AIG Captive Solutions

A comprehensive and flexible platform for organizations that have unique or challenging exposures and an appetite to share in the risk. Services include captive feasibility studies, customized fronting policies, alternative risk and financing methods, and access to captive structures including single parent, group, and protected cell facilities.

The AIG Advantage

**Fronting**
- Develops innovative, compliant, highly customized fronting programs to manage challenging risks in collaboration with AIG's Underwriting, Credit, Legal, Claims and Actuarial teams
- Supports individual or multiple lines of business leveraging an established global footprint
- Complements fronting arrangements with risk transfer solutions

**Captive Management**
- Provides feasibility studies, operational reviews, accounting, regulatory filings and in-domicile administration for captives
- Sponsors and manages protected cell captive facilities in Vermont and Bermuda allowing clients to "rent" instead of form their own captive
- Operates as a licensed manager in 12 global domiciles delivering local expertise

**Group Captives**
- Focuses on an in-house team of dedicated group captive professionals on member priorities and customized service
- Collaborates with intermediaries to help clients form new group captives or join an existing program
- Develops bespoke coverage and credit solutions based on a collaborative effort across AIG's Underwriting, Credit, Legal, Claims and Actuarial teams

**Global Leadership**

Ryan Gustafson
Head of Captive Solutions
ryan.gustafson@aig.com
416.272.2011

Dan Hatton
Head of Group Captives & Chief Credit Officer
daniel.hatton@aig.com
646.872.4946

CJ Donovan
Head of North America Fronting
cj.donovan@aig.com
617.235.7926

Bob Gagliardi
Head of Captive Management
robert.gagliardi@aig.com
802.419.1234

Shawn Yingling
Alternative Channels Distribution Leader
shawn.yingling@aig.com
717.578.8819

Together, we help clients predict, plan and navigate a complex world while achieving their risk, governance, contract certainty and duty of care objectives. Learn more: www.aig.com/whyaig
### Why AIG

<table>
<thead>
<tr>
<th>Fronting</th>
<th>Captive Management</th>
<th>Group Captives</th>
</tr>
</thead>
<tbody>
<tr>
<td>ISSUE: A big box retailer was looking to sell extended warranties on its products.</td>
<td>ISSUE: A client faced significantly increased retention and premiums at renewal due to poor loss experience and market conditions.</td>
<td>ISSUE: An insured with favorable loss history and a commitment to providing a safe workplace was facing a significant rate increase in the guaranteed cost market based on its industry.</td>
</tr>
<tr>
<td>SOLUTION: AIG provided a fronted program for the client, leveraging AIG’s global capabilities to manage insurance and transactional issues and reinsure the exposure to the client’s captive.</td>
<td>SOLUTION: Client retained the first $250,000 of the risk exposure. AIG issued the policy to the client, with the first $250,000 reinsured to the client’s protected cell within AIG’s sponsored cell captive facility.</td>
<td>SOLUTION: The insured joined a group captive insured by AIG under a program whereby the captive reinsures the first layer of each loss.</td>
</tr>
<tr>
<td>BENEFIT: AIG supported a customized fronted program that creates a new source of revenue for the client, with the client sharing in the underwriting risk on the program through its captive reinsurer.</td>
<td>BENEFIT: Within nine months of implementation of AIG’s risk control recommendations, the severity and frequency of work-related material handling injuries was reduced more than 20%.</td>
<td>BENEFIT: Competitive pricing based on the loss experience of the individual insured and the potential to share in the underwriting results of the group captive.</td>
</tr>
</tbody>
</table>

**WHY IS THIS IMPORTANT?** Customized and Compliant Solutions.

**WHY IS THIS IMPORTANT?** Rent or Own Flexibility.

**WHY IS THIS IMPORTANT?** In-House Capabilities, Resources and Expertise.

### What is AIG Captive Solutions?

Our industry experts, supported by the full breadth of AIG’s global capabilities, are dedicated to structuring programs that can effectively and efficiently manage risk by providing solutions designed to address:

- Increased retentions or premiums due to loss experience or market conditions
- Situations requiring evidence of insurance
- The need for more efficient access to the reinsurance markets

---

**AIG Primary Casualty for Corporate Accounts**

**WHY IS THIS IMPORTANT?**
- Customized and Compliant Solutions.
- Rent or Own Flexibility.
- In-House Capabilities, Resources and Expertise.

---

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.

© American International Group, Inc. All rights reserved.