



COMPANY PROFILE

The African Trade Insurance Agency (ATI) provides a range of products insuring credit, investment and political risks.

ATI insures projects against political and non-payment risks in our African member countries and, on a limited basis, we are able to insure transactions in any African country. To view the most recent list of members, visit www.ati-aca.org

ATI is a multilateral guarantee agency mandated to attract investments and increase trade within Africa. Since 2001, we have insured transactions exceeding USD35 billion and currently insure trade and investments worth an average of 1% of GDP annually in our member countries.

We are one of the highest rated African institutions with a Standard & Poor's rating of A/Stable.

PARTNERS

We work with a global network of reinsurance partners enabling us to cover a wide range of projects. Our reinsurance partners include Africa Re, The Islamic Corporation for Insurance of Investments and Export Credits (ICIEC), Lloyd's of London insurance syndicates and international reinsurers such as Munich Re, Hannover Re, Swiss Re and XL Catlin. We also work with international Export Credit Agencies such as Atradius, SACE and UK Export Finance.

Our Insurance Brokers' Program also plays a key role in our expansion strategy. These partnerships provide additional distribution networks that give prospective clients better access to our products. To find out more and to apply, visit www.ati-aca.org

SHAREHOLDERS

We are owned by African member countries and a range of regional institutions and private and public institutions.

Membership is open to all African Union member countries, non-African countries, private corporations, regional and international institutions. To learn about the benefits of membership visit www.ati-aca.org

MILESTONES

2018	2017	2016	2015	2014	2013	2009	2008	2001
India become a shareholder Munich Re & EIB launched the African Energy Guarantee Facility (AEGF) which increases reinsurance support for political & credit risks. ATI is the primary insurer	Côte d'Ivoire & S.Sudan become shareholders KfW, in collaboration with ATI, launched RLSF to provide a short term Letter of Credit to IPPs without additional cash collateral requirements to utilities	UKEF, Ethiopia and Zimbabwe became shareholders	EIB begins implementation of the Technical Assistance grant, helping ATI become a centre of underwriting excellence in the energy sector	ATI solidifies partnerships with ECOWAS and EIB Kenya Reinsurance Corporation Ltd. (Kenya Re) is confirmed as a shareholder	Benin becomes the first West African Country to join ATI AfDB becomes a shareholder	SACE, the Italian Export Credit Agency, invests USD10 million becoming the first OECD shareholder	First assessment & rating attained from S&P (A Long-Term Stable)	Start of commercial operations. Headquarters opened in Nairobi, Kenya

KEY FIGURES

USD millions (As of 31 December, 2017)	2017	2016	% Change
Gross Written Premium	44.8	29.5	+52
Net Earned Premium	13.9	11.6	+20
Gross Exposure	2,391	1,900	+26
Profit	9.9	6.3	+55
Business Supported Since Inception	35,000	25,000	+40

MANAGEMENT

Chief Executive Officer	George Otieno
Chief Underwriting Officer	John Lentaigne
Chief Financial Officer	Toavina Ramamonjarioa
General Counsel & Corporate Secretary	Cyprien Sakubu

ATI GLOBAL COVER



Full Member Countries where ATI is able to conduct business.

(As of 30 June, 2018)

- Benin
- Burundi
- Côte d'Ivoire
- Democratic Republic of Congo
- Ethiopia
- Kenya
- Madagascar
- Malawi
- Rwanda
- South Sudan
- Tanzania
- Uganda
- Zambia
- Zimbabwe

PRODUCTS

Trade Credit Insurance

This insurance protects you against non-payment risks. As an added benefit, you can also receive valuable credit information on buyers and access to financing on improved terms.

There are two types of Trade Credit products. Whole Turnover (WTO) insures your entire portfolio of buyers or debtors. Typically this is a short-term policy that covers business-to-business and trade related transactions.

The Single Obligor (SO) product covers only one buyer or debtor but it is flexible in terms of the type of transactions it covers. This policy is a short-to-medium term product covering an average period of one to three years.

