

Global Corporate & Commercial

Global Aviation

We speak your language



What's keeping you awake at night?

It's a question we ask our clients every day...

Aviation is a challenging business. Today you and your competitors are grappling with everything from cyclical market expansion and contraction to rollercoaster oil prices, shifting legislation, geopolitical risks, increased congestion at airports around the world, new and never-before-seen extreme weather events, even threats of terrorism.

There's pressure to create new craft and machinery that is at once less polluting and more fuel-efficient, and the more orders come in, the more manufacturers have to ramp up efforts to meet rapid delivery times, all while guaranteeing top quality. Effective, efficient management of aircraft systems and component parts is now paramount across the entire supply chain, from design to manufacture and testing.

At the same time, aircraft are getting larger and more complex, their values and repair costs have risen quickly along with indemnification awards to passengers and third parties involved in air accidents. A suspected product defect can ground an entire fleet, resulting in delayed orders and costly business interruptions. A minor mishap at an airport can have major financial impacts on a wide range of operators...

It's enough to keep any aviation risk manager on edge and worrying through the night. But don't worry: we're here to help.



Geopolitical change



Liberalization



Extreme weather



Operating costs



Economic slowdowns



Supply chain management



Increased air traffic



Climate change



Terrorism



Natural disasters



Manmade accidents

From airports to the open skies, let Generali put you under its wing.

We speak your language.

We don't just insure, we reassure. Our global reputation is built on solid insurance expertise, backed by sound advice, ongoing support and a human touch.

At Generali, your challenges are our business

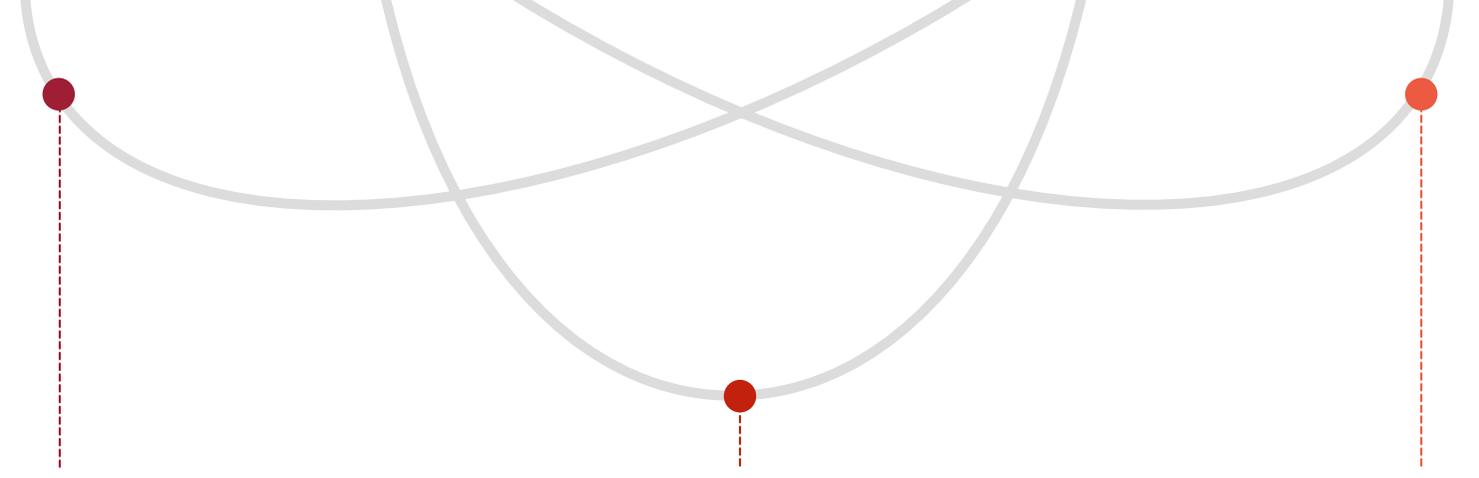
In an industry where safety and timely delivery are especially important, we focus on preventing accidents and mitigating any repercussions arising from unexpected events. Our good reputation is the product of experience: we've been working alongside clients like you for over 50 years, resolving aviation challenges together.

