

North America Trade Credit Insurance

The AIG Advantage

Coverage Flexibility

Flexible program structures provide a high level of autonomy when granting credit to customers.

Coverage is tailored for an insured's entire accounts receivable portfolio, can be just the largest exposures or a single account.

AIG's coverage flexibility can facilitate more attractive bank financing to increase working capital available from the same pool of receivables.

Claims

Highly-experienced and industry-leading global claims team.

Over \$2B in global claims paid over our 40+ year history.

Multinational

One of the broadest networks among non-cancelable limit credit insurance carriers licensed in 70+ countries; supported by AIG Multinational tools and services.

Global accounts receivable insurance with local policy issuance for foreign subsidiaries wrapped by a controlled master program.

What is Trade Credit?

40+ year provider of customized non-cancelable limits coverage, credit management tools and debt collection services for mid-market businesses, large corporations, multinationals and financial institutions.

Minimum premium of \$20,000 and sales of at least \$10M for corporate clients.

Domestic and foreign accounts receivable can be insured under a simple, comprehensive policy.

Structures generally include risk sharing in the form of co-insurance and/or deductible.

Non-payment coverage available for short-term trade related receivables, payables, loans and letters of credit is financed by established trade finance banks and alternative lenders.

Learn more: www.aig.com/whyAIG-trade-credit

Why AIG

Challenge

Solution

Benefit

Problem Solvers

A communications client that provides products and services sought a broader solution providing non-cancellable limits Trade Credit coverage, as opposed to another current carrier's policy.

AIG worked closely with the broker to understand the client's needs and provide a better structure for the client with non-cancelable limits.

By partnering with AIG's Trade Credit team, the client obtained the more flexible, comprehensive policy.

Creative Solutions

A banking client sought a Trade Credit policy to sit excess above its participation in a syndicate Trade Finance agreement and their primary policy.

With sound knowledge of this Trade Finance arrangement from another participating bank, AIG quickly stepped up with manuscripted coverage and bound the coverage.

The client obtained the desired coverage and was appreciative of AIG's ability to respond promptly through our experienced team's understanding of this risk.

Claims Expertise

A storied luxury retailer filed for Chapter 11 bankruptcy due to pressures from online retailers, leaving its suppliers with millions in unpaid invoices.

AIG's client claimed the unpaid invoices under its Trade Credit policy and received a seven figure claim check.

AIG's client was able to continue operations as normal and meet its obligations to clients and lenders.

National Leadership



Brad Hébert
Head of
North America
Trade Credit



Craig Bergmann
Head of Middle
Market Trade
Credit, North
America



Larry Sesmer
Head of Trade
Finance,
North America



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. AIG is the marketing name for the worldwide property-casualty, life and retirement, and general insurance operations of American International Group, Inc. For additional information, please visit our website at www.aig.com. 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 coverage is subject to 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, Inc. All rights reserved.