

## Cut through the crowded insurance marketplace and get what you need with this guide to Why AIG:

- Connecting you with world-class Trade Credit leadership
- Highlighting AIG Trade Credit's key areas of differentiated value
- Providing examples of AIG Trade Credit's advantages working for brokers and clients
- Showcasing why we have an industry leading Trade Credit position in the marketplace

## North America Leadership



**Sylvain Bouteillé**  
Head of Trade Credit  
for the Americas

[sylvain.bouteille@aig.com](mailto:sylvain.bouteille@aig.com)  
332.323.5462



**Jay LeClaire**  
Head of Trade Credit for  
Northeast & Southeast Zones

[jay.leclaire@aig.com](mailto:jay.leclaire@aig.com)  
617.504.0148



**Nicolas Barrandon**  
Head of Trade Credit  
Distribution for the Americas

[nicolas.barrandon@aig.com](mailto:nicolas.barrandon@aig.com)  
646.857.1159



**Tina Schloss**  
Head of Trade Credit for  
Midwest & South Central Zones

[tina.schloss@aig.com](mailto:tina.schloss@aig.com)  
312.930.2178



**Craig Bergmann**  
Head of Trade Credit for  
West Zone

[craig.bergmann@aig.com](mailto:craig.bergmann@aig.com)  
213.689.2725



**Brad Hebert**  
VP & Country Manager  
Canada

[brad.hebert@aig.com](mailto:brad.hebert@aig.com)  
416.596.3013

## The AIG Advantage

### Customized Solutions

- Writes tailored, **non-cancelable limits** coverage for a client's entire accounts receivable portfolio, selected buyers or a single buyer
- Leverages decades of experience to provide innovative credit management tools and insights for mid-market to multinational clients
- Enables coverage flexibility to facilitate more attractive financing to increase working capital from clients' same pool of receivables

#### WHY IS THIS IMPORTANT?

AIG Trade Credit provides clients with coverage certainty for the entire policy period without limits being canceled.

### Multinational Expertise

- Delivers trade credit solutions around the globe in support of master controlled programs as well as locally compliant policies
- Supports clients with one of the largest global networks in the industry, spanning 215+ countries and jurisdictions
- Integrates seamlessly with complementary AIG domestic and multinational credit insurance solutions

#### WHY IS THIS IMPORTANT?

AIG has the broad network and depth of underwriting expertise to respond to and serve Trade Credit clients worldwide.

### Stable Market Partner

- Draws on decades of experience in providing sustainable solutions and market-leading claims expertise to help support strong, long-term relationships with brokers and clients
- Underlines AIG's commitment to anticipating and meeting client needs through investment in innovative and evolving technology
- Responds to marketplace needs, including the recent launch of TradeEnable, a full-cycle policy support portal for credit insurance

#### WHY IS THIS IMPORTANT?

An established market leader, AIG is committed to providing clients sustainable solutions and services for the long term.

**Customized  
non-cancelable  
limits coverage**

**Global reach,  
operating in  
215+ countries  
and jurisdictions**

**Long-  
established  
market leader**

Learn more: [www.aig.com/whyaig](http://www.aig.com/whyaig)

## Why AIG

Customized Solutions	Multinational Expertise	Stable Market Partner
<p><b>ISSUE</b> The incumbent carrier for a middle market electronics firm began to reduce limits and cancel certain portions of the company's trade credit program.</p> <p><b>SOLUTION</b> After working with the client and broker to understand their credit concerns, AIG Trade Credit delivered a customized program with a competitive structure to meet the client's specific needs.</p> <p><b>BENEFIT</b> The client moved forward operating their business with a strong non-cancelable trade credit program in place and certainty of coverage for the policy period.</p>	<p><b>ISSUE</b> A U.S. based pharmaceutical company's overseas subsidiary was contacted by a government seeking millions of infectious disease test kits, but was concerned about getting paid for the kits.</p> <p><b>SOLUTION</b> AIG quickly brought together global resources to understand the risk and provided capacity to support the pharma company's credit extensions to third-parties contracted for distributing the kits.</p> <p><b>BENEFIT</b> The pharma company received the credit protection it needed to enable the efficient distribution of its test kits at a critical time.</p>	<p><b>ISSUE</b> A long-time food industry client was approaching renewal at a time when their business model had become high risk through government restrictions.</p> <p><b>SOLUTION</b> Using our experience and market knowledge, AIG helped identify credit concerns in the company's portfolio and advised the client to insure their higher risk customers at reduced indemnity, while increasing credit limits for their lower risk customers.</p> <p><b>BENEFIT</b> The client received prudent account advice to modify its program, while continuing to manage important customer relationships.</p>
<p><b>WHY IS THIS IMPORTANT?</b> AIG Trade Credit is committed to providing clients with tailored solutions.</p>	<p><b>WHY IS THIS IMPORTANT?</b> AIG's multinational credit protection allows clients to respond quickly during a global crisis.</p>	<p><b>WHY IS THIS IMPORTANT?</b> AIG is committed to helping clients find the risk management solutions needed to grow their businesses.</p>

## What is Trade Credit?

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

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](http://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.