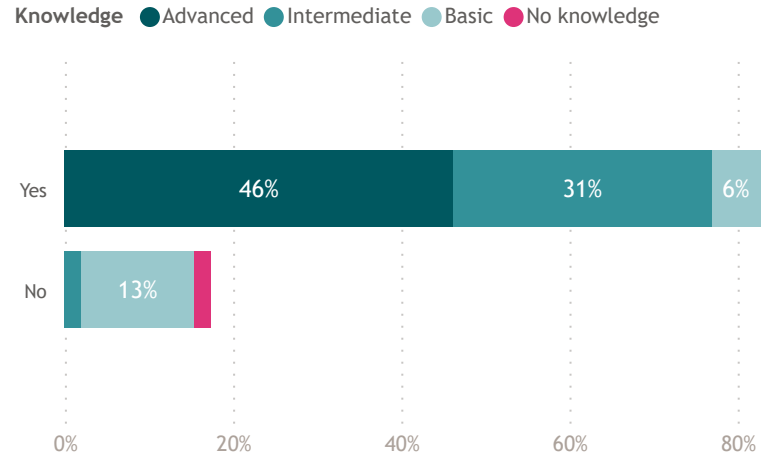


Trade Credit Insurance Survey - Network Overview

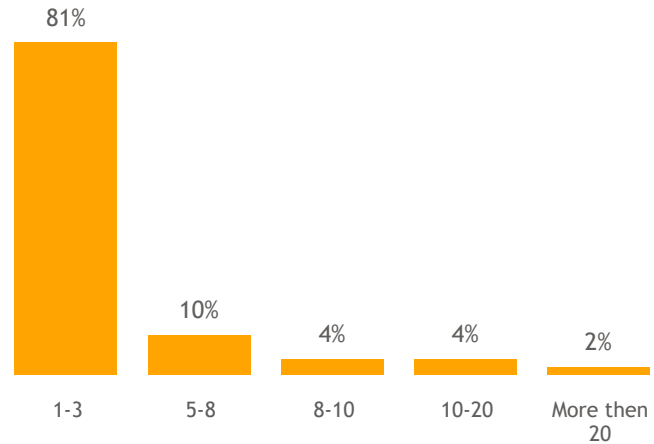
50%

of Brokerslink retail brokers answered

