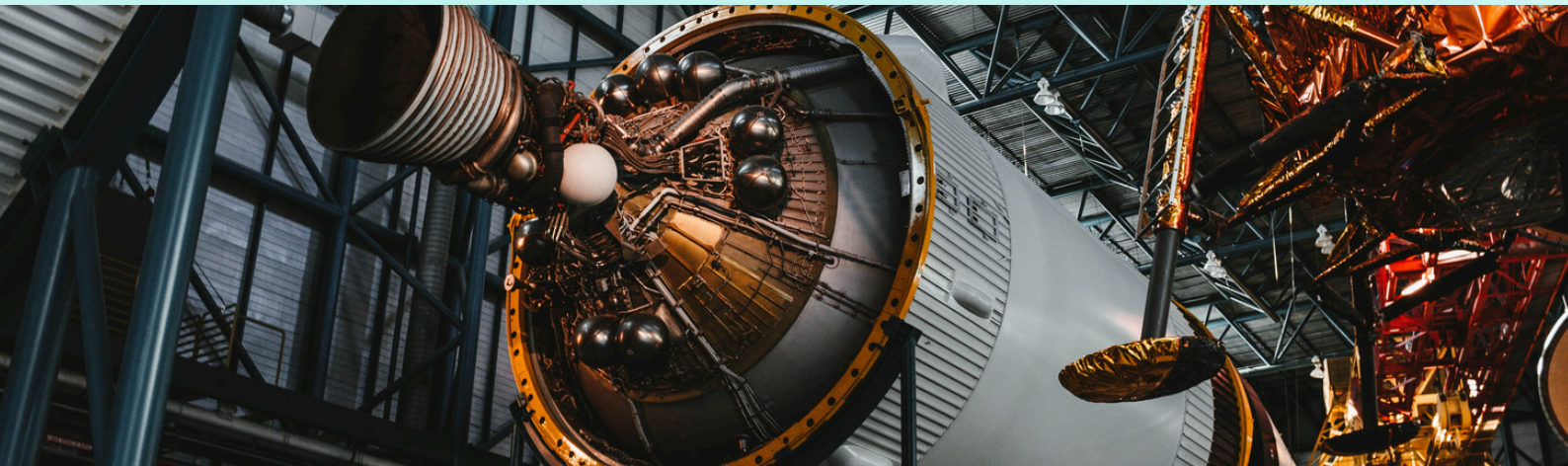


## CONTEXT

- MTP is a leading manufacturer of high-quality capital goods, serving industries as diverse as aerospace, automotive and industrial manufacturing. The company has grown rapidly thanks to its technological innovations and diversified customer portfolio.
- As the company has grown, MTP has developed important commercial relationships with several large strategic buyers, accounting for a significant proportion of its sales. However, the concentration of revenues on a small number of customers exposes MTP to high financial risks in the event of default or financial difficulties of one of these strategic buyers. MTP also wishes to pursue its development with these customers, without having to increase its own internal credit limit.



## WHAT ARE THE RISKS FOR THE COMPANY IN THE EVENT OF NON-PAYMENT?

MTP is not credit-insured. In the event of non-payment or default by one of its strategic customers, the company is exposed to a number of risks:

### impact on Cash flow

- MTP's cash liquidity position could be severely affected, limiting its ability to finance day-to-day operations and invest in new projects.

### Disruption to Operations

- Cash tensions pressure could lead to delays in payments to suppliers, affecting the supply chain and potentially resulting in penalties or stock-outs.

### Reputation and commercial relations

- Relationships management with other customers could be compromised, impacting the confidence of business partners and investors.

