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

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

The AIG Advantage

### Product Creativity and Flexibility
- Addresses the full spectrum of marine liability and coverage needs through deep industry experience and the ability to deliver specialized, flexible solutions
- Coordinates dedicated underwriting and claims experts to understand clients’ risk profile and create customized programs for Primary and Excess placements
- Provides tailored solutions for businesses of all sizes with exposures around the world across a wide range of industry segments from ports & terminals to shipyards to transportation

**WHY IS THIS IMPORTANT?**
AIG Marine Liability delivers customized solutions and program flexibility to meet our client’s specific needs.

### Multinational Capabilities
- Delivers world-class multinational expertise, sustainable solutions and supportive claims service to clients in a globally consistent and seamless fashion
- Combines access to one of the industry’s largest global networks, spanning 215+ countries and jurisdictions, with local in-country expertise
- Empowers clients with innovative technology and tools to systematically evaluate multinational insurance needs, from compliance to claims handling

**WHY IS THIS IMPORTANT?**
AIG Marine Liability has multinational expertise to help solve client challenges around the world.

### Risk Consulting and Claims Expertise
- Provides Marine Loss Control teams of licensed master mariners and vessel chief engineers with experience as adjusters and surveyors
- Partners with clients to analyze exposures and loss histories and details risk control recommendations and underwriting solutions for ports and marine terminals
- Provides dedicated claims team, with average experience of more than 19 years, to help clients effectively resolve claims

**WHY IS THIS IMPORTANT?**
AIG Marine Liability has unparalleled risk consulting and claims expertise to help clients manage traditional and emerging risk whenever and wherever they need.

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

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<td>A government contractor required a cyber product to sit alongside their marine shipbuilding exposures.</td>
<td>A marine terminal client recently acquired a company with assets located in the U.S. and Canada, which required local coverage in both countries.</td>
<td>A Marine Liability client needed to benchmark their risk and safety procedures against their peers.</td>
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<td><strong>SOLUTION</strong></td>
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<td>AIG Marine Liability worked closely with the AIG cyber team to customize a program to address the client’s exposure, fill in the gaps around coverages and provide a solution that other carriers could not offer.</td>
<td>AIG deployed local admitted coverage that covered various layers in the client’s liability tower.</td>
<td>AIG Marine Loss Control Engineering (MLCE) conducted a tabletop exercise and onsite review of the insured’s operations to assess against best practices.</td>
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<td>Collaboration among the client, broker and AIG Marine Liability team resulted in the contractor receiving the tailored coverages it needed.</td>
<td>AIG’s global network was there to quickly provide the client with local underwriting expertise and market leading capacity.</td>
<td>MLCE collaborated with the client to create and implement a prescriptive risk management program.</td>
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### Why is this important?

- **AIG Marine Liability’s full spectrum of product capabilities and expertise enable client solutions.**

### What is AIG Marine Liability?

- Target Classes: Medium-to-large ports & terminals, marine transportation, shipping & logistics companies, marine construction and vessel charterers
- Primary Marine General Liability ($1M capacity) with selective appetite for up to $5M Primary Liability and Excess Liability ($25M capacity)
- Lead and follow capability
- Ability to cover ancillary marine exposures with MGL, including Hull, Protection and Indemnity (P&I) and Inland Marine
- US and Canada admitted security
- Consultation regarding selection of transport route, means of conveyance, packaging, security requirements, etc. for special transport risks
- Small to Medium Enterprise (SME) Marine Construction Package capability

For more information on products and appetite, visit [https://www.aig.com/business/industry/marine](https://www.aig.com/business/industry/marine)