

AIG's Commercial Risk Appetite & Underwriting Philosophy



Introduction

At the core of our commercial business strategy is supporting our business partners to win and retain business with AIG. It is therefore important we share with you an update on our commercial risk appetite and underwriting philosophy.



Our Underwriting Philosophy

AIG's commercial underwriting philosophy continues to focus on creating a sustainable business model from which to serve and protect our clients. We have identified areas of growth where we can consistently provide market leading products and solutions for our mutual clients, whilst simultaneously protecting our balance sheet from unnecessary volatility. In a constantly evolving market we will have greater focus on ensuring that our risk selection, capacity deployment, terms and conditions and pricing are aligned with our desire to grow a profitable business.



Our Risk Appetite

It is important to us that our business partners have clarity on AIG's present risk appetite and capacity for each product by industry. In the following pages our capacity and appetite is displayed in a chart, the risk appetite is color coded to highlight our level of appetite.



Our Commitment

We are committed to providing timely updates to our risk appetite and underwriting philosophy and clearly communicating any changes to you and our mutual clients. Updates will be communicated as and when they occur.



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AIG RISK APPETITE GUIDE, SOUTH AFRICA 2020



	PROPERTY	SME PACKAGE	CASUALTY				FINANCIAL LINES					MARINE
INDUSTRY	PD BI MB	PD BI PL MONEY MB ED PA	GL	PL	EIL	WC/EL	D&O	CYBER	CRIME	K&R	PI	CARGO
Accountants	Green	Green	Green	Grey	Green	Green	Green	Green	Orange	Green	Purple	Grey
Auditors	Green	Green	Green	Grey	Green	Green	Green	Green	Orange	Green	Orange	Grey
Advertising, Media & Marketing Agencies	Green	Green	Green	Grey	Green	Green	Green	Green	Orange	Green	Green	Green
Airports, Aircraft & Aviation	Green	Black	Orange	Black	Purple	Green	Purple	Purple	Orange	Green	Black	Green
Architects & Engineers	Green	Green	Green	Grey	Green	Green	Green	Green	Orange	Green	Orange	Grey
Auto Spare Parts Distributors	Orange	Orange	Green	Orange	Green	Green	Green	Green	Orange	Green	Grey	Green
Banks, Lenders & Other Financial Institutions	Green	Orange	Purple	Grey	Green	Green	Green	Green	Orange	Green	Orange	Green
Business & Management Services	Green	Green	Green	Grey	Green	Green	Green	Green	Orange	Green	Green	Grey
Business Process Outsourcing	Green	Green	Green	Grey	Green	Green	Green	Green	Orange	Green	Purple	Grey
Chemical Industry / Plastics Industry	Grey	Black	Purple	Purple	Green	Green	Green	Green	Orange	Green	Grey	Green
Commercial Property & Shopping Centers	Green	Orange	Green	Green	Green	Green	Purple	Green	Orange	Green	Grey	Green
Commodity Brokers, Dealers & Exchange Services	Green	Purple	Green	Green	Green	Green	Purple	Green	Orange	Green	Orange	Green
Computer Hardware/ Software Production	Green	Green	Green	Black	Green	Green	Green	Green	Orange	Green	Green	Green
Data Storage & Similar	Green	Grey	Green	Black	Green	Green	Green	Green	Orange	Green	Grey	Green
Concrete, Stone & Glass Production	Green	Orange	Green	Purple	Green	Green	Green	Green	Orange	Green	Black	Green
Construction Sites	Grey	Black	Green	Green	Green	Purple	Purple	Green	Orange	Green	Black	Green
Educators & Education Institutes	Green	Green	Purple	Purple	Green	Green	Green	Green	Orange	Green	Purple	Green
Electronics Distributors	Orange	Orange	Green	Purple	Green	Green	Green	Green	Orange	Green	Grey	Green
Energy Production / Oil Refinery	Grey	Grey	Purple	Purple	Purple	Purple	Purple	Purple	Orange	Green	Grey	Green

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INDUSTRY	PD BI MB	PD BI PL MONEY MB ED PA	GL	PL	EIL	WC/EL	D&O	CYBER	CRIME	K&R	PI	CARGO
Metal Scrap Traders												
Oil - Crude / Bio-fuel / Refined / Petrochemical / Edible												
Mining												
Pharmaceutical Production												
Port & Terminal Operators / Owners												
Production of Packaging Materials												
Pumps, Compressors, Fans & Similar												
Real Estate Companies & Property Managers												
Retail Chains												
Ship- and Aerospace Building												
Technological Products, Measuring Instruments & Similar												
Telecommunications												
Transporters, Logistics Companies & Stevedores												
Wholesale or distributing sale of goods												
Warehousing												
Wind, Solar & Geothermal												

Abbreviations:

PD – Property Damage
 BI – Business Interruption
 MB – Machinery Breakdown
 GL – General Liability
 PL – Product Liability
 EIL – Environmental Impairment Liability

WC/EL – Workers Compensation Employers Liability
 D&O – Directors & Officers Liability
 K&R – Kidnap & Ransom
 PI – Professional Indemnity
 PA – Personal Accident
 ED – Employee Dishonesty

Strong Risk Appetite
 Moderate Risk Appetite
 Low Risk Appetite
 No Appetite
 Not Applicable