



Marine: The AIG Advantage

POLICY & COVER

- Comprehensive coverage for goods in transit
- Flexibility to enhance coverage to include warehouse storage and/or consolidation risk
- Adjustable, tailor-made solutions to suit your clients' unique needs

LOSS CONTROL ENGINEERING

- Largest in-house network of Marine Loss Control Engineering (MLCE) consisting of experienced professionals to provide your clients with expert guidance on reducing trade and transportation risks and minimising costly delays
- Our MLCE service gives your clients professional advice to help them avoid and minimise losses based on three core principles:
 - Proactive loss prevention before an incident
 - Responsive loss control during and after an issue
 - Clear communication throughout

CLAIMS & SERVICE

- Your clients can resolve claims in any country, language and currency with our claims service network
- With our teams' knowledge of international marine insurance law and local regulations, you can be confident that we will respond to your clients' claims and questions quickly
- Our dedicated underwriters strive to build long term relationships with you to give you and your clients the best possible service

SIZE & SCALE

- We have a global and regional footprint, which enables local policy issuance, claims handling and loss control
- We are the leading provider of Controlled Master Program solutions for multinationals, allowing you to offer your clients seamless global coverage for their risks
- Over 90 years' experience of paying claims and serving clients and distributors in Asia

2015 version

MARINE CARGO RISK APPETITE GUIDE

Commodity / Risk	Transit Appetite
Alcoholic Beverages	Preferred / Opportunity Classes
Animals (living) (excluding mortality)	Limited Class
Automotive Parts	Preferred / Opportunity Classes
Automotives, Cars	Preferred / Opportunity Classes
Books, Periodicals, Newspapers and Magazines	Preferred / Opportunity Classes
Plants / Flowers / Bulbs	Limited Class
Cable (excluding copper)	Preferred / Opportunity Classes
Cable Laying	Restricted Class
Cash in transit - (notes / coins)	Restricted Class
Cement - bulk , bags	Limited Class
Chemicals - liquid bulk	Preferred / Opportunity Classes
Chemicals - special chemicals in bags, drums or dry bulk containers	Preferred / Opportunity Classes
Chemicals - including fertiliser in dry bulk vessels	Preferred / Opportunity Classes
Coal	Preferred / Opportunity Classes
Cocoa, Coffee, Tea	Preferred / Opportunity Classes
Consumer Electronics - excluding Mobile Phones, Gaming Machines, Tablets, Computer Processing Units	Preferred / Opportunity Classes
Computer (commercial use) components / peripherals	Preferred / Opportunity Classes
Consumer Electronics - Mobile Phones, Gaming Machines, Tablets, Computer Processing Units	Limited Class
Container fleet accounts	Restricted Class
Copper	Limited Class
Cosmetics, Perfume, Cologne	Limited Class
Cotton (Raw / Unprocessed)	Preferred / Opportunity Classes
Documents - negotiable (cost of reproducing only NOT face value)	Preferred / Opportunity Classes
Fine Art / Antiques / Precious Jewellery / Precious Watches	Restricted Class
Firearms	Preferred / Opportunity Classes
Fishmeal	Preferred / Opportunity Classes
Foodstuffs - frozen	Preferred / Opportunity Classes
Foodstuffs - perishable / temperature controlled (other than frozen)	Limited Class
Foodstuffs - non perishable	Preferred / Opportunity Classes
Furniture	Preferred / Opportunity Classes
Furs, Animal Pelts and Hides	Limited Class
Glass - all glass products	Preferred / Opportunity Classes
Grain / pulses - Edible bulk (see individual entry for Cocoa, Coffee, Tea)	Preferred / Opportunity Classes
Hospital Equipment	Preferred / Opportunity Classes
Household / Personal effects including vehicles (standalone)	Restricted Class
LNG / LPG	Preferred / Opportunity Classes

Commodity / Risk	Transit Appetite
Machinery - Containerised	Preferred / Opportunity Classes
Machinery - Non containerised	Preferred / Opportunity Classes
Metals - non precious (see individual entries for certain specific metals such as copper, steel, direct reduced iron, etc)	Preferred / Opportunity Classes
Metals - precious	Limited Class
Military Goods - Vehicles / Aircraft / Ammunition	Preferred / Opportunity Classes
Oil - Crude	Preferred / Opportunity Classes
Oil / Bio-fuel - Refined (gasoline, aviation fuel, diesel)	Preferred / Opportunity Classes
Oil - Petrochemical (other refined products)	Preferred / Opportunity Classes
Oils - Edible	Preferred / Opportunity Classes
Ores, Concentrates, Minerals (see individual entries for Cement, Copper, and Ores - Nickel Ore, Iron Ore Fines, DRI)	Preferred / Opportunity Classes
Ores - Nickel Ore, Iron Ore Fines, DRI	Restricted Class
Paints, Varnishes and Lacquers	Preferred / Opportunity Classes
Paper, Paper Products, and Paper Pulp	Preferred / Opportunity Classes
Pharmaceutical / Bio Medical Products - Prescription and/or Temperature controlled	Limited Class
Pharmaceutical / Bio medical products - Over the counter	Preferred / Opportunity Classes
Plastics and Synthetic Resins	Preferred / Opportunity Classes
Project Cargo / Wind Turbines and DSU / ALOP	Preferred / Opportunity Classes
Rail Cars / as cargo	Preferred / Opportunity Classes
Rubber - rubber products (excluding tires)	Preferred / Opportunity Classes
Satelites	Limited Class
Scrap Metal - Inst Cargo Clauses C or equivalent only Ferrous Metal Borings, Cuttings, Shavings or Turnings	Preferred / Opportunity Classes
Solar Panels	Preferred / Opportunity Classes
Steel - Coils, sheets, stainless (ex rust, oxidisation and discolouration)	Preferred / Opportunity Classes
Steel (including Rust Oxidisation Discolouration)	Restricted Class
Sugar (bulk) - Inst Cargo Clauses C or equivalent only	Limited Class
Textiles - Raw / Fabrics / Yarns	Preferred / Opportunity Classes
Tires	Preferred / Opportunity Classes
Tobacco - processed products	Preferred / Opportunity Classes
Tobacco - raw leaves	Preferred / Opportunity Classes
Tools - (Hand / Portable Tools)	Preferred / Opportunity Classes
Wearing apparel - Clothing, footwear, watches, eyeglasses, costume jewellery	Preferred / Opportunity Classes
Wood - Timber including plywood , wood pulp, lumber, wood chips and similar	Preferred / Opportunity Classes
Wood - Logs	Limited Class
Yachts - Pleasurecraft (carried as cargo)	Restricted Class

