

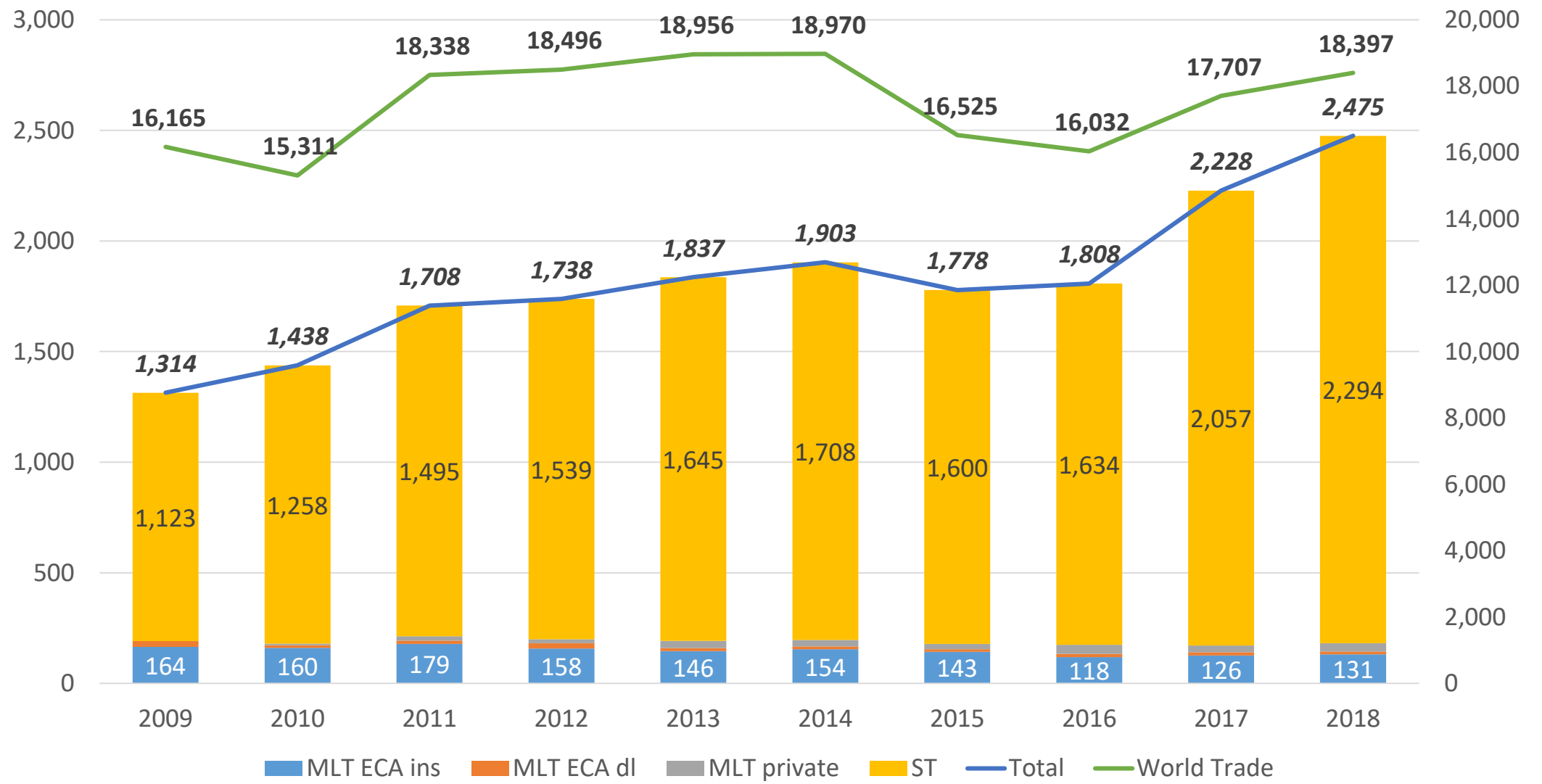
# Overview of export credit insurance industry (MLT focus)

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DIRECT LENDERS MEETING – APRIL 2019

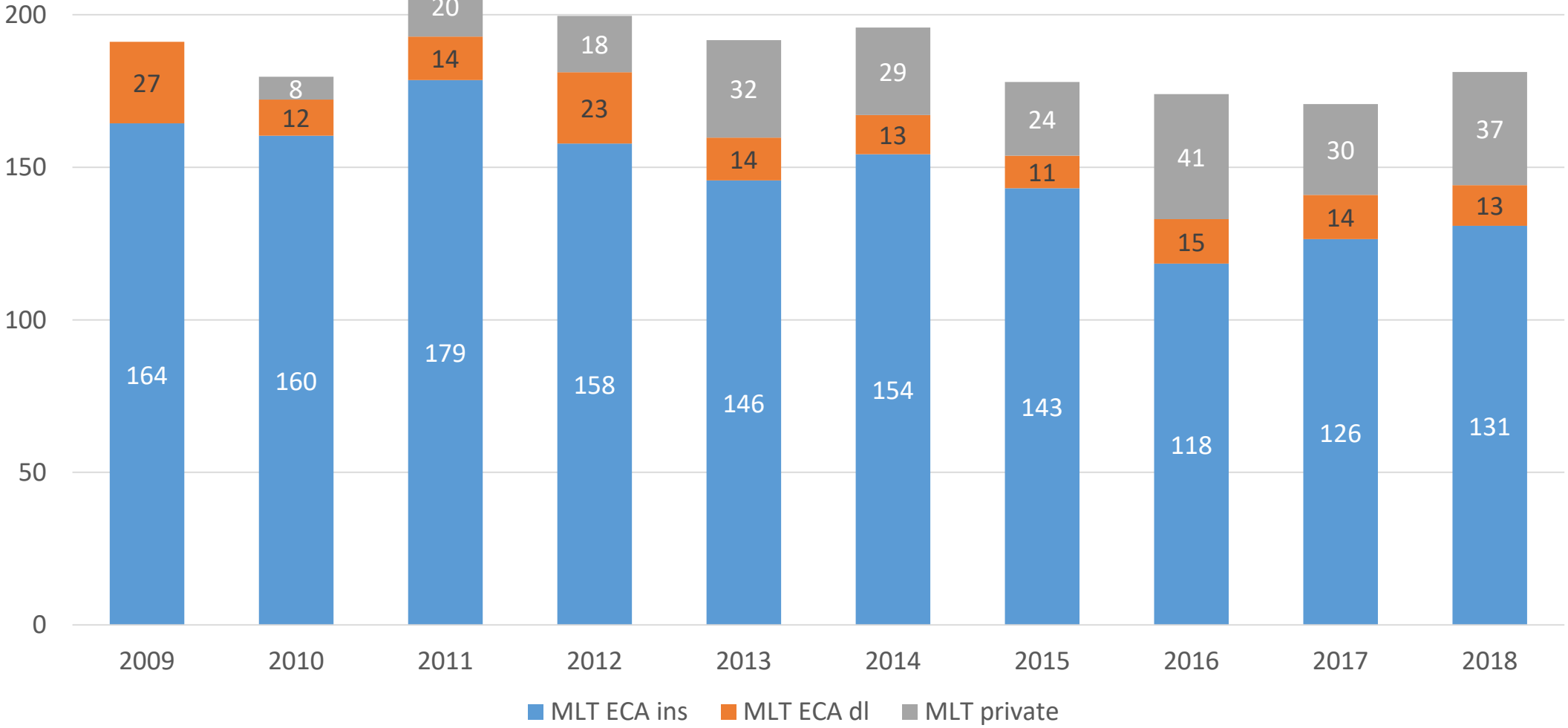
# World trade and the Berne Union

USD, billions



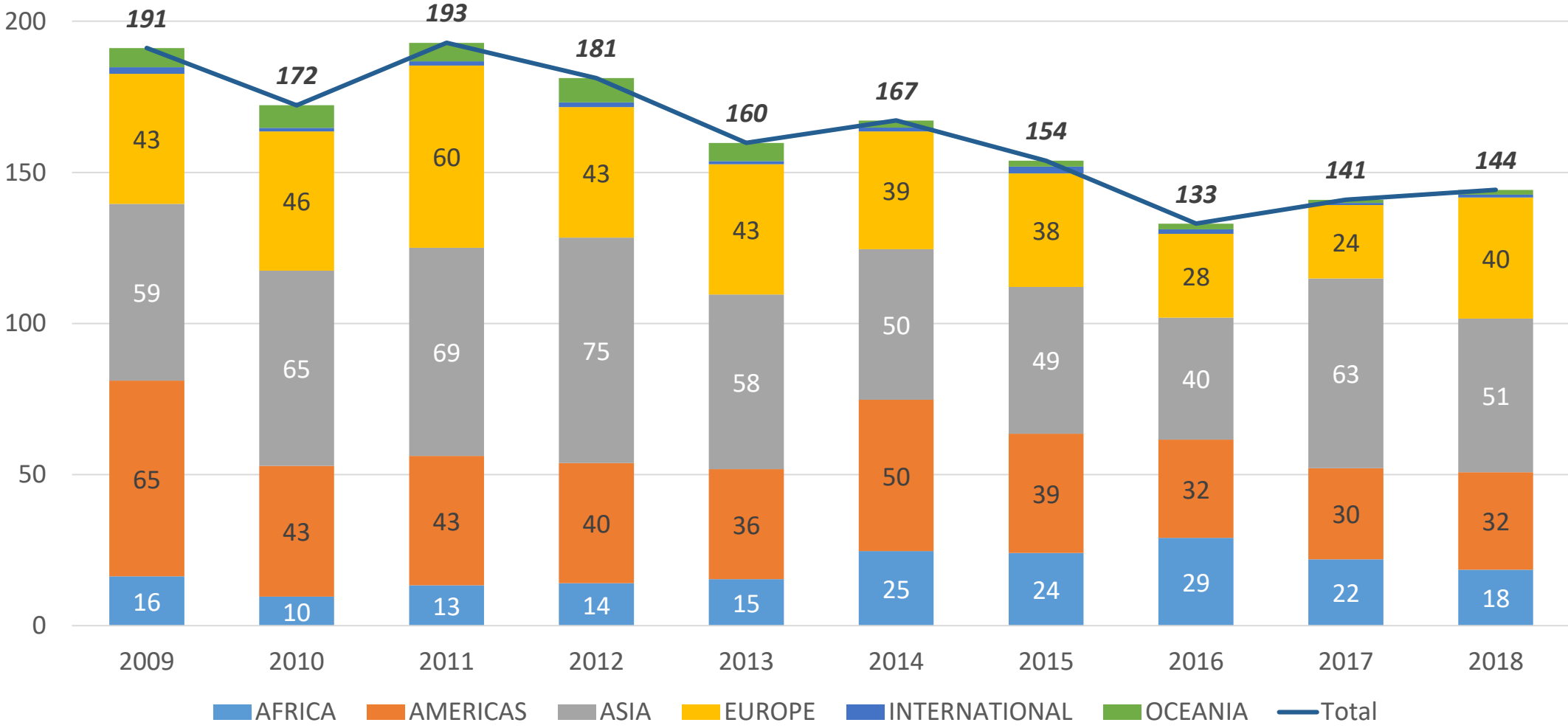
# MLT New Business: pure cover / direct lending / private

