

North America Representations & Warranties Insurance

The AIG Advantage

Underwriting Expertise

Tailored programs underwritten by accomplished M&A professionals, many of whom were investment bankers, lawyers and tax experts before joining AIG and understand how to best structure solutions quickly and strategically.

Multinational Solutions

Expertise, solutions and service delivered in a globally consistent and seamless fashion through one of the largest global networks in the industry, spanning 215+ countries and jurisdictions.

Claims Capabilities

In-house claims professionals specialize in handling complex transaction disputes and one of the largest and most varied claims portfolios in the industry.

What is Representations & Warranties Insurance?

Helps protect buyers or sellers in merger and acquisition transactions from financial loss in the event of a breach of representations and warranties made by the sellers.

Deal size: \$25M to approximately \$4B+.

Available limits up to \$100M for any single transaction.

Minimum premium of \$150K.

Retention typically 1.0% of the enterprise value, dropping to 0.5% after 12 months.

Coverage available for risks on a 100%, shared, layered or excess basis from AIG's non-admitted carriers only.

www.aig.com/whyAIG

Why AIG

	Challenge	Solution	Benefit
Problem Solvers	A client with a diverse range of investments in different sectors sought a single insurance carrier for all of its acquisitions.	AIG's broad appetite enabled us to deliver solutions for the client on multiple deals, including deals with very different profiles.	AIG has a broad appetite for various deal sizes and sectors and underwrites deals from across the board regularly. AIG has also built strong relationships with many clients who continue to come back to AIG for their transactions.
Creative Solutions	A client was acquiring a company that had various multinational exposures, with operations in North America, Europe and Asia Pacific.	AIG leveraged its local teams' expertise to underwrite the risk in the various jurisdictions.	AIG regularly delivers on multinational deals. We have a global team with underwriters in hubs across the world and expertise in deals in many geographies.
Claims Expertise	A corporate buyer purchased an R&W policy for the acquisition of a manufacturing company. After the deal closed, federal inspectors shut down the factory of the acquired company for three days on account of regulatory violations.	The buyer submitted a claim under the policy for its direct losses. AIG confirmed that a breach of the compliance with laws representation had occurred and agreed that the amount of direct losses suffered by the buyer on a multiplied basis was the correct measure of damage.	AIG's dedicated and experienced claims team specializes in disputes surrounding complex transactions and in processing customer claims in an expedient manner with proven claims paying ability.

National Leadership



Mary Duffy
Global Head of M&A



Anna Rozin
North America Head of M&A



Allison Barrett
Head of North America
Financial Lines



Mary McIvor
Global Head of M&A Claims



The scenarios described herein are offered only as examples. Coverage depends on the actual facts of each case and the terms, conditions and exclusions of each individual policy. Anyone interested in the above product(s) should request a copy of the standard form of policy for a description of the scope and limitations of coverage. AIG is the marketing name for the worldwide property-casualty, life and retirement, and general insurance operations of American International Group, Inc. For additional information, please visit our website at www.aig.com. All products and services are written or provided by subsidiaries or affiliates of American International Group, Inc. Products or services may not be available in all countries, and coverage is subject to actual policy language. Non-insurance products and services may be provided by independent third parties. Certain property-casualty coverages may be provided by a surplus lines insurer. Surplus lines insurers do not generally participate in state guaranty funds, and insureds are therefore not protected by such funds. © American International Group, Inc. All rights reserved.