

North America Ocean Cargo Insurance

The AIG Advantage

Risk Consulting

- Multi-faceted Marine Loss Control Engineering team operating worldwide, analyzing exposures and loss histories, and then making the appropriate recommendations to minimize risk
- Average 25 years of maritime industry experience; most are licensed master mariners and vessel chief engineers with complementary experience as adjusters and surveyors
- Experts in safely transporting high value/critical project cargo shipments, packaging and handling standards, warehouse security and fire protection and vessel vetting

Multinational

- Committed to delivering world-class multinational expertise, solutions and service to clients in a globally consistent and seamless fashion
- One of the largest global networks in the industry, spanning 215+ countries and jurisdictions
- Clients have access to innovative technology and tools to help manage their unique Global Marine program

Claims

- In the event of a first party cargo claim, once coverage is confirmed, AIG promises to provide the policyholder with immediate working funds of up to 50% of their share of the agreed estimate within 7 days for: property damage/repairs, sue and labor, and debris removal if applicable
- Access to OneClaim, a global, end-to-end solution for claims intake, adjudication and management to ensure seamless coordination throughout the claims process
- Expedited claims service and settlement process with knowledge of local legislation and international conventions

What is Ocean Cargo Insurance?

- Target Classes: Importers, exporters, manufacturers, wholesalers and distributors who have international transit exposures; general cargo – containerized goods; bulk & break bulk cargo – liquids and dry; project cargo
- Specialties include multinational controlled master programs, captive fronting, stock throughput and logistics package policies (Freight Pak)
- Capacity:
 - Transit = \$50M
 - Storage/Warehouse = \$50M (Natcat = \$10M per occurrence and in the annual aggregate)
 - Retail Stock Throughput (STP) = \$2.5M per location and \$10M annual aggregate limit
- Minimum deductible: flexible to meet the exposure of each individual risk
- Consultation regarding selection of transport route, means of conveyance, packaging, security requirements, etc., for special transport risks

Learn more: www.aig.com/whyAIG

Why AIG

	Issue	Solution	Benefit
Problem Solvers	A manufacturing client was looking for a market that could provide them with a better solution on their multinational policies than they had with the incumbent carrier.	The AIG team coordinated with Tata AIG and another international AIG office to offer insight on their local programs, putting together a program that provided a solution for this client.	AIG was able to demonstrate its strong multinational capabilities and understanding of the various local market issues.
Creative Solutions	A manufacturing client that ships raw materials was looking to protect its product and materials from theft.	AIG worked with the client to get their logistics security under control internationally, getting the right loss measures in place.	The client was satisfied with the various measures AIG put in place to curtail losses, as well as our widespread footprint for handling of claims for their various entities around the world.
Claims Expertise	An insured had a large volume of fuel oil, valued at \$20M+, which became contaminated in the vessel's cargo tanks.	AIG appointed an expert to investigate and conduct sample testing to identify causing party and also the contaminant. AIG hired a specialist who de-contaminated the fuel oil and restored it to the original quality.	The insured was able to receive the good quality merchandise. AIG provided detailed inspection and testing reports from the expert.

North America Leadership



John Barnwell
Cargo Product Lead, North America



Ricardo McQuattie
Senior Marine Claims Officer



James Neville
Head of Marine Loss Control Engineering, North America



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.