



MARINE | GLOBAL

Marine Cargo

Our extensive and specialised global marine teams provides insurance for a variety of cargo transportation risks, including SME, global and multinational programmes.

Our experience across multiple industry segments and operating environments enable 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

\$50m
on a conveyance
(primarily a vessel or aircraft)

Marine Cargo insurance provides “All Risks” protection for goods and commodities involved in the supply chain, from a warehouse at point of origin to a warehouse at a destination. Coverage is on a worldwide basis, except to ports or places subject to sanctions or where it is unlawful to ship.** We also provide tailored solutions for Captive Insurance Programmes and fronting requirements.

Manufacturing	Capacity USD	Transit Only
	Transit† Primary/ Excess	Physical Damage
Automotive Parts	\$50m	●
Books, Periodicals, Newspaper & Magazine	\$50m	●
Chemicals	\$50m	●
Cocoa, Coffee and Tea	\$15m/\$50m	●
Cosmetics and Perfume	\$50m	●
Furniture	\$15m/\$50m	●
Glass – All Products	\$50m	●
Machinery	\$50m	●
Paints, Varnishes and Lacquers	\$15m/\$50m	●
Paper and Paper Products	\$15m/\$50m	●
Plastics and Synthetic Resins	\$50m	●
Rubber – Rubber Products	\$50m	●
Solar Panels	\$50m	●
Steel – Coils, Sheets and Stainless (Excluding R.O.D. Steel-Cold Rolled – Limited Appetite)	\$15m/\$25m	●
Textiles	\$15m/\$50m	●
Tyres	Refer/\$50m	●
Tools	\$50m	●
Metals (Precious)	Refer	●
Metals (Non-Precious)	\$15m/\$25m	●
Wearing Apparel	\$50m	●
General Merchandise/Containerized	\$50m	●

Strong Appetite

Limited Appetite

Minimal Appetite

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

** All subject to various limits, deductibles and other relevant terms and conditions

† Transit capacity driven by Best-in-Class vessels

We provide bespoke loss control solutions utilising our global technical expertise.

Our Global Marine Cargo Leaders

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AIG Global Marine Cargo

Multi Lines Appetite

- Property
- Casualty
- Cyber
- D&O
- Energy
- Credit Lines
- Political Risk

Underwriting Sweet Spots

We prefer the following:

- Global companies
- Manufacturers, importers, exporters, wholesalers and distributors of products in the supply chain
- Health care, communication/media/technology, agricultural/food products, energy and renewables
- Clients utilizing containers as a primary shipping mode
- Bulk commodities both liquid and dry

Preferred Clients

Clients with:

- An appetite to establish long-term multinational partnerships.
- A strong risk management philosophy that value 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 and,
- Bespoke policy requirements.

AIG Global Marine Cargo 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.



Captive Services

We provide support to our clients in conducting captive feasibility studies, operational reviews, accounting and in-domicile regulatory filings. This offers clients many of the benefits of standalone captives, without the full operating costs, through "rent-a captive" facilities in Vermont and Bermuda.



Coverage Extensions

We can provide numerous extensions to coverage such as pure domestic movements, warehouse, storage, or consolidation and deconsolidation risks.

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 partner, 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 Promise

In the event of a first party claim, AIG will confirm coverage under the policy as quickly as reasonably possible. Once coverage is confirmed, should our policyholder require it, AIG promises to provide working funds of up to 50% of our share of the agreed estimate within 7 days for:

- Property damage/repairs
- Sue and Labour
- Debris removal, if applicable

Claims Examples

Claims Handling

A global multinational organisation required a complex claims process and a strict timeline for settlement payments. By understanding our client's needs, and working with the underwriter insured and broker, AIG created a detailed claim handling process and associated bulletin to ensure that the client's requirements could be communicated, implemented and delivered consistently. To manage the process and support our client on any claims experience, AIG also designated a specific claim representative to facilitate any potential issues that may arise with the account.

AIG makes sure that our clients have a claims handling service that fits their needs, and provides ongoing assurance that they have dedicated support throughout the claims process, wherever this takes place across the globe.

Solution Focused

A global business needed their claims to be handled quicker than the local laws require under their policy in Mexico. AIG assigned a dedicated bilingual claims adjuster as a liaison between the broker and AIG Mexico to relay the client's request and ensure follow-through by the local adjuster.

AIG is solution-focused when meeting our client's requirements. Through collaboration with AIG's Claims team, the client and the broker, we were able to meet the client's needs within a specific country. AIG's capability in having claims adjusters who support multiple languages assists with relaying information clearly and effectively across different territories. This main point of contact to support our client's requirements was greatly appreciated by the broker.

Risk Insights

Our insured, a global organization, experienced issues with damage to numerous shipments due to improper packing over several months. AIG's claims adjuster identified that the issue was linked to a specific vendor utilized by the client and reached out to the AIG Loss Control team and the client to discuss and review with the vendor their packing practices and provide recommendations on how best this could be resolved.

AIG provides a pro-active approach to insights and emerging risks, analysing claims trends down to account level detail to quickly identify and mitigate any potential risks to our clients.

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 will be the driver for risk selection



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