

Euler Hermes, HSBC forge global trade credit insurance agreement

PARIS – 02 May 2013 – With the rate of corporate failures increasing amid challenging economic conditions, [Euler Hermes](#) announced today that it has become the exclusive supplier of [trade credit insurance](#) solutions to [HSBC Commercial Banking](#) customers.

Under the terms of the global distribution agreement, HSBC customers trading on ‘open account’ will enjoy favorable access to Euler Hermes’ industry-leading protection against non-payment of receivables debt. Whether trading with established customers or seeking counterparties in new markets, insured companies will know their cash flow is secure even as insolvencies rise by a forecast 8%¹ this year.

"This pioneering partnership between Euler Hermes and HSBC is the first of its kind, on such a global scale, in the trade credit insurance market," said [Wilfried Verstraete](#), chairman of the Euler Hermes board of management. "There is a clear business synergy between Euler Hermes and HSBC. Demand for trade-related insurance is being driven by increased sector and geographic risks, and because today more than 80%² of trade is conducted on an open account basis. Together, we can offer HSBC customers the combined benefit of our global leadership and strong local expertise."

Euler Hermes helps insured companies to establish and maintain a trading relationship – from initial counterparty vetting using its database of more than 40 million businesses, to prompt claims payment in the event an approved counterparty defaults. Counterparty risk in both developed and emerging markets is monitored throughout the life of each policy.

"Trade credit insurance is important to our customers because it enables commerce by boosting confidence and because it protects balance sheets against unexpected shocks," said Mark Hussein, HSBC’s global head of commercial insurance and investments. "It’s complementary to HSBC’s range of Trade and Receivables Finance solutions, so we’re delighted to be expanding our relationship with Euler Hermes at a time when businesses particularly need financial security."

HSBC and Euler Hermes, a subsidiary of Allianz SE, have been strategic partners in Brazil, Mexico, the United Arab Emirates and the United States since 2008. The partnership has also recently been launched in Hong Kong and the United Kingdom.

"Today, HSBC has chosen Euler Hermes as a global partner for our market leadership, century-long standing, global capabilities and excellent client service as well as our outstanding financial strength³ backed by Allianz," explained Wilfried Verstraete.

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¹ Source: Euler Hermes. Follows 1% increase in 2012.

² Source : HSBC

³ Euler Hermes rated AA- by Standard & Poor’s



Euler Hermes is the worldwide leader in credit insurance and one of the leaders in the areas of bonding, guarantees and collections. With 6,000+ employees in over 50 countries, Euler Hermes offers a complete range of services for the management of B-to-B trade receivables and posted a consolidated turnover of €2.4 billion in 2012. Euler Hermes has developed a credit intelligence network that enables it to analyze the financial stability of 40+ million businesses across the globe. The Group insured worldwide business transactions totaling €770 billion exposure end of December 2012. Euler Hermes, subsidiary of Allianz, is listed on Euronext Paris. The Group is rated AA- by Standard & Poor's.

For more information visit www.eulerhermes.com or follow us on Twitter [@eulerhermes](https://twitter.com/eulerhermes)

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The company assumes no obligation to update any forward-looking statement.