

# How can we help?

WHY AIG?



We have long been a leading insurer of Financial Institutions, with an extensive product set, global reach, outstanding claims capabilities and a proven track record of tailoring bespoke solutions for some of the worlds' greatest Financial Institutions. To help our brokers win and retain more business with AIG, here are some of our underwriting sweet spots and market differentiators, along with some of our Financial Institutions team dedicated to help you.

# Financial Institutions Underwriting Sweet Spots



**D&O** 



Crime



**Employment Practices Liability** 





**Pension Trustee** Liability



**Professional** Liability















## **CAUTION**

- Life Companies
- Large Private Equity (especially dividend recap)

## Combinations of offerings driven by client need

Light Touch

Captive services

Multinational programmes

Client partnership

Information sharing

Risk analytics

Product driven

Manuscripted wordings

Claims experience

# AIG Financial Institutions Differentiators



#### FI Expertise

- Vast Financial Institutions underwriting expertise.
- Great support for our brokers e.g. in client meetings.
- Dedicated experts in sub-sectors (e.g. Tier 1 banks, insurance companies, asset management, SMEs).



- Our multinational capabilities are a major asset in the Financial Institutions
- Allows us to provide solutions for global institutions' complex requirements.
- E.g. cross class multinational programmes, global claims services, captive fronting arrangements.



- Strong and experienced Financial Institutions claims experts across EMEA.
- Supported by global networks of claims experts to service clients in their local jurisdictions.



#### **Dedicated Client Engagement**

- Dedicated client engagement manager for financial institutions.
- Coordinates products and services across disciplines and geographies.
- · Allows a seamless AIG Financial Institutions proposition.

### Our Financial Institutions Team

Ahmad El Tawil

Head of Distribution. Financial Lines EMEA T: +971 4 509 6250 M: +971 56 400 1625

E: Ahmad.Eltawil@aig.com

Jessica Mulcahy

Financial Lines Underwriting Manager FAC Reinsurance T: +971 4 5096248 M: +971 50 790 5028

E: <u>Jessica.Mulcahy@aig.com</u>

Marvin Mupal

Senior Financial Lines Underwriter FAC Reinsurance T: +971 4 5096171 M: +971 56 522 4791 E: Marvin.Mupal@aig.com Elie Oussi

Financial Lines Underwriter FAC. Reinsurance T: +971 4 509 6260 M: +971 56 411 9617 E: Elie.Oussi@aig.com

Christine B. Beltran

Financial Lines Underwriter FAC Reinsurance T: +971 4 509 6172 E: Christine.Beltran@aig.com Phillip Andrewspound

Financial Lines Underwriter -FAC Reinsurance M: +971 56 996 5743

E: Phillip.Andrewspound@aig.com

This document is intended for marketing purposes only. Terms and conditions apply.

AIG MEA Limited, a company duly registered under the laws of the Dubai International Financial Centre, United Arab Emirates w ith commercial license no. 0176 and regulated by the Dubai Financial Services Authority with DFSA Firm reference no F000016, having its registered address at The Exchange, Gate Village 11 Building, Unit 203, Level 2, Dubai International Financial Centre, PO Box 117719, Dubai, UAE