



# ECUARE

REASEGURADORA DEL ECUADOR

[www.ecuare.com](http://www.ecuare.com)

# OUR HISTORY

1977



Several insurance companies created “Reaseguradora del Ecuador S.A.”, to develop the reinsurance activity in the country

1995



In the beginning, **Dr. Eduardo Peña Triviño** assumed the management of the company

1996



**Omar Espinosa Romero** takes over the General Management

2016



**Hannover Re** through **Funis GMBH & CO. KG** acquires 30% of the shares

2022



Began international expansion

# OUR MARKETS

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- ✓ Ecuador
- ✓ Bolivia
- ✓ Costa Rica
- ✓ Panamá
- ✓ Paraguay



# CAPACITIES FACULTATIVE

<b>FIRE AND ALLIED PERILS</b>	<b>USD 20,000,000 per risk</b>
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<b>ENGINEERING</b>	<b>USD 20,000,000 per risk</b>
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<b>LIABILITY</b>	<b>USD 3,000,000 per risk</b>
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<b>MARINE CARGO</b>	<b>USD 1,000,000 per risk</b>
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<b>MOTOR</b>	<b>USD 200,000 per risk</b>
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<b>TERRORISM (STAND ALONE)</b>	<b>USD 5,000,000 per risk</b>
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<b>MARINE HULL</b>	<b>USD 800,000 per risk</b>
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<b>LIFE</b>	<b>USD 500,000 per insured</b>
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# RISK APPETITE

## FIRE AND ALLIED PERILS

### APPETITE

- Buildings in general (Offices, Condominiums)
- Educational Entities
- Shopping Centers
- Hotels
- Industries / Industrial Plants
- Hospitals, Doctor's Offices, Clinics, Commercial Risks
- Business Risks
- Renewable Energy (Photovoltaic Plants, Wind Farms)

### EXCLUSIONS

- Energy Risks: Hydroelectric, Thermoelectric
- Petroleum, Petrochemicals
- Cardboard and/or paper and/or their derivatives
- Mattresses, Wood, Cotton
- Mining, Polyurethane foam, Rubber, Agglomerates
- Polyurethane foam, rubber, composites
- Explosives, Fireworks, Matches, and Ammunition
- Warehouses (risks where 50% are goods)

## ENGINEERING

### APPETITE

- Machinery for commercial facilities
- Industrial risks (small, medium, and large)
- Office Equipment, Hospital Equipment
- Construction/Erection all risk: Buildings, House projects, Roads/Highways, Bridges
- Equipment: Earthmoving machines, Compaction equipment, construction or other equipment and machinery used in the industry
- Energy risks

### EXCLUSIONS

- Risks involved in oil activities.
- Tunnels
- Mining

# RISK APPETITE

## LIABILITY

### APPETITE

- General liability
- Products

### EXCLUSIONS

- Contract liability
- World Jurisdiction
- Coverage in United States and Canada

## MARINE CARGO

### APPETITE

- General goods  
(by sea, land, river, air)

### EXCLUSIONS

- Hazardous Goods
- Vehicles and their parts
- Bulk cargo
- Money, securities, jewelry

## MOTOR

### APPETITE

- High-end vehicles
- Heavy vehicles

### EXCLUSIONS

- Coverage for loss of profits or any type of profit loss

## MARINE HULL

### APPETITE

- Sports/Pleasure Yachts
- Passenger Transport
- Barges, Tugboats

### EXCLUSIONS

- PANDI
- Age of vessels over 30 years

# RISK APPETITE

## LIFE

### APPETITE

- Life/Group
- Individuals
- Credit/Loan Protection

### EXCLUSIONS

- Personnel working underground or underwater
- Police, Armed Forces, Firefighters
- Politically Exposed Persons (PEP)

## PERSONAL ACCIDENTS

### APPETITE

- Life/Group

### EXCLUSIONS

- Personnel working in oil well drilling or extraction
- Personnel working underground or underwater
- Police, Armed Forces, Firefighters

