

Euler Hermes Collections Germany

A company of **Allianz** 



An integral part of the Euler Hermes offering

International Debt Collection



Credit insurance



World Program



EULER HERMES

Our knowledge serving your success

Transactional Cover



Rating & Bonicheck



Bonding

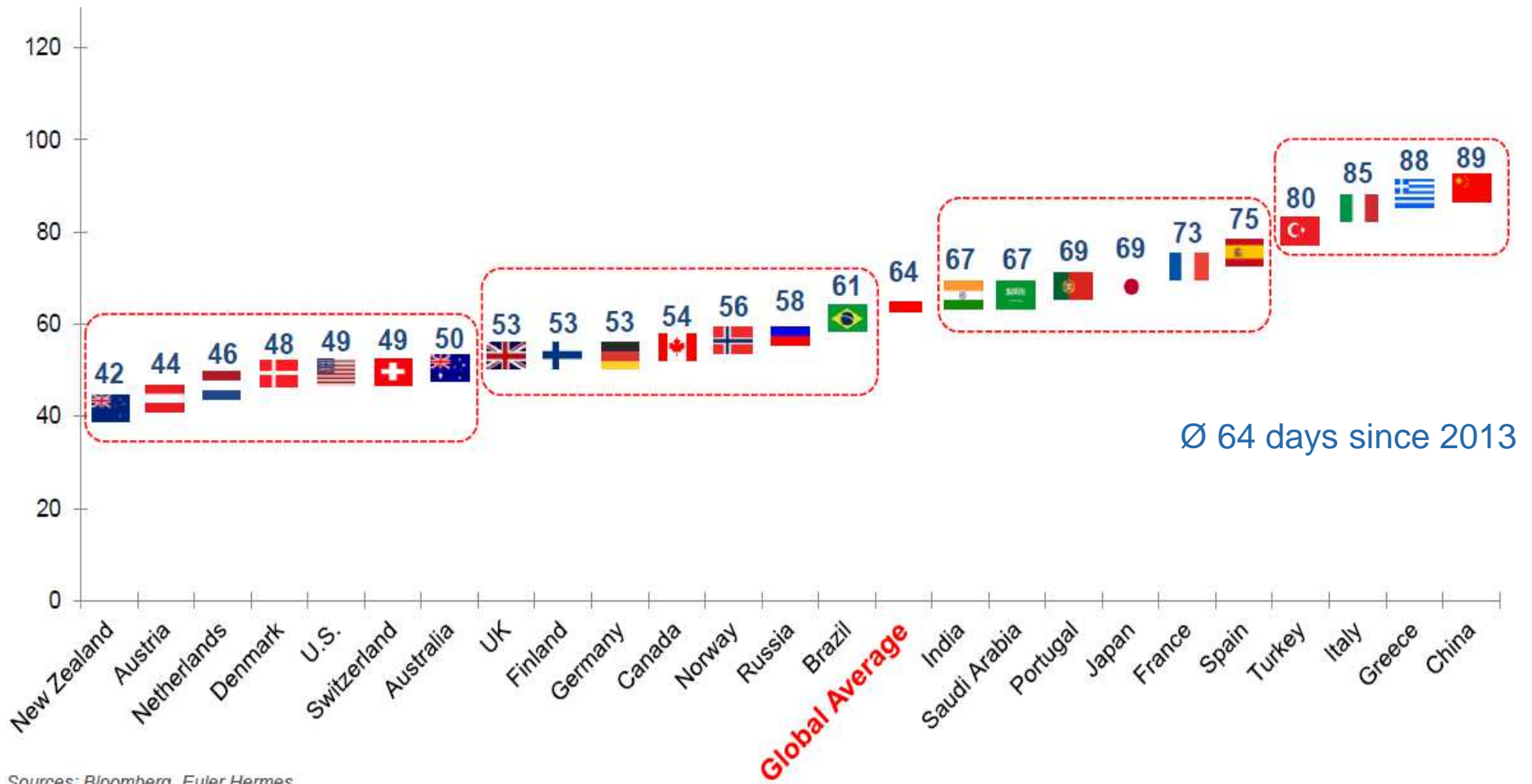


Fidelity



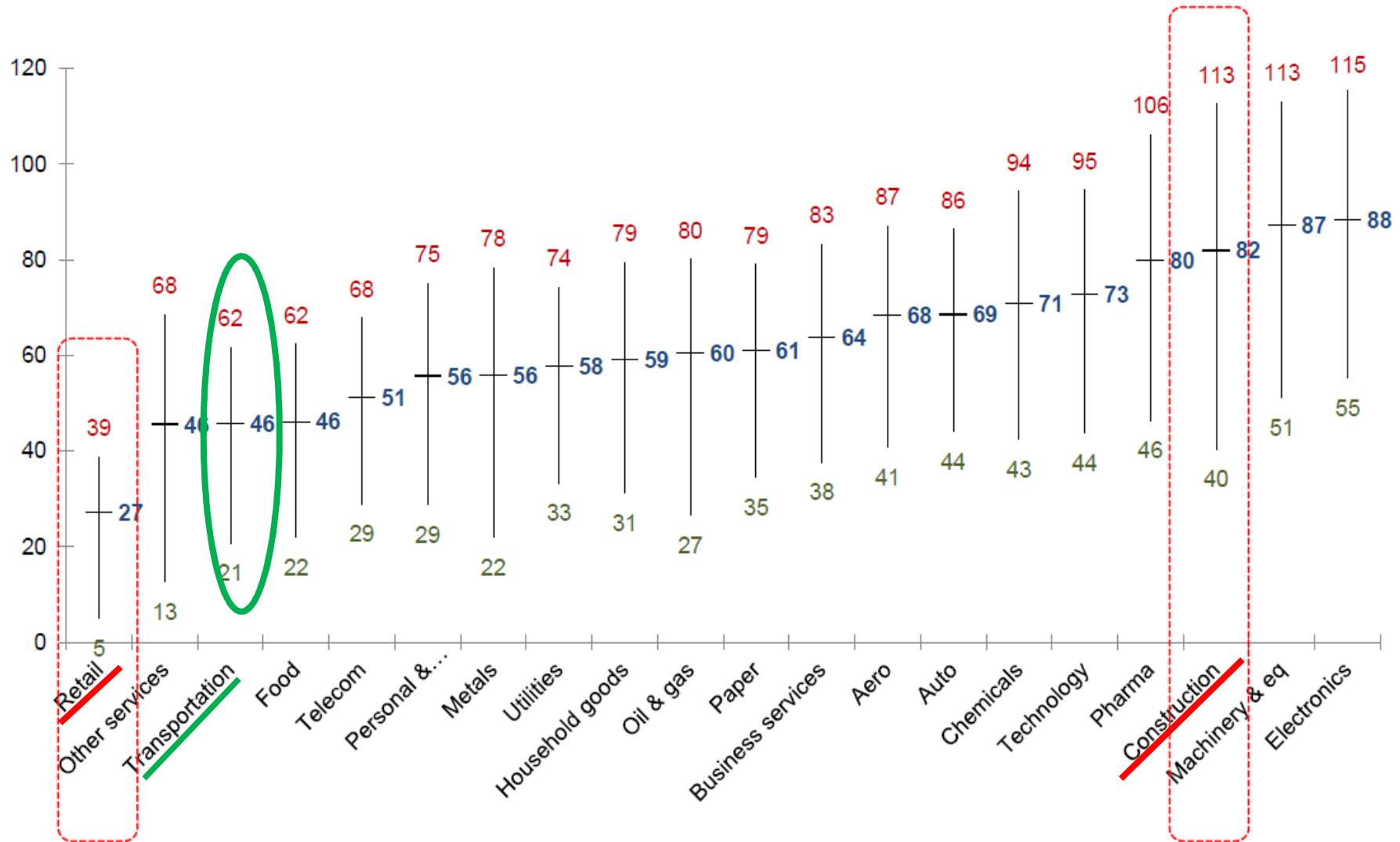
Excess of Loss

DSO – Days Sales Outstanding (2018)

