



Coface Switzerland - Corporate Overview

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A C T S R



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coface



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1

Growing your Business with Credit Insurance

Coface Credit
insurance



Facing Multiple Priorities: Domestic / Abroad

Growth

- Sales Strategy
- New Markets / Countries
- Profitable

Control

- Steering your Organization
- Managing Credit & Costs
- Trading Safely

Governance

- Internal Compliancy
- Bank Covenants
- IFRS

Liquidity

- Working Capital
- Bank Financing
- Securitization

International

How do these Topics impact Your Business?



Your (International) Trade Environment as a Forward Thinking, Modern Company

External Risks & Requirements

Internal Requirements



Trade Credit: a Sizeable Element of your Balance Sheet

« Credit is not a Grant & it should not be given as a Gift! »

- The main Source of Global Corporate Financing is **B2B Credit**, in other words: Supplier Credit

30% of your Assets

Assets	Liabilities
Fixed Assets	Equity
Inventories	Medium-Term Debt
Trade Receivables	Trade Payables
Cash	

- **Global B2B Credit** = ~ USD 18,000b Worldwide
- World Economy enables constant B2B Credit Growth
- This Source of Credit is “FREE” & Unsecured

Credit Insurance protects your P&L!

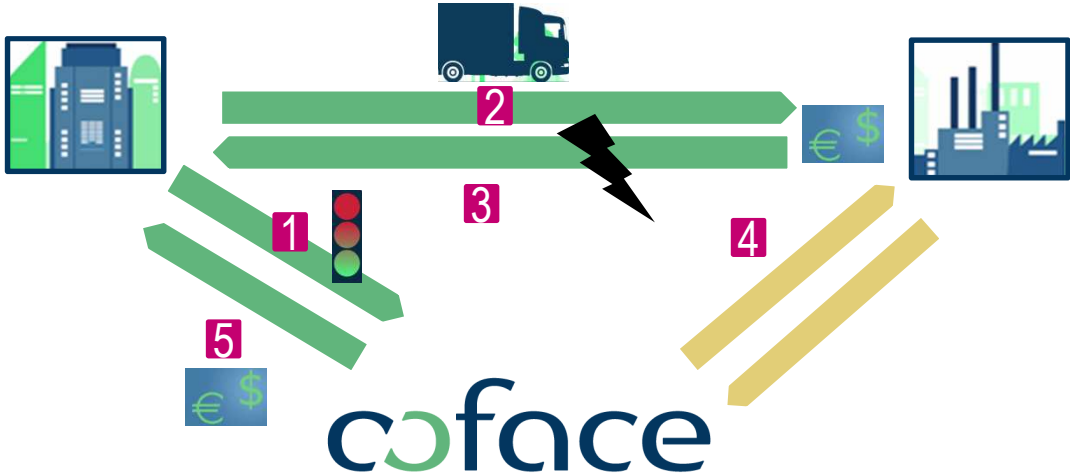
- Impact of a Claim of €/\$ 100,000 if your margin stands at 25 %
 - Need for Additional Sales of €/\$ 400,000 to compensate the loss
- Impact of a claim of €/\$ 100,000 if your margin stands at 2.5 %
 - Need for Additional Sales of €/\$ 4,000,000 to compensate the loss



How does Credit Insurance work ?

- You = Supplier & Creditor

- Your Buyer = Debtor



1. Check with Coface for a credit limit (on line)
2. Sales of products or services (Revolving or Single Operation)
3. Payments of your buyer
4. In case of non payment, Coface organizes the debt collection
5. Indemnification of the loss to you or your Bank/Factor

Solutions
Whole Turnover Policy
Excess of Loss Policy
Single Risk Policy
Single Buyer Policy
Various Tailor made policies

What are the Benefits for You ?