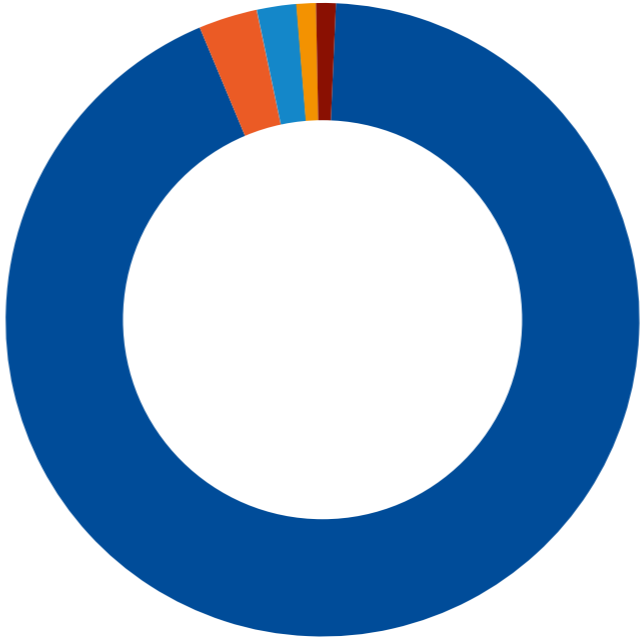
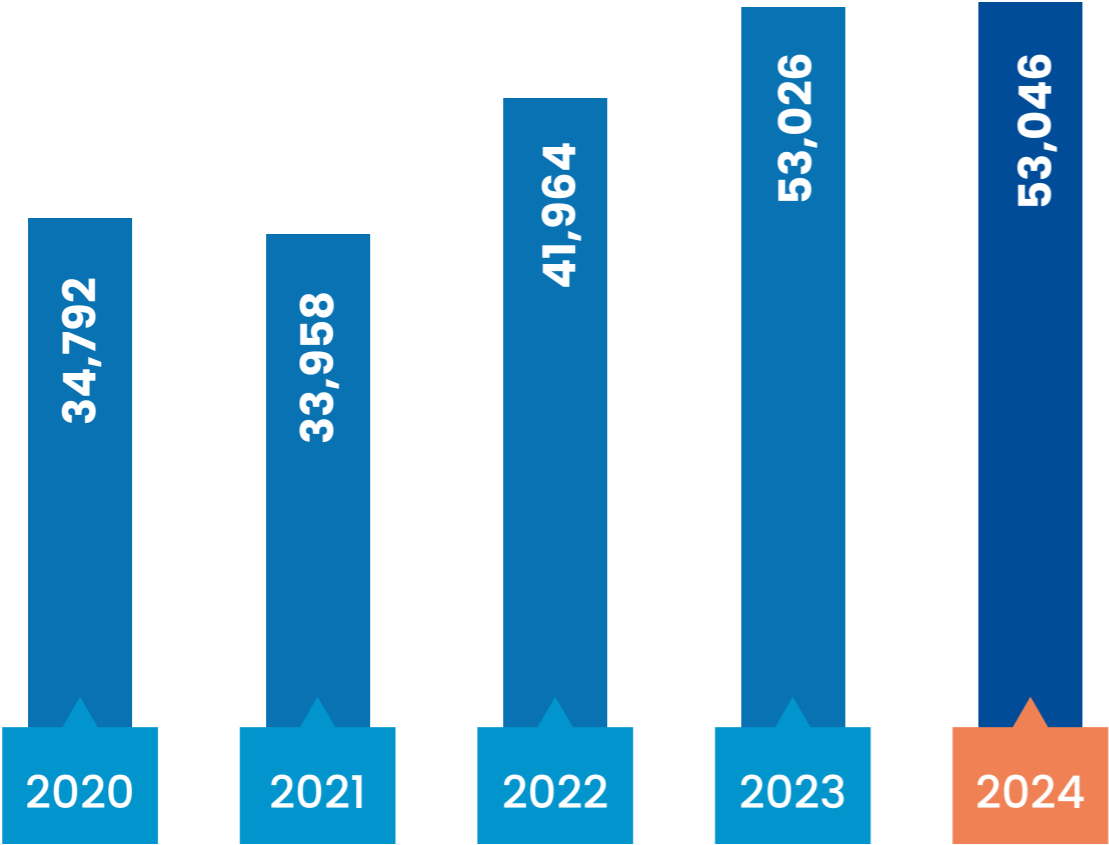
# CAPACITIES TREATY

