



# WINNING FINANCIAL INSTITUTIONS WITH AIG

RISK CAPACITY\* UP TO €25m

We have long been one of the leading insurers of Financial Institutions, with an extensive product set, global reach, outstanding claims capabilities and a proven track record of tailoring bespoke solutions for some of the worlds' greatest Financial Institutions. To help our brokers win and retain more business with AIG, here are some of our underwriting sweet spots and market differentiators, along with some of our Financial Institutions leaders dedicated to help you.



## Financial Institutions Underwriting Sweet Spots

- D&O
- Crime
- Errors and Omissions (E&O)
- FI Cyber
- Employment Practices Liability
- Pension Trustee Liability

**PREFERRED CLIENTS**

- ✓ Banks
- ✓ Insurance companies
- ✓ Private Equity
- ✓ Investment Managers

↓

- ✓ All sizes
- ✓ Worldwide locations

**COMBINATIONS OF OFFERINGS DRIVEN BY CLIENT NEED**

BESPOKE ↑

- Manuscripted wordings
- Captive services
- Multinational programmes
- Client partnership
- Information sharing
- Risk analytics
- Product driven

↓ LIGHT TOUCH

**CAUTION**

- Standalone FIPI
- Life insurance companies
- Large Private Equity (especially dividend recap)

## AIG Financial Institutions Differentiators

<p><b>FI Expertise</b></p> <ul style="list-style-type: none"> <li>• Vast Financial Institutions underwriting expertise.</li> <li>• Dedicated experts in sub-sectors (e.g. Tier 1 banks, insurance companies, SMEs).</li> <li>• Great support for our brokers e.g. in client meetings.</li> </ul>	<p><b>Dedicated Client Engagement</b></p> <ul style="list-style-type: none"> <li>• Dedicated Client Director for Financial Institutions.</li> <li>• Coordinates products and services across disciplines and geographies.</li> <li>• Allows a seamless AIG Financial Institutions proposition.</li> </ul>	<p><b>Multinational</b></p> <ul style="list-style-type: none"> <li>• Our multinational capabilities are a major asset in Financial Institutions market,</li> <li>• allows us to provide solutions for global institutions' complex requirements,</li> <li>• e.g. cross class multinational programmes, global claims services, captive fronting arrangements.</li> </ul>	<p><b>Claims</b></p> <ul style="list-style-type: none"> <li>• 6 claims lawyers in the DACH-Region (Austria, Germany and Switzerland)</li> <li>• Supported by global network of claims experts to service clients in their local jurisdictions.</li> </ul>

**BREXIT-READY!**  
PAN EUROPEAN COVERAGE  
REMOVES UNCERTAINTY FROM MULTINATIONAL PROGRAMMES

## Our DACH Financial Institutions Leaders

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

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