



PRODUCT GUIDELINES HOW TO USE TOPLINER

This document has no contractual value.
It's purpose is to help you understand and use the offer the best possible way.
For binding indications on TopLiner, please refer to your contract terms and conditions.

WHAT IS THE PURPOSE OF TOPLINER?

TopLiner is an optional module allowing you to buy more cover from Coface in cases where our risk-underwriters have provided you with a restrictive credit limit decision, be it a partial credit limit, a reduction, a refusal or cancellation.

It can be used in cases where you :

- feel more confident than our experts about the credit worthiness of your buyer, or
- make a strategic decision that requires taking more credit risk

Whenever the quality of a risk changes during the life of your contract, it gives you the choice between two options, either on the

- level of the risk, or
- price of the risk

TopLiner allows you to decide your strategy

THE TOPLINER BUSINESS MODEL

TopLiner cover is provided at an extra cost determined by our analysis of the buyer's solvency and on the parameters of your credit-insurance policy; therefore the higher the risk of non payment, the higher the TopLiner premium.

TopLiner premium and any TopLiner claim payments will be taken into account when we review the balance of your portfolio and assess policy premium. So you need to balance the benefit of increased sales with the potential increase to future premiums.

You are the decision maker when it comes to applying for potentially risky credit lines with TopLiner.

WHAT ARE THE TOPLINER RULES TO REMEMBER?

TopLiner covers are not cancellable, except in case of insolvency

A TopLiner cover plus the initial cover may not exceed the initially requested amount.

TopLiner period of cover is determined by you and can be for any duration between 30 to 90 days from the date of purchase. We will cover you for deliveries or services performed during the TopLiner period only.

There can only be one TopLiner cover in place on a buyer at any one time. If you choose to apply for, and accept, another TopLiner cover for the same buyer before an existing one expires, the most recent request will over-ride any existing cover and you will not be refunded any portion of the first cover.

Your contract terms and conditions apply to debts covered by means of a TopLiner cover. This includes timelines for filing your claim and the parameters used for indemnity calculation.

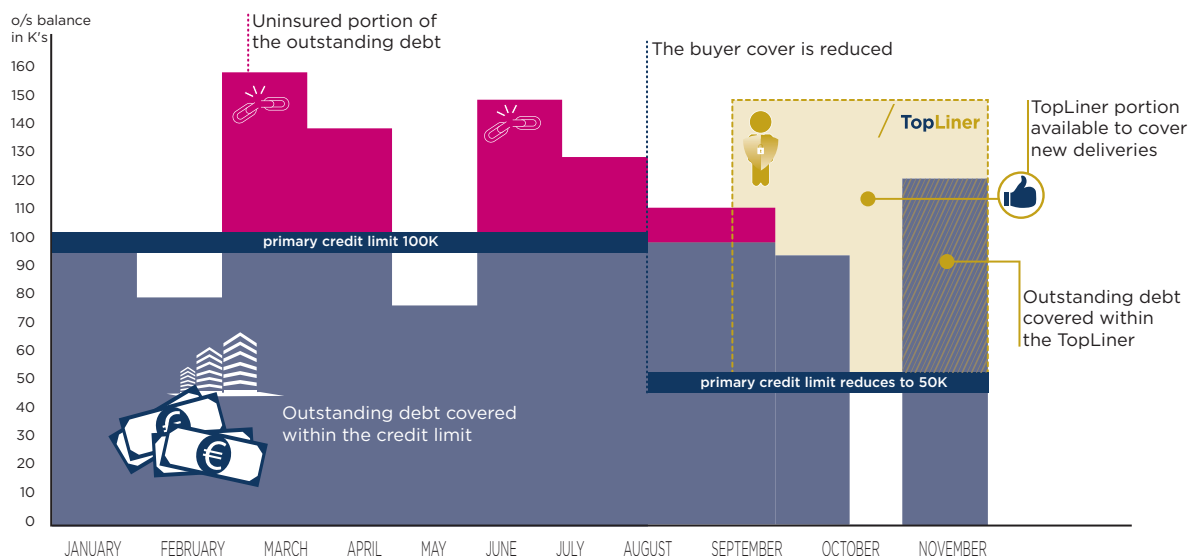
THE TOPLINER RULES TO REMEMBER

It is important to carefully consider what TopLiner value to apply for, especially if you significantly traded above the original primary credit limit. You will only benefit from TopLiner cover if your total outstanding balance is below the combined sum of the primary credit limit and the TopLiner cover. You therefore need to apply for a value sufficient enough to cover any outstanding balance plus the anticipated value of deliveries or services performed in the TopLiner period.

