

FUNDACIÓN MAPFRE

The Latin American insurance market in 2012-2013

December 2013

**Instituto de
Ciencias del Seguro**



THE LATIN AMERICAN INSURANCE MARKET 2012-2013

Authorisation is hereby given to reproduce the information contained in this study, provided the source is cited.

© 2013, FUNDACIÓN MAPFRE
Centro de Estudios
Paseo de Recoletos, 23
28004 Madrid
www.fundacionmapfre.org/cienciasdelseguro
Tel.: 91 581 23 39
Fax: 91 581 23 55

CONTENTS

- 1. Introduction 7
- 2. The Latin American Insurance Market 2012-2013 11
 - 2.1. Macroeconomic Environment 11
 - 2.2. Insurance Market 11
- 3. Region and Country Analyses 21
 - 3.1 Mexico..... 21
 - 3.2 Central America, Puerto Rico and the Dominican Republic 27
 - 3.2.1 Central America 27
 - 3.2.2 Puerto Rico..... 33
 - 3.2.3 Dominican Republic 37
 - 3.3 South America 42
 - 3.3.1 Argentina 46
 - 3.3.2 Bolivia (Plurinational State of) 52
 - 3.3.3 Brasil 56
 - 3.3.4 Chile 62
 - 3.3.5 Colombia..... 68
 - 3.3.6 Ecuador 74
 - 3.3.7 Paraguay 78
 - 3.3.8 Peru 83
 - 3.3.9 Uruguay 89
 - 3.3.10 Venezuela (Bolivarian Republic of) 93
- Statistical Annex..... 99
- List of figures 105

1. INTRODUCTION

FUNDACIÓN MAPFRE is pleased to present the 12th edition of "The Latin American Insurance Market" report, containing information from 2012 and 2013.

The purpose of this survey is to offer an overview of the current situation of the insurance market in Latin American countries. As in previous editions, we have included a summary of the economic context in which the insurance activity has been undertaken in each of the countries examined and have analyzed the trends in insurance based on sector data regarding the production of insurance by lines, claims, results, number of companies and insurance group rankings.

As has become customary, this survey was prepared using publications released by the insurance supervisory bodies and associations in each country. In order to simplify the comparison between countries, we have applied the criteria used in Spain for classifying the Life and Non-Life business lines. For this reason, Healthcare, Deaths and Occupational Accident insurance, considered to pertain to Life insurance business in some countries, has been classed in this report as belonging to Non-Life insurance.

Nominal and real variation indices are employed throughout the report. Unless otherwise stated, these refer to nominal variations. Average regional increments in premium volume are calculated as the weighted average of the nominal growths in the local currency, bearing in mind that this represents the weight of each insurance market in the total income expressed in euros for each region.

The descriptive ratios presented in the survey (claims, cost and combined ratios) were calculated on earned premiums, net reinsurance. The earned premiums correspond to the term used in most of these countries, namely "net accrued premiums" or "net earned premiums".

2. The Latin American Insurance Market 2012-2013

2. THE LATIN-AMERICAN INSURANCE MARKET

2.1. MACROECONOMIC ENVIRONMENT¹

Within an environment of slight deceleration of the global economy, the GDP of Latin America and the Caribbean grew by 3.0% in 2012, below the 4.3% growth experienced in 2011. This slowdown can fundamentally be explained by the slight growth in the Argentine and Brazilian economies, though with the exception of these two countries the remaining economies grew by 4.3%. The main contribution to the growth stemmed from the dynamism of internal demand following positively performing job markets, the expansion of credit to families and, in the case of Central America, the increase in migrant remittances.

The sluggish world economy resulted in less external demand, and exports from the region therefore increased by only 1.6% compared with 23.9% the previous year. Meanwhile, the reduction in the prices of numerous export commodities had a negative impact on the exported value, and therefore the factor that influenced the rise in exports was an increase in volume. Additionally, the positive performance of internal demand contributed to the increase in imports, though there was a significant slowdown in this area as well. The result was a balance of trade surplus of 0.9% of the region's GDP, four tenths less than 2011.

The regional inflation rate as of December 2012 was 5.6%, compared with 6.8% the previous year. Argentina was the only country where inflation increased² and Venezuela was the country in which it decreased the most (from 27.6% to 20.1%).

Turning to the job market, the positive trends of recent years continued with a marked increase in the employment level and a larger workforce due to the greater integration of women in the job market. The unemployment rate hit a new low, falling from 6.7% to 6.4%.

With the exception of the Argentine peso and the Brazilian real, all currencies in the region made gains against the Euro.

ECLAC (UN Economic Commission for Latin America and the Caribbean) forecasted that the GDP in Latin America and the Caribbean would grow by 2.6% in 2013, affected by the sluggishness of the two largest economies in the region: Brazil (2.4%) and Mexico (1.3%). In the face of less-than-buoyant external demand, consumption continues to be the main cause of growth. The economic forecasts for 2014 are moderately optimistic regarding the prospects of an improved global economy, which would lead to greater external demand and increased exports. In this regard, the forecasted GDP growth of 3.3% will depend in part on whether Mexico and Brazil continue their recovery.

2.2. INSURANCE MARKET

In 2012 the Latin American insurance industry experienced solid growth, thus consolidating the trend observed in recent years. The 18.2% average nominal growth in premium volume (in local currency) represents an increase of over one percentage point in comparison

¹ The economic comments in this report are based on the following ECLAC publications: "Estudio económico de América Latina y el Caribe" ("Economic Survey of Latin America and the Caribbean") and "Balance preliminar de las economías de América Latina y el Caribe" ("Preliminary Evaluation of the Latin American and Caribbean Economies").

² Excluding Puerto Rico.

with the value reached in 2011 (17.1%). Performance was not even across all lines however, with Life insurance accelerating (24.7% in 2012 compared with 15.9% in 2011) and Non-Life insurance decelerating (14.2% in 2012 compared with 18.2% in 2011).

According to data from Swiss Re, the Latin American share in the world insurance market grew to 3.66% in 2012, notching up an extra two tenths on the percentage reached the previous year (3.4%).

Nominal growth in local currency

% Variation in premium volume. 2012			
COUNTRY	NON-LIFE	LIFE	TOTAL
Argentina	31.1	38.8	32.3
Bolivia	20.0	18.7	19.7
Brazil	12.4	31.9	23.3
Chile	5.8	6.5	6.2
Colombia	12.9	13.9	13.2
Costa Rica	14.5	30.5	16.2
Ecuador	11.3	10.2	11.1
El Salvador	10.6	13.5	11.6
Guatemala	-2.7	3.2	-1.5
Honduras	9.9	12.6	10.7
Mexico	7.6	14.3	10.5
Nicaragua	16.8	23.0	17.7
Panama	7.9	9.0	8.2
Paraguay	18.0	25.3	18.8
Peru	11.6	6.9	9.6
Puerto Rico	-5.3	7.2	-4.3
Dominican Republic	8.2	12.7	8.8
Uruguay	18.7	33.4	22.3
Venezuela	28.5	23.9	28.4
Total	14.2	24.7	18.2

Figure 1. Variation in premium volume in 2012 in Latin America

Source: own statistics from the information published by each country's insurance oversight authority.

All countries with the exception of Puerto Rico and Guatemala experienced a nominal growth in their premium volume in local currency, and many of them reached double-digit figures. The highest figures belong to Argentina (32.3%), Venezuela (28.4%), Brazil (23.3%) and Uruguay (22.3%). The real figures were likewise positive all around, though once again with the exception of the two aforementioned countries (Puerto Rico and Guatemala). Overall, the markets in South America grew more than the ones in Central America, Mexico and the Caribbean (Puerto Rico and the Dominican Republic).

Puerto Rico has the largest premium per capita³ (€ 2,194 per inhabitant), which greatly overshadows Chile, Venezuela and Brazil⁴ (€ 494, € 359 and € 350 per inhabitant, respectively). The smallest premiums per capita in the region corresponded to Nicaragua and Bolivia, with € 18 and € 24 per inhabitant, respectively. In 2012, the premiums per capita grew in all the countries.

³ The premium volume in Puerto Rico includes Healthcare insurance for the low-income population, whose premiums are managed by private insurance companies but paid by the Puerto Rican government.

⁴ Insurance density and penetration have been calculated by considering the earnings of all the private Brazilian insurance segments: Insurance, Healthcare, Private pension and Capitalization.

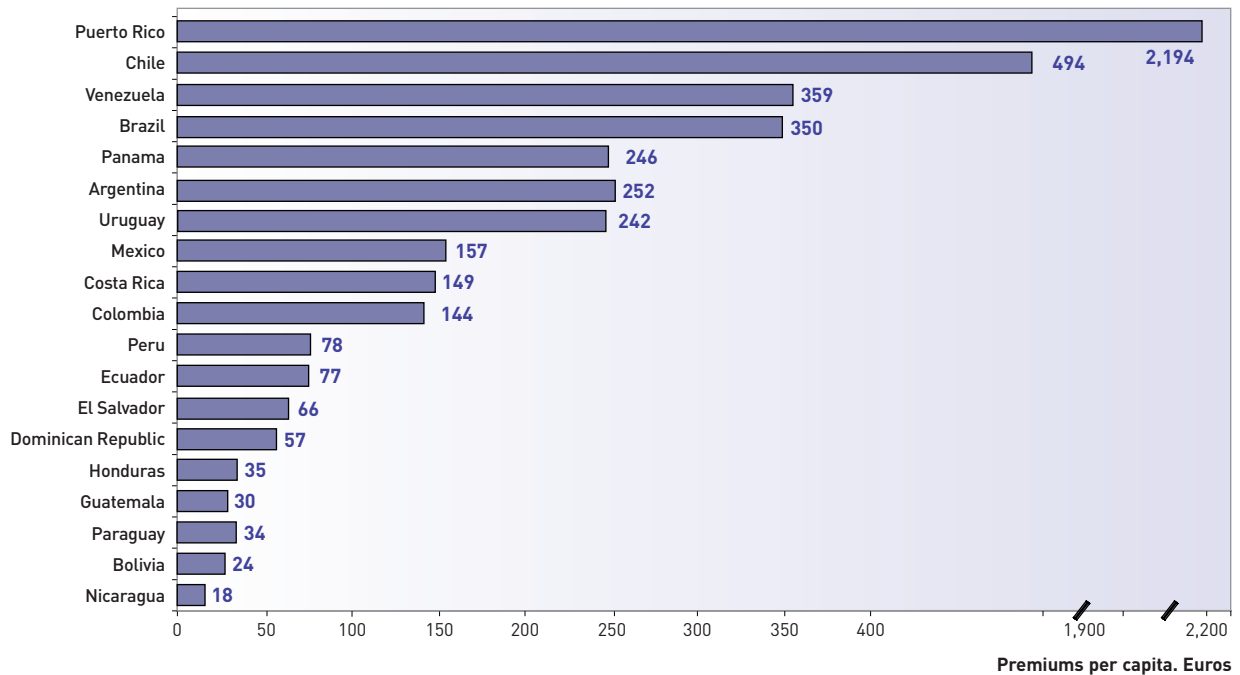


Figure 2. Latin America. Premium per capita 2012

Source: own statistics from the information published by each country's insurance oversight authority and by ECLAC

Similarly noteworthy in insurance penetration, i.e., the percentage of premiums in relation to the GDP, is the 15.3% reported by Puerto Rico, which dropped two tenths from last year's figure, followed by Chile (4.2%) and Brazil (4.0%). The countries with the least penetration are Bolivia, Guatemala and Paraguay (1.2% in all three cases). The average value for the entire region was 3.0%, the same as last year.

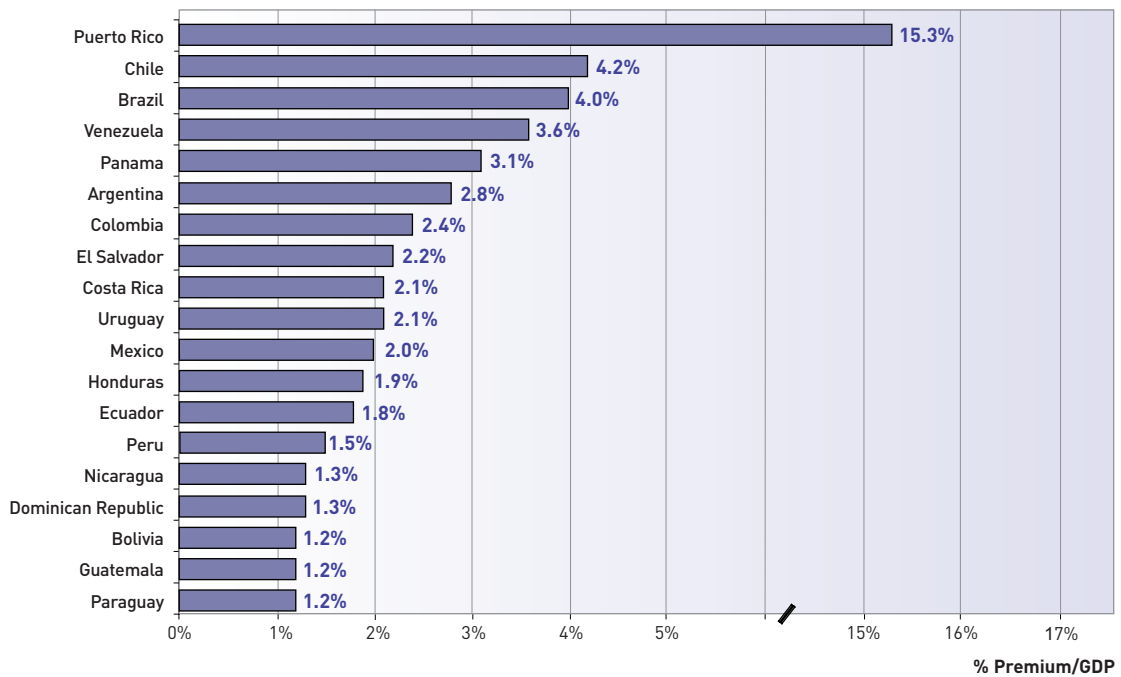


Figure 3. Latin America. Insurance penetration in 2012

Source: own statistics from the information published by each country's insurance oversight authority and by ECLAC.

The total volume of premiums in the region rose to € 122,305 million, of which € 51,017 million correspond to Life insurance and the remaining €71,288 million to Non-Life insurance. The largest market share continues to correspond to Non-Life insurance businesses (58%, two points down from 2011). Valued in euros, total premiums grew by 17.4% (14.1% in 2011), Life by 22.4% (13.9% in 2011) and Non-Life by 14.0% (14.2% in 2011). Brazil makes up 42% of the entire Latin American market, followed by Mexico (14.7%), Venezuela (8.8%) and then Argentina (8.5%).

The extraordinary growth in Venezuelan insurance in recent years, primarily due to the boost in group healthcare insurance (with significant state procurement of this type of insurance), and the progress of the bolivar against the euro in 2012, have contributed in positioning the insurance market in Venezuela as the third largest in the region, after holding the fifth spot in 2011. Puerto Rico however has moved in the opposite direction, as its insurance industry has been influenced heavily in these past few years by the economic crisis and it has registered only modest increases in premiums, and even decreases, causing it to drop from the fourth largest market in Latin America in 2011 to the sixth spot, behind Argentina and Chile, two markets that have shown favorable progress in recent years.

Data in millions of euros. Nominal growth expressed in euros

Premium Volume. 2012						
COUNTRY	NON LIFE	%Δ	LIFE	%Δ	TOTAL	%Δ
Brazil	20,798	2.1	30,482	24.0	51,280	14.1
Mexico	9,582	10.4	8,427	17.0	18,009	13.4
Venezuela	10,556	39.1	204	34.0	10,760	39.0
Argentina	8,596	25.6	1,757	32.9	10,353	26.8
Chile	3,470	17.4	5,152	18.1	8,623	17.8
Puerto Rico	7,439	2.4	773	16.0	8,212	3.5
Colombia	4,825	25.8	2,045	26.9	6,870	26.1
Peru	1,354	26.2	971	20.9	2,326	23.9
Ecuador	952	20.4	197	19.2	1,149	20.2
Panama	684	16.7	197	17.9	881	17.0
Uruguay	606	21.6	217	36.6	822	25.2
Costa Rica	631	23.5	85	40.8	717	25.3
Dominican Republic	487	13.1	88	17.8	574	13.8
Guatemala	365	4.5	94	10.9	459	5.8
El Salvador	263	19.7	150	22.8	413	20.8
Honduras	195	16.0	81	18.9	276	16.8
Bolivia	192	29.9	53	28.4	245	29.5
Paraguay	202	26.1	26	33.9	228	27.0
Nicaragua	90	20.3	17	26.7	107	21.3
Total	71,288	14.0	51,017	22.4	122,305	17.4

Figure 4. Latin America. Premium volume in 2012 by country

Source: own statistics from the information published by each country's insurance oversight authority.

For Life insurance, the share in Brazil has grown to 59.7%, followed by Mexico (16.5%) and Chile (10.1%). These three countries, together with Colombia and Argentina, are the largest Life insurance markets in Latin America, representing a combined share of 94%.

Brazil's "Vida Generador de Beneficios Libres" (VGBL) insurance plan was once again the driving force behind the growth in the Life insurance business with an increase of € 6,414 million in premiums, a 37.3% hike compared with the previous year. Chile has had prominent growth in life annuity (Rentas Vitalicias) stemming from the involvement of insurance companies in the Chilean social security system. Group Life insurance experienced robust

growth in Argentina, as did Individual Life insurance in Mexico. For Latin America as a whole, Individual and Group Life insurance, which constitute 88% of the total Life insurance premiums, grew by 22.1% and Provisional Life insurance and Pensions grew by 24.6%.

With regard to Non-Life insurance businesses, Brazil is also the primary marketplace, though with a share of 29.2%, which is below the Life insurance business. It is followed by Venezuela (14.8%), Mexico (13.4%), Argentina (12.0%) and Puerto Rico (10.4%). These five countries account for almost 80% of the total Non-Life insurance market in Latin America.

The Automobile business line grew by 14.4% throughout Latin America, with hikes in Brazil, Mexico and, above all, Argentina. This line also expanded in nominal terms in Venezuela, though not in real terms. On the other hand, the contraction of Non-Life insurance in Puerto Rico is owing to increased competition in the sector and the financial difficulties of the country in general, in addition to the drop in the premiums of the Healthcare line, primarily due to changes in the accounting practices related to them. In Mexico, there was a considerable decline in the Fire business associated with the non-renewal in 2012 of the multiannual policy for Petróleos Mexicanos (PEMEX). In addition to Automobile insurance, Argentina also experienced strong growth in Occupational Accident insurance.

Premiums in millions of euros

Latin America insurance market 2011-2012 Premiums by branch				
Branch	2011	2012	%Δ	% share
Life	41,674	51,017	22.4	41.7
Individual and group life	36,772	44,909	22.1	36,7
Private pension plans	4,902	6,108	24.6	5.0
Non-Life	62,547	71,288	14.0	58.3
Automobile	22,682	25,955	14.4	21.2
Health	12,851	14,867	15.7	12.2
Fire and allied lines	5,944	6,391	7.5	5.2
Other lines of business	8,938	9,889	10.6	8.1
Transport	2,668	2,885	8.1	2.4
Third-party liability	1,599	1,934	21.0	1,6
Personal accident	3,448	3,835	11.2	3.1
Credit and/or Surety	1,361	1,532	12.6	1.3
Worker Compensation	3,057	3,999	30.8	3,3
Total	104,221	122,305	17.4	100.0

Figure 5. Latin America. Volume of premiums in 2012 per branch

Source: own statistics from the information published by each country's insurance oversight authority.

The most significant **corporate movements** in 2012 were as follows:

- In March 2012 Australia's QBE Insurance Group announced that it had signed an agreement to acquire HSBC La Buenos Aires. The operation includes a 10-year agreement to supply general QBE insurances to Banco HSBC customers. The purchase transaction concluded in April following the approval of the nation's Insurance Council. HSBC Seguros continues to operate in Life and Retirement insurance in Argentina.
- Around the same time HSBC announced the sale of its portfolio of Damage and Automobile insurance in Mexico to the French group AXA. The transaction includes an exclusive distribution agreement for 10 years through which HSBC will distribute these products through its network of branch offices. This operation was completed in August 2013.

- In July 2012 the British group RSA completed the acquisition of the Argentine companies El Comercio and Aseguradora de Créditos y Garantías, formerly owned by Newbridge Latin America, a US private capital fund. This allowed the company to consolidate its presence in Argentina and expand its retail network in the country.
- Zurich sold La Boliviana Ciacruz group 51% of the shares it held in that group and in Zurich Boliviana Seguros Personales.
- In September 2012 the US group Liberty Mutual announced the expansion of its operations to Ecuador after acquiring two companies: Panamericana and Cervantes. The company now operates in Argentina, Brazil, Chile, Colombia and Venezuela.
- In October 2012 MAPFRE and Galeno reached an agreement to transfer MAPFRE's Occupational Risks and Healthcare activities in the country to the Argentine company. The operation also contemplates business collaboration between the two countries.
- That same month, the group ACE announced its acquisition of the company ABA Seguros, a subsidiary of the US company Ally Financial and one of the largest Non-Life insurance companies in Mexico. The operation was completed in May 2013.
- In November 2012 Grupo Sura received authorization from the Peruvian authorities to acquire 63% of the local insurance company Invita, from Grupo Wiese.

Meanwhile, the **earnings** secured by Latin American insurance companies rose in 2012 to € 9,823 million, representing an increase of 15.3% in relation to the earnings from the previous year. Chile and Colombia both obtained significant earnings, with increases of 151.5% and 100.9% respectively, thanks to excellent financial results, though in both cases the technical result deteriorated due to an increase in claims. Surges were also observed in smaller markets such as Paraguay (88.7%) and Panama (49.0%). The stagnant result for the largest market, Brazil, was due to an increase in claims and a fall in the financial result. Meanwhile, the diminished results in Peru (-13.8%) and Ecuador (-25.7%) were caused by an increase in claims and costs, respectively. Other countries such as Nicaragua, the Dominican Republic and Costa Rica experienced more moderate contractions.

Net result (millions of €)			
COUNTRY	2011	2012	Δ %
Brazil	5.392	5.364	-0,5
Mexico	1.033	1.368	32,4
Argentina	595	675	13,4
Venezuela	402	669	66,5
Chile	259	652	151,5
Colombia	239	480	100,9
Peru	234	202	-13,8
Costa Rica	78	76	-2,0
Panama	48	71	49,0
Ecuador	48	35	-25,7
El Salvador	39	42	8,3
Guatemala	37	45	19,3
Dominican Republic	35	32	-7,9
Honduras	28	35	26,5
Uruguay	17	29	69,8
Paraguay	14	26	88,7
Bolivia	11	14	24,9
Nicaragua	9	9	-6,8
Total	8.518	9.823	15,3

Figure 6. Latin America. Net result 2012 by country

Source: own statistics from the information published by each country's insurance oversight authority.