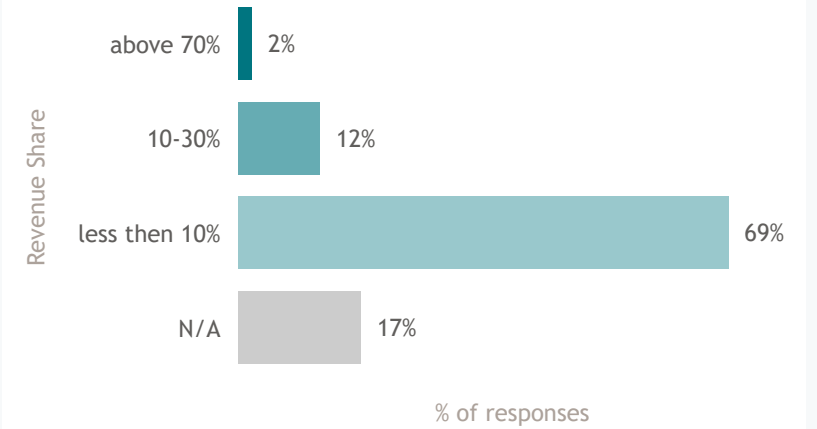
Currently selling credit insurance



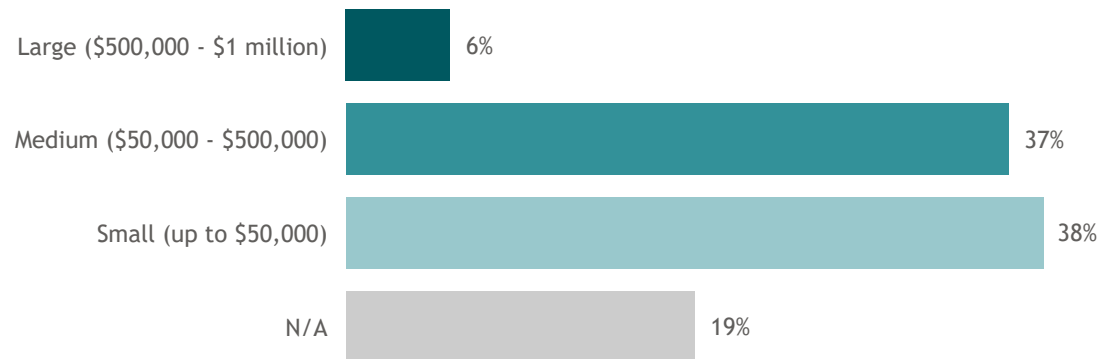
Dedicated Personnel



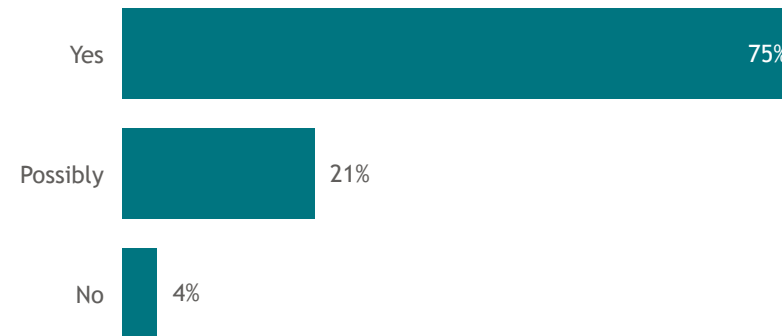
