

# Aon Aviation

Our aviation team at Aon is ideally positioned to develop personalised risk management strategies for clients connected to every aspect of the aviation industry. With an experienced team of over 170 professionals stationed globally, Aon is recognised as being one of the world's foremost international aviation insurance broking companies.

## Who Do We Serve?

Aon Aviation provides comprehensive worldwide insurance and risk management services for all sizes of:

- Airlines
- Aerospace
- Airports and civil aviation authorities
- Commercial, corporate and rotor-wing operations
- Maintenance, repair and overhaul
- Service providers
- Corporate and VIP operations

Our long-term client relationships highlight our ability to adapt and provide innovative insurance and risk management products to organisations of all sizes.



## Why Aon Aviation?

**We Lead the Way:** Aon is at the forefront of development in the aviation insurance market. This means that we utilise our vast experience and market knowledge to negotiate and draft the most comprehensive and appropriate policy wordings that best suit your needs.

The size and diversity of Aon Aviation's client portfolio shows the depth and breadth of our experience. This enables us to respond efficiently to issues, queries and opportunities to ensure Aon's clients receive exceptional service no matter what the situation.

**Unrivalled Negotiating Ability:** We quickly and transparently create and place efficient insurance and risk management programmes in the global insurance markets, where the sheer scale of the premium we place puts us in a position to negotiate strongly on our clients' behalf.

**Dedicated Team:** We offer clients access to a dedicated, specialist Aon team that provides versatile and personal service. Each team has specific industry knowledge that is aligned to our client's operational, cultural and compliance needs. We provide you with contractual advices, market and placement strategies to achieve optimum pricing, coverage advices, pre- and post-renewal reports, certificates of insurance, wordings and risk and claims management.

**Diverse Range of Risk Solutions:** Aon's Asia based aviation team works closely with clients to examine and advise on the entire range of appropriate insurance and risk management options available. These vary from self-insurance and risk retention, such as captive insurance facilities, through to the latest developments in multi-line and multi-year capital products.

## We're here to empower results

To learn more about how we can create custom solutions for your organisation, please contact:

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**Keeping Pace:** Technological advances, reappraisal of environmental impacts and political considerations mean the aviation industry is constantly evolving. It is important that you partner with an organisation that understands and communicates the opportunities that these developments create.

The Aon Aviation team responds to the effects of these changes by continually enhancing our products and developing new services.

## Our Capabilities

### Airlines

We have experience and the expertise to handle all types of airline in different regions, we are able to deliver competitive insurance and risk management solutions.

Our specialists are supported by one of the largest worldwide networks of dedicated aviation expertise and their local regulatory knowledge. This allows us to develop tailor-made insurance risk management products and services in addition to advising on other risk transfer options available.

Aligned with our highly experienced claims team, non-aviation products, electronic and value added services, you can be assured of receiving the high levels of service that our clients have come to expect.

Our aviation practice represents some of the world's major airlines, and has experience in handling the largest airline group placements.

Aon's local, regional and international structure enables us to deliver efficient and effective service levels to our valued client base. This structure and the team we have assembled will offer the full size and scope of Aon's aviation offering.

### Aerospace

#### • Airports/ATC

Our experience in handling airports covers all areas of the globe and all sizes of operations from small individual airports to some of the largest groups in the world. Our knowledge, experience and expertise means our clients can receive the optimal programme design, pricing and service levels.

Air Traffic Control (ATC) organisations can also be assured that our experienced team have in-depth understanding of this unique sector of the business.

#### • Manufacturers

Aon has a wide range of clients in this sector, from fixed and rotor wing prime manufacturers, to those that produce component parts and materials. We have many long term clients who not only recognise our value, but the importance of developing an effective relationship in view of the potential long-tail nature of liability exposure associated with their business. Our analytics, data driven solutions, industry knowledge and claims expertise ensure that we provide a comprehensive service for such complex risks.

#### • Service Providers

The service provider sector can be varied and challenging, with companies ranging from those that utilise volatile substances like refuellers, to safety critical operations such as airport security, and those that have to manoeuvre vehicles airside around expensive airline equipment.

Our role is to understand each of our clients' specific needs and tailor an insurance product that exceeds their expectations while achieving the most competitive price.

Outside of pure aviation organisations we are able to arrange liability coverage for third party companies who have access to airports, such as the passenger only areas, secure areas, aprons, taxiways and runways.

#### General Aviation

Our investment in general aviation has led us to become one of the worldwide market leaders in this sector.

Our unique resource and facilities allow us to be able to offer our clients comprehensive levels of coverage and service across the industry, including but not limited to:

- Medivac
- Offshore
- Executive transport
- Air charter
- Mustering
- Observation
- Logging
- Air rescue operators

We also provide cover for a broad spectrum of private and commercial clients that operate in the private, VIP, charter and commercial jet sectors. Aircraft types can vary from single and twin prop aircraft to business jets, executive configured airline fleets, rotorcraft and most recently unmanned aircraft.

#### Additional Services:



#### Our Corporate Strength

Aon understands our clients want products and services built around their unique needs and provided by professionals with deep expertise in their industries and local markets. At Aon, we gather the best thinking from around the world and then deliver solutions locally. With worldwide distribution, a vast base of intellectual capital, and leading technology, we have built a professional services company to achieve these important goals—all focused on areas increasingly in demand: insurance brokerage, risk management, and human capital consulting.

#### Insurance and Risk Management

Insurance and risk management is now widely viewed as a critical boardroom issue. It is the cornerstone of every company's capital structure. A poorly constructed programme may leave your organisation vulnerable to major long-term setbacks, or worse, insolvency and bankruptcy. When well-designed, an insurance and risk management programme frees you to pursue your vision unhindered by concerns that you may need to hoard precious financial capital or maintain unusually high levels of liquidity. We see our role as giving you the certainty and assurance to enable you to concentrate on what you do best — driving forward and growing your business.

#### Aon GRIP

The web-accessible data produced by Aon GRIP helps Aon brokers evaluate which markets to approach with a placement and which carriers may represent the best value for clients. It also strengthens Aon brokers' negotiating position, making sure every conversation is based on the most complete and current set of facts.

#### Support When Most Needed

Not only will you be able to contact an aviation representative 24/7 if required for our pro-active risk management advice, but in the event of a loss you can be assured that you will be supported by one of the most knowledgeable claims teams in the aviation insurance market.

Our claims team has an average experience of over 27 years and has dealt with many of the largest and most tragic losses that the industry has suffered.

The team will be available all the way through the claims process from start to finish providing support and protecting your interests at all times.

#### Aon Client Promise

We always aim to develop a deep understanding of our clients and their risk management needs. Our commitment to deliver best-in-class service is reinforced through the Aon Client Promise initiative.

The four-step methodology, starting with the Aon Client Promise Assessment and ending with the Client Promise Review, creates the industry's most transparent view of the work we perform, and holds our team accountable for delivering value to the areas of your business where it can have the most impact.

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