



# AXFINA GROUP

## MANAGED SERVICES SOLUTIONS FOR THE LEASING INDUSTRY

Vienna, September 2022

# “WE REINVENT OUTSOURCING SOLUTIONS AND RECEIVABLES MANAGEMENT”



## Managed Services for the Leasing Industry

We operate and manage multiple EU leasing operations.

We provide so much more than outsourcing: we define, manage and perform the required service for you.



## Digital-First Receivables Management

Customer centric – digital first servicing of performing and non-performing loans and receivables.

We use high-end technology to cover the entire lifecycle: from the first invoice to amicable and legal collection.

# “SCALABLE OPERATIONS COMBINED WITH TECHNOLOGY SOLUTIONS”



ONLY CHANGE IS  
CONSTANT

We anticipate, define and manage the required services enabling you to focus on your core business.

TALENT IS HARD  
TO ATTRACT

Get access to our proprietary technology and expert pools from our operations across Europe.

MARGINS ARE UNDER  
PRESSURE

Benefit from our ability to scale resources and our servicing at ultra-low cost. Save up to 70% of costs.

TRADITIONAL OUTSOURCING  
OFTEN NOT VIABLE

Save resources, time and costs and we identify, overtake and manage outsourceable processes.



# MANAGED SERVICES FOR THE LEASING INDUSTRY

## Nearshoring, managed services and operational take over solutions



Accelerated access to technology and talent



Cost savings



Focus on core business



Easy to connect

### Nearshoring

Outsource transactional mid- and back-office activities

- ✓ Finance
- ✓ Compliance
- ✓ Sales admin
- ✓ Customer support
- ✓ Document management
- ✓ Etc.

Price per activity or FTE  
70% less personnel cost

### Managed Services

We define, manage and execute the required service

- ✓ Digital-First Receivable Management
- ✓ Inbound/ - outbound contact centre
- ✓ Compliance / KYC / AML
- ✓ Accounting & Reporting

Fixed price per service

### Operational take-over

AxFina to manage and operate your leasing entity

- ✓ Management take-over
- ✓ Operations taker-over
- ✓ Infrastructure and IT take-over

Success-based remuneration models



# DIGITAL-FIRST RECEIVABLES MANAGEMENT

**Customer centric, digital first** management of performing and non-performing loans and receivables



Increased repayments



Reduced cost-to-collect



Preserved brand reputation



Easy to connect

## Digital Collection Platform-as-a-Service

Looking for an effective tool to boost your collections?

- ✓ Clients' access via web & mobile app
- ✓ Online repayments through different channels
- ✓ Omnichannel communication
- ✓ Data analytics
- ✓ Servicing advisor to enhance your ongoing collections

Pricing based on

- per-account fee
- plus a minimum fee

## Digital First Receivables Management

We perform collection for you!

- ✓ Collection process fully handled by us
- ✓ Digital first collection strategy supported by offline collection capabilities (call-center, litigations, in-field collectors)
- ✓ Covering Amicable & Legal stages
- ✓ Standardized engagement procedures

