

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

- 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.



Focus is on the following Client Segments

Quota share – our preference is to write shares of the risks

- Lead or follow
- Multinational
- Major Accounts
- Captive Programs

AIG Property Differentiators



AIG CLAIMS PROMISE

Claims First

- 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

Timely Multinational Policy Issuance

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

Our Nordic Property Leaders

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

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