

Two decorative lines are present in the upper half of the slide: a solid grey line that slopes upwards from left to right, and a dashed grey line that slopes downwards from left to right. They intersect in the center of the upper half.

Trade Credit Insurance

Bad Debt Protection

What is Trade Credit Insurance?

- > Coverage provided to companies who sell products to other businesses (b2b) on short-term credit (30/60/90 days) for both domestic and export sales
- > Indemnification for bad debts incurred when customers fail to pay for products delivered to them
- > Protection for a company's accounts receivable asset from write-offs caused by customer defaults
- > Coverage for all sales made to customers during a 12-month policy period (policies are normally written on a portfolio basis)

Product Range

- > Risk Mitigation
 - Excess of loss cover (domestic and/or export)
 - Top accounts cover
 - Single buyer cover
- > Financing Support
 - Asset based loan secured by accounts receivable
 - Receivables purchase agreement with limited recourse
 - Securitization via commercial paper conduit
- > Insuring Banks
 - Factoring and/or invoice discounting (with or without recourse)
 - Letter of credit confirmations
 - Supply chain or accounts payable financing
 - Commodity export financing

Preferred Account Profile

- > Sales
 - \$50 million - \$1 billion (can be a subsidiary of a larger group)
- > Profile
 - Industry leader with strong credit management discipline
- > Sectors
 - Manufacturing company in mature industry selling intermediate goods (chemicals, paper, food, etc.)
- > Territory
 - Domestic, export and multinational
- > Credit Limits
 - Less than 500 customers
- > Payment Terms
 - Less than 90 days

Underwriting Criteria

- > Company profile
- > Credit management procedures
- > Sales by country
- > Accounts receivable aging report
- > Bad debt losses over the past three years
- > Top 20 customers require credit limits

Benefits of Choosing Chartis

- > We were voted Best Trade Credit Insurer in 2009 by *Global Trade Review* magazine
- > We have over 30 years in providing Trade Credit Insurance
- > We were the first private insurer admitted to the Berne Union
- > We were the first private insurer to offer political risk coverage and excess of loss credit insurance featuring non-cancelable coverage and discretionary credit limits
- > We have over 100 underwriting professionals located in 13 offices around the world to provide top-quality service to multinational clients
- > We have handled over 7,500 claims and have paid over \$1 billion to clients with respect to approved claims
- > We follow an underwriting approach that supports clients' credit management and keeps administrative costs low
- > We provide non-cancelable credit limits to clients by request

Office Locations



CHARTIS

Your world, insured

Chartis is a world leading property-casualty and general insurance organization serving more than 40 million clients in over 160 countries and jurisdictions. With a 90-year history, one of the industry's most extensive ranges of products and services, deep claims expertise and financial strength, Chartis enables its commercial and personal insurance clients alike to manage virtually any risk with confidence.

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