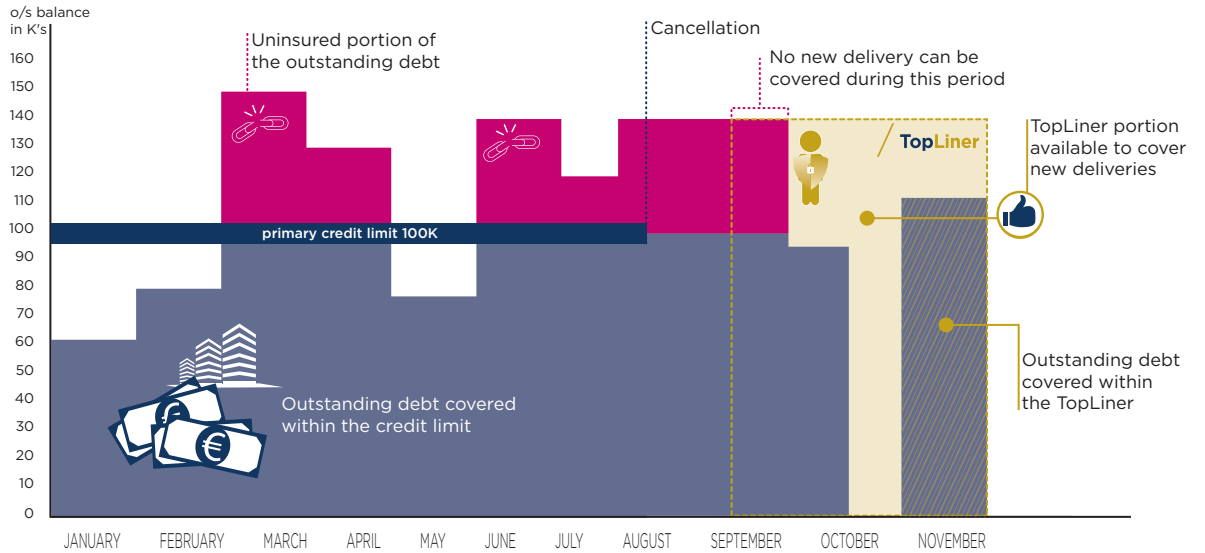
You may nonetheless decide to buy a TopLiner which doesn't take into account the existing outstanding. In such a case, be aware that TopLiner cover will become applicable only after the outstanding balance reduces.

The following graphs provide illustration of such cases.

