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 Listing on Capacity Place

- **Proof of Concept (POC)** development – often a prelude to securing seed funding

- **Partnership for underwriting expertise** – wordings, risk selection, rating, pricing and compliance

- **Contingent revenues** – your revenues may be contingent on a client having insurance capacity

- **Client support** – you may be seeking to assist clients through a difficult period

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⌂ CapacityPlace
for **InsurTechs**
*Source relevant markets for programs _quickly_ and _securely_*

As an InsurTech, you may either be selling insurance (as a digital MGA or product distributor) or working with clients who are selling insurance.

Capacity Place is a **specialist capacity marketplace** for insurance and reinsurance program business which **matchmakes Capacity Seekers with Capacity Providers**.

Capacity Place is your gateway to reaching hundreds of prospective Capacity Providers for your programs or 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

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

3
Build Interest with Capacity Providers
- 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

5
Start Trading with Capacity Provider(s)
- Invite risks, issue quotes and policies, collect premiums
- Remit premiums and bordereaux to Capacity Providers

⌂ CapacityPlace

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 or your client's programs.

	Direct Approach	Placing Broker	CapacityPlace
When Typically Used	InsurTechs 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 Replacement capacity, increases in coverage and underwriting authorities Ability to negotiate program coverages and terms
Capacity Provider Reach	1	2	5
Market & Class Intelligence	2	4	2
Program Structuring	2	4	2
Placement Delivery / Speed	1	4	5
Information Control	3	2	4
Program Confidentiality	5	2	4
Placement Costs	5	1	2

🏠 = Weak   🏠🏠🏠🏠🏠 = Strong