**MLT New Commitments**  
[USD, Billions]



# MLT New Business: obligor region

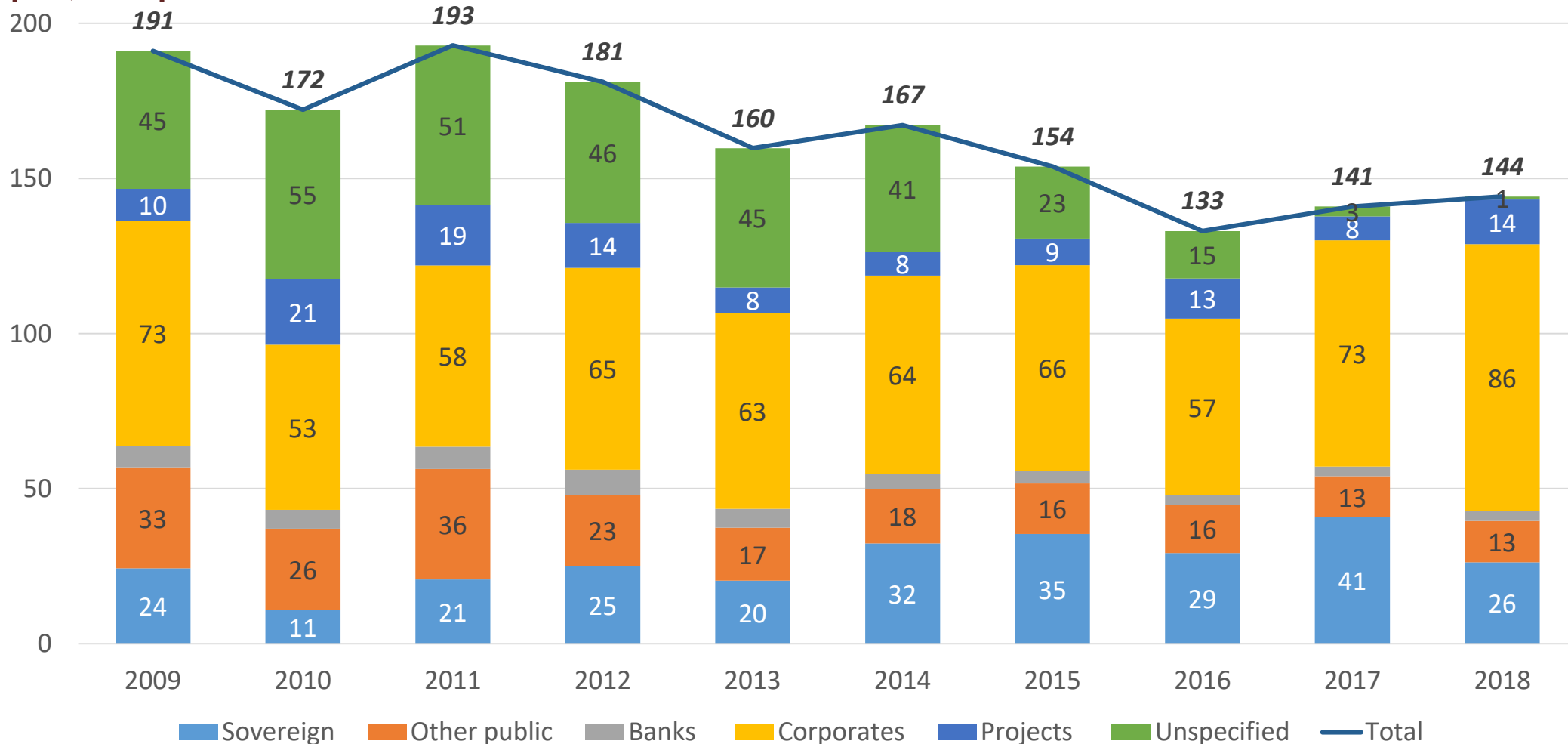
**MLT New Commitments**  
[USD, Billions]



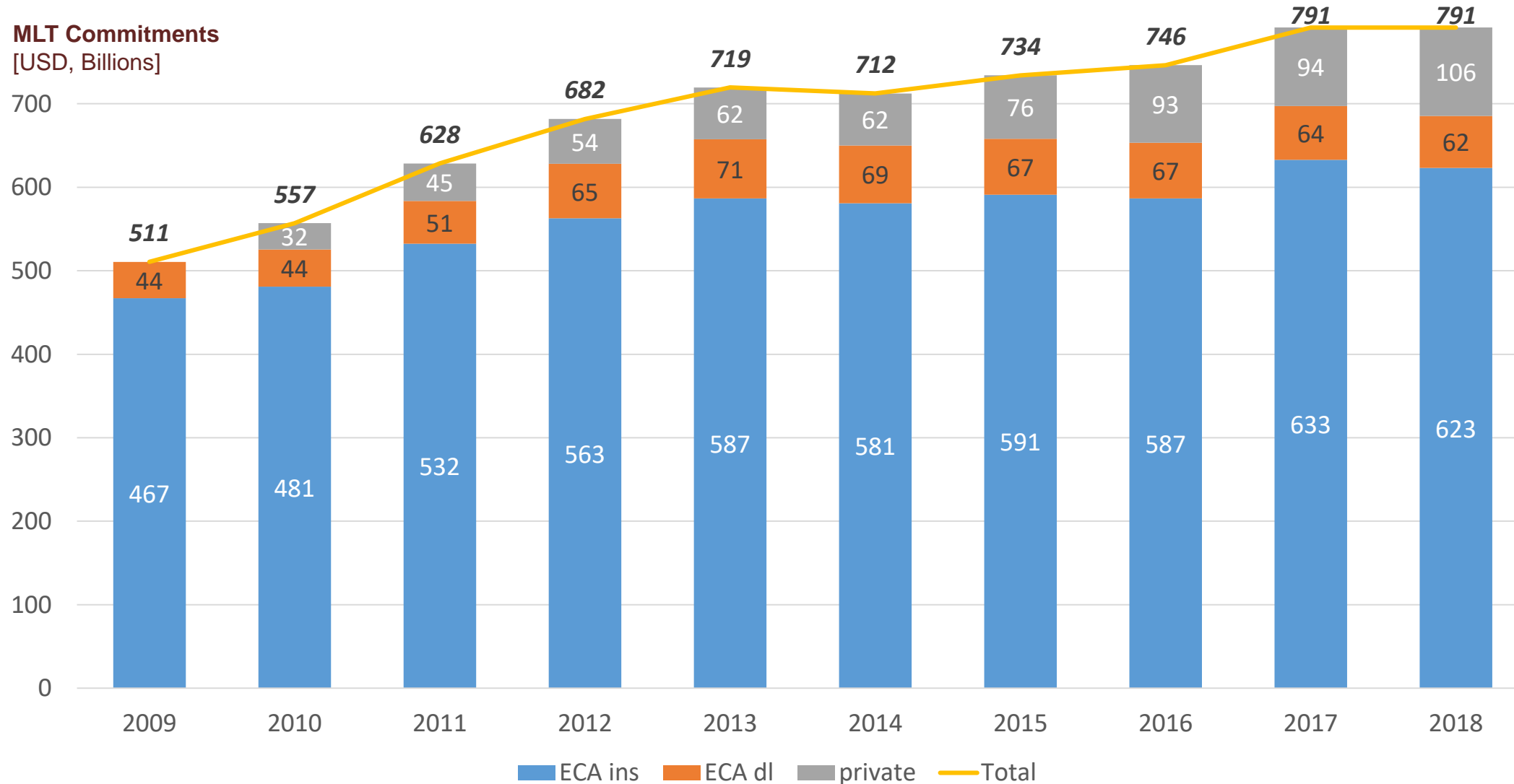
# MLT New Business: obligor type

## MLT New Commitments

[USD, Billions]



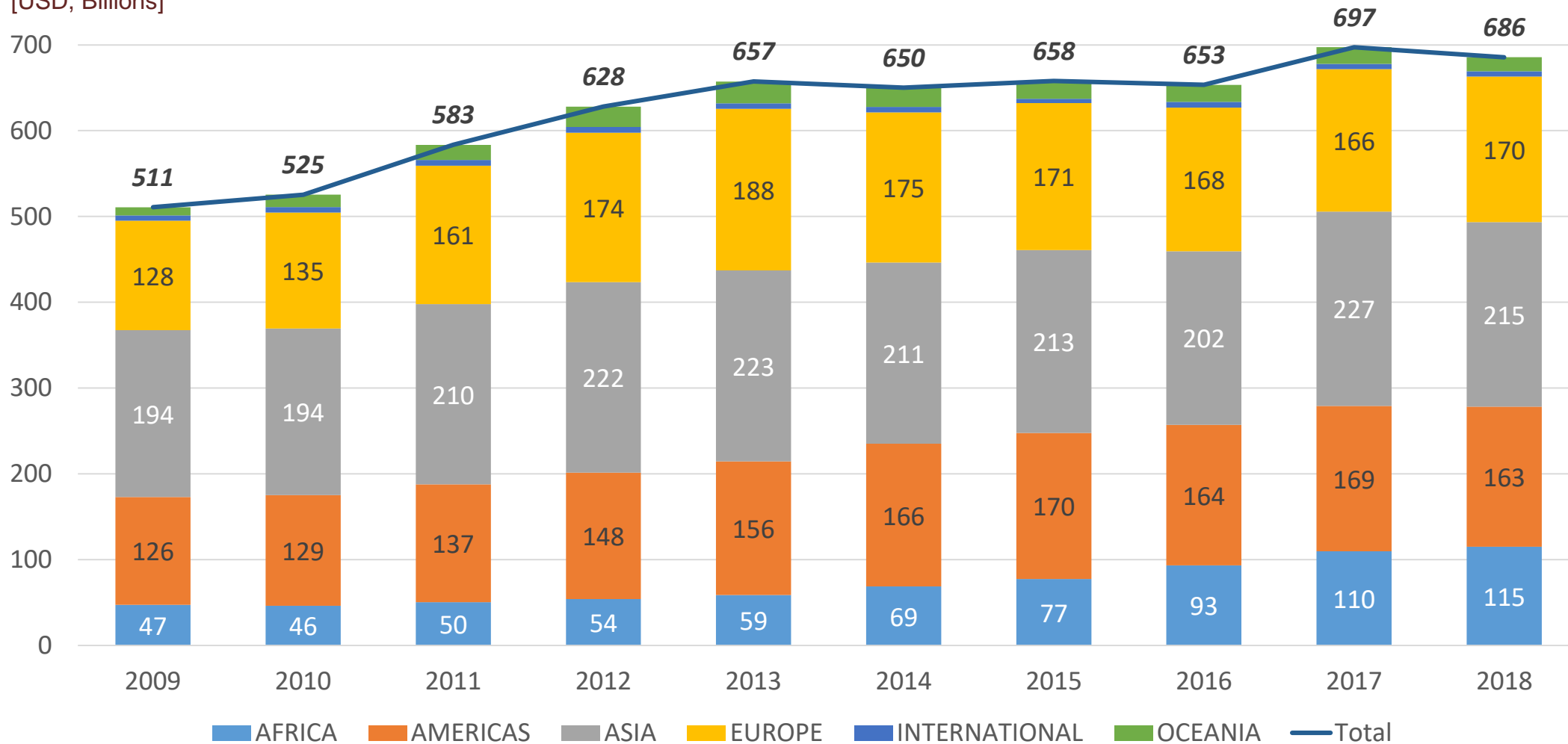
# MLT Exposure: pure cover / direct lending / private



