

SOLUTIONS

GESICO

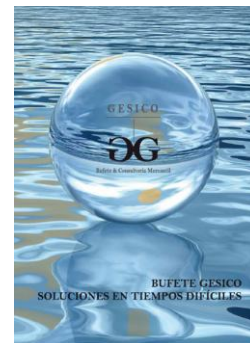
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Bufete & Consultoria Mercantil



Bufete & Consultoría Mercantil

CREDIT MANAGEMENT: DEBT COLLECTION AND RISK MANAGEMENT



SERVICES:

- JUDICIAL AND EXTRAJUDICIARY DEBT SETTLEMENT SOLUTIONS
- CLAIMS TO PROMOTERS
- RESPONSIBILITY OF ADMINISTRATORS
- JUDICIAL CLAIMS IN EUROPE FROM SPAIN
- OLD JUDICIAL DECISION'S EXECUTION
- TRACKING OF UNCOLLECTABLE DEBT'S UNTIL 15 YEARS

TARIFAS:

FEES valid until the end of 2010. Debt settlement services:

OLDNESS OF THE DEBT	% OVER THE DEBT COLLECTED
➤ LESS THAN 6 MONTHS	10%
➤ BETWEEN 6 AND 12 MONTHS	15%
➤ MORE THAN 12 MONTHS	20%

- If the services of a professional not belonging to GESICO are required, the client will assume the cost of such services.

- CREDIT COMMUNICATIONS/MEETING OF CREDITORS
- RECTIFICATIVE BILLS/VAT RETURNS

FEES: Communications and monitoring of the creditors meetings 225 €.
With rectificative bills/VAT return service 450 €.

NEW SERVICES:

- GENERAL CONDITIONS OF SELLINGS
- COMPANY BANK
- OMNIBUS MORTGAGES -GUARANTEES MEETING OF CREDITORS

FEES: gerencia@gestiondecobros.net / tlf +0034.987.876.504

Please, contact us and we'll arrange a meeting.

CLIENT PORT FOLIO:

At your disposal in our site www.bufetegesico.com OUR CLIENTS section. National and International scope.

Delegación Central: Paseo de Quintanilla 37, León 24007
Madrid: Paseo de la Habana 9. Zona Bernabéu 28036
Tlf: 0034 987 876 504
gerencia@gestiondecobros.net / www.bufetegesico.com



WHY GESICO?

1 - FEES

GESICO has the lowest fees of the market. We don't charge neither advanced nor processing fees. **If GESICO doesn't collect your debt, our client doesn't pay a cent.** From the first moment, our client knows what he is going to have to pay for the debt collection, depending whether it is collected out of court or in a judicial process.

If a Judiciary process is needed and viable, we still collect the same fees.

Our best interest is to collect your debt the fastest possible. Without your success, GESICO doesn't collect a penny.

2- FAST RESOLUTION

GESICO doesn't need the original documentation to start the collection of the debt. **The client fills a form, or send's us a mail and in 24 hours we proceed to claim.** In 7-10 days we finish the out of court claim of the debt, location of the goods and assets of the debtor and his issues with public administration.

If a law suit is viable, GESICO collect's all the original documentation for free in any point of Spain in the next 20 days of the reception of the claim.

The fastest we process each claim, the more probabilities of success it has.

3- OUR CLIENTS ARE INFORMED

GESICO informs its clients about every news relative to their unpaid debts, in the judicial phase or the out-of-court phase.

We offer a service just in time: the information is translated to client in the moment it occurs.

Our **VIRTUAL OFFICE** allows our clients to consult the status of their claims, juridical notifications and the progress of our procedures from any place and any time.

GESICO also develops monthly reports when the volume of debts of our clients requires them.

4- NEGOTIATION.

GESICO counts with specialists in techniques of negotiation in order to get the best results for our clients with the best guarantees of collecting the debt.

Basing us in that just any settlement of the debt does not gives the best benefit to our clients; GESICO analyzes the financial situation of the debtor, the best guarantees of payment and the best terms of payment according to the situation of the debtor.

Once GESICO starts taking care of your debt, the negotiation phase is done by our negotiators.

