

Tinubu Credit Insurance Overview

SOLUTION BROCHURE



FACING CREDIT INSURANCE CHALLENGES



You are a Trade Credit Insurer or an Export Credit Agency

You need more automation, reactivity, and efficiency to manage your credit insurance activity or you are about to launch your credit insurance activity?

Grow your revenue and profitability, and improve your customer experience and engagement with Tinubu's recognized end-to-end SaaS-based Credit Insurance Solution.

Managing Credit Insurance, a complex journey in perpetual motion

With World Trade moving faster than ever, companies constantly facing new challenges and customers' expectations evolving and increasing, Credit Insurers and Export Credit Agencies (ECA) need to be supported by the right platform to react properly.

Early lessons from the worldwide crisis management make

us believe the actors of Credit Insurance need to **rethink digitalization** using technology to **enhance customer satisfaction** and **improve operational aspects** with **real-time access** to **intelligence**.

Discover how Tinubu can assist you with that!

Your Challenges

- You are facing expensive IT costs to maintain legacy systems running on old technology with recurrent security risks and compliance audits. You need to manage and anticipate the obsolescence of proprietary IT systems.
- Your IT projects are not under control: it leads to never-ending implementation of new product, feature, technology, or regulation.
- Those obstacles prevent you from having innovating and commercial initiatives. Your clients and partners expect reactivity and a better communication from you!
- You hesitate to launch your credit insurance activity because you lack the knowledge and because of cost assumption.

OUR SOLUTIONS

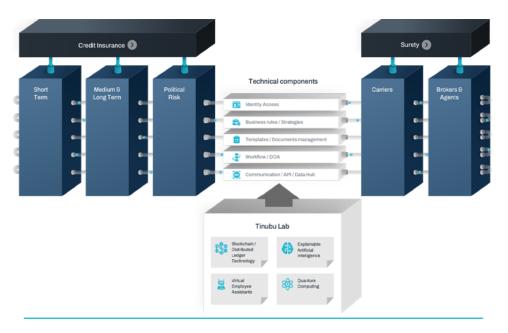
- Our all-in-one solution manages end-to-end processes of credit insurance product lines, with portals connected to the back office and embedded Power BI.
- Proven and specialized solution for short-term credit insurance built by credit insurance experts.
- Full online SaaS platform from industry-leading provider, always up-to-date and continuously improved.
- To start your activity, benefit from our package that includes our software and risk services.

Your Benefits

- Lower your implementation costs thanks to our SaaS subscription model.
- Highly reduce your delivery risk and fasten your implementation thanks to our cloud-based solution and approach and proven out-of-the-box capabilities.
- Focus on your business with our always up-to-date platform and without heavy migration projects and costs!
- Increase your market share with the fastest time to market and superior customer engagement.
- Improve your compliance and governance thanks to a better risk control (with flexible workflow, enforced delegation of authority, reporting and Audit trail).

FACING CREDIT INSURANCE CHALLENGES





Tinubu Credit Insurance Solution

- The Tinubu Credit Insurance is a full end-to-end SaaS solution to manage Short Term Credit Insurance.
- It allows credit insurers to oversee the life cycle of their products, from commercial and risk underwriting to claims payment.
- With Tinubu, you can handle all lines of products, including specific local market products using specific modules.
- Our solution offers a high level of automation that integrates within clients' existing IT architecture.
- The automated processes allow reduction of turnaround time for insurers and brokers.
- Online portals are available for both brokers and policyholders. Tinubu Credit Insurance is offered as an allin-one turnkey solution or can be designed end-to-end to each carriers' specifications.

Face Key Challenges with Tinubu's Enterprise Solution Platform

Tinubu's SaaS platform can manage multiple lines of your specialty business to include Credit Insurance Short Term and Surety.

The Tinubu platform is a highly configurable and fully scalable solution which has constantly evolved for the past twenty years. It provides finetuned aggregating functionalities, document generation management, delegation of authority and state-of-the-art data analysis.

Our enterprise solution is designed to seamlessly support our customers in their digital transformation and to provide them with a next-generation unified platform.

The shared technological foundations of our platform are a major asset to improve visibility and reporting capabilities across business lines and reduce operational complexity and costs.

