

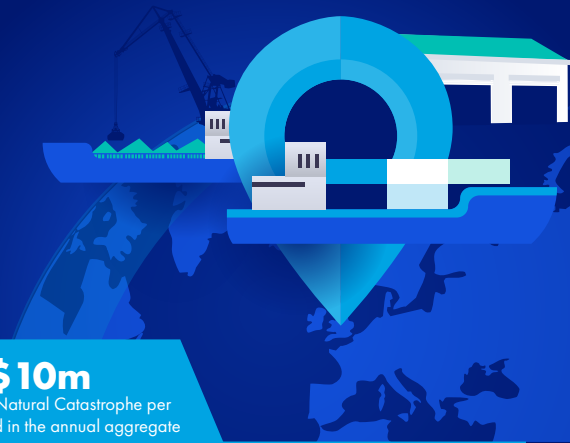


MARINE | GLOBAL

Marine Stock Throughput

Our extensive and specialised global marine team provides insurance for a variety of cargo transportation risks including SME, global and multinational programmes.

Our experience across multiple industry segments and operating environments enable us to provide innovative solutions, bespoke loss control programmes, responsive claims handling, meaningful capacity and a truly global reach.



Risk Appetite

RISK CAPACITY* UP TO

\$50m
for best-in-class vessels and storage facilities

\$10m
sub-limits for Natural Catastrophe per occurrence and in the annual aggregate

Stock Throughput insurance provides flexible cover for the transportation of goods and related storage facilities. Expanded coverages typically include raw materials, processing, storage and transits worldwide. Programs also include Natural Catastrophe protection.** We also provide tailored solutions for Captive Insurance Programmes and fronting requirements.

Manufacturing	Capacity USD Transit†/ST††	Transit Only Physical Damage	Stock Throughput (Transit + Warehouse/ Storage)
Automotive Parts	\$50m/\$50m	●	●
Books, Periodicals, Newspaper & Magazine	\$50m/\$50m	●	●
Chemicals	\$50m/\$50m	●	●
Cocoa, Coffee and Tea	\$50m/\$15m	●	●
Cosmetics and Perfume	\$50m/\$50m	●	●
Furniture	\$50m/\$15m	●	●
Glass – All Products	\$50m/\$50m	●	●
Machinery	\$50m/\$50m	●	●
Paints, Varnishes and Lacquers	\$50m/\$15m	●	●
Paper and Paper Products	\$50m/\$15m	●	●
Plastics and Synthetic Resins	\$50m/\$50m	●	●
Rubber – Rubber Products	\$50m/\$50m	●	●
Solar Panels	\$50m/\$50m	●	●
Steel – Coils, Sheets and Stainless (Excluding R.O.D. Steel-Cold Rolled — Limited Appetite)	\$25m/\$15m	●	●
Textiles	\$50m/\$15m	●	●
Tires	\$50m/Refer	●	●
Tools	\$50m/\$50m	●	●
Metals (Precious)	Refer	●	●
Metals (Non-Precious)	\$25m/\$15m	●	●
Wearing Apparel	\$50m/\$50m	●	●
General Merchandise/Containerized	\$50m/\$50m	●	●



* Risk capacity: guide only – every case written on its merits
 ** All subject to various limits, deductibles and other relevant terms and conditions
 † Transit capacity driven by Best-in-Class vessels
 †† Stock capacity driven by Class A warehouse classification
 Max Natural Catastrophe capacity = USD \$10m per occurrence and in the annual aggregate

We provide bespoke loss control solutions utilising our global technical expertise.

Our Global Marine Stock Throughput Leaders

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AIG Marine Stock Throughput

Multi Lines Appetite

- Property
- Cyber
- D&O
- Energy
- Credit Lines
- Political Risk

Underwriting Sweet Spots

We prefer the following:

- Global companies
- Importers and exporters
- Manufacturers, wholesalers and distributors
- Health care, communication/media/technology, agricultural/food products, energy and renewables
- General cargo that is containerized
- Bulk commodities both liquid and dry
- Exposures with extended storage requirements
- Large complex accounts requiring transit, stock and multinational solutions

Clients

We can accommodate clients with:

- An appetite to establish long-term multinational partnerships.
- A strong risk management philosophy that value 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, and
- Bespoke policy requirements.

AIG Marine Stock Throughput Differentiators



Loss Control

Our experienced loss control engineers – 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.



Multinational Expertise

Local coverage across 215+ countries and jurisdictions gives a consistent, seamless experience, coupled with an in-depth understanding of local laws, regulations and markets. When the terms and conditions of a local admitted policy are restricted by local regulations, the Master policy's Differences in Conditions (DIC) or Differences in Limits (DIL) coverages ensures global continuity in coverage, terms, and limits.



Programme Expertise

Customers benefit from the marine team's in-depth experience of best practices and local knowledge. Our Programmes are tailor-made and structured to comply with local legislation and local liability regimes.



Captive Services

We provide support to our clients in conducting captive feasibility studies, operational reviews, accounting and in-domicile regulatory filings. This offers clients many of the benefits of standalone captives, without the full operating costs, through "rent-a captive" facilities in Vermont and Bermuda.



Coverage Extensions

We can provide extensions to coverage such as pure domestic movements, warehousing and consolidation/deconsolidation risks. Natural Catastrophe protection for storage coverages is also available.

AIG Marine Claims Advantage

Claims Specialisation

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.

Customer Focus and Engagement

Proactive communication – Our proactive response to claims notifications ensures that our clients know who has taken ownership of their claim from an early stage.

Understanding our clients' business – 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.

Global Reach, Local Expertise

Our global networks of specialist adjusters understand the complex legal landscape. Our knowledge and understanding of applicable local legislation and international conventions enables us to resolve claims quickly and maximise recoveries, delivering tremendous benefits to our clients.

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.

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

Claims Examples

Speed of Claims Handling

Temperature damage to a product during transportation to the Netherlands resulted in a loss for our client in excess of \$750k. The claim was reported by the broker in the Netherlands whereby AIG immediately advised their claims colleagues in another jurisdiction who duly adjusted and settled the claim in a timely manner. The broker in the Netherlands expressed their appreciation for the speed of handling that demonstrated the value that co-operation within AIG's global network can deliver to our clients.

Prompt Settlement

Damage occurred to our client's cargo during a journey between China and Turkey. While the policy provides coverage for transport and storage with different limits, our client had a challenge in being able to demonstrate where the damage occurred. AIG recognised the exhaustive efforts made by our client to establish this and proposed negotiation of a prompt and fair settlement. This was achieved in a timely manner and our client was able to move forward promptly.

A Pragmatic Approach to Ongoing Expenses

Our client sent a delivery of cargo which was interrupted by war. While losses would typically be calculated based on periods of a known duration, in recognition of the unpredictability of the situation, and noting our client was continuing to incur costs, AIG agreed to settle the claim based upon a fixed period. This pragmatic approach provided certainty to our client in respect of a situation for which it was otherwise in short supply and demonstrated AIG's commitment to support our clients when it matters.

The scenarios described herein are offered only as examples. Coverage depends on the actual facts of each case and the terms, conditions and exclusions of each individual policy. Anyone interested in the above product(s) should request a copy of the standard form of policy for a description of the scope and limitations of coverage.

Working with AIG

To unlock our outstanding underwriting expertise and capabilities, please note the key requirements considered with each risk:



Detailed underwriting submission



Expected local policy requirements for Multinational business



Minimum of 3-5 years' loss history



Risk quality is the driver for risk selection



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