Client Risk Solutions
Going beyond insurance

Risk solutions for Aerospace
Partnering to Reduce Risk

The Aerospace Industry requires a specialized approach to address risks and controls on the ground and in the air. Individuals throughout an Aviation organization must address numerous complex exposures, including terrorism, on a daily basis. Increasing safety demands within the transportation industry require continuous attention and responsiveness.

AIG’s Client Risk Solutions (CRS) partners with our clients to lower their total cost of risk. CRS brings together AIG’s leading industry experts, including risk engineers and risk consultants, data scientists, catastrophe modelers and crisis response specialists. We take a holistic approach to identify and manage complex risks through a broad range of consultative services, leading edge analytics and modeling, and an ever expanding suite of innovative technologies. CRS harnesses the far-reaching power of AIG’s expertise, resources, and partnerships to help you mitigate and manage the full continuum of risks, from the hangar floor to outer space.

Aerospace risk profile

<table>
<thead>
<tr>
<th>Property</th>
<th>People</th>
<th>Performance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Physical assets, large hangers housing aircraft, terminals providing for and servicing passengers</td>
<td>Diverse employee populations and stressed travelers</td>
<td>Complex systems, use and movement of a wide range of aircraft, exposure to weather and scheduling conflicts</td>
</tr>
</tbody>
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Market Segments

- Aerial Applicators
- Aerospace Product Personal Aircraft
- Airlines/Cargo Manufacturers
- Airports and Heliports
- Business Aircraft and Corporate Fleets
- Charter and Commercial Operations
- Distributors and Overhaul Operations
- Fixed Based Operators (FBO’s)
- Flight Schools
- Ground Handling
- Helicopters
- Space
- UAV
Client Centric Analytics: From Insight to Response

Client Risk Solutions takes businesses on a multi-stage journey through risk. From identifying and quantifying exposures to developing mitigation and response plans, CRS offers clients a continuous approach to managing risk, designed to lower their total cost of risk.

Diagram:
- **Identify**: Business Exposures
- **Quantify**: Likely Impacts
- **Reduce**: Risk Effects
- **Respond**: During & After Extreme Events

**RISK INSIGHTS**
- Data Analysis & Exposure Summary
- Benchmarking Against Peers
- Identification of Major Loss Drivers

**CUSTOM ANALYTICS**
- Natural Catastrophe Analytics
- Supply Chain Analytics
- Safety
- Security
- Cyber
- Fraud

**RISK MITIGATION**
- Industry Tailored Solutions: Wearable Technology & Telematics
- Cost Benefit Analysis
- Property Risk Engineering
- Business Continuity Planning
- Liability Risk Consulting

**EVENT RESPONSE**
- Emergency Response Planning
- Crisis Management
- Drone Inspection Services

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<tr>
<th>Client Risk Solutions</th>
<th>Aerospace</th>
<th>PARTNERING TO REDUCE RISK</th>
<th>CLIENT CENTRIC ANALYTICS</th>
<th>PROPERTY RISK SOLUTIONS</th>
<th>PEOPLE RISK SOLUTIONS</th>
<th>PERFORMANCE RISK SOLUTIONS</th>
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Client Risk Solutions takes businesses on a multi-stage journey through risk. From identifying and quantifying exposures to developing mitigation and response plans, CRS offers clients a continuous approach to managing risk, designed to lower their total cost of risk.
Property Risk Solutions

With constantly moving aircraft, ground equipment, and passengers, the Aerospace industry is always in motion. Around the clock exposures at airports in secure and non-secure areas presents a continuous and changing environment. Drawing on our more than 70 years of experience underwriting all types of aviation risks, we work to identify and anticipate claims and loss trends that may impact our clients. Client Risk Solutions provides virtual and hands-on risk reduction services to Aviation professionals worldwide.

