



23th of June 2022

CREDIT INSURANCE : KEY POINTS TO SUPPORT YOUR GROWTH & YOUR COVERAGE



AGENDA

Introduction – Credit Insurance market

1. How Credit Insurers build their risk assessment
2. How Credit Insurers monitor companies
3. How could you improve your coverage & your financing?



VERSPIEREN CREDIT & FINANCE



100% independent

Subsidiary of the Verspieren Group,
1st French broker with family capital



Our clients trust us

2 200 clients in more than 70 countries
+ 30 Billions covered account receivables
+ 15 Billions financing TO



Our experts by your side

27 experts in credit insurance,
financing, bonding & leasing to build
innovative solutions to support your
growth & your strategy



International

With more than 100 partners, we
assist you worldwide promoting
proximity & culture



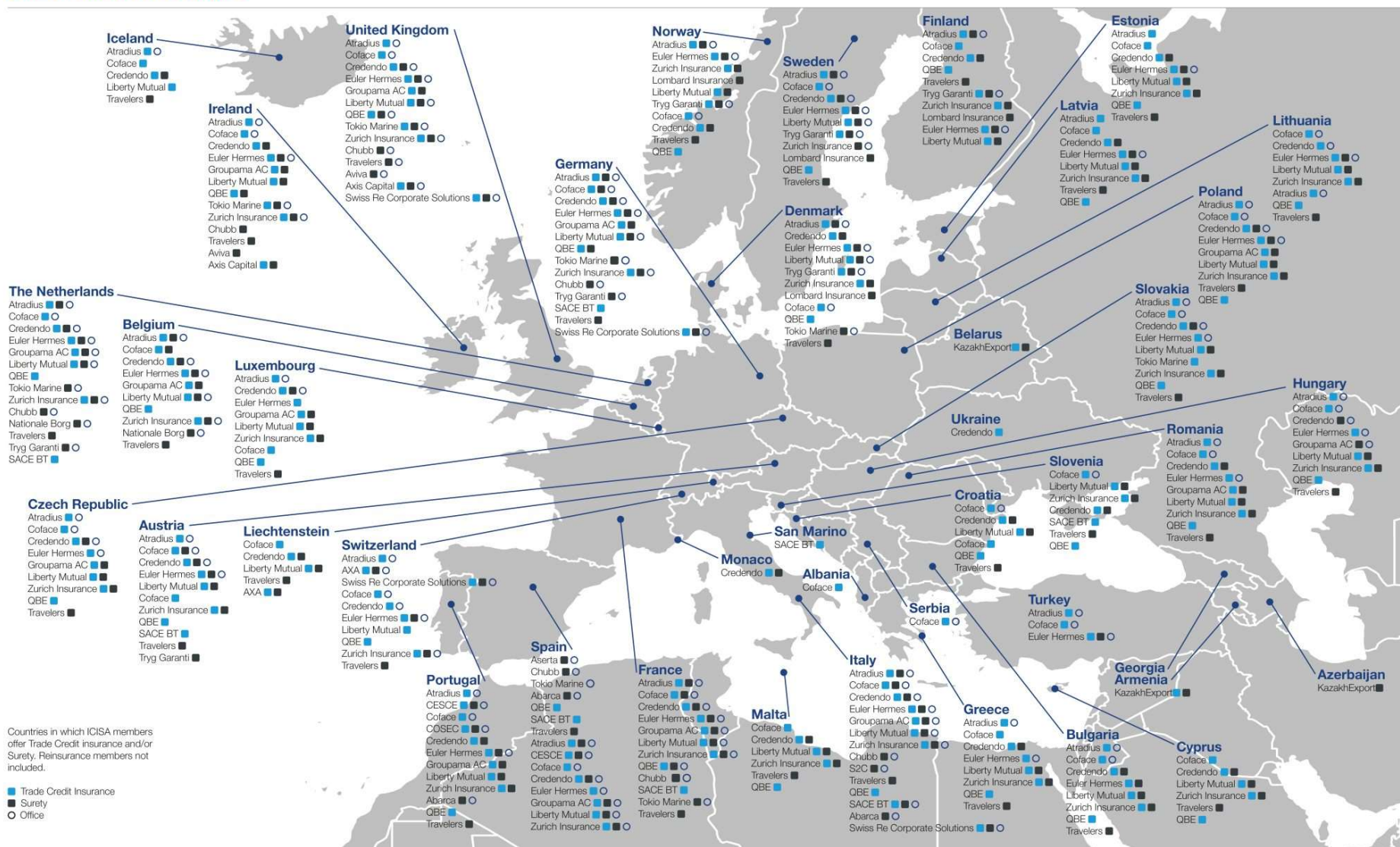


Introduction

Credit insurance market

CREDIT INSURANCE MARKET – GLOBAL VIEW

ICISA MEMBERS IN EUROPE





CREDIT INSURANCE MARKET – OLIGOPOLISTIC

VERY CONCENTRATED MARKET

TOP 3 (/50) = 70%

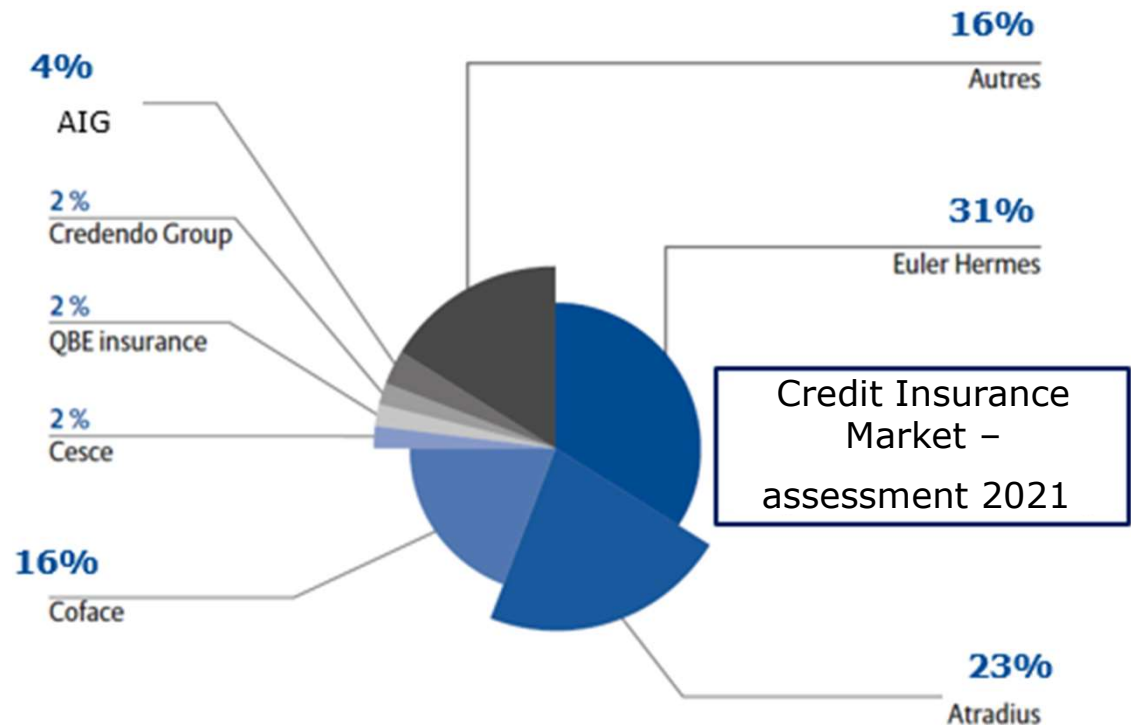
WHY?

Costs:

- Investment in databases
- Information network
- Risk analysis skills
- Collection

Compliance

Business network



1

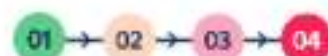
HOW CREDIT INSURERS BUILD THEIR ASSESSMENT

1 HOW INSURERS BUILD THEIR ASSESSMENT

➤ **Country rating:** Over 140 indicators go into creating Insurer country risk ratings, including indicators across the ESG spectrum such as environmental sustainability and governance issues such as regulatory and legal frameworks.

