

Credit insurance

YOU ARE FRAGILE IF THE CUSTOMER DOES NOT PAY

Why do I need credit insurance?

When you provide credit to your customers it involves a risk that they are not able to pay. With credit insurance from Euler Hermes we underwrite your credit risk, continuously assess and follow up on your debtors and give you access to a wide range of information including legal matters and market conditions. This knowledge provides you with a strong basis for making decisions towards both existing and potential customers.

When you have credit insurance you:

- Protect your company's liquidity and debtors
- Increase your financial credibility and improve competitiveness
- Get the opportunity to increase your turnover - risk free!
- Release internal resources by outsourcing credit risk assessment
- Improve your ability to identify the most profitable customers based on qualified credit risk assessment and professional counselling
- Get the foundation for realistic budgeting - unlike a loss a premium can be calculated

What are the costs?

When we prepare an offer we look at your company's current situation and needs. Among other things we consider your debtors' financial credibility, payment terms, historic losses, business risk and turnover. The premium of your customised solution only represents a small percentage of your company's turnover.

How will I be covered?

Credit insurance covers losses caused by lack of payment for delivered goods or services as a result of buyer's insolvency. We usually cover 90 % of your outstandings so that you are not left with huge economic losses.



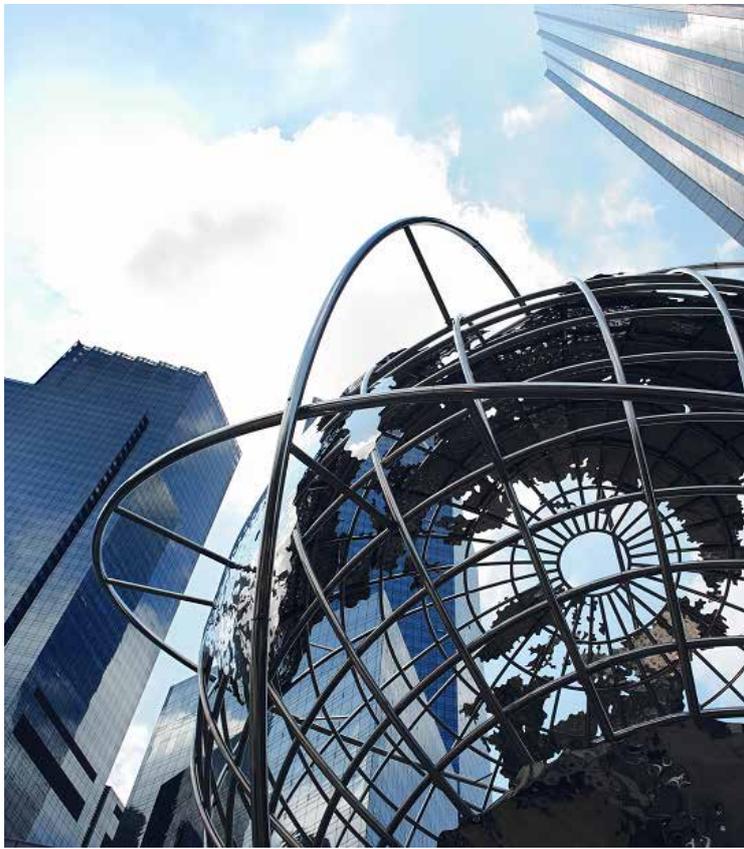
Credit insurance from Euler Hermes

- Monitoring of your customers' economic situation, sector development and political incidents
- Cover up to 90 % of your loss
- Payment of indemnification after 2 weeks
- Minimal costs compared to risk
- Trade debt collection in more than 90 countries
- Apply for cover, generate reports and gain insight into debtor history via our online system EOLIS



EULER HERMES

Our knowledge serving your success



AN ALL-IN-ONE SOLUTION

Global debt collection

Even though we indemnify your loss the best solution will always be that the customer pays. Therefore we offer our debt collection services as an integrated part of the credit insurance.

Through our global network of business partners and Euler Hermes debt collection offices we can help you collect your debts in more than 90 countries. Local experts assess each individual case when collecting your debt, taking the customer's situation, local legislation, practise and procedure for recovery of outstanding debts in the concerning country into account, ensuring that every case is handled appropriately. Regardless where your customer is located we can recover your outstanding debts.

Counselling in credit sales

Credit insurance enables you to evaluate a potential customer even before the contract is signed. Based on the customer's financial credibility you will know if it will be profitable to initiate cooperation. The credit risk assessment can also be involved when negotiating payment terms, making it possible for you to create individual and optimised terms for each customer.

We put our international experience and expertise on contractual terms and market conditions at your disposal. This way not only your customer's financial credibility is considered, but also regional differences in payment terms.

Prompt indemnification

We do our utmost to collect your receivables. However, in case we are unsuccessful we indemnify your loss as early as 2 weeks after receiving documentation for your loss.

If the loss involves a foreign customer the payment only needs to be overdue with an agreed number of days before you receive indemnification - even if the customer is not bankrupt or has filed for bankruptcy.

Monitoring of your customers' financial credibility

Your customers' customers can fail, market conditions can change and cause a decrease in sales or political incidents can happen, damaging your customers' business foundation. All of this can put your outstanding receivables in danger.

We monitor companies active in markets representing 92 % of global GDP. If anything happens which influences your customers' situation and thus affects your outstandings we warn you instantly.



Are you interested in knowing how we can help grow your business profitably? Find contact details on your local Euler Hermes office below.

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