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# Market Intelligence Prospectus

January 2019



# What we do, priorities and who we serve

## 1. What we do

- Geographic focus, identifying opportunities for sustainable growth
- Quantitative and qualitative analysis of global (re)insurance trends
- Providers of critical intelligence to drive strategic thinking

## 2. Nature of work

- Internal and external MI offerings
- Granular data and bespoke solutions
- Business partnering combined with commoditisation

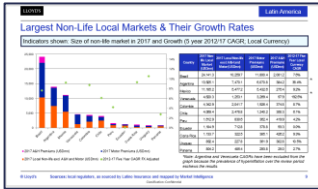
## 3. Who do we serve?



# MI geographic offering

## Reports

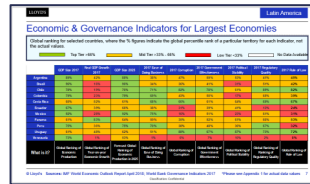
### Global



#### Global Opps

*"Identify the most attractive global markets"*

### Regional



#### Regional Opps

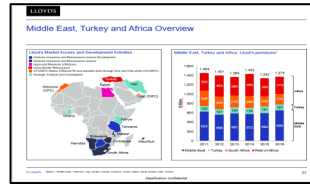
*"Identify the most attractive regional markets"*

### Country



#### Country Profile

*"Key country stats at your fingertips"*



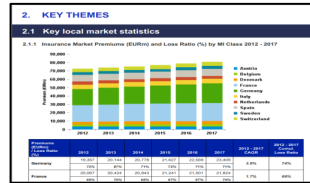
#### Regional Presentation

*"Key regional insights from Lloyd's local experts"*



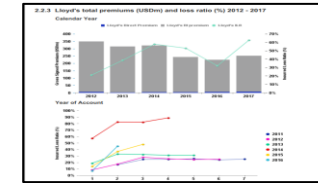
#### Country Presentation

*"Key market insights from Lloyd's local experts"*



#### Class Analysis by Region\*

*"Benchmark Lloyd's against the Market"*

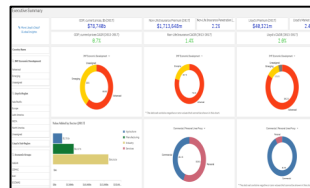


#### Country Analysis by Class

*"Benchmark Lloyd's against the Market"*

## Dashboards

(Global, Regional & Country)

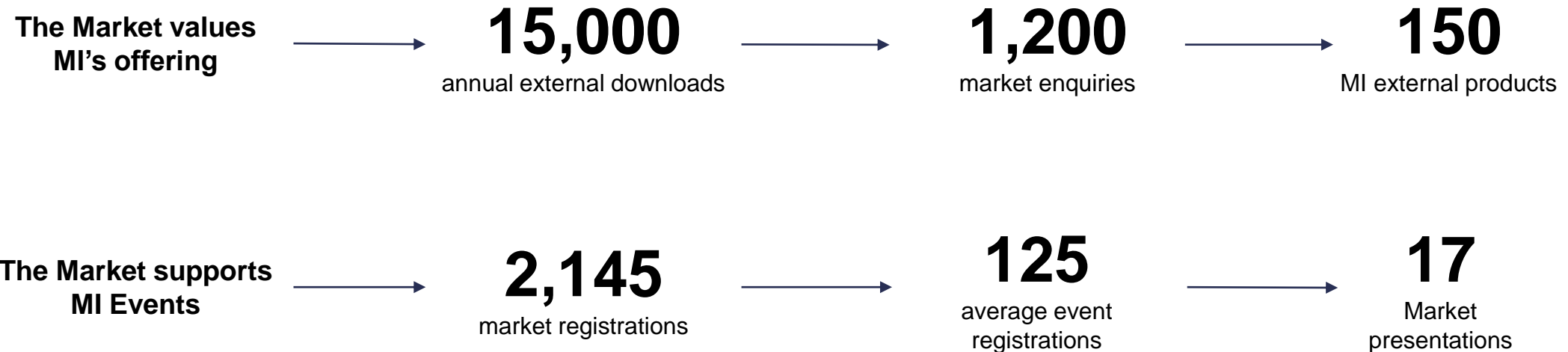


#### Compare Countries

*"Access non-life market stats & Lloyd's share at the deepest level of granularity"*

# Providing value to our Customers and the Corporation

## 2018 statistics



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# Appendix – Reporting Suite

