

# Market Intelligence Prospectus

February 2021

# Team Overview

We provide strategic analysis on a thematic & geographic basis to support strategy development, key initiatives and business consultancy, both internally and externally

## Who we serve

Corporation

MAs

Brokers

Coverholders

Industry

### Who we are

- Multi-disciplinary team made of global insurance analysts and researchers
- The team has a head of function, two analysts, and a soft intelligence researcher
- The team is closely connected with local analysts in the Americas, Europe and APAC
- The team is digitally-savvy & connected

### What we do

- We provide critical intelligence and bespoke analysis in support of strategic projects for the Markets Business Unit and Lloyd's more broadly
- We conduct non-life global/ regional/ country research & analysis for the Market
  - We design, build and maintain a world-class digital intelligence toolkit in close partnership with Lloyd's Data teams

## Know What Matters

### How we do it

- Collaborative business consultation and strategic analysis of key trends and themes
- Business partnering with key clients paired with increased commoditisation
- Annual off-the-shelf thematic and geographic reports via Lloyds.com and Insights Hub
- Advanced internal and external Excel Dashboards & QlikSense Applications

### What data we use

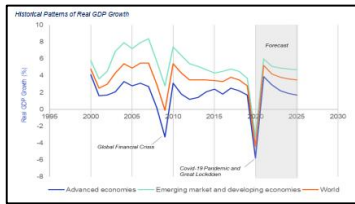
- Global Non-Life Statistics by Local Regulators & Trade Bodies from 80+ markets
- Macro Indicators from IMF, World Bank and other reputable open sources
- Lloyd's datasets for use in a context of market development and strategy
- Lloyd's Annual Report and Statistics, and Competitor data

# What We Offer

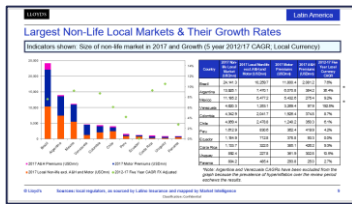
We provide analysis of the world's insurance industry from a geographic perspective via a mix of guided off-the-shelf reports and self-serving dynamic insights dashboards

## 1. Geographic Reports

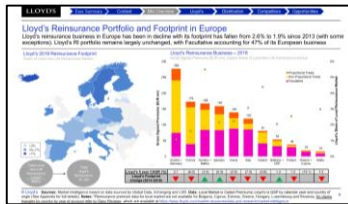
## 2. Insights Hub Dashboards



Insurance Outlook



Global Opportunities



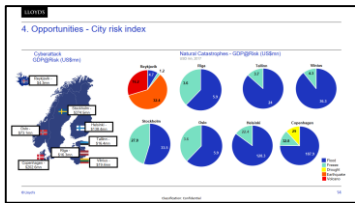
Regional Briefs



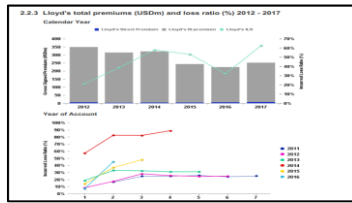
Compare Countries



Country Benchmark



Presentations/Updates



Country Class Reviews



Country Profiles

**Data Feeds:** export data to your systems  
  
**Data Stories:** visual stories on key opps



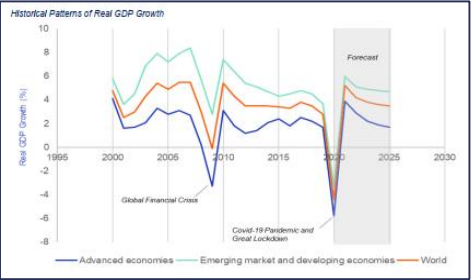
Portfolio Explorer

Our Geographic Reports offer world-class quantitative and qualitative analysis of key insurance and reinsurance non-life trends at a global, regional and country level, to support you with your market development and strategy plans.

Our Insights Hub Dashboards offer access to global macro, non-life and Lloyd's data and insights in a dynamic and versatile environment, to support you with your market development and strategy plans.