TCI revenue in overall annual revenue



Average Premium



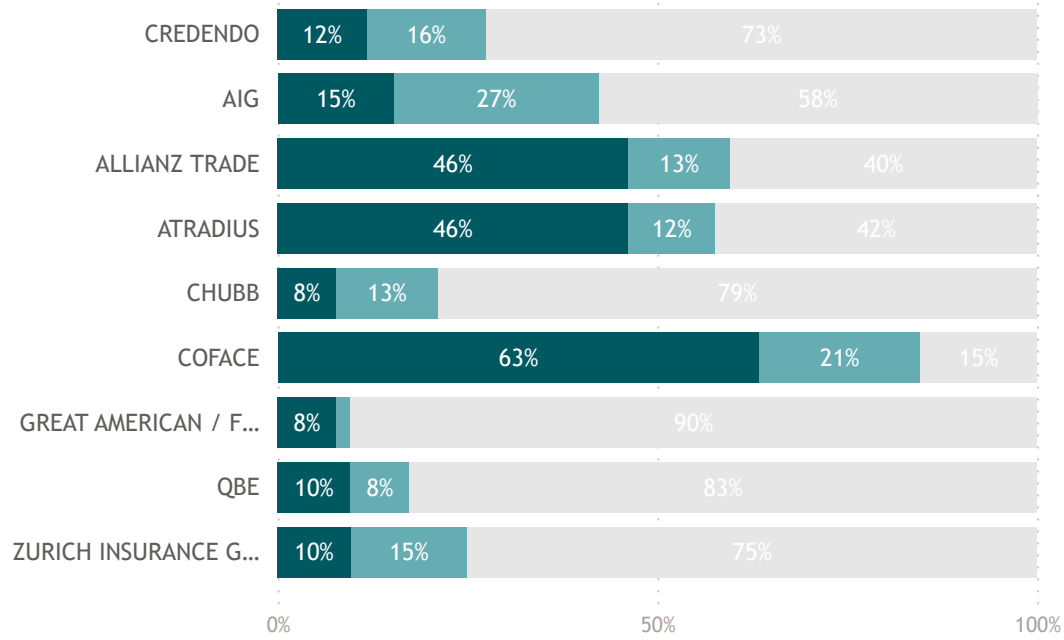
Interest in Selling Credit Insurance