### Key Risk Solutions for Aerospace

<table>
<thead>
<tr>
<th>Construction Risk Assessment</th>
<th>Identify risks associated with design deficiencies, fire protection, water damage and commissioning. Develop a program to mitigate and minimize exposures.</th>
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<td>Terrorism Risk Assessment</td>
<td>Assess vulnerability to terrorist &amp; active shooter attack.</td>
</tr>
<tr>
<td>Traffic Control</td>
<td>Verify systems are in place to provide Command, Control, and Communication between aircraft and ground equipment operators.</td>
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<tr>
<th>Physical Security</th>
<th>Assessment services to improve resiliency, life safety and physical asset protection.</th>
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| Risk Assessments | Identify, assess and reduce property exposures before they interrupt business activities and ensure robust business plans are in place should such an event occur. |

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### Success Story: Helipads

Following construction of a new helipad at a regional hospital, CRS completed a site survey to help the client identify potential hazards. CRS identified fire protection deficiencies based on the largest helicopter that operates from the helipad. CRS also recommended the hospital contact the local FAA inspector to obtain a letter requiring orange markers on the nearby power lines. This was completed by the local power company at no charge to the client. The client also developed a training plan to help employees better understand operations around the helipad as recommended by CRS.
People Risk Solutions

Regardless of whether employees are at risk or members of the public are exposed, Client Risk Solutions Risk Consultants are available to provide effective solutions to prevent injury and loss. With state-of-the-market analytics and modeling, risk consulting and risk engineering, and specialized services and technology, CRS helps you advance your risk management objectives and safeguard your business, your reputation, and your employees.

Key Risk Solutions for Aerospace

Active Shooter Training
Review client response programs specific to their location and available resources.

Client Centric Analytics
Advanced AIG Analytics to identify loss drivers within client claims data. Insights derived from this data are used by risk consultants to create solutions tailored to reduce our client’s risk.

Fleet Safety
Loss trend analysis and benchmarking; training for drivers, dispatchers, and management; vehicle accident prevention.

General Liability
Facility reviews, complaint & claim reviews, incident investigations and custom recommendations.

Physical Safety
Perform property reviews to verify appropriate controls for hazards specific to the client’s property.

Risk Assessments
Identify, assess and reduce property exposures before they interrupt business activities and ensure robust business plans are in place should such an event occur.

Safety Program Management Consulting and Training
Ensure safety programs are present and complete gap analyses to strengthen the program.

Travel Security
Country specific information guides on current risks and threats. Tracking and daily monitoring of individuals while traveling. Extraction services in the event of political unrest, natural catastrophe or other emergency. Response service to kidnap and ransom events through AIG’s network of negotiated vendors.

Worker Safety
Risk management services, best practice assessments, training program development, ergonomic evaluations, regulatory compliance assistance and industrial hygiene services.

Success Story: Helicopter Interaction

An AIG client owns and operates an elevated helipad located 6 stories above the ground capable of receiving helicopters with strong rotor downwash. The CRS Risk Consultant visiting the client noted a lack of proper training for their helipad personnel and failure to conduct joint training with their local Emergency Medical Service (EMS) provider.

CRS helped guide the client on developing Helicopter Recovery Training for their staff. Additionally, the client agreed to have the local EMS provider visit the helipad to conduct Helicopter Recovery Familiarization training for the staff.
Performance Risk Solutions

The Aerospace industry faces many variables which can disrupt their business and negatively impact travelers. From emerging cyber risks to terrorism and weather events, Client Risk Solutions can assist in minimizing the impact of these exposures. Providing a tailored, holistic and solutions-based approach helps manage your exposure, protect your people, protect your business, and reduce your total cost of risk.

Success Story:
Risk Assessments

An AIG Aerospace client expressed an interest in learning how to conduct Risk Assessments. Their management team understood Emergency Services but wanted to be proactive to prevent unplanned events. A Risk/Vulnerability Assessment and Review was completed to identify their exposures.

Training for Risk Assessments specific to their operations was provided which enabled them to perform regular assessments on their own. The CEO and CFO of the company were grateful for the review, training, and guidance.
American International Group, Inc. (AIG) is a leading global insurance organization. Founded in 1919, today AIG member companies provide a wide range of property casualty insurance, life insurance, retirement products, and other financial services to customers in more than 80 countries and jurisdictions. These diverse offerings include products and services that help businesses and individuals protect their assets, manage risks and provide for retirement security. AIG common stock is listed on the New York Stock Exchange and the Tokyo Stock Exchange.

Additional information about AIG can be found at www.aig.com and www.aig.com/strategyupdate | YouTube: www.youtube.com/aig | Twitter: @AIGinsurance | LinkedIn: www.linkedin.com/company/aig.

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