You'll find we offer bespoke solutions tailored to your company, adapting our coverage to fit your needs and extending it to protect against new risks. Our long-term relationships are a testament to the value of the innovative solutions we create for our clients; a reflection of our deep understanding of this constantly evolving industry.

We **SPEAK**
your
language

We speak your language and partner with your company, using our global experience, local knowledge and sector insights to promote your interests. We work in close partnership with your broker, complementing his or her expertise, and we aspire to add value far beyond resolving your immediate risk management needs.





HELPING your
business **succeed**

As your strategic partner we'll provide you with multiline solutions that respond to your specific needs. We are familiar with the advanced technologies and regulatory requirements inherent to the aviation industry, and we have a deep understanding of the new, complex issues that expansion and development in global aviation have created. We'll use our local knowledge and sector insights to help you overcome any challenges you may face, partnering with you in order to tackle problems as they arise, and even avoid some issues altogether.

No matter the size of your company or what area of the aviation industry you specialize in – from general aviation to airlines, component parts, aerospace industry supply, aviation services, airport management, air-side airport contractors and UAV operators – you can rest assured: we speak your language, and we're here to help.

ADDING VALUE
beyond **the policy**

We will never leave you standing alone. Our mission is to understand the true nature of your business and make a difference. We believe in the strength of long-term relationships and are committed to furthering your success, directly or through our partners, with the help of periodical risk reviews, risk management surveys, risk and safety awareness workshops, disaster management, risk integrity and technical restoration seminars.

As a global business line, Aviation offers a full range of services that extend well beyond mere aviation insurance: from coverage for blended aviation and non-aviation liabilities to insurance for property damage, protection against business interruptions, financial lines products, construction and marine cargo solutions, employee benefits and international assistance and health programs (including multinational options on a stand-alone basis or combined into a package offering).

We will partner with you, sitting down and exploring your business together until we've gained a full understanding of the challenges you face, and we've helped you see the many different ways we can make a positive contribution to your company's efforts.

AGILE, FLEXIBLE
and **ADAPTABLE**

We create, design and customize our aviation insurance products to fulfill your specific needs, delivering custom-tailored solutions or upgrading existing coverage to reflect your evolving needs and circumstances.

We know the aviation industry exerts different pressures and places different requirements on individual clients. That's why we work so hard to be flexible for you: we want to make sure you have peace of mind when facing new risks and challenges.

We are committed to working side-by-side with you and your broker: a partnership based on reciprocal trust, our true desire to bolster your business to the best of our ability, and provide you around-the-clock support through a professional team of expert underwriters, claims specialists and risk engineers.

**Don't worry, we speak your language.
We'll spend time getting to know you, understanding
the challenges and hazards you face.**

Insurance tailored to your needs

AVIATION: A SIGNIFICANT DRIVER IN TODAY'S ECONOMY

With an estimated 3.5 billion passengers traveling yearly and approximately USD 18.5 billion in goods delivered by air, the aviation industry is a key component of the global economy. Growth in air traffic has continued in spite of a range of external shocks including financial, oil and regional crises, as well as 9/11 and SARS.

Experts believe air traffic will double over the next 15 years, introducing a host of new technologies and applications. Global expansion and development of the aviation industry to support air transport, defense and other business activities presents new challenges and is characterized by both traditional business exposure and new, complex emerging risks. There is an increasing need for more relevant and expanded insurance solutions.

That's where we come in. For over 50 years Generali has been a trusted partner for the aviation industry, providing a full spectrum of insurance coverage and services for the diverse range of aviation-related activities present around the world, from airline fleets to commercial and private aircraft operators, international airports, aviation service providers and aerospace manufacturing companies. Here's a look at the advantages we can offer you and your company:

A dedicated team

Global Aviation vaunts a worldwide network of dedicated insurance professionals with an established service pedigree. We are committed to providing flexible service with innovative and technically effective solutions.

