



**BROKINS** 



Our focal point, you!



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# ABOUT BROKINS



01





# THE ADMINISTRATION

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Our Company honours its promise for constant development of its services. The Management Team commitment and even more my own personal, for quality, concern the entire spectrum of our transactions. Respect to our client, employee and work environment is what represents us.

What is required from us is a constant amelioration of our operational practises so as for the company to be competitive and a leader in its market and I support the implementation of our system of quality control which leads us to reaching of our mutual goals.

The materialisation of our policy for all-around quality has steadily propelled our company to one of the highest positions in our industry.

I would like to thank our entire personnel for its tangible support and you, our clients, for the trust you have placed in us.

With the same consistency we will continue our efforts and we will maintain our leading position for the years to come.

**Cosmas Iatropoulos**

Company President





WHY BROKINS



02





# WHY CHOOSE US

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- ▶ Brokins is one of the most successful insurance intermediary Offices in Greece
- ▶ Our main concern is to protect the welfare of our clients
- ▶ We seek the best solutions for our clients
- ▶ We have significant and reliable collaborations with Insurance Companies worldwide
- ▶ We design flexible and competitive Insurance Products
- ▶ We have a specialized personnel and a well trained call center
- ▶ We continuously invest in Hr and IT infrastructure
- ▶ We respect our clients-Quality Certification ISO 9001



OUR INDENTITY ▶

03



# HISTORY

## ► The company

BROKINS was founded in 1983 by Mr Cosmas Iatropoulos and his wife Mrs Venetia Iatropoulou.

The company currently operates as an Insurance Agency and Insurance Agents Coordinator. In 2000, the “key” which symbolises security, was selected for the company’s brand. From the outset main importance was given to manning its departments with young people with creative minds, expertise and high goals and to its investments in the newest IT infrastructure.

These priorities vindicated the founders, who saw their company become one of the largest Insurance Agency in Greece.

Today (2021) Brokins’s headquarters are at 99 Vouliagmenis Av. in Glyfada Athens. The company employs 35 people, has a network of 600 associates in Greece, has 150.000 clients and is active in all Insurance Sectors.





## COMPANY'S PHILOSOPHY

Brokins philosophy is the respect of the client, the employee and the environment.

For BROKINS, the personnels training, the ability of developing initiatives and the opportunities of achieving personal goals, are matters of significant importance. We are proud that our company was the first insurance intermediary in Greece to achieve the world known quality certification ISO 9001 in 2001.



We recycle: We managed to reduce the consumption paper at 50%

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### DONATIONS

- Donations-Sponsorships: Sponsorships of racing cars in local rallies
- Support of Charity Non Profit Organizations
- Donations to small Greek Islands near the borders



## More specifically Brokins' Services include:

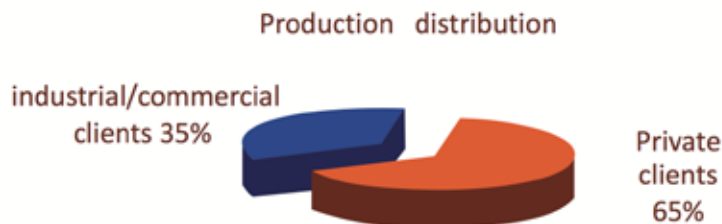
- ▶ Respond to our clients needs and present of the best solutions
- ▶ Searching the Insurance market for the best offers,
- ▶ Designing Insurance Products
- ▶ Handling all insurance matters in the name of the client
- ▶ Claims handling expertise

Brokins is certified with ISO9001 and is a member if the Hellenic Insurance Broker Association.



# ECONOMICAL STATUS

## ► Industrial and commercial clients



On the outset of its operations, Brokins differentiated itself by focusing its attention on providing services to Industrial clients and mostly on Transportation Insurance and insurance of fleets. This gradually led the company to obtaining a know-how, which was quite innovative for the Greek standards at the time. As a result, the company is in a position to provide apart from the usual insurance policies, very specialized contracts, in order to cover an industrial client, but also to conduct analytical risk assessments.

As it is shown in graphic, 35% of our turnover comes from industrial and commercial clients.

This specialization lead us to obtain high levels of insurance production all sectors.

BROKINS' Insurance premium production of € 29,1 million (2020) and its turnover of € 7 million, place it among the largest companies of the field. Today our clientele numbers more than 150,000 a figure that shows the payoff of our concentrated policies towards customer service and satisfaction.

Our choice to emphasize in the commercial and industrial sector, though it is more complicated and difficult is justified from the course of our company.



## ► Private clients

The company's development and that of its clientele automatically made us focus on private individuals (1990) reaching today 150.000 customers in all Greece, who trust us with the insurance of their property.

For our individual customers we design our own products with full Coverage and reasonable premiums.



The high response we have in that market is because:

1. We foresee the needs and find solutions
2. We offer quality service through advices, consultation and
3. We make sure that our contracts don't have terms that weaken the coverage
4. We are direct and develop long term business relationships
5. We are quick in transactions



## OUR PARTNERS



04





## OUR PARTNERS

We are proud of our portfolio which includes 30 collaborations with trusted and well-known Insurance Companies from Greece and abroad, some of them exclusive.

