

HOW TCI GRANT STRATEGIC FLEXIBILITY TO SME BUSINESS GROWTH



ABOUT OUR CUSTOMER

The customer is a leading toy manufacturer in Japan with over 70 years of history. It mainly imports plastic materials from different markets for toy production and subsequently, selling them. In 2019, the company has decided to expand its business in Mainland China and set up its factory there. Therefore, it needed a third-party credit risk control experts and market insights to help protect its businesses against unpaid invoices and its cash flow.



INDUSTRY:	INSURABLE TURNOVER	INCEPTION YEAR
TOY MANUFACTURER	EUR 2.7M	2020

OUR VALUE PROPOSAL



RESPONSIVENESS

Euler Hermes provides quick response to customer



CLOSE COLLABORATIONS BETWEEN TEAMS

Both our sales team and risk team shared resources and worked hand-in-hand to acquire real-time information from the customer



STRONG EXPERTISE

By clearly explaining the advantages of TCI over factoring, the customer had less difficulty to understand and accept our solutions



CUSTOMER CENTRICITY

EH understood the customer's needs and was able to offer the best risk mitigation solutions to meet its expectation

VISIT OUR [WEBSITE](#) TO SEE HOW EH HELPS SME CUSTOMERS TO MINIMIZE RISK AND TRADE MORE CONFIDENTLY



FOLLOW US ON WECHAT

