

Debtor Insurance

BUSINESS PROTECTION FOR BUSINESS GROWTH



Lloyds TSB | Commercial Finance

"IN THE CURRENT CLIMATE,
IT HAS NEVER BEEN MORE
IMPORTANT TO INSURE YOUR
DEBTS AND MANAGE RISK."



"WITH THE HELP OF
DEBTOR INSURANCE
WE ARE IN A STRONG
POSITION TO TRADE
MORE ASSERTIVELY"

PATRICO, SUPPLIES AND DISTRIBUTES A RANGE OF INDUSTRIAL CONTAINERS. The family-run firm was established in 1983 as a quick response, service-based business. As a result of the floods in 2007 and an unexpected payment default by one of their long standing customers the company decided that it had to take steps to secure its future well being and financial security. Robert Lanchbury, Managing Director at Patrico, said "The debtor insurance policy from Lloyds TSB Commercial Finance has provided us with peace of mind over the last three years. We are positive about the future and with the help of debtor insurance we are in a strong position to trade more assertively, without worrying about late payments."

For many businesses the debtor book - the money owed by clients and customers - can be their most valuable asset. However, unlike other business assets such as machinery, equipment and property, the debtor book may not be as easy to recover if things go wrong.

Even if you deal regularly with large, reliable businesses this is not always a guarantee that one of your major customers will not run into financial difficulties. Should this happen it could have a serious impact on your cashflow and also the ultimate success of your business.

In these circumstances, knowing that your business is protected can give you the security you need to continue running it successfully. What's more it can also give you the confidence to think about developing and growing your business, ensuring that it does not just survive but that it positively thrives.

CONFIDENCE, SECURITY, OPPORTUNITY

Our Debtor Insurance service can offer you exactly that confidence and security. By protecting your debtor book against the insolvency or protracted default of your insured customers Debtor Insurance provides a safety net should a customer fail. This added layer of security means that its possible for you to reduce the amount of money needed to cover the risk of bad debt, leaving you capital for business development

NOT ONLY PROTECTION

When making decisions about your business, its just as important to have the most up to date business information at your disposal, as it is knowing your business is protected. This is why, as part of our Debtor insurance service, we provide you with regular insolvency updates. Published on our website, www.debtorinsurance.co.uk, these updates give you the information you need to plan business change with confidence .

DEBTOR INSURANCE IN MORE DETAIL

Debtor Insurance can cover your business against credit risks with both UK and Overseas debtors and protects both against Insolvency and Protracted Default.

Insolvency

If one of your customers goes into administration or liquidation you will be covered for up to 90% of the bad debt suffered, as long as a valid customer limit is held. We can normally settle claims due to insolvency within 30 days of receipt of Confirmation of Debt.

Protracted Default

If one of your UK customers fails to pay it's obligations to you, but has not gone into liquidation , a claim can be made under the policy once you have a County Court Judgment awarded in your favour. For a non UK debtor a claim can be made 6 months after the due date of the invoice.

THE BENEFITS OF WORKING WITH US

At Lloyds TSB Commercial Finance we understand that bad debt is a risk that every business faces in the current economic climate. Our dedicated Debtor Insurance team will work with you to provide a flexible, cost effective, easy to manage service, which can help give you business confidence.

Competitive Charges

We can offer Debtor Insurance at competitive rates. These will vary according to the size of your business and the sector in which you operate, but typically will range from 0.15% to 0.85% of your annual turnover. There is no minimum premium, and unlike many other providers, we do not lock you in to a long term agreement.

HOW DEBTOR INSURANCE WORKS

STEP 1	STEP 2	STEP 3
We ask you for some basic information and provide you with a free, no obligation Debtor Insurance quote. We also make an initial assessment of your top 10 customer limits.	Once you agree our quotation, you'll be given a link to our on-line system. Here you can request limits on your customers, manage your facility and be in direct contact with limit underwriters.	Each month you will need to send us information on overdue debts (standard terms + 60 days) via the on-line system. This is a very simple process, which should take you no more than 15 minutes per month.

DEBTOR INSURANCE AT A GLANCE

SERVICE FEATURES	<ul style="list-style-type: none">• Whole turnover policy (you must offer all your debtors for cover).• 90% indemnity.• Typically a £1000 excess. Other excesses or bespoke structures are possible• Interactive system allowing on-line access to underwriters• Covers UK and Export sales.• No long term lock in. You can give us one calendar months' notice at any time to terminate your policy.
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ELIGIBILITY	Companies that sell on: <ul style="list-style-type: none">• A business to business basis.• Unsecured credit terms. and companies with:• Anticipated turnover of £200k or more per annum• More than one customer.
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EXCLUSIONS, LIMITATIONS AND RESTRICTIONS	<ul style="list-style-type: none">• Cash or consumer credit sales.• Sales to government buyers in the UK.• Sales to associated companies or a company where you have a shareholding or financial interest.• Sales made on a consignment stock basis.
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You will need to have an internet connection to access the on-line system

THIS INSURANCE IS PROVIDED BY LLOYDS TSB COMMERCIAL FINANCE LIMITED AND UNDERWRITTEN BY CHARTIS EUROPE LIMITED.

"DEBTOR INSURANCE IS AN IMPORTANT PART OF OUR GROWTH STRATEGY "

ESTABLISHED IN 1994, CARNECO FOODS IS A WHOLESALE FOOD SUPPLIES COMPANY. Natalie Peacocke of Carneco Foods said: "In the current climate, it has never been more important to insure your debts and manage risk. Debtor Insurance provides peace of mind that if a customer files for administration, our working capital is protected. Debtor Insurance is an important part of our growth strategy as we can continue to cover our expanding customer base. The protection offered by this service means we can reduce the amount of money we need to set aside to cover risk of bad debt and instead, free-up working capital to enable us to seize growth opportunities."

FOR MORE INFORMATION CALL US ON: 0800 5875180
WWW.DEBTORINSURANCE.CO.UK

Please contact us if you'd like this in large print.

WWW.LTSBCF.CO.UK

Calls may be monitored in case we need to check we have carried out your instructions correctly and to help improve our quality of service.

This insurance is provided by Lloyds TSB Commercial Finance Limited and underwritten by Chartis Europe Limited.

Lloyds TSB Commercial Finance Limited is an appointed representative of Chartis Europe Limited, The Chartis Building, 58 Fenchurch Street, London, EC3M 4AB, which is authorised and regulated by the Financial Services Authority (FSA register number is 202628).

Lloyds TSB Commercial Finance is a trading name of Lloyds TSB Commercial Finance Limited.

Lloyds TSB Commercial Finance Ltd, Registered Office: No.1, Brookhill Way, Banbury, Oxfordshire, OX16 3EL. Registered in England and Wales No. 733011.

Lloyds TSB Commercial Finance Scotland is a trading name of Lloyds TSB Commercial Finance (Scotland) Limited.

Lloyds TSB Commercial Finance (Scotland) Limited, Registered Office: 110 St Vincent Street, Glasgow, G2 5ER. Registered in Scotland No. 93252.

We aim to provide the highest level of customer service possible. However if you experience a problem we will always seek to resolve this as quickly and efficiently as possible. Please contact us for full details of our Complaints Procedure.



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