



LOMBARD

Guarantee

General & Commercial  
Fuel

At Lombard Insurance, we believe in investing in long-term relationships. We value relationships built on mutual respect. By turning probabilities into possibilities and opportunities into action we maintain true partnerships for lasting success.



# What makes us different

Lombard looks intimately into each situation, analyzing it on its own merits, focusing on the details, the potential and the opportunity. Businesses need working capital to facilitate the efficient execution of their business. No two businesses are the same. We understand this and focus on creating an offering that enhances relationships for all parties.

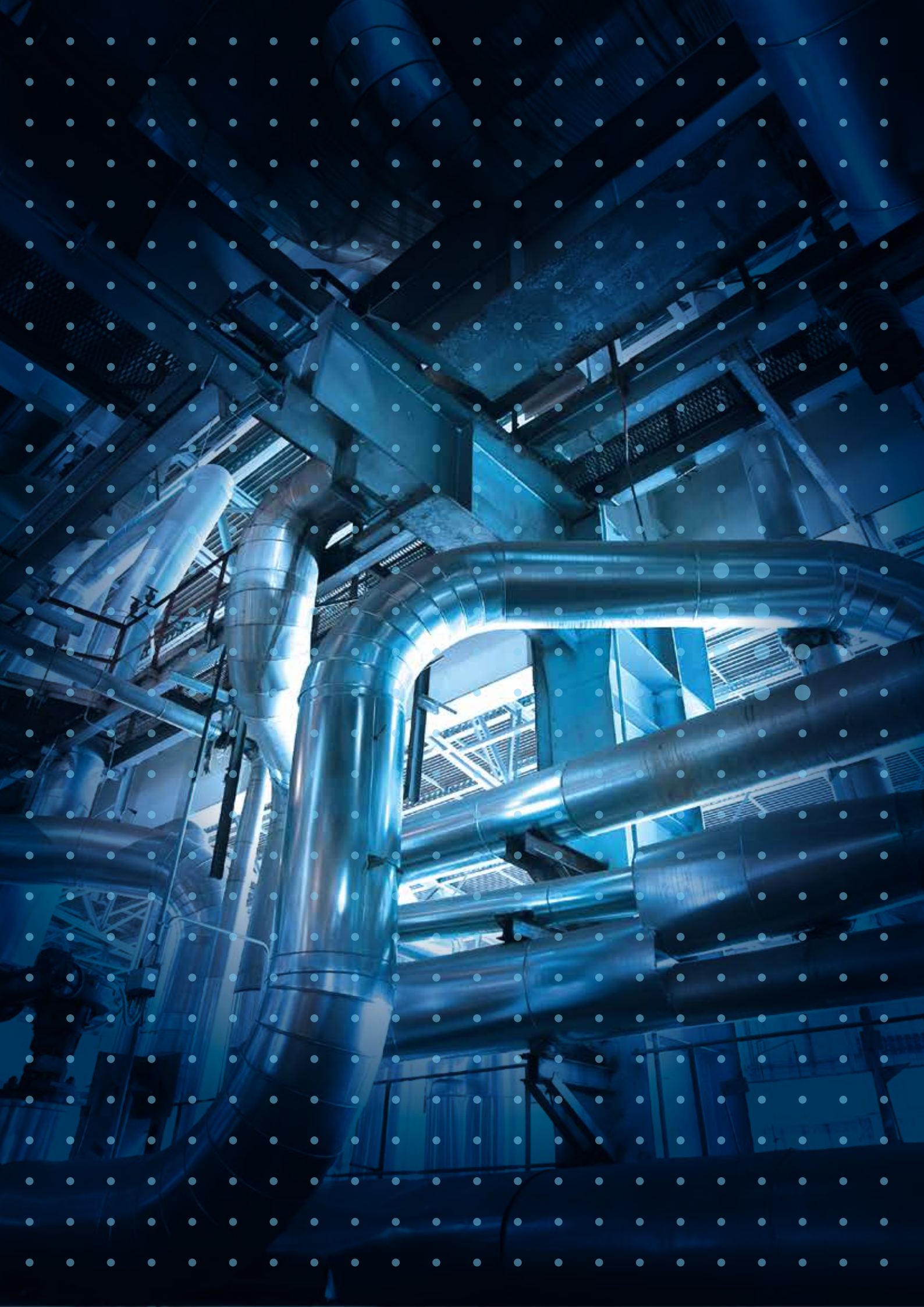
With a division that specialises in understanding the needs of the Fuel industry, Lombard has ensured we match these needs through our guarantee product offerings.

We recognise there is a greater need than just issuing guarantees.

# Fuel Guarantees

We maintain high industry insight through close relationships with all stakeholders including industry forums, fuel suppliers and ancillary services. We ensure we are kept abreast of industry trends as well as changes in statutory requirements. As such, we pride ourselves on intimately understanding the dynamics of each requirement and the effect on the individual business.