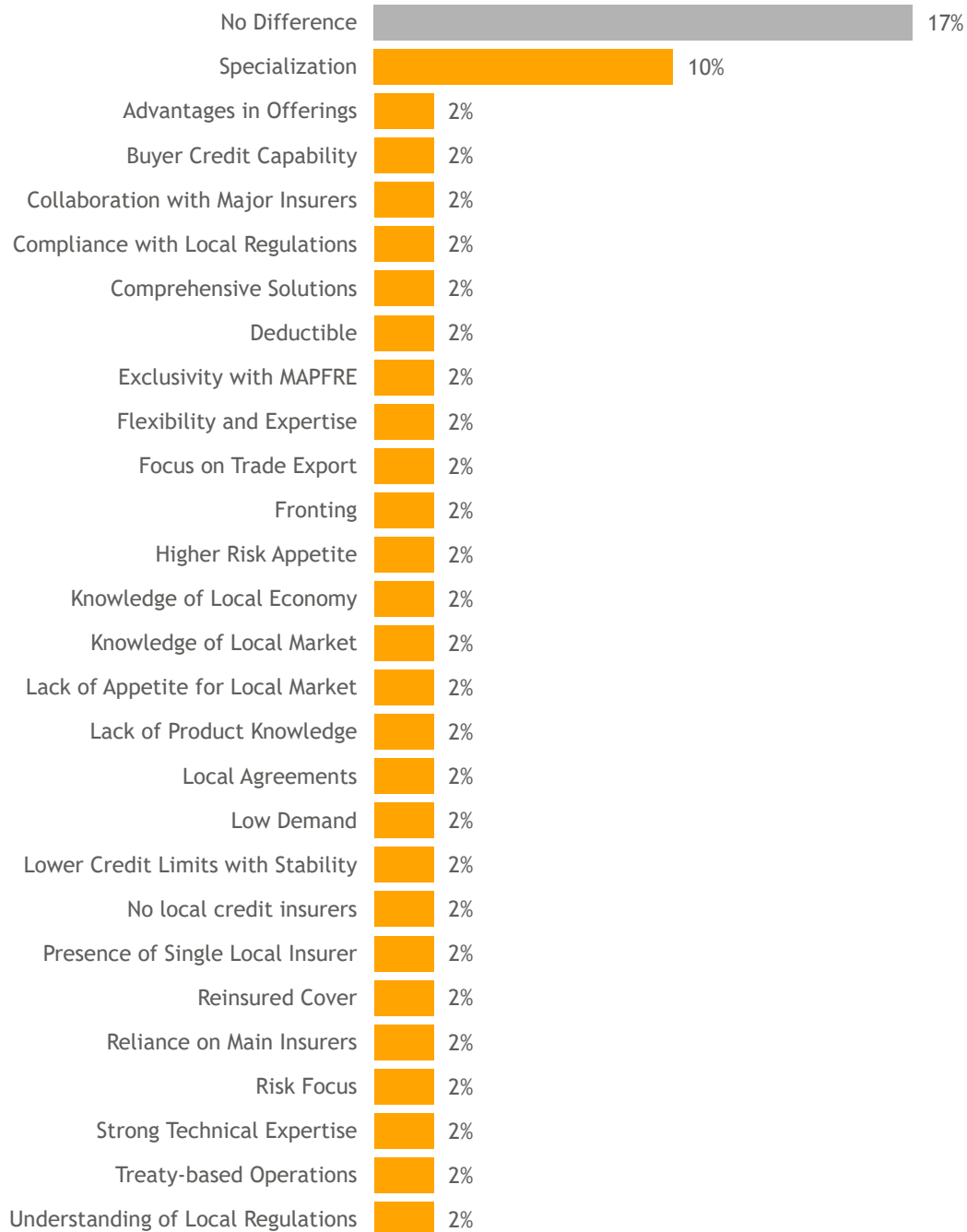
Insurers

Global trade credit providers familiarity

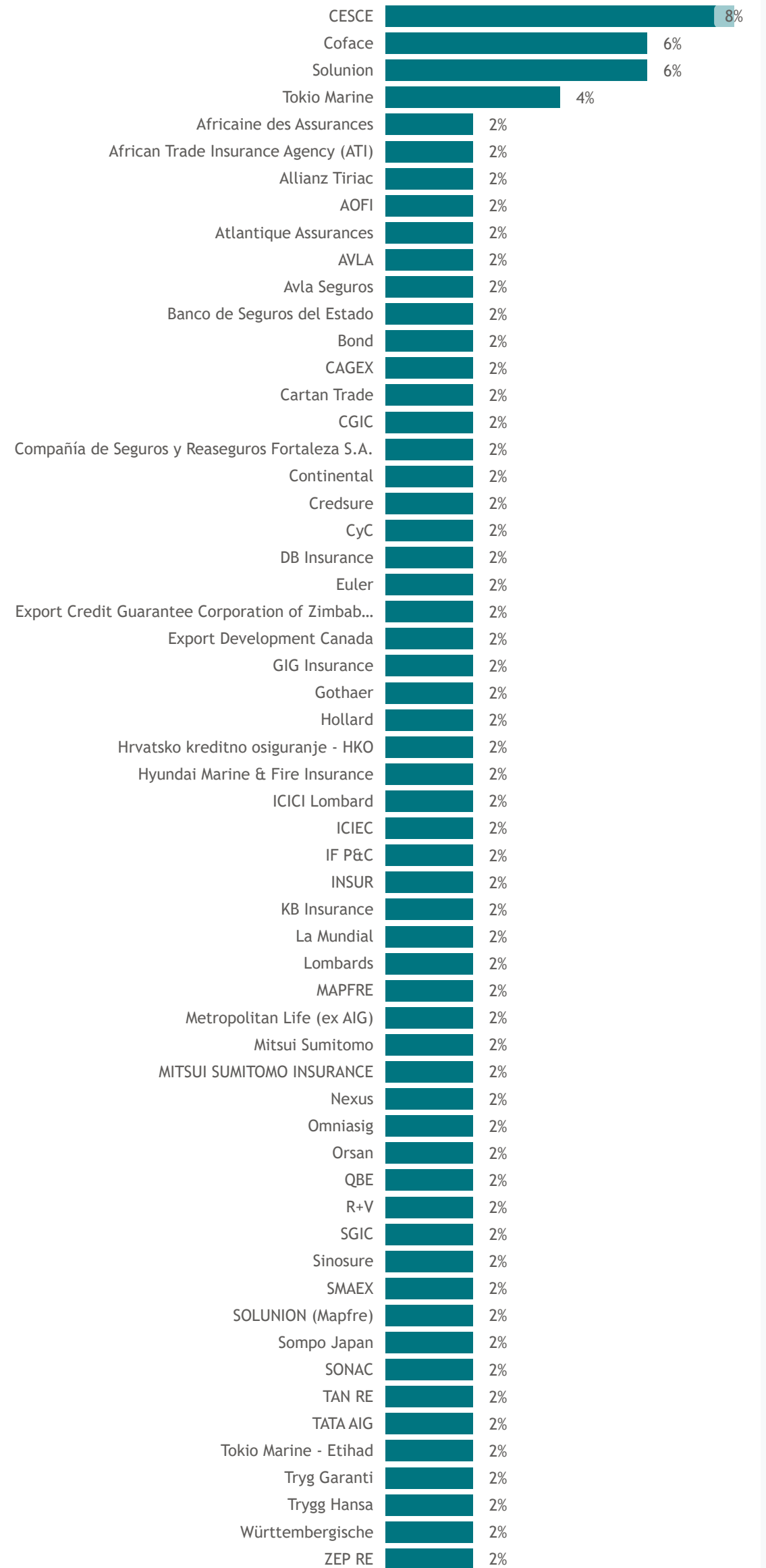
● Very familiar ● Moderately familiar ● Not aware