The selected collaborations give us unlimited design capabilities for products, flexibility and competitive advantages.



### ► NACORA BROKINS INTERNATIONAL

Brokins's specialization in Transport Insurance has led, in cooperation with the International Insurance broker NACORA, in 2002, to the foundation of the Insurance Broker company NACORA BROKINS INTERNATIONAL.

NACORA is active in 20 countries and has a specialised department for the underwriting of transport insurance needs. Its original seat is in Switzerland.



OUR PRODUCTS



05







# PRODUCTS FOR INDIVIDUALS

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The company's development and that of its clientele automatically made us focus on private individuals. Taking advantage of the know-how we acquired from the coverage of large risks, we can provide all insurance products for individuals. Brokins searches the market for the best products, combining the necessary coverage and the appropriate financial criteria, as well as to design its own products in collaboration with Insurance Companies.

Brokins' Insurance Products for individual clients include:

- ▶ Car & Motorcycle Insurance
- ▶ Home Insurance (contents / buildings insurance)
- ▶ Jewellery and art insurance
- ▶ Life insurance
- ▶ Personal accident
- ▶ Medical care
- ▶ Retirement plans / unit linked
- ▶ Legal protection insurance
- ▶ Warranties



# PRODUCTS FOR COMPANIES

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Brokins has the expertise to design competitive products, combining the necessary coverage and the appropriate financial criteria.

From the beginning the company differentiated itself focusing on industrial-commercial clients. This led to us to obtain a rare know-how for the Greek market. The outset is that we are in the position to offer from very simple to very complicated insurance products in order to fully cover an industrial /commercial client and also to conduct analytical risk assessments in order to propose the most suitable products. Brokins' Insurance Products for commercial & industrial clients include:

- ▶ Cargo Insurance
- ▶ Transportation insurance
- ▶ Property insurance (all risks)
- ▶ Loss of profit and Business Interruption
- ▶ Cash transit insurance
- ▶ Employee fidelity insurance
- ▶ Commercial credit insurance
- ▶ Third Part Liability insurance
- ▶ Employers' liability insurance
- ▶ Product liability insurance
- ▶ Marine & Pleasure boat insurance
- ▶ Aviation insurance
- ▶ Environmental liability
- ▶ All Risks Technical covers
- ▶ Building Construction (all risks) insurance
- ▶ Machinery (all risks) insurance
- ▶ Special Risks Insurance
- ▶ Motor Fleet insurance
- ▶ Group Medical Plans Ins.
- ▶ Warranties / EW (Motor, Black & White, SDA, gadgets / Mobile phones) etc.





OUR EXECUTIVES



06





# OUR EXECUTIVES

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The primal role in designing products belongs to our executives. Our people believe in constant training, have a very good knowledge of the insurance market, and can offer clients exactly what they want.

## **Cosmas Iatropoulos**

Company President

Mr Cosmas Iatropoulos studied in Athens University of Economics and is an active member of the insurance market since 1971 starting as a financial manager in Saint Paul SA. In 1983 left the company and established his own broker insurance office, BROKINS.

## **Manos Iatropoulos**

Chief executive officer

Mr Manos Iatropoulos studied Finance in Greece and received an MBA in Boston University USA. From 1998 until 2016 he was Assistant General Manager of BROKINS and in 2017 he became CEO.

## **Virginia Iatropoulou**

DPO /Quality Manager

Mrs. Virginia Iatropoulou studied Business Administration University of Economics and Marketing in Athens, focusing on Marketing , and worked at the same time as Commercial Manager Assistant from 1993 to 1999. Since 2000 she has been a Quality Management Officer.

## **Ioanna Kotsiri**

Financial  
Director

## **Timos Fanis**

Commercial  
Manager

## **Ekaterina Barla**

Director of  
Underwriting &  
Operations

## **Stavroula Vlachaki**

Web  
Support



TO SATISFY



07





# SPECIAL DEPARTMENTS

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Our management aims in the best customer satisfaction.

## ► CUSTOMER SERVICE CALL CENTER

Expert staff helps you with any insurance matter or contract on time with safety.

## ► CLAIMS DEPARTMENT

You have our support and guidance in case of damage.

## ► PAYMENT DEPARTMENT

You can choose from all payment options.

## ► DISPATCH DEPARTMENT

Our mission is to receive your contract on time with safety.


Apart from our special customer service departments, we are also proud of :

## ► OUR NETWORK

Our network consists of 800 experienced professionals of the insurance market, with great expertise and support from us. They operate in all Greece and are in the position to offer full and quality service to individuals and businesses.

## ► OUR FRIENDLY WEBPAGE [www.brokins.gr](http://www.brokins.gr)

Our web-site offers significant possibilities to our associates giving them a serious competitive advantage in sales: they can give offers for all insurance products and full coverage.



We are  
always  
next to you!



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