

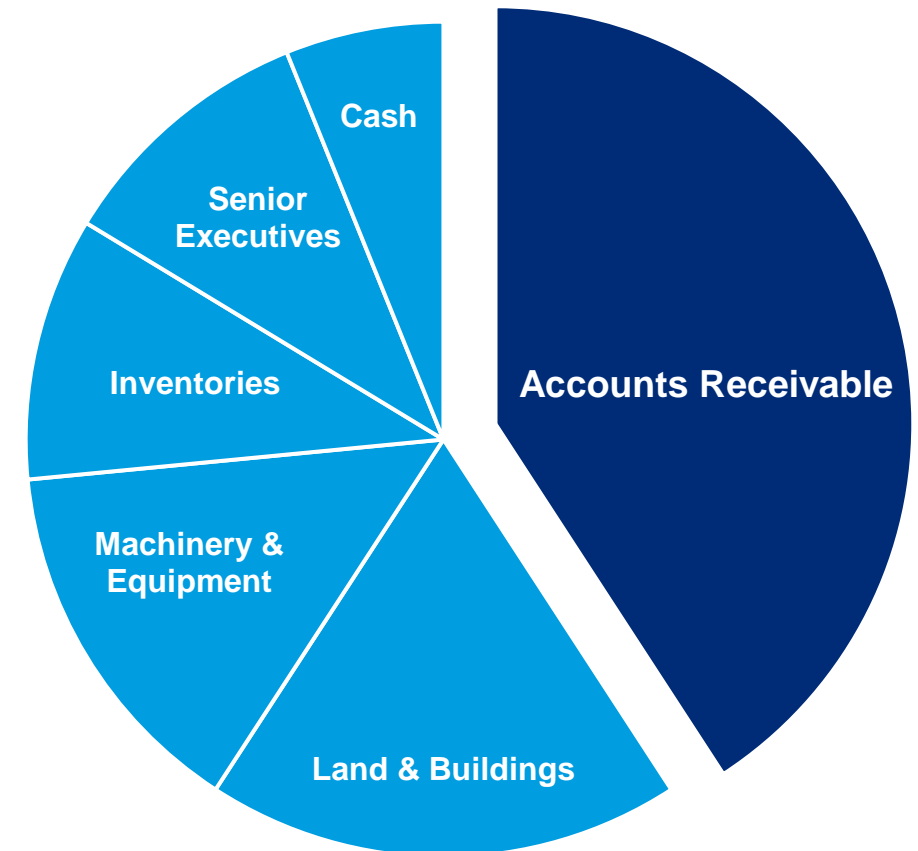
Protect Your Balance Sheet

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VP – Trade Credit & Business Insurance
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Secure Your Balance Sheet

- Your AR has the highest chance of any asset taking a loss.
- Protect your cash flow
- Insure your largest asset-- your AR.
 - Protect against any form of slow payment or non-payment
- True peace of mind for you and your cash
- 3rd party debt collections services included

Insured vs. Uninsured Assets





Trade Credit Insurance- What Is It?

Trade Credit Insurance

- Insurance policy that guarantees your receivables
- Originated and commonly used in Europe
- Covers bankruptcies (formal or non-formal)
- Covers slow pay, no pay, and general non-payments

Cancellable Carriers

- Allianz
- Coface
- Atradius

Non-cancellable Carriers

- Chubb
- Liberty Mutual
- AIG
- FCIA
- Ascot

Policy Structure Options

- Can be full portfolio or logical segmentation
- Most policies have no deductible
- Can purchase bankruptcy-only policies
- Most policies are 12 months in length with 24 months option
- Each policy is structured specific to the business
- Premium is determined by the following
 - Sales/gallon volume
 - Loss history
 - Quality of your buyers
 - Sales terms
 - Typical rate .05 - .15 per \$100 or .003 per gallon



Microbonding - Bondaval

Who Is Bondaval?

Fairly new entrant in the market

- Offices in London, Austin, Toronto, Copenhagen
- Reinsured through
 - Lloyd's
 - Arch
 - Fortegra
 - Beat Capital Partners
- Specializes in fuel companies
- Current clients



HIGHLAND
• F • U • E • L • S •



TAC
energy.



FleetCor
The Global Fleet Card Company

Trade Credit vs. Microbond

- **Trade Credit**

- 90% indemnity
- Cancel or non-cancellable
- Claims paid in 60 days from filing
- Incur credit limit fees
- Subjective to true-ups
- Sales based pricing
- Not client selective
- More monitoring

- **Microbond**

- 100% indemnity
- Non-cancellable
- Claims paid in less than 5 days
- No credit limit fees
- No true-ups
- Gallons based pricing
- Very selective
- Less monitoring

A man with glasses and a beard, wearing a green jacket, is sitting at a table and talking to a woman with long blonde hair, wearing a dark blue jacket. They are in a modern office or meeting room with large windows in the background. The man is looking at the woman, and she is looking back at him. The scene is lit with natural light from the windows.