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Coface at a Glance

Coface at a Glance - worldwide



A Global Leader for Safer Trade

- ~€450b of B2B trade protected every day
- 37,000 policies underwritten in 98 countries
- Risk coverage in over 200 countries



Broad Geographical Footprint

- Direct presence in 67 countries
- 4,500 employees with 72 nationalities represented
- N°1 Credit insurance network on the market



A Credit Insurance Specialist

- €1,440m revenues in 2013
- Of which 88% credit insurance
- Of which 12% complementary services



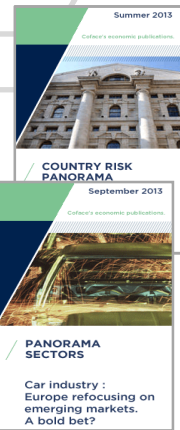
A Solid Financial Structure & Resilient Profitability

- €1,793m¹ in capital in 2013
- AA- by Fitch / A2 by Moody's, standalone IFS
- 82.5%² net combined ratio in 2013
- Longstanding reinsurance support



A Longstanding Experienced Player

- Since 1946
- Leading credit insurer of multinational businesses
- Renowned macro- & micro-economic expertise



Coface at a Glance – in Switzerland



A Global Leader with local presence

- Since 1996 in Switzerland
- Offices in **Lausanne** (HQ, French speaking area) and **Ruemlang** (German speaking area)



A Credit Insurance Specialist

- CHF 30 Mio. revenues in 2013



Professional services

- With 30+ employees dedicated to its customers of all sizes (SME to multinationals)

