

**SID -
FIRST CREDIT
INSURANCE
COMPANY
Inc.**

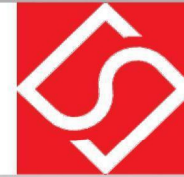
“Credit Insurance”

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Ladislav Arnik
President of the Board and CEO

21.11.2012

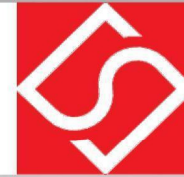
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- Mission and vision of PKZ
- Instruments of protection against non payment
- Credit insurance
- Insurance benefits
- Assessment of the buyer & Sources
- Paper industry, publishing, graphics
- References

Mission and vision PKZ



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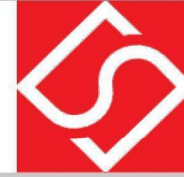
Mission:

Providing **safe** financial security in the sale of goods and services and thus promoting trade and economic development

Vision:

- A specialised credit insurance company with a dominant market share among the insurance companies based in Slovenia
- Specialists for the region

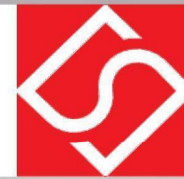
Instruments of protection against default in payment



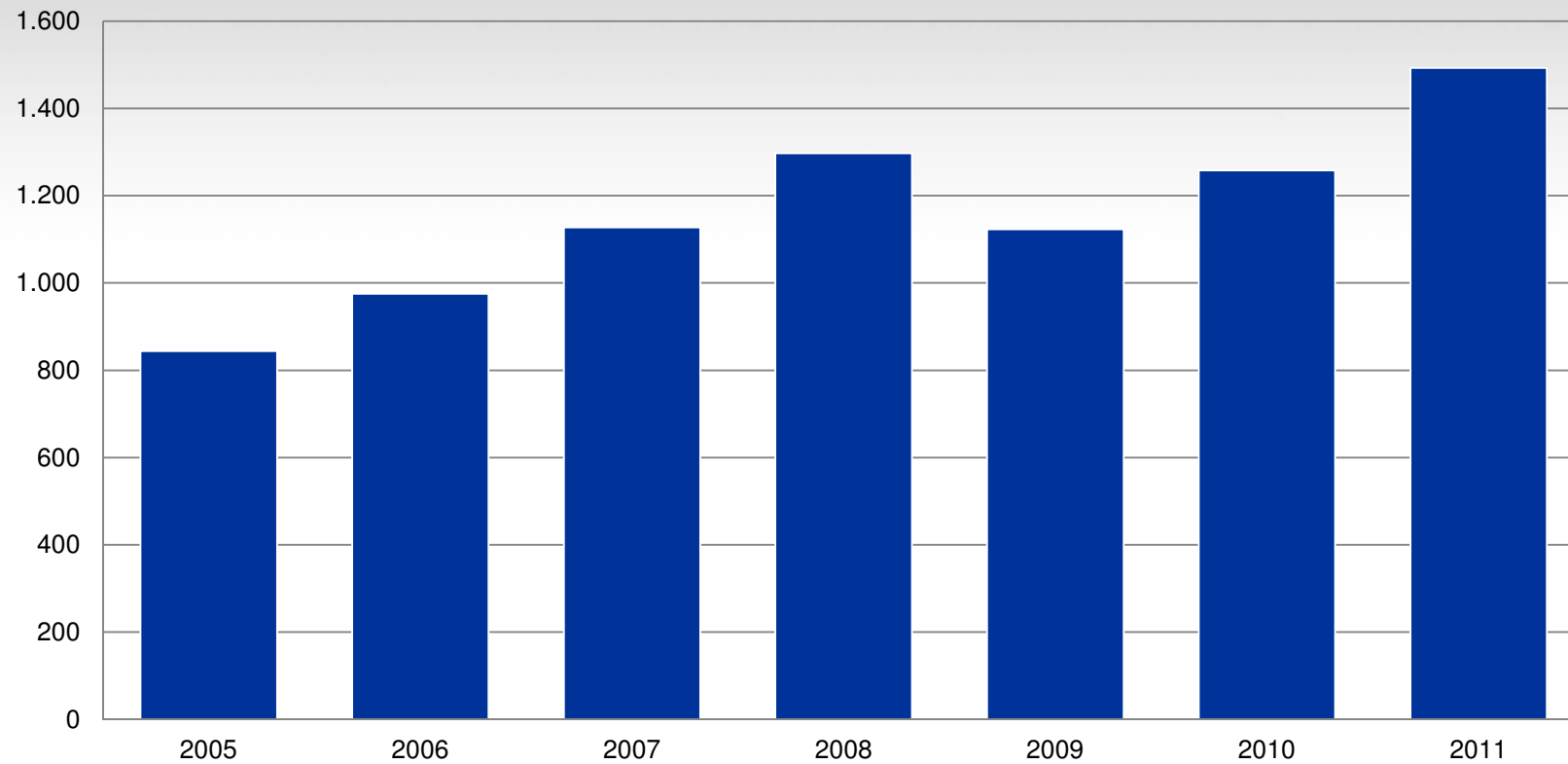
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- Advance payment
- Bank instruments
- Factoring
- Self - insurance
- Credit insurance

Short Term Turnover covered in bln. USD



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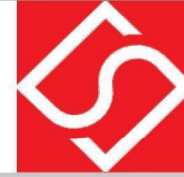
Share of exports insured with PKZ



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- 26, 1 billion EUR (SLO exports 2011)
- 3,7 billion or 14.4% of Slovenian exports insured with PKZ
- PKZ's exposure per 31.12.2011 2 billion EUR

Credit insurance by PKZ



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SCOPE OF INSURANCE:

