



CREDIT LINES | GLOBAL

# Trade Finance

Our extensive and specialised trade finance team helps protect Financial Institutions and Corporates against the risk of non-payment or insolvency of the obligor(s) in trade finance transactions. Our deep understanding of the industry, environment and operations and a truly global reach enables AIG to support clients mitigate credit risk and manage capital more efficiently.



## Overview



For Banks, non-payment insurance reduces the amount of risk weighted assets and Tier 1 capital requirements in line with Basel Accords and other local regulations. For Corporates, non-payment insurance provides credit enhancement to their programs facilitating financing to support their working capital needs.

Our structured solutions, by the use of credit insurance to cover non-payment and insolvency risk of trade assets, also serve as a comprehensive alternative for Credit Enhancement, Portfolio Management, Capital Optimisation, also making trade finance an attractive asset class for investors.

We have a dedicated experienced global team with the skills and knowledge of Open Account and Documentary Trade and Structured Trade Finance that work closely with brokers and policyholders to deliver the best solutions.

## AIG Trade Finance - Underwriting Sweetspots

We underwrite the following:

	Single Risk / Multi-Named Buyers	Generally obligors rated BB- (or S&P equivalent) or better for Open Account and Documentary Trade Finance programs
	Structured Trade Finance	AIG can consider a wide spread of obligors in a portfolio with appropriate excess of loss structure



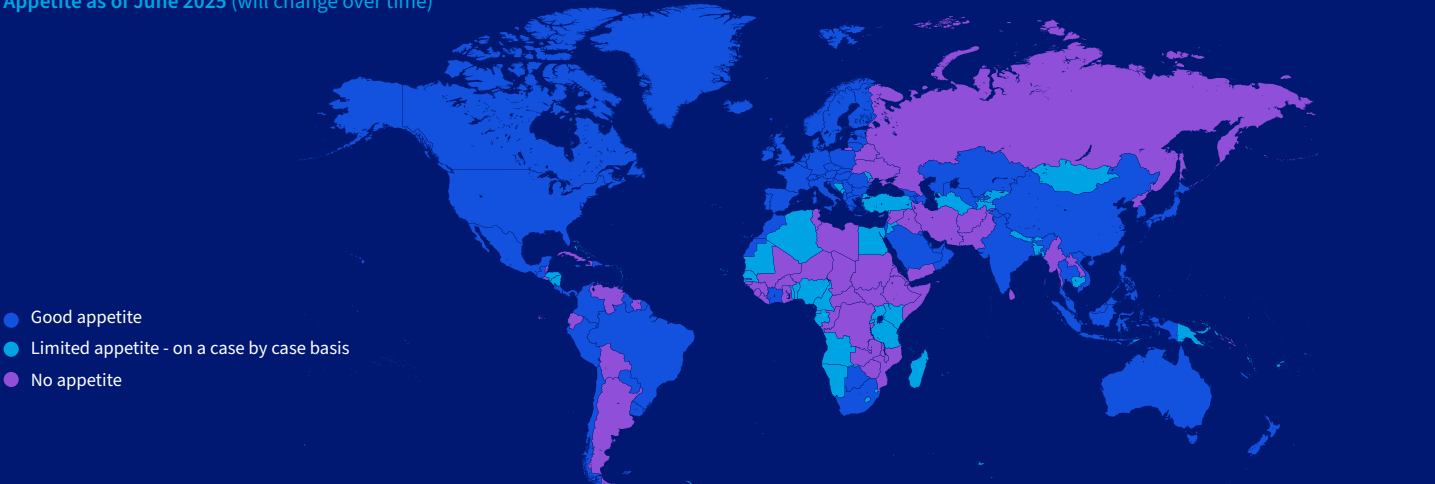
### Clients

We can accommodate:

- Banks
- Well established non-banking financial institutions
- Development banks and financial institutions

## AIG Global Trade Finance Country and Industry Appetite

Appetite as of June 2025 (will change over time)



Industry	Sub sector	Appetite
Agriculture	Farming & Agrichemicals, Distributors and Traders	Good
Automotive	Automobile and Commercial	Good
	Parts	Limited
Chemicals	Consumer and Specialty	Good
	Basic	Limited
Construction	Home Improvement and Materials	Good
	Building/Contractors	Limited
Consumer (non-food)	Luxury Goods	Good
	Household Products and Apparel	Limited
Financial Services	Insurance and Funds	Good
	Banks	Limited
Food & Beverage	Food & Beverage, Alcoholic Beverages and Tobacco	Good
Healthcare	Pharmaceuticals and Distributors	Good
	Hospitals	Limited
Industrial Manufacturing	Aerospace & Defense	Good
	Heavy Equipment and Machinery	Limited
Leisure	Sports	Limited
	Travel and Hotels & Restaurants	No