Preview 2013

During the first half of 2013, income from premiums recorded in Latin American insurance markets rose to € 66,065 million, representing a nominal growth of 9.7% compared with the same period in the previous year. The upward trend therefore continues, despite a certain slowdown compared with the previous period, which registered an increase of 19.1%. The deceleration has occurred in both Life insurance businesses (which grew by 12.1% in the first half of 2013 compared with 21.5% in the equivalent period in 2012) and Non-Life (8.0% in 2013 compared with 17.5% in 2012). This performance has also been affected by the value of the euro against some of the local currencies, most notably the Argentine peso, Brazilian real and Venezuelan bolivar.

Many markets experienced double-digit growth, two of the largest being Mexico (19.5%) and Argentina (16.5%). Brazil, on the other hand, had a more moderate growth (8.6%). All the countries except the Dominican Republic recorded growth, though two of them, namely Venezuela and Puerto Rico, are virtually stagnant.

Data in millions of euros. Nominal growth expressed in euros

Premium volume. 1st half of 2013						
COUNTRY	NON LIFE	% Δ	LIFE	% Δ	TOTAL	% Δ
Brazil	11,327	7.3	16,214	9.5	27,541	8.6
Mexico	5,902	17.8	4,878	21.7	10,780	19.5
Argentina	5,276	17.3	1,001	12.5	6,277	16.5
Venezuela	4,778	0.3	93	9.0	4,870	0.4
Chile	1,775	9.6	2,918	15.3	4,693	13.1
Puerto Rico	3,699	0.0	409	8.1	4,108	0.8
Colombia	2,402	2.4	1,043	8.1	3,444	4.0
Peru	706	17.1	538	17.1	1,244	17.1
Ecuador	489	3.7	103	0.2	592	3.1
Panama	347	7.6	103	10.5	450	8.2
Uruguay	303	17.8	133	31.2	436	21.6
Costa Rica	322	3.7	58	8.0	380	4.4
Dominican Republic	235	-3.9	45	9.3	280	-2.0
Guatemala	213	8.0	50	5.3	263	7.5
El Salvador	136	25.5	79	14.1	215	21.1
Honduras	105	5.8	43	11.1	149	7.3
Paraguay	126	21.4	17	20.3	143	21.3
Bolivia	106	15.6	32	29.5	138	18.5
Nicaragua	53	24.1	98	16.8	62	23.0
Total	38,299	8.0	27,765	12.1	66,065	9.7

Figure 7. Latin America. First half 2013 volume of premiums by country

Source: own statistics from the information published by each country's insurance oversight authority.

In relation to **the merger and acquisition processes** announced throughout 2013, the most outstanding developments were as follows:

- In April the Colombian group SURA announced the acquisition of the company Primero Seguros Vida from the group Valores Monterrey, thereby entering the Mexican Life insurance market.
- In June 2013 Generali entered an agreement with the financial group Banorte to sell it 49% of its minority stock in the Mexican companies Seguros Banorte Generali and Pensiones Banorte Generali.

- In September 2013 Inversiones La Construcción announced the purchase of 67% of the shares in Corp Group Vida Chile, the parent company of CorpVida and CorpSeguros, now owning 72.1% and 100% of the companies, respectively.
- In November the group AXA announced that it had signed an agreement with Grupo Mercantil Colpatria to purchase 51% of the stock of their insurance operation in Colombia, Colpatria Seguros, one of the largest Colombian insurance groups operating in the Life and General insurance businesses.
- In late 2013 the group Swiss Re acquired 14.9% of SulAmérica and became the second largest shareholder of the company after purchasing 11.1% from the Dutch group ING and 3.8% from the Larragoiti family, the main shareholder in the Brazilian insurance company.

Finally, the most relevant **legislative changes** that have occurred in the two periods analyzed are as follows:

- In July 2013 the **Brazilian** Lower Legislative Chamber approved legislation establishing the tax system for the sale of microinsurance, unifying the payment of various taxes into a single combined rate of 1%.

Additionally, Brazil's National Board of Private Insurance (Conselho Nacional de Seguros Privados - CNSP) approved Resolution No 279 of 2013, making it mandatory for all insurance companies operating in Brazil to have a consumer ombudsman whose primary duty will be to safeguard the rights of policy holders.

- On December 20, the Official State Gazette of **Colombia** published Decree 2973 of 2013, which amended Decree 2555 of 2010 concerning the technical reserves of insurance companies and other provisions.
- In July 2013 the Insurance Consumer Protection and Defense Regulations entered into force in **Costa Rica**. These regulations govern the rights and responsibilities of policy holders and make it mandatory for insurance companies to create an independent consumer support office to process possible complaints and claims.
- In April 2013 the Mexican Insurance and Financing Institutions Act was passed. When it enters into force in April 2015, this law will make it mandatory for insurance companies to manage their reserves and solvency capital in line with international standards. The law also entails reforms in insurance contracts.

Additionally, the reform of the Federal Roads, Bridges and Traffic Act, published on April 21, 2013 in the Official Federal Gazette, establishes that all vehicles traveling on federal roads, highways and bridges must have third-party insurance. The Finance and Public Credit Ministry will establish the rules for the operation of this insurance, while the Interior Ministry, through the Federal Police Department, will verify observance of the new legislation.

- In July 2013 **Paraguay** passed Law 4950/2013, thereby creating the Mandatory Traffic Accident Insurance (Seguro Obligatorio de Accidentes de Tránsito - SOAT). This insurance covers injuries caused to people by land vehicles that result in death, disability, medical or pharmaceutical requirements, surgery or hospitalization.
- In May 2013 Law No. 29946 on Insurance Contracts came into force in **Peru**, establishing a new legal framework for insurance contracts. The new law will help improve contractual relationships in the insurance market as it provides policy holders fairer and more transparent treatment when contracting insurances.

3. Region and Country Analyses

3. REGION AND COUNTRY ANALYSES

3.1. MEXICO

Macroeconomic Environment

During 2012 the GDP of the Mexican economy grew by 3.9%, the same value obtained the previous year. Like other countries in Latin America, the growth was supported primarily by internal demand and, in particular, by investment and private consumption, though external demand weakened as a result of the difficult international economic environment. Even so, the negative repercussions of the international crisis were not as serious as in other countries as Mexico was able to increase exports to the US, its primary trade partner.

All the main groups of activities recorded growth during 2012. The primary activities grew by 6.7% thanks to excellent results in the farming sector. Secondary activities grew by 3.6%, though the industrial sector evidenced a certain deceleration in the last quarter of the year. Finally, tertiary activities, which include the service and trade sectors, grew by 4.1%.

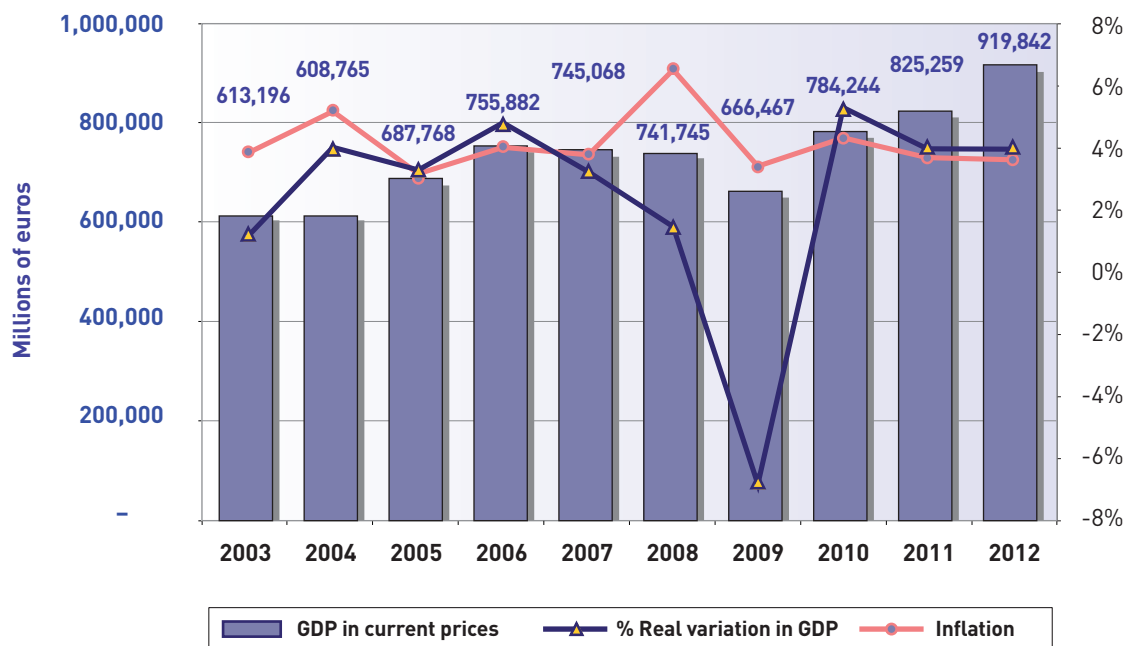


Figure 8. Mexico. GDP in 2012.

Source: own statistics from the information published by ECLAC and the Bank of Mexico.

In 2012 inflation and unemployment both decreased in Mexico. The inflation rate stood at 3.6% with the average unemployment rate at 5.9%, two tenths lower than the figures registered in the previous year in both cases. Employment, however, failed to recover its pre-crisis levels. With regard to the external sector, both imports and exports slowed down in 2012, and the current account deficit remained at low levels (0.8% of the GDP). Furthermore, the Mexican peso exchange rate remained highly volatile in 2012.

On December 1, 2012 the new president Enrique Peña Nieto, a member of the Partido Revolucionario Institucional (PRI), took office and is backing an ambitious program of economic and institutional reforms with a view to accelerating economic growth.

The performance of the Mexican economy in 2013 will rely heavily on the evolution of external demand, particularly from the neighboring United States of America. According to ECLAC forecasts, the Mexican economy is expected to grow by 1.3% in 2013.

Insurance Market

The Mexican insurance market reached a premium volume in 2012 of 305,194 million pesos (€ 18,009 million), which represents a nominal increase of 10.5% and real increase of 6.7%. Of these premiums, 53% correspond to Non-Life insurance and the remaining 47% to Life and Pensions.

The Life insurance businesses issued premiums to the tune of 125,176 million pesos (€ 7,387 million), with a nominal growth of 14.3%. Individual Life insurance continues its upward trend (18.8%) as a result of the increase in incomes and also insurance coverage associated with credits. Corporate Life insurance also continued to grow (12.1%), while there was a considerable attenuation of the decline in Group Life insurance, from -18.5% in 2011 to -0.6% in 2012, a decrease associated with changes in taxation. Pension insurance, which fell by 0.6% in 2011, grew by 12% in 2012, reaching a premium volume of 17,633 million pesos (€ 1,041 million).

Premium volume ¹ 2012				
Branch	Millions of pesos	Millions de euros	% Δ	% Δ real
Total	305,194	18,009	10.5	6.7
Life	125,176	7,387	14.3	10.3
Individual life	79,882	4,714	18.8	14.7
Collective life	16,266	960	-0.6	-4.1
Group life	29,027	1,713	12.1	8.2
Pensions	17,633	1,041	12.0	8.1
Non-Life	162,385	9,582	7.6	3.9
Automobile	62,818	3,707	12.2	8.3
Health ²	40,731	2,404	8.9	5.1
Fire	8,996	531	-34.7	-37.0
Earthquake and other catastrophic risks	13,666	806	1.9	-1.7
Property & Casualty	14,194	838	36.0	31.3
Transport	7,568	447	9.2	5.4
Third-party liability	6,705	396	16.2	12.2
Personal accident ²	4,605	272	9.9	6.1
Crop insurance	1,781	105	3.8	0.2
Credit	1,321	78	3.4	-0.2

Figure 9. Mexico. Premium volume in 2012 by branch

(1) Direct premiums.

(2) Accident and Illness branch.

Source: own statistics with data published by the Mexican Association of Insurance Institutions and the National Insurance and Finance Commission.

Non-Life insurance businesses issued premiums with a value of 162,385 million pesos (€ 9,582 million), representing a nominal growth of 7.6% and real growth of 2.9%. Particularly prominent growth occurred in the Automobile sector (12.2%), which is the Non-Life insurance business with the largest premium volume, and Third-Party Liability (16.1%). Equally outstanding is the reduction in Fire (-34%), which contrasts with its growth the previous year (90.9%), arising from the renewal in 2011 of the multiannual policy for Petróleos Mexicanos (PEMEX).

The penetration of insurance in Mexico in 2012 was 1.9%, which is below average in Latin America and thus suggests great growth potential for the sector in the years to come.

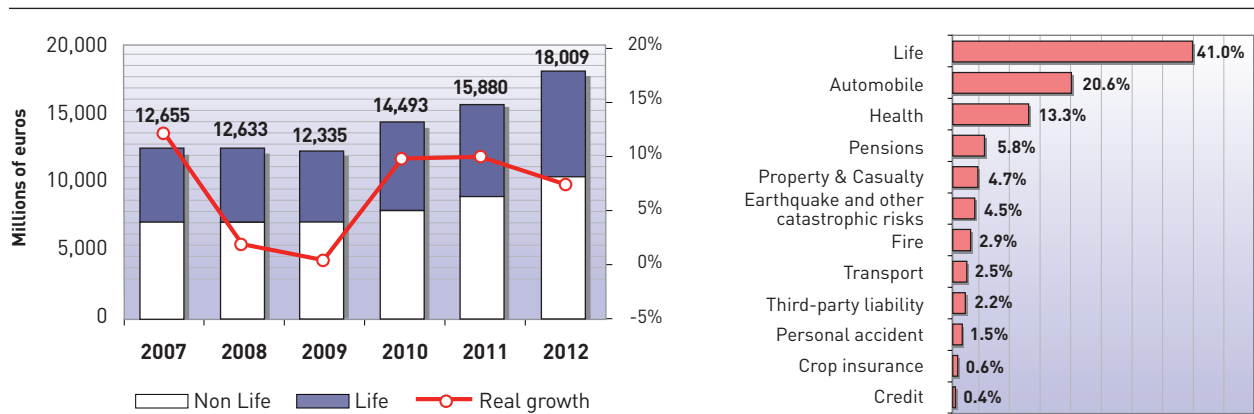


Figure 10. Mexico. Evolution of premiums and market share in 2012 by branch

At the end of 2012, the Mexican insurance industry comprised 105 institutions, eight of which were linked to a financial group and 60 of which were subsidiaries of foreign institutions.

In 2012 the ten largest Mexican insurance groups remained the same as the previous year, together accounting for 74.7% of all premiums issued. Metlife holds the first position in the ranking, with 14.5% of the market, followed by GNP (12.4%) and AXA (10.4%). The sole variation in contrast to 2011 is the permutation in the relative positions of Banamex (which rose from the seventh to the sixth spot) and Monterrey New York Life (which fell from sixth to seventh).

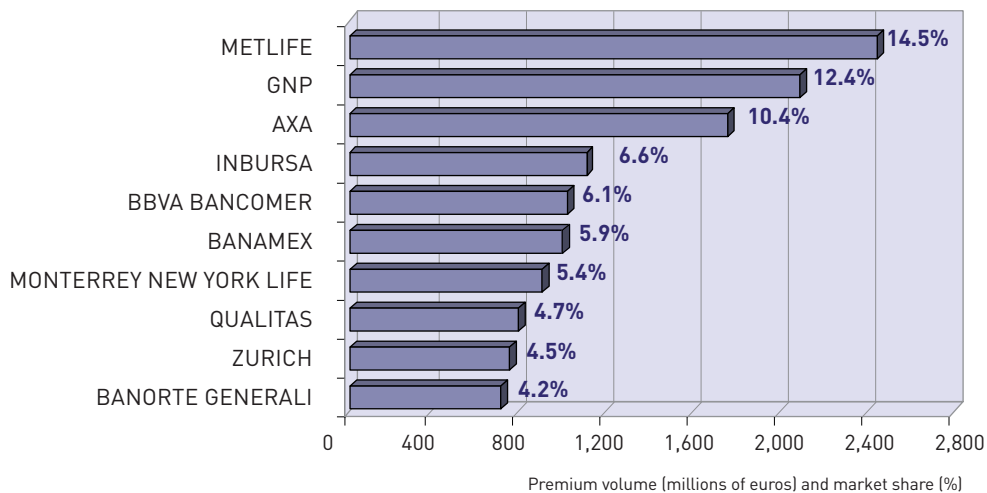


Figura 11. Mexico. 2012 Ranking. Total

Source: own statistics with data published by the National Insurance and Finance Commission. Note: Does not include pensions.

With regard to Non-Life Insurance, AXA continues to occupy the first spot, with 15.3% of the market, followed by GNP (12.8%) and Inbursa (8.6%). The relative classification of the ten leading companies is the same as in 2011.

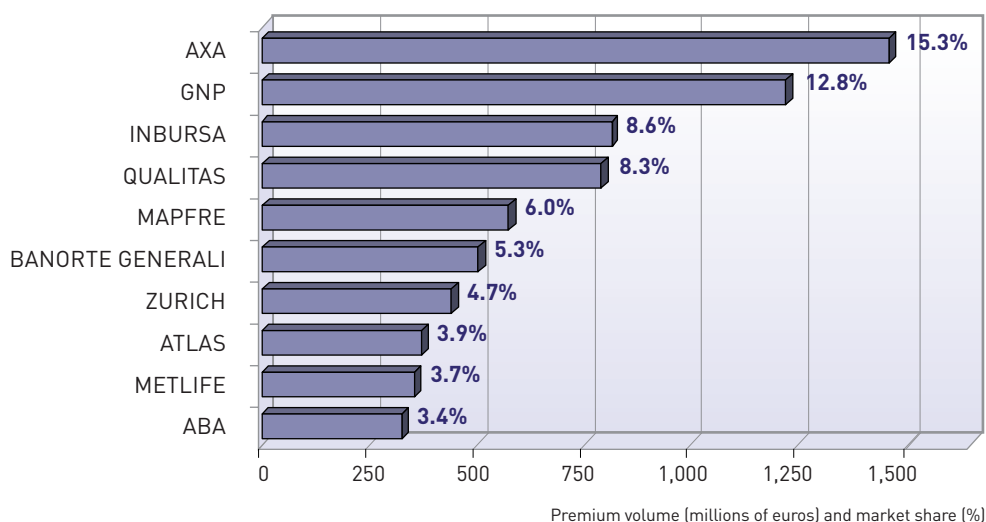


Figure 12. Mexico. 2012 Ranking. Non-Life

Source: own statistics with information from the National Insurance and Finance Commission.

In Life insurance, the table is led by Metlife, with 28.5% of the market, followed at some distance by Banamex (12.3%) and GNP (12.0%). These two companies have swapped their spots in the ranking in comparison with the previous year, which was also the case of Zurich and AXA (now in the sixth and seventh spots, respectively). Meanwhile, HSBC is listed on the table in the tenth position, overtaking Argos.

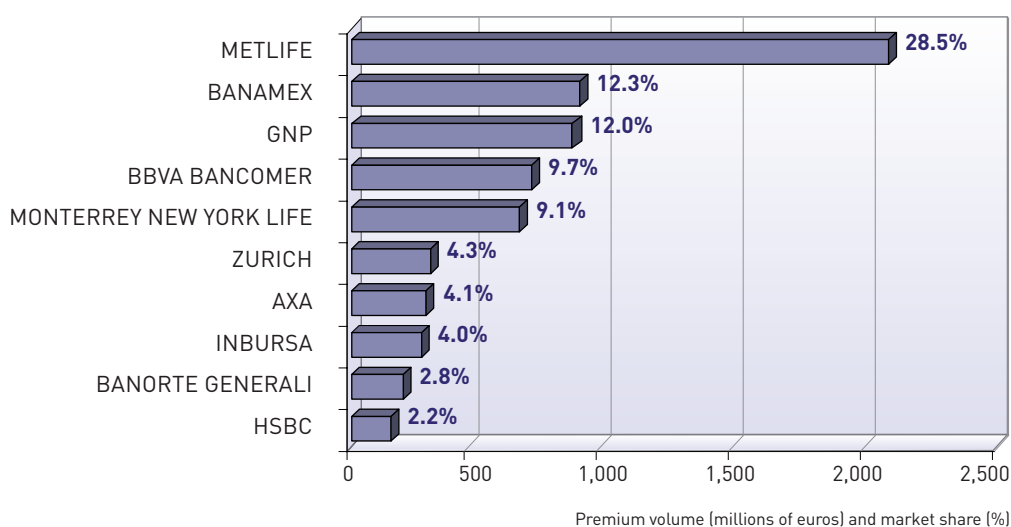


Figure 13. Mexico. 2012 Ranking. Life

Source: own statistics with information from the National Insurance and Finance Commission.

Note: Does not include Pensions.

Results

Earnings for the period reached 23,784 million pesos (€ 1,368 million), which represents a 12.4% hike in premiums and a 38% increase compared with the results for 2011. This is explained by a favorable financial result of 46,402 million pesos (€ 2,668 million), because the technical result sustained losses of 1,421 million pesos in spite of an improvement of more than two points in the claims ratio.

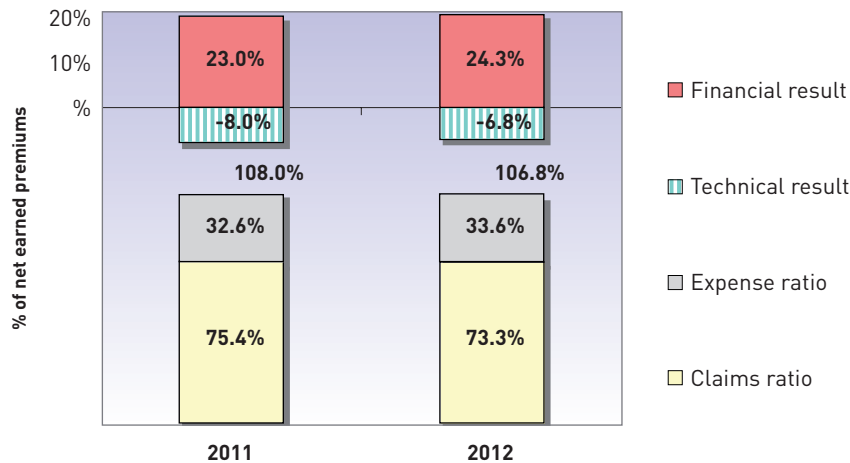


Figure 14. Mexico. Technical Account Result

Source: own statistics with information from the National Insurance and Finance Commission.

