



# Marine Multinational

Dedicated expertise beyond borders



AIG Multinational will be your partner to navigate the complexities of global Marine insurance. With our strong global network of dedicated experts and broad capabilities we create bespoke multinational and non-conventional solutions for our clients' unique needs.

## Integrated "One AIG" Multinational team and network

Our collaborative approach integrates experts from Underwriting, Risk Consulting, Claims, Legal, Operations, Distribution and Finance within one team resulting in more efficient processing, simplicity and accountability. This enables consistency to deliver contract certainty, fast-track claims handling, settlement, money movement and more.



500+ experienced dedicated Multinational service professionals and top-tier local insurers



Dedicated **Multinational Client Executives** for assigned clients enabling consistent execution of tailored solutions



Local coverage in **over 200 countries and jurisdictions\*** keeping clients protected across borders



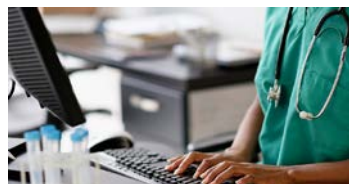
Protecting over **8,000 Multinational clients**, with **52,000 policies** issued in 2022

## Robust product and claims expertise

AIG has the product breadth, ingenuity and capacity to meet virtually any risk challenge, with capabilities ranging from traditional risks to highly specialised offerings. Our main product offering comprises Ocean Cargo, Marine Liability, Construction & Equipment, and Transportation & Logistics solutions for clients across various industries, including:



Manufacturing



Healthcare & Life Science



Agriculture



Transportation

\*Through AIG-owned operations, AIG licenses and authorizations, and network partner insurers.

In the event of a loss, AIG's industry leading claims experts can offer quick local response and centralized coordination where needed.



Marine claims adjusters worldwide, ready to serve global claims



Marine risk engineers to support loss control and risk mitigation



Marine local policies issued and managed by global servicing experts

## Foremost captive fronting solutions

AIG has decades of experience and expertise in Multinational captive fronting. With more than \$3bn in premium flowing through the AIG network to captives each year, we partner with risk managers to tailor captive solutions that meet their risk management needs.

- Award-winning captive fronting team and recognized leaders with direct underwriting authority to enable efficient delivery
- A dedicated team of 50+ Global Fronting Specialists, integrated with experts from Multinational, Credit, Claims and Underwriting
- Dedicated service teams design and implement customized and compliant programs to manage clients' challenging risks
- Efficient global premium movement with dedicated Reinsurance Administrator teams - ISO Certified Service Quality

## Tools and insights empowering risk decisions

AIG's digital platforms offer clients and brokers an integrated view of program design, policy, premium and claims details and insights, providing ongoing transparency and real-time analytics to inform risk management decisions.



### Client Brief

Bespoke client and broker tool including timelines, global program structuring rationale, compliance considerations and territorial analysis.



### AIG Marine Cargo Portal

Real-time 24/7 access to AIG Marine Cargo certificate printing, sanction screening and shipment declarations.



### myAIG Client Portal

Comprehensive account management tool including portfolio summary, policy, premium status and access to IntelliRisk\* claims dashboard.

## The AIG difference in action – Client case study

Optimal client experience drives our execution and priorities



### Issue

A chemical distribution company with locations worldwide needed a global insurer that could accommodate its fronting requirements and issue local Marine certificates of insurance in 17 countries under a tight deadline.



### Solution

Close coordination and teamwork across Underwriting, Claims and Risk Consulting, along with utilisation of AIG's automated online sanctions screening tool, facilitated fast local certificate issuance across all territories within a matter of days.



### Why is this important?

Strong Marine insurance knowledge, leading tools and technology, and cohesive collaboration across teams and geographies, provide the platform necessary to execute and achieve critical client requests while ensuring a compliant multinational program structure.

## AIG's Multinational Leadership



**Bill Rabl**  
CEO, AIG  
Multinational



**Lisa Boon**  
Global Head of  
Multinational Marine

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\*Where legally permitted.