

The Trigger policy provides all the advantages of a traditional whole-turnover credit insurance policy. The main additional advantages being credit limits are issued for a maximum of 12 months and they cannot be reduced or withdrawn unless a pre-agreed external trigger occurs. The credit limit is monitored by Equinox Global. This gives the customer certainty and transparency about the credit limits and the policy conditions. Causes of loss include insolvency, protracted default, political risk and if necessary pre-shipment risk. The policy can be structured on a whole-turnover basis or include an element of risk sharing in the form of a deductible or a threshold but this can be a relatively low amount.

## Product Features

- > Cover up to USD 50m per buyer
- > 90% indemnity
- > Up to 24 months policy period
- > 12 months credit limits
- > Deductible can be set at a relatively low level but may also be higher at the request of the customer to save premium
- > A high discretionary credit limit is possible; for example on the basis of payment experience combined with credit agency reports

## Other solutions

Besides the trigger policy, we offer the following alternative products:

- > **Excess of Loss policy:** This provides cover on a non-cancellable basis for a period up to 12 months. Customers are expected to carry a deductible and to use a discretionary credit limit under which they set their own credit limit according to their credit management procedures. Equinox would only review the credit limits above the discretionary level.
- >  **Key account policy:** This policy provides cover for smaller portfolios with a minimum of at least 5 debtors. This can be both non-cancellable limits as well as trigger limits
- >  **Top-up coverage:** We can provide cover on top of another credit insurance policy if there is a shortfall in the credit limit coverage from the primary insurer.

## Target Insured

- > The Trigger Policy suits middle size to large companies looking for certainty of cover while keeping a whole turnover structure and wording offer
- > The Trigger Policy suits companies with good credit management and loss history but looking to outsource the credit limit service



## Benefits

- > Cover against credit and political risk
- > Certainty of cover with non-cancellable credit limits
- > Transparency regarding monitoring of the credit limits
- > Quality of credit limit service and monitoring

# IT'S YOUR JOB TO MANAGE YOUR BUSINESS, IT'S OURS TO PROTECT IT

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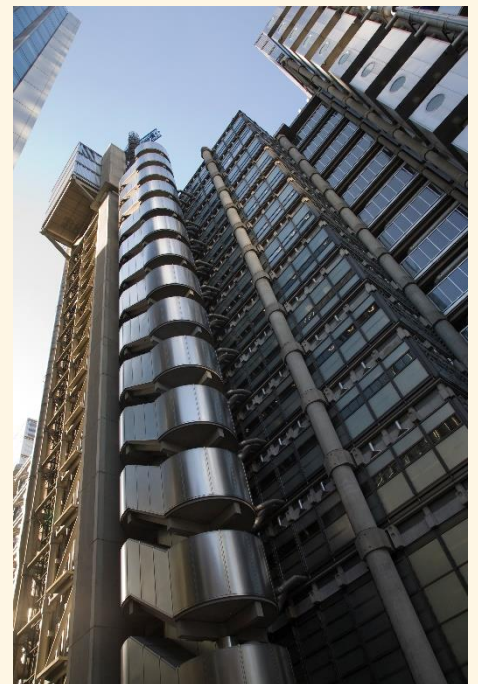
Equinox Global is a specialist trade credit insurer that offers its clients improved certainty of cover, increased transparency, the maximum extent of cover possible and a personalised service. Equinox is owned by management and by Beazley Group and has access to the key markets throughout its offices in the UK, France, Germany, the Netherlands and the US.

For most companies trade receivables are one of the biggest assets they own. Destruction of this asset, via insolvency of a customer or a political crisis in the customer's country, is just as much a threat as a warehouse burning down. An Equinox trade credit insurance policy offers protection against the loss of this asset.

Our sophisticated underwriting platform uses an innovative, predictive, proprietary credit risk model which provides enhanced clarity when anticipating turns in the credit cycle. This clarity allows Equinox Global to provide greater levels of transparency and certainty of cover to customers.

## Why Choose Equinox Global?

- > Everything we do follows the 'non-cancellable' principle
- > We work with other credit insurers to ensure you get the cover you need
- > Our pricing is transparent – no hidden extras for extra layers of cover
- > We encourage you to speak direct to the decision maker, and we offer a personalised service
- > We offer the 'best in class' credit limit service in the industry
- > We employ some of the most experienced people in the industry internationally
- > We are flexible, entrepreneurial and innovative
- > We offer top class security via the Lloyd's credit rating



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