

A photograph of a construction site at dusk. The sky is a deep blue with scattered clouds. Several tower cranes are visible, their horizontal jibs extending across the frame. Some cranes have small lights on their jibs. In the foreground, there are dark silhouettes of industrial structures, possibly part of a power plant or refinery, with some lights visible. The overall scene is one of active construction in a low-light environment.

2019 Financial Brief

The enclosed management financial projections are provided for information purposes only and have not been subject to external audit or review. Actual figures may differ from projections. ATI makes no representations or warranties about the accuracy, completeness or reliability of this information and specifically disclaims any responsibility for any liability, loss or risk that is incurred from the use or application of the information provided herein.



Africa's Multilateral Guarantee Institution

- **One of Africa's largest Development Finance Institutions**
(as measured by portfolio size)
- **One of Africa's most robust financial institutions**
Rated A/Stable (S&P) & A3/Stable (Moody's)
- **Africa is in ATI's DNA**
With offices in 6 countries, ATI has been guaranteeing cross-border trade and investments since 2001
- **Able to de-risk the full spectrum of debt and equity across the continent**
- **Focused on development impact in ATI member countries**
and on ATI's commercial success. ATI currently insures an average of 1 to 2% of member countries' GDP annually

2019 Key Events



ATI supported new trade and investments exceeding **US\$1.5 Bn** in 2019.



ATI's portfolio reached **a record US\$6.4 Bn Gross Exposure** in 2019 reflecting continued strong demand for ATI's products globally and across the African continent.



ATI's net profit grew to **US\$28 M** representing a 134% increase over the same period in 2018.



Significant **membership expansion and corporate shareholding** with paid in capital from four new shareholders; Chubb, ECGC, Ghana and Nigeria, and capital increases from Côte d'Ivoire and Madagascar. Total new paid-up capital of **US\$62 M**.



Brought **new institutional investors to Africa** from Asia and Europe and cemented global Financial Sector partnerships. MOUs signed with EIB, Mizuho, MUFG, NEXI and SMBC providing African governments with access to longer duration and more competitive financing.

Development Impact

In recognition of the growing importance and need to optimize Environmental, Social and Governance impacts, ATI is addressing a number of these issues both in its existing structures and with new initiatives.



Environment

- Greenhouse gas emissions
- Natural Conditions
- Pollution
- Other Environmental Factors
- Environmental Benefits

ATI's Response:

Focus on Renewable Energy projects (nearly US\$500 M Gross Exposure) plus new initiatives:

- ✓ Regional Liquidity Support Facility (RLSF)
- ✓ Creation of the Africa Energy Guarantee Platform (AEGF) in partnership with EIB & Munich Re
- ✓ Projects supported are in line with IFC and EU standards



Social

- Human capital management
- Social benefits

ATI's Response:

- ✓ Revised processes to improve the monitoring of job creation and other social impacts in supported projects
- ✓ More focus on economic impact that empowers women



