



AEROSPACE | GLOBAL

Airline and Deductible

We insure a broad range of airline operators from the large international flag carriers, regional and domestic airlines to small fleet operations worldwide.



Overview

We underwrite:





Aircraft Hull & Liability

Hull physical loss or damage, spares, passenger & third party legal liability, passenger baggage liability and cargo legal liability.

Hull Deductible

Excess aggregate protection, multi-year policies, non-traditional and blended risk transfer products, deductible insurance options and captive reinsurance and co-insurance programmes.

Multi Line Risk Appetite

Airlines	Max line size	Limits (up to) *	Hull and Liability	Hull Deductible	Excess Liability
 Major International	15%	\$2.25bn	●	●	●
 Regional/Domestic	15%	\$1.75bn	●	●	●
 Low Cost Carriers	15%	\$1.25bn	●	●	●
 Cargo/Freight	15%	\$2bn	●	●	●



Preferred Clients

- Well managed airline operations, regional and domestic carriers through to single aircraft operators worldwide
- Clients with strong loss prevention quality management and safety programmes
- Clients with an appetite for long term trading relationships.
- Operators with excellent safety records
- Operators with advanced Risk Management frameworks



Minimal Appetite

Appetite for incidental % as a part of Major Programmes

Reduced Appetite

Strong Appetite

As of March 2024 | * Risk capacity \$USD: guide only – every case written on its merits

We aim to create long-term relationships that provide solutions and create real value for our clients

Our Global Airlines & Deductibles Team

GLOBAL

Mark Sperring
Head of Global Aerospace
Mark.Sperring@aig.com
+44 (0)7527 054 316

UK

Lisa Leahy
UK Head of Aerospace
Lisa.Leahy@aig.com
+44 (0)7763 210 939

Dan Boulwood
International Head of Airline & Deductible
Daniel.Boulwood@aig.com
+44 (0)7843 814566

Paris Riseborough
Senior Underwriter
Paris.Riseborough@aig.com
+44 (0)7566 763 667

Adam Spicer
Senior Underwriter, Airline & Deductible
Adam.Spicer@aig.com
M +44 (0)7715 627 329

Isabella Van Bardwick
Underwriter
Isabella.VanBardwick@aig.com
+44 (0)7729 076 018

Alice Hawkins
Assistant Underwriter, Airline & Deductible
Alice.Hawkins@aig.com
+44 (0)7749 724 228

EUROPE

Cyril Serinet (France)
Underwriter
Cyril.Serinet@aig.com
+33 (6)72 944 565

Federico Bergami (Italy)
Aviation Manager, Italy
Federico.Bergami@aig.com
+39 (3)499 390 386

Arta Nasradini (DACH Region)
Team Leader Aerospace
Arta.Nasradini@aig.com
+49 (0)172 577 5917

US

Debra Fanjoy
Head of Aerospace, North America
Debra.Fanjoy@aig.com
+1 (312) 330 8594

Clay Garner
Vice President, Head of Airline Underwriting, US
Clay.Garner@aig.com
+1 (404) 853 3123

Bryan McClintock
Senior Underwriter, Aerospace
Bryan.Mcclintock@aig.com
+1 (470) 553 3713

MULTINATIONAL

Luke Sammons
Multinational Underwriter
Luke.Sammons@aig.com
+44 (0)7801 960 607

CLAIMS

Matt Budd - Global
Global Head Aerospace Claims
Matthew.Budd@aig.com
+44 (0)7507 411 917

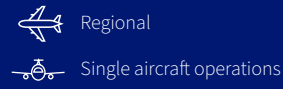
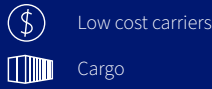
Noreen Brogan - North America
Head of North America Aerospace Claims
Noreen.Brogan@aig.com
+1 (404) 360 4434

Thomas Bouglie Desfontaines - International
Major Loss Claims Adjuster
Thomas.BouglieDesfontaines@aig.com
+33 (0)637 903 575

Ben Drew - UK
UK Head of Aerospace Claims
Ben.Drew@aig.com
+44 (0)7714 671 464

AIG Airline and Deductible

We are particularly interested in underwriting:



AIG Aerospace Differentiators



Market Leading Experience

An experienced aerospace insurer with a history spanning decades in which we have demonstrated the willingness and capability to lead in all product lines in both underwriting and claims.



Client Risk Management Capabilities

We are able to provide external risk management and risk solutions to our key clients and partners.



All Aerospace Minor Lines

We write all lines of business within the aerospace insurance portfolio in addition to manufacturers and airports. Including airlines, hull deductible and general aerospace.