<b>FIRE AND ALLIED PERILS</b>	<b>USD 10,000,000 per risk</b>
<b>ENGINEERING</b>	<b>USD 2,000,000 per risk</b>
<b>LIABILITY</b>	<b>USD 1,000,000 per risk</b>
<b>MARINE CARGO, THEFT, AND PERSONAL ACCIDENTS</b>	<b>USD 1,000,000 per risk</b>
<b>MOTOR</b>	<b>USD 200,000 por riesgo</b>

<b>FIDELITY</b>	<b>USD 900,000 per risk</b>
<b>MARINE HULL</b>	<b>USD 500,000 per risk</b>
<b>LIFE</b>	<b>USD 500,000 per insured</b>
<b>BONDS</b>	<b>USD 100,000 per risk</b>



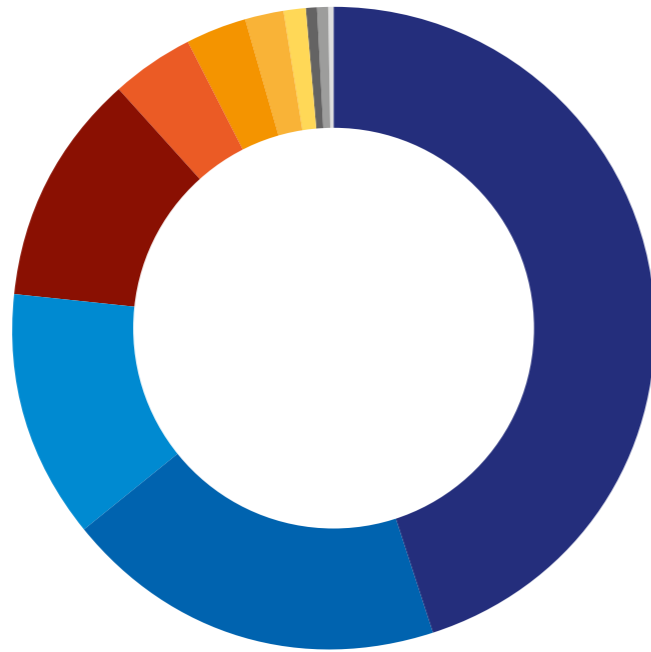
# PREMIUM WRITTEN



**49,460,645.42** ECUADOR  
**1,198,742.87** BOLIVIA  
**1,174,188.92** PANAMÁ  
**673,441.25** PARAGUAY  
**538,553.56** COSTA RICA  
**53,045,572.02** TOTAL

