

**The debt collection market is dynamic and competitive
In 2015, debt recovery registered an increase of 27% as
compared to 2014**

**The expectations for 2016 are rather prudent in terms of debt
collection due to market regulations that await approval**

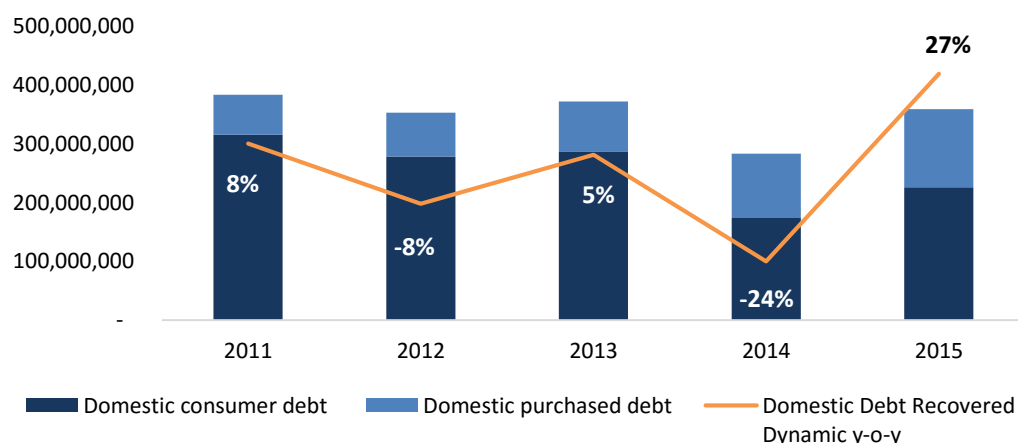
In spite of a decreasing trend in terms of value between 2011 and 2015, domestic debt referred has registered an increase of 11% in 2015 compared to 2014.

Domestic debt recovery volume collected has registered an increase of 27% between 2014-2015, mainly due to an increase (29%) of values collected on the B2C segment, reaching ~359 mill EUR.

The overall revenue increase registered in 2015 was of 19% as compared to 2014, mainly due to purchased debt volumes handled during the period (28% increase) and to B2C debt collection (49% increase) which compensated for the decrease (61%) registered by B2B debt collection. The B2B debt collection decrease is due to a trend observed in the activity of some of the major players on the market that started in the first semester of 2015 as a shift of focus from B2B towards B2C.

The expectations for the debt collection market for 2016 are rather prudent in terms of debt collection due to market regulations that await approval.

**Annual value of contracts (EUR) of
Domestic Debts Recovered
2011-2015**



The debt collection market is mixed, distributed by activity domains as follows:

B2C market volume. The overall B2C debt referred in 2015 reached ~10,160 mill EUR with ~6 mill cases for the Romanian market, mainly due to high volumes (both in terms of value & number of cases) registered for international consumer debt (~8,8 mill EUR and ~826 k number of cases)

B2C market dynamics. The number of domestic B2C debt referred cases has increased in 2015 by more than 7%, as compared to 2014 due to an increase of 16% in number of B2C consumer debt cases.

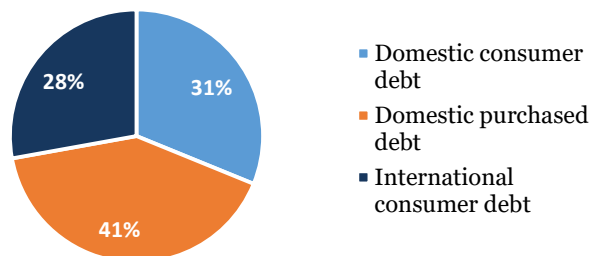
The value of domestic purchased debt has decreased from ~498 mill EUR to ~471 mill EUR, with ~5%, while the average value per case has increased to 1,126 EUR/case, due to a decrease of 43% in the number of cases acquired and a higher debt value of portfolios.

B2B market volume. The overall value of B2B debt referred (including international debt referred) in 2015 reached ~327 mill EUR for the Romanian market, accounting for a total of ~180 k number of cases.

B2B market dynamics. The overall number of cases of B2B debt referred in 2015 increased by 25% as compared to 2014. The number of B2B domestic consumer debt cases has registered a 40% increase for the year 2015 as compared to 2014. While for domestic debt purchased, the number of cases actually decreased by 42%, although in terms of value, it registered an increase by 69%.

B2B average values. For the domestic B2B debt referred cases, in 2015, the average value per case is 1,969 EUR/case, as opposed to 254 EUR/case for B2C debt referred. Average value of domestic purchased debt has increased to 10,758 EUR/case in 2015, mainly due to an increase of the portfolio value acquired, as debt management companies benefited from a trend of selling out portfolios of bad performing loans by Romanian banks.

Value of contracts (EUR) by type of B2B debt referred
2015



The main purpose of AMCC is to regulate the profession and to set professional ethical principles to be followed by debt collection companies in relation to retail and corporate debtors.



The 15 companies members of AMCC cover a representative estimate of 80% of the total debt collection market (debt servicing and debt purchasing) and 90% in terms of debt servicing market. Currently they have an estimated number of 3000 employees.

The biggest share of debt collection activities targets B2C debt collection, involving almost ~55% of current employees.

Only 10% of overall employees currently perform legal debt collection activities.

“Debt collection agencies in Romania remain focused on the amicable debt collection phase, while the written correspondence remains the most utilized means for debt collection in Romania. AMCC considers welcomed and highly beneficial a legislation that will bring regulations to the market.” says Georg Kovacs, President of AMCC.

Press contact: Ana Donea, ana.donea@amcc.ro, 0722 214 920

AMCC (Asociația de Management al Creanțelor Comerciale) was founded in 2007 and is a full member of FENCA (Federation of European National Collection Associations) www.fenca.com. It currently brings together 14 members, the most important players in the Romanian debt collection market: COFACE ROMANIA, CREDITREFORM ROMANIA, CREDITEXPRESS ROMANIA, CYCLE EUROPEAN, DEBT COLLECTION AGENCY, EOS KSI ROMANIA, FIRE CREDIT, GETBACK RECOVERY, KOLCZE, ILIUTA & ASOCIATII, KREDYT INKASO, KRUK ROMANIA, MELLON ROMANIA, RE COLLECTION and TOP FACTORING. For more information please visit: www.amcc.ro



**The Survey was commissioned by AMCC to Ensign Management Consulting and was prepared in accordance to data submitted by 13 AMCC members.*

Daniel Bujorean, PR & Communication Responsible

Mobile: +40746284541, Daniel.Bujorean@ensight.ro