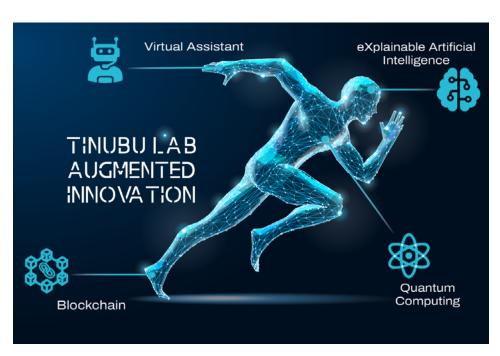
Develop future-proof technological enchancements

Tinubu's 'Innovation Lab' explores how advanced technologies such as:

- Blockchain,
- Artificial Intelligence,
- Quantum Computing,

can feed the Tinubu Solutions to solve industry pain points through a three-year research program.

The 'Innovation Lab' partners with prospects and customers to develop future-proof technological enhancements to maintain its leading profile in the digital transformation of Credit Insurance and Surety. Business processes are analyzed in light of customer's feedbacks and industry trends to identify pain points which could be resolved in an unprecedented way.



SHORT TERM CREDIT INSURANCE OVERVIEW



Grow your business and your customers' satisfaction by being responsive

CHALLENGE

- World trade is going faster than ever: your clients expect reactivity and better communication from you. Launching a new product or a new office shouldn't hinder you!
- Hard to have a broad knowledge of all foreign markets.

SOLUTION

- Our all-in-one solution covers the lifecycle of all lines of Credit Insurance products & portals to communicate more efficiently with your clients and brokers.
- The platform can be connected to various information sources and our risk service team can support your underwriting activities globally or in specific local markets.

BENEFIT

- Turnkey solution or customizable solution to support your growth with a state-of-the-art technology platform.
- Increase market penetration with the launch of a new product or a new office in any region with an enhanced time to market thanks to our configurable solution and expertise.

Optimize your operational & IT costs with our SaaS-based solution

CHALLENGE

- Build vs Buy debate leads to a general agreement that Total Cost of Ownership is much higher with a legacy system.
- The lack of efficiency increases operational costs due to manual processes.

SOLUTION

- Our AWS-hosted SaaS solution provides several automation features (scoring, calculation, prepopulating fields, workflow...). It integrates seamlessly in your architecture.
- Control your risk thanks to an advanced management of multiple information sources.

BENEFIT

 Reduce your market entry costs with low CAPEX and flexible cost model. A growing ecosystem, our community of users/developers and our continuous roadmap contribute to reduce operational risks and costs with our scalable solution.

Be compliant to improve your governance with regulations implementation

CHALLENGE

 The increasing level of regulations makes it difficult to be compliant with high-level (IT) costs associated to meet them.

SOLUTION

 Our solution leverages several tools to meet this expectation (roadmap monitoring new regulation, configuration, embedded Power BI, disciplined underwriting authorities & guidelines, audit trail...).

BENEFIT

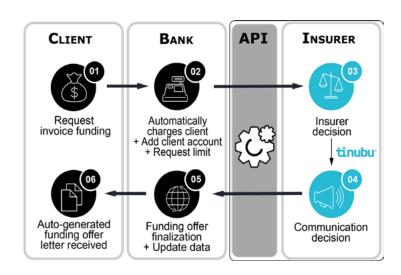
 Global improvement of governance and compliance.
 Best practice approved by reinsurers. Complies with strict IT security rules & client data protection requirements.

Selected business cases

Factoring Implementation

Banks are managing huge volumes of invoices. They need **automated insurance management process.**

- Provide a dedicated API service to banks and financing platforms
- Get real-time responses to credit limit requests with automated decisions, allowing your users to focus only on sales
- Automated turnkey solution to be part of this big yet increasing market.

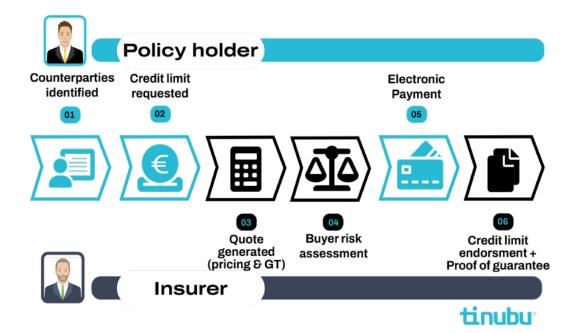


SHORT TERM CREDIT INSURANCE OVERVIEW



Selected business cases

Single Risk Implementation



- A standard business process for all kind of actors (profitable product for insurers and ECA to comply with their mandate towards SME's development).
- A simple and fast way for a major ECA (EDC) to reduce its turnaround time from 15 days to 15 minutes!
- Full online process with immediate results.
- Low distribution costs thanks to an automated process, hence no administration needed.
- Reach a large audience and focus on the largest prospects!

