



## Customer Reference - International Debt Collection

**Country:** Hungary  
**Company:** Anda Present  
**Industry:** Wholesale

**anda present**

[www.andapresent.hu](http://www.andapresent.hu)

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### Key Facts of Cooperation

- Business relationship since: January 2008
- Type of debts: B2B
- Nature of debts: Cross-border
- Industry: Wholesale

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### Company Profile

Anda Present, founded in 1995, is a whole-saler of promotional products and gift items. After continuous developments, today Anda Present has its own logistics park and employs about 100 professionals to help customers create the perfect present and to process orders that come from 32 different countries around the world. In recent years the export market has expanded significantly for Anda Present.

### Words of appreciation from a satisfied customer about international cooperation with EOS

Boglárka Komáromi, Revenue Officer at Anda Present, about global cooperation with EOS: "It is particularly important for us to get accurate and useful data and information about our partners who are in debt, because that supports the process of getting our money back. We really appreciate our cooperation with EOS, because EOS often succeeds at recovering our debts! Furthermore, we are very happy with the communication; we receive all necessary information reliably and promptly. EOS pricing is also fair and reasonable. For our international business the most important countries in recovering debts are: the Czech Republic, Slovenia, Croatia and Italy. With help from EOS, the whole process of debt collection, including payments from our debtors, has become much faster. Therefore, we at Anda Present think that there is a bright future ahead with EOS, keeping up the effective and precise work they already do today."



## Customer Reference - International Debt Collection

**Country:** Slovenia  
**Company:** KBM Fineko d.o.o.  
**Industry:** Banking



[www.nkbm.si](http://www.nkbm.si)

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### Key Facts of Cooperation

- Business relationship since: July 2011
- Type of debts: B2C
- Nature of debts: Cross-border
- Industry: Banking

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### Company Profile

KBM Fineko, which is 100% owned by Nova KBM, the second largest bank in Slovenia, was one of the first specialised companies for the real estate brokerage. It was established in 1991. With its considerable experience and modern approach to solving financial challenges, the company is able to offer a large range of real estate and financial advisory services and management of bad debts, including debt collection.

### Words of appreciation from a satisfied customer about international cooperation with EOS

MARKO KAŠAN, Debt Collection Manager at KBM Fineko d.o.o. about the global cooperation with EOS: „We consider EOS as an important and trustworthy partner. Its friendly and professional team ensures all entrusted cases are handled transparently. They take into account any issues we might come across and support us with advice and suggestions for improvement. They are incredibly flexible, an invaluable quality in our line of work. The EOS Group has several strengths. Among the key strengths that we find most important and draw most benefit from are global presence, responsiveness to requests, efficient debt collection, reliable debtor management and regular reporting. We expect the rate of global-level debt collection to increase significantly in the future. As our clients' opportunities are more favourable abroad, people are leaving the country and therefore we will aim to establish an even closer cooperation with the EOS Group.”



## Customer Reference - International Debt Collection

**Country:** Poland  
**Company:** ERGO Hestia  
**Industry:** Insurance

**ERGO**  
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[www.ergohestia.pl](http://www.ergohestia.pl)

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### Key Facts of Cooperation

- Business relationship since: 2006
- Type of debts: B2C and B2B
- Nature of debts: Cross-border & domestic
- Industry: Insurance

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### Company Profile

ERGO is one of the major insurance groups in Europe. Worldwide, the Group is represented in over 30 countries and counts about 50.000 employees. ERGO offers a comprehensive spectrum of insurance, provision and services. ERGO Hestia started its cooperation in Poland in 1991. It belongs to the TOP 5 insurance companies on the Polish market.

### Words of appreciation from a satisfied customer about international cooperation with EOS

Adam Kosiński - Director of Credit Insurance and Bonds Department ERGO Hestia, about global cooperation with EOS: "EOS KSI in Poland is a provider of highly specialised collection services. The well developed global network of sister companies and partners all around the world is a big plus for the EOS Group and a great advantage for ERGO Hestia. The most spectacular collection performed by EOS was an efficient collection of almost 1 million Euro from a liquidated company in Italy. What else, we at ERGO Hestia highly appreciate is the professional approach and the diligent service of EOS. Our area of interest includes especially Eastern Europe, however it is good to know that EOS can recover our debts anywhere in the world. We want to rely on our partners! EOS is such a trustful and valuable partner, highly competent and fair. We hope that our global cooperation will still grow in the future."



## Customer Reference - International Debt Collection

**Country:** Hungary  
**Company:** Gartner KG Hungary  
**Industry:** Logistic and Transport



[www.gartnerkg.com](http://www.gartnerkg.com)

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### Key Facts of Cooperation

- Business relationship since: 2003
- Type of debts: B2B
- Nature of debts: Cross-border & and domestic
- Industry: Logistic & transport

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### Company Profile

GARTNER offers tailor-made transport and logistic solutions on site for their customers, which range from small domestic enterprises to international groups. The company network of branches, subsidiaries and partner offices covers 21 locations in eight European countries with 1.500 employees. The owner is 100% GARTNER KG Austria. Please find more information on [www.gartnerkg.com](http://www.gartnerkg.com).

### Words of appreciation from a satisfied customer about international cooperation with EOS

Adrienn Gulyás, Financial Rapporteur at GARTNER, about the global cooperation with EOS: „For us the most important element of a global cooperation is the flow and sharing of information. The EOS international office network is a big strength of the EOS Group. We at GARTNER appreciate very much the expertise of all EOS branches and partners. Good services and regional know-how in Romania, Slovakia and Italy are particular important to us because the willingness to pay in these countries is very low. The good coverage of the EOS global network is the biggest advantage for GARTNER because we can be sure that all of our international claims will be worked by EOS, no matter where on earth. At GARTNER we see a continuous increase of international debts, that is why we believe in a long-lasting and fruitful cooperation with EOS.“