

# CapacityPlace for Binder Brokers

Source relevant markets for your client's programs quickly and securely

## Transparent and Simple Pricing

- When your program is successfully placed, we earn a straightforward introducers commission (see Pricing page on our website for details)
- Otherwise, there are currently no fees nor charges for joining, membership, listing, continued use or technical support

## Motivations for use

- **Early market indication** – great for programs outside existing market contacts
- **Attacking market situations** – where you need to demonstrate market interest quickly
- **Saving time and expenses** – reduce unnecessary face-to-face meetings and business travel
- **Accessing overseas markets** – source prospective international markets for your client's program before jumping on a plane

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Capacity Place is a **specialist capacity marketplace** for insurance and reinsurance program business

Capacity Place **matchmakes Capacity Seekers with Capacity Providers** for placement of delegated authority contracts including **binders, master policies, line slips and prior submit facilities** amongst others

Capacity Place is your gateway to reaching hundreds of prospective Capacity Providers for your client's programs including **insurers, reinsurers, Lloyd's Underwriters, ILS funds, PCCs** and more....



## How It Works

### 1 Create Your Program Listing

- Complete questionnaire for company profile and program details
- Add documents to your Program Data Room and public repository
- Specify capacity, financial strength rating and licensing requirements

### 2 Get Matched to Capacity Providers

- Set anonymity options (i.e. hide your identity)
- Set confidentiality options (i.e. hide from specific risk carriers)
- Your program is matched with relevant Capacity Providers
- Interested Capacity Providers contact you to discuss

### 3 Build Interest with Capacity Providers

- Discuss your program with prospective Capacity Providers
- Participate in Capacity Providers' due diligence processes

### 4 Negotiate and Conclude Contracts

- Negotiate authorities and limits, wordings, operational processes and commercial terms
- Conclude capacity support agreements

### 5 Start Trading with Capacity Provider(s)

- Invite risks, issue quotes and policies, collect premiums
- Remit premiums and bordereaux to Capacity Providers

## Key Features

### Smart Market Matching



- Your program listing is **relevance-scored** against Capacity Providers' risk appetite to source markets with the best fit
- You can **hide** your program listing **from specific risk carriers** to better target relevant Capacity Providers
- You can hide your identity by listing your program **anonymously**

### Program Data Room

- Your **commercially-sensitive program documents** are stored in a **secure repository**
- You are in **full control** of the Program Data Room and can **grant and revoke access** to requesting Capacity Providers



### Capacity Tracker



- The Capacity Tracker enables you to **keep track of all interested Capacity Providers** for your program in one place
- Progress is **tracked through deal stages** from initial enquiry through to conclusion
- You can **rate** Capacity Providers, **add next steps and comments** to better manage the engagement process

## Accelerate Your Program Placements



### Wide Range of Risk Carriers

- Reach a broader set of risk carriers
- Access capacity from insurers, reinsurers, Lloyd's underwriters, ILS funds, fronting carriers and more



### Global Reach

- Expand your prospective markets beyond local contacts with Capacity Providers from across the globe



### Faster Program Placement

- Comprehensive program listings direct to Capacity Providers generates competitive interest and enables quick decision making