

# Pace, Passion & Professionalism



Regulated by DFSA

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“Insurance is a noble profession of extending financial security and peace of mind to society at large. By protecting the financial interests and uninterrupted livelihood”

**Zagariah Manoj Varghese**



## FOUNDER'S MESSAGE

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- Employee first is our philosophy.

Manoj Re was an idea born after spending eighteen years as insurance and reinsurance broker in the Middle East region.

I felt an unshakeable compulsion to explore my own abilities and to create a unique reinsurance broking house with a different perspective, approach, and services - benefiting both employees and clients equally.

Manoj Re, supports clients in all dynamics: Reinsurance placements, treaty reviews and placements, risk advisory, claims management, technical review and training.

Manoj Re is managed by industry veterans and passionate brokers, extending our service with pace, passion and professionalism.

Manoj Re will grow from strength to strength with expansions of key regional offices, keeping us more closer to our valued clients.

Our intention is to leverage our talent and experience to become invaluable to the market and our clients by extending fast, prompt, and dependable reinsurance broking services and solutions.

Our aim is to hit the moon! To be a top global reinsurance broker and to create the best work culture. As founder and team leader, it's my responsibility to deliver the best to our clients, our employees, our shareholders and to protect all our mutual interests on this amazing journey.

**Zagariah Manoj Varghese**

*Founder*

# ABOUT MANOJ RE

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Manoj Reinsurance Brokers Ltd., (“Manoj Re”), was founded by Zagariah Manoj Varghese in Dubai International Financial Center (DIFC) in 2020.

Manoj Re is a brand-new broking house with a fresh approach - promoted and managed by passionate industry experts, veterans, and professional brokers.

The board of directors and executive management of Manoj Re collectively have more than 100 years of industry experience in both reinsurance and claims management.

Our client service team is led by professional brokers. We are a dedicated and exceptional team of specialists who can provide global solutions supported by personal drive and focus.

The core broking team comes with rich experience and knowledge in both reinsurance broking and underwriting, which will extend rapid fast reinsurance solutions to all clients.

Each team member has a proven track record as reinsurance brokers, Manoj Re is a power-pack of experienced industry veterans, accomplished brokers led by an innovative leader.

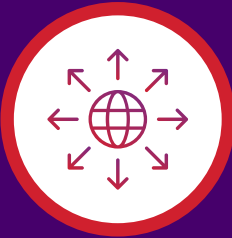
This combination is a dynamic new force in delivering fast, prompt, and reasonable reinsurance solutions to all our clients.

“Claims is our business.”



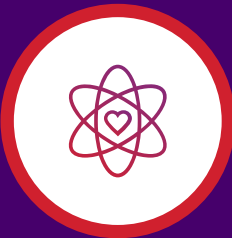
## OUR MISSION

To provide bespoke reinsurance solutions and risk management to all our business partners.



## OUR VISION

To be the preeminent reinsurance broker, renowned for our expertise, and unwavering commitment to the success of our clients.



## OUR VALUES


Humanity, Integrity, and Excellence.




## OUR LOGO

**MANOJ** is a traditional Indian Sanskrit name which means 'Love and Intellect'.

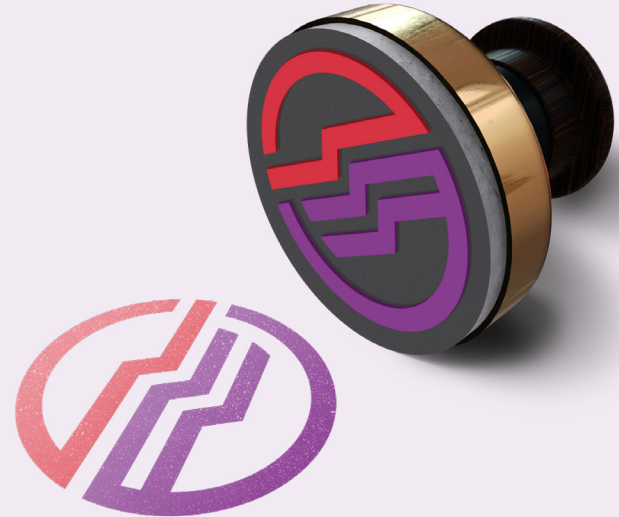
 **Focus symbol represents our unlimited focus.**

 **Triangle represents:**


1. The three principle parties of reinsurance business: Cedant, Reinsurer and Reinsurance Broker.
2. The unity, interconnection and interdependence of all the three principle parties.
3. The three key principles of Manoj Re: Pace, Passion and Professionalism.


