

PROTECTION AGAINST CREDIT LOSSES

Credit insurance



THE SOLUTION FOR:

- Companies of all sizes – from SMEs to large corporations.



INSURED RISKS:

- Your receivables from supplies of goods, work and services to commercial customers around the world with payment terms of up to 180 days.
- We pay indemnity in the event of insolvency. We also cover a customer's unwillingness to pay after the elapse of an individually agreed period.

Every year, Swiss companies give their customers billions of francs' worth of credit – by supplying goods and services that are not paid for immediately. Outstanding receivables like this are real risk capital, however – if the debtor becomes insolvent, the company will get nothing. Our cover against credit losses gives you ideal protection against such a scenario. We continuously assess your customers' creditworthiness, take care of debt collection on request and, if the worst comes to the worst, will reimburse the loss.



THE COMPELLING BENEFITS FOR YOU

- **Insurance that protects your company's existence.**
- **Assurance of your company's liquidity** and profitability through income security.
- **Continuous credit checks** on your customers by the world's leading credit insurer's team of experienced specialists (KYC).
- Safe expansion into new **markets and business with new customers.**
- **Assurance of your working capital** through better financing options.
- Your claims are **covered almost everywhere in the world** against economic risks.

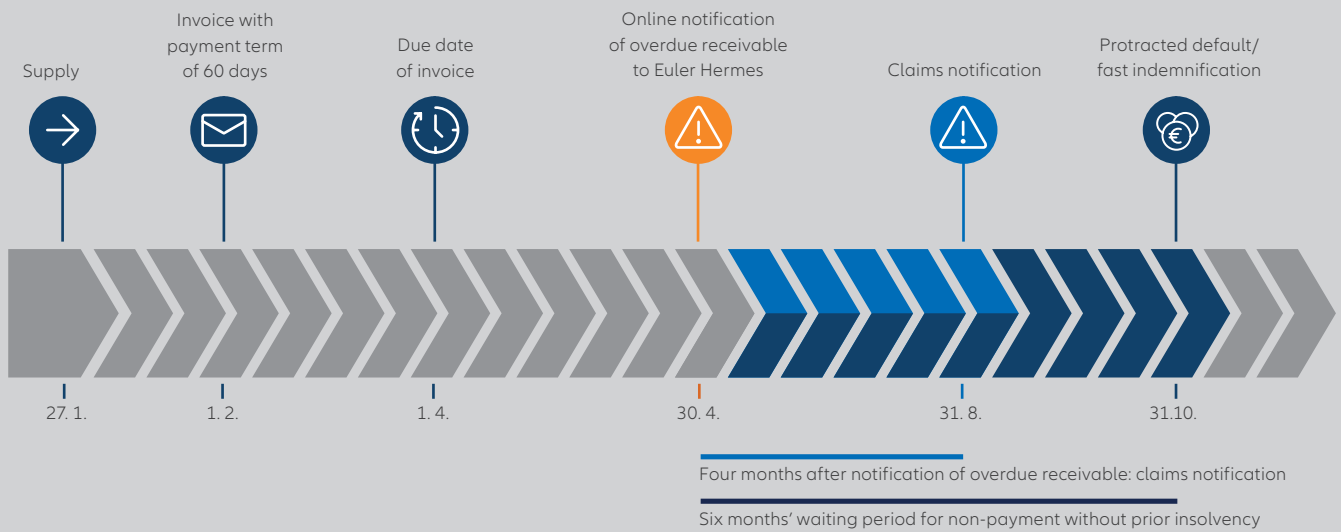


WHY EULER HERMES:

- **A strong partner** offering maximum security at your side: Euler Hermes is the world's leading credit insurer and has an excellent capital base (**AA rating from Standard & Poor's**).
- **Immediate claims handling** upon identification of the insured credit loss. Indemnity already paid out in the event of an extended delay in payment (unwillingness to pay).
- **Possibility of integrated debt collection service** from Euler Hermes, which experience can significantly reduce the number of unpaid invoices.
- **Personalised service** from local contacts for all issues related to credit insurance.
- Conveniently manage all your receivables and get credit limit decisions quickly, often in a matter of just seconds, thanks to the **EOLIS online service.**
- **Credit checks on your customers** using the unique Euler Hermes information pool, which provides global access to more than 40 million sets of company data.



**GOOD TO KNOW:
EXAMPLE OF AN INDEMNIFICATION PROCESS IN THE EVENT OF UNWILLINGNESS TO PAY (PROTRACTED DEFAULT)**



ANY QUESTIONS? HERE ARE SOME FAQS:

■ **I know my business partners, so why shouldn't I trust them?**

Trust often isn't enough. Your customers may get into difficulty through no fault of their own – for instance as a result of external events. With credit insurance from Euler Hermes, you always find out straight away if payment problems are becoming apparent.

■ **Isn't insurance cover of this kind quite expensive?**

A credit loss can cost much more. To offset a loss of CHF 100,000, for example, a company with an average return on sales would have to generate additional sales of approximately CHF 2.5 million! And the most expensive scenario is of course if your company itself is at risk of insolvency due to a large credit loss.

■ **We do not have any payment defaults, so why do we need credit insurance?**

Unfortunately this is no guarantee that you will not suffer any credit losses in the future. Most insolvencies occur unexpectedly, even with good, longstanding customers. What would the consequences be for you if one of your longstanding large customers were suddenly unable to pay an invoice? Credit insurance gives you security and a guarantee that your invoices will be paid.