# Captives at Lloyd's



# Why set up a Lloyd's Captive Syndicate?

## Cost, control and capital

#### Common captive pain points Why set up a Lloyd's captive syndicate Cost Lloyd's reduces the need for fronting partners and associated variable cost Cost of fronting arrangements Through Lloyd's underwriting permissions that give direct insurance access in 80 countries A Captive Syndicate can write both first-party and related third-party risks Unable to write related third party risk Related third-party risks includes related entities where there is alignment of interests and a degree of control over risk mitigation e.g. employees, partners, contractors, group customers etc Control Limited control over wordings & coverage A Captive Syndicate sets its own coverage, retentions and wording Reduced reliance on fronting arrangements means a Captive Syndicate has Changing appetite of fronting partners more control over its risk appetite Ensuring captives have continuity of cover Profit is released every 3 years Hard to recognise profit Capital As a result of Lloyd's reinsurance to close mechanism Captive Syndicates share the financial strength rating of the Lloyd's market. Non Rated Paper - Resulting in lower collateral requirements where fronting arrangements are required increases collateral requirements with fronting partners - Meets internal insurance purchasing risk appetites

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## Benefits of a Captive syndicate at Lloyd's



Lloyd's global licences covers onshore insurance in 80 countries, onshore reinsurance in 100 countries and offshore reinsurance in over 200 countries:

- Allows the captive owner to write cross-border business in 80 countries without the need for fronting partners, reducing variable cost. Subject to local regulatory requirements, this can be on a single policy written out of London complemented by Lloyd's subsidiaries where required (Europe, Japan and China).
- Central premium payment and local claims payment possible depending on local requirements.
- Lloyd's reinsurance licences permit syndicates to reinsure local direct writers where Lloyd's does not have permission to underwrite directly.
- Lloyd's shared financial strength rating may mean that fronting collateral is reduced, where fronts are required.



# Lloyd's Capital Structure

All syndicates benefit from Lloyd's Financial Strength Rating

Reinsurance to close enables members to release profits after three years.

Lloyd's capital requirements will be assessed upfront to provide an early assessment for captive owners.

Capital set in line with UK implementation of Solvency II. Additional protection may be required if risks are volatile.

London Bridge provides a cost effective and flexible route for affiliated third party capital providers such as suppliers or financiers.

#### **Financial Security**

AA-

Fitch Ratings (Very strong)

AA-

Kroll Bond Rating Agency (Strong)

A

A.M. Best

A+

Standard & Poor's (Strong)



## **Control**

Lloyd's Captive syndicates can set their own policy wordings, retentions and structures.

All syndicates must meet Lloyd's requirements, including operating in accordance with the Principles for doing business at Lloyd's but it is for each syndicate to implement controls that are appropriate for their business.

The managing agent will be able to provide a range of services to the Captive syndicate where desired. Functions can also be delegated back to the captive group or to a third party.

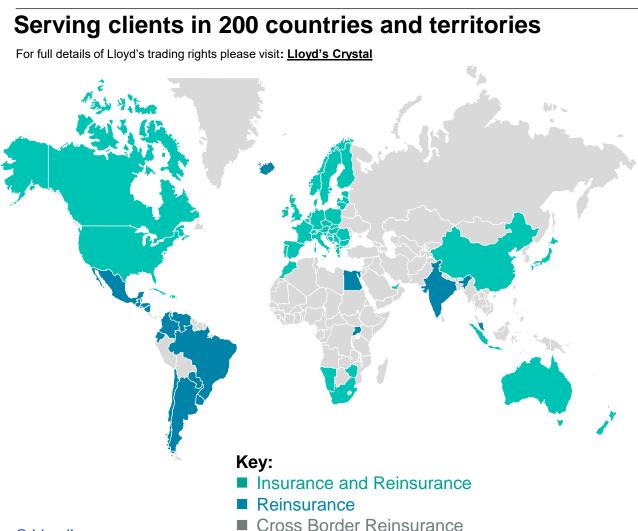
Lloyd's oversight of the Captive syndicate will be proportionate to the business proposed.

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## Lloyd's licence network can remove the need for fronting arrangements