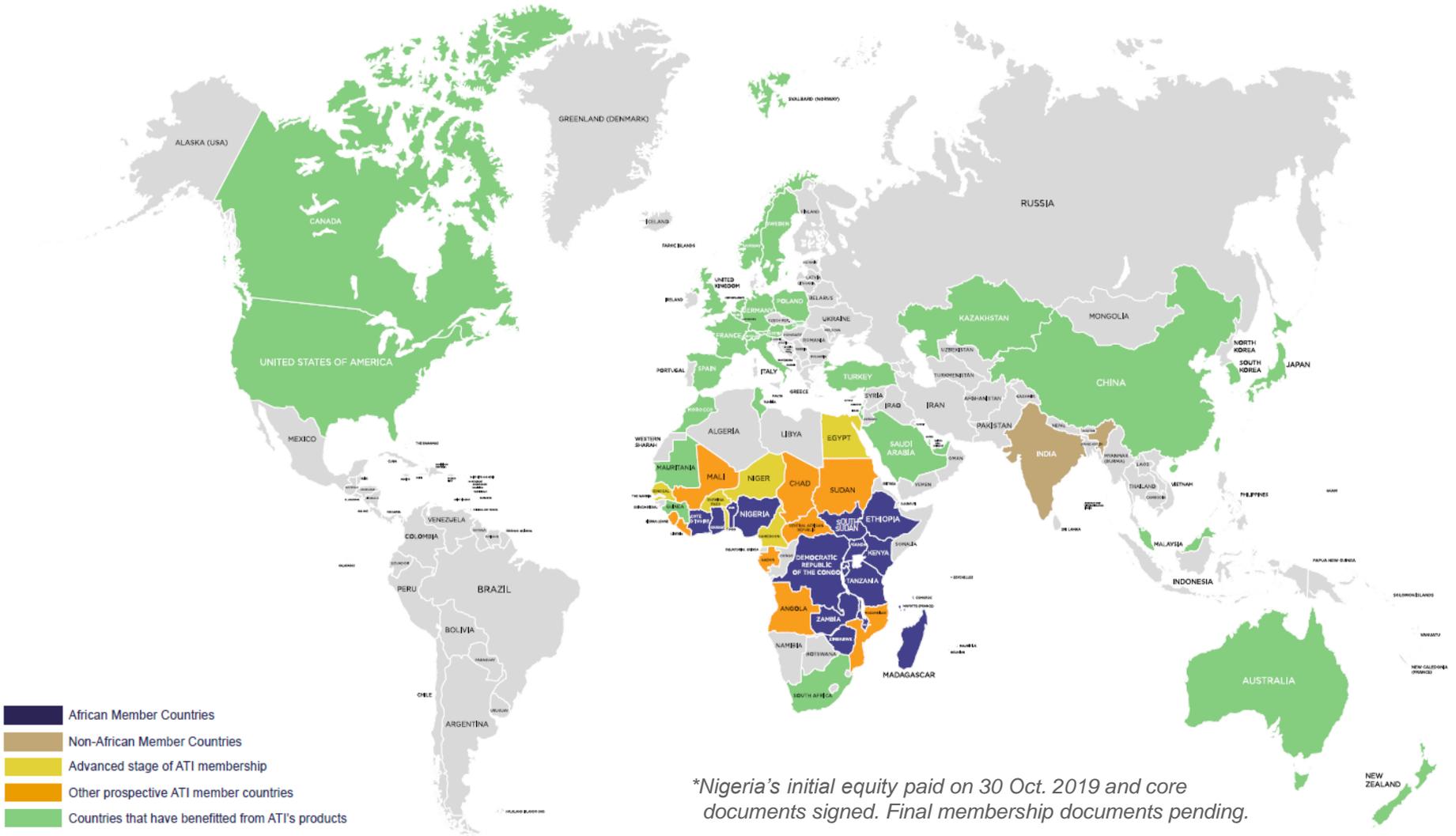
Governance

- Strategy execution & monitoring
- Risk management & internal controls
- Transparency

ATI's Response:

- ✓ Creation of a new management level position of Chief Risk Officer tasked with ESG oversight
- ✓ Increase in staff resources in claims management
- ✓ Transparency Tool – created in partnership with KfW
- ✓ Strengthened KYC process

ATI's Global Footprint



(As at 31.12.19) Capital*

(Figures are in M US\$ and include Capital & Share Premiums)

Central Africa

DR Congo **19.4**

East Africa

Burundi **15.4**
Ethiopia **7.0**
Kenya **28.7**
Rwanda **8.8**
S. Sudan **9.0**
Tanzania **17.0**
Uganda **22.9**

Southern Africa

Malawi **17.5**
Madagascar **7.1**
Zambia **17.2**
Zimbabwe **13.0**

West Africa

Benin **14.0**
Côte d'Ivoire **20.1**
Ghana **17.6**
Nigeria** **14.1**

Institutional Members

African Development Bank **15.0**
Chubb **10.0**
Sace SpA **10.0**
African Reinsurance Corp. **1.0**
Kenya Reinsurance Corp. **1.0**
Trade Development Bank **1.0**
ZEP-Re **0.5**
COMESA **0.1**
UK Export Finance **0.1**
Atradius **0.1**

Non-African Member Countries

India (ECGC) **11.7**

Prospective Members (Expected to join in 2020)

Angola
Cameroon
Chad
Egypt
Gabon

Mali
Niger
Senegal
Togo
West African Devpt.
Bank (BOAD)



Equity grew by 33% with the addition of capital from new members – Chubb, Ghana, Nigeria & increases from Côte d'Ivoire & Madagascar.

** Nigeria's initial equity paid on 30 Oct. 2019 and core documents signed. Final membership documents pending.

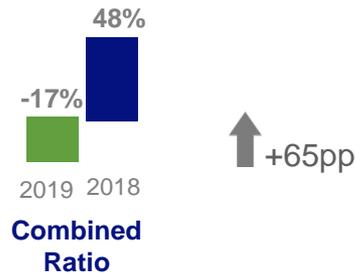
2019 Financial Performance Highlights*

(in M US\$)

