

Trade Credit Insurance

Bad Debt Protection, Credit Management Support to Safely Grow Your Business



What is Trade Credit Insurance (TCI)?

Credit insurance protects your business from non-payment of commercial debt. It makes sure that your invoices will be paid and allows you to reliably manage the commercial and political risks of trade.

Who Needs TCI?

Any company which is currently selling or has a potential to sell its products / services to other companies on Open Account / Credit Terms, or looking at expanding into new markets, or seeking bank financing.

Benefits of Trade Credit Insurance

Protection Against Non-Payment and Catastrophic Loss



- Secures your cash flow from the impact of a bad debt
- Protects against non-payment and insolvency of your customers
- The outstanding amount is paid via insurance claims

Sales Expansion



- Offering credit can help you win business from your competitors
- More clearer insight of customers & prospects
- Better select clients and efficiently process new orders

Reduction in Bad-Debt Reserves



- Better manage your trade receivables
- Maintain profitability, minimize admin costs and collection expenses
- Frees up capital allocated for bad-debt reserves

Better Financing Terms



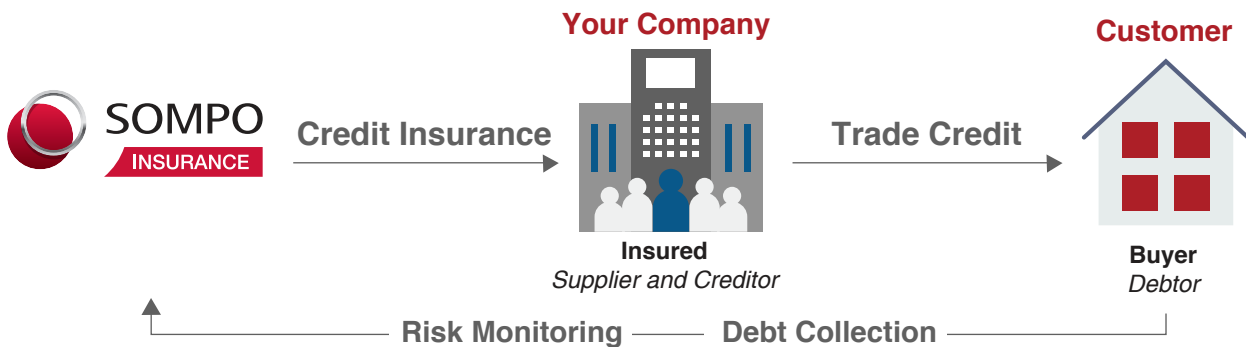
- Improve chances of getting Bank financing
- Trade receivables are among the most liquid and secure assets, besides Cash
- Quality of receivables are increased with credit insurance.



Trade Credit Insurance

How it works

How Trade Credit Insurance Works



1. You as the supplier currently sell / want to sell to your customers on credit terms.
2. You take a trade credit insurance policy with Sompoo.
3. We vet your customers' financial stability and ability to pay for goods/services received. We continuously monitor your risks throughout the policy period.
4. After reviewing your customers, we will confirm the amount of open credit that we will insure.
5. You can then sell to that customer on open credit, in the knowledge that if your customer is unable to pay you, we will pay instead. We can also assist you to collect the unpaid debt.

Reduces the Total Cost of Risk (TCOR)

Simple. Quick. Customised Solutions to Suit You.

If you are considering Trade Credit Insurance and would like to partner with Sompoo and you would like to know more about what this involves, you simply need to complete a short form to give us an idea of your business, and we will give you an indication of the premium cost, benefits and structure of a solution tailored to fit your needs. The cost is based on a number of factors, including how much insurable sales you expect to make, your experience of bad debts in the past, your trade sector and your customers, and which countries you're selling to.

To find out more, call:
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