Utilising credit solutions

Why do people use credit solutions to help achieve their strategic objectives

Driving growth
Enhancing your balance sheet
Protecting your assets
Optimising your working capital cycle

AON
Empower Results®

Covid19 changed everything

- The COVID19 pandemic is like nothing we've seen before in our lifetimes
- An event so widespread it's impact could be felt in every business within every sector
- The lockdowns put in place in the UK (and across the globe) left business unable to transact in the normal way. Leaving entire supply chains disrupted and resulting in a 'dash for cash' as businesses looked to secure working capital
- What has been left is still uncertain, what is certain is that the impact of COVID19 from an insolvency stand point is yet to be felt and the economy (both global and local) will be affected for many years to come
- All of this is on a backdrop of an economy that was already slowing, with Brexit on the horizon

What is credit insurance?

It protects your business to business (B2B) sales in the event of **insolvency** or protracted **default**.

In reality however, this is about **driving growth**, **enhancing your balance sheet, protecting your assets** and **Optimising your working capital**

- Sustain growth strategies with new and existing clients
- Identify and mitigate risks before they materialise
- Optimise working capital and improve liquidity
- Unlock new value and improve access to financing

So what do we mean when we say… Driving growth

Credit insurance can help **drive growth** by giving you

The information to access **new markets** and trade securely

The ability to Trade with **new customers**, even those who are currently unknown to you

Aiding trade with existing customers, by utilising the limit and the information given by the insurer

Giving you a **competitive edge** in negotiations

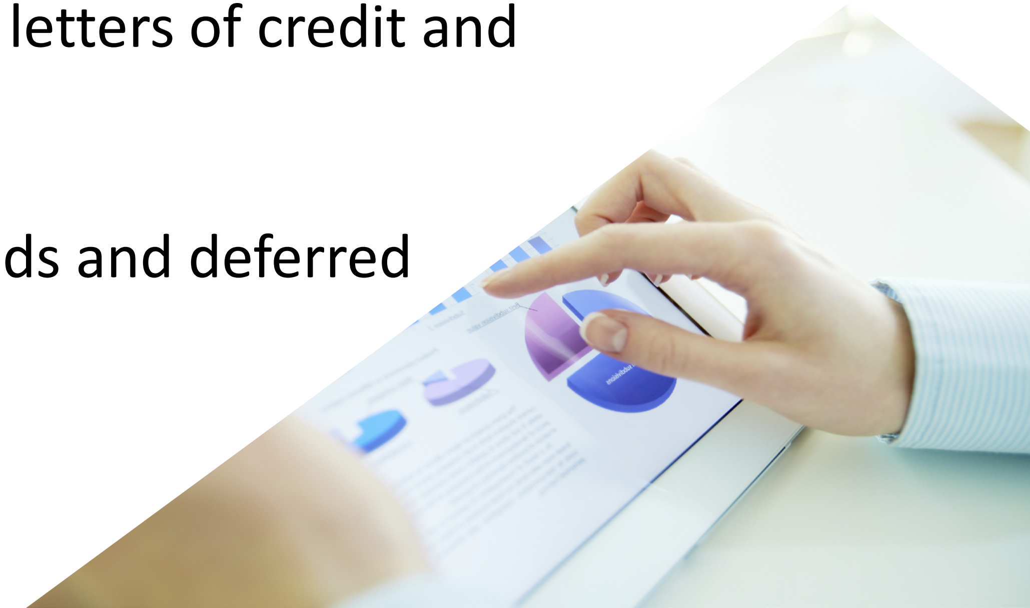
So what do we mean when we say…
Enhancing your balance sheet

Credit insurance can help **enhance your balance sheet** by credit wrapping your receivables enhancing them as an asset.

By doing this it could **improve your attractiveness as a risk for financiers**

We can also utilising surety based solutions to replace letters of credit and guarantees, **freeing up locked working capital**.

We can also use solutions such as duty deferment bonds and deferred consideration to **aid business transactions**



So what do we mean when we say…
Protecting your assets

Credit insurance can help **protect your assets** by

Protecting your receivables in the event of **protracted default or insolvency** giving you **certainty of cash flow**

Improved governance by providing vital information, enabling better decisions and supporting ECL calculations

Protection can be **tailored to businesses appetite for risk**

And can include endorsements such as **pre shipment, consignment stock or binding contracts** cover

So what do we mean when we say…
Optimising your working capital

Credit insurance can help **optimise your working capital** by

Reducing the risk of your receivables portfolio making it **more attractive to financiers**, potentially aiding both rates and capacities

Looking at you as a risk we can help gather capacity to be used to aid your **supply chain**

Utilising the credit wrap, reverse credit and surety solutions we can **optimise all elements of your working capital** with our 360 degree methodology

So, why choose credit insurance?

The solutions we are looking at do more than protect you in the event of an insolvency, when used and applied correctly this solution can help you achieve your strategic objectives.

Driving business **growth**

Protecting your assets

Enhancing your balance sheet

Optimising your working capital

Improving governance