Impactful Performance

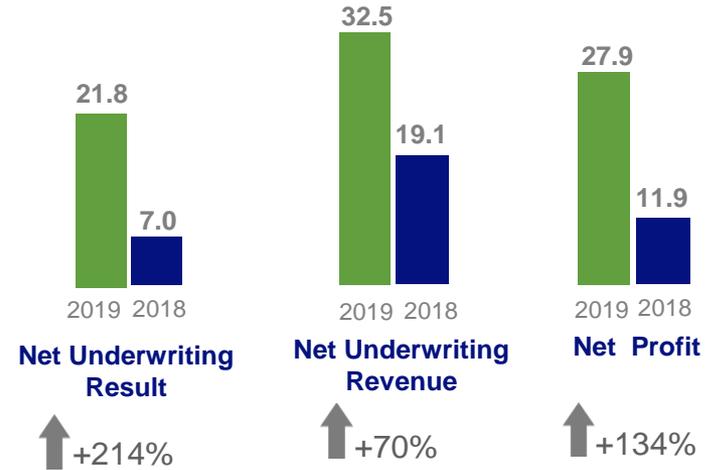


2019 Combined Ratio



Higher commissions and higher claim recoveries led to a record low combined ratio.

2019 Earnings



2019 Financial Income



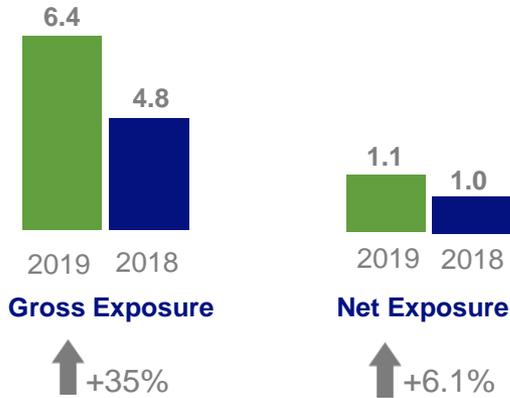
Steady growth despite a decrease in the USD rates and global market challenges.

* Unaudited 2019 figures

2019 Financial Position*

As at 31.12.19 Total Exposure

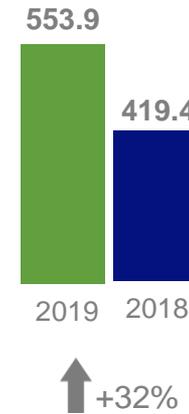
(in Bn US\$)



**Near US\$350 m
in total equity.**

As at 31.12.19 Total Assets

(in M US\$)



Total Equity

(in M US\$)



Credit Ratings

S&P Global
Ratings

A/Stable

MOODY'S

A3/Stable

* Unaudited 2019 figures

2019 Summarized Income Statement*

(in '000 US\$)	2019 *	2018	Growth 2019/2018
Gross Written Premiums (GWP)	111,936	66,154	69%
Net Earned Premiums	18,107	12,806	41%
Net Commissions	14,385	6,268	129%
Net Operating Expenses	(7,941)	(6,953)	-14%
Net Claims	(2,710)	(5,160)	47%
Net Underwriting Profit After Claims	21,840	6,961	214%
Net Financial Income	7,158	5,280	36%
Unrealized/Realized Gains and (Losses)	(464)	(33)	-1287%
Net Profit Before Bonus	28,534	12,208	134%
Bonus Accrual	(591)	(280)	-111%
Net Profit After Bonus	27,943	11,927	134%
Cost Ratio on Net Earned Premiums	-32%	8%	
Loss Ratio on Net Earned Premiums	15%	40%	
Combined Ratio on Net Earned Premiums	-17%	48%	

Robust financial performance driven by near doubling of GWP.



2019 Financial Position*

(in '000 US\$)	31.12.2019	31.12.2018
ASSETS		
Cash and Cash Equivalents	80,346	73,215
Insurance and Reinsurance Receivables	20,756	19,671
Recoveries & Reinsurers' Share of the Claims Reserves	85,352	48,925
Claims Recoveries	32,755	2,602
Reinsurers' Share of Unearned Premiums	48,348	38,483
Deferred Brokerage Commissions	1,921	1,503
Other Assets	3,503	2,874
Other Financial Assets	79,296	11,439
Investments in Money Market Funds	8,430	8,410
Investments in Floating Rate Notes	69,776	54,805
Investments in Bonds	168,866	157,519
Total Assets	599,349	419,446
LIABILITIES		
Insurance and Reinsurance Payables	24,044	18,351
Other Liabilities	15,282	3,379
Claims Reserves	117,578	64,747
Reinsurers' Share of Recoveries	15,021	384
Unearned Premiums	57,602	47,152
Unearned Ceding Commissions	10,337	7,682
Unearned Grant Income	105	5,645
Defined Benefit Post-Employment Plan	1,658	1,239
IDA Loan	8,297	8,595
Total Liabilities	249,924	157,174
EQUITY		
Share Capital	289,100	236,200
Share Premium Account	9,319	60
Unallocated Share Capital	883	850
Retained Earnings	50,123	25,162
Total Equity	349,425	262,272
Total Equity & Liabilities	599,349	419,446

Continued growth in equity reflects a strong demand & sound growth.



