



Fundación **MAPFRE**

2020 RANKING OF
INSURANCE GROUPS IN
LATIN AMERICA

MAPFRE Σconomics

2020 Ranking of insurance groups in Latin America

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Presentation

The *2020 Ranking of Insurance Groups in Latin America* presents the situation of the different insurance groups operating in the region according to the criterion of their annual written premiums. This year, due to the strong impact of the crisis caused by the COVID-19 pandemic on the global economy, in general and in Latin America in particular, the analysis has considered the abstraction of the effect that the volatility of the exchange rate has had. In this respect, two exchange rates have been considered for analytical purposes in the report: On the one hand, a *constant exchange rate* without the pernicious effect caused by the abrupt and sudden devaluation of currencies and, on the other hand, the *average exchange rate* of the year as in previous years, which includes this effect. As such, this report aims to dynamically observe how the main insurance market agents have performed, focusing on both growth and contribution to the concentration levels of the industry. A dynamic overview of performance indicators for the main insurance groups operating in Latin America is thus provided for 2010–2020. Also, in order to distinguish trends from specific moments in time, the analysis has been divided into dynamics observed in the last decade and specific dynamics recorded in the last year.

Under the first criterion of analysis (*constant exchange rate*), the analysis carried out shows that the insurance industry in Latin America barely grew 0.2% in 2020. The solid performance of the Non-Life insurance industry, which grew 3.9%, was offset by a slowdown in premium volume growth in the Life line of -4.1%. However, analyzed with the *average exchange rate*, as in other years, the insurance business in the region showed a fall of -12.6% in 2020. The Life line decreased by -18.7% and was more affected than the Non-Life line, which had a slowdown in the growth of the premium volume of -7.3%.

The Life insurance segment, which accounts for 43% of the total market in the region, has been strongly affected by the economic impact of the COVID-19 pandemic in 2020, as well as by the devaluation of some currencies, especially in Brazil and Mexico, markets that have a 52% and 22% share of the regional total, respectively, and whose average exchange rates depreciated by 31% and 12% in 2020, in each case. This slowdown in growth dynamics particularly affected Brazilian groups in the Life insurance segment, reducing the gap between their followers in the ranking. This behavior has also meant that the concentration of the region's insurance industry analyzed from the perspective of the performance of the large insurance groups has decreased (the Herfindahl index was 539.4 in 2020, compared to 596.3 in 2019).

With regard to the Non-Life insurance industry, which accounts for 57% of the total insurance market in the region, the latter also appears to have suffered the consequences of the pandemic, although to a lesser extent with regard to the case of the Life line. In this case, the concentration remains relatively low and, as in the case of the Life industry, it has also decreased (the Herfindahl index in 2020 was 199.5 compared to 208.3 in 2019). All of the above has led to a lower concentration for the insurance industry as a whole in the region during 2020, the Herfindahl index of which rose from 247.2 in 2019 to 217.7 in 2020; A trend that, both for the total market, as well as for Life and Non-Life industries, is moderated by analyzing it under the assumption of a *constant exchange rate*.

MAPFRE Economics

1. Total ranking

Size and growth

The spread of the COVID-19 pandemic in 2020 had a strong impact on the global economy in general and on Latin America in particular. For this reason, this edition of the report has considered, for analytical purposes, the abstraction of the effect that exchange rate volatility has had on the size and growth of insurance activity in the region, as well as of the largest insurance groups operating there. In this respect, two exchange rates have been considered for analytical purposes in the report: First, a *constant exchange rate* without the pernicious effect caused by the abrupt and sudden devaluation of the currencies, and second, the *average exchange rate* of the year as in previous years of this report, which includes this currency effect.

Analysis with constant exchange rate

Against the backdrop of a sharp drop in the dynamics of global economic activity triggered by a shock totally different from those that had caused the most recent economic crises, Latin America has been one of the regions most affected by the COVID-19 pandemic due to a weak economic policy response (low fiscal space), poor preparedness and capacity of health care, and pre-existing imbalances and vulnerabilities (low savings, external vulnerability, dependence on the commodity cycle and the tourism sector).

In this context, and under the assumption of a *constant exchange rate analysis*, the insurance markets of Mexico and Brazil, the two largest in the region, suffered a stagnation in premiums in 2020. In Mexico, growth was just 0.2% (11.1% in 2019), and Brazil, there was a slowdown in nominal growth (1.1% compared to 11.4% in 2019). In Mexico in particular, the adoption of fiscal and monetary measures to deal with the

economic contraction caused by the pandemic has been more limited than in other economies of the region. This economic environment has adversely affected the development of the insurance industry, particularly the Non-Life business that accumulated a nominal decline in the year 2020 of close to -0.8% (also influenced by the effect of the contraction in 2019 of a significant biennial policy). In addition, the interest rate environment was favorable in the Mexican and Brazilian markets for the development of Life savings and annuity insurances, by offering a positive term premium. This managed to reduce the impact of the strong economic contraction in 2020 with a Life business that grew in nominal terms by 1.4% in Mexico and 0.4% in Brazil.

In Latin America, except for Chile, Panama, Ecuador and Peru, the rest of the region's insurance markets performed positively in 2020, with a nominal increase in local currency of 56.9% in Argentina and 12.1% in Uruguay. This generalized growth in total premium volume, valued in US dollars (USD), shows a heterogeneous trend determined by the different patterns of exchange rate behavior in the region. Thus, and under the assumption of analysis of a constant exchange rate, while in the Non-Life line the premium volume grew 3.9% measured in dollars, in the Life sector, growth was -4.1%. The decrease in the market measured in dollars in Chile (-20.0%), Panama (-3.2%), Ecuador (-5.6%) and Peru (-0.2%) was joined by Brazil (-2.9%) and Nicaragua (-0.4%). By contrast, the following stood out for having obtained growth in 2020 in the total premium volume valued in dollars (under the assumption of a constant exchange rate analysis): Mexico (2.6%), Puerto Rico (4.7%), Uruguay (5.8%) and Argentina (26.4%).

Latin American insurance market premium revenue in 2020 increased to 153.4 billion

dollars, a figure very similar to the previous year, with a growth of just 0.2% (322 billion dollars more than in 2019). The Non-Life insurance business grew 3.9%, compared to the decline in the Life line of -4.1%. It is important to note that, as was the case in 2019, certain currencies in the region depreciated against the US dollar. This situation, together with the global pandemic, dragged down the upward performance of the insurance market in the region. As a result, this year the trend of premium growth that had been seen for the last ten years in the region came to a halt, with three of the five main groups (Brasilprev, Bradesco and MAPFRE) contributing negatively to growth. Special mention should be made to the case of Itaú, which, although far from being in the top rankings, also contributed negatively to growth with -1.33 billion dollars.

Analysis with average exchange rate

However, by analyzing the overall behavior of the total premium volume valued in dollars, but using an *average exchange rate* that encompasses the exchange rate effects derived from the pandemic, the total volume of premiums in Latin America fell by -12.6% in 2020 (+11.1% in 2019); a trend that compares unfavorably against the stagnation in growth observed under the hypothesis of a *constant exchange rate* analyzed in the previous section of 0.2%. This clearly shows the important impact of the exchange rate effect on the growth of the region's insurance industry in 2020. The Non-Life line, far from growing (the premium volumes grew 3.9% measured in dollars at a *constant exchange rate*) decreased by -7.3%, valued at an *average exchange rate* (-1.0% in 2019). In the Life line, the impact was even greater, with a drop of -18.7% (-4.1% isolating the exchange rate effect), while in 2019 it had a growth of 5.1%.

In addition to the countries mentioned in the previous paragraph that experienced a decrease in the market measured in dollars with a *constant exchange rate*, Mexico (-10.2%), Colombia (-10.0%), Uruguay (-5.9%) and Paraguay (-3.2%) also experienced declines. It should be noted that two countries, Brazil

(-22.6%) and Chile (-22.5%) fell at a pace above the market average (-12.6%). By contrast, the following stood out for having obtained growth in 2020 in the total premium volume valued in dollars Puerto Rico (4.7%), which was not affected by the exchange rate, and Argentina (7.1%).

Thus, valued at an *average exchange rate*, premium income in the region decreased by -12.6% to 133.9 billion. It is important to note that the currency depreciation has been even greater than that of 2019, although for completely different reasons, since this is not a payment balance adjustment; rather, it is the effect of the crisis of activity and confidence produced by the COVID-19 pandemic. Thus, certain currencies in the region depreciated against the US dollar, mainly the Brazilian real (-31%) and the Argentine peso (-46%). Measured as the average exchange rate weighted by the size of each market, the contraction of the Latin American market was close to 19% (excluding Venezuela).

Valued at the average exchange rate, in 2020 only five insurance groups out of the 25 analyzed for the purposes of this ranking contributed positively to growth in 2020 (Triple-S, Innovacare, Allianz, MCS and Sancor). For the most part, they had an exchange rate pegged to the dollar, which has isolated the nominal development of their premiums from the effect of the shock on the exchange rates described above.

Corporate changes

Despite a complex economic crisis situation caused by the pandemic, M&A operations did not stop. With regard to the main mergers and acquisitions, it should be noted that in October 2020, Orígenes Seguros de Retiro, S.A. acquired 100% of MetLife Seguros de Retiro's share package, mainly affecting the Argentine market¹. Zurich Insurance Group entered into an agreement to acquire the operations of the Australian insurer QBE Insurance Group Limited (QBE) in Latin America for a total price of 409 million dollars, subject to closing adjustments. With respect to QBE, this operation

completes its withdrawal from Argentina and Latin America. In Argentina, QBE had already sold its occupational risk insurer to the Werthein Group in 2015².

In Brazil, the most notable agreement is the acquisition of operations on the Automobile and Basic Insurance lines of Brazilian insurance company SulAmérica by the Allianz group after the agreement was signed in August 2019³. In Chile, on December 30, 2019, the contract for the sale of shares underwritten on September 13, 2019 was authorized by the *Fiscalía Nacional Económica* (National Economic Prosecutor's Office) and the Commission for the Financial Market (CMF), as a result of which, on December 30, Banchile Seguros de Vida and SegChile Seguros Generales became part of the multinational company Chubb INA International Holdings⁴. Also in Chile, Mutua Madrileña exercised the purchase option that allowed it to expand its stake in the Chilean insurer BCI Seguros from 40% to 60%⁵.

In addition, in the Dominican Republic, in the first quarter of 2020, MAPFRE reached an agreement with the León BHD Financial Center with the Spanish company acquiring 51% of the health insurance company ARS Palic, and changed its name to MAPFRE Salud ARS⁶. Likewise, in El Salvador, Imperia received authorization to purchase Scotiabank and Scotia Seguros⁷.

Mexico's insurance market featured two major mergers and one acquisition. In May, the Banorte Financial Group (Banorte Group) announced that Mexico's regulators gave final approval for the merger of its Pensiones Banorte unit (Pensiones Banorte) with Pensiones Sura (Pensiones Sura), which was announced in November 2019⁸. The authorization to close the sale of the annuities portfolio in that country was also announced in May, which was communicated to the market on November 29, 2019. This operation included the transfer of 15,000 policies of the Sura group, as well as approximately 574 million dollars of assets. In addition, Sanitas' parent company (BUPA México) announced the acquisition of the Vitamédica subsidiary from

BBVA, a health service provider that manages the health policies of BBVA Mexico and Citibanamex. Finally, in Uruguay, Suramericana bought 100% of Vinnyc and Russman⁹ shares. In Paraguay, Providencia de Seguros was acquired by Itaú. The economic effects of this will be seen in 2021¹⁰.

Premium ranking in 2020

Analysis with constant exchange rate

Table 1-a presents the ranking of insurance groups in Latin America in 2020, under the analytical assumption of the use of a *constant exchange rate*. In accordance with this analysis framework, the Brazilian group Brasilprev ranked first in the total ranking this year with a market share of 6.1%, surpassing Bradesco, whose market share was 5.8% (6.6% in 2019). It should be noted that the premiums of both groups decreased in 2020 as a result of the complex environment produced by the pandemic. Brasilprev fell by -6.4% (631.6 million less than in 2019) and Bradesco by -12.4% (1.26 billion less than the previous year). Bradesco's higher drop in market share meant it was surpassed by Brasilprev. Thus, Bradesco lost 3.02 billion reais in the Life line, with lower turnover from VGBL private pension plans (which went from 25.56 billion reais in 2019 to 22.73 billion reais) in 2020¹¹.

Zurich took third place in the 2020 ranking, adding 99 million more premiums than the previous year, which translated into a growth of 1.1% and allowed it to maintain the same market share of 5.7% as the previous year. As such, it overtook MAPFRE in the ranking, which this year ranked fourth with a premium volume of 450.6 million dollars lower than last year, i.e., a decline of -5.2% and a market share that went from 5.7% in 2019 to 5.4% in 2020. In the case of MAPFRE, its growth was also influenced by the effect of the renewal in 2019 of a major biennial policy, which is no longer counted on the 2020 premiums. In addition, it must be pointed out that Zurich has entered into an agreement to acquire the operations of the Australian insurer QBE Insurance Group Limited

Table 1-a
 Total market: Overall ranking of insurance groups in Latin America, 2020
 (analysis with constant exchange rate)
 Ranking by premium volume

| No. | 2020 Variation vs. 2019 | Groups | Country | Premiums (millions of USD) | | | | | Market share 2020 [2]* |
|-----|-------------------------|---------------------------|---------------|----------------------------|-------|-------|------------------|------------------|------------------------|
| | | | | 2010 | 2019 | 2020 | Δ 2019-2010 [1]* | Δ 2020-2019 [1]* | |
| 1 | ▲ 1 | BRASILPREV ¹ | Brazil | 4289 | 9942 | 9311 | 5653.0 | -631.6 | 6.1% |
| 2 | ▼ -1 | BRASESCO | Brazil | 10527 | 10132 | 8871 | -394.9 | -1260.4 | 5.8% |
| 3 | ▲ 1 | ZURICH | Switzerland | 2030 | 8679 | 8779 | 6649.2 | 99.3 | 5.7% |
| 4 | ▼ -1 | MAPFRE | Spain | 9001 | 8729 | 8279 | -271.2 | -450.6 | 5.4% |
| 5 | ◊ 0 | CNP ASSURANCES | France | 2755 | 7269 | 8043 | 4514.0 | 774.3 | 5.2% |
| 6 | ◊ 0 | METLIFE | United States | 4756 | 4784 | 4521 | 28.2 | -262.9 | 2.9% |
| 7 | ▲ 1 | GRUPO SURA ² | Colombia | 1479 | 4226 | 4391 | 2746.4 | 165.3 | 2.9% |
| 8 | ▲ 1 | GRUPO NACIONAL PROVINCIAL | Mexico | 2286 | 4017 | 4313 | 1730.2 | 296.7 | 2.8% |
| 9 | ▲ 2 | TRIPLE-S | Puerto Rico | 2382 | 3269 | 3721 | 886.2 | 452.3 | 2.4% |
| 10 | ▲ 2 | INNOVACARE | United States | 1839 | 3311 | 3675 | 1472.0 | 364.5 | 2.4% |
| 11 | ▼ -1 | PORTO SEGURO | Brazil | 4035 | 3413 | 3380 | -621.8 | -32.6 | 2.2% |
| 12 | ▲ 4 | ALLIANZ | Germany | 2297 | 2374 | 3335 | 77.1 | 961.0 | 2.2% |
| 13 | ▲ 1 | BBVA | Spain | 2242 | 3018 | 3104 | 776.4 | 86.0 | 2.0% |
| 14 | ▼ -7 | ITAÚ | Brazil | 7046 | 4309 | 2977 | -2737.4 | -1,331.9 | 1.9% |
| 15 | ▼ -2 | AXA | France | 2099 | 3019 | 2934 | 920.0 | -85.2 | 1.9% |
| 16 | ▼ -1 | CHUBB | Switzerland | 645 | 2883 | 2699 | 2238.4 | -183.7 | 1.8% |
| 17 | ◊ 0 | MCS | United States | 2032 | 2100 | 2333 | 68.4 | 232.9 | 1.5% |
| 18 | ▲ 2 | BANORTE | Mexico | 1109 | 1976 | 2194 | 867.0 | 217.7 | 1.4% |
| 19 | ◊ 0 | TALANX | Germany | 1021 | 2077 | 2072 | 1055.3 | -5.2 | 1.4% |
| 20 | ▲ 2 | QUÁLITAS | Mexico | 778 | 1815 | 1,816 | 1037.5 | 0.9 | 1.2% |
| 21 | ◊ 0 | LIBERTY MUTUAL | United States | 3316 | 1951 | 1793 | -1365.7 | -158.0 | 1.2% |
| 22 | ▲ 2 | NEW YORK LIFE | United States | 975 | 1589 | 1750 | 613.8 | 160.8 | 1.1% |
| 23 | ▲ 6 | SANCOR | Argentina | 905 | 1253 | 1709 | 348.8 | 456.0 | 1.1% |
| 24 | ▲ 1 | TOKIO MARINE | Japan | 1030 | 1527 | 1652 | 496.8 | 124.7 | 1.1% |
| 25 | ▼ -7 | BANAMEX | United States | 793 | 2077 | 1628 | 1284.6 | -449.1 | 1.1% |

| | | | | | | |
|-----------------------------|---------|---------|---------|----------|--------|--------|
| Top 10 total | 41,343 | 64,357 | 63,903 | 23,013.0 | -453.1 | 41.6% |
| Top 25 total | 71,666 | 99,739 | 99,280 | 28,072.3 | -458.6 | 64.7% |
| Sector total | 123,291 | 153,113 | 153,435 | 29,822.0 | 321.8 | 100.0% |
| Herfindahl index [3]* | 239.2 | 246.2 | 233.9 | | | |
| Top-10 representativeness % | 33.5 | 42.0 | 41.6 | | | |
| Top-25 representativeness % | 58.1 | 65.1 | 64.7 | | | |

Source: MAPFRE Economics (based on data from supervisory bodies in the region)

¹ Contribution from Banco de Brasil and Principal Financial Group

² Suramericana until 2017.

* See the "Data and metrics" section of this report

▲ Rises in the ranking

◊ Maintains ranking position

▼ Falls in the ranking

(QBE) in Latin America for a total price of 409 million dollars, subject to closing adjustments.

With respect to the overall ranking formed under the analytical assumption of a constant exchange rate, the 25 largest insurance groups included in the ranking recorded 458.6 billion dollars fewer in premiums in 2020, a decrease of -0.5% compared to the previous year's sample¹². If this is reduced to the ten largest groups, that annual growth was -0.7%.

In this version, the 2020 ranking, the Sancor group regained a spot among the top 25, supplanting French company Cardif. The Argentine insurance market, despite the inflationary effect, had a nominal growth of 56.9% in local currency and 26.4% in dollars. This growth of Argentine insurers and multinationals that have subsidiaries in that country led to the Argentine group Sancor's return to the overall ranking in twenty-third place, as well as the appearance of Provincia, La Segunda and La Federación Patronal de Seguros, in the rankings for Non-Life lines.

It is noteworthy that the first five insurance groups (with minor shifts) remained the same as the previous year, but the impact of the pandemic has been higher in terms of growth for this segment than in the rest of the 20 insurance groups that make up the ranking. The latter's technical performance improved, with only four of them earning less than the previous year in terms of premium volume. They have had a positive balance sheet of 1.01 billion dollars in premiums compared to the previous year. In addition, the premium revenue of the first five declined overall by 1.47 billion dollars. Only two of them, Zurich (+99.3 million dollars) and CNP Assurances (+774.3 million dollars), increased turnover compared to the previous year.

