



Individual Attention You Deserve



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Tuesday 26<sup>th</sup> October 2021

16.00 – 16.30

## Presenter

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**John Tortell**  
Managing Director  
*john@jatco.mt*

## Get to know us

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### *Malta – Head Office*

 **Jatco Insurance Brokers PCC Limited,  
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Malta**

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### *E-links*

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### *London – UK Branch*

 **c/o Helodrium Limited, 34, Lime Street,  
London, EC3M 7AT  
United Kingdom**

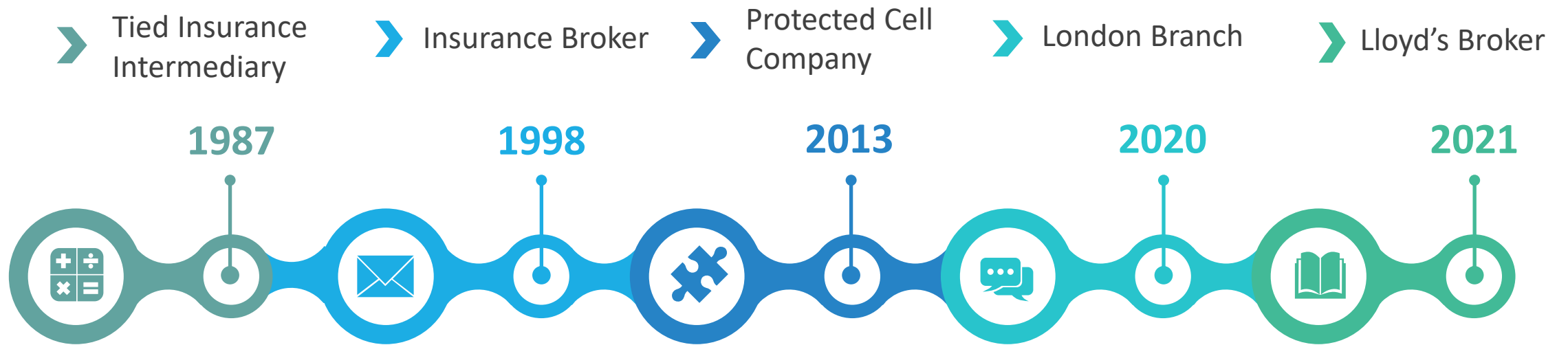
 **+44 (0) 20 3544 5050**



 **[www.jatcoinsurance.com](http://www.jatcoinsurance.com)**

## Our Story

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Broker at

**LLOYD'S**

## Our Mission Statement

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- ❖ WE ARE A FORWARD THINKING SERVICE PROVIDER COMMITTED TO ADDING VALUE TO OUR CLIENTS' INSURANCE REQUIREMENTS
- ❖ DEDICATED PROFESSIONALS CAPABLE OF SUPPORTING ALL OF OUR CLIENTS' INSURANCE RELATED NEEDS BASED ON TRUST AND CLOSE COMMUNICATION
- ❖ HIGHLY QUALIFIED AND MOTIVATED TEAM WORKING CLOSELY WITH YOU, THE CLIENT, TO OFFER THE BEST BESPOKE SOLUTIONS THROUGH OUR EXTENSIVE CONTACTS IN THE LOCAL AND INTERNATIONAL INSURANCE MARKETS
- ❖ WE HANDLE ALL LINES OF INSURANCE BUSINESS - PERSONAL AND COMMERCIAL
- ❖ WE ARE COMMITTED TO GIVING ALL OUR CLIENTS THE INDIVIDUAL ATTENTION THEY DESERVE AND TO PROVIDE IMPARTIAL AND INDEPENDENT ADVICE

## Why Jatco?

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- ❖ WE UNDERSTAND YOUR PRIORITIES
- ❖ WE CAN PROVIDE YOU WITH A BETTER SOLUTION
- ❖ EXPERTISE IN COMPLEX COMMERCIAL PRODUCTS
- ❖ EXCELLENT REPUTATION AND EFFICIENT SERVICE
- ❖ FAVOURABLE COMMISSIONS AND COMPETITIVE FEES
- ❖ TIMELINE OR BUDGETS ARE NOT CONSTRAINTS

## Why Jatco?

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- ❖ WE ARE ACCREDITED LLOYD'S BROKERS WHO CAN PROVIDE ACCESS TO UNDERWRITING TEAMS OF EXPERIENCE
- ❖ WE OPERATE A PCC CELL STRUCTURE AS REQUIRED FOR REGULATORY COMPLIANCE
- ❖ WE PREPARE REGULATORY REQUIREMENTS FOR THE BROKERS
- ❖ BROKER TO BROKER WHOLESALE BUSINESS
- ❖ CAPABILITY TO SET UP BINDERS FOR BROKERS
- ❖ ACCESS TO THE REINSURANCE MARKET