Risk Portfolio: Exposures*

Country Risk Exposure	2019*		2018	
	Gross Exposure	Net Exposure	Gross Exposure	Net Exposure
	US\$	US\$	US\$	US\$
Benin	1,055,544	71,293	751,556	46,055
Burundi	-	-	4,047	4,047
Côte d'Ivoire	1,084,912	99,545	436,813	61,105
DR Congo	230,045	46,881	195,180	42,425
Ethiopia	346,125	25,550	168,012	37,020
Ghana	170,500	44,473	18,000	5,973
Kenya	724,771	165,993	828,040	198,365
Madagascar	4,649	2,801	1,177	1,177
Malawi	200,000	25,417	316,417	116,289
Nigeria**	293,970	64,664	200,447	42,461
Rwanda	173,122	60,323	190,096	64,598
South Sudan	125,696	33,943	27,621	10,868
Tanzania	447,041	99,727	259,363	101,084
Uganda	251,360	84,029	182,628	71,838
Zambia	522,628	56,820	684,546	79,689
Zimbabwe	152,149	40,811	169,924	52,082
Sub-Total Member Countries	5,782,512	922,270	4,433,867	935,076
Sub-Total Non-Members & Multilaterals	666,762	151,371	347,974	70,062
Grand Total	6,449,273	1,073,640	4,794,342	1011,804

Continued diversification.



* Unaudited 2019 figures

**Nigeria's Equity paid on 30 Oct. 2019 and core documents signed. Final documentation pending.

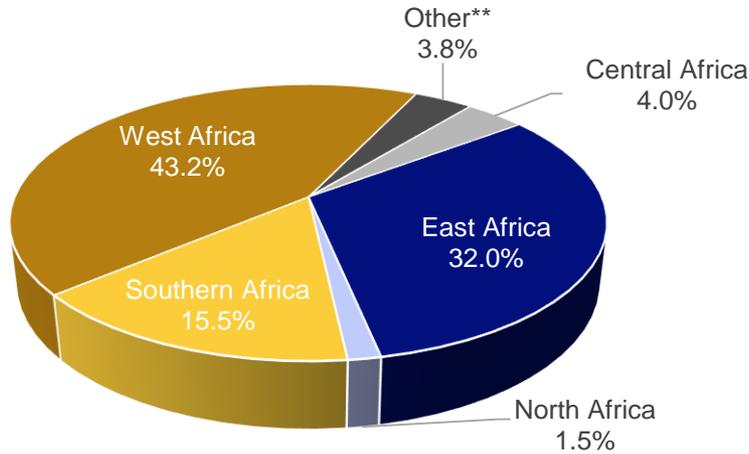
Risk Portfolio: Exposures* (cont'd.)

(in '000 US\$)	2019*		2018	
	Gross Exposure	Net Exposure	Gross Exposure	Net Exposure
Country Risk Exposure	US\$	US\$	US\$	US\$
Sub-Total Member Countries	5,782,512	922,270	4,433,867	935,076
Multilaterals				
Multilateral	156,822	20,585	169,089	23,381
Non-Member Countries**				
Angola	44,099	6,208	32,599	3,333
Burkina Faso	10,353	2,602	16,531	4,549
Cameroon	19,168	5,556	9,168	3,056
Central African Republic	-	-	5,000	1,667
China	10,803	5,000	-	-
Egypt	66,498	8,000	-	-
Gabon	29,250	7,313	10,000	3,667
Guinea	9,000	3,000	9,000	3,000
Japan	8,457	8,457	-	-
Luxembourg	2,760	1,656	-	-
Mali	-	-	4,927	1,711
Mauritania	9,967	3,233	5,063	2,530
Mauritius	18,402	6,283	25,249	8,191
Mozambique	26,648	6,662	-	-
Senegal	-	-	3,872	1,367
South Africa	32,113	8,284	41,297	10,115
South Korea	10,803	5,000	-	-
Togo	125,790	7,748	-	-
Tunisia	30,391	7,468	21,180	5,161
United Kingdom	19,035	18,135	-	-
United States of America	36,402	20,180	-	-
Sub-Total Non-Member Countries	666,761	151,370	352,975	71,728
Grand Total	6,449,273	1,073,640	4,786,842	1,006,804