# MLT Exposure: obligor region

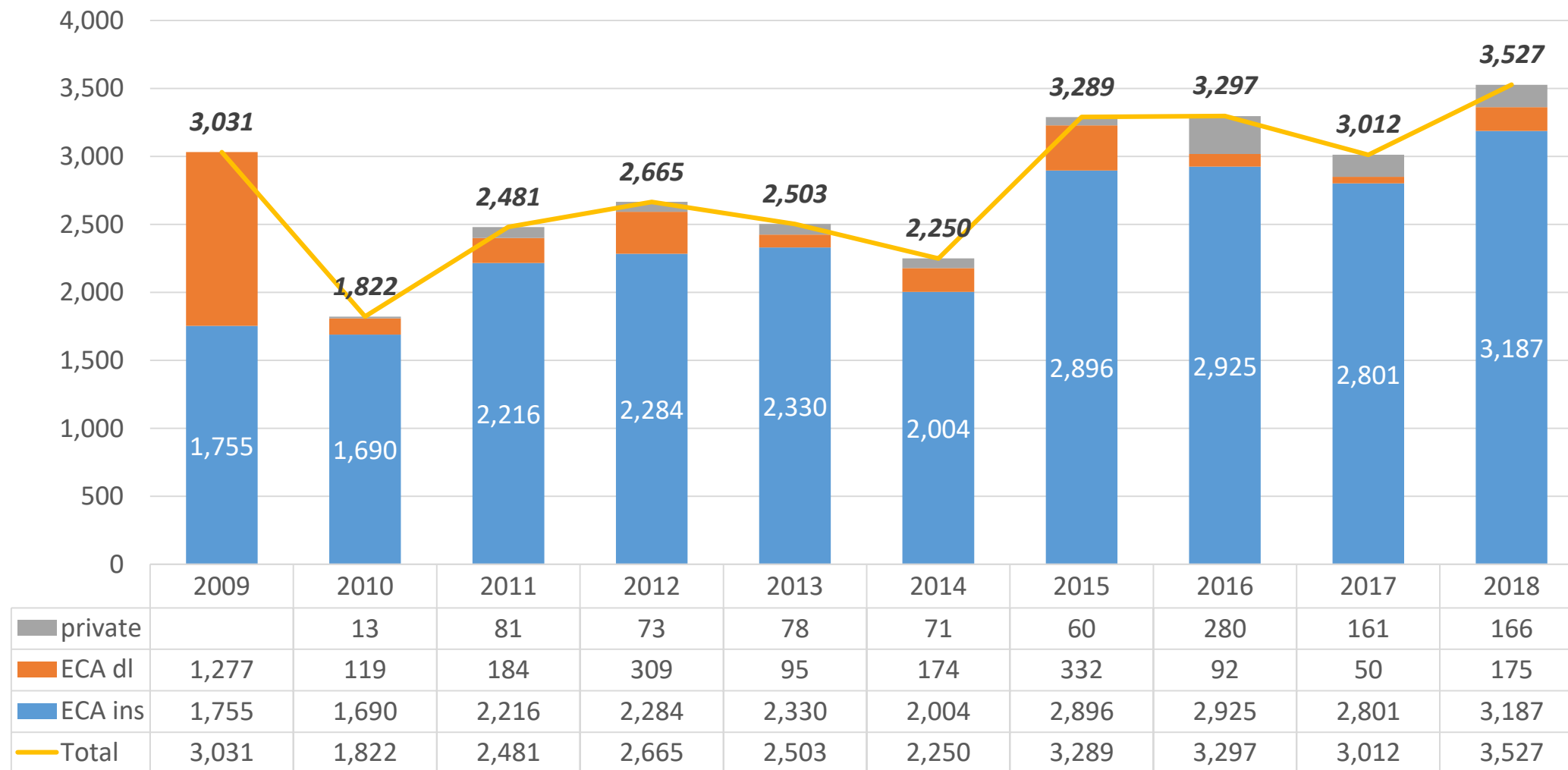
## MLT Commitments

[USD, Billions]



# MLT Claims paid: pure cover / direct lending / private

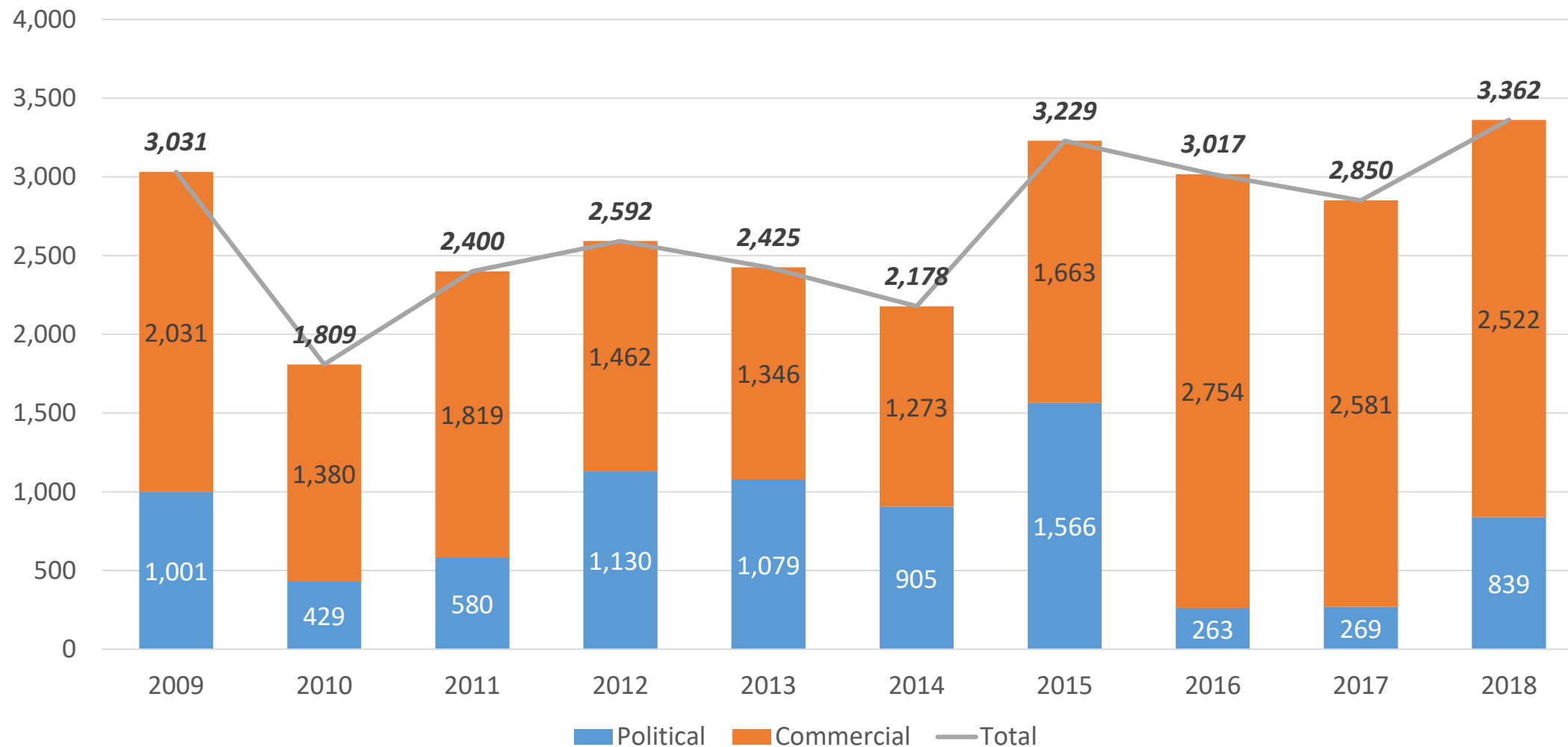
MLT Claims paid  
[USD, Millions]





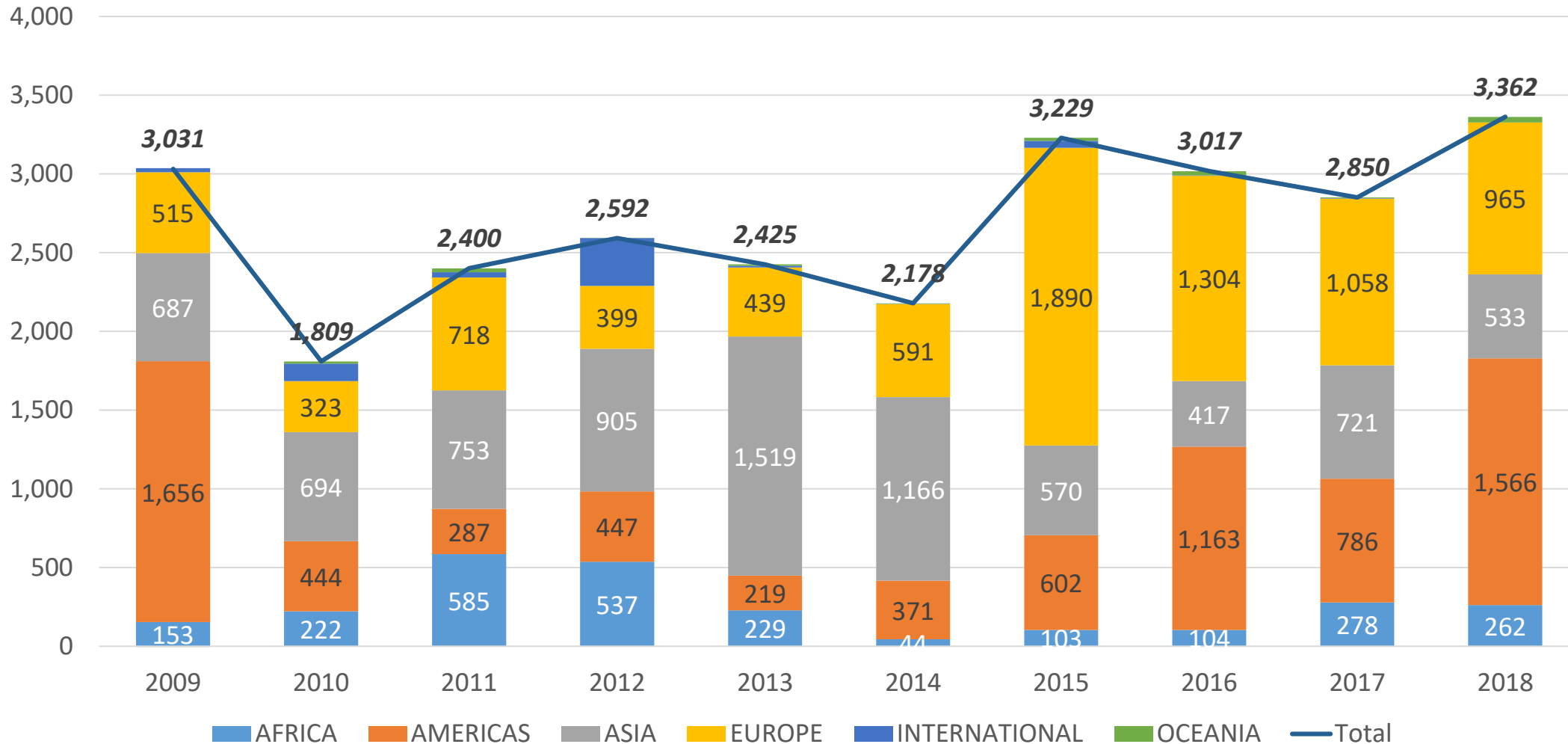
# MLT Claims paid: political and commercial

