



The African vehicle leasing industry has surged in recent years, propelled by economic growth, urbanization, and changing consumer tastes. Offering cost-effective alternatives to ownership, leasing has gained traction, relieving individuals and businesses of upfront investments and maintenance hassles. Technological strides, including telematics and fleet management solutions, bolster safety and efficiency, opening avenues for local and international players to cater to diverse market needs. With urbanization, sustainability, and digital innovation steering the future, tailored leasing solutions stand poised to meet evolving African demands.

WHO WE ARE

WHERE INNOVATION MEETS LEASING

Our Leasing division provides customized risk advisory and broking services to mitigate risks that span the entire spectrum of the industry, ranging from insurance placement, claims administration, driver education & leasing partners training to litigation management. The Leasing 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 provide 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 organization, and achieve their objectives. 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, but not limited to:

- **Designing, procuring, and binding** the appropriate and **tailor-made insurance solutions** to cover lease units, third party liabilities, motor contingent liabilities and passenger legal liability.
- Performing associated **insurance tasks and work** such as new fleet delivery preparations, timely renewals, write off management to ensure rental income is optimized, repair progress monitoring to ensure minimal downtime for grounded units, and Management and facilitation of regular reports on grounded units for visibility.
- **Management of claims:**
 - We manage all matters under litigation in courts for pending cases.
 - We hold Monthly and Quarterly performance briefs and reporting.
 - We manage all the value chain partners - government, lessors, lessees, financiers, insurers, and service providers.
 - We provide risk management and advisory services (e.g., root cause analysis and user training).
 - We provide real-time-accident-claims tracking and visibility, ensuring minimal downtime of the fleet.

YOUR BENEFITS

Our leasing solutions are designed to address our client's total cost of risk; key advantages are:

- 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