

TDX success story

Creating an open market for the re-sale of debt

Client description

- Robinson Way

Business needs

- Our client wanted to put a portfolio of debt on to the open market rather than conduct a private sale. The portfolio contained debt from over 10 different original creditors

TDX solution

- Fully integrated debt sale solution

Commercial model

- % of proceeds of sale

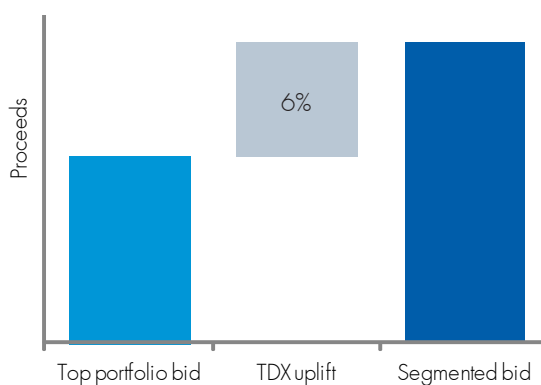
Length of contract

- TDX were engaged to complete two sales for the client



Results

- VENDO offered a full end to end sale process, including assistance with data extraction, purchaser due diligence, purchaser management and contract negotiations
- Segmentation of the portfolio enabled distinct packages of debt to be sold, appealing to a large number of bidders
- With debt from over 10 different original creditors, and with a panel of around 30 potential purchasers, VENDO made the 'consent for the re-sale' process straightforward and efficient
- The client's target price was achieved and significant uplift was achieved through segmentation of the portfolio into commercially meaningful segments and the execution of a robust sale process



“Re-sale is an emerging market, and when we decided to sell some of our purchased portfolios, it was a natural step for us to work with TDX Group. Their reputation in this area is second to none, and we were confident that they would open up opportunities for us. Their access to such a wide panel of purchasers is unrivalled and that gave us the ability to match our debt profiles to the most relevant bidders. As expected, they delivered great results, both in terms of the actual price they achieved, but also in the processes and overall quality of their work.”

Graham Prosser
Managing Director, Robinson Way



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