

Sofia Event Center
Paradise Mall

7/6

14th Credit Risk Management Conference

Credit Risk in the age of Crisis Continuum

Nikitas Konstantellos, President & Group CEO, ICAP CRIF



www.icapcrif.com

About ICAP CRIF

ICAP CRIF (previously ICAP S.A. Group of Companies), with offices in Bulgaria, Greece, Romania and Cyprus, is the Market Leader in Credit Risk & Business Information in Southeastern Europe. As of December 23, 2021, ICAP CRIF is a wholly owned company of CRIF.



About CRIF

- ❑ 6,600 Professionals
- ❑ 40 Countries in 4 Continents
- ❑ €714 M Total Revenues for 2022
- ❑ CRIF is a global Company, specializing in:
 - Credit & Business Information Systems,
 - Analytics,
 - Outsourcing and Processing Services
 - Advanced Digital Solutions for Credit and Open Banking.
- ❑ Provides added value solutions to its Global Clients:
 - 10,500 Financial Institutions
 - 600 Insurance Companies
 - 82,000 Businesses and 1,000,000 Consumers



Business Lines

- ❑ Business Information & Credit Risk Solutions
- ❑ Credit Ratings & Analytics Services
- ❑ Marketing & Sales Solutions
- ❑ Technology Solutions & Advanced Analytics
- ❑ Consulting Services



59 years of successful operation



Exclusive Partner of **Dun & Bradstreet**, the world leader in Business Information, for the 4 Countries of our region



It has an information base with 8.2 M companies in 4 Countries



4 Countries / 7,200+ customers

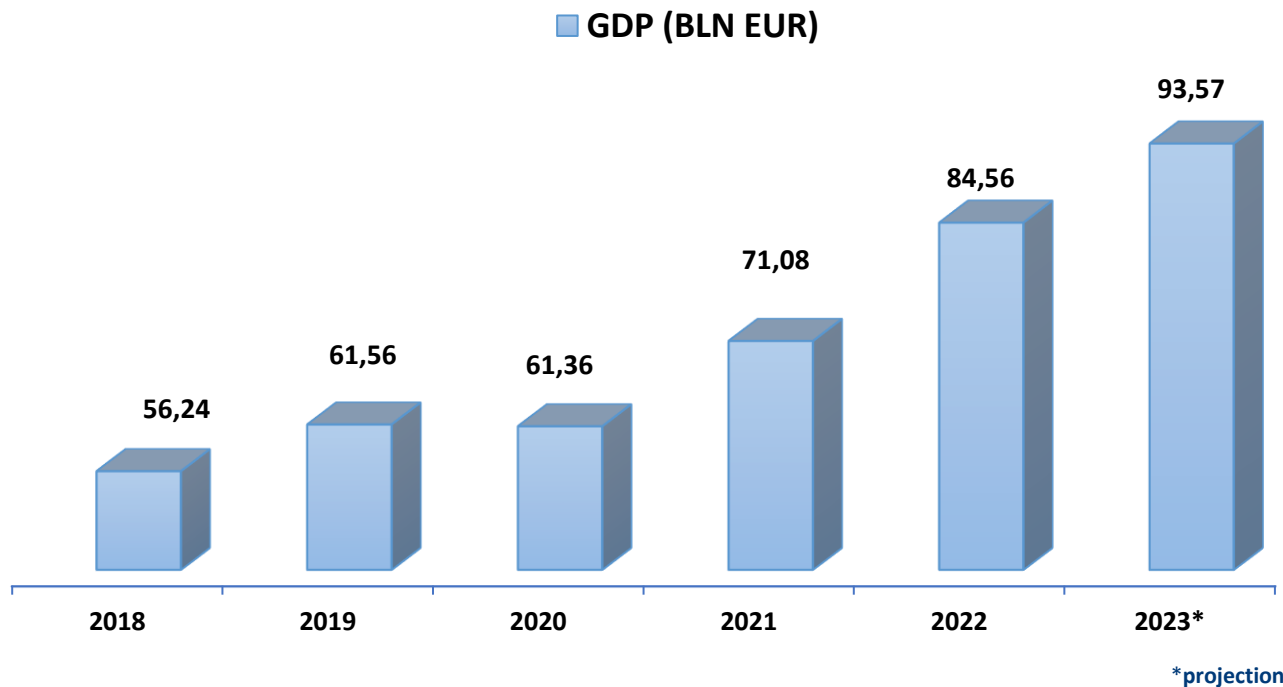


One of the few companies in Europe registered as a Credit Rating Agency (CRA), by the European Securities and Markets Authority (ESMA)



