

Troy W. Brownrigg

International VP

In a Sea of Uncertainty . . . **Brownrigg is Your Anchor**

Small Business Export Finance Workshop

Trade Credit Insurance: Insuring Your Foreign Accounts
Receivables



BROWNRIGG
COMPANIES

Brownrigg Companies Ltd.

- Our team at Brownrigg specialize in providing extraordinary coverage for commercial and international insurance programs to meet the global needs of domestic companies, as well as providing insurance services to meet the domestic needs of international companies with statutory insurance requirements.
- Reverse Flow Business - Germany / Hong Kong
- Fear of Exporting – Eliminate your stress and anxiety.
- Risk of Trade – Transit, Travel Accident, Trade Credit.

Our Strategic Partners and Carriers include: Zurich, Travelers, CNA, The Hartford, Coface, Chubb, Chartis(AIG), Great American, EXIM Bank.

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Trade Credit Insurance.

Who Buys Trade Credit Insurance?

- Any company that sells goods on credit terms (Net 30/60/90 days) and is exposed to the risk of non-payment.

Questions to Consider.

- Has your company considered growing its export sales in light of the historical low level of the US Dollar versus other currencies?
- Has one of your key customers ever defaulted on a payment or filed for bankruptcy?
- Can your company benefit from access to additional financing?
- How well do you really know your buyers?

Types of Policies.

- Multi-Buyer and Single-Buyer. Credit risk is underwritten based on total sales or approved limits per buyer.

Trade Credit Insurance.

- **Mitigating Risk:** Insure foreign account receivables and services against non-payment of foreign and domestic buyers. Coverage protects against commercial (insolvency, bankruptcy, default) and political (war, political violence, transfer) risks.
- **Marketing:** Know you have the security and competitive edge to take our product global. Increase your sales by expanding into foreign markets.
- **Financing:** Access additional credit by using insured accounts receivables to increase your borrowing capacity.

Costs:

- Net 60 - Multi-Buyer - \$1,000,000 Sales Basis - \$5,500 Premium
- Policy Period 1yr - 95% Coverage - Foreign ARs.
- Domestic Coverage Available.

Services:

- Due Diligence on your Top 20 Buyers, Discretionary Credit Limits, and Loss Payee / Enhanced Assignment Endorsements.

Due Diligence – Credit Reports

- **Credit Agency Report Pricing:** All our credit reports are fully accepted by all major credit insurance firms and are updated by in-country representatives. The credit agency reports due diligence includes an executive summary, legal information along with bankruptcy of related companies, bank references, payment history, and details of company operations.

	Normal Delivery		Express Delivery	
• Canada:	\$115	7-12 days	\$150	2-4 days
• Europe:	\$150	10-15 days	\$200	5-7 days
• Latin America:	\$150	10-15 days	\$200	5-7 days
• World:	\$225	10-15 days	\$300	5-7 days

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Questions:

Insuring Your Foreign Accounts Receivables

