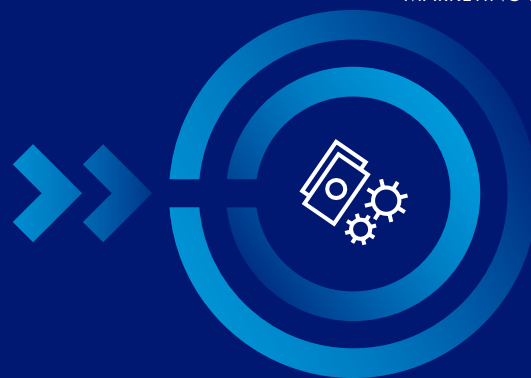




# TRADE FINANCE

WHERE WE CAN HELP



## INDUSTRIES

- Healthcare ●
- Financial Services ●
- Food & Beverage ●
- Power & Utilities ●
- Telecommunications & Technology ●

● Strong underwriting appetite

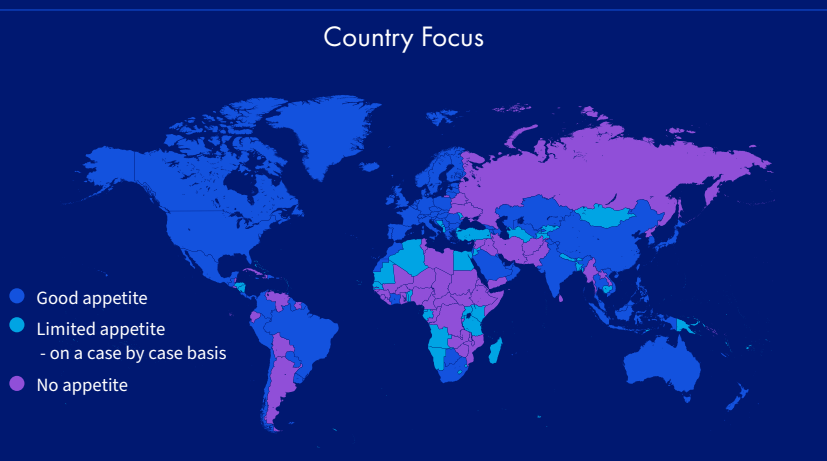
## SEGMENTS

- Single Risk / Multi-Named Buyers – Obligors rated BB- (or S&P equivalent) or better ●

### Structured Trade Finance

AIG can consider a wide spread of obligors in a portfolio with appropriate structure

## Country Focus



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

## AIG Trade Finance Differentiators

<p><b>Experienced team</b> Global team of industry and technical experts from trade finance, insurance, banking, securitisation, legal, technology.</p>	<p><b>Partnerships</b> Relationships built on trust, expertise and innovation.</p>	<p><b>Solutions</b> Creating solutions that match funder and corporate needs and support regulatory compliance for Basel/CRR capital relief.</p>	<p><b>Scalable programmes</b> On/off balance sheet, large portfolios and securitisation style structures possible.</p>
<p><b>TC Bridge</b> TC Bridge provides a simple <b>cost-effective</b> solution for corporates and banks where banks seek capital relief on receivables bought from corporate clients who already have an AIG Trade Credit policy.</p>	<p><b>Technology</b> Can offer integrated technology solutions.</p>	<p><b>Tenor</b> Up to one year or max. 18 months, options for non-cancellable.</p>	<p><b>Cover</b> Indemnity or excess of first loss cover.</p>

## Our Trade Finance Leaders

- |   |   |   |  |
|---|---|---|--|
| <p><b>Underwriting Hubs</b><br/>trade.finance@aig.com<br/>Everywhere except Americas<br/><br/>AmericasTradeFinance@aig.com<br/>Americas</p> | <p><b>Ana Velandia Evan</b><br/>Global Head of Trade Finance<br/>M: +44 (0)7513 711442<br/>Ana.VelandiaEvan@aig.com</p> | <p><b>Benjamin Toledano</b><br/>Global Head of Structured Trade Finance<br/>M: +44 (0)7938 521486<br/>Benjamin.Toledano@aig.com</p> | <p><b>Larry Sesmer</b><br/>Global Head of Open Account and Documentary Trade Finance<br/>M: (+1) 917 597 2119<br/>Larry.Sesmer@aig.com</p> |
|---|---|---|--|

\* OFAC/Sanctioned Countries excluded

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