

AIG's Commercial Risk Appetite & Underwriting Philosophy



Introduction

At the core of our commercial business strategy is supporting our business partners to win and retain business with AIG. It is therefore important we share with you an update on our commercial risk appetite and underwriting philosophy.



Our Underwriting Philosophy

AIG's commercial underwriting philosophy continues to focus on creating a sustainable business model from which to serve and protect our clients. We have identified areas of growth where we can consistently provide market leading products and solutions for our mutual clients, whilst simultaneously protecting our balance sheet from unnecessary volatility. In a constantly evolving market, we will have greater focus on ensuring that our risk selection, capacity deployment, terms and conditions and pricing are aligned with our desire to grow a profitable business.



Our Risk Appetite

It is important to us that our business partners have clarity on AIG's present risk appetite and capacity for each product by industry. In the following pages our capacity and appetite are displayed in a chart, the risk appetite is color coded to highlight our level of appetite.



Our Commitment

We are committed to providing timely updates to our risk appetite and underwriting philosophy and clearly communicating any changes to you and our mutual clients. Updates will be communicated as and when they occur.



www.aig.co.za

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 coverage is subject to actual policy language. For additional information, please visit our website at www.AIG.com. AIG South Africa Limited is a licensed Financial Services Provider. FSP no: 15805 Reg No.1962/003192/06

AIG RISK APPETITE GUIDE, SOUTH AFRICA

Update: July 2022



INDUSTRY	PROPERTY	SME PACKAGE	CASUALTY				FINANCIAL LINES				MARINE	ACCIDENT & HEALTH
	PD BI MB	PD BI PL WC/EL MONEY MB ED PA	GL	PL	EIL	WC/EL	D&O	CYBER	K&R	PI	CARGO	PA & GROUP BUSINESS TRAVEL
Accountants	Green	Green	Green	Grey	Green	Green	Green	Green	Green	Purple	Grey	Green
Auditors	Green	Green	Green	Grey	Green	Green	Green	Green	Green	Orange	Grey	Green
Advertising, Media & Marketing Agencies	Green	Green	Green	Grey	Green	Green	Green	Green	Green	Green	Green	Green
Airports, Aircraft & Aviation	Green	Black	Orange	Black	Purple	Green	Black	Black	Black	Black	Green	Orange
Architects & Engineers	Green	Green	Green	Grey	Green	Green	Green	Green	Green	Orange	Grey	Green
Auto Spare Parts Distributors	Orange	Black	Green	Orange	Green	Green	Green	Green	Green	Grey	Black	Green
Banks, Lenders & Other Financial Institutions	Green	Orange	Purple	Grey	Green	Green	Green	Green	Green	Orange	Green	Green
Business & Management Services	Green	Green	Green	Grey	Green	Green	Green	Green	Green	Green	Grey	Green
Business Process Outsourcing	Green	Green	Green	Grey	Green	Green	Green	Green	Green	Purple	Grey	Green
Chemical Industry/Plastics Industry	Grey	Black	Purple	Purple	Green	Green	Orange	Green	Green	Grey	Green	Purple
Commercial Property & Shopping Centers	Green	Orange	Green	Green	Green	Green	Orange	Green	Green	Grey	Grey	Green
Commodity Brokers, Dealers & Exchange Services	Green	Purple	Green	Green	Green	Green	Orange	Green	Green	Black	Green	Green
Computer Hardware/Software Production	Green	Green	Green	Black	Green	Green	Green	Green	Green	Green	Orange	Green
Data Storage & Similar	Green	Grey	Green	Black	Green	Green	Green	Green	Green	Purple	Green	Green
Concrete, Stone & Glass Production	Green	Orange	Green	Purple	Green	Green	Green	Green	Green	Black	Green	Green
Construction Sites	Grey	Black	Green	Green	Green	Purple	Purple	Green	Green	Black	Green	Green
Educators & Education Institutes	Green	Green	Purple	Purple	Green	Green	Green	Green	Green	Purple	Green	Green
Electronics Distributors	Orange	Black	Green	Purple	Green	Green	Green	Green	Green	Grey	Purple	Green
Energy Production / Oil Refinery	Grey	Grey	Purple	Purple	Purple	Purple	Orange	Purple	Green	Grey	Green	Purple

	PROPERTY	SME PACKAGE	CASUALTY				FINANCIAL LINES				MARINE	ACCIDENT & HEALTH
INDUSTRY	PD BI MB	PD BI PL WC/EL MONEY MB ED PA	GL	PL	EIL	CARGO	D&O	CYBER	K&R	PI	CARGO	PA & GROUP BUSINESS TRAVEL
Metal Scrap Traders												
Oil - Crude / Bio-fuel / Refined / Petrochemical / Edible												
Mining												
Pharmaceutical Production												
Port & Terminal Operators / Owners												
Production of Packaging Materials												
Pumps, Compressors, Fans & Similar												
Real Estate Companies & Property Managers												
Retail Chains												
Ship- and Aerospace Building												
Technological Products, Measuring Instruments & Similar												
Telecommunications												
Transporters, Logistics Companies & Stevedores												
Wholesale or distributing sale of goods												
Warehousing												
Wind, Solar & Geothermal												

Abbreviations:

PD – Property Damage
D&O – Directors & Officers Liability
GL – General Liability
PA – Personal Accident

BI – Business Interruption
MB – Machinery Breakdown
PI – Professional Indemnity
ED – Employee Dishonesty

WC/EL – Workers Compensation Employers Liability
K&R – Kidnap & Ransom
PL – Product Liability
EIL – Environmental Impairment Liability

Strong Risk Appetite
 Moderate Risk Appetite
 Low Risk Appetite
 No Appetite
 Not Applicable