

# MARSH JLT SPECIALTY

## PRE-SECURED CAPACITY



### THE ISSUE

Whether market conditions are hard or soft, your broker should be as creative as possible in seeking to maximise underwriter competition, in order to obtain the most competitive rates on your behalf.

### OUR SOLUTION

We have designed several specialised underwriting facilities, which guarantee following market capacity at discounted terms.

### BENEFITS

BENEFIT TO YOU	DESCRIPTION
Faster placement:	For qualifying insureds, our facilities will automatically bind a percentage of following market capacity, which follows the slip leader's terms and conditions. As a result, you will already have a proportion of the London market order effectively pre-placed. This mitigates the risk that other co-insurers will seek to obtain more onerous terms and conditions.
Competitive pricing:	The pre-secured capacity itself is bound at rates which are below the lead terms. Additionally, by introducing this pre-secured capacity, it naturally limits the remaining available capacity on the placement. As a consequence, this puts significant pressure on remaining "open market" underwriters to compete aggressively on price.
Simplified claims collection:	Our facilities allow for efficient claims payment by reducing the number of parties to the claims negotiation. Therefore, the risk of less-than-full market agreement and delays in settlement is reduced. Furthermore, all markets in our facilities are rated excellent (A.M. Best) and strong (Standard & Poor's) and we will provide full disclosure before any marketing efforts commence.

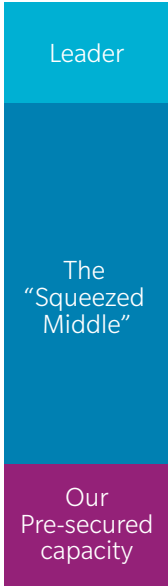
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Our pre-secured capacity, through the use of our various facilities and business agreements, allows us to maximise competitive forces on your behalf:

## Traditional placement structure



## Creating a "squeezed middle"



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