



Studio Legale
Balestra

Legal ReKovery

What is Legal ReKovery?

Legal ReKovery is a brand new program conceived by Kreos Srl (an Italian collection agency) together with Studio Legale Balestra (an Italian law firm), with the purpose to turn into cash the high number of NPL positions nowadays on the market

Why Legal ReKovery?

Nowadays the credit market all over the world is moving towards Non Performing Loans: these are characterized by the high number of positions and by being hard to recover.

Therefore, a very specific, fast and global working plan is needed.

Legal ReKovery is the answer to these needs:

- It combines the extrajudicial collection and the power of legal proceeding and our partner investigators ability to collect information;
- Through the process development we can reduce fixed costs;
- The process is completely autonomous without interruption from legal reminder to execution and selling of the good, allowing the creditor to have a single reference person through the whole process and to receive the cash;



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Who is behind Legal ReKovery?

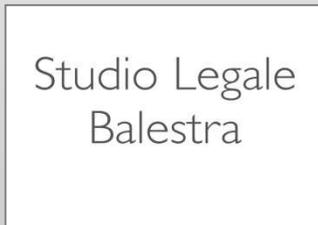
Introduction To Legal ReKovery



Credit collection society with more than 10 years of experience, organized to perfectly integrate extra judicial and judicial credit collection. It created a team of collaborators specialized in NPL credit collection, also trained in executive procedures

Find out more on:

[Info www.kreos-srl.com](http://www.kreos-srl.com) (English page soon available)



Law firm specialized in banking and commercial law, credit collection and executions, cooperates with Kreos srl since its establishment to process together credit collection positions both commercial and non performing.

Find out more on:

[Info www.studiolegalebalestra.it](http://www.studiolegalebalestra.it) (English page soon available)

Legal ReKovery

- **When is Legal ReKovery used?**

Legal ReKovery has been successfully used for quite some time to manage small and medium-sized businesses commercial credit, to manage collection of deteriorated loans of Banks and Financial companies, to cash in PRATICHE CEDUTE and NPLs.

The essential element for the whole system is the full and autonomous interchange between extra judicial and judicial phases, that are mixed by the working team to get the major results at minimum fixed costs.

This synergy allows to integrate the two phases without interruption: for example, after a notified injunction, the Legal Recovery model plans for an immediate phone or home solicitation, performed by specifically trained personnel, in order to find a payment arrangement with the debtor.

With this strategy we achieve many advantages:

- The persuasive power of a Ruling issued by the court is fully exploited;
- At the same time, though, we can operate in a conciliatory and cooperative way with the debtor, always keeping in mind that common agreements tend to be more fruitful than compulsory measures (just to cite an example, nowadays the redemption of injunction related to paperwork classified AA is higher than 70%);
- In case of success, typical operating costs such as registration and taxes, reminders, writs, are spared;
- In case of failure and according to the rating given to the paperwork it is possible anyway to operate in an enforced way and if possible attempt a further agreement in the successive stages (writ, execution, sale).

Legal ReKovery

How does Legal ReKovery work?

PHASE 1 – FILTER POSITIONS

- DEBTORS WHO ARE IMMEDIATELY REACHABLE:
 1. We send a legal warning to the debtor;
 2. We immediately start the phone/home collection activities.
- DEBTORS WHO ARE NOT IMMEDIATELY REACHABLE::
 1. We do all the appropriate activities to find out the debtor (informative reports, researches, by workplace, neighbors, relatives);
 2. Depending on the debt's amount, we can submit complete investigations to our partners;
 3. We send a legal warning to the new debtor's address.

STAGE 2 – COLLECTION & LEGAL

- PHONE/HOME COLLECTION ACTIVITIES AFTER THE LEGAL WARNING:
 1. We autonomously assess cash in, recovery plans, agreements in full and final settlement.
 2. We close cashed in positions.
- ACTIONS ON NEGATIVE POSITIONS:
 1. We assign each position a rating based on multiple factors (i.e. amount, availability, debtor's conditions, information, properties).
 2. Depending on this rating, we can proceed with enforcement order or payment injunction;
 3. We immediately start the phone/home collection activities based on those order/injunction;
 4. We close cashed in positions.

STAGE 3 – LEGAL PROCEEDINGS

- ACTION ON NEGATIVE POSITIONS depending on this rating:
 1. We notify the order;
 2. We immediately start the phone/home collection activities based on the notification;
 3. We define a complete and autonomous executive process (repossession of goods, repossession of properties, garnishment), together with agents on the territory accompanying bailiffs. .

Legal ReKovery

Where is Legal ReKovery?

Legal ReKovery programs are managed by Kreos Srl and Studio Legale Balestra at their headquarters in Northern Italy, Via Mondovì 107 12089 Villanova Mondovì (CN) (please see indications below).

In our headquarters there are over 40 phone collection workstations, head office for intelligence, home collection and support for the bailiffs. The Firm also provides coordination with all the other firms all over Italy.

Introduction To Legal ReKovery

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Our headquarters are located near Turin in the north-west of Italy and they are easy to reach by car by the A6 Torino – Savona highway.

We can provide transfer from the main airports :

- Turin, Aeroporto di Torino-Caselle (TRN);
- Milan, Aeroporto di Milano-Malpensa (MXP);
- Milan, Aeroporto di Milano- Linate (LIN)