



MEGA RE
INTERNATIONAL, INC.

ANNUAL REPORT 2024

Detailed insights into our
financials, operational
highlights, and plans for
the year ahead



This annual report summarizes the performance of **Mega Re International, Inc.** for the fiscal year ending **December 31, 2024**, based on the submitted Statement of Business Operations.

1. Executive Summary

In 2024, Mega Re International, Inc. demonstrated robust market presence within the reinsurance brokerage sector. The company successfully produced over **₱1.83 billion** in premiums, resulting in total commission earnings of approximately **₱59.06 million**. The performance was heavily driven by the Fire and Marine Hull sectors, which remain the cornerstone of the company's portfolio.

2. Key Performance Indicators (KPIs)

Metric	Amount (PHP)
Total Premiums Produced	₱1,832,120,161.35
Total Commission Earned	₱59,064,489.07
Overall Yield (Avg. Commission %)	3.22%

3. Portfolio Analysis

The company's revenue is primarily anchored by the Fire and Marine Hull sectors, which together account for over 85% of total earnings.

- **Fire Insurance:** This is the highest volume segment, contributing over **₱1.28 billion** in premiums (approx. 70% of total volume) and **₱29.7 million** in commissions.
- **Marine Hull:** Despite having a lower premium volume than Fire, Marine Hull is a highly profitable line for Mega Re, generating **₱20.8 million** in commissions—representing a significantly higher yield per peso of premium produced compared to the Fire/Property accounts.
- **Engineering & Bonds:** These accounts serve as strong secondary revenue streams, contributing a combined **₱6.6 million** in commissions.

Detailed Business Performance Table

Line of Business	Premiums Produced (PHP)	Commissions Earned (PHP)	Portfolio Share (Comm.)
Fire	₱1,280,556,835.00	₱29,699,462.06	50.3%
Marine Hull	₱278,954,249.37	₱20,807,599.94	35.2%
Engineering	₱213,858,903.18	₱4,610,738.82	7.8%
Bonds	₱41,918,221.03	₱1,997,710.19	3.4%
Marine Cargo	₱6,786,000.34	₱1,171,927.68	2.0%
Others	₱10,045,952.43	₱777,050.38	1.3%
Total	₱1,832,120,161.35	₱59,064,489.07	100.0%

4. Market Positioning

Based on the industry rankings for 2024:

- **Premiums Produced:** Mega Re International, Inc. holds a significant competitive rank (Ranked **#2** in Insurance Commission Statistics as of December 31, 2024), highlighting high trust and volume capacity.
- **Commission Earnings:** The company maintains a strong position (Ranked **#4** in Insurance Commission Statistics as of December 31, 2024), suggesting a focus on high-volume, lower-margin business (like Fire) alongside specialized high-yield lines.

5. Strategic Insights & Market Opportunities

Mega Re International, Inc. is uniquely positioned to capitalize on shifting market dynamics. Our strategy for 2025 focuses on diversifying revenue streams and leveraging our institutional ecosystem.

- **The "Auto Facility" Advantage:** To counter tightening competition, Mega Re has an **Auto Facility** supported by the local insurance companies. This allows us to provide immediate, reinsurance support and placement solutions.
- **Institutional Synergy:** As Mega Re is affiliated with **five major insurance companies**, we offer an unparalleled level of **placement certainty and capacity assurance**. This ecosystem allows us to negotiate superior terms for our clients and guarantees a seamless flow of risk-sharing that independent brokers cannot easily replicate.

- Optimizing the Yield Mix:** While the Fire sector provides the volume, our success in **Marine Hull** (35.2% of commission from only 15% of premium) proves our technical expertise in high-margin, specialized risks. We will look to replicate this "High-Yield" model in the Engineering and other lines.

6. 2025 Market Expansion Road Map

Moving forward, the company will focus on two key pillars to drive the next phase of growth:

Opportunity Area	Strategic Action	Expected Impact
Digital Integration	Deploying the Auto Facility platform to clients.	Increased market share in lines where we are weak.
Synergy Maximization	Strengthening cross-selling protocols among our five affiliate insurers.	Enhanced retention rates and reduced acquisition costs.

7. Conclusion

The 2024 fiscal year has solidified Mega Re International, Inc.'s standing as a powerhouse in the Philippine reinsurance market. With **₱1.83 billion** in premiums and a dominant #2 market rank in volume, we have the scale required to lead. By transitioning from a volume-heavy Fire portfolio to a tech-enabled, multi-line strategy, Mega Re is not just reacting to the market—we are shaping it.