Reliability and know-how

You can always count on us. We value long-term relationships with our customers, and we rely on honest, straightforward feedback in order to build them. We invite our intermediaries and customers to meet with our specialists and evaluate potential concerns together so that we can adjust things where necessary and provide you with the most appropriate insurance solutions.

Service

We offer clients a wide range of services, from leading underwriter expertise to specialized technical knowledge of the aviation industry. We establish custom-tailored Service Level Agreements with our clients in order to provide a 360-degree response to the issues they're facing.

Delivery

- Bespoke policy documentation with blended and improved coverage
- Relevant industry knowledge and experience
- Timely service delivery in all time zones through our global network
- Global support for local risk & insurance requirements
- Comprehensive claims management services
- Risk management and loss control capabilities
- Investing in client partnerships through mutually agreed upon risk and safety initiatives

WE'RE THERE WHEN IT REALLY MATTERS

Dedicated Claims Services

We know that claims and accidents can have a strong impact on aviation companies, affecting brand, operational activity, customer & regulator relations, business partnerships and ultimately company performance. That's why we provide aviation claims specialists and other service providers as part of our support package. We strive to help prepare you for any eventuality, providing you with the most robust technical support possible throughout the entire handling and resolution process.

GLOBAL SUPPORT & SKILLS DELIVERED THROUGH LOCAL PRESENCE

Global experience

Our aviation claims specialists are strategically located throughout our global network, supplying direct experience for handling many large and sensitive losses.

Custom-tailored services

We offer custom-tailored customer services to each and every client, including a claims management protocol and Service Level Agreement.

Dedicated experts and lawyers

Together we will select dedicated adjusters and lawyers to be a part of your team, and participate in applicable seminars structured to support both risk awareness and

the claims management service. We only work with leaders in their fields, and only those who can guarantee regional presence.

Crisis management organization

Our crisis management services will help you prepare for any major event.

Working relationships

We can boast close working relationships with specialist companies that we bring in to support operational initiatives.

www.generaliglobalcorporate.com

Global Aviation Network Contacts

GLOBAL

Massimo Orsini

massimo.orsini@generali.co.uk
+44 (0)7736490327

ITALY

Paolo Silvestri

paolo.silvestri@generali.com
+39 0248248082

Emanuele Olivetti

emanuele.olivetti@generali.com
+39 0248248877

Andrea Lanzaro

andrea.lanzaro@generali.com
+39 0684836252

UK

Joe Lawrence

joe.lawrence@generali.co.uk
+44 (0) 2072656442

Bobby Adams

bobby.adams@generali.co.uk
+44 (0) 2072656358

Andrew Brooks

andrew.brooks@generali.co.uk
+44 (0) 2072656281

SPAIN

Bernardo Gonzalez

bernardo.gonzalez@generali.com
+34 915244558

USA

Bill Skapof

bill_skapof@generaliusa.com
+1 2126027679

ASIA

Ken Lai

ken.lai@generaliasia.com
+852 31876181

LATAM

Andrés Cardenas Uribe

andres.cardenas@generali.com.co
+57 13198288

Client & Distribution Network Contacts

GLOBAL

Isabelle Clausner

isabelle.clausner@generali.com
+39 0248248695

Fabrizio Baldoli

fabrizio.baldoli@generali.com
+39 0248248551

Cristina Antonini

cristina.antonini@generali.com
+39 0248248698

ITALY

Filippo Cinelli

filippo.cinelli@generali.com
+39 0248248219

FRANCE

Hervé Brunie

herve.brunie@generali.com
+33 158382282

UK

James Cole

james.cole@generali.co.uk
+44 2072656251

SPAIN

Jose Maria Conde Salazar

joosemaria.condesalazar@generali.com
+34 913301486

GERMANY

Markus Schulze

markus.schulze@generali.com
+49 8951211524

USA

Bill Skapof

bill_skapof@generaliusa.com
+1 2126027679

CEE

Ferenc Sinkò

ferenc.sinko@generali.com
+36 13017499

ASIA

Marco Bovolini

marco.bovolini@generaliasia.com
+852 31876107

LATAM

Nery Silva

nery.silva@generali.com
+55 1137774257



Scan this
QR Code
for the most
recent
contacts.