



CANADA

Trade Credit Risk Insight

Marco Arrighini
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WHAT WE DO

We give companies worldwide
the confidence to trade and be
paid.

You gain:

Competitiveness

Know how

Cash flow security

A company of **Allianz** 



 EULER HERMES

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01 COUNTRY RISK

At a glance

A tale of two Canadas: the two-speed economy



COUNTRY RISK



A tale of two Canadas: the two-speed economy

AA1 LOW RISK
for enterprise

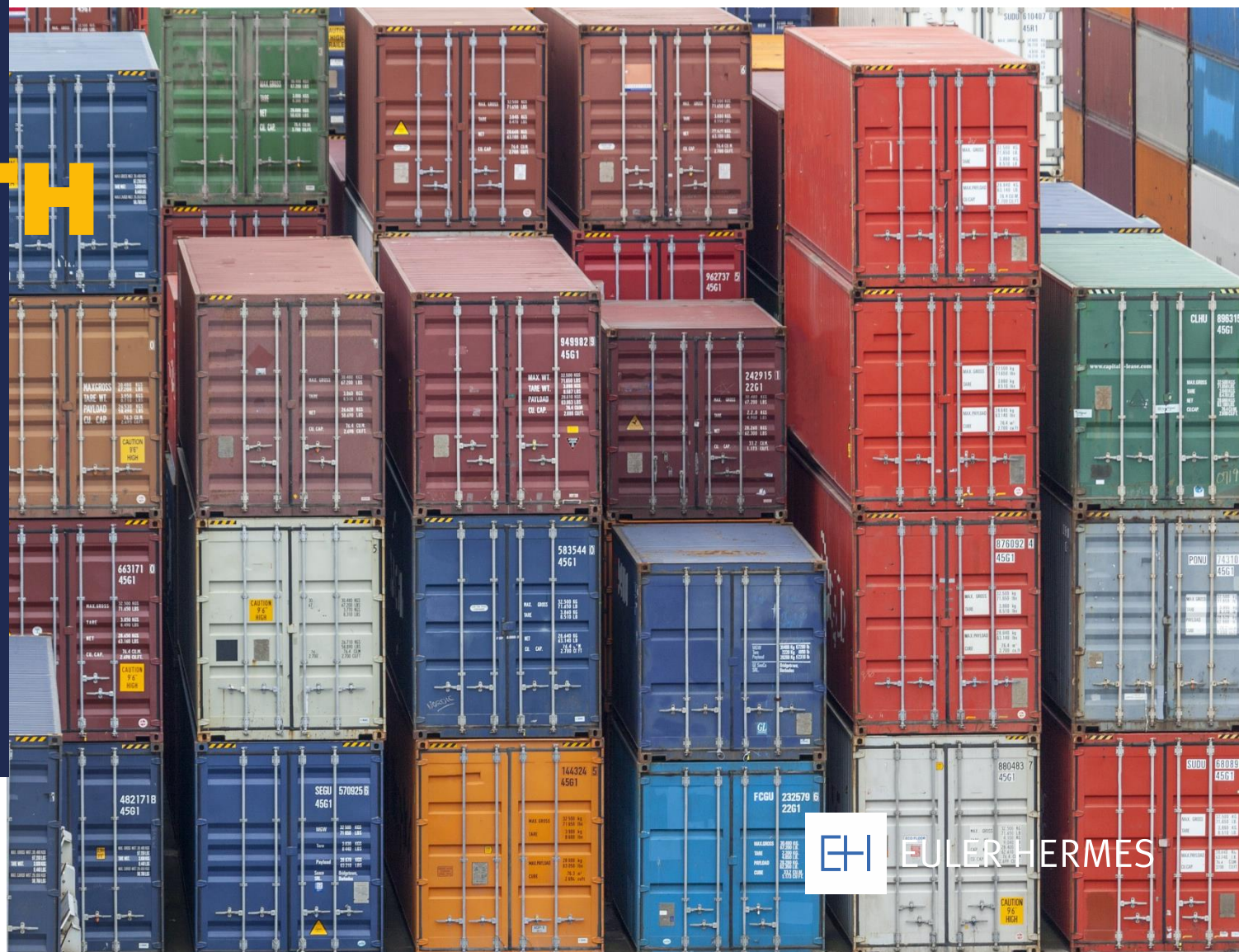


Falling energy prices have impaired the Canadian economy.
However the damage has been isolated to those parts of the economy associated with the energy sector.
The rest of the Canadian economy is doing well and we expect it to continue to do so.
In effect there are really two Canadian economies.

