



Protection from bad debts

Trade Credit Insurance / Product Sheet

Trade credit insurance protects businesses against unpaid commercial debts, either locally or offshore. QBE offers an extensive suite of products that provide effective protection against bad debt right around the world.

The risk of bad debt

Anyone in business knows there's always a risk of not being paid for goods or services provided on trade credit terms. A trading partner may become insolvent. They may be unable to pay for some other reason, or they may simply default. When a company is exporting, or doing business overseas, unpaid debts may arise due to political risk events. Our specialist trade credit offers tailored insurance solutions that protect against commercial bad debt, however it comes about.

Our suite of products

We offer an extensive range of products to suit any size of business, whether operating on a local, national or global basis. That includes cover against both insolvency and protracted default, and we can also extend policies to cover political risks.

Comprehensive cover

We offer a whole turnover product structured to cover the whole customer base. This can be extended to cover offshore political risks, pre-shipment manufacturing risks, and a range of industry specific requirements.

We can offer Excess of Loss protection against high levels of exposure for medium to large corporates

willing to enter into a risk sharing partnership. This would suit companies with strong credit management control who are looking to complement inhouse skills and competencies.

Single and selective account policies

Our Selective Accounts product covers a fixed number of the customer's top buyers, as defined by their highest exposures, or a set of buyers nominated at inception.

We can also offer a Single Account product to suit companies who have a concentration of exposure with a single buyer whose failure would have a catastrophic effect on their cash flow. We are happy to consider offering cover on either a cancellable and non-cancellable basis.

Our Top Up product offers an additional layer of cover above specific credit limits set under a policy provided by another credit insurer. We can top up the credit limit by a maximum of 100% of the underlying credit limit, subject to the agreement of the other credit insurer.

Financial products

We can also offer bespoke products that give customers the protection they need to provide funding against most trade-related transactions. We have the expertise and entrepreneurial spirit to create tailor-made solutions

for all types of trade financing transaction wherever in the world they're needed. This would include factoring, invoice discounting, supply chain finance, trade finance and receivable purchases. We can issue policies on a 100% basis or through syndication or co-insurance.

Online portal

Our market-leading Trade Credit System platform (TCS) enables customers and brokers to tap into a vast network of real-time underwriting information, analysis and assessment. TCS also provides 24/7 access to policy documentation, trade credit limits and correspondence.

Global capabilities

Our Trade Credit team offers a truly global service. QBE is one of the world's leading general insurers and reinsurers. With a global reputation as business insurance specialists, we employ 12,000 people in 31 countries, and have operations in all the world's key insurance markets. Our A+ rated security gives brokers and customers the confidence they need to partner with QBE.

Our underwriters are responsive and commercially-minded. They have the talent and flexibility to create bespoke solutions, helping us win new customers and keep them. Brokers and customers alike value how easy we are to work with. We're recognised for outstanding customer service, and for offering direct access to experienced underwriters with the authority to make decisions quickly.

Global coverage

Dealing exclusively through our trusted broker partners, we can issue trade credit policies in the US, UK, Australia, New Zealand, across the Pacific Region, Asia and Europe.

QBE's international own network and our partner networks mean we can also provide trade credit policies on a truly global basis.

Want to know more?

Please visit our website tradecredit.qbe.com and select your QBE region for further details.
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