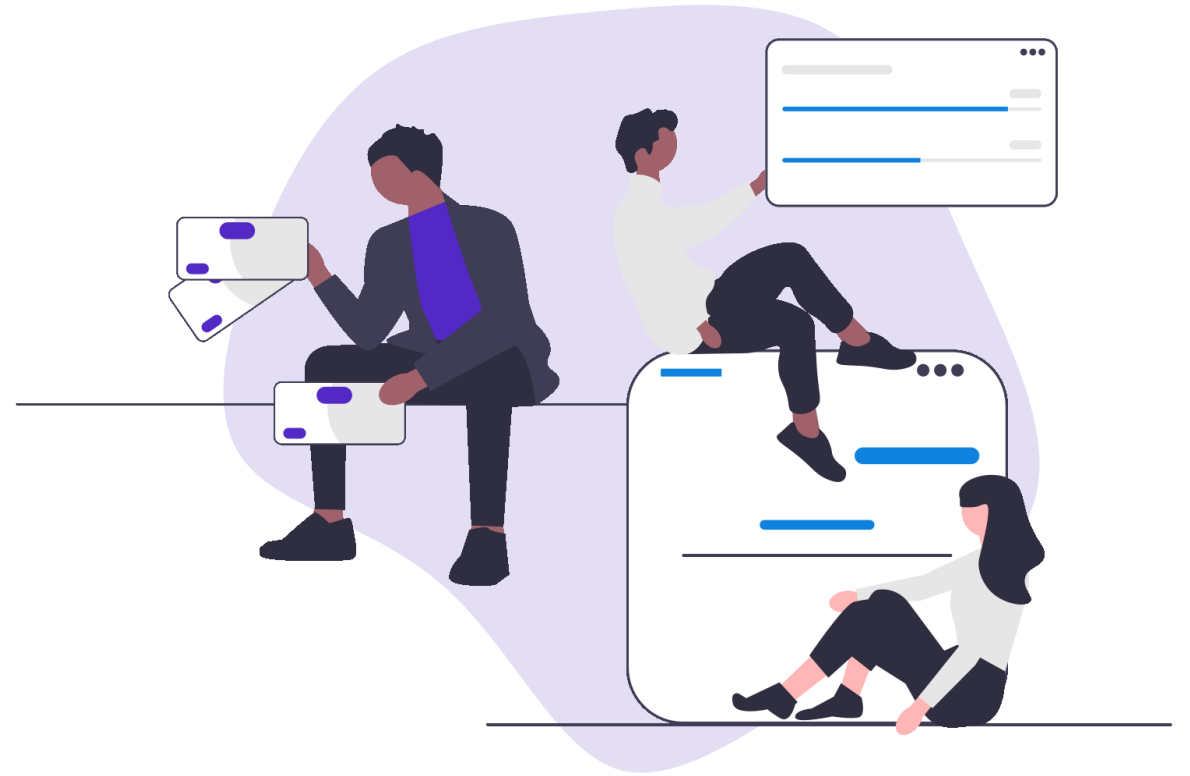


Debtist

Digital.
Collections.
Europe.



SEPTEMBER 2025 – OLYMP MASTERCLASSES ACCOUNTING SUMMIT 2025

I. Company Presentation: Debtist, Digital. Collection. Europe.

Overview

Founding: 2023
HQ: Frankfurt am Main
Locations: 4 (2 more planned)

Employees: >50 FTE
Revenue 25¹⁾: >EUR 10.0mn
EBITDA¹⁾: >EUR 4.0mn

- **Debtist is Europe's most innovative digital debt collection company**, specialising in the entire receivables management value chain.
- **Focus on B2B processes with industry-leading data enrichment and research** - at the same time, the **B2C area is already sizable** and takes up a significant part of our portfolio.
- **Innovative, AI-supported processes and efficient structures** - with a central point of contact for all processes between DHL and Debtist.