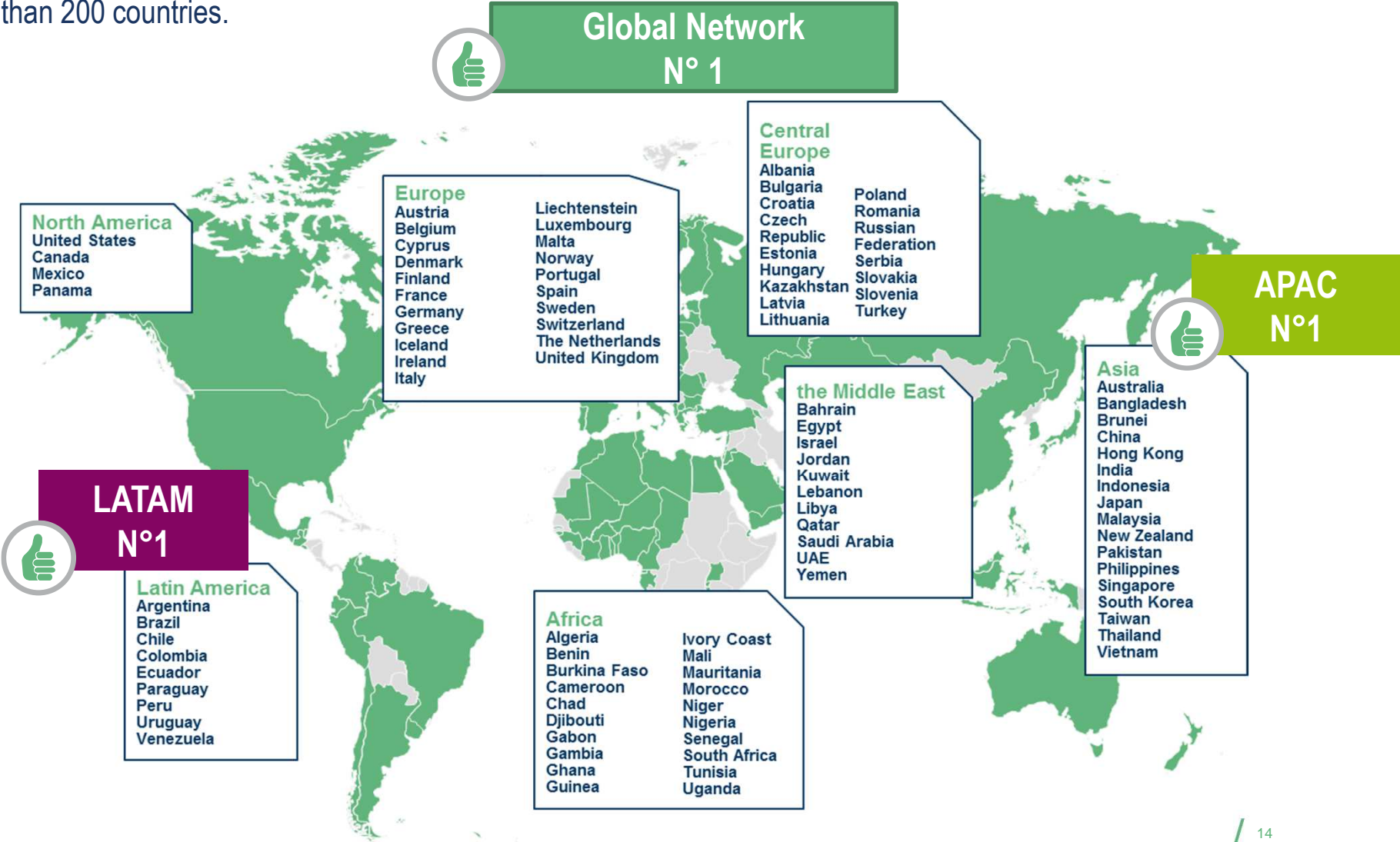


Three strategic Business Units

- **Credit Insurance services** (Protection)
- **Business Information** (Prevention, company assessment)
- **Debt Collection** (worldwide, with local presence)

