



Credit Protection Services from CIT

CIT Commercial Services is one of the most respected companies in the United States and a unit of CIT Group Inc. (NYSE: CIT), a leading commercial and consumer finance company, providing credit protection services to seller-members on the TradeCard Platform.

Save time and money – online discrepancy resolution

TradeCard members negotiate and resolve discrepancies online with no additional fees or charges. As long as the parties resolve all discrepancies, CIT will cover the transaction, unlike a letter of credit where discrepancies are costly and time consuming and may void the protection altogether.

Flexible time frame for credit protection

TradeCard members may define the time frame for credit protection on their transactions - from either purchase order or invoice approval to up to 60 days (or longer, if approved by CIT) from the date of compliance or resolution of discrepancies.

Frequently Asked Questions

How do I get a credit line from CIT?

The financial information provided by buyers during the TradeCard membership application process is forwarded to CIT for evaluation and review. CIT checks buyer's financial information against its proprietary database and other data in the public domain. Based on this information, CIT will issue the buyer a credit line in an appropriate amount and assign pricing for their credit protection services.

What is my relationship with CIT?

As part of the TradeCard membership application process, all buyers and sellers are required to accept certain terms and conditions relating to CIT's credit protection services:

- Buyers may be required to provide financial information in order to receive a credit line
- Sellers agree to the terms and conditions in the CIT Factoring Agreement

How do I select CIT as my credit provider for a TradeCard transaction?

Although Sellers will make the decision as to whether they want credit protection for their transaction, it can only be provided under the TradeCard system if a Buyer first indicates it wants CIT to cover their credit and CIT provides that Buyer with a credit line. A Buyer exercises that option at the time a new purchase order is created by selecting CIT as their credit protection services provider for the transaction. Once the Buyer selects CIT, the system generates a Payment Protection Quote for the Supplier to review and approve.

How do I get paid if the buyer defaults on payment?

If the buyer defaults on payment and the supplier has accepted the Payment Protection Quote, the supplier must submit to CIT a claim on the form attached to the Factoring Agreement, completed

in its entirety (including all fulfillment and shipping documents as well as an aging report for all outstanding invoices with that buyer). TradeCard will assist the supplier to the extent of documents on the TradeCard Platform that the supplier may be unable to access. This package of information must be sent to CIT within 20 days of the initial TradeCard system debit failure. CIT will then review and investigate the documentation and, if all of the requirements in the Factoring Agreement have been satisfied, pay the protected amount within 90 days after the month of the original payment due date.

How does CIT credit protection on a TradeCard transaction compare to a Letter of Credit from the buyer's bank?

Just like a Letter of Credit, CIT provides trusted, third-party credit protection for suppliers within a defined time frame for the credit protection. However, with CIT and TradeCard, the time frame is flexible and defined on a transaction-by-transaction basis by suppliers and their trading partners, independent of CIT or any other third-party.

In addition, as with a Letter of Credit, payment and coverage in a TradeCard transaction is dependent upon presentment of compliant documents. But with CIT and TradeCard, the buyer and the seller have the ability to negotiate and resolve any discrepancies on the TradeCard Platform free of charge without any third-parties involved in the resolution decision. Provided both parties resolve all discrepancies, CIT will provide protection on the transaction, saving suppliers and their trading partners time and money.