



Broker Conference 2012

Multibuyer Insurance

Developments at Trade Credit Insurance Div.

- Multibuyer Portfolio Activity
- Trade Credit Insurance Division Staffing
- Transaction Cycle Times
- Exporter Credit Insurance Marketplace Trends
- Update on Express Insurance
- 2012 Program Changes

Short Term Multibuyer

(\$ Billions)

FY	Authorized	Shipments	Claims #
2011	\$1.95	\$3.77	192
2010	\$1.81	\$2.72	268
2009	\$1.55	\$2.30	160

Trade Credit Insurance Division

Overview

FY	Staffing	Multibuyer Policies
2012	20	2,500 (est.)
2011	17	2,245
2010	15	2,035

Short Term Multibuyer

Cycle Times (Calendar Days)

Month	Policy Quotes	SBCL < \$300K	SBCL > \$300K
Feb. 2012	14	6	9
Oct. 2011	14	8	10
Oct. 2010	21	8	15

Export Credit Insurance Marketplace

Berne Union Member Survey

% of Members	Claims Activity
31%	Increased last 3 months
44%	Expect increases next 3 months
21%	Expect a new high loss period
60%	Expect higher premiums in 2012

Marketplace Trends / Concerns

- Eurozone Recession
- Slower Growth in Emerging Markets
- Greater Awareness & Selective Underwriting
- Credit Markets not “Overheated”
- Insurance Purchases: Cautious to Tepid
- Ex-Im Multibuyer Shipments / Premiums up 10% YTD

Express Insurance

- 240 Policies Sold in Initial 12 Months
- Recap Exporter Qualifications
- SBCL Feasibility Cycle Times
- Complimentary Credit Reports
- Express Policy Renewals

Express Insurance Exporter Eligibility

- No Existing Ex-Im or Private Multibuyer Policy
- Must be “SBA” Small
- < \$7.5 million 3-year Average Export Credit Sales, Net of:
 - *Sales to Canada*
 - *L / C's*
 - *Cash, SDDP or CAD Sales*
 - *\$10K or Less Invoices*
- 10 or Less Existing Buyers

Short Term Multibuyer

2012 Changes

- Commissions Increased: Policies with WCG Discount
- Waiving Advance Deposits on SB Quotes
- CA Underwriting Office



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