



Euler Hermes

# Excess of Loss 'XoL'

Tailored credit insurance  
solutions

## Balance sheet protection against exceptional losses

The Euler Hermes Excess of Loss (XoL) policy is our response to the growing global demand to see strong Credit Management rewarded, while achieving balance sheet protection against exceptional credit losses.

XoL is a credit risk management solution designed to help companies mitigate significant losses, therefore improving balance sheet efficiency.

The EH XoL policy is based on the insured's existing credit management procedures and each policy is customized to meet the insured's needs.

## Confidence without interference: the key benefits of EH XoL

### Flexibility

#### Retain more independence

- High discretionary limit (DCL) provides flexibility to manage day to day credit decisions and improves levels of coverage
- Group limits allow the spread of credit limits amongst buyers within the same group

### Certainty

#### Rely on secure and stable cover

- Non-cancellable cover for 12 months
- The assurance of Euler Hermes AA- S&P rating
- This is particularly relevant in support of funding solutions.

### Efficiency

#### Enhance operational performance

- Leverage existing credit management practices
- Low policy administration
- Benefit from a reduced premium as recognition of good credit management procedures and risk sharing

## Why choose an XoL solution from Euler Hermes?

- ✓ AA- S&P rating
- ✓ Worldwide database of more than 40 million of companies
- ✓ Wide range of approaches: from XoL to full limit service (potential hybrid solutions with local policies)
- ✓ Network of experienced credit analysts & global risk management experts



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Our knowledge serving your success

## What is the scope of cover?

- **Geographical scope**

XoL covers domestic & export trade for commercial and political risks worldwide.

- **Receivables scope**

Several options are available with XoL solutions: cover all receivables or top buyers only.

## What are the EH XoL main product features?

Tailored solutions	Type of coverage	Type of limits	Discretionary limit	Type of Underwriting
Based on the insured's existing credit management procedure	Catastrophe cover : - Insolvency - Protracted default - Political risk	Non-cancellable for 12 months : - Country limits - Group buyer limits	Typically high Discretionary Credit Limit (DCL)	-Dedicated underwriter for risk & commercial decisions - Specialist team creating bespoke solutions

## What is the scope of cover?

### Medium to large corporates

- with an established credit management
- with a turnover above € 100 M
- willing to take a share of the risk

Acceptance is subject to risk assessment, underwriting and credit management audit.

## What kind of information will the EH XoL Team review?

- ✓ Turnover and Loss history
- ✓ Terms of payment and DSO
- ✓ Receivables profile
- ✓ Top buyer risks
- ✓ Country risks
- ✓ Credit management procedures
- ✓ Structure requirements

### **If you need further information:**

Contact: Marine Perreau on the EH XoL Team:

+44 20 34 51 38 76 or [marine.perreau@eulerhermes.com](mailto:marine.perreau@eulerhermes.com)

Or visit [www.eulerhermes.com](http://www.eulerhermes.com)