



## BENEFITS OF PARTNERSHIP



Credit limit service



Innovative product



Transparency of process



Clear communication



Problem solving



Non-cancellable credit limits

## CLIENT CASE STUDY: VYNOVA

# Non-cancellable credit limits give confidence

Vynova is a leading European PVC and chlor-alkali company. They operate production sites in five countries with over 1,250 employees, realising an annual turnover of €1 billion. Their products play a key role in manufacturing numerous industrial products and consumer goods that improve our quality of life.

## The Challenge

Vynova was credit insured with a competitor for many years. In total they have around 750 clients on which they have credit limits in place. Before they moved to Nexus, they had numerous issues with these credit limits being too low or being withdrawn resulting in unsecured positions hampering the business. When they moved the policy to Nexus, we issued non-cancellable credit limits, meaning we can't change or cancel the limits within 12 months. Vynova also benefit from our higher risk appetite (percentage of limits covered divided by limits requested).

## AT-A-GLANCE

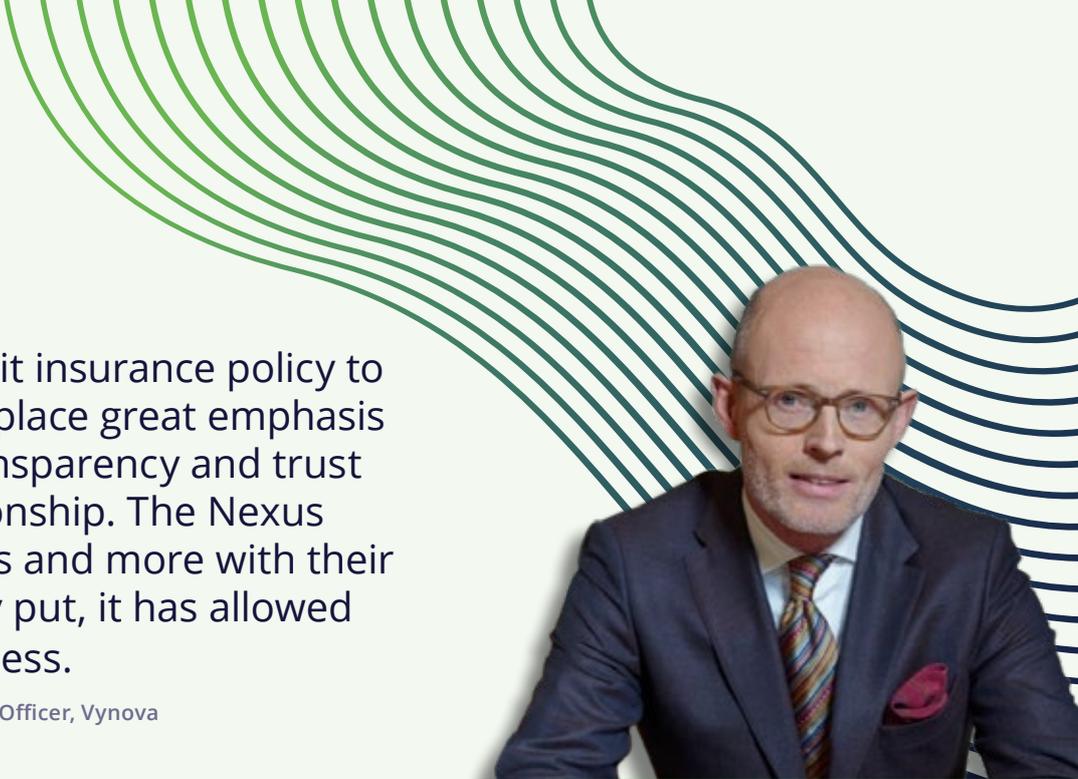
Company name  
**Vynova Group**

Sector  
**Chemical Industry**

Regions  
**Global - but primarily Europe**

Years in business  
**100+ years - since 2015 in this legal entity**

Time as a Nexus client  
**1.5 years**



We moved our credit insurance policy to Nexus because we place great emphasis on partnership, transparency and trust in a business relationship. The Nexus team provide all this and more with their service - and simply put, it has allowed us to do *more* business.

Hans Mattheeuws, Chief Financial Officer, Vynova

**The Task**

**How did Nexus approach the challenge?**

The Nexus approach has always been a personal one - there's far more to insuring risk than generating algorithms or deducting mathematical ratios from a P&L or a balance sheet. The human factor makes all the difference. So we listened carefully to the challenges the client faced and took time to fully understand their business model and specific risk factors before coming back with a solution.

**The Solution**

**What actions were taken to meet the objectives?**

After researching Vynova's trading requirements we felt there needed to be a flexible and proactive approach to credit and risk exposure levels which had been previously lacking.

We engineered a comprehensive set of solutions that have enabled Vynova to have 24/7 global trading support - particularly when credit limits and risk appetite needed increasing quickly. We have also ensured our team have a close working relationship with the client as this enables us to respond quickly with insight.

**The Outcome**

**How has the client benefited from the solution?**

All client objectives were met (and in several cases exceeded), as Vynova now has comprehensive new cover in place, resulting in additional and higher credit limits - all of which is guaranteed for 12 months. The significant business benefit of our non-cancellable policy is that Vynova can now confidently trade with buyers as they know that cover will not be taken away overnight.

**THE BROKER'S VIEW**

We were impressed that the team invested significant time in getting to know how Vynova operates globally. The key element that drew us to Nexus is that the limits are non-cancelable - a huge benefit to Vynova's trading capacity. And of course, we have had a very positive experience doing business with Nexus; the personable, human factor makes all the difference, so it felt like a natural fit for all.

Margriet Van Kerrebroeck,  
Trade Credit Broker, CRiON

**THE NEXUS VIEW**

We aim to offer flexible and innovative solutions that really benefit our client's business. We take the time to fully understand their business model and specific risk factors. This understanding allows us to offer credit limits that are non-cancellable for 12 months.

Frank Masteling,  
Nexus Trade Credit