With regard to the rest of the relative positions not mentioned in this version of the ranking under the assumption of a constant exchange rate, the most notable were the insurance groups that climbed the most spots on the ranking. Ignoring the previously mentioned case of Sancor, which went up six places compared to

the previous year, Allianz did the same by climbing four places to reach twelfth place. Moreover, five insurance groups (Triple-S, Innovacare, Banorte, Quálitas and New York Life) went up two places in the 2020 ranking. These increases were offset by Porto Seguro and Chubb, which each fell one place in the ranking. Itaú experienced an even greater drop, finding itself seven places away from the top position, as did Axa, which fell two places, ranking in fifteenth place. Meanwhile, CNP Assurances, MetLife, MCS, Talanx and Liberty Mutual managed to maintain the same positions as the previous year. Itaú's decline was largely due to the performance of its Life business, with a fall in the sale of VGBL accrual plans of -35% in local currency¹³, which explains the -30.9% decline in its dollar premiums. It is important to remember that the acquisition of operations on the Automobile and Basic Insurance lines of Brazilian insurance company SulAmérica by the Allianz group has had a positive impact on the company.

Analysis with average exchange rate

Table 1-b presents a new version of the ranking of the insurance groups in Latin America in 2020, but using the *average exchange rate* of 2020; that is, making explicit the effect of the exchange rate on the premiums of the insurance groups considered. In this case, the Brazilian group Brasilprev ranked first in the total ranking this year with a market share of 5.5%, surpassing Bradesco, whose market share was 5.3% (6.6% in 2019), which fell three positions to fourth. It is worth pointing out that the premiums of the main groups decreased in 2020 as a result of the complex environment caused by the pandemic: Brasilprev fell -25.3% (2.52 billion less than in 2019), while the production of Zurich, MAPFRE and Bradesco fell by -15.5%, -18.4% and -30.2%, respectively. In this way, the gap between the Brazilian insurance groups in the total ranking and their competitors was reduced in 2020 due to the exchange rate effect.

Table 1-b
Total market: Overall ranking of insurance groups in Latin America, 2020
 (analysis with average exchange rate)
 Ranking by premium volume

| No. | 2020 Variation vs. 2019 | Groups | Country | Premiums (millions of USD) | | | | | Market share 2020 [2]* |
|-----|-------------------------|---------------------------|---------------|----------------------------|-------|------|------------------|------------------|------------------------|
| | | | | 2010 | 2019 | 2020 | Δ 2019-2010 [1]* | Δ 2020-2019 [1]* | |
| 1 | ▲ 1 | BRASILPREV ¹ | Brazil | 4289 | 9942 | 7423 | 5653.0 | -2519.3 | 5.5% |
| 2 | ▲ 2 | ZURICH | Switzerland | 2030 | 8679 | 7334 | 6649.2 | -1345.4 | 5.5% |
| 3 | ◊ 0 | MAPFRE | Spain | 9001 | 8729 | 7119 | -271.2 | -1610.2 | 5.3% |
| 4 | ▼ -3 | BRADESCO | Brazil | 10527 | 10132 | 7073 | -394.9 | -3059.0 | 5.3% |
| 5 | ◊ 0 | CNP ASSURANCES | France | 2755 | 7269 | 6414 | 4514.0 | -854.8 | 4.8% |
| 6 | ◊ 0 | METLIFE | United States | 4756 | 4784 | 4022 | 28.2 | -761.8 | 3.0% |
| 7 | ▲ 1 | GRUPO SURA ² | Colombia | 1479 | 4226 | 3970 | 2746.4 | -255.5 | 3.0% |
| 8 | ▲ 1 | GRUPO NACIONAL PROVINCIAL | Mexico | 2286 | 4017 | 3775 | 1730.2 | -241.5 | 2.8% |
| 9 | ▲ 2 | TRIPLE-S | Puerto Rico | 2382 | 3269 | 3720 | 886.2 | 452.0 | 2.8% |
| 10 | ▲ 2 | INNOVACARE | United States | 1839 | 3311 | 3675 | 1472.0 | 364.5 | 2.7% |
| 11 | ▲ 5 | ALLIANZ | Germany | 2297 | 2374 | 2790 | 77.1 | 415.8 | 2.1% |
| 12 | ▲ 2 | BBVA | Spain | 2242 | 3018 | 2717 | 776.4 | -301.6 | 2.0% |
| 13 | ▼ -3 | PORTO SEGURO | Brazil | 4035 | 3413 | 2703 | -621.8 | -710.4 | 2.0% |
| 14 | ▼ -1 | AXA | France | 2099 | 3019 | 2563 | 920.0 | -456.0 | 1.9% |
| 15 | ◊ 0 | CHUBB | Switzerland | 645 | 2883 | 2414 | 2238.4 | -469.3 | 1.8% |
| 16 | ▼ -9 | ITAÚ | Brazil | 7046 | 4309 | 2373 | -2737.4 | -1,935.4 | 1.8% |
| 17 | ◊ 0 | MCS | United States | 2032 | 2100 | 2333 | 68.4 | 232.9 | 1.7% |
| 18 | ▲ 2 | BANORTE | Mexico | 1109 | 1976 | 1920 | 867.0 | -56.1 | 1.4% |
| 19 | ◊ 0 | TALANX | Germany | 1021 | 2077 | 1762 | 1055.3 | -314.3 | 1.3% |
| 20 | ▲ 2 | QUÁLITAS | Mexico | 778 | 1815 | 1594 | 1037.5 | -221.3 | 1.2% |
| 21 | ◊ 0 | LIBERTY MUTUAL | United States | 3316 | 1951 | 1537 | -1365.7 | -414.1 | 1.1% |
| 22 | ▲ 2 | NEW YORK LIFE | United States | 975 | 1589 | 1532 | 613.8 | -57.0 | 1.1% |
| 23 | ▲ 6 | SANCOR | Argentina | 905 | 1253 | 1448 | 348.8 | 194.6 | 1.1% |
| 24 | ▼ -6 | BANAMEX | United States | 793 | 2077 | 1425 | 1284.6 | -652.3 | 1.1% |
| 25 | ◊ 0 | TOKIO MARINE | Japan | 1030 | 1527 | 1322 | 496.8 | -205.1 | 1.0% |

| | | | | | | |
|-----------------------------|---------|---------|---------|----------|----------|--------|
| Top 10 total | 41,343 | 64,357 | 54,525 | 23,013.0 | -9831.1 | 40.7% |
| Top 25 total | 71,666 | 99,739 | 84,958 | 28,072.3 | -14780.7 | 63.5% |
| Sector total | 123,291 | 153,113 | 133,871 | 29,822.0 | -19241.6 | 100.0% |
| Herfindahl index [3]* | 239.2 | 246.2 | 217.7 | | | |
| Top-10 representativeness % | 33.5 | 42.0 | 40.7 | | | |
| Top-25 representativeness % | 58.1 | 65.1 | 63.5 | | | |

Source: MAPFRE Economics (based on data from supervisory bodies in the region)

¹ Contribution from Banco de Brasil and Principal Financial Group

² Suramericana until 2017.

* See the "Data and metrics" section of this report

▲ Rises in the ranking

◊ Maintains ranking position

▼ Falls in the ranking

Zurich took second place in the 2020 ranking, using an *average exchange rate*, which was able to contain the loss in 1.35 billion less of premiums with respect to the previous year, and allowed it to maintain a market share of 5.48%. As such, it was ranked second, above MAPFRE, which this year maintained third place with a premium volume of 1.61 billion less than last year, i.e., a decline of -18.4% and with a market share that went from 5.7% in 2019 to 5.3% in 2020.

With respect to the overall ranking, the 25 largest insurance groups included in the ranking recorded 14.78 billion dollars fewer in premiums in 2020, a decrease of -14.8% compared to the previous year's sample. If this is reduced to the 10 largest groups, that annual growth was -15.3%. In addition, although the top five insurance groups (switching positions) remain the same as the previous year, it is observed that the impact of the pandemic has been higher in terms of growth for this industry.

It must be emphasized that the Argentine insurance market, despite the inflationary effect and devaluation of the peso, had a nominal growth of 56.9% in local currency and 7.1% in dollars. As was indicated earlier, this growth of Argentine insurers and multinationals that have subsidiaries in that country led to the Argentine group Sancor's return to the overall ranking in twenty-third place, as well as the appearance of Provincia, La Segunda and La Federación Patronal de Seguros, in the rankings for Non-Life lines.

Market share

Analysis with constant exchange rate

Under the analytical criterion using a constant exchange rate, Chart 1-a shows that Brasilprev led the 2020 ranking of the largest insurance groups operating in Latin America with a market share of 6.1%, followed by Bradesco (5.8%), Zurich (5.7%) and MAPFRE (5.4%). Compared to 2019, only Zurich maintained virtually the same market share. Meanwhile, Brasilprev lost 0.4 percentage points, slightly less than Bradesco's market

share loss of 5.8%—0.8 percentage points lower than the previous year, and MAPFRE had -0.03 percentage points less than 2019 (see Chart 1-b).

The stagnation with respect to the previous year (the Brazilian market has only grown in local currency by 1.1%), has been one of the factors that have represented an impairment in the growth of the market share of the groups of this country, as well as those with large interests in the region. The effect is even greater when the growth is analyzed using an *average exchange rate*. In addition, and as shown above, it appears generally that large groups have felt the impact on their premium volumes as a result of the economic impact of the pandemic crisis more than insurance groups of a smaller relative size.

Finally, the market share performance for the groups comprising the 2020 ranking under the analytical assumption using a *constant exchange rate* are summarized in Chart 1-a, while the value of premiums and their medium-term trend (2010–2020) are detailed in Chart 1-b.

Analysis with average exchange rate

However using an *average exchange rate*, Chart 1-c shows the market share during 2020. Under this analysis, Brasilprev continues to lead the ranking of the largest insurance groups operating in Latin America this year with a market share of 5.54%, followed by Zurich (5.48%), MAPFRE (5.32%) and Bradesco (5.28%), with very similar shares. The latter insurer has been the one that has most been affected by currency devaluation, moving from second place (using a *constant exchange rate*) to fourth.

Compared to 2019, of the five groups that lead the ranking, only CNP Assurances increased its market share from 4.7% to 4.8%. The first four insurers decreased their market share, but while Zurich managed to climb two positions from the previous year with a share that fell from 5.7% to 5.5%, Brasilprev lost 1.3 percentage points in market share. For its part,

Chart 1-a
Total market: Market share in 2020
(analysis with constant exchange rate)

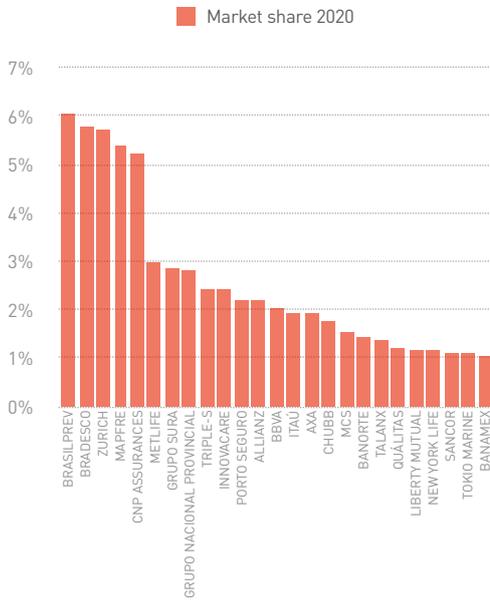
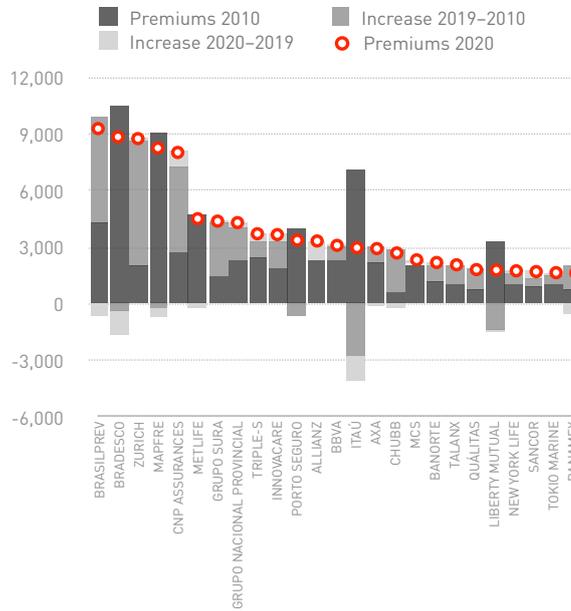


Chart 1-b
Total market: Market size and growth
in 2020 (analysis with constant exchange rate)



Source: MAPFRE Economics (based on data from supervisory bodies in the region)

Chart 1-c
Total market: Market share in 2020
(analysis with average exchange rate)

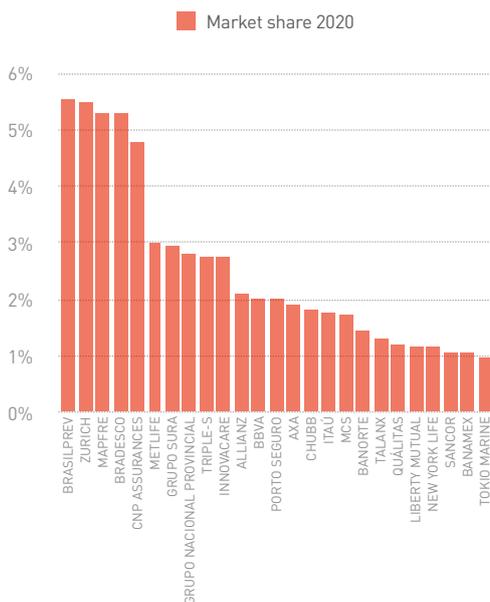
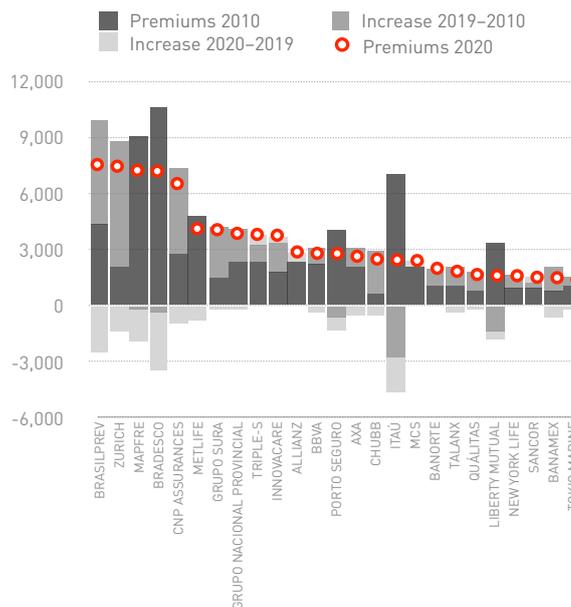


Chart 1-d
Total market: Market size and growth
in 2020 (analysis with average exchange rate)



Source: MAPFRE Economics (based on data from supervisory bodies in the region)

MAPFRE group held third position in the ranking with a share of 5.3%. This makes it the group that, due to its greater geographic diversification in the region, has been least affected by the depreciation of some of the Latin American currencies, when compared to the case analyzed based on the use of a constant exchange rate. At the same time, it is the group that has seen its total premium contract the least compared to 2019 compared to the analytical model.

The market share performance for the groups comprising the 2020 ranking under the analytical assumption using an average exchange rate are summarized in Chart 1-c, while the value of premiums and their medium-term trend (2010–2020) are detailed in Chart 1-d.

2. Non-Life ranking

Size and growth

Analysis with constant exchange rate

Under the analytical perspective that uses a *constant exchange rate*, the Non-Life industry of the Latin American insurance market grew 3.9% in 2020. Argentina (26.3%), Costa Rica (5.7%), Puerto Rico (5.5%) and Guatemala (4.0%) exceeded this market parameter, while Bolivia (-0.6%), El Salvador (-0.7%), Paraguay (-1.5%), Brazil (-1.6%), Chile (-3.4%), Panama (-3.7%) and Ecuador (-6.3%) saw a decline in their premium growth compared to the previous year.

In the case of Mexico, the growth measured in dollars (with a *constant exchange rate*) was 1.6%. It should be noted that, due to their weight in the region's insurance premiums, Brazil (with a share of 23.9% in Non-Life premiums) and Argentina (with a share of 19.2%) were the markets that had the greatest impact on the Non-Life line as a whole. Overall, the Non-Life insurance market in Latin America reported a total premium volume of 85.8 billion dollars in 2020, up 3.9% on the previous year and revealing market improvement of nearly 3.2 billion dollars in the last year.

As presented in Table 2-a, the 25 largest insurance groups operating in this market segment recorded 53.0 billion dollars in premiums in 2020, 4.9% higher than the previous year (50.5 billion). If we reduce the sample to the 10 largest insurance groups, revenue increased by 3.7%. It should be noted that with the exception of eight insurance groups, the rest of the top 25 groups increased their premiums compared to 2019 (see Table 2-a and Chart 2-b). Thus, the 25 largest insurance groups have contributed more than the previous year and have grown by 1.3% more than the top 10 insurance groups.

Analysis with average exchange rate

However, when analyzed based on the *average exchange rate*, the Non-Life industry of the Latin American insurance market fell by -7.3% in dollars during 2020, unlike the growth that would have resulted from the use of a *constant exchange rate*. Thus, the premiums market grew in Argentina (7.0%), Costa Rica (2.9%), Puerto Rico (5.5%) and Guatemala (3.7%). However, it is in Argentina where it has been shown that the exchange rate subject to inflation and impairment due to exchange rate volatility impeded greater growth as was shown in the analysis section with a *constant exchange rate*. In addition, it must be pointed out that the countries whose premium volume decreased more than the market total were Uruguay (-8.6%), Colombia (-9.0%), Mexico (-11.1%) and Brazil (-21.5%).

In local currency, the countries that grew the most were Argentina (56.8%), Uruguay (9.0%), Puerto Rico (5.5%) and Chile (5.5%), while Ecuador (-6.3%), Panama (-3.7%), Mexico (-0.8%), El Salvador (-0.7%) and Bolivia (-0.6%) were the only ones that suffered a drop in this segment compared to the previous year. As was indicated earlier, the loss of Mexico and Brazil in terms of its representativeness (which was already observed in the analysis with a *constant exchange rate*), was accentuated even more when taking into account the average exchange rate. Brazil moved from 23.9% of the share of Non-Life premiums to 21.3% with respect to the previous year, and Mexico (with 19.2% of the share with a constant exchange rate) dropped to 18.8%. Overall, the Non-Life insurance market in Latin America reported a premium volume of 76.5 billion dollars in 2020, -7.3% less than the previous year, around 6.0 million dollars less than in the last year (while it contracted -3.1% in the previous year).

