



## The AIG Advantage

### Product Offering

- Marine Cargo insurance provides “All Risks” protection for goods and commodities involved in the supply chain, from a warehouse at point of origin to a warehouse at a destination. Coverage is on a worldwide basis, except to ports or places subject to sanctions or where it is unlawful to ship.\* We also provide tailored solutions for Captive Insurance Programs and fronting requirements.
- Our experienced risk consultants, Marine Risk Consulting (MRC), provide efficient integrated solutions towards risk minimization. Our services are characterized by proactive loss prevention, loss analysis, effective communication and serving as a thought-leading knowledge centre for our marine clients.
- We provide support to our clients in conducting captive feasibility studies, operational reviews, accounting and indomicile regulatory filings. This offers clients many of the benefits of standalone captives, without the full operating costs, through “renta-captive” facilities in Vermont and Bermuda.
- We can provide numerous extensions to coverage such as pure domestic movements, warehouse, storage, or consolidation and deconsolidation risks.

### Local Expertise & Global Reach

- With local coverage available in over 200 countries and jurisdictions,\*\* as well as an in-depth understanding of local laws, regulations and markets, our team of experts can support with optimal program design, helping to provide global continuity in coverage, terms, and limits.
- Customers benefit from the team’s in-depth experience of best practices and local knowledge. Our programs are tailor-made and structured to comply with local legislation and local liability regimes.
- Our global network of specialist adjusters understand the complex legal landscape. Our knowledge and understanding of applicable local legislation and international conventions enable us to resolve claims quickly and maximise recoveries, delivering tremendous benefits to our clients.
- Through segmenting our claims by value and complexity, our clients benefit from our network of specialised adjusters with the right expertise to manage their claims and provide a timely and technically accurate claims resolution.

### AIG Multinational

- We offer customized multinational programs for clients through our global network.
- Our integrated Multinational Team includes over 500 experienced Underwriting, Legal, Operations and Claims experts.
- Dedicated Multinational Client Executives for assigned clients enable consistent execution of tailored solutions, helping to keep clients protected across borders with local coverage available in over 200 countries and jurisdictions\*.\*.
- We have decades of experience providing Multinational captive fronting solutions, with more than USD 600 million in premium flowing through the AIG network to client captives in EMEA each year.
- Bespoke tools and insights help provide clients and risk managers with pre-bind compliance considerations, territorial analysis and timelines, as well as real-time access to portfolio summary, policy and premium status, and claims information post-bind.

### AIG Claims Expertise

- **Customer Focus and Engagement:** Our specialist claims adjusters can be aligned to individual insureds when required. This promotes the mutual understanding of business factors and provides our clients with a service tailored to their requirements, whilst being a single point of contact throughout the lifecycle of the claim.
- **Marine Claims Promise:** In the event of a first party claim, AIG will confirm coverage under the policy as quickly as reasonably possible. Once coverage is confirmed, should our policyholder require it, AIG promises to provide working funds of up to 50% of our share of the agreed estimate within 7 days for:
  - Property damage / repairs
  - Sue and Labour
  - Debris removal, if applicable
- **General Average Situation & Salvage:** When a General Average and/or Salvage event occurs, AIG’s global claims administration and legal partner, backed by AIG’s wider claims network and legal counsel, help secure our clients’ cargo interests quickly and efficiently, facilitated through a market leading consolidated guarantee facility supported by the key global vessel and salvage operators in recognition of AIG’s strong reputation. Our experienced team works closely with clients and other stakeholders, sharing insights and providing clear and transparent communication throughout the process.

