
- ❑ **Claim** – > 9 million EUR
- ❑ **Recovery tools as result of analysis** – pre-legal mediation, account of counterclaims, discount agreement.
- ❑ **Decision** – one-time payment of 4,5 million EUR



Case from practice №2

- ❑ **Creditor** – Slovakian manufacturer
- ❑ **Debtor** – Russian manufacturer
- ❑ **Business** – supply of raw materials
- ❑ **Supply terms** – 2015 year
- ❑ **Claim** – 45 EURk
- ❑ **Recovery tools as result of analysis** – pre-legal mediation based on analyzed data, payment agreement
- ❑ **Decision** – Payment plan for 6 months (in equal payments)



Case from practice №3

- ❑ **Creditor** – Bank
- ❑ **Debtor** – Trade company
- ❑ **Business** – Secured loan backed by collateral and guarantees by companies and individuals.
- ❑ **Claim term** – from 2016 year
- ❑ **Claim** – 160 EURk
- ❑ **Recovery tools as result of analysis** – mediation with guarantors based on analyzed data, collateral evaluation, dept purchase by guarantor after discount.
- ❑ **Decision** – one-time payment of 80 EURk



EOS Group – is one of the leading technology-driven financial investors and an expert in the processing of outstanding receivables:

**Member of
Otto Group**

- EOS is part of the Otto Group
- EOS Group offers some 20,000 customers in 26 countries around the world smart services for all their receivables management needs
- In 2019 EOS Group has once again been given an 'A' rating Hermes Rating Deutschland GmbH for the 15th time in a row

EOS Russia is the most successful project of EOS Group.

13 years in Russia,
Head office in Moscow ,
5 Call-centers,
20 offices in the biggest cities,
790 FTE.

EOS Russia offers comprehensive
receivable management services :

- Contingency service
- Legal and proceedings management
- Debt purchase

Portfolio under management includes
4,3 million debt cases

EOS holds significant market power – collaborates with leading banks and offers receivable management services and cross-border debt collection for B2B



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