Table 2-a
Non-Life market: Overall ranking of insurance groups in Latin America, 2020
 (analysis with constant exchange rate)
 Ranking by premium volume

| No. | 2020 Variation vs. 2019 | Groups | Country | Premiums (millions of USD) | | | | | Market share 2020 [2]* |
|-----|-------------------------|-----------------------------|---------------|----------------------------|------|------|------------------|------------------|------------------------|
| | | | | 2010 | 2019 | 2020 | Δ 2019-2010 [1]* | Δ 2020-2019 [1]* | |
| 1 | ◆ 0 | MAPFRE | Spain | 6927 | 6222 | 5588 | -705.0 | -634.6 | 6.5% |
| 2 | ▲ 2 | INNOVACARE | United States | 1839 | 3311 | 3675 | 1472.0 | 364.5 | 4.3% |
| 3 | ▲ 3 | TRIPLE-S | Puerto Rico | 2291 | 3086 | 3582 | 794.7 | 496.4 | 4.2% |
| 4 | ▼ -1 | GRUPO SURA ¹ | Colombia | 1026 | 3348 | 3497 | 2322.0 | 149.2 | 4.1% |
| 5 | ▼ -3 | ZURICH | Switzerland | 1421 | 3467 | 3310 | 2046.1 | -157.0 | 3.9% |
| 6 | ▼ -1 | PORTO SEGURO | Brazil | 3817 | 3163 | 3117 | -653.4 | -46.5 | 3.6% |
| 7 | ▲ 5 | ALLIANZ | Germany | 2037 | 1848 | 2697 | -188.5 | 849.0 | 3.1% |
| 8 | ▼ -1 | AXA | France | 1607 | 2511 | 2503 | 903.5 | -7.9 | 2.9% |
| 9 | ▼ -1 | CHUBB | Switzerland | 560 | 2452 | 2357 | 1891.7 | -95.0 | 2.7% |
| 10 | ◆ 0 | MCS | United States | 2029 | 2098 | 2331 | 68.9 | 233.0 | 2.7% |
| 11 | ▼ -2 | GRUPO NACIONAL PROVINCIAL | Mexico | 1387 | 2117 | 2305 | 730.0 | 187.9 | 2.7% |
| 12 | ▼ -1 | TALANX | Germany | 988 | 2036 | 2032 | 1047.5 | -3.8 | 2.4% |
| 13 | ▲ 1 | QUÁLITAS | Mexico | 778 | 1815 | 1816 | 1037.5 | 0.9 | 2.1% |
| 14 | ▼ -1 | LIBERTY MUTUAL | United States | 3198 | 1833 | 1672 | -1365.0 | -161.0 | 1.9% |
| 15 | ▲ 1 | TOKIO MARINE | Japan | 806 | 1446 | 1573 | 640.5 | 126.5 | 1.8% |
| 16 | ▲ 1 | SANCOR | Argentina | 861 | 1175 | 1571 | 313.8 | 395.9 | 1.8% |
| 17 | ▼ -2 | BRADESCO | Brazil | 2540 | 1717 | 1528 | -823.3 | -188.8 | 1.8% |
| 18 | ▲ 1 | FIRST MEDICAL HEALTH PLAN | United States | 563 | 1050 | 1231 | 487.5 | 181.0 | 1.4% |
| 19 | ▼ -1 | METLIFE | United States | 743 | 1061 | 1196 | 317.8 | 135.9 | 1.4% |
| 20 | ▲ 6 | FEDERACION PATRONAL SEGUROS | Argentina | 596 | 793 | 1000 | 197.0 | 207.2 | 1.2% |
| 21 | ◆ 0 | CNP ASSURANCES | France | 742 | 924 | 954 | 181.5 | 30.1 | 1.1% |
| 22 | ▲ 1 | INS | Costa Rica | 615 | 887 | 915 | 271.3 | 28.8 | 1.1% |
| 23 | ▲ 5 | PROVINCE | Argentina | 331 | 718 | 883 | 387.5 | 164.6 | 1.0% |
| 24 | ◆ 0 | RIMAC INTERNACIONAL | Peru | 525 | 809 | 853 | 284.2 | 43.6 | 1.0% |
| 25 | ▲ 9 | LA SEGUNDA | Argentina | 420 | 614 | 813 | 194.0 | 198.5 | 0.9% |

| | | | | | | |
|-----------------------------|--------|--------|--------|----------|---------|--------|
| Top 10 total | 23,554 | 31,506 | 32,657 | 7,952.2 | 1150.9 | 38.1% |
| Top 25 total | 38,648 | 50,502 | 53,000 | 11,854.0 | 2,498.3 | 61.8% |
| Sector total | 74,578 | 82,579 | 85,819 | 8,001.9 | 3,239.2 | 100.0% |
| Herfindahl index [3]* | 197.3 | 205.8 | 197.8 | | | |
| Top-10 representativeness % | 31.6 | 38.2 | 38.1 | | | |
| Top-25 representativeness % | 51.8 | 61.2 | 61.8 | | | |

Source: MAPFRE Economics (based on data from supervisory bodies in the region)

¹ Suramericana until 2017.

* See the "Data and metrics" section of this report

▲ Rises in the ranking
 ◆ Maintains ranking position
 ▼ Falls in the ranking

Table 2-b
Non-Life market: Overall ranking of insurance groups in Latin America, 2020
 (analysis with average exchange rate)
 Ranking by premium volume

| No. | 2020 Variation vs. 2019 | Groups | Country | Premiums (millions of USD) | | | | | Market share 2020 [2]* |
|-----|-------------------------|-----------------------------|---------------|----------------------------|------|------|------------------|-----------------|------------------------|
| | | | | 2010 | 2019 | 2020 | Δ 2019–2010 [1]* | Δ2020–2019 [1]* | |
| 1 | ◆ 0 | MAPFRE | Spain | 6927 | 6222 | 4881 | -705.0 | -1,341.0 | 6.4% |
| 2 | ▲ 2 | INNOVACARE | United States | 1839 | 3311 | 3675 | 1472.0 | 364.5 | 4.8% |
| 3 | ▲ 3 | TRIPLE-S | Puerto Rico | 2291 | 3086 | 3582 | 794.7 | 496.1 | 4.7% |
| 4 | ▼ -1 | GRUPO SURA ¹ | Colombia | 1026 | 3348 | 3152 | 2322.0 | -196.0 | 4.1% |
| 5 | ▼ -3 | ZURICH | Switzerland | 1421 | 3467 | 2832 | 2046.1 | -635.2 | 3.7% |
| 6 | ▼ -1 | PORTO SEGURO | Brazil | 3817 | 3163 | 2491 | -653.4 | -672.7 | 3.3% |
| 7 | ▲ 3 | MCS | United States | 2029 | 2098 | 2331 | 68.9 | 233.0 | 3.0% |
| 8 | ▲ 4 | ALLIANZ | Germany | 2037 | 1848 | 2236 | -188.5 | 387.5 | 2.9% |
| 9 | ▼ -2 | AXA | France | 1607 | 2511 | 2187 | 903.5 | -324.1 | 2.9% |
| 10 | ▼ -2 | CHUBB | Switzerland | 560 | 2452 | 2098 | 1891.7 | -354.1 | 2.7% |
| 11 | ▼ -2 | GRUPO NACIONAL PROVINCIAL | Mexico | 1387 | 2117 | 2018 | 730.0 | -99.7 | 2.6% |
| 12 | ▼ -1 | TALANX | Germany | 988 | 2036 | 1727 | 1047.5 | -308.7 | 2.3% |
| 13 | ▲ 1 | QUÁLITAS | Mexico | 778 | 1815 | 1594 | 1037.5 | -221.3 | 2.1% |
| 14 | ▼ -1 | LIBERTY MUTUAL | United States | 3198 | 1833 | 1435 | -1365.0 | -398.4 | 1.9% |
| 15 | ▲ 2 | SANCOR | Argentina | 861 | 1175 | 1333 | 313.8 | 157.3 | 1.7% |
| 16 | ◆ 0 | TOKIO MARINE | Japan | 806 | 1446 | 1258 | 640.5 | -187.6 | 1.6% |
| 17 | ▲ 2 | FIRST MEDICAL HEALTH PLAN | United States | 563 | 1050 | 1231 | 487.5 | 181.0 | 1.6% |
| 18 | ▼ -3 | BRADESCO | Brazil | 2540 | 1717 | 1218 | -823.3 | -498.6 | 1.6% |
| 19 | ▼ -1 | METLIFE | United States | 743 | 1061 | 1065 | 317.8 | 4.8 | 1.4% |
| 20 | ▲ 3 | INS | Costa Rica | 615 | 887 | 891 | 271.3 | 4.7 | 1.2% |
| 21 | ▲ 5 | FEDERACION PATRONAL SEGUROS | Argentina | 596 | 793 | 848 | 197.0 | 55.0 | 1.1% |
| 22 | ▲ 2 | RIMAC INTERNACIONAL | Peru | 525 | 809 | 810 | 284.2 | 0.7 | 1.1% |
| 23 | ▼ -2 | CNP ASSURANCES | France | 742 | 924 | 761 | 181.5 | -163.0 | 1.0% |
| 24 | ▲ 4 | PROVINCE | Argentina | 331 | 718 | 749 | 387.5 | 30.2 | 1.0% |
| 25 | ▲ 9 | LA SEGUNDA | Argentina | 420 | 614 | 689 | 194.0 | 74.9 | 0.9% |

| | | | | | | |
|-----------------------------|--------|--------|--------|----------|----------|--------|
| Top 10 total | 23,554 | 31,506 | 29,464 | 7,952.2 | -2042.1 | 38.5% |
| Top 25 total | 38,648 | 50,502 | 47,091 | 11,854.0 | -3,410.7 | 61.5% |
| Sector total | 74,578 | 82,579 | 76,540 | 8,001.9 | -6,039.2 | 100.0% |
| Herfindahl index [3]* | 197.3 | 205.8 | 199.5 | | | |
| Top-10 representativeness % | 31.6 | 38.2 | 38.5 | | | |
| Top-25 representativeness % | 51.8 | 61.2 | 61.5 | | | |

Source: MAPFRE Economics (based on data from supervisory bodies in the region)

¹ Suramericana until 2017.

* See the "Data and metrics" section of this report

▲ Rises in the ranking

◆ Maintains ranking position

▼ Falls in the ranking

As presented in Table 2-b, the 25 largest insurance groups operating in this market segment recorded 47.1 billion dollars in premiums in 2020, -6.8% lower than the previous year (50.5 billion dollars). If we reduce the sample to the ten largest insurance groups, revenue decreased by -6.5%. It should be noted that, valued at the *average exchange rate*, 13 insurance groups decreased in premiums, although there are no changes in the relative positions in which the ranking of the Non-Life industry is at the top of the analysis with a *constant exchange rate* (see Table 2-b and Chart 2-d).

Among the insurance groups that grew the most under the analysis using the *average exchange rate*, Allianz (with growth of 21.0%), Triple-S (16.1%), Innovacare (11.0%) and Sancor (13.4%) stood out for the scale of their growth. It should be noted that in the case of Triple-S and Innovacare, they are monoline companies in the health line and are mainly local. The first 10 insurance groups (with a fall of -6.5%) have evolved less unfavorably than in all 25 groups analyzed (which have decreased by -6.8%). With respect to the eight groups that recorded reductions in their premiums compared to 2019, MAPFRE was notable (with a fall in premiums of -21.6%, due partly to the effect of the 2019 renewal of a major biennial policy), as well as Zurich (-18.3%), Chubb (-14.4%) and Liberty Mutual (-21.7%). In the case of Triple-S, which only operates in the health line, it has achieved an excellent result in the underwriting of Medicaid policies, from 1.58 billion dollars in 2019 to 1.77 billion in 2020, and in Medicare, they have increased from 1.41 billion dollars to 1.56 billion dollars, which together amounts to approximately 11% growth (and partly explains the 16.1% increase noted above). Something similar happens with Innovacare, where its MMM Healthcare subsidiary grew 10.9% in Medicare, from 2.7 billion dollars to 2.99 billion dollars in 2019, which explains the solid performance of the Puerto Rican and American health line.

The Argentine companies Federación Patronal de Seguros and Provincia returned to the 2020 Non-Life ranking after leaving it last year,

occupying twenty-first and twenty-fourth place, respectively. In addition, the final place on the list was the insurance company La Segunda (also Argentine), making its debut. Meanwhile, the Brazilian SulAmérica, which held the 20th place last year, Cardif France (22nd place) and Sompo Japan (25th place), were left off of this ranking. This again shows the significant effect that the exchange rate had both this year and last on some of the main insurance groups operating in the region.

Market share

Analysis with constant exchange rate

As can be seen from the information presented in Chart 2-a, using a *constant exchange rate* as the basis of the analysis, the MAPFRE group led the ranking for yet another year in this segment, maintaining a significant gap with its immediate follower, with a market share of 6.5% and 5.6 billion dollars of premiums. It was followed by Innovacare (with a market share of 4.3%), Triple-S (4.2%) and Grupo Sura (4.1%). It should be noted that Triple-S and Innovacare improved their positions compared to 2019, climbing three and two places respectively. Meanwhile, Sura and Zurich, ranking fourth and fifth respectively, fell by one and three places, respectively. The rest of the insurance groups considered in the analysis swapped positions respectively compared to the previous year, except the Mexican company, Grupo Nacional Provincial and the Brazilian company Bradesco, which fell two places.

In addition, the market shares of the insurance groups comprising the 2020 ranking for the Non-Life segment in Latin America under the analytical criterion of a *constant exchange rate* are also shown in Chart 2-a, while the premium values and their medium-term trend (2010–2020) can be seen in Chart 2-b.

Analysis with average exchange rate

As can be seen, using an *average exchange rate*, the changes in the ranking positions in this segment are very similar to those produced from the previous perspective with a *constant*

Chart 2-a
Non-Life: Market share in 2020
(analysis with constant exchange rate)

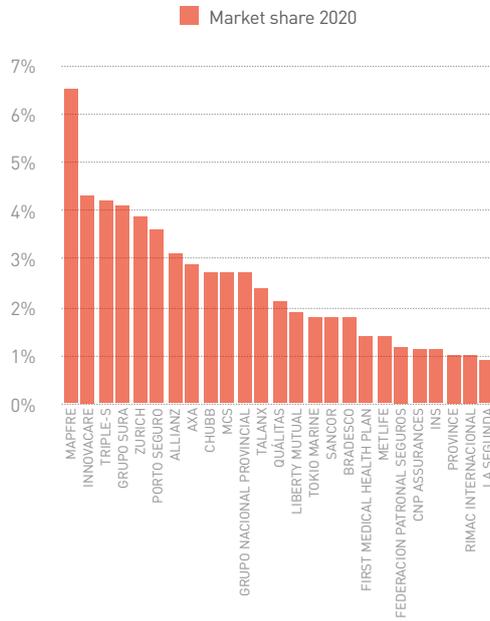
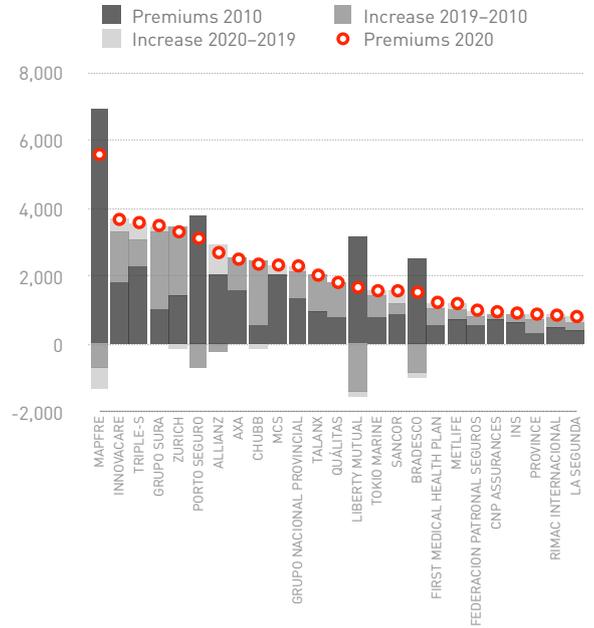


Chart 2-b
Non-Life: Market size and growth in 2020
(analysis with constant exchange rate)



Source: MAPFRE Economics (based on data from supervisory bodies in the region)

Chart 2-c
Non-Life: Market share in 2020
(analysis with average exchange rate)

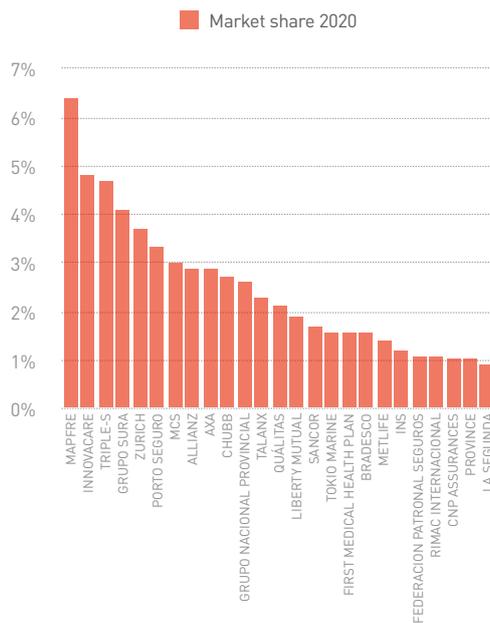
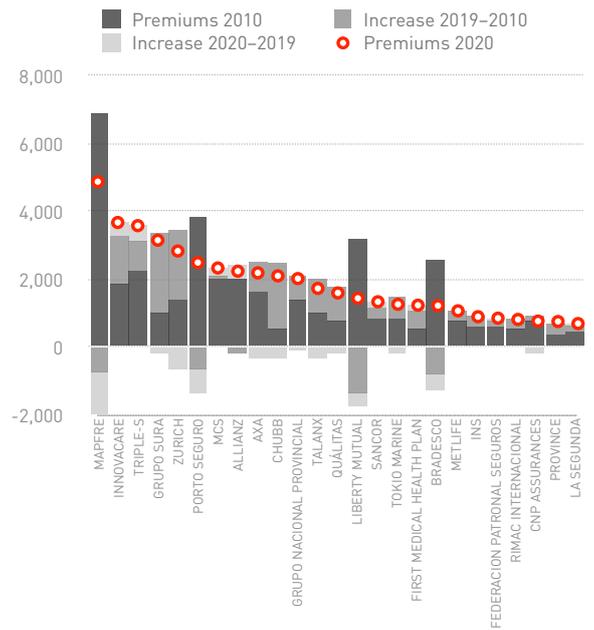


Chart 2-d
Non-Life: Market size and growth in 2020
(analysis with average exchange rate)



Source: MAPFRE Economics (based on data from supervisory bodies in the region)

exchange rate. As shown in the previous analysis, MAPFRE Group led the ranking in this segment, maintaining a significant gap from second place, with a market share of 6.4% and 4.9 billion dollars of premiums. It was followed by Innovacare (with a market share of 4.8%), Triple-S (4.7%) and Grupo Sura (4.1%). Triple-S and Innovacare improved their positions compared to 2019, climbing three and two places respectively. Meanwhile, Sura and Zurich, ranking fourth and fifth respectively, fell by one and three places, respectively (see Chart 2-c). As noted above, Innovacare and Triple-S are monoline companies in the health line, and they are calculated in the Non-Life segment for the comparability of this report. Although relative positions do not vary if the exchange rate effect is neutralized, it can be observed that the Triple-S and Innovacare carriers gained market share advantage by having a pegged exchange rate.

While maintaining its position as a leader in the Non-Life segment in Latin America in 2020, MAPFRE suffered from its growth in that year, as the renewal of a major biennial policy occurred in 2019. The insurance company Zurich and Porto Seguro also received lower premium volumes compared to the previous year. In addition, Innovacare and Triple-S grew in terms of both market share and volume compared to the previous year, due to the excellent performance of the health line, which had significant weight in the Puerto Rican market.

With respect to the middle part of the ranking, the steady performance of Allianz in Brazil must be highlighted, after the conclusion of the acquisition of SulAmérica Auto for 3.2 billion reais¹⁴, which placed it eighth, as well as the aforementioned Argentine insurance companies Federación Patronal, Provincia and La Segunda, which climbed six, five and nine places compared to 2019, respectively. The rest of the insurance groups swapped positions respectively compared to the previous year, except the Mexican company, Grupo Nacional Provincial and the Brazilian company Bradesco, which fell two and three positions, respectively, and Liberty Mutual, which, although it only fell one position, suffered a significant drop in premiums of -21.7%.

In addition, the market shares of the insurance groups comprising the 2020 ranking for the Non-Life segment in Latin America under the analytical criterion of an *average exchange rate* are also shown in Chart 2-c, while the premium values and their medium-term trend (2010–2020) can be seen in Chart 2-d.

3. Life ranking

Size and growth

Analysis with constant exchange rate

With regard to the analysis of the Life insurance segment in Latin America in 2020, under the analytical criterion using a *constant exchange rate*, in December of that year, the market size was 67.6 billion dollars, i.e. -4.1% (2.9 billion dollars) less than the previous year. Measured in local currency, about half of the countries experienced a fall in the Life segment: Chile (-25.6%), Costa Rica (-6%), Peru (-4%), Ecuador (-3.6%), Nicaragua (-2.8%), Puerto Rico (-2.4%), Panama (-1.9%), Dominican Republic (-1.3%) and Colombia (-1.2%), while in 2019 only Chile and Nicaragua saw their premium volume reduced in this segment.

