



Date: 03/03/2021

Attendees: 2 x Coverholders

1. Meeting Notes:

1.1. Meeting discussion topic: End to End Vision

End to End Vision	
Onboarding	<ul style="list-style-type: none"> Separating legal and product solution is supported by coverholders (CH2)
Product Collaboration	<ul style="list-style-type: none"> Ability to collaborate with broker and MA that would be a benefit, especially if it's happening digitally (CH1) It would be great to have visibility and don't need to renew every year (CH2)
Binding and Placing	<ul style="list-style-type: none"> Replacing binders with a digital solution will be beneficial for CH, especially if there is no BDX (CH2) Syndicate seems to struggle to get data out of monthly BDX, it might be a tool that can be useful to help to analyse it. (CH2)
Ongoing Capacity	<ul style="list-style-type: none"> Renewal period, add 2-3 months to the process when they need to get capacity. For a coverholder it will be easier. (CH1) Due diligence shouldn't be a barrier to arranging capacity.
Oversight	<ul style="list-style-type: none"> One centralised Hub and a single source of truth would make things easier (CH2) DDM is not working yet, it would be great if Coverholders don't need to provide information multiple times, just having centralised real time data depository with visibility for all stakeholders. (CH2) Having a digital tool for collaboration and networking will be beneficial for Coverholders who are based out of the EU or UK. So those CH don't miss out on opportunities because they can trade from anywhere in the world. (CH2) This solution might bring more business to the Market and make it more competitive. Data analytics can be provided to show trends and



	<p>therefore will forecast and help for customers what works better. (CH2)</p> <ul style="list-style-type: none">• Human led, data driven and digitally enabled marketplace (CH2)• Lloyd's should rely on the market to do the right thing. (CH1)
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1.2. End-to-End Discussion Insights:

- They believe that the ideal market to trade is a human led data driven marketplace that is digitally enabled, it would attract more coverholders to join the market.