

FACT SHEET

Trade Credit - Trigger Policy

A Multi-Buyer credit or key account insurance policy offers non-payment coverage on export and/or domestic sales. A policy is typically bought to enhance/support a client's credit control management and provide coverage against their total debtor book or key debtors. A Trigger Policy provides certainty of cover by allowing for credit and country limits to be reviewed only subject to third party monitoring criteria. This gives the client certainty and transparency about the credit limits and the policy conditions. All monitoring is done by Nexus.

Multi-Buyer Cover is offered on a variety of structures to suit the level of risk share required by the client. It typically features a Discretionary Credit Limit (DCL) that allows a client to set its own Credit Limits under predefined parameters under the policy. Bespoke endorsements can be added to provide enhanced coverage to the client. For example, applications by subcontractors, predelivery costs incurred by manufacturers, and timesheets used by labour providers, can all be underwritten as part of the policy quotation.

Product Features

- Standard Policy Maximum Liability of \$/€/£ 15m, and maximum credit limit of \$/€/£ 5m
- Commercial and Political Risk covered on a risks attaching or losses occurring basis
- Credit and Country Limits underwritten on a 12 month basis subject to third-party monitoring triggers
- Excess of Loss or 'ground-up' coverage to fit with risk/premium requirements
- Discretionary Credit Limit (DCL) option enables the client to make own credit decisions under predefined policy parameters
- Key Account Cover offers cover on major customers in a client's portfolio
- A minimum of five buyers – normally the largest in a portfolio – can be covered with non-cancellable limits
- Enhanced risk coverage available via endorsements which can be bespoke to client's needs

- ✓ **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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