Due to the weight of Chile's market in insurance premiums in the region (with 7.5% share of Life premiums) and due to the magnitude of its fall in dollars (-31.9%), coupled with the decrease in the premium volume in Brazil (-3.7%) which represents 55% of the Life market, notable growth such as that of the Mexican market (3.8%), which represents 21.6% of the region's total market was canceled out. All of these were determining factors in the dynamics of the line.

As shown in Table 3-a, analyzed with a *constant exchange rate*, in the Life segment, the top ten groups accounted for a premium volume that represented 65% of the Latin American market. The Brazilian market continues to dominate the region and accounts for a 54.9% share of the Life market.

Half of the largest Life insurance groups have experienced a decline in premium volume compared to the previous year, while growth in the other half has been insufficient to compensate for the fall of the first group.

Among the ten insurers that top the list are Brazilian companies Brasilprev (-6.4%), Bradesco (-12.7%) and Itaú (-34.9%), as well as US companies that operate mainly in the Mexican market MetLife (-10.7%) and Banamex (-21.8%) which, together, have billed -\$3.85 billion less than the premium volume of the previous year. In addition, the other five companies that have grown within the top ten of the list have been CNP Assurances (11.7%), Zurich (4.9%), the Spanish companies MAPFRE (7.3%) and BBVA (0.1%), and the Mexican company Grupo Nacional Provincial (5.7%), which together have billed 1.3 billion more than the previous year.

In general, devaluation of Latin American currencies against the US dollar once again affected the figures of the main insurance groups operating in the region.

Analysis with average exchange rate

However, as regards the Life insurance segment in Latin America analyzed using the *average exchange rate*, it is observed that the negative impact of the exchange rate effect as a whole was 14.6 percentage points (from -4.1% to -18.7% growth), a larger impact than on the Non-Life segment of 11.2 percentage points (from 3.9% to -7.3% growth at an *average exchange rate*). This was mainly due to the relative weight of the countries where the exchange rate has had the biggest effect (Brazil, Mexico, Chile and Colombia), which together accounted for approximately 87% of the Life market (54% of the Non-Life market), making this sector more vulnerable to such changes in the value of currencies.

Under the analytical criterion using the *average exchange rate*, the market size was 57.3 billion dollars at December 2020, down -18.7% (13.2 billion dollars) on the previous year. As indicated earlier, measured in local currency,

Table 3-a
Life market: Overall ranking of insurance groups in Latin America, 2020
 (analysis with constant exchange rate)
 Ranking by premium volume

| No. | 2020 Variation vs. 2019 | Groups | Country | Premiums (millions of USD) | | | | | Market share 2020 [2]* |
|-----|-------------------------|---------------------------|---------------|----------------------------|------|------|------------------|-----------------|------------------------|
| | | | | 2010 | 2019 | 2020 | Δ 2019-2010 [1]* | Δ2020-2019 [1]* | |
| 1 | ◆ 0 | BRASILPREV ¹ | Brazil | 4289 | 9942 | 9311 | 5653.0 | -631.6 | 13.8% |
| 2 | ◆ 0 | BRDESCO | Brazil | 7986 | 8415 | 7343 | 428.4 | -1071.6 | 10.9% |
| 3 | ◆ 0 | CNP ASSURANCES | France | 2012 | 6345 | 7089 | 4332.6 | 744.2 | 10.5% |
| 4 | ◆ 0 | ZURICH | Switzerland | 609 | 5212 | 5469 | 4603.1 | 256.4 | 8.1% |
| 5 | ▲ 1 | METLIFE | United States | 4013 | 3723 | 3324 | -289.7 | -398.8 | 4.9% |
| 6 | ▲ 2 | MAPFRE | Spain | 2073 | 2507 | 2691 | 433.8 | 184.0 | 4.0% |
| 7 | ◆ 0 | BBVA | Spain | 1581 | 2509 | 2511 | 927.5 | 2.2 | 3.7% |
| 8 | ▼ -3 | ITAÚ | Brazil | 4935 | 3747 | 2438 | -1187.5 | -1309.3 | 3.6% |
| 9 | ▲ 1 | GRUPO NACIONAL PROVINCIAL | Mexico | 899 | 1899 | 2008 | 1000.1 | 108.7 | 3.0% |
| 10 | ▼ -1 | BANAMEX | United States | 703 | 2010 | 1572 | 1306.4 | -438.1 | 2.3% |
| 11 | ◆ 0 | BANORTE | Mexico | 749 | 1311 | 1537 | 561.6 | 226.0 | 2.3% |
| 12 | ▲ 2 | NEW YORK LIFE | United States | 725 | 1101 | 1216 | 376.4 | 115.1 | 1.8% |
| 13 | ▼ -1 | ICATU | Brazil | 354 | 1294 | 1180 | 939.8 | -114.5 | 1.7% |
| 14 | ▼ -1 | ALFA | Colombia | 306 | 1102 | 968 | 796.4 | -134.8 | 1.4% |
| 15 | ▲ 3 | PRUDENTIAL | United States | 126 | 813 | 937 | 687.1 | 124.2 | 1.4% |
| 16 | ▲ 1 | GRUPO SURA ² | Colombia | 453 | 878 | 894 | 424.4 | 16.1 | 1.3% |
| 17 | ▼ -1 | CONSORCIO FINANCIERO | Chile | 443 | 977 | 751 | 534.4 | -226.7 | 1.1% |
| 18 | ▲ 1 | CARDIF | France | 470 | 758 | 654 | 287.6 | -103.9 | 1.0% |
| 19 | ▲ 3 | ALLIANZ | Germany | 260 | 526 | 638 | 265.5 | 112.0 | 0.9% |
| 20 | ▲ 1 | BSE | Uruguay | 114 | 530 | 588 | 415.4 | 58.1 | 0.9% |
| 21 | ▼ -6 | PENTA | Chile | 157 | 1009 | 579 | 852.1 | -429.6 | 0.9% |
| 22 | ▼ -2 | PACÍFICO SEGUROS | Peru | 252 | 574 | 576 | 321.6 | 2.7 | 0.9% |
| 23 | ▲ 2 | RIMAC INTERNACIONAL | Peru | 252 | 488 | 441 | 235.4 | -47.1 | 0.7% |
| 24 | ▼ -1 | AXA | France | 491 | 508 | 431 | 16.5 | -77.2 | 0.6% |
| 25 | ▼ -1 | CÁMARA | Chile | 260 | 495 | 412 | 235.5 | -83.5 | 0.6% |

| | | | | | | |
|-----------------------------|--------|--------|--------|----------|---------|--------|
| Top 10 total | 29,102 | 46,310 | 43,756 | 17,207.7 | -2553.8 | 64.7% |
| Top 25 total | 34,515 | 58,673 | 55,556 | 24,157.5 | -3116.9 | 82.2% |
| Sector total | 48,713 | 70,533 | 67,616 | 21,820.3 | -2917.4 | 100.0% |
| Herfindahl index [3]* | 580.0 | 596.3 | 587.6 | | | |
| Top-10 representativeness % | 59.7 | 65.7 | 64.7 | | | |
| Top-25 representativeness % | 70.9 | 83.2 | 82.2 | | | |

Source: MAPFRE Economics (based on data from supervisory bodies in the region)

¹ Contribution from Banco de Brasil and Principal Financial Group

² Suramericana until 2017.

* See the "Data and metrics" section of this report

▲ Rises in the ranking

◆ Maintains ranking position

▼ Falls in the ranking

Table 3-b
Life market: Overall ranking of insurance groups in Latin America, 2020
 (analysis with average exchange rate)
 Ranking by premium volume

| No. | 2020 Variation vs. 2019 | Groups | Country | Premiums (millions of USD) | | | | | Market share 2020 [2]* |
|-----|-------------------------|---------------------------|---------------|----------------------------|------|------|------------------|------------------|------------------------|
| | | | | 2010 | 2019 | 2020 | Δ 2019–2010 [1]* | Δ 2020–2019 [1]* | |
| 1 | ◆ 0 | BRASILPREV ¹ | Brazil | 4289 | 9942 | 7423 | 5653.0 | -2519.3 | 12.9% |
| 2 | ◆ 0 | BRDESCO | Brazil | 7986 | 8415 | 5854 | 428.4 | -2560.4 | 10.2% |
| 3 | ◆ 0 | CNP ASSURANCES | France | 2012 | 6345 | 5653 | 4332.6 | -691.9 | 9.9% |
| 4 | ◆ 0 | ZURICH | Switzerland | 609 | 5212 | 4502 | 4603.1 | -710.1 | 7.9% |
| 5 | ▲ 1 | METLIFE | United States | 4013 | 3723 | 2957 | -289.7 | -766.6 | 5.2% |
| 6 | ▲ 2 | MAPFRE | Spain | 2073 | 2507 | 2238 | 433.8 | -269.2 | 3.9% |
| 7 | ◆ 0 | BBVA | Spain | 1581 | 2509 | 2198 | 927.5 | -310.9 | 3.8% |
| 8 | ▼ -3 | ITAÚ | Brazil | 4935 | 3747 | 1944 | -1187.5 | -1803.5 | 3.4% |
| 9 | ▲ 1 | GRUPO NACIONAL PROVINCIAL | Mexico | 899 | 1899 | 1757 | 1000.1 | -141.8 | 3.1% |
| 10 | ▼ -1 | BANAMEX | United States | 703 | 2010 | 1376 | 1306.4 | -634.2 | 2.4% |
| 11 | ◆ 0 | BANORTE | Mexico | 749 | 1311 | 1345 | 561.6 | 34.3 | 2.3% |
| 12 | ▲ 2 | NEW YORK LIFE | United States | 725 | 1101 | 1065 | 376.4 | -36.1 | 1.9% |
| 13 | ▼ -1 | ICATU | Brazil | 354 | 1294 | 941 | 939.8 | -353.6 | 1.6% |
| 14 | ▼ -1 | ALFA | Colombia | 306 | 1102 | 859 | 796.4 | -243.8 | 1.5% |
| 15 | ▲ 2 | GRUPO SURA ² | Colombia | 453 | 878 | 818 | 424.4 | -59.5 | 1.4% |
| 16 | ▲ 2 | PRUDENTIAL | United States | 126 | 813 | 759 | 687.1 | -53.8 | 1.3% |
| 17 | ▼ -1 | CONSORCIO FINANCIERO | Chile | 443 | 977 | 727 | 534.4 | -250.0 | 1.3% |
| 18 | ▲ 1 | CARDIF | France | 470 | 758 | 573 | 287.6 | -185.1 | 1.0% |
| 19 | ▼ -4 | PENTA | Chile | 157 | 1009 | 561 | 852.1 | -447.5 | 1.0% |
| 20 | ▲ 2 | ALLIANZ | Germany | 260 | 526 | 554 | 265.5 | 28.3 | 1.0% |
| 21 | ▼ -1 | PACÍFICO SEGUROS | Peru | 252 | 574 | 548 | 321.6 | -26.1 | 1.0% |
| 22 | ▼ -1 | BSE | Uruguay | 114 | 530 | 523 | 415.4 | -7.2 | 0.9% |
| 23 | ▲ 2 | RIMAC INTERNACIONAL | Peru | 252 | 488 | 418 | 235.4 | -69.2 | 0.7% |
| 24 | ◆ 0 | CÁMARA | Chile | 260 | 495 | 399 | 235.5 | -96.7 | 0.7% |
| 25 | ▼ -2 | AXA | France | 491 | 508 | 376 | 16.5 | -131.8 | 0.7% |

| | | | | | | |
|-----------------------------|--------|--------|--------|----------|----------|--------|
| Top 10 total | 29,102 | 46,310 | 35,902 | 17,207.7 | -10407.9 | 62.6% |
| Top 25 total | 34,515 | 58,673 | 46,367 | 24,157.5 | -12305.9 | 80.9% |
| Sector total | 48,713 | 70,533 | 57,331 | 21,820.3 | -13202.4 | 100.0% |
| Herfindahl index [3]* | 580.0 | 596.3 | 539.4 | | | |
| Top-10 representativeness % | 59.7 | 65.7 | 62.6 | | | |
| Top-25 representativeness % | 70.9 | 83.2 | 80.9 | | | |

Source: MAPFRE Economics (based on data from supervisory bodies in the region)

¹ Contribution from Banco de Brasil and Príncipe Financial Group

² Suramericana until 2017.

* See the "Data and metrics" section of this report

▲ Rises in the ranking

◆ Maintains ranking position

▼ Falls in the ranking

about half of the countries experienced a fall in the Life segment: Chile (-25.6%), Costa Rica (-6%), Peru (-4%), Ecuador (-3.6%), Nicaragua (-2.8%), Puerto Rico (-2.4%), Panama (-1.9%), Dominican Republic (-1.3%) and Colombia (-1.2%), while in 2019 only Chile and Nicaragua saw their premium volume reduced in this segment.

The Chilean market, due to its weight in insurance premiums in the region (with 8.6% share of Life premiums) and due to the magnitude of its fall in dollars (-34.0%), together with the decrease in the premium volume in Brazil (-23.2%) which represents 52% of the Life market, and the Venezuelan market, are the set of markets that decreased more sharply than the total market (-18.7%) for this segment. However, it should be noted that, analyzed with the *average exchange rate*, the fall in premium volume was widespread in all the countries considered, showing only positive growth in 6 of the 20 countries (Paraguay, 10.6%; El Salvador, 9.7%; Bolivia, 8.9%; Argentina, 7.7%; Guatemala, 4.5%, and Honduras, 2.6%). These countries, however, have a representativity in the line of less than 3% and whose growth has not been a determining factor in the dynamics of the sector in the whole region.

As shown in Table 3-b, in the Life segment, analyzed with the perspective of the *average exchange rate*, the top ten groups accounted for a premium volume of 63% of the Latin American market. The Brazilian market continues to dominate the region, although its share is reduced by the devaluation of the currency, assuming 51.6% of the Life market share (54.9% with *constant exchange rate*). The two Brazilian groups leading the ranking, Brasilprev and Bradesco, together accounted for 23.2% of the market and maintained a significant weight, even though both reduced their market share this year.

Except Banorte and Allianz, with modest growth in 2020, the rest of the 22 members of the ranking have experienced a decrease in premium volume compared to the previous year, with the exchange rate affecting more than half of them. However, the composition of

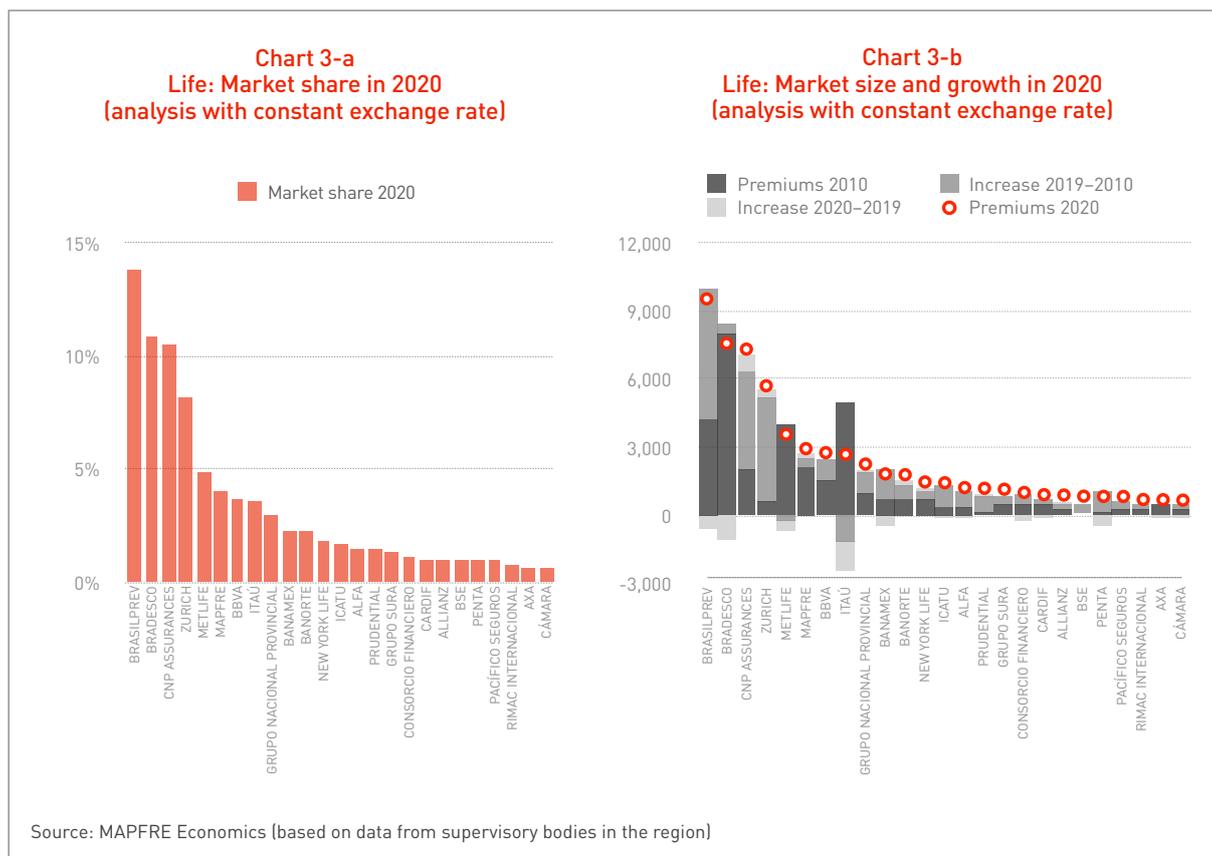
the ranking as regards relative positions has not been affected with respect to the analysis with a *constant exchange rate*, with the amount of premiums decreasing in all of them for the reasons mentioned above. Thus, for example, among the ten insurance groups that top the list are Brazilian companies Brasilprev (-25.3%), Bradesco (-30.4%) and Itaú (-48.1%), as well as US companies that operate mainly in the Mexican market MetLife (-20.6%) and Banamex (-31.6%) which, together, have billed -8.28 billion dollars less than the premium volume of the previous year. The most notable premium variations in absolute terms compared to last year were Brasilprev (-2.52 billion dollars), Bradesco (-2.56 billion dollars) and Itaú (1.8 billion dollars). In relative terms, the most notable were Allianz (5.4%) and Banorte (2.6%), which neutralized the effect of the currency devaluation. On the contrary, among the largest declines from the previous year of the 25 insurance groups included in this ranking were the Chilean companies Penta (-44.4%), Consorcio Financiero (-25.6%), due to lower organic growth, and the Brazilian company Itaú (-48.1%).

In general, devaluation of several Latin American currencies against the US dollar once again affected the figures of the main insurance groups operating in the region. In this regard, the devaluation of the Chilean peso and the Brazilian real (around -13% and -31%, respectively) damaged insurers operating in those markets, whose premiums have decreased -34.0% in Chile and -23.2% in Brazil, while the average insurance market for the Life line fell by -18.7% in 2020. However, the 25 groups that make up this Life ranking for 2020 remain the same as the previous year.

Market share

Analysis with constant exchange rate

As shown in the aforementioned Table 3-a, the top ranking positions of the Life segment for 2020, analyzed from a perspective intended to isolate the exchange rate volatility (*constant exchange rate*), remain unchanged with respect



to the previous year and without major changes in the other positions with respect to the use of an average exchange rate like in other reports. Therefore, Brasilprev (with a share of 13.8%) and Bradesco (10.9%) continued to lead this ranking. CNP Assurances (with a 10.5% share) and Zurich (8.1%) are in third and fourth place, both exceeding the previous year's market share, and followed by MetLife (4.9%) and MAPFRE (4.0%).

In this way, under this perspective of analysis, the 25 largest insurance groups that operated in Latin America accounted for 82.2% of the region's share of the Life insurance market in 2020, which is 1% less than the previous year. To support this analysis, the market shares of the groups that comprise the 2020 Life segment ranking are presented in Chart 3-a, while premium values and their trend throughout the 2010–2020 period are shown in Chart 3-b.