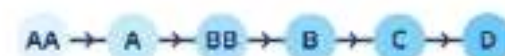
Short-Term Rating: Uses 2 Indicators

Financial flows indicator
Cyclical risk indicator



Medium-Term Rating: Uses 3 Scores

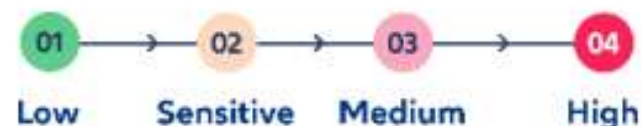
Macroeconomic rating
Structural business environment rating
Political risk rating



➤ Sector rating:

Scored across four components:

- Demand
- Profitability
- Liquidity
- Business environment



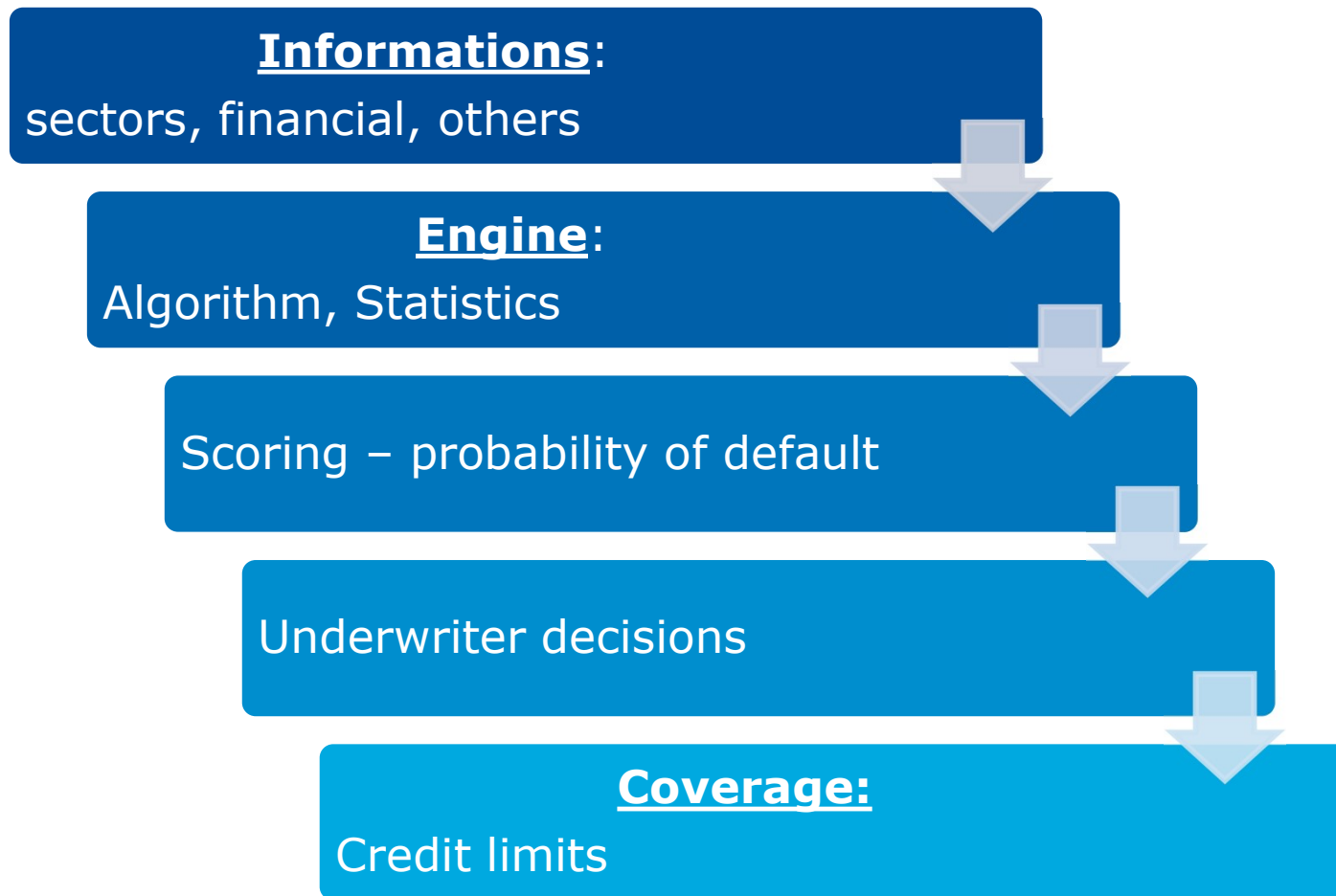
➤ Business rating:

