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## Speaker Introduction

- Camilo González, ACAS
  - Head of Reinsurance for LatAm pricing at AXA XL
- Duare Perez Alonso
  - Head of the Americas Property & Casualty Analytics team at Swiss Re
- Sergio Gómez, ACA
  - Head of Business Analytics team for Latin America at AON Reinsurance Solutions




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## Latin America Market Overview

Camilo González




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## LATAM INSURANCE OVERVIEW




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## Poll Question 1?

What is your degree of knowledge of the LatAm insurance / reinsurance market?

1. None
2. Little
3. Great
4. Full




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## Poll Results




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## INSURANCE MARKET Premium Size and development




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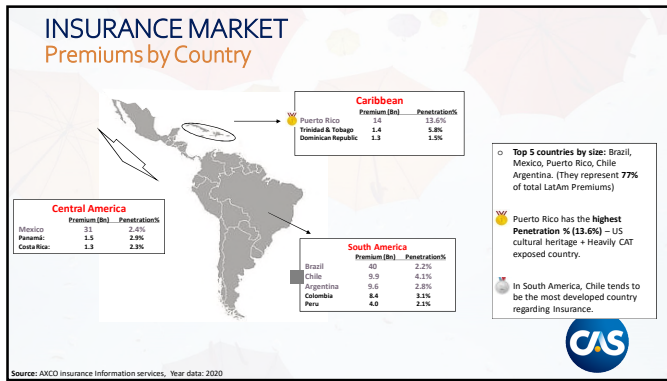
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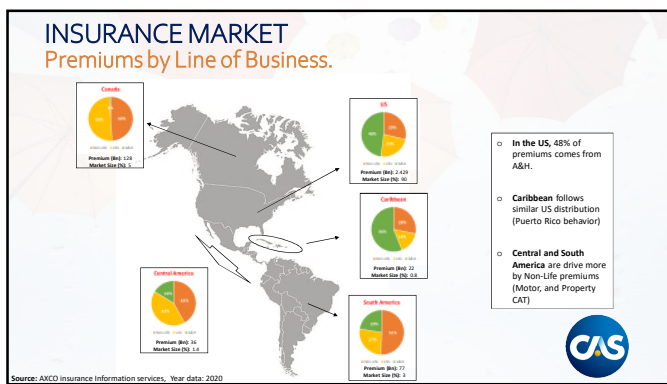
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## Poll Question 2?

What do you think is the most critical Nat-CAT peril in LatAm?

1. Windstorm
2. Wildfires
3. Earthquake
4. Flood




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## Poll Results




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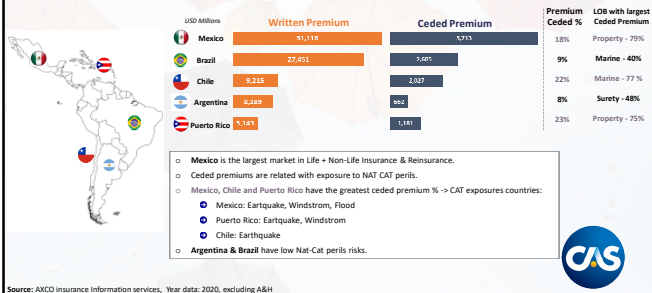
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## RE-INSURANCE MARKET Reinsurance Premiums (Top 5 countries)\*

\* Only Life + Non-Life LOB: ABH is difficult to capture for reinsurance statistics.



Source: AXCO Insurance Information services. Year data: 2020, excluding ABH




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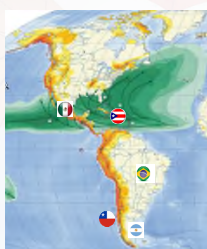
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## RE-INSURANCE MARKET Nat CAT Perils map



Windstorm



Earthquake



Flood

Caribbean  
Central America

Caribbean  
Central America

East - South America  
"Ring of fire"

Central America  
South America



Source: NATHAN world map - Munich RE

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RE-INSURANCE MARKET Data constraints & Challenges					
	Mexico	Brazil	Puerto Rico	Chile	Argentina
Severity / Premium trend	Inflation (%) *: 3.4% RoX (%) **: -17%	Inflation (%) *: 6.1% RoX (%) **: -10%	Inflation (%) *: 0.1% RoX (%) **: N/A	Inflation (%) *: 3.1% RoX (%) **: -17%	Inflation (%) *: 43% RoX (%) **: 40%
On – level factors	Rarely given	Rarely given	High culture in reinsurance, market analysts.	Rarely given	Rarely given
Triangles / LDFs	Rarely given	Rarely given	Triangles by LDB	Rarely given	Triangles by LDB. Required by regulator.
CAT modelling	Detailed and Aggregate level. Model used: ERN (local)	Very sparse. Low CAT concerns	Detailed level Data completeness 58% Model used: RMS	Detailed level Data completeness 50% Model used: RMS	Very sparse. Low CAT concerns

