



April 10, 2025
Paris

Press release

AU Group and ETG (EIRS) Launch Africa's First Dedicated Trade Credit & Political Risk Insurance Platform

AU Group, the leading specialist broker in Trade Credit and Political Risk insurance, announces a strategic partnership with ETG (Export Trade Group) — a longstanding African agribusiness player — through its insurance and reinsurance brokerage arm EIRS (Export Insurance & Risk Solutions). Together, they are launching Africa's first platform dedicated exclusively to Trade Credit and Political Risk insurance.

Founded in the 1960s, **ETG** has supported African farmers for over 60 years. Over time, the group has expanded through the creation of various subsidiaries, the latest being **EIRS**, focused on insurance and risk management. Today, **ETG generates over \$7 billion in annual revenue** and stands as a major force in African trade.

*"We are thrilled to collaborate with ETG Insurance & Risk Solutions. Their competence, their deep-rooted presence and relationships across Africa will significantly strengthen our ability to deliver bespoke Trade Credit and Political Risk solutions. Together, we aim to foster economic growth and contribute to greater stability across the continent," said **Louis Bollaert**, CEO of AU Group.*

*"This partnership is a major milestone for EIRS in establishing itself as a multi-specialist broker in Africa. By combining ETG's expertise in pure trade with AU Group's know-how in securing and financing trade receivables, we are better positioned to support the continent's economic development," added **Abhishek Jain**, CEO of EIRS at ETG Group.*

Covering **nearly 51 African countries**, this partnership builds on the **complementarity of both organisations** — ETG's trade expertise and AU Group's credit & political risk solutions. It will be led by **Aurélien Paradis**, CEO of AU Group Middle East, and **Nolwenn Allano**, Chief Commercial Officer of EIRS.

The partnership also reflects the shared DNA of AU Group and ETG: family-owned companies with strong values and a long-term strategic vision. It is part of AU Group's ambition to accelerate international expansion across high-potential markets.

The objective of this membership is to form a "long-term" business partnership in Africa.

About AU Group

Since 1929, AU Group, a brokerage and consultancy firm specialising in credit & political risk management and working capital financing, has been working alongside B2B companies. AU Group advises and supports its customers in an innovative way to meet their challenges of securing trade receivables, financing their growth and managing trade receivables. AU Group operates throughout the world, in all business sectors and for all types of company. Every day, the AU Group teams develop tailor-made solutions and recommend the best proposals to its clients, negotiate with providers and then deploy and manage the selected solutions. AU Group is an independent, 100% family-owned company with 260 committed experts in 50 countries.

For more information: www.au-group.com

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