Legend:

Preferred / Opportunity Classes



Limited Class



Restricted Class



Note: * Risk appetite always depends on the individual account claims statistics. * This is a general guide; accounts are still subject to individual underwriting and acceptance by AIG.



MARINE LIABILITY RISK APPETITE GUIDE

Activity type	Risk Appetite
Freight Handling	
Dry Bulk / Containers	Preferred / Opportunity Classes
Liquid Bulk Terminals (loading / unloading and storage)	Preferred / Opportunity Classes
Liquid Bulk Terminals (loading / unloading, storage, including mixing and blending and/or products liability)	Preferred / Opportunity Classes
Passenger Terminals - excluding US / Carribean	Preferred / Opportunity Classes
Passenger Terminals - including US / Carribean	Limited Class
All other	Preferred / Opportunity Classes
Port Authorities Operating	Preferred / Opportunity Classes
Port Authorities Non-Operating	Preferred / Opportunity Classes
Stevedores	Preferred / Opportunity Classes
Vessel Handling	
Wharfingers / Line Handling	Preferred / Opportunity Classes
Fueling / Bunkering / Midstream transfer and similar services	Preferred / Opportunity Classes
Ship Chandlers	Limited Class
Pilots Liability	Preferred / Opportunity Classes
Ship Repair Yards	
Small Ship Repair Yards	Preferred / Opportunity Classes
Large Ship Repair Yards	Preferred / Opportunity Classes
Ship Repair Yards (Recreational Marine)	Preferred / Opportunity Classes
Offshore Energy related Ship Repair Yards	Preferred / Opportunity Classes
Fabrication Yards - Commercial	Limited Class
Fabrication Yards - Recreational Marine	Limited Class
Fabrication Yards - Offshore	Restricted Class
Marine Construction	
Marina / Small docks and related demolition and construction	Preferred / Opportunity Classes
Commercial dock / pier demolition and construction	Preferred / Opportunity Classes
Heavy construction (bridge and tunnel)	Limited Class
Locks, dams and intake and outfold structures	Preferred / Opportunity Classes
Cables / Pipe Laying / Salvage	Preferred / Opportunity Classes
Pile Driving (Land / shoreside exposures)	Restricted Class
Dredging	Limited Class
Non-marine exposures greater than 10%	Restricted Class
Marine Contractors / Subcontractors	
Maintainence and Repair Light e.g painting, carpentry or similar	Preferred / Opportunity Classes
Maintainence and Repair Heavy e.g. installation, blasting, engine repair, electrical etc	Preferred / Opportunity Classes
Diving contractors (excluding BI to own divers)	Limited Class
Diving contractors (including BI to own divers)	Restricted Class
Energy Related	
Marine contractors servicing the offshore energy sector	Limited Class
Offshore drilling contractors	Restricted Class
Offshore engineers and consultants	Restricted Class
Charterers Legal Liability	
Charterers Legal Liability - Time / Voyage / Contract of Affreightment	Preferred / Opportunity Classes
Cargo Owners Liability (with Charterer's Legal Liability)	Preferred / Opportunity Classes
Cargo Owners Legal Liability - Standalone	Limited Class

CONTRACTOR'S EQUIPMENT RISK APPETITE GUIDE

Class of Business/Type of Equipment	Risk Appetite
Street / Road Contractors Excavation Contractors	Preferred / Opportunity Classes
Warehouse Operators	Preferred / Opportunity Classes
Ports & Terminals Programme	Preferred / Opportunity Classes
Pipeline Contractors	Preferred / Opportunity Classes
Utility Service Contractors	Preferred / Opportunity Classes
Oil Field Service Contractors	Preferred / Opportunity Classes
Cargo Handling Equipment except for Ports / Terminals programme	Limited Class
Above Ground Mining Equipment	Limited Class
Crane Only Schedules	Restricted Class
Logging Equipment	Restricted Class
Underground Mining Equipment	Restricted Class
Combine / Harvesting Equipment	Restricted Class
Draglines / Electric Shovels	Restricted Class



Bring on tomorrow

Legend:

Preferred / Opportunity Classes



Limited Class



Restricted Class



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