

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

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

North America Leadership



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The AIG Advantage

Customized Solutions

- Addresses aviation 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 aviation products to clients, from small aircraft operators to major airline manufacturers
- Deploys capacity on primary, excess, and quota share basis

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

Global Capabilities

- Supports clients with one of the largest global networks in the industry, spanning 215+ countries and jurisdictions
- Delivers aviation 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

Specialized Underwriting

AIG Claims Promise

Dedicated 24/7 aviation claims hotline

WHY IS THIS IMPORTANT?
Middle market focus with broad industry appetite helps anticipate clients' needs and provide customized solutions.

WHY IS THIS IMPORTANT?
AIG's in-house risk consulting provides clients with industry expertise, tools, training, and services to help reduce risks.

WHY IS THIS IMPORTANT?
Claims services and technology help reduce the cost of claims and help enable business continuity.

Learn more: www.aig.com/whyaig

Why AIG

Customized Solutions

ISSUE:

A fixed based operator sought competition to its alternative risk purchasing program, without sacrificing key coverages or incurring increased premiums.

SOLUTION:

AIG Aviation provided a customized policy matching existing coverages with retention options to further increase savings based on the client's claims profile.

BENEFIT:

The client maintained existing coverages while reducing the total cost of risk provided by our unique program structure.

WHY IS THIS IMPORTANT?

AIG Aviation's underwriting expertise helps clients with customized coverages and creative options.

Claims Expertise

ISSUE:

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.

SOLUTION:

After accessing our 24/7 hotline, AIG Aviation claims adjuster promptly responded to the Guatemalan authorities' request for required information.

BENEFIT:

AIG Aviation's rapid response enabled the release of the client and their plane, avoiding legal action in Guatemala.

WHY IS THIS IMPORTANT?

AIG Aviation claims professionals respond to clients' needs quickly, wherever they may travel.

Global Capabilities

ISSUE:

A multinational manufacturer was expanding operations in Latin America and Asia Pacific that required locally compliant policies that its incumbent carrier could not offer.

SOLUTION:

AIG Aviation delivered a multinational program, anchored by a U.S. master policy and supported by locally placed in-country policies.

BENEFIT:

AIG Aviation's global capabilities enabled the manufacturer to expand its business into new regions.

WHY IS THIS IMPORTANT?

AIG Aviation has the products and global network to support a client's existing operations and plans for future expansion.

What is AIG Aviation?

- Innovative aviation 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 \$650M 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.

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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.

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