MLT Claims paid  
[USD, Millions]



# MLT Claims paid: obligor region

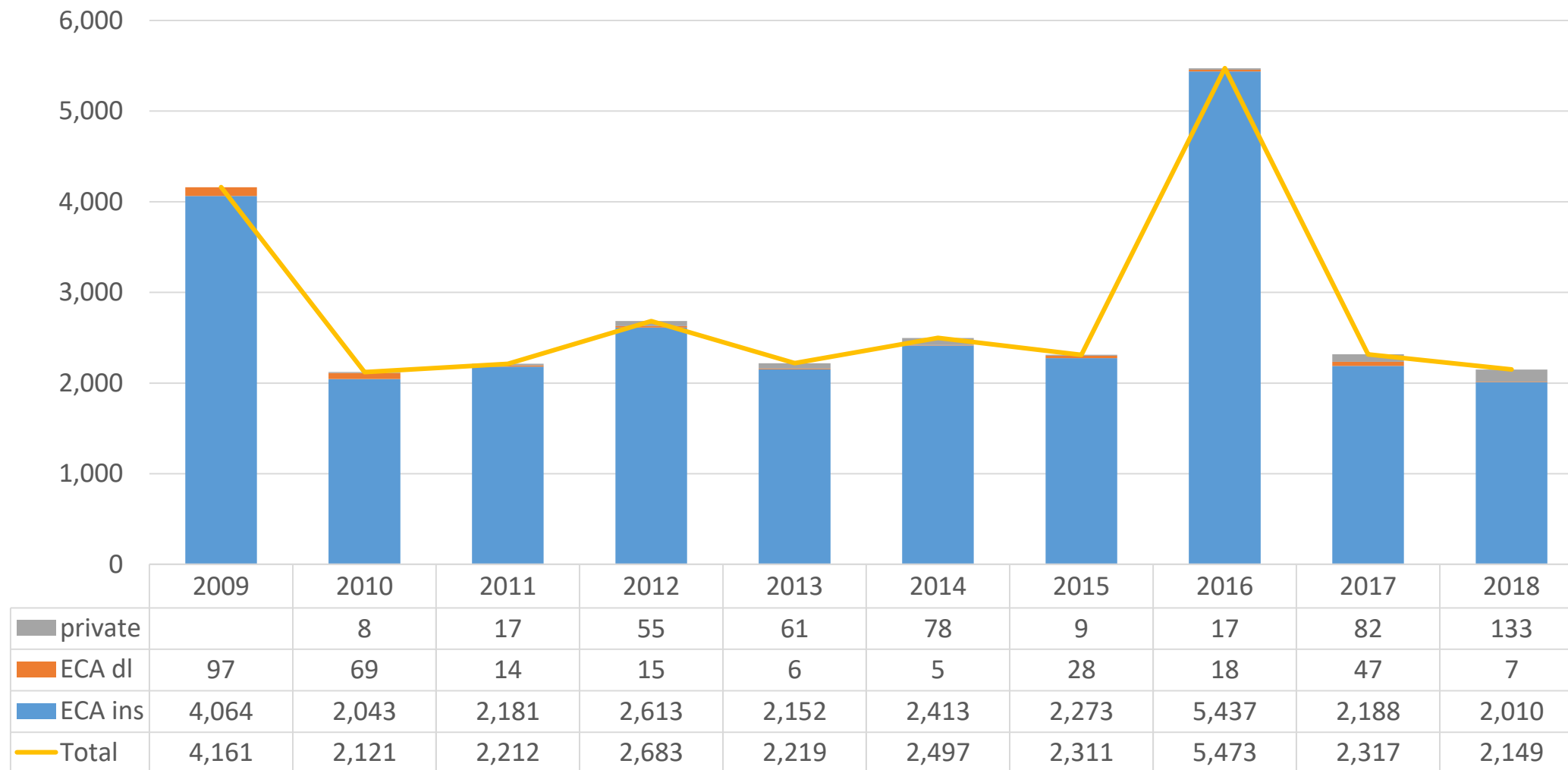
**MLT Claims paid**  
[USD, Millions]



# MLT Recoveries: pure cover / direct lending / private

## MLT Recoveries

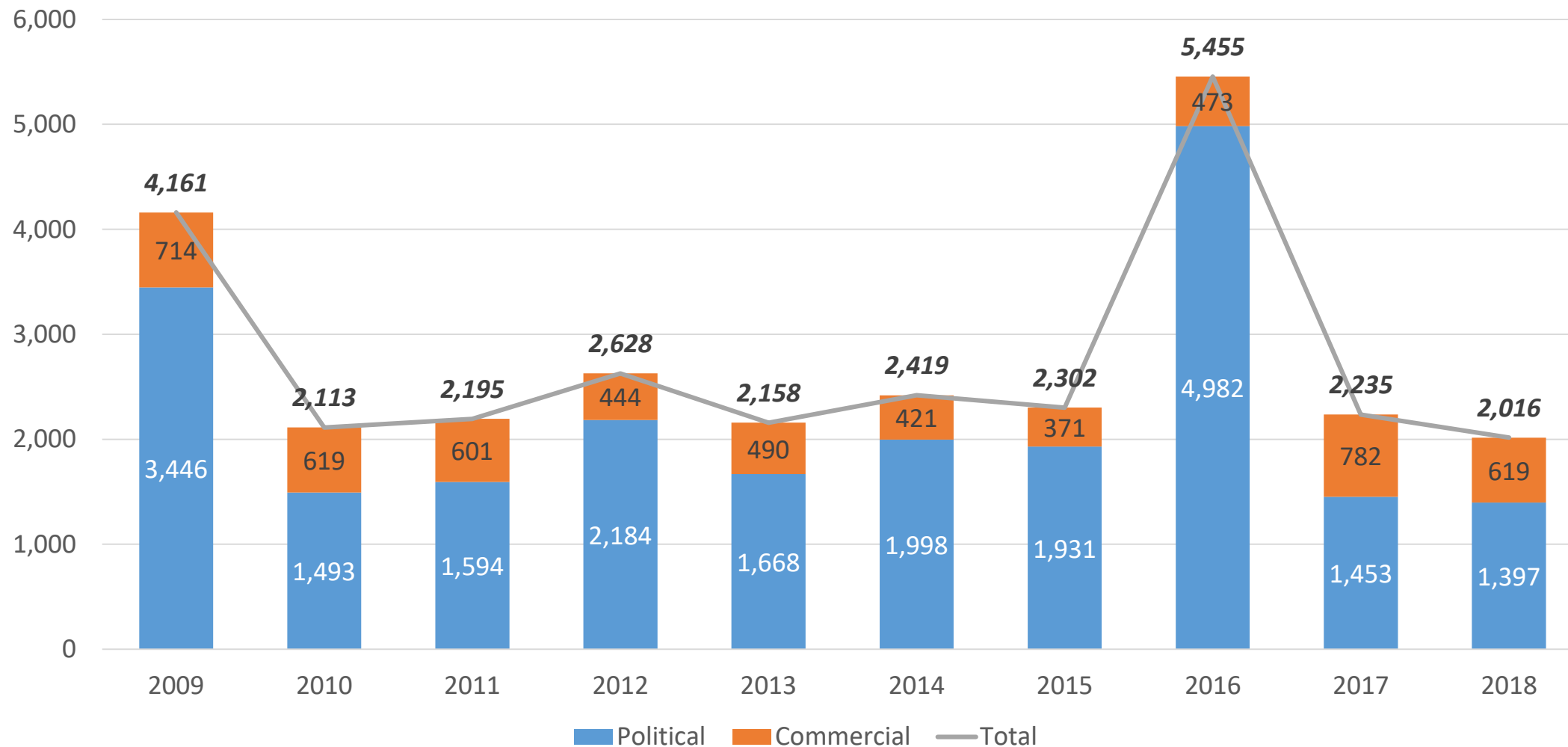
[USD, Millions]



# MLT Recoveries: political and commercial

## MLT Recoveries

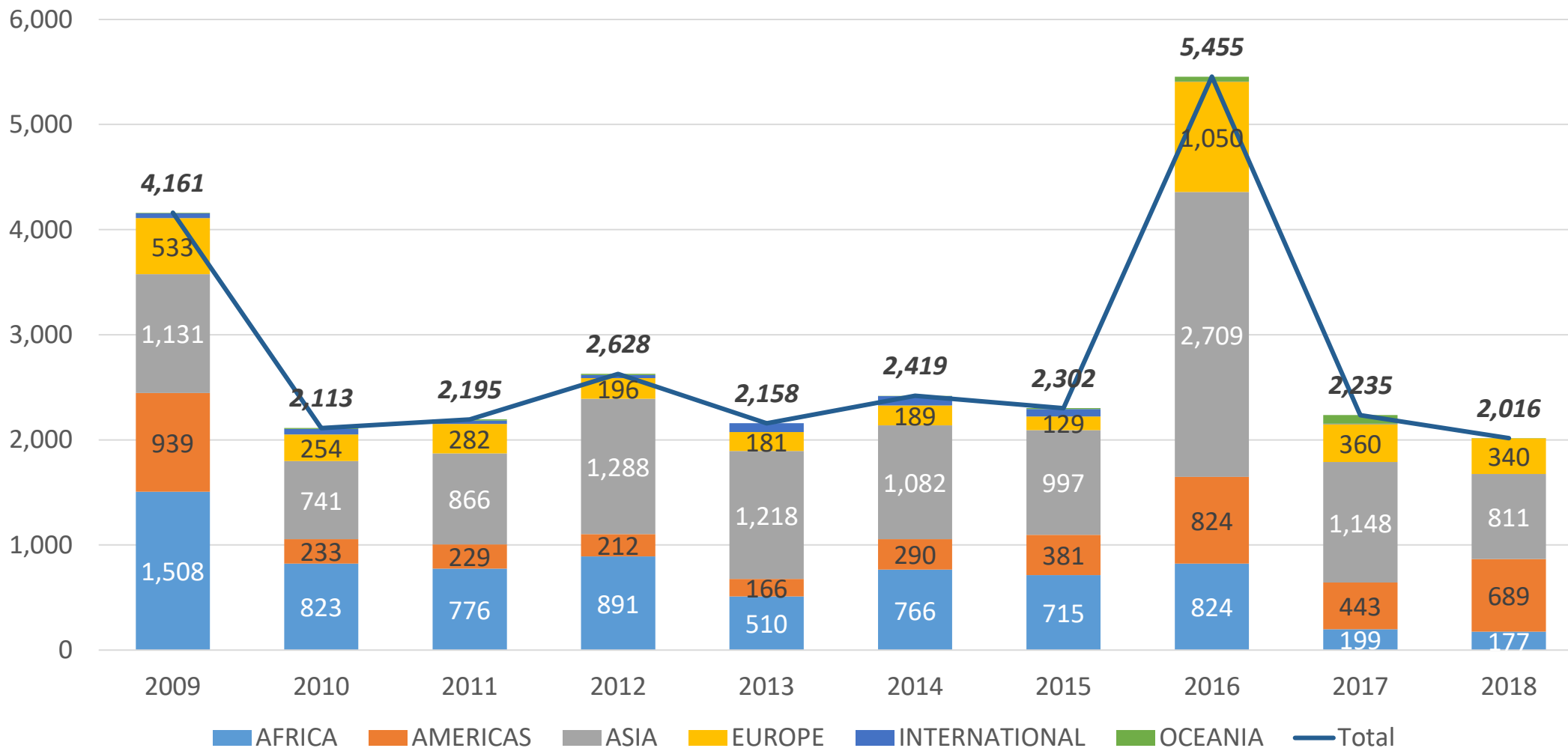
[USD, Millions]