Merger and Acquisitions

In October 2012 the group ACE announced the acquisition of the company ABA Seguros, a subsidiary of the US company Ally Financial and one of the largest Non-Life insurance companies in Mexico. The operation was completed in May 2013.

In June 2013 Generali entered an agreement with the financial group Banorte to sell the latter 49% of its minority stock in Seguros Banorte Generali and Pensiones Banorte Generali.

In April 2013 the Colombian group SURA announced the acquisition of the company Primero Seguros Vida from the group Valores Monterrey, thereby entering the Mexican Life insurance market.

New Legislation

In April 2013 the Mexican Insurance and Financing Institutions Act was passed and will enter into force in April 2015. This law will make it mandatory for insurance companies to manage their reserves and solvency capital in line with international standards. This law also entails reforms in insurance contracts.

Additionally, the reform of the Federal Roads, Bridges and Traffic Act, published on April 21, 2013 in the Official Federal Gazette, establishes that all vehicles traveling on federal roads, highways and bridges must have third-party insurance. The Finance and Public Credit Ministry will establish the rules for the operation of this insurance, while the In-

terior Ministry, through the Federal Police Department, will verify observance of the new legislation.

Preview 2013

The premium volume in the Mexican insurance industry during the first half of 2013 was 178,003 million pesos (€ 10,780 million), representing a nominal increase of 15.2% compared with the same period in the previous year.

Life insurance businesses grew by 17.3%, reaching 80,544 million pesos (€ 10,780 million), which represents an acceleration compared with the same period in 2012 when the growth recorded was 13.9%.

The growth of Non-Life insurance businesses was 13.5%, somewhat lower than the previous year (15.4%), yet with disparate performance. Taking into account only the most important business lines, there is an evident acceleration in the growth of Healthcare (from 8.7% to 14.1%) and Fire (29.7% in 2013 compared with 13.7% in 2012), the latter due to the policy renewal of Petróleos Mexicanos (PEMEX) in June 2013. Lastly, the Automobile business line, with a market share of 34.3%, is also growing, albeit at a more subdued pace, having risen by 15.1% in 2012 but only 8.7% in 2013.

Premium volume ¹ . First half of 2013			
Branch	Millions of pesos	Millions of pesos	% Δ
Total	178,003	10,780	15.2
Life	80,544	4,878	17.3
Non Life	97,459	5,902	13.5
Automobile	33,396	2,022	8.7
Health	22,586	1,368	14.1
Fires	19,876	1,204	29.7
Transport	3,817	231	-0.2
Personal Accident	2,354	143	8.0
Other lines of business	15,430	934	10.1

Figure 15. Mexico. Premium volume in 2013 by branch

(1) Direct premiums.

Source: Done by FUNDACIÓN MAPFRE with information published by the Mexican Association of Insurance Institutions and the National Insurance and Finance Commission.

3.2. CENTRAL AMERICA, PUERTO RICO AND THE DOMINICAN REPUBLIC

3.2.1. CENTRAL AMERICA

Macroeconomic Environment

The average growth of Central American economies in 2012 was 4.8%, with a minimum of 1.9% (El Salvador) and maximum of 10.7% (Panama). For yet another year, internal demand drove this growth, supported in some cases by external demand. The most dynamic sectors were construction, manufacturing, financial and business services, transport and communications. The pressures of inflation eased off and by the end of the year the inflation rates fluctuated between a minimum of 0.8% (El Salvador) and a maximum of 7.1% (Nicaragua).

The ECLAC forecasts positive growth for all the countries in 2013, with around 2% for El Salvador and 8% for Panama.

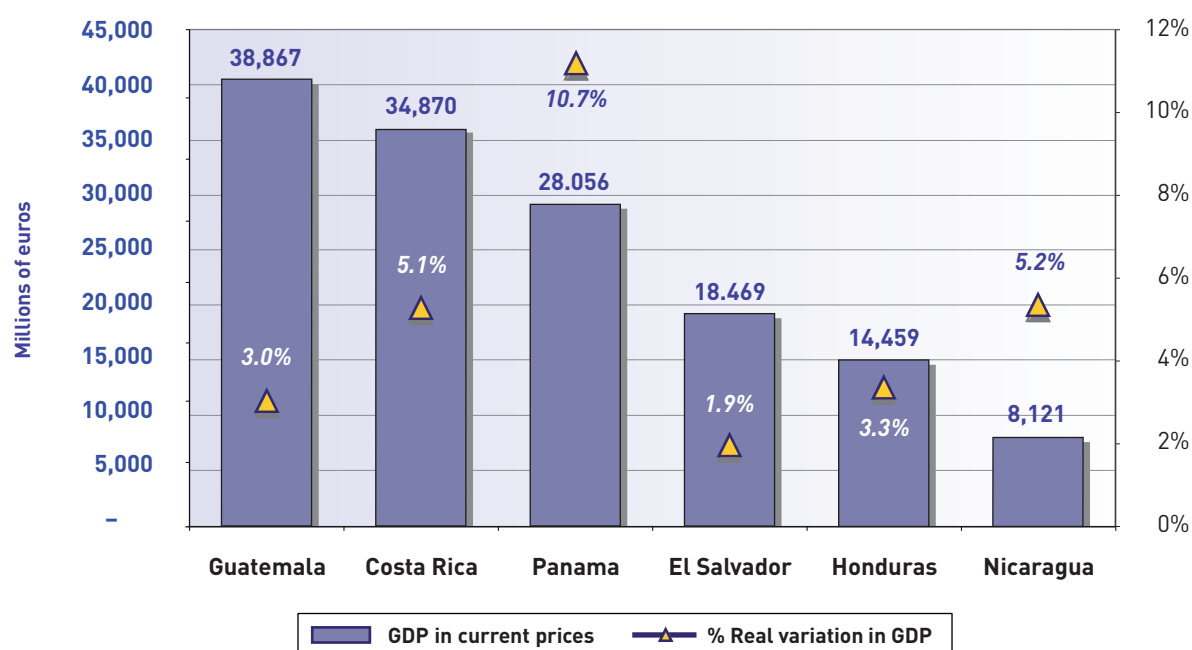


Figure 16. Central America. GDP 2012

Source: own statistics using information published by ECLAC.

Panama's economy grew by 10.7% in 2012, sustaining the upward trend of recent years (10.6% in 2011) and reinforced by expanding consumption and investment. By sector, construction and mining are particularly noteworthy, each growing by approximately 30% in connection with major infrastructure projects underway in the country, such as the extension of the Panama Canal. Other buoyant sectors include electricity, gas and water, transport and communications, hotels and restaurants, and financial brokerage. The inflation rate dropped to 4.6% in late 2012 (6.3% in 2011), and the current account deficit fell to 9.0% of the GDP (12.2% in 2011). For 2013, the ECLAC estimates a GDP growth of 8%.

The **Costa Rican** economy grew by 5.1% in 2012 (4.2% in 2011), driven by increased external demand (8.5%), gross investment in capital (8.1%) and, though to a lesser extent, internal demand (4.3%). The most dynamic sectors were manufacturing, business services, transport, communications, and construction. Inflation was 4.5% in late 2012 (4.7% in 2011), and the current account deficit fell to 5.2% of the GDP (5.4% in 2011). For 2013, the ECLAC estimates a GDP growth of approximately 3.5%.

Nicaragua's economy grew by 5.2%, which is slightly less than the 5.4% recorded in 2011. This growth was fundamentally driven by private investment (which rose by 31.2%, mainly centered around the manufacturing and construction sectors) and by the reactivation of credit. On the other hand, there was a slowdown in the growth of consumption, and of public consumption in particular. The inflation rate dropped to 7.1% in December 2012 from 8% in late 2011, and the current account deficit represented 12.8% of the GDP (13.2% in 2011). For 2013, the ECLAC estimates a GDP growth of approximately 5%.

The economy of **El Salvador** grew by 1.9% in 2012, which is slightly less than the 2.2% of 2011. Private consumption stagnated, exports decelerated (with a growth of 2.8% compared with 9.3% in 2011), and investment contracted (private investment dropped 1.6% in 2012 after growing by 15.6% the previous year). By sector, agriculture and livestock recovered, manufacturing and construction slowed down, and the financial sector contracted. Inflation finished the year at 0.8% (5.1% in December 2011) because of the good price performance of food and non-alcoholic beverages. The slowdown in exports caused by the reduced US demand for goods from El Salvador and the drop in the price of coffee increased the current account deficit to 5.3% of the GDP. For 2013, the ECLAC estimates that the economy will grow by approximately 2%.

The economy of **Guatemala** grew by 3% in 2012 compared with 4.2% in 2011, due to decelerating investments and exports. These, in turn, were affected by the international price reduction in sugar and coffee, and the lower US demand for products from Guatemala. The most dynamic sectors were agriculture and livestock, electricity, gas and water, and financial and business services. The inflation rate dropped to 3.4% in December 2012 (from 6.2% the previous year) and the current account deficit fell to 2.9% of the GDP (3.3% in 2011). For 2013, the ECLAC estimates a growth of 3%.

Lastly, the economy of **Honduras** recorded a 3.3% growth, slightly less than 2011 (3.7%). While consumption and external demand increased, the primary export destinations being the USA and certain European countries, investment contracted. The most dynamic sectors were communications, farming and livestock, and financial brokerage services. Inflation finished the year at 5.4% and the current account deficit reached 9.5% of the GDP, one point higher than in 2011. The central government's deficit was 6% of the GDP, thus consolidating the upward trend in public debt observed in recent years. For 2013, the ECLAC estimates an economic growth of 3%.

Insurance Market

In 2012, the Central American insurance industry reached a production of € 2,853 million, representing an increase of 17.6% compared with the total value in 2011, as a result of the economic growth of the region, legislation modernization and the introduction of new trade channels. However, the penetration of insurance in the economy remained at 2% of the GDP, revealing the lack of an insurance culture in the region and the potential for business growth. The average premium per capita rose from an average of € 57 in 2011 to € 65 in 2012. The difference between countries remains substantial, oscillating between € 18 in Nicaragua and € 246 in Panama.

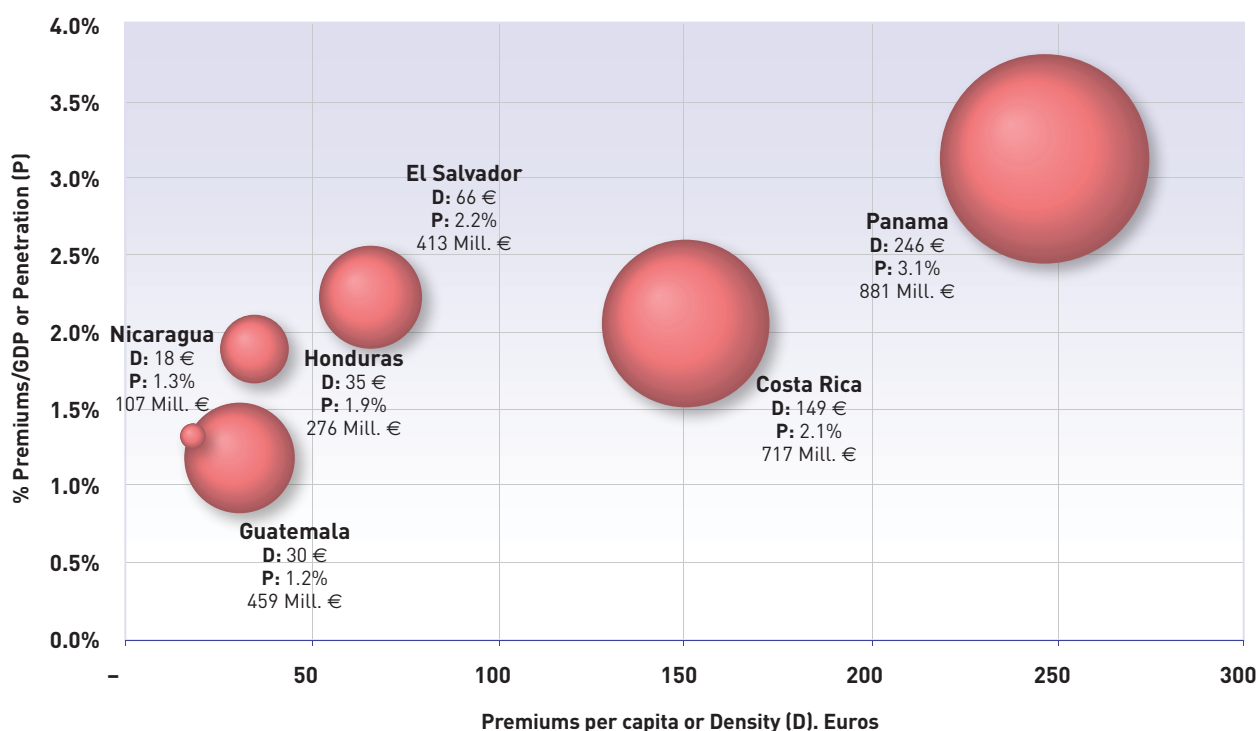


Figure 17. Central America. Penetration and Density in 2012

Source: own statistics from the information published by each country's insurance oversight authority and national statistics institute.

Five of the six countries presented a nominal growth in their premium volume in local currency, with double-digit growth in Costa Rica, El Salvador, Honduras and Nicaragua. Only Guatemala recorded a nominal contraction of 1.5% (real contraction 4.8%) due to shrinking Non-Life insurance business, particularly Healthcare (-18.1%). This decline is linked to the extraordinary growth in the Healthcare insurance business in 2011, namely 37.3%, as a result of changes introduced by new insurance legislation affecting the accounting system for premiums. The performance in this business line for 2012 was stable, though negative when compared with 2011.

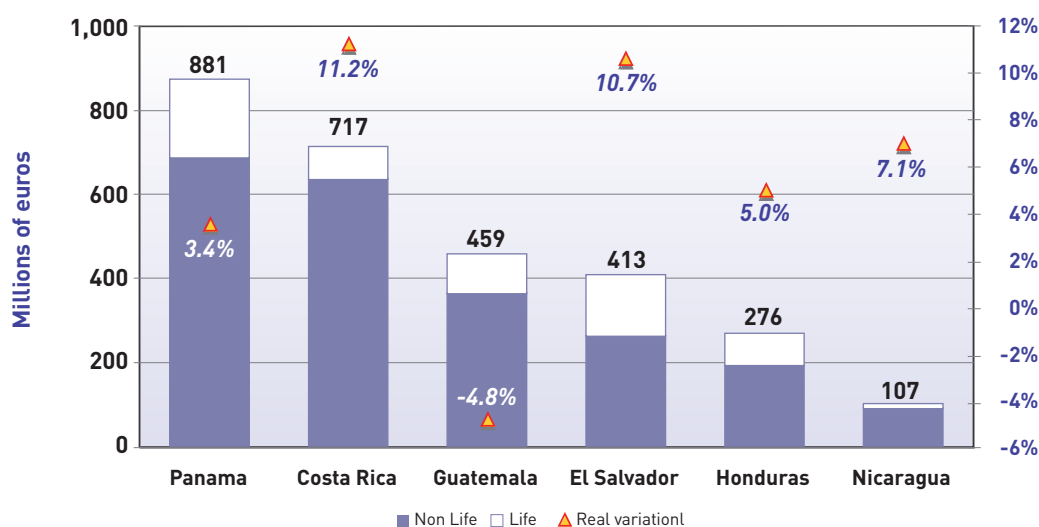


Figure 18. Central America. Volume of premiums in 2012

Source: own statistics from the information published by each country's insurance oversight authority and by ECLAC.

The results reveal a disparity among the countries, with claims growing in some (Panama, El Salvador, Guatemala and Honduras) and falling dramatically in others (Costa Rica and Nicaragua). Costs performed similarly, rising in El Salvador and Honduras and falling in all the other countries. The technical result was positive in all cases, and earnings remained at double-digit levels, ranging from 14.4% in Nicaragua to 22.1% in Honduras.

% of earned premiums net of reinsurance

Ratio (%)	Panama		Costa Rica		El Salvador		Guatemala		Honduras		Nicaragua	
	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012
Claims ratio	52.1	54.9	71.1	58.0	50.5	51.7	59.2	60.3	51.6	52.1	50.0	44.6
Expense ratio	42.7	41.6	40.4	34.5	36.7	38.3	36.1	34.2	36.6	37.0	53.6	53.1
Combined ratio (%)	94.8	96.5	101.6	92.5	87.2	90.0	95.3	94.5	88.2	89.1	103.6	97.8
Financial result	9.5	12.9	26.5	26.0	5.2	6.2	9.9	10.1	10.6	13.6	11.2	9.3
Tech.-Fin. Result	14.7	16.4	15.0	33.6	18.0	16.2	14.6	15.6	22.4	24.6	7.6	11.5
Net result	11.2	15.1	20.6	15.5	19.9	18.2	14.2	14.7	20.2	22.1	18.4	14.4

Figure 19. Central America. Results 2011-2012

Fuente: FUNDACIÓN MAPFRE.

With a premium volume of 1,139 million balboas (€ 881 million), the insurance industry in **Panama** remains the largest in Central America with a nominal growth of 8.2% and real growth of 3.4%. The insurance market in Panama at the end of 2012 comprised 31 companies, three of which account for nearly 50% of the total premiums issued. Both Life (9.0%) and Non-Life (7.9%) grew, though this was not the case for all business lines: Surety, Personal Accidents and Other Damages decreased, though the two most important Non-Life insurance businesses, Automobile and Healthcare, grew by 10% and 14.4%, respectively.

The combined ratio increased by 1.7 points due to increased claims, offset only partially by reduced costs. The financial result improved and earnings grew by almost three points, up to 15.1% (92 million balboas, € 71 million).

In 2012, the insurance industry in **Costa Rica** issued a premium volume of 466,156 million colones (€ 717 million), with a nominal growth of 16.2% and real growth of 11.2%, once again the second largest in the region after Panama. Life insurance soared (30.5%), as did Non-Life insurances such as Accidents and Healthcare (40.2%) and Third Party Liability (45.2%). On the other hand, Farming insurance premiums dropped by 52.2%.

The Costa Rican insurance market in 2012 comprised 15 companies, four more than the previous year. The largest company continues to be the National Insurance Institute (Instituto Nacional de Seguros - INS), which accounts for over 90% of all premiums.

The combined ratio improved by more than nine points, from 101.6% to 92.5%, because of significant drops in the cost ratio and claims. The financial result worsened by half a point and earnings were 15.5% (49,515 million colones, € 76 million).

In July 2013 the Insurance Consumer Protection and Defense Regulations entered into force. These regulations govern the rights and responsibilities of policy holders and make it mandatory for insurance companies to create an independent consumer support office to process possible complaints and claims.

The premium volume in the **El Salvador** insurance industry climbed during 2012 to 533 million dollars (€ 413 million), representing a nominal increase of 11.6% and a real increase of 10.7% compared with the premiums from the previous year. There was growth in both the Life (13.5%) and Non-Life (10.6%) insurance businesses. A salient feature of the Life insurance business was the 19.6% increase in Individual and Group insurance, while Non-Life performed well in Automobile and in Accidents and Sickness, rising by 21.7% and 17.8%, respectively. The market in El Salvador in 2012 comprised 20 companies, three of which account for 56% of the total premiums.

The combined ratio advanced by almost three points due to the increase in claims and costs, in spite of being the second best in the entire region (90.0%). The financial result improved by one point, while earnings fell to 18.2% (19.9% in 2011), with a value of 55 million dollars (€ 42 million).

In 2012 the insurance industry in **Guatemala** issued a premium volume of 4,646 million quetzales (€ 459 million), which represents a nominal drop of 1.5% and real decrease of 4.8% compared with the premiums issued the previous year. This decrease can be explained by the changes introduced by the Insurance Company Activity Act, which entered into force in January 2011. One of the most significant changes in the new legislation is that all insurance contracts must be issued with an annualized premium, which had a substantial effect on Group Life and Healthcare insurance, business lines whose premiums were declared monthly prior to the effective date of the new law. This change generated a substantial increase in the premiums issued in 2011 for both business lines. In 2012 the market remained stable, though it generated unfavorable statistics compared with 2011.

The Life insurance business, with a share of 20% of the total industry, recorded a nominal increase of 3.2% (but decreased by 0.2% in real terms). Non-Life insurance business contracted by 2.7%. The two most important business lines, Automobile and Healthcare, performed differently, with the former growing by 3.5% and the latter shrinking by 18.1%. The insurance market in 2012 comprised 17 companies, the three largest accounting for 56% of the premiums.

Despite the increase in claims, an improved cost ratio led to a drop in the combined ratio of almost one point, to 94.5%. The financial result improved slightly and earnings increased by half a point to 14.7% (452 million quetzales, € 45 million).

In 2012 the **Honduras** insurance market banked 6,903 million lempiras (€ 276 million) with a nominal increase of 10.7% and real increase of 5.0% (9.6% and 3.7%, respectively in 2011). Both Life (12.6%) and Non-Life (9.9%) insurance businesses grew, particularly in the largest industries, Fire and Allied Lines (8.9%), Automobile (6.5%) and Healthcare (12.7%), which together accounted for almost 80% of the total market. There was a decline in Personal Accidents (-22.1%) and Professional Risks (-49.9%). The insurance market in 2012 comprised 12 companies, with the three largest accounting for 55% of the premiums.

Claims and costs both increased by approximately half a point, leading the combined ratio to rise by almost one percentage point to 89.1%, which is still the lowest figure in Central America. The financial result improved by three points and earnings increased by almost two points to 22.1% (888 million lempiras, equivalent to € 35 million).

In 2012, as the smallest insurance market in the entire region with only five operating insurance companies, **Nicaragua** banked a premium volume of 3,255 million cordobas (€ 107 million), which represented a nominal growth of 17.7% and real growth of 9.9%. The Life insurance business grew by 23.0%, while the most buoyant Non-Life insurance businesses were Fire and Allied Lines (25.2%), Automobile (19.4%) and Accidents and Sickness (37.2%).

The combined ratio decreased by over five points to 97.8% because of lower costs and, above all, claims. However, the financial result worsened by almost two points, and earnings by four, to 14.4% (259 million cordobas, € 8.5 million).

Turning to the **total ranking for groups in 2012**, changes occurred in most countries, with El Salvador the only one that has remained the same. In Costa Rica, INS held on to the top spot with a market share of 92%, MAPFRE rose to third position, and ADISA replaced Magisterio in the fifth spot. In Guatemala, El Roble rose to the top spot, relegating G&T to second, and Universales moved to the fourth spot. In Honduras, Interamericana remained in the first spot, Palic rose to fourth and Davivienda entered the ranking in place of HSBC. In Panama, IS held on to the top spot and Ancon replaced Pan American in the fifth spot. In Nicaragua, América rose to the top, relegating Iniser to the second spot.

