

How can we help?

WINNING WITH AIG



Marine

Underwriting Sweet Spots

Preferred Clients



Cargo



- Manufacturers
- Heavy industries
- Importers
- Exporters
- Tech companies
- ...from multinationals to SMEs



Logistics



Logistics companies' revenues > £25m



Marine Liability



- Terminal operators
- Port authorities
- P&I – blue and brown water
- Ship repairers
- Charterers



Specialty Marine



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

CargoGuard for SMEs

Online "All Risks" cargo cover for premiums up to £5,000: quote, bind, policy issuance and mid-term servicing.

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 Marine Leaders

Sarah Dyer

Head of UK Marine
+44 (0)20 7063 9277
Sarah.Dyer@aig.com

Dale Jones

UK regions
+44 (0)12 1626 4411
Dale.Jones@aig.com

Jeremy Croal

Cargo
+44 (0)20 3217 1828
Jeremy.Croal@aig.com

Stella Tomlin

Marine Liability
+44 (0)20 7954 7397
Stella.Tomlin@aig.com

Ian Thompson

Marine Claims
Major Losses
+44 (0)20 8253 7419
ian.Thompson@aig.com

Christine York

Marine Claims
Complex Losses
+44 (0)20 8680 7257
Christine.York@aig.com

Alexander Kralchev

Marine Claims Express
+44 (0)20 8633 5781
Alexander.Kralchev@aig.com

* Risk capacity: guide only - every case written on its merits

aig.co.uk/WinningAIG

American International Group, Inc. (AIG) is a leading global insurance organization. Building on 100 years of experience, today AIG member companies provide a wide range of property casualty insurance, life insurance, retirement products, and other financial services to customers in more than 80 countries and jurisdictions. These diverse offerings include products and services that help businesses and individuals protect their assets, manage risks and provide for retirement security. AIG common stock is listed on the New York Stock Exchange. Additional information on AIG can be found at www.aig.com and www.aig.com/strategyupdate | YouTube: www.youtube.com/aig | Twitter: @AIGinsurance | LinkedIn: www.linkedin.com/company/aig. AIG is the marketing name for the worldwide property-casualty, life and retirement, and general insurance operations of American International Group, Inc. For additional information, please visit our website at www.aig.com. 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. Non-insurance products and services may be provided by independent third parties. American International Group UK Limited is registered in England: company number 10737370. Registered address: The AIG Building, 58 Fenchurch Street, London EC3M 4AB. American International Group UK Limited is authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and Prudential Regulation Authority (FRN number 781109). This information can be checked by visiting the FS Register (www.fca.org.uk/register).