



“Bad Debts Collection”

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BAD DEBTS COLLECTION



Methods

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- **Mediation**
- **Restructuring**
- **Investment**
- **External “attack” (mass media, creditors, public authorities)**
- **Internal “attack”**
- **Litigations**



Mechanisms

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- **Typical**

- Negotiation

- Litigation

- **Non-typical**

- ...



Price-list

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Flexible payment

(1) Fees for Debts collection services



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- Payment terms and conditions:
- Up to 10% of debt's amount (depending on debts amount and agreement with the client)
- Minimal debt's amount is USD 200 000

Debt's category (ths. USD)	Fee (%)
200 – 300	10
301 – 500	8
501 – 1 000	7
1001 – 5 000	5
5001 – 10 000	3
More than 10 000	2

Payment Procedure for Services on Debts Collection:



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Outcome	Prepayment	Final payment
Full debts collection	30% of fee amount	70% of fee amount
Partial debts collection	30% of fee amount	10% of the collected amount (but no more than the fee for each debt's category)
Debt's write-off (provisioning, resource – gross expenses)	30% of fee amount	No/based on the actual costs incurred (1000 UAH per hour including prepayment)

(2) Subscription services on debts collection
 (ths.USD per month)
 + payment after the services are conducted*



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Debt sum	301 - 500	501 - 1000	1001 - 5000	5001 – 10 000	More than 10 000
Subscription services amount***	500	1 000	2 000	3 000	4 000
Amount	6,0% of RS**	4,5 % of RS **	3,0 % of RS **	2,0% of RS **	1,0% of RS **

* financing of external services is not included in the fee

** recovery sum

*** Subscription services is paid in advance

(3) Consulting services and development of collection strategy



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Object	legal due diligence	Strategy	Legal support of the project *	Strategy adjusting (dist.)
Amount	From 3000 USD per 1 project	From 5000 USD per 1 script at 1 project	1000 UAH per hour	1000 UAH per hour

**participation in negotiation, litigation, etc. without any documents drafting*



Discount

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While implementing the **first** contract
there is a

50%

discount feeregardless of debts sum*

** the discount is provided in case of agreement on legal support of at least 3 projects
the discount is provided for the project that has average debts sum from 3 projects*

MASS LOANS



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LEGAL Collection

1 DEBT = 2 500,00 UAH

- **1000,00 UAH - for filing bill in a court**
- **1 500,00UFH - for the receipt of executive document**

And

**Some %% of the amount of the
exacted monies (by arrangement)? but no less than 10%**

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