

CapacityPlace

for Reinsurance Buyers

Source capacity directly from a range of reinsurance and retrocession markets

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 Using Capacity Place

- **New market discovery** – uncover new markets in a changing landscape
- **Direct channel** – some reinsurance and retro markets just deal direct
- **Access to expertise** – for smaller programs or when entering new market segments
- **Benchmarking terms** – vs. terms negotiated by your appointed brokers
- **Controlling brokerage spend** – you may be seeking to reduce your spend on brokerage

49 Rodwell Road
London SE22 9LE
United Kingdom
www.capacityplace.com
enquiries@capacityplace.com



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

Capacity Place **matchmakes Capacity Seekers with Capacity Providers** for placement of proportional and non-proportional treaty programs – quota share, excess of loss, stop loss



Capacity Place is your gateway to reaching hundreds of prospective Capacity Providers for your reinsurance programs from **reinsurers, retro markets, Lloyd's Underwriters, ILS funds** 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 can be a useful addition to how you source capacity alongside other approaches.

	Direct Approach	Reinsurance Broker	 CapacityPlace
When Typically Used	Long-standing trusted relationship with reinsurers Market-accepted terms for fronting arrangements and Q/S treaties Highly-confidential programs	Heavily negotiated terms and conditions Subscription placements Class, proposition or placement advice needed	New market discovery Access to direct underwriters Access to specialist expertise Benchmarking terms Controlling brokerage spend
Capacity Provider Reach			
Market & Class Intelligence			
Program Structuring			
Placement Delivery			
Information Control			
Program Confidentiality			
Placement Costs			

 = Weak

 = Strong