

# TRADE CREDIT

Africa is home to some of the fastest-growing economies in the world. With African firms highly rationed out of credit markets, trade credit has become an increasingly important source of financing. However, protracted default, insolvent buyers, and political uncertainty are ever-present issues which make trade credit a risky business. Such risks can be even more pronounced in volatile regions, where concentration risk may pose an additional concern. A lot still remains to be done to bridge the trade finance gap in Africa; the market is evolving, demand largely exceeds supply, and risks are boundless.

## WHO WE ARE

### BECAUSE MONEY DOESN'T GROW ON TREES

Our Trade Credit division provides customized risk advisory and broking services to help business entities wanting to protect their accounts receivable from loss due to credit risks such as non-payment, insolvency or bankruptcy. The division's thorough industry expertise combined with Minet's vast knowledge of the African continent, allows us to provide clients with tailor-made packages that best suit their needs.

## OUR SOLUTIONS

We are dedicated to providing our clients with profound subject-specific expertise and a full range of risk and insurance broking services that help reduce costs, control risk, protect the future of their organisation, and achieve their objectives. There is a greater chance that a business will experience a loss within their accounts receivable than any other asset! By helping our clients identify the risks that could threaten their strategy, operations and success, we can help them thrive. Our team analyses and provides coverage solutions to risks including:

### WHOLE TURNOVER:

Insures all of a company's sales; typically structured to cover smaller accounts through a blanket level of cover (Discretionary Credit Limit), while larger accounts are named to the Policy.

### KEY ACCOUNT POLICY

Policy can be structured to insure (on a named basis) from 3 to 200 accounts. Typically written with no deductible, structured with a 10% coinsurance.

### SINGLE DEBTOR POLICY

Insures only one key debtor; premiums are dependent on the credit quality of the insured account.

### SPECIFIC ACCOUNT:

Specific accounts are selected to be insured; insurers require that the selection basis is not totally adverse.

## YOUR BENEFITS

Our Trade Credit solutions are designed to address our client's total cost of risk; the advantages are, among others:

- As we are Aon's largest Global Network Correspondent, we have access to over 50'000 colleagues in 120 countries as well as to their proprietary data, research and analysis, enabling us to manage and secure the risks of our clients
- Our unique combination of experience and specialism allows us to develop an in-depth understanding of our clients' risk profile to optimise placement outcomes
- Our unique structure enables us to deliver tailored solutions to clients who navigate complex market conditions
- Our focus on high ethical standards, professionalism and innovation enables us to deliver effective risk solutions, supported by personal service for which we have built an unrivalled reputation
- Our advanced ecosystems for communication and claims management work constantly to update staff members on key information about benefit utilization and issue resolution to ensure a seamless customer experience