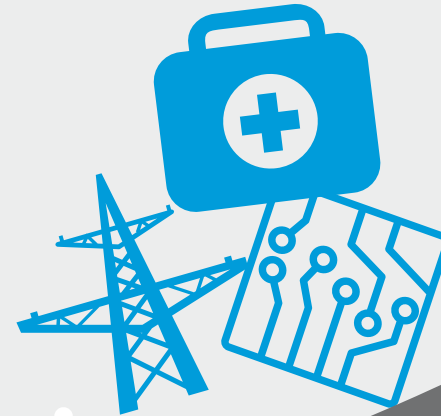




## What AIG Brings to the Table





### An Active Market

Subdued organic growth and limited operating margins have led to continued M&A activity

### Supportive Deal Environment

Armed with large cash reserves, businesses are aggressively competing to acquire new assets and businesses

### Regional Differences

Regional variations in political and market outlooks drive M&A uncertainty

### Complex and Regulated

Deals in sectors like pharmaceuticals, healthcare, technology, and energy present particular challenges

Globally, Mergers and Acquisitions (M&A) continue to be a key business strategy, with private equity firms and enterprises looking to unfamiliar jurisdictions and industries for growth or profit.

Navigating this complex and dynamic landscape is a challenging task, made even more difficult with an increasing emphasis on due diligence and compliance.


Whether on the buy or sell side, AIG's M&A Insurance team will work with deal teams to help understand, measure, and mitigate transactional risks faced by our clients, helping to reduce uncertainty and to close a deal quickly.

Insuring M&A through Representations and Warranties (R&W) Insurance is a highly specialized field which facilitates deals by transferring certain unforeseen financial risks relating to an M&A transaction to an insurer. We have the requisite knowledge and experience to create customized insurance solutions tailored to the businesses involved in the transactions.

## What AIG Brings to the Table



**Heritage of Excellence**  
Deep institutional knowledge coupled with extensive team experience



**Responsive Claims**  
As a single insurance carrier we can settle claims quickly, and our experienced claims teams are aligned to our underwriting intent



**Flexibility and Agility**  
Broad risk appetite and the ability to react quickly and practically to our clients' needs



**Global Capability**  
With capabilities across global financial centers, we are where our clients need us to be with knowledge of the nuances that govern local transactions



**Forward Thinking**  
Creative and forward-thinking solutions drawn from our capabilities across business lines and industry sectors

**100%**  
**Primary Insurance Carrier with Capacity**  
Our ability to write large single line insurance limits allows us to be flexible and responsive to our clients' needs





# We speak our clients' language and understand their world

## The benefits of trusted experience

AIG has assisted buyers and sellers close over 2,000 deals globally since the late 1990s. Over this time, we have built up an unrivalled understanding of M&A and insuring M&A transactions. Our brand strength and proven track record have made us the insurance carrier of choice for clients who need a partner with the expertise to get the deal done.

## We recruit experts to provide peace of mind

Many of our specialist underwriters have had accomplished M&A careers prior to joining AIG. Comprising investment bankers, lawyers, and tax experts, we have one of the largest global M&A teams of any insurance carrier and combine broad commercial, legal, and insurance experience to structure solutions for our clients quickly and strategically.

Our depth and breadth of experience makes us unique in the M&A insurance market.

