

# Directors & Officers Appetite Guide

Canada | Financial Lines



## Offering



- Broad appetite for Directors & Officers (D&O) business:
  - Inclusive of commercial, non-profit, financial institutions, and governmental entities
- Available to companies of all sizes — from no revenue to multi-billion dollar companies
- Side-A: complementing our presence on entity-based primary and excess with Side-A positions

## Industry Focus



- Leader in Primary D&O market — public and private

Entity Structure	Preferred Risks	Non-Preferred Risks
Commercial – Public	<ul style="list-style-type: none"> <li>• Primary or excess position</li> <li>• Side-A capacity (lead or excess)</li> <li>• Canadian initial public offerings</li> </ul>	<ul style="list-style-type: none"> <li>• Cannabis</li> <li>• Cryptocurrency</li> </ul>
Commercial – Private	<ul style="list-style-type: none"> <li>• Package policy with D&amp;O, Employment Practices, Employee Benefit Fiduciary, Fidelity, and KR&amp;E coverages on one form</li> </ul>	<ul style="list-style-type: none"> <li>• Cannabis</li> <li>• Cryptocurrency</li> </ul>
Non-Profit	<ul style="list-style-type: none"> <li>• All tax exempt organizations</li> <li>• Package policy with D&amp;O, Employment Practices, Employee Benefit Fiduciary, Fidelity, and KR&amp;E coverages on one form</li> </ul>	<ul style="list-style-type: none"> <li>• Cannabis</li> <li>• Cryptocurrency</li> </ul>
Financial Institutions	<ul style="list-style-type: none"> <li>• Real estate companies</li> <li>• Insurance companies and insurance agents</li> <li>• Private depository institutions</li> <li>• Asset management D&amp;O</li> </ul>	<ul style="list-style-type: none"> <li>• Cannabis</li> <li>• Cryptocurrency</li> </ul>



## AIG Market Differentiators



### Claims

- 8+ In-house Financial Lines claims specialists in Canada
- \$114.9M paid out in Canadian Financial Lines Claims in 2021
- Cohesion between claims and underwriting teams facilitate emerging loss trends being addressed through coverage enhancements and loss mitigation tools

### Multinational

- Committed to delivering world-class multinational expertise, solutions, and service to clients in a globally consistent and seamless fashion through one of the largest global networks in the industry, spanning 215+ countries and jurisdictions

### Product Innovation

- History of manuscripting policies or coverages for specific insureds
- Market leader for coverages: pre-claim inquiry for individual insureds; BREXIT endorsement; Side-A Match Endorsement (SAME)<sup>®</sup>; Prospectus Edge<sup>®</sup>
- Unique partnership between claims and underwriting ensures coverage is continuously updated to address today's emerging exposures of entities and individuals

## Contact:



American International Group, Inc. (AIG) is a leading global insurance organization. AIG member companies provide a wide range of property casualty insurance, life insurance, retirement solutions, and other financial services to customers in approximately 70 countries and jurisdictions. These diverse offerings include products and services that help businesses and individuals protect their assets, manage risks and provide for retirement security. AIG common stock is listed on the New York Stock Exchange.

Additional information about AIG can be found at [www.aig.com](http://www.aig.com) | YouTube: [www.youtube.com/aig](https://www.youtube.com/aig) | Twitter: [@AIGinsurance](https://twitter.com/AIGinsurance) [www.twitter.com/AIGinsurance](https://www.twitter.com/AIGinsurance) | LinkedIn: [www.linkedin.com/company/aig](https://www.linkedin.com/company/aig). These references with additional information about AIG have been provided as a convenience, and the information contained on such websites is not incorporated by reference herein.

AIG is the marketing name for the worldwide property-casualty, life and retirement, and general insurance operations of American International Group, Inc. AIG Insurance Company of Canada is the licensed underwriter of AIG commercial and personal insurance products in Canada. Coverage may not be available in all provinces and territories and is subject to actual policy language. Non-insurance products and services may be provided by independent third parties. The AIG logo and AIG are trademarks of American International Group, Inc., used under license by AIG Insurance Company of Canada. Additional information about AIG Canada can be found at [www.aig.ca](http://www.aig.ca).