



CREDIT INSURANCE

In the aftermath of the economic crisis of 2008, the explosion of business bankruptcies throughout industrialized nations and the unavowed bankruptcy of certain Eastern European countries have given rise to serious changes in the management of trade and country risks, which are now often integrated as part of businesses' strategic planning and Enterprise Risk Management.

Trade risks include:

- Payment default or bankruptcy of client
- Confiscation or nationalization of assets in foreign countries
- Cancellation of investment projects with foreign countries
- Supply chain disruption

Relying on a personalized approach and a solid expertise with specialized international markets, BFL CANADA provides tailored solutions such as:

- Local receivables insurance for Canadian companies operating in Malaysia and Dubai
- Coverage of a commercial contract between a Canadian company and a Belarus client
- Coverage of a single client in Colombia with 180-days payment terms

In addition, the movement of financial markets and the evolution of international relationships and technologies have brought about a dynamic trend in the trade credit insurance industry towards tailored products. Some Insurers have even proposed products to respond to the Kyoto Protocol. For example:

A Canadian company sells a product aimed at reducing greenhouse gas emissions to a foreign client. In the end, the product does not prove to help reduce greenhouse gases, so the foreign client refuses to pay the Canadian supplier. This refusal to pay can now be insured, under certain conditions, under a specific credit insurance policy.

BFL CANADA experts monitor the marketplace on a continuous basis in order to provide state-of-the-art products and offer optimal solutions to manage your risk portfolio.

As it is for your company, quality client service is at the core of our operations. You can rely on BFL CANADA's dedicated and experienced service team as well as our claims specialists across the country.

