OVERVIEW & APPETITE GUIDE

EMEA Commercial Property

The AIG Advantage

Local Expertise & Global Reach

- AIG has a long history of providing insurance solutions in the EMEA region, with more than 3,000 employees, and underwriting capabilities across Europe, the Middle East, and Africa.
- AIG Property has over 80 dedicated underwriters across 18 countries in the EMEA region. The Property Line of Business distinguishes itself as one of the most experienced and proficient underwriting teams in the market.
- International Commercial property strives to be a preferred and go to market for corporate clients providing long term stable and reliable partnerships.
- A team of more than 100 Client and Broker Engagement (CBE) leaders across EMEA works alongside underwriters to ensure swift responsiveness and a seamless experience for clients and brokers.
- We underwrite almost all occupancies with an appetite based on risk and complexity to achieve a balanced and sustainable growth. We underwrite every insured on its merits and based on the available information and requested terms and conditions.

Risk Engineering

- AIG's global Risk Engineering Network can offer benchmarking and expertise across industries, including:
  - Benchmarking and risk improvement recommendations for large clients
  - Risk assessment and mitigation recommendations for middle-market clients.

Multinational

- We have decades of experience 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.
- Outstanding expertise providing Multinational captive fronting solutions, with more than USD 500 million in premiums flowing to AIG client captives in EMEA each year.
- Bespoke tools and insights provide clients and risk managers with pre-bind compliance considerations, territorial analyses, and timelines, as well as real-time access to portfolio summary, policy and premium status, and claims information post-bind.

AIG Claims Expertise

- We have a multi-award-winning Major Loss Claims Team.
- Our large network of AIG Claims Adjusters provides a consistent claims experience.
- The AIG Property Claims Promise affirms that our dedicated team of Claims Experts will mobilize in rapid response to a covered event and, after coverage is confirmed, will advance our policyholders up to 50% of an agreed loss estimate within seven days, giving them the immediate working funds they need for property damage and repairs, cleanup costs, and extra expenses.

Industry Appetite Grid

AIG

Agriculture	
Farming	🔵
Grain Storage / Silo	🔴
Assembly Operations	
Aircraft / Turbines / Engines and Transmission / Industrial Machinery & Equipment / Satellites and Space Vehicles Painting Operations	🟢
Boats / Yachts etc	🔴
Education	
Library	🔵
All Other Education	🟢
Electronics	
Semiconductor	🔴
Batteries	🟠
Other Electrical	🔵
Wood Products	
Furniture & Cabinetry & Misc. Products	🟠
Logging / Mobile & Prefab Homes / Particle Boards, Veneer & Plywood / Sawmills	🔴
Food and Beverage	
Elevators	🔵
Grain Milling and Malting / Sugar / Vegetable Oil	🔴
Distilled Spirits / Meat, Poultry & Fish / Products Fried in Oil	🟠
Services	
Restaurants (without frying equipment), Repair Shops and Services	🔵
Restaurants with Frying	🟠
Other Services (Including Financial Services)	🟢

Real Estate	
Industrial Real Estate	🔵
Most other real estate schedules	🟢
Entertainment	
Amusement & Theme Parks / Indoor Sports Arena / Movie and Recording Studios	🔵
Most Other Entertainment Venues	🟢
Textiles & Apparel	
Leather Products	🔵
Mattresses and Upholstery	🔴
Other Textiles and Apparel	🟠
Transportation	
Fueling Operations	🟠
Aircraft Hangers / Docks, Piers, Wharves, Freight Terminals and Depots / Marines	🔵
Other Transportation	🟢
Rubber & Plastic Products	
Fibreglass / Plastic Bags / Some Non-expanded plastic products	🟠
Plastic, Rubber and Fibreglass occupancies range from amber to black depending upon the material used, the process of manufacture and the final product.	🔵 🔴
Pulp and Paper	
Printing & Coating Using Water Based Inks	🔵
Pulp, Paper and Cardboard	🔴
Retail	
Home Improvements / Auto Parts	🔵
Other Retail	🟢

