

Coface

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# Globalliance



The global credit insurer with local support.

“A great idea knows no limits.”

(Leo N. Tolstoj)



# Coface Austria & Central Europe

## Greater security for your risk management.

### ■ FROM A LOCAL COMPANY TO A GLOBAL PLAYER

The cornerstone for Coface Austria, the national market leader, was laid in 1954 with the founding of Österreichische Kreditversicherungs-AG. The company's core expertise – both then and now – has been the insurance of credit risk for domestic and export receivables. The growth of export activities, above all to Central and Eastern Europe, has made credit insurance, information and collection services more and more important. To meet this need, Coface Central Europe Holding AG (formerly Coface Intercredit Holding AG) was founded in Vienna in 1990.

In the increasingly globalised business environment a further important step was made in 1997 – the merger with Coface, one of the three global players in credit insurance. Today, the customers of Coface Austria and Coface Central Europe can profit from 50 years of know-how in the area of credit insurance as well as more than 15 years of experience in providing information on companies in Central and Eastern European countries. With a broad-based product portfolio ranging from credit information to credit insurance and collection services, Coface Austria and Coface Central Europe are the ideal partners for professional risk management.

### ■ OUR SUCCESS PROVES US RIGHT

Over 85,000 companies of all sizes from all branches place their trust in the services of this global player and its 4,600 employees. More than 45 million data sets in the Coface Common Risk System are continuously researched and monitored. This unique database provides Coface customers with a decisive competitive advantage.

# Make the best of opportunities. Anywhere, anytime.

## Everything under control, even on international markets.

### ■ MAXIMUM FLEXIBILITY

You start with our basic global agreement, and then select the individual services required for your business operations. Your insurance contract will also reflect the legal and economic characteristics of the countries in which your customers or branches are located. Our basic package of services combined with the modular design of Coface Globalliance guarantees optimal insurance to meet your specific needs.

### ■ GLOBAL SERVICES AT HOME AND ABROAD

With Coface Globalliance services, you can insure receivables on domestic and foreign markets against the loss of payment from insolvency or similar events in other countries.

The principle is simple: with its standardised framework, Coface Globalliance can be applied in most countries of the world without neglecting the legal and business characteristics of the individual environments. Relevant information on the credit standing of customers is obtained on site, and local partners are available to ensure the smooth processing of your credit insurance.

### ■ CUSTOM-DESIGNED SERVICES

Use our building block system to determine the scope of your insurance services. Available modules include the following:

#### ■ SPECIALLY DESIGNED MODULES

- Protracted default module (Collection service Coface): Insurance to cover the non-payment of undisputed debts. Debt collection done by Coface.
- Discretionary limit module: Determination of a basic credit limit range (discretionary limit) up to which you evaluate the credit standing of your customers. Evaluation criteria include a positive credit report from an authorised credit agency and/or the satisfactory completion of prior trading transactions.
- Branch module: Inclusion of branch offices in the general contract.



## Local support for global success.

### ■ SERVICE DIRECT FROM THE EXPERTS

Coface Austria is a member of CreditAlliance, an international association of well-known credit insurers. This provides us with an extensive network of highly qualified specialists in markets throughout the world.

### ■ DIRECT LINE TO YOUR PARTNERS

You may opt for direct contact between your branch and our local CreditAlliance partner. These specialists are responsible for evaluating the credit standing of your customers as well as handling contracts, debt collection and claims.

### ■ WORLDWIDE NETWORK

The credit assessment of your clients relies on the global information network of Coface, one of the 3 global players. Via a unique online-database you can access information on 45 million companies and their payment history. This data pool with information from over 150 credit agencies, balance sheets and credit evaluations of CreditAlliance partners as well as from the International Credit Insurance & Surety Association (ICISA) and numerous other sources is consolidated and matched on a regular basis.

# A serene look into the future.

## Services you can rely on.

### ■ INSURANCE FOR YOUR RECEIVABLES

You apply for a credit limit with Coface Austria or, if desired, with your local service partner to set the desired credit limit for your customers. Our experts will evaluate the credit standing of your business partners, and inform you of the set credit limit. If your contract includes a discretionary limit module, you will be covered if the defined evaluation criteria are met.

### ■ CLAIMS

Claims will be paid 30 days after the exact amount of the loss is determined. Based on the amount of the insured debt, you will receive the insured percentage rate specified in your insurance contract.

If the exact amount of a claim related loss cannot be determined after a certain period of time – e.g. if the settlement rate has not yet been established by insolvency proceedings – Coface Austria will make a preliminary payment.

### ■ A CLAIM WILL BE ASCERTAINED UNDER THIS CONTRACT IN CASE OF:

- a) non-payment of undisputed debts after expiration of a confirmed period, or if
- b) insolvency proceedings have either been instituted or rejected by the court due to a lack of assets, or
- c) a settlement has been arranged out of court with all creditors and we agree to accept, or
- d) a levy of execution on the property of the buyer instigated by the insured has not resulted in full satisfaction of the debt, or
- e) at the domicile of the debtor an event occurs, which in legal terms corresponds to a fact set forth in b) to d).



#### ■ BASIC PACKAGE OF COFACE GLOBALLIANCE SERVICES

- |                      |   |
|----------------------|---|
| ■ Insured countries  | In general, all countries   |
| ■ Insurance premium  | Calculated based on turnover with your customers  |
| ■ Insurance coverage | For loss of payment in the event of insolvency, up to an agreed credit limit  |
| ■ Amount of claims   | Up to 90 % (of the insured amount)  |
| ■ Term of a contract | Minimum of 12 months, Termination 2 months before expiration, extended duration of contract can be agreed upon individually |

#### ■ MODULES

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|-----------------------|---|
| ■ Protracted default  | Debt collection and indemnification by Coface for undisputed debts  |
| ■ Discretionary limit | Determination of a basic credit limit range, up to which you evaluate the credit standing of your customers |
| ■ Branch offices      | Inclusion of branches   |

#### ■ MORE PRODUCTS AND SERVICES BY COFACE AUSTRIA

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|-----------------------|---|
| ■ Coface Smart        | Credit insurance for small companies and young entrepreneurs.     |
| ■ Coface Advanced     | The individual safety package for small and mid-sized businesses. |
| ■ Coface Best         | A flexible range of services for large companies.                 |
| ■ Coface CapitalGoods | Capital investment credit insurance for projects.                 |
| ■ Coface Bond         | A choice of guarantees for warranty recipients.                   |

Interested? You can find further information under **[www.coface.at](http://www.coface.at)**

# Your trade risks, under control.

	Credit Insurance	Information	Collection
Austria	■	■	■
Poland	■	■	■
Hungary	■	■	■
Estonia	■	■	■
Latvia	■	■	■
Lithuania	■	■	■
Czechia	■	■	■
Slovakia	■	■	■
Slovenia	■	■	■
Croatia		■	■
Bulgaria		■	■
Romania		■	■
Russia		■	■
Ukraine		■	■

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