



*LatAm Insurance Review's* 2014 Power 50 list aims to compile a snapshot of the leading executives in the region's insurance industry. From underwriters to lawyers, our readers have picked the industry forerunners and rising stars across the whole risk transfer chain, drawing attention to innovation, passion and service excellence

BY ROBERTO BARROS

June, 2013. Botero has met some of the industry's main challenges head on, including addressing barriers to implementation of mandatory coverage for floods and fire damage.

**José Manuel Camposano Larraechea, president, AACH - Asociación de Aseguradores de Chile**

Chairman of the insurance association of Latin America's most sophisticated market, José Manuel Camposano is a key voice for the industry domestically and regionally, not least during the enactment of Chile's new risk-based capital regulation.

**Raúl de Andrea, general manager, APESEG - Asociación Peruana de Empresas de Seguros**

With his 40 years of experience in finance, supporting efforts for more effective commercial insurance solutions in Peru, Raúl de Andrea is also dedicated to the dissemination of risk prevention awareness, and residual risk protection as well as providing the industry with support in technical, legal, occupational and tax matters.

**REINSURERS**

**Angelo Colombo, president and CEO, regional unit Americas, Allianz Global Corporate & Specialty**

Angelo Colombo has been leading Allianz Global Corporate and Specialty in Brazil since 2009. Since then, AGCS has obtained a local reinsurance license (AGCS Resseguros Brasil), and Colombo has employed an ambitious strat-

**INDUSTRY LEADER**

**Reinsurers**

**Leonardo Paixão (top), CEO, and José Farias de Sousa, Chief Underwriting Officer, IRB Brasil Re**

Leonardo Paixão has maintained the status and relevance of the former state monopoly, not least by pushing its participation in markets outside Brazil. "We will...accelerate expansion throughout Latin America as well as develop new products, all the while improving the company's infrastructure," he told *LIR* in December.

With over 30 years of experience, José Farias de Sousa is a respected name in the industry. Regarded by his peers as a seasoned underwriter with a broad understanding of economics, he has shown adaptability in a number of roles within Latin America's largest reinsurer.



egy to expand its footprint in the region, with plans to enter Peru and Bolivia, and recently obtaining the regulatory approvals to operate in Chile and Colombia.

**RISING STAR**

**Bruno Freire, CEO, Austral Re**

After beginning his career at Aon Benfield in 2000, Bruno Freire took over Austral Re's operations and since its 2011 entry as a local reinsurer in the Brazilian market he has been driving the company's market share, having reached the position of the fifth largest player in the market in 2013.

**Gerardo García, general director, Barents Re**

As advisor for both insurers and brokers across the region, Gerardo García's 18 years in the industry are contributing to Barent Re's ambitious strategies as the Panamanian reinsurer looks to expand its footprint globally, with a focus on niche markets, facultative

and treaty businesses.

**Alexandre Malucelli, chairman, Grupo Segurador JMalucelli**

Alexandre Malucelli continues to play a key role in the firm, which has become a leader in surety bonds in Latin America, since his appointment to co-ordinate the insurer's launch in 1991.

**Mathias Marwege, senior executive manager, Latin America, Spain, Portugal, and the Caribbean, Munich Re**

Matthias Marwege represents the firm's noted re-

gional experience and reinsurance expertise through a detailed understanding of its main markets in order to carry out the reinsurer's strategy of client proximity coupled with global expertise.

**James Grieve, CUO and regional manager, Latin America and the Caribbean, Scor Re**

With overall responsibility for the underwriting strategy and policy in Latin America, James Grieve brings his experience in the London and Miami markets to a company with a dedication to cracking the code to emerging market success.

**Paulo Botti, CEO, Terra Brasis**

After holding several key roles in the insurance industry, including as former executive vice president of Itaú Group, Paulo Botti was instrumental in the establishment of Terra Brasis. As a domestic firm operating solely in reinsurance, and focused exclusively on Brazil and without corporate links to insurance groups, Paulo Botti's firm has established itself as a main player in the highly competitive Brazilian market.

**INDUSTRY LEADER**

**Reinsurers**

**Ingrid Carlou, CEO, Patria Re**

After taking the lead at Mexico City-based specialist insurer and reinsurer Patria Re in 2012, Ingrid Carlou has redrafted the domestic company's strategy in the market in order to reposition Patria Re as a small international (re)insurer focusing on Latin America business. With a view to strengthen its position in the international market, she was responsible for opening a marketing office in London in December 2013.