Reasons To Buy Trade Credit or a Microbond

Why buy A/R Insurance?



Sales Growth – generate ROI through insurance



Borrow better from the bank and free up bad debt reserves



Speed up the sales/credit process and ease tensions



Save time and money on collection activity, attorney fees, credit reports



Help monitor your existing portfolio for signs of trouble



Protect you from taking losses on your A/R

Questions?

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Auto Insurance: Industry Insights

Jeremy Sandusky, Partner

Agenda

 Introduction-Marsh McLennan Agency

 State of the Auto Insurance Market

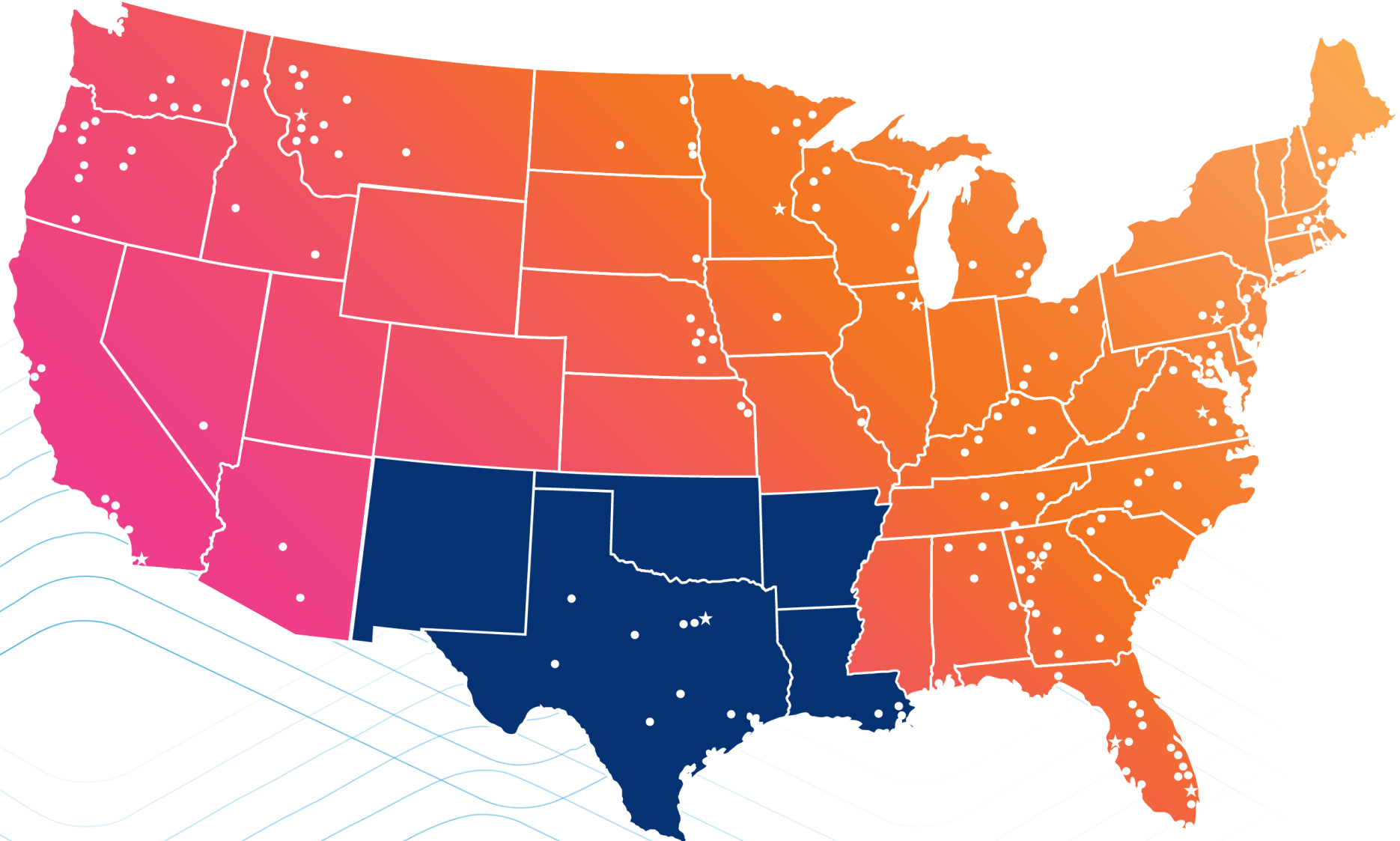
 Risk Management/Claims Tools

 Captives

Introduction-Marsh McLennan Agency

The background of the slide features a series of light blue, wavy lines that create a sense of depth and movement, resembling a stylized landscape or water ripples. The lines are layered and slightly offset from each other, giving a 3D effect. The overall color palette is clean and professional, with the blue text contrasting well against the white background.

MMA's National Footprint



MMA's Regional Footprint

13 Regional Offices
+1000 Colleagues



State of the Auto Insurance Market

The background of the slide features a series of light blue, wavy lines that create a sense of motion and depth. These lines are arranged in a pattern that resembles a stylized, layered landscape or a series of overlapping waves, extending across the bottom half of the page.

