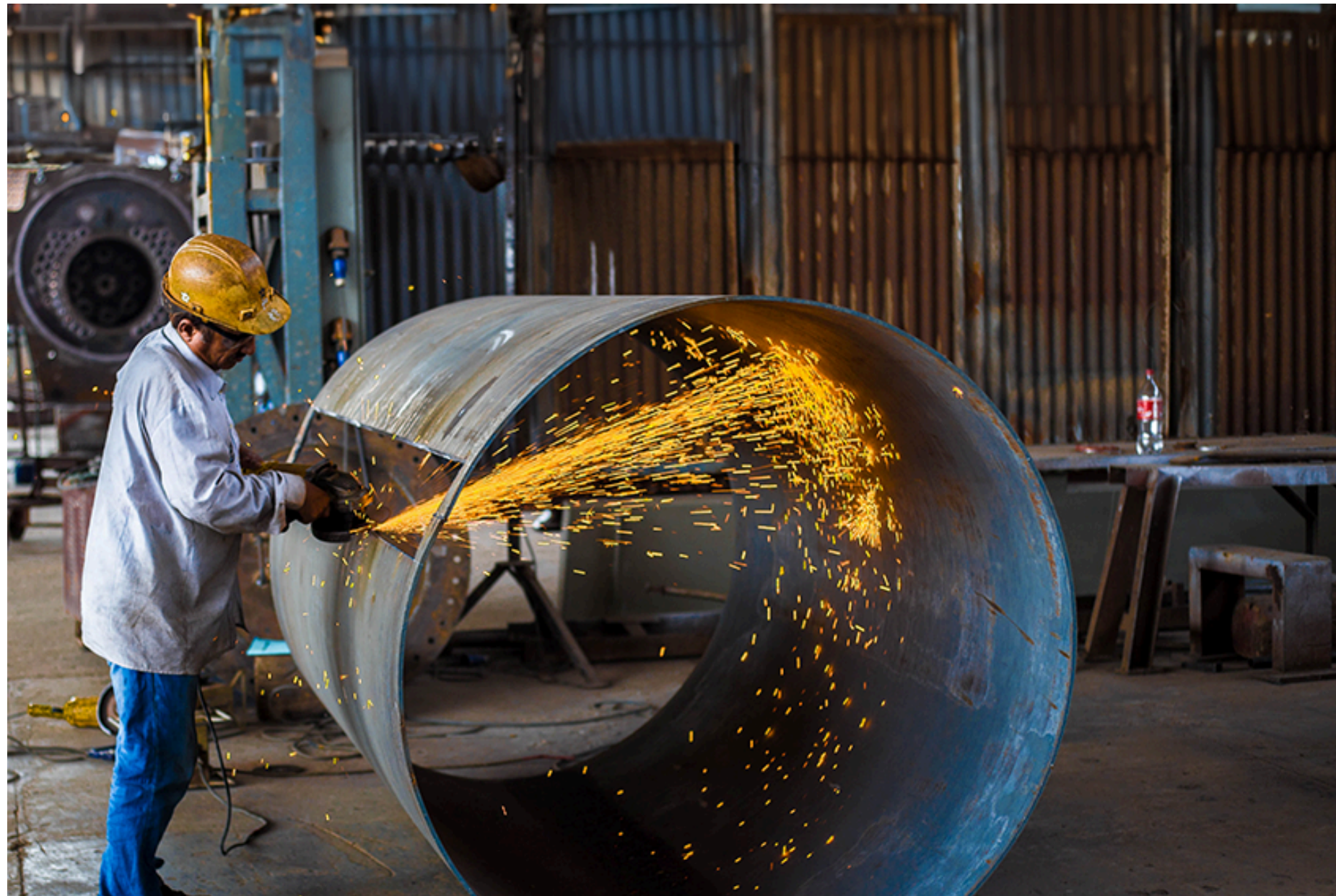


What makes Macsteel as strong as steel?



How a global steel company stays solid?

Macsteel is an industry leader in the steel production sector with a 120-year legacy and operations that span across 40 service centers, branches, franchise partnership outlets and warehouses worldwide.

The steel company prides itself on reinvention – something it couldn't do successfully without strong risk management.



MacSteel uses Coface's risk management solutions: trade credit insurance – for 20 years! – and more recently, Information services.

A competitive edge in a risky sector

Whether it's monitoring regulatory changes or impacts from global conflict, carbon prices, or other factors, businesses must stay vigilant to many changing conditions.

We're able to be right there with the market terms that other traders might be providing, or even better. TCI is also a plus to other partners we do business with. Knowing that we've got that insurance in place, that gives us more stability as a company.



Dinetah Sims,
Senior Vice President,
Macsteel International.

The sector also requires the ability to make quick decisions to seize opportunities and avoid trade risk. For Macsteel International, Trade Credit Insurance (TCI) provides its business more than just insolvency protection: **in many cases, it's a competitive edge.**

From a singular stand-alone policy to a CGS program

[We needed] a TCI partner who's got a global reach, a ton of information about the various counterparties out there, and the ability to act quickly.



Dinetah Sims,
Senior Vice President,
Macsteel International

Coface and Macsteel have worked in partnership for almost 20 years. Beginning with a singular stand-alone policy, Coface worked to better understand, collaborate, and add value to Macsteel's business. With bespoke solutions and local teams throughout the world, Coface rose to the occasion and expanded support with the company. Today, Macsteel is supported through Coface Global Solutions (CGS), a global trade credit insurance offer with local flexibility, designed for multinational companies.

