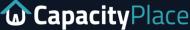
Transparent and Simple Pricing

- 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 to Use **Capacity Place**

- Alter mix of participating Lloyd's Underwriters
- Increase your territorial authorities, product scope or line size
- Increase your underwriting authority (e.g. prior-submit to a binder, reduce referrals)
- Transfer a company market book from into Lloyd's (e.g. brand, rating, licenses, etc.)
- Transfer a Lloyd's book to company market paper (e.g. ease of doing business, speed, multi-year contracts, better commercials, etc)

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Capacity Place **for Lloyd's Coverholders** Source relevant markets for your program <u>quickly</u> and <u>securely</u>

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

The		r Insurance Programs	
	Specialists in Delegated Auth	ority and Treaty Program Business	
	For Capacity Seekers	For Capacity Providers	
	program quickly and becursily	ciain access to a huge ninge of relevant program opportunities	
	Reinsurance Buyers MGA's and MOU's	Insurers Reinsurers	
	Digital MGAs Tied Agencies	Lloyd's Syndicates Lloyd's Managing Agents	
	Management Teama Wholesale Brokers	Fronting Carriers ILS Funds	
	Binder Brokers Reinsurance Brokers	PCCs/ICCs Mutual Insurers	
		<i></i>	

Capacity Place is your gateway to reaching hundreds of prospective Capacity Providers for your program including Lloyd's Underwriters, insurers, reinsurers, fronting carriers, ILS Funds and more

How It Works

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Create Your Program Listing

- Complete guestionnaire 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

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

Start Trading with Capacity Provider(s)

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

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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	Extensive network of insurer relationships Dedicated resourcing for securing capacity Ability to negotiate program coverages and terms	Programs where personal broker relationships are critical Programs where class, proposition or placement advice is needed Complex placement structures	Sourcing capacity from composite markets, reinsurers and other Lloyd's syndicates New coverages and authorities Ability to negotiate program coverages and terms
Capacity Provider Reach	ŵ	\$	$\hat{\mathbf{w}}$
Market & Class Intelligence	\$	<u> </u>	\$
Program Structuring	\$	<u> </u>	6
Placement Delivery / Speed	ŵ	@@@	$\hat{\mathbf{w}}$
Information Control	$\hat{\mathbf{w}}$	\$	$\hat{\mathbf{w}}$
Program Confidentiality	@@@@@	6	@@@@
Placement Costs	$\mathbf{\hat{\omega}}$	ŵ	\$

weak water a strong