



**Trade+**



Trade+ trade credit insurance combines ground up cover with non-cancellable limits. Delivering credit limit certainty, minimising policy administration and speeding up the claims process, it also offers tremendous opportunities to insurance brokers.

#### **Support clients' international ambitions**

Trade+ protects a client's international trade. It is ideal for companies selling from the UK to most export markets.

#### **A large potential market**

Brokers can use Trade+ to target the large potential customer base of medium sized businesses with an annual turnover between £10m and £150m.

#### **Win new clients**

Trade+ is also designed to help brokers win new clients previously unwilling to buy trade credit insurance either because they were unprepared to carry large deductibles or nervous about setting their own discretionary credit limits.



## Ground up cover and non-cancellable limits



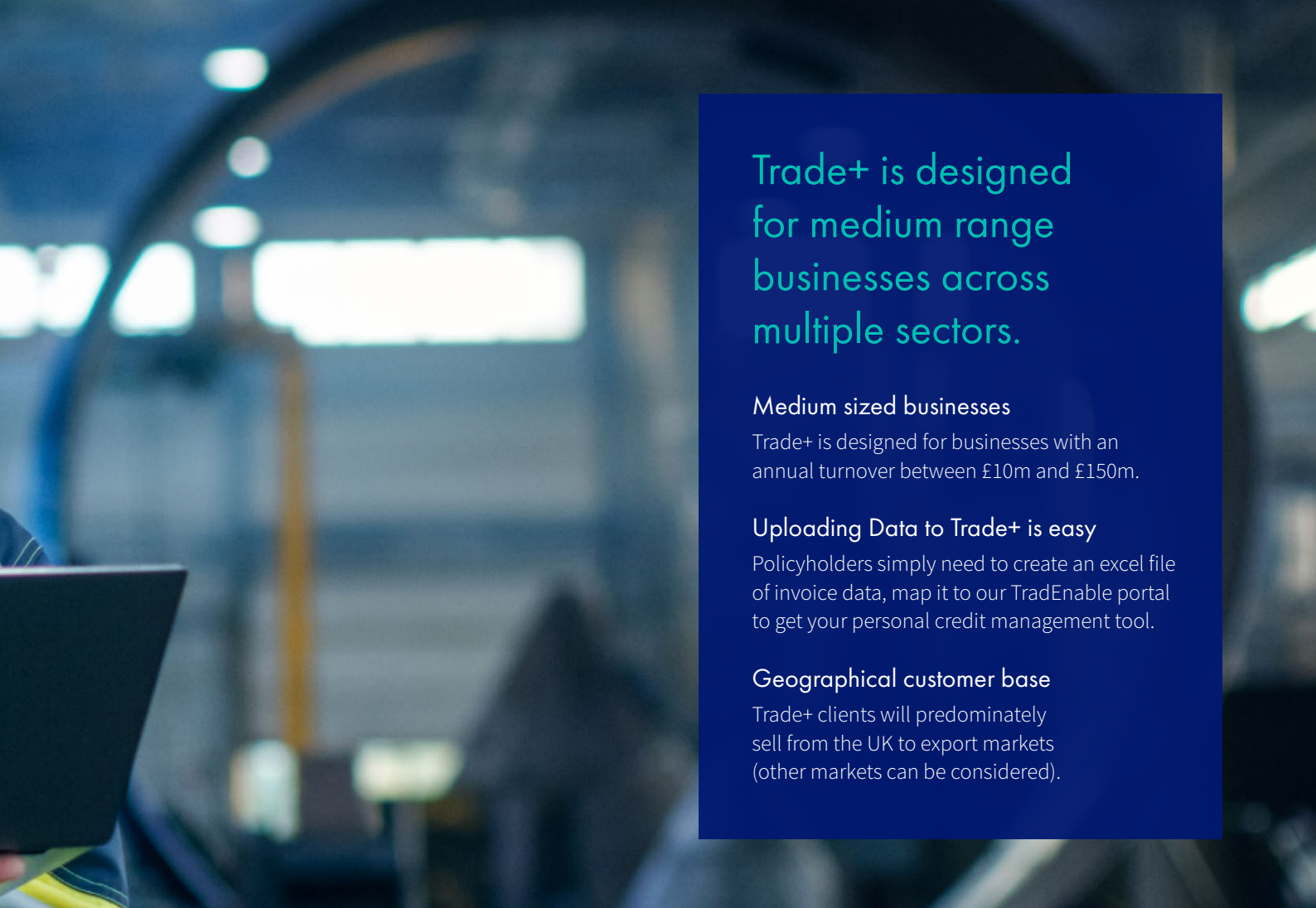
Trade+ delivers a combination of ground up cover and non-cancellable limits – ideal for businesses who don't want a large deductible or risk share.

