



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



A+
S&P Global
Ratings

Credit & Political Risks Insurance Brokers' Guide



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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.

OUR RATING

On March 27, 2024, Standard & Poor's Global Ratings attributed a rating of '**A+**' long-term issuer and financial strength credit ratings on Dhaman. The outlook is stable.

The major rating factors are the solid financial risk profile, exceptional liquidity, strong enterprise risk profile, and 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, and 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, contractors, and financial institutions.
- Conducting research and studies to improve Member Countries' business environment and investment climate.

OUR VISION

Be the market leader in advancing sustainable trade and investment for Arab countries.

OUR TEAM

Dhaman's team has extensive experience in credit & political risk insurance and advanced education skills; the team also has experience in risk management, finance & banking, financial analysis, trade & project finance, and international law.

OUR VALUE PROPOSITION

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

THE RISKS WE COVER

Credit Risks

- Insolvency
- Protracted default

Contract Frustration

- Inability to perform a contract with private or public obligors for political reasons, including non-payment / non-honoring by public obligors.

Non-Honoring of Sovereign Financial Obligation

- The failure of a sovereign or a sub-sovereign entity to make a payment when due under an unconditional financial payment obligation or guarantee.

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 insurance and reinsurance companies.

OUR INSURANCE PRODUCTS

1- For exporters:

- Comprehensive Export Credit Insurance Policy (multi-buyer policy)
- Specific Export Credit Insurance Policy (single transaction policy)

2- For financial institutions:

- 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 LCs
 - 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
 - Participation in Syndicated Loan Agreements covering any of the stipulated trade instruments.
- Non-Honoring of Sovereign Financial Obligations Insurance Policy: intended for financial institutions that provide loans to sovereign and sub-sovereign entities for infrastructure projects and other developmentally sound projects in Arab countries.

3- For investors:

- Direct & Indirect Investments Insurance Policy
- Lenders & Shareholder Loans Insurance Policy

To provide political risk insurance, we require a no-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 (PCS) implementation process.

4- For contractors

- Mobile Assets Insurance Policy.

5- For insurance and reinsurance companies

- Quota-share reinsurance treaty.
- Facultative reinsurance treaty.



Covered risks, maximum line sizes (USD MN), and tenors (Years)

| 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 asset damage and business Interruption.</i> | <i>Host government operation of a law or an order, decree, or regulation having the force of law which prevents, restricts, or controls the conversion from local currency to Policy Currency and the transfer of the Policy Currency outside the host country.</i> | <i>The host government's breach or repudiation of a contract with the investor includes arbitral or judicial award default.</i> | <i>The host government fails to make a payment when due under an unconditional financial payment obligation or guarantee.</i> |
| Tenor | Tenor | Tenor | Tenor | Tenor | Tenor | Tenor |
| 15 | 7 | 15 | 15 | 15 | 15 | 15 |
| Waiting Period: up to 180 days | | | | | | |

ELIGIBILITY CRITERIA

- Member Countries exporting worldwide: all goods and services of member countries' 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 in a member country, and the investor may be from a member or non-member country.
- We 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 means 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 AN APPROVED 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 an organization chart and a brief CV of key staff.



Broker Application Form

1.1 Applicant: Contact Details.

| | |
|-----------------|----------------------|
| Name of Company | <input type="text"/> |
| Street | <input type="text"/> |
| City | <input type="text"/> |
| Country | <input type="text"/> |
| Postal Address | <input type="text"/> |
| Website Address | <input type="text"/> |

1.2 Applicant: Information

| | |
|---|----------------------|
| Country of incorporation (Domicile): | <input type="text"/> |
| Registration Number: | <input type="text"/> |
| Date of incorporation/establishment: (*) | <input type="text"/> |
| Legal Status | <input type="text"/> |
| Group of which the Applicant is a part (if applicable): | <input type="text"/> |

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

| | |
|------------------|----------------------|
| Name (*) | <input type="text"/> |
| Full Address (*) | <input type="text"/> |
| Name | <input type="text"/> |
| Full Address | <input type="text"/> |
| Name | <input type="text"/> |
| Full Address | <input type="text"/> |
| Name | <input type="text"/> |
| Full Address | <input type="text"/> |
| Name | <input type="text"/> |
| Full Address | <input type="text"/> |

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, violence against a person, 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 them to slim@dhaman.org

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

CONTACT DETAILS

| Contact | Role | Tel | Email | Product |
|-------------------------|--|---------------|------------------------|-------------------------|
| Mrs. Shaimaa Aldoussari | Head of the Financial Institutions section | +965 24959540 | shaimaa@dhaman.org | Financial Institutions |
| Mrs. Sara Alrifaae | Head of the Export Credit section | +965 24959534 | sara@dhaman.org | Credit Risk |
| Mr. Nizar Najem | Head of the investment guarantee unit | +965 24959536 | Nizar.najem@dhaman.org | PRI |
| Mr. Wissam Rouatbi | Head of the reinsurance section | +965 24959512 | wissam@dhaman.org | Treaty & Facultative RI |

Head office

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KEY FACTS & FIGURES

PCS

Legal
Preferred Creditor
Status

90%

Recovered
claims

A+

by S&P
Global
Ratings

50

years
of
experience

operations@dhaman.org



www.dhaman.org