Industry	Sub sector	Appetite
Media & Entertainment	Entertainment	Good
	Media & Publishing and Advertising	Limited
Metals & Mining	Mining	Good
	Steel and Non-Ferrous Metals	Limited
Oil & Gas	Upstream & Integrated, Midstream and Downstream	Good
Other	Governing Bodies and Services	Good
	Real Estate	Limited
Paper, Pulp & Packaging	Pulp & Paper	Good
	Packaging and Print	Limited
Power & Utilities	Utilities and Power Generation	Good
	Renewables	Limited
Retail (essential)	Grocery	Good
	Chemist and Specialist	Limited
Retail (non-food)	Electronics, Specialty Retail and Apparel	Good
Telecomms & Technology	Telecomms and Technology	Good
	Distributors	Limited
Transportation	Airlines	Good
	Logistics	Limited
	Shipping	No

Strict underwriting criteria working with strong quality clients

Balanced policy structure and risk share with clients required

Growth sectors with strong underwriting appetite and long term client partnerships

Subject to AIG's Environmental, Social and Governance (ESG) commitment

This marketing material is intended for insurance brokers and other insurance professionals for their information. For full terms, conditions and benefits related to AIG products, please refer to the policy and associated documents.

# AIG Trade Finance Differentiators



## Experienced Team

Global team of industry and technical experts from trade finance, insurance, banking, securitisation, legal and technology backgrounds.



## Supportive Partnerships

Long-term relationships with clients built on trust, expertise, innovation and supporting them with their changing risk landscape.



## Compliant Offerings

Offerings that match funder and corporate needs and supports regulatory compliance for Basel/CRR capital relief.



## TC Bridge

Cost-effective solutions (TC Bridge) for corporates and banks where banks seek capital relief on receivables bought from corporate clients who already have an AIG Trade Credit policy.



## Country Focus

AIG can provide locally admitted insurance in over 200 countries globally with offices in UK, Europe, Middle East, APAC and Americas.



## Scalable Programmes

Empower our clients to navigate a constantly evolving credit landscape with on/off balance sheet, large portfolios and securitisation style structures.



## Flexible Solutions

Working with clients to offer a Discretionary Credit Limit for structure trade finance programmes.



## Portfolio Facility

Technology combined with data analytics to transform a traditional invoice-backed working capital programme into a real-time invoice-to-cash funding facility.



## Solid Foundation

Decades of trade credit experience coupled with strong financial rating.\*

\*Please refer to [www.aig.com/investor-relations](http://www.aig.com/investor-relations)

Our unified and experienced team of Trade Finance underwriters offers customised local and global single risk or portfolio insurance solutions for Financial Institutions

## Claims

Our experts provide tailored guidance to our clients on:

- Insolvency processes and policyholders' local markets anywhere on the globe
- Notifications through the claims process
- Key points to consider for debt collection and when presented with debt restructuring requests

You can be confident that when a claims situation occurs our claims team has the expertise and experience to help you protect your organisation from the most critical risks.

- We provide an initial claim receipt notification within 2 working days
- You will have a single point of contact throughout the lifecycle of the claim
- Clients have the choice of collection method and provider under their endorsed credit procedures

## Case Studies

### Insolvency

An insured faced adverse financial conditions as a result of the insolvency of a key customer. AIG indemnified the insured for a substantial portion of the customer's unpaid debt obligation, which allowed the insured to move forward without significant disruption to the business' cash flow. AIG took the lead in the ongoing recovery effort to reduce the loss sustained for the benefit of both parties.

### Capacity

AIG provided an increased policy limit on an existing excess of loss insurance-backed trade receivable securitisation program to support a Seller in the specialty chemicals industry with its growing working capital requirements. Thanks to the capital relief the sole Funder under the program obtained as a result of AIG CRR/Basel III compliant policy, the Funder could increase limits available for the program and the receivable financing facility was upsized with minimal additional costs.

### Capital Relief

AIG supported a global commodity trader client to create a structured trade finance solution with an insured amount of \$300m which allowed the three large trade finance banks participating in the programme to benefit from an insurance policy which qualified as unfunded credit protection under the Capital Requirements Regulation (CRR).

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.

## 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:



Established and experienced bank or funder



Financing related to underlying trade



Risk quality will be the driver for risk selection

## Our Trade Finance Leaders

### PRODUCT

**Underwriting Hubs:**  
Everywhere except Americas:  
[Trade.Finance@aig.com](mailto:Trade.Finance@aig.com)

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