 **Graph represents:**

1. Growth, positivity, and upward trajectory of success.
2. Mountains to climb, challenges to face and to reach for great achievements and we break through all boundaries.



**Brand Colour:**

 **Life, love, sacrifice, and courage.**

 **Royalty, nobility, creativity, and peace.**

# OUR CREED

“We are insurance soldiers,  
We work for a cause,  
We protect for a cause,  
We win for a cause,  
We are soldiers, we are Manoj'ers!”

# EXPERIENCE

# EXPERTISE

# EXCELLENCE



**ZAGARIAH MANOJ**  
**Managing Director & CEO**

Industry Experience: 24 years.  
Expertise: Treaty and Claims Management.  
Email: manoj@manojre.com  
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**MELODIE MAGNO**  
**Executive Director & COO**

Industry Experience: 15 years.  
Expertise: Treaty and Specialty Lines.  
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**BIJUMON FRANCIS**  
**Chief Finance Officer**

Industry Experience: 27 years.  
Expertise: Finance, Accounting & Taxation.  
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**PRANITA JOSHI**  
**Senior Manager - Reinsurance**

Industry Experience: 17 years.  
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**MUHAMMAD SHIBILI**  
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**Broker**

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# OUR STATS

“People with great passion can make the impossible happen”

## TEAM STRENGTH

**Technical Team : 12**

**Support team : 10**

**Management : 4**

## PERFORMANCE

**(July, 2020 - Dec, 2023).**

**GWP: circa \$39 M**

**Claims settled: circa \$10.1 M**

# CONTACT DETAILS

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## **BROKING TEAM**

## **EMAIL ID**

### Facultative

Middle East & Africa : ManojersMEA@manojre.com

Indian Sub-continent : ManojersISC@manojre.com

Southeast Asia : ManojersSEA@manojre.com

Treaty : ManojersTREATY@manojre.com

## **SUPPORT TEAM**

## **EMAIL ID**

Technical Accounts : ManojersTA@manojre.com

Claims : ManojersCLAIMS@manojre.com

Finance : ManojersFINANCE@manojre.com

Human Resources : ManojersHR@manojre.com



Our team have personally and successfully handled claim litigations in the courts of London and other countries. We have also successfully negotiated and recovered several million dollar complex claims across the globe.

# CLAIMS MANAGEMENT

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Our directors and executive team are well experienced in claims management. The result is local expertise with global capability to deliver specialist know-how and strategic claims management.

We understand the importance of claims in the insurance business and we give full attention and priority in prompt recovery. You focus on your business... Manoj Re will focus on protecting it.

We have extensive experience in dealing with regulators, lawyers, recovery agents, and thorough knowledge of all legal facets of reinsurance recoveries.

We have also undergone tough times with few failed recoveries due to matters which were not under our control - like reinsurer's

bankruptcy, financial issues, technical issues, and sanctions. These negative experiences have provided important insight and developed a strong ability to choose the very best reinsurance partner for our clients.

We have earned the loyalty of our clients throughout the years by maintaining a high standard quality of services and making sure our clients' claims remain the top priority.

Our focus on high ethical standards, professionalism, and innovation enable Manoj Re to deliver effective claims management. At every deployment, we ensure that our clients and their risks are safely entrusted to a trustworthy reinsurer, who will honor all promises at the time of claim.



## OUR SERVICES

FACULTATIVE & TREATY

Manoj Re offer extensive expertise in major insurance disciplines, including:

- Property & Construction
- Marine & Energy
- Aviation
- Engineering, Heavy Industries & Mining
- Power & Utilities
- Cyber & Technology Risks
- Political Risk, Trade Credit & Surety
- Terrorism & Political Violence
- Financial Risk
- Health, Life & PA

# OTHER SERVICES



**TRAINING**



**CONSULTANCY**



**EVENTS & SEMINARS**

# OUR LOCATION

## EXECUTIVE OFFICE

Office 912, Level 9,  
Liberty House,  
Al Sukook Street,  
P.O Box 507108,  
DIFC, Dubai - UAE.

## OPERATIONS OFFICE

Office 101, Level 1,  
Liberty House,  
Al Sukook Street,  
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For complaints: [compliance@manojre.com](mailto:compliance@manojre.com)

Regulated by DFSA.

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