Key Short Term features

Allow insurer to manage short term portfolio-based insurance products for both exporters/corporates and banks:

- All-in-one solution to manage from end-to-end your short term insurance activity from Quote-to-Bind process to Risk management and Claims assessment.
- Customize your portals connected to the back office to automate your exchanges with your clients & brokers.
- Embedded Power BI for Trade Credit Insurance insights with preconfigured dashboards & reports.
- Support your fronting agreement online by providing a white-label access to your Tinubu Credit Insurance.

Innovation dedicated to Short Term Credit Insurance

TINUBU LAB AUGMENTED INNOVATION

The Credit Insurance industry is heavily relying on data available from information providers but fails to evaluate risks in emerging countries where such information is often missing. By leveraging alternative data sources and taking advantage of **Explainable Artificial Intelligence** (XAI), we aim at developing new models for **risk** assessment.

Employees expect more and more to benefit in their workplace from the same tools they use daily in their private life.

In order to attract and retain talents, we are developing specialized **Employee Virtual Assistants** which will support Insurer's staff in their daily activities providing an outstanding **Employee Experience** (EX).

TINUBU CREDIT INSURANCE ARCHITECTURE OVERVIEW



Amazon Web Services-based solution

Tinubu Credit Insurance is a container-based solution, built on top of Java platform, running on high availability and scalability AWS Cloud infrastructure.

Presentation layer

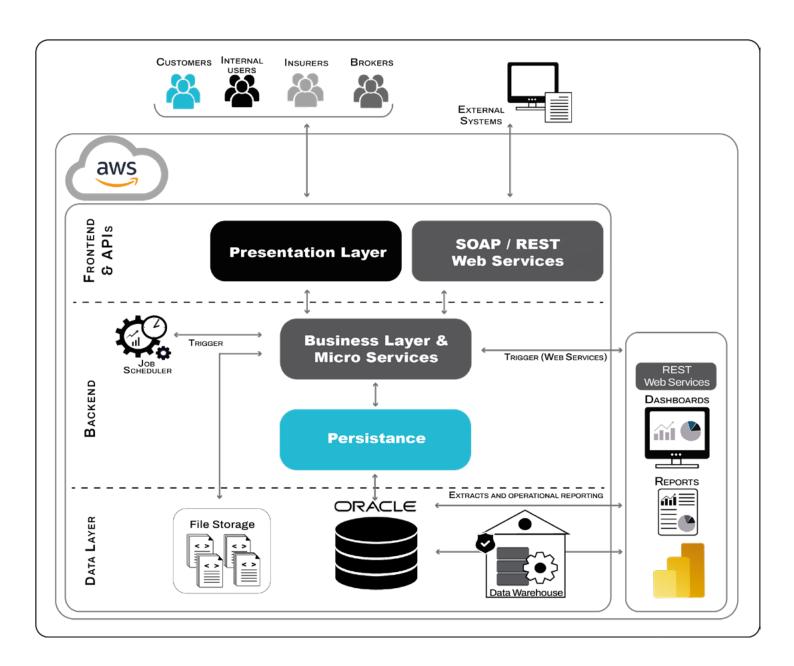
The top level of the application is the user interface. Its main function is to translate tasks and results to something the user can understand. This tier is fully web-compliant.

Business layer

This level coordinates the application, processes requests, and makes logical decisions and evaluations. It also moves and processes data between the presentation and data tiers. It relies on Hibernate framework that provides persistence/cache mechanism as well as mapping from an object-oriented model to a relational database.

Data layer

Information is stored and retrieved from a SQL Database. Files are stored on AWS EFS and AWS S3 storages that are dedicated to the client.

