

Recovery Advisers BV specialises in claims and recoveries management, international commercial dispute resolution and debt recovery.

The experience of our in-house lawyers and partners allow us to provide practical recovery strategies based on in-depth understanding of each jurisdiction's commercial laws, trade conventions and treaties, and international commercial arbitration and international litigation.

As a results-driven firm, we are always focused on the most efficient path to dispute resolution and debt recovery. We often combine amicable negotiations along with formal action to achieve the most effective and fast results.



## OUR APPROACH **LOCAL PRESENCE**

We firmly believe in the importance of local presence and familiarity with local business cultures for fast and efficient claim investigation, negotiating amicable debt recovery, and formal dispute resolution.

By understanding the debtors' cultures and business norms, numerous cases are resolved amicably sparing all parties the stress and expenses associated with lengthy and expensive legal action.

In essence, we negotiate with the debtors in their own language, understand their culture, and approach them locally to work towards amicable resolution and debt recovery.

Where amicable recovery is deemed impossible or unfeasible, we draw upon our teams' in-depth knowledge and experience in international commercial dispute resolution for judicial recovery action.

# CREDIT INSURANCE CLAIMS & Recoveries Management

Recovery Advisers' services are tailored to meet the unique needs of Export Credit Agencies, credit insurers, and export finance banks.

As a success-driven firm, our focus remains on delivering cost efficient results to our clients in the fastest way possible.

Most of our services are offered on a success-fee basis (No-Cure-No-Pay).

## SERVICES

### CLAIMS ANALYSIS AND INVESTIGATION

Upon receipt of a new claim, Recovery Advisers promptly scrutinises the transaction documents, and validates the underlying transaction by tracing the goods, visiting debtors, and inquiring with related third parties (such as carriers, clearance agents, customs offices, etc.) to ensure the validity and accuracy of the transaction information.

Accurate claims analysis and investigation is crucial for devising an appropriate amicable and recovery strategy.

The recovery strategy is always aimed at fast and cost effective results.

### AMICABLE RECOVERY

Recovery Advisers collects debt on a no-cure-no-pay (commission only) basis.

Besides collection, Recovery Advisers always attempts to fundamentally restructure debt to a more secured or collateralized debt. This is particularly valuable to improve the chances of successful recoveries.

The local presence of Recovery Advisers professionals combined with the in-depth understanding of local culture, norms, and business customs gives debtors the opportunity to mediate with the familiarity of their own language and environment, often resulting in positive outcomes.

Since acquiring and retaining customers is essential to all businesses, Recovery Advisers' professionals work hard to preserve existing relationships between exporters and their struggling debtors. Normal business is typically resumed after the debt has been settled.

### CROSS JURISDICTION LITIGATION & INTERNATIONAL COMMERCIAL ARBITRATION

Not all debt can be recovered amicably. In situations where amicable negotiations fail, swift legal action is often the best option to protect the exposures and recover the debt.

Our extensive experience and familiarity with MENA jurisdictions enable us to devise and apply the most efficient judicial recovery strategy tailored to the unique circumstances of each case.

Our in-house lawyers and partners are experienced in cross-jurisdiction commercial litigation, applicable trade conventions and treaties, Private International Law, and International Commercial Arbitration.

We leverage the knowledge and experience in MENA legal systems to realistically assess the strength of the claim and devise the most efficient recovery strategy.

# INTERNATIONAL NETWORK

## Local Presence

Our approach to dispute resolution and debt recovery is shaped by our strong belief in the importance of local knowledge and familiarity with the diverse business cultures, customs, and norms.

Most importantly, our local presence and understanding of the business culture enable us to not only recover debt amicably, but to maintain and often rebuild existing business relationships between our clients and their struggling customers.

Where necessary, our in-house and selected partners can be involved for formal dispute resolution and judicial debt recovery. When doing so, we always choose the most cost and time efficient path; ensuring that results are achieved as quickly as possible.