Scored on four pillars:

- Management strategy
- Liquidity
- Ability to generate cash
- Ability to turn cash into profit

1	EXCEPTIONAL	Virtually no risk
2	VERY STRONG	Minimal risk of loss
3	STRONG	Low risk of loss
4	GOOD	Below average risk of loss
5	AVERAGE	Average risk of loss

6	WATCH	Above average risk of loss
7	WEAK	Increased risk of loss
8	DISTRESSED	High risk of loss
9	UNINSURABLE	Very high risk of loss
10	FAIL	In default





2

HOW CREDIT INSURERS MONITOR COMPANIES

✓ Credit Insurers track companies representing 92% of GDP, allowing them to monitor most buyers at a micro level. They have expert credit analysts continuously gathering local data to support more accurate analyses.



✓ Credit Insurers are also training machines to produce more accurate results for clients, and using data from different sources to paint a more accurate picture of our world



Data analytics

- Big data
- Predictive analysis
- Data science
- Connecting data sources



Robotics

- Robotics process automation (RPA)
- Artificial Intelligence
- Machine Learning

Credit insurers tracking takes into account micro (as explained previously) & macro data, for instance:

- ✓ Energy costs – Ukrainian / Russian war impact on gas
- ✓ Raw materials inflation

3

HOW COULD YOU IMPROVE YOUR COVERAGE & YOUR FINANCING?



Some proposals after government information report

- #2 : Support new insurers to boost competition & create new capacity
- #7 : Ban all Top up prohibition rules
- #8: Allow to get limits from another insurer as soon as the current one doesn't support the whole limit
- #21: Support specific sector contracts & democratize insurer syndication

HOW COULD YOU IMPROVE YOUR COVERAGE & YOUR FINANCING?

- Negotiate more important threshold & global program structure
- Match balance sheet & overrule limits thanks to your broker support
- CAP Export and 2nd credit limit with your company
- Top Up limit with another company



Dispositif Cap Francexport - Modification des pays éligibles



Flash Info n°307

Le 30 mars 2022

Flash Info

Prorogation CAP/CAP+ FRANCEEXPORT



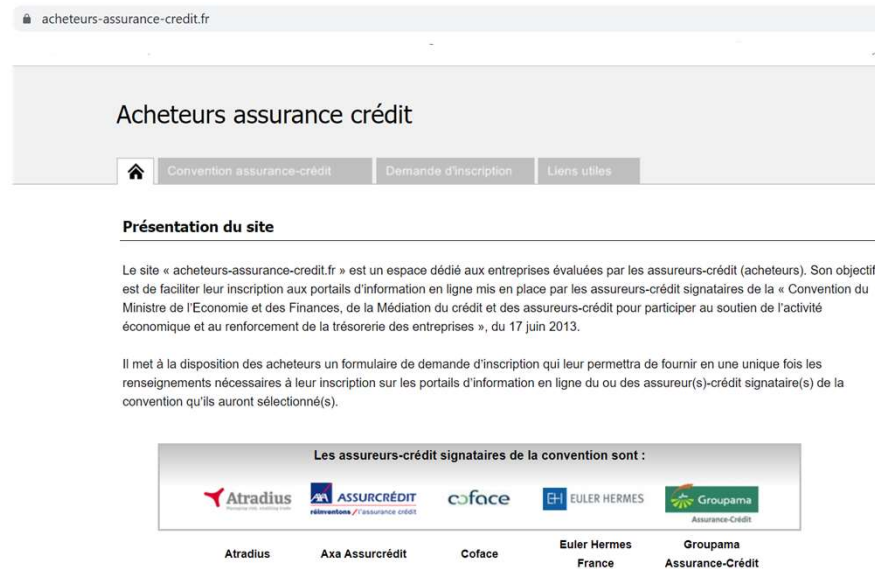
Allianz
Trade

CAP/CAP+ Francexport



4

**HELP YOUR CUSTOMER
TO LINK/CONVINCE
YOUR CREDIT- INSURER**



Reinforce the communication with Insurers

- #1 : New information campaign for all compagnies – 17 of June 2013 agreement
- #11: Facilitate / Systematize compagnies registration on Credit Insurers platform « acheteurs-assurance-credit.fr »
- #12: Support buyer contact for Credit Insurers to be able to inform them about reduction or cancellation decision



