



Connecting New
Zealand and UK
businesses for
over 100 years

with the
support of



A Workshop for Exporters

Zara Mends

Managing Director – New Zealand
NCI

THE LEADING PROVIDER IN TRADE CREDIT SERVICES

National Credit Insurance
(Brokers) NZ Ltd



WHAT IS CREDIT INSURANCE?



The Ultimate Protection:
an insurance policy
providing protection
against non-payment



85%-95%
of a debt can be
recovered via a credit
insurance policy.



Risks Covered



COMMERCIAL (INSOLVENCY,
PROTRACTED DEFAULT)



POLITICAL RISKS



CONTRACT REPUDIATION
(CAD, TTFAX, SIGHTDRAFT)





TCI as a Tool



To be informed about your credit risk



To be covered for non-payment



To provide security to grow into new markets



To protect cashflow and preserve profit



Peace of mind

CLAIM EXAMPLE THE EMOJI EFFECT

At a **10%** profit margin,
you would have to sell
\$1,000,000 worth of goods
to recoup the initial loss!



Bad Debt
= \$100,000
(net of GST)



- Excess
= (\$5,000)



Sub total
\$95,000



90%



Claim Payment
\$85,500

CONTACT & THANK YOU



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