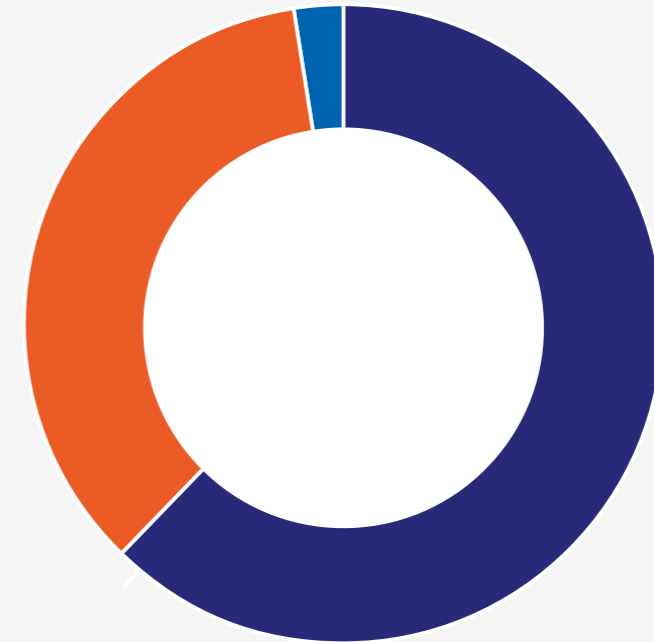
\*THOUSANDS OF DOLLARS

## OUR PORTFOLIO



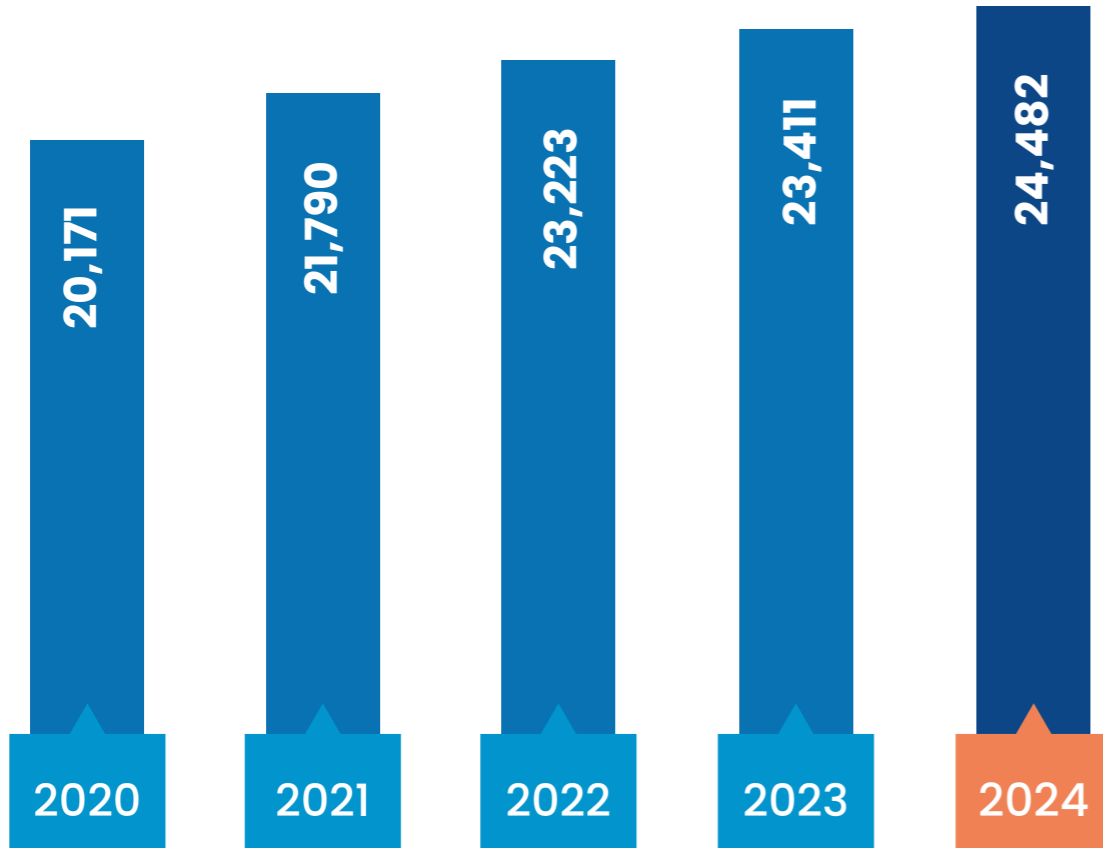
<b>45.02%</b>	FIRE AND ALLIED PERILS
<b>19.38%</b>	ENGINEERING
<b>12.49%</b>	LIFE
<b>11.60%</b>	MOTOR
<b>4.10%</b>	MARINE CARGO
<b>3.08%</b>	LIABILITY
<b>1.88%</b>	THEFT
<b>1.21%</b>	BONDS
<b>0.58%</b>	MARINE HULL
<b>0.42%</b>	FIDELITY
<b>0.25%</b>	PERSONAL ACCIDENT

