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

- **Launching a new program** - help with designing program coverages, marketing collateral, operations and systems

- **Concerns with existing insurer** – poor support, denial of valid claims or changes in the insurer's resourcing, risk appetite or strategy

- **Maturing program** – you need more flexible capacity partners in coverage and support

- **Establishment of captive insurer** – you are seeking reinsurance support and a front

CapacityPlace
for Retailers

Source relevant markets for your extended warranty, pet, cyber, home or auto program quickly and securely

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

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

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 retailer 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	First-time programs Programs where class, proposition or placement advice is needed Subscription placements	Reinsurance of captives Established programs seeking new capacity with dedicated insurance resources 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	4
Information Control	3	2	5
Program Confidentiality	5	2	5
Placement Costs	5	1	2

(1 icon = Weak ... 5 icons = Strong)