Coface at a Glance - We are where You are

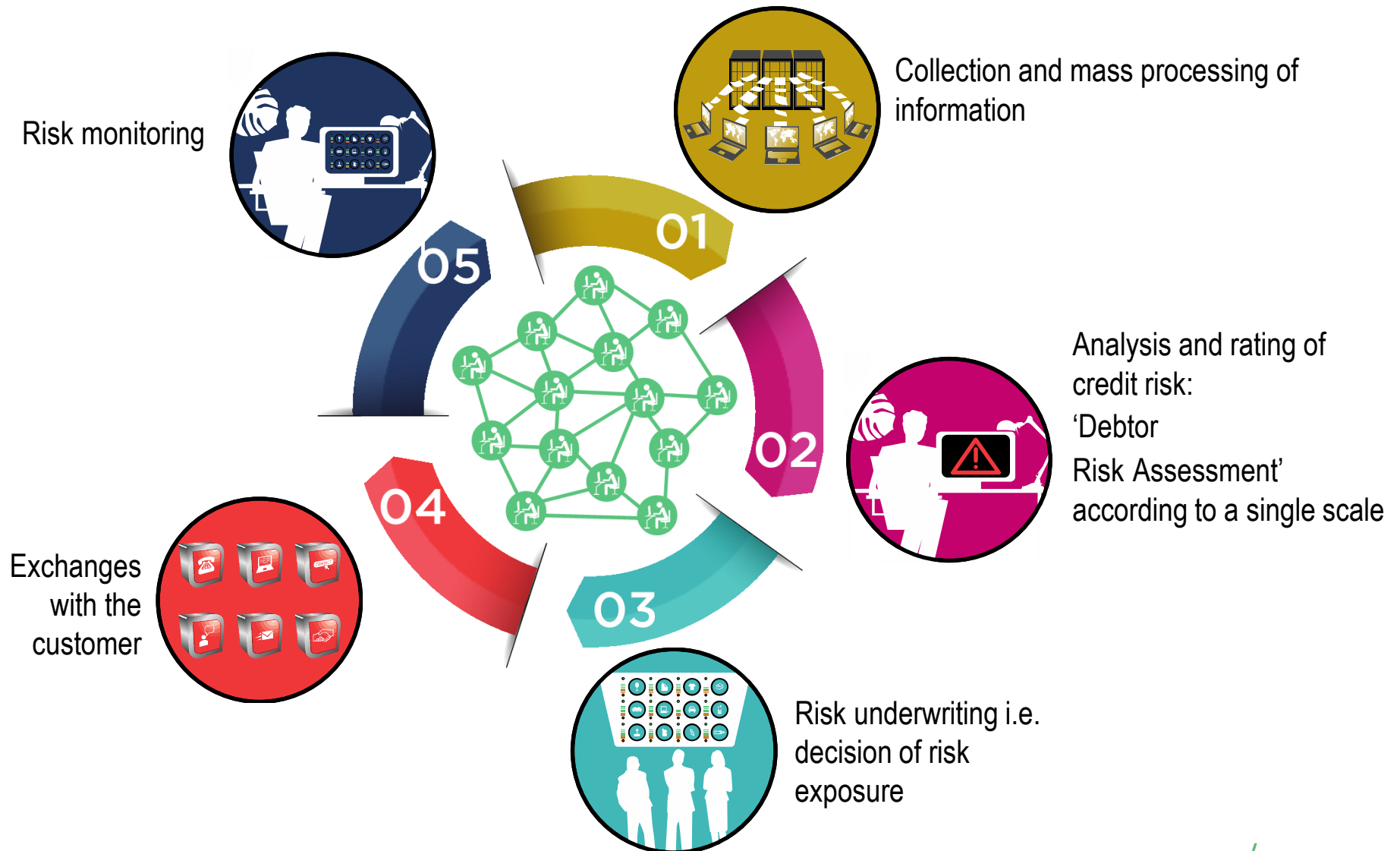
Coface is present directly, or through its partners, in 98 countries, providing support for customers in more than 200 countries.



