



How can we help?
WINNING WITH AIG



Marine

Marine Underwriting Appetite

aig.co.za/WinningAIG

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Underwriting Sweet Spots

RISK CAPACITY* UP TO
\$50m

Preferred Clients



Cargo



- Manufacturers
- Heavy industries
- Importers

- Exporters
 - Tech companies
- ...from multinationals to SMEs



Logistics



Logistics companies' revenues



Marine Liability



- Terminal operators
- Port authorities

- Ship repairers
- Charterers



Specialty Marine



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

AIG Marine Differentiators



Loss Control

- World-class team of Marine Loss Control Engineers worldwide.
- E.g. 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.



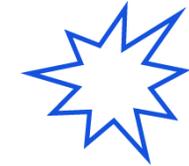
General Average

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



Claims First: Local

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



Claims First: Promise

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

Our UK Marine Team

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