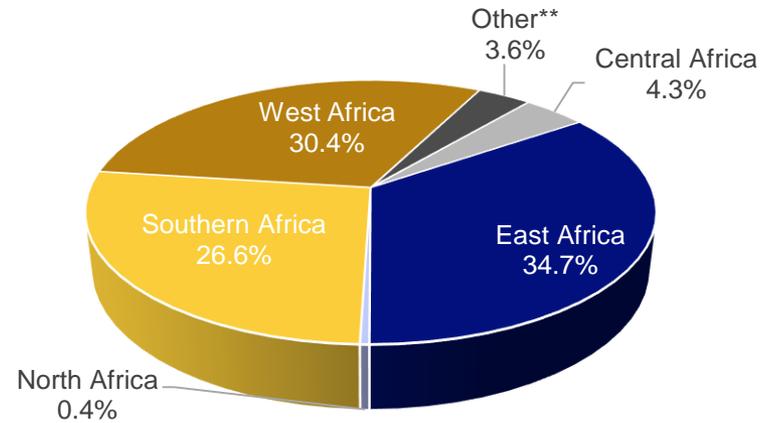
ATI supports investments & trade including exports leading to these exposures in non-African countries.

Risk Portfolio: Regional Exposures*

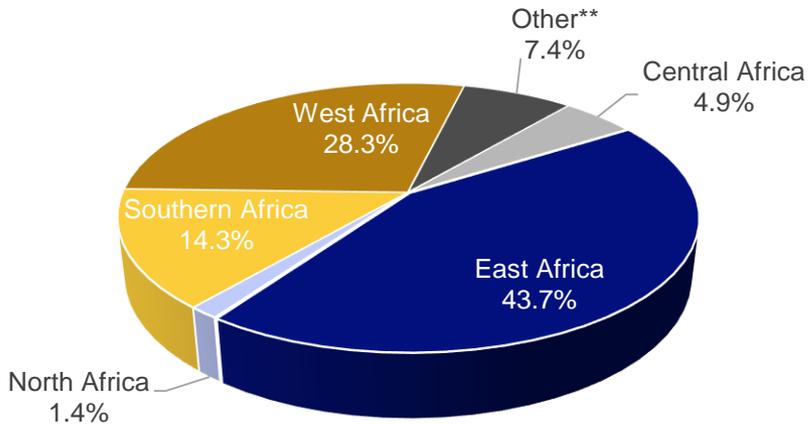
2019: Gross Exposures by Region



