



LLOYD'S IN POLAND

MAIN FACTS

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SCOPE OF ACTIVITIES

1. Reinsurance
2. Insurance (two licences)
 - Freedom of Services
 - Freedom of Establishment

REINSURANCE

- ▶ Long tradition in Poland.
- ▶ Non-licenced activities.
- ▶ From obligatory marine and aviation to facultative reinsurance of special classes of business:
 - D&O
 - GL
 - Terrorism
 - Energy
 - Mining
 - Property
 - Contingency
 - BBB
- ▶ Still generating the majority of local Lloyd's portfolio.

INSURANCE

FREEDOM OF SERVICES

- ▶ Licence since 2004.
 - All classes of business, except Group 10 – Motor TPL.
- ▶ Open avenue for Polish brokers in accessing Lloyd's market.
- ▶ Assistance of a Lloyd's broker in placing business in the Underwriting Room.
- ▶ English – the language of insurance contracts, but Polish Law and Jurisdiction clause becoming a standard part of it.

INSURANCE

FREEDOM OF ESTABLISHMENT

- ▶ Licence since 2008.
 - All classes of insurance, except Group 10 – Motor TPL and life insurance.
- ▶ Branch of foreign insurer in Poland.
- ▶ Lloyd's Polska as a Lloyd's General Representative in Poland.
- ▶ Setting up the local coverholders' network.

LLOYD'S POLSKA

AS ADMINISTRATOR

- ▶ Legal representative of 'the Association of Underwriters known as Lloyd's' and of Society of Lloyd's.
- ▶ Guardian of licence.
- ▶ Addressee and contact for public bodies: KNF, Insurance Ombudsman, Polish courts, etc.
- ▶ Member of the Polish Insurance Association.
- ▶ Visible presence of Lloyd's on the Polish market.

LLOYD'S POLSKA

AS BUSINESS FACILITATOR

- ▶ Assistance and support to syndicates, managing agents and Lloyd's brokers in entering the Polish insurance market.
- ▶ Promotion of Lloyd's among Polish brokers, cedants, clients and risk managers.
- ▶ Assistance and support to Polish brokers in accessing the Lloyd's market.
- ▶ Identifying and raising interest of the local parties on the Polish market to develop business with Lloyd's on the basis of binding authority.
- ▶ Building Lloyd's brand in the country.

POLISH COVERHOLDERS

Access to Lloyd's on local market.

- ▶ Extended arms of managing agents.
- ▶ Intermediaries by status but underwriters by function.
- ▶ Binding Authority Agreement (BAA)
- ▶ Approved and certified by the Lloyd's Corporation.
- ▶ Using Lloyd's brand and insurance papers are fully protected by Lloyd's chain of security up to the Central Fund.



POLISH COVERHOLDERS

Business activities

- ▶ Insurance agents only.
- ▶ Lloyd's Polska administers certification process.
- ▶ Provide Lloyd's products translated to Polish and adopted to Polish Law and insurance practice for local insurance intermediaries and clients.
- ▶ By underwriting risks, producing Lloyd's insurance papers and handling claims becoming mini branches of Lloyd's Syndicates competing with local insurers.
- ▶ Different business models in place:
 - Retailers,
 - Wholesalers.

POLISH COVERHOLDERS

APPROVED BY LLOYD'S

MGZ Gama Sp. z o. o.

- ▶ Bloodstock
- ▶ Fine Art
 - Sponsored by Catlin

Wagas S.A.

- ▶ GAP
- ▶ Extended Warranties
 - Sponsored by Hiscox

Leadenhall S.A.

- ▶ D&O
- ▶ Personal Accident
 - Sponsored by Marketform
- ▶ General Liability
 - Sponsored by Chaucer

CEU Sp. z o. o.

- ▶ Personal Accident
 - Sponsored by Kiln

iExpert.pl Sp. z o. o.

- ▶ Personal Accident
 - Sponsored by Marketform

Koncept Sp. z o. o.

- ▶ Public Liability
 - Sponsored by Sportscover

Mentor Ubezpieczenia Indywidualne Sp. z o. o.

- ▶ Aviation
 - Sponsored by Catlin
- ▶ D&O
- ▶ Personal Accident
 - Sponsored by Arch

GROWING ATTRACTIVENESS OF POLISH MARKET FOR LLOYD'S

- ▶ Growing economy, untouched by recession with great potential for the future.
- ▶ Well developing insurance market.
- ▶ Sizeable country population with a growing middle class.
- ▶ Raising demand of local insurers for specialist reinsurance cover: shale gas, energy, financial institutions, aviation, mining, etc.
- ▶ More business brought by Polish brokers visible in the Lloyd's Underwriting Room.
- ▶ Expanding network and production of the local coverholders.

SOME FIGURES



