

# Financial Lines - Mergers & Acquisitions (M&A)



## The AIG Advantage

### Longevity & Market Understanding

- AIG's long-term presence in the M&A market is underpinned by strong and diverse global multiline capabilities that have given us years of durability in this space.
- Our global M&A Underwriting Team includes several seasoned M&A practitioners with many years of experience in the market. We have a deep understanding of the deal realities in terms of complexities, requirements and time scales. We have the practical experience and capabilities to deliver timely and effective solutions.
- With our M&A teams located strategically throughout the world, we have firsthand understanding of local conditions and requirements, and excellent local policy issuance and claims-paying capabilities worldwide. Our global footprint is a major strength in the M&A market and is of particular value to multinational clients.

### Local Expertise & Global Reach

- AIG has a long history of providing insurance solutions in the EMEA region, with over 3,000 employees and underwriting capabilities across Europe, the Middle East, and Africa.
- With over 40 dedicated M&A professionals based across EMEA and more than 100 M&A professionals globally, we have the largest and most experienced team in the industry. Our unparalleled size and unique global structure allow AIG to be agile, responding to our clients' needs and accommodating their deal timelines by drawing on our internal capabilities and expertise.
- A team of more than 100 client and broker engagement leaders across EMEA works alongside underwriters to ensure swift responsiveness and a seamless experience for clients and brokers.

### AIG Multinational

- We have decades of experience in providing fully compliant multinational programs for clients through our global network.
- The integrated "One AIG" Multinational Team includes over 500 experienced Underwriting, Legal, Operations and Claims experts.
- Dedicated Multinational Client Executives for assigned clients enable consistent execution of tailored solutions, keeping clients protected across borders with local coverage in over 215 territories.
- We have decades of experience providing Multinational captive fronting solutions, with more than USD 500 million in premiums flowing to AIG client captives in EMEA each year.
- Bespoke tools and insights provide clients and risk managers with pre-bind compliance considerations, territorial analysis, and timelines, as well as real-time access to portfolio summary, policy and premium status, and claims information post-bind.

### AIG Claims Expertise

- We have handled more M&A claims globally than any other single insurer (in fact, we regularly publish our insights into M&A claims trends to help inform brokers and clients).
- Our M&A clients benefit from a single insurer and decision-maker handling and settling their claims rather than dealing with several parties where an MGA may have arranged capacity.



## Facts & Figures

### Minimum Information Requirements

- In order to provide a meaningful Non-Binding Indication (NBI), we normally receive a share purchase agreement, information memorandum, or similar — and a submission from the broker.

### Limits

- Primary carrier with up to USD 100 million W&I capacity
- Primary carrier with up to USD 100 million tax capacity
- Primary carrier with up to USD 50 million contingent liability capacity

### Minimum Premium Requirements

- Risk dependent



## Underwriting Sweet Spots

### Preferred Clients



Corporations, private equity, family investment homes



Capabilities across deal sizes from EUR 25 million to EUR 10 billion



From simple to complex transactions to distressed deals across nearly all industry sectors

### Caution



Adult Entertainment



Payday Loans

## Financial Lines Team AIG Netherlands

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