Local insurers differences

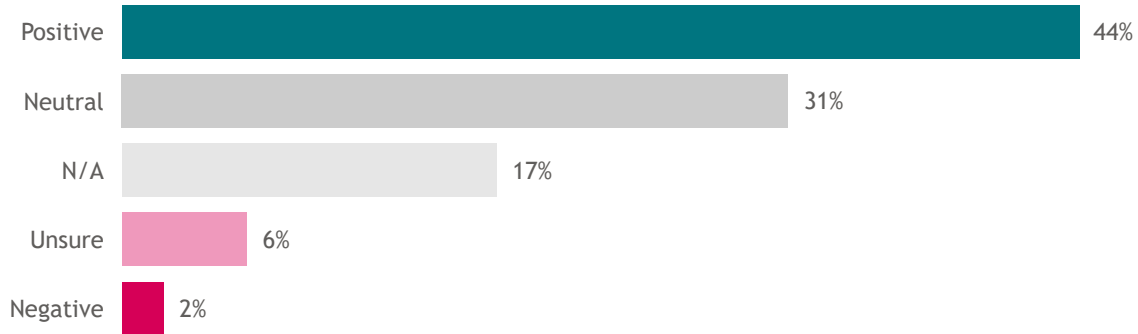


Local credit insurers you are currently working with or have experience of



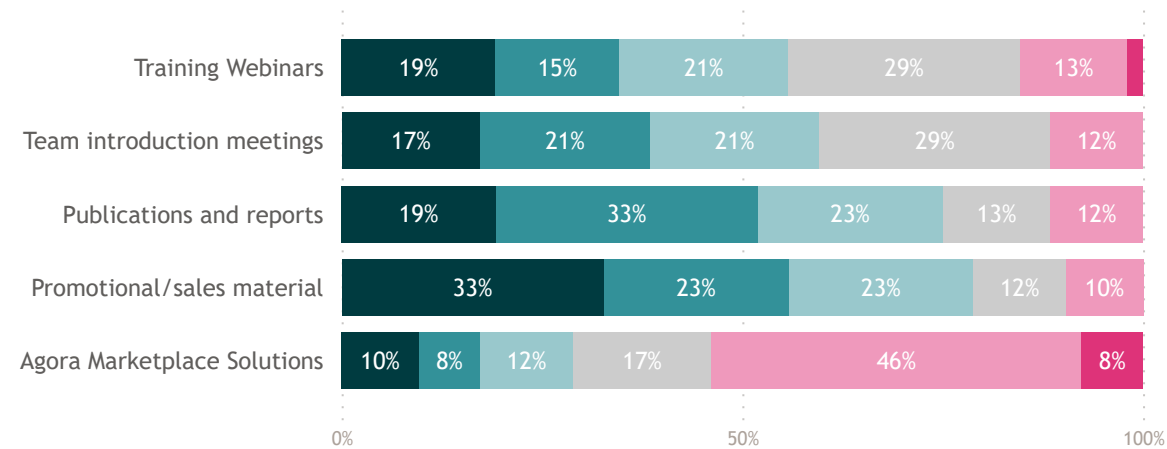
Market

Perception of current trends in the market?