## NETWORK



## INTERNATIONAL OFFICES & NETWORK

### ARAB WORLD

Algeria  
Bahrain  
Egypt (Local Office)  
Iraq  
Jordan  
Kuwait  
Lebanon  
Libya  
Morocco (Local Office)  
Oman  
Qatar  
Saudi Arabia (Local Office)  
Syria  
Tunisia  
U.A.E. (Regional HQ)  
Yemen

### ASIA PACIFIC

Indonesia  
Pakistan  
Philippines  
S. Korea (Local Office)  
Singapore (Regional HQ)  
Thailand

### EUROPE & CIS

Austria  
Belgium  
Bulgaria  
Croatia  
Cyprus  
Czech Republic  
Denmark  
England  
Estonia  
Finland  
France  
Germany  
Greece  
Hungary  
Iceland  
Ireland  
Italy  
Latvia  
Lithuania  
Luxembourg  
Macedonia  
Malta  
Montenegro  
Netherlands (HQ)  
Norway  
Poland  
Portugal  
Romania  
Russia  
Serbia  
Slovakia  
Slovenia  
Spain  
Sweden  
Switzerland  
Turkey  
Ukraine



# WORLD-CLASS LEGAL SERVICE

## Success Fee Basis

Recovery Advisers BV provides world-class legal services in complex areas such as international commercial law, project finance, and ship/aircraft finance.

Driven by the commitment to share risks and rewards, almost all services are provided on a success-fee basis. This drives our team to strive further to achieve results aligned with our clients' goals.

It is simple, we succeed when you do.

# CLAIMS

## EXPERTISE & CLAIM TYPES

### SHORT-TERM EXPORT TRANSACTIONS

Short term export transactions comprise the majority of claims managed and recovered by Recovery Advisers.

Whether directly financed by the vendor or an export finance bank, managing claims and recovery debt arising out of short-term export transactions requires speed, familiarity with and experience in the debtor's jurisdiction, and attention to the associated unique risks (such as lack of sufficient collateralization, and thinly capitalized debtors).

### MEDIUM & LONG TERM EXPORT TRANSACTIONS

MLT Transactions often entail substantial exposure and lengthy repayment terms.

Complexities tend to arise from financing structures involving factorers (banks or factoring companies), assignment of receivables, endorsements of commercial papers, and - following the involvement of insurers - subrogation of rights.

Typically, MLT transactions involve assets (such as machinery) that can form as collateral. Nonetheless, such transactions are no less risky as a decline in asset value, or complexities in enforcing security can still present challenges to recovery.

Recovery Advisers continues to assist clients in the restructuring and recovery of debt arising out of MLT transactions.

### PROJECT INSURANCE

The complex financing structures and documentation associated with project finance demands specialised knowledge and expertise when handling claims arising from project insurance.

The number of parties involved in project finance and their (often conflicting) interests require delicate coordination and communication skills.

Additionally, in-depth knowledge in project finance as well as the legal terms governing the associated facility agreements are required to be able to determine the optimal recovery strategy and restructuring solutions.

Recovery Advisers has successfully worked on the restructuring of major and high profile projects that included power plants, satellite stations, telecom networks, national waterworks projects, national civil infrastructure and construction projects, and sea ports.

### SHIP & AIRCRAFT FINANCE

The finance of mobile assets (whether maritime vessels, or aircrafts) presents lenders and insurers with unique challenges.

Fortunately, the availability of widely applicable international conventions (such as the Cape Town Convention and Brussels Conventions) improve the chances of vessel arrest and debt recovery in most jurisdictions the vessel may be.

Through our in-house experience in this unique field and our network of offices and affiliates, Recovery Advisers has assisted multiple clients to arrest aircrafts, ships, enforce security, and recover the outstanding debt.

If you require professional, recovery services that you can trust to deliver unrivaled results call now for a no-obligation consultancy. You can reach out to us in several ways to discuss your requirement in confidence.

MAIN: +971 4 308 5999  
INFO@RECOVERYADVISERS.COM  
WWW.RECOVERYADVISERS.COM

CONTACT



RA EGYPT  
Abbas 55  
El Akkad St.  
Nasr City,  
Cairo, Egypt

RA UAE  
Burj Al 1104  
Salam, 1 Sheikh  
Zayed Road,  
Dubai, UAE

RA KSA  
Office 404, 4th  
Floor, Verdun  
Tower, 7775  
King Fahad Rd.,  
Riyadh, KSA

RA SINGAPORE  
OUE 18-08  
Downtown  
2, 6 Shenton  
Way, 068809  
Singapore

**R** Export Finance  
Remediation