

Insurance Product Information Document*

Allianz – Trade Credit Insurance

Provider:

With more than 125 years of expertise, Allianz global business intelligence is unrivalled. Trade credit insurance helps you unlock more working capital while reducing your overall risk. With more than a century of experience, they are part of Allianz and a renowned and longstanding specialist in trade credit insurance. Our 6,000 employees in over 50 countries advise and support more than 55,000 clients.

Who They are:

Euler Hermes Hong Kong Services Limited is a company incorporated in Hong Kong with a Hong Kong Companies Registry no. 0656483 and a registered office address at Suites 403-11, 4/F, 12 Taikoo Wan Road, Taikoo Shing, Hong Kong.

Since 1998, their Hong Kong office has now become the headquarter of the Asian-Pacific region. They offer a competitive range of integrated products and services, designed to assist businesses to protect their trade assets and improve their working capital and cash flows.

Key benefits of trade credit insurance:

Trade credit insurance also sometimes called accounts receivable insurance. Trade credit is a commercial weapon that must be handled with care in order to protect your cash flow. Taking out a trade credit insurance policy remains the most efficient way to manage your trade credit risk.

- Protects business when a customer fails to pay a trade debt within the contracted terms as a result of insolvency / bankruptcy of the buyer. Credit insurance indemnifies a proportion (up to 90%) of the debt owed to your customer.
- Bad debt protection as it Prevent disruption to cash flow from slow payment, non-payment, and insolvencies
- Monitoring customers' creditworthiness, once Insurer start seeing warning signs, they flag them up instantly.
- Offer international debt collection services as an integrated part of the trade credit insurance

Customers with high potential:

- Electronics
- Chemicals
- Pharmaceuticals
- Agrifood
- Food retails
- Household Equipment
- Software & IT Services

Allianz Trade Credit Backgrounder - last updated 15/8/24

Claims and Collection:

Because the future is unpredictable, we predict trade and credit risk today to protect cash flow tomorrow. The point of trade credit insurance is not just to pay you back what's yours should a customer default. We arm you with what you need to know to avoid bad debts in the first place. But if your customer fails to pay you, Insurer will collect what's owing to you wherever your customer is worldwide.

Claims Process:

- Your customer has failed to pay you on time.
- You pass your customer's details to Insurer Collections team.
- Insurer's specialist begins a collection process by contacting your customer through phones calls, emails, letters and, sometimes, visits.
- If a legal route is needed, we can handle that for you as well.
- Insurer will keep you closely updated of any additional costs that may arise.
- Invoice past due > Submission of claim form with 60 days > Waiting period for 120 days > Claim payment
- Insolvency > Submission of claim form > Claim payment

Exclusions:

- Cash Transactions
- Buyers already in default
- Disputed invoices
- Intercompany sales
- Domestic public buyers

***Note:** This is a summary to provide a brief overview of what we in Navigator regard to be the most salient points of interest.

All pre-contractual and contractual information on the product is provided in other documents provided by the insurer, any clarifications required, please let us know!