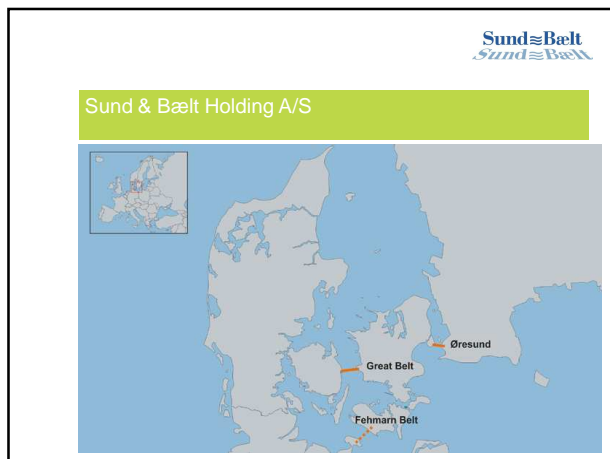
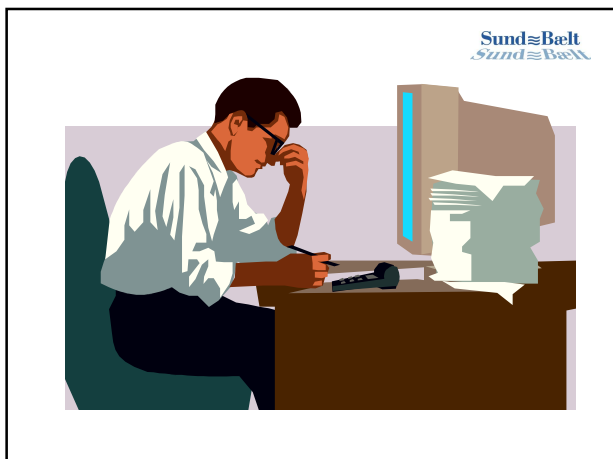
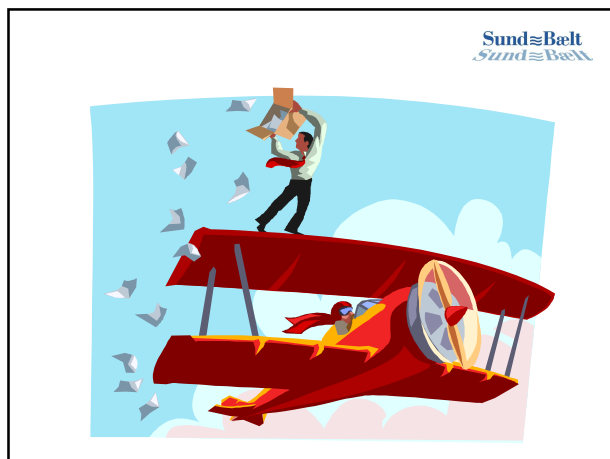


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## Management of granting credit to Customers and Toll Service Providers

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## Agenda

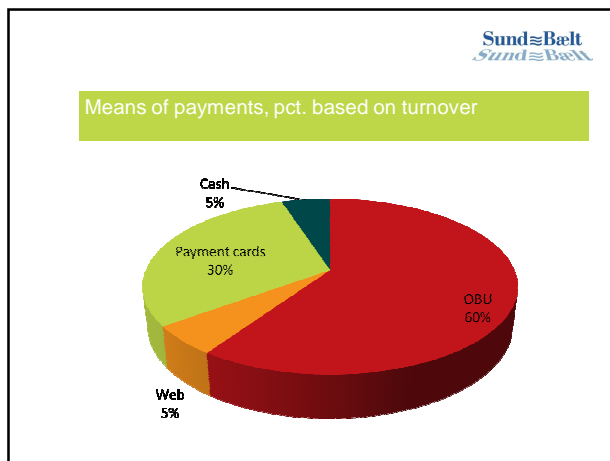
Handling credit risks in relation to:

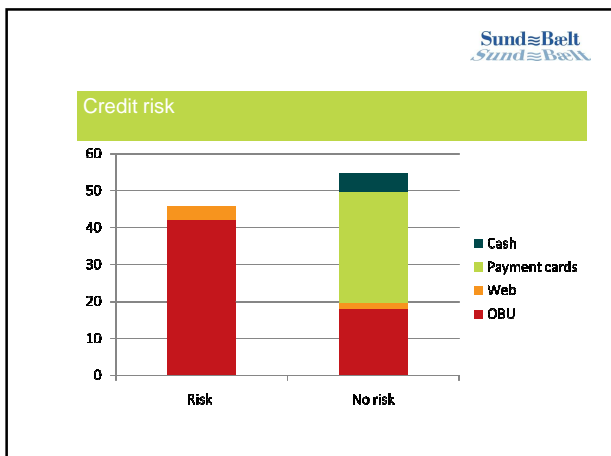
- Customers
- Toll Service Providers



The Storebælt bridge:

- Construction costs EUR 4.8 billion
- Repayment period – 31 years
- Yearly turnover from road EUR 320 million
- Yearly turnover from rail EUR 100 million
- Fees:
  - Small cars EUR 30
  - HGV EUR 140





- ### Procedures
- Prior to signing of contract
    - Credit rating
    - Credit maximum
    - Bank guarantee
  - Follow up
    - Monitoring the rating and credit maximum
      - Changes can result in upgrading of the guarantee and /or shorter term of credit
    - Monitoring the customers ability to meet the payment conditions
      - Reminders
      - Closing of account and blacklisting the OBU

### Credit management - EasyGo

The TSP has the credit risk in relation to the customer

The TC pays a fee to the TSP for undertaking the role as issuer

- ### Solvency requirements towards the TSP
- Credit rating performed by Dun & Bradstreet, when the TSP join the partnership
  - Ongoing credit monitoring
  - Rating is based on:
    - Credit maximum as a minimum DKK 0,5 million
    - Credit maximum is based on the expected turnover of EasyGo transactions
    - If the credit maximum is less than estimated or if the TSP has a lower rating than required, the TSP must provide a bank guarantee
  - Alternatives for meeting solvency requirements:
    - General guarantees provided by public authorities

- ### Conclusions
- In connection with extending of credit it is important to draw up a credit policy comprising:
- Requirements to the creditworthiness of the customer
  - Monitoring of the customer's creditworthiness
  - Principles for managing of debtors.
- Management of credit risks is time consuming and it is important to allocate sufficient manpower and to automate the credit rating processes and the subsequent monitoring

### Thank You

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