# How can we help?

## WINNING WITH AIG

## Financial Institutions

## Underwriting Sweet Spots

- FI Cyber
- D&O
- Crime
- Professional Liability
- Employment Practices Liability
- Pension Trustee Liability

### Preferred Clients

- Banks
- Insurance companies
- Investment Managers

**CAUTION**

- Stand-alone FIPI
- Commercial Real Estate
- Crypto

### Combinations of offerings driven by client need

Bespoke

- Manuscripted wordings
- Captive services
- Multinational programmes
- Client partnership
- Claims experience
- Information sharing
- Risk analytics
- Product driven

Light Touch

## AIG Financial Institutions Differentiators

### FI Expertise

- Vast Financial Institutions underwriting expertise with 9 Underwriters.
- Dedicated regional Underwriting (Frankfurt, Munich, Vienna, Zurich, Geneva)
- Great support for our brokers e.g. in client meetings.

### Dedicated Client Engagement

- Dedicated local based Client Engagement Manager for Financial Institutions.
- Coordinates products and services across disciplines and geographies.
- Allows a seamless AIG Financial Institutions proposition.

### Multinational

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

### Claims First

- 6 claims lawyers in the DACH region (Austria, Germany and Switzerland).
- Supported by global network of claims experts to service clients in their local jurisdictions.

## Our Financial Institutions Leaders Austria | Germany | Switzerland

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