

Trade Credit

OVERVIEW

AIG WorldSource® offers Trade Credit insurance protection against accounts receivable losses. Companies that sell goods or services on credit terms are highly exposed to the risk of non-payment due to buyer insolvency, protracted default, political risks or acts of war that prevent contract performance and failure to perform obligations under contract.

In an increasingly competitive global market place, Trade Credit insurance offers companies a variety of benefits including:

- Ability to expand sales to existing customers
- Protection and stabilization of cash flow
- More competitive credit terms to new customers in new markets
- Optimization of bank financing

COVERAGES

Coverage includes:

- Comprehensive export credit insurance
- Insolvency risk insurance
- Credit risk insurance

This coverage is available for both foreign and domestic accounts receivables and customized solutions for specific client needs can be developed with features such as:

- Ground-up cover with no deductible
- Coverage of top 50 buyers
- No non-qualifying loss amount
- Cost effective limit assessment and collection services
- Premium on a flat or adjusted basis

Endorsements available to extend coverage include:

- Pre-shipment cover on a case by case basis
- Debts falling due in policy period

CUSTOMER PROFILE

Designed for the following types of operations:

- Middle market companies trading on short term credit
- Multi-national Financial Institutions established in Trade Credit

UNDERWRITING REQUIREMENTS

Indications can be obtained quickly by providing the following:

- Name of the account, brief description of operations, and web site address
- Projected annual sales
- List of major customers and their projected credit limits
- Domestic and foreign loss history
- Contact information

Minimum Premium: \$25,000

CONTACT INFORMATION

US East Coast

John Pellow
175 Water Street, 14th Floor
New York, NY 10038
Tel: (212) 458-3608
Fax: (212) 458-5020
E-Mail: john.pellow@aig.com

US West Coast

Glenn Robins
777 South Figueroa Street, 15th Floor
Los Angeles, CA 90017
Tel: (213) 689-3754
Fax: (213) 689-3735
E-Mail: glenn.robins@aig.com

US Midwest and Southwest

Paul Kunzer
300 S. Riverside Plaza, Suite 2100
Chicago, IL 60606
Tel: (312) 930-5428
Fax: (312) 993-0126
E-Mail: paul.kunzer@aig.com

Canada

Alison Ramsay
145 Wellington Street West, 8th Floor
Toronto, Ontario Canada M5J1H8
Tel: (416) 596-2770
Fax: (416) 596-3950
E-Mail: alison.ramsay@aig.com

Insurance underwritten by members of American International Group, Inc. The description herein is a summary only. It does not include all terms, conditions and exclusions of the policy/service described. Please refer to the actual/service for complete details of coverage and exclusions. Coverage may not be available in all jurisdictions.