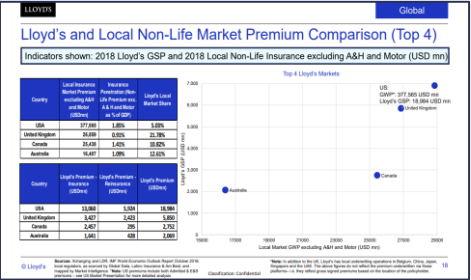
# 1. Geographic Reports

Our Geographic Reports offer a wealth of guided quantitative and qualitative analysis of key global markets, from high level Country Manager presentations down to granular, detailed country and class analytics



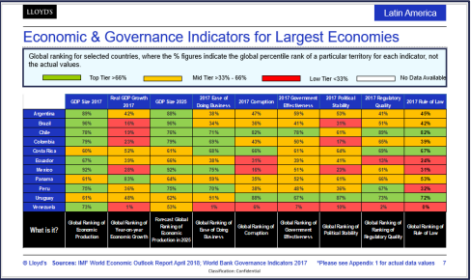
## Outlook Reports

- ▶ **What is it:** analysis of the external environment and the impact on future global non-life premium growth
- ▶ **Key benefits:** a good understanding of the changing geopolitical and macroeconomic landscape, and of regional and local trends, can help formulate innovative ideas on strategy and market development. This report can help you contextualise our present and visualise the future
- ▶ **Link:** <https://www.lloyds.com/news-and-insights/data-and-research/market-intelligence/geographic-reports>



## Global Opportunities

- ▶ **What is it:** report providing a high level scan of the business and insurance environment across Lloyd's global regions. It examines which territories have the largest or most strongly growing economies and insurance markets.
- ▶ **Key benefits:** It helps to identify global opportunities and risks to support global market access and entry strategies. It considers other important factors, to help assess which territories are most attractive for development
- ▶ **Link:** <https://www.lloyds.com/news-and-insights/data-and-research/market-intelligence/geographic-reports>

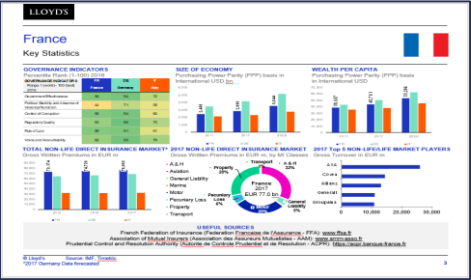


## Regional Opportunities

- ▶ **What is it:** report providing a high level scan of the business and insurance environment across Lloyd's major regions. It examines each region to see which territories have the largest or most strongly growing economies and insurance markets.
- ▶ **Key benefits:** It helps to identify regional opportunities and risks to support market access and entry strategies. It considers other important factors, to help assess which territories are most attractive for development
- ▶ **Link:** <https://www.lloyds.com/news-and-insights/data-and-research/market-intelligence/geographic-reports>

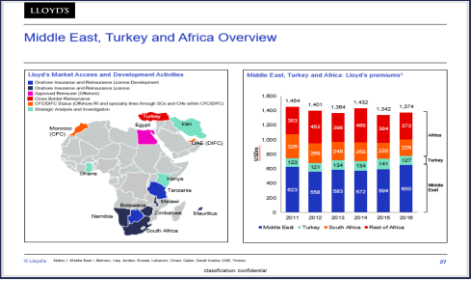
# 1. Geographic Reports (cont.)