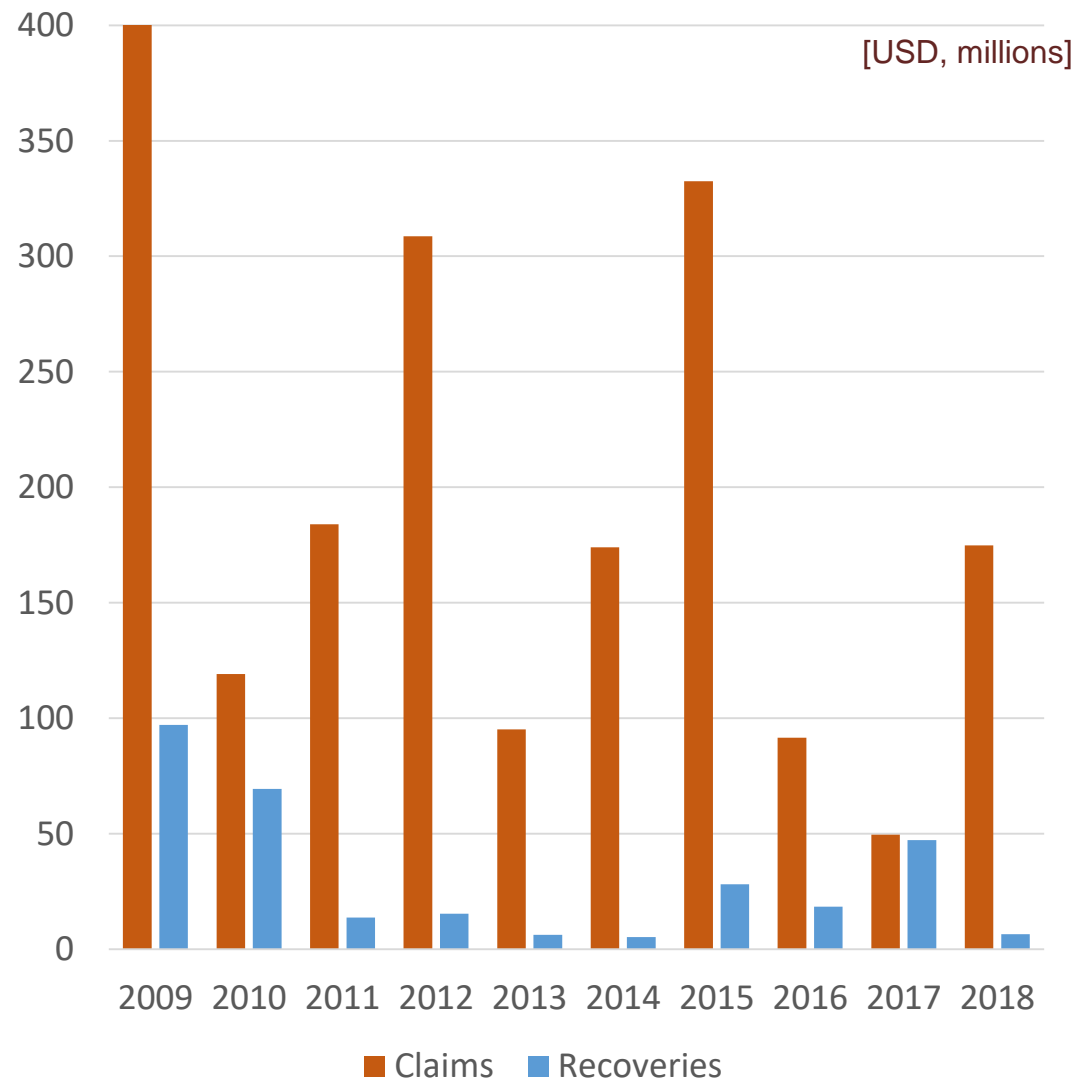
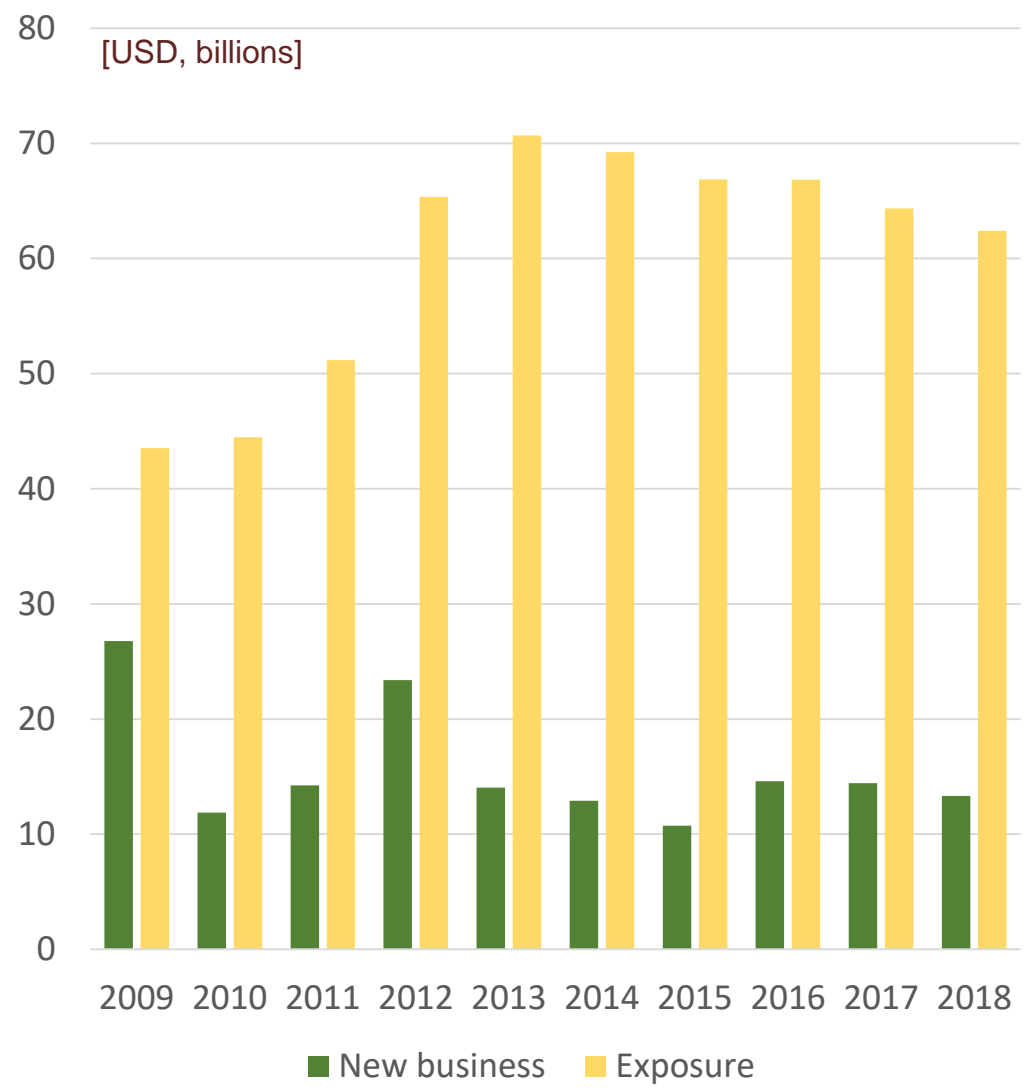
# MLT Recoveries: obligor region

## MLT Recoveries

[USD, Millions]