Analysis with average exchange rate

In 2020, and considering for the purpose of the analysis the use of the *average exchange rate*, the 25 largest insurance groups that operated in Latin America accounted for 80.9% of the region's share of the Life insurance market, which is 2.3% less than the previous year. As previously mentioned, Brazilian Life Savings insurance groups account for almost one third of the market, demonstrating how important the country's supplementary savings scheme is to the insurance industry. One of the most prominent cases is Brasilprev, with a share of 12.9% (14.1% in 2019). In addition to the Brazilian market (which grew -3.7%), the performance of Life insurance must be taken into account in Mexico (3.8%), Chile (-31.9%) and Colombia (-1.3%), which are the region's countries with the greatest weight in the line in that order.

Compared with the analysis with a *constant exchange rate*, it is observed that the weakening of the Brazilian real and the Mexican peso has resulted in a loss of

representativity of the top 10 and 25 groups of -2.1 pp (64.7% vs 62.6%) and -1.3 pp (82.2% vs 80.9%), respectively. This shows us that the distribution of the share of these Brazilian and Mexican markets is not homogeneous, with there being a greater concentration in the top positions of the ranking. In other words, except for Brazilian companies, not all of them are equally exposed to the risk of the Brazilian exchange rate because their participation in this market is not equitable.

In this way, as illustrated in Table 3, the leading ranking positions of the Life segment for 2020 under the criterion of using an *average exchange rate* remain unchanged from the previous year and therefore continue to be occupied by Brasilprev (with a share of 12.9%) and Bradesco (10.2%). CNP Assurances (with a 9.9% share) and Zurich (7.9%) are in third and fourth place, both exceeding the previous year's market share. MetLife (5.2%) and MAPFRE (3.9%) went up by one and two places, respectively, taking them to fifth and sixth place. For its part, the Brazilian group Itaú (with a 3.4% share) fell three places in the ranking to

eight, one place below BBVA which held seventh place. Finally, Banamex (2.4%) and Grupo Nacional Provincial (3.1%) swapped places, the former falling to tenth place and the former climbing to ninth place.

It should be noted that the Chilean insurance groups suffered a decrease in premium volume compared to the previous year. This meant they all fell in the ranking. The most striking case was Penta, which fell four places in the table to nineteenth. Likewise, Consorcio Financiero, in seventeenth place, fell one position, and Axa, which this year occupies the last position of the ranking, fell two.

In addition, with regard to the two Colombian groups (the fourth country with the greatest weight of the Life line in the region), Alfa, fell one position to fourteenth place, while Grupo Sura climbed two spots to reach fifteenth, despite the assignment of 15,000 policies, as well as about 574 million dollars in assets that were granted to Grupo Financiero Banorte de Mexico.

Chart 3-c
Life: Market share in 2020
(analysis with average exchange rate)

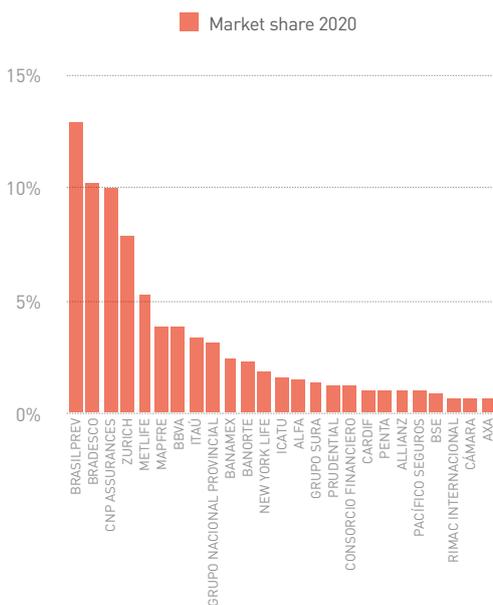
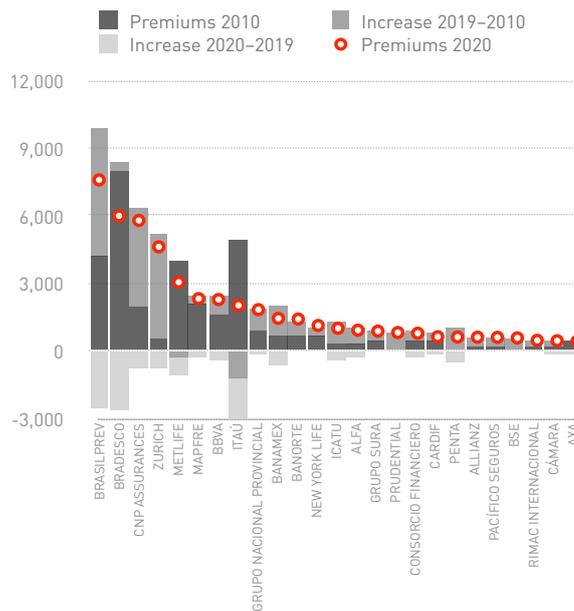


Chart 3-d
Life: Market size and growth in 2020
(analysis with average exchange rate)



Source: MAPFRE Economics (based on data from supervisory bodies in the region)

To support this analysis, the market shares of the insurance groups comprising the 2020 ranking for the Non-Life segment, under the criterion using the *average exchange rate* are shown in Chart 3-c, while the premium values and their medium-term trend (2010–2020) can be seen in Chart 3-d.

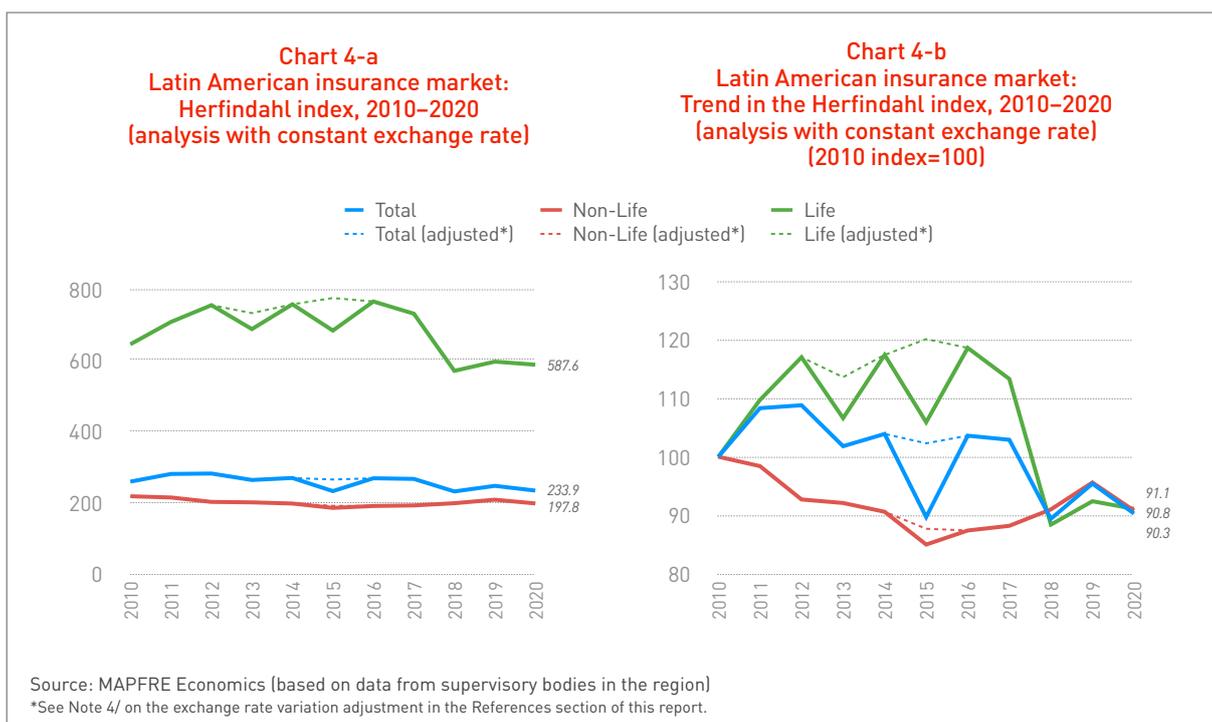
4. Analysis of market concentration

As in the case of the analysis carried out in the previous sections of this report regarding the presentation of the evolution and market shares of the main insurance groups operating in Latin America, for the analysis of market concentration in the region during the year 2020, as it was an exceptional year due to the global pandemic, as well as the *average exchange rate*, a *constant exchange rate* has been used for analysis purposes (only for 2020). The foregoing is with the purpose of isolating or neutralizing the effect of the volatility of the exchange rate of Latin American currencies in 2020, which could distort the vision of the progress of the market concentration in the insurance industry.

Analysis with constant exchange rate

First, Chart 4-a illustrates the Herfindahl index for the Latin American insurance market during the last ten years¹⁵, using a *constant exchange rate* in 2020. This information reveals

that the insurance business in Latin America in general maintained low levels of concentration. The Herfindahl index (HHI) in 2020, with this *constant exchange rate*, put the concentration of the sector in the range of a non-concentrated industry ($100 < HHI=233.9 \leq 1500$); in the Non-Life segment, the HHI would have been 197.8, and the Life segment would have been 587.6 points. This data confirms the downward trend in concentration and with a higher level of competition and development in the Non-Life segment than in the Life segment. In fact, as will be commented later on, it is not surprising that the concentration levels when analyzed with the *average exchange rate* (more unfavorable, specifically for the case of the Brazilian and Mexican currencies), represents a considerable decrease in the concentration levels, producing a much larger effect on the Life line (where the representativity of the Mexican and Brazilian markets is greater) than in the Non-Life line.



As illustrated in Chart 4-b, this concentration ratio under the assumption using a *constant exchange rate* declined in recent years because the concentration in the Life market segment decreased by -8.9% between 2010 and 2020 (decreased -4.4% between 2009 and 2019), while the Non-Life business declined by -9.2% (12.6% between 2009 and 2019). Thus, as a result of both trends, total insurance business concentration therefore dropped by around -9.7% in the decade analyzed (2010-2020), and was at similar levels to 2009.

Despite the foregoing, it should be noted that the economic situation caused by the pandemic caused a contraction in the concentration of the Life segment (-8.7 points on the Herfindahl index) between 2019 and 2020, determined by the loss of market share and decline of premiums for five of the top ten participants of the Life ranking referred to above. This impact is much clearer when using the *average exchange rate*, as is shown in the following sections.

Total market

Under the analytical perspective using a *constant exchange rate*, the concentration levels of the insurance industry were reduced by 5.4% in the total market, similar to the decline in the Non-Life insurance segment (-5% in the Herfindahl index compared to the previous year) and somewhat lower in the Life insurance, where the decline was -1.5%. However, when using the *average exchange rate*, concentration levels fell more sharply, highlighting the importance of the participation of Brazilian and Mexican markets.

Table 4-a presents information on the contribution of the different insurance groups analyzed at regional concentration levels, confirming the fact that the Brazilian and Mexican insurance groups are the ones with the greatest sensitivity in explaining the phenomenon of the concentration of the industry in the region. Thus, for example, although Brasilprev contributed the most to total market concentration (15.7% in 2020),

Chart 4-c
Total market: Contribution to sector concentration in 2020 (analysis with constant exchange rate)

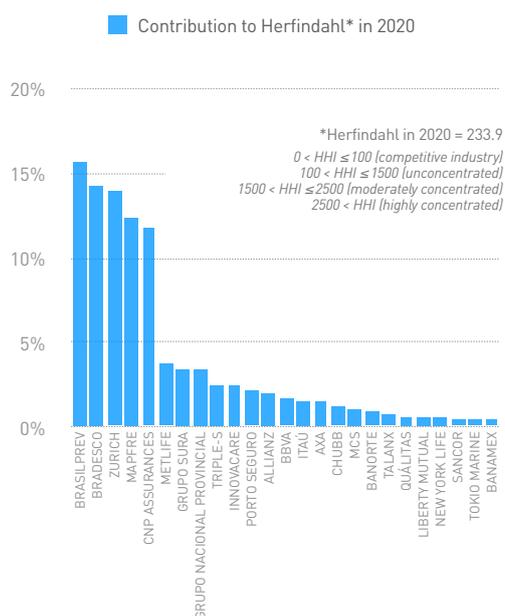
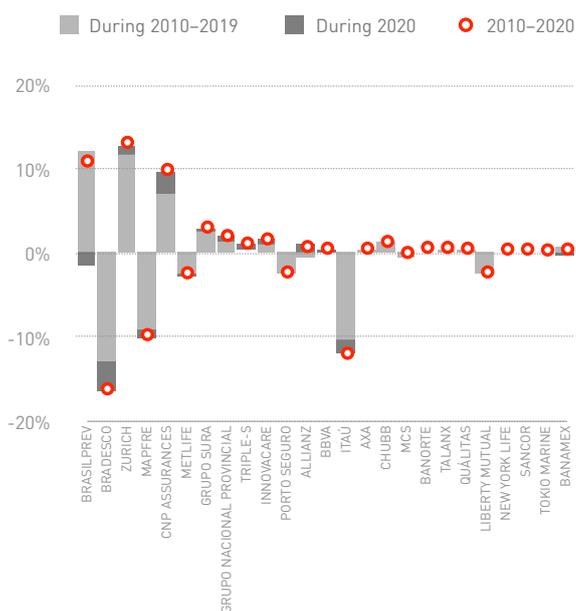


Chart 4-d
Total market: Variation in contribution to concentration, 2010-2020 (analysis with constant exchange rate)



Source: MAPFRE Economics (based on data from supervisory bodies in the region)

Table 4-a
Total market: Concentration in the overall ranking of insurance groups in Latin America, 2020
(analysis with constant exchange rate)
Contribution to the Herfindahl Index

| No. | 2020 Variation vs. 2019 | Groups | Country | Market share 2020 [2]* | Herfindahl cont. 2020 [4]* | %Δ Herfindahl Cont. 2010–2020 [5]* | %Δ Herfindahl Cont. 2019–2020 [5]* | %Δ Herfindahl Cont. 2010–2019 [5]* |
|-----|-------------------------|---------------------------|---------------|------------------------|----------------------------|------------------------------------|------------------------------------|------------------------------------|
| 1 | ▲ 1 | BRASILPREV ¹ | Brazil | 6.1% | 15.7% | 10.7% | -1.4% | 12.1% |
| 2 | ▼ -1 | BRASESCO | Brazil | 5.8% | 14.3% | -16.2% | -3.5% | -12.7% |
| 3 | ▲ 1 | ZURICH | Switzerland | 5.7% | 14.0% | 12.9% | 0.9% | 11.9% |
| 4 | ▼ -1 | MAPFRE | Spain | 5.4% | 12.4% | -9.8% | -0.8% | -9.1% |
| 5 | ◊ 0 | CNP ASSURANCES | France | 5.2% | 11.7% | 9.7% | 2.6% | 7.1% |
| 6 | ◊ 0 | METLIFE | United States | 2.9% | 3.7% | -2.5% | -0.3% | -2.3% |
| 7 | ▲ 1 | GRUPO SURA ² | Colombia | 2.9% | 3.5% | 2.9% | 0.4% | 2.5% |
| 8 | ▲ 1 | GRUPO NACIONAL PROVINCIAL | Mexico | 2.8% | 3.4% | 1.9% | 0.6% | 1.4% |
| 9 | ▲ 2 | TRIPLE-S | Puerto Rico | 2.4% | 2.5% | 1.0% | 0.7% | 0.3% |
| 10 | ▲ 2 | INNOVACARE | United States | 2.4% | 2.5% | 1.5% | 0.6% | 1.0% |
| 11 | ▼ -1 | PORTO SEGURO | Brazil | 2.2% | 2.1% | -2.4% | 0.1% | -2.5% |
| 12 | ▲ 4 | ALLIANZ | Germany | 2.2% | 2.0% | 0.6% | 1.0% | -0.5% |
| 13 | ▲ 1 | BBVA | Spain | 2.0% | 1.7% | 0.4% | 0.2% | 0.2% |
| 14 | ▼ -7 | ITAÚ | Brazil | 1.9% | 1.6% | -12.0% | -1.6% | -10.4% |
| 15 | ▼ -2 | AXA | France | 1.9% | 1.6% | 0.4% | 0.0% | 0.4% |
| 16 | ▼ -1 | CHUBB | Switzerland | 1.8% | 1.3% | 1.2% | -0.1% | 1.3% |
| 17 | ◊ 0 | MCS | United States | 1.5% | 1.0% | -0.1% | 0.2% | -0.4% |
| 18 | ▲ 2 | BANORTE | Mexico | 1.4% | 0.9% | 0.5% | 0.2% | 0.3% |
| 19 | ◊ 0 | TALANX | Germany | 1.4% | 0.8% | 0.5% | 0.0% | 0.5% |
| 20 | ▲ 2 | QUÁLITAS | Mexico | 1.2% | 0.6% | 0.4% | 0.0% | 0.4% |
| 21 | ◊ 0 | LIBERTY MUTUAL | United States | 1.2% | 0.6% | -2.4% | -0.1% | -2.4% |
| 22 | ▲ 2 | NEW YORK LIFE | United States | 1.1% | 0.6% | 0.3% | 0.1% | 0.2% |
| 23 | ▲ 6 | SANCOR | Argentina | 1.1% | 0.5% | 0.3% | 0.3% | 0.0% |
| 24 | ▲ 1 | TOKIO MARINE | Japan | 1.1% | 0.5% | 0.2% | 0.1% | 0.1% |
| 25 | ▼ -7 | BANAMEX | United States | 1.1% | 0.5% | 0.3% | -0.3% | 0.6% |

| | | | | | |
|--------------|--------|-------|-------|-------|-------|
| Top 10 total | 41.6% | 83.8% | 12.0% | -0.1% | 12.1% |
| Top 25 total | 64.7% | | | | |
| Sector total | 100.0% | | | | |

Source: MAPFRE Economics (based on data from supervisory bodies in the region)

¹ Contribution from Banco de Brasil and Principal Financial Group

² Suramericana until 2017.

