



# COMPANY PROFILE

**Specialist Underwriting Managers for Commercial,  
Body Corporate, Hospitality, Agricultural and  
Domestic Insurance**

Vantage Point Underwriting Managers is an Authorised Financial Services Provider (FSP: 49348)



# 1. What we Do

Vantage Point Underwriting Managers is a niche Underwriting Management Agency focused on short term insurance. We understand the need to offer our brokers the service to customise their insurance portfolios according to their and their clients very specific needs.

# 2. How we Do it



A select few brokers are offered an outsourcing model wherein they are allowed to issue a policy on our behalf following our approval. This again places our select broker back in control as he has immediate action, and contact with all relevant parties.



# 3.

## Product Overview

Vantage Point has a wide range of products to select from offering our intermediaries with full and complete policy and claims administration.

### COMMERCIAL



The commercial lines policy provides an industry standard policy wording and underwriting limits that are sufficient for all commercial needs.

### HOSPITALITY



The hospitality policy provides cover for assets, earnings and legal liabilities of your business. In addition, you have the option to include cover for your motor vehicles as well as cover against employee fraud and the death or disability by accident of principals and employees.

### FARMERS COMBINED



The farmers combined policy provides cover for vehicles, implements and property related to the farmer's business or registered in the insured's personal name, as well as damages the business/ insured is liable for.

### BROADFORM BUILDINGS



The broadform buildings policy provides cover for damage to the insured's property and damage you are liable for. There are two types of policies:

Commercial property - Buildings combined policy

Domestic property - homeowners Combined policy

### SECTIONAL TITLE



The sectional title policy provides cover for property registered in the name of the body corporate and legal liabilities of the body corporate.

In addition, you have the option to include cover for motor vehicles, registered in the body corporate's name as well as cover against employee fraud and the death or disability by accident of principals and employees.

### PERSONAL



The personal policy covers property registered in your personal name, your personal belongings and damage you are liable for.

## What Makes us Unique?

There are many insurance companies around, but not many of them can do what we do – we cater for our brokers' preferences.

Vantage Point's approach is to listen to our brokers, their wants and needs, and we do not prescribe.

Bringing a unique offering whereby we mould your business around your specific needs.

We are open to various propositions because we believe each broker and client base is different.

Our experienced staff fulfils a support and service role to our select brokers wherein the broker has direct access to a dedicated portfolio manager and a claims technician.

A mutual trust relationship exists with our brokers and their years of experience is recognised through our exclusive broker proposition and a bespoke risk solution management plan.

Agreed service levels are pre-determined resulting in a record fast turnaround time in respect of answers. The same applies at the claims stage. Claims decisions are made within the UMA according to our mandate.

We have an 'Old School' style and approach towards everything we do.

# 5.

## Relationships

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Vantage Point Underwriting Managers is supported by a team of highly skilled professionals with nearly two decades of diverse experience in various insurance disciplines. The importance of strong relationships is recognized as essential not only for brokers but for the insurance industry as a whole.

Therefore Vantage Point is the place to come to for a personalised broker solution, where brokers would deal with one contact person who is also the decision-maker.

### Contact Details

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Exceptional service isn't just about meeting expectations—it's about exceeding them. We are dedicated to delivering **personalized, prompt, and professional care that leaves a lasting impression.**