15+  
years  
Institutional experience

2,000+  
deals globally



# Unrivalled M&A claims experience

## We settle claims quickly

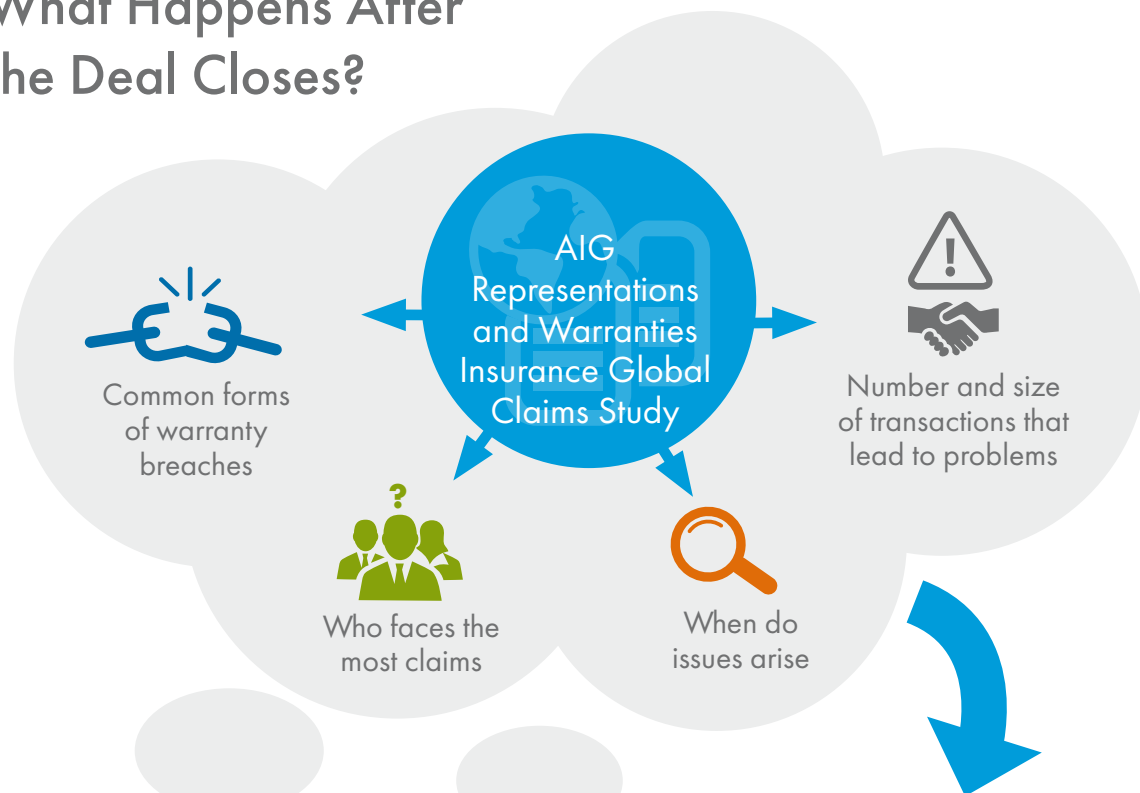
As we are a single insurer (i.e. not a consortium of insurers), we are free to take a practical and holistic approach to claims. Our clients and their brokers work directly with our experienced local and global claims teams who manage the process from start to finish and have the authority to settle claims quickly, referring to outside counsel only when necessary.

## Claims aligned to underwriting intent

Having underwritten over 2,000 deals globally, we've seen our share of M&A claims. This experience has provided us with deep institutional knowledge of what can go wrong after a deal closes and how policy ambiguity can lead to claims going unpaid. To avoid this, we keep our claims teams close to our underwriters and pay claims according to the intention of our underwriting and coverage.

When facing a significant loss, buyers and sellers want the reassurance of a specialist claims team that is experienced in and understands M&A claims.

## What Happens After the Deal Closes?



Download our 'What Happens After the Deal Closes' claims report

[DOWNLOAD ▶](#)

# Our deep expertise and large global team allows AIG to be responsive and efficient

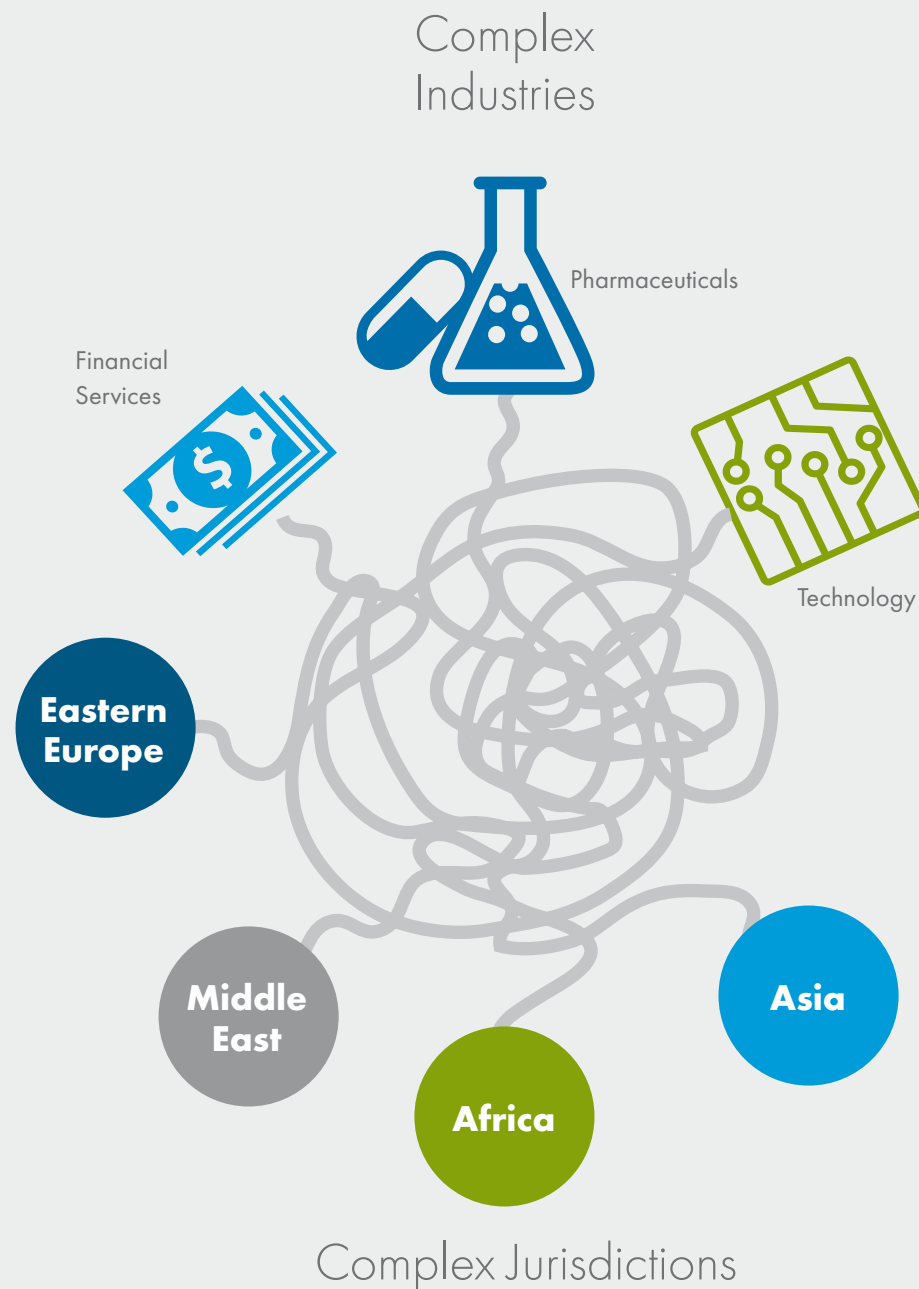
## M&A transactions move quickly, and so do we