Interest in Trade Credit Material & Training

Ranking ● Rank 1 ● Rank 2 ● Rank 3 ● Rank 4 ● Rank 5 ● Rank 6

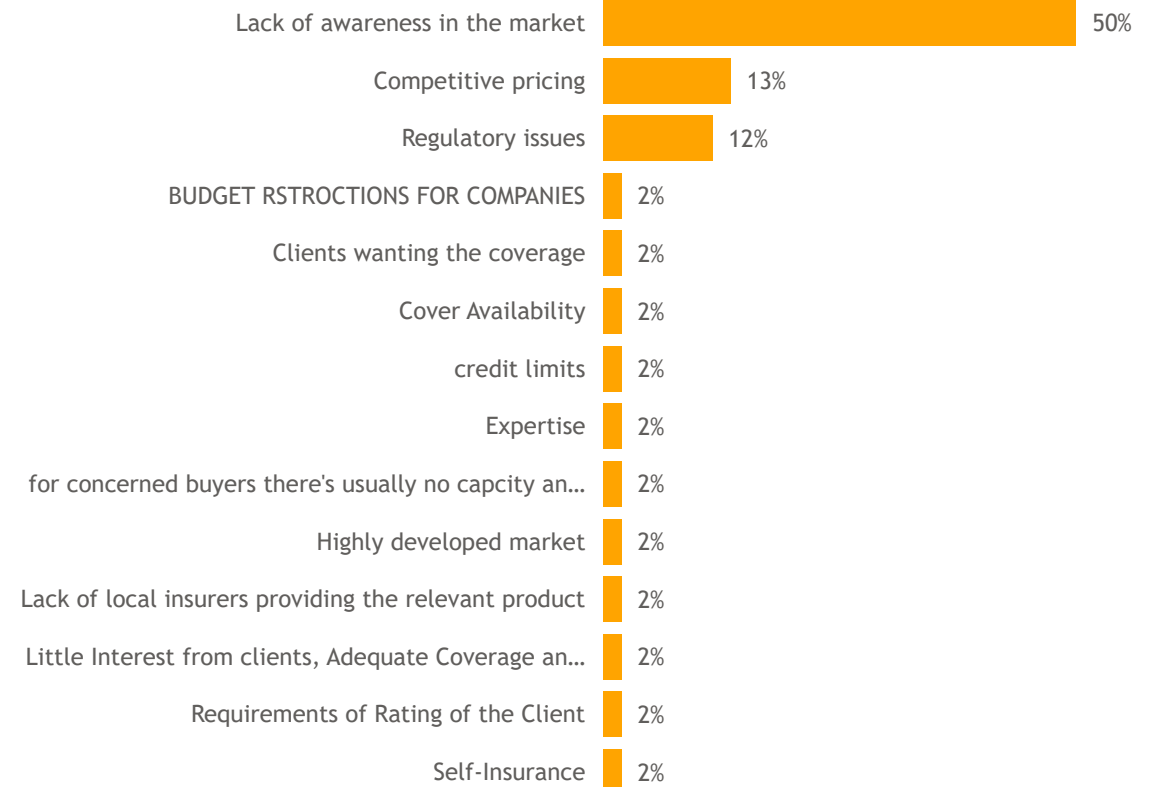


Inquiries coming from the market and if yes which?

● Financing ● No ● Risk Mitigation ● Structuring of Credit Management procedures



Challenges in promoting or selling credit insurance

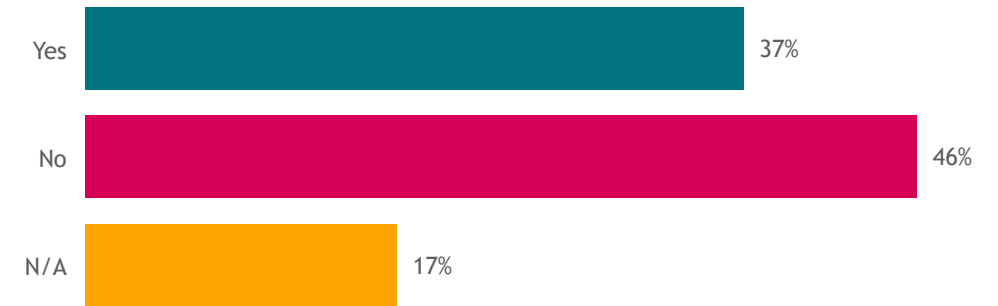


Products

Specific products currently focusing on

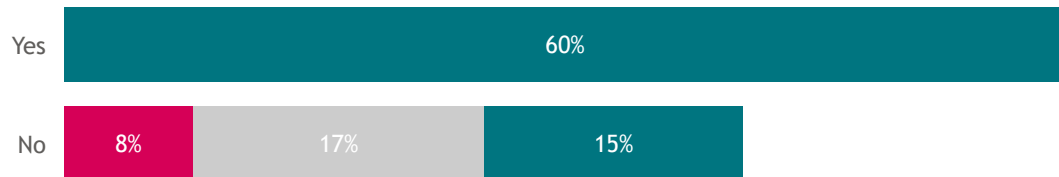


Commercial risk and Political risk coverage



Offering surety bonds solutions and services? If No, any interest?

If No, any interest? ● No ● Undecided ● Yes



Technology integration with credit insurance processes