Coface at a Glance - How does Coface Support You?

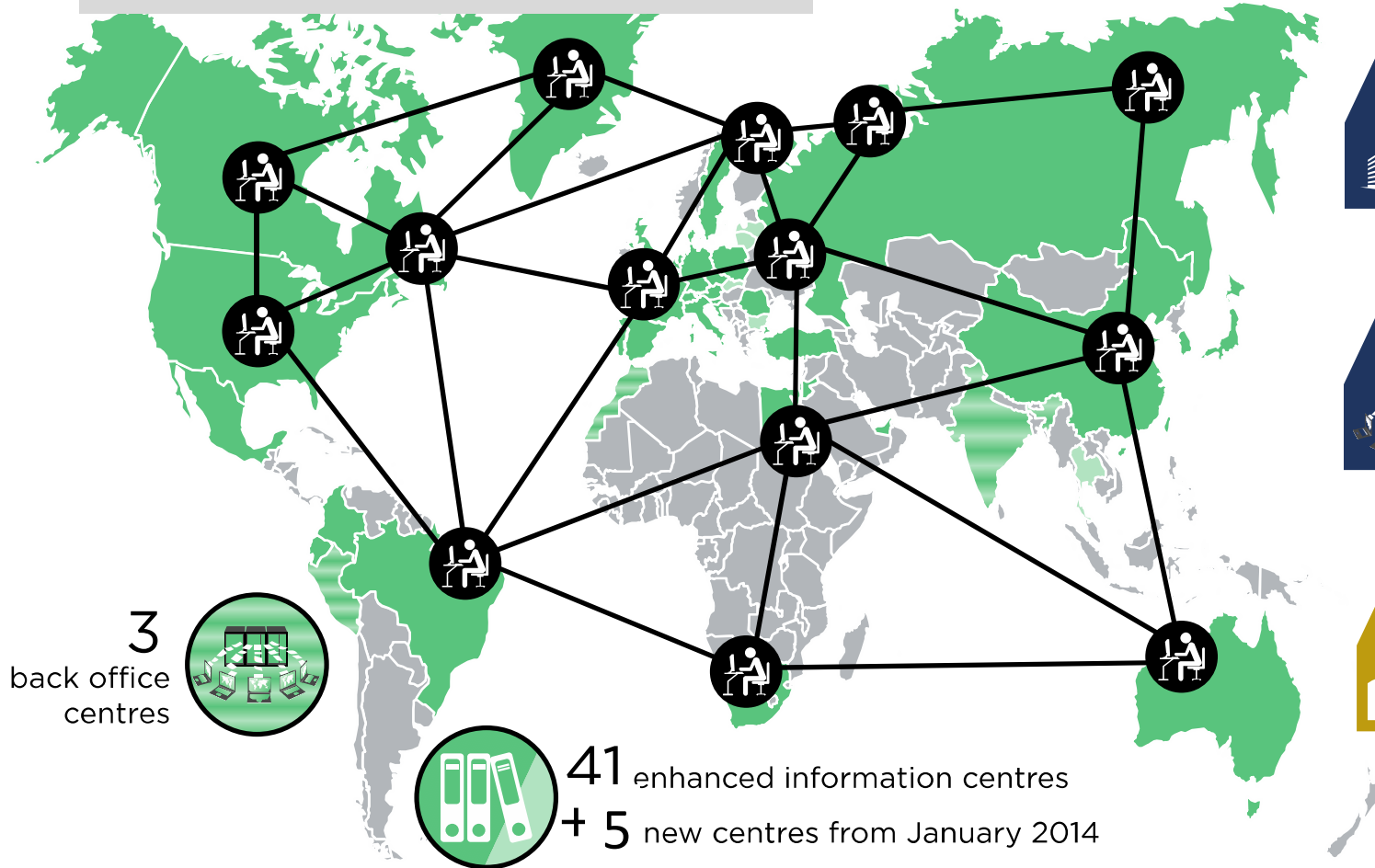


Coface at a Glance - Prevention processes on an industrial scale



Coface at a Glance – Risk Underwriting

49 centres dedicated to collecting, processing and analysing information



Information on 65 million companies

2 million tasks processed annually by the back offices

99.7 % of our outstandings - i.e. 2.5 million companies - are evaluated via a DRA