With over 50 dedicated M&A underwriters globally, we have one of the largest and most experienced teams in the industry. Our unparalleled size and unique global structure allow AIG to be agile, responding to our clients' needs, and accommodating their deal timelines by drawing on our internal capabilities and expertise.

## Complex deals require a broad appetite

M&A transactions are becoming increasingly complicated as firms hunt for new ways to create value in crowded marketplaces. We use our own insurance capital and our own underwriters, giving us the flexibility to consider complex deals in complex jurisdictions or complicated/regulated industries.

Through our flexibility and agility, we are the complex deal carrier of choice.





# We are the only truly global insurer committed to M&A

## Borders don't stop M&A transactions, and they don't stop us

With offices in over 80 countries and jurisdictions around the world, AIG is a global insurance carrier with unrivalled cross-border M&A capabilities. As we are not restricted to an individual country or region, we strive to provide our clients with locally admitted policies as well as consistent forms and service.

## Understanding local dynamics makes all the difference

When time is of the essence, the speed at which local issues are recognized and how they impact the finer points of a transaction is paramount. That's why having regional underwriters who understand local M&A market practice is essential to efficient and effective M&A insurance solutions. Our local knowledge also allows us to be a creative problem solver, and offer our clients dynamic solutions that reflect their individual exposures.



With local teams based in financial centers across 15 countries, we are where our clients need us to be.

[MEET OUR LOCAL TEAM](#) ▶



# A single carrier, a single decision maker

## Exceptional global capacity

We have the capacity to write R&W, Tax, and Contingent Liability policies with limits up to \$100m (or currency equivalent), all 100% underwritten by AIG. By offering our clients a straightforward marketplace without multiple decision makers, we provide flexible and swift solutions.

## We're more than just M&A

M&A insurance is an important part of our business, but only one of the lines we write. AIG insureds get the added experience, insight, and capabilities of one of the world's largest commercial insurers. As an organization, we work collaboratively to provide our clients with coordinated coverage solutions across business lines.

As a single carrier with significant capacity and multiple product lines, there is no need to juggle multiple insurers to manage commercial and M&A risk exposures.



Primary carrier with policy limits up to:

# R&W \$100m

Primary carrier with limits up to:

# \$100m

for Tax Liability policies

Primary carrier with limits up to:

# \$100m

for Contingent Liability policies







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American International Group, Inc. (AIG) is a leading global insurance organization. Founded in 1919, today AIG member companies provide a wide range of property casualty insurance, life insurance, retirement products, and other financial services to customers in more than 80 countries and jurisdictions. These diverse offerings include products and services that help businesses and individuals protect their assets, manage risks and provide for retirement security. AIG common stock is listed on the New York Stock Exchange and the Tokyo Stock Exchange.

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