Auto Insurance Market-What to know

Unconventional “Hard Market”



Attorneys/Litigation



Cost of vehicles/maintenance



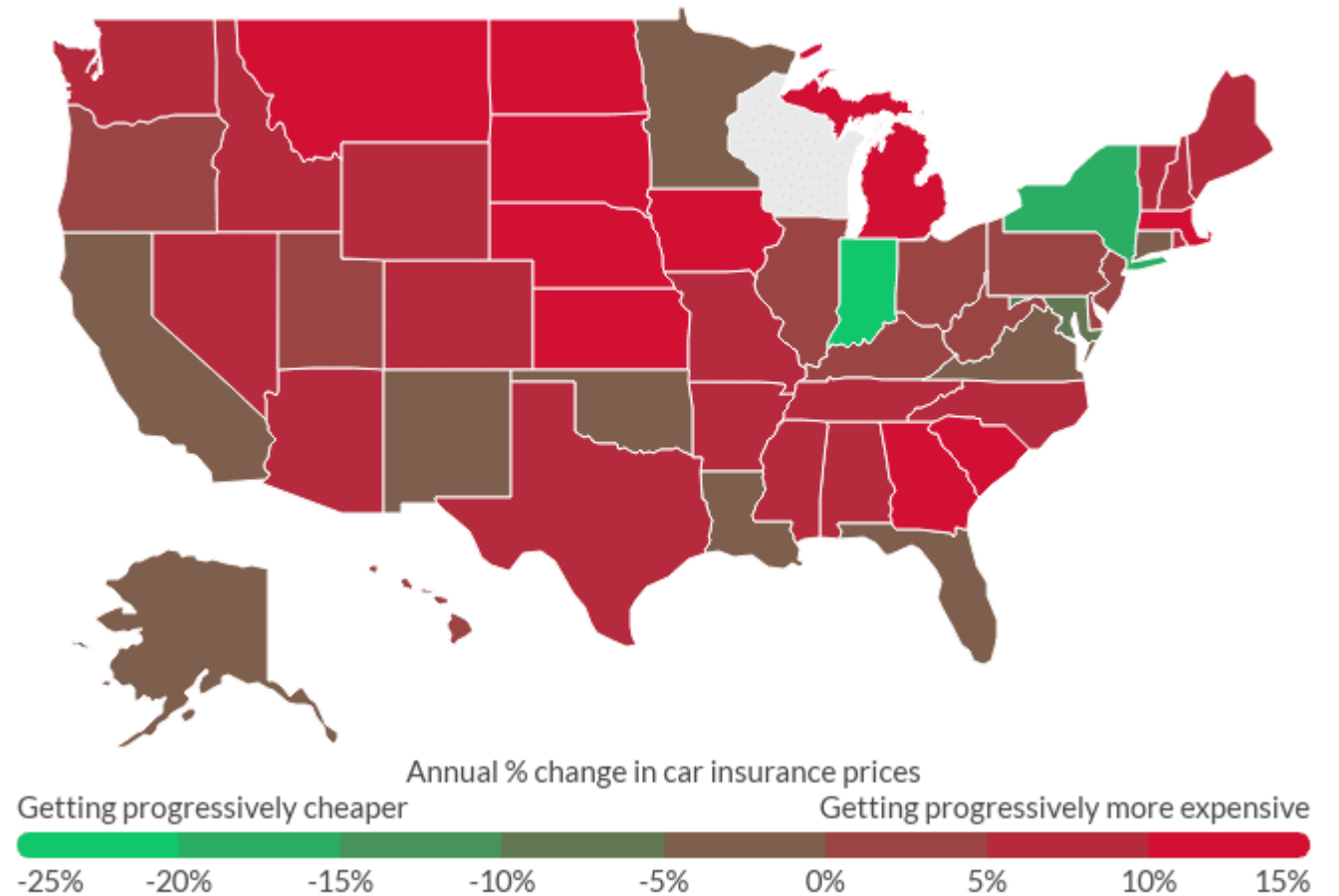
Nuclear Verdicts



Distracted Driving

US Trends in the Cost of Auto Insurance

A state by state breakdown of the changing cost of premiums



Source: Insurify

Risk Management/Claims Tools

The background of the slide features a series of light blue, wavy lines that create a sense of movement and depth. These lines are arranged in a pattern that resembles a stylized landscape or a series of overlapping waves, with the lines curving and intersecting to form a complex, organic shape. The overall effect is clean and modern, complementing the professional nature of the text.

Tools

Alternative Risk Strategies

- Captives
- Risk Tolerance (High Deductibles)

Risk Management

- Drive Cam
- DOT Consultant

Total Cost of Risk (TCOR)



When looking at your risk management program, it is important to look closer at your Total Cost of Risk (TCOR).

Takeaways



Today



Looking ahead



Take action

Your future is limitless.SM

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