5- PAYMENT METHOD:

GESICO, carries out the liquidation of the month (payments of the debtors made to GESICO vs payments of the debtors directly made to our client) and issues the invoice indicating the debts collected in that period of time.

We inform our clients in the right moment a debtor make us a deposit, strictly accomplishing with the values of transparency, reliability and the ethical code.

At the same time, if the debtors make deposits directly to our clients, we are informed by them in order to close the file and not claim satisfied debts.

6. SPECIALIZATION AND EFFECTIVENESS.

To the date, GESICO has obtained a success of 98% of the procedures with a sentence.

With an experience of more than 5 years in the resolution of financial conflicts, our team is composed by specialized professionals, formed by GESICO with our own know how. **Our philosophy is to manage each issue by our own professionals, we don't use call centers.**

GESICO'S attorneys travel all around Spain, depending a substantial part of their incomes on the success they achieve in each case. **We only work in the area of financial law; we neither subcontract other attorneys nor cooperate with other law firms.**



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JUDICIAL AND EXTRAJUDICIARY DEBT SETTLEMENT SOLUTIONS

Many companies have logical concerns to start a claim afraid to loose a client. **GESICO manages each case individually, without the use of calling center, increasing the intensity of the claim in function of the response of the debtor.** Experience show's us that if an arrangement is achieved in the first stages of the claim, many clients continue to work with our clients.

Those debtors who finally won't liquidate their outstanding balance, shouldn't be considered clients, but **"sales not paid"**. Time is everything, the more time we spend to react, the less possibilities of success in the collection of the debt we'll have.

GESICO is the cheapest, fastest and most agile way for the collection of your debt. The main **advantages** for our clients are: **cost savings and a fast management of the problem.**

GESICO'S METHOD IN EXTRA-JUDICIAL PHASE:

- Once we've received the documentation relating the incident. GESICO start's de claim in **24 hours**. We make **15 extra-judicial contacts** with the debtor.
 - We require him to liquidate his outstanding balance.
 - Settlement of an agreement by signed contract in 48 hours.
 - Last requirement by registered fax to his registered address.
- **We mediate** in the disputes between the debtor and his client.
- We also take care of the **process of negotiation and a viable payment plan.**
- If we get to an arrangement with the debtor, it will always be authorized by our client.
- We end the extra-judicial phase in 7-10 days, unless there are unconformities expressed by the debtor. In that case, we extend the period to 15 days.
- The client has available the result of the claim in his **VIRTUAL OFFICE**. We also communicate the result via e-mail.

GESICO'S METHOD: INVESTIGATION REPORT

Our investigation department is in charge of the inquiry's relating the claims reported by our clients.

- Previous incidents with Public organs.
- Juridicial incidents.
- Tracking of the goods and assets of the company.
- Tracking of the administrators of the company.
- Negative incidents of solvency of the administrators.
- Tracking of the goods and assets of the administrators.
- Tracking of other company's belonging to the administrator, etc...

The investigation report is a fundamental step to establish the scope of the negotiation in the extra-judicial phase, and the viability of a possible lawsuit.

GESICO can include the debtor in **Asnef industrial**, a consumer credit reporting agency, propriety of EQUIFAX IBERICA S.L



GESICO'S METHOD: LEGAL PROCEEDINGS

- **If the debtor has goods and assets to respond for the debt, and a lawsuit is viable**, GESICO request's the client the original documentation proof of the existence of the debt.
- We prepare the power of attorney needed for the judicial defense of our client (integrated by the attorney and the solicitor). Once the client has ready all the documentation and the power of attorney, a transport agency will pick it up in 24 hours for **free**.
- The attorney responsible of the claim, designs the strategy, prepares the lawsuit and in 20 days we present it to courts.
- Any novelty in the proceeding is communicated to the client by e-mail and at his **VIRTUAL OFFICE**.

*If the client doesn't contribute with the original documentation or the power of attorney needed for the juridical claim, GESICO won't be able to continue with the claim by reasons aliens to him. In that case, the expenses originated to the date will be responsibility of our client.

GESICO'S METHOD: INCIDENTS CALIFICATED AS UNCOLLECTABLE.

