

Integrated **credit protection** services



Personalised commercial information - The client decides, on the basis of his own specific requirements, which data he wants to obtain in an informative report;

Real Estate Searches - Make it possible to identify accurately the real estate portfolio of a subject, together with notification of any liens and encumbrances, such as mortgage, seizure/attachment, Court Summons etc.

Comas' experience matured in over thirty years of business demonstrates that the 'pre-contractual' assessment of a client's solvency should not be considered exhausted in the 'pre-contractual' phase; it is necessary to keep economic-patrimonial conditions under constant observation and to register any significant changes. It is possible to receive e-mail alerts of events, both voluntary in nature and prejudicial, which are revealed in relation to a given subject, through the **Monitoring Service**.



The client is solvent today, but tomorrow...?

It is necessary... To keep the economic/patrimonial conditions under observation... through the monitoring service...

02 >

EVALUATE THE CHANCES OF RECOVERY

Prior to pursuing Debt Recovery through the Courts, it is essential to undertake an accurate preliminary assessment of the patrimonial and financial situation of the debtor. Undertaking an advance evaluation of the debtor's portfolio of real estate, moveables and sources of income constitutes the best guarantee for raising Court-based debt recovery action with serious chances of success - thus justifying the outlay of time and money (in a successful Court Action, the debtor will almost always be held liable for the creditor's reasonable legal expenses).

Comas is able to offer specific services in this regard, the majority of which are supplied on-line:

Evaluate the chances of recovering a debt

... a pre-requisite for initiating well-founded Legal Action for Debt Recovery; based upon the preliminary assessment of the debtor's patrimonial situation ...



Credit Recovery Report - An aggregated report which gives you information in seconds on the economic-financial situation of a debtor;

Special Information for Debt Recovery - Integrates news revealed from public sources with unofficial confidential information, which also makes it possible to verify the traceability, sources of income, economic-financial and patrimonial situation of a debtor;

Debtor Tracing - To reveal the current Registry address of a subject and verify his 'real' residence;

Identification of real estate owned - With a single search, carried out nationwide in just minutes, it is possible to identify any real estate held in the debtor's name;

Verification of motor vehicles held - To identify nationwide any motor vehicles owned by the subject searched against;



CLEAR, EASY-TO-READ INFORMATION: GIVING YOU THE POWER TO MAKE INFORMED DECISIONS ... IMMEDIATELY

The data contained in each informative report is essential and distributed in a coherent manner to facilitate interpretation and quick decision-making. This is invaluable where it is necessary to evaluate the granting of credit to a potential client (even when he is sitting in front of you) or the cost-effectiveness of proceeding with Debt Recovery procedures against a debtor.

Comas undertakes Debt Recovery both in the Extra-judicial and Judicial phases, in Italy and worldwide, using an operative methodology aimed at eliminating problems traditionally associated with debt recovery.

"EXTRA-JUDICIAL PHASE"

Professionalism, promptness and, above all, the use of qualified personnel who are constantly updated and trained, allows Comas to obtain elevated performance in Debt Recovery. Thanks also to the support of an in-house investigative structure,

Comas is able to provide a wealth of information on traceability and verification of the debtor's economic-patrimonial condition. Where recovery is not achieved in the 'Extra-judicial' phase, Comas can objectively evaluate the merits of escalating to Court Action and will advise the client accordingly. This is only envisaged in cases where the debtor is in a condition financially to repay the outstanding sum.

Operational methodology:

The Extra-judicial phase of Debt Recovery is based principally on the following:

- Speed of intervention and logical co-ordination in the sequence of attempts at Debt Recovery finalised in focusing the debtor on settlement of the debt (where possible, on an amicable basis);

- Employment of qualified personnel, equipped with an adequate legal and accountancy knowledge - indispensable in combating attempts by the debtor to evade payment;
- Use of an in-house investigative structure for the gathering of information regarding the debtor;

Briefly, the advantages:

- Over 30 years experience in the Debt Recovery field
- Professional interventions carried out by nominated collectors
- Safeguards the image and good name of the client
- Rapid settlement of Debt Collection cases entrusted to us
- Possibility of tax benefits through 'writing-off' bad debts
- Savings on legal costs, where Court Action for recovery is envisaged

Extra-judicial phase

... professional intervention by qualified collectors

... safeguards the creditor's image and good business name



EXAMPLE OF PRE-COURT PHASE OF DEBT COLLECTION

1st OFFICIAL REMINDER
written communication demanding
payment within 7 days
he does not pay

7 DAYS

the debtor
pays

TELEPHONE REMINDER
Further reminder to the debtor
he does not pay

10 DAYS

the debtor
pays

AGENT INTERVENTION
Attempt at debt collection in person by local agent in charge
he does not pay

20 DAYS

the debtor
pays

2nd OFFICIAL REMINDER
Granting of final opportunity to pay, with notice of passing
matter to LEGAL FIRM to raise court proceedings
he does not pay

25 DAYS

the debtor
pays

LEGAL NOTICE
Intimation made by the LEGAL FIRM of expiry of payment
term and of initiation of "LEGAL PROCEEDINGS"
he does not pay

35 DAYS

the debtor
pays

INTERVENTION REPORT
The client is informed about the reasons which have determined an unsuccessful
outcome as regards debt collection. There is an immediate proposal to carry out
economic/patrimonial checks to evaluate the utility of proceeding with
legal action against the debtor.