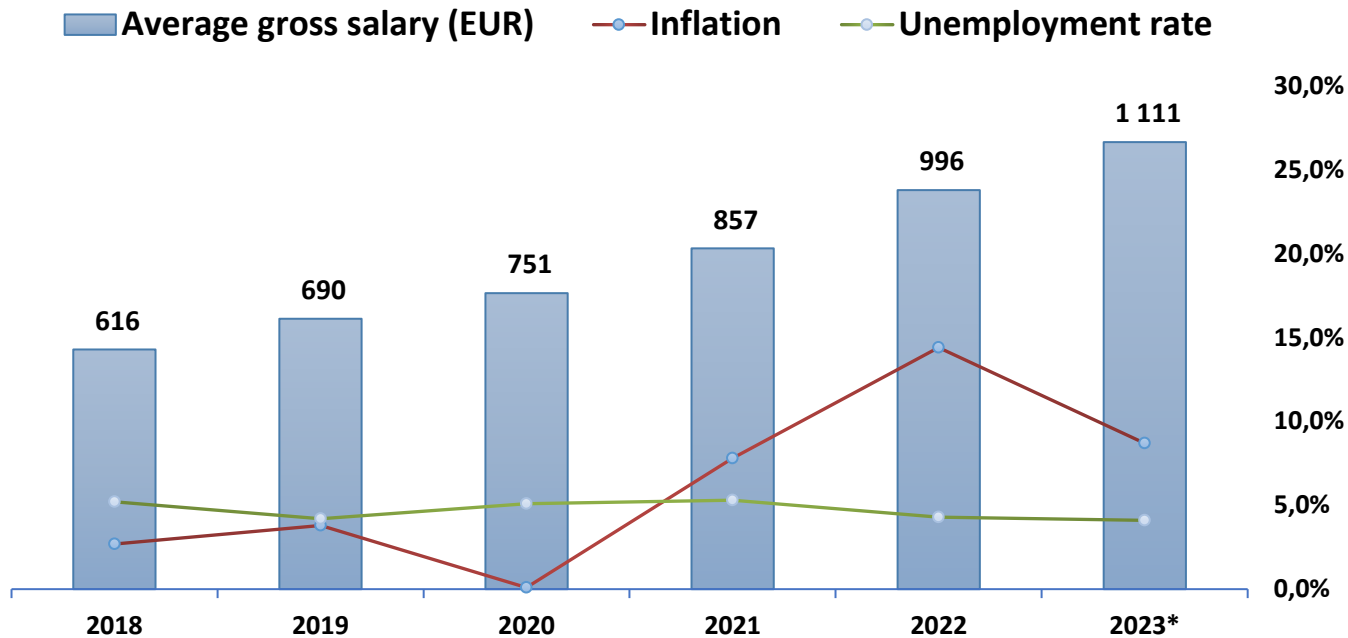
36,600 Credit Rating Assessments in companies & bond ratings; securitizations over 16 Billion GBV

