



**PRESS RELEASE**

AIG  
150 Cheapside  
London  
EC2V 6ET  
www.aig.com

E: Stephen.Muir@AIG.com

Contact: Steve Muir, Communications Manager – UK +44 (0)20 7954 8288

**AIG in Europe Further Strengthens Trade Credit Team**

*LONDON - 7 April 2014* - AIG in Europe today announced three new appointments to its Trade Credit team. Oliver Lambert and Marius Wolmarans will be based in London and Ulf Cramer in Frankfurt.

Neil Ross, Trade Credit Regional Manager EMEA, said: "These appointments significantly strengthen our trade credit offering at an important time for our business. Demand for trade credit insurance is increasing as companies continue to face the challenges of an uncertain global economy coupled with a new set of exposures as they push into new export markets, searching for the growth opportunities. As well as expanding our team, we have responded by recently expanding our product range responding by making enhancements to our products and and innovative support for trade finance."

**Oliver Lambert**

Oliver has been appointed Trade Finance Manager; AIG Trade Finance provides leading structuring and insurance support for funders across wide spectrum of trade finance. Prior to joining AIG, Oliver held an underwriting role for 11 years in the Financial Solutions division of Mitsui Sumitomo Insurance where he played a key role in the underwriting, maintenance and claims handling of portfolios of insurance-backed corporate credit and Construction Loan Finance transactions.

**Ulf Cramer**

Ulf joins AIG to head up our Trade Credit Insurance Excess of Loss and Trade Finance initiative. AIG has extended the product range in Germany to take into account the growing demand for innovative insurance solutions from corporates and financial institutions in the German market. With more than 10 years' experience in the credit insurance and trade finance sector, Ulf previously worked as a Senior Executive at COFACE. In his new role Ulf will be responsible for the sales and product development of trade finance products.

**Marius Wolmarans**

Marius has taken up a new role managing the development and growth of our multi-national business across EMEA, with specific focus on Major Accounts and financial institutions. Marius has 23 years of trade credit insurance experience, gained on three different continents. His career has been split between underwriting and broking, where he has been instrumental in placing some of the largest market programs in the Credit Insurance industry. His previous roles include Managing Director at Euler Hermes California and Head of the Finpro Division at Marsh South Africa.

**Ends**

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**FOR IMMEDIATE RELEASE**

### **Notes to editors**

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