

# Fibus

Cas client

## Turning your Credit Insurer into a growth partner



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A good broker is not just a go-between for requests - it is a strategic partner working alongside you.

### Activity

- Licensed textile and apparel business
- 400 employees
- 1,500+ customers
- High seasonality
- Fast sales cycles

### Objectives

- Support business growth across Europe in a sector known for its complexity
- Enhance coverage while reducing costs



### Results achieved

Credit insurance cost **divided by 2**

Coverage rate **increased to 98%**

Insurance premium cost **reduced by 20%**

### Also...

- Improved risk coverage in the UK market
- Implementation of multiple external Top-Up solutions
- Obtained a discretionary limit (blind cover)
- Extended reporting and declaration deadlines
- Strengthened commercial intelligence capabilities

### Fibus follow-up

- Weekly calls
- Semi-annual underwriting reviews
- Prioritisation of requests

Get in touch with our teams! [contact@fibus.com](mailto:contact@fibus.com)