Annexes



OUR ADDED VALUE

Innovation

Technical and operational ability to co-develop a tailor-made solution adapted to your strategy (risk transfer and financing)

Full access to the insurance and financing market and new capabilities

Financial independance

Ability to mobilize resources with the "strength" of the group in France and international

Lloyds broker

Proximity

Management: analysis of your needs, tailor made solution structure, all needed adjustments according to the evolution of your group, service level agreement

Opérational: daily support of your teams (sales, credit management, finance), training, risk & contractual support

Capacity

Protect your middle&long terms investments and contracts

Diversify your funding sources

Benefit from Verspieren group's expertise on your other insurance lines

| QUI SOMMES-NOUS ?

EULER HERMES

LA PUISSANCE D'UN GROUPE MONDIAL



Notre notation de crédit AA et notre appartenance au Groupe Allianz, attestent de notre solidité financière et de notre capacité à vous aider à préserver votre entreprise



92% du PIB mondial

Part des marchés dans le monde où les entreprises sont analysées et suivies



Présence internationale, expertise locale, 85 millions d'entreprises suivies, de tous secteurs et dans plus de 160 pays



+ 2 Mds €
confiés en recouvrement

EULER HERMES FRANCE

FILIALE DU GROUPE EULER HERMES



Leader en France avec 55% de parts de marché
en France (2019)



Près de 200 Mds €
de transactions commerciales garanties



+ 380 M€
Montant des dossiers contentieux recouvrés



729 collaborateurs

COFACE EN BREF 2021



UN LEADER DE L'ASSURANCE- CRÉDIT

1 568 M€
de chiffre d'affaires dont :

- › **84%** assurance-crédit
- › **16%** services de spécialités adjacentes



UNE STRUCTURE FINANCIÈRE SOLIDE

2 141 M€⁽¹⁾
de capital en 2021

AA-
par Fitch / A2 par Moody's /
A par AMBest

64,6%
de ratio combiné net
en 2021



UN ACTEUR EXPÉRIMENTÉ

Depuis 1946

- › Une marque historique à **forte notoriété**
- › Une expertise **macro & microéconomique** reconnue



UN LEADER GLOBAL POUR LE COMMERCE

~588 Mds€
de créances garanties

50 000 clients
dans 100 pays⁽²⁾

Couverture du risque
dans 200 pays



LA + LARGE PRÉSENCE GÉOGRAPHIQUE

~4 250 collaborateurs
de 74 nationalités différentes

340 analystes crédit

Présence directe ou
indirecte **dans 100 pays**



3 700 collaborateurs pour un chiffre d'affaires de près de **2 Mds €**
Plus de **20 000** décisions de limites de crédit par jour
160 bureaux dans + de **50 pays**
Information sur **260 millions** d'entreprises

2020

Atradius en quelques chiffres

- Numéro 2 mondial en assurance-crédit
- 160 bureaux dans plus de 50 pays, 3700 collaborateurs
- Près de 2 Mds d'euros de chiffre d'affaires
- Plus de 20 000 décisions de limites de crédit/jour
- 65 000 clients dans le monde
- Information actualisée sur 260 millions d'entreprises
- + de 100 ans d'expérience en credit management :
 - Assurance-credit, Recouvrement, Caution,
 - Produits spéciaux, Trade Finance
 - Ré-assurance
- 93% de taux de fidélisation de nos clients en 2020
- Siège social : Amsterdam (Pays-Bas)

THANKS FOR YOUR ATTENTION

Société anonyme au conseil d'administration au capital de 1 000 000 € – RCS Lille Métropole – SIRET 321 502 049 00166
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