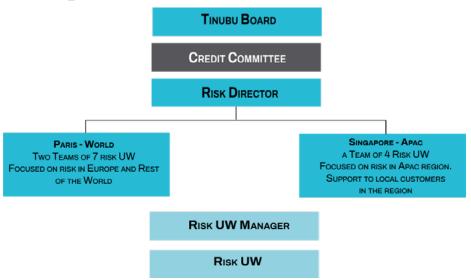


TINUBU RISK UNDERWRITING SERVICES OVERVIEW



- More than 50 clients worldwide including more than 15 credit insurers
- Each client has been with Tinubu for over 5 years

Team organization



Team expertise

- 20+ highly experienced risk underwriters
- 50,000+ manual decisions per year
- Authority levels based on experience
- Strong industry background
- Mixed culture and languages, working language being English
- Dedicated key account risk underwriter

Data center - Key information sources

A unique combination of information providers which ensures an access to reliable and top-quality information:

- The "Basics" (10 sources) incl. Altares, D&B, Bürgel, Graydon, Informa, BVD...
- Official sources incl. Companies House (UK), KVK (NL), E-Bundesenzeiger (DE), Belgium National Bank (BE), BODACC
- Other local sources (50 sources) incl.
 Worldbox, Crystal, Experian, ICP,
 UCS...

Additional alternative sources:

- Systematic use of the internet as an additional source of information, financial or other
- Confidential information sources
- Partnerships with local sources

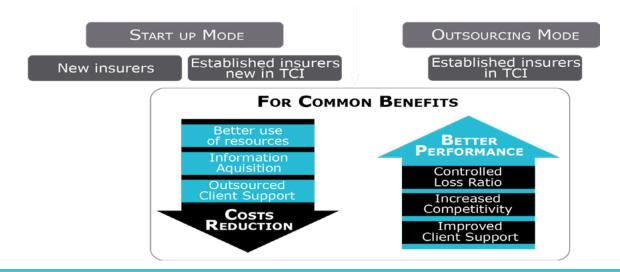
Two risk assessment outcomes

- Automatic via Tinubu's scoring model
- Manual delivered by Tinubu Risk Team

Range of Services

- Detailed risk assessments
- Auto scoring
- Risk monitoring
- Consulting

ADDRESSING ALL TYPES OF INSURERS



SELECTED TINUBU CUSTOMERS





Group General Manager Credit & Surety

"We measured the outcomes after the implementation of the Tinubu platform through a customer and distribution partner survey. It clearly showed that we are market-leading, that our brokers think that working with us is easier and more straightforward. Our customers feel the same way. Automating administrative tasks has made us more efficient and freed up time for underwriters to go and meet with the people who really matter: our clients and partners."

"We started in Dubai and were up and running, from an IT perspective within one month. In our old world that would have been totally unthinkable."



Jay Rampersad Vice President

"Meeting and working with the Tinubu team was the best thing that could have happened to us. What was unique about the team is that they all knew about credit insurance. We were not talking to software people unfamiliar with the industry, their expertise and the software was the right combination that we were looking for."

"And being a small player, doubling our premium base in three years was very exceptional, and it was in a very competitive environment."



Export Development Canada

Clive Witter, Senior VP for Insurance

"EDC's job is to help Canadian companies become more competitive on international markets by giving them all the necessary guarantees and securing their sales. Thanks to the complete makeover of Trade Protect by Tinubu, Canadian small businesses can now consider selling to customers based abroad even if they don't know them, and do so in real time, 24 hours a day, seven days a week.

The new customized, highly innovative online solution is consistent with our mission to support Canadian companies and gives us a head start. I am convinced that export credit agencies will be compelled to follow in our footsteps."

About Tinubu

Tinubu is the business facilitator and exchange enabler that delivers fluidity and simplicity to the insurance industry by using the strength of collective performance.

Our company is an alliance of technology software and insurance expertise offering the best combination to its clients. It covers the entire value chain of credit insurance & surety with one end-to-end platform, connecting every part of your business with one digital highway.

Established in 2000 and headquartered in Paris, France, Tinubu is an independent software provider and employs 170 people, located in Paris, London, New York, Orlando, Singapore, and Montreal. Its clients represent 30 of the top 60 Credit & Surety underwriters worldwide.

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Contact us

contact@tinubu.com

Call us EMEA Americas

+33 (0)174 31 20 70 +1 (213) 290-9628

tinubu.com