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MANDARIN RE

THE REINSURANCE SPECIALIST

Mikhail Grishin,
Board Member and
Chief Operating Officer

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Mandarin Re embodies the philosophy of a reinsurance that goes beyond risk transfer. It's about providing responsive and trusted support to insurers and brokers alike.

For nearly a decade, it has excelled at understanding the specific needs of each client and providing intelligent, proactive risk mitigation and support. Blending deep underwriting expertise with advanced technology and regional insight, Mandarin Re delivers flexible, tailor-made reinsurance solutions to clients across a wide range of sectors, including property, engineering, marine and cargo in more than 100 countries.

“Clients benefit from our personalized guidance, swift responsiveness and strategic support backed by technology,” says Mikhail Grishin, board member and chief operating officer.

Tech-Driven Intelligence, Human-Centered Decisions

As a tech-forward reinsurer, Mandarin Re leverages advanced capabilities to drive smarter, faster and more informed decision-making. At the heart of this approach is the use of data as a strategic tool.

Historical claims data, regional risk profiles and economic indicators are leveraged to detect pricing discrepancies and market dynamics early and maintain balanced, profitable portfolios for clients. Its internal data platform tracks emerging risks, such as climate change impact and fluctuation in local economies, in real time, enabling it to be proactive and notify

clients when pricing adjustments may be necessary, as well as advising them of renewals and coverage updates. The team also utilizes AI-powered underwriting tools that serve as a second opinion, improving accuracy and reducing bias.

Powering Mandarin Re's digital innovation and operational accuracy is MANIT Labs, its wholly owned U.S. subsidiary that provides insurers, reinsurers and brokers with intelligent software solutions for policy administration, data management, and workflow automation. These advanced data tools allow instant access to key metrics such as hit ratios, loss ratios, and

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It reflects our commitment to strategic expansion and enhanced market presence across multiple regions and lines of business

underwriting results across a week, month, or year. Accurate performance insights are generated within seconds. Speed and precision in data analysis enable better decision-making and more effective partner management.

While technology accelerates processes and enhances accuracy, all underwriting and claims decisions remain firmly in the hands of experienced professionals who bring human judgment to every case.

Smart Risk Mitigation

Taking a disciplined approach to underwriting, the team actively evaluates risk, pricing, claims management, counterparty strength, compliance and reputational standards. It operates with a moderate risk appetite and fast-response capabilities. Partner underwriting quality, financial strength, and regulatory conditions are regularly reviewed to monitor total exposure and make smarter, customized decisions for clients. By deploying advanced analytics and technology-driven models, it conducts monthly portfolio reviews, issues early-warning exposure assessments and refines its strategies for the upcoming period.

Mikhail Grishin,
Board Member and
Chief Operating Officer





A cornerstone of Mandarin Re’s smart risk-management strategy is its collaboration with brokers, who supply vital market intelligence. Their insights are instrumental in crafting bespoke solutions for clients that drive mutual growth. Regular meetings and joint brainstorming sessions help the company explore new business lines and innovative opportunities.



As its slogan reads, “Take a piece, to keep the whole,” Mandarin Re assumes a portion of the risk but delivers the full-service value and strength of its expertise.

Proactive risk monitoring is a central part of the underwriting discipline. Weekly committee meetings with underwriters are held to review emerging global developments, particularly geopolitical risks in conflict zones. Localized conflicts or tensions that may not make mainstream news are closely tracked through internal research and ongoing dialogue with in-country partners and brokers. Together, they identify and assess “red zones.” Discussions help the team anticipate

potential exposures related to political violence, large-scale property damage or cross-border hostilities. Forecasting possible claim scenarios and adjusting its strategy, Mandarin Re aims to avoid high-risk territories and protect portfolio integrity.

Mandarin Re takes full responsibility for every risk it underwrites, reflected in its decision to meticulously vet every client proposal. Adherence to strict internal guidelines inspires confidence in partnerships.

Claims Management Built on Speed and Trust

Equally impressive is Mandarin Re’s ability to handle claims with transparency and accessibility. Advanced technology and seasoned teams ensure rapid processing and on-time delivery. By prioritizing claims management operations, it strengthens long-term partnerships.

One of its most impactful cases involved Bimbo Bakeries, part of Grupo Bimbo, one of the world’s largest baking companies. A major fire at one of its U.S. production facilities caused extensive property damage and business interruption, putting pressure on the local insurance partner. Mandarin Re worked closely with the insurer and broker to accelerate claim assessment and streamline documentation. Within a week, the team processed an insurance payment of nearly \$3 million.

Mandarin Re’s pursuit of excellence is led by a seasoned board and a proactive management team, backed by professionals with over a decade of experience. Through committee meetings and clear policies, the company upholds best practices at every level. Regular internal reviews and annual audits by Deloitte reinforce financial rigor. Its

leadership demonstrates a steadfast commitment to ethical conduct, fostering integrity across operations and markets.



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The company invests heavily in employee training and a risk-centric corporate culture. Through continuous innovation and process improvement, it delivers exceptional service to clients.

Celebrating its 10th anniversary, Mandarin Re marks the milestone with stability and a growing, high-performing team. With ongoing investment in research and the adoption of cutting-edge technologies, it steers ahead of the competition.

A testament to its underwriting excellence, client trust and passionate team, Mandarin Re has been awarded, “Underwriting Initiative of the Year – Malaysia” at the 2025 Insurance Asia Awards. The recognition celebrates a decade of innovation, impact and regional growth.

Diversified Solutions for a Resilient Future

An ambitious growth target has been set, with a goal to earn more than \$150 million in gross premiums within five years.

“It reflects our commitment to strategic expansion and enhanced market presence across multiple regions and lines of business,” says Grishin.

It is expanding only into markets aligned with its strategic goals. The focus is on developing capabilities in cyber risk, financial lines, surety and aviation while strengthening its position

in the marine sector. This strategic diversification is already underway, supported by a clear business plan.

Robust insurance solutions underpin broader economic growth for clients and businesses, ensuring coverage evolves with changing needs. As part of its growth vision, Mandarin Re aims to allocate at least 15 percent of its portfolio to the African market in the near future, reflecting its commitment to innovation and global reach.

It is in the process of obtaining an official rating. This accreditation will strengthen its market position and broaden its ability to operate in various jurisdictions. In Latin America, for instance, it will have the flexibility to establish its presence firsthand, reducing reliance on third parties.

It is also accelerating efforts to automate its operations and enhance partner integration. Through MANIT Labs, it is developing proprietary software that streamlines workflows and facilitates seamless collaboration with brokers and clients.

Disciplined underwriting and a fair, responsive claims handling position make Mandarin Re a transformational force in the reinsurance market. **IB**