

Re-designing Olio's Insurance for global growth & major savings.

olio

A Capsule Case Study: Olio

Olio, a B Corp local sharing app, was getting set for international expansion. First, they needed a broker that could meet their unique cover requirements and prepare them for a growth spurt. Olio's team has always taken insurance seriously, but they weren't aware of the financial benefits their sustainable practices could bring.

Olio was introduced to our team via Octopus Ventures with a view to building a robust insurance programme including Public Products, Employers' Liability, and Directors' & Officers' Liability cover. But we asked deeper risk questions around volunteer activity and food-handling durations to reframe their risk profile. We also assessed their B Corp status and ESG activity to drive potential discounts.

We delivered a tailored Commercial Combined and Management Liability programme that gets to the heart of Olio's model and secures them against their unique requirement. We also offer strategic advice that aligns with the forward-looking motivations of this rapidly growing business.

The numbers? **£40,000** a year saved on company insurance and expanded coverage to support international growth.

- 60% reduction in premiums
- Leveraged B Corp status to secure meaningful ESG discounts
- Identified gaps and enhanced coverage for international expansion
- Strategic advice on emerging exposures and future protection

B Corp status leveraged. Coverage expanded. Premiums more than halved **That's the Capsule difference.**

"Capsule – who are themselves a B Corp – went much deeper. They didn't just look at headlines. They took the time to truly understand our model, and present Olio to insurers in a completely new light. For example, translating active volunteers into FTEs and reframing the food safety risk by custody time (time with Olio volunteers) rather than the millions of items we share each month."

Tessa Clarke | Co-founder and CEO at Olio

Scaling B Corp? Get Capsule in your corner. Reach out to our team today for growth-ready cover.

Capsule

Next-level thinking
for scale up businesses

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