

Credit Risk Advisory

**Business
Information**

**Credit
Insurance**

**Credit
Recovery**

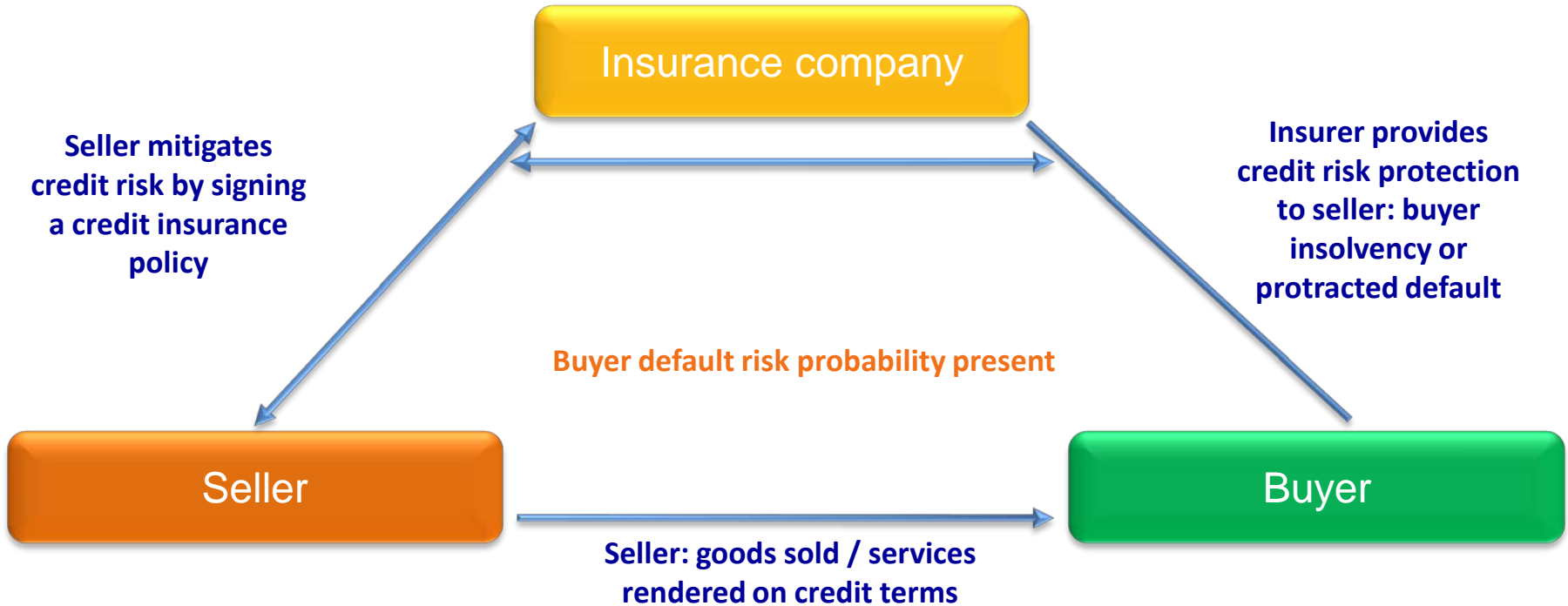


concepts implemented +

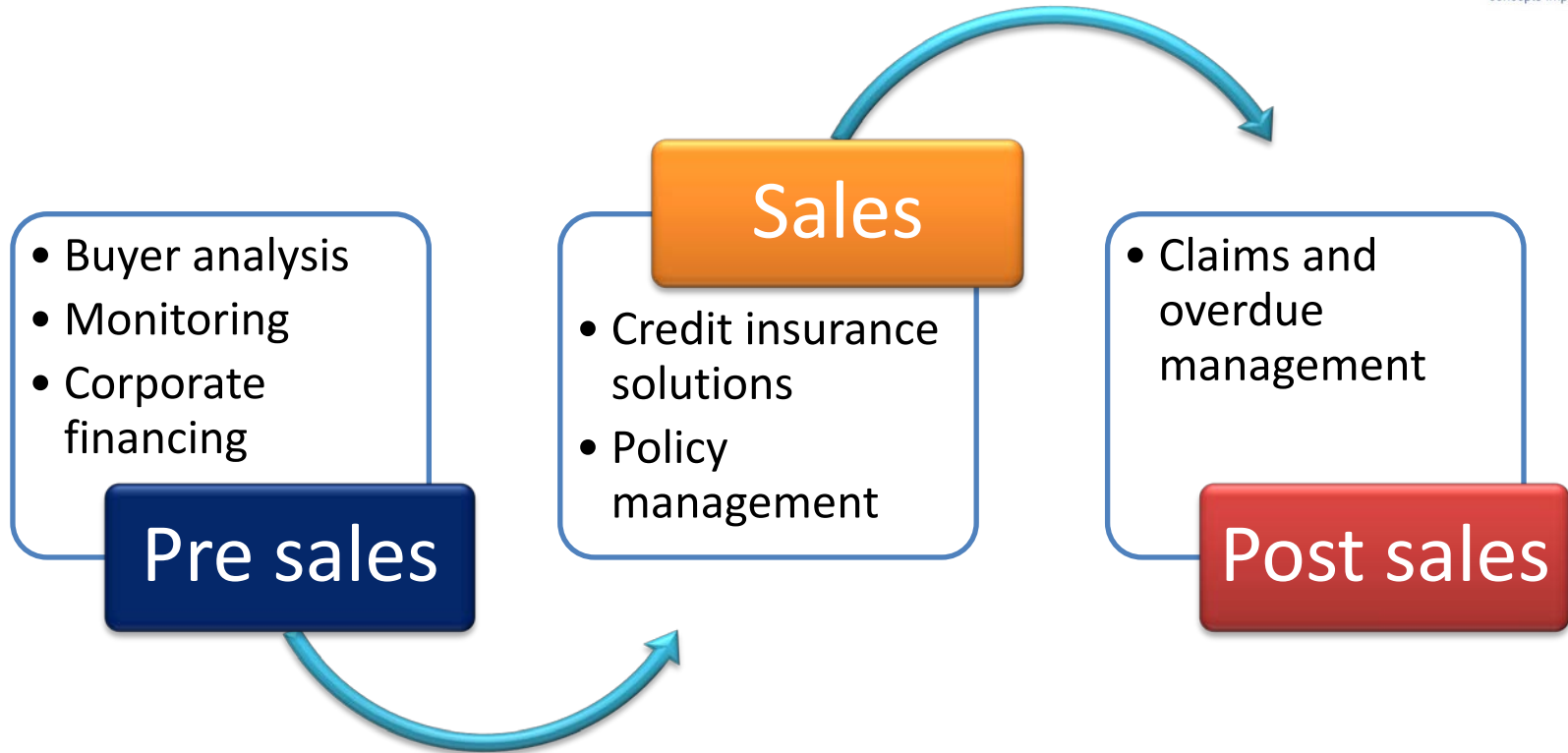
Why credit risk advisory?

- With business expansion comes the growth in customer base and volume of transactions.
- Ignorance/ lack of adequate information can lead to credit default risks, directly affecting profitability and cashflows.
- Knowing customer credit standing on a continuous basis is important.
- We advise on evaluating customer credit history, setting prudent credit limits, getting appropriate credit insurance, proper legal documentation.
- We also advise and assist in recovery of credit default / overdue payments.

Credit insurance basic concept



Supporting business growth



It works with-

Together with credit appraisal process

- By sound analysis of buyers financials
- Helps setting realistic exposure limits

