

EXCESS OF LOSS 'XoL'

Tailored credit
insurance solutions



BALANCE SHEET PROTECTION AGAINST EXCEPTIONAL LOSSES

The Euler Hermes Excess of Loss (XoL) policy is our response to the growing global demand to see strong credit management rewarded, while achieving balance sheet protection against exceptional credit losses.

XoL is a credit risk management solution designed to help companies mitigate significant losses, therefore improving balance sheet efficiency.

The Euler Hermes XoL policy is based on our customer's existing credit management procedures and each policy is customized to meet your individual needs.

CONFIDENCE WITHOUT INTERFERENCE: THE KEY BENEFITS OF XOL

FLEXIBILITY

Retain more independence

- A high discretionary credit limit (DCL) provides the flexibility to manage day to day credit decisions and improves the level of coverage
- Group limits allow credit limits to be dispersed between buyers within the same group

EFFICIENCY

Enhance operational performance

- Leverage existing credit management practices
- Low policy administration
- Benefit from a reduced premium as recognition of good credit management procedures and risk sharing

CERTAINTY

Depend on secure and stable cover

- Cover is non-cancellable for 12 months
- Euler Hermes' AA S&P rating provides reassurance
- This is particularly relevant in support of funding solutions under our securitisation offering

ADAPTABILITY

Build a product that meets your needs

- Use your own information, tap into our worldwide database of more than 40 million companies or use a combination of the two
- Data is compiled through a network of experienced credit analysts and global risk management experts

WHY CHOOSE AN XOL SOLUTION FROM EULER HERMES?

- ✓ Wide range of approaches from XoL to full limit service (potential hybrid solutions with ground-up local policies)
- ✓ Policy wording is in plain English
- ✓ Easy to use online system available 24/7

WHAT IS THE SCOPE OF COVER?

Medium to large corporates

- With a turnover above EUR 100M
- With established credit management procedures

Geographic scope covering domestic and export trade for commercial and political risks worldwide

Receivables scope covering XoL solutions being either all receivables or top buyers only

Tailored solutions	Based on the insured's existing credit management procedure
Type of coverage	Catastrophe cover: <ul style="list-style-type: none">- Insolvency- Protracted default- Political risk
Type of limits	Non-cancellable for 12 months: <ul style="list-style-type: none">- Country limits- Group buyer limits
Discretionary limit	Typically high Discretionary Credit Limit (DCL) in return for a level of risk share
Type of Underwriting	<ul style="list-style-type: none">- Dedicated underwriter for risk & commercial decisions- Specialist team creating bespoke solutions

WHAT KIND OF INFORMATION WILL WE REVIEW?

- ✓ Turnover and loss history
- ✓ Terms of payment and DSO
- ✓ Receivables profile
- ✓ Top buyer risks
- ✓ Country risks
- ✓ Credit management procedures
- ✓ Structure requirements

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