


# Trade Credit insurance

Your protection against bad debts

**HOWDEN**

A photograph of a boat on a choppy sea under a cloudy sky, with mountains in the background. The text "There is no safe wading in" is overlaid in white at the top.

There is no  
safe wading in

unknown  
waters

# As economic cycles get shorter and more volatile, it is important for you to safeguard your company's financial position by insuring trade receivables against default.

There are many external factors outside of your control that can affect the credit risk of your trade receivables:



Sovereign debts sparking fears of contagion risk



Political instability and social unrest



Natural disasters



Unveiling of corporate frauds/scandals



Industry restructuring



Volatility of major trading currencies



Assets bubble and inflation



Rising geopolitical tension

These factors can lead to cash-flow difficulties for your customers, and in turn - your own. We can work with you to assess your customers' risks and tailor a cost-effective Trade Credit insurance package that's bespoke to your needs.

# Trade Credit insurance

## what is it?

Trade Credit insurance protects your company from bad debts, giving you the assurance and confidence to grow your sales domestically and internationally. It can also help enable trade financing.





## Financial protection

Indemnify up to 85% of your insured tax invoices against payment default and/or insolvency of your customers, as well as non-receipt of payments due to political events affecting cross-border trades.



## Business growth

Enjoy peace of mind as you focus on developing new relationships, markets and business opportunities.

Be it a new customer or an existing one, with Trade Credit insurance, you can make sales decisions quickly, knowing that you are protected.



## Financing

Improve accessibility to finance by assuring lenders that your trade receivables are covered by a credit-rated insurer.



## Risk management

Gain first-hand information on buyer default through partnership with insurer and prevent losses before they occur.

Manage key risks of your portfolio, such as concentration of exposure with certain countries, channels or buyers.



## Debt collection

Insurers can provide debt collection services or contribute to collection costs on overdue accounts.

Especially in collecting against overseas debtors, the insurer shares the collection costs and enables local reach.

# Trade Credit insurance in action

You have five regular customers who are on 60-days credit terms



USD 110 K

Monthly sales  
per customer

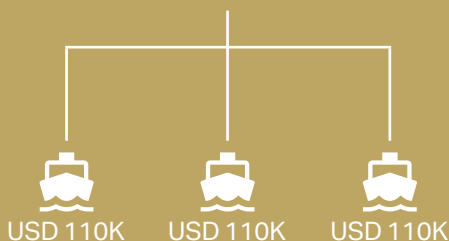
USD 6.6 Mil

Total  
annual sales

USD 660 K

Gross profit  
(10% margin)

One of your regular customers defaults on payment over three shipments:



USD 330 K

Total  
loss incurred

50%

Impact on gross profit  
without insurance

With Trade Credit insurance,  
85% of your losses are indemnified

USD 280 K

Claims from insurance  
on 85% indemnity

USD 50 K

Actual loss incurred

5%

Impact on gross profit  
with insurance









# Why work with Howden?

We offer a tailored  
approach to Trade  
Credit insurance.

With our bespoke service, we go through your  
receivables portfolio and work out where the  
real risks are.

We negotiate on your behalf to get you the right  
cover for your specific needs. Most importantly,  
we streamline your experience with Trade Credit  
insurance.

# About Howden

## Insurance excellence without borders.

Howden is an international insurance group made up of talented experts with the freedom and support to do what we do best. We are united by a shared passion and no-limits mindset, and we collaborate to create a powerful international team that can rise to any challenge.

Together, we are working to change the insurance narrative – supporting our clients while using insurance as a tool to increase resilience for individuals, businesses, and communities.

# \$42bn

Premium placed into  
international markets

# 115+

Territories

# 19,000

Employees



- Howden / Howden Specialty territories
- Howden One partner territories





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