AIG M&A Representations & Warranties

Cut through the crowded insurance marketplace and get what you need with this guide to WhyAIG:
• Connecting you with world-class M&A leadership
• Highlighting AIG M&A’s key areas of differentiated value
• Providing examples of AIG M&A’s advantages working for brokers and clients
• Showcasing why AIG is an industry leading Financial Lines insurer

The AIG Advantage

Prompt Solutions for Transactions
• Employs an experienced team of accomplished M&A professionals — many of whom are former lawyers and tax experts
• Empowers dedicated underwriters with decision-making authority to ensure clients receive appropriate and timely solutions
• Provides tailored programs that facilitate transaction execution

Multinational Capabilities
• Leverages expertise of underwriters based in financial centers across 14 countries to support transactions around the globe
• Enables dedicated regional underwriters with local M&A market knowledge to be creative problem solvers and provide dynamic, client-specific solutions
• Provides clients consistent, seamless multinational expertise and solutions in 215+ countries and jurisdictions

Collaborative Claims Expertise
• Employs specialized, in-house claims professionals who partner with clients to handle complex transactional claims
• Leverages decades of M&A claims experience as one of the industry's transactional risk pioneers
• Customizes transactional solutions utilizing our broad underwriting and claims expertise across industries, geographies, and sectors

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### Why AIG

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<td><strong>CHALLENGE:</strong> A company with a diverse range of investments in different sectors sought a single insurance carrier for all of its acquisitions, including a transaction set to close quickly.</td>
<td><strong>CHALLENGE:</strong> A client was acquiring a company that had various multinational exposures including operations in North America, Europe, and Asia Pacific.</td>
<td><strong>CHALLENGE:</strong> A corporate buyer purchased an R&amp;W policy for the acquisition of a manufacturing company. After the deal closed, federal inspectors shut down the acquired company’s factory for three days due to regulatory violations.</td>
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<td><strong>SOLUTION:</strong> AIG promptly delivered a coverage solution to the client for the transaction.</td>
<td><strong>SOLUTION:</strong> AIG delivered a seamless solution that helped cover their multinational exposures, supported by teams based in financial centers across 14 countries.</td>
<td><strong>SOLUTION:</strong> 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.</td>
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<td><strong>BENEFIT:</strong> The client completed its transaction on time and established AIG as a long-term partner for their diverse range of future deals.</td>
<td><strong>BENEFIT:</strong> The client completed its complex multinational transaction utilizing one carrier partner.</td>
<td><strong>BENEFIT:</strong> The R&amp;W policy helped protect the client from certain financial loss due to unknown exposures resulting from the acquisition.</td>
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**WHY IS THIS IMPORTANT?**

AIG responds promptly with solutions that help clients close time-sensitive deals across multiple company sizes, industries, and geographies.

### What is AIG M&A Representations & Warranties?

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+.
- $100M maximum line size for any single transaction.
- Retention typically 1.0% of the enterprise value, dropping to 0.5% after 12 months.

AIG M&A Representations & Warranties is a 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.

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