

## CREDIT LINES | GLOBAL

# **Political Risk**

Our team offers investors, financial institutions, exporters/importers and corporate clients what they need most: deep understanding of their industry, stability to their business via our innovative credit

insurance solutions underpinned by extensive and specialised underwriting expertise; and a truly global reach.

**RISK** CAPACITY\* **UP TO** 

\$150m



Multi Line Risk Appetite  Appetite as of December 2024 (will change over time)		Political Risk Non-Credit Traditional PRI - Confiscation, Expropriation,	Political Risk Credit Contract Frustration -	Project Finance Comprehensive Non Payment by	Structured Credit Non Payment coverage on
		Deprivation & Political Violence Normal max \$100m, up to \$150m absolute max	Non payment Normal max \$100m, up to \$150m absolute max	Project Company \$100m	financings, typically loans (CR \$100m
	Farming & Agrichemicals	ap to \$150m absolute max	ap to \$15011 absolute max	•	•
Agriculture	Distributors	•		•	
	Traders	•	•	•	Ŏ
Automotive	Automobile & Parts	•	•	•	•
	Commercial	•	•	•	•
Chemicals	Consumer Chemicals and Specialty Chemicals	•	•	•	i i
	Basic Chemicals	•	Ŏ	•	i i
Construction	Home Improvement and Equipment/Materials	•	•	•	<u> </u>
	Building/Contractors	•	Ŏ	•	i i
Consumer (Non-food)	Luxury Goods	•	•	•	•
	Household Products & Apparel	•	•	•	
Financial Services	Insurance and Funds	•	•	•	•
	Banks	•	•	•	- i
Food & Beverage	Alcoholic Beverages and Tobacco	•	•	•	•
	Food & Beverage	•			•
Healthcare	Pharmaceuticals and Distributors			<u> </u>	•
	Hospitals				
Industrial Manufacturing	Aerospace & Defense				•
	Heavy Equipment, Machinery and Generator	•			
	Municipalities/Public Sector Bodies				<u> </u>
Infrastructure	Construction & Projects		- i		
	Real Estate				
Leisure	Sports				
	Travel, Hotel & Restaurants				
Media & Entertainment	Entertainment				
	Media & Publishing and Advertising				
Metals & Mining	Mining				· · ·
	Steel				
	Non-ferrous metals	<u> </u>		<u> </u>	
Oil & Gas	Upstream & Integrated				
	Midstream & Downstream				
Other	Governing bodies and Services				<u> </u>
	Packaging and Pulp & Paper		Ŏ		<u> </u>
Paper, Pulp & Packaging	Print				<u> </u>
Power & Utilities	Power Generation				
	Utilities				
	Renewables				
	Chemist		<u> </u>		
Retail (Essential)	Grocery				
	Specialist				
Retail (Non-food)	Specialty Retail, Electronics and Apparel				
	Telecoms & Technology				
Telecoms & Tech	Distributors				
Transportation	Airlines & Aircraft				
	Logistics and Shipping				
	Logistics and Shipping				

A long-term provider of political risk insurance, we provide clients (and tenors) with stability, in-depth sector expertise, meaningful capacity and coverage for complex transactions.

## Our Political Risk Leaders

## **Edward Kelly**

Global Head of Credit Lines and Head of Global Specialty Lines - North America +44 (0)7711 194 838 Edward.Kelly@aig.com

Sumeet Berry Global Head of Political Risk +44 (0)7710 116 253 Sumeet.Berry@aig.com

## Vivek Sinha

Senior Underwriter, Structured Credit & Political Risk +44 (0)7599 200 178 Vivek.Sinha@aig.com

## Tim Brown

Senior Underwriter +44 (0)20 7651 6197 Tim.Brown@aig.com

## Melanie Richard

Senior Underwriter. Structured Credit & Political Risk Global Head of Portfolio Credit Sean Dunphy +44 (0)7936 046 901 Melanie.Richard@aig.com

## **Emily Hughes**

Senior Underwriter +44 (0)20 7954 8977 EmilyC.Hughes@aig.com

## Max Hull

Senior Underwriter +44 (0)20 7954 7194 Max.Hull@aig.com

## Pia Reyes

Senior Underwriter Structured Credit & Political Risk +44 (0)7842 301 075 Pia.Reyes@aig.com

## Oliver Lambert

& Senior Advisor Structured Trade Finance +44 (0)7834 773 009 Oliver.Lambert@aig.com

## Gareth Theessen

Portfolio Credit Underwriter +44 (0)7743 972 818 Gareth.Theessen@aig.com

## Sandeep Khare

North America Head of Credit, Project Finance and Structured Credit +1 212 458 4368 Sandeep.Khare@aig.com

Global Political Risk Lead (non-credit) +1 206 344 3205 Sean.Dunphy@aig.com

### Eric Van Heyst

North American Head of Structured Credit +1 212 458 1576 Eric.Vanheyst@aig.com

## Janet Shore

Vice President, Regional Underwriting Manager +1 312 930 1644 Janet.Shore@aig.com

## Yury Smulansky

Chief Credit Officer +1 646 831 2683 Yury.Smulansky@aig.com

## **CLAIMS SPECIALIST**

Patrick Sullivan Global Head of Trade Credit & Political Risk Claims +1 201 631 7408 Patrick.Sullivan@aig.com

## Melissa Chai

Trade Finance Lead APAC +65 8125 7478 Melissa.Chai@aig.com

### Raniit Bandekar Senior Underwriter,

Political Risk, APAC +65 9823 0767 Ranjit.Bandekar@aig.com

## Koji Ogawa

Senior Manager, Political Risk, Japan +81 3 6848 8694 Ogawa.Koji@aig.co.jp

## AIG Global Political Risk | Underwriting Sweet Spots

Coverage can be provided across a spectrum of Political and Credit risks.