## TYPES OF REINSURANCE

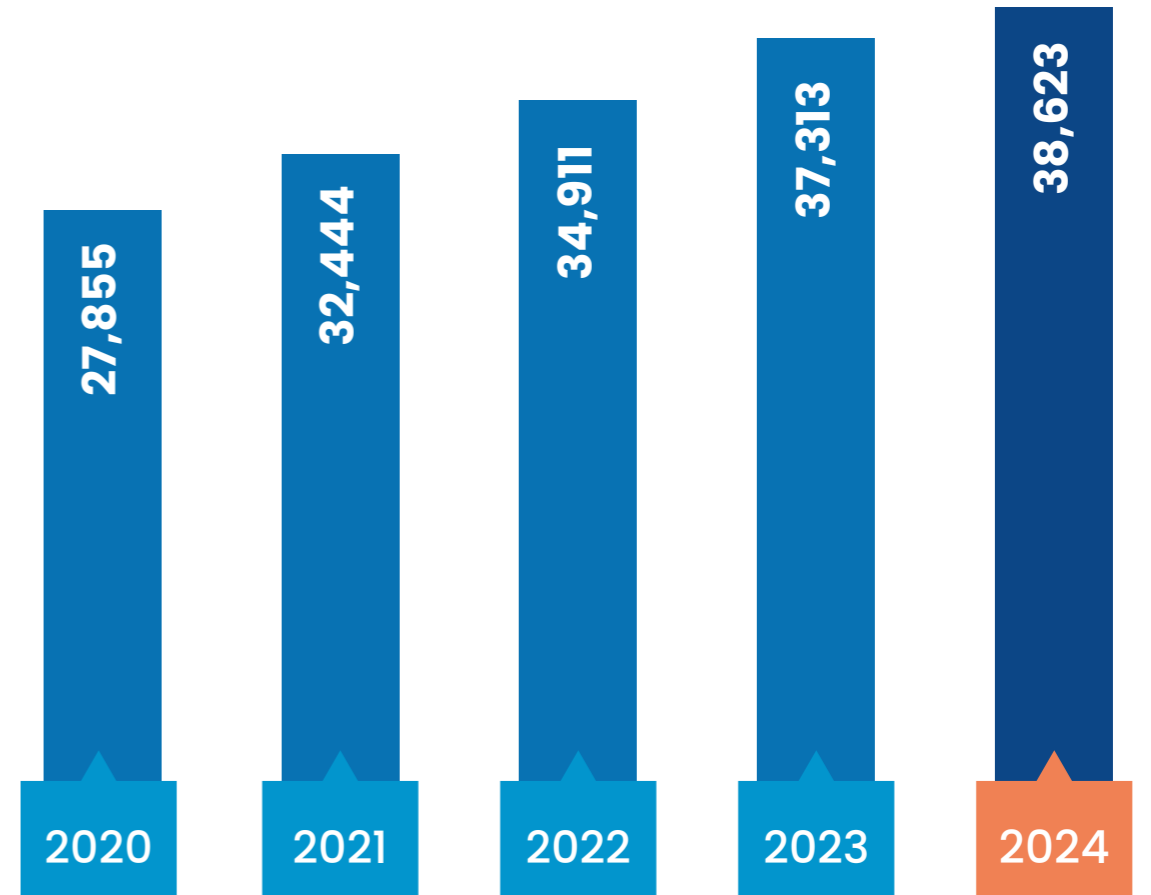


<b>62.30%</b>	PROPORTIONAL
<b>35.26%</b>	FACULTATIVES
<b>2.43%</b>	NON-PROPORTIONAL

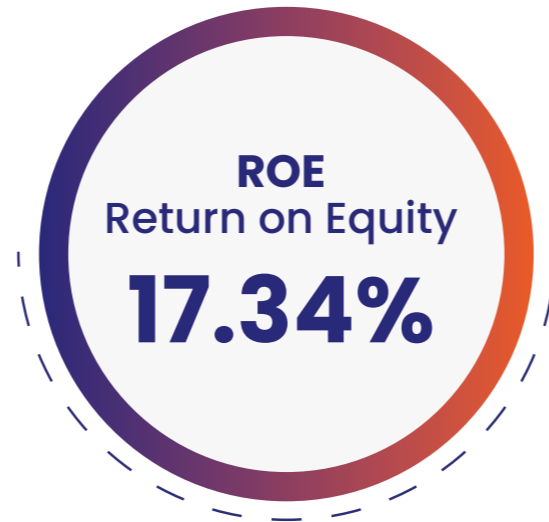
# EQUITY



# INVESTMENTS



\*THOUSANDS OF DOLLARS



# LOCAL RATING

The institution's situation is very strong and it has an outstanding track record of claims payment and ability to meet its policyholders and contractual obligations, which is reflected in an excellent reputation in the market, **financial strength and ability to face adverse changes in the business with minimal impact.**



# INTERNATIONAL RATING

The rating reflects the company's **balance sheet strength**, which **AM Best** assesses as strongest, as well as its **strong operating performance**, **neutral business profile** and **appropriate enterprise risk management**.



# PRINCIPAL REINSURERS

*hannover* **re**



 **everest**<sup>TM</sup>

LLOYD'S



REASEGURADORA  
PATRIA, S.A.

**IRB(Re)**

# CONTACTS



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