OVERVIEW & APPETITE GUIDE

EMEA Marine – Logistics

The AIG Advantage

Our Offering

- Logistics insurance provides cover for loss and / or damage to cargo being transported or stored during the supply chain whilst under the assured's care, custody, or control. Our package may also include Shippers Interest and Errors & Omissions. We also provide tailored solutions for Captive Insurance Programs and fronting requirements.
- AIG Marine Logistics has a multi-lines appetite across Property Damage / Business Interruption, Marine Equipment, General Liability, Credit Lines, Political Risk and Cyber.
- We can provide coverage for multiple liability regimes and modes of transportation under one policy.
- 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.

Local Expertise & Global Reach

- We have a long history of providing insurance solutions in the EMEA region, with 3,000+ employees, and underwriting capabilities across Europe, the Middle East, and Africa.
- 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 ensure global continuity in coverage, terms, and limits.
- Customers benefit from the marine team's in-depth experience of best practices and local knowledge. Our programs are tailor-made and structured to comply with local legislation and local liability regimes.
- Our global networks of specialist adjusters understand the complex legal landscape. Our knowledge and understanding of applicable local legislation and international conventions enable us to resolve claims quickly and maximise recoveries, delivering tremendous benefits to our clients.
- 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.

AIG Multinational

- We have decades of experience in providing fully compliant multinational programs for clients through our global network.
- The integrated "One AIG" Multinational Team includes over 500 experienced Underwriting, Legal, Operations and Claims experts.
- Dedicated Multinational Client Executives for assigned clients enable consistent execution of tailored solutions, keeping clients protected across borders with local coverage in over 215 territories.
- We have decades of experience providing Multinational captive fronting solutions, with more than USD 500m in premium flowing to AIG client captives in EMEA each year.
- Bespoke tools and insights provide clients and risk managers with pre-bind compliance considerations, territorial analysis, and timelines, as well as real-time access to portfolio summary, policy and premium status, and claims information post-bind.

AIG Claims Expertise

- **Customer Focus and Engagement:** 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.
- **General Average Situation & Salvage:** When a General Average and / or Salvage event occurs, AIG's global claims administration and legal partners, 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.

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Our Appetite

	Global Logistics Companies	Freight Forwarders	Road Carriers/ Hauliers	Rail Operators	Warehouse Keepers Liability
Ambient Goods	Strong	Strong	Strong	Strong	Strong
Contract Logistics	Strong	Strong	Strong	Strong	Strong
Customs Broker	Strong	Strong	Strong	Strong	Strong
Enhanced Liability / Bespoke Contracts	Strong	Strong	Strong	Strong	Strong
Errors & Omissions	Strong	Strong	Strong	Strong	Strong
Full Value Liability	Strong	Strong	Strong	Strong	Strong
High Risk Goods	Strong	Strong	Limited	Strong	Limited
Last Mile Delivery	Strong	Strong	Strong	Strong	Strong
Reverse Logistics	Strong	Strong	Strong	Strong	Strong
Removal Companies — Consumer	Minimal	Minimal	Minimal	Minimal	Minimal
Removal Companies — Corporate	Limited	Limited	Limited	Limited	Limited
Shippers Interest	Strong	Strong	Strong	Strong	Minimal
Temperature Sensitive Goods	Limited	Limited	Limited	Limited	Minimal
Value Added Services	Limited	Limited	Limited	Limited	Limited

Strong Appetite   Limited Appetite   Minimal Appetite

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Facts & Figures

Key Requirements Considered With Each Risk

- Detailed underwriting submission
- Expected local policy requirements for multinational business
- Minimum 5 years of loss history
- Risk quality & contracting philosophy are the drivers for risk selection

Limits

Risk Capacity* up to:

- USD 25m for any one event
- USD 1m in the annual aggregate for Errors & Omissions

Underwriting Sweet Spots

Global logistic companies, including captive solutions

Warehouse keepers

Carriers and hauliers

Mid-sized freight forwarders

Rail operators

Clients

We can accommodate clients with:

- An appetite to establish long-term multinational partnerships
- A strong risk management philosophy that values 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
- Bespoke policy requirements

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

EMEA Marine

Head of Marine, EMEA

Joakim Andersson

Tel: +49 175 623 2288

Email: joakim.andersson@aig.com

EMEA Distribution

Head of Client & Broker Engagement, EMEA

Enrico Savoia

Tel: +34 69 9748844

Email: enrico.savoia@aig.com

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