

# Ocaso S.A. U.K. Branch

## Broker Information Pack



# About Ocaso



Ocaso started its journey in 1920, when the Company was founded by Ramón d'Ortega y Hervella, and has since maintained its independence from banking or financial groups. Ocaso is still privately owned by the founding family and has no external debt.

Always at the forefront, in 1988 it became the first Spanish insurance company authorised to operate in the direct insurance sector in the United Kingdom.

A.M. Best & Company ([www.ambest.com](http://www.ambest.com)), has confirmed Ocaso's financial strength with an A (Excellent) rating.

Ocaso SA UK provides household property insurance for the UK Market with specialisms in let property, unoccupied property, and Public Sector property risks.

At Ocaso, we pride ourselves with our commitment to the broker market and the strong relationships we have with our trading partners.

Ocaso is committed to delivering quality insurance products and service levels to brokers and policyholders alike.



Ocaso Head Office (Madrid, Spain)

# Why Choose Ocaso?



- ✓ An “A Rated” Insurer (A.M. Best & Co)
- ✓ A 100 year old, family owned business with no external shareholders or debt.
- ✓ Broker focused with UK based Claims, Accounts, and Underwriting teams.
- ✓ A first class online Broker Portal designed and built on broker feedback.
- ✓ Sustainable underwriting, competitive terms, products, and covers.
- ✓ Our Business Development team are all ex-brokers to better understand your needs.
- ✓ Flexible terms including short period policies, interest free direct debits, variable commissions and more.

# OUR PRODUCTS



The Residential Let Plus policy, which is defaqto 5-Star rated, was specifically designed to suit the typical landlord scenario, giving your client peace of mind in various situations

## Key Features

- ✓ Full perils on unoccupied properties awaiting tenants for up to 90 days
- ✓ Wide range of works and renovation permitted
- ✓ Flexible tenancy type, including professional, students and benefit-assisted tenants
- ✓ £5m Property Owners Liability
- ✓ Trace & Access up to £5,000
- ✓ MD by tenants up to £5,000 (excluding students)
- ✓ Buildings cover available on individual flats

## Useful Information

- ✓ Residential Let Plus can cater for multiple properties on one policy
- ✓ 5-Star Defaqto rating
- ✓ Let Legal Protection available as an optional cover
- ✓ Interest-free direct debit available



\* Please see policy documentation for full list of cover and terms

Residential Let Standard policy is an alternative to Residential Let Plus, yet suitable for the same type of risks and offers the vast majority of the same benefits

## Key Features

- ✓ Full perils on unoccupied properties awaiting tenants for up to 45 days
- ✓ Wide range of works and renovation permitted
- ✓ Flexible tenancy type, including professional, students and benefit-assisted tenants
- ✓ £2m Property Owners Liability
- ✓ Trace & Access up to £2,500
- ✓ MD by tenants up to £2,500 (excluding students)
- ✓ Buildings cover available on individual flats

*\* Please see policy documentation for full list of cover and terms*

## Useful Information

- ✓ Cost-effective solution that still provides great flexibility and cover
- ✓ Let Legal Protection available as an optional cover
- ✓ Interest-free direct debit available



Whatever the reason for your property becoming unoccupied, you will usually find that Ocaso has a suitable insurance solution. Whilst we expect you to regularly inspect the property and for it to be kept in a good state of repair, we are able to offer a range of flexible solutions to cater for the majority of needs.

## What risks are suitable?

- ✓ Properties awaiting sale
- ✓ Pending probate settlement
- ✓ Properties undergoing structural renovation
- ✓ Properties where minimum security is not in place
- ✓ Contents cover available
- ✓ 30-day inspection requirement
- ✓ Buildings cover available on individual flats

*\* Please see policy documentation for full list of cover and terms*

## 3 Levels of cover to choose from:

1. Fire, lightning, explosion, earthquake and aircraft only
  1. Fire, lightning, explosion, earthquake, aircraft and subsidence
  1. Full cover including malicious damage and theft
- ✓ These can be offered as 3, 6, 9 or 12 month policies.
  - ✓ Remember: Our interest-free direct debit option is also available on all annual contracts.

**We are pleased to be able to offer you a comprehensive household policy which can be tailored to suit your requirements for buildings, contents or combined policies.**

## Features

- ✓ £50 standard excess
- ✓ Trace and access cover up to £5,000
- ✓ £2m Property Owners liability
- ✓ Sum insured rating which is index linked each year
- ✓ £250 replacement locks cover
- ✓ £1,000 theft from garages or outbuildings
- ✓ Buildings cover available on individual flats

*\* Please see policy documentation for full list of cover and terms*

## Flood Re

Our portal will return quotes for suitable cases in flood exposed areas where Flood Re is available.

This will work by returning two quotes:

- ✓ Excluding flood cover
- ✓ Including flood cover with the flood aspect ceded to Flood Re





If your client owns a second home as a family retreat or a short term holiday let we can help you to keep it protected. Our UK Holiday Home protect has been designed with the needs of the property owner in mind.

## What type of risks can I cover?

- ✓ Second Homes
- ✓ Holiday Homes
- ✓ Short term holiday let investment



## Product Features

- ✓ £250 standard excess
- ✓ £2m Property Owners Liability
- ✓ Up to £25,000 landlords contents cover can be included
- ✓ Sum insured rating which is index linked each year
- ✓ Subsidence cover included
- ✓ Loss of rent cover included up to 20% of both Buildings and Contents sum insured
- ✓ Buildings cover available on individual flats
- ✓ Interest-free direct debit available

*\* Please see policy documentation for full list of cover and terms*

## Public Sector Property Insurances

### - Local Authority Leasehold

Specialist cover for Local Authority Leasehold "Right To Buy" properties

### - Housing Associations

Specific cover tailored to meet the needs of UK Housing Associations

With over 25 years' experience in the Public Sector property market, Ocaso has established itself as one of the more recognised insurers of Public Sector housing stock.