* See the "Data and metrics" section of this report

▲ Rises in the ranking

◊ Maintains ranking position

▼ Falls in the ranking

Table 4-b
Non-Life market: Concentration in the overall ranking of insurance groups in Latin America, 2020
 (analysis with constant exchange rate)
 Contribution to the Herfindahl Index

| No. | 2020 Variation vs. 2019 | Groups | Country | Market share 2020 [2]* | Herfindahl cont. 2020 [4]* | %Δ Herfindahl Cont. 2010–2020 [5]* | %Δ Herfindahl Cont. 2019–2020 [5]* | %Δ Herfindahl Cont. 2010–2019 [5]* |
|---------------------|-------------------------|---------------------------|---------------|------------------------|----------------------------|------------------------------------|------------------------------------|------------------------------------|
| 1 | ◆ 0 | MAPFRE | Spain | 6.5% | 21.4% | -22.3% | -6.2% | -16.1% |
| 2 | ▲ 2 | INNOVACARE | United States | 4.3% | 9.3% | 6.2% | 1.5% | 4.7% |
| 3 | ▲ 3 | TRIPLE-S | Puerto Rico | 4.2% | 8.8% | 4.0% | 2.0% | 2.0% |
| 4 | ▼ -1 | GRUPO SURA ¹ | Colombia | 4.1% | 8.4% | 7.4% | 0.4% | 7.0% |
| 5 | ▼ -3 | ZURICH | Switzerland | 3.9% | 7.5% | 5.7% | -1.0% | 6.7% |
| 6 | ▼ -1 | PORTO SEGURO | Brazil | 3.6% | 6.7% | -6.6% | -0.5% | -6.1% |
| 7 | ▲ 5 | ALLIANZ | Germany | 3.1% | 5.0% | 1.2% | 2.6% | -1.3% |
| 8 | ▼ -1 | AXA | France | 2.9% | 4.3% | 1.9% | -0.2% | 2.1% |
| 9 | ▼ -1 | CHUBB | Switzerland | 2.7% | 3.8% | 3.5% | -0.5% | 4.0% |
| 10 | ◆ 0 | MCS | United States | 2.7% | 3.7% | 0.0% | 0.6% | -0.6% |
| 11 | ▼ -2 | GRUPO NACIONAL PROVINCIAL | Mexico | 2.7% | 3.6% | 1.9% | 0.5% | 1.4% |
| 12 | ▼ -1 | TALANX | Germany | 2.4% | 2.8% | 1.9% | -0.1% | 2.1% |
| 13 | ▲ 1 | QUÁLITAS | Mexico | 2.1% | 2.3% | 1.7% | -0.1% | 1.8% |
| 14 | ▼ -1 | LIBERTY MUTUAL | United States | 1.9% | 1.9% | -7.4% | -0.5% | -6.9% |
| 15 | ▲ 1 | TOKIO MARINE | Japan | 1.8% | 1.7% | 1.1% | 0.2% | 0.9% |
| 16 | ▲ 1 | SANCOR | Argentina | 1.8% | 1.7% | 1.0% | 0.7% | 0.3% |
| 17 | ▼ -2 | BRADESCO | Brazil | 1.8% | 1.6% | -4.3% | -0.5% | -3.8% |
| 18 | ▲ 1 | FIRST MEDICAL HEALTH PLAN | United States | 1.4% | 1.0% | 0.8% | 0.3% | 0.5% |
| 19 | ▼ -1 | METLIFE | United States | 1.4% | 1.0% | 0.5% | 0.2% | 0.3% |
| 20 | ▲ 6 | FEDERACION PATRONAL | Argentina | 1.2% | 0.7% | 0.4% | 0.2% | 0.1% |
| 21 | ◆ 0 | CNP ASSURANCES | France | 1.1% | 0.6% | 0.1% | 0.0% | 0.1% |
| 22 | ▲ 1 | INS | Costa Rica | 1.1% | 0.6% | 0.2% | 0.0% | 0.2% |
| 23 | ▲ 5 | PROVINCE | Argentina | 1.0% | 0.5% | 0.4% | 0.2% | 0.3% |
| 24 | ◆ 0 | RIMAC INTERNACIONAL | Peru | 1.0% | 0.5% | 0.2% | 0.0% | 0.2% |
| 25 | ▼ 9 | LA SEGUNDA | Argentina | 0.9% | 0.5% | 0.3% | 0.2% | 0.1% |
| Top 10 total | | | | 38.1% | 78.9% | 1.1% | -1.3% | 2.4% |
| Top 25 total | | | | 61.8% | | | | |
| Sector total | | | | 100.0% | | | | |

Source: MAPFRE Economics (based on data from supervisory bodies in the region)

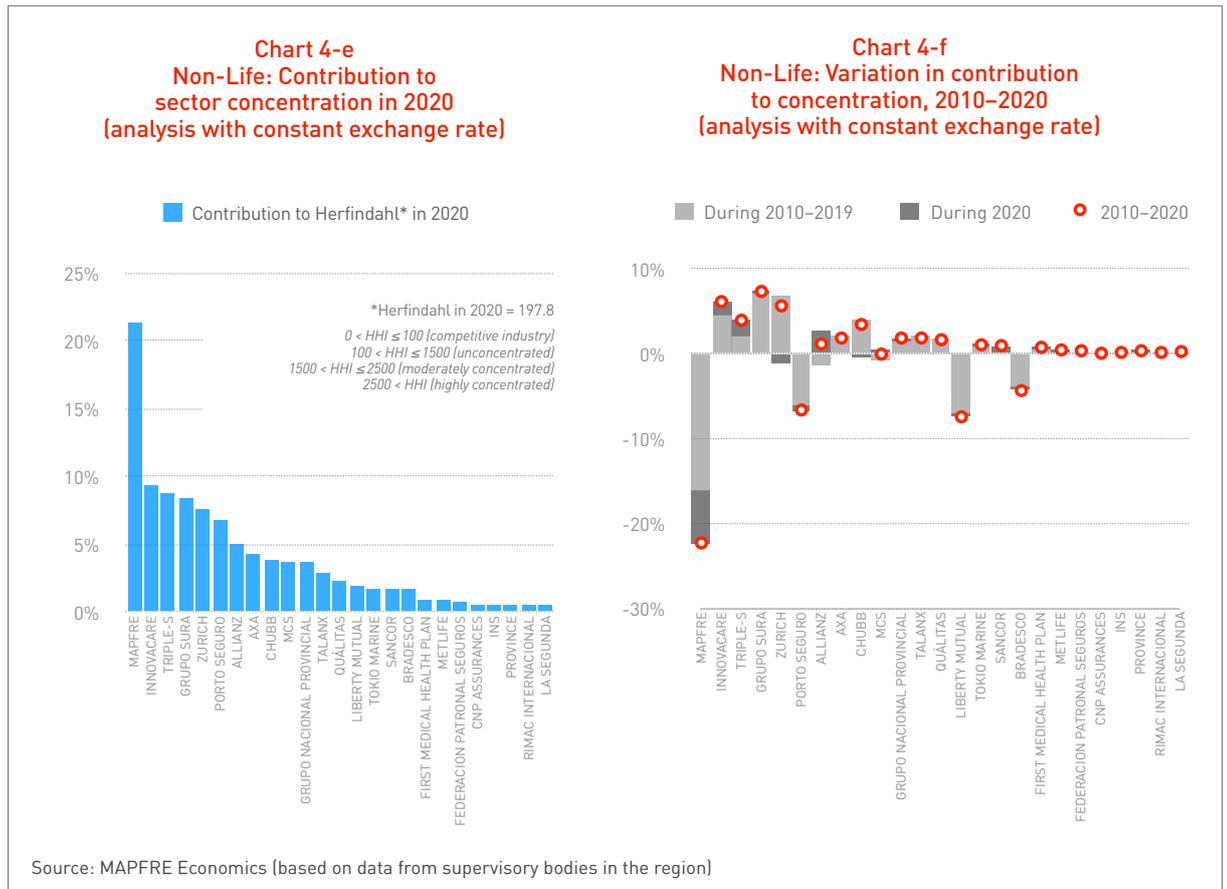
¹ Suramericana until 2017.

* See the "Data and metrics" section of this report

▲ Rises in the ranking

◆ Maintains ranking position

▼ Falls in the ranking



this figure has declined by -1.4 percentage points, down from 17.1% in 2019.

Non-Life segment

The contribution to the concentration of the Non-Life sector analyzed using a *constant exchange rate* is strongly conditioned by the market share and premiums of the MAPFRE group, which occupies first place in the ranking in this insurance segment in the region (see Table 4-b and Chart 4-e). In this way, MAPFRE contributed 21.4% to the Herfindahl index, compared to 27.6% the previous year. While it is true that the change in this contribution has been negative in recent years, which means a gradual decrease in its market share (9.3% in 2010, 7.5% in 2019 and 6.5% in 2020), a similar effect occurred with Porto Seguro, Liberty Mutual and Bradesco with interests in the Brazilian market (see Chart 4-f). As will be discussed below, with the contribution valued at the concentration during 2020 without partially isolating the volatility of the exchange rate, this fell an

additional percentage point to reach a Herfindahl index of 20.4% in the case of MAPFRE and following a similar dynamic in the above mentioned cases of Porto Seguro, Liberty Mutual and Bradesco.

Life segment

In addition, the Life segment's concentration of the insurance business was 587.6 points in the Herfindahl index at 2020, almost three times more than the HHI of the Non-Life business. Again, in order to isolate the significant devaluation of the Mexican peso and the Brazilian real caused by the health crisis, a *constant exchange rate* has been used, which allows us to obtain more adjusted concentration values and ones that are in line with the decreasing trend started in 2016. Using the average exchange rate as in other reports, the HHI rises to 539.4, i.e. a lower concentration of 48.2 points explained by the effect of currency devaluation, the lowest rate in the last ten years.

Table 4-c
Life market: Concentration in the overall ranking of insurance groups in Latin America, 2020
 (analysis with constant exchange rate)
 Contribution to the Herfindahl Index

| No. | 2020 Variation vs. 2019 | Groups | Country | Market share 2020 [2]* | Herfindahl cont. 2020 [4]* | %Δ Herfindahl Cont. 2010-2020 [5]* | %Δ Herfindahl Cont. 2019-2020 [5]* | %Δ Herfindahl Cont. 2010-2019 [5]* |
|-----|-------------------------|---------------------------|---------------|------------------------|----------------------------|------------------------------------|------------------------------------|------------------------------------|
| 1 | ◆ 0 | BRASILPREV ¹ | Brazil | 13.8% | 32.3% | 18.9% | -1.1% | 20.0% |
| 2 | ◆ 0 | BRDESCO | Brazil | 10.9% | 20.1% | -26.3% | -3.8% | -22.5% |
| 3 | ◆ 0 | CNP ASSURANCES | France | 10.5% | 18.7% | 15.8% | 5.1% | 10.6% |
| 4 | ◆ 0 | ZURICH | Switzerland | 8.1% | 11.1% | 10.9% | 2.0% | 8.9% |
| 5 | ▲ 1 | METLIFE | United States | 4.9% | 4.1% | -7.6% | -0.6% | -7.0% |
| 6 | ▲ 2 | MAPFRE | Spain | 4.0% | 2.7% | -0.4% | 0.6% | -1.0% |
| 7 | ◆ 0 | BBVA | Spain | 3.7% | 2.3% | 0.5% | 0.2% | 0.3% |
| 8 | ▼ -3 | ITAÚ | Brazil | 3.6% | 2.2% | -15.5% | -2.5% | -13.0% |
| 9 | ▲ 1 | GRUPO NACIONAL PROVINCIAL | Mexico | 3.0% | 1.5% | 0.9% | 0.3% | 0.6% |
| 10 | ▼ -1 | BANAMEX | United States | 2.3% | 0.9% | 0.6% | -0.4% | 1.0% |
| 11 | ◆ 0 | BANORTE | Mexico | 2.3% | 0.9% | 0.5% | 0.3% | 0.2% |
| 12 | ▲ 2 | NEW YORK LIFE | United States | 1.8% | 0.6% | 0.2% | 0.1% | 0.0% |
| 13 | ▼ -1 | ICATU | Brazil | 1.7% | 0.5% | 0.4% | 0.0% | 0.5% |
| 14 | ▼ -1 | ALFA | Colombia | 1.4% | 0.3% | 0.3% | -0.1% | 0.3% |
| 15 | ▲ 3 | PRUDENTIAL | United States | 1.4% | 0.3% | 0.3% | 0.1% | 0.2% |
| 16 | ▲ 1 | GRUPO SURA ² | Colombia | 1.3% | 0.3% | 0.1% | 0.0% | 0.1% |
| 17 | ▼ -1 | CONSORCIO FINANCIERO | Chile | 1.1% | 0.2% | 0.1% | -0.1% | 0.2% |
| 18 | ▲ 1 | CARDIF | France | 1.0% | 0.2% | 0.0% | 0.0% | 0.0% |
| 19 | ▲ 3 | ALLIANZ | Germany | 0.9% | 0.2% | 0.1% | 0.1% | 0.0% |
| 20 | ▲ 1 | BSE | Uruguay | 0.9% | 0.1% | 0.1% | 0.0% | 0.1% |
| 21 | ▼ -6 | PENTA | Chile | 0.9% | 0.1% | 0.1% | -0.2% | 0.3% |
| 22 | ▼ -2 | PACÍFICO SEGUROS | Peru | 0.9% | 0.1% | 0.1% | 0.0% | 0.1% |
| 23 | ▲ 2 | RIMAC INTERNACIONAL | Peru | 0.7% | 0.1% | 0.0% | 0.0% | 0.0% |
| 24 | ▼ -1 | AXA | France | 0.6% | 0.1% | -0.1% | 0.0% | -0.1% |
| 25 | ▼ -1 | CÁMARA | Chile | 0.6% | 0.1% | 0.0% | 0.0% | 0.0% |

| | | | | | |
|--------------|--------|-------|-------|-------|-------|
| Top 10 total | 64.7% | 96.0% | -2.2% | -0.2% | -2.0% |
| Top 25 total | 82.2% | | | | |
| Sector total | 100.0% | | | | |

Source: MAPFRE Economics (based on data from supervisory bodies in the region)

¹ Contribution from Banco de Brasil and Principal Financial Group

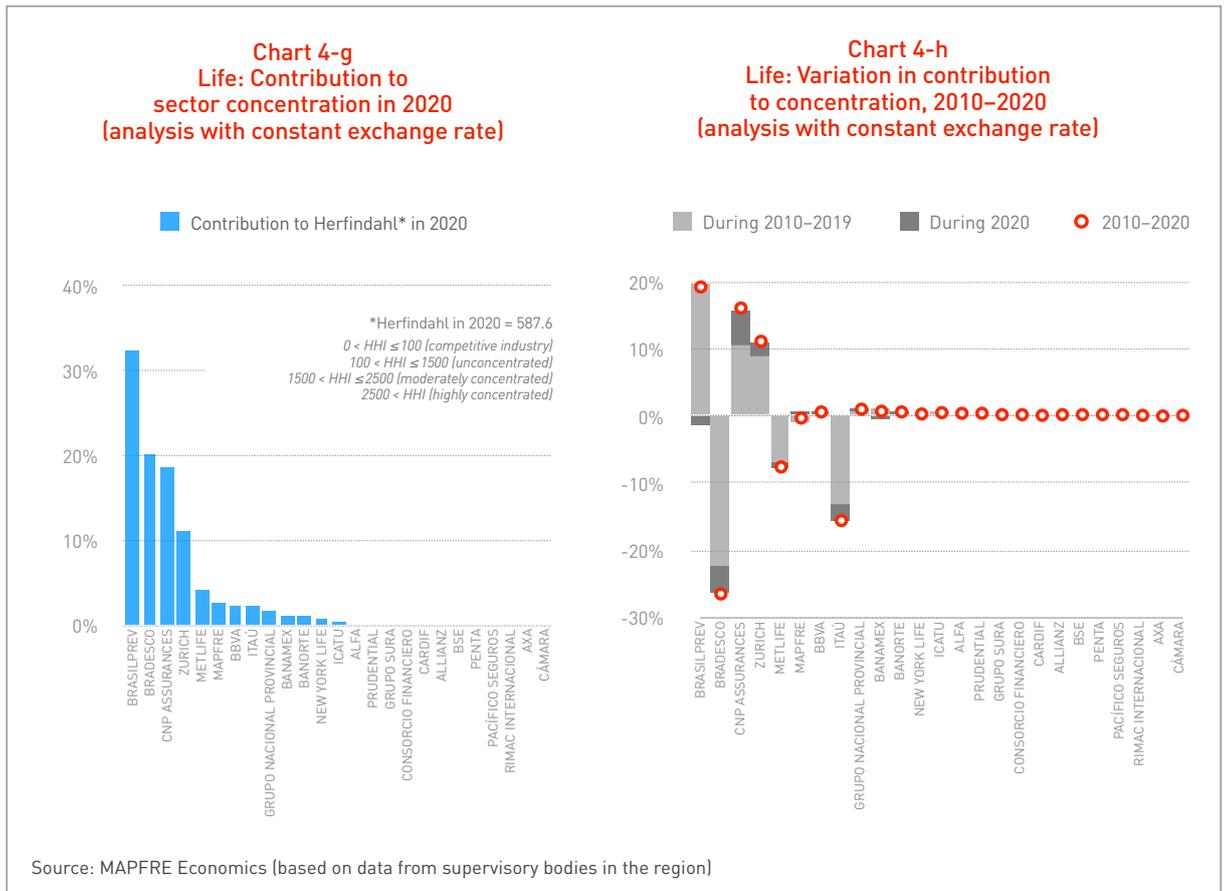
² Suramericana until 2017.

* See the "Data and metrics" section of this report

▲ Rises in the ranking

◆ Maintains ranking position

▼ Falls in the ranking



As illustrated in Table 4-c, as well as Charts 4-g and 4-h, there is a big difference between the contribution to the concentration of the Life market of Brasilprev (32.3%) and the rest of its competitors. However, the paradigm is the case of Brazil's Bradesco, second in terms of premiums and share, which contributed 20.1% to the Herfindahl Index of the Life segment in 2020. However, there was a clear decline in the last ten years as shown by the negative variation of that contribution to concentration in this period. Obviously for the reasons already mentioned, this figure valued in 2020 at a more unfavorable exchange rate for the Brazilian market meant that the contribution of Brasilprev or Bradesco was reduced to 31.1% and 19.3%, respectively.

Analysis with average exchange rate

Using the insurance group rankings developed for the 2010-2020 period using an *average exchange rate*¹⁶, similar to those carried out by MAPFRE Economics in previous reports¹⁷,

Chart 4-i illustrates the Herfindahl index for the Latin American insurance market over the past decade. This information shows that concentration levels in the insurance business in Latin America remain low, and the Herfindahl index (HHI) in 2020 puts the sector concentration in the range of a non-concentrated industry ($100 < HHI \leq 1500$). On the one hand, this shows a highly competitive Non-Life segment ($HHI = 199.5$) and, on the other, a Life segment which, although unconcentrated ($100 < HHI = 539.4 \leq 1500$), has an index value nearly three times higher than the value observed for the Non-Life business. As indicated above, compared with the concentration using a *constant exchange rate* seen in the previous section, the loss of representativeness of the Brazilian market due to its unfavorable evolution in the exchange rate, together with the one registered in the Mexican market, implies a reduction in the total concentration of the industry, which results from a lower concentration in the life segment where both

Chart 4-i
Latin American insurance market:
Herfindahl index, 2010–2020
(analysis with average exchange rate)

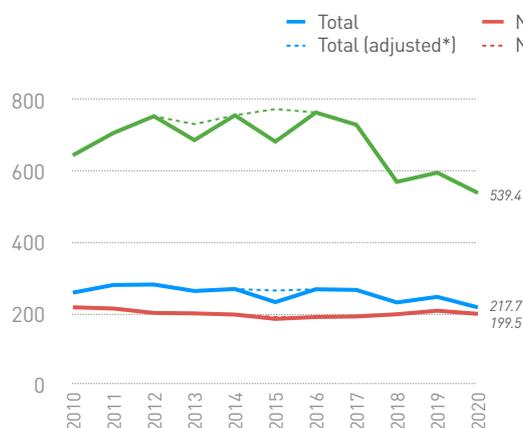
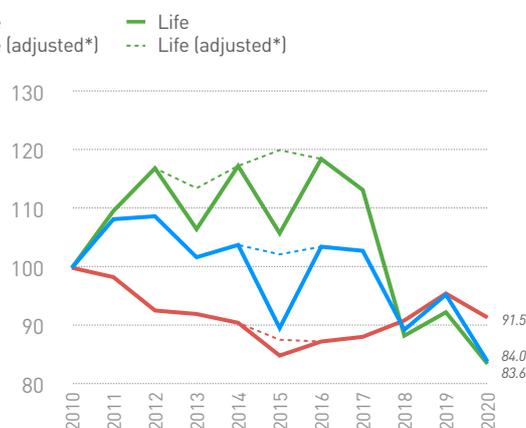


Chart 4-j
Latin American insurance market:
Trend in the Herfindahl index, 2010–2020
(analysis with average exchange rate)
(2010 index=100)



Source: MAPFRE Economics (based on data from supervisory bodies in the region)
*See Note 4/ on the exchange rate variation adjustment in the References section of this report.

countries account for 74% of the share of the total regional insurance market.

In light of the foregoing, and as was mentioned in previous reports, the current landscape (low overall market concentration but notable differences in concentration between the Life and Non-Life segments) therefore appears to be the result of a trend in the development of the Latin American insurance industry, characterized by a still-incipient development of the Life insurance market when compared with Non-Life insurance.

Since 2010, the Life market segment has shown a concentration index more than three times that of the Non-Life insurance segment. However, as shown in Chart 4-j, this ratio has decreased in recent years because concentration in the Life market segment decreased by -16.4% between 2010 and 2020 (declining by -4.4% between 2009 and 2019), while Non-Life business fell by -8.5% (down 12.6% between 2009 and 2019). Thus, as a result of both trends, total insurance business concentration therefore dropped by around -16.0% in the decade analyzed (2010–2020), and was at lowest levels since 2010, with a significant retraction in the last year.

