

Cut through the crowded insurance marketplace and get what you need with this guide to Why AIG:

- Connecting you with world-class aerospace leadership
- Highlighting AIG Aerospace's key areas of differentiated value
- Providing examples of AIG Aerospace's advantages working for brokers and clients
- Showcasing why we have an aerospace insurance industry leading position in the marketplace

## Leadership



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## The AIG Advantage

### Customized Solutions

- Addresses aerospace clients' complex coverage needs through deep industry experience and the ability to deliver creative, flexible solutions
- Coordinates dedicated team of 80+ underwriters located in key hubs across the U.S. to deliver a full suite of aerospace products to clients, from small aircraft operators to major airline manufacturers
- Deploys capacity on primary, excess, and quota share basis

#### WHY IS THIS IMPORTANT?

AIG Aerospace delivers customized solutions to meet client specific needs.

### Claims Expertise

- Once coverage, ownership & financial interest in the aircraft is confirmed, the **AIG Claims Promise** works to provide immediate working funds of 50% of AIG's share of the agreed amounts within 7 days
- Embeds claims professionals in client relationships to help guide clients through each step should a loss occur
- Provides clients global, 24/7 hotline access to dedicated claims professionals and expert attorneys

#### WHY IS THIS IMPORTANT?

AIG Aerospace Claims supports client efforts to return to business as soon as possible after an event.

### Global Capabilities

- Supports clients with one of the largest global networks in the industry, spanning 215+ countries and jurisdictions
- Delivers aerospace solutions around the globe in support of master control programs as well as locally compliant policies
- Seamlessly integrates with complementary AIG domestic and multinational insurance solutions

#### WHY IS THIS IMPORTANT?

AIG Aerospace supports client needs around the world.

**Specialized Underwriting**

**AIG Claims Promise**

**Dedicated 24/7 aviation claims hotline**

Learn more: [www.aig.com/whyaig](http://www.aig.com/whyaig)

## Why AIG

Customized Solutions	Claims Expertise	Global Capabilities
<p><b>ISSUE</b> A fixed based operator sought competition to its alternative risk purchasing program, without sacrificing key coverages or incurring increased premiums.</p> <p><b>SOLUTION</b> AIG Aerospace provided a customized policy matching existing coverages with retention options to further increase savings based on the client's claims profile.</p> <p><b>BENEFIT</b> The client maintained existing coverages while reducing the total cost of risk provided by our unique program structure.</p>	<p><b>ISSUE</b> A client was traveling from the U.S. to Central America when their plane lost power and crashed. The U.S. passenger was detained by Guatemalan authorities.</p> <p><b>SOLUTION</b> After accessing our 24/7 hotline, AIG Aerospace claims adjuster promptly responded to the Guatemalan authorities' request for required information.</p> <p><b>BENEFIT</b> AIG Aerospace's rapid response enabled the release of the client and their plane, avoiding legal action in Guatemala.</p>	<p><b>ISSUE</b> A multinational manufacturer was expanding operations in Latin America and Asia Pacific that required locally compliant policies that its incumbent carrier could not offer.</p> <p><b>SOLUTION</b> AIG Aerospace delivered a multinational program, anchored by a U.S. master policy and supported by locally placed in-country policies.</p> <p><b>BENEFIT</b> AIG Aerospace's global capabilities enabled the manufacturer to expand its business into new regions.</p>
<p><b>WHY IS THIS IMPORTANT?</b> AIG Aerospace's underwriting expertise helps clients with customized coverages and creative options.</p>	<p><b>WHY IS THIS IMPORTANT?</b> AIG Aerospace claims professionals respond to clients needs quickly, wherever they may travel.</p>	<p><b>WHY IS THIS IMPORTANT?</b> AIG Aerospace has the products and global network to support a client's existing operations and plans for future expansion.</p>

## What is AIG Aerospace?

- Innovative aerospace insurance provider for 70+ years offering a variety of aviation insurance solutions.
- Up to 15% of \$2.5B limit of liability available on airline risks in a leading or following position.
- General Aviation hull and liability coverage up to \$100M in agreed hull value and \$750M in liability limits for owners, operators, and aircraft management companies, including owned/non-owned light aircraft and UAV's.
- Aviation liability coverage for aviation product manufacturers, airports, and airport service providers.
- Specialized workers' compensation units available and tailored to size of business.

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](http://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.

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