



MARKET EXPERTISE

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Greek NPL Study CATI – Qualitative

Number of Interviews - 50

Objective

The capture the wider market sentiments and identifying trends and driver that will shape the future within the Greek Market.

Methodology / Approach

Market Expertise conducted a qualitative study on the Greek NPL market. The average LOI was 40-45 mins.

The project was divided between Greek Financial Institutions, Potential Buyers/Investors, Greek Licensed NPL Servicers, Lawyer & Financial Advisors. We had to compulsorily target one respondent from each of 4 Greek systemic banks.

The main objectives of the study were :

- ❖ Understanding the organisations primary strategy for NPL reduction and the biggest NPL challenges faced.
- ❖ To identify the biggest challenge for non - captive servicer and creating more active NPL market in Greece.
- ❖ Discussing the factors that would significantly enhance the prospects of successful NPL disposals in Greece.

Deliverable

The results of the this project was uploaded onto the links provided by the client which was down loadable in MS – Excel format.

The respondent status sheet was delivered to the client at then end of the project.