#### Countries where Lloyd's has direct insurance access



Lloyd's Licensed/Authorised Countries and Territories		Lloyd's Licensed/Authorised Countries and Territories (via Lloyd's Europe)	
Anguilla	Jamaica	Austria	Liechtenstein
Antigua	Japan <sup>1</sup>	Belgium	Lithuania
Australia	Jersey	Bulgaria	Luxembourg
Bahamas	Mauritius	Croatia	Malta
Barbados	Namibia	Cyprus	Martinique
Belize	New Zealand	Czech Republic	Mayotte
Bermuda	Samoa	Denmark	Monaco
British Virgin Islands	San Marino	Estonia	Netherlands
Canada	Singapore <sup>1</sup>	Finland	Norway
Cayman Islands	South Africa	France	Poland
China <sup>1</sup>	St Kitts & Nevis	French Guiana	Portugal
Colombia <sup>2</sup>	St Lucia		Reunion
Dominica	St Vincent	Germany	
Falkland Islands	Switzerland	Greece	Romania
Gibraltar	Trinidad & Tobago	Guadeloupe	Saint Barthelemy
Grenada	UK	Hungary	Saint Martin
Guernsey	US incl. territories <sup>3</sup>	Iceland	Slovakia
Hong Kong SAR	Vanuatu	Ireland	Slovenia
Isle of Man	Zimbabwe	Italy	Spain
Israel		Latvia	Sweden

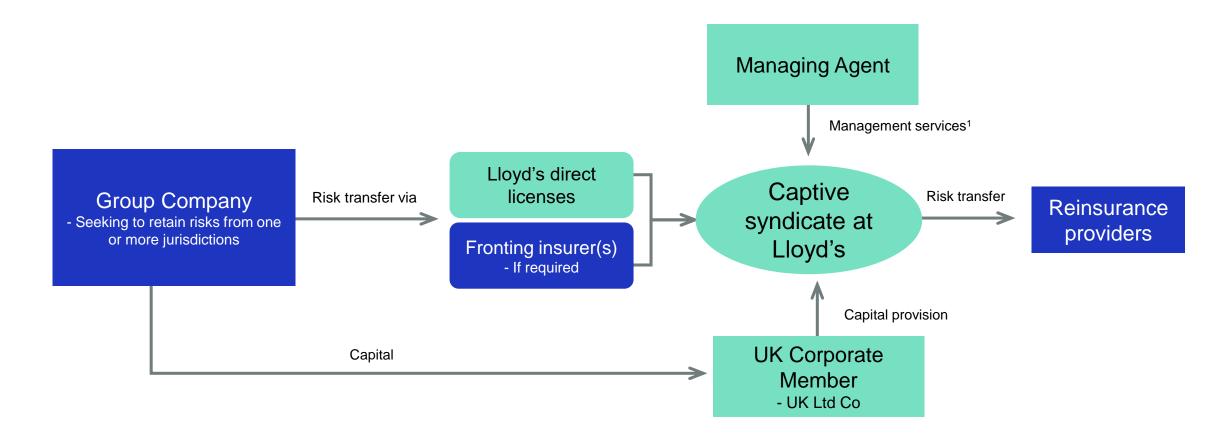
<sup>&</sup>lt;sup>1</sup> Via Lloyd's Insurance companies/platforms

<sup>&</sup>lt;sup>2</sup> International Marine, Aviation & Transport only

<sup>&</sup>lt;sup>3</sup> 'Surplus lines'

# How a captive syndicate operates at Lloyd's

Lloyd's structure is unique and provides support and options for a captive syndicate



<sup>&</sup>lt;sup>1</sup> Subject to commercial arrangement with captive owner and Lloyd's managing agent

# Lloyd's Captive syndicate application process

Including the key documentation required at each stage

# **Application Process**

#### **Document Requirements**



#### 1. Enquiry

Proposition summary presentation

#### 2. Triage Documentation

- Completed Triage Narrative Submission (Q&A Template)
- Completed Triage Quantitative Submission (Excel Model) gives applicants an indication of Lloyd's costs

#### 3. Business Opportunities Committee (BOC)

The BOC submission guidance document provides detailed information on each of the below documents

- Narrative document: Business Plan & Governance
- **Summary Presentation**
- 3 Year GAAP P&L of the prospective business
- A completed Lloyd's Standard Formula Capital Model template

#### 4. Making it happen - Process

- Assessment against Lloyd's Principals of doing business (including a self assessment)
- Syndicate banking arrangements
- Licensing / Lloyd's platforms
- Legal agreements (Inc. with MA)

#### May include:

- NAIC E&S listing application (USA)
- Member application
- Overseas territory registrations

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## **Useful Links**

#### New Entrants website

The Lloyd's website sets out the benefits of setting up at Lloyd's and provides information on how to join the Lloyd's market, including additional detail on captives.

### - Lloyd's Captive Syndicate Cost Model

The Lloyd's Captive Syndicate cost model allows the estimation of the variable costs of operating as a Captive Syndicate within the Lloyd's market. This model excludes 3<sup>rd</sup> party fees, such as managing agent fees.

## Lloyd's Capital Model

All new entrants will use the Lloyd's Standard Model (LSM) to set capital the first 3 years of operation or until they have developed their own solvency model. Capital requirements are set in line with Solvency II, The LSM provides guidance for both syndicate and Lloyd's Capital Planning Group, which holds the final decision on a syndicate's capital requirements and may require additional protection should the risks be deemed volatile.

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