

CapacityPlace for Digital MGAs

Source relevant markets for your program 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 Seeking Capacity

- **Proof of Concept (POC)** development – often a prelude to securing seed funding
- **Partnership for underwriting expertise** – wordings, risk selection, rating, pricing and compliance
- **Greater control** – you need capacity partners who can move quicker and more flexibly
- **Improved commercial terms** – you are seeking better commission and fee arrangements

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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 program including **insurers, reinsurers, Lloyd's Underwriters, ILS funds, PCCs** and more....



How It Works

Create Your Program Listing

1

- 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

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

2

Build Interest with Capacity Providers

3

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

Negotiate and Conclude Contracts

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

4

Start Trading with Capacity Provider(s)

5

- 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

Comparing Approaches to Securing Capacity

Capacity Place is an excellent way to source markets for your insurance programs.

	Direct Approach	Placing Broker	 CapacityPlace
When Typically Used	Trading MGAs with extensive network of insurer relationships Dedicated resourcing for securing capacity Ability to negotiate program coverages and terms	Programs without trading history Programs where class or proposition advice is needed Programs where personal broker relationships are critical	Established digital MGAs Increases in coverage and underwriting authorities Ability to negotiate program coverages and terms
Capacity Provider Reach			
Market & Class Intelligence			
Program Structuring			
Placement Delivery / Speed			
Information Control			
Program Confidentiality			
Placement Costs			

 = Weak

 = Strong