Our Geographic Reports offer a wealth of guided quantitative and qualitative analysis of key global markets, from high level Country Manager presentations down to granular, detailed country and class analytics



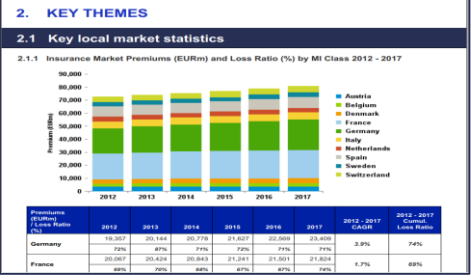
### Country Profiles

- ▶ **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](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)

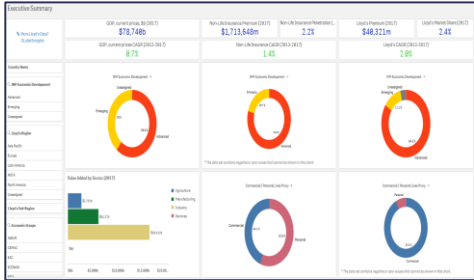


### Class Reviews

- ▶ **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)

## 2. Insights Hub Dashboards

Our Insights Hub Dashboards give access to granular insights by territory, class and business segment, in a virtual interactive platform that allow users to explore and discover opportunities for growth



### Compare Countries

- ▶ **What is it:** interactive and versatile 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:** Insights Hub - <https://insights.lloyds.com/auth>



### Country Benchmark

- ▶ **What is it:** 'Country Benchmark' complements 'Compare Countries' by providing guided insights, allowing users to visualise and benchmark Lloyd's regions and selected countries based on key macro, non-life insurance and Lloyd's premium stats.
- ▶ **Key benefits:** allows users to visualise and benchmark Lloyd's regions/ countries in a more guided and tailored manner
- ▶ **Link:** Insights Hub - <https://insights.lloyds.com/auth>



### Portfolio Explorer

- ▶ **What is it:** Portfolio Explorer allows Managing Agents/Syndicates to analyse their own Lloyd's premium portfolio, see how they rank in Lloyd's over time and benchmark against the Lloyd's market aggregate portfolio by segment, COB and territory.
- ▶ **Key benefits:** allows Managing Agents/Syndicates to visualise and monitor their premium trajectory within Lloyd's, enabling Map & Gap analysis, business development and strategic discussions
- ▶ **Link:** Insights Hub - <https://insights.lloyds.com/auth>

## 2. Insights Hub Dashboards – Data Feeds

Our Insights Hub Dashboards allow users to export granular insights by territory, class and business segment, into their own systems, to conduct analysis in the context of their growth strategies

The screenshot displays the 'Data Feeds' section of the Lloyd's Insights Hub. The left sidebar contains navigation options: Home, My Portfolio, My Performance, My Opportunities, Data Feeds (highlighted), and Usage Statistics. The main content area is titled 'Data Feeds' and lists several product categories under 'All products':

- Lloyd's Coverholder Workbench: Quote Referral
- Lloyd's Coverholder Workbench: Policies
- Lloyd's Coverholder Workbench: Aged Debt
- Compare Countries: Macroeconomic & Governance Indicators (highlighted)
- Compare Countries: Non-Life Insurance Competitors
- Compare Countries: Non-Life (Re)Insurance Market by COB
- Compare Countries: Non-Life (Re)Insurance Market Totals
- Compare Countries: Lloyd's Data
- Claims Cost Benchmarking
- Claims Lifecycles
- CAT Regulatory Claims
- DCA binder details

The selected dashboard, 'Compare Countries: Macroeconomic & Governance Indicators', provides the following information:

- About this data:** Lloyd's Market Intelligence captures worldwide macroeconomic and governance indicators published and updated annually by the International Monetary Fund (IMF) and the World Bank.
- Source:** Compare Countries data product
- Frequency Update:** Quarterly

The 'Dataset' section offers options to view the data as a Table, JSON API, or Integration. A 'Download CSV' button is prominently displayed. Below this, a sample of the first 5 rows from the CSV file is shown in a table:

