

AIG Multinational Appetite Guide

Canada

Offering



- Appetite, limits of liability as well as policy terms and conditions for multinational risks align with those of each individual line of business and country capacity across the global network
- Fronting and captive management solutions are tailored to clients' needs and AIG Multinational can offer a range of structures that best meets these needs

Industry Focus



- Broad, flexible risk appetite to underwrite/place most commercial and consumer lines of business
- Major clients with complex exposures as well as corporate clients expanding into multinational operations
- Growth targets aligned with those in General Insurance

Risk Appetite



- Industry appetite aligns to product
- AIG's appetite for global captive and fronting solutions not defined by industry, but attractiveness of the fees vs. risk, along with costs of credit, capital and administration
- Opportunity evaluated on its standalone merits. Generally, an ideal client profile is:
 - Single-parent captive structure
 - Counterparty credit rating of single B or higher
 - Premiums of \$500,000 or higher
 - Potential for multiline fronting
 - Supports AIG's risk transfer underwriting appetite
 - This profile tends to include clients in the energy, mining, manufacturing, healthcare, programs and construction/engineering sectors



AIG Market Differentiators



Global Footprint

- Delivering world-class multinational expertise, solutions and service to clients in a globally consistent and seamless fashion through one of the largest global networks in the industry, spanning 215+ countries and jurisdictions

Expertise

- 500+ dedicated multinational service professionals, 50+ dedicated fronting and captive management specialists and over 6,000 claims staff supporting clients around the world

Multinational Client Briefs

- Bespoke client reports with insight into what is needed to place risks across our network, including individual country information, program structure rationale, action checklist, timeline and claims process overview
- Client Briefs can be downloaded and shared with brokers/clients to support discussion around risk placement and multinational program structure

Contact:



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