

# **Non-household alternative eligible credit support policy**



**Wessex Water**  
YTL GROUP

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# Non-household alternative eligible credit support policy

## Introduction

### 1 Our commitment

Wessex Water is committed to supporting the non-household market and fostering constructive working relationships with all retailers operating within its region. We know how important cash flow is to manage their businesses and the dependence for many on having credit facilities in place with their wholesalers.

The market's existing business terms afford retailers a certain level of mandatory credit arrangements but only if they meet the eligible criteria. Whilst in general this strikes the balance between the creditworthiness of the retailer and the financial exposure of the wholesaler, it may not consider all factors and may disproportionately affect new and smaller retailers' ability to secure credit. Agreeing alternative credit arrangements with their wholesalers may be their only option.

In setting out our alternative eligible credit arrangement policy, Wessex Water has considered where it can best support the market, its additional financial exposure, and the administrative burden of the scheme. It seeks to comply with competition law and [Ofwat's latest guidance on alternative credit arrangements in the Business Retail Market](#).

We have therefore set out our alternative eligible credit arrangements below. As per Ofwat's guidance this facility is open to all retailers meeting its criteria. The scheme offers a Maximum Alternative Eligible Credit Support Cap of £200,000 which is available to each retailer, a significant commitment to support the market, but also mindful of the overall financial exposure to Wessex Water.

The policy will better support new retailers without a credit history and smaller retailers with a good credit history who will see a greater proportion of their wholesale charge eligible for alternative credit. We believe that such a policy will encourage market entry, greater choice, and support smaller more innovative retailers.

Wessex Water policy also looks to reduce the administrative burden for those wishing to access the scheme. We are removing the requirement for retailers to submit independent credit reports in support of their application and the need to provide regular credit reports after the arrangement is in place. All applications and subsequent agreements will be assessed and monitored using our own third-party provider Credit Safe, a recognised credit scoring agency.

### 2 Assessment criteria and credit limits

Retailers' individual credit scores and risks will be subject to a fair and objective assessment. Established retailRetailers individual credit scores and risk will be subject to a fair and objective assessment. To be eligible, retailers are required to have a minimum Credit Safe score of 50.

New entrants may be offered up to £20,000 for the first year of trading. As credit history becomes available, retailers will be expected to follow the standard process as set out in the business terms or apply for alternative eligible credit support as set out in this policy.

### Alternative eligible credit calculations

Retailer	Credit Safe score	Discount applied
New	n/a	n/a
Established	≥70	100%
Established	≥60	70%
Established	≥50	50%
Established	0-49	0%

Maximum Alternative Eligible Credit Support Cap is £200,000.

The Credit Safe score will determine the allowance which is applied to the credit support amount.

Eligible retailers will be offered a fixed amount up to £30,000, followed by the variable amount up to a maximum of £170,000.

There will be no excess eligible credit from either the fixed or variable credit amounts. This will only be due if another form of credit support is part of the calculation such as cash on deposit.

### 3 Worked examples

	Retailer A	Retailer B	Retailer C
<b>P1 Settlement</b>	<b>£303,000</b>	<b>£150,000</b>	<b>£8,500</b>
Total Credit Support Requirement (50 days)	<b>£488,710</b>	<b>£241,935</b>	<b>£13,710</b>
Experian Score %	20%	20%	0%
Unsecured Credit Allowance	£97,742	£48,387	£0.00
Amount of Reduced Default Notice Period Allowance	£87,968	£0	£0
Credit Support Amount	£303,000	£193,548	£13,710
<b>Maximum Fixed Amount £30,000</b>	<b>£30,000</b>	<b>£30,000</b>	<b>£13,710</b>
New Credit Support Amount	<b>£273,000</b>	<b>£163,548</b>	<b>£0.00</b>
Creditsafe Credit Score	<b>50</b>	<b>75</b>	<b>60</b>
Percentage Discount	50%	70%	70%
Alternative Eligible Credit Support Amount	£136,500	£114,484	£0.00
<b>Maximum Variable Amount £170,000</b>	<b>£136,500</b>	<b>£114,484</b>	<b>£0</b>
Remainder of Balance AEC Calc	£136,500	£49,065	£0
<b>Remaining Required Eligible Credit Support Amount</b>	<b>£0</b>	<b>£163,548</b>	<b>£0</b>
Excess Eligible Credit Support Amount	£0	£0	£0

### Terms and conditions

Wessex Water will regularly monitor each agreement. As set out as a condition of the legal arrangement, retailers will be expected to maintain good payment history and an eligible Credit Safe score throughout the duration of the contract.

For those retailers that do not meet the minimum credit score of 50, Wessex Water will assess each application on its own merits in accordance with the market codes and Ofwat's latest guidance.

### Our contact details

For further enquiries and applications, email [wholesalefinance@wessexwater.co.uk](mailto:wholesalefinance@wessexwater.co.uk)