



EULER HERMES WORLD AGENCY

Credit insurance solutions
for multinationals and
financial institutions

A company of **Allianz** 

 EULER HERMES

TAILOR MADE SOLUTIONS FOR MULTINATIONALS

Whatever your plans for growth, our goal is to help you generate higher sales volumes and improve profitability. Backed by our range of insurance solutions, our trade credit insurance offering spans a range of payment, liquidity and financing services.

Because the future isn't always as expected, we predict trade and credit risks today, to protect cash flow tomorrow. As you trade through the year, you make decisions that call for relevant insights into your markets and the economic cycle, backed by insurance and trade finance solutions that bring greater security to your plans. That's where we can help.

Since 2007, Euler Hermes World Agency – our team dedicated to multinationals and financial institutions – has proven to be a reliable and sustainable provider of credit risk management solutions for businesses operating globally.

Our passion is to give you the confidence to trade and get paid, so you can move your business forward, whatever your goal. Let's take control of tomorrow, together.

WHEN CAN THE WORLD AGENCY SUPPORT MY BUSINESS STRATEGY?

- You have expanding operations around the world and need a global solution
- You need a customized program
- You need high level risk coverage/capacity
- You need detailed, real-time management information about risk
- You need the same contractual terms across all countries with local flexibility
- Your servicing requirements demand local delivery but you want the benefits of economies of scale and harmonization
- Your global environment is highly competitive and you need a strong and stable AA rated partner

WORLD AGENCY SOLUTIONS AND BENEFITS

Euler Hermes World Agency provides the best solutions to answer different needs of multinationals and financial institutions, and offers a wide range of products including: World Program, Transactional Cover and Excess of Loss.

WORLD PROGRAM

The World Program is a bespoke solution for multinational companies that offers a global framework with local flexibility. Central to each World Program is the World Policy, written in plain language, so it is easy to understand and comply with. It can be issued in multiple languages and is adaptable at both central and local levels under the auspices of a Master Agreement, the framework for the entire World Program.

In addition to covering insolvency and delayed payment, the World Policy provides cover for various causes of political risk. The aim is to implement robust, effective programs that strengthen credit management infrastructures supporting risk management and risk transfer. No two World Programs are the same, as they are each tailored to the specific requirements of our customers. Before we commit to work together, we invest our time and expertise to examine your particular needs and demands, designing a program that meets your requirements precisely.

TRANSACTIONAL COVER

Transactional Cover solutions are related to political risk, short- and mid-term policies, structured deals or single transactions. These include policies (of up to 10 years) providing export and import cover, specifically prepayment and supplier default, as well as bank products for trade and corporate finance transactions. Cover can be underwritten on named buyers or on single transactions. Solutions can provide medium to large companies, financial institutions and capital goods manufacturers, trading companies, banks or corporate entities with assets outside their home country.

EXCESS OF LOSS (XOL)

Excess of Loss solutions are our response to the growing global demand for achieving balance sheet protection against exceptional credit losses with non-cancellable credit and country limits. XoL policies are designed for multinational businesses with strong and mature credit management practices and which are able to absorb a greater level of risk share.

FIRST-RATE RISK MANAGEMENT

Our customers are provided with consistent underwriting and are confident that strategic relationships can be built throughout the supply chain, supported by Euler Hermes' risk expertise. Our trade sector risk teams are experts in commercial counterparty risk and country risk. The Euler Hermes global risk database maintains over 40 million companies and is continuously updated with forward-looking proprietary information. This places our risk underwriters in the best position to anticipate turns in the credit cycle and the probability of customer default. Each of our customers is paired with a World Program Risk Director, who has the authority to make decisions in the context of the overall commercial relationship.

TAILORED IT SERVICES

As an integral part of the World Program, our customers have full access to Euler Hermes World Agency SmartView – our secure risk management information system which is updated daily. Providing detailed insights into the credit risk managed under the World Program, SmartView allows direct access to the Euler Hermes risk platform. Our unique grading model is available on the platform to facilitate consolidation of exposure and track trends at central or local level across buyers, countries and sectors. We also offer SmartLink, our synchronized electronic interface, to exchange payment data and integrate accounting systems. There are several services available ranging from limit application and response to reporting of potential claims. This automation and flexibility ensures the World Agency is delivering operational efficiencies to our customers through time and cost savings.

CASH FLOW PROTECTION

One of the key benefits of credit insurance is balance sheet and cash flow protection. Our specialist collection teams help you recover outstanding debts worldwide. Plus, we understand the importance of paying claims promptly and strive to expedite claim payments wherever you are trading.

We predict trade and credit risk today, so you can have confidence in tomorrow.

Euler Hermes is the global leader in trade credit insurance and a recognized specialist in the areas of surety, collections, structured trade credit and political risk. Our proprietary intelligence network analyses daily changes in corporate solvency representing 92% of global GDP. We give companies the confidence to trade, and be paid. We compensate your company in the event of a bad debt, but more importantly, we help you avoid bad debt in the first place. Whenever we provide trade credit insurance or other finance solutions, our priority is predictive protection. So when the unexpected arrives, our AA credit rating means we have the resources, backed by Allianz to provide compensation to maintain your business.

Headquartered in Paris, Euler Hermes is present in 52 countries with 6,050 employees. In 2017, our consolidated turnover was €2.6 billion and insured global business transactions represented €894 billion in exposure.

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