Economy Evolution in Bulgaria



Source: NSI

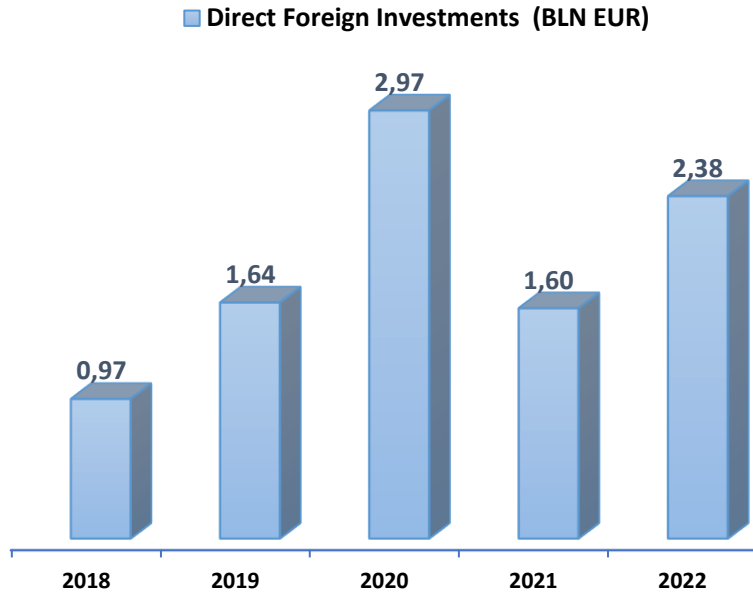
Economy Evolution in Bulgaria



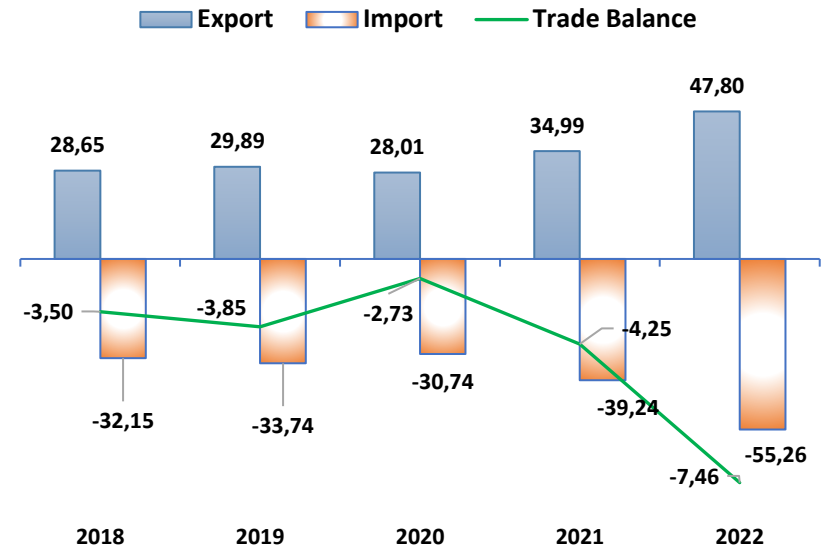
*projection

Source: NSI

Economy Evolution in Bulgaria

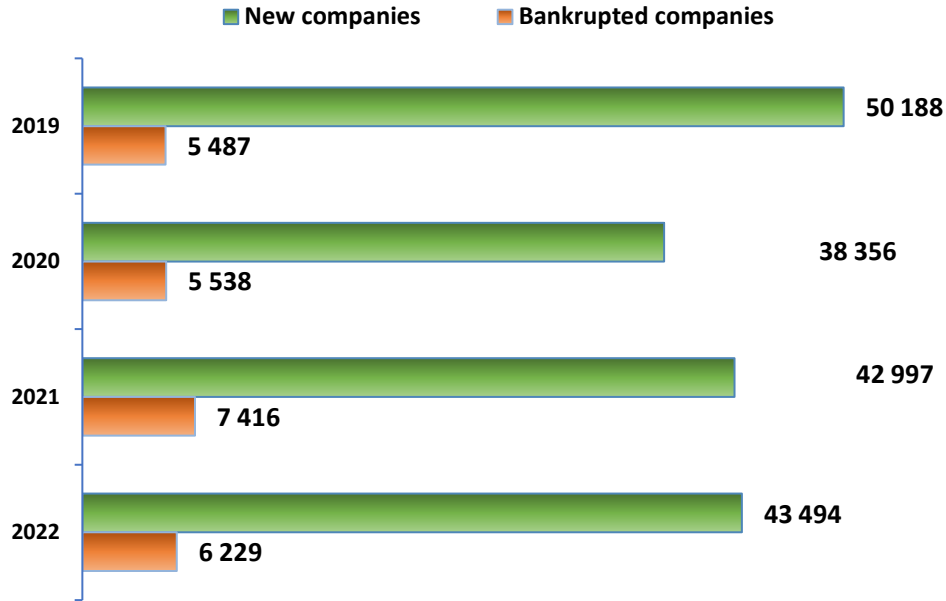


Source: NSI

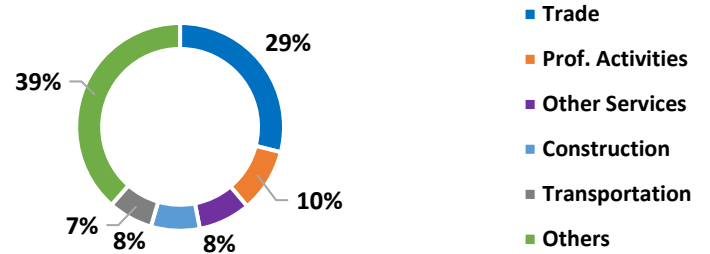


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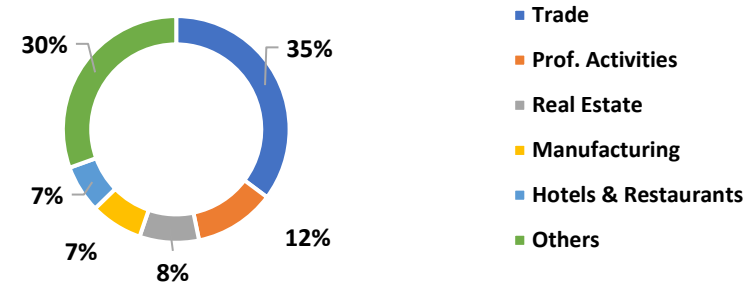
New & Bankrupted Companies