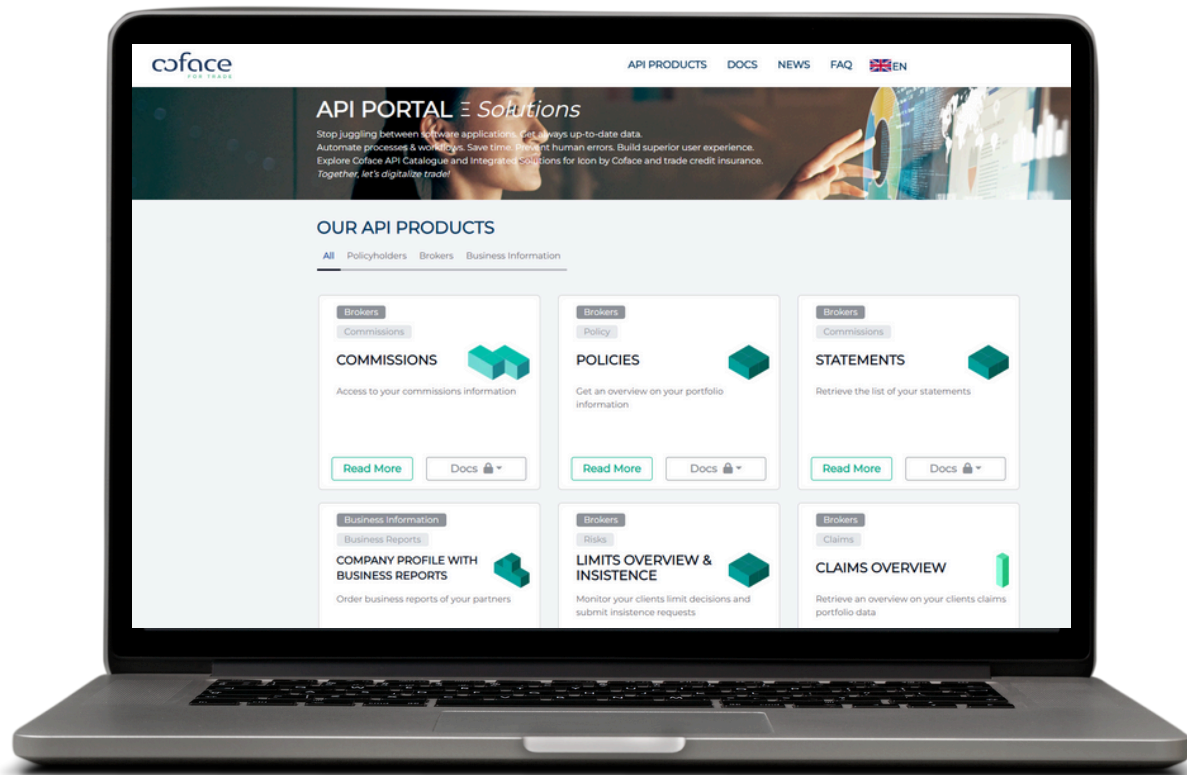
As a CGS program, companies like Macsteel enjoy centralized policy management and real-time visibility into their global exposure, including subsidiaries. Programs receive support from local Coface teams who are familiar with the nuances of their business in the countries in which they operate.

Our CGS solutions are designed to simplify risk management for global companies. Macsteel is a great example of how we've been able to work together to share information to help the customer have more visibility and control of their global risk so when opportunity presents itself, they can act fast.



Stefan Matheis,
Head of CGS for
Coface North America

Risk Dashboard, API solutions, and exclusive access to risk underwriters



No company is the same, which is why Coface provides bespoke TCI **solutions specifically tailored to any business's needs**. CGS policies can be adapted with coverage for manufacturing risk, political risk, consignment sales, and more. Through the interactive Coface Risk Dashboard, CGS customers can monitor the current performance and health of trade partners. Coface Risk Dashboard also provides Identification of aggregates in trade risk exposure, Claims support and follow up, ... among other features.

CGS customers have access to a robust **API connection for seamless integration** into company portals.

In addition to connectivity solutions, CGS programme also offers **exclusive access to risk underwriters** with dedicated teams available to advise or discuss credit limit decisions.

We work very closely with risk management teams at companies like Macsteel to build a partnership environment so we can help them support their customers.



Stefan Matheis,
Head of CGS for
Coface North America

Information services: assess supplier risk, generate leads and seize growth opportunities



Dinetah Sims,
Senior Vice President,
Macsteel International

I really struggle to understand how you do business without TCI ...if you want to sleep!

At Coface, we believe that experiencing the benefits of trade credit insurance can change how a company approaches risk. With the right solutions, companies can feel empowered grow sales safely in new markets or with new customers. Trade credit insurance can help businesses **unlock more attractive financing while protecting cashflow from bad debt.**

Beyond trade credit insurance solutions, Coface also provides **Information services that can help businesses quickly assess supplier risk and identify leads and competitive areas of growth.**

Recently Macsteel began using Coface Business Information.

We appreciate the trust and partnership Macsteel has given us over the years. And we're committed to delivering value and exceptional customer service so that we can continue to grow their business together



Stefan Matheis,
Head of CGS for
Coface North America

**Want to know more on how
Coface can serve your company?**

**Contact our experts at
coface.com/contact-us**