## Americas

	Global Opps***	Reg/Ctry Presentation	Country Profile	Class Analysis
<b>North America</b>	✓	X	-	-
United States	-	✓	✓	✓
Canada	-	✓	✓	✓
<b>Latin America</b>	✓	✓	-	-
Argentina	-	X	✓	✓
Brazil	-	✓	✓	✓
Chile	-	X	✓	✓
Colombia	-	✓	✓	✓
Ecuador	-	X	✓	✓
Mexico	-	✓	✓	✓
Peru	-	X	✓	✓
Venezuela	-	X	✓	✓

## Asia Pacific

	Global Opps***	Reg/Ctry Presentation	Country Profile	Class Analysis
<b>Asia Pacific</b>	✓	-	-	-
Australia	-	✓	✓	✓
China	-	✓	✓	✓
HK S.A.R	-	✓	✓	✓
India	-	✓	✓	✓
Indonesia	-	✓*	✓	✓
Japan	-	✓	✓	✓
Malaysia	-	✓*	✓	✓
New Zealand	-	✓	✓	✓
Philippines	-	✓*	✓	X
Singapore	-	✓*	✓	✓
South Korea	-	✓	✓	✓
Thailand	-	✓*	✓	✓
Vietnam	-	✓*	✓	✓

## Europe

	Global Opps***	Reg/Ctry Presentation	Country Profile	Class Analysis
<b>Europe</b>	✓	✓	-	-
Austria	-	✓	✓	✓
Belgium	-	✓'	✓	✓
Denmark	-	✓**	✓	✓
Estonia	-	✓**	✓	✓
Finland	-	✓**	✓	✓
France	-	✓	✓	✓
Germany	-	✓	✓	✓
Greece	-	✓	✓	✓
Iceland	-	✓**	✓	✓
Ireland	-	✓	✓	✓
Italy	-	✓	✓	✓
Latvia	-	✓**	✓	✓
Lithuania	-	✓**	✓	✓
Luxembourg	-	✓'	✓	✓
Netherlands	-	✓'	✓	✓
Norway	-	✓**	✓	✓
Poland	-	✓	✓	✓
Portugal	-	✓''	✓	✓
Russia	-	X	✓	X
Spain	-	✓''	✓	✓
Sweden	-	✓**	✓	✓
Switzerland	-	✓	✓	✓
UK	-	✓	✓	✓

## Middle East &amp; Africa

	Global Opps***	Reg/Ctry Presentation	Country Profile	Class Analysis
<b>Middle East</b>	✓	✓	-	-
Bahrain	-	✓'''	✓	X
Israel	-	✓	✓	✓
Jordan	-	✓'''	✓	X
Kuwait	-	✓'''	✓	X
Lebanon	-	✓'''	✓	X
Oman	-	✓'''	✓	X
Qatar	-	✓'''	✓	X
Saudi Arabia	-	✓'''	✓	X
Turkey	-	✓	✓	✓
UAE	-	✓'''	✓	✓
<b>Africa</b>	✓	✓	-	-
Algeria	-	X	✓	X
Egypt	-	X	✓	X
Kenya	-	X	✓	X
Mauritius	-	X	✓	✓
Morocco	-	X	✓	X
Nigeria	-	X	✓	X
South Africa	-	✓	✓	✓
Tanzania	-	X	✓	✓
Uganda	-	X	✓	✓

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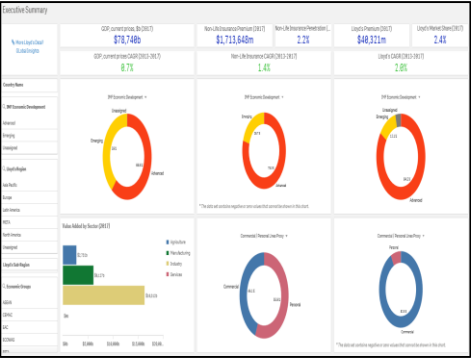
Request a password: [WMID@lloyds.com](mailto:WMID@lloyds.com)

\*Covered in the Lloyd's Asia MP; 'Covered in the Benelux MP; \*\*Covered in the Nordics MP; ''Covered in the Iberia MP; '''Covered in the Middle East MP

\*\*\*Global Opportunities will be launched in early 2019

# MI geographic offering in detail

Providing analysis of the world's insurance industry from a geographic perspective



## Compare Countries

- ▶ **What is it:** Excel database and dashboard containing economic, non-life (re)insurance market and Lloyd's premium trends & insights for over 150 markets
- ▶ **Key benefits:** supports business development and strategic planning
- ▶ **Link:** [www.lloyds.com/marketintelligence](http://www.lloyds.com/marketintelligence) (Excel Version; QlikSense version is planned for end of Q42018)

The screenshot shows a table titled 'Economic & Governance Indicators for Largest Economies'. It includes a legend for global percentile ranks: Top Tier >65% (green), Mid Tier >25% - 65% (yellow), and Low Tier <25% (red). The table lists various countries and their scores across multiple indicators.