Once the extrajudicial procedure and the investigation report is finished, if the result of the viability is negative, GESICO will be in the obligation of qualifying the incident as judicially uncollectable.

The expenses derived by these procedures are completely assumed by GESICO.

Incidents qualified as uncollectable remain in our database. Periodically, GESICO analyze these claims, and, in many cases they become viable for a lawsuit., in some cases because the administrator of the company acquires some goods or because the company becomes solvent. Spanish law gives a deadline of 15 years to claim a debt. In that period of time, many professional debtors "relax" themselves and it's possible to claim the debt another time.

Our system of continuous investigation and a special alert reminder, allows with patience, that many cases that today are uncollectable, in a near future can be claimed with guarantees of success.

GESICO'S METHOD: OLD JUDICIAL DECISIONS WITHOUT EXECUTION.

In the situation, where our clients have old judicial decisions without having been able to get their execution, GESICO studies the viability of its execution, or the possibility to present a more convenient lawsuit to succeed in the debt recovery. -For instance, a lawsuit against an administrator when it has been impossible to collect from his company even with a favorable sentence.-. In those cases, we make a thorough full study and in 15 days we communicate our client the viability of the claim.

GESICO will demand the execution if the report is favorable. Once the execution is started, the legal action never prescribes.

If a new lawsuit is needed, we will only need that the client signs a new power of attorney and the old favorable judicial decision to integrate it to the lawsuit.



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CLAIMS AGAINST DEVELOPERS

According to case law, in application of the Civil Code, developers are jointly liable between them to respond for debts contracted by the main contractors against subcontractors or suppliers.

GESICO carries out this type of claims. As a requirement of its execution, they have to be presented always before the admission to procedure of the meeting of creditors of the principal developer.

This type of lawsuit requires a very specific text, elaborated by GESICO and adapted to each specific situation. By the time, the 100% of these cases have been admitted to procedure.

RESPONSIBILITY OF THE ADMINISTRATOR

Spanish legislation allows claiming against the administrators and the administrators counsel the amount of the debt if some special requirements are met.

In many cases, an outstanding balance of a company can be directly claimed to the administrators without having to sue the company first if the requirements established by the law are met, and if GESICO obtains a positive solvency report about the assets of the administrators.

Such lawsuit requires extra documentation that GESICO will obtain through his investigation department.

In spite of being one of the most complex lawsuits, GESICO has obtained a 100% success in the proceedings with a judicial decision against the administrators.



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FEES JUDICIAL AND EXTRAJUDICIARY DEBT SETTLEMENT SOLUTIONS

FEES valid until the end of 2010. Debt settlement services:

OLDNESS OF THE DEBT	% OVER THE DEBT COLLECTED
➤ LESS THAN 6 MONTHS	10%
➤ BETWEEN 6 AND 12 MONTHS	15%
➤ MORE THAN 12 MONTHS	20%

Oldness of the debt is counted since the expiration of the first unpaid receipt. Our fees remain the same if the debt is recovered in a judicial proceeding or extra-judicial. If GESICO doesn't recover the debt, our client doesn't pay a penny. Client doesn't have to pay neither fees on advance nor processing fees.

These fares include **all** the services above mentioned:

EXTRAJUDICIAL HANDLING AND *JUDICIAL STAGE, INVESTIGATION REPORTS, CLAIMS TO DEVELOPERS, RESPONSIBILITY OF THE ADMINISTRATOR, MONITORING OF UNCOLLECTABLE DEBTS AND OLD JUDICIAL DECISIONS FOR THEIR ENFORCEMENT.

*If an external professional was required to proceed with a lawsuit, his fees will be assumed by the client (public notary, solicitor, etc...)

GESICO'S VIRTUAL OFFICE

GESICO SYSTEM: INFORMATION JUST IN TIME.

Gesico consultants are formed specifically to facilitate our clients all the information about their claims. Our clients will have all the information available at the same time it occurs, avoiding having to loose time on the monitoring of their disputes.

Furthermore, all the communications made by our consultants are instantly available in the GESICO'S VIRTUAL OFFICE.