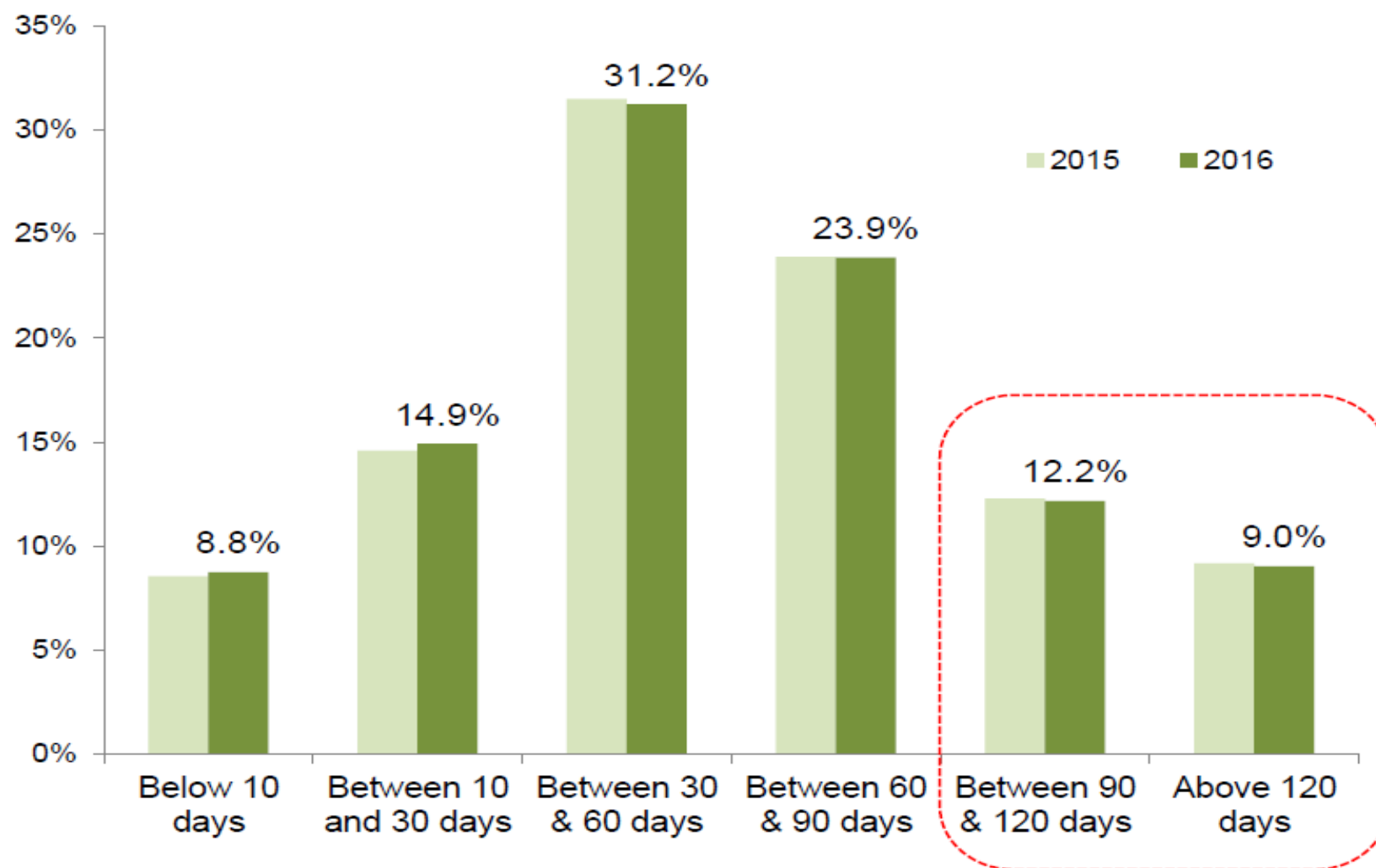


Sources: Bloomberg, Euler Hermes

DSO on market sectors (2018)



Payments on overdues most likely after 30 to 60 days



Who we are



Euler Hermes Collections:
Worldwide commercial debt
collection, with true end-to-end
capability.

Our worldwide debt collection
solutions aim to:

- Maintain and improve cashflow
- Protect trading relationships
- Support credit control functions
- Outsourcing of sub-processes

What we can offer



Euler Hermes name

The Euler Hermes name makes an impact. As part of the Allianz group of companies - our global brand is taken seriously.



Unparalleled reach

Our global network combines skills, knowledge and local expertise to find a collections solution in any market.



Trained specialists

Our staff are experts in professional B2B collection and negotiation, ensuring positive outcomes whilst retaining important client relationships throughout.



Full collection service

Complete service from amicable, pre-legal action through to judgement and enforcement.

