

RECOVERY AND DEBT PURCHASE

For banks selling non-performing loans, debt buyers, funds and DFIs

STAGE **IN DEVELOPMENT** PILOT IN DESIGN PILOT RUNNING LIVE

WHERE THIS STANDS

In development. The portfolio back-test is available now. Recovery runs with licensed recovery agencies. Book valuation for debt sales is being built.

Introductions that would help: banks preparing non-performing loan sales, and debt buyers, funds and DFIs looking at Kenyan books.

Buy the accounts that can pay. Restructure before you liquidate.

A non-performing book is not one risk. Some borrowers will cure with a call, some will pay on a new plan, some need their security realised, and some are not worth chasing. We sort the book account by account before you bid, then run the recovery with licensed recovery agencies.

WHAT YOU DEAL WITH TODAY

- Books are priced as a blend, so buyers overpay for dead accounts and underprice the good ones.
- Collection cost eats a large share of every shilling recovered.
- Legal action starts on accounts that would have paid on a restructured plan.
- Once a book is assigned, the seller loses sight of how borrowers are treated.

FROM DATA ROOM TO RECOVERY

- Source.** Standard NDA and a data extract from the selling institution.
- Back-test.** Each account graded on ability and willingness to pay.
- Bid.** An indicative price on risk-adjusted cash flows, not a blended guess.
- Assign.** A compliant assignment, with NDA, assignment and escrow documents.
- Service.** Restructure first, with reporting to the investor.

BUILT FOR THREE KINDS OF BUYER

- DFIs and impact investors:** non-predatory restructuring and transparent borrower reporting
- Private debt buyers and funds:** steady deal flow and account-level servicing
- Secured and special situations:** collateral checked and realised through licensed agents

FOUR KINDS OF ACCOUNT IN EVERY BOOK

SEGMENT	WHAT WE DO	COST TO RECOVER
Will cure	Reminder and a new due date. Income is still coming in	Low
Will pay on a plan	Restructure to match earnings, consolidate facilities	Low to medium
Security to realise	Collateral checked and realised through licensed agents	Medium to high
Not worth chasing	Price it near zero or leave it out of the bid	Stop spending

The only formula that matters

Net return = cash recovered – collection cost – legal and field cost – price paid

The back-test gives you each of these numbers for the portfolio in front of you, before you bid. We do not quote recovery rates until a back-test on that book produces them.

Free back-test on a sample of your book, personal details removed.

Sign an NDA, share a sample of historical non-performing loans, and receive a diagnostic: accounts likely to cure, expected recovery by segment, and a price range you can defend.

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