

Debt Sale – eind goed, al goed !

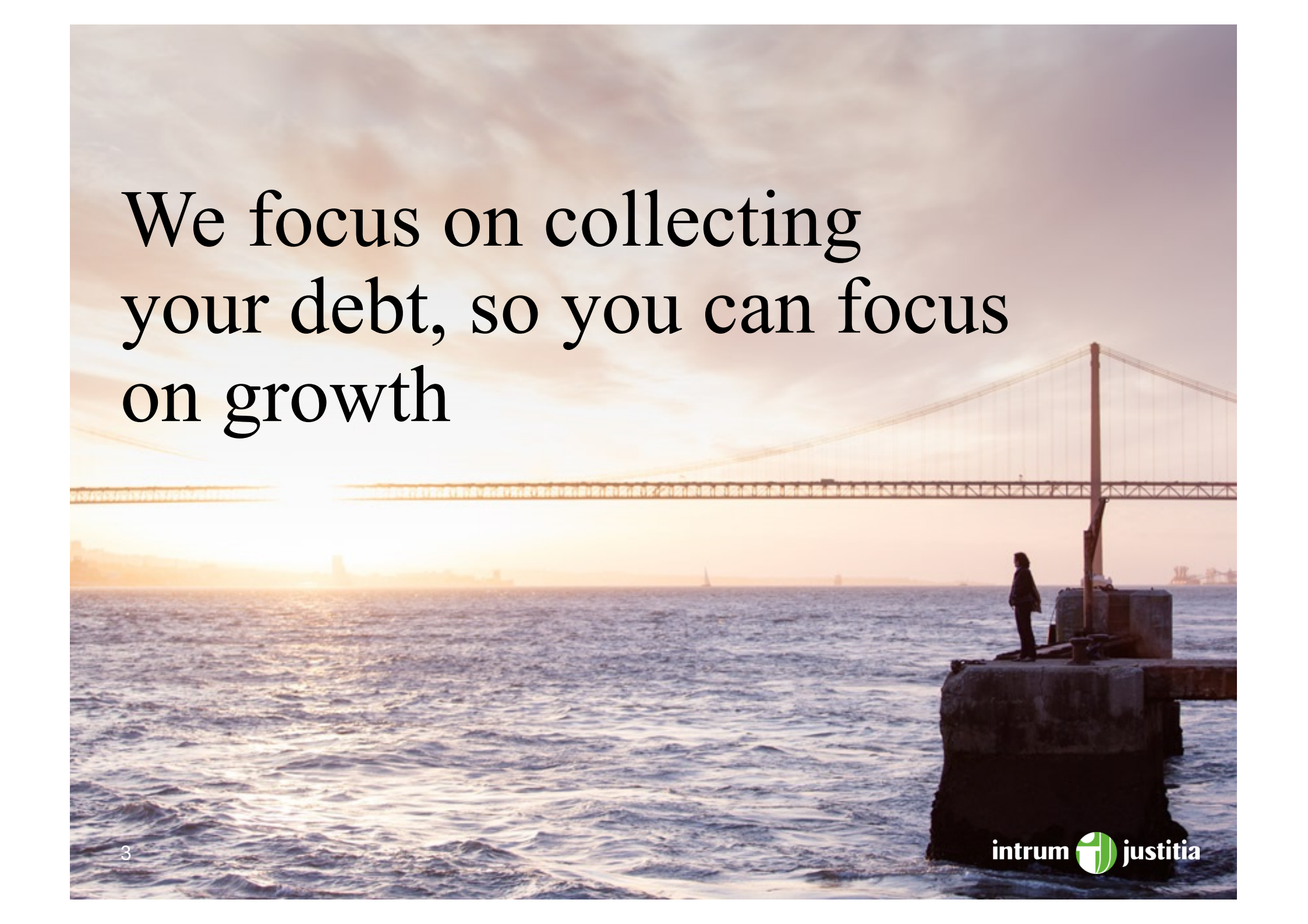
Guy Colpaert (Managing Director België)

Benoît Craenenbrouck (Credit Management Expert)



We are a *catalyst* for
a *sound economy*.

