

# Lloyd's New Entrant Appetite

Lloyd's welcomes applications to join our market as a new syndicate. New entrants are vital to our future success, bringing us high quality talent, capital and access to new business. New syndicates refresh our marketplace and help grow our relevance for brokers and clients around the world as their need for risk transfer solutions evolves. New entrants also support our efforts to diversify the market's exposures by risk and geography.

Lloyd's has high standards for those wishing to join the market; not every application is successful. We are looking for experienced, diverse professionals to lead and run any new business, demonstrably strong technical skills (e.g. pricing, exposure management), a credible and realistic business and financial plan, underpinned by stable capital.

We set out the application process and criteria in detail on [www.loyds.com](http://www.loyds.com). In summary, we seek proposals that include:

- A clear plan of what business is to be written in Lloyd's, why Lloyd's is the right place to do it and how your approach adds value to the Lloyd's market as a whole.
- A realistic and achievable business plan. In general, we would expect syndicates to have a credible expectation to deliver a calendar year combined ratio of 95% or better by year three and an underwriting year combined ratio of 95% or better by the third underwriting year of operation.
- A business that will align with Lloyd's Principles of doing business, including plans to meet behaviours outlined in our culture principals and targets, for example 35% women in leadership and 1 in 3 ethnic minority hiring ambition.
- A business with an ESG strategy that aligns with Lloyd's ESG guidance, for example a commitment for net zero by 2050.
- Material retention of risk: a Lloyd's syndicate is not the right vehicle for fronting business.

## How can you participate in the Lloyd's market as a syndicate?

	Special Purpose Arrangement (SPA)	Syndicate in a box (SIAB)	Captive syndicate	Syndicate
<b>What do I want to achieve?</b>	"I want to partner with an existing syndicate to develop my business."	"I want to test a new and innovative business at Lloyd's."	"I want to underwrite my own risks, or risks that I partially control, at Lloyd's."	"I want to establish a Lloyd's underwriting business leveraging my resources, distribution and capital."
<b>What is it and why is this the right vehicle for me?</b>	A syndicate that provides reinsurance capacity to an existing syndicate.	An opportunity to establish an initial 3 year market facing syndicate that delivers innovation, new technology and disruption.	A syndicate that provides coverage for a group's first and related third party risks.	An opportunity to develop an underwriting business at Lloyd's.

The Lloyd's new entrant team is happy to discuss the options with potential applicants to find the most suitable vehicle for your business.

Lloyd's has established formal criteria for the assessment of all new entrants; these criteria are provided for by the Underwriting Byelaw. The detailed criteria are prescribed in the Requirements made pursuant to the Underwriting Byelaw (available on Lloyds.com [here](#)).