

# NCI MINUTE

your quarterly trade credit update

## A word from the MD

Welcome to another edition of the NCI Minute.

We have some exciting IT developments due to be released in the coming months. Just last week we added the ability for clients to submit credit insurance claims online via NCINet. We believe this will simplify the claim lodgement process and improve the overall client claim experience.

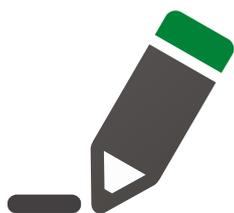
In external news, a new trade credit underwriter, The Bond and Credit Company (The B&C Co) has launched in Australia. NCI will be able to approach The B&C Co for quotations shortly.

Feel free to contact me if you have any questions regarding the above or anything else happening at NCI.

Kind regards  
Kirk



**Kirk Cheesman**  
NCI Managing Director



## Latest Information

Our trade credit risk index has remained high for Q2 2016. This is due to continued levels of high claims, collection and adverse alerts. To view the index and others news at NCI, click [here](#).

## Q2 INDEX SCORE 15,777





## News

### Euler Hermes Country Risk Maps

One of our insurance partners, Euler Hermes, has released a series of interactive country maps. Each tells a different story, these include general country risk, the average days for payment, insolvency and collections. Each is categorised by country and detailed reports are available. To view the map click [here](#).

## Compliance Tip

### PPSA and Trusts

There has always been an element of confusion regarding registrations on the PPSR where Trusts are concerned. In the absence of legal precedent, NCI's advice has always been for our customers to be cautious and register against both the trustee and the trust.

We have been made aware of an argument from an administrator attempting to dismiss a registration against the ACN of a company, on the basis it should have been registered against the ABN of the Trust for which it acted. While we have yet to see how such an argument plays out we want to take this opportunity to remind our clients that, when trading with a company acting on behalf of a trust, a registration against the Trust's ABN is strongly advised.



## Industry News

We drew attention in an earlier NCI Minute to the launch of a new Personal Property Securities Register in Papua New Guinea. It is now time to remind exporters to PNG of the need to ensure any security interests they have as part of their sales agreements need to be registered if they are going to be effective. Unlike the Australian PPSR's two year transitional period, PNG is only allowing a 6 month transition – this means that exporters who have signed agreements dated prior to 1st May only have until 31st October to register their security interest if they are going to retain its full effectiveness.

Registration for pre-existing security interests incurs no fee if registered by 31/10/16 but, along with registrations for new security interests, will cost K20 (approx. AU\$9.00) after that date.

Unfortunately, due to the very different IT infrastructures involved, NCI will not be able to lodge registrations on our clients' behalf, however, we will do our best to help with advice and steer you in the right direction.

Registrations can be made at [www.ppsrpng.com](http://www.ppsrpng.com).