### Ground up

For those companies not willing, or able, to take a Risk Share on their trade credit insurance, “ground up cover” is an ideal solution

### Non-cancellable

Traditionally, ground up cover is only available with cancellable credit limits, so underwriters can remove cover at any time during the Policy period.



## Trade+ is designed for medium range businesses across multiple sectors.

### Medium sized businesses

Trade+ is designed for businesses with an annual turnover between £10m and £150m.

### Uploading Data to Trade+ is easy

Policyholders simply need to create an excel file of invoice data, map it to our TradEnable portal to get your personal credit management tool.

### Geographical customer base

Trade+ clients will predominately sell from the UK to export markets (other markets can be considered).

### Ground up + Non-cancellable

Until now, the only option available to businesses who wanted non-cancellable credit limits was an Excess of Loss policy, with a large level of risk share. Trade+ changes this, offering ground up cover combined with non-cancellable cover.

It covers claims above a nominal first loss, or alternative options available, limits are set at policy inception, and cannot be reduced or removed during the policy period. Accounts are placed on stop in the system if invoices fall overdue by a certain period. Once the account is brought back up-to-date, the credit limit will be automatically reinstated.

All this makes Trade+ a powerful proposition for medium sized companies.

**“Trade+ credit limits are non-cancellable during the policy. If a buyer’s account grows, then as long as they pay on time their credit limit will grow too. As long as they stay within payment terms, their limit won’t be reduced or cancelled – welcome news for clients left high and dry by trade credit insurers in the past.”**

**Sharon Giddings, Global Head of Middle Market, Trade Credit.**

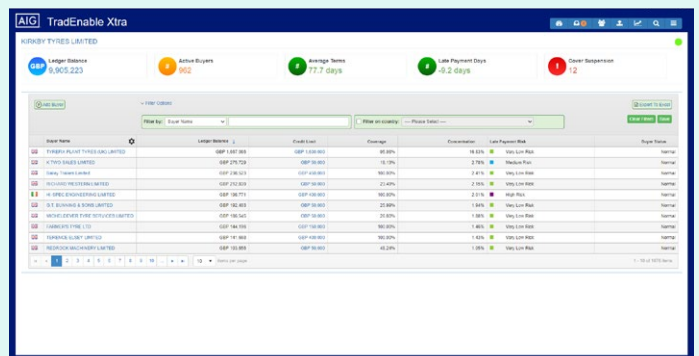
# Solutions and peace of mind

Trade+ relieves policyholders of responsibility for setting discretionary credit limits and speeds things up when there's a claim.

## Credit limit certainty

With Trade+, credit limits are calculated for each buyer using either real time payment data from the policyholder's accounting software or by an AIG underwriter. This means Trade+ can deliver rapid and consistent credit limits that match policyholders' requirements. It also means that there is no requirement to set discretionary credit limits or undertake any additional buyer analysis.

Trade+ means less work for policyholders. They don't have to do any of their buyer analysis themselves to set discretionary limits, so when there's a claim they don't have to justify any of their buyers' credit limits because we've already done it for them.



The screenshot displays the AIG Trade+ Xtra interface for KIRKBY TYRES LIMITED. It shows a summary of key metrics: Ledger Balance at 9,965,223, Active Buyers at 952, Average Terms at 77.7 days, and Late Payment Days at 45.2 days. Below this is a table listing various buyers with their respective credit limits, coverage percentages, and risk status.

