

COMMERCIAL PROPERTY



DECUS INSURANCE BROKERS



WELCOME TO DECUS INSURANCE BROKERS

At Decus, we have several in-house binding authorities and facilities specifically designed to assist in the quoting, binding and certificate issuance for small/middle-market business. Below please find some of the facilities we can offer you and your customers (full details of any mentioned below are available upon request). Security is 100% Certain Underwriters at Lloyd's unless stated otherwise.

The property team we have built at Decus has a varied experience base with excellent underlying knowledge of several areas of property insurance. Whether placing a specialist facility for a portfolio of business, broking smaller accounts under one of our in-house authorities or placing large multi-state programs, we can consider them all.

Decus Insurance Brokers
The Scalpel, 18th floor, 52 Lime Street
London EC3M 7Af
Registered in England No. 6382680
Authorised and Regulated by the Financial Conduct Authority No. 477319



GENERAL PROPERTY

Our team has the capability to place larger General Property placements with London and European markets. We also utilize numerous facilities, where appropriate, to assist with placements. Our markets have varying appetites but over the years, we have had success in the following specialist areas which complement the standard ISO coverages that we can offer:

- Earthquake
- Windstorm/Hail
- Flood
- Deductible buy-downs
- Standalone terrorism



OPEN MARKET / BROKERAGE

Our team can place larger General Property placements. We are dedicated to offering our clients a sophisticated solution to their insurance needs, and we understand the importance of creating bespoke placements with long-term partnerships. We can access all Lloyd's syndicates and European and Bermudian markets, utilising our relationships to unlock the potential of your business.

We tailor your property insurance coverage to specific requirements, which will vary considerably, depending on your risk profile and business footprint. We can place risks with total insured values ranging from \$50m up to \$2bn on both primary and excess layers on a standalone basis or combined.



TARGET CLASSES

- Independent School Districts / School Board
- Public Entities
- Hospitals / Healthcare
- Municipalities
- Office blocks
- Warehouses
- Retail Outlets / Shopping centres
- Restaurant/ Food businesses,
- Hospitality and gaming



WHAT WE OFFER

- In-house expertise and, in some cases, in-house underwriting
- 24 – 48 hour response time
- Certificate issuance within 30 days of binding
- Development of bespoke binding authorities for high volume/small premium portfolios of business – all non-marine classes
- Online reporting capabilities
- Repository systems to enable you and your market partners to review real-time figures, aggregates and claims



DECUS FACILITIES

We have access to several Decus exclusive facilities. Some of which are outlined below:

In terms of our Open Market capabilities:

- Roughly \$50m TIV minimum ranging up to multi-billion \$ schedules
- We will look at any occupancy, but core book is currently made up of schools, muni's, real estate with some manufacturing
- Shared & layered business
- Lloyd's appetite is traditionally primary or first excess layers although we have access to other markets who will consider part of high excess or buffer layers
- There is an appetite for non-Cat on technical risks with good engineering

Our lineslips markets are effectively used for middle market accounts that do not fit binders and are not large enough to meet open market minimum premiums. Some key details are below:

- TIV range: 1m – 100m (territory dependent)
- Perils:
 - All Risks
 - DIC
 - Wind and Hail
 - Flood
 - Wind and Flood Deductible Buy Downs (through OPAL and other facilities)

Lineslip target layers:

- Short primary layers of 1m – 5m
- Tier 1 primary layers with a sweet spot being 2.5m
- We can consider multi location BUT preferably in a single zip code
- We can consider low buffer layers through specialized facilities but cannot quota share these layers

Our markets current sweet spot in terms on location is tier 1 FL with some success in the Atlantic and Gulf states; if LA underwriters will not consider any location south of the I-10

To qualify for wind/hail coverage underwriters need FULL roof replacements in the last 15 years MAX.

Hab and hospitality will usually be considered on a Wind and Hail only basis. Our lineslips do not have much of an appetite for ex-wind accounts at this time.

As a general rule, our markets require around the following for their ITV minimums:

- NC: <\$100
- Frame: <\$105
- JM: <\$115
- MNC: <\$135
- FR: <\$155

Wind Deductible Buy Backs:

- Limits: Up to USD 7,500,000 in maximum recoverable available
- Risk Type: Any. We have had a great deal of success on builders' risk projects as well as regular residential and commercial properties
- Areas: Any locations which are prone to windstorms and/or hail are considered

We also have access to an online quoting tool that provides a rapid turnaround (subject to having all of the required risk information).



FLOOD

Our offering for Private Flood Insurance alternatives to the National Flood Insurance Program (NFIP) is facilitated by our key market relationships and strong knowledge base. At Decus, we have the capabilities to secure placement for your client's needs:

- Up to \$20M in limits on exposures
- All Flood Zones considered – including those in Non-participating & CBRA
- All Commercial & Residential Occupancy types considered
- Multi-location / large schedules considered
- Coverage for Business Income / Loss of Use available
- NFIP Equivalent Wordings available
- Layered options available – Primary, Excess, Full Value & Deductible Buydowns
- Residential Condominium Building Association Policy (RCBAP) & Excess of RCBAP Coverage available
- Niche product for Business Income Only coverage for Mobile Home Parks

Our Markets Sweet Spots:

- Elevated, Vented Coastal Buildings
- Excess of RCBAP
- High Rise Buildings

We aim to respond to your submission within 24 hours. Please ensure that your submission includes the following:

- Completed application with 100% values
- Elevation certificate (If available)
- 5-year flood loss history

**ANTHONY STRAIN, DIVISIONAL DIRECTOR** ANTHONY.STRAIN@DECUSBROKERS.COM

Anthony joined the industry in 2000 working for the D.P. Mann Syndicate. He then spent 8 years at Bell & Clements working firstly in the In House Underwriting team, and then assisting the management of Binding Authority contracts & carrier relationships. In 2012, Anthony joined Ironshore in London to build out a book of Binding Authority business, and underwrite the open market property book.

