



**coface**  
FOR SAFER TRADE

**CREDIT INSURANCE**

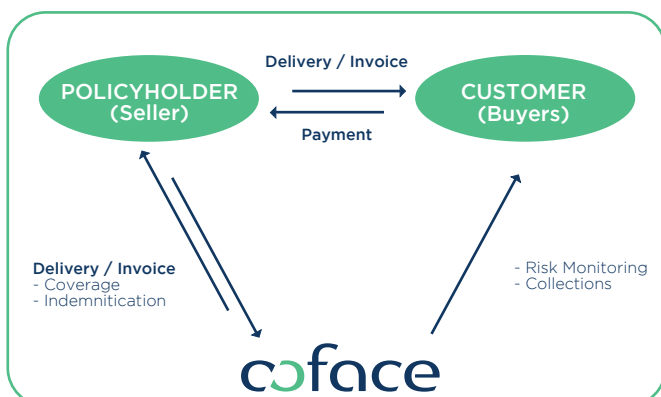
# LESS RISK. MORE BUSINESS.

**You extend credit to your customers every day. And, because it's a routine way of doing business, you may not be thinking about the risk you're taking. But what happens when a customer defaults? The business closes? Even if you've never experienced a loss before, it only takes one loss to greatly affect your bottom line and the future of your business. With credit insurance from Coface, your business is protected against losses from bad debt. That affords you greater peace of mind to focus on your company's success.**

## What is credit insurance?

A credit insurance policy covers the unpaid credit balance from sales made to your customers. Whether you choose to protect your domestic or export business, you are able to minimise the risks associated with a customer's insolvency or delayed payment.

Credit insurance from Coface is a powerful tool that combines the information and protection you need to mitigate the risk of non-payment. And, if you do have a loss on an insured account, you will be indemnified according to the terms of your policy.



**You've got potential. We'll back you up.**

## How does credit insurance work?

In general, a company covers all or a majority of its business, and may choose to cover export, domestic or both types of accounts. In addition, Coface South Africa offers policies on either a turnover or outstanding book basis, depending on your individual portfolio and standard terms.

Policyholders are eligible to file a claim when a customer is insolvent or financially unable to pay the outstanding balance owed.

## How do I go about getting a quote?


The rates quoted take all aspects of your business into consideration, such as the industry in which you operate, turnover and bad debt history, spread of risk across your portfolio and quality of buyers with which you trade.

An application for credit insurance is available on our website, which once completed can be sent to us along with your latest month end age analysis or alternatively contact one of our sales executives.

**YOU WANT TO  
AVOID LOSSES.  
IT'S THAT SIMPLE.**

**Online policy management. Access, flexibility and security.**

As a client, you have access to our various online tools for efficient limit management, policy management, claims and collection management and updates in real time. Here you can search our database of over 50 million companies worldwide to request, change or cancel your insured credit facilities. Cofanet securely stores all of your account details in one central location. All stored information may be easily exported for use in the internal management system of your business.



Lower bad debt provision  
Protect your balance sheet  
Reduce the cost of bad debts  
Optimise your cash flow requirements

Credit insurance brings you benefits.

### Reduce the risk of non-payment.

Whether you're doing business domestically or internationally, credit insurance from Coface helps minimise your trading risks. We continuously monitor your customers and are able to alert you to changes in their risk profile.

### Those aren't the only benefits.

Credit insurance can help your business in many additional ways, including:

- ☞ **Safer business growth** - grow with greater confidence by extending more credit and by being more flexible with credit terms. Avoid the hassle of using letters of credit when doing business abroad.
- ☞ **Critical information about customers and potential customers** - Coface tracks over 50 million companies worldwide. This extensive scope of information gives you access to the detailed knowledge you need when deciding to extend credit or determining credit terms.
- ☞ **Better borrowing terms** - lenders and financial institutions look favourably on insured receivables.

### A worldwide presence. Always available where you are.

Our strength and integrity is supported by excellent ratings from Moody's and Fitch.

### Resources for your business. Greater peace of mind for you.

Experience for yourself why our clients feel so enthusiastic about our customer service. To learn more about how Coface can help your business grow, contact us by phone, fax or e-mail or contact us through our web site - [www.cofaceza.com](http://www.cofaceza.com)

Coface is an international trade solutions organisation. Coface have offices in 93 countries, and have information on over 50 million companies globally. Our local teams specialise in the research, analysis and mitigation of trade risks, through a variety of interlinked IT systems, which enable trending and statistical analysis of market fluctuations in a variety of industries.

The ability to access and predict market behaviour to both internal and external market factors has resulted in Coface becoming a leader in credit risk mitigation and protection. Coface has over 20 years of experience in the South African market, and has one of the largest databases of corporate information in the country. This information is used to ensure that our clients' cash flow is protected.

The Coface Group, a worldwide leader in credit insurance, offers companies around the globe solutions to protect them against the risk of financial default of their clients, both on the domestic market and for export. Each quarter, Coface publishes its assessments of country risk for 157 countries, based on its unique knowledge of companies' payment behaviour and on the expertise of its underwriters.

Coface is a subsidiary of Natixis

The stable outlook ratings assigned to Coface by Fitch and by Moody's reflect Coface's solid competitive position in the worldwide credit insurance market.

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