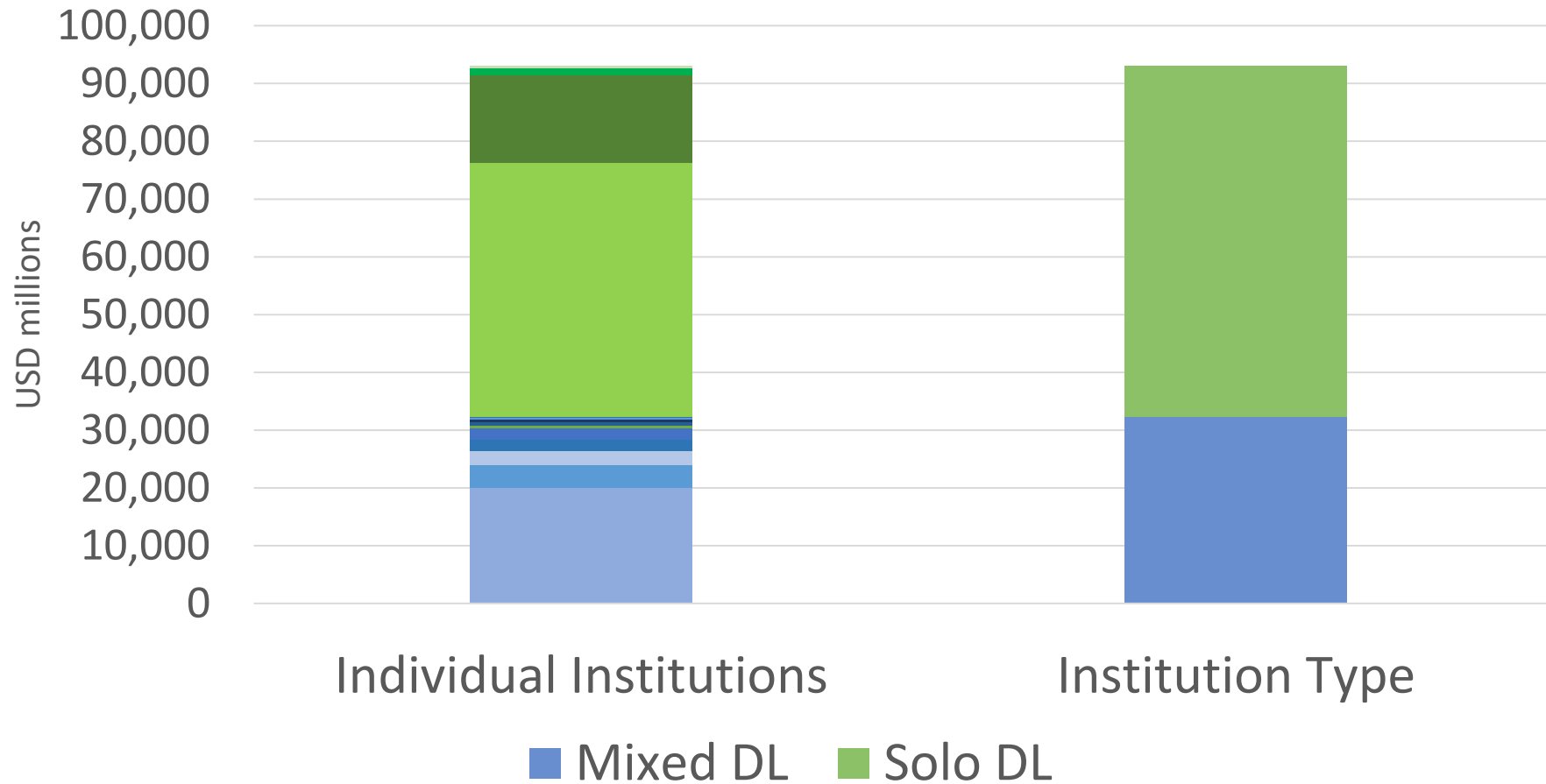
# MLT Direct Lending highlights



# Export Credit Direct Lending Pre-Meeting Survey Outcomes

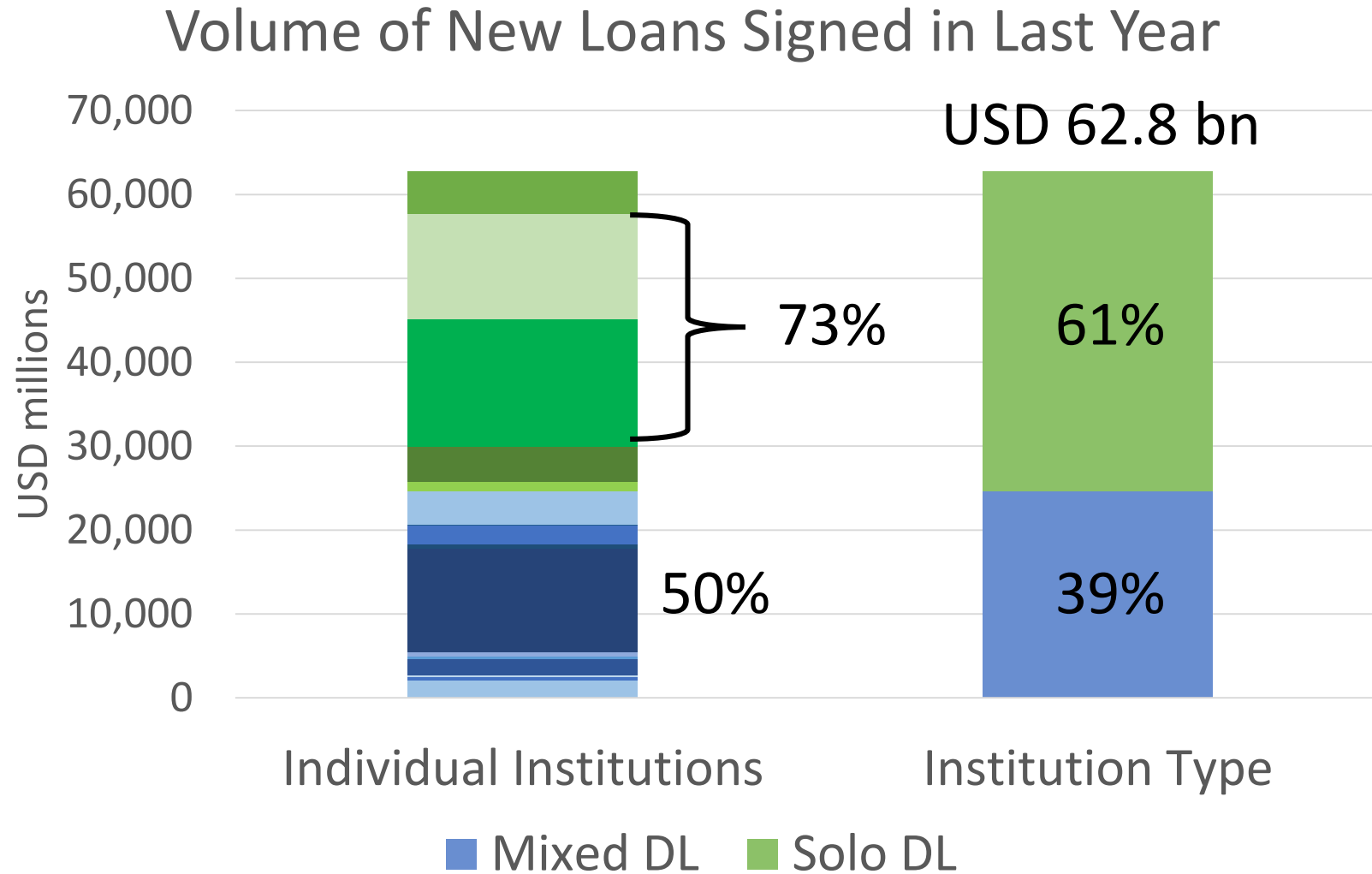
# Lending Volumes

## Volume of New Loans Signed in Last Year

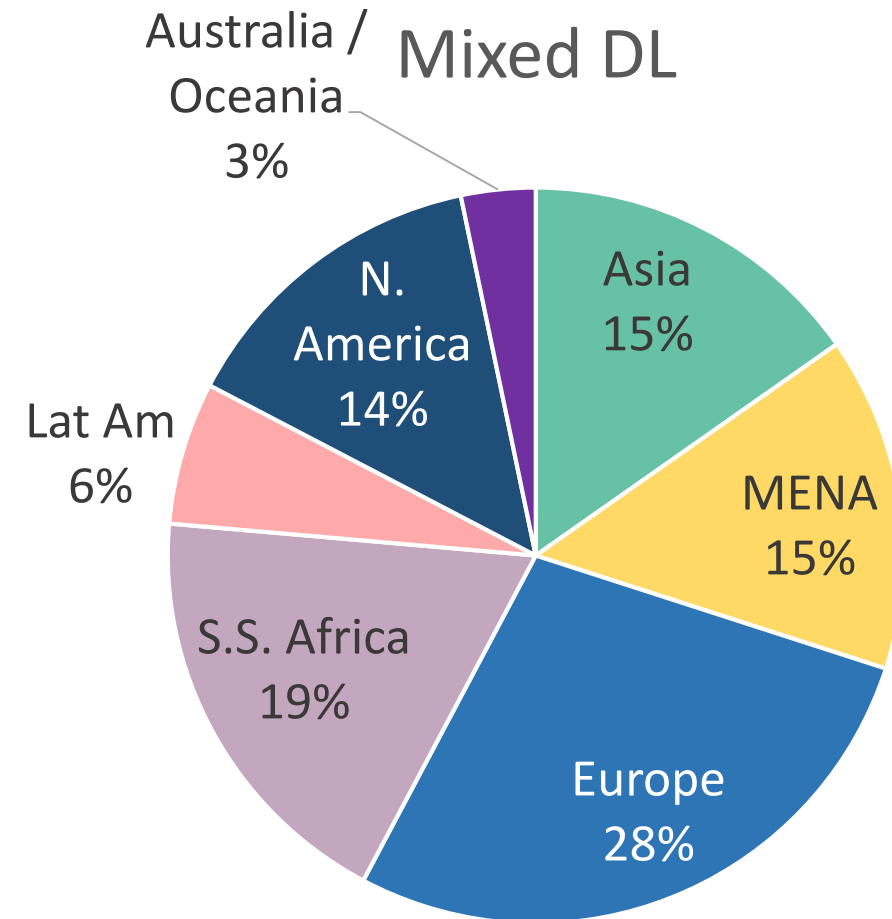
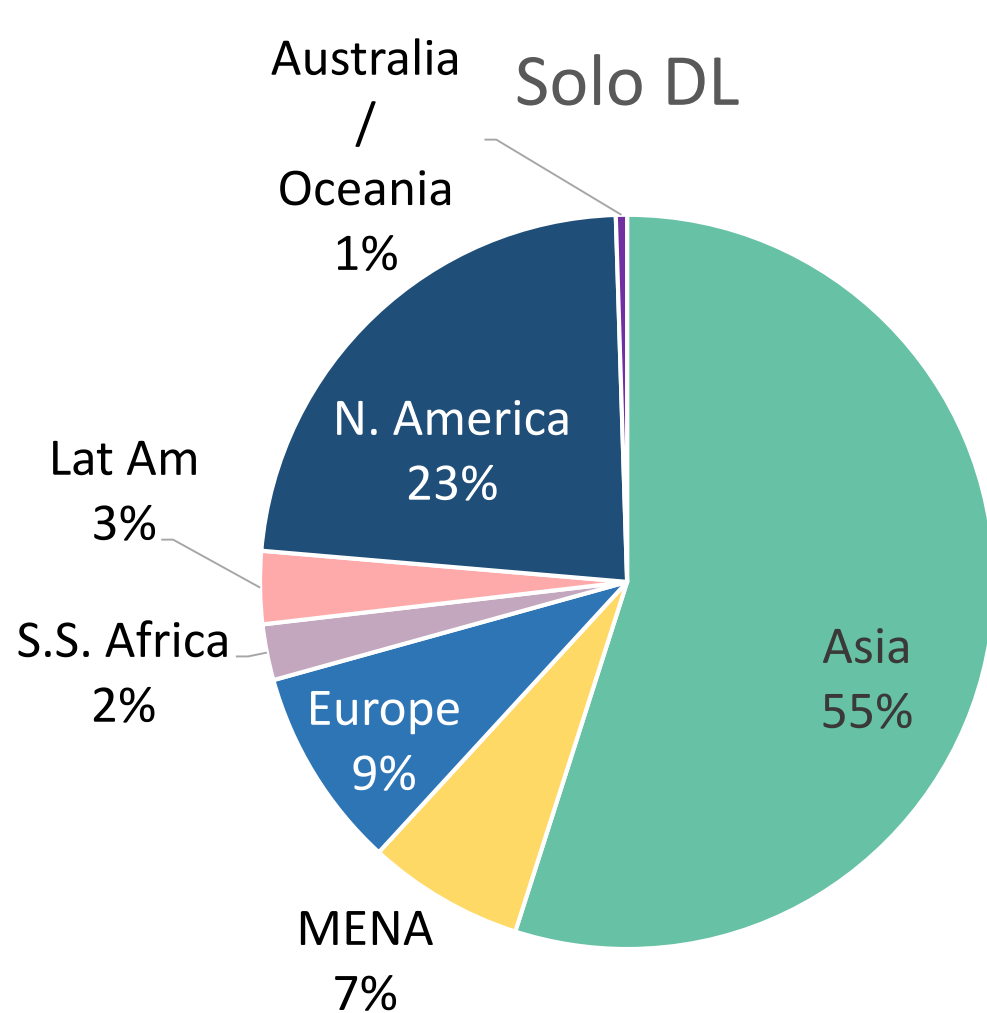