\* Annual inflation based on central banks  
\*\* Rate of Exchange (local currency vs USD) annual devaluation, based on central banks

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## Overview of Analytics

Duare Perez Alonso

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**Insurance is changing**

**The need to evolve and adapt to ever-changing environmental challenge is constant...**

**Shifting market dynamics**

- Competitive and mature conditions
- Regulatory landscape/focus
- Limited traditional growth
- Need for greater efficiency

**Changing consumer preferences**

- Increasing value expectations
- Dynamic engagement
- Emerging new protection needs
- More personalisation

**Evolving new technologies**

- The digital customer and robo advice
- Big data and block chain
- Predictive and artificial intelligence
- New engagement platforms

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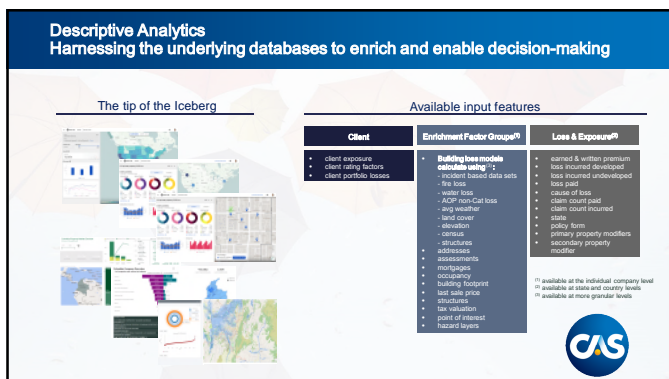
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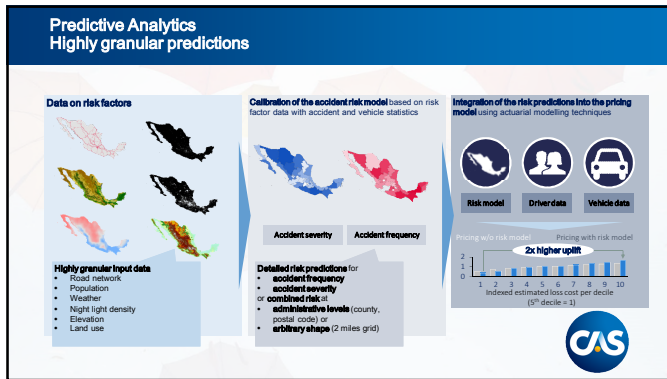
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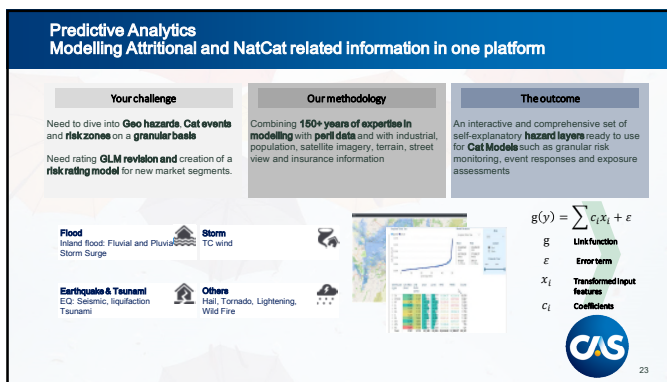
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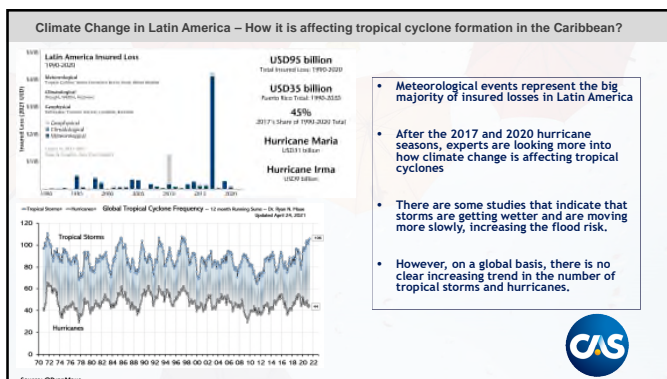
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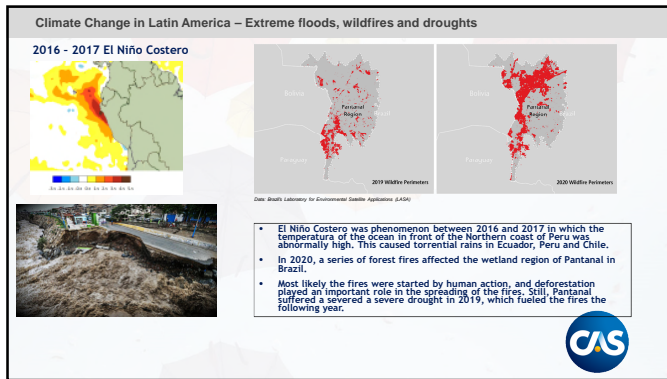
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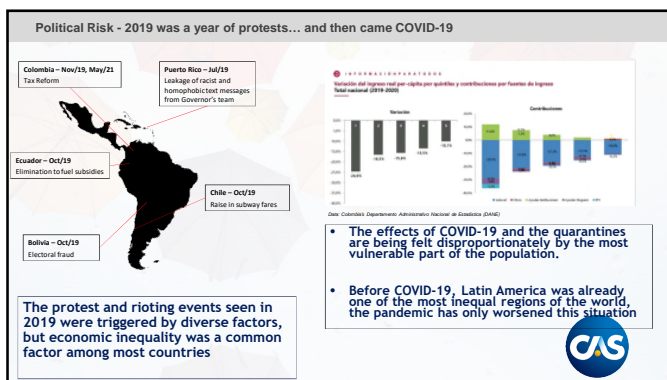
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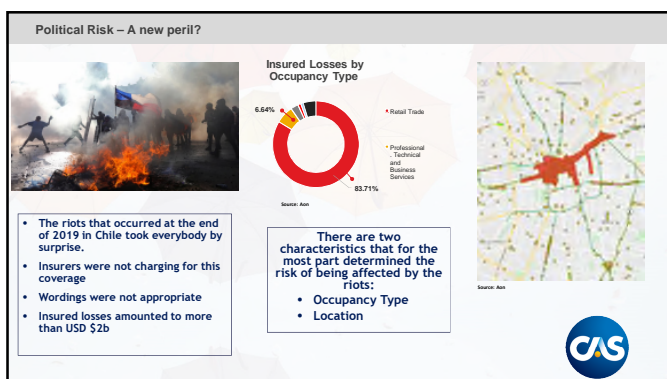
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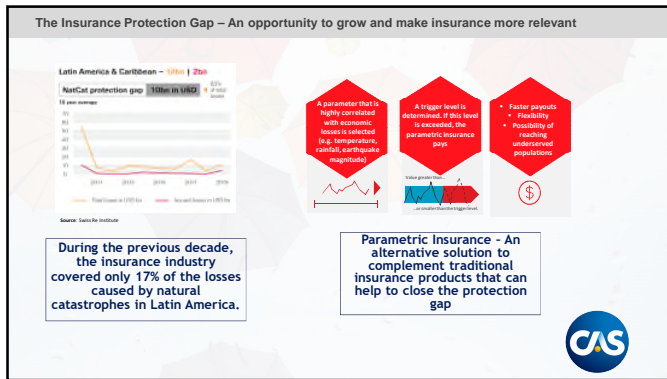
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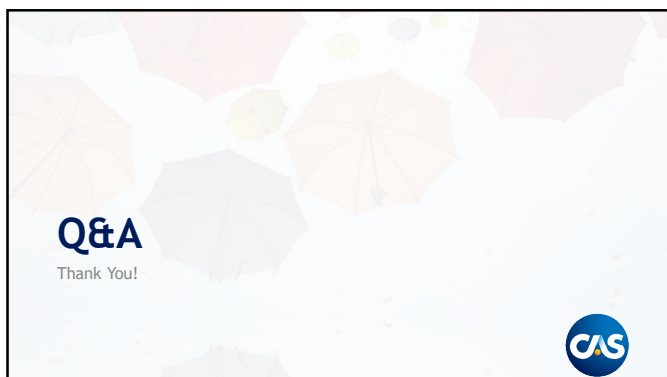
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