
Market Intelligence Prospectus

April 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

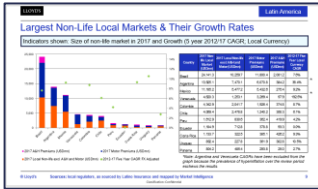
3. Who do we serve?



MI geographic offering

Reports

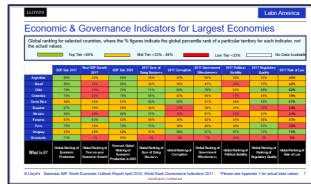
Global



Global Opps

"Identify the most attractive global markets"

Regional



Regional Opps

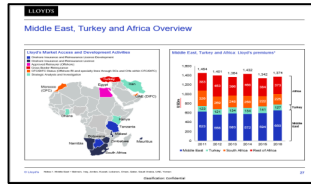
"Identify the most attractive regional markets"

Country



Country Profile

"Key country stats at your fingertips"



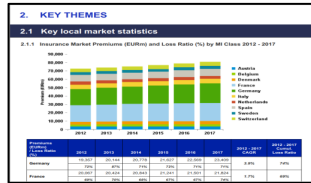
Regional Presentation

"Key regional insights from Lloyd's local experts"



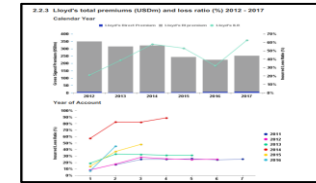
Country Presentation

"Key market insights from Lloyd's local experts"



Class Analysis by Region*

"Benchmark Lloyd's against the Market"

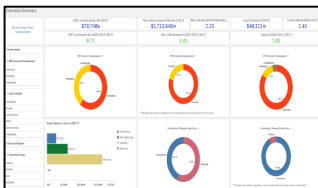


Country Analysis by Class

"Benchmark Lloyd's against the Market"

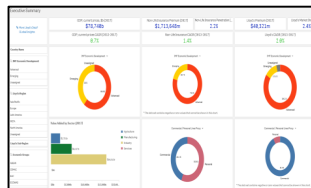
Dashboards

(Global, Regional & Country)



Compare Countries

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



Compare Countries

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



Compare Countries

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

Providing value to our Customers – 2018 statistics

Product Downloads
and Enquiries



16,000

annual external downloads



1,200

market enquiries



150

MI external products

Market Intelligence
Events Participation



2,145

market registrations



125

average event
registrations



17

Market
presentations

Appendix – Reporting Suite

Americas

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

Asia Pacific

	Global Opps	Reg/Ctry Presentation	Country Profile	Class Analysis
Asia Pacific	✓	-	-	-
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
Europe	✓	✓	-	-
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 & Africa

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

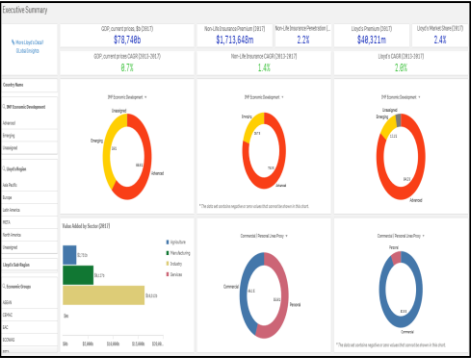
Download your product: www.lloyds.com/marketintelligence

Request a password: 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

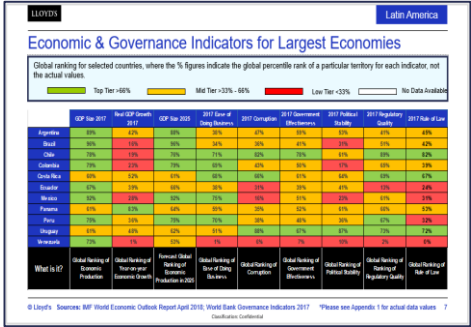
MI geographic offering in detail

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 (Excel Version; QlikSense version is planned for 2019)

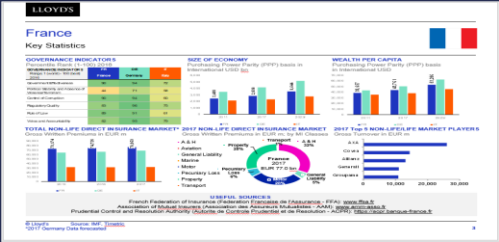


Global & Regional Opportunities

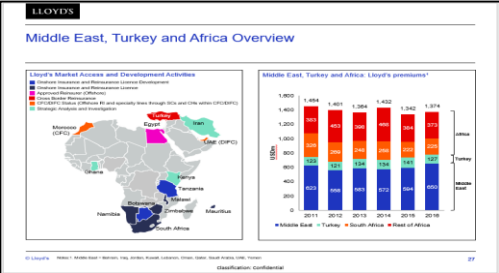
- ▶ **What is it:** reports analysing global and regional markets, their business environment, the non-life (re)insurance market, and Lloyd's portfolio
- ▶ **Key benefits:** drives market identification and opportunity targeting across regions
- ▶ **Link:** www.lloyds.com/marketintelligence (launched in Q22019)

MI geographic offering in detail (cont.)

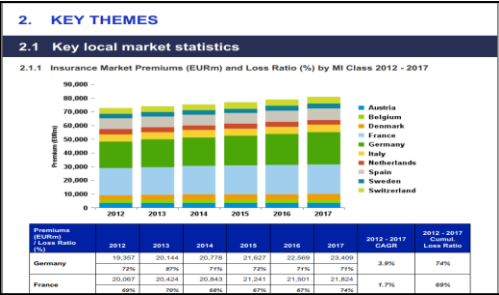
Providing analysis of the world's insurance industry from a geographic perspective



- ### Country Profiles
- ▶ **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



- ### 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



- ### 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 (class by region reports are planned for release in 2019)

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