



DIAGNOSTIC, A NEW CREDIT RISK MANAGEMENT PRODUCT FROM COFACE

Over the last 10 years, the degree of interconnectivity of Romanian companies has exponentially increased, as evidenced by both the dynamics of supplier credit, net higher than bank credit (supplier credit has become about 3.5 times higher than the amount of bank credit), and by the doubling of the average period trade receivables collection.

Considering these evolutions, as well as the contexts determined by external events, knowing the situation of a business partner, its financial soundness, payment behavior is more important than ever.

In line with the tradition of constantly innovating and offering integrated risk management services, Coface supports you with a new product, Diagnosis that helps companies correctly assess the financial situation of business partners by integrating vectors such as:

- **Liquidity**
- **Cash Flow**
- **Profitability Margin, Income and Expense Analysis**
- **Solvency**
- **Rotation indicators**
- **Payment behaviour**



Diagnostic answers the most common question of creditors about their customers (what are the causes of the company's inclusion in the risk category assessed by **Coface**?) through an accessible and objective language.

DIAGNOSTIC-CHARACTERISTICS AND BENEFITS

WHAT	WHY	BENEFIT
UNIQUE ON THE MARKET	Diagnostic is the only product on the market which interprets the financial situation of the company and its payment behavior in an extended 6-page analysis, summarized in a one page executive summary	You understand what is behind the financial indicators
ANALYSIS	Diagnostic presents the most important strengths and weaknesses of a company from the perspective of payment behaviour, liquidity, solvency, cash flow, investments and the working capital	You understand the main arguments for the recommended credit limit and the risk of the analyzed company
LARGE ADDRESSABILITY	Due to the analysis of financial indicators in simple language, the product has a wide addressability and can be used by the financial, commercial, management, logistics or procurement departments	No financial knowledge is required to understand the information presented
INDUSTRY RELATED ANALYSIS	Diagnostic objectively interprets the company's financial indicators analyzed in comparison with the sectorial averages and good practices recommended by the rules of financial analysis from specialized literature	You understand the company's competitiveness in comparison with the relevant industry
INTRINSIC ANALYSIS	Diagnostic assesses the sustainability of financial indicators considering the company situation, experience on the market, the need for liquidity and profitability in line with the strategy of investment and capital structure	You understand the intrinsic financial health (fundamental analysis) of the analyzed company

Diagnostic is the ideal tool for evaluating your partners, be it suppliers, customers, even competitors, thus giving you a complete, 360-degree view of your company's ecosystem.