Bespoke Solutions

- Airport owners and operators (3rd party liability)
- Aerospace manufacturers (3rd party liability)
- Refuelling liability



Wide Appetite

Appetite to write 100% of corporate aviation, non-critical products and non-major airports enabling streamlined service, administration and single claim agreements.

Claims Promise **

With Aerospace claims expertise across North America, UK and Continental Europe, coupled with support from our local office claims network in over 50 countries, we're able to provide our market leading expertise and excellence service standards to our clients, whilst utilising local support.

In the event of a claim, we will pro-actively handle and investigate the loss. We will confirm the coverage evaluation under the policy as soon as possible, and with our Aerospace Hull Claims Promise, we will pay a minimum of 50% of a covered hull claim within 7 days of confirmation of coverage and subject to a signed release signed by all interest parties. Whether it be a hull or liability claim, we work closely with our clients and ensure there is clear and transparent communication and interaction throughout the lifecycle of the loss.

Case Studies

Deductible

The Insured suffered damage to their aircraft, which was caused by a ground service vehicle. The claim was accepted and agreed within 24 hours of receiving the loss adjuster's report, which allowed the Insured to progress the repairs when cash flow was tight. Whilst the repairs were on-going, we commenced the recovery efforts against the ground handling entity, which ultimately led to a full recovery of the physical damage caused to the aircraft.

Airline Hull

The insured suffered significant damage to their A320 aircraft, rendering it Aircraft on Ground (AOG). It was important for the Insured to have the aircraft repaired promptly and returned to revenue service. With the support and collaboration of the AIG claims team, we worked closely with Insured on the logistics of the repair, and with the Broker, helping to facilitate additional insurance protection for the temporary hanger provider whilst the aircraft was undergoing repairs. The aircraft was repaired as expeditiously as possible and returned to commercial operation soon after.

Airline Liability

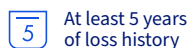
The Insured had an accident involving an aircraft with 190 occupants on board. The passengers of numerous nationalities suffered varying injuries from walkaways, to serious life changing and fatal injuries. We promptly arranged for interim payments to the passengers and deceased families. The majority of the passengers were legally represented, but through prompt claims handling and working closely with the Insured and our appointed legal representatives, we were able to settle all 190 claims in two years.

The scenarios described herein are offered only as examples. Coverage depends on the actual facts of each case and the terms, conditions and exclusions of each individual policy. Anyone interested in the above product(s) should request a copy of the standard form of policy for a description of the scope and limitations of coverage.

**Where legally permissible and subject to policy language.

Working with AIG

To unlock and get the most out of our outstanding underwriting expertise and capabilities we have some requirements which are considered with each risk:



American International Group, Inc. (AIG) is a leading global insurance organization. AIG member companies provide a wide range of property casualty insurance, life insurance, retirement solutions and other financial services to customers in approximately 70 countries and jurisdictions. These diverse offerings include products and services that help businesses and individuals protect their assets, manage risks and provide for retirement security. AIG common stock is listed on the New York Stock Exchange. Additional information about AIG can be found at www.aig.com | YouTube: www.youtube.com/aig | Twitter: [@AIGinsurance](https://twitter.com/AIGinsurance) www.twitter.com/AIGinsurance | LinkedIn: www.linkedin.com/company/aig. These references with additional information about AIG have been provided as a convenience and the information contained on such websites is not incorporated by reference herein. AIG is the marketing name for the worldwide property-casualty, life and retirement, and general insurance operations of American International Group, Inc. For additional information, please visit our website at www.aig.com. All products and services are written or provided by subsidiaries or affiliates of American International Group, Inc. Products or services may not be available in all countries and jurisdictions, and coverage is subject to underwriting requirements and actual policy language. Non-insurance products and services may be provided by independent third parties. Certain property-casualty coverages may be provided by a surplus lines insurer. Surplus lines insurers do not generally participate in state guaranty funds, and insureds are therefore not protected by such funds. American International Group UK Limited is registered in England: company number 10737370. Registered address: The AIG Building, 58 Fenchurch Street, London EC3M 4AB. American International Group UK Limited is authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and Prudential Regulation Authority (FRN number 781109). This information can be checked by visiting the FS Register (www.fca.org.uk/register). AIG Europe S.A. is an insurance undertaking with R.C.S. Luxembourg number B 218806. AIG Europe S.A. has its head office at 35D Avenue John F. Kennedy, L-1855, Luxembourg. AIG Europe S.A. is authorised by the Luxembourg Ministère des Finances and supervised by the Commissariat aux Assurances 11 rue Robert Stumper, L-2557 Luxembourg, Grand-Duchy of Luxembourg, Tel.: (+352) 22 69 11 - 1, caa@caa.lu, www.caa.lu/.