TRADE CREDIT INSURANCE

Grow Sales, Save Time & Protect Profit...

Trade Credit - or Accounts Receivable Insurance - covers the accounts receivable asset up to 95% of the value against non-payment by corporate customers due to insolvency, protracted default (late payment) or political risks between the seller and the client’s country.

The net Return-on-Investment for credit insurance can be substantial:
- *Return on sales* supported by insurance at higher credit limits or more competitive terms
- *Return on additional working capital* secured from Lenders due to the insurance enhancement
- *Profit secured* where a bad debt loss is avoided or a claim is paid
- *Lower cost* of information and value added risk control services locally in many countries
- *Reduced collection costs* with some insurers contributing up to 90% of the fees with claim payments

Trade Credit Insurance supports sales growth, mitigates financial risk and improves corporate finance. PBL can deliver policies which are cost neutral and offer a high return on investment.

Our Trade Credit specialists will highlight how businesses in your industry use credit insurance to grow and maintain profit while helping to secure additional borrowing from lenders.

Informative, objective, and effective - PBL work expertly for you at no cost and without any insurer bias.
Increased Borrowing Proposition - Grow Profits with Insurance:

With Trade Credit Insurance at current market premium rates*, a company with $20 million in sales and over $3 million in trade receivables could secure:

(a) $500,000 additional working capital - if the bank increases the rate of advance on receivables from 75c to 90c on the $1 of eligible receivables
(b) By putting this $500,000 additional capital to work, profit generated from additional sales should return over 225% above the program cost
(c) Even if your lender currently advances at 85c on $1 of eligible receivables, the return could still be above 125% on this scenario

*Examples at premium rates higher than the average rate stated by a market leading insurer in 2017. Lower premium rates are generally available for higher insured sales volumes.

Purchasers of Trade Credit Insurance are able to utilize:

- Support for sales growth to new or existing customers in Canada and over 150 countries
- Mitigated risk against exceptional bad debts and the disruption to cash flow, income, and sales forecasts
- Better borrowing terms and additional working capital at up to 90% margining

Trade Credit Insurance is increasingly used due to the positive financial & operational results on offer at low or net no cost. PBL access more insurers than ever providing higher levels of coverage and value-added protection at competitive rates.