02

DOING BUSINESS WITH

Being prepared to...

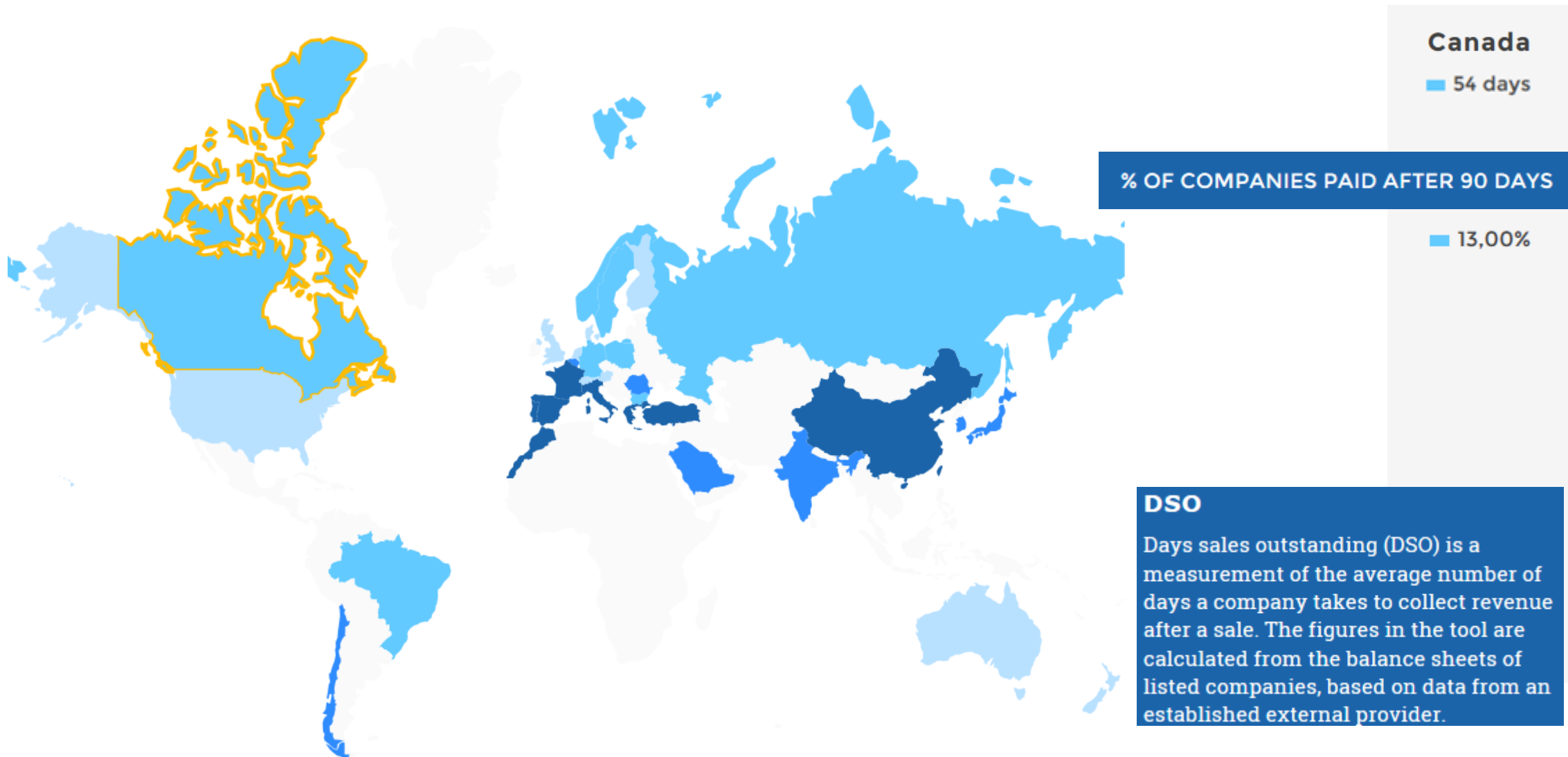


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