Risks covered

- A corporate buyer/borrower who refuses to pay or is unable to pay due to insolvency
- A corporate buyer/borrower who fails to pay due to deteriorating financial circumstances
- A corporate buyer/borrower who extends your payment beyond the agreed credit period (protracted default)
- Public buyers (public institutions) can also be included

Investment Insurance (Political Risk)

This insurance protects your investments, projects, goods and contracts against any unfair political action or inaction by a government that would cause damage, financial loss or business interruption in any of our member countries. It can also cover loss due to war & civil disturbance and, on a limited basis, any country in Africa.

Risks covered

A selection of risks covered under this product:

- Expropriation of your assets
- Inability to convert or transfer out of the country local funds into freely convertible currency such as US dollars
- Business interruption or damage to your goods due to war or civil disturbance
- Trade embargoes or any other sanctions
- A host government or public institution unfairly refuses to reimburse you for a performance, bid or other pre-paid project bond
- Non-payment by host governments or public institutions
- Default by a host government on an arbitration award
- Breach of contract by a host government or utility
- Liquidity support for Power Purchase Agreements



- Contract frustration such as unilateral cancellation of your operating contract or license

Political Violence, Terrorism & Sabotage Insurance

This insurance protects you against financial losses directly resulting from politically motivated violence or terrorism and sabotage events. We can insure you directly on a stand-alone basis or through an insurer under a reinsurance contract.

Risks covered

- Damage to property
- Loss of income or revenues due to business interruption

* We can combine our products to find a flexible solution that covers the risks you are most concerned about.

Surety Bonds

This product range protects government agencies and contracted companies to ensure that contracts are completed according to mutually agreed terms.

ATI's role is to issue bonds to project sponsors or the contracted firm, and to reinsure the bank or the insurance company issuing the bond.

Current Offerings

- Advance Payment Bonds
- Bid Bonds
- Customs & Warehousing Bonds
- Performance Bonds
- Retention & Maintenance Bonds

A SELECTION OF RECENT PROJECTS & CLIENTS

USD40 million

Political risk insurance
Supply of fertilizer to the government
Loan to the Government for development projects
BENIN

USD8 million

Credit risk insurance
Supply of broken rice
An international conglomerate
CÔTE D'IVOIRE

USD159 million

Political risk insurance
Purchase of airbus to expand airline's fleet
The National Airline
ETHIOPIA

USD45 million

Political violence insurance
Cover for a regional bank
A local insurance company
KENYA

USD50 million

Political risk insurance
Supply of fuel to the Government
An African multilateral bank
SOUTH SUDAN

USD10.5 million

Credit risk insurance
Credit Facilities for SMEs
An African bank
MALAWI & ZAMBIA

USD3.5 million

Credit risk insurance
Reconstruction of airport runway
An International Bank
ANGOLA

USD115 million

Political risk insurance
Cover on a financing facility to support national exports
An African multilateral bank
ZIMBABWE

CONTACTS

ATI Head Office

Physical Address:
Kenya Re Towers, 5th Floor
Off Ragati Road, Upperhill
Mailing Address: P.O. Box 10620
G.P.O. 00100, Nairobi, Kenya
Tel. +254 20 272 6999 / 271 9727
Mob. +254 722 205 007
Fax: +254 20 271 9701
Email: info@ati-aca.org

ATI Tanzania

Physical Address:
Private Sector House
1st Floor, 1288
Mwaya Road, Msasani Peninsula
Mailing Address: P.O. Box 11313
Dar es Salaam, Tanzania
Tel. +255 22 260 1913 / 1938
Mob. +255 782 286 299
Fax +255 22 260 2368
Email: tanzania@ati-aca.org

ATI Uganda

Physical Address:
Workers House, 9th Floor
Southern Wing, Plot 1
Pilkington Road
Tel. +254 20 2726 999
Mob. +256 776 966 900
Email: uganda@ati-aca.org

ATI Zambia & Malawi

Physical Address:
Kwacha House Annex
Cairo Road
Mailing Address: P.O. Box 31303
Tel. +260 211 227 745
Mob. +260 978 778 545
Fax: +260 211 227 746
Email: zambia@ati-aca.org