

# EXCESS OF LOSS

For you, the credit insurance is no longer the better solution to manage your trade receivables. Too bureaucratic!

Your company is equipped with its own means of credit management and its own recovery tools. You may therefore find the classic credit insurance useless and expensive, above all since your company has the financial capacity to handle its average default of payment.

## WHAT IS THE SOLUTION?

To get a credit insurance that will cover only the risks that you have chosen, for the insurance capacity that you decide and with a deductible to be determined. You can thus keep the control of your credit management process, and at the same time be protected from non-payments.

## For which sectors ?

International markets operators for **raw materials** (mineral or agricultural products) having a **strong position** in the market.



Protection from catastrophic non-payments

### ► Customized

You choose the clients to be covered, and two out of the three parameters of the contract (maximum indemnity, deductible, and price).

### ► Administrative autonomy

You keep handling the credit management process and the recovery within your own procedures.

### ► Copiloting of the risk management

We offer you a regular dialogue with our experts in commodities about any event, without exposing your guarantees to a downward revaluation.

### ► We cover named buyers on irrevocable mode

You are covered until the end of the policy period.



## ► Companies profile

- Significant turnover (in general, higher than 40 millions euros)
- A well established client portfolio, more than one year of business relationship

## Duration

From 24 to 36 months

## Monitoring of the risks

Annual revue of all the credit risks

## Features

- Irrevocable cover for 12 months, in accordance with your internal credit management and recovery procedures
- Combined annual deductible
- Covering of non-payments occurring during the policy period, even if the invoices relate to deliveries before the insured period.

## Customization parameters

- Deductible: based on the historical average of the claims
- Maximum indemnity: main risk coefficient
- Premium: a percentage of the liability limit

### Groupama Assurance-crédit & Caution

132, rue des Trois Fontanot 92000 Nanterre - France  
Tel.: +33(0)1 70 96 63 40 - Email: [info@groupama-ac.fr](mailto:info@groupama-ac.fr)  
Company with share capital of €20 million (fully paid-up)  
RCS Paris B 380 810 283 - APE 6512 Z  
Headquarters: 8, rue d'Astorg, 75008 Paris - France  
Company governed by the French Insurance Code  
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## Information needed

- **Analysis** of the internal procedures of credit management and recovery
- Review of the **buyers**
- List of the **clients** and the **amounts** to be insured
- **Answer** to the cover applications for these clients

## How the policy works ?

- The covers are under a constant monitoring that includes, if need be, a recommendation notice due to the deterioration of the client solvency.
- In case of litigation, the insured initiates his own recovery procedures, according to the process described at the subscription. He is then eligible for an indemnification. He can discuss with Groupama the more efficient ways of recovering the debt.

+33(0)1 70 96 63 40  
[commercial@groupama-ac.fr](mailto:commercial@groupama-ac.fr)

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