



Trade Credit

Delivering shared success

As a mutual company, we focus not on shareholders and stock markets, but on our policyholders and partners. We take time to get to know your business and what you need from your insurance solution.

Our underwriting involves a thorough analysis of your risks, backed by a deep understanding of your industry. Our experienced team is empowered to craft a customised and efficient insurance program tailored to the needs of your business.

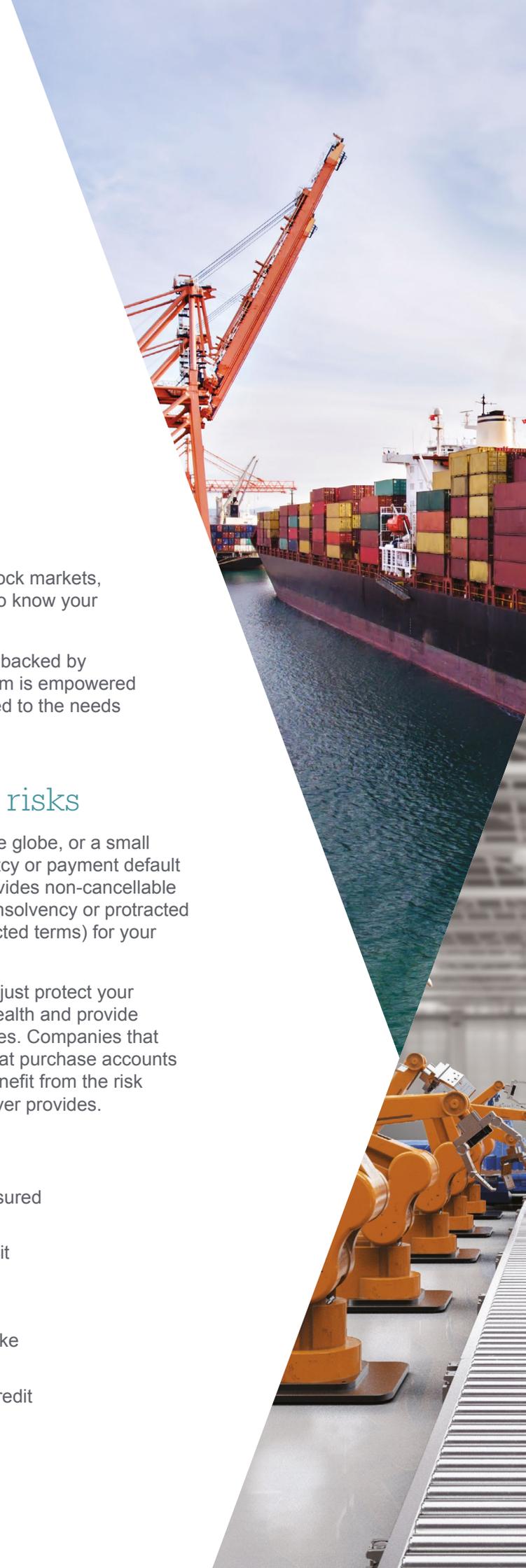
Solutions for your most complex risks

Whether you're a multinational corporation selling across the globe, or a small business selling locally, the impact of a customer's bankruptcy or payment default can be significant. That's why Liberty Specialty Markets provides non-cancellable Trade Credit Insurance, covering loss due to a customer's insolvency or protracted default (non-payment of a valid trade debt within the contracted terms) for your accounts receivable.

Trade Credit Insurance can do more for your business than just protect your accounts receivable. It can support a company's financial health and provide confidence to weather the ups-and-downs of economic cycles. Companies that sell products or services on credit, or financial institutions that purchase accounts receivable from the seller as a form of trade finance, can benefit from the risk mitigation and cash flow protection that our Trade Credit cover provides.

The benefits of Trade Credit Insurance:

- Provides risk mitigation for what may be the biggest uninsured asset on your balance sheet – accounts receivable.
- Allows you to expand sales by confidently extending credit to new and existing customers.
- Enables better financing terms for your working capital.
- Mitigates concentration risk when your top customers make up a substantial portion of your business.
- Supplements and provides a backstop for your existing credit risk management process.
- Potentially reduces your bad debt expense.



Our Trade Credit team is part of our global Financial Risk Solutions business and is backed by the financial strength of Liberty Mutual Group. Our team consists of expert underwriters and credit analysts with specialist skills, experience and understanding of financial risks.

We work closely with clients to better understand their industries, business operations and customer trends. This enables us to expedite the servicing of your policy and provides you with confidence to expand your business.

Risk appetite

We can provide non-cancellable Trade Credit cover for most industries including:

- Manufacturing
- Wholesale – durable and non-durable goods
- Financial institutions
- Technology – electronics, software/ hardware
- Pharmaceuticals
- Metals
- Chemicals
- Food & beverage
- Commodities

We can cover your domestic and export accounts receivable just for certain divisions or regions, or holistically across your enterprise. We can also streamline our offering and simply cover your top customers to mitigate your concentration risk.

Territories

Insureds in the US & Canada covering their accounts receivable risks around the world.

Class of business	Line size
Trade Credit	USD 100m

With you for the long term

Being a mutual means we're consistent and here for the long term. Our experienced teams are resourceful, responsive and empowered to make decisions quickly. You'll benefit from our technical underwriting capabilities, the strength of our relationships with our broker partners, and our unique approach to claims service.

Because what's good for you, is good for us.

Continuity in a changing world

Your business doesn't stand still and neither do we. We're constantly evolving our products and services, investing in people and resources, and building our global distribution network – bringing you continuity and reassurance in a changing world.

Claims confidence

All Trade Credit claims are handled by our dedicated Claims team, ensuring access to sophisticated technical expertise in a complex area.

Our claims philosophy is to work in close partnership with our underwriters to provide a market-leading service. As a recognized lead market, our expertise enables us to keep control of the claim, with appropriate specialist support where necessary.

We remain focused on proactive recovery efforts, partnering only with leading experts to optimise returns for Liberty and for our clients. The team has long been considered as a differentiator, and our outstanding reputation has enabled us to lead the market through some of its most complex claims.

Unlocking opportunities

We're dedicated to developing products and solutions for our clients, whether it's a variety of specialist coverages, a customised wording, or guidance on emerging exposures.

Talk to us about the additional products we offer to protect your business:

- Political Risks
- Structured Risk Solutions
- Single-Buyer Trade Credit
- Contract Frustration
- Directors & Officers
- Financial Lines
- Mergers & Acquisitions
- Marine

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For Mutual Advantage