



Aerospace Multinational

Dedicated expertise beyond borders

AIG Multinational will be your partner to navigate the complexities of global Aerospace Insurance. With our strong global network of dedicated experts and broad capabilities we create bespoke multinational solutions for our clients' unique needs.

Integrated "One AIG" Multinational team and network

Our collaborative approach integrates experts from Underwriting, Risk Consulting, Claims, Legal, Operations, Distribution and Finance within one team resulting in more efficient processing, simplicity and accountability across all AIG lines of business. This enables consistency to deliver contract certainty, fast-track claims handling, settlement, money movement and more.



500+ experienced dedicated Multinational service professionals and top-tier local insurers



Dedicated **Global Multinational Aerospace Underwriter**, supported by **Multinational Client Executives and Coordinators** to enable consistent execution of tailored solutions



Local aerospace licenses in **over 150 territories** - keeping clients protected across borders



Protecting over **8,000 Multinational clients**, with **52,000 policies** issued by AIG in 2023

Robust product and claims expertise

AIG addresses Multinational Aerospace clients' complex coverage needs through deep industry experience and the ability to deliver creative, flexible solutions. We provide a full suite of Aerospace products and offer bespoke Multinational insurance solutions for the following operations.



General Aviation, Hull and Liability



Airport Owners and Operators



Aerospace Manufacturers



Airline, Hull and Liability



Refuelling Liability

AIG has a world-class Aerospace claims team with expertise situated all over the world. With a deep knowledge and understanding of the complex claims environments in all territories, we proactively partner with our clients, brokers and key stakeholders to drive and manage claim outcomes.

20+ years

We look to build long term strategic partnerships, with the average relationship for AIG clients with an Aerospace program being greater than 20 years

350

Dedicated Crisis Consultants with global response centers covering all major languages

37

Territories with Aerospace Multinational programs in 2022

590

Aviation local policies issued and managed in 2022

Foremost captive fronting solutions

AIG has decades of experience and expertise in Multinational captive fronting and has the ability to create bespoke solutions for Aerospace clients within the Major Manufacturers and Airline & Deductible sectors. With more than \$2.3bn in premium flowing through the AIG network to captives each year, we partner with risk managers to tailor captive solutions that meet their risk management needs.

- Award-winning captive fronting team and recognized leaders with direct underwriting authority to enable efficient delivery
- A dedicated team of 50+ Global Fronting Specialists, integrated with experts from Multinational, Credit, Claims and Underwriting
- Dedicated service teams design and implement customized programs to manage clients' challenging risks
- Efficient global premium movement with dedicated Reinsurance Administrator teams - ISO Certified Service Quality

Tools and insights empowering risk decisions

AIG's digital platforms offer clients and brokers an integrated view of program design, policy, premium and claims details and insights, providing ongoing transparency and real-time analytics to inform risk management decisions.



Client Brief

Bespoke client and broker tool including timelines, global program structuring rationale, compliance considerations and territorial analysis.



myAIG Client Portal

Comprehensive account management tool including portfolio summary, policy, premium status and access to IntelliRisk claims dashboard.



IntelliRisk*

Claims dashboard providing claim metrics, trends and analysis on claim distribution and loss history.

The AIG difference in action – Client case studies

Optimal client experience drives our execution and priorities

Issue

A UK client providing security solutions at multiple airports around the world required a policy to cover their global operation, whilst also providing local policies in specific domiciles on both a primary and excess basis.

Solution

AIG utilized its global network of experts to issue local policies in various locations, including territories with more complex regulations and restrictions. In turn the client was able to abide by local regulations and continue operations in these domiciles. This solution also facilitated local collection and booking of premium as required by the client.

Why is this important?

The client could evidence full coverage, meeting business needs and providing confidence that all of its exposures were covered under one program.

Issue

A U.S. aviation services provider needed multiple policies issued and invoiced prior to the effective date across several different countries.

Solution

AIG worked closely with the client to collect all necessary information in advance, enabling local offices to issue and invoice policies quickly and on time. The Client Brief was shared during the pre-bind phase, providing clear pre-bind regulatory, commercial and operational considerations.

Why is this important?

The client was clear from the outset of what was required to invoice and issue policies in a timely manner in each country, enabling efficient coordination and peace of mind. Timely issuance ensured the client could continue its global business operations with confidence and zero disruption.

AIG's Multinational Aerospace Leadership

Bill Rabl
CEO, AIG
Multinational

Mark Sperring
Global Head of
Aerospace

Luke Sammons
Multinational Underwriter,
Global Aerospace

To access the latest on: Multinational services and product sheets, training courses, podcasts and analysis on multinational hot topics

visit www.aig.com/multinational



* May not be available in all jurisdictions.

American International Group, Inc. (NYSE: AIG) is a leading global insurance organization. AIG provides insurance solutions that help businesses and individuals in approximately 190 countries and jurisdictions protect their assets and manage risks through AIG operations and network partners. For additional information, visit www.aig.com. This website with additional information about AIG has been provided as a convenience, and the information contained on such website is not incorporated by reference herein. AIG is the marketing name for the worldwide operations of American International Group, Inc. 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 jurisdictions, and coverage is subject to underwriting requirements and 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.