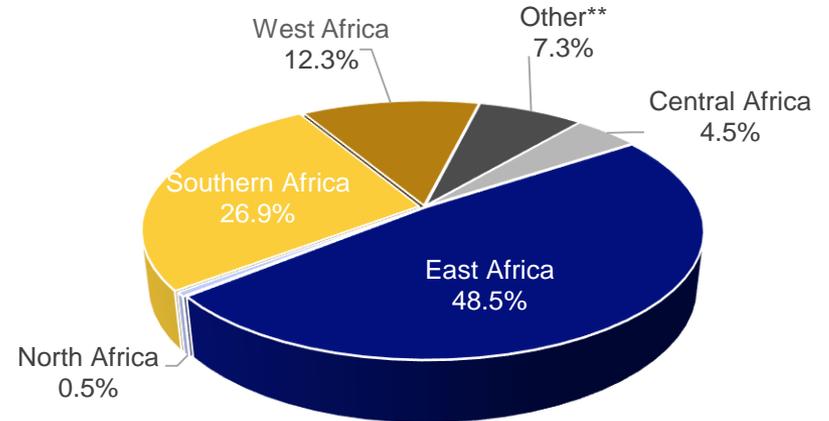
2018: Gross Exposures by Region



2019: Net Exposures by Region



2018: Net Exposures by Region



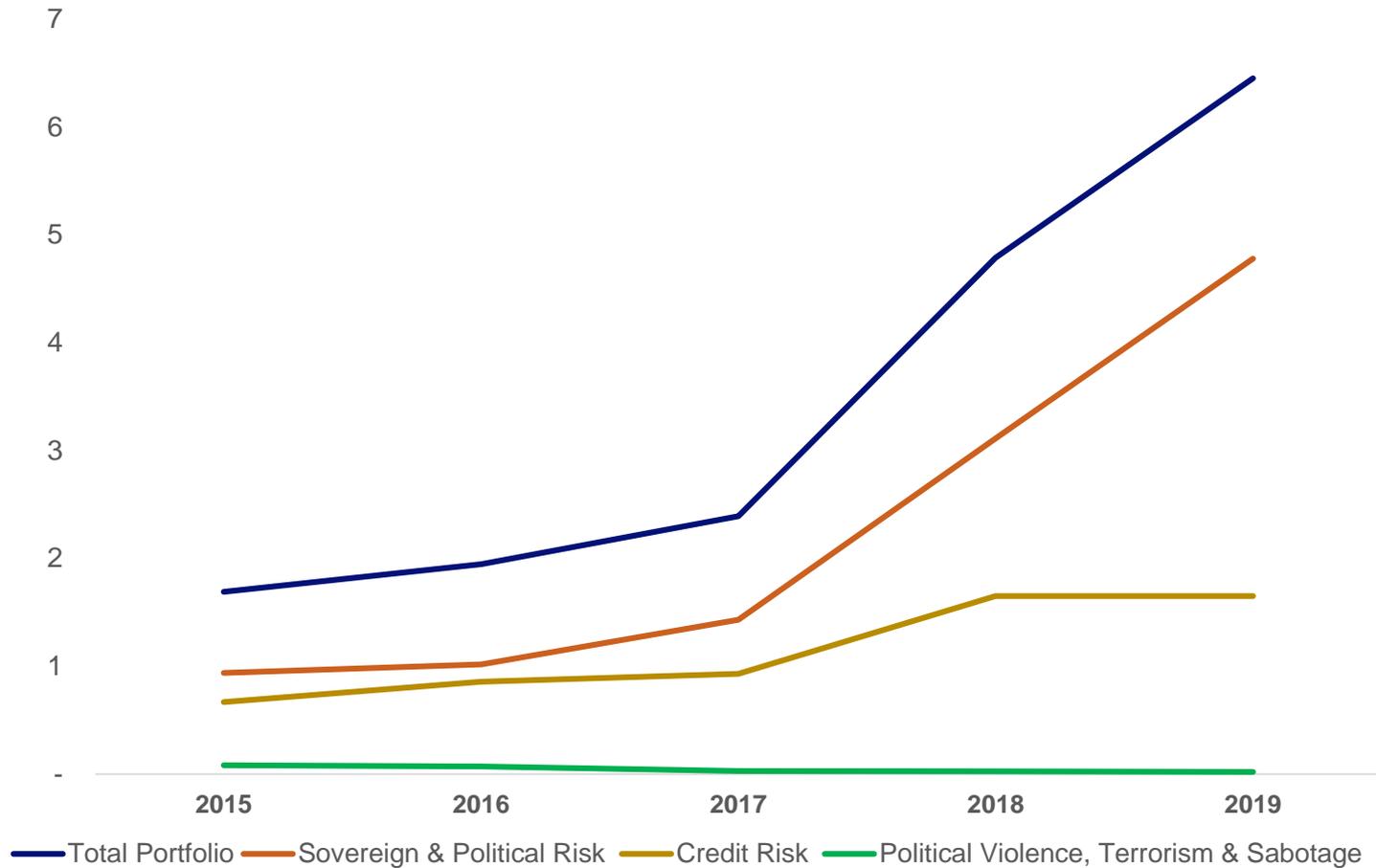
* Unaudited 2019 figures

** Other = Countries outside Africa & Multilaterals.

2015 – 2019: Portfolio Evolution*

