

TAGOR GROUP

Spain Program

Purchasing and Collections of

**Unsecured NPL's with Unfound / Uncollectible
Borrowers**

EXECUTIVE SUMMARY



Our focus - Spanish unsecured NPLs with uncollectible/unfounded borrowers

OUR FUND PURCHASING & REVENUE SHARE PERIMETERS:

We actively look for opportunities to buy or collaborate on portfolios or sub-portfolios of unsecured non performing loans (NPLs) that mainly involve borrowers who are either uncollectible, unfounded, or unidentified.

Loan Type:

- Unsecured loans (NPLs) with unidentified/unfounded or uncollectible borrowers.
- Any type of consumer debt (e.g., personal, credit card, instalment, mortgage tail) recourse/ guaranteed by an individual.
- Loans originated in Spain by domestic financial institutions such as banks, credit companies, and alternative lenders.
- Borrower may be of any nationality, Spanish or other, and currently residing in Spain or elsewhere.

Loan Size:

- Individual loan size ranging from €1,000 to €7,000 per loan.

Loan Age:

- Up to 5 years from the initial date of delinquency (first non-payment of the loan)

Deal Size:

- No minimum or maximum constraints.

OUR BUSINESS MODEL IN SPAIN



Flexible cooperation and purchasing models

➤ **Outright cash Purchase**

We buy portfolios outright. No minimum or maximum constraints

➤ **Success based Revenue Sharing**

- * We unlock and optimize value from challenging loan positions
- * Full management from tracing to collections
- * We provide a beneficial revenue-sharing arrangement with the portfolio owners

➤ **Combined Approach**

Option to discuss a combination of a cash payment and a revenue-sharing structure

Collaborating with portfolio owners and collection companies

GDPR COMPLIANCE



Data security, privacy, and protection

At Tagor, we prioritize product integrity and reliability, recognizing the significance of safeguarding customer information and ensuring compliance. Our commitment to high professional standards in data security, privacy, and protection is evident through measures aligned with General Data Protection Regulation (GDPR) requirements and ISO 27001 standards for information security management, including but not limited to the following:

1. **Data center security** - Utilizing an AWS-based infrastructure with architectural safeguards such as encryption, data management, and access control.
2. **Cloud-based infrastructure** - Drawing exclusively from open data sources.
3. **Network security** - Application of tools, such as Web Application Firewalls (WAFs), Two-Factor Authentication (2FA), secure standardized logging, and network monitoring.
4. **System security** - Implementing restricting measures, such as role-based access control, IP address blocking.
5. **Data sources and data controls** - Employing integrations, and protocols, including the deletion of Personally Identifiable Information (PII) following the completion of processing and strict passive data collection policy.
6. **Data protection and management** - Employing encryption methodologies, such as Data In-Transit Encryption, Data At-Rest Encryption (DARE), and secure customer file transfer protocols.

Our contact findings are backed with PI and data sources certificates.

WHO WE ARE



Ofer Lieberman

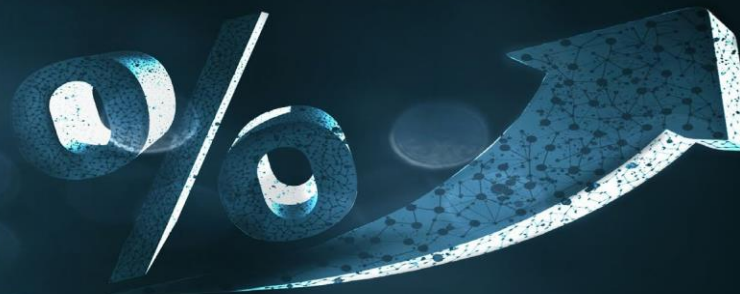
With over 25 years of experience in real estate and the debt sector, Ofer Lieberman has actively invested, developed, and managed real estate assets and secured loans (NPLs) in Europe and the United States. He has been a speaker and panellist at various real estate and NPL conventions across Europe. Ofer is the Chairman and founder of Tagor Asset Management and Tagor Group Ltd (established in 2005), a real estate investment, asset, and NPL management company operating in Europe. Tagor has been involved in bidding and due diligence on secured NPL and REO portfolios exceeding €5 bn working alongside international investment funds.

TAGOR GROUP LTD Privately owned by Ofer Lieberman, Tagor Group Ltd is a real estate investment and management firm. The Group collaborates with equity partners, separate account investors (including HNW individuals, family offices, and institutional investors), and runs specialized investment vehicles with real estate and special situation investment strategies. Their primary focus is on secured and unsecured NPLs and both performing and nonperforming real estate assets.

Tagor Capital Ltd controlled by TAGOR GROUP was publicly traded on the Tel Aviv Stock Exchange until the company was taken private in 2014.

TAGOR

NPL/REO TRACK RECORD



EUR 5bn of Total Exposure (GBV) valued and advised between 2013 and 2017

Year	Project	Seller	GBV(EUR MM)	Tagor Role
2013	Phoenix	Volksbank	654	buy side
2014	MKB	MKB Hungary	109	buy side
2014	Danube	Volksbank	183	buy side
2014	Orion	BCR Erste Bank	363	buy side
2014	Saturn	BCR Erste Bank	443	buy side
2015	Demeter	Bank of Cyprus	545	buy side
2015	Danube	MKB Hungary	760	buy side
2015	Grey	BCR Erste Bank	24	buy side
2015	Alpha	Raiffeisen	53	buy side
2016	Rosemary	Intesa Sao Paolo Bank	287	buy side
2016	BPZ	BPZ	120	buy side
2017	Mars	Alpha Bank Romania	434	buy side
2017	Fain	Raiffeisen Bank	274	buy side
2017	Artemis	Attica Bank	1100	buy side

- Leading the Portfolios analysis and segmentation, assess and valuation prepare NBO, DD and BO, pricing
- Asset management and return optimization: PM selection/ coordination, capex /maintenance management, letting management, return analysis.

Appendix



Mandatory Input data required

	Data Feature	Description	Example
1	FULL_NAME	Full name including all last names	Maria Thomson
2	DATE_OF_BIRTH	Debtor date of birth – MM/DD/YYYY	05/22/80
3	EMAIL_ADDRESSES	All available (known or old) debtor email addresses	mariadc@gmail.com , maria@business.com
4	MOBILE_NUMBERS	All available (known or old) debtor mobile numbers	+34-69834234, +34-69834277

DISCLAIMER



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Ofer Lieberson

ofer@tagorgroup.com

www.tagorgroup.com