As noted in previous reports, the level of concentration in insurance activity in the Latin American region is low, and has declined in the last decade (-16.0%) as a result of a reduction in concentration in both segments of the market, both Life and Non-Life insurance. The explanation of the concentration dynamics of the Latin American insurance market can be explained, for the case of the Non-Life segment, by the fact that it is a market with a wide dynamic of participants and products. This is contrary to the case of the Life segment, which is strongly influenced by what happens in the Brazilian and Mexican markets, two of the major markets of the region, in which a downward trend in concentration levels has been observed. In the Mexican market, the first five companies totaled 62.7% of the market share in 2019 and 59.1% in 2020. While in Brazil, this year confirms the trend started in 2017 where market concentration levels seem to reverse the growth observed until then.

Despite the foregoing, it should be noted that the economic situation caused by the pandemic caused a reduction in the concentration of the Life segment (-56.9 points on the Herfindahl index) between 2019 and 2020, determined by the loss of market share

and decline of premiums for five of the top ten participants of the Life ranking referred to above.

Total market

Analyzed using an *average exchange rate*, a significant decline in concentration levels in the insurance industry occurred in Latin America in 2020, a reduction of -11.9% in the total market and 29.5 points less than in 2019 in the Herfindahl index. In particular, in the Non-Life insurance segment, the decrease was -4.2% in the Herfindahl index compared to the previous year (8.8 points less). While in the Life insurance segment, the decrease was -9.5%, and the Herfindahl index dropped by 56.9 points, confirming the trend of reduced concentration observed since 2016.

As can be observed in Table 4-d, in the concentration analysis based on the grouping considered in the ranking calculated based on an *average exchange rate*, the market share of the five top insurance groups operating in the region (Brasilprev, Zurich, MAPFRE, Bradesco and CNP Assurances) has declined -2.8 percentage points with respect to 2019, moving from 29.2% to 26.4%. As occurs in the analysis that abstracted the effect of the exchange rate presented in the previous section, although Brasilprev is the insurance group that contributed the most to total market concentration (14.1% in 2020), this figure declined by -3.0%, down from 17.1% in 2019. Likewise, the rest of the participants in the group of leading insurance groups (except Zurich and CNP Assurances) have reduced their contribution to the Herfindahl index: -5.0% for Bradesco and -0.2% for MAPFRE (see Charts 4-k and 4-l).

Non-Life segment

In the case of the Non-Life insurance segment, the premiums of the first Non-Life ranking participant (MAPFRE) fell by 1,341.0 million dollars in 2020 (using the criterion of an *average exchange rate*). This decline in premiums (which represented a variation of

-21.6%) meant that their market share was reduced by -1.1% in 2020. Thus, their contribution to the concentration of the sector decreased by -7.2% (see Table 4-e). In addition, of the top five companies, the Sura, Triple-S and Innovacare groups increased their premium volume and market shares, allowing them to increase their contribution to the Herfindahl index. Zurich's premiums fell by -635.2 million dollars, reducing its market share from 4.2% to 3.7, and its contribution to concentration declined -1.7% (decreasing from 8.6% to 6.9%). Behind MAPFRE and Zurich, the Porto Seguro group saw the largest decrease in its contribution to the concentration of the industry of the top-ranked participants (-672.7 million dollars) with -21.3%, reducing its market share from 3.8% to 3.3% between 2019 and 2020, as well as its contribution to market concentration, which decreased from 7.1% to 5.3% during this period (see Charts 4-m and 4-n).

In addition, Allianz's performance was also notable, whose inorganic growth (due to the acquisition of QBE Insurance Group Limited in Latin America), with an increase in premiums from 387.5 million dollars, which enabled it to increase its market share by 0.7% to 2.9%, and with a 4.3% contribution to the Herfindahl index in 2020 (measured using an *average exchange rate*), moving to eighth place. Thus, the dynamics observed in 2020 in the Non-Life segment determined that MAPFRE will continue to be the company that contributes most to regional concentration levels, with 20.4% (27.6% in 2019), while the following three competitors will contribute, on average, around 10.3%.

Finally, it should be noted that except for MAPFRE's decrease in market share (-1.2%) and the increases of Triple-S (+0.9%) and Innovacare (+0.8%), the rest of the insurance groups considered in the ranking have had barely any significant changes in their market share, with variations ranging around $\pm 2\%$. Thus, 11 insurers of the total Non-Life group have decreased their market share (five of them among the top-10), while the rest have

Table 4-d
Total market: Concentration in the overall ranking of insurance groups in Latin America, 2020
(analysis with average exchange rate)
Contribution to the Herfindahl Index

| No. | 2020 Variation vs. 2019 | Groups | Country | Market share 2020 [2]* | Herfindahl cont. 2020 [4]* | %Δ Herfindahl Cont. 2010–2020 [5]* | %Δ Herfindahl Cont. 2019–2020 [5]* | %Δ Herfindahl Cont. 2010–2019 [5]* |
|-----|-------------------------|---------------------------|---------------|------------------------|----------------------------|------------------------------------|------------------------------------|------------------------------------|
| 1 | ▲ 1 | BRASILPREV ¹ | Brazil | 5.5% | 14.1% | 9.1% | -3.0% | 12.1% |
| 2 | ▲ 2 | ZURICH | Switzerland | 5.5% | 13.8% | 12.7% | 0.7% | 11.9% |
| 3 | ◊ 0 | MAPFRE | Spain | 5.3% | 13.0% | -9.3% | -0.2% | -9.1% |
| 4 | ▼ -3 | BRDESCO | Brazil | 5.3% | 12.8% | -17.7% | -5.0% | -12.7% |
| 5 | ◊ 0 | CNP ASSURANCES | France | 4.8% | 10.5% | 8.5% | 1.4% | 7.1% |
| 6 | ◊ 0 | METLIFE | United States | 3.0% | 4.1% | -2.1% | 0.2% | -2.3% |
| 7 | ▲ 1 | GRUPO SURA ² | Colombia | 3.0% | 4.0% | 3.4% | 0.9% | 2.5% |
| 8 | ▲ 1 | GRUPO NACIONAL PROVINCIAL | Mexico | 2.8% | 3.7% | 2.2% | 0.9% | 1.4% |
| 9 | ▲ 2 | TRIPLE-S | Puerto Rico | 2.8% | 3.5% | 2.0% | 1.7% | 0.3% |
| 10 | ▲ 2 | INNOVACARE | United States | 2.7% | 3.5% | 2.5% | 1.6% | 1.0% |
| 11 | ▲ 5 | ALLIANZ | Germany | 2.1% | 2.0% | 0.5% | 1.0% | -0.5% |
| 12 | ▲ 2 | BBVA | Spain | 2.0% | 1.9% | 0.5% | 0.3% | 0.2% |
| 13 | ▼ -3 | PORTO SEGURO | Brazil | 2.0% | 1.9% | -2.6% | -0.1% | -2.5% |
| 14 | ▼ -1 | AXA | France | 1.9% | 1.7% | 0.5% | 0.1% | 0.4% |
| 15 | ◊ 0 | CHUBB | Switzerland | 1.8% | 1.5% | 1.4% | 0.1% | 1.3% |
| 16 | ▼ -9 | ITAÚ | Brazil | 1.8% | 1.4% | -12.2% | -1.8% | -10.4% |
| 17 | ◊ 0 | MCS | United States | 1.7% | 1.4% | 0.3% | 0.6% | -0.4% |
| 18 | ▲ 2 | BANORTE | Mexico | 1.4% | 0.9% | 0.6% | 0.3% | 0.3% |
| 19 | ◊ 0 | TALANX | Germany | 1.3% | 0.8% | 0.5% | 0.0% | 0.5% |
| 20 | ▲ 2 | QUÁLITAS | Mexico | 1.2% | 0.7% | 0.5% | 0.1% | 0.4% |
| 21 | ◊ 0 | LIBERTY MUTUAL | United States | 1.1% | 0.6% | -2.4% | -0.1% | -2.4% |
| 22 | ▲ 2 | NEW YORK LIFE | United States | 1.1% | 0.6% | 0.3% | 0.2% | 0.2% |
| 23 | ▲ 6 | SANCOR | Argentina | 1.1% | 0.5% | 0.3% | 0.3% | 0.0% |
| 24 | ▼ -6 | BANAMEX | United States | 1.1% | 0.5% | 0.3% | -0.2% | 0.6% |
| 25 | ◊ 0 | TOKIO MARINE | Japan | 1.0% | 0.4% | 0.2% | 0.0% | 0.1% |

| | | | | | |
|--------------|--------|-------|-------|-------|-------|
| Top 10 total | 40.7% | 83.1% | 11.3% | -0.8% | 12.1% |
| Top 25 total | 63.5% | | | | |
| Sector total | 100.0% | | | | |

Source: MAPFRE Economics (based on data from supervisory bodies in the region)

¹ Contribution from Banco de Brasil and Principal Financial Group

² Suramericana until 2017.

* See the "Data and metrics" section of this report

▲ Rises in the ranking

◊ Maintains ranking position

▼ Falls in the ranking

Table 4-e
 Non-Life market: Concentration in the overall ranking of insurance groups in Latin America, 2020
 (analysis with average exchange rate)
 Contribution to the Herfindahl Index

| No. | 2020 Variation vs. 2019 | Groups | Country | Market share 2020 [2]* | Herfindahl cont. 2020 [4]* | %Δ Herfindahl Cont. 2010–2020 [5]* | %Δ Herfindahl Cont. 2019–2020 [5]* | %Δ Herfindahl Cont. 2010–2019 [5]* |
|--------------|-------------------------|-----------------------------|---------------|------------------------|----------------------------|------------------------------------|------------------------------------|------------------------------------|
| 1 | ◆ 0 | MAPFRE | Spain | 6.4% | 20.4% | -23.4% | -7.2% | -16.1% |
| 2 | ▲ 2 | INNOVACARE | United States | 4.8% | 11.6% | 8.5% | 3.7% | 4.7% |
| 3 | ▲ 3 | TRIPLE-S | Puerto Rico | 4.7% | 11.0% | 6.2% | 4.2% | 2.0% |
| 4 | ▼ -1 | GRUPO SURA ¹ | Colombia | 4.1% | 8.5% | 7.5% | 0.5% | 7.0% |
| 5 | ▼ -3 | ZURICH | Switzerland | 3.7% | 6.9% | 5.0% | -1.7% | 6.7% |
| 6 | ▼ -1 | PORTO SEGURO | Brazil | 3.3% | 5.3% | -8.0% | -1.8% | -6.1% |
| 7 | ▲ 3 | MCS | United States | 3.0% | 4.7% | 0.9% | 1.5% | -0.6% |
| 8 | ▲ 4 | ALLIANZ | Germany | 2.9% | 4.3% | 0.5% | 1.8% | -1.3% |
| 9 | ▼ -2 | AXA | France | 2.9% | 4.1% | 1.7% | -0.4% | 2.1% |
| 10 | ▼ -2 | CHUBB | Switzerland | 2.7% | 3.8% | 3.5% | -0.5% | 4.0% |
| 11 | ▼ -2 | GRUPO NACIONAL PROVINCIAL | Mexico | 2.6% | 3.5% | 1.7% | 0.3% | 1.4% |
| 12 | ▼ -1 | TALANX | Germany | 2.3% | 2.6% | 1.7% | -0.4% | 2.1% |
| 13 | ▲ 1 | QUÁLITAS | Mexico | 2.1% | 2.2% | 1.6% | -0.2% | 1.8% |
| 14 | ▼ -1 | LIBERTY MUTUAL | United States | 1.9% | 1.8% | -7.6% | -0.6% | -6.9% |
| 15 | ▲ 2 | SANCOR | Argentina | 1.7% | 1.5% | 0.8% | 0.5% | 0.3% |
| 16 | ◆ 0 | TOKIO MARINE | Japan | 1.6% | 1.4% | 0.8% | -0.1% | 0.9% |
| 17 | ▲ 2 | FIRST MEDICAL HEALTH PLAN | United States | 1.6% | 1.3% | 1.0% | 0.5% | 0.5% |
| 18 | ▼ -3 | BRADESCO | Brazil | 1.6% | 1.3% | -4.6% | -0.8% | -3.8% |
| 19 | ▼ -1 | METLIFE | United States | 1.4% | 1.0% | 0.5% | 0.2% | 0.3% |
| 20 | ▲ 3 | INS | Costa Rica | 1.2% | 0.7% | 0.3% | 0.1% | 0.2% |
| 21 | ▲ 5 | FEDERACION PATRONAL SEGUROS | Argentina | 1.1% | 0.6% | 0.3% | 0.2% | 0.1% |
| 22 | ▲ 2 | RIMAC INTERNACIONAL | Peru | 1.1% | 0.6% | 0.3% | 0.1% | 0.2% |
| 23 | ▼ -2 | CNP ASSURANCES | France | 1.0% | 0.5% | 0.0% | -0.1% | 0.1% |
| 24 | ▲ 4 | PROVINCE | Argentina | 1.0% | 0.5% | 0.4% | 0.1% | 0.3% |
| 25 | ▲ 9 | LA SEGUNDA | Argentina | 0.9% | 0.4% | 0.2% | 0.1% | 0.1% |
| Top 10 total | | | | 38.5% | 80.4% | 2.5% | 0.2% | 2.4% |
| Top 25 total | | | | 61.5% | | | | |
| Sector total | | | | 100.0% | | | | |

Source: MAPFRE Economics (based on data from supervisory bodies in the region)

¹ Suramericana until 2017.

* See the "Data and metrics" section of this report

▲ Rises in the ranking
 ◆ Maintains ranking position
 ▼ Falls in the ranking

Chart 4-k
Total market: Contribution to sector concentration in 2020 (analysis with average exchange rate)

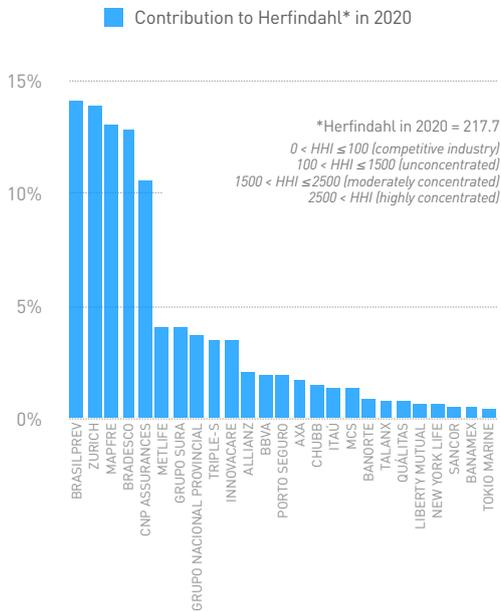
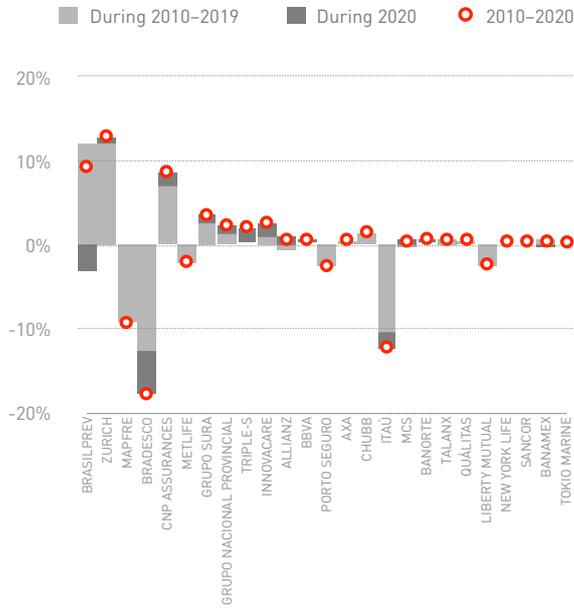


Chart 4-l
Total market: Variation in contribution to concentration, 2010-2020 (analysis with average exchange rate)



Source: MAPFRE Economics (based on data from supervisory bodies in the region)

Chart 4-m
Non-Life: Contribution to sector concentration in 2020 (analysis with average exchange rate)

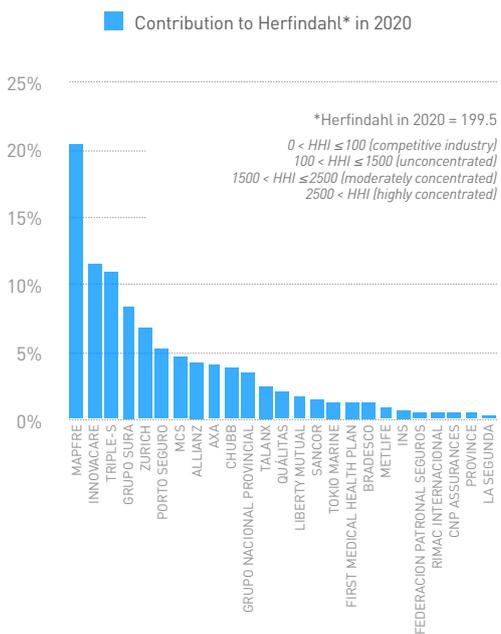
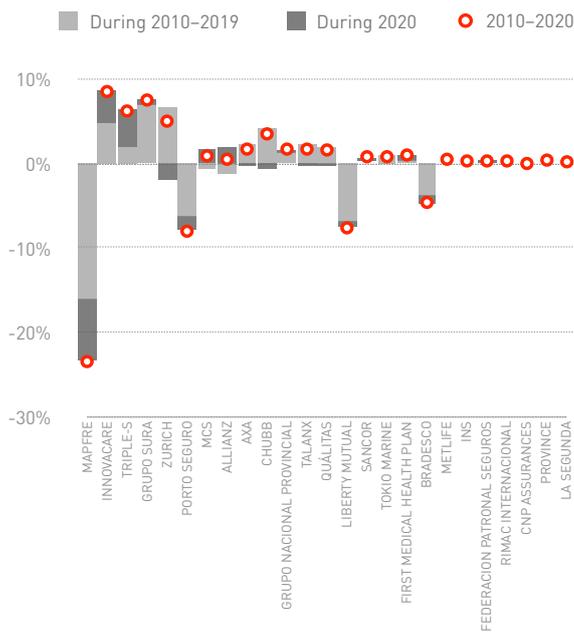


Chart 4-n
Non-Life: Variation in contribution to concentration, 2010-2020 (analysis with average exchange rate)



Source: MAPFRE Economics (based on data from supervisory bodies in the region)

maintained or increased their market share. This explains how concentration levels for the industry in this line have decreased in the last year.

Life segment

Measured using an *average exchange rate*, and as previously indicated, the Life insurance segment in the Latin American Life insurance market is far from being a concentrated market (with a Herfindahl index of HHI=539.4 in 2020). Despite that, this segment of the insurance business has had a concentration index several times higher than that of the Non-Life insurance segment, although with a slight downward trend since 2016. Thus, the Herfindahl index for this segment decreased by -16.4% between 2010 and 2020.

Moreover, as illustrated in Table 4-f, as well as Charts 4-o and 4-p, the concentration values of this market segment are clearly contingent on the effect of the first three insurance groups (Brasilprev, Bradesco and CNP

Assurances). Together, they explain 68.4% of the region's market concentration in 2020, while the rest of the companies participating in the Life ranking explain the remaining 31.6%.