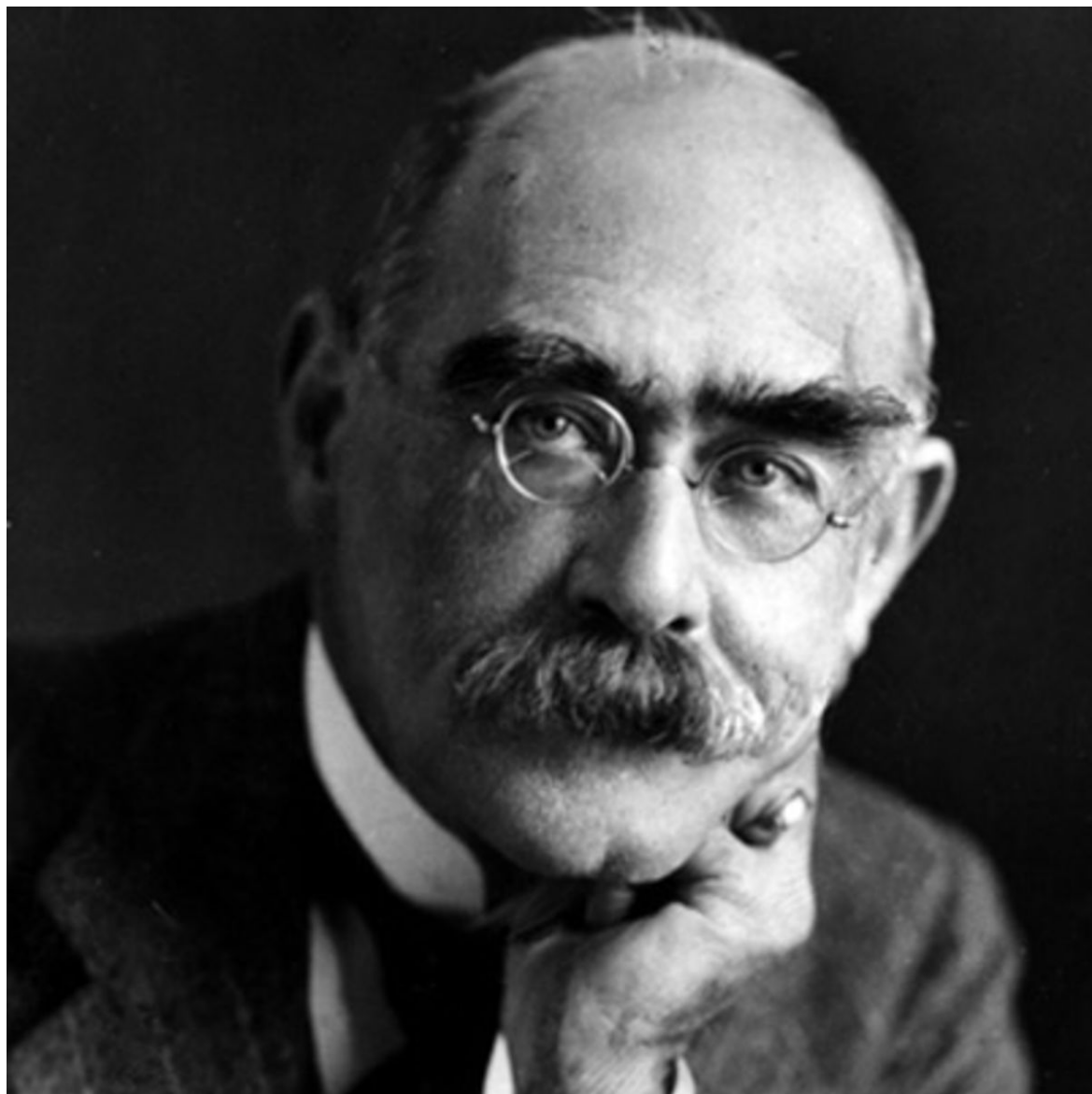




We focus on collecting
your debt, so you can focus
on growth

Debt Sale – Eind goed, al goed!





