

# ICB Group

Your Credit Insurance Experts





# Late payment is a growing problem and corporate failures continue at an alarming rate

## The Facts

- 50% of all UK insolvencies involve customers who were once prompt payers
- 80% of business to business transactions are on a credit basis
- 35% the average amount of company assets tied up in sales ledger
- 98% of companies cash flow has been affected by late payment

In an unstable economy companies can find themselves exposed when customers use their market position to extend payment periods. On average 35% of a company's assets can be tied up in sales ledger.

Nearly all businesses insure themselves against property damage, but few protect against the very real threat of late payment, non-payment or customer insolvency.

Interrupting cash flow with large bad debt reserves can stunt the growth of a business.

Allow your business to realise its full potential, Credit Insurance can pay out up to 90% of what's outstanding.

## ICB Credit

We are an established specialist insurance team with experience in a wide range of business sectors.

The ICB Credit Insurance solutions provide leverage against bad debts incurred within the business trading cycle and will lead to improving cash flows.

We will work with you to understand the unique requirements of your business, along with changing industry conditions, to provide the tailor-made solution that will allow growth with confidence.

From small businesses to major enterprises, with access to all of the UK's leading Credit Insurance underwriters, we can access the right product for your business.



“ We have worked with ICB Group for a number of years and always received very prompt and professional service. They are competent and understanding of our requirements and the way that our industry sector works.

Our working relationship is excellent and they are always there to assist when we seek to develop new business opportunities.

Mark Davis  
Finance Director, Kingfisher Beer Europe Limited





## Guiding your business with a clear vision

### Key features

- Whole Turnover Domestic Credit Insurance, Export Credit Insurance or Combined
- Pre-Delivery Coverage - designed for situations where goods are made to order
- Key Account Credit Insurance
- Catastrophe Credit Insurance
- Global Credit Insurance - designed for multinational companies with trading centres in several countries

### Benefits for your business

#### Increased Revenue

Your ability to offer better credit terms to your customers by removing the risk to your assets gives you greater opportunity to increase sales, revenue and profit.

#### Competitive Advantage

Credit Insurance lets you offer more competitive terms, safe in the knowledge that whatever happens your sale will be protected.

#### Continuation of Cash flow

Your policy will provide cover in the event of payment default, therefore ensuring minimal disruption to your cash flow.

#### Higher Credit Ratings

Your suppliers will feel more secure in offering credit terms knowing your business is protected against bad debts.

#### Easier Access to Finance

If you need to obtain trade finance to fund your contracts, simply assign your policy claim payments to your financiers; this will give them assurance that their investment is secure.

#### Early Warning

Gain access to a network of credit information which can alert you to high risk companies, before you expose your company to unnecessary risk.

“ We have always relied on ICB as they are competent, professional and understanding of our needs. The service has been excellent from the very start, hence the reason why we continue to use them today as our credit insurance broker.

Our relationship with ICB is efficient and works exceptionally well for management, ICB act as an extension to our credit department and using ICB takes the worry, time & effort away from my team which allows us to concentrate on growing our business with confidence.

Julia Birchnall  
Group Credit & Litigation Manager, The energy solutions group



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