



# CASUALTY: MOTOR FLEET

WHERE WE CAN HELP



## Minimum of 50 vehicle fleets



## Clients from Corporates to Multinationals



## Blue light exposures



## Public Hire (including taxis, buses and coaches)



## Transactional fleet business



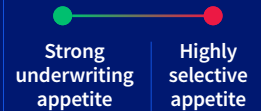
## Risk Transfer Motor

- 50 vehicle minimum on mono-line basis with flexibility for cross-class package (wholesale motor business subject to £25k minimum premium)
- Minimum excess level of £350
- Focus on complex risk profiles
- Low attrition / potential high severity risk profiles
- Commitment to utilisation of AIG Repair Network
- Tri-partite collaborative relationship
- Risk management culture

## Risk Managed Motor

- Structures – any of the following: High Deductible, Captive or Assumed RI
- Min retentions: Risk and loss history dependent with retention to be set where the frequency starts to reduce. For low frequency accounts min of £50k retention
- All programmes will have supporting legal agreements and fully collateralised by way of a letter of credit, security trust or Euler Hermes Bond
- Appetite: Depending on retention, as an example, we can consider logistics, haulage, waste removal and other sectors with specialised motor exposures

These are the boundaries of our appetite:



In between lies a spectrum of risks we assess and underwrite on their own individual merits.

Claims help when it matters most

Our award-winning Motor claims team providing outstanding technical expertise & highly responsive throughout the claims process. Delivering cost control through AIG's Approved Repair Network. These costs would otherwise feature against Motor Fleet Protect clients' claims experience.

## AIG Motor Fleet Differentiators



### Fleet Risk Consulting

Our Risk Consulting Services help clients prevent losses and reduce their cost of risk. Policyholders receive tailored support from our fleet risk consulting team.



### Multinational Liability

With multinational expertise in our UK motor team and decades of experience in providing fully compliant global Motor programmes for clients through our worldwide network, multinational is an exceptional area of growth opportunity.



### Risk Management Solutions

Our dedicated Risk Management Solutions unit within our UK Liabilities team is focused on the development and delivery of a range of alternative programme solutions to meet our clients' needs.

## Our UK Motor Fleet Team

**Gareth Russell**  
Head of UK Motor  
+44 (0)7581 122 817  
Gareth.Russell@aig.com

**Karen Buggle**  
Major Accounts Manager  
(Risk Management Solutions)  
+44 (0)20 7954 4930  
Karen.Buggle@aig.com

**LONDON**  
**Simon Nott**  
Senior Underwriter  
+44 (0)7790 926 680  
Simon.Nott@aig.com

**James Stubbs**  
Underwriter  
+44 (0)7510 586 218  
James.Stubbs@aig.com

**SOUTH**  
**Tom Starling**  
Senior Underwriter  
+44 (0)7872 113 519  
Thomas.Starling@aig.com

**Darren Jones**  
Motor Underwriter  
+44 (0)121 626 4405  
Darren.Jones@aig.com

**John Land**  
Motor UK Technical  
Underwriter  
+44 (0)7964 117 275  
John.Land@aig.com

**Jason Vallint**  
Fleet Risk Director  
(Fleet Risk Consulting)  
+44 (0)7976 622 250  
Jason.Vallint@aig.com

**Dean Miller**  
London Retail & Wholesale  
Motor Manager  
+44 (0)7895 300 691  
Dean.Miller@aig.com

**Jake Goss**  
Assistant Underwriter  
+44 (0)20 3217 1607  
Jake.Goss@aig.com

**NORTH**  
**Tina Garrett**  
Senior Underwriter  
+44 (0)161 952 8546  
Tina.Garrett@aig.com

**Stuart Smith**  
Underwriter  
+44 (0)141 303 4417  
Stuart.Smith1@aig.com

**Sarah Eustace**  
Senior Underwriter  
+44 (0)7805 749 215  
Sarah.Eustace@aig.com

**Martyn Clarke**  
Senior Underwriter  
(Risk Management Solutions)  
+44 (0)7866 850 134  
Martyn.Clarke@aig.com

### SCOTLAND & NORTHERN IRELAND

**Kevin Smith**  
Senior Underwriter  
+44 (0)141 303 4424  
Kevin.Smith2@aig.com

**Alan Ross**  
Underwriter  
+44 (0)141 303 4417  
Alan.Ross@aig.com

[aig.co.uk/WinningAIG](http://aig.co.uk/WinningAIG)