The number of companies remained the same in all the countries except Costa Rica, where the number grew from 11 to 15.

Ranking	Costa Rica	El Salvador	Guatemala	Honduras	Panama	Nicaragua
1	INS	SISA	EL ROBLE	INTERAMERICANA	IS	AMERICA
2	ASSA	ASEGUISA	G&T	ATLANTIDA	ASSA	INISER
3	MAPFRE	ACSA	GENERAL	MAPFRE	MAPFRE	ASSA
4	PAN AMERICAN	MAPFRE	UNIVERSALES	PALIC	GENERALI	LAFISE
5	ADISA	CHARTIS	MAPFRE	DAVIVIENDA	ANCON	MAPFRE
Total	15	20	17	12	31	5

Figure 20. Central America. Ranking in 2012

Source: FUNDACIÓN MAPFRE.

3.2.2. PUERTO RICO

Macroeconomic Environment

In the fiscal year 2012 (July 2011-June 2012), Puerto Rico's GNP valued at constant prices grew by 0.1%, a minimal increase that nevertheless contrasts with the decline recorded over the last five years. The various components of the GNP performed differently. Internal demand grew by 2.7%, with an increase of 3.0% in personal consumption, while public consumption dropped by 0.7%. Gross domestic investment increased by 4.4%, led by the 11.0% growth of construction. With regard to the external sector, exports fell by 4.1% and imports increased by 0.5%.

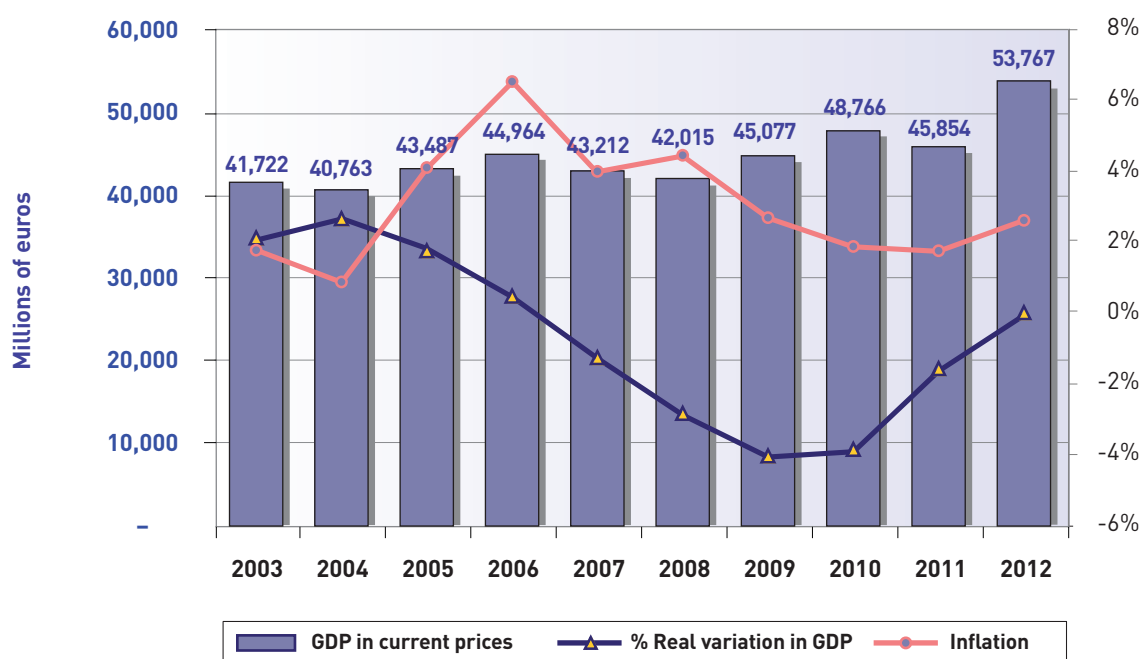


Figure 21. Puerto Rico. GDP 2012

Fuente: Puerto Rico Planning Board.

In fiscal year 2012, the Consumer Price Index rose by 2.6% compared to the previous year. At the end of 2012, the job market participation rate was 41.7%, down by 0.4% compared with the same period in the previous year. Unemployment increased by 0.1% to 13.6% of the active population.

Insurance Market

The Puerto Rican insurance market recorded a premium volume in 2012 of 10,611 million dollars (€ 8,212 million), which represents a nominal contraction of 4.3% and a real contraction of 5.6%. This contraction was caused by strong price competition, which has reduced business incomes, and the persistence of the economic crisis, which has reduced the incomes of consumers and favored emigration.

Thanks to the fine performance of Annuities, the contraction failed to affect the Life insurance business, though there was a slowdown resulting in a growth of 7.2% compared with 12.3% the previous year. The Life premium volume was 999 million dollars (€ 773 million), which represents 9.4% of the total premiums in the insurance industry (8.4% in 2011).

Premium volume ¹ 2012				
Branch	Millions of USD	Millions of euros	% Δ	% Δ real
Total	10,611	8,212	-4.3	-5.5
Life	999	773	7.2	5.8
Non-Life	9,612	7,439	-5.3	-6.6
Health	7,753	6,000	-7.0	-8.2
Automobile	473	366	6.8	5.4
Third-party liability	246	190	9.6	8.2
Fire and allied lines	312	242	-4.2	-5.5
Transport	107	83	13.9	12.4
Accident and Illness	22	17	5.6	4.2
Other lines of business	700	542	-1.1	-2.4

Figure 22. Puerto Rico. Premium volume in 2012 by branch

(1) Direct insurance premiums issued.

Source: own statistics using sector data bases.

Non-Life insurance premiums reached 9,612 million dollars (€ 7,439 million), down by 5.3% compared with the previous year. This contraction mainly affected the largest insurance business, Healthcare, whose premiums, which represent 80.7% of the Non-Life total, fell 7.0% due to changes in accounting practices for premiums issued. Automobile insurance, second largest though at a significant distance behind the largest (4.9% of the Non-Life total), reversed the negative trend of recent years and grew by 6.8%. In relation to the other business lines, the most noteworthy aspects were the growth of Transport (13.9%) and the decline of Fire and Allied Lines (-4.2%).

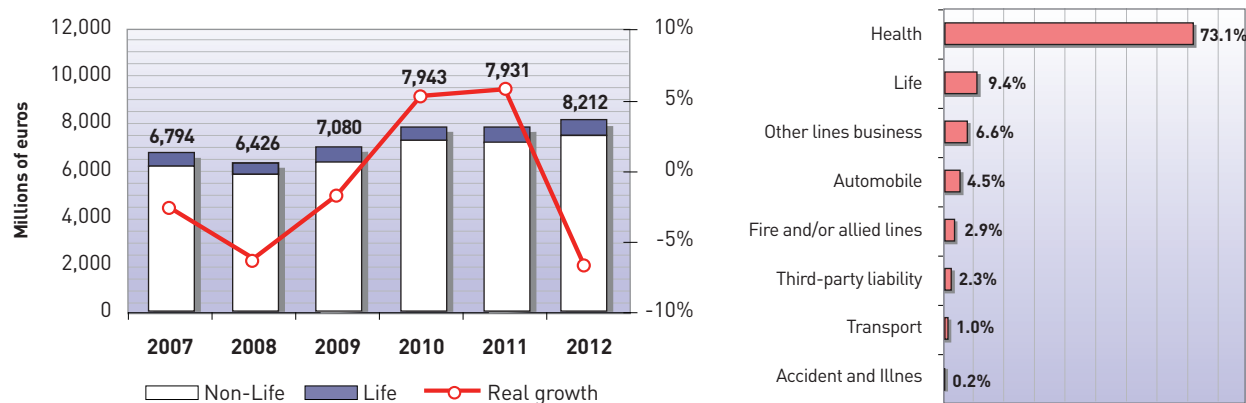


Figure 23. Puerto Rico. Evolution of premiums and market share in 2012 by branch.

At the end of the period, the insurance market comprised 347 insurance companies (113 Life, 14 Healthcare and the remaining ones in Non-Life insurance businesses) and 48 re-

insurance companies. The ten largest insurance groups were the same as the previous year and account for 81.7% of the market as a whole (82.9% in 2011). There were, however, changes in their relative positions. MCS dropped from the first spot to the third with a market share of 12.8% compared with last year's 21.2% after losing the contract for the Mi Salud program in five regions of the country. The new provider, Triple-S, rose to the top spot in the ranking with MMM in second place. Their market shares are 17.4% and 16%, respectively (15.6% and 13.8% in 2011). Universal and MAPFRE climbed one spot, to the expense of PMC, which dropped down two.

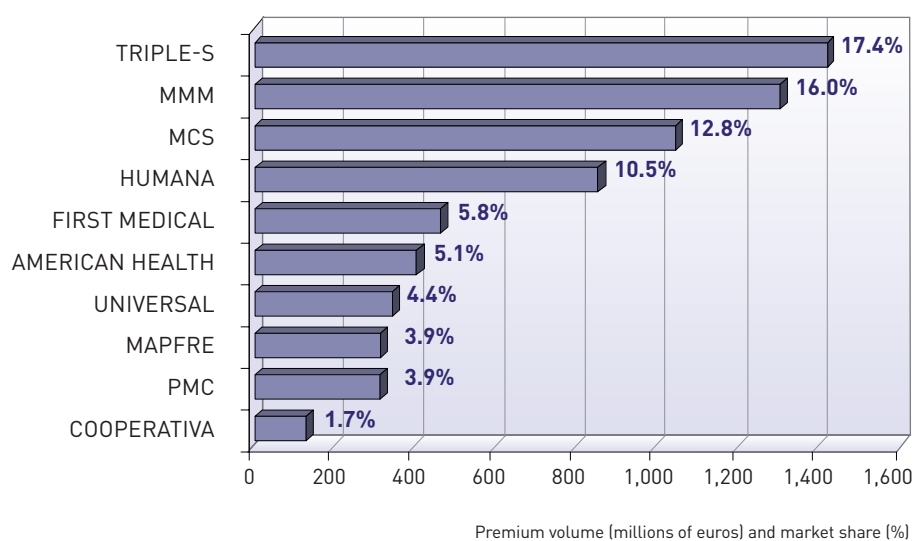


Figure 24. Puerto Rico. 2012 Ranking. Total

Source: own statistics using sector data bases.

Universal, MAPFRE and Cooperativa continue to lead the Non-Life ranking with figures that are very similar to those of the previous year (15.0%, 14.1% and 9.9%, respectively). Newcomer Antilles gained the tenth position, knocking United Surely off the ranking list this year.

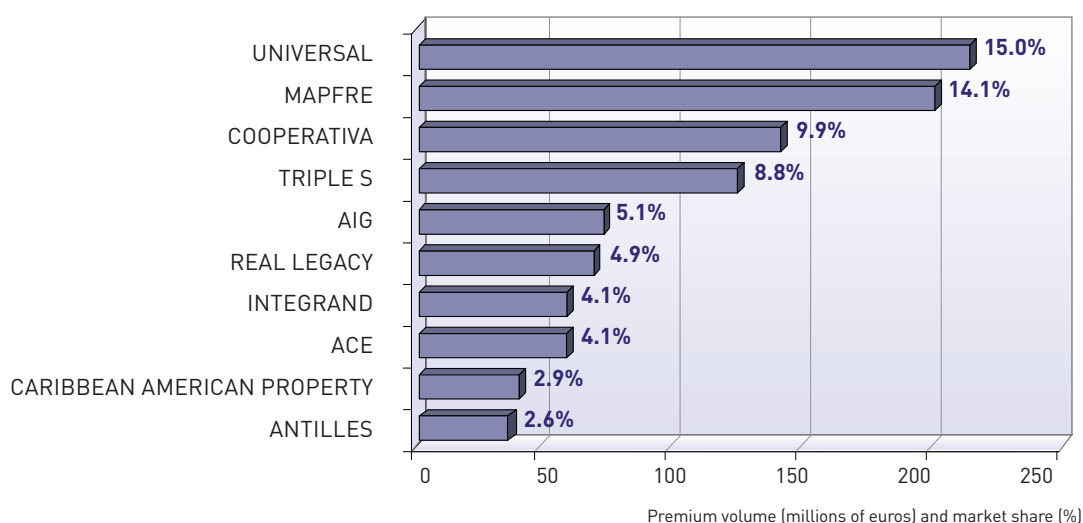


Figure 25. Puerto Rico. 2012 Ranking. Non-Life

Source: own statistics using sector data bases.

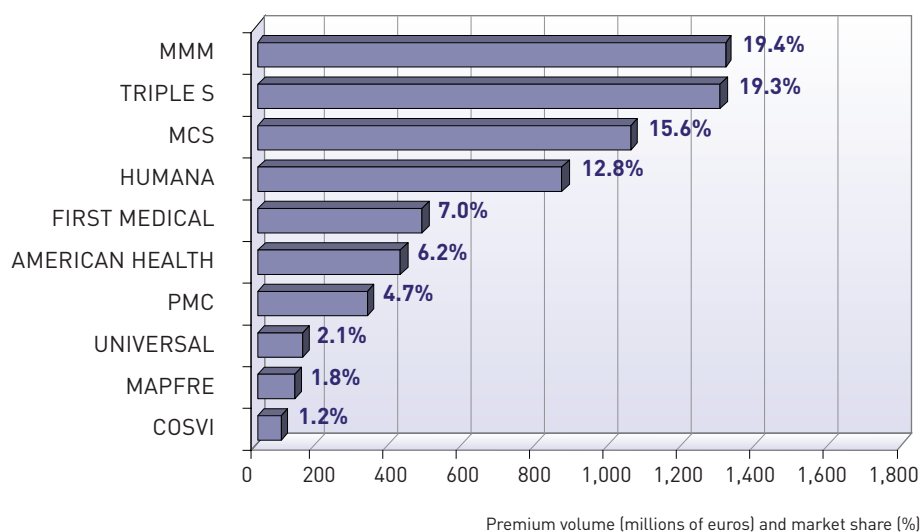


Figure 26. Puerto Rico. 2012 Ranking. Life and Health

Source: own statistics using sector data bases.

The composition of the Life and Healthcare ranking remains the same, the only changes being in the relative positions of the top three. MCS has gone from first to third, as its share fell from last year's 25.4% to 15.6% because of the reasons already mentioned in the overall ranking. MMM climbed to the top spot in the ranking, with Triple-S in second place.

Preview 2013

The first half of 2013 registered a moderate growth of 1.4% in the total volume of premiums, which contrasts with the contraction of 5.3% observed in the same period in 2012. The Life insurance business grew by 8.7%, approximately the same as in 2012, while the Non-Life insurance businesses recovered from the contraction in 2012 but failed to grow significantly. In particular, Healthcare insurance stagnated with a paltry 0.4%.

Premium volume ¹ . 1 st half of 2013			
Branch	Millions of USD	Millions of euros	% Δ
Total	5,381	4,108	1.4
Life	536	409	8.7
Non-Life	4,845	3,699	0.6
Health	3,909	2,984	0.4
Property & Casualty	936	714	1.4

Figure 27. Puerto Rico. Premium volume in 2013 by branch

[1] Direct insurance premiums issued.

Source: own statistics using sector data bases.

3.2.3. DOMINICAN REPUBLIC

Macroeconomic Environment

In 2012 the economy of the Dominican Republic grew by 3.9%, compared with the 4.5% recorded in 2011. The causes of this deceleration are linked to reduced external demand in light of the crisis affecting some of the country's trade partners and internal issues such as uncertainty, which has created a strong fiscal imbalance. The motor of the economy in this period was public spending, particularly in capital and, albeit to a lesser extent, in running costs. Private-sector consumption grew by a mere 1.6%, compared with the 11.5% in public consumption.

In relation to supply, all the large production sectors recorded growth, namely agriculture and livestock (4.1%), services (7.3%) and retail (4%), though some sectors experienced a significant slowdown (such as manufacturing, which went from 6.1% in 2011 to only 0.9% in 2012).

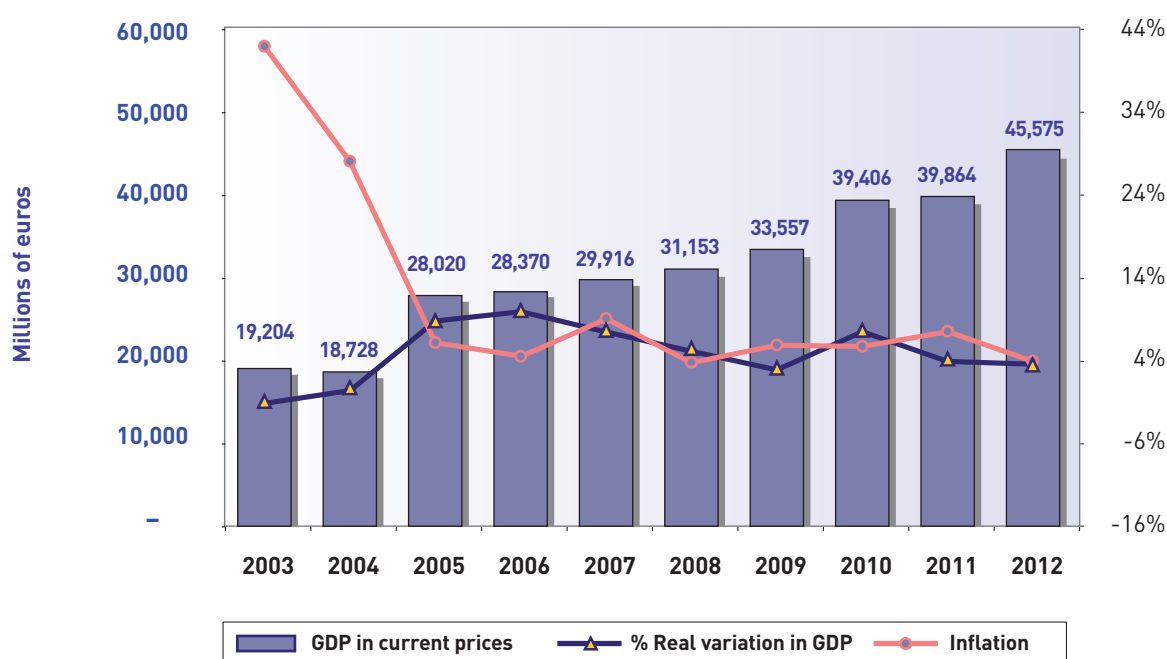


Figure 28. Dominican Republic. GDP 2012

Source: own statistics using information published by ECLAC and the Central Bank.

The 2012 inflation rate fell to 3.9%, compared with 7.8% in 2011. Particular price spikes affected agricultural products, whose production fell following natural disasters such as Hurricane Sandy. Meanwhile, average salaries increased slightly in real terms and the unemployment rate grew to 6.5% (5.8% in 2011).

Turning to the external sector, there was deceleration or even contraction in some of the country's typical exports, but the rise in gold exports led to an increase in total exports of 5.4% (compared with over 27% in 2011). Imports likewise decelerated, growing by only 1.8%. Income from tourism increased, though migrant remittances decreased as a result of

the poor economic situation affecting the countries in which they work (especially Spain). The current account deficit was 7.2%, slightly less than the previous year (7.9%).

The ECLAC estimates that the growth in 2013 will be approximately 3%.

Insurance Market

The Dominican insurance market registered a premium volume in 2012 of 29,201 million pesos (€ 574 million) with a nominal increase of 8.8% and real increase of 4.8%. Notwithstanding this growth, the penetration of insurance in the economy was approximately 1.3%, among the lowest in Latin America, thus revealing potential for insurance business growth in the country.

Life insurance premiums grew by 12.7%, varying only minimally from last year's figure (13.0%). Growth differed in each category. Individual Life insurance, which has very little weight in the country, stagnated, while Group insurance flourished (12.9%), representing 98.6% of the Life insurance production.

Premium volume ¹ 2012				
Branch	Millions of pesos	Millions of euros	% Δ	% Δ real
Total	29,201	574	8.8	4.8
Life	4,464	88	12.7	8.5
Individual life	62	1	1.5	-2.3
Collective life	4,402	87	12.9	8.6
Non-Life	24,737	487	8.2	4.1
Fire and allied lines	9,709	191	8.4	4.3
Automobile	8,683	171	3.3	-0.5
Health	2,191	43	26.0	21.3
Other lines of business	2,016	40	18.5	14.1
Transport	1,124	22	-0.4	-4.1
Surety	817	16	9.8	5.7
Personal Accident	196	4	0.2	-3.6

Figure 29. Dominican Republic. Premium volume in 2012 by branch

(1) Collected and waived premiums.

Source: own statistics using data published by the Supervisor.

Non-Life insurance premiums grew by 8.2%. The most important business lines (Fire and Allied Lines, and Automobile) grew by 8.4% and 3.3% respectively, recording a slight deceleration compared with the previous year in nominal terms but not in real terms. Once again, Healthcare insurance recorded the largest increase, 26.0% (20.7% in 2011).

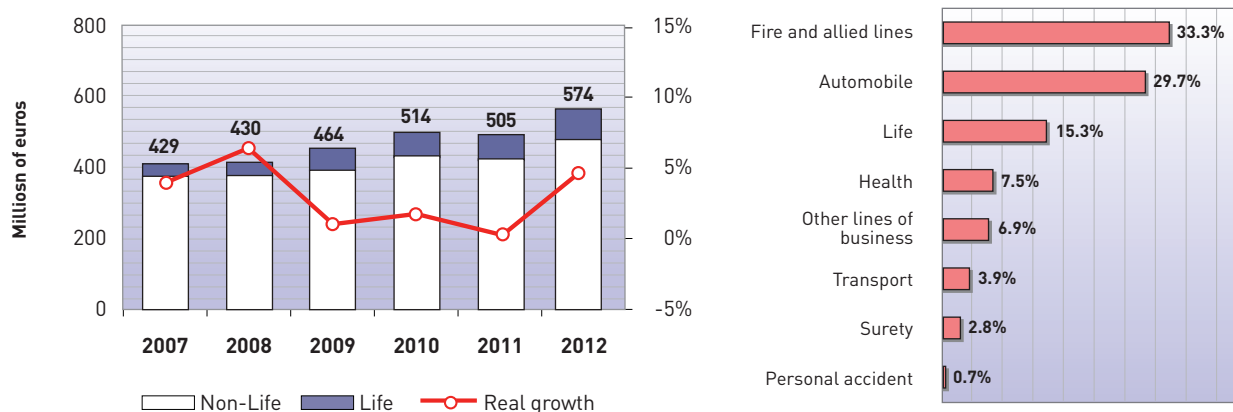


Figure 30. Dominican Republic. Evolution of premiums, market share in 2012 by branch

In December 2012 the Dominican insurance industry comprised 33 insurance companies. This is a highly concentrated market in which the top ten companies have a combined market share of 92.7% and the top five 79%, percentages that have remained virtually unchanged in recent years.

