

# Credit & Political Risks Insurance

## Brokers' Guide



*Disclaimer: This guide is designed to provide information on the Credit & Political Risks Insurance service provided by Dhaman; it cannot be considered an exhaustive and complete presentation of the service. 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it may contain errors, omissions, or information that was accurate as of its publication but subsequently has become outdated by insurance changes or conditions, new laws, or regulations, or other circumstances.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 for any loss or damage alleged to have been caused, directly or indirectly, by the information or other content in this guide.*

## 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

In April 2025, Standard & Poor's Global Ratings attributed a rating of '**A+**' long-term issuer and financial strength credit ratings to Dhaman. The outlook is stable.

The major rating factors are the solid financial risk profile, exceptional liquidity, strong enterprise risk profile, and extraordinary support from 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) into 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:

- Non-Payment Insurance Policy for Financial Institutions: This Policy is intended to cover the Insured's financial exposure against the risks of non-payment of the obligor (with the underlying obligor being strictly a bank) under Eligible Trade Finance Transactions (i.e., short-term trade loan, letter of credit, etc.).
- 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.
- Trade Finance Insurance Policy: It protects financial institutions against the non-payment risk of a corporate borrower. It extends coverage for different trade finance instruments like:
  - Discounting receivables
  - Factoring ST trade loans
  - WC facilities related to a specific trade transaction
  - Invoices reimbursements

### 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. 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

- Treaty reinsurance.
- Facultative reinsurance.



## Covered risks 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 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 export worldwide: all goods and services of the member countries' origin.
- Non-member countries export 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" value="Private"/>
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: [operations@dhaman.org](mailto:operations@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
Mr. Wissam Alrwatbi	Head of the Reinsurance Section	+965 24959512	wissam@dhaman.org	Treaty & Facultative RI
Mrs. Shaimaa Aldoussari	Head of the Financial Institutions Section	+965 24959540	shaimaa@dhaman.org	Financial Institutions
Mrs. Sara Alrifae	Head of Trade Credit Insurance Section	+965 24959534	sara@dhaman.org	Credit Risk
Mr. Nizar Najem	Head of Investment & Trade Guarantee Section (Medium & Long term)	+965 24959536	Nizar.najem@dhaman.org	Credit & PRI / MLT

### Head office

The Arab Investment & Export Credit Guarantee Corporation

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State of Kuwait

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Email: operations@dhaman.org

# KEY FACTS & FIGURES

PCS

Preferred  
Creditor  
Status

100%

Political  
Claims  
Recovery

A+

by S&P  
Global  
Ratings

50+

years  
of  
experience

[operations@dhaman.org](mailto:operations@dhaman.org)



[www.dhaman.org](http://www.dhaman.org)