Healthcare	
Nursing and convalescent homes, Psychiatric care and substance abuse	🔵
Other Healthcare Occupancies	🟢
Utilities	
Potable and Wastewater	🟢
Telecommunications networks	🔵
Refuse and Recycling	🟠
Warehouse & Distribution	
Low to Moderate Hazards	🔵
Tyres / Spirits Aging	🔴
High Hazard, Flammable Liquids, Cold Storage, Paper	🟠
Glass, Pottery and Minerals	
Molten Glass	🔴
Other Occupancies in this Group	🟢
Metal Products	
Light Manufacturing	🟢
Aluminium Smelting, Metal Products, - Heavy, Rolling Mills / Steel Mills with Arc Furnace	🔴
Extrusion & Forging, Heavy Metal Manufacturing, Plating & Galvanising Rolling Mills	🔵
Integrated Steel Mills with Blast Furnance or Coke Oven / Molten Metal	🟠
Non-Aluminium Refining or Smelting / Plating & Galvanizing	🟠

Higher appetite risks, larger shares and / or limits may be deployed at acceptable terms
Lead Capacity More Likely

Moderate appetite risks, share and / or limit set accordingly for risks at appropriate terms
Lead or Follow Capacity

Harder risks, will consider these for a small share and / or limit basis at good terms
Low - Medium Follow Capacity

Limited appetite risks, single digit shares and modest capacity deployment at attractive terms
Follow Capacity More Likely

- Risk capacity is considered in terms of Share, Limit and loss estimate exposure, this is a guide only – every case written on its merits based on the available information. Risk quality, information quality and underwriter judgement will lead to more or less capacity than these indicative levels being deployed.
- Natural and / or manmade catastrophe exposure may modify the appetite for any given risk.
- To enable AIG to underwrite exposures and provide our best proposal we would require; 1) Clear SOV's with address information and breakdown of values, 2) Surveys and risk engineering information for key locations, 3) Any information around Business Interruption, BCP and Interdependencies where available.
- Subject to AIG's Environmental, Social and Governance (ESG) commitment | This is not an exhaustive list, please contact us for more information.

Our Appetite

Facts & Figures

Minimum Submission Requirements

- Name
- Activity
- Requested terms and conditions
- Excel spreadsheet of insured values split by building, contents, and business interruption per location (including full address)
- Loss control information as appropriate for exposure, including details regarding business and contingent business interruption
- 5+ years of loss history

Limits

- Primary and Excess — Lead and Non-Lead: up to USD 500 million (every case is written on its own merit and typically on a quota share basis)

Underwriting Sweet Spots

In our varied portfolio, our risk appetite crosses many industries with the following sweet spots:

- Financial institutions, communications, media and IT, manufacturing risks (e.g., automotive industry, electronics, electrical equipment, machinery), technology companies, healthcare, retail, general services, and quality real estate accounts.
- We offer Terrorism and Political Violence Coverage, both embedded and stand-alone.
- AIG Property is open to looking at a majority of industries with the ability to commit significant capacity.
  - Major accounts — typically companies with insured sum greater than USD 1 billion
  - Middle market — typically companies with insured sum less than USD 1 billion
- We offer our solutions in a Lead and Non-Lead position, depending on industry exposure to large volatile losses and Cat exposure. The lower the volatility exposure, the higher the retained share/capacity and/or desire to Lead.
- We provide a multitude of offerings, depending on the client needs, including standard or manuscript wordings, captive services, multinational programs, and client partnership or workshops.

Capacity Considerations

We will consider all occupancies, however the deployment of our capacity is dependent on:

- Risk quality
- Loss experience
- Program conditions and pricing
- Commitment to risk management principles and acceptable account pricing
- Occupancy hazard

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