The ranking constituents and market shares of companies changed only slightly in comparison with the previous year. Universal, Banreservas (property of the Dominican Government) and MAPFRE continue to lead the sector. The group Sura acquired the company Proseguros in 2011 and thus replaces the latter in the fifth spot of the ranking with the same market share. Finally, Worldwide dropped from the eighth to the tenth position.

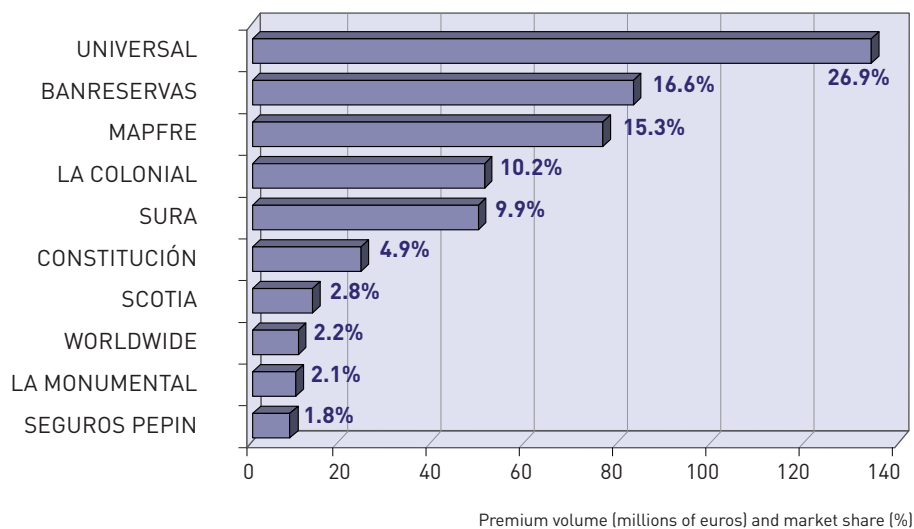


Figure 31. Dominican Republic. Ranking in 2012. Total

Source: own statistics using sector data bases.

Results

Earnings in 2012 were 1,725 million pesos (€ 32 million), which represents 8% less than the previous year and represents 11.9% over the premiums (13.1% in 2011).

The combined ratio remained at 98.0%, similar to 2011, despite a drop of nearly 4.5 points in the claims ratio due to the proportional increase in the cost ratio. The financial result performed well at 9.9% of premiums, which means 1,434 million pesos (€ 28 million).

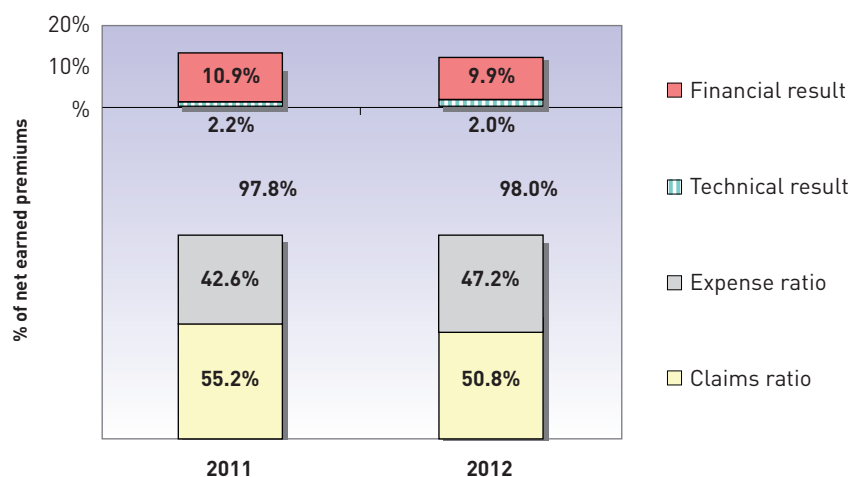


Figure 32. Dominican Republic. Technical Account Result

Preview 2013

During the first six months of 2013, the premiums issued reached a figure of 15,130 million pesos (€ 280 million), with a nominal increase of 4.2% compared to the same period last year. The Life insurance business recorded a growth of 16.2%, thanks to the continuing boost from Group insurance. Non-Life insurance businesses experienced a more moderate growth of only 2.1%. While the most important business lines –Fire and Allied Lines, and Automobile– managed positive growths of 6.1% and 2.9%, respectively (17.4% and 3.5% in 2012), some lines contracted, most notably Transport, with a decrease of 41.6%. Healthcare insurance continues to grow (11.5%), though not as much as in 2012 (32.5%).

Premium volume¹. 1st half 2013			
Branch	Millions of pesos	Millions of euros	% Δ
Total	15,130	280	4.2
Life	2,428	45	16.2
Non Life	12,703	235	2.1
Automobile	4,470	83	2.9
Fire and/or allied lines	5,375	99	6.1
Transport	387	7	-41.6
Personal Accident	88	2	-5.4
Health	993	18	11.5
Other lines of business	1,390	26	0.8

Figure 33. Dominican Republic. Premium volume in 2013 by branch

(1) Collected and waived premiums.

Source: Own statistics using data published by the Insurance Supervisor.

3.3. SOUTH AMERICA

Macroeconomic Environment

The South American economy grew by 2.5% in 2012 compared with the 4.5% growth in 2011, which reveals a certain deceleration, fundamentally explained by the sluggish growth of Brazil and Argentina, the two largest economies in the region, and also the slight deceleration of the global economy. However, some countries have achieved a healthy growth rate, namely Peru (6.3%), Chile (5.6%), Bolivia (5.2%) and Ecuador (5.0%).

External demand fell in most of the countries and growth was therefore mainly based on consumption and, though to a lesser extent, investment. Unemployment figures continued their downward trend, and the minimum and average wages increased overall.

Inflation decreased in all the countries except for Argentina.

For 2013, the ECLAC forecasts a 4.1% increase in the regional economy.

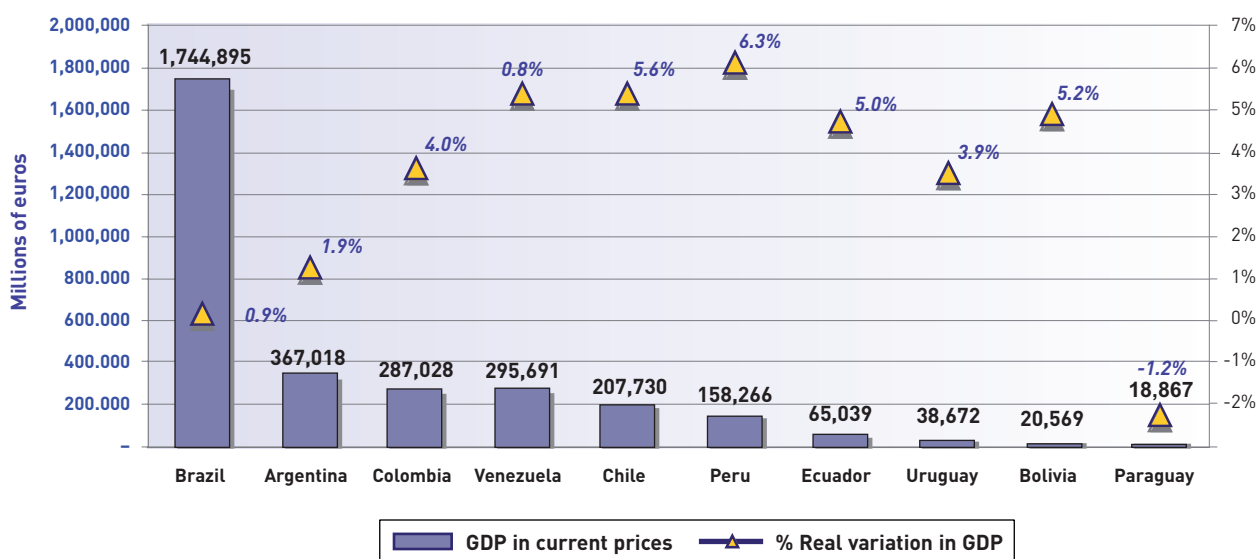


Figure 34. South America. GDP 2012

Source: own statistics from the information published by each country's insurance oversight authority and by ECLAC.

Insurance Market

All the countries in the region increased their premium volume in 2012 and some of them even reached double-digit growths. The aggregate production of premiums climbed to € 92,656 million, 19.6% higher than the 2011 figures. The Brazilian market comprises 55.3% of the region's total, followed at a great distance by Venezuela (11.6%) and Argentina (11.2%).

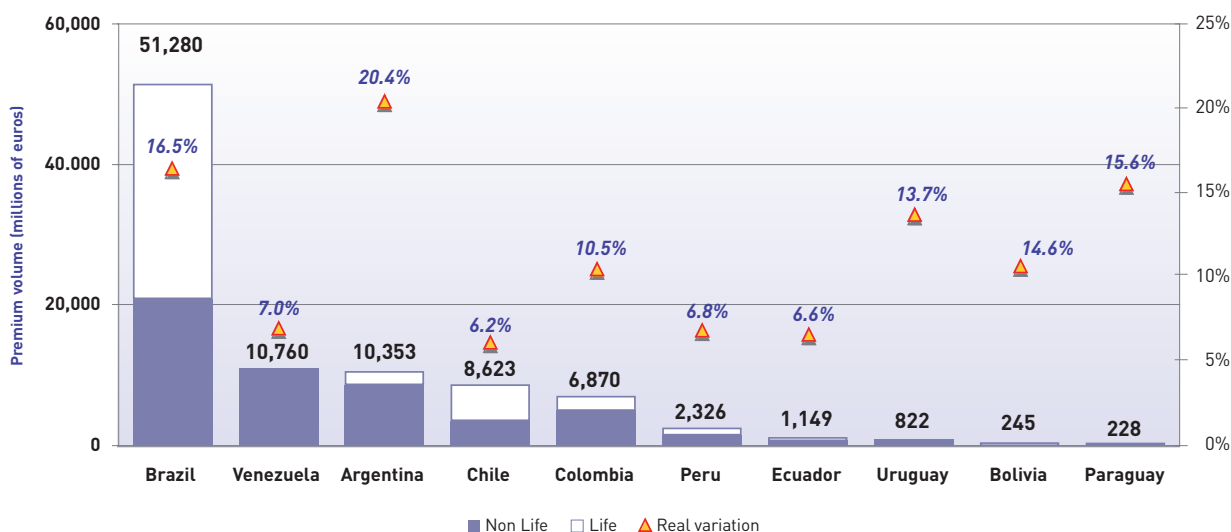


Figure 35. South America. Premium volume in 2012 by country

Source: own statistics from the information published by each country's insurance oversight authority and by ECLAC.

With regard to the density of insurance, Chile spends the most on insurance per inhabitant (€ 494), followed by Venezuela (€ 359) and Brazil (€ 350). Chile likewise occupies the top spot in the penetration of insurance or percentage of premiums in relation to the GDP, with a value of 4.2%, followed by Brazil (4.0%) and Venezuela (3.6%).

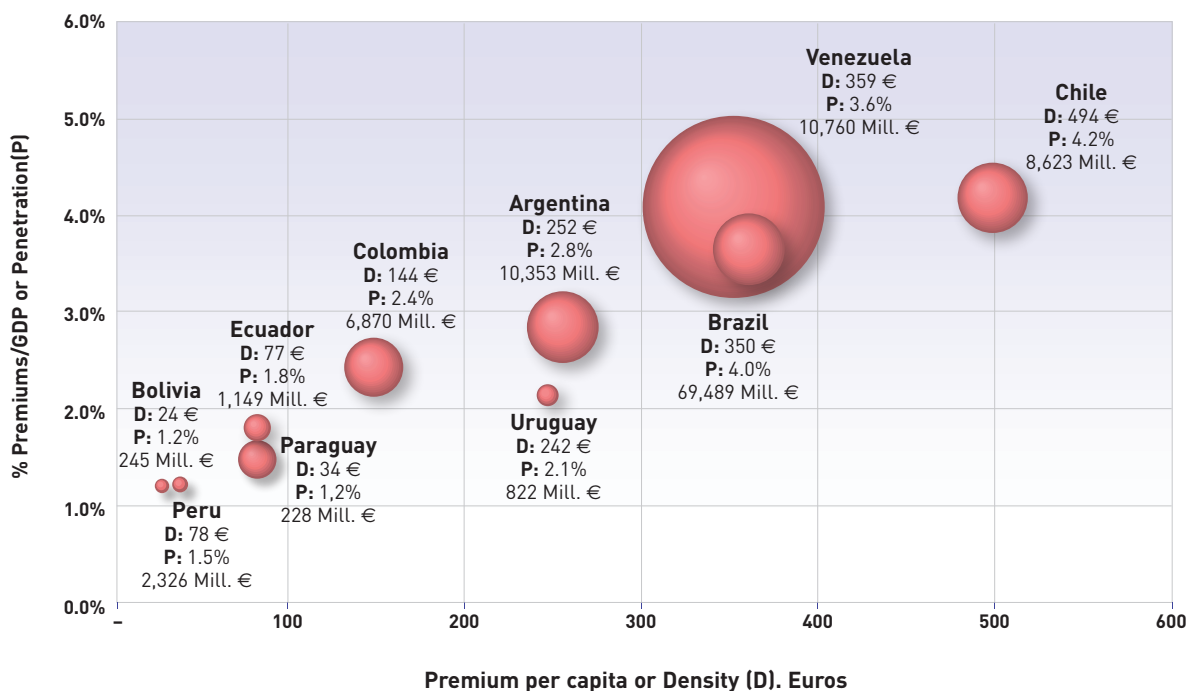


Figura 36. South America. Penetration and Density in 2012 by country

Source: own statistics from the information published by each country's insurance oversight authority and central bank.

The degree of concentration of the insurance industry in the region is fairly diversified, ranging from very high in Uruguay, Peru and Bolivia to very low in countries like Argentina and Chile. In Uruguay, a single company (Banco de Seguros del Estado) holds a monopoly over Occupational Accident insurance.

Country	Number of companies	Market share of top 5 groups %	Market share of top 10 groups %	Leading group	Market share of leading group %
Uruguay	14	90.0%	98.6%	BANCO DE SEGUROS DEL ESTADO	65.1%
Peru	14	89.8%	99.8%	RIMAC	33.4%
Bolivia	14	85.3%	99.5%	ALIANZA	21.7%
Brazil	116	65.4%	82.9%	BRDESCO SEGUROS	20.4%
Colombia	45	54.2%	76.6%	SURAMERICANA	22.8%
Venezuela	47	51.5%	72.2%	CARACAS LIBERTY MUTUAL	13.7%
Paraguay	34	47.3%	65.7%	MAPFRE	20.1%
Ecuador	42	40.4%	59.1%	COLONIAL	10.5%
Chile	60	36.9%	58.5%	METLIFE	9.8%
Argentina	180	35.3%	53.9%	SANCOR	9.8%

Figura 37. South America. Market concentration in 2012 by country

Source: own statistics from the information published by each country's insurance oversight authority and central bank.

Claims have halted their general downward trend of recent years and have increased in Argentina, Brazil, Chile, Colombia, Peru and Uruguay, which has had a negative impact on the combined ratio. However, financial results in various markets have grown considerably, thus offsetting the decline in the technical result. This explains the robust increase in earnings observed in countries like Chile and Colombia. As a whole, the aggregate earnings of South American insurance companies rose in 2012 to € 8,145 million, representing an increase of 17.0% in comparison with the results from previous year.

% earned premiums net of reinsurance

Ratio (%)	Argentina		Bolivia		Brazil		Chile		Colombia	
	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012
Claims ratio	60.3	61.4	48.8	44.8	46.3	48.0	83.7	88.1	59.4	60.9
Expense ratio	46.9	48.7	54.6	57.5	43.9	48.3	30.2	30.0	49.8	49.7
Combined ratio	107.2	110.1	103.4	102.3	90.2	96.3	113.9	118.1	109.2	110.6
Financial result	16.2	16.1	16.2	12.5	14.3	23.5	20.2	28.6	15.4	21.0
Tech-Fin. result	9.0	6.0	12.8	10.2	24.1	27.2	6.3	10.5	6.2	10.4
Net result	9.5	8.1	9.4	9.0	22.8	22.5	5.2	9.7	6.4	9.7

% earned premiums net of reinsurance

Ratio (%)	Ecuador		Paraguay		Peru		Uruguay		Venezuela	
	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012
Claims ratio	48.6	48.2	44.7	44.0	59.1	62.6	59.2	64.6	60.1	59.3
Expense ratio	25.6	27.8	45.0	45.8	54.7	56.4	42.0	40.5	37.1	38.2
Combined ratio	74.2	76.1	89.7	89.7	113.8	119.0	101.2	105.1	97.2	97.5
Financial result	4.2	5.1	0.6	6.4	37.9	36.2	9.5	12.4	5.5	6.9
Tech-Fin. result	30.0	29.1	10.9	16.7	24.1	17.3	8.3	7.3	8.3	9.4
Net result	13.4	7.6	9.3	14.4	23.0	16.1	2.9	4.0	6.8	8.3

Figure 38. South America. Results 2011-2012

Source: own statistics from the information published by each country's insurance oversight authority.

Net result (millions of euros)			
Country	2011	2012	Δ %
Argentina	595	675	13.4
Bolivia	11	14	24.9
Brazil	5,392	5,364	-0.5
Chile	259	652	151.5
Colombia	239	480	100.9
Ecuador	48	35	-25.7
Paraguay	14	26	88.7
Peru	234	202	-13.8
Uruguay	16,8	29	69.8
Venezuela	402	669	66.5
Total	6,962	8,145	17.0

Figure 39. South America. Net result 2012 by country

Source: own statistics from the information published by each country's insurance oversight authority.

3.3.1. ARGENTINA

Macroeconomic Environment

The Argentine economy grew by 1.9% in 2012, a figure that is much weaker than the regional mean and contrasts with the significant growth achieved in the previous year (8.9%). This deceleration is owing to a combination of various factors such as the scarce economic vitality of some of the country's primary trade partners, like Brazil, and also the fierce drought that depressed agricultural production in some regions of the country. Demand was driven primarily by an increase in consumption, mainly from the public sector.

On the supply side, the most dynamic sectors were services, particularly financial brokerage, followed by transport and communications. However, the production of goods contracted, particularly in farming due to the aforementioned drought, though to a lesser extent in construction and industry.

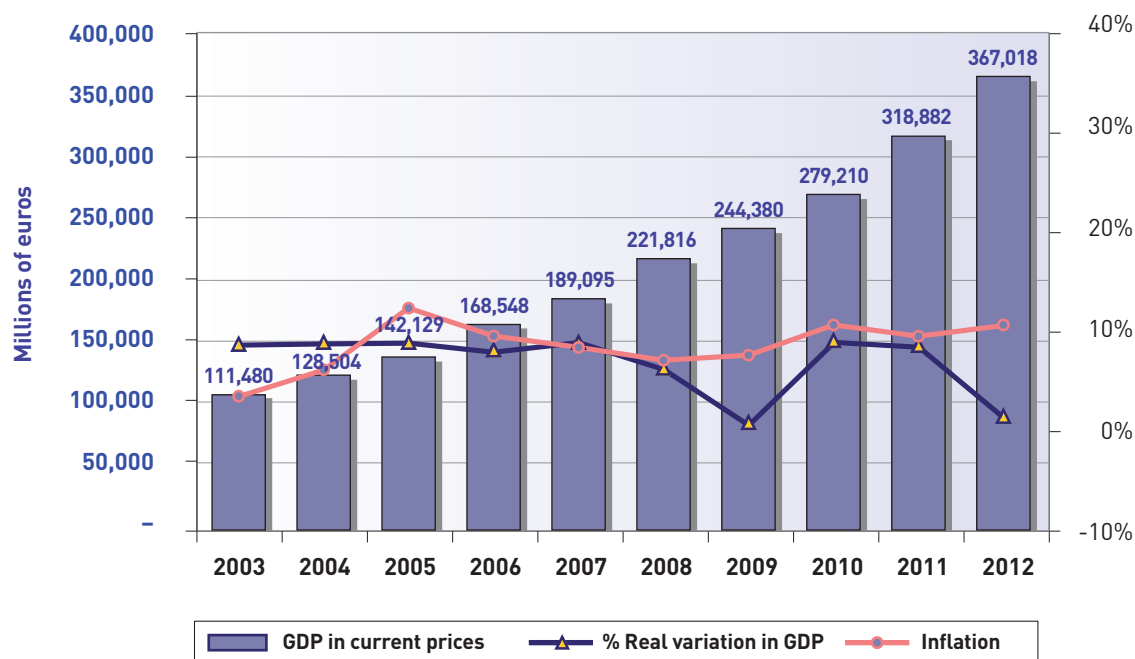


Figure 40. Argentina. GDP 2012

Source: own statistics from the information published by ECLAC and the central bank.

According to official figures, the 2012 inflation rate rose to 10.8% (9.5% in 2011) due to currency depreciation and the price adjustments of certain essential services such as electricity, gas and public transportation. Other estimates place this rate even higher.

The unemployment rate remained at 7.2%, the same as the previous year, though the underemployment rate rose slightly. As in previous years, wages continued to grow in both the public and private sectors.

With regard to the external sector, exports and imports both decreased, though the balance of trade surplus was higher than the previous year. The balance of payments current account likewise recorded a surplus of 0.1% of the GDP.

The ECLAC forecasts that the GDP will grow by 3.5% in 2013, boosted by a reinvigorated farming sector and greater dynamism in the Brazilian economy.

Insurance Market

In the period from July 1, 2011 to June 30, 2012 the total volume of premiums in the Argentine insurance market climbed to 59,388 million pesos (€ 10,353 million), with a nominal growth of 32.3% and real growth of 20.4%, slightly less than the growth recorded the previous year (34.9% nominal). The penetration of insurance in the Argentine economy has grown robustly in recent years and now represents 3% of the GDP, which according to the National Insurance Bureau makes this the second most dynamic sector in the country.

Life insurance premiums grew by 38.8% to 10,078 million pesos (€ 1,757 million). Group Life insurance grew by 42.5%, and this is the largest Life insurance business in relative terms.

Premium volume ¹ 2012				
Branch	Millions of pesos	Millions of euros	% Δ	% Δ real
Total	59,388	10,353	32.3	20.4
Life	10,078	1,757	38.8	26.3
Collective life	7,382	1,287	42.5	29.6
Individual life	1,465	255	23.0	12.0
Retirement	1,231	215	38.3	25.8
Non-Life	49,310	8,596	31.1	19.3
Automobile	20,688	3,607	30.8	19.1
Other lines of business	2,928	510	35.7	23.5
Fire	1,938	338	12.2	2.1
Combined family	2,376	414	31.2	19.4
Crop insurance	1,143	199	-0.1	-9.1
Personal accident	1,525	266	41.6	28.8
Third-party liability	1,053	184	21.5	10.5
Transport	1,098	191	19.1	8.4
Credit and Surety	1,083	189	25.6	14.3
Health	128	22	54.8	40.8
Worker Compensation	15,350	2,676	37.6	25.2

Figura 41. Argentina. Premium volume in 2012 by branch

(1) Premiums and surcharges issued.

