



African Trade Insurance Agency
 Agence pour l'Assurance du Commerce en Afrique

Executive Summary

Function

Provide short, medium and long term guarantees and insurance for both political and commercial risk.

Institution

We are a multilateral financial institution providing export credit insurance, political risk insurance, investment insurance and other financial products to help reduce the business risks and costs of doing business in Africa. We also facilitate foreign direct investment into and trade flows within and exports from the continent.

ATI was launched in 2001 with the financial and technical support of the World Bank and the backing of seven African countries. In less than a decade, we have supported over \$1.2 billion worth of trade and investments across the continent, secured an investment grade rating of 'A' from Standard & Poor's, and expanded membership to more than a dozen African countries with plans to attract non-African member states by 2011.

Credit Rating from Standard & Poor's

Long Term Counter Party Rating: A/Stable - Insurer Financial Strength Rating: A/Stable

Our Partners

ATI partners with leading players with global operations and include: ACE, AIG, Atradius Group, Chubb, EDC, EFIC, Lloyds of London Syndicates, MIGA, OND Ducreire, OPIC and Zurich Financial Services Group.

Our Vision

To transform Africa into a prime trade and investment destination.

Our Mission

To turn African risk into opportunity by providing insurance and financial products, in partnership with the private and public sector.

Our Products

We offer two main insurance products that cover political and export/trade credit risks. Foreign direct investment risks fall under our political risk insurance. We also offer reinsurance coverage to insurance companies operating in or supporting business into or out of our African member states.

Here is a selection of the political, trade credit and commercial risks that are covered by our insurance policies:

Expropriation	Arbitral award default
Transfer restriction	Mobile assets
War, civil disturbance or civil commotion	Unfair calling of bonds
Transfer restriction	Comprehensive non-payment

Expropriation

Covers against confiscation, expropriation, nationalisation and other illegitimate actions of foreign governments which may deprive you of your rights of ownership or control of your assets without appropriate compensation in a freely convertible currency.

Transfer Restriction

Covers against the inability to both convert local currency into convertible currency and to transfer convertible currency out of the country. Currency inconvertibility and transfer risk policies apply to losses resulting from financial crises, convertible currency shortages or arbitrary political decisions by a government.

War, Civil Disturbance or Civil Commotion

Covers against destruction, disappearance or physical damage to tangible assets caused by politically motivated acts of war or civil disturbance including revolution, insurrection and coups d'etat.

Arbitral Award Default

Covers lenders or investors against the non-honouring of an arbitral award in their favour by the host government. If the award was withheld due to a breach of contract in a project agreement (or rejection of the project agreement) by the government, which prevents you from receiving your guaranteed reimbursement amount; and clearly states that such a breach by the government was the cause of the loss.



African Trade Insurance Agency
Agence pour l'Assurance du Commerce en Afrique

Executive Summary

Embargo

Covers against financial loss due to trade embargoes or any other sanction imposed by the Security Council of the United Nations, or by any country or group of countries against the host country.

Mobile Assets

Covers the loss of, or inability to repatriate mobile assets (or associated financial proceeds) on completion of a project due to political risk. It may also cover any relocation or lease of assets to a project in one of the ATI Member States.

Unfair Calling of Bonds

Covers the unfair or fair calling of bid bonds, advance payment bonds, performance bonds, warranty bonds, maintenance bonds, retention bonds or customs bonds etc., issued in support of the supply of goods or services by a buyer or buyer's bank, arising from defined political events.

Comprehensive Non-payment

Covers creditors (e.g. contractors, lenders, lessors, suppliers) against political and commercial non-payment risks for (structured) single credit risk transactions with private, parastatal or sovereign obligors domiciled in any of the ATI Member States.

Members

Member States
Burundi, Democratic Republic of Congo, Kenya, Madagascar, Malawi, Rwanda, Tanzania, Uganda and Zambia
Signatories Member States Pending Ratification
Djibouti, Eritrea and Sudan
Member States Pending Signature And Ratification
Benin, Gabon, Ghana and Liberia

Other Members:

African Reinsurance Corporation (Africa Re), Atradius Group, the Common Market of Eastern and Southern Africa (COMESA), the Eastern Southern Trade and Development Bank (PTA Bank), the PTA Reinsurance Company (ZEP Re) and SACE Group.

Main Transaction Eligibility Criteria
ATI supports: (i) exports out of, and imports into, any ATI Member State (with a particular focus on intra-regional trade); and (ii) investments (equity, quasi-equity, banks loans, turnkey contracts, etc) into its Member States, in support of productive activities. In making its assessment, ATI will consider, among other things, employment creation, foreign exchange generation or savings, infrastructure development, import substitution, etc;
ATI currently supports transactions of up to ten (10) years;
All ATI transactions will be subject to environmental review and assessment and must comply with the environmental requirements of the concerned ATI Member State (or in the absence thereof, World Bank Group Environmental Guidelines); and
ATI does not support proscribed activities as established by the World Bank Group.

Indicative Policy Terms

Policy Indemnity:	Political Risk	Commercial Risk
Private:	up to 100%	up to 85%
Public:	up to 100%	up to 95%
Sovereign:	up to 100% (incl. non-payment)	
Policy Period: Up to 10 years (including pre-shipment periods of up to 12 months).		



African Trade Insurance Agency
Agence pour l'Assurance du Commerce en Afrique

Executive Summary

Senior Management:

Mr. George Otieno, Chief Executive Officer
Mr. Stewart Kinloch, Chief Underwriting Officer
Mr. Cyprien Sakubu, Chief Investor Relations Manager
Mr. Ivan Alippi, Chief Financial Officer

Contact:

ATI Business Operation:

Mr. Stewart Kinloch, Chief Underwriting Officer
E-mail: stewart.kinloch@ati-aca.org or underwriting@ati-aca.org

ATI Membership and Investor Relations:

Mr. Cyprien Sakubu, Chief Investor Relations Manager
E-mail: cyprien.sakubu@ati-aca.org

Press Enquiries

Sherry Kennedy, Communications & Marketing Officer
E-mail: sherry.kennedy@ati-aca.org