**BROKERS****Fernando Antonio Pereira da Silva, Latin America CEO, Aon Risk Solutions**

Managing offices in more than ten countries in Latin America, besides representative firms in the Caribbean, Fernando Pereira has applied an innovative approach to the way Aon has established its presence in the region. Focusing efforts on promoting organic growth by expanding physically into new markets, he has proven his worth in the region which represents the highest growth rate for the broker.

**RISING STAR****Alejandro Galizia, CEO, Latin America, Aon Benfield**

With extensive reinsurance expertise, including as president of Aon Benfield Argentina developing solutions for major corporate clients, Alejandro Galizia brings fresh focus and expertise to his role, and faces the task of optimising Latin America client results. (See p.23 for a Q&A)

**Miguel A. Gonzalez, president and CEO, Bal Naak**

A well-known name in the Miami reinsurance space, Miguel A. Gonzalez special-

**INDUSTRY LEADER****Reinsurers****Margo Black (top), head of reinsurance, Latin America South and president of****Swiss Re Brasil Resseguros, and Alejandro Padilla, head of reinsurance Latin America North and president of Swiss Brokers Mexico, Swiss Re**

Margo Black has 34 years of industry experience. Described by readers as a key industry player, she oversees Swiss Re's reinsurance programmes for Brazil, Chile, Colombia and other key markets in South America.

Extensive experience in the P&C space has given Alejandro Padilla the necessary understanding of a wide range of markets including Mexico, Central America, and Venezuela, for leadership of Swiss Re's northern Latin America region.



ises in urban infrastructure, mortgage portfolios, utilities and all types of catastrophe programmes.

**Steve Jackson, Latin America regional CEO, Cooper Gay**

Steve Jackson is responsible for the broker's extensive Latin American network of reinsurance offices, which benefit from his expertise in property facultative reinsurance including oil and gas, power, mining and general property risks. A highly respected Latin America reinsurance expert with market-leading

programme placement and claims settlement experience, his contacts in the region are also second to none.

**Aidan Pope, CEO of Latin America and the Caribbean operations, Guy Carpenter**

Aidan Pope is leading Guy Carpenter's strategy to expand its presence in the region. Establishing strategic investments in Peru and Colombia, and heading efforts to diversify the firm's product offerings in both treaty and facultative lines, he is also spearheading Guy Carpenter's initiative to protect residual insurance loss for governments and institutions by helping them access alternative markets.

**Mike Methley, group COO, and CEO Latin America, JLT**

More than 30 years' experience in the insurance industry with a background in construction, power, utilities and infrastructure

projects contribute to what Mike Methley can bring to JLT's strategy in the region, accounting for total revenue growth of over 10% in 2013 for the firm.

**Luis Maurette, Latin America CEO, Willis**

Since taking this role in October 2011, Luis Maurette completed several company turnarounds and expanded into unexplored Latin American markets, while also making significant changes to the leadership of Willis Latin America with new senior appointments and consolidation of high-performance operations. With over 30 years' experience in the insurance and financial markets, Luis has led several important companies including CIGNA, La Caja and Liberty Brazil and looks set to continue paving the way to sustainable profitable growth in the long term for the broker.

**Hélio Novaes, country general manager, Brazil, MDS**

Hélio Novaes brings his experience in risk management to the role of general manager of MDS Brazil, operating across the whole domestic territory and managing over R\$1bn (\$452m) in premium from 90,000 corporate clients. With a focus on providing solutions for industries including telecommunications, petrochemicals, energy generation and large construction projects, he brings a wealth of knowledge from previous roles - including at Sul America Seguros where he led the integration of the local insurer with ING.

**INDUSTRY LEADER****Reinsurers****Philippe Rochaix, president & COO of XL Re Latin America, XL Re**

Philippe Rochaix has collected a number of impressive achievements over his 26 years in the industry including the establishment of support teams in Buenos Aires, São Paulo, and Bogotá, and increasing the capital of XL Resseguros Brasil S.A. to above R\$200m (\$90.5m). Through the promotion of data quality he has refocused the company's portfolio, differentiating it through a technical approach to reinsurance.

