

What Reinsurers are looking for in Pakistan



Agenda

- Introduction – the Lloyd's market since 2001
- Coverage options
- Recent events
- Underwriting the Risk – what are Underwriters looking for
- Questions

Introduction – the Lloyd's market since 2001

- **2001** – 5 Syndicates and USD 100m of capacity
- **2009** – 32 Syndicates and USD 1bn of capacity

- **Main Lloyds markets:**
 - Talbot, QBE, Amlin, Catlin, Beazley, Ascot, Hiscox, Brit, Chaucer

- **Main Global competitors:**
 - AIG, Lancashire, Lexington, AXIS and ACE

Coverage options

- **Standard cover - LMA 3030 (T3) and LMA 5039 (T3a)**
- Special Interest Groups
 - Animal Rights, Environmental Action,
- Domestic Terrorism
 - Nationalist, Marxist, Islamic Extremist, Anti-Capitalism
- International Terrorism
 - Religious Extremists

- **Wider coverage**
- Riots, Strikes, Civil Commotion and Malicious Damage
- Mutiny, Insurrection, Coup d'Etat, Rebellion
- Full Political Violence (including War)
- Liability

Recent events

- 20th September 2008 – Marriott bomb – over 50 people killed.
- October 2009 - Suicide bombing in North Western city of Peshawar kills 120 people
- 2009 March - Gunmen in Lahore attack a bus carrying the Sri Lankan cricket team. Five policemen are killed and seven players injured.
- Due to global economic downturn potential for further deterioration
- Continuing Militant action
- 2010 January - Suicide attack on a volleyball match in north-west kills more than 100 people.
- 15th March 2010 – Lahore suicide bombings
- Almost daily news of attacks and protests.



Underwriting the Risk – what are Underwriters looking for

- Who is the client and what do they do?
- Locations and full addresses
- Policy periods
- Values per location
- What coverage is the client seeking?
- Current security arrangements?
- Any threats/losses?
- Is the building shared with any high profile occupants?
- Any buildings owned / leased from the Government?

Questions

- Does anyone have any questions?



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