



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



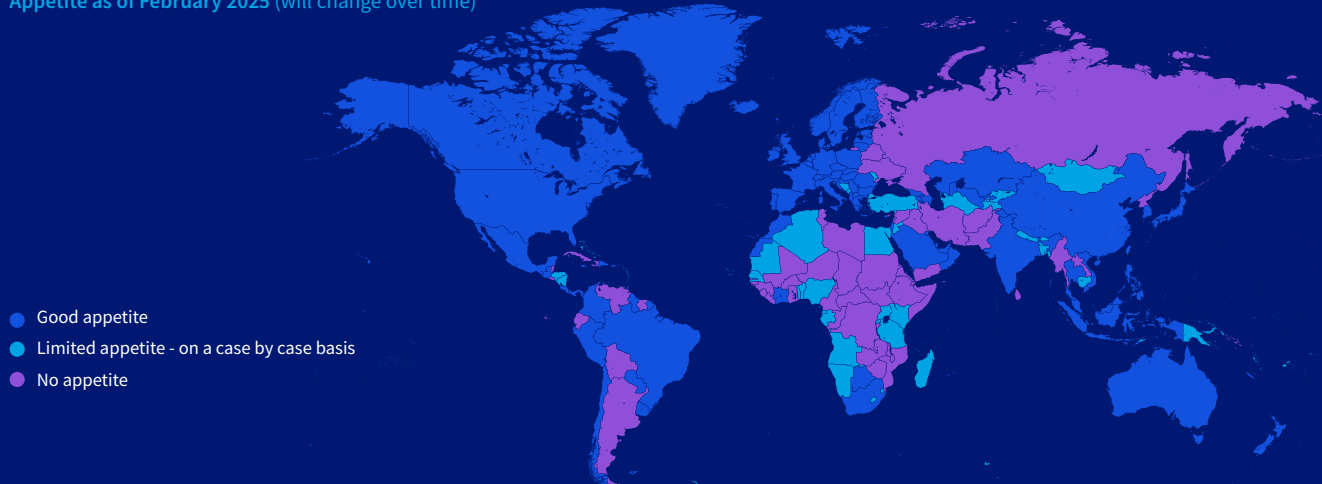
Clients

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 February 2025 (will change over time)



Industry	Sub sector	
Agriculture	Farming & Agrichemicals	
	Distributors and Traders	
Automotive	Automobile & Parts and Commercial	
	Consumer Chemicals and Specialty Chemicals	
Chemicals	Basic Chemicals	
	Home Improvement and Equipment/Materials	
Construction	Building/Contractors	
	Luxury Goods	
Consumer (non-food)	Household Products and Apparel	
	Insurance and Funds	
Financial Services	Banks	
	Alcoholic Beverages and Tobacco	
Food & Beverage	Food & Beverage	
	Pharmaceuticals and Distributors	
Healthcare	Hospitals	
	Aerospace & Defense	
Industrial Manufacturing	Heavy Equipment, Machinery and Generator	
	Sports	
Leisure	Travel and Hotels & Restaurants	

Industry	Sub sector	
Media & Entertainment	Entertainment	
	Media & Publishing and Advertising	
Metals & Mining	Mining	
	Steel and Non-Ferrous Metals	
Oil & Gas	Upstream & Integrated	
	Midstream & Downstream	
Other	Governing Bodies and Services	
	Real Estate	
Paper, Pulp & Packaging	Packaging and Pulp & Paper	
	Print	
Power & Utilities	Utilities and Power Generation	
	Renewables	
Retail (essential)	Grocery	
	Chemist and Specialist	
Retail (non-food)	Specialty Retail, Electronics and Apparel	
	Telecoms & Technology	
Telecomms & Tech	Distributors	
	Airlines & Aircrafts	
Transportation	Logistics and Shipping	

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

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 upzipped 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

Americas:
AmericasTradeFinance@aig.com

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

Larry Sesmer
Global Head of Open Account and Documentary Trade
+1 917 597 2119
Larry.Sesmer@aig.com

Oliver Lambert
Head of Structured Portfolio Finance
+44 (0)7834 773 009
Oliver.Lambert@aig.com

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

Jessica Oyigo
Trade Finance Lead Americas
+1 484 225 2468
Jessica.Oyigo@aig.com

Joel Palmer
Head of Trade Finance EMEA
+44 (0)7938 7403 06
Joel.Palmer@aig.com

CLAIMS SPECIALISTS

Adam Knowles
Global Head of Credit Lines Claims
+44 (0)7885 211 440
Adam.Knowles@aig.com



American International Group, Inc. (NYSE: AIG) is a leading global insurance organization. AIG provides insurance solutions that help businesses and individuals in more than 200 countries and jurisdictions protect their assets and manage risks through AIG operations, licenses and authorizations as well as 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. AIG 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). 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/.