Year	Country	Grouping - Annual Report	Lloyd's Regions	Sub-Region	Economic Groups	Advanced vs Emerging Markets	GDP current prices (USD\$b)	GDP growth constant prices	GDP per capita
2020	Afghanistan	Rest of the world	EMEA	Middle East	Other	Emerging	19,000	-5.0 %	499,400
2020	Albania	Europe	EMEA	Europe	Other	Emerging	14,000	-7.5 %	4,898,300
2020	Algeria	Rest of the world	EMEA	Africa	Other	Emerging	147,300	-5.5 %	3,331,100
2020	Angola	Rest of the world	EMEA	Africa	Other	Emerging	62,700	-4.0 %	2,021,300
2020	Antigua and Barbuda	Other Americas	Americas	North America	Other	Emerging	1,400	-17.3 %	14,158,600

The 'Dataset Columns' section provides a detailed description for each column:

- Year:** refers to the reporting period used by the IMF and World Bank
- Country:** refers to all countries and territories covered in Compare Countries
- Grouping – Annual Report:** countries and territories are grouped based on the regions used in Lloyd's Annual Report.
- Lloyd's Regions:** countries and territories are grouped based on Lloyd's three main regions (Americas, EMEA, APAC).
- Sub-Region:** countries and territories are further grouped based on Lloyd's sub-regions.
- Economic Groups:** countries and territories are grouped based on economic groups or associations they are members of, such as the EU, ASEAN or NAFTA.
- Advanced vs Emerging Markets:** denotes the International Monetary Fund's classification of countries between Advanced and Emerging.
- GDP current prices (USD\$b):** value of all final goods & services produced in a country, in US dollars.
- GDP growth constant prices:** GDP growth adjusted for inflation, calculated as the annual change in a country's GDP volume.
- GDP per capita (USD):** GDP constant prices divided by the total population in a given country in US dollars.
- Current Account Balance (% of GDP):** the difference between a country's total exports of goods, services and transfers and its total imports as a percentage of the GDP.
- Inflation (%):** annual increase in the general price of all goods and services produced in a country.

## 2. Insights Hub Dashboards – Data Stories

Access our Data Stories Series in our Compare Countries dashboard, featuring brief walk-throughs of recent developments and key opportunities in advanced and emerging markets

**Insights Hub**

Home | My Portfolio | My Performance | My Opportunities

Underwriting Development Triangles  
**Compare Countries**  
 Country Benchmark  
 Directory  
 London Matters 2020  
 City Risk Index

Data Feeds | Usage Statistics

**Compare Countries**

Summary | Macro | Insurance | Ceded Reinsurance | Lloyd's Market | About | **Story**

image source

**Chilean protests 2019 drive up political risks and terrorism premiums**

Explore the story behind Chile's social unrest of 2019-20 and how it is driving political risk and terrorism insurance

[View story](#)

image source

**Lloyd's Harvests Indian Agriculture (re)insurance**

The introduction of a government backed agriculture scheme in India is providing opportunities for Lloyd's

[View story](#)

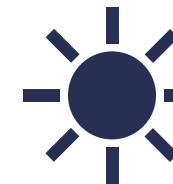
Upcoming Data Stories:



Political Risk



Cyber



Energy



# Contact us

We are here to help your business



Know what matters

**For general enquiries, passwords and to join our community and be added to our distribution list:**

Market Intelligence Central Inbox:

[WMID@Lloyds.com](mailto:WMID@Lloyds.com)

**David Franco**  
Head of Market Intelligence  
020 327 6322  
[david.franco@lloyds.com](mailto:david.franco@lloyds.com)

**Lara Green**  
Researcher  
020 327 5210  
[lara.green@lloyds.com](mailto:lara.green@lloyds.com)

**Anastasios Stogiannis**  
Senior Market Analyst  
Americas and Europe  
020 327 5663  
[anastasios.stogiannis@lloyds.com](mailto:anastasios.stogiannis@lloyds.com)

**Sav Ganandran**  
Senior Market Analyst  
ME, Africa & APAC  
020 327 5008  
[sav.ganandran@lloyds.com](mailto:sav.ganandran@lloyds.com)

**Shruti Sharma**  
Senior Market Analyst (on maternity leave)  
ME, Africa & APAC  
020 327 6209  
[shruti.sharma@lloyds.com](mailto:shruti.sharma@lloyds.com)

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