



How can we help?
WINNING WITH AIG



Property

Property
Underwriting Appetite

aig.co.za/WinningAIG

Underwriting Sweet Spots

In our wide and varied portfolio, some sectors present exceptional growth opportunities

Preferred Segments

-  Financial Institutions
-  Healthcare
-  Public Authorities
-  Terrorism Protection



- **Complex Risks in excess of R750m**
- **Upper Corporate over R350m**

NEW



Terrorism Protection
written by Talbots in
Lloyds



Focus is on the following Client Segments

- Lead Preferred
- Multinational
- Major Accounts
- Middle Market

AIG Property Differentiators



Claims First

- Multi award winning Major Loss claims team.
- In the event of a major claim, AIG will confirm coverage under the policy as quickly as reasonably possible. Once coverage is confirmed, we promise to provide the Policyholder with immediate working funds of up to 50% of our share of the agreed estimate within 7 days for: property damage/repairs, clean-up costs and extra expense/increased cost of working.



Underwriting Expertise

- Solution oriented underwriting team.
- Delivering insurance solutions tailored to our clients' needs
- Expertise in structuring complex insurance programs
- Wording specialists



Distribution

- Ensuring our clients get the best value out of AIG.
- Serving major clients and broker partners through an elevated experience via the Client Director, enabling the AIG team to solve problems and address the client's evolving risk needs.

AIG Property Differentiators



Global Risk Engineering

- Experienced Property Risk Engineers worldwide.
- Industry and sector specialists.
- Help clients avoid and minimise losses.
- Insights for clients about their potential vulnerabilities.



Multinational Excellence

- Significant investment in technology and processes to get global policy issuance before inception.
- Tools and tech to give Risk Managers insights across global portfolio.
- See www.aig.com/multinationalplaybook

Timely Multinational Policy Issuance

- Contract certainty
- Local compliance
- Alignment between client's operations
- Early premium allocations
- Reduced rework, minimise cover gaps

Our SA Property Team

Bryan Willoughby

Property Manager

T +27 (0)11 551 8572

M +27 (0)83 677 1000

bryan.willoughby@aig.com

Keith Gradwell

Property Underwriting Manager

T +27 (0)11 551 8583

M +27 (0)763907953

keith.gradwell@aig.com

Richard Stirland

Senior Underwriter

T +27 (0)11 551 8384

richard.stirland@aig.com