”
I keep six honest serving men
They taught me all I knew
Their names are **What**, and **Why** and
When;
and **How** and **Where** and **Who**.”

Rudyard Kipling (1865-1935)



Why?

THIS IS WHY.



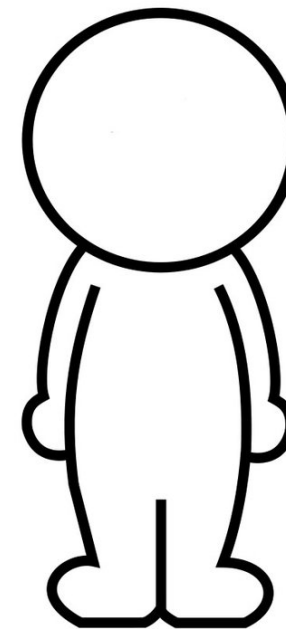
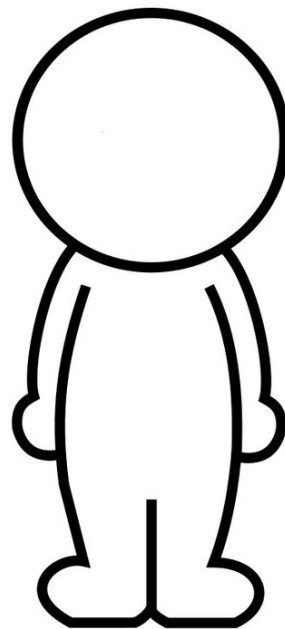
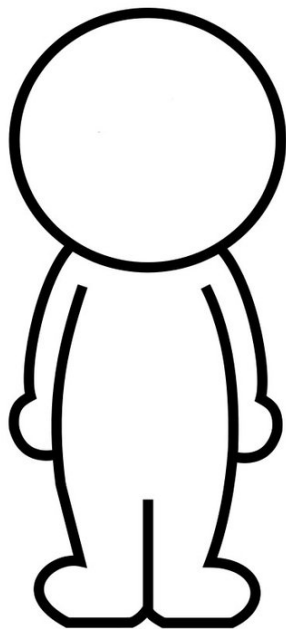
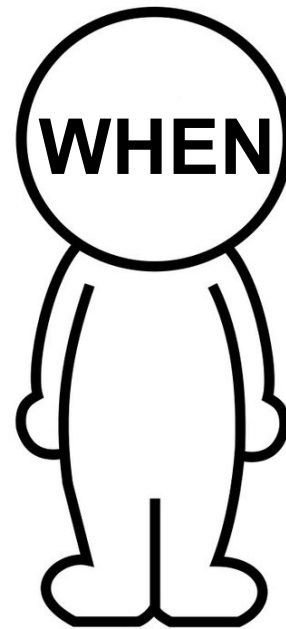
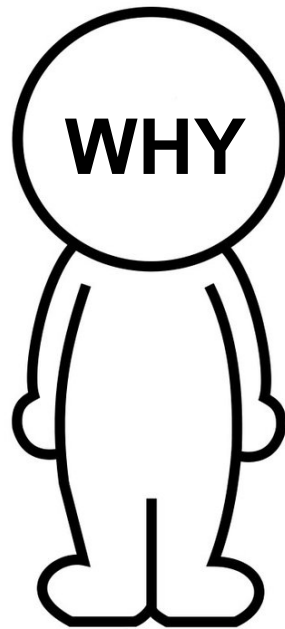
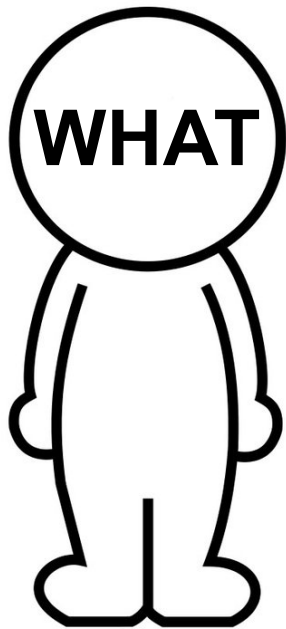
LESS