Source: own statistics from figures published by the National Insurance Supervisor and the Estrategas magazine.

Non-Life insurance premiums grew by 31.1% to 49,310 million pesos (€ 8,596 million). Once again, the Healthcare insurance business experienced strong growth (54.8%), even though this is the smallest business line with only 0.2% of the market. Automobile and Occupational Accidents remain the most important business lines with the strongest gains (30.8% and 37.6%, respectively), due to employment stability and wage increases. Both business lines together represent 73% of the Non-Life business and 60% of the total business.

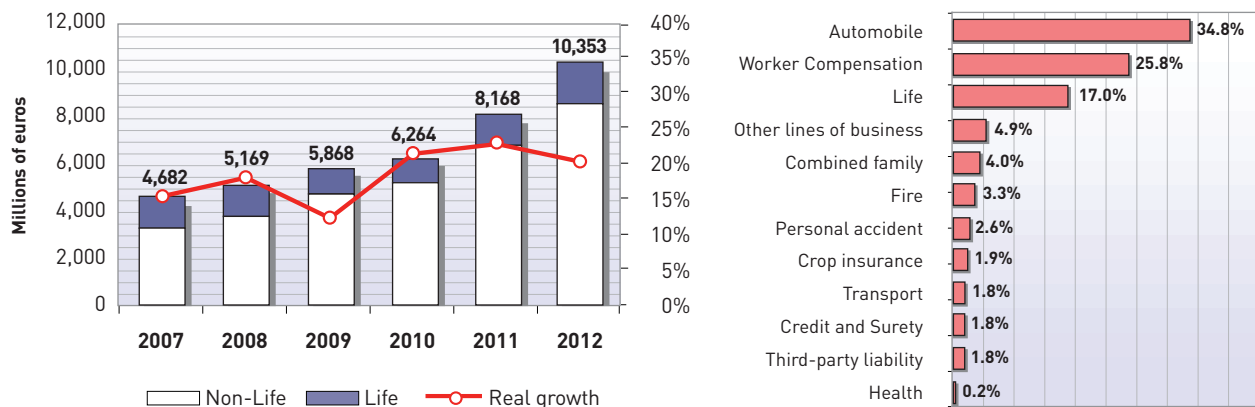


Figure 42. Argentina. Evolution of premiums and market share in 2012 by branch

At the close of 2012, the Argentine market comprised 180 insurance companies, the same number as the previous year. Of these, 19 operated exclusively in Retirement, 36 in Life, 16 in Occupational Risks and five in Public Transportation of Passengers, while the remaining 104 operated in Property Damage or were mixed (covering both Property and Life insurance). Meanwhile, more than 25,000 individuals and more than 500 companies were recorded as insurance brokers.

Corporate movements in 2012 have led to changes in the ranking of the leading Argentine insurance groups. As in 2011, the top two spots are still held by Sancor and Caja de Seguros, with their respective 9.8% and 8.9% market shares. The third spot is now occupied by QBE Argentina, a subsidiary of the Australian group QBE, following its purchase of the insurance company HSBC La Buenos Aires. MAPFRE fell to the ninth spot after transferring its activities in Occupational Risks and Healthcare to the company Galeno. Likewise, the BBVA financial group sold the Occupational Risk insurance company Consolidar to Galeno, thus resulting in the disappearance of Consolidar from the ranking. Its position in the tenth spot is now occupied by RSA. In July 2012 the British group completed the acquisition of the Argentine companies El Comercio and Aseguradora de Créditos y Garantías, formerly owned by Newbridge Latin America, a US private capital fund. The top ten groups account for 54% of the total volume of premiums, one point less than the previous year.

Given the importance of the Non-Life segment in Argentina, changes in this ranking follow the same lines as those commented in the overall ranking. Sancor and Caja de Seguros continue to lead the ranking, QBE rose to the third position, MAPFRE dropped to ninth and RSA replaced Consolidar. The ten leading groups, which are the same as those listed in the overall ranking, represent a combined market share of 59.1% (59.4% in 2011).

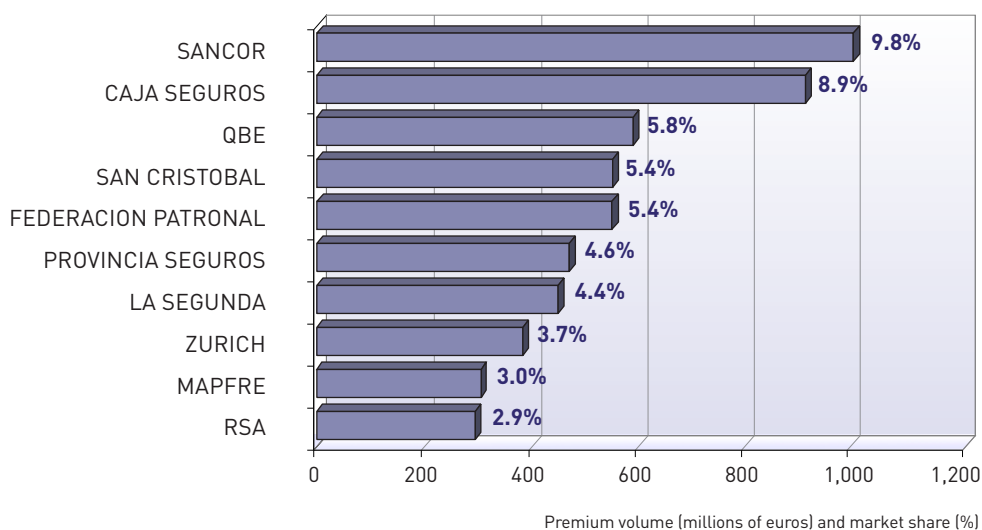


Figure 43. Argentina. Total Ranking in 2012

Source: own statistics from figures published by the National Insurance Supervisor and the Estrategas magazine.

N.B.: does not include Retirement insurance.

In the Life insurance ranking, Caja de Seguros, Metropolitan and Zurich continue to occupy the top three spots, with market shares slightly below those of 2011. Cardif continues in the fourth spot and increased its market share to 6.3%. Sancor, Provincia and HSBC improved their positions, and BBVA, CNP Assurances and MAPFRE replaced Nación, Galicia and Assurant. Sector concentration fell to 48.7% (53% in 2011).

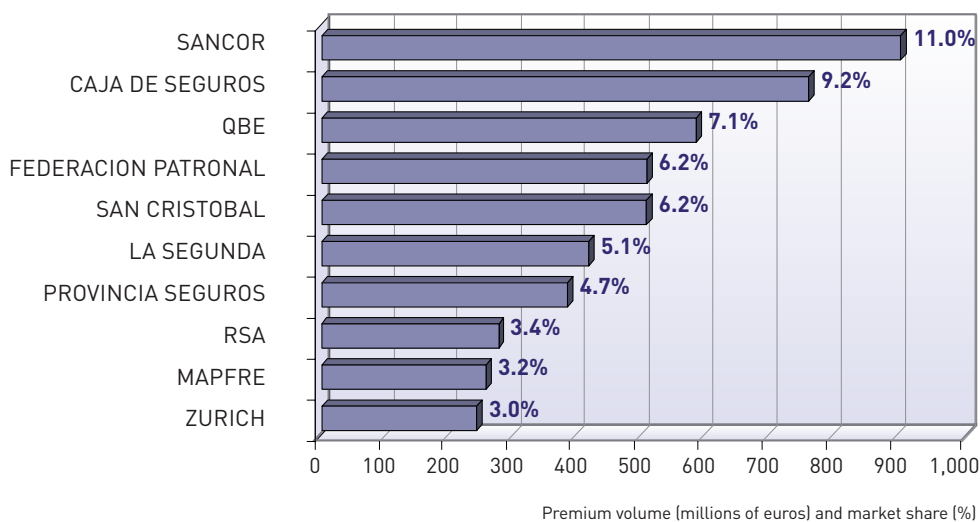


Figure 44. Argentina. Non-Life Ranking in 2012

Source: own statistics from figures published by the National Insurance Supervisor and the Estrategas magazine.

N.B.: this ranking has been compiled with the line of business divisions used in Argentina.

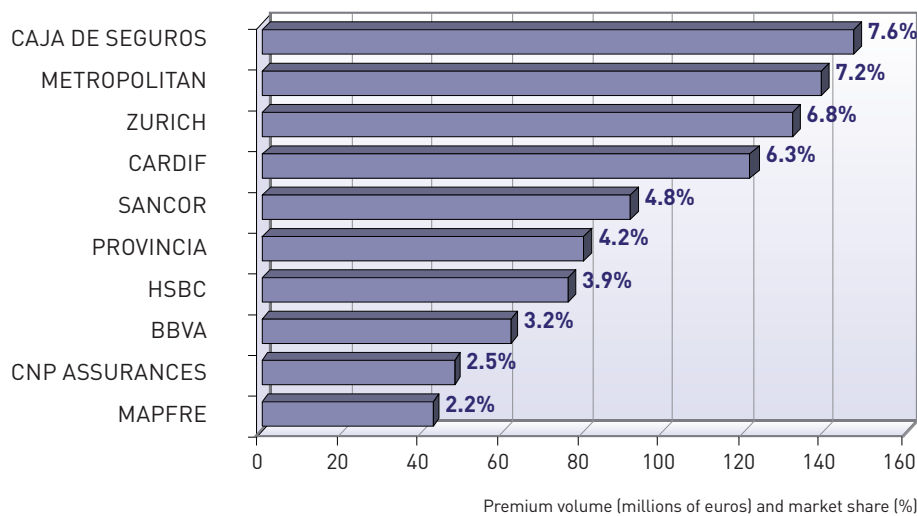


Figure 45. Argentina. Life Ranking in 2012

Source: own statistics from figures published by the National Insurance Supervisor and the Estrategas magazine.
 N.B.: this ranking has been compiled with the line of business divisions used in Argentina.

Results

Earnings in 2012 reached 3,981 million pesos (€ 675 million), which represents 15.7% more than the previous period and 8.1% more in the case of premiums (9.6% in 2011).

The combined ratio deteriorated slightly to 110.1% because of an increase of over one point in the cost ratio, which was offset in part by an improved claims ratio, above all in the Life insurance businesses, which went from 56% to 46%.

While this technical result was negative, as has been the case in recent years, the technical-financial result was 6% due to an excellent financial result, with profits of 7,888 million (€ 1,375 million).

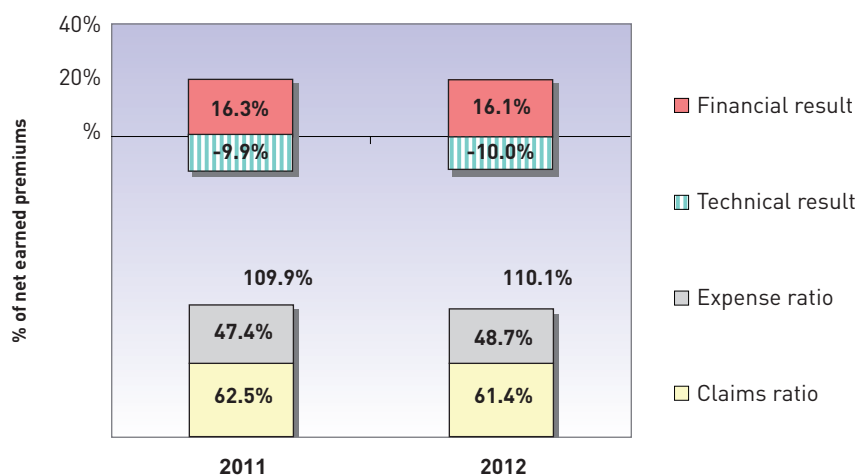


Figure 46. Argentina. Technical Account Result

Fuente: Elaboración propia en a partir de la información de la Superintendencia de Seguros de la Nación.

Preview 2013

Argentine insurance industry figures during the first half of 2013 reveal accelerated growth compared with the same period in the previous year. The total premium volume increased by 37.4% compared to 30.2% the previous year. Life insurance businesses grew by 32.7%, reaching 6,774 million pesos (€ 1,001 million), and Non-Life insurance businesses grew by 38.4%, reaching 35,693 million pesos (€ 5,276 million). All business lines recorded a growth of more than 20%, and many exceeded 30%. The Automobile and Occupational Accidents insurance businesses both experienced strong growth and increased their market share.

Premium volume ¹ . 1 st half 2013			
Branch	Millions of pesos	Millions of euros	% Δ
Total	42,466	6,277	37.4
Life	6,774	1,001	32.7
Non-Life	35,693	5,276	38.4
Automobile	14,954	2,210	36.2
Combined family	1,633	241	32.5
Fires	1,222	181	29.4
Transport	647	96	21.6
Personal Accident	1,101	163	34.9
Health	91	13	23.9
Other lines of business	4,223	624	40.1
Worker Compensation	11,823	1,748	44.0

Figure 47. Argentina. Premium volume in 2013 by branch

(1) Premiums and surcharges issued.

Source: own statistics from figures published by the National Insurance Supervisor and the Estrategas magazine.

3.3.2. BOLIVIA (PLURINATIONAL STATE OF)

Macroeconomic Environment

Bolivia's GDP grew by 5.2% during 2012, exactly the same as the previous year. The growth of the GDP was fundamentally driven by internal demand, particularly public and private consumption (with increases of 4.9% and 4.6%, respectively). The gross creation of fixed capital grew more moderately at 1.5%, a far cry from the 23.7% recorded in 2011. In relation to supply, the production sectors with the most growth in 2012 included financial brokerage (9.8%) and construction (8%). The growth of mining decelerated to 4.9% in the wake of social problems affecting the sector.

The 2012 inflation rate dropped to 4.5% (6.9% in 2011), within the range expected by the central bank. Likewise, the government estimates that the unemployment rate in 2012 decreased to approximately 5%. Both minimum wages as well as public-sector salaries increased during the year.

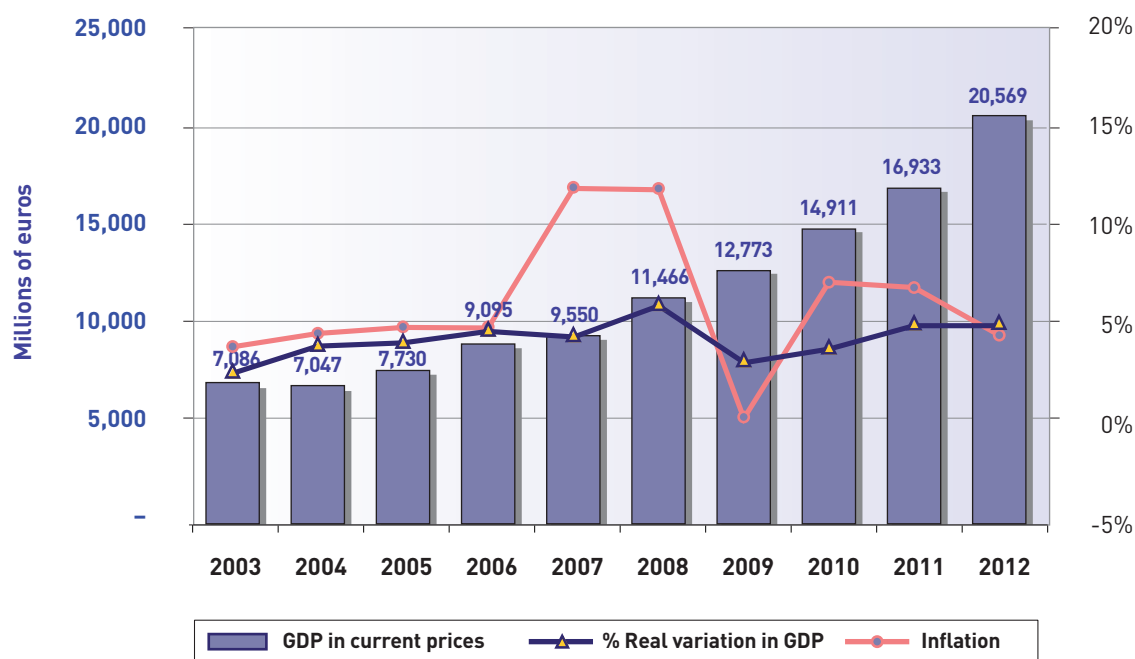


Figura 48. Bolivia. PIB 2012

Fuente: elaboración propia a partir de la información publicada por CEPAL y el Banco Central. With regard to the external sector, the 2012 balance of payments current account reported a surplus of 7.6% of the GDP due to a 33% increase in the export of goods, primarily natural gas and minerals. The net international reserves of the central bank increased by 16% during 2012 to 53% of the GDP.

The ECLAC estimates that the growth of the Bolivian economy will continue during 2013 with a forecasted 5.5% increase in the GDP.

Insurance Market

In 2012 the Bolivian insurance market banked a premium volume of 317 million dollars (€ 245 million) with a nominal increase of 19.7% and real increase of 14.6%.

Life insurance premiums grew nominally by 18.7% to 68 million dollars (€ 53 million). The two largest business lines grew: Mortgage Relief (32.5%) and Individual Life (5.2%). Likewise, the Group Life insurance business experienced a growth of 19.9%, though this line remains of little relative importance. Provisional Life Insurance continues its free fall and has virtually disappeared.

Non-Life insurance businesses banked 249 million dollars in 2012 (€ 192 million), representing 20% more than the previous year. Prominent growth was recorded in the Automobile (20.9%) sector, which included Mandatory Traffic Accident Insurance (Seguro Obligatorio de Accidentes de Tránsito - SOAT) and is the most important business line having increased its market share to 27.3% (26.8% in 2011) of the total Non-Life insurance industry. All the business lines except Personal Accidents grew, most notably Healthcare (17%), Transport (17%), Technical Risks (72.5%), Surety (25.6%) and Third-Party Liability (24.4%).

Premium volume ¹ 2012				
Branch	Millions of USD	Millions of euros	% Δ	% Δ real
Total	317	245	19.7	14.6
Life	68	53	18.7	13.6
Individual life	24	18	5.2	0.7
Collective life	6	5	19.9	14.8
Mortgage repayment insurance	38	30	32.5	26.8
Pensions	0	0	-97.1	-97.2
Non-Life	249	192	20.0	14.8
Automobile	68	53	20.9	15.7
Fire and/or allied lines	49	38	12.4	7.6
Health	31	24	17.0	11.9
Transport	26	20	17.0	11.9
Technical risks	20	16	72.5	65.1
Surety	17	14	25.6	20.2
Other lines of businesses	17	13	12.9	8.1
Third-party liability	12	9	24.4	19.0
Personal accident	8	6	-5.0	-9.1

Figure 49. Bolivia. Premium volume in 2012 by branch

[1] Direct Premiums.

Source: own statistics from figures published by the Pensions, Securities and Insurance Supervisor.

Seven general insurance companies and seven life insurance companies are operating in the Bolivian insurance market. The leaders of the global ranking are Grupo Alianza (Alianza Seguros and Alianza Vida) with a 21.6% market share, and Grupo BISA (BISA Seguros and La Vitalicia) with 20.6%. Alianza Seguros, Credinform and BISA Seguros hold the top three spots for Non-Life, while Nacional Vida, La Vitalicia and La Boliviana Ciacruz are the leaders for Life Insurance.

In 2012 the group La Boliviana Ciacruz purchased 51% of Swiss Zurich's shares in both La Boliviana Ciacruz as well as Zurich Boliviana Seguros Personales.

The penetration of insurance in Bolivia for 2012 was 1.2%. Despite having increased in recent years, this is still below average for Latin America.

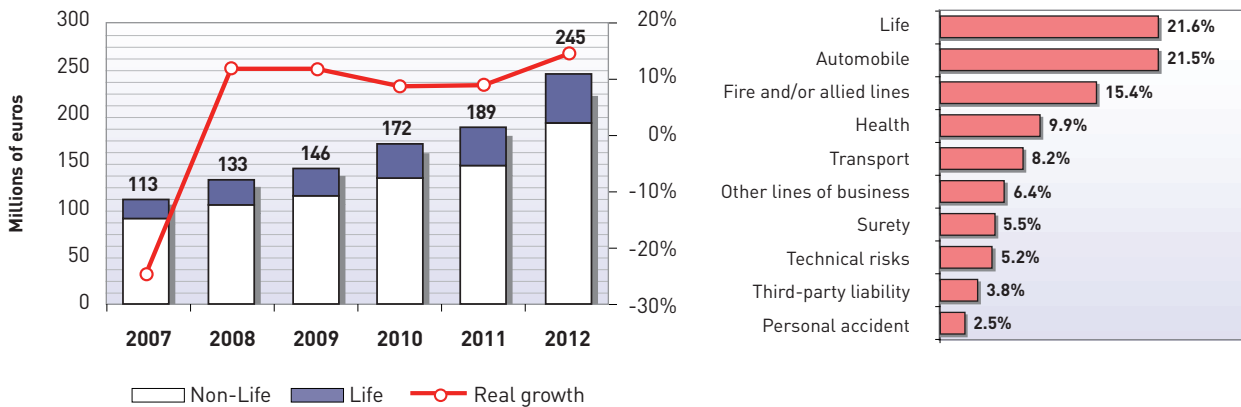


Figure 50. Bolivia. Evolution of premiums and market share in 2012 by branch

Results

Earnings in 2012 were 130 million bolivianos (€ 14 million), which represents an increase of 15.7% on the figure for the previous year.

The combined ratio improved by over one point due to a well performing claims ratio, which offset the cost ratio increase. The technical result remained negative (-2.3%), though it improved by over one point in comparison with the previous year. The technical-financial result fell by more than two points (10.2% in 2012 compared with 12.8% in 2011) as a result of the decrease in the financial result.

