



WINNING MARINE

WITH AIG

We have long-established Marine insurance operations in the DACH market, leading capacity and outstanding global marine claims capabilities. To help our brokers win and retain more marine business with AIG, here are some of our underwriting sweet spots and Marine market differentiators, along with some of our Marine leaders dedicated to help you.



Marine Underwriting Sweet Spots

PREFERRED CLIENTS



Cargo



WIDE APPETITE ESPECIALLY

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



Logistics



European based logistics companies



Car Content



- Craftsman business e.g. Plumbers, Painters, Electricians



Recreational Marine



- Owners of sailing and motor yachts

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.



Local Claims Handling

- Our global marine claims team handles claims onsite - worldwide.
- Rapid handling and settlement process for claims below EUR 5.000



Large Loss Promise

- After coverage for a marine cargo loss is confirmed...
- We advance up to 50% of the agreed loss estimate within 7 days.

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

Our Marine Leaders DACH

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