Number of new companies by industry in 2022



Number of failed companies by industry in 2022

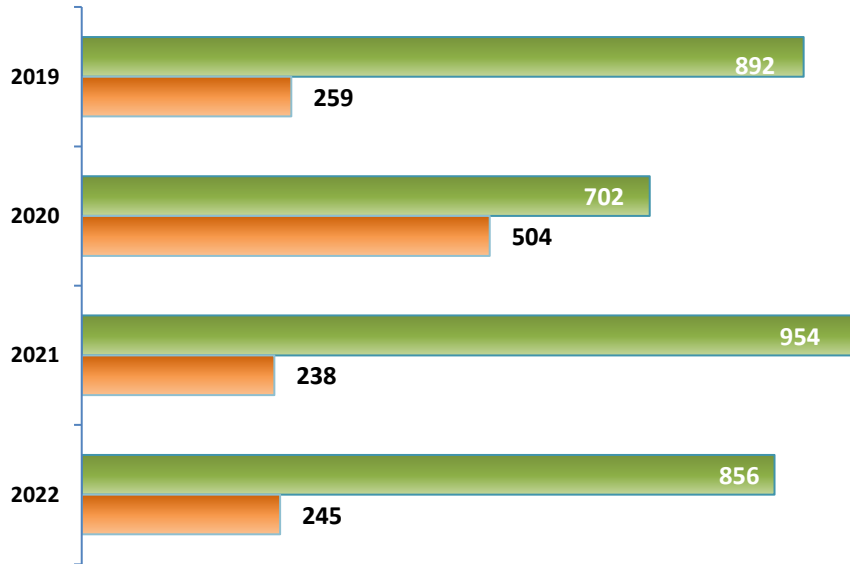


Source: ICAP CRIF Database

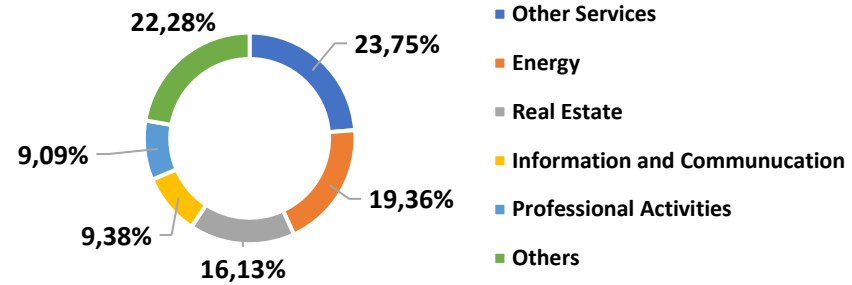
Staff Increase & Decrease

Companies with more than 50 employees for the respective year

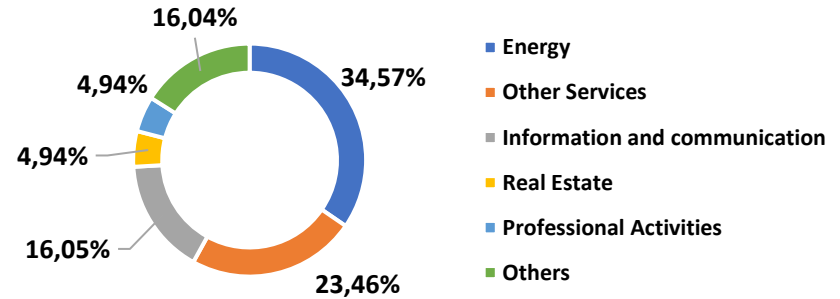
■ Companies with 20%+ Staff Increase
 ■ Companies with 20%+ Staff decrease