## Why Jatco?

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- ❖ SHIFT IN THE INSURANCE MARKET DUE TO BREXIT AND THE PANDEMIC – OPPORTUNITY FOR GROWTH
- ❖ MINDFUL OF THE CHALLENGES AND GROWING RISKS THAT WILL EMERGE AS YOU APPROACH NEW MARKETS
- ❖ MARKETS AVAILABILITY:
  - FREEDOM OF SERVICES
  - LLOYD'S BROKER
  - ACCESS TO THE LONDON MARKET THROUGH UK BRANCH



## Jatco is mindful of your needs

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- ❖ WE DELIVER A QUALITY SERVICE ACROSS ITALY, MOST OF OUR COLLEAGUES SPEAK ITALIAN, WE ARE MINDFUL OF OUR NETWORK'S LOCAL PRESENCE AND AIM TO PROTECTING THEIR BRAND FROM NOTIFICATION TO CONCLUSION
- ❖ OUR CLIENTS BENEFIT FROM OUR LOCAL KNOWLEDGE (CULTURE, LAW, HABITS, LANGUAGE)
- ❖ OUR PAN-ITALIAN APPROACH IS PERFECT FOR LOCAL BROKERS LOOKING TO ACCESS THE INTERNATIONAL INSURANCE MARKET

## Why Jatco?

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- ❖ ADVANTAGEOUS GEOGRAPHICAL LOCATION – CONVENIENT TRAVELLING
- ❖ NO LANGUAGE BARRIER
- ❖ ONGOING ACCOUNTING AND COMPLIANCE SUPPORT
- ❖ PROVEN TRACK RECORD AND GOOD CAPITAL BASE
- ❖ SERVICE EXCELLENCE AND PROFESSIONALISM
- ❖ WE BRING TOGETHER THE BEST RESOURCES FROM WITHIN OUR ORGANISATION AND VARIOUS LOCAL AND INTERNATIONAL PARTNERS TO DEVELOP TAILOR-MADE AND COST-EFFECTIVE SOLUTIONS

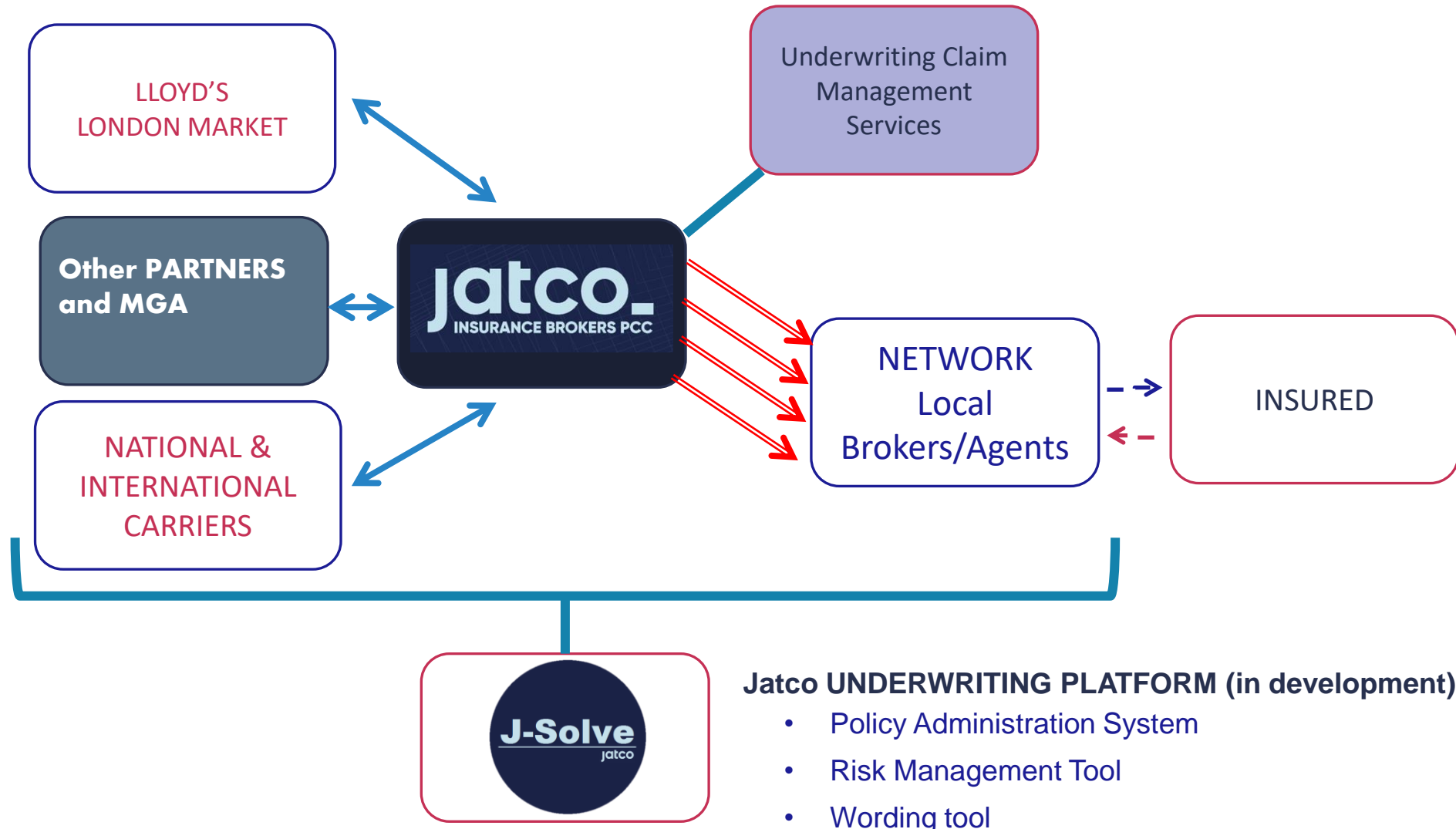
## Our brokers .... Our priority!