### Financial stability

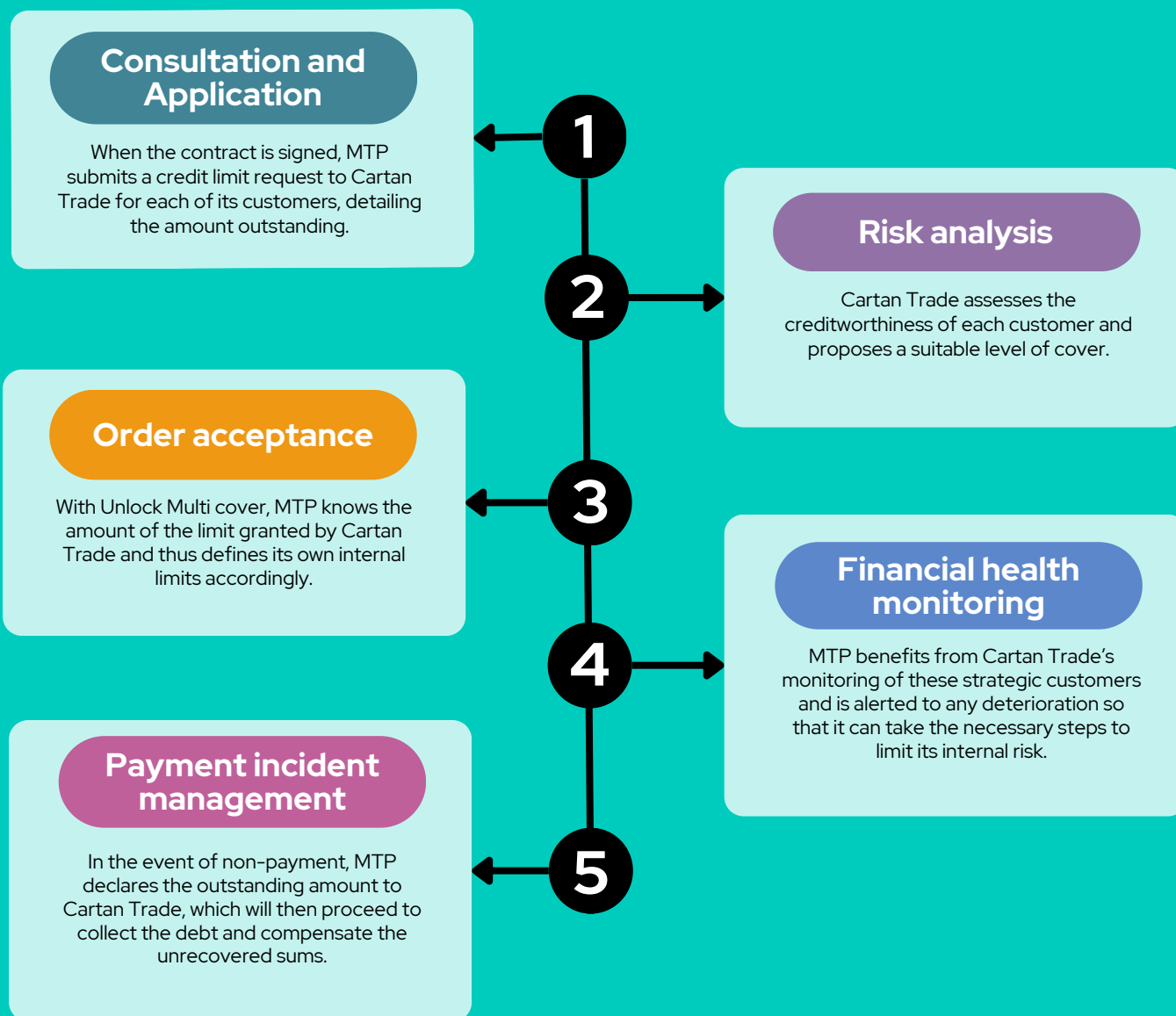
- A non-payment could destabilize MTP's financial situation, limiting its borrowing capacity and access to credit.

# How does Unlock Multi protect MTP?



MTP chose not to take out traditional credit insurance covering all its customers, given its internal capacity to absorb the risk of small non-payments. However, given the growth in sales with its main customers, MTP needs to mitigate the risk on its largest receivables, thereby limiting the "catastrophe risk".

MTP has therefore taken out credit insurance for its main strategic customers, through Cartan Trade's Unlock Multi contract. This solution provides a guarantee for the company by covering the outstanding amounts of these customers over the long term. How does it work in practice?



Thanks to Cartan Trade's Unlock Multi product, MTP can secure the development of its business without compromising its financial stability. This solution has ensured stable growth while minimizing financial risks. MTP's sound risk management is particularly appreciated by their bank when it comes to accepting new financing lines or revolving credit lines.

As a Credit Manager, it is essential to measure the risks to which a company is exposed. To protect your company's financial interests, you can transfer the risk to a credit insurer. The use of an Unlock Multi contract offers an effective solution for companies with a high concentration of risk.