

# How can we help?

## WINNING WITH AIG



## Marine

We have long-established Marine insurance operations in Ireland, market leading capacity and outstanding global marine claims capabilities. To help our brokers win and retain more marine business with AIG, here are some of our underwriting sweet spots and Marine market differentiators, along with some of our Marine leaders dedicated to help you.

### Underwriting Sweet Spots

#### Preferred Clients



Cargo



- Manufacturers
- Heavy industries
- Importers
- Exporters
- Tech companies
- ...from SMEs to Multinationals



Logistics



European based logistics companies revenues > €25m



Marine Liability



- Terminal operators
- Port authorities
- Marine construction maintenance
- Ship repairers
- Charterers



Specialty Marine



- AIG Construction clients (Project Cargo and Delayed Start-Up cover)
- AIG Aerospace clients (Satellite cover)

#### CargoGuard for SMEs

Online "All Risks" cargo cover for premiums up to €5,000: quote, bind, policy issuance and mid-term servicing.

### AIG Marine Differentiators



#### Loss Control

- World-class team of Marine Loss Control Engineers worldwide.
- Experienced master mariners, to help clients identify exposures and minimise their risks.



#### Marine Captives

- Extensive captive portfolio (Cargo, Logistics and Marine Liability).
- Experience partnering with clients to innovate and manage their total cost of risk.



#### Multinational

- Deep multinational experience and understanding of clients' local needs.
- Extensive global network and alignment with AIG's multinational Centre of Excellence.



#### General Average

- AIG Marine is able to issue a single global average bond.



#### Local Claims Handling

- Our global marine claims team handles claims onsite - worldwide.
- Rapid handling and settlement process for claims below €10,000.



#### Large Loss Promise

- After coverage for a marine cargo loss is confirmed...
- We advance up to 50% of the agreed loss estimate within 7 days.

### Our Marine Team

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\* Risk capacity: guide only - every case written on its merits. This document is for marketing purposes only.

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