Gross Exposure by Lines of Business

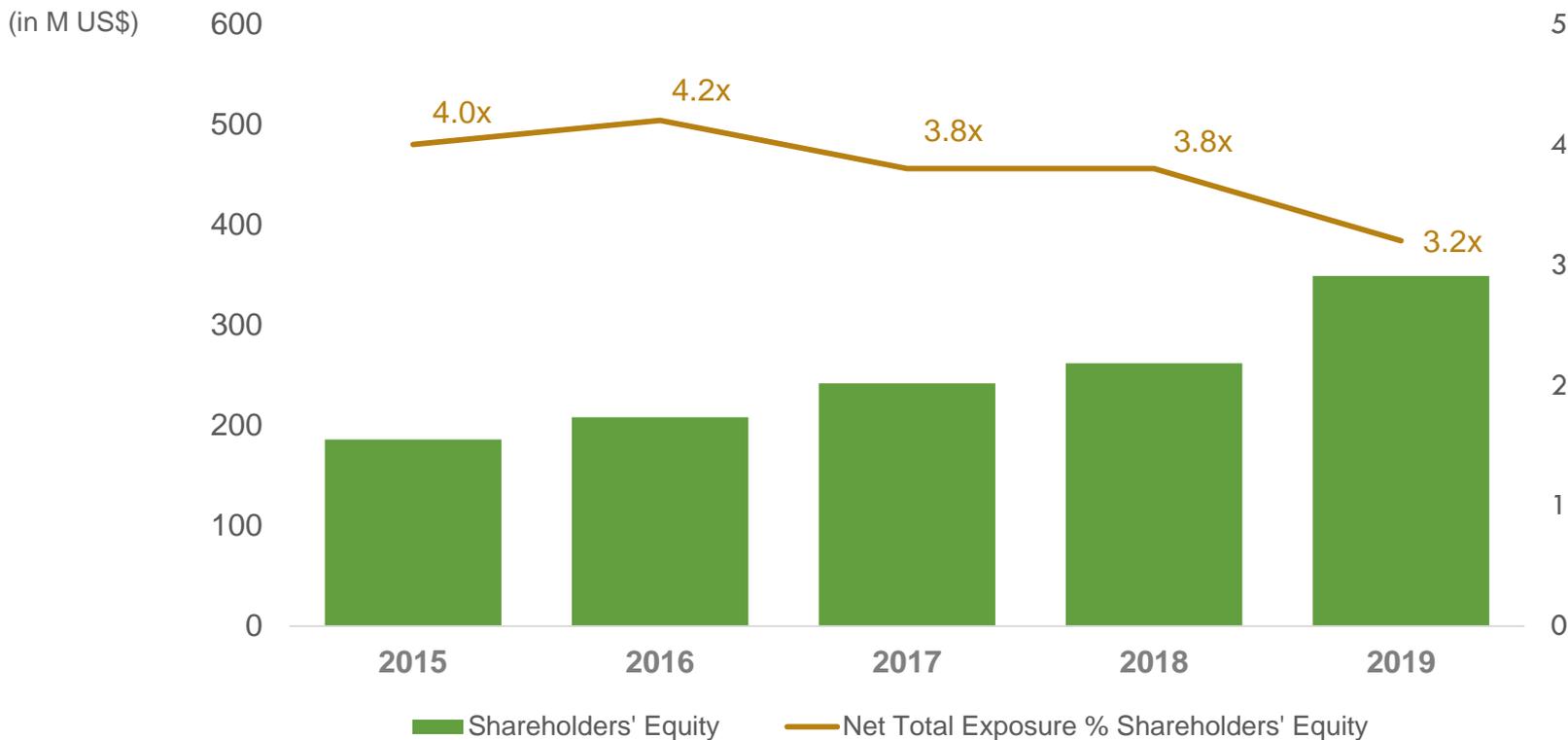
(in Bn US\$)



* Unaudited 2019 figures

Total Shareholders' Equity*

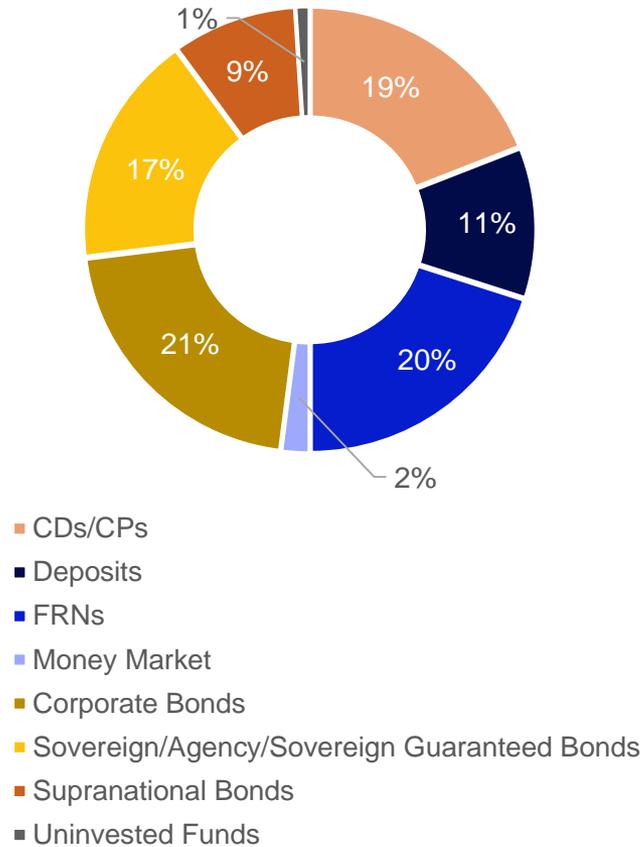
2015 – 2019: & Portfolio Leverage on a Net Basis