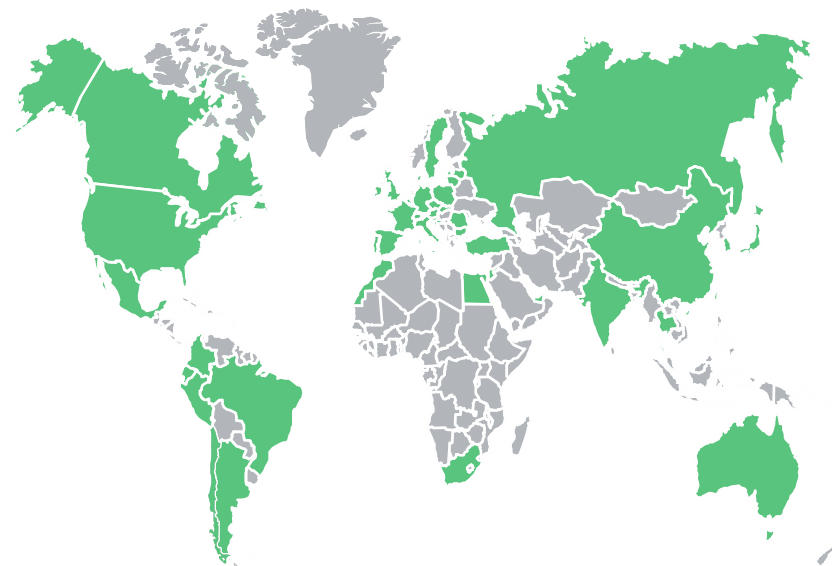
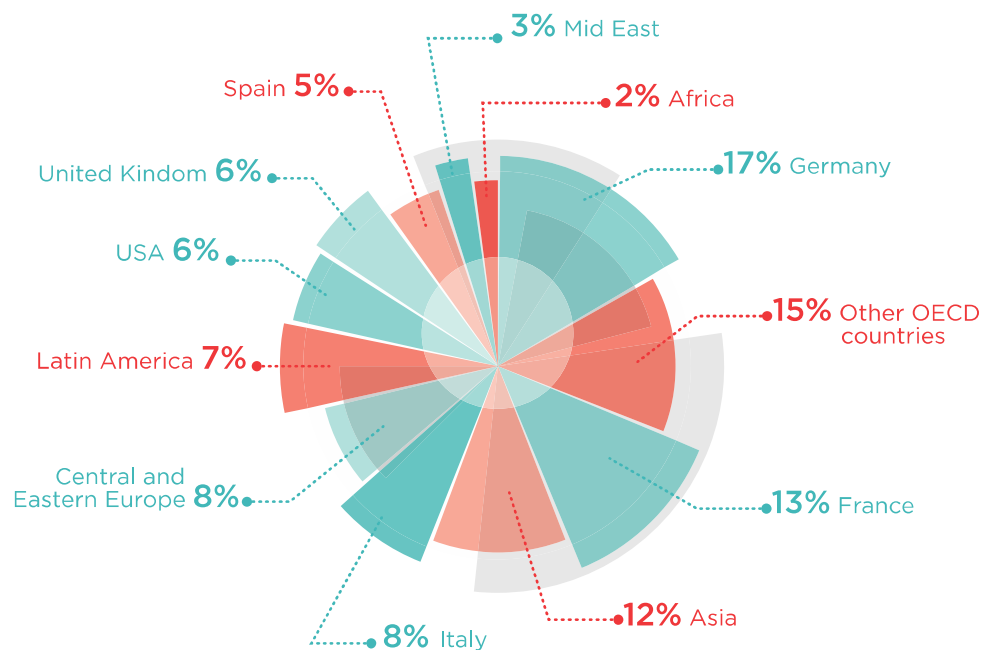
Coface at a Glance – Global coverage on local underwriting

450 billion euros

of trade receivables guaranteed by Coface worldwide



650 underwriters and credit analysts located close to the risk in **44** countries



400,000 risk decisions per month
Average response time: **1.5 days**

Why our Clients choose Coface

1 – Coface is the Global Leader in Credit Insurance for Companies of all Sizes



2 – Managing, Organizing & Protecting Trade Credit



3 – Enhancing Liquidity with our AA - Rating



4 – Growing Business Safely, with a Trusted Partner

Why our Clients choose Coface



Steel
Industry

Listed Company
A world leader in Steel production:
flat carbon, long steel, distribution
Operations in Europe, US, Latam



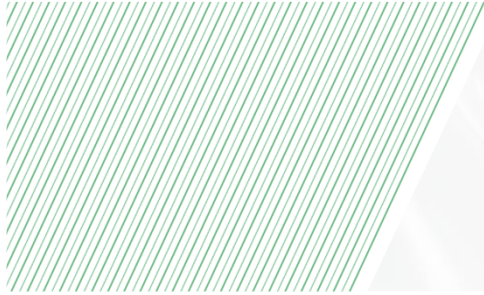
Building
Material

Founded in 1819. Listed Company
227 plants located in 27 countries
A world leader in its sector



Agro chemicals

Family owned multinational
80 subsidiaries worldwide



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Country Risk Assessment Overview

Country risk according to Coface

- **Country assessment**

- Assesses the average risk of payment defaults by companies in a given country
- This evaluation combines economic and political prospects of the country, Coface payment experience and business climate assessment
- This evaluation has 7 grades: A1, A2, A3, A4, B, C, D and can be watch listed

- **Business climate assessment**

- Assesses overall business environment and more precisely whether corporate information is available and reliable and whether the legal system provides fair and efficient creditor protection.
- This evaluation has 7 grades: A1, A2, A3, A4, B, C, D and can be watch listed.