## Political Risk (Credit)

Preference for insuring core financial institutions and multilaterals against non payment by sovereign or sovereign-owned entities with a focus

- Key infrastructure projects preferably with Export Credit Agencies
- - Top tier obligors in selected emerging markets

An appetite for wide range of secured and unsecured structures (loans, repurchase agreements, derivatives, asset backed lending etc.)

## Structured Credit

Preference for insuring top tier financial institutions against non payment by corporate

- Ratings of between BB- and BBB+

Appetite for wide range of secured and unsecured structures (loans, repurchase agreements, derivatives, asset backed lending etc.)

## Political Risk (Non-Credit)

Preference for insuring multinational corporates and lenders, mainly in emerging markets against named political perils with a focus on:

- Institutions with long experience in emerging markets
- Multi-country programs across varied geographies
- Risks based in markets where we have experience/appetite

**Project** Finance Preference for coverage at a senior debt level in project financing structures with a focus on:

- Variety of industries with specific focus on power, renewable energy, oil & gas, infrastructure, transportation, mining and telecoms (subject always to AIG's ESG criteria)
- Strong rated offtakers and reputable project parties involved
- Risks based in sectors where we have specific knowledge and expertise



## AIG Political Risk Differentiators



## **Long Track Record**



## **Market Leading** Capacity



## **Bespoke Cover**

geographical position.



## **Breadth of Classes** Covered



## **Political Risk**



## **Global Reach**

## Claims

Our clients and brokers are supported by:

- A dedicated and long-serving specialist Political Risk claims team
- Decades of experience paying claims in over 50 countries
- A single point of contact to assist throughout the lifecycle of the claim

## **Corporate Bankruptcy**

The Insured purchased non-payment insurance on a healthcare group located in the UAE to support its initial lending activity. The healthcare group would later default on its lending obligations due to corporate the Policy within two months of the claim being presented. AIG took assignment of the underlying claim and is now leading the recovery process.

The Insured, a global telecommunications company purchased non-payment insurance from AIG to help underpin its growth strategy in Africa. Following payment default by the Obligor, AIG indemnified the Insured fully on a sequential basis over a 5 year period and has collaborated closely with the Insured in its recovery efforts. This has resulted in near total recovery of the indemnified amount with further amounts expected in due course.

A large oil and gas services company was forcibly taken over by a South American country. The limit provided by AIG's Political Risk policy. AIG assets, allowing them to begin work again and avoid larger losses in the same country.

The scenarios described herein are offered only as examples. Coverage depends on the actual facts of each case and the terms, conditions and exclusions of each individual policy. Anyone interested in the above product(s) should request a copy of the standard form of policy for a description of the scope and limitations of coverage

## Working with AIG

To unlock and get the most out of our outstanding underwriting expertise and capabilities we have outlined some key requirements which are considered with each risk:



At least 5 years loss history



Risk quality will be the driver for risk selection



Location and amount of assets in each Host Country



Preferred coverages and sub-limit by peril



American International Group, Inc. (NYSE: AIG) is a leading global insurance organization. AIG provides insurance solutions that help businesses and individuals in approximately 190 countries and jurisdictions protect their assets and manage risks through AIG operations and network partners. For additional information, visit www.aig.com. This website with additional information about AIG has been provided as a convenience, and the information contained on such website is not incorporated by reference herein. AlG is the marketing name for the worldwide operations of American International Group, Inc. All products and services are written or provided by subsidiaries or affiliates of American International Group, Inc. Products or services may not be available in all countries and jurisdictions, and coverage is subject to underwriting requirements and actual policy language. Non-insurance products and services may be provided by independent third parties. Certain property casualty coverages may be provided by a surplus lines insurer. Surplus lines insurers do not generally participate in state guaranty funds, and insureds are therefore not protected by such funds. American International Group UK Limited is registered in England: company number 10737370. Registered address: The AIG Building, 58 Fenchurch Street, London EC3M 4AB. American International Group UK Limited is authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and Prudential Regulation Authority (FRN number 781109). This information can be checked by visiting the FS Register (www.fca.org.uk/register). AIG Europe S.A. is an insurance undertaking with R.C.S. Luxembourg number B 218806. AIG Europe S.A. has its head office at 35D Avenue John F. Kennedy, L-1855, Luxembourg. AIG Europe S.A. is authorised by the Luxembourg Ministère des Finances and supervised by the Commissariat aux Assurances, 11 rue Robert Stumper, L-2557 Luxembourg, Grand-Duchy of Luxembourg, Tel.: (+352) 22 69 11 - 1, caa@caa.lu, www.caa.lu/.