



MARINE

WHERE WE CAN HELP



INDUSTRIES

Cargo

Manufacturers	●
Heavy industries	●
Tech companies	●
Importers	●
Exporters	●
From multinationals to SMEs	●

Marine Liability

Terminal operators	●
P&I – blue and brown water	●
Ports and Terminals – Property Damage	●
Port authorities	●
Ship repairers	●
Charterers	●

● Strong underwriting appetite

CargoGuard for SMEs

Online “All Risks” cargo cover for premiums up to £7,000: quote, bind, policy issuance and mid-term servicing.

Logistics

Annual revenues over £25m	●
---------------------------	---

Specialty Marine

AIG Construction clients (Project Cargo and Delayed Start-Up cover)	●
Multinational solutions	●
Fronted/Risk Management Solutions	●

Claims help when it matters most

- Our global marine claims team handles claims onsite – worldwide.
- Rapid handling and settlement process for claims below \$10,000.
- After coverage for a marine cargo loss is confirmed we advance up to 50% of the agreed loss estimate within 7 days.

AIG Marine Differentiators



Risk Consulting

- World-class team of Marine Risk Consulting Engineers worldwide.
- E.g. experienced master mariners, to help clients identify exposures and reduce 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.

Our Marine Leaders

Paul Smith
Head of Marine, UK -
Talbot & AIG UK
+44 (0)7908 134 204
Paul.Smith@talbotuw.com

Cameron Ross
Head of Marine, AIG UK
+44 (0)7597 797 757
Cameron.Ross@aig.com

Andrew Whitehouse
Head of Multinational &
Retail Cargo, UK Marine
+44 (0)7745 735 203
andrew.whitehouse@aig.com

CLAIMS SPECIALISTS

Will Smyth
Head of Marine Claims
+44 (0)7731 991 712
William.Smyth@aig.com

Alexander Kralchev
Marine Claims Express
+359 877 062 880
Alexander.Kralchev@aig.com

This marketing material is intended for insurance brokers and other insurance professionals for their information. For full terms, conditions and benefits related to AIG products, please refer to the policy and associated documents.

aig.co.uk/WinningAIG