1. 'OPEX'
2. Bad debt
3. Risk



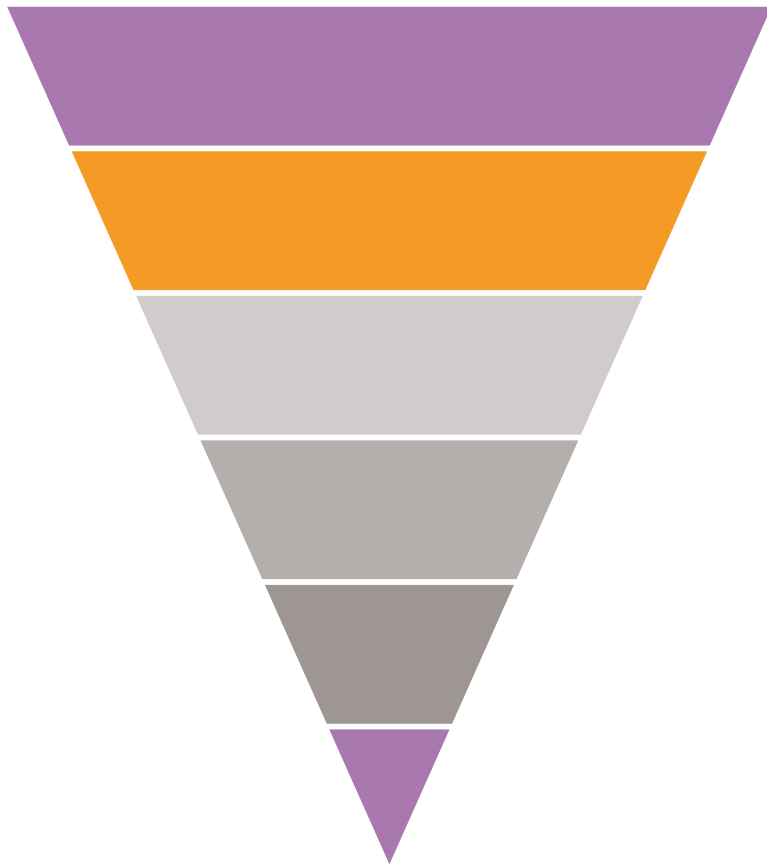
MORE

1. Directe Cash flow
2. Simplicity
3. Balance cleaning



WANNEER ?

