

Euler Hermes expands U.S. services: CAP coverage helps policyholders seize exceptional sales opportunities

BALTIMORE, Md., USA – 1 OCTOBER 2013 – [Euler Hermes](#), the world's leading provider of [trade credit insurance](#), today launched [CAP](#), an innovative product that offers policyholders additional coverage for specific or short-term transactions whose size and risk require additional levels of support.

CAP is a second layer of insurance protection – or “top-up coverage” – allowing businesses to purchase up to \$1.5 million of coverage above their previously approved limits. The product is specifically designed for Euler Hermes' U.S. and Canadian customers of all sizes and sectors, particularly those trading with more difficult risks and markets.

“We created CAP in direct response to our customers' requests as they seek to make the most of every sales opportunity,” said Jochen Duemler, CEO and head of Euler Hermes Americas Region. “While we continue to offer the most coverage possible under our customers' existing policies, situations can arise where they would benefit from increased coverage on higher-risk buyers. This is where CAP is most effective.”

CAP provides coverage on trade credit receivables in both domestic and export markets, and is most beneficial to customers who need more coverage on partially approved or declined limits, have accounts receivable exposure above their approved limit, or have peak season, one-off or special sales opportunities. Euler Hermes CAP solutions are well-established in several countries, including Belgium, the Czech Republic, Germany, Finland, France, Italy, the Netherlands, Norway, Poland, Slovakia, Sweden and the UK.

In recent months, Euler Hermes also expanded its U.S. services with the addition of specialist [Excess of Loss \(XoL\)](#) and [political risk insurance](#) teams, both based in New York. The XoL solution offers large and multinational companies protection from exceptional trade credit losses through non-cancellable coverage, group buyer limits, full credit limit service, and local policies for foreign subsidiaries. Political risk insurance protects the foreign assets of large and multinational businesses against the risks of confiscation, expropriation and nationalization.

“Our focus at Euler Hermes is to help our customers make strategic trading decisions while also maintaining sound financial management,” said Duemler. “The addition of CAP continues our program to extend our innovative and well-rounded set of credit insurance services.”

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Euler Hermes North America Insurance Company

Euler Hermes' regional headquarters for the United States, Canada and Brazil is located in Owings Mills, Md. Founded in 1893, Euler Hermes is North America's largest and longest-established provider of trade credit insurance and accounts receivable management solutions. The company protects and insures around \$120 billion of regional trade transactions annually, serving small, medium and multinational clients across a range of sectors. The company employs 430 people regionally and serves clients from more than 50 locations in North America and Brazil.

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.us; follow us on Twitter [@eulerhermes](https://twitter.com/eulerhermes).

Cautionary note regarding forward-looking statements: The statements contained herein may include statements of future expectations and other forward-looking statements that are based on management's current views and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. In addition to statements which are forward-looking by reason of context, the words "may", "will", "should", "expects", "plans", "intends", "anticipates", "believes", "estimates", "predicts", "potential", or "continue" and similar expressions identify forward-looking statements. Actual results, performance or events may differ materially from those in such statements due to, without limitation, (i) general economic conditions, including in particular economic conditions in the Euler Hermes Group's core business and core markets, (ii) performance of financial markets, including emerging markets, and including market volatility, liquidity and credit events (iii) the frequency and severity of insured loss events, including from natural catastrophes and including the development of loss expenses, (iv) persistency levels, (v) the extent of credit defaults, (vi) interest rate levels, (vii) currency exchange rates including the Euro/U.S. Dollar exchange rate, (viii) changing levels of competition, (ix) changes in laws and regulations, including monetary convergence and the European Monetary Union, (x) changes in the policies of central banks and/or foreign governments, (xi) the impact of acquisitions, including related integration issues, (xii) reorganization measures, and (xiii) general competitive factors, in each case on a local, regional, national and/or global basis. Many of these factors may be more likely to occur, or more pronounced, as a result of terrorist activities and their consequences. The company assumes no obligation to update any forward-looking statement.