

المؤسسة العربية لضمان
الإستثمار وائتمان الصادرات
The Arab Investment & Export
Credit Guarantee Corporation



Credit & Political Risks Insurance Brokers

Service Guide



Disclaimer: This guide is designed to provide information on the credit and political risks insurance services provided by Dhaman, it cannot be considered as exhaustive and complete presentation of the services. While every effort has been made to make the information presented here as complete and accurate as possible, it may contain errors, omissions or information that was accurate as of its publication but subsequently has become outdated by insurance changes or conditions, new laws or regulations, or other circumstances. Dhaman denies any liability or responsibility to any person or entity with respect to any loss or damage alleged to have been caused, directly or indirectly, by the information or other content in this guide.

2021

WHO WE ARE?

The Arab Investment & Export Credit Guarantee Corporation "**Dhaman**" is a multilateral credit and political risk insurance provider. Launched in 1974 and headquartered in Kuwait, its membership comprises all Arab countries and four pan Arab financial institutions.

RATING

On March 31, 2021, Standard & Poor's Ratings Services attributed a rating of '**AA-**' long-term issuer and financial strength credit ratings on Dhaman. The outlook is negative.

The Major Rating Factors are strong financial risk profile, exceptional liquidity, strong enterprise risk profile, extraordinary support of Dhaman's shareholders.

OUR MEMBER COUNTRIES

Algeria, Bahrain, Djibouti, Egypt, Emirates, Iraq, Jordan, Kuwait, Lebanon, Libya, Mauritania, Morocco, Oman, Palestine, Qatar, Saudi Arabia, Somalia, Sudan, Syria, Tunisia, Yemen.

OUR MANDATE

To facilitate the flow of Foreign Direct Investment (FDIs) in Member Countries and to support Arab exports and imports by:

- Providing Credit and Political risk insurance for exporters, investors and financial institutions.
- Conducting research and studies aiming at improving the business environment and the investment climate in Member Countries.

OUR TEAM

Our team has an extensive experience in credit & political risk insurance, along with the advanced education skills, our team has a previous experience in the fields of risk management, finance & banking, financial analysis, trade & project finance and international law.

OUR VALUE PROPOSITION

- Over 45 years of operational experience in the Arab region and the international markets.
- Long lasting capital support from member countries.
- Preferred Creditor Status.
- Easy access to decision makers and information sources.
- AA- S&P rating.
- Strong international network.
- Strong and permanent reinsurance support from the market.

THE RISKS WE COVER

Commercial Risks (Non-payment):

- **Insolvency**
- **Protracted default**

Political Risks

- **(CEND) Confiscation, expropriation, nationalization, deprivation**, including creeping expropriation.
- **Political Violence:** War and civil disturbances, including revolution, insurrection, coups d'état, sabotage, terrorism & Business Interruption.
- **Currency inconvertibility and transfer restrictions.**
- **Breach of contract**, including arbitral or judicial award default.

OUR CUSTOMERS

We provide bespoke, comprehensive, and cost-effective risk-mitigation products to exporters, Investors, banks and financial institutions, insurance, and reinsurance companies.

Available insurance products:

We are able to provide cover in the following areas:

1- Credit Risk

- Export credit
- Import credit
- Domestic credit

2- Financial institutions:

Our Master Trade Finance Insurance Policy for Financial Institutions covers a wide range of trade finance instruments with the underlying obligors being strictly banks:

- Confirmed Letters of Credit
- Avalized Drafts, Banker's Acceptances, etc.
- Post-Shipment Financing or Re-Financing of payments under LC's
- Irrevocable Reimbursement Undertakings or Irrevocable Payment Undertakings
- Short-Term Trade Finance Loans
- Purchase of obligations under specific trade finance instruments
- Sharia Compliant Financing Instruments, including Murabaha and Sukuk
- Participations in Syndicated Loan Agreements covering any of the stipulated trade instruments

3- Investment (PRI) Insurance

- Direct & indirect investments
- Lenders & shareholder loans
- Mobile assets
- Standalone PV & Terrorism

In order to provide political risk insurance, we require a non-objection letter (NOL) from the Member Country, which notes that the government recognizes Dhaman's support of the project. The NOL is also part of our preferred creditor status implementation process.

4- Non-Honoring of Sovereign Financial Obligations insurance: intended to financial institutions that provide loans to sovereign and sub-sovereign entities for infrastructure projects and other developmentally sound investments in Arab countries.

