Every year, German companies grant their customers credit to the tune of several hundred billion euros – by delivering goods and performing services for them without getting paid immediately. Such outstanding receivables must be seen as real risk capital, however – if the debtor goes bust, you end up empty-handed. If you have our Cover for Bad Debt Losses for Small and Medium-sized Companies, on the other hand, you are well protected: we check your customers’ creditworthiness on an ongoing basis, take care of collecting your trade debts and indemnify your loss if it comes to the crunch. You don’t need a specialist credit manager: we have kept the application procedure and administrative paperwork for this policy as simple as possible, so that the workload for you is kept to an absolute minimum.

**THE CONVINCING ADVANTAGES YOU GET:**

- An insurance to make sure your company stays in business.
- Security for your company’s cash flow through cover for your revenues.
- Simple and straightforward application procedure – you only need to tick the risks you want covered.
- Continuous monitoring of your customers’ creditworthiness by an experienced team of experts at the world’s leading credit insurer.
- You can expand your bank credit line by assigning the benefit of the policy.
- Virtually worldwide cover for your receivables against commercial risks.
DO YOU HAVE ANY MORE QUESTIONS? HERE ARE A FEW FAQ:

- **I know my business partners well, why shouldn’t I trust them?**
  Trust is often not enough. Your customer can get into difficulties through no fault of his own – e.g. as a result of unforeseen external events. With Cover for Bad Debt Losses you will always be the first to know when payment problems are on the horizon.

- **Isn’t this kind of insurance cover rather expensive?**
  Lost receivables can cost a whole lot more! In order to compensate a loss of 10,000 euros, for instance, you need to make additional turnover of something like 250,000 euros at a medium return on sales! And the most costly result is if your company runs the risk of becoming insolvent itself due to a major bad debt.

- **We don’t have a specialist credit manager. Who is supposed to look after the insurance?**
  You don’t need a specialist and it won’t cost your company a lot of time either: applying for cover and the everyday administrative workload is easy and quickly done in this version of Euler Hermes Cover for Bad Debt Losses – with no need for specialist knowledge.

---

**GOOD TO KNOW: HOW THINGS WORK IN THE EVENT OF A CLAIM BASED ON “PROTRACTED DEFAULT”**

10 Feb

15 Feb

15 March

15 August

15 Juni

** Delivery

** Invoice

** Due date

** Event of loss (protracted default)

** Collection order (at the latest)

90 days

60 days

** Fast payment of your claim**

** Prompt claims processing** after the amount of lost receivables has been determined.

** Indemnification when your customer fails to pay over a long period** (so-called “protracted default”).

** Premium refund possible** for your company under a system of plus and minus points.

** Minimal administrative workload.**

** Integrated collection service** from Euler Hermes Collections GmbH. From experience, this can considerably reduce the number of your invoices which remain unpaid.

You can manage all your receivables easily and without hassle via our **Online Service EOLIS** and often already get a decision on a **credit limit within seconds**.

** Fast, excellent customer service** and high-quality advice locally.

** Credit assessment of your customers** via the unique **Euler Hermes Infopool** with worldwide access to data on over 40 million companies.

You have the option to enhance the services you get with your credit insurance policy by using Euler Hermes **BoniCheck**. This tool gives you a continuous, precise evaluation of the risk of your business partners going bust.

---

* For customers domiciled in the EU, USA, Canada, Australia, Japan, Norway, Switzerland.

** Claims settlement and payment of indemnification as soon as the amount of the insured loss has been determined.