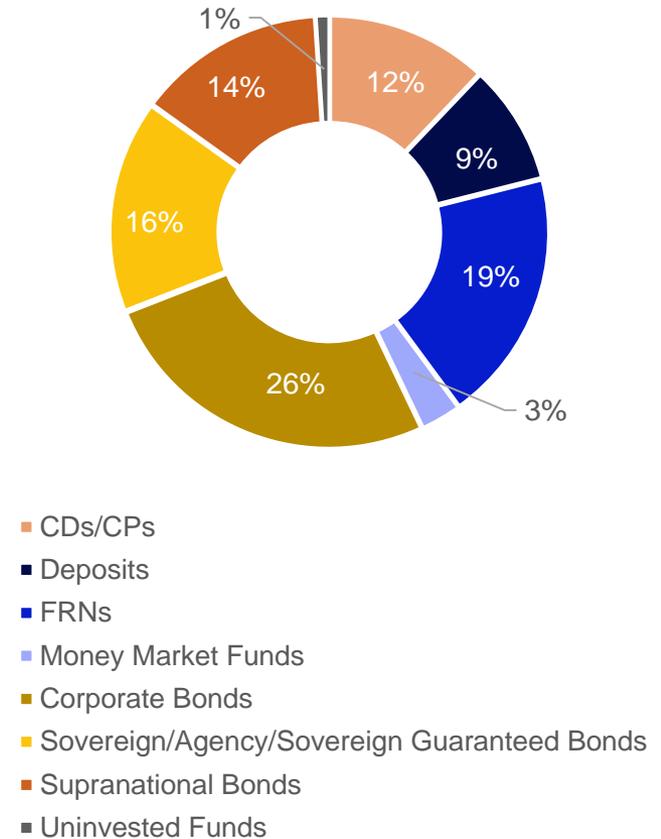
Shareholders Equity is defined as paid in capital + retained earnings (excludes technical reserves).

* Unaudited 2019 figures

31.12.2019 Type of Investments*



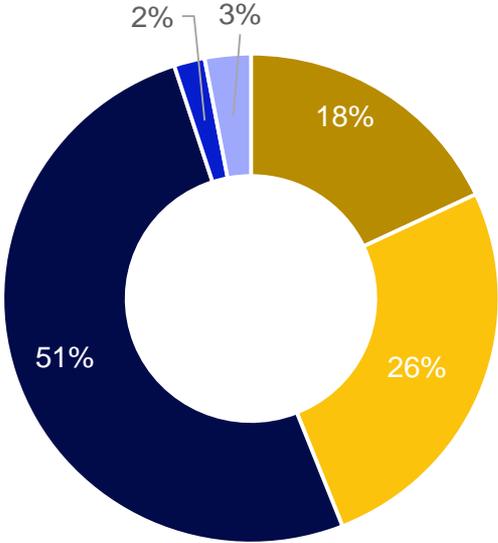
31.12.2018 Type of Investments



A liquid and diversified portfolio.

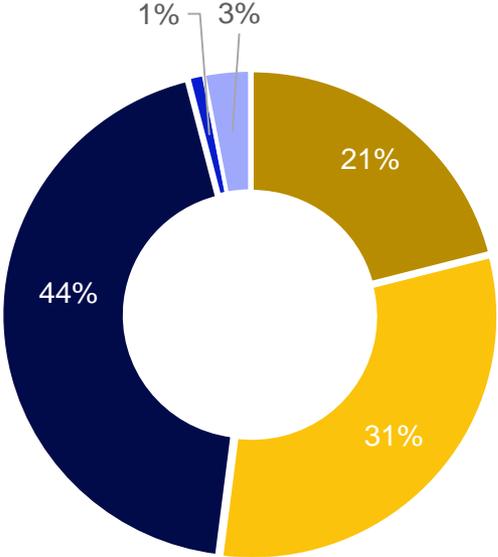
Investment Portfolio*

31.12.2019 Breakdown by Rating*



- AAA Range
- AA Range
- A Range
- BBB Range
- Non-investment Grade

31.12.2018 Breakdown by Rating



- AAA Range
- AA Range
- A Range
- BBB Range
- Non-investment Grade

Highly rated investment portfolio.

* Unaudited 2019 figures

ATI Contacts

ATI Headquarters

5th Floor, Kenya-Re Towers
Upperhill, Nairobi
underwriting@ati-aca.org

ATI West African Regional Headquarters

28 Piste Amalco, Lot 1151 | Quartier Cadjehoun 12eme
Arrondissement, Cotonou
benin@ati-aca.org

ATI Côte d'Ivoire Office

Immeuble la maison de l'Entreprise, 1er étage
Plateau Avenue Lamblin, Abidjan
cotedivoire@ati-aca.org

ATI Tanzania Office

1st Floor, Private Sector Hs., Mwaya Rd.
Dar es Salaam
tanzania@ati-aca.org

ATI Uganda Office

Workers House, 9th Floor
Southern Wing Plot 1 Pilkington Rd, Kampala
uganda@ati-aca.org

ATI Southern African Regional Headquarters

Kwacha House Annex, Cairo Road, Lusaka
zambia@ati-aca.org