The Brazilian groups Brasilprev and Bradesco were unable to maintain the growth observed in 2019, and the fall in premiums (-2.52 and -2.56 billion dollars, respectively) and share (-1.1% and -1.7%) has meant that their contribution to market concentration has dropped as well. Thus, though in 2019 both companies accounted for a 57.2% contribution to market concentration, they only reached 50.4% in 2020. It should be noted that, in the case of Brazilian insurance groups, in addition to being adversely affected by the impairment of the real against the dollar, they were also adversely affected by the lower procurement of VGBL (*Vida Gerador de Beneficios Livres*) products as a result of the economic crisis caused by the pandemic. For their part, unlike the other Life groups that have been dragged down to a greater or lesser extent by the

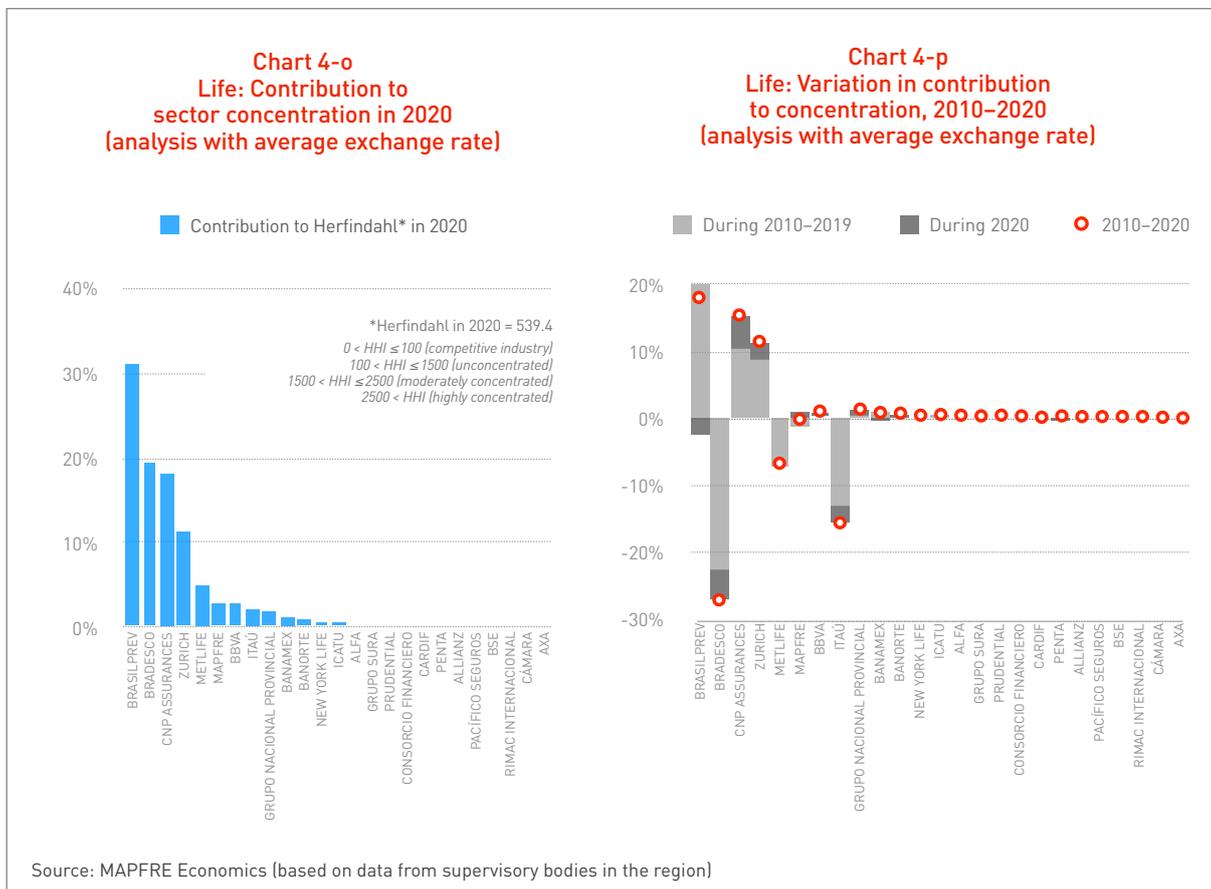


Table 4-f
Life market: Concentration in the overall ranking of insurance groups in Latin America, 2020
(analysis with average exchange rate)
Contribution to the Herfindahl Index

| No. | 2020 Variation vs. 2019 | Groups | Country | Market share 2020 [2]* | Herfindahl cont. 2020 [4]* | %Δ Herfindahl Cont. 2010-2020 [5]* | %Δ Herfindahl Cont. 2019-2020 [5]* | %Δ Herfindahl Cont. 2010-2019 [5]* |
|-----|-------------------------|---------------------------|---------------|------------------------|----------------------------|------------------------------------|------------------------------------|------------------------------------|
| 1 | ◊ 0 | BRASILPREV ¹ | Brazil | 12.9% | 31.1% | 17.7% | -2.2% | 20.0% |
| 2 | ◊ 0 | BRASESCO | Brazil | 10.2% | 19.3% | -27.0% | -4.5% | -22.5% |
| 3 | ◊ 0 | CNP ASSURANCES | France | 9.9% | 18.0% | 15.1% | 4.5% | 10.6% |
| 4 | ◊ 0 | ZURICH | Switzerland | 7.9% | 11.4% | 11.2% | 2.3% | 8.9% |
| 5 | ▲ 1 | METLIFE | United States | 5.2% | 4.9% | -6.8% | 0.3% | -7.0% |
| 6 | ▲ 2 | MAPFRE | Spain | 3.9% | 2.8% | -0.3% | 0.7% | -1.0% |
| 7 | ◊ 0 | BBVA | Spain | 3.8% | 2.7% | 0.9% | 0.6% | 0.3% |
| 8 | ▼ -3 | ITAÚ | Brazil | 3.4% | 2.1% | -15.6% | -2.6% | -13.0% |
| 9 | ▲ 1 | GRUPO NACIONAL PROVINCIAL | Mexico | 3.1% | 1.7% | 1.2% | 0.5% | 0.6% |
| 10 | ▼ -1 | BANAMEX | United States | 2.4% | 1.1% | 0.7% | -0.3% | 1.0% |
| 11 | ◊ 0 | BANORTE | Mexico | 2.3% | 1.0% | 0.6% | 0.4% | 0.2% |
| 12 | ▲ 2 | NEW YORK LIFE | United States | 1.9% | 0.6% | 0.3% | 0.2% | 0.0% |
| 13 | ▼ -1 | ICATU | Brazil | 1.6% | 0.5% | 0.4% | -0.1% | 0.5% |
| 14 | ▼ -1 | ALFA | Colombia | 1.5% | 0.4% | 0.3% | 0.0% | 0.3% |
| 15 | ▲ 2 | GRUPO SURA ² | Colombia | 1.4% | 0.4% | 0.2% | 0.1% | 0.1% |
| 16 | ▲ 2 | PRUDENTIAL | United States | 1.3% | 0.3% | 0.3% | 0.1% | 0.2% |
| 17 | ▼ -1 | CONSORCIO FINANCIERO | Chile | 1.3% | 0.3% | 0.2% | 0.0% | 0.2% |
| 18 | ▲ 1 | CARDIF | France | 1.0% | 0.2% | 0.0% | 0.0% | 0.0% |
| 19 | ▼ -4 | PENTA | Chile | 1.0% | 0.2% | 0.2% | -0.2% | 0.3% |
| 20 | ▲ 2 | ALLIANZ | Germany | 1.0% | 0.2% | 0.1% | 0.1% | 0.0% |
| 21 | ▼ -1 | PACÍFICO SEGUROS | Peru | 1.0% | 0.2% | 0.1% | 0.1% | 0.1% |
| 22 | ▼ -1 | BSE | Uruguay | 0.9% | 0.2% | 0.1% | 0.1% | 0.1% |
| 23 | ▲ 2 | RIMAC INTERNACIONAL | Peru | 0.7% | 0.1% | 0.1% | 0.0% | 0.0% |
| 24 | ◊ 0 | CÁMARA | Chile | 0.7% | 0.1% | 0.0% | 0.0% | 0.0% |
| 25 | ▼ -2 | AXA | France | 0.7% | 0.1% | -0.1% | 0.0% | -0.1% |

| | | | | | |
|--------------|--------|-------|-------|-------|-------|
| Top 10 total | 62.6% | 95.3% | -2.9% | -0.9% | -2.0% |
| Top 25 total | 80.9% | | | | |
| Sector total | 100.0% | | | | |

Source: MAPFRE Economics (based on data from supervisory bodies in the region)

¹ Contribution from Banco de Brasil and Principal Financial Group

² Suramericana until 2017.

* See the "Data and metrics" section of this report

▲ Rises in the ranking

◊ Maintains ranking position

▼ Falls in the ranking

exchange rate, the Banorte and Allianz groups are the only ones that grew 2.6% and 5.4%. However, compared with the first two of this ranking, the decrease in the market share of CNP Assurances and Zurich has been smaller, increasing their contribution to the concentration (4.5% and 2.3% respectively) to the same extent, but in the opposite direction to the Brazilian groups, the contribution to the market concentration of the first four has therefore not been reduced by the effect of Brazilian groups. In fact, in the Life ranking, these top four groups accounted for 79.9% of the contribution to the Herfindahl index in 2020 (the same figure as in 2019), increasing market share to 40.9%, i.e. 1.5 percentage points higher than in 2019 (42.4%).

Finally, analyzing the information presented in Table 4-f and in Chart 4-p, the decrease in premium volume for Itaú and MetLife in 2020 was notable. This confirms a downward trend in the market presence of both insurance groups since 2010, which decreased from 10.1% to 3.4% for Itaú and from 8.2% to 5.2% for MetLife in that period. Chile's Penta group has also been sliding down the rankings for the last two years. In 2019, it dropped by five places and lost -0.6% of market share, from 2% to 1.4%, while in 2020, it fell four places and lost a -0.5% share to place nineteenth in the ranking, with a share of 1.0%.

Data and metrics

Data sources

As in previous editions of this report, in preparing the rankings, data has been obtained from information published on the respective markets by the supervisory and regulatory insurance agencies of Latin American countries. In addition, the total premiums of each group in the different countries is the sum of the written premiums, direct insurance, with provisional data in the cases of Chile and Puerto Rico. In the latter case, the 2020 Annual Report has not yet been published by the Office of the Commissioner of Insurance, and figures provided by the National Association of Insurance Commissioners (NAIC) for eight Life insurance groups and the 43 annual reports published by the Office of the Commissioner of Insurance have been used, thus estimating the total market for 2020. As on the date of preparation of this report, the December 2020 quarterly report "Status of the insurance market" also has not been published by the Argentine Superintendence of Insurance, so the final figures of the Argentine market may vary from the market figure published by "Revista Estrategas." Mergers and acquisitions announced over the course of the 2020 fiscal year were also taken into account when calculating the data.

Sample

In the sample years (2010–2020), the scope and coverage of the sample used included the 25 largest insurance groups among Life and Non-Life insurance companies in Latin America. The region's 63.5% insurance market is represented by these 25 groups, while the representativeness is 61.5% of the Non-Life market segment and 80.9% of the Life insurance market. The samples are therefore representative of the total population given that the sampling error is 0.2% and 0.4% in the

Non-Life and Life markets respectively, and 0.3% in the total market. Errors are negligible with a 95% confidence interval. Accordingly, the conclusions reached regarding the Latin American market as a whole can be generalized with a high degree of confidence.

Intertemporal comparability

Dynamic analysis has been performed assuming a constant sample of participants over time. After obtaining the ranking by premium volume for the current year (2020), the same information was located for each group comprising the ranking in 2020 and 2010. This enables the changes in each of the participants under analysis to be reviewed up to their present ranking in the table.

However, the analysis raises two issues, the importance of which, although negligible, becomes greater the further back in time they are analyzed. The first of these is that, in certain cases, the groups included in the current ranking did not form part of the ranking ten years ago. This has a minor impact when comparing actual concentration to the analytical equivalent in both samples (actual 2010 ranking vs. 2010 ranking-equivalent of the analysis). And the second issue to consider is that, in a few cases, some groups did not exist in the 2010 actual sample, as they began to operate later or they had not yet merged into a group. For example, Santander Seguros with 4.28 billion dollars of premiums and sixth in the ranking in 2010, it wasn't until 2011 that it sold control of its subsidiary in Latin America to Zurich, so Zurich did not collect this amount in 2010. The case of Chubb is somewhat similar, which officially acquired the ACE group in July 2015 with 1.16 billion dollars in premiums in 2010. In addition, Royal & Sun Alliance, which placed twenty-fourth in the 2010 ranking (with 1.13 billion in premiums in 2010) did not become part of Grupo Sura until 2016.

Metrics

One of the objectives of the analysis included in these rankings is to contribute to understanding the structure of the insurance industry in Latin America, the distribution of the weight of its participants and its concentration. This can be analyzed from a purely static perspective (with a ranking of size based on premiums) and also from a dynamic perspective, which provides a wider view of changes in concentration and how each of the groups included in the ranking have contributed to this process.

The *gross weight* (corresponding to point [1] in the tables) of each participant in the ranking was therefore measured according to the size of their premiums in dollars at the current date—in this case 2020—and at two previous points in time, specifically 2010 and 2019. This is done in order to obtain an overview of the historical increase in premiums ($\Delta 2010-2020$ and $\Delta 2019-2020$) to date, thus separating secular variation over the last decade (corresponding to the trend) from the variation experienced during the last year (more linked to the economic cycle).

Once the premium value in dollar terms was obtained for these years, each participant's *market share* was calculated (shown under point [2] in the tables). These shares are regional and, as such, are the aggregation of premiums in different currencies that are then converted into dollars. Regional shares are necessary to calculate the market concentration index.

The *market concentration* [3] is calculated using the *Herfindahl index*, resulting from the sum of the regional shares squared [$HHI = \sum^{25} (\text{share}_n)^2$]. The index is higher when there are a smaller number of players with large shares (which increases the degree of concentration) and lower when the number of participants increases and the shares are better distributed among them (reducing the degree of concentration). The Herfindahl index requires

some degree of confidence for the population it analyzes. In this case the index was considered appropriate given that the representation error in the analysis is 0.2% overall at a 95% confidence interval (0.3% at 99.9% a confidence interval). Had there not been this level of confidence in the sample (such as if there had been a notably lower level of representativeness of the ranking), it would have been necessary to apply percentile concentration criteria such as the *Concentration Ratio* (CR), which would have ruled out any attempt to draw conclusions about the overall population.

The Herfindahl index provides a view of overall concentration for all elements of the sample. However, in order to determine the market strength of each ranking element, their *contribution to concentration must be calculated based on the Herfindahl index* [4], which is measured as the contribution ratio of each case to the index. The differences shown in the tables and comments for the Herfindahl index in 2020 result from calculating the index using the premium market shares totaled in 2020 by the same 25 insurance groups that comprise the top-25 of the 2019 ranking and the index calculated with the insurers that formed the top-25 in that year, which were consistent for maintaining intertemporal comparability.

Finally, market strength also depends on historic and cyclical growth dynamics for the operations of each participant included in the ranking; above-market share growth leads to higher concentration. Therefore, we needed to review *changes over time in each group's share in concentration* (corresponding to point [5]) in order to distinguish secular trends from those related to the economic cycle or exchange rate.

Please note that these metrics are used in Tables 1-a, 1-b, 2-a, 2-b, 3-a, 3-b, 4-a, 4-b, 4-c, 4-d, 4-e and 4-f of this report, as well as in their corresponding schematic expressions (Charts 1-a, 1-b, 1-c, 1-d, 2-a, 2-b, 2-c, 2-d, 3-a, 3-b, 3-c, 3-d, 4-c, 4-d, 4-e, 4-f, 4-g, 4-h, 4-k, 4-l, 4-m, 4-n, 4-o and 4-p).

Table A
Exchange rates used in the analysis
(local currency/USD)

| Countries | 2010 | 2019 | 2020 | | | |
|----------------|-----------------------|-----------------------|-----------------------|--------------|--|-----------------------|
| | Average exchange rate | Average exchange rate | Average exchange rate | Depreciation | Exchange rate weighting (by amount of premiums 2019) | Weighted depreciation |
| Argentina | 3.9119 | 48.2251 | 70.6459 | 46.5% | 4.2% | 2.0% |
| Brazil | 1.7607 | 3.9457 | 5.1558 | 30.7% | 40.1% | 12.3% |
| Bolivia | 7.0215 | 6.9057 | 6.9047 | 0.0% | 0.4% | 0.0% |
| Chile | 509.9339 | 703.1234 | 791.9834 | 12.6% | 8.6% | 1.1% |
| Colombia | 1,898.0723 | 3,281.7716 | 3,694.1499 | 12.6% | 6.2% | 0.8% |
| Costa Rica | 525.2257 | 587.6607 | 585.1170 | -0.4% | 1.0% | 0.0% |
| Ecuador | 1.0000 | 1.0000 | 1.0000 | 0.0% | 1.2% | 0.0% |
| El Salvador | 1.0000 | 1.0000 | 1.0000 | 0.0% | 0.5% | 0.0% |
| Guatemala | 8.0584 | 7.6993 | 7.7227 | 0.3% | 0.7% | 0.0% |
| Honduras | 18.8950 | 24.5730 | 24.6496 | 0.3% | 0.3% | 0.0% |
| Mexico | 12.6332 | 19.2446 | 21.4785 | 11.6% | 20.4% | 2.4% |
| Nicaragua | 21.3574 | 33.2699 | 34.4485 | 3.5% | 0.1% | 0.0% |
| Panama | 1.0000 | 1.0000 | 1.0000 | 0.0% | 1.1% | 0.0% |
| Paraguay | 4,753.1008 | 6,240.7600 | 6,771.6279 | 8.5% | 0.1% | 0.0% |
| Peru | 2.8249 | 3.3361 | 3.4966 | 4.8% | 2.9% | 0.1% |
| Puerto Rico | 1.0000 | 1.0000 | 1.0000 | 0.0% | 10.0% | 0.0% |
| Dominican Rep. | 36.8667 | 51.3952 | 56.6395 | 10.2% | 0.9% | 0.1% |
| Uruguay | 20.0145 | 35.2618 | 42.0203 | 19.2% | 1.0% | 0.2% |
| Venezuela | 3.7389 | 15,660.1089 | 370,382.7119 | 2,265.1% | 0.2% | 5.6% |

Source: MAPFRE Economics (based on Bloomberg data)

Specificities

As in previous editions of this report, in the case of Brazil, the contributions of private pensions have not been taken into account, nor have Health insurance premiums (under the supervision of the *Agência Nacional de Saúde Suplementar*, ANS—Brazilian national agency for supplementary health services) or those of Capitalization. However, the study did consider Life annuity premiums and retirement insurance premiums in Argentina and pension fund insurance premiums in Mexico (in both cases managed by insurance companies). For calculating the total premium volume in

Uruguay, active reinsurance has been taken into account.

Lastly, we used the average annual exchange rate to convert data from other currencies to dollars. Growth rates were also calculated based on revenue in dollars. In this edition, in addition to the average exchange rate (needed for equal comparative purposes with other years), a constant exchange rate has been used, which mitigates the exchange rate effect in light of the exceptional situation of the pandemic and which helps to isolate this effect of the organic evolution of the business. For this purpose, Table A details the exchange rates used below.

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- 11/ See: http://www2.susep.gov.br/menuestatistica/SES/resp_premiosesinistros.aspx
- 12/ In general, Brazilian Non-Life insurance groups have been affected by the inertia of the decline in the market in which they primarily operate, the Non-Life segment of which recorded -5% growth in dollars in the year, which was largely due to the effect of the exchange rate on premiums.
- 13/ SES ([susep.gov.br](http://www2.susep.gov.br))
- 14/ See: <https://boletines.latinoinurance.com/allianz-realiza-la-mayor-inversion-en-brasil/>
- 15/ The concentration analysis included in this report has been prepared considering the total premium universe comprised by the following Latin American insurance markets: Mexico, Guatemala, Honduras, El Salvador, Nicaragua, Costa Rica, Panama, Dominican Republic, Puerto Rico, Colombia, Venezuela, Brazil, Ecuador, Peru, Bolivia, Chile, Paraguay, Argentina and Uruguay.
- 16/ It must be pointed out that for 2010, the Venezuelan exchange rate used in the ranking does not contain the reclassification caused by the change to the sovereign bolívar in 2017. In addition, for 2018, the ranking was recalculated with data from Venezuela using the average exchange rate instead of the corresponding rate at the end of the period used in the previous edition of the ranking.
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