



# WILLMARS

## REINSURANCE BROKERS LTD.

3<sup>rd</sup>F, Maktaba Complex, Bibi Titi Rd, P.o. Box 38346, Dar Es Salaam. Tanzania

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Mobile: +255 789 886 635, +255 718 451 064, +255 685 645 935 Landline +255 222 150 079

## Company Profile:

Willmars Reinsurance Brokers Ltd, it was promoted in 2019 and it's approved by Tanzania Insurance Regulatory Authority (TIRA). also, the company is registered with Business Registration and Licensing Agency (BRELA) under Certificate no 139898893). The shareholding in the company 100% Tanzanian, the company is promoted by the team of insurance professionals with rich & varied experiences in international and local market

### **Our Vision:**

To be the most trusted Reinsurance Broker in the East African market through technical excellence and innovation.

### **Our Mission:**

To provide quality services to all insurers in the African market in devising effective reinsurance program and providing effective risk management solution in dealing with large and complex risks to strengthen the insurance market in this part of the world.

**Our Core Values:** Integrity, Commitment, Passion & Timely response

### **Senior Management Team:**

#### **Mr. Rajaram Parameswaran-- Principal Officer and Managing Director**

Mr. Rajaram has worked in insurance industry for more than 37 years. He started his insurance career as a part of the Regulator before being associated with international insurers like Tokio Marine, Sompo Japan and QBE, Australia. He has also served in Tanzanian market over 7 years. He has undergone specialized



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training in Engineering Insurances and was a part of the senior management Team in setting up three joint ventures in India. His areas of specialization include devising of Reinsurance programs, formation of technical pools, large risk inspections, Liability Insurances etc.

### **Mr.Adarsh K Sharma, CHAIRMAN**

Mr. Adarsh Sharma has over 42 years of experience in insurance of which he has spent 19 years with Tanzanian market. He had served the industry as a primary insurer for the last 33 years and last 9 years as an insurance broker. He has undergone advanced trainings in Aviation & Oil and Energy Insurance programs in UK apart from other trainings in different insurance institutes in India. His academic qualification is Master in Public Administration and Post Graduate Diploma in Personnel Management and Associateship from Insurance Institute of India. Other areas of his interest and expertise include Project Insurance, Marine Insurance, Liability Insurance, Terrorism Cover etc.

### **Mr. Sondole Wilson Bulenga, Director**

Mr. Sondole Wilson holds a bachelor's degree in accounting from Institute of Finance Management, Dar es Salaam. He has an experience of over 7 years in Insurance broking. Well versed with all statutory regulations and accounting practices in Tanzanian market.

### **Our Services:**

We provide quality services in following areas:

- ✚ Portfolio analysis to devise appropriate reinsurance program
- ✚ Arranging reinsurance treaty placements for proportional and non-proportional programs
- ✚ Arranging facultative placements for large and complex risks like Petrochemical plants, On and Offshore risks, Liability Risks, Project PI, Bankers Blanket policy, Port Package, Specialized Engineering Projects, Political and Terrorism Cover, Medical Malpractice Insurance etc.
- ✚ Reinsurance Training- general as well as tailor made program for each insurer
- ✚ Arranging large risk inspections
- ✚ Reinsurance audits
- ✚ Devising new policies in consultation with insurers and providing back-to-back reinsurance support
- ✚ Consulting services to insurers for speedy disposal of large claims- liaising with surveyors and reinsurers.
- ✚ Assisting insurers in the preparation of reinsurance statistics/assessing the catastrophic exposures.
- ✚ Assisting insurers in setting the reinsurance program in system and carry out User Application Tests.



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- ✚ Facilitating the market to create “Pools” to enhance the local retention capacity to deal with complex risks
- ✚ Arrange placement of retrocession program for reinsurers