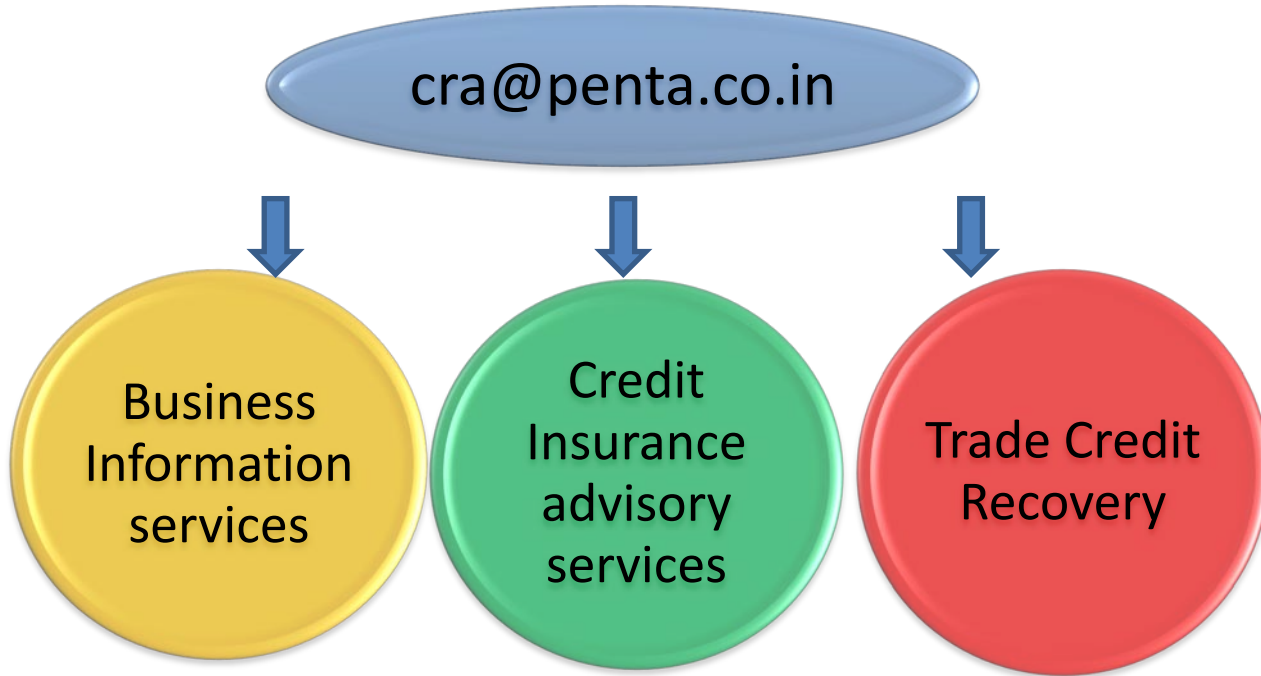
On top of Sales process

- Pre sales process
- During sales process
- Post sales process

Becomes extension of Corporate Governance process

- Improves bankers confidence
- Continuous monitoring and appraisal process involving third party neutral view.
- Provides indemnification of catastrophic loss to the company

Credit Risk Advisory (CRA)



Business Information Reports



- While 'Trust' is good, a solvency check is prudent. Prior assessment and proactive monitoring of customer credibility is now a business necessity. Knowing a customer or prospect's long term business viability and staying informed of any changes in their status is critical as it is not unheard for a business to order goods while in financial trouble.
- While offering attractive credit terms may increase your competitiveness, it will also increase your exposure to higher credit risks. To minimize these risks and turn them into positive business advantage, extend credit to good customers. This will avoid losses and cash-flow problems.
- Our information reports help to gain a competitive edge, with fact-based strategies and help you to transform your enterprise into a fast moving, customer-focused, profitable business.

Credit Insurance Advisory

- Insurance companies offer several types of products to meet the varying needs of companies. Whether for enhancing sales growth, cash flow or balance sheet management, or pure risk mitigation. We can help you identify the right insurance product.
- Export Credit Insurance protects against non-payment by debtors outside the country of the insured. Domestic Credit Insurance protects against non-payment by debtors inside the country of the insured. Insurers can write these types of cover either in distinct policies or on a combined basis.
- Short and Medium Term Cover: We closely work with IRC Group thru our associate companies and colleagues and financial institutions to arrange coverage to protect against the risk of non-payment, arising from commercial and /or political risks, of short and medium term loans extended to foreign obligors.

Trade Credit Recovery

- Our business model is success fee based. Clients face no outgo for our services till such time that their dues are recovered.
- Fees vary based on several issues, such as-
 1. amount, age and volume of debt/s
 2. Underlying security for trade credit
 3. location of debtor
 4. Involvement of attorneys
 5. Legal action for recovery
 6. Special factors



concepts implemented +

cra@penta.co.in