20%+ Staff increase companies by industry 2022

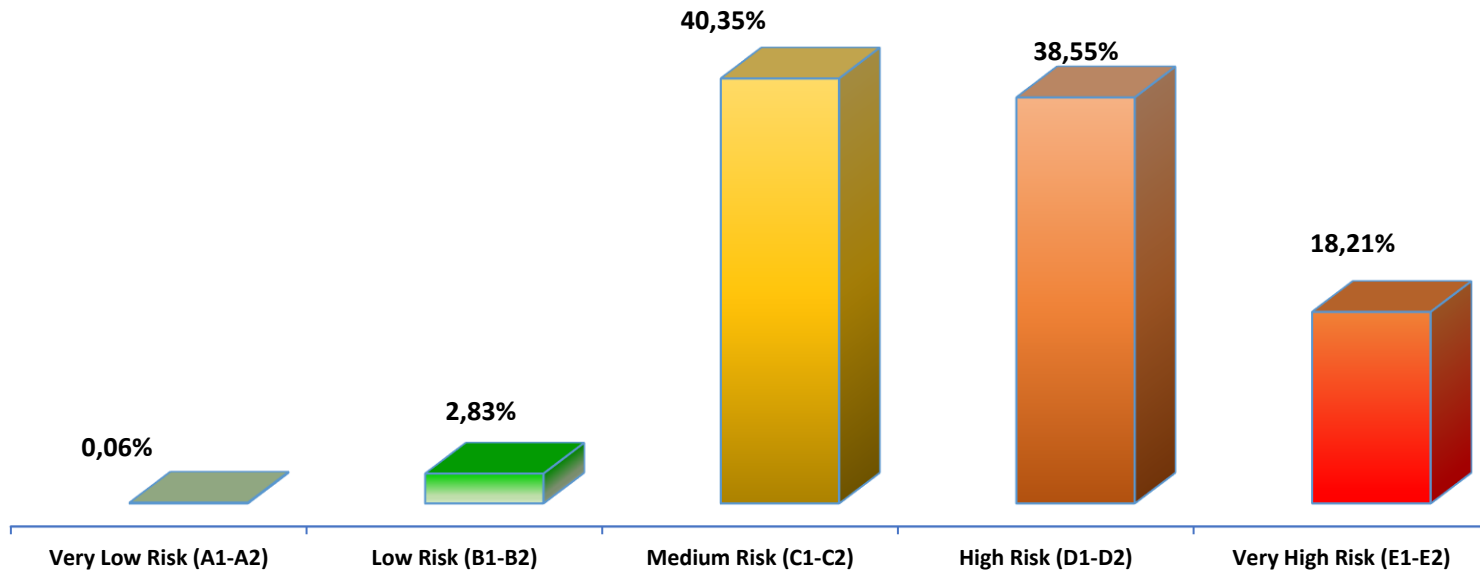


20%+ Staff decrease companies by industry 2022