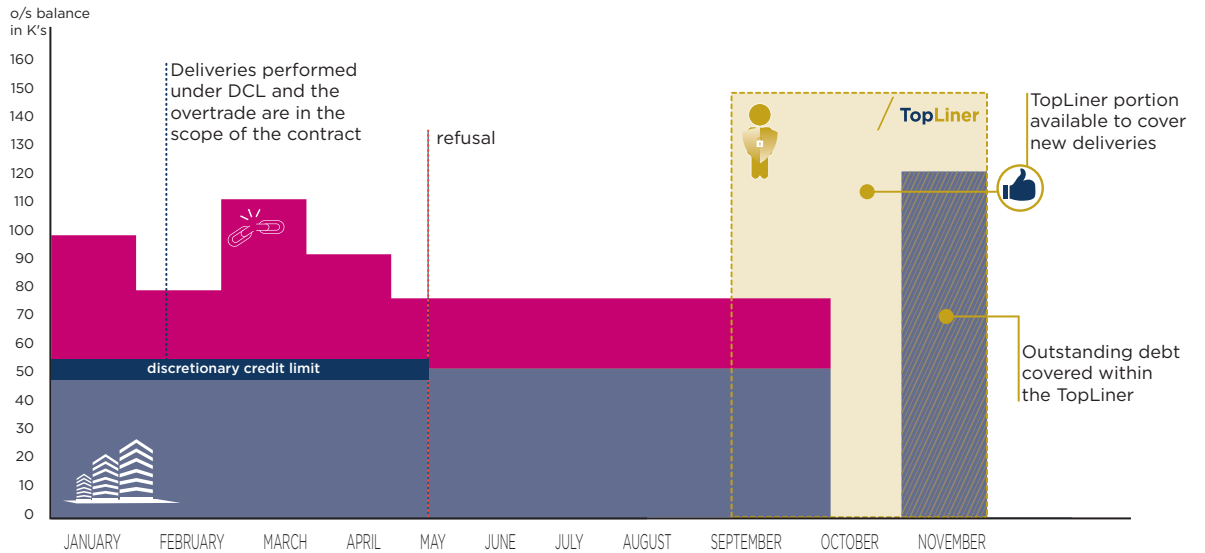
REDUCTION CASE



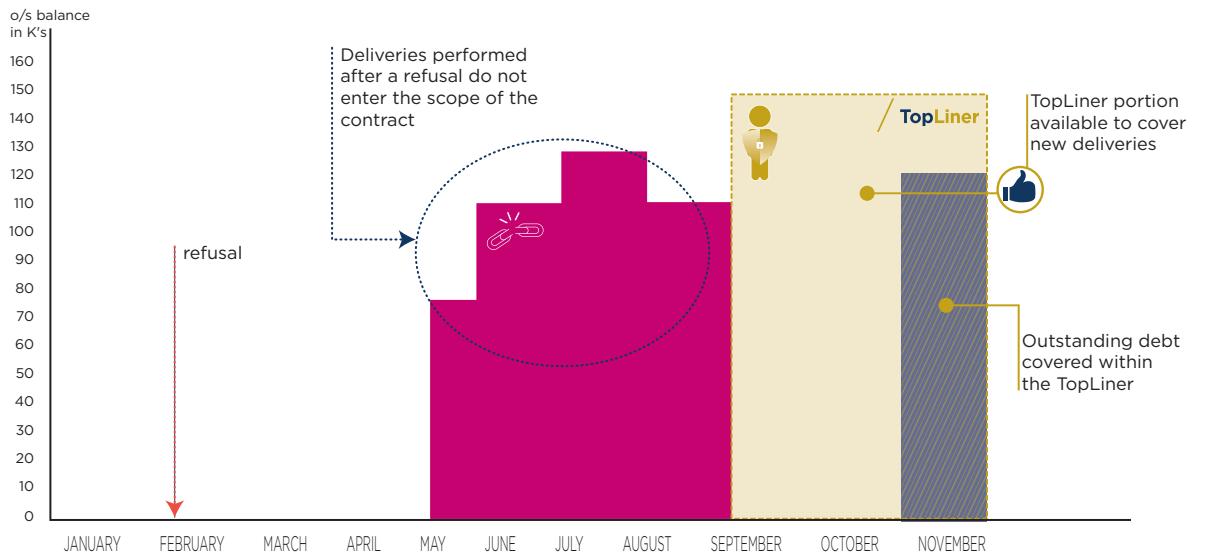
CANCELLATION CASE



REFUSAL CASE (1)



REFUSAL CASE (2)



HOW IS THE TOPLINER AMOUNT AND PRICE DETERMINED?

TopLiner cover is made available exclusively through CofaNet and does not require risk underwriter intervention - this means you get a quick decision and we keep costs low.

Our decision engine takes into account key information such as :

- The quality assessment of the buyer by our information experts

- Our local risk-underwriter's assessment of the current situation of the buyer
 - The risk environment of the buyer's sector and country
 - The main features of your credit insurance policy such as deductible value and annual premium
- The amount and the duration of your TopLiner request

TopLiner cover is designed to offer you more flexibility when it comes to risk taking, you are the decision maker.

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