45 DAYS

Pre-court phase
closes

INITIATE LEGAL
PROCEEDINGS



DEBT RECOVERY “JUDICIAL PHASE”

One of the pre-requisites for successful and focused Court Action for Debt Recovery is the possession of advance knowledge regarding the debtor's economic and patrimonial situation. Only with this information to hand can the Creditor have any guarantee that the Debtor is in a position financially to pay off the debt.

Where - after having conducted the necessary enquiries - it transpires that the debtor possesses no property which can reasonably be attached, Comas will advise the Creditor that Court Action for Debt Recovery is not economically viable. It goes without saying that, where Court Action is unsuccessful, the creditor will remain

saddled not only with the unpaid debt but also with the additional financial burden of legal fees, court dues and the like. There is a minority of cases (usually of high value) where Court Action is worthwhile notwithstanding an unsuccessful outcome, as it will allow the Creditor to 'write-off' the debt. If, however, from the checks carried out, it appears that the debtor possesses sufficient property to extinguish the debt, then Comas will recommend that the Creditor consider raising Court Action for Debt Recovery. In order to keep a track of costs, Comas will always provide an estimate of the expenses involved, timescale and the probability of success of the procedure. Court Action pursued through our group of affiliated Lawyers will be offered at advantageous rates. The lawyers belonging to our affiliated group are carefully selected and are experts in the field of Debt Recovery Litigation.

In substance, the co-ordination of the Extra-judicial and Judicial phases offers the chance to initiate only selected actions: to raise legal action only where there is a reasonable certainty that the debtor has the means to pay the debt.

This important aspect is often overlooked where an isolated legal action for debt recovery is envisaged: even the most conscientious and technically-accomplished lawyer will be faced with difficulties in researching adequately the debtor's patrimonial profile prior to issuing proceedings. This is for a wide range of reasons: Debt Recovery is only one of his/her many areas of practice and it is rare that he/she will have in-house access to comprehensive commercial information. Secondly, he/she will inevitably lack an integrated investigative structure. Both of these aspects are fundamental in order to evaluate accurately whether or not Court Action is economically viable. The result is that many Court Actions are pursued 'blind', without any realistic chances of recovery, the additional costs of which will have to be met by the Creditor - in addition to the debt which is not recovered. Indeed, many of Comas' clients are in fact lawyers, who have found that integrating selected Comas Services greatly enhances the Debt Recovery packages that they offer to their clients.

INTERNATIONAL DEBT RECOVERY

Comas can offer a qualitative International Debt Recovery Service, through a consolidated network of qualified partner firms worldwide - both as regards the recovery process itself and for the search for patrimonial information on the debtor, should it be necessary to evaluate the cost-effectiveness of initiating Court action for debt recovery.

Debt recovery judicial phase

...the coordination of the Extra-judicial and Judicial recovery... offering the possibility of focused actions... Litigation only where reasonable certainty that debtor has means to repay...



International debt recovery

Comas can offer qualitative International Debt Recovery Services, relying upon a consolidated network of qualified partner firms...





WHO ARE WE?

Comas started out in 1976 as an investigative agency, subsequently specialising in the supply of commercial information aimed at prevention and of Credit Protection.

In 1990, the structure of the Company was expanded, and Extra-judicial Debt Recovery added to the portfolio of services - both in Italy and worldwide.

In 1999, Comas initiated the on-line supply of the majority of its informative services, through its website.

Today, Comas can offer valid solutions to economic problems commonly encountered in the business world - with particular reference to Credit Protection.



COMPANY CERTIFIED UNI EN ISO 9001:2000

QUALITY SYSTEMS: A GUARANTEE FOR THE CLIENT

Comas operates through verification and control procedures covering our entire organisational and productive structure. Our aim: continuously improving quality, in order to ensure services which meet our clients' high expectations.

The quality systems are in line with international standards UNI EN ISO 9001:2015



® **COMAS s.r.l.**

Integrated Credit Protection Services

Via Martiri di Civitella 11

52100 Arezzo - ITALY

Tel: +0039 0575 26125 Fax: +0039 0575 26436

www.infocomas.it mail@infocomas.it