

OVERVIEW & APPETITE GUIDE - NETHERLANDS

EMEA Marine – Logistics



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The AIG Advantage

Product Offering

- Logistics insurance provides cover for loss and/or damage to cargo being transported or stored during the supply chain whilst under the assured's care, custody, or control. Our package may also include Shippers Interest and Errors & Omissions. We also provide tailored solutions for Captive Insurance Programs and fronting requirements.
- AIG Marine Logistics has a multi-lines appetite across Property Damage/Business Interruption, Marine Equipment, General Liability, Credit Lines, Political Risk, Energy and Cyber.
- We can provide coverage for multiple liability regimes and modes of transportation under one policy.
- Our experienced risk consultants, 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 thoughtleading knowledge centre for our marine clients.

Local Expertise & Global Reach

- We have a long history of providing insurance solutions in the EMEA region, with 2,900+ employees, and underwriting capabilities across Europe, the Middle East, and Africa.
- With local coverage available in over 200 countries and jurisdictions,* as well as an in-depth understanding of local laws, regulations and markets, our team of experts can support with optimal program design, helping to provide global continuity in coverage, terms, and limits.
- Customers benefit from our 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 network 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 offer customized multinational programs for clients through our global network.
- Our integrated 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, helping to keep clients protected across borders with local coverage available in over 200 countries and jurisdictions.*
- We have decades of experience providing Multinational captive fronting solutions, with more than USD 600 million in premium flowing through the AIG network to client captives in EMEA each year.
- Bespoke tools and insights help 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:** Our proactive response to claims notifications ensures that our clients know who has taken ownership of their claim from an early stage.
- 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.
- **General Average Situation & Salvage:** When a General Average and/or Salvage event occurs, AIG's global claims administration and legal partners, 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. Our experienced team works closely with clients and other stakeholders, sharing insights and providing clear and transparent communication throughout the process.

*Through AIG-owned operations, AIG licenses and authorizations, and network partner insurers, and subject to US, EU, UK and UN as well as other applicable sanctions regimes.

AIG figures sourced from internal data

	Global Logistics Companies	Freight Forwarders	Road Carriers/ Hauliers	Rail Operators	Warehouse Keepers Liability
Ambient Goods	●	●	●	●	●
Contract Logistics	●	●	●	●	●
Customs Broker	●	●	●	●	●
Enhanced Liability / Bespoke Contracts	●	●	●	●	●
Errors & Omissions	●	●	●	●	●
Full Value Liability	●	●	●	●	●
High Risk Goods	●	●	●	●	●
Last Mile Delivery	●	●	●	●	●
Reverse Logistics	●	●	●	●	●
Removal Companies — Consumer	●	●	●	●	●
Removal Companies — Corporate	●	●	●	●	●
Shippers Interest	●	●	●	●	●
Temperature Sensitive Goods	●	●	●	●	●
Value Added Services	●	●	●	●	●

● Strong Appetite
● Limited Appetite
● Minimal Appetite

Guide only – every case written on its merits. Categories are not fixed and may be subject to change.



Facts & Figures

Key Requirements Considered With Each Risk

- Detailed underwriting submission
- Expected local policy requirements for multinational business
- Minimum 5 years of loss history
- Risk quality & contracting philosophy are the drivers for risk selection

Limits

Risk Capacity* up to: USD 25m for any one event



Underwriting Sweet Spots



Global logistic companies, including captive solutions



Warehouse keepers



Carriers and hauliers



Mid-sized freight forwarders



Rail operators



Clients

We can accommodate 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

Marine Team
AIG Netherlands

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**Risk capacity: guide only - every case written on its merits. Coverage depends on the actual facts of each case and the terms, conditions and exclusions of each individual policy.*

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