Source: ICAP CRIF Database

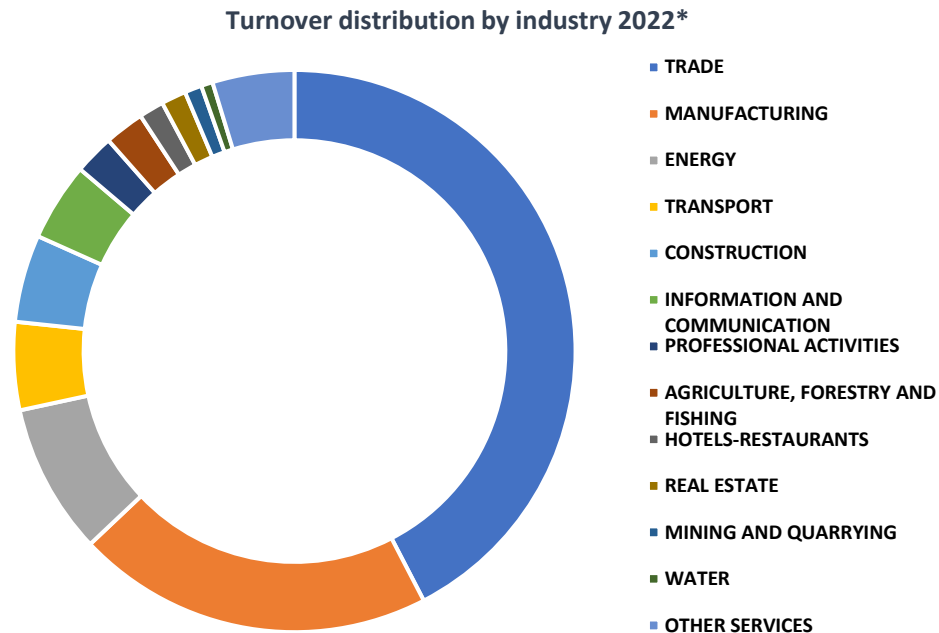
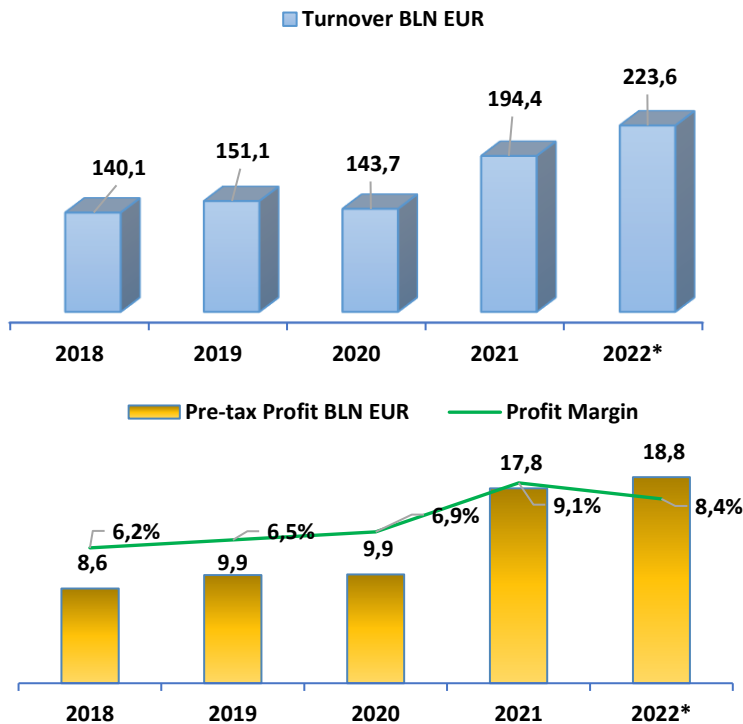
Credit Risk Distribution of the Bulgarian Companies