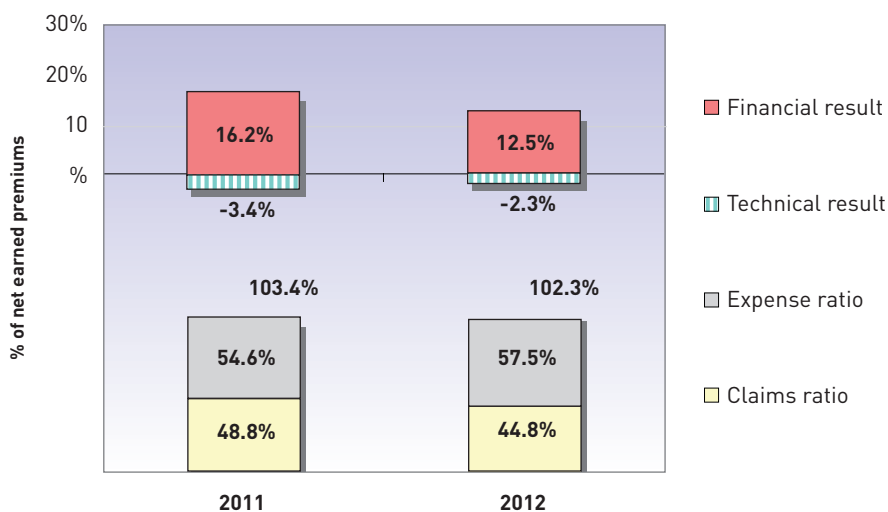


Figure 51. Bolivia. Technical Account Result

Source: own statistics from figures published by the Pensions, Securities and Insurance Supervisor.

Preview 2013

During the first half of 2013 the Bolivian insurance industry banked a total of 181 million dollars (€ 138 million), which represents an increase of 19.4% compared with the same period in 2012. Unlike that period, Life insurance grew robustly at 30.3%, over double the growth recorded during the first half of 2012, while Non-Life insurance experienced a more moderate growth, albeit attaining an acceptable rate (16.4%). All the important business lines sustained double-digit growth rates.

Premium volume ¹ . 1 st half 2013			
Branch	Millions of USD	Millions of euros	% Δ
Total	181	138	19.4
Life	42	32	30.3
Non-Life	139	106	16.4
Automobile	48	37	17,0
Fires and/or allied lines	19	15	32.2
Health	17	13	13.1
Transport	14	11	41.1
Personal Accident	5	4	21.7
Other lines of business	36	27	3.5

Figure 52. Bolivia. Premium volume in 2012 by branch

(1) Direct Premums.

Source: own statistics from figures published by the Pensions, Securities and Insurance Supervisor.

3.3.3. BRAZIL

Macroeconomic Environment

In 2012 the Brazilian economy decelerated, recording a 0.9% GDP growth against last year's 2.7%, primarily due to the unfavorable effects of the international economic crisis. On the demand side, investment contracted by 4% and both family spending and the export volume decelerated, growing by only 0.5%. Public consumption, on the other hand, had a countercyclical performance and grew by 3.2% compared with the 1.9% in 2011. In relation to the supply side, receding industries included transformation, mining and the agriculture and livestock sector. Services recorded minor growth, such as 1% in retail and 0.5% in financial services.

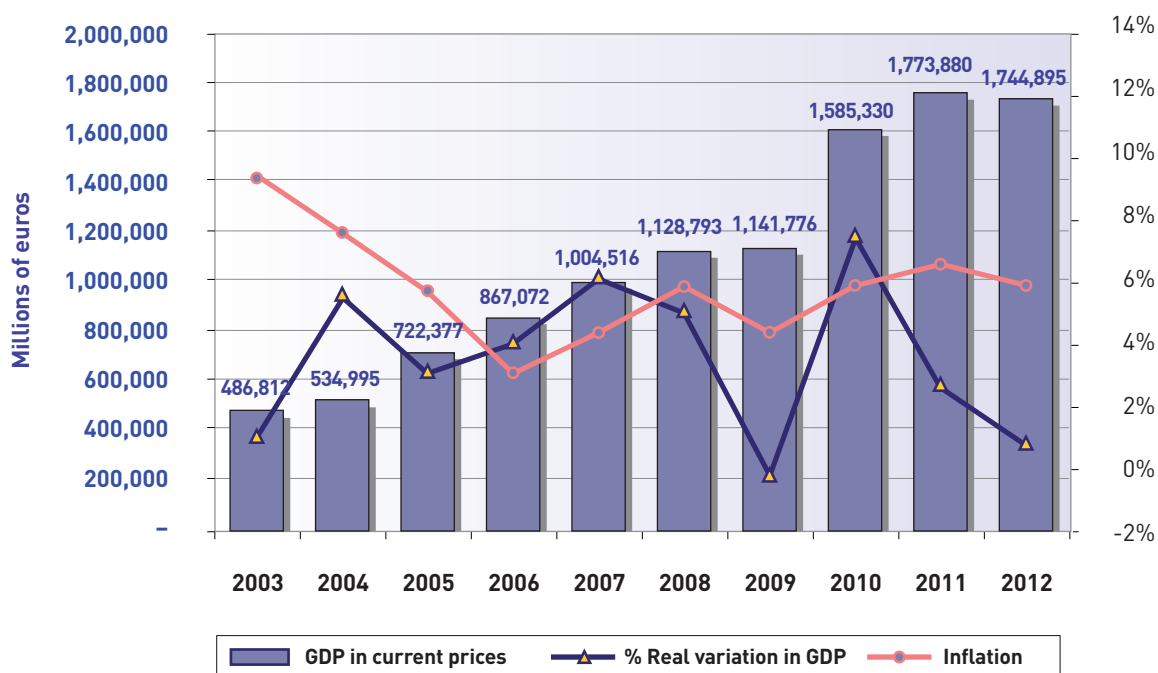


Figura 53. Brazil. GDP 2012

Source: own statistics from figures published by ECLAC and the central bank.

The inflation rate in 2012 was 5.8%, slightly lower than the value recorded in 2011 (6.0%) and within the limits set by the monetary authorities. Poor performance in food and service prices kept inflation from falling further.

The job creation of recent years continued in 2012, and the unemployment rate dropped to a record low of 5.8%. Of the new jobs created, 89% were in the trade and service sectors. Real average wages also increased by 3.2%.

The Brazilian real lost ground against the dollar in the first half of 2012 but remained stable during the remainder of the year. The instability of the exchange rate increased again during 2013.

The external sector was affected by the international crisis and the subdued internal sector. The values of exports and imports fell, the former by 5.4% and the latter by 1.4%, which caused the current account deficit to swell to 2.9% of the GDP, 3.4% higher than the figure recorded in 2011.

International bodies forecast an approximate 2.4% growth in the Brazilian economy for 2013.

Insurance Market

The Brazilian insurance market banked a premium volume in 2012 of 129,385 million reales (€ 51,280 million), which represents a nominal increase of 23.3% and real increase of 16.5% (compared with 16.5% and 9.4% respectively in 2011). Thus, the upward trend observed throughout the last decade was consolidated and even intensified in 2012.

Premium volume ¹ 2012				
Branch	Millions of reales	Millions of euros	% Δ	% Δ real
Total	129,385	51,280	23.3	16.5
Life	76,909	30,482	31.9	24.7
Individual and collective life	17,337	6,871	16.2	9.8
VGBL ²	59,572	23,611	37.3	29.8
Non-Life	52,476	20,798	12.4	6.3
Automobile	28,324	11,226	14.5	8.3
Other lines of business	8,121	3,219	8.5	2.6
Accident	4,291	1,701	7.8	1.9
Fire	3,636	1,441	12.5	6.4
Transport	2,671	1,058	11.1	5.1
Credit and Surety	1,603	635	6.0	0.2
Crop insurance	1,481	587	19.1	12.6
Third-party liability	1,074	425	16.0	9.7
Transport of hulls	602	239	2.1	-3.5
Special risks ³	501	199	23.6	16.8
Burial Expenses	172	68	0.0	0.0

Figure 54. Brazil. Premium volume in 2012 by branch

(1) Direct Premiums.

(2) Vida Gerador de Beneficio Livre.

(3) Oil, nuclear risks and satellites.

Source: own statistics from figures published by the Supervisor of Private Insurance (SUSEP).

The Life insurance business returned to accelerated growth, rising from 16.9% in 2011 to 31.9% in 2012. The 37.3% growth of the VGBL plan (*Vida Gerador de Beneficio Livre*) was a particularly salient aspect, proving yet again that the plan is an important element in driving the market thanks to the tax breaks it offers and the fact that it is marketed through banking channels. In total, Life insurance businesses banked a 76,909 million reales (€ 30,482 million), representing 59.4% of the premium total in the sector, compared to 54.7% the previous year.

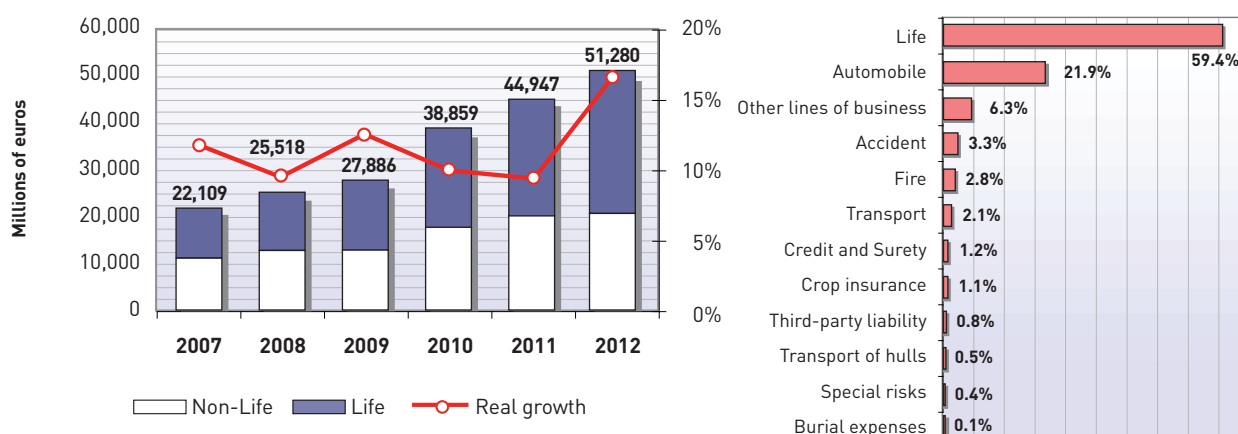


Figure 55. Brazil. Evolution of premiums and market share in 2012 by branch

Unlike Life, the Non-Life insurance businesses experienced a slowdown in growth, falling from a nominal growth of 16.1% and real growth of 9.0% in 2011 to 12.4% nominal and 1.9% real in 2012. While all business lines grew in nominal terms, some shrank in real terms –notably, Hulls (-7.5%), Credit and Surety (-4.0%), Accidents (-2.3%) and Other Damage (-1.7%)– because of the decelerating Brazilian economy in general and the contraction of investment in particular. Nonetheless, the most important Non-Life insurance business, Automobile, was able to grow by 14.5%, compared with 7.8% the previous year, though its market share dropped to 21.9% (23.6% in 2011).

Considering the income recorded for all the segments –Insurance, Healthcare, Private Provision and Capitalization– the private insurance industry in Brazil registered an increase of 20.3% in 2012 (16.4% in 2011), with a revenue of 175,327 million reales (€ 69,489 million).

Premiums and contributions from private insurance in 2012			
Branch	Millions of reales	Millions of euros	% Δ
Insurance	129,385	51,280	23.3
Health insurance	18,672	7,401	11.8
Capitalization	16,585	6,573	17.8
Private Pension	10,684	4,235	6.6
Total	175,327	69,489	20.3

Figure 56. Brazil. Private insurance premiums in 2012

Source: Supervisor of Private Insurance and the National Health Agency (ANS).

In December 2012, 116 insurance companies were operating in the Brazilian market. This is a highly concentrated market as the top ten groups account for 82.8% of the total premiums issued (81.9% in 2011), not including Healthcare. These insurance groups were the same as the top ten for 2011 and have maintained their relative positions. The only exception is Brasilprev Seguros, which rose to the third spot, relegating BB MAPFRE to fourth. Bradesco and Itaú Unibanco lead the ranking yet again, narrowing the gap between their market shares.

The company SulAmerica, which still occupies the eighth position in the ranking with a market share of 2.7%, has undergone changes in its shareholders. In late 2013 the group Swiss Re purchased 14.9% of SulAmérica and became the company's second largest shareholder after purchasing 11.1% from the Dutch group ING and 3.8% from the Larragoiti family, the main shareholders of the Brazilian insurance company.

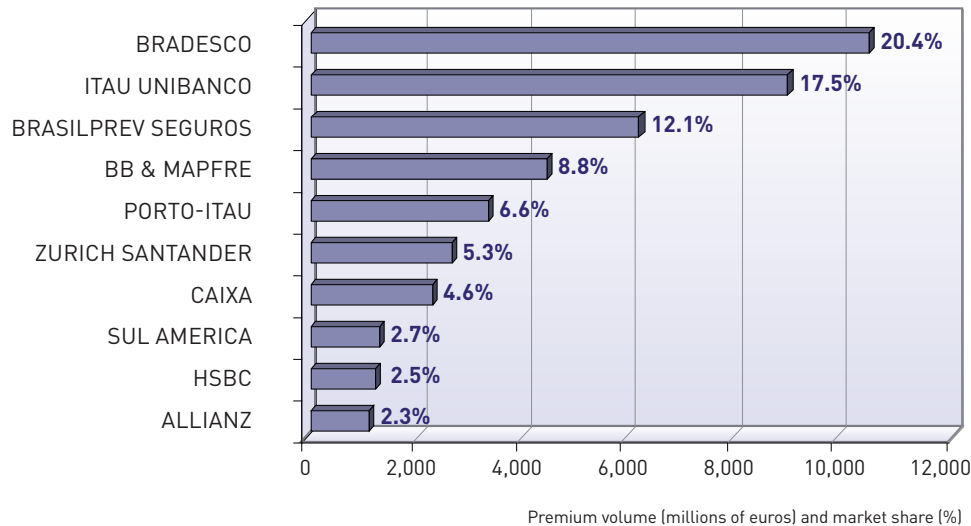


Figura 57. Brasil. Total Ranking in 2012

Source: SUSEP.

In the Non-Life insurance ranking, Porto-Itaú continues in the top spot with BB MAPFRE in second, having the same market share (14.7%) as in 2011. The sole changes with regard to the previous year are owing to Allianz and SulAmerica, which have swapped their relative positions, and to Tokio Marine, which entered the ranking in the ninth spot.

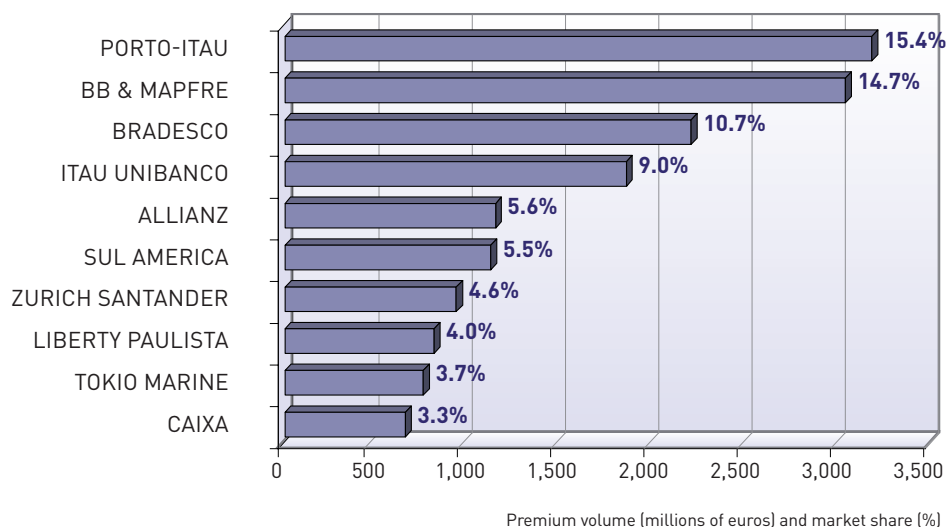


Figura 58. Brasil. Non-Life Ranking in 2012

Source: SUSEP.

Similarly, there are few changes in the Life insurance ranking. The top two spots are held by Bradesco and Itaú Unibanco Holding, narrowing the gap between their market shares.

Brasilprev Seguros remains in the third spot, increasing its market share by more than four percentage points to 20.4% thanks to the excellent results of its VGBL insurance plan. Finally, Sul America has replaced Cardif in the tenth spot.

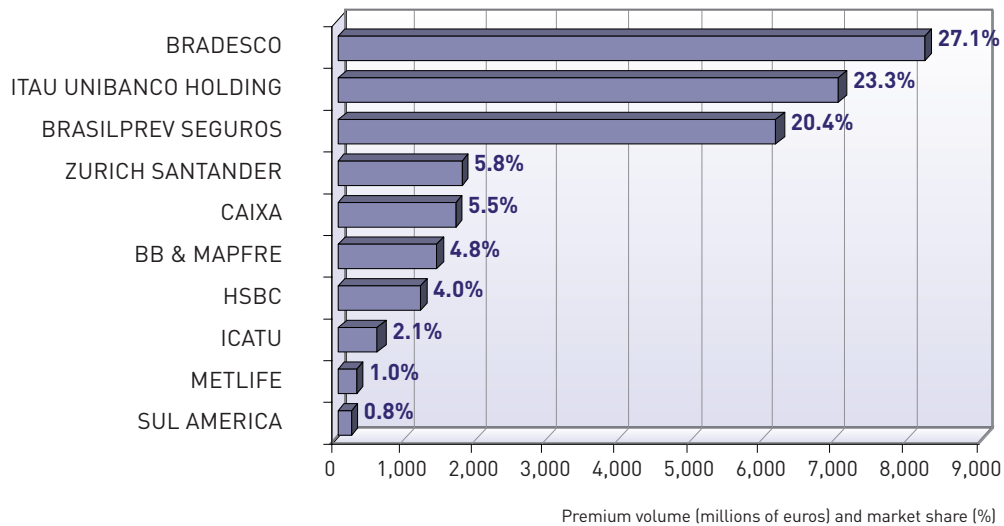


Figura 59. Brazil. Life Ranking 2012

Source: SUSEP. N.B.: includes VGBL. Does not include Personal Accident.

Results

Earnings in the Brazilian insurance industry were 13,533 million reales (€ 5,364 million), which represents 7.4% more than in 2011. The earnings on premiums were 22.5%, similar to the 23.2% in 2011.

The combined ratio⁵ improved by one percentage point against falling costs. The claims ratio increased slightly by three tenths and broke the downward trend of recent years. This improved technical result was accompanied by good financial results, which, though dropping one point in comparison with 2011, reached 14,177 million reales (€ 5,619 million).

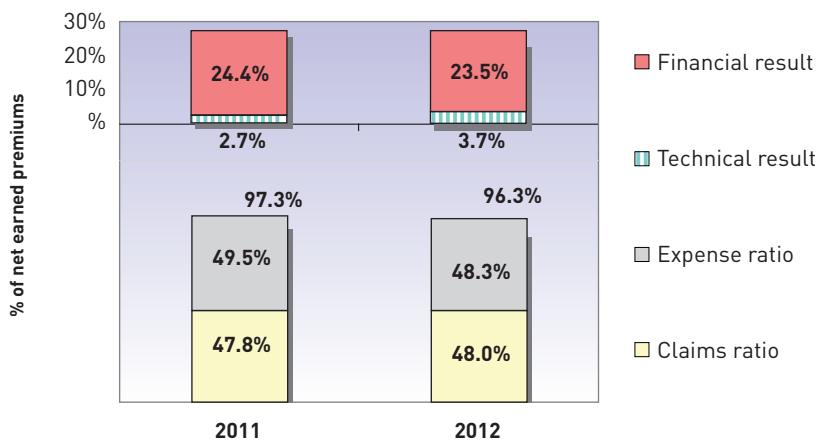


Figura 60. Brazil. Technical Account Result

Source: own statistics using information from SUSEP.

⁵ Not including items corresponding to pension plans on the balance sheet.

Preview 2013

The premium volume in the Brazilian insurance market during the first half of 2013 was 73,488 million reales (€ 27,541 million), representing an increase of 19.6% over the same period in the previous year. The increases in Life and Non-Life were similar: 20.6% and 18.2%, respectively. Nonetheless, the growth of the Life insurance segment has decelerated in comparison with the first half of 2011 (31.8%), while Non-Life insurance businesses overall accelerated, particularly in the Automobile sector, which climbed from 11.6% to 21.0%. Meanwhile, certain Non-Life insurance businesses revealed a smaller growth rate, such as Transport, which dropped from 11.3% to 3.1%.

Premium volume ¹ . 1 st half 2013			
Branch	Millions of reales	Millions of euros	% Δ
Total	73,488	27,541	19.6
Life	43,264	16,214	20.6
Non-Life	30,224	11,327	18.2
Automobile	16,327	6,119	21.0
Fire	2,099	787	20.7
Personal Accident	2,375	890	11.6
Transport	1,608	603	3.1
Other lines of business	7,814	2,929	17.4

Figure 61. Brazil. Premium volume in 2013 by branch

(1) Direct premiums.

Source: Own statistics using information published by SUSEP.

New Legislation

In July 2013 the Brazilian Lower Legislative Chamber approved legislation that establishes the tax system for marketing microinsurance, unifying the payment of various taxes into a single combined rate of 1%.

In August 2013 the Private Insurance Bureau (Superintendencia de Seguros Privados - Susep) postponed the entry into force of Circular 474/13, which establishes new accounting rules for reinsurance premiums, to January 1, 2015.

Lastly, Brazil's National Board of Private Insurance (Conselho Nacional de Seguros Privados - CNSP), through Resolution No 279 of 2013, made it mandatory for all insurance companies operating in Brazil to have a consumer ombudsman, whose primary duty will be to safeguard the rights of policy holders.

3.3.4. CHILE

Macroeconomic Environment

During 2012 the economy of Chile continued to grow steadily with a rate of 5.6% of the GDP, a figure similar albeit slightly lower than that of the previous year (6.0%), demonstrating that the economy continues to withstand the effects of the international crisis exceptionally well. As in 2011, growth was driven by internal demand, which grew by 7.1%, mostly due to strong consumption. The economic sectors that grew the most continue to be those linked to internal demand, namely services, retail and construction.