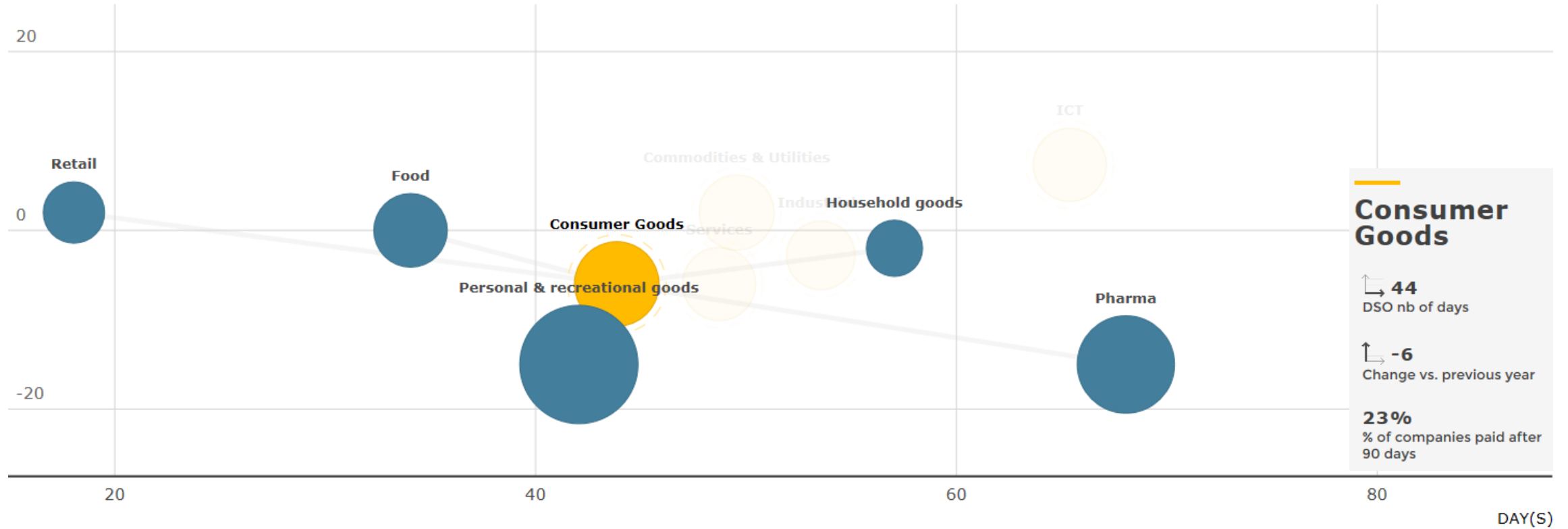


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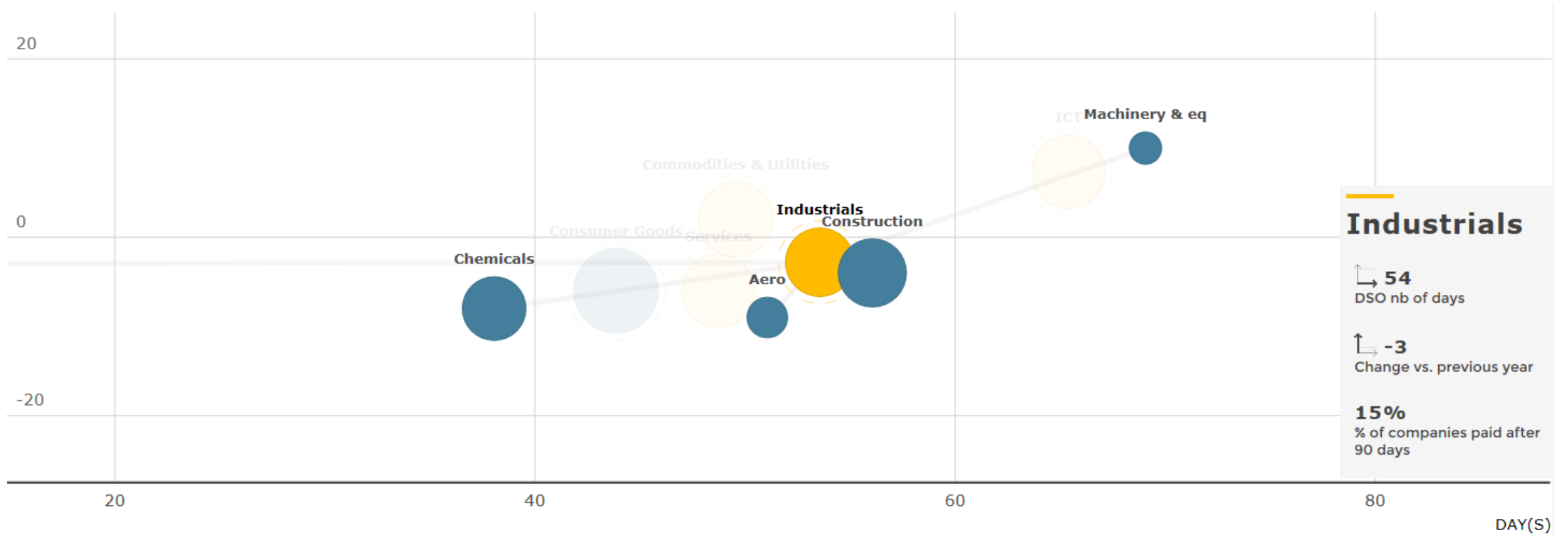
DAYS SALES OUTSTANDING (DSO)



