

HOKODO HELPS

level the playing field for Europe's SMEs

Financial Services companies have neglected Europe's SMEs, placing many FS solutions out of their reach



Hokodo serves them with products which were historically only accessible to large corporates

THE CUSTOMER PROBLEM

200,000 European SMEs fail each year due to late or non payment of invoices¹



Forced to offer risky trade credit terms

>50% of invoices are paid late, 2.1% are never paid²



Lack access to information

75% of firms never conduct any credit checks at all²



Poorly served by today's FS industry

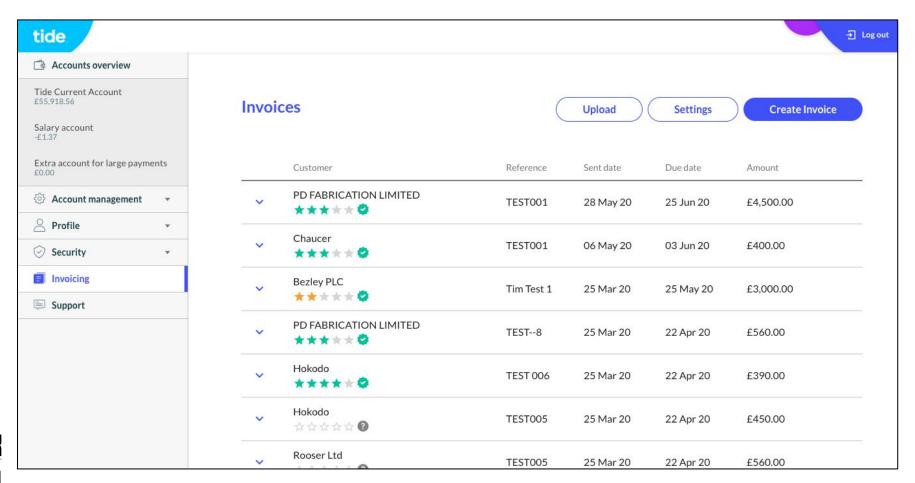
>99% of SMEs have no credit protection against this risk

Hokodo addresses the massive SME financing and protection gap enabling SMEs to trade safely

OUR SOLUTION

Contextual insurance inside the tools SMEs use day-to-day (1/2)

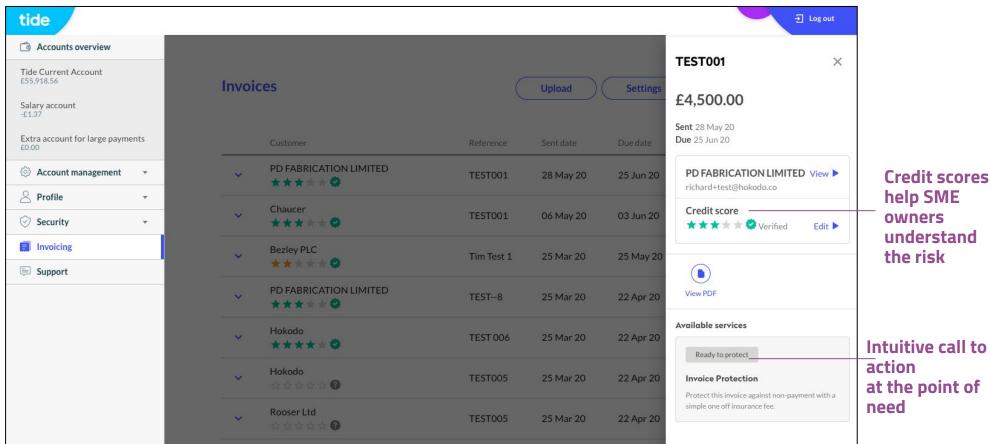
EXAMPLE: Integration of credit insurance into a bank's invoicing module



OUR SOLUTION

Contextual insurance inside the tools SMEs use day-to-day (2/2)

EXAMPLE: Integration of credit insurance into a bank's invoicing module



Impact of COVID

Temporary

- Significant increase in payment delays (cash hoarding), and significant reductions in trade credit availability
- 2. Government loans don't actually solve the crisis in trade credit
- 3. Some sectors have become near-uninsurable despite including many strong businesses
- 4. But in most sectors credit insurance can be a key part of the solution if the distribution challenge can be solved
- 5. Single invoice cover is more particularly suited to this environment
- 6. Growing perception of risk and demand for cover

Structural

7. Shift to online B2B trading

