

■ Credit Risk Insurance. IGK Insurance Broker / ИГК страховой брокер

■ Credit risk insurance ■ Debt collection ■ Credit information

IGK Group registered trade mark



Credit risk insurance

IGK Broker

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|---|
| ▪ Specializes solely in credit risk insurance |
| ▪ Employees have long experience in credit risk insurance (since 1991) |
| ▪ Collaborate with all credit risk insurers performing in Russia |
| ▪ IGK Broker is a part of IGK Group that provides debt collection and credit reporting service in Russia and Eastern Europe for international credit risk insurers and companies selling their goods/services on credit terms |

Credit risk insurance

Basic concepts

- **What is Credit risk insurance?**

- the insurance of non-payment risk

- **When does the risk arise?**

- when goods are sold/services are rendered on the deferred payment term (credit term)

- **What is the Insured event?**

- non-payment due to:
 - buyer's bankruptcy;
 - protracted default (long term non-payment)

Terminology

Credit risk insurance

Trade credit insurance

TCI – trade credit insurance

} the same meaning

Credit risk insurance

Basic concepts

What are the advantages of having a credit risk insurance policy

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|--|---|
| • Business safety – if a debtor has not paid for the services or goods received, insurance covers up to 90% of the loss | |
| | |
| • Your advantages in the market | |
| | - you can safely change from advance payment to credit terms with your buyers and thus become more competitive; |
| | - you can increase your company turnover by attracting new buyers. |
| | |
| • You can use the policy as a collateral to get better conditions for bank financing | |

MONEY IS THE FUEL OF ECONOMY
LET IT FLOW FREELY

Credit risk insurance

What to take into consideration when deciding on insurance

Well planned and predictable business is a successful business

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|--|
| • Average annual losses are budgeted and are not dangerous for your business |
| • Danger – unexpected bankruptcy of a large debtor and as a result – a large not foreseen, not budgeted loss. Insurance is a solution for such unexpected situations |
| • Investment into insurance (premium paid to the insurer) is known and planned in advance and is paid in several installments during a year |
| • During the insurance year an insurer is ready to pay out indemnifications 20-40 times premium paid |

▲ Insurance is an investment into safety of your business

Credit risk insurance

Steps to credit risk insurance

- application form;
- list of debtors;
- credit limits pre-check;
- insurance offer;
- credit risk insurance contract.

Terminology

Credit limit is a maximum outstanding amount

Credit risk insurance

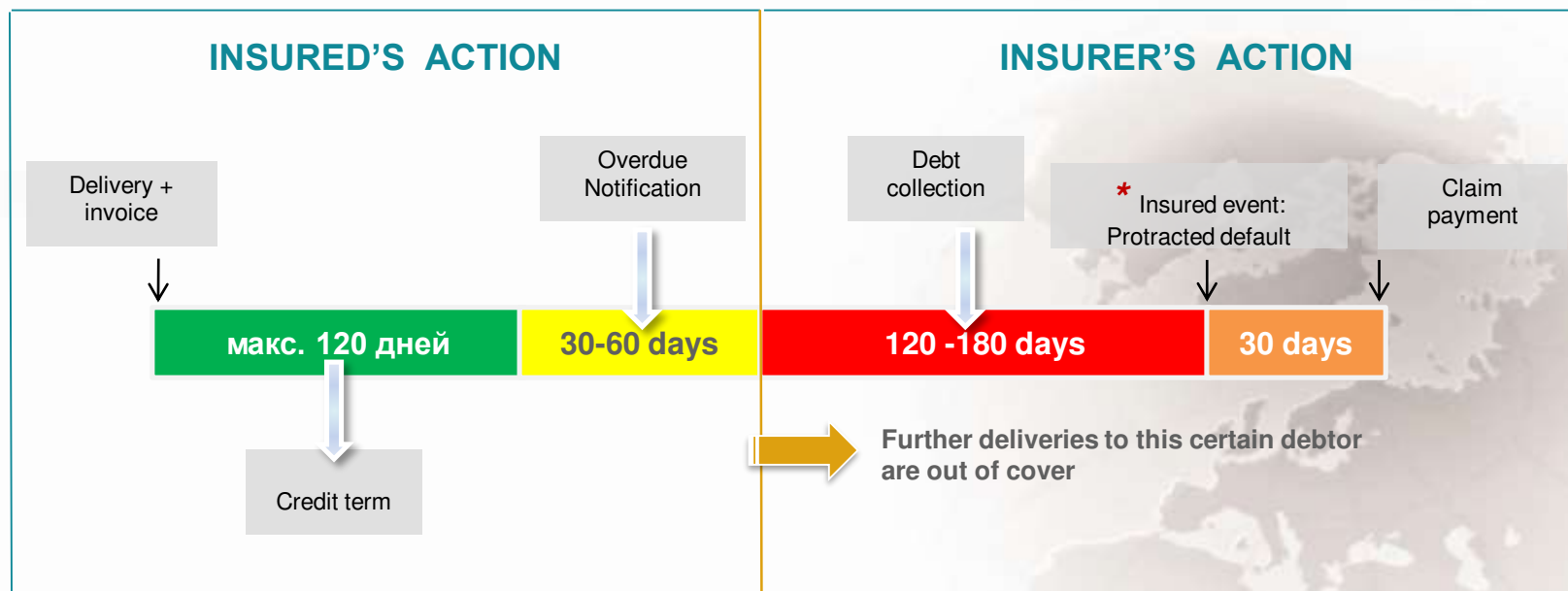
What does the price depend on

- turnover;
- debtors portfolio;
- country;
- branch of business;
- length of credit term;
- other conditions.

MONEY IS THE FUEL OF ECONOMY
LET IT FLOW FREELY

Credit risk insurance

Trade Credit Insurance Scheme



* In case of bankruptcy of a debtor, the insured event takes place when the insurer is provided with the document confirming the bankruptcy

Broker

Why broker

- Broker is a professional in credit risk insurance;
- Broker negotiates with all insurers on behalf of the client. Broker serves the client's interest;
- Broker makes a tender (competition) between insurers;
- You do not pay for Broker service. It is paid by an insurer.

MONEY IS THE FUEL OF ECONOMY
LET IT FLOW FREELY

IGK Broker

What does IGK Broker do

Helps to get the most appropriate for your business offer

1. Helps to fill in the application form in order to get insurance offers
2. Gets offers from all credit risk insurers in the market
3. Compares offers, analyses insurance agreements
4. Consults on choosing an offer
5. Assists in increasing limits acceptance
6. Negotiates with the chosen insurer on finalizing credit risk insurance agreement conditions
7. Assists to prepare all documents necessary for signing an insurance contract
8. Instructs your employees on TCI procedures
9. Can find a non-standard solution for your business

Terminology

TCI – Trade Credit Insurance

▲ Insurance is an investment into safety of your business

IGK Broker

What does IGK Broker do

Support all insurance year long

• Assistance on credit limits	
	– assistance on filing new debtors for checkup;
	– assistance on filing a higher limit request;
	– provision of additional information for limits reassessment (in case if the accepted limit is not sufficient or if the insurer has decreased/cancelled a limit).
• Assistance in preparing documents needed for claim payment	
• Assistance in negotiations with the insurer for policy prolongation or negotiations with all players in order to change the current insurer	

▲ Insurance is an investment into safety of your business

IGK Broker

EU countries

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Problem?

The solution IGK

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