

Trade Credit Insurance



Balance Sheet Protection for A Competitive Marketplace

Executive Risk Insurance Services

- ▶ **ERIS** is a unique underwriting agency that Specialized in niche insurance products such as
 - ▶ Trade Credit Insurance
 - ▶ Directors & Officers Insurance
 - ▶ Fiduciary Insurance
 - ▶ Income Trust Trustee Insurance
 - ▶ IRC Member Insurance
- ▶ Founded in 2004 **ERIS** has built a reputation on experienced underwriting, innovative solutions and service excellence.
- ▶ A **Managing General Agent** representing a variety of syndicates at Lloyd's.

Managing credit risk is a growing issue for most companies. As mergers and acquisitions result in a shrinking customer base and growing credit exposure to each customer, a company's balance sheet becomes increasingly exposed to the actions of their customers. Your client controls a key asset of your business – **accounts receivable!** Once you transfer title to those goods your control is greatly reduced. Trading in a competitive environment can increase risk to your company and it's assets.

Executive Risk Insurance Services has introduced a suite of trade credit insurance products providing the protection companies need in order to grow their business in a competitive marketplace!

Managing Credit Risk In The Face Of A Changing Environment



Whether seeking to expand one's customer base into new markets overseas or facing increased exposures with customers at home, effective management of your company's accounts receivable exposure is key to successfully managing your company's profitable growth.

Proper credit management practices are the first line of defense against any change in a customers financial stability. However, even the most seasoned credit departments cannot forecast all possible insolvency situations. Providing your credit department with an additional insurance **hedge** against an unforeseen bankruptcy enables a company to manage this key asset with confidence.

Accounts receivable are quite often a company's largest **asset**, providing an important cash flow input, but are most vulnerable to the actions of non-related parties. Protecting this asset from unforeseen events that result in a customer's insolvency is a key line of defense to minimize interruptions in cash flow!

ERIS' Trade Credit Insurance Products

- ▶ Products designed to **hedge a company's credit management practices**
- ▶ Protect **domestic and export** sales
- ▶ **Non-cancelable cover** – security in the knowledge that the protection is there when you need it
- ▶ **Tailored risk sharing** structures to deliver the cover required while keeping pricing in line with where the risk lies
- ▶ **Discretionary Credit Limit** authority – you know your customers – manage their exposure without additional underwriter interference
- ▶ **Excess Credit Insurance** options - Ability to work with other insurers to shore up capacity constraints

Trade Credit Insurance



ERIS Trade Credit Insurance Facility Features

ERIS Product Offerings

- Commercial Risk insurance - Domestic Canada and US Sales cover only
- Export Risk Insurance – Protect your foreign sales
- Top-Debtor Protection
- Excess Credit Insurance

Required Underwriting Information

- Completed Application
- Credit Management Questionnaire
- Aged List of Accounts Receivable
- Required Customer Credit Limits
- Detailed Explanation of Bad Debt Write-offs due to a covered event
- Description of Business
- Applicant's latest audited financial statements



Underwriting Syndicate

All policies issued under the Executive Risk Insurance Services (“ERIS”) Trade Credit facility are issued by Kiln Syndicate 510 at Lloyd’s which holds the financial strength rating of “A+” from Standard and Poor’s.

All claims are adjusted by Kiln Syndicate 510 at Lloyd’s.

For further information and a detailed **ERIS – Trade Credit Insurance Products** policy discussion, Please contact your insurance broker or an **ERIS** representative:

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Executive Risk Insurance Services’ corporate mission is to deliver innovative insurance solutions to Canadian businesses! **Executive Risk Insurance Services** has launched a suite of Trade Credit Insurance products designed to mitigate non-payment risks derived from trade with both domestic and export customers.

ERIS is characterised by our *experienced underwriting team, innovative solutions and service excellence*. We currently offer Directors, Officers and Trustees, Fiduciary, Independent Review Committee Liability insurance and Trade Credit Insurance. Our insurance capacity is 100% provided by certain underwriters at Lloyd’s. We distribute our insurance products exclusively through licensed Canadian insurance brokers.

Innovation and Service are our strengths, Specialty Insurance is our business

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