

MARKETINSIGHT

REVIEW OF 2016 LONDON MARKET CHANGES

The London Accident & Health market continues to play a very important role for the development of insurance and reinsurance business in the United States.

The ability of this market to be flexible, competitive and most importantly, innovative, makes it a key component for profitability and growth for US insurers and MGUs.

Keeping abreast of the evolving landscape and understanding the impact of market changes are essential elements of maximizing the potential of your business.



REVIEW OF CHANGES



Changes in Market Features

- Flexibility in Hours Clause hours for trip cancellation
- 2 year deals
- Liability from Travel business included for Lloyds
- Travel Medex included for Per Person cover
- AXIS aggregate Cover for trip cancellation and/or travel medical
- FAC + Treaty purchased together (i.e. FAC RI purchase to protect treaty programme/reduce exposure)

Vibe Syndicate
Ascot Syndicate
Hamilton Re Syndicate
Zon obo Aspen
Sutton obo Aspen



New Markets

Indigo obo Dore Syndicate
Chaucer Syndicate
Aspen Syndicate
Endurance



General Trends

- Lower sports Per Person limits available in the market
- More automatic placements for capacity and placement
- Lower attachments, bigger limits, more generous sub-limit provisions
- Primary rate off 10%-15%
- Retrocession is still limited on syndicate reinsurance although this is now starting to soften – less flexibility in retro pricing this year
- Syndicates still interested in conveyance specific, ILW and aggregate XOL
- Large individual claims reported in the market during 2016, including Carrie Fisher of \$50m

Personnel Changes/Movements

Neil Whitbread - Channel Syndicate to Ascot Syndicate

Mike Bridgeman - Markel Syndicate to Chaucer Syndicate

Amelia Fenton - Markel Syndicate to Chaucer Syndicate

Paul Newson - Left Marketfortm Syndicate and Novea Syndicate

Gavin Watson - Canopius Syndicate to Channel Syndicate

Scott Baily - Canopius Syndicate to Everest



Duncan King - Advent Syndicate to Vibe Syndicate

Stephen Hankey - AIG to Vibe Syndicate

Steve Ranzetta - Mitsui to Vibe Syndicate

Karen Vizard - Arch Syndicate to Canopius Syndicate

Darren Delande - Arch Syndicate to AEGIS Syndicate

Johan Haggio - Lonmar Global Risk Brokers to Markel Syndicate

Dale Willets team - ANV 1861 (later Amtrust) to Endurance

GUY CARPENTER'S LONDON TEAM

Our London team is comprised of 12 Specialist Life, Accident & Health Brokers with over 200 years of combined **Reinsurance** and **Program/MGA** Business experience for over 150 Clients:

- **Personal Accident (Catastrophe and Risk)** - Travel, Credit Card, Sports Disability, Retrocession
- **Healthcare** – Domestic and International XOL and QS
- **Life** – QS, Critical Illness, Pandemic, Catastrophe and Mortality Stop Loss, Captive EB, Unemployment

We look forward to the opportunity to have a discussion about your organization and how Guy Carpenter's service offering may help you meet your objectives. For more information please contact:

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