

## FACT SHEET

## Trade Credit - Whole Turnover

A credit insurance Whole Turnover policy offers cover against the risk of non-payment. A policy is typically bought to enhance/support a client's credit control management and provide coverage against their total debtor book. Credit limits can go up or down according to changes in the risk of that individual buyer, with risk underwriting through a team of experienced industry specialists.

Whole Turnover Cover is offered on a variety of structures to suit the level of risk share required by the client. Additional endorsements can be added to provide enhanced coverage. For example, applications by subcontractors, pre-delivery costs incurred by manufacturers, and timesheets used by labour providers, can all be underwritten as part of the policy quotation.

### Product Features

- Commercial and Political Risk covered on a risks attaching or losses occurring basis
- Excess of Loss or 'ground-up' coverage to fit with risk/premium requirements
- Standard Policy Maximum Liability of \$/€/£ 15m, and maximum credit limit on a single buyer of \$/€/£ 5m
- Enhanced risk coverage available via endorsements which can be bespoke to client's needs
- Credit limits underwritten on a cancellable basis
- A Discretionary Credit Limit option allows limit decisions to be made by client's subject to predefined policy parameters

- ✓ **Dedicated risk analyst to your policy**
- ✓ **Team of experienced industry specialists**
- ✓ **Communication is direct with the decision-maker**
- ✓ **Limit management via a bespoke online system**

### Our Service

We offer a range of solutions to cover the requirements of suppliers, subcontractors, service providers and importers/exporters for business-to-business transactions against trade credit risks. The client may have a policy in place already or may be looking to insure a specific requirement that does not fit within their existing programme.

In addition, we provide products that enhance companies' credit management including First Limit, a service offering real-time credit opinions and 24/7 monitoring and, in the UK only, First Collect, a highly regarded debt collection service in

partnership with STA International.

We currently operate from offices in the UK, Germany, Netherlands, France, and the USA. We specialise in Whole Turnover, Trigger and XOL policies, also offering cover on a Top-Up and Key Buyer basis.

Nexus Trade Credit is backed by several leading Insurance Companies and Lloyd's syndicates, enabling us to offer policies with very strong ratings.

### For more information, please contact:

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