



## LAUNCH OF AU GROUP POLITICAL RISK DEPARTMENT PRESS RELEASE - 18th SEPTEMBER, 2018

**AU Group, the leading international broker exclusively specialised in credit insurance, financing and management of account receivables is launching a new political risk department.**

### **The growing need for cover against political risks**

International events show an increase in political risks both in emerging market and mature economies. The consequence is an increasing requirement for companies to cover their international financial exposures with suitable insurance.

### **Globalisation adds complexity to insurance solutions**

Traditional insurance guarantee provided by Export Credit Agencies still require a high national content in exported produce with strict checks on outsourcing.

However, major contracts often require a large amount of foreign components; intense competition leads corporations to move a large part of their production to less expensive countries.

At the same time the countries of the buyers might require a high level of local content in the choice of supplier. As a result, many of these contracts become local or involve local companies. This complicates the provision of insurance for these contracts.

### **A complete integrated package offer**

AU Group has been innovating insurance and receivable management solutions tailored to client needs since 1929.

With this new department dedicated to political risks, the Group extends its capabilities and is now able to provide insurance solutions for all middle and long term contracts. These new integrated solutions also include the insurance of overseas subsidiaries and property against political risks.

Risks of damage following acts of terrorism, war, civil disturbance, infringement of property rights are also covered.

### **Multi-insurer and optimal solutions**

AU Group is located in over 28 countries with 51 offices and can now provide tailor-made political risk solutions which take into account any local requirements with access to the global political risk insurance market.

### **A Team of Experts**

François Delteil is a senior broker in the industry with over 25 years' experience. After 9 years at Group Natixis and then in London Forfaiting, he joined the political risks department of Gras Savoye. Over the last 17 years he has developed a mixed portfolio of exporters, international investors and banks. Loïsa Ranunkel has 12 years' experience in political risks starting as risk manager of the Alcatel-Lucent integrated Political and Commercial Risks Programme, before setting up as an independent broker catering for the construction, shipping, renewable energy and defence industries. Jean Lallanne-Larrieu is an expert in financing acquired in the factoring operations of GE and Société Générale. Since he joined AU Group 15 years ago, he has also become a specialist in credit insurance.

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### **About AU Group**

AU Group is the world's largest broker exclusively specialised in the insurance, financing and management of trade receivables. We support our clients by the structuring, placement and management of solutions for credit insurance, trade financing and credit management. With 51 offices in 28 countries and 260 experts in the world, AU Group covers €300 billion of commercial transactions globally.