Buyer Name	Ledger Balance	Credit Limit	Coverage	Concentration	Late Payment Days	Risk Status
1 TRAFALGAR PLACE TRADING LIMITED	GBP 1,000,000	GBP 1,000,000	100.0%	10.0%	100.0%	Very Low Risk
2 K TYRES LIMITED	GBP 275,750	GBP 275,750	10.0%	2.7%	Multiple Fail	Normal
3 DAILY TRAFALGAR	GBP 200,000	GBP 200,000	100.0%	2.0%	100.0%	Very Low Risk
4 POLYMER TRADING LIMITED	GBP 200,000	GBP 200,000	22.0%	2.0%	100.0%	Normal
5 H SPECIALISERINGS LIMITED	GBP 100,000	GBP 100,000	100.0%	1.0%	High Fail	Normal
6 D T BURNING & SON LIMITED	GBP 100,000	GBP 100,000	22.0%	1.0%	100.0%	Very Low Risk
7 HENDERSON FINE SERVICES LIMITED	GBP 100,000	GBP 100,000	20.0%	1.0%	100.0%	Very Low Risk
8 JAMES TYRE LTD	GBP 100,000	GBP 100,000	100.0%	1.0%	100.0%	Very Low Risk
9 PARKWAY BULK LIMITED	GBP 100,000	GBP 100,000	100.0%	1.0%	100.0%	Normal
10 POLYMER TRADING LIMITED	GBP 100,000	GBP 100,000	10.0%	1.0%	100.0%	Normal

By setting approved buyer credit limits and by delivering automatic overdue reports, Trade+ provides more certainty for clients when there's a claim.



# Easy set up

Trade+ is easily set up with a simple uploaded excel file of the policyholder's Accounts Receivables data. There are no additional up front payments as the platform costs are included in the insurance premium.



Visit the **AIG TradEnable Xtra** site



Upload Invoice data via online portal



Trade+ user's debtors matched to DUNS, trading experience analysed and limits calculated



View the recommended credit limits for your buyers





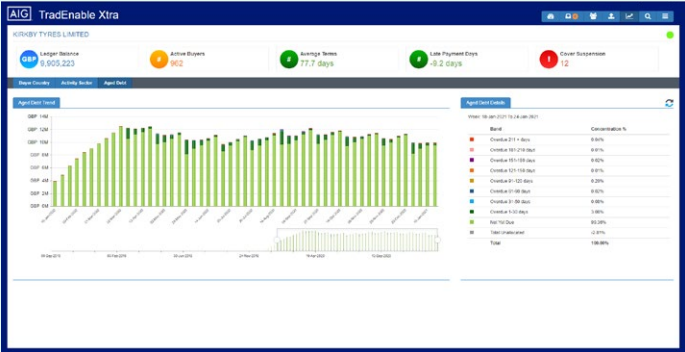


Trade+ is a trade credit insurance breakthrough from an award winning trade credit insurer using cutting edge technology. We're so confident in Trade+ that if we don't agree to 70% of the requested limits within 14 days of policy inception policyholders can cancel the policy with a full refund.

### Easy Admin

It is common practice for trade credit insurers to require policyholders to complete a monthly return of overdue accounts. Trade+ does this automatically, on a real-time ongoing basis, saving policyholders time and providing them with the latest up-to-date buyer information. The system also highlights which accounts should be placed on stop helping ensure policy compliance.

Trade+ includes debtor profiling, automatic reporting, automatic alerts and pre-populated claims forms; all of which are designed to reduce the time policyholders spend managing their policy.



Trade+ provides policyholders with real time debtor profiling - saving time, increasing productivity, strengthening their credit management and helping ensure policy compliance.

# Features & Benefits

- Trade+ provides credit limits that are non-cancellable for 12 months. Welcome news for businesses who may be disillusioned with Trade Credit insurance when some insurers withdraw credit limits in an economic downturn.
- All Trade+ credit limits are calculated automatically or set by an AIG underwriter, relieving the policyholder of responsibility for setting discretionary limits and the customer analysis this involves.
- The Trade+ system uses uploaded invoice data. There are no platform charges as all the costs are covered by the insurance premiums.
- Trade+ simplifies administration. Overdue account reporting is done automatically by Trade+ reducing administration of the policy and ensuring compliance with policy terms and conditions.
- Trade+ simplifies the claims process. All limits are agreed by AIG so policyholders do not have to justify any credit limits when there is a claim, which can sometimes slow down the process, and claims forms are automatically pre-populated by the system.





## Target market

Businesses with an annual turnover between £10m and £150m



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