

Trade Credit products

We provide tailored policies to meet the credit risk management needs of business – whether local, regional or global.

The Comprehensive Product

Our Comprehensive Policy covers a client's whole customer base with flexible structures to suit their individual requirement. We can cover up to 100% through the risk share arrangement of an Aggregate Deductible structure and policies can be either risks attaching (shipments made during the policy) or losses occurring (claimable event occurs during the policy).

The Excess of Loss Product

An Excess of Loss policy offers protection to medium to largesized corporations against high levels of exposure. It is intended for companies with a substantial turnover and strong credit management processes who are willing to accept a significant level of self-insurance. Non cancellable cover is standard and group limits are available.

The Selective Product

Major Debtors

This policy variation covers all risks where the exposure is expected to be above a negotiated value. Clients have certainty in knowing all risks insured and they do not have to demonstrate that they have traded above the negotiated value during the previous twelve months. Buyers can be added throughout the policy period and removed if trade has been below the agreed value for a period of six (6) months or more.

Top Accounts

This policy variation is designed to cover a fixed number of the client's top buyers, as defined by their highest exposures. Top Accounts enables new larger risks to be considered for replacing the smallest of the Top Accounts during the policy.

Agreed Accounts

A selection of accounts can be nominated by the client which are fixed at policy inception. This is a highly selective multi-buyer policy designed for companies whose risk is concentrated among a small number of key buyers. Cover can be agreed on both a cancellable and non cancellable basis although buyers cannot be added or removed during the policy period.

Single Account

Appropriate for companies with a concentration of exposure to a single buyer whose failure would have a catastrophic effect on the client's cash flow. The product is structured to accommodate significant single buyer exposure, which we define as any one limit which is more than 70% of the client's debtor book. Both cancellable and non cancellable cover can be considered.

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The Top Up Product

This offers an additional layer of cover above specific credit limits set under a policy provided by another credit insurer. QBE can top up the credit limit by a maximum of 100% of the underlying credit limit and is always subject to the agreement of the other credit insurer. Non cancellable Credit Limits. Most standard products are offered with cancellable limits but non-cancellable cover can be considered.

Financial Products

In today's changing economic environment, standard credit insurance policies are not always appropriate for financial institutions, so we have developed a range of products specifically for their needs. We cover financial institutions for a multitude of funding arrangements, providing there is always an underlying trade transaction associated.

Tenant Default

We offer Tenant Default insurance, an innovative cover for commercial landlords in the UK and Europe who wish to protect themselves from the risk of their tenants being unable to pay their rent. The policy provides increased financial certainty and security for both landlords and their lenders.

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