



EULER HERMES TRADE CREDIT INSURANCE

What is Euler Hermes TCI?

The world's leading provider of Credit Insurance Protects you from bad debt, provides up to date information on your customers and enables you to grow your credit sales safely



CONFIDENCE IN TOMORROW

Who can I introduce to credit Insurance?

Any business that trades "business to business" and offers or intends to offer credit terms

What are the benefits of credit insurance?

- ✎ Risk management
- ✎ Prevention/recovery of unpaid debts
- ✎ Compensation for uncollected receivables
- ✎ Safe sales growth and diversification into new markets
- ✎ Support funding facilities

Why credit insurance?

- ✎ Current unprecedented uncertainty for UK businesses
- ✎ Impact of Brexit, rising inflation, political instability and the weakness of the pound
- ✎ A rise in imported materials with increasing DSO (days sales outstanding)
- ✎ Increasing national living wage and business rates

A company of **Allianz**



Euler Hermes at a glance

TURNOVER

€2,567 million+0.4% y/y at actual rates and constant scope

NUMBER OF EMPLOYEES

5800+

NET INCOME

€315.4 million

NET COMBINED RATIO

80,5%

KEY FACTS:

Up to 40% of a company's assets are tied up in the debtor book
Over 70% of businesses suffer bad debts/the domino effect
Total UK unpaid/unsecured credit losses of over £1.9bn for the second half of last year
UK SMEs wrote off debt totalling £5.8b in the last financial year
Every year UK subcontractors are forced to write off more than £16,000 each due to unpaid work

WHAT QUESTIONS CAN I ASK?

- ✎ How do you currently manage your credit risk?
- ✎ What are your trading terms, How do you decide how much credit to offer?
- ✎ How do you vet new customers? Do you have any trouble obtaining information on overseas buyers?(Credit Safe/Experian reports are a good start but their information tends to be based on historic data. Euler Hermes provides up to the minute information, knowledge and local expertise to assist with credit decisions wherever you trade
- ✎ Have you experienced any bad debts in the last 12 months? If so what process did you use to try and reclaim that debt?
- ✎ Did you turn down any business in the past 12 months?
- ✎ If one of your biggest customers was to stop paying you for any reason, what impact would that have on your business?
- ✎ What are your growth plans, new markets, overseas?
- ✎ Have you considered protection on your ledger from the risk of bad debt?