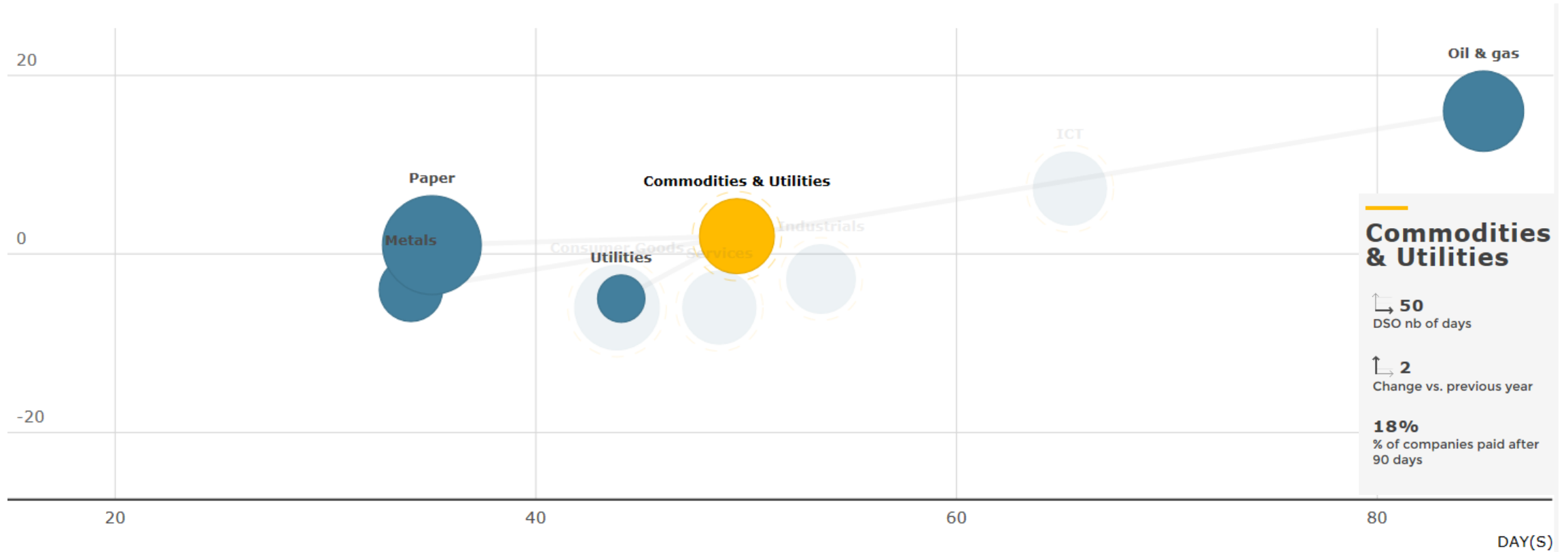
DSO - CONSUMER GOODS



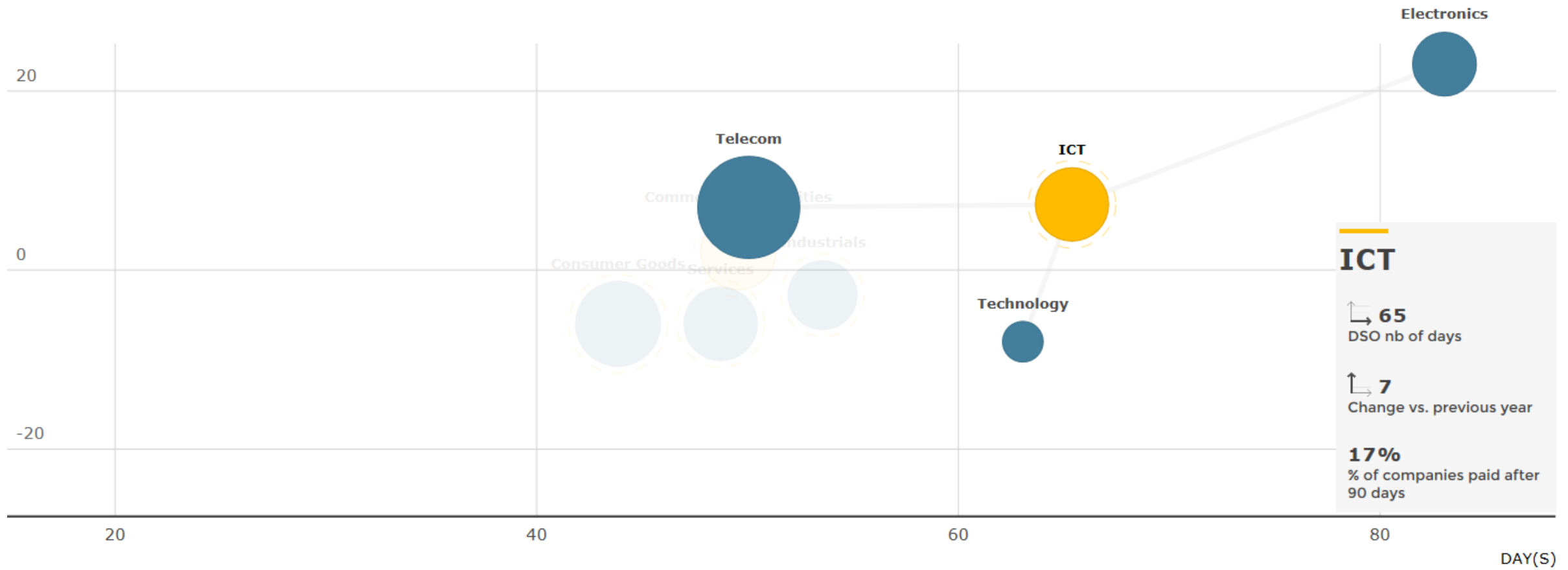
DSO - INDUSTRIALS



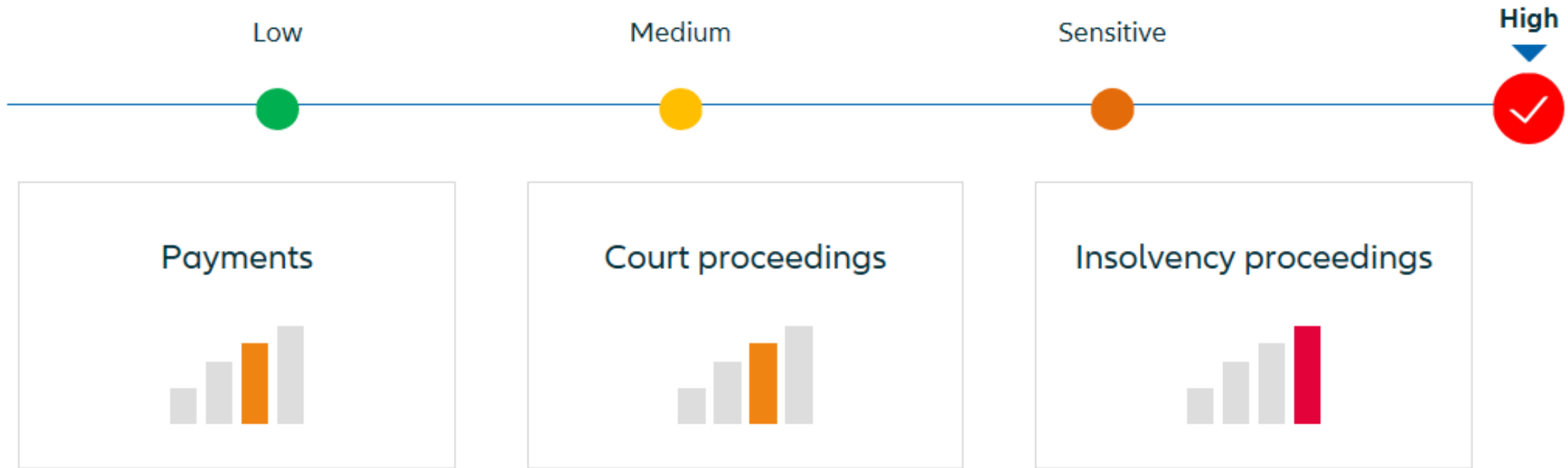
DSO - COMMODITIES



DSO - ICT



COLLECTION COMPLEXITY



Payment behavior of domestic companies is good but the law provides no standard payment terms and does not facilitate the debt collection process meaning late payment conditions are left for the parties contractually.

COLLECTION COMPLEXITY



Availability of
financial information

Relevant financial information on