# Lending Volumes - Adjusted

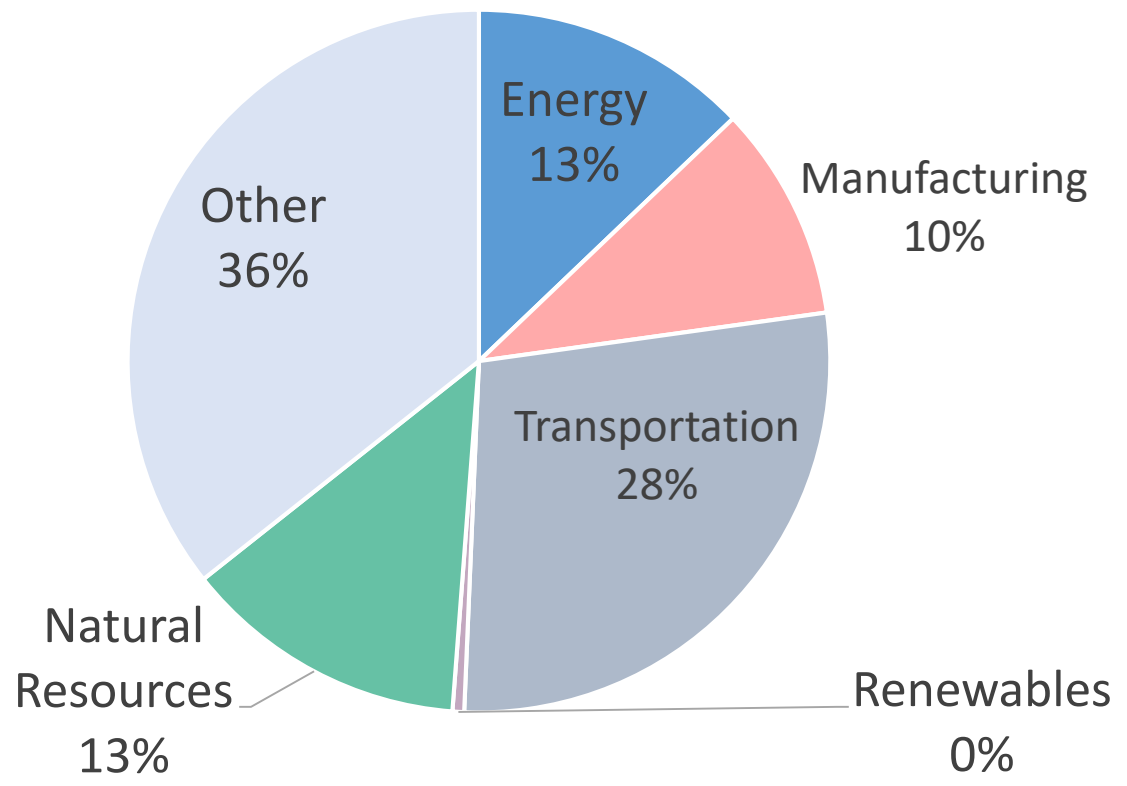


# Geographic Distribution of New Business

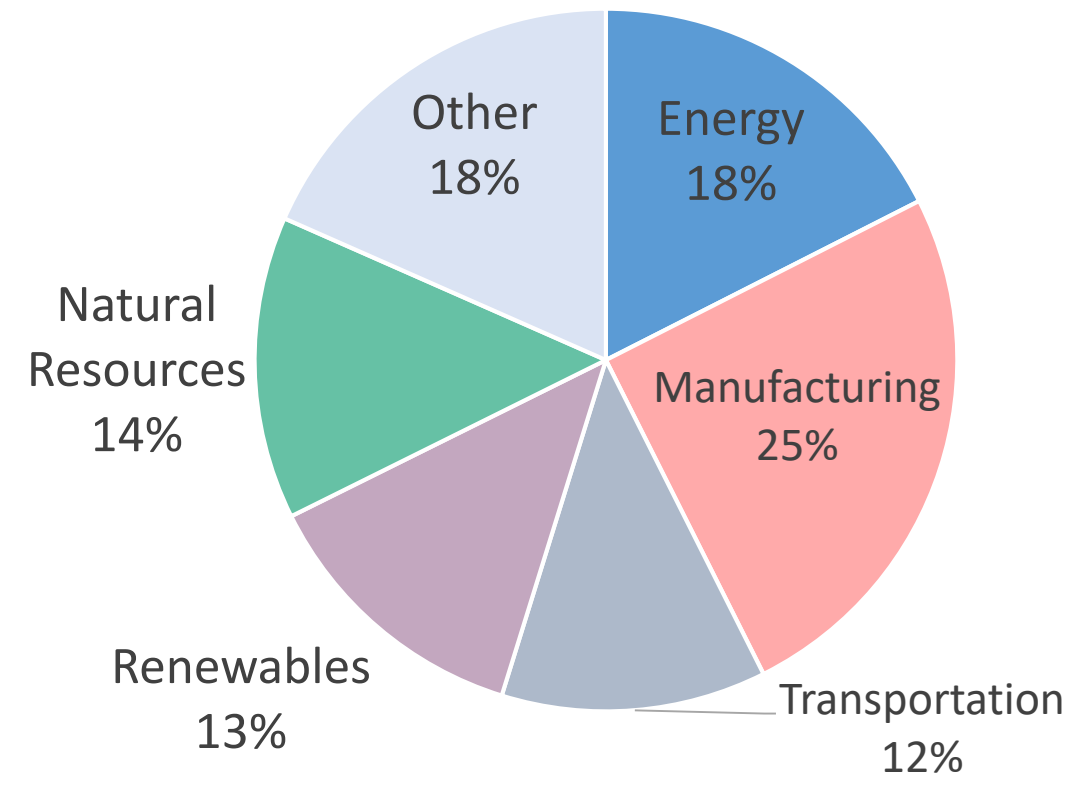


# Sector Distribution of New Business

## Solo DL

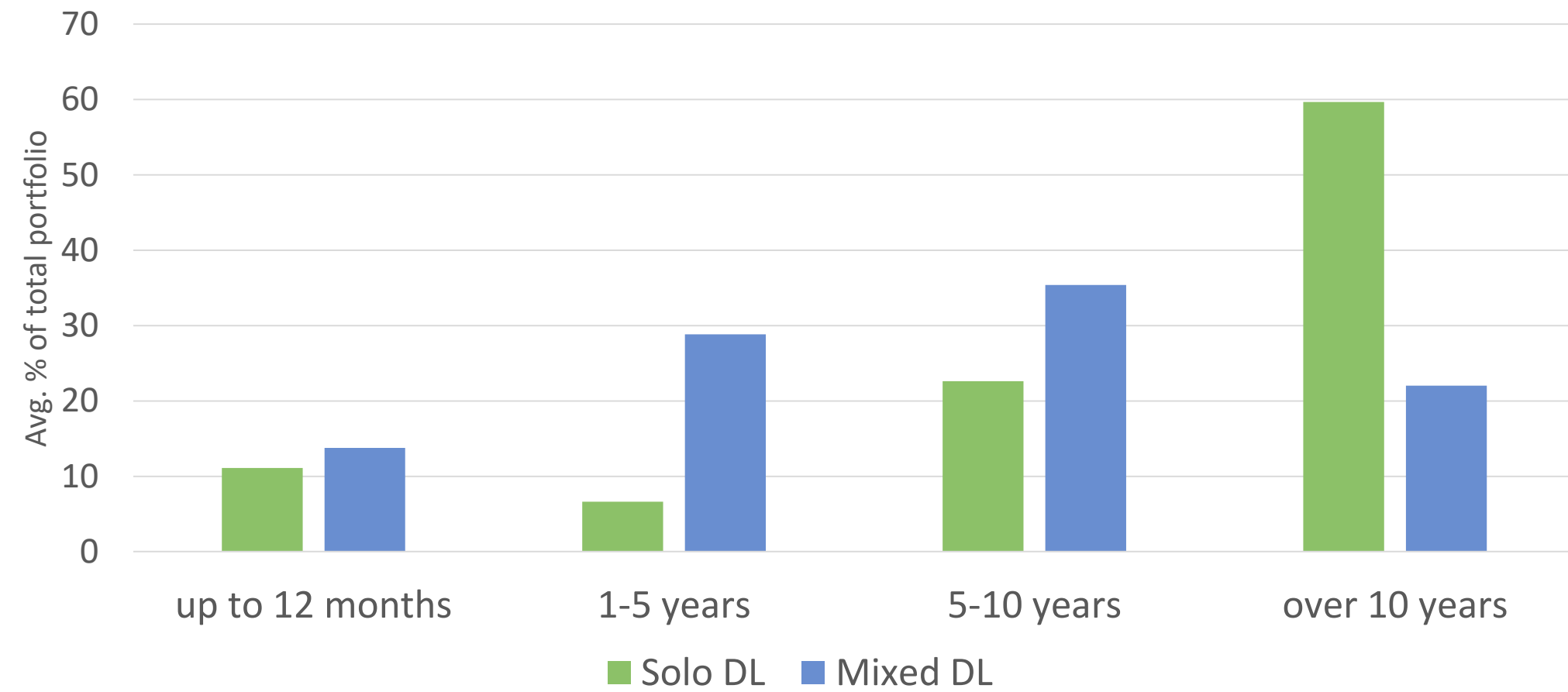


## Mixed DL



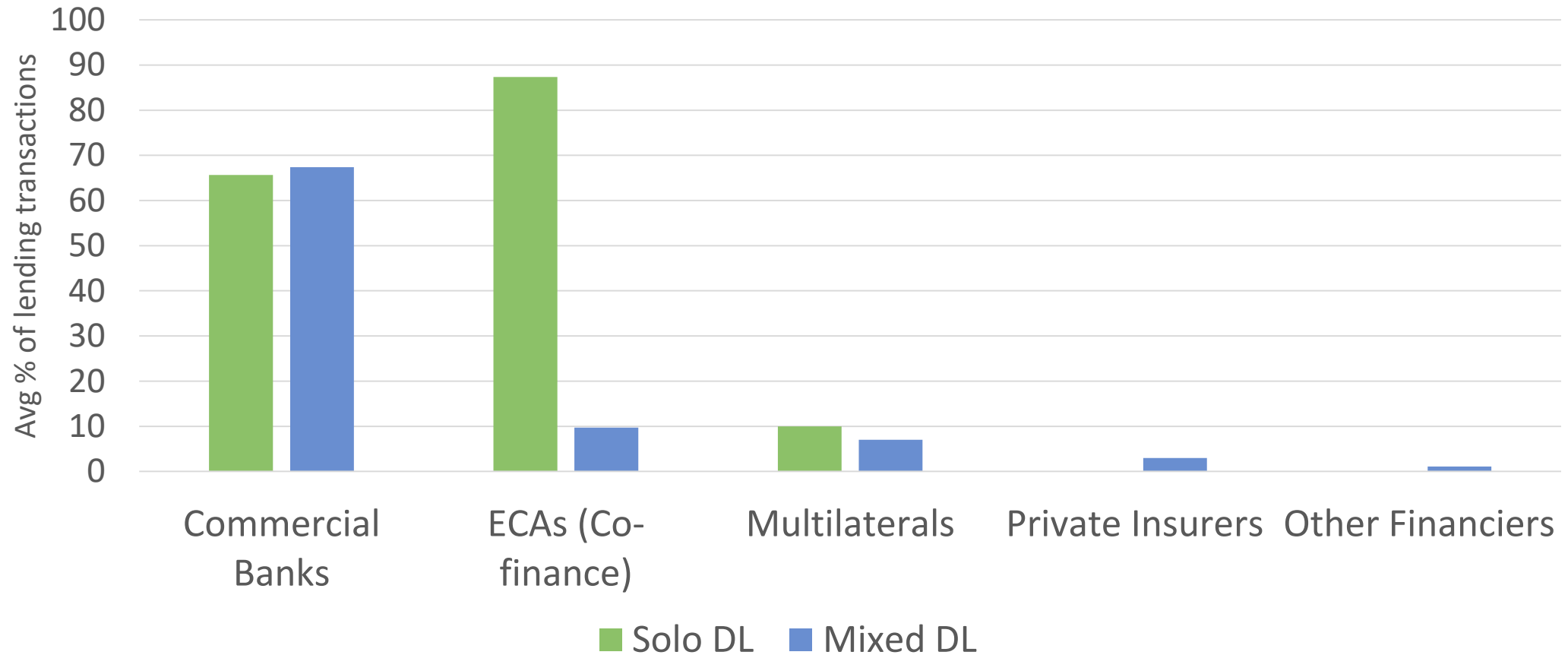
# Tenor of Loan Portfolio

## Distribution of loan tenor, by institution type



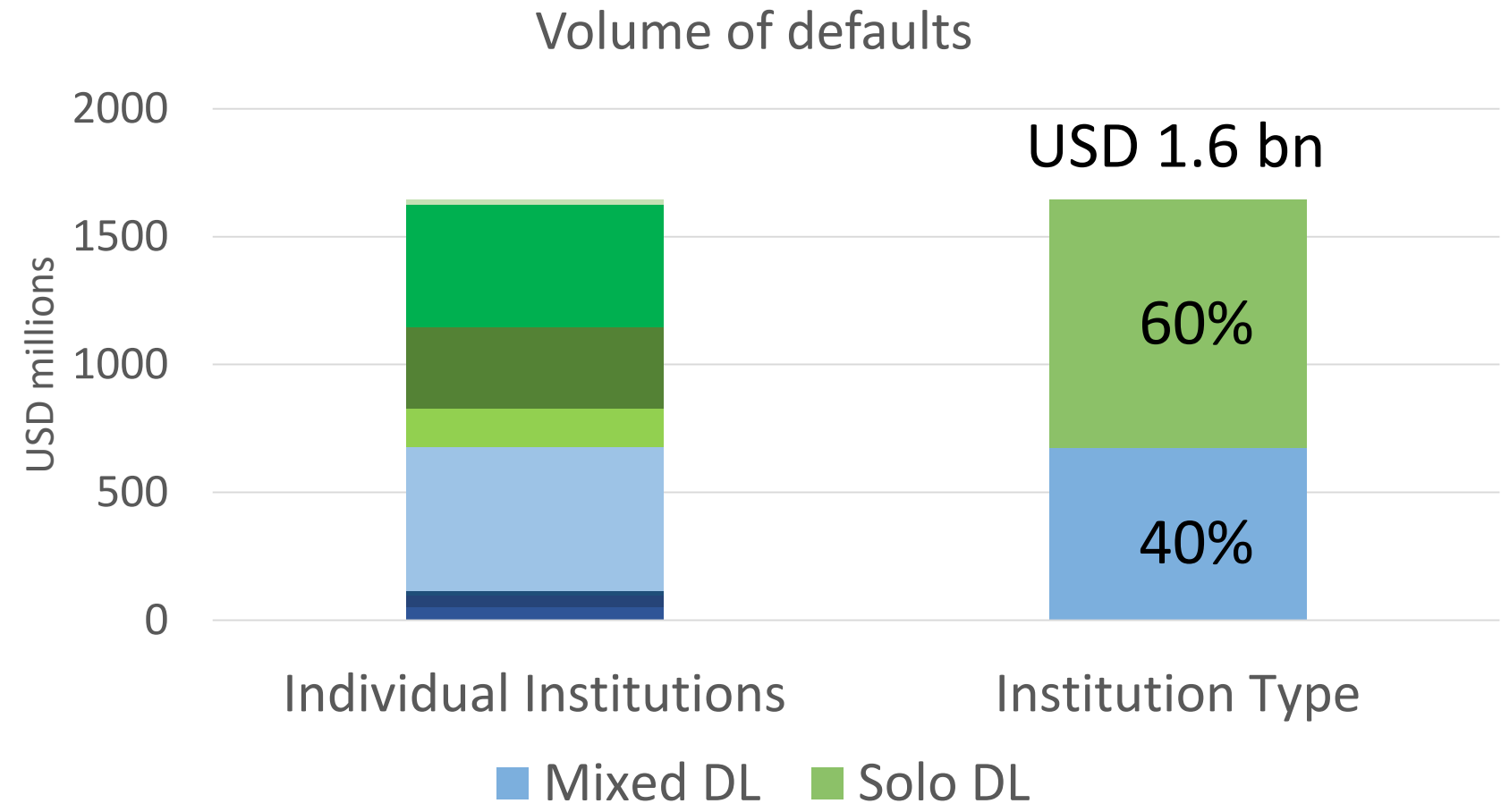
