



MARINE | GLOBAL

Logistics

Our extensive and specialised Global Marine team underwrites all aspects of freight liability and shippers interest insurance, including global logistics operations and multinational programmes. We have a deep understanding of liability regimes, including national and international conventions, and the impacts of contractual liability.

Our experience across multiple industry segments and operating environments enables us to provide innovative solutions, bespoke loss control programmes, responsive claims handling, meaningful capacity and a truly global reach.

Risk Appetite

**RISK
CAPACITY***
UP TO

\$25m
for any one event

\$1m
in the annual aggregate
for Errors & Omissions

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 Programmes and fronting requirements.

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

Strong Appetite

Limited Appetite

Minimal Appetite

* Risk capacity shown as United States Dollars; guide only – every case written on its merits

We provide coverage for multiple liability regimes
and modes of transportation under one policy

Our Global Marine Logistics Leaders

PRODUCT SPECIALIST

Cameron Ross
Head of AIG Marine & Head of
Transportation and Logistics, AIG UK
Cameron.Ross@aig.com
+44 (0)7597 797 757

CLAIMS SPECIALIST

Chris Bumgardner
Global Head of Marine Claims
Christopher.Bumgardner@aig.com
+1 917 923 0641

MULTINATIONAL SPECIALIST

Lisa Boon
Global Marine Head of Multinational
Lisa.Boon@aig.com
+1 312 504 0831

MARINE RISK CONSULTING

Jan Rietberg
Global Head of Marine Risk Consulting
Jan.Rietberg@aig.com
+31 (0)6 514 766 89

AIG Marine Logistics

Multi Lines Appetite

- Property Damage/Business Interruption
- Marine Equipment
- General Liability
- Cyber
- Energy
- Credit Lines
- Political Risk

Underwriting Sweet spots

We prefer the following:

- Global logistic companies, including captive solutions
- Mid-sized freight forwarders
- Carriers and hauliers
- Warehouse keepers
- 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.

AIG Marine Logistics Differentiators



Loss Control

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 thought-leading knowledge centre for our marine clients.



Multinational Expertise

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 ensures global continuity in coverage, terms, and limits.



Programme Expertise

Customers benefit from the marine team's in-depth experience of best practices and local knowledge. Our Programmes are tailor-made and structured to comply with local legislation and local liability regimes.

AIG Marine Claims Advantage

Claims Specialisation

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.

Customer Focus and Engagement

Proactive communication – Our proactive response to claims notifications ensures that our clients know who has taken ownership of their claim from an early stage.

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.

Global Reach, Local Expertise

Our global networks of specialist adjusters understand the complex legal landscape. Our knowledge and understanding of applicable local legislation and international conventions enables us to resolve claims quickly and maximise recoveries, delivering tremendous benefits to our clients.

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.

Claims Examples

Legal Defence

A furniture importer contractor sued our client, pleading liability outside of the contract to avoid contract limits. AIG and our client pursued a defence strategy focusing upon the legal enforcement of the written contract terms while also outlining facts learnt in discovery to aid the Court's understanding. This approach resulted in a dismissal of the case and a finding of zero liability early in the proceedings, providing a welcome outcome for our client.

Maximising Recovery

A cellular telephone manufacturer/retailer sued our client over service agreement liability terms, potentially resulting in a large damage exposure. Additional complicated facts relating to the liability of the co-defendant added to legal challenges. AIG worked closely with our client to achieve a favourable settlement with the claimant's insurer, while seeking to maximise recovery efforts against the underlying service providers. Resolution with the claimant at an early stage in the litigation ensured AIG limited exposure for our client while ultimately recouping a large portion of the settlement proceeds and litigation expenses.

Preserving Relationships

A pharmaceutical company pursued a multi-million dollar claim against our client with whom they had a major commercial relationship; related indemnity and recoveries were further complicated by the liability limitations of the underlying service provider agreed to by our client. AIG worked closely with our client to prioritise their commercial relationship while seeking to maximise recovery and provide a solution that would benefit all. Collaboration resulted in a favourable solution for all with compensation made to the claimant whilst preserving their business relationship with our client.

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.

Working with AIG

To unlock our outstanding underwriting expertise and capabilities, please note the key requirements considered with each risk:



Detailed underwriting submission



Expected local policy requirements for Multinational business



Minimum of 5 years' loss history



Risk quality & contracting philosophy are the drivers for risk selection



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