1. Order to cash keten



2. Frequentie

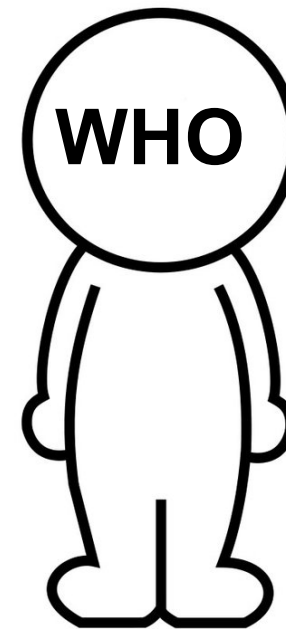
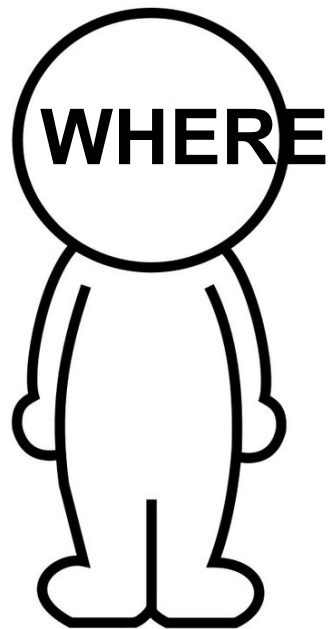
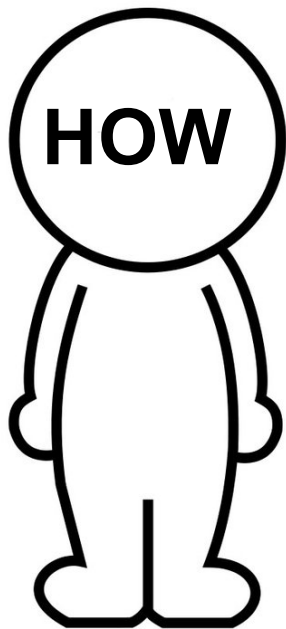
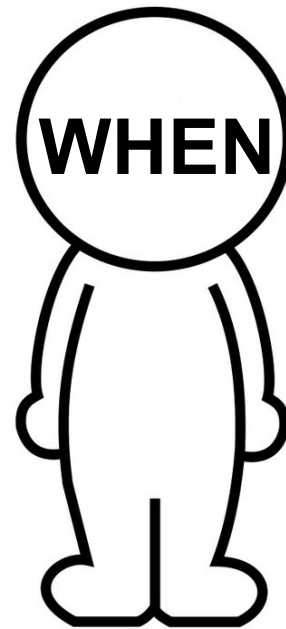
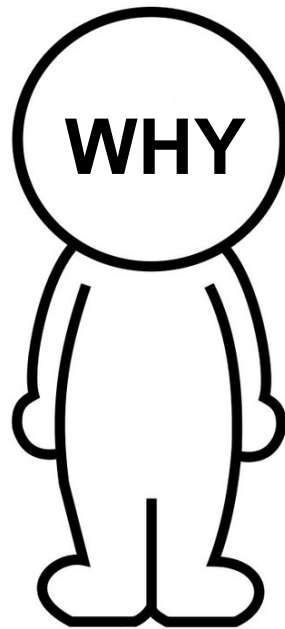
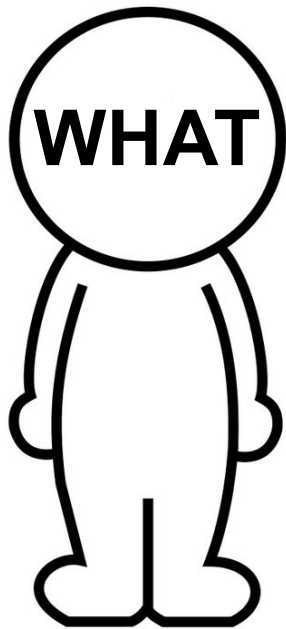


HOE ?

Step
by
step



1. Scope
2. Datafile
3. Analyse
4. Indicatief bod (2 w)
5. Due dilligence
6. Finale analyse
7. Binding offer (4 - 6 w)
8. Signature
9. Hello / Goodbye



Ja, maar ...

- Verlies van controle
- Betwistingen
- Ik wil een dossier terugtrekken
- Reputatie risico

What our customers say

“Vanaf het begin van het verkoopproces van onze dossiers heeft Intrum zich gepositioneerd als een solide partner. Het veelvuldige en relevante contact tijdens de due diligence waren de basis voor een kwalitatief partnerschap. ”



(Buy Way)

What our customers say

“Intrum heeft, door haar flexibiliteit, gezorgd voor een vlotte integratie van onze dossiers.

Dankzij het onderling overleg bij de opstelling van de kennisgevingsbrief en de professionele aanpak van hun contact center werden onze ex-klanten goed geïnformeerd en ontvingen wij geen enkele klacht.” (een energie speler)

The bottom line:
We make your money flow and
businesses more effective.



Better business for all

Eind goed, al goed.