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- ❖ DESPITE COVID, OUR BUSINESS AT LLOYD'S IS CONDUCTED FACE-TO-FACE, AND OUR OFFICES ARE CENTRAL TO THE SMOOTH RUNNING OF THE MARKET.
- ❖ WE ALWAYS AIM TO FACILITATE THE RISK-PLACEMENT PROCESS BETWEEN OUR INTERMEDIARIES AND UNDERWRITERS.
- ❖ ITALIAN INTERMEDIARIES CAN DISCUSS THEIR RISK NEEDS WITH JATCO. A SPECIALIST JATCO BROKER WILL ALWAYS BE THERE TO HELP PRICE, PLACE AND STILL BE AVAILABLE TO HANDLE ANY SUBSEQUENT CLAIMS IN RELATION TO THE RISK.
- ❖ JATCO'S VISION ENCOURAGES INNOVATION, SPEED AND BETTER VALUE, MAKING IT ATTRACTIVE TO YOUR CLIENTS.
- ❖ WE HAVE IMMEDIATE ACCESS TO DECISION-MAKERS MEANING THAT ANSWERS ON WHETHER A RISK CAN BE PLACED ARE MADE QUICKLY, ENABLING YOU TO PROVIDE FAST, GOOD-VALUE SOLUTIONS.

# How we operate



## Conclusion

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- ❖ OUR VALUES ARE UNDERPINNED BY OUR PRIMARY FOCUS ON CLIENT SERVICE AND SATISFACTION TO INNOVATIVELY COME UP WITH NEW BROKING SOLUTIONS REVOLVING AROUND YOU, THUS OFFERING MORE VALUE FOR MONEY, FLEXIBILITY, ADDED SECURITY AND A DEDICATED SERVICE
- ❖ WE SEEK TO EARN YOUR TRUST EVERY DAY THROUGH PROFESSIONALISM, EXCELLENCE AND RESPECT. TOGETHER, WE UNLOCK POTENTIAL.
- ❖ WE LOOK FORWARD TO BUILDING A STRONG, SUCCESSFUL AND ENDURING RELATIONSHIP WITH YOU

**Jatco.**  
INSURANCE BROKERS PCC



Broker at **LLOYD'S**



# Thank you

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## Any Questions



Jatco Insurance Brokers PCC Ltd (Company Registration No. C9233) is a company authorised under the Insurance Distribution Act Cap. 487 to carry out insurance intermediaries activities, licensed to operate as a Protected Cell Company in terms of the Companies Act (Cell Companies Carrying on Business of Insurance) Regulations, 2010 and is regulated by the Malta Financial Services Authority. Enrolled in the MFSA Brokers List BL/002.

UK Companies House Number for Jatco Insurance Brokers PCC Ltd is FC038121. UK Branch registration number is BR023213 (UK Establishment). Deemed authorised and regulated by the Financial Conduct Authority (FCA Ref No: 435936).