

EMEA Marine – Stock Throughput



Document intended for brokers and professional clients only



The AIG Advantage

Our Offering

- Stock Throughput insurance provides flexible cover for the transportation of goods and related storage facilities. Expanded coverages typically include raw materials, processing, storage and transits worldwide. Programs also include Natural Catastrophe protection.* We also provide tailored solutions for Captive Insurance Programs and fronting requirements.
- AIG Marine Stock Throughput has a multi-lines appetite across Property, Cyber, and Director's & Officer's (D&O).
- Our experienced loss control engineers – Marine Risk Consulting (MRC), provide efficient integrated solutions towards risk minimization. Our services are characterized by proactive loss prevention, loss analysis, effective communication and serving as a thought-leading knowledge centre for our marine clients.
- We provide support to our clients in conducting captive feasibility studies, operational reviews, accounting and in-domicile regulatory filings. This offers clients many of the benefits of standalone captives, without the full operating costs, through "rent-a-captive" facilities in Vermont and Bermuda.
- We can provide numerous extensions to coverage such as pure domestic movements and consolidation deconsolidation risks.

Local Expertise & Global Reach

- Local coverage across 215+ countries and jurisdictions gives a consistent, seamless experience, coupled with an in-depth understanding of local laws, regulations and markets. When the terms and conditions of a local admitted policy are restricted by local regulations, the Master policy's Differences in Conditions (DIC) or Differences in Limits (DL) coverages ensure global continuity in coverage, terms, and limits.
- Customers benefit from the Marine Team's in-depth experience of best practices and local knowledge. Our Programmes are tailor-made and structured to comply with local legislation and local liability regimes.
- Our global networks of specialist adjusters understand the complex legal landscape. Our knowledge and understanding of applicable local legislation and international conventions enable us to resolve claims quickly and maximise recoveries, delivering tremendous benefits to our clients.
- Through segmenting our claims by value and complexity, our clients benefit from our network of specialised adjusters with the right expertise to manage their claims and provide a timely and technically accurate claims resolution.

AIG Multinational

- We have decades of experience in providing fully compliant multinational programs for clients through our global network.
- The integrated "One AIG" Multinational Team includes over 500 experienced Underwriting, Legal, Operations and Claims experts.
- Dedicated Multinational Client Executives for assigned clients enable consistent execution of tailored solutions, keeping clients protected across borders with local coverage in over 215 territories.
- We have decades of experience providing Multinational captive fronting solutions, with more than USD 500m in premium flowing to AIG client captives in EMEA each year.
- Bespoke tools and insights provide clients and risk managers with pre-bind compliance considerations, territorial analysis, and timelines, as well as real-time access to portfolio summary, policy and premium status, and claims information post-bind.

AIG Claims Expertise

- **Customer Focus and Engagement:** Understanding our clients' business – Our specialist claims adjusters can be aligned to individual insureds when required. This promotes the mutual understanding of business factors and provides our clients with a service tailored to their requirements, whilst being a single point of contact throughout the lifecycle of the claim.
- **Marine Claims Promise:** In the event of a first party claim, AIG will confirm coverage under the policy as quickly as reasonably possible. Once coverage is confirmed, should our policyholder require it, AIG promises to provide working funds of up to 50% of our share of the agreed estimate within 7 days for:
 - Property damage / repairs
 - Sue and Labour
 - Debris removal, if applicable
- **General Average Situation & Salvage:** When a General Average and / or Salvage event occurs, AIG's global claims administration and legal partner, backed by AIG's wider claims network and legal counsel, help secure our clients' cargo interests quickly and efficiently, facilitated through a market leading consolidated guarantee facility supported by the key global vessel and Salvage operators in recognition of AIG's strong reputation.

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*All subject to various limits, deductibles and other relevant terms and conditions

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Commodity Type	Capacity USD Transit [†] / ST ^{††}	Transit Only Physical Damage	Stock Throughput (Transit + Warehouse / Storage)
Automotive Parts	\$50m / \$50m	●	●
Books, Periodicals, Newspaper and Magazine	\$50m / \$50m	●	●
Chemicals	\$50m / \$50m	●	●
Cocoa, Coffee and Tea	\$50m / \$15m	●	●
Cosmetics and Perfume	\$50m / \$50m	●	●
Furniture	\$50m / \$50m	●	●
Glass – All Products	\$50m / \$50m	●	●
Machinery	\$50m / \$50m	●	●
Paints, Varnishes and Lacquers	\$50m / \$15m	●	●
Paper and Paper Products	\$50m / \$15m	●	●
Plastics and Synthetic Resins	\$50m / \$50m	●	●
Rubber - Rubber Products	\$50m / \$50m	●	●
Solar Panels	\$50m / \$50m	●	●
Steel - Coils, Sheets and Stainless (Excluding R.O.D. Steel-Cold Rolled – Limited Appetite)	\$25m / \$15m	●	●
Textiles	\$50m / \$50m	●	●
Tires	\$50m / Refer	●	●
Tools	\$50m / \$50m	●	●
Metals (Precious)	Refer	●	●
Metals (Non-Precious)	\$25m / \$15m	●	●
Wearing Apparel	\$50m / \$50m	●	●
General Merchandise / Containerized	\$50m / \$50m	●	●

● Strong Appetite
 ● Limited Appetite
 ● Minimal Appetite

[†] Transit capacity driven by Best-in-Class vessels

^{††} Stock capacity driven by Class A warehouse classification
 Max natural Catastrophe capacity = USD \$10m per occurrence and in the annual aggregate



Underwriting Sweet Spots



Global companies



Importers and exporters



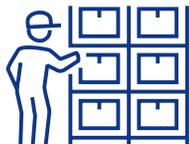
Manufacturers, wholesalers, and distributors



Healthcare, communication / media / technology, agricultural / food products, energy and renewables



General cargo that is containerized



Exposures with extended storage requirements



Large complex accounts requiring transit, stock and multinational solutions



Facts & Figures

Key Requirements Considered With Each Risk

- Detailed underwriting submission
- Expected local policy requirements for Multinational business
- Minimum of 3-5 years of loss history
- Risk quality is the driver for risk selection

Limits & Premium

- Risk capacity** up to
 - USD 50m (for best-in-class vessels and storage facilities)
 - USD 10m sub-limit for Natural Catastrophe per occurrence and in the annual aggregate

Minimum premium: €10,000

★ Preferred Clients

Clients with:

- An appetite to establish long-term multinational partnerships
- A strong risk management philosophy that values global marine loss prevention and loss mitigation expertise
- An interest in developing holistic multi-line relationships
- An understanding of the value claims expertise brings to their success
- Bespoke policy requirements

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**Risk capacity: guide only - every case written on its merits.

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