

# EMEA Marine – Cargo

*Document intended for brokers and professional clients only*



## The AIG Advantage

### Our Offering

- Marine Cargo insurance provides “All Risks” protection for goods and commodities involved in the supply chain, from a warehouse at point of origin to a warehouse at a destination. Coverage is on a worldwide basis, except to ports or places subject to sanctions or where it is unlawful to ship.\* We also provide tailored solutions for Captive Insurance Programs and fronting requirements.
- 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, warehouse, storage, or consolidation and 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 (DIL) 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 programs 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.

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

● Strong Appetite
 ● Limited Appetite
 ● Minimal Appetite



Underwriting Sweet Spots



Global companies



Clients utilizing containers as a primary shipping mode



Manufacturers, importers, exporters, wholesalers and distributors of products in the supply chain



Health care, communication / media / technology, agricultural / food products, energy and renewables



## Facts & Figures

### Key Requirements Considered With Each Risk

- Detailed underwriting submission
- Minimum of 5 years of loss history
- Risk quality will be the driver for risk selection
- Expected local policy requirements for multinational business

### Limits & Premium

- Risk capacity\*\* up to: USD 50m on a conveyance (primarily a vessel or aircraft)
- Minimum premium: €7,500

## ★ 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

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

This is a publicity issued by AIG Europe S.A., an insurance undertaking with R.C.S. Luxembourg number B 218806. Registered office: 35 D Avenue J.F. Kennedy, L-1855, Luxembourg. AIG Europe S.A. is authorised by the Luxembourg Ministère des Finances and supervised by the Commissariat aux Assurances, Rue Robert Stumper 11, L-2557 Luxembourg, GD de Luxembourg, Tel.: (+352) 22 69 11 - 1, caa@caa.lu, www.caa.lu. Belgium branch office located at Pleinlaan 11, 1050 Brussels, Belgium. RPM/RPR Brussels - VAT number: 0692.816.659. The Belgium branch is registered with the National Bank of Belgium (NBB) under the number 3084. The NBB is located at de Berlaimontlaan 14, 1000 Brussels, www.nbb.be. The contents of this publicity is for information purposes only and cannot be considered as an advice or an offer to contract and cannot be relied upon to claim insurance coverage or engage AIG's liability. Only the insurance policy's terms and conditions provide an binding description of the cover.

**Head of Marine  
Belgium & Luxembourg  
Arnaud Scherpenseel**

Email: [arnaud.scherpenseel@aig.com](mailto:arnaud.scherpenseel@aig.com)

**Head of Client & Broker  
Engagement - Belgium  
Frédéric Lycops**

Email: [frederic.lycops@aig.com](mailto:frederic.lycops@aig.com)