In 2016, Anthony joined the Agora Syndicate as part of the original management team. He went on to lead Property Open Market and Binding Authorities teams. He joined Decus in 2022 as Head of Property, leading the established Binding Authority team, and built out an Open Market Property team. The team have a commitment to service and finding solutions for our clients needs.

**GARETH DAVIES, ASSOCIATE DIRECTOR** GDAVIES@DECUSBROKERS.COM

Gareth started his insurance career in 2002 as a broker at THB Insurance Brokers. He developed his knowledge of the property space by working on a wide range of accounts, from large individual Open Market placements through smaller SME businesses down to prior submit lineslip risks. In 2007 Gareth moved to NMB (now Ed Brokers) where he worked in the Specialty Division handling Open Market business that was generated on the back of the numerous binders and relationships that the division had. In 2009, Gareth joined Decus to work on the lineslip business and also assist with larger Open Market risks. Gareth still works on a wide range of commercial property accounts, from large individual Direct & Facultative opportunities to managing several binders for Decus' US clients. He has very strong relationships within the London market across various Underwriting disciplines and prides himself on his responsiveness to clients' needs. |

**MATTHEW BISCOE, ASSOCIATE DIRECTOR** MBISCOE@DECUSBROKERS.COM

Matt started in 2001 as a claims broker for the North American division of HSBC Insurance Brokers specialising in Property; Liability and Transportation business. In 2006 he then moved to a placing role within that division broking Property and Package accounts under in-house binding authorities and the open market. In 2010 as part of a division move to Gibbs Hartley Cooper (Marsh Company) Matt moved to become a key member of the Property Binder team concentrating purely on specialist delegated authority solutions. In 2012, he moved to Decus Insurance Brokers where he has continued to build out and grow the North America SME Binder book to where it is today.

**MIKE ARGENT, ASSOCIATE DIRECTOR** MARGENT@DECUSBROKERS.COM

Michael started his insurance career with Decus in 2013 as a Junior Broker. Over the past 10 years he has progressed to his current position as an Associate Director. This involves the handling and placement of North American Personal Lines property business with a particular focus on binding authority. The Personal Lines portfolio at Decus generates a yearly policy premium of over 10 million dollars. In addition to this, Michael handles daily submissions that fall outside of binding authorities, as well as the placement of contracts. He maintains cover holder and underwriter relationships, supervises colleagues within the property team, has in-house underwriting authority for multiple contracts, which allows business to be quoted and bound on an underwriters behalf.

**DANIEL ALLEN, BROKER****DALLEN@DECUSBROKERS.COM**

Daniel started his insurance career at Decus in 2017 after completing his A-level studies and receiving Level-3 AAT Accountancy qualification as well as A-Levels in Mathematics and Finance. Initially, Daniel started as a Junior Assistant for our Programs Division where he learned key communication skills and invaluable knowledge of the Lloyd's market. Daniel then joined Decus' Claims Department for 20 months where he became a key member of the team.

While in the Claims division, Daniel handled various lines of business with a particular focus on Property and Medical Malpractice claims, progressing into handling all claims for the Open Market team.

Following his time on Claims, gaining knowledge of property coverages and triggers, Daniel was transferred to our Property division to assist with the growth of our Commercial Property portfolio.

**DANIEL FARRUP, BROKER****DFARRUP@DECUSBROKERS.COM**

Daniel started his insurance career at ACE European Group in 2012 focusing on reinsurance. He then moved to Munich Re Underwriting continuing his career in reinsurance. Following 2 years here, Daniel moved to Catlin whereby he was an assistant underwriter in the professional lines team. Looking for a new challenge, Daniel started as a Broker in the property team in 2017, where he learned invaluable knowledge about the Lloyd's market and the US property insurance landscape. While in the property team Daniel has specialised in the US binding authority market.

**BLAIR CARTWRIGHT, BROKER****BCARTWRIGHT@DECUSBROKERS.COM**

Blair started his insurance career in 2013 on the Lloyd's Apprentice scheme. This involved a 4 month placement at a broking house & 8 month placement at an underwriting firm. He then worked part time in the Construction underwriting team at CNA Hardy for three years whilst studying for a History degree at University College London. Upon graduating with a 2:1, Blair started as an Underwriting Assistant in the Direct & Facultative team at Agora Syndicate. Rising to the role of Underwriter, Blair developed a detailed knowledge of pricing, aggregate management & client relations. Blair joined Decus in March 2023 to start building out the Open Market offering at Decus.

**KIERAN REEVE, JUNIOR BROKER****KREEVE@DECUSBROKERS.COM**

Having completed his studies at university in 2018 Kieran commenced his journey into insurance at Gallagher as an Account Manager within their UK Housing and Real Estate teams. Kieran's main responsibility in this time was the negotiation and implementation of specifically tailored programmes of insurance for a wide variety of clients in the UK Real Estate Sector. The programmes included but were not limited to the following lines of cover; Property, Terrorism, Combined Liability, Builder Risks, Professional Indemnity, Motor Fleet and Cyber Liability. At the start of 2022 Kieran begun his career with Decus as a member of the property team. Since then, his main responsibilities have been the handling and placement of North American Personal Lines & Commercial property business, with a particular focus on binding authority contracts but also the placement of submissions that fall outside the parameters of these facilities.