Commodity Type	Capacity USD Transit Primary/Excess <sup>†</sup>	Transit Only Physical Damage
Automotive Parts	\$50m	●
Books, Periodicals, Newspaper and Magazine	\$50m	●
Chemicals	\$50m	●
Cocoa, Coffee and Tea	\$15m/\$50m	●
Cosmetics and Perfume	\$50m	●
Furniture	\$15m/\$50m	●
Glass – All Products	\$50m	●
Machinery	\$50m	●
Paints, Varnishes and Lacquers	\$15m/\$50m	●
Paper and Paper Products	\$15m/\$50m	●
Plastics and Synthetic Resins	\$50m	●
Rubber - Rubber Products	\$50m	●
Solar Panels	\$50m	●
Steel - Coils, Sheets and Stainless (Excluding R.O.D. Steel-Cold Rolled — Limited Appetite)	\$15m/\$25m	●
Textiles	\$15m/\$50m	●
Tires	Case-by-case basis/\$50m	●
Tools	\$50m	●
Metals (Precious)	Case-by-case basis	●
Metals (Non-Precious)	\$15m/\$25m	●
Wearing Apparel	\$50m	●
General Merchandise / Containerized	\$50m	●

● Strong Appetite    
 ● Limited Appetite    
 ● Minimal Appetite

Guide only – every case written on its merits. Categories are not fixed and may be subject to change.

<sup>†</sup> Transit capacity driven by Best-in-Class vessels



## Facts & Figures

### Key Requirements Considered With Each Risk

- Detailed underwriting submission
- Minimum of 5 years of loss history
- Risk quality will be the driver for risk selection
- Expected local policy requirements for multinational business

### Limits

- Risk capacity\* up to: USD 50m on a conveyance (primarily a vessel or aircraft)



## Underwriting Sweet Spots



Global companies



Clients utilizing containers as a primary shipping mode



Manufacturers, importers, exporters, wholesalers and distributors of products in the supply chain



Healthcare, communication / media / technology, agricultural / food products, energy and renewables



Bulk commodities both liquid and dry



## Preferred Clients

Clients with:

- An appetite to establish long-term multinational partnerships
- A strong risk management philosophy that values global marine loss prevention and loss mitigation expertise
- An interest in developing holistic multi-line relationships
- An understanding of the value claims expertise brings to their success
- Bespoke policy requirements

### EMEA Marine

Head of Marine, EMEA

**Joakim Andersson**

Tel: +46 76 303 3048

Email: joakim.andersson@aig.com

### EMEA Distribution

Head of Client & Broker

Engagement, EMEA

**Enrico Savoia**

Tel: +34 69 9748844

Email: enrico.savoia@aig.com

\*Risk capacity: guide only - every case written on its merits. Coverage depends on the actual facts of each case and the terms, conditions and exclusions of each individual policy.

This material is provided for general information purposes only and has no regard to the specific situation or particular needs of any person or entity. It is not intended to be a complete statement or summary of the matters or developments referred to herein. You should not regard this material or the contents herein as a substitute for the exercise of your own judgement. No warranty, guarantee or representation, either express or implied, is made as to the accuracy, completeness, reliability, usefulness or sufficiency of any of the information contained herein. All information is current as of the date of publication and subject to change at any time without notice. You should not take (or refrain from taking) any action in reliance on the information in this material, and to the fullest extent permitted by law, in no event shall AIG or our affiliates, or any of our directors, employees, brokers, service providers or agents be liable for any loss or damage of any kind (including, without limitation, damages for loss of business or loss of profits) arising directly or indirectly as a result of such action or any decision taken by you. The information contained herein should not be construed as financial, accounting, tax or legal advice and does not create an attorney-client relationship. AIG is the marketing name for the worldwide operations of American International Group, Inc. All products and services are written or provided by subsidiaries or affiliates of American International Group, Inc. Products or services may not be available in all countries and jurisdictions, and coverage is subject to underwriting requirements and actual policy language. Non-insurance products and services may be provided by independent third parties. For additional information, visit [www.aig.com](http://www.aig.com). This material was produced for use of AIG Europe S.A. AIG Europe S.A. is an insurance undertaking authorised by the Luxembourg Ministry of Finance and supervised by the Commissariat aux Assurances [www.caa.lu](http://www.caa.lu), incorporated and existing in the form of a société anonyme under the laws of Luxembourg, having its registered office at 35D, avenue John F. Kennedy, L-1855 Luxembourg, and registered with the Luxembourg Registre de Commerce et des Sociétés under number B218806.