References (selected)

Helping

PlanRadar

DR SMILE

enterprise

TeamViewer

celonis

copecart

xentral

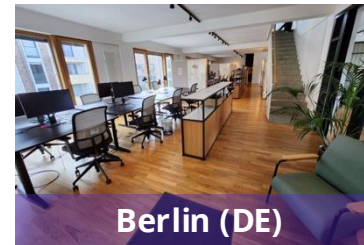
TIMOCOM

statista

Personio

SCANDIT

Locations



1) Extrapolation of the current year 2025

AI Receivables Management



Tony Zabel
Co-Founder
Debtist

Basic question: How does automated receivables management massively relieve accounting teams?

1. How is **Payment Behaviour** changing
2. What is our unique **Challenge**
3. How do we solve it – **AI Case study**
4. Questions & Remarks

European Payment Behaviour

Debtist projections, based on 2024 internal CFO Survey

Default rates for B2B and B2C, in %



Insolvencies, Index 2015 = 100



Rising default rates in 2025 almost at financial crisis level...

...are also leading to record insolvencies.

AI Case Study

Global All-Round Solution

Hyper-Personalisation

Real-Time Prioritization
& VIP Treatment

Conversational Analytics
(Reporting)

AI will perform this live in a minute!

AI Case Study

Global All-Round Solution

Any language

Any currency

Time zones

Compliance at scale

Real-Time Prioritization
& VIP Treatment

24/7

Individual solution

Going extra mile

Instant answers

AI will perform this live in a minute!

AI Case Study

Global All-Round Solution

Hyper-Personalisation

Real-Time Prioritization
& VIP Treatment

Conversational Analytics
(Reporting)

AI will perform this live in a minute!

AI Case Study

Case knowledge **Escalation**
Sentiment analysis
Tonality

Hyper-Personalisation

Chat-based analytics
No limitations **10x fast / good**
Infinite iterations

Conversational Analytics
(Reporting)

AI will perform this live in a minute!

I. DEMO: See what you can build internally

Dear Mr. West,

We note your statement that you do not use ; however, per your End User License Agreement (Section 8.5.1), your subscription renews automatically and fees apply regardless of actual usage. The invoice dated 01/06/2025 (due 15/06/2025) remains due in full.

The current total outstanding amount is £682.07, comprising:

- Subscription fee: £516.96
- Default interest: £9.78
- Collection costs: £155.33

Please settle the full amount within 3 business days to avoid further escalation. Failing to do so will lead us to recommend TeamViewer Germany GmbH instruct their legal counsel to initiate court proceedings, resulting in significant additional costs.

You may pay via our secure portal:
<https://app.debtlist.de/pay/cmd855u401f60hytjhs7r/2507-4168-7236>

Or by bank transfer to:
Debtlist GmbH | IBAN: DE88 1004 0000 0250 3142 01 | BIC: COBADEFFXXX | Reference: 2507-4168-7236

We urge you to arrange payment without delay.

Kind regards,
Robert Otter

SHOW LESS

joe west, sf :
I don't even have so why should I pay that I don't use

> wrote:
unfortunately, despite our efforts, you have not yet settled the claim by

We would like to inform you that our client, , is prepared to take legal action to recover the

SHOW MORE

Ticketing

Calling

Experimental feature

Conditional Analytics Debtlist

Hi! Can you show me realization rates for my Austria business for the past 2 months?

Sure! 📊 Here's your 2-month time series:
Scatter Plot: Realization Rate per Invoice

Week	Realization Rate
Week 1	40%
Week 2	50%
Week 3	60%
Week 4	70%
Week 5	75%
Week 6	80%

Do you want this as an Excel or CSV export? 📁

Give me a pdf report with all countries in a table... ▶

Reporting

Key Takeaways



Meet us

Debtist

Result: Internal efficiency boost and higher recovery rates!

**70%
faster**

**Lower
costs**

**10x
experience**

What are your current challenges in accounts receivables?

Debtist

Die bessere Art
Forderungen
und **Inkasso**
abzuwickeln.