If our client request's it, GESICO will also make a monthly report with the situation of their claims.

VIRTUAL OFFICE

GESICO puts at the disposal of his clients the VIRTUAL OFFICE. A communication channel available 24 h a day from any point of the world.

The VIRTUAL OFFICE allows our clients to send us the forms with all the information about their claims, to visualize detailed information about the administration procedures made by GESICO, to consult legal notifications about their claims, records of the meetings of creditors, rectificative bills, etcetera...

The access is fast and straightforward:

- 1- Access our site www.gestiondecobros.net
2. Introduce your name and password and click "acceder".

If you want to try a **DEMO of how the virtual office works**, just type:

Client: Impagados

Password: Cobros



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JUDICIAL CLAIMS IN EUROPE FROM SPAIN

EUROPEAN ORDER FOR PAYMENT PROCEDURE

GESICO leads claims derived from the commercial relations of our clients against companies from the EU (except Denmark). This type of legal action allows our clients the possibility of claiming from their country without having to claim at the debtor's country, under the legal guarantees of Spain.

The only requirement is to sign a power for attorney equal to the one needed for the legal proceedings in Spain.

The European order for payment procedure saves our client's enormous costs and uncertainty about their claims in the European countries, especially y those countries of new incorporation to the EU.

NATIONAL JURISDICTION

The payment order will be notified to the defendant under the national regulations of the State where the notification has to be done. The notification will have to be done in different languages, depending on the country we are dealing with.

If the defendant opposes himself to the payment, the procedure will continue before the jurisdictional organs of the member state where the debtor comes from and under the ordinary process civil norms.

This type of claim is in force since January 2009 and is having a great success, mainly because of the different mentality of European debtors in comparison with the Spaniard debtors.



FEES JUDICIAL CLAIMS IN EUROPE FROM SPAIN

FEES FOR THE EUROPEAN ORDER FOR PAYMENT PROCEDURE

Valid until the end of 2010 European order for payment procedure:

FEES valid until the end of 2010. Debt settlement services:

OLDNESS OF THE DEBT	% OVER THE DEBT COLLECTED
➤ LESS THAN 6 MONTHS	10%
➤ BETWEEN 6 AND 24 MONTHS	15%
➤ MORE THAN 24 MONTHS	20%

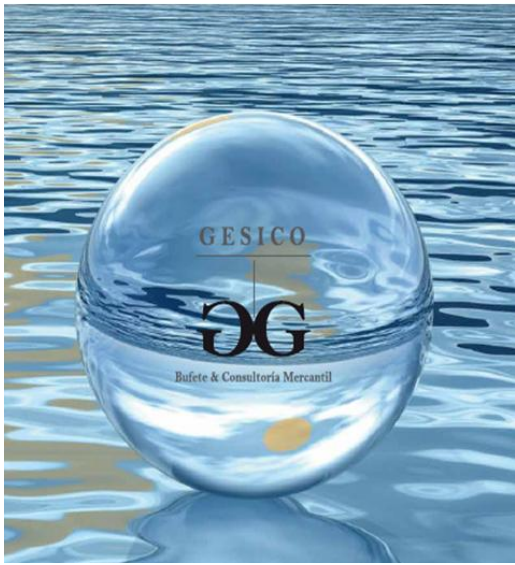
Oldness of the debt is counted since the expiration of the first unpaid receipt.

If GESICO doesn't recover the debt, our client doesn't pay a penny.

Client doesn't have to pay neither fees on advance nor processing fees.



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MONITORING OF THE CREDITORS MEETINGS

Meetings of creditors require a long and complicated process full of communications distanced in time.

GESICO offers an agile and complete service for the monitoring of the meetings of creditors, informing our clients in function of their needs, the stages of the meetings, the qualification and the evolution of their credits and any decisions that affect the interests of our clients.

Our clients have access trough our website in a comfortable way to the complete history of the meetings of creditors.