External involvement from Euler Hermes Collections achieves results

Our key principles and benchmarks



Language Specific

Calls, letters and emails sent to debtors in their local language



Country Specific

Collectors and partners with close proximity to the country of debt



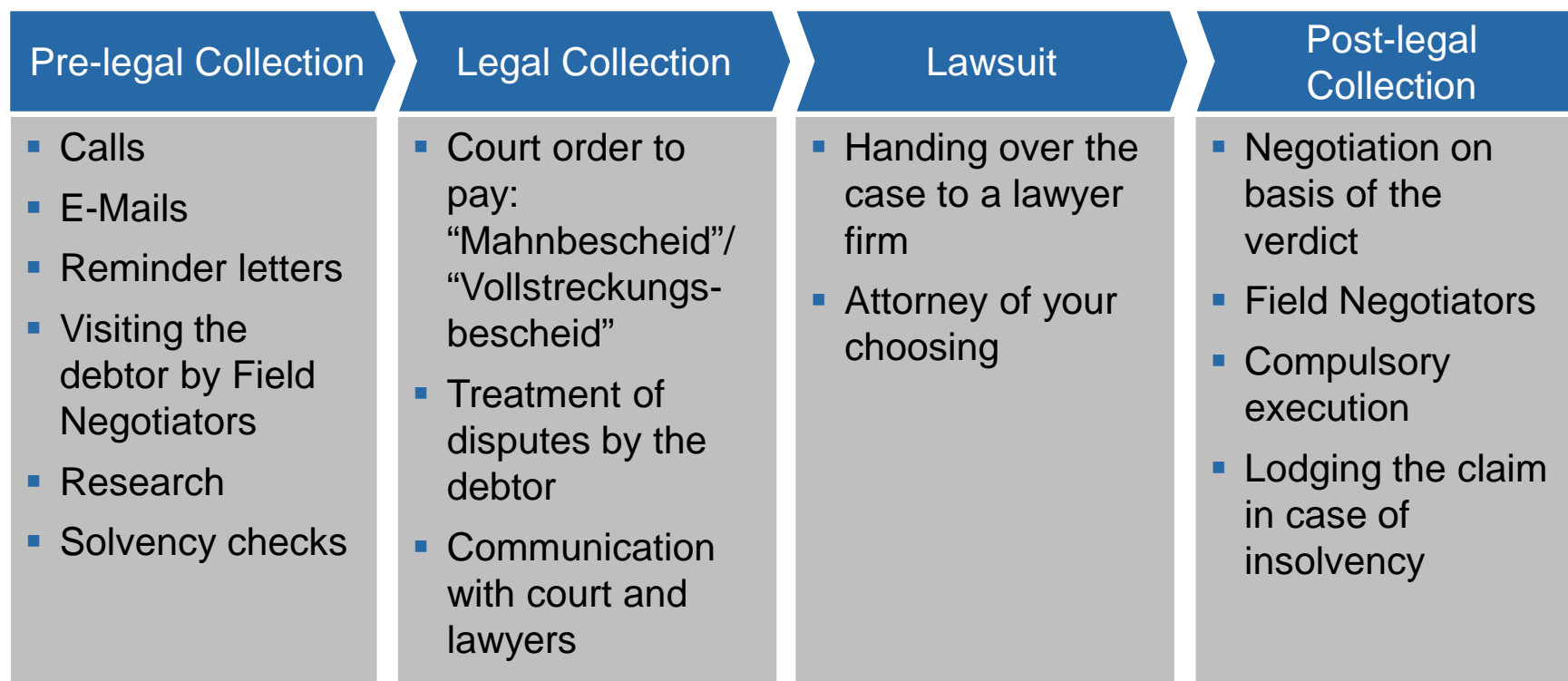
Area Specific

In some markets collectors can visit the debtors office to conduct negotiations



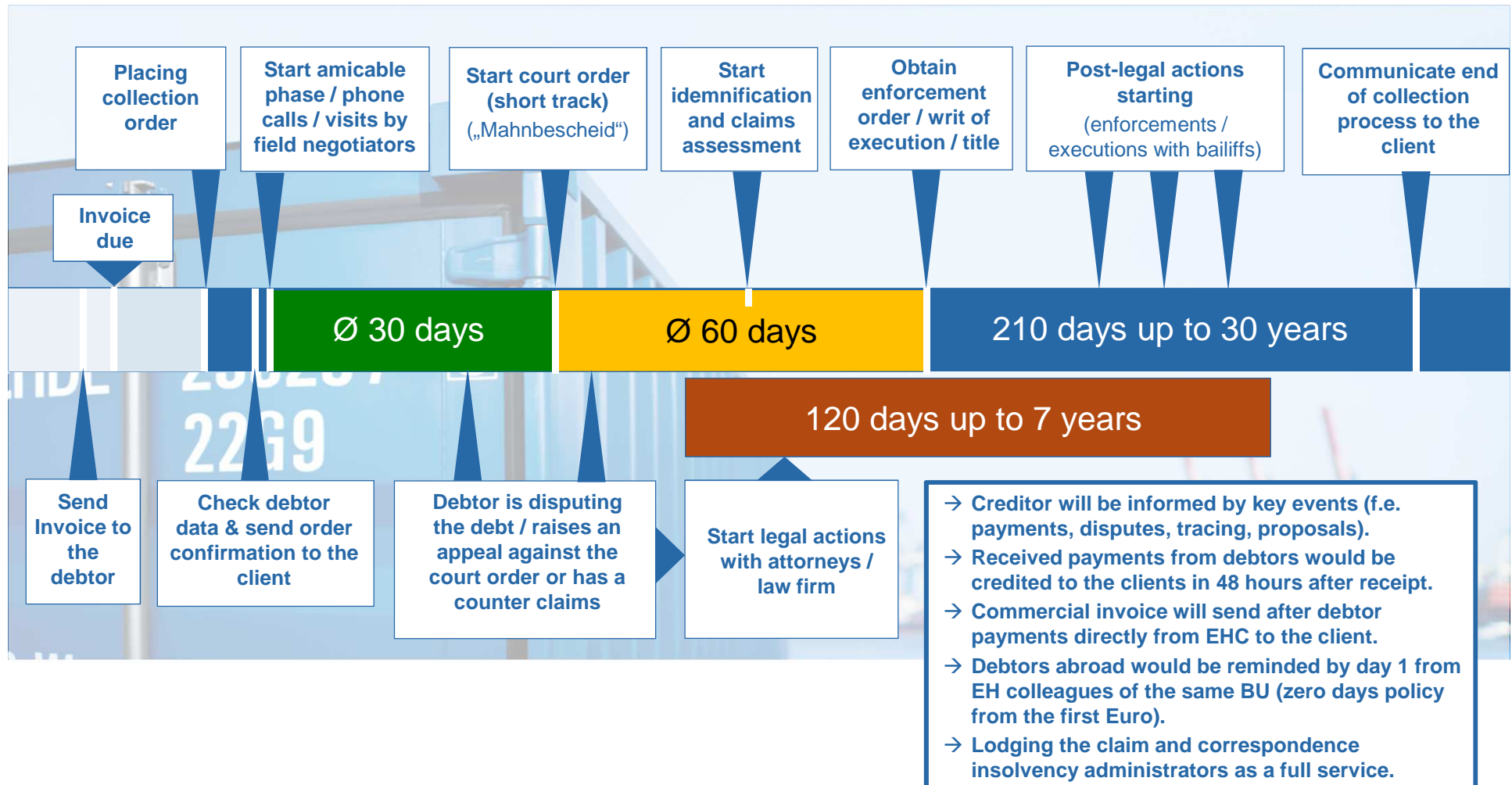
Euler Hermes Collections is the debt collection partner for B2B clients

Big range of debt collection actions:



Reporting 24/7 with Collection Online Service

EH Collections Process in Germany – insured debts



2019 – Debt collection locally in 161 countries



Our specialists on the road for your receivable



Our Field Negotiator Team in Germany:

- Is well skilled and experienced in legal topics (50% are women)
- Negotiate directly with decision makers on the debtors side for the acknowledgement of the debt
- Collect money on the spot (cheques etc.)
- Negotiate the return of goods to the creditor
- Gathers important information about assets of the debtor

Risk Database – Euler Hermes Network for Creditors

Public Information:

- Firms / Partnerships
- Limited companies
- Public registry
- Credit reference agencies

Exclusive to Euler Hermes:

- Payment information
- Payment performance date
- Risk information network
- Specialist investigation teams



Euler Hermes global risk database - local insight, global view
Information on over 40 million companies

Thank you for your
attention

Euler Hermes Collections 2020

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