# Fuel Guarantees

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Fuel Guarantees are offered as security for a credit line given by the supplier of fuel. The guarantee states that if the client (buyer of the fuel) does not pay the supplier on the terms agreed by the two parties, the supplier can claim such payment against the guarantee. This could cover purchases of Diesel, Unleaded Petrol (ULP), Fuel Oil, Liquefied Petroleum Gas (LPG/Propane/Butane), as well as lubricants and associated products.

We issue fuel guarantees for the following industries:

Fuel Wholesalers (also called distributors or marketers)  
Bitumen Suppliers  
Gas Suppliers  
Lubricant Resellers

Our guarantees are accepted by the following major fuel suppliers:

Astron  
BP  
Engen  
Masana  
Puma  
Sasol  
Shell  
Total



Related product guarantees that can be offered:

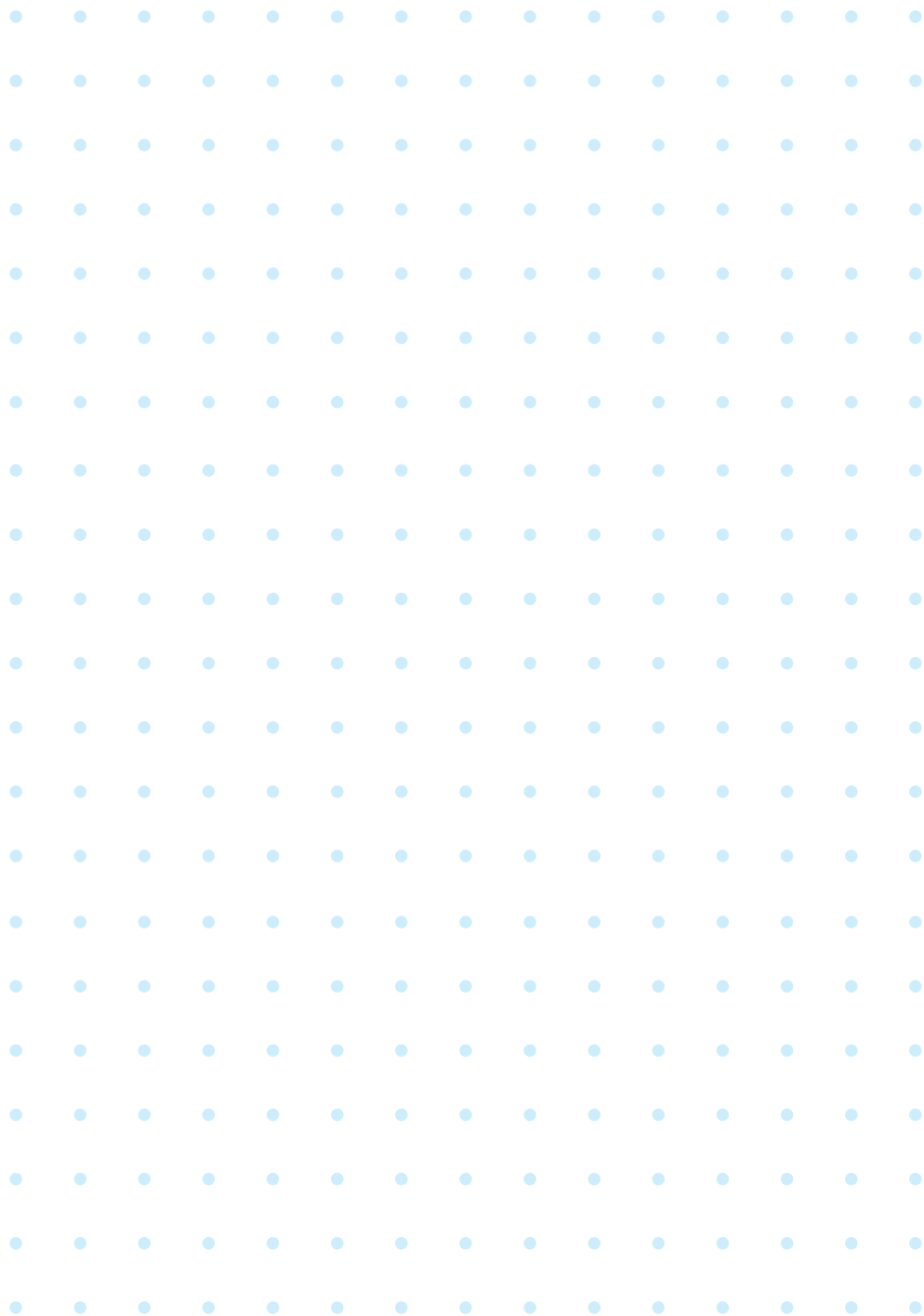
Airline Guarantees

Customs Guarantees

Performance Guarantees

Transnet Guarantees

Utilities Guarantees





# LOMBARD

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Lombard Insurance Company Limited is an Authorised Financial Services Provider (FSP 1596)  
and Insurer conducting non-Life insurance business