Country risk and business climate assessment

Advanced economies

Country Risk Assessment	2011	2012	2013				2014				Business Climate	
	January	January	January	March	June	September	January	Mars	June	October		
Canada	A1	A1	A1	A1	A1	A1	A1	A1	A1	A1	A1	A1
United States	A2↗	A2	A2	A2	A2	A2↗	A2↗	A1	A1	A1	A1	A1
Japan	A1	A1↘	A1↘	A1↘	A1	A1	A1	A1	A1	A1	A1	A1
Switzerland	A1	A1	A1	A1	A1	A1	A1	A1	A1	A1	A1	A1
Germany	A2↗	A2	A2	A2	A2	A2	A2↗	A2↗	A1	A1	A1	A1
Austria	A2↗	A2	A2	A2	A2	A2	A2↗	A2↗	A1	A1	A1	A1
Australia	A1	A1	A2	A2	A2	A2	A2	A2	A2	A2	A2	A1
United Kingdom	A3↗	A3	A3	A3	A3	A3	A3	A3↗	A2	A2	A2	A1
Belgium	A2↗	A2	A2↘	A3	A3	A3	A3	A3	A3	A3	A3↗	A1
Netherlands	A2↗	A2	A2↘	A3	A3	A3	A3	A3	A3	A3	A3↗	A1
France	A2↗	A2	A2↘	A3	A3	A3	A3	A3	A3	A3	A3	A1
Iceland	A4	A4↗	A4↗	A4↗	A3	A3	A3	A3	A3	A3	A3	A1
Ireland	A4	A4	A4	A4	A4↗	A4↗	A3	A3	A3	A3	A3	A1
Spain	A3↘	A4	B	B	B	B	B	B	B↗	A4	A1	
Italy	A3	A4	B	B	B	B	B	B	B	B	A2	
Portugal	A3↘	A4↘	B	B	B	B	B	B	B	B	A2	
Greece	A4	C	C	C	C	C	C	C	C	C	C	A3

Emerging countries – Country risk assessments

Country Risk Assessment	2011	2012	2013				2014				Business Climate
	January	January	January	March	June	September	January	March	June	October	
China	A3	A3	A3	A3	A3	A3	A3	A3	A3	A3	B
Brazil	A3	A3	A3	A3	A3	A3↓	A3↓	A4	A4	A4	A4
India	A3	A3	A4	A4	A4	A4	A4	A4	A4	A4	A4
Russia	B	B	B	B	B	B	B	B↓	B↓	C	B
U.A.E	A3	A3	A3	A3	A3	A3	A3	A3	A3	A3	A3
Poland	A3	A3	A3↓	A3↓	A3	A3	A3	A3	A3	A3	A3
South Africa	A3↓	A3↓	A3↓	A3↓	A4	A4	A4	A4	A4	A4	A4
Saudi Arabia	A4	A4	A4	A4	A4	A4	A4	A4	A4	A4	A4
Indonesia	B	B	A4	A4	A4	A4	A4	A4	A4	A4	A4
Morocco	A4	A4	A4	A4	A4	A4	A4	A4	A4	A4	A4
Thailand	A3↓	A3	A3	A3	A3	A3↓	A3↓	A4	A4	A4	A4
Kazakhstan	B	B	B	B	B	B	B	B	B	B	B
Mexico	A4	A4	A4	A4	A4	A4	A4	A4	A4	A4	B
Turkey	A4	A4	A4	A4	A4	A4	A4	A4↓	A4↓	B	A4
Argentina	C↗	C↗	C	C	C	C	C	C	C	C	C
Ghana	B	B	B	B	B	B	B	B↓	B↓	C	B
Ukraine	D↗	D↗	D	D	D	D	D	D	D	D	D
Venezuela	C↓	C↓	C	C	C	C	C	C↓	C↓	D	D

Coface for Safer Trade



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