Maximum line sizes (USD MN) and tenors (Years) by covered risks,

Contract Frustration		Credit		Confiscation Expropriation		Political Violence		Currency Inconvertibility and Exchange Transfer		Breach of Contract		Non-Honoring of Sovereign Financial Obligation	
<i>Inability to perform a contract with private or public obligors for political reasons, including non-payment / non-honoring by public obligors.</i>		<i>Private Obligor non-payment.</i>		<i>Host government act(s) that expropriate / confiscate / deprive a company of assets / equity / ability to operate / contractual rights</i>		<i>War, civil war, revolution, insurrection, terrorism or sabotage in the host country causing assets damage and/or Business Interruption</i>		<i>Host government operation of a law or of an order, decree or regulation having the force of law which prevents, restricts, or controls the conversion from local currency to Policy Currency and/or the transfer of the Policy Currency outside the host country</i>		<i>Host government's breach or repudiation of a contract with the investor, includes arbitral or judicial award default</i>		<i>Host government's failure to make a payment when due under an unconditional financial payment obligation or guarantee</i>	
Line	Tenor	Line	Tenor	Line	Tenor	Line	Tenor	Line	Tenor	Line	Tenor	Line	Tenor
100	10	100	7	100	15	100	15	100	15	100	15	100	15

ELIGIBILITY CRITERIA

- Member Countries exporting worldwide - all goods and services of member country origin.
- Non-Member Countries exporting to member countries: Commodities, equipment, food, and other developmentally sound goods & services.
- For investment guarantee (PRI) - the insured project must be located in a member country. The investor may be from a member or non-member country.
- We are prepared to consider reinsuring/co-insuring ECAs and other underwriters who may support investment and trade in member countries. The Preferred Creditor Status that we enjoy as a multilateral agency does mean that our presence can be a catalyst for other underwriters to support PRI in member countries that otherwise would receive less support.
- Dhaman will not support the movement of arms or arms related services lethal or otherwise.

BECOME A BROKER

Interested Brokers officially licensed or registered in the country in which they do business are kindly requested to complete the broker application form and send it back to Dhaman along with the following documents:

- Broker's License
- Financial statements for the last 3 years
- Policy wordings
- The company's business profile, including organization chart and brief CV of key staff



Broker Application Form

1.1 Applicant: Contact Details.

Name of Company

Street

City

Country

Postal Address

Website Address

1.2 Applicant : Information

Country of incorporation (Domicile):

Registration Number:

Date of incorporation / establishment: (*)

Legal Status

Group of which the Applicant forms part (if applicable):

Names and full addresses of all of Applicant's five major shareholders:

Name (*)

Full Address (*)

Name

Full Address

Name

Full Address

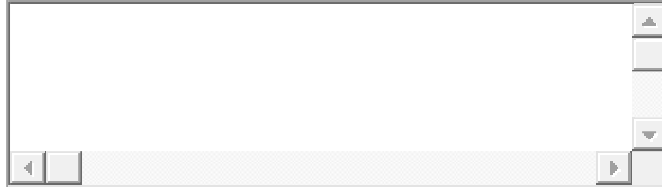
Name

Full Address

Name

Full Address

Description of Applicant's business activities:



1.3 Applicant: Contact Person

Position:

Title

First Name:

Last Name:

Telephone:

Fax

Email

Number of Years of Experience in the lines of business relevant to Dhaman (i.e. Political, non-commercial and commercial) insurance business;

Number Of Clients

Number Of Projects

Aggregate Amount

Convictions status (if any):

- 1- Any crime punishable by confinement for 1 year or more
- 2- Any crime involving the use of force, coercion or intimidation, violent against persons; or the use of firearms or explosives.
- 3- A violation of parole or probation.
- 4- Any criminal or civil offense involving breach of trust or fiduciary duty.
- 5- Obstruction or corruption of government functions or deprivation of civil rights
- 6- No record of criminal conduct in the places checked.



Please attach the following documents to the application and email to slim@dhaman.org

- Agent's License
- Financial Reports for the last 3 years.
- Policy wordings
- The company's business profile, including organization chart and brief CV of key staff.

CONTACT DETAILS

Contact	Role	Tel	Email	Product
Mohamed Fethi Chatti	Director of Operations	+965 24959548	chatti@dhaman.org	PRI. To be copied
Shaimaa Aldoussari	Head, FI Unit	+965 24959540	Shaimaa@dhaman.org	Financial Institutions
Yasser Ragab	Assistant Director Operations, Export credit,	+965 24959511	yasser@dhaman.org	Credit Risk, (corporate) Short term
Wissam Rouatbi	Head of Reinsurance unit	+965 24959512	wissam@dhaman.org	Treaty & Facultative RI

Main office

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KEY FACTS & FIGURES

PCS

90%

AA-

45+

Legal
Preferred
Creditor Status

Recovered
claims

by S&P
for the 13th
consecutive year

years
of
experience

operations@dhaman.org



www.dhaman.org

