

for Management Teams

Source relevant markets for your program quickly and securely as you undertake to launch your new business

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

New Insurance Businesses Needing Capacity

(often in concert with financial support, regulatory cover, operational infrastructure, systems and governance)

- **Lift-and-shift MGAs** – you are an underwriting team with a track record at an existing insurance business
- **Digital MGAs** – you are seeking to launch new insurance products specifically designed for digital channels
- **Affinity programs** – you are seeking to administer and service insurance policies focused on a particular industry and segment

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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

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

Comparing Approaches to Securing Capacity

Capacity Place is an excellent way to source markets for 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 interest from composite markets, reinsurers and Lloyd's syndicates prior to launching business Lift-and-shift MGAs, Digital MGAs and affinity programs
Capacity Provider Reach			
Market & Class Intelligence			
Program Structuring			
Placement Delivery / Speed			
Information Control			
Program Confidentiality			
Placement Costs			

 = Weak

 = Strong