

# How can we help?

WINNING WITH AIG



## Property

### Underwriting Sweet Spots

Our Property team underwrites a wide range of industries and clients. To help our brokers win business and retain more business with AIG. Here are some sectors that present exceptional growth opportunities:

#### Preferred Segments

#### Focus is on the following Client Segments

- Financial Institutions
- Communications
- Healthcare
- Infrastructure
- Manufacturing
- Real Estate (selectively)
- Terrorism Protection



- Major Accounts – typically companies with sum insured greater than \$750m
- Middle Market – typically companies with sum insured less than \$750m
- Local and international clients who are aware of their risks, or want to be, and want to control these risks and restrain where possible.



- Quota share – our preference is to write shares of the risks
- Lead or follow
  - Multinational
  - Major Accounts
  - Captive Programs

### AIG Property Differentiators



#### Claims

- Multi award winning Major Loss claims team.
- In the event of a major claim, AIG will confirm coverage under the policy as quickly as reasonably possible. Once coverage is confirmed, we promise to provide the Policyholder with immediate working funds of up to 50% of our share of the agreed estimate within 7 days for: property damage/repairs, clean-up costs and extra expense/increased cost of working.



#### Underwriting Expertise

- Solution oriented underwriting team.
- Delivering insurance solutions tailored to our clients' needs
- Expertise in structuring complex insurance programs
- Wording specialists



#### Distribution

- Ensuring our clients get the best value out of AIG.
- Serving major clients and broker partners through an elevated experience via the Client Director, enabling the AIG team to solve problems and address the client's evolving risk needs.



#### Global Risk Engineering

- Experienced Property Risk Engineers worldwide.
- Industry and sector specialists.
- Help clients avoid and minimise losses.
- Insights for clients about their potential vulnerabilities.



#### Multinational Excellence

- Significant investment in technology and processes to get global policy issuance before inception.
- Tools and tech to give Risk Managers insights across global portfolio.
- See [www.aig.com/multinationalplaybook](http://www.aig.com/multinationalplaybook)

#### Timely Multinational Policy Issuance

- Contract certainty
- Local compliance
- Alignment between client's operations
- Early premium allocations
- Reduced rework, minimise cover gaps

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

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