- Export credits to foreign and domestic debtors with agreed term of payment which does not exceed 180 days

INSURED EVENT:

- Permanent insolvency or bankruptcy
- Protracted default

EXCLUSION:

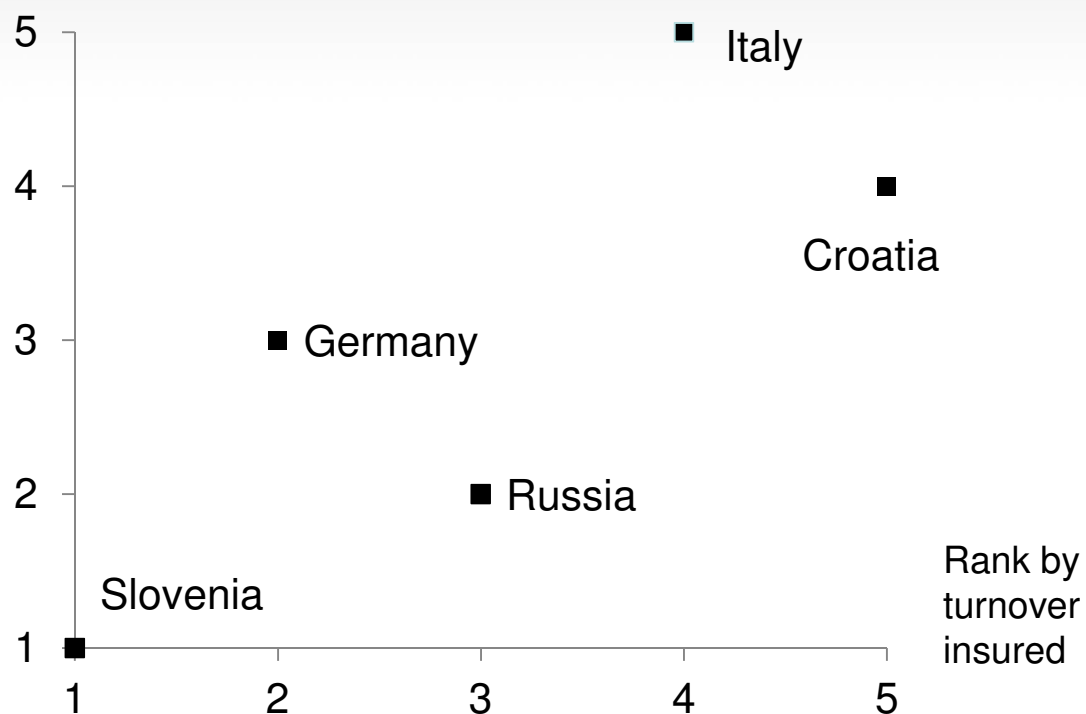
- Letters of credit
- Guarantees

Countries per premium and turnover insured to PKZ in 2011



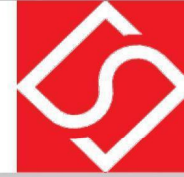
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Rank by calculated
premium



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Insurance benefits



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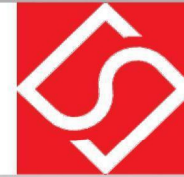
Payment of indemnity when insurance event occurs:

- better planning of cash flow
- better financial conditions and credit report of a company
- debt collection assistance

Increase regulation of business:

- awareness of risks in sales
- easier decision to select new buyers
- fresh information on buyers/monitoring

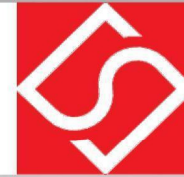
Credit rating information sources



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- Cooperation with 25 credit report agencies, ECA's and other credit insurers:
 - D&B
 - Creditreform
 - Prokolekt
 - .
 - .
 - .
 - .

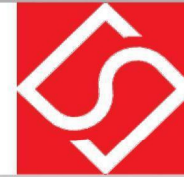
Assessment of the buyer



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- Crucial figures from Balance Sheet + P&L Account
- Calculated financial ratios
- Soft information from insured and information from media
- Analysis of sector
- Analysis of country

Monitoring



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BUYER

- Updates from credit report agencies
- Acquiring new financial statements
- Utilization check
- Payment discipline check
- News from media

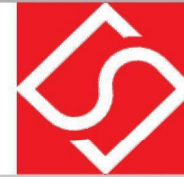
SECTOR

- Constant monitoring of development in specific sector

COUNTRIES

- Constant monitoring of development in specific country

SECTOR: Paper industry, publishing, graphics



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- Highly fragmentised sector
- Majority of world's growth in Asia (growth of countries in development, predominately in Asian – pacific region)
- Important threat are internet media (mostly in developed countries)
- High dependency from volatile prices of raw material and energy

Exposure in sector



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PKZ's exposure (in EUR) in TOP 5 countries in 2011

- Slovenia 45,4 mio
- Italy 17,3 mio
- Germany 16,2 mio
- Croatia 9,4 mio
- France 9,3 mio

Whole sector 170,3 mio EUR or 8,26 % of whole PKZ's exposure

Turnover insured in sector in 2011



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- 364.1 mio EUR
- 7 % of all turnover insured

Losses in sector

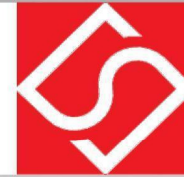


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Losses paid and losses under examination per 31.12.2011

- 1.8 mio EUR
- 7% of all paid losses and losses under examination

References



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- PAPIRNICA VEVČE
- Group VIPAP
- GORIČANE
- Group GORENJE
- Group KRKA
- Group HELIOS

WELCOME!



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**Zanesljivejši
od tistih, ki jim
zaupate.**

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