Ocaso works with some of the largest names in broking, delivering quality property residential insurance products and services to various Local Authorities and Housing Associations throughout the UK.

Ocaso has a London based specialist Public Sector team on hand to deal with enquiries as well as dedicated specialist claims teams to handle Local Authority Leasehold and Housing Association claims.

Ocaso are able to work via the vast majority of current UK procurement frameworks.

Call our Public Sector Team in London with any queries you may have on **0207 377 6465** or email **[publicsector@ocaso.co.uk](mailto:publicsector@ocaso.co.uk)**

# TRADING WITH OCASO



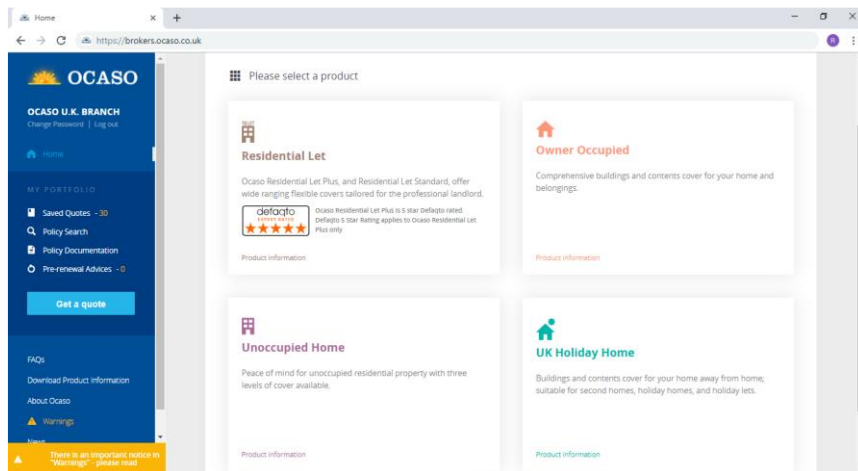
The Ocaso Broker Portal has been designed to offer the most efficient way of quoting, placing and administering business with Ocaso. With its instant document delivery, online MTA's, renewal functionality and flexible terms, it has quickly become a firm favourite with our brokers.

## Features

- ✓ Online “quote & buy” with instant policy documentation
- ✓ State of the art referral system
- ✓ Commission flexibility
- ✓ Online MTA's, cancellations, and lapses
- ✓ Renewal functionality
- ✓ Search for policies quickly and easily
- ✓ Access to documentation 24/7
- ✓ Built in discount facilities
- ✓ Flood Re available with full commission payable
- ✓ Allows multiple users per agency

*“Since the all-new Ocaso Broker Portal was launched in 2018, we have seen record levels of broker engagement and activity.*

*With its clear, friendly and simple user interface, our speedy quote-and-buy system has quickly become a go-to solution for our brokers.”*



As well as our Broker Portal, we also have the option to trade most of our products with us through Full Cycle EDI facilities with some of the largest UK trading platforms

## Ocaso Broker Portal

- ✓ Household
- ✓ Unoccupied Home
- ✓ Residential Let (Plus & Standard)
- ✓ UK Holiday Home

### Coming Soon to the Broker Portal:-

- ✓ Commercial Property Owners
- ✓ Residential Property Portfolio

## Open GI and SSP

- ✓ Household
- ✓ Unoccupied Home
- ✓ Professional Let
- ✓ Student Let
- ✓ UK Holiday Home

## Powerplace (Micro)

- ✓ Residential Let Plus
- ✓ Unoccupied Home

## Policyfast

- ✓ Unoccupied Home

In addition to our London based Claims team, we work alongside some of the most highly regarded Loss Adjusters in the UK to ensure that we have access to specialist skill sets to help us deliver a quality claims service.

Our claims partners include:-



# What next?



Please complete the attached agency application form and return it to your Business Development Contact via email, or via post to:-

Ocaso SA UK Branch  
3<sup>rd</sup> Floor, 12 Appold Street  
London  
EC2A 2AW

Once your application has been approved we will send a “Terms of Business Agreement” to you which will need to be signed and returned.

We believe that strong partnerships are developed through face to face contact and great relationships. Your Business Development Executive will be in touch to introduce themselves as soon as possible. Our Business Development Team will oversee your account, listen to your feedback, offer training and support; and arrange regular review meetings.



# Your Key Contacts



Your Business Development Executive is:-



## What about other contacts?

### **Underwriting Team**

Tel: 020 3499 5653

[cityoffice@ocaso.co.uk](mailto:cityoffice@ocaso.co.uk)

### **Claims & Accounts**

Tel: 0207 377 6465

[claims@ocaso.co.uk](mailto:claims@ocaso.co.uk)

### **Rumel Ahmed Cert CII**

Business Development Executive (South)

[rumel.ahmed@ocaso.co.uk](mailto:rumel.ahmed@ocaso.co.uk)

Tel: 07818 020 600

### **James Carter**

Business Development Executive (North)

[james.carter@ocaso.co.uk](mailto:james.carter@ocaso.co.uk)

Tel: 07930 325 282

### **Jim Starling Cert CII**

Head of Business Development

[james.starling@ocaso.co.uk](mailto:james.starling@ocaso.co.uk)

Tel: 07917 433074