# Lending Partners

Avg. % transactions with each lending partner

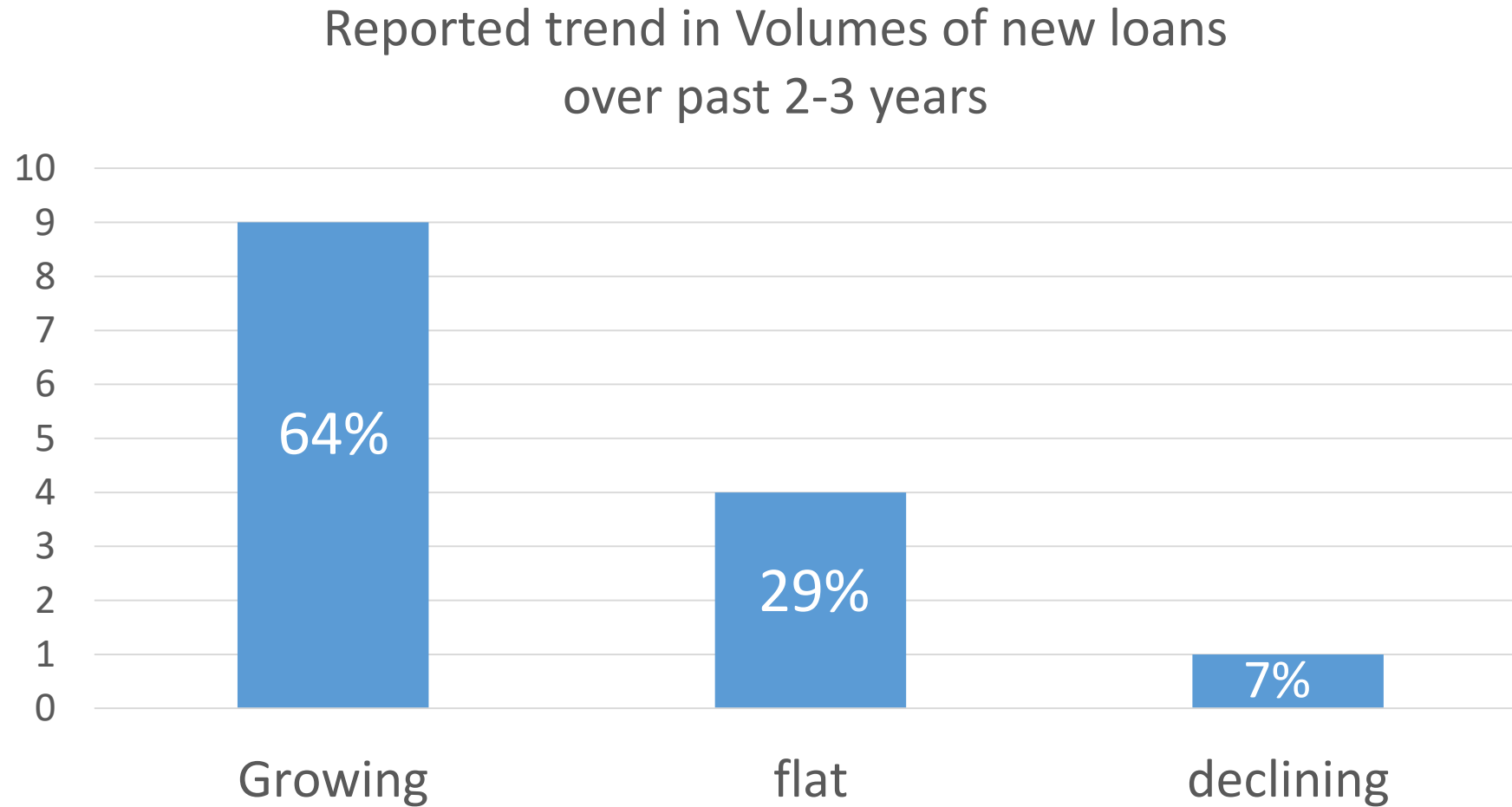


# Volume of Defaults on Loans

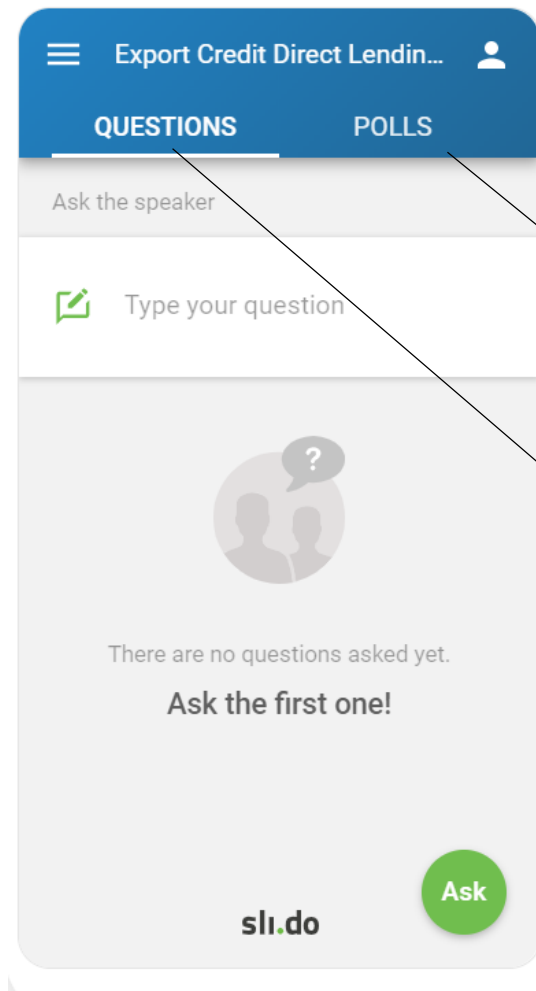
Defaults average 3% of new loans



# Business Growth



# Direction of travel...



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