FEES MONITORING OF THE CREDITORS MEETINGS

Valid fees until the end of 2010 for the monitoring of creditors meetings service:

BUDGET 1 - Debt collection if they present meeting of creditors:

1. GESICO communicates the credits to the trustee in bankruptcy and keeps the track of it until his ending.
2. Monitoring of the creditors meeting. GESICO puts at the disposal of the client a consultant and a support telephone number available 12 hours a day (08.30 h to 20.30) and the VIRTUAL OFFICE available 24h a day.
3. Control and tracking until its completion.
4. Control and tracking of publications of the definitive reports made by the trustee in bankruptcy.
5. Subjective valuation of the viability of the company under meeting of creditors, and a report with the expected amount to recover.

FEES:

Fee per file: 450 €

Fee for clients of GESICO: **225 €**

BUDGET 2 - DEBT COLLECTION IF THEY PRESENT MEETING OF CREDITORS, INCLUDING THE SERVICE DESCRIBED IN THE BUDGET Nº1, RECTIFICATIVE BILLS, AND VAT REFUND, PLUS:

1. Performing of the rectified bills
2. Communication to the Trustee in Bankruptcy
3. Communication to the treasury department
4. Vat return request.

FEES:

Fee per file: 900 €

Fee for clients of GESICO: **450 €**



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OMNIBUS MORTGAGES

GESICO develops legally established documents, specially adapted for each case, in order to guarantee the collection of high pending amounts, in some cases establishing a future commercial relation.

Special guarantees are part in many cases, of the process of negotiation that GESICO carries out in the task of debt collection, adopting agreements with debtors based on public notary documents as a guarantee in front of meetings of creditors or high rated debts.

These guarantees can also be established at the moment of the signing of an important commercial operation. GESICO gives advice in many fields, as the best payment terms, favorable clauses that can be included in the contract, goods and assets susceptible of being part of the guarantees of payment, additional conditions, etc, in order to obtain the best advantages for our client on a trade agreement.

PARTNERS GESICO

GESICO in order to offer the most efficient and professional solution in risk management, successfully cooperates with E-QUANTUM, ONERATE, nationwide companies, with their experience and know how, guarantee the successful implementation of new concepts in efficient risk management.

GESICO's Advice: Without any kind of commitment, request some information, you'll obtain adapted solutions to the new times.

E-QUATUM: Consultant specialized in new technologies, emerging markets, innovative management systems, etc.

ONERATE: Risk management tool, internal classification of clients, debt collection, etc.



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GENERAL CONDITIONS OF SELLINGS

After the modification of the Payment Systems act, our clients are finding themselves with the additional requirement of having to have client's authorization for the collection in their bank account.

GESICO has developed a system that avoids the problem of the lack of this document, improving the juridical certainty of your enterprise.

All the commercial relations with your clients that haven't been done with the signature of a contract are bond to the conditions of the sale conditions agreed unilaterally by your company.

The terms for claims because of material or order problems will be reduced and clarified for all of your sells. At the same time, the procedures of claiming are established too, do not having to accept those incidents that don't meet the formal requirements established by us.

There will be a cost reduction in the accepted claims of clients.

Your commercial relations will be adapted to the documentary needs of the 16/2009 act of 13th November about payment services, with the implicit acceptance of the bank domiciliation by the client in all his commercial operation, including unforeseen expenses that exceed the normal expense habits of the client according to the application of the art 33.1.b.

There will be a cost reduction on the unilateral devolution of the "domiciliados" receipts.

We also establish guarantee conditions and responsibility for the supplies.

There will be a cost reduction on the devolution of products because of defects on commercial guarantee and supply defects.

We also include all the clauses and obligations referring the Data protection law. It is also mentioned the "fuero" of the courts of justice of your locality to solve commercial disputes or bankruptcy incidents with your clients.

This way, you'll obtain legal costs reductions for your company.



COMPANY BANK

GESICO has developed new management systems, the creation of **company bank** as a successful management formula of the treasury and debts pending for collection.

Company bank will considerably reduce costs and assure many benefits.

Between them:

- Reduction on treasury costs.
- facilitate the accomplishment of the 16/2009 act about Payment Services.
- Better debt management.
- Integration of the debt collection services.
- Integration of the credit insurance

FEES:

Apply for budget +0034.987.876.504 / gerencia@gestiondecobros.net