Scope: 333,384 active companies with ICAP Score as of June'2023

Source: ICAP CRIF Database

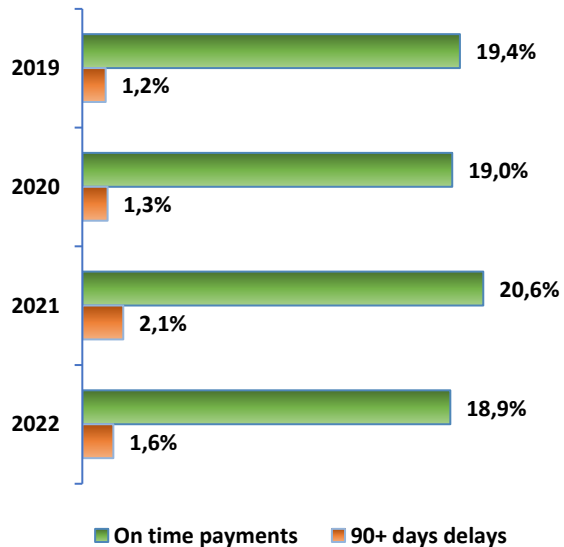
The financial figures of Bulgarian Companies



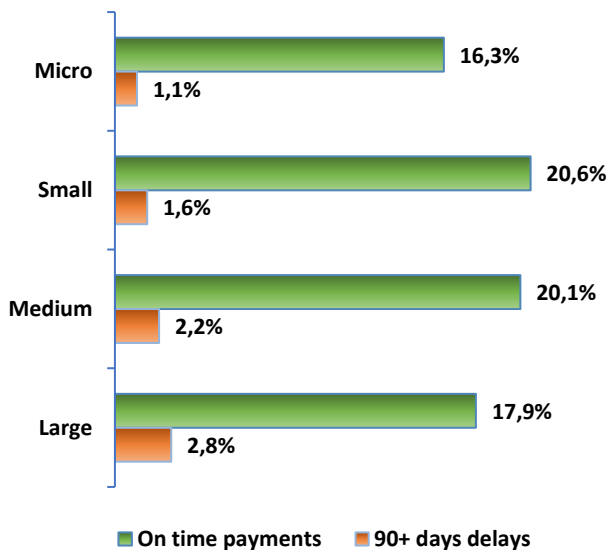
Source: ICAP CRIF Database

Non-Payment Risk Trends in Bulgaria

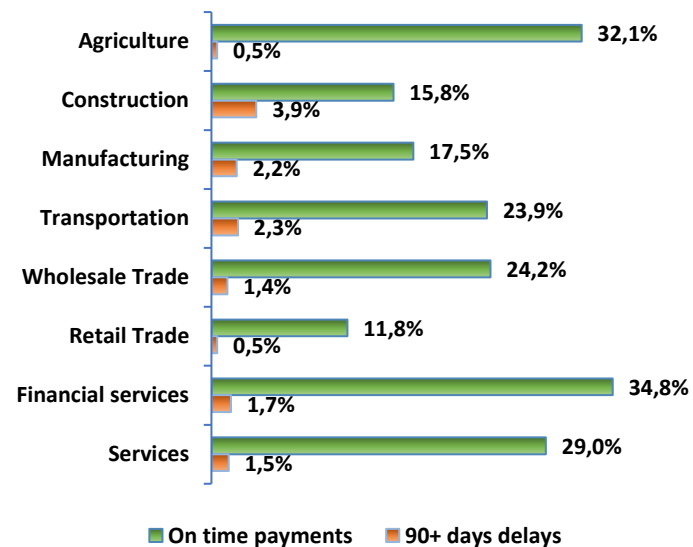
Overall Payment Behavior



2022 Payment Trends by Company Size



2022 Payment Trends by Industry



Source: ICAP CRIF Database

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Thank you
for your attention

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