



# How can we help?

## WHY AIG?



## Marine

We have long-established Marine insurance operations in GCC & North Africa, 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.

### Underwriting Sweet Spots



Cargo



- Manufacturers
- Heavy industries
- Importers

- Exporters
- Tech companies
- ...from SMEs to Multinationals



Logistics



- SME, Regional, Multinational/Global logistics companies



Specialty Marine



- AIG Construction clients (Project Cargo and Delayed Start-Up cover)

### Preferred Clients

### AIG Marine Differentiators



#### Loss Control

- World-class team of Marine Risk Consultants worldwide.
- Experienced master mariners, to help clients identify exposures and minimise their risks.
- Online Platform / Digital Solutions
- Extensive Ability to generate pre-underwritten open cover quotations online for a wide range of SME risk / commodities.
- Online certificate platform with the ability to issue shipment certificates instantly.



#### 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.

### Our Marine Team

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