**Amicable:** Standardized prize depending on DPD, LGD, country

**Legal:** Standardized prize with add. legal per-account costs

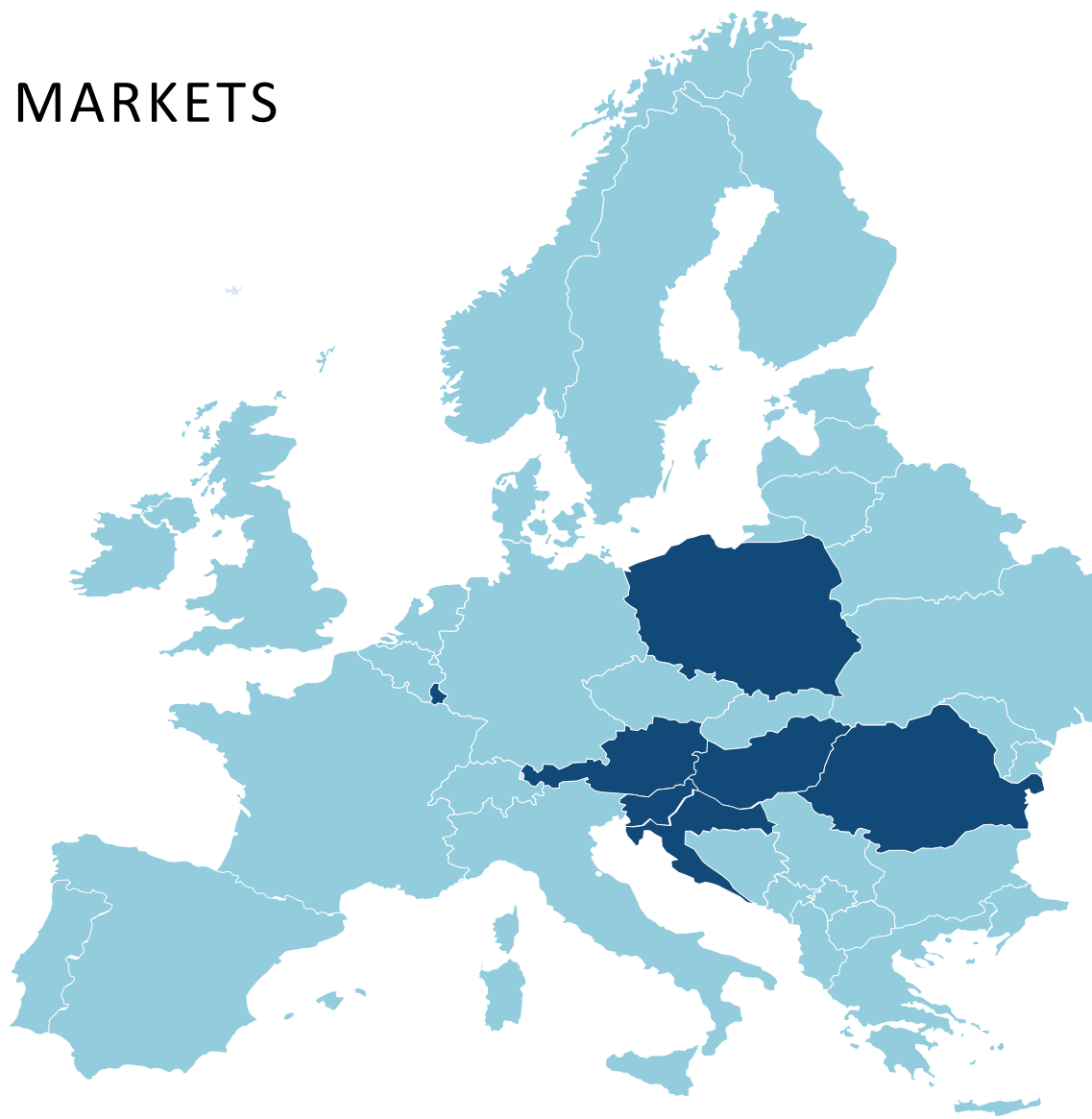
## Enterprise

Too big for a standard contract?

- ✓ Individual contract fitted to your needs
- ✓ Tailored collection processes
- ✓ Amicable & Legal stages
- ✓ Combination of Digital and Offline collection strategies and activities
- ✓ Easy plug-in of multiple territories
- ✓ Customizable reporting and data analytics

Individual pricing

## MARKETS



AxFina on its own



AxFina offering with partners

## INVESTORS



European Bank for Reconstruction and Development, a 24% shareholder of AxFina that fully underpins our trusted and proven vision.

aedc capital

Founded in 2016, AEDC is a family office business based in London investing in European financial services

## YOUR CONTACTS

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