

EULER HERMES DEUTSCHLAND

Brief company information

THE INTERNATIONAL EULER HERMES GROUP

- Present in more than
- 50 countries on five continents
- 35 % market share worldwide
- AA rating from Standard & Poor's
- Over 2.7 billion euros annual turnover in 2018
- 962 billion euros of covered risks worldwide
- Over 66,000 clients worldwide
- Around 6,000 employees worldwide.



When your receivables need protecting, your company needs a strong partner. Only then can you be sure that your bottom line is guaranteed however difficult conditions for business are – and that you keep the flexibility you need to make decisions on how to grow your company.

YOUR STRONG PARTNER IN GERMANY

Euler Hermes Deutschland – Euler Hermes for short – develops individual solutions for its clients in all areas of credit management as Germany's leading credit insurer. With 13 branch offices all over Germany and almost 200 field staff we are always just around the corner from you.

OUR WORLDWIDE NETWORK FOR YOUR GLOBAL BUSINESS

Euler Hermes Deutschland is a member of the Euler Hermes Group, the Number 1 on the world market. That's why with us you also profit from a global network active in all major countries worldwide and from our in-depth knowledge of the markets there.

OUR BUSINESS IS PEOPLE: TRUST AND KNOW-HOW ARE THE KEY TO SUCCESS

Behind every insurance product and service you get from Euler Hermes are the people who work for us: they advise your company and stand at your side. They analyze the situation of your business. And based on that, they point to solutions which can give you greater economic security.

A RECIPE FOR SUCCESS: ONGOING COMMUNICATION

sure instinct, tact and experience are the crucial factors in the relationship between our staff and our clients. The continual ongoing dialogue between them gives us a stable compass to chart the right course in a highly dynamic business environment. And through an expert sales force dedicated to supporting their clients we can make sure that the necessary continuity of communication does not break off.

WE FEEL RESPONSIBLE FOR OUR CLIENTS

One thing is very important to us: our job doesn't just begin when you have unpaid receivables and make a claim. On the contrary, we actively look ahead. Because we want to be more than just an insurer for you – we want to be a reliable advisor and partner for all aspects of receivables management.



KNOWLEDGE FOR GOOD BUSINESS: THE EULER HERMES INFORMATION SYSTEM

Whether landing a successful order actually ends up generating real cash depends first and foremost on how solvent your customer is. As your service partner, that is why we research all the facts which are relevant for assessing your customers' creditworthiness – so that we can give you timely warning when danger threatens.

OUR DATAPPOOL: GLOBAL AND UP-TO-THE-MINUTE

Euler Hermes has information on something like 40 million companies worldwide. This unique datapool is monitored on an ongoing basis and continuously updated so that all the facts are up-to-the-minute. Alongside our own research – e.g. analysis of balance sheets – our sources include major credit information companies, business services, banks and debt collection agencies. On top of that, our sales force and many thousands of policyholders make sure that our database is constantly being optimized.

AND THIS IS HOW INFORMATION BECOMES KNOWLEDGE

When the data are evaluated, insurance and IT experts work hand in hand: supported by a special expert IT system, our experienced staff are able to evaluate the facts precisely and structure them to give a clear picture.

Federal Government Export Credit Guarantees are a tried and trusted instrument for the promotion of foreign trade. They protect German exporters and the banks which finance them against commercial and political events of loss. Cover is available at every point in the value chain – from manufacturing via delivery up until the final instalment is paid. The Federal Government has entrusted Euler Hermes with the management of the scheme. This is why they are called "Hermes Guarantees". As mandatory agent of the Government, Euler Hermes advises exporters and banks and processes applications for the decision on cover.

OUR SERVICES: INSURANCE TO COVER YOU AND ADVICE TO GIVE YOUR COMPANY THE EDGE

Based on our core competence credit insurance, we have developed an integrated portfolio of products: five service fields which can help your company on the one hand to effectively hedge risks and on the other to optimize your market opportunities.

- With Cover for Bad Debt Losses, Euler Hermes checks the creditworthiness of your business partners and insures you against debtor insolvency in Germany and abroad.
- Cover against Fraud protects you when your own employees or other Insured Persons cause financial losses – e.g. through theft, embezzlement or fraud. But we also cover you against cybercrime and hacker attacks.
- Our Bonds and Guarantees provide you with the contract bonds, demand guarantees and other forms of commitment which you need, e.g. when public works employers require collateral from you.
- Collecting your debts due from customers in Germany and abroad is taken care of by Euler Hermes Collections GmbH.
- Rating is increasingly important – e.g. in order to obtain credit on favourable conditions. Euler Hermes Rating GmbH produces such comprehensive and independent evaluations for your company.