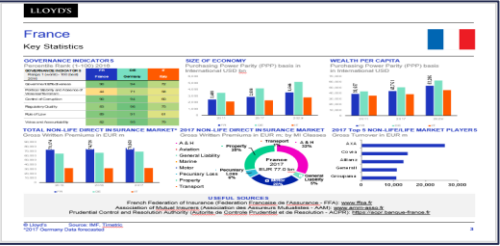
Country	2017 GDP Growth	2017 Govt Debt	2017 Corruption	2017 Government Effectiveness	2017 Political Stability	2017 Regulatory Quality	2017 Rule of Law
Argentina	10%	100%	10%	10%	10%	10%	10%
Brazil	15%	100%	10%	10%	10%	10%	10%
China	7%	100%	10%	10%	10%	10%	10%
Colombia	5%	100%	10%	10%	10%	10%	10%
India	7%	100%	10%	10%	10%	10%	10%
Indonesia	5%	100%	10%	10%	10%	10%	10%
Japan	1%	100%	10%	10%	10%	10%	10%
UK	1%	100%	10%	10%	10%	10%	10%
USA	1%	100%	10%	10%	10%	10%	10%

## Global & Regional Opportunities

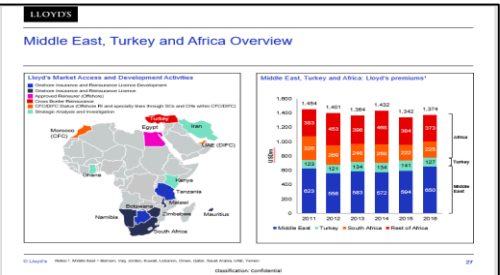
- ▶ **What is it:** reports analysing global and regional markets, their business environment, the non-life (re)insurance market, and Lloyd's portfolio
- ▶ **Key benefits:** drives market identification and opportunity targeting across regions
- ▶ **Link:** planned for release in January 2019

# MI geographic offering in detail (cont.)

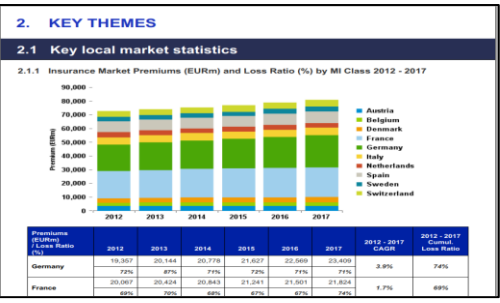
Providing analysis of the world's insurance industry from a geographic perspective



- ### Country Profile
- ▶ **What is it:** summary of the business environment, the (re)insurance market & Lloyd's portfolio available for more than 50 worldwide markets
  - ▶ **Key benefits:** very useful country snapshot for CEOs, Strategists and Analysts
  - ▶ **Link:** [www.lloyds.com/marketintelligence](http://www.lloyds.com/marketintelligence)



- ### Regional & Country Presentations
- ▶ **What is it:** Lloyd's Country Managers' insights on key opportunities & challenges in their markets; available for 25 key target markets; includes actual delivery of market presentation and product
  - ▶ **Key benefits:** local insight from Lloyd's country experts on issues of timely relevance
  - ▶ **Link:** [www.lloyds.com/marketintelligence](http://www.lloyds.com/marketintelligence)



- ### Class Reports
- ▶ **What is it:** detailed reports broken down into chapters comparing Lloyd's premium and performance with its competitors in key territories; available for more than 50 worldwide markets
  - ▶ **Key benefits:** only source of Lloyd's performance by country and class, very useful for underwriters and actuaries as well as strategy managers and analysts
  - ▶ **Link:** [www.lloyds.com/marketintelligence](http://www.lloyds.com/marketintelligence) (class by region reports are planned for release in Q12019)



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