publicly traded domestic

private companies have no obligation to
publish financials

Regulatory environment

efficient and reliable judiciary system

different rules are applicable in the 10 provinces and 3 territories
of which the country is composed

Getting paid

Payment culture is excellent

Late payment interests cannot be charged
unilaterally to the debtor (no law in that sense)

Collecting overdues

Canadian courts are reliable and efficient.
Undefended actions can take 1 year

Defended actions can require 3 years and legal costs can
rise up to 30% of the claimed amount

03

TAKE **AWAY**

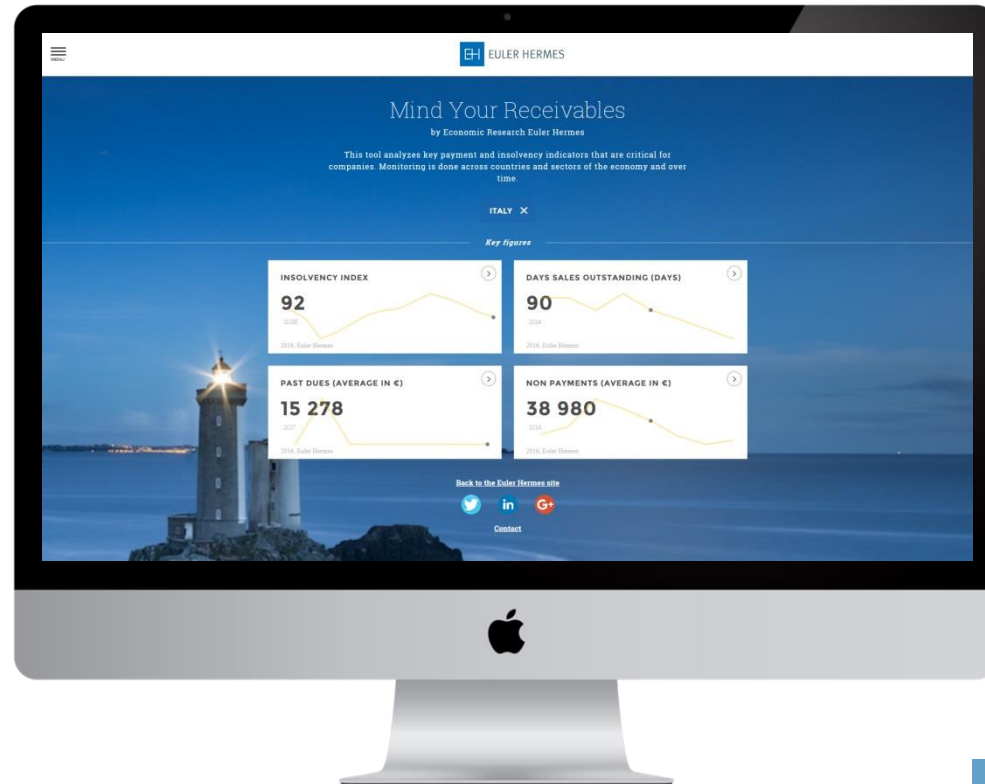
Good to know

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TAKE AWAY



MIND YOUR RECEIVABLES

by Economic Research Euler Hermes

This tool analyzes key payment and insolvency indicators that are critical for companies. Monitoring is done across countries and sectors of the economy and over time.

Check our web app:

mindyourreceivables.eulerhermes.com

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