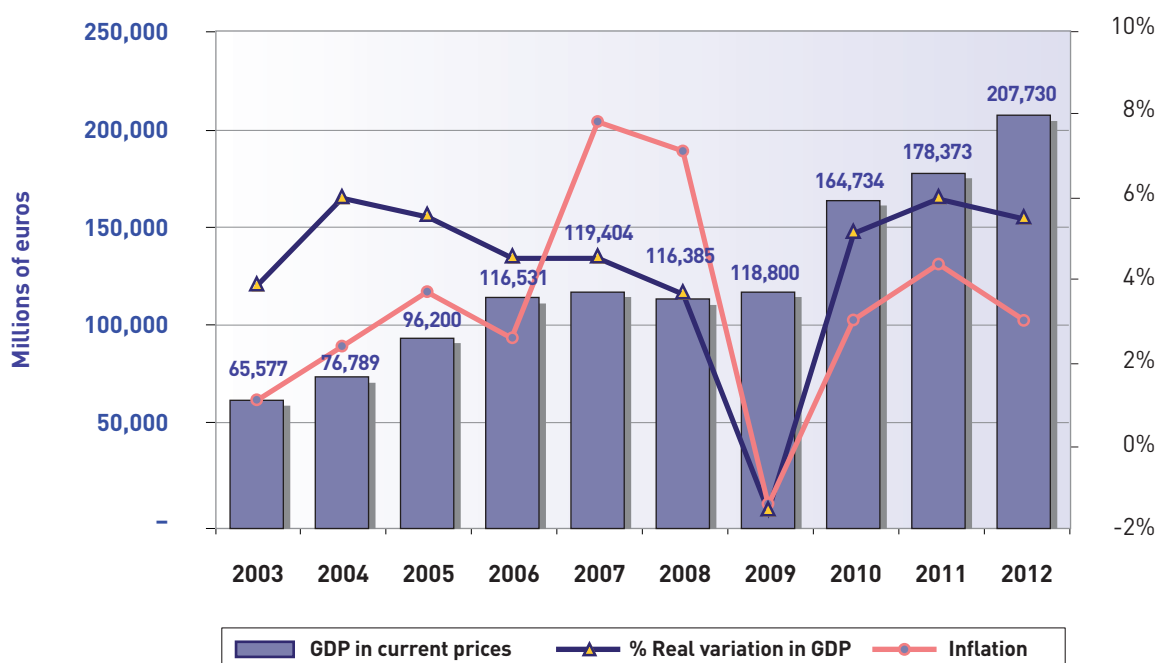


Figure 62. Chile. GDP 2012

Source: own statistics using information published by ECLAC and the central bank.

The job market continues to expand, and the unemployment rate has fallen to 6.4%, a record low. The annual rate of inflation in 2012 likewise dropped to 1.5%, the lowest in nine years.

In relation to the external sector, the balance of payments current account deficit increased to 3.5% of the GDP (1.3% in 2011). This increase is a result of falling exports linked to the decelerated economies of the primary trade partners of this country and an increase in imports in connection with the strong rise in the internal demand mentioned above.

During the third quarter of 2013, economic activity expanded by 4.7% compared to the same period the previous year, with a year-on-year variation of 4.5% so far.

Insurance Market

The total premium volume in 2012 reached a value of 239 million UF (€ 8,623 million), 6.2% more than the previous year. This growth was somewhat higher for Life (6.5%) than Non-Life (5.8%). Life insurance still represents the largest portion of the premiums, at approximately 60%.

Life insurance recorded a premium income of 143 million UF (€ 5,152 million). As in previous years, there was prominent growth in life annuity (Rentas Vitalicias) stemming from the involvement of insurance companies in the Chilean social security system. Provisional Life insurance constitutes 63% of the total Life insurance policies underwritten in 2012.

Non-Life insurance recorded an income of 96 million UF (€ 3,470 million). Some business lines, such as Fire and/or Allied Lines, Automobile and Third-party Liability, continue to grow (7.7%, 10.5% and 13.5%, respectively) but less than the previous year, while others grew more than in 2011, namely Healthcare (18.9%) and above all Multi-Peril (31%), which nevertheless continues to have little relative weight. Other Damages had negative results (-7.8%) due to the contraction of Engineering Insurance (-17.5%).

The premium per capita in 2012 was € 494 and the penetration index was 4.2%.

Premium volume ¹ 2012			
Branch	Thousands of UF	Millions of euros	% Δ
Total	239,534	8,623	6.2
Life	143,133	5,152	6.5
Individual life	25,163	906	-6.9
Collective Life	27,596	993	-5.7
Pension plans	90,374	3,253	15.6
Non-Life	96,401	3,470	5.8
Fire and allied lines	29,555	1,064	7.7
Automobiles	23,024	829	10.5
Other lines of business	13,631	491	-7.8
Health	11,446	412	18.9
Personal accident ²	8,035	289	-3.6
Transport	4,061	146	-1.2
Third-party liability	3,483	125	13.5
Credit and/or surety	2,503	90	5.6
Multi-peril	663	24	31.1

Figure 63. Chile. Premium volume in 2012 by branch

(1) Premiums issued.

(2) Includes Mandatory Personal Accident Insurance (SOAP).

Source: Own statistics from figures published by the Association of Chilean Insurers (AACH).

At the end of 2012, 60 insurance companies operated in Chile's insurance market (three more than in 2011), of which 32 were involved in Life insurance businesses and 28 in general insurance (Non-Life).

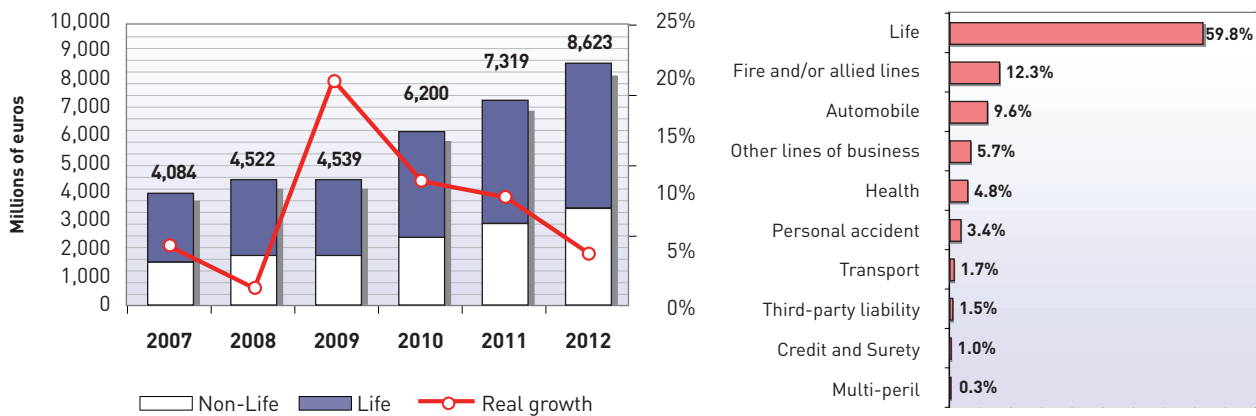


Figure 64. Chile. Evolution of premiums and market share in 2012 by branch

The top ten insurance groups in Chile had a combined market share of 62.1% (59.8% in 2011). In the overall ranking for insurance companies, the first changes emerged at the fifth spot, with CorpVida climbing two notches to this position, and MAPFRE one to the ninth spot. However, RSA and Cardif have each fallen two spots to seventh and tenth, respectively. Newcomer Bice Vida jumped directly to the ninth spot in the ranking.

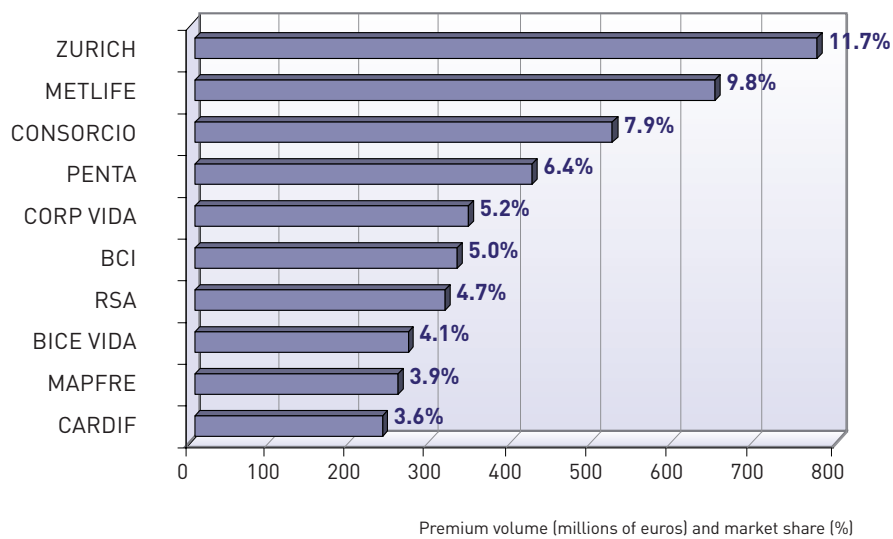


Figure 65. Chile. Total ranking 2012

* Include Chilena and Santander.

Source: Securities and Insurance Supervisor.

RSA continues to lead the Non-Life insurance ranking with a market share of 13.9%, followed by Zurich (11.6%). MAPFRE and BCI come next, both notching up one position to hold the third and fourth spots, respectively. Liberty, Magallanes and Cardif have held their positions. Only Penta and ACE have lost ground (to the fifth and tenth spot, respectively). Lastly, AIG has entered the ranking at ninth spot.

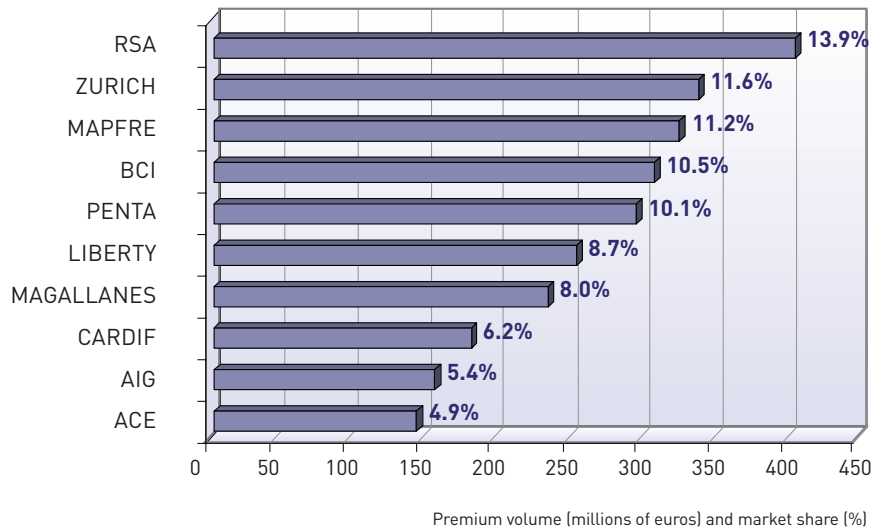


figure 66. Chile. Non-Life Ranking in 2012

* Zurich incluye a Chilena y Santander.
Source: Securities and Insurance Supervisor.

There were also changes in the Life insurance ranking. Metlife maintained the top spot, slightly increasing its market share to 14.8%, followed by Zurich (11.7%) and Consorcio (10.7%). CorpVida and Euro held their spots. Cruz del Sur dropped to the tenth spot while Bice Vida jumped to the fifth spot. Penta and Security entered the ranking, in place of Vida Camara and Principal.

In March 2013 the purchase of Cruz del Sur by the group Security was confirmed, which is likely to cause changes in next year's ranking.

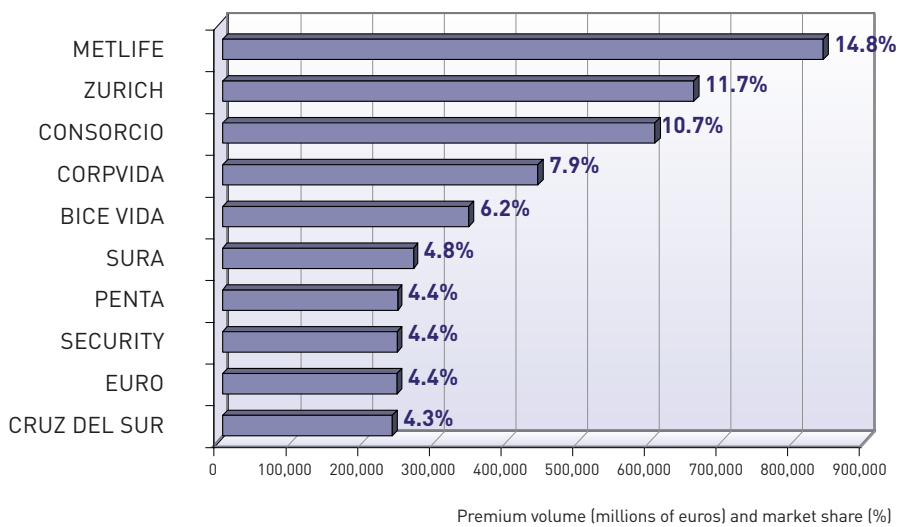


Figure 67. Chile. Life Ranking in 2012

* Zurich incluye a Chilena y Santander.
Source: Securities and Insurance Supervisor.

Results

Earnings from the period were 18 million UF (€ 652 million), which represents a 127% improvement over 2011. This result is very positive in light of the weakened technical result, which was offset by an excellent financial result.

The combined ratio deteriorated by over four points to 118.3%, primarily due to an increase in claims affecting the Life Insurance businesses. The claim payments resulting from the earthquake in 2010 are still present in the accounts of the insurance companies. Three years after the earthquake, the Securities and Insurance Bureau (Superintendencia de Valores y Seguros - SVS) reported that insurance companies have paid out 5,344 million dollars for over 32,000 claims.

The financial result improved by over seven points to 28.6%, representing an income of 54 million UF (€ 1,932 million). Consequently, the technical-financial result was 10.5%, four points higher than in 2011.

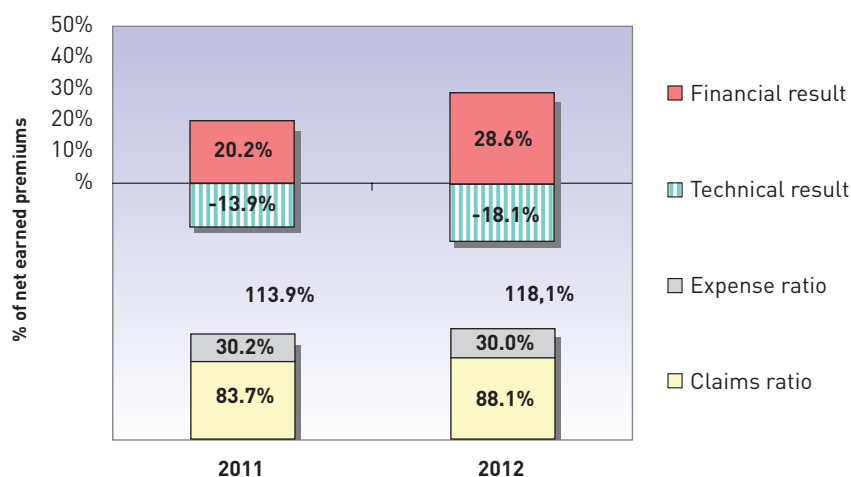


Figure 68. Chile. Technical Account Result

Source: own statistics with information from the Securities and Insurance Supervisor.

New Legislation

The following legislation entered into force in 2012:

- General Regulation 309 concerning corporate governance, risk management and internal control, which led to self-assessment and provided a benchmark of good practices in corporate governance in the insurance market.
- General Regulation 325, which provides instructions on the risk management system of insurance companies and the solvency assessment of companies by the Bureau.
- The "IFRS" legislation, which brought significant changes to accounting and notes to financial statements.

Preview 2013

The premium volume in Chile's insurance market during the first half of 2013 rose to 124 million UF (€ 4,693 million), representing an increase of 5.1% compared with 8.2% observed during same period in the previous year. The growth of Life insurance remained steady (7.1%) but Non-Life insurance decelerated to 1.8% (9.8% in 2011) and even contracted in some business lines such as Fire and Allied Lines (-7.4%), Personal Accidents (-8.3%) and Transport (-1.9%). A certain deceleration in growth has thus been observed.

Premium Volume ¹ . 1 st half 2013			
Branch	Thousands of UF	Millions of euros	% Δ
Total	124,206	4,693	5.1
Life	77,231	2,918	7.1
Non-Life	46,975	1,775	1.8
Fires and/or allied lines	12,609	476	-7.4
Automobile	11,949	452	9.9
Health	6,596	249	19.6
Personal Accident ²	4,131	156	-8.3
Transport	2,082	79	-1.9
Personal Accident ²	9,608	363	1.1

Figure 69. Chile. Premium volume in 2013 by branch

(1) Direct premiums.

(2) Includes Mandatory Personal Accident Insurances (SOAP).

Source: Own statistics using information published by the Association of Chilean Insurers (AACH).

3.3.5. COLOMBIA

Macroeconomic Environment

In 2012 the Colombian economy grew by 4%, a more moderate growth compared with the previous year (6.6%), but nevertheless confirming that this economy remains solid and capable of growth, even in the complicated international economic environment of the year in question. Internal demand continued to grow, though less than the previous year: total consumption increased by 4.4% (5.4% in 2011) and investment in fixed capital by 5.7% (18.3% in 2011). In production sectors, growth was led by mining (5.9%), followed by finance, insurance and business services (5.5%). The manufacturing industry was the only sector that contracted (-0.7%).

The inflation rate was 2.4% at the end of 2012, though less than 2011 (3.7%) and within the range established by the monetary authority. Meanwhile, despite the economic growth of recent years, the informal sector continues to weigh heavily, and though the unemployment rate fell slightly it remained above 10% (10.4% in 2012 compared with 10.8% in 2011).

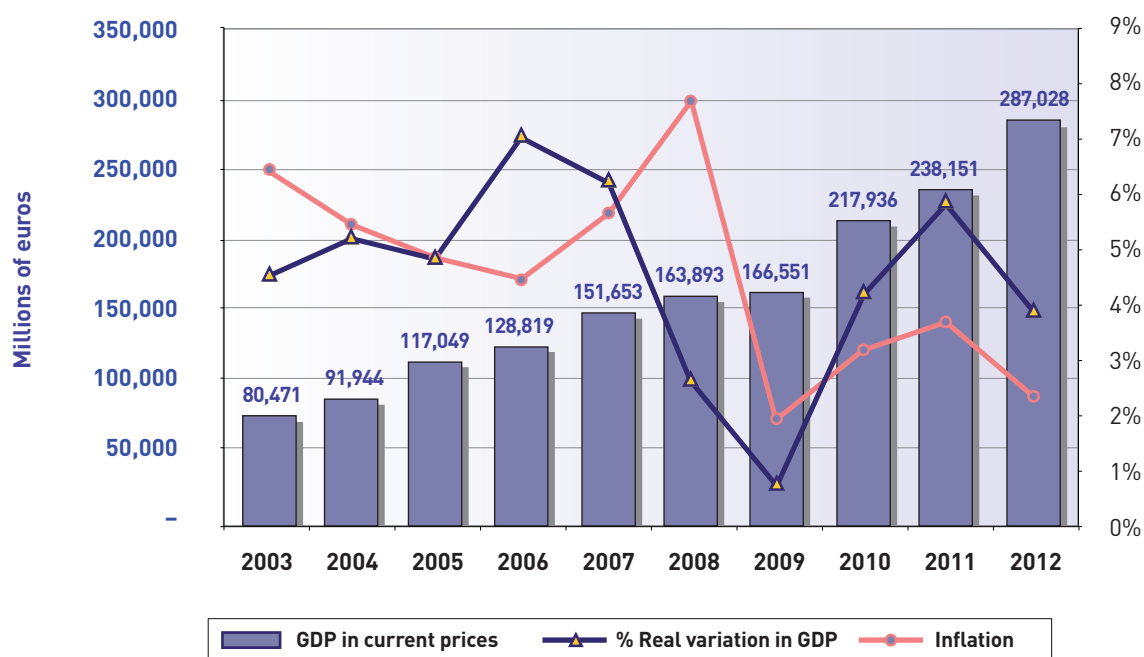


Figure 70. Colombia. GDP 2012

Source: own statistics using information published by ECLAC and the central bank

The relative increase in imports against exports has led to a larger deficit in the current account, now 3.1% of the GDP. The deficit is financed through foreign capital flow, primarily long-term investments. During 2012, various international agencies improved the country's credit rating.

The prospects for 2013 are favorable, and growth is expected to top 4%.

Insurance Market

The Colombian insurance market had a premium volume in 2012 of 15.9 billion pesos (€ 6,870 million) with a nominal increase of 13.2% and real increase of 10.5%. The insurance penetration index increased to 2.4% of the GDP, somewhat below the Latin American average.

Premium volume ¹ 2012				
Branch	Millions of pesos	Millions of euros	% Δ	% Δ real
Total	15,935,073	6,870	13.2	10.5
Life	4,743,319	2,045	13.9	11.2
Individual life	521,432	225	8.4	5.8
Collective life	2,298,519	991	14.8	12.1
Life annuities	758,182	327	8.8	6.3
Private pensions ²	1,165,187	502	18.3	15.6
Non-Life	11,191,754	4,825	12.9	10.2
Automobile	2,140,259	923	9.4	6.9
Other lines of business	1,878,447	810	9.3	6.7
SOAT ³	1,341,088	578	14.9	12.2
Health	876,477	378	7.8	5.3
Earthquake	604,455	261	14.3	11.6
Fire	643,019	277	22.3	19.4
Third-party liability	654,420	282	21.9	19.0
Personal Accident	520,862	225	12.3	9.7
Transport	271,286	117	7.2	4.7
Theft	156,014	67	23.3	20.4
Aviation	115,701	50	-5.8	-8.0
Worker Compensation	1,989,725	858	16.8	14.0

Figure 71. Colombia. Premium volume in 2012 by branch

(1) Premiums issued.

(2) Group Life Insurance contracted by Pension Fund Managers.

(3) Spanish acronym for Mandatory Traffic Accident Insurance.

Source: own statistics from figures published by the Banking Supervisor of Colombia.

Life insurance businesses issued premiums with a value of 4.7 billion pesos (€ 2,045 million) and a growth of 13.9%. As in 2011, prominent growth was sustained in Group Life insurance (14.8%) and Provisional Life insurances (18.3%), which were greatly affected by a healthy economy and increased employment. Additionally, though interest rates have continued at low levels, Life Annuities were able to overcome the stagnation or even the shrinkage of recent years and rose by 8.8%.

Non-Life insurance businesses issued premiums with a value of 11.2 billion pesos (€ 4,825 million) and a growth rate of 12.9%. All business lines except for Aviation recorded increases, most notably, due to its size, the Occupational Accident insurance business, which grew by 16.8% and maintained the impulse of the previous year. Though to a lesser extent, growth was also recorded for Theft, Third-Party Liability, Fire, Earthquake and Mandatory Traffic Accident Insurance, the latter despite the drop in new vehicle sales and the average premium value.

During 2012 microinsurance companies continued to develop in Colombia. According to the Colombian Insurance Federation (Federación de Aseguradores Colombianos - Fasescolda), the premiums of microinsurance companies in May 2012 increased by 15% compared to the same month in the previous year, reaching 1.7% of the total premiums and 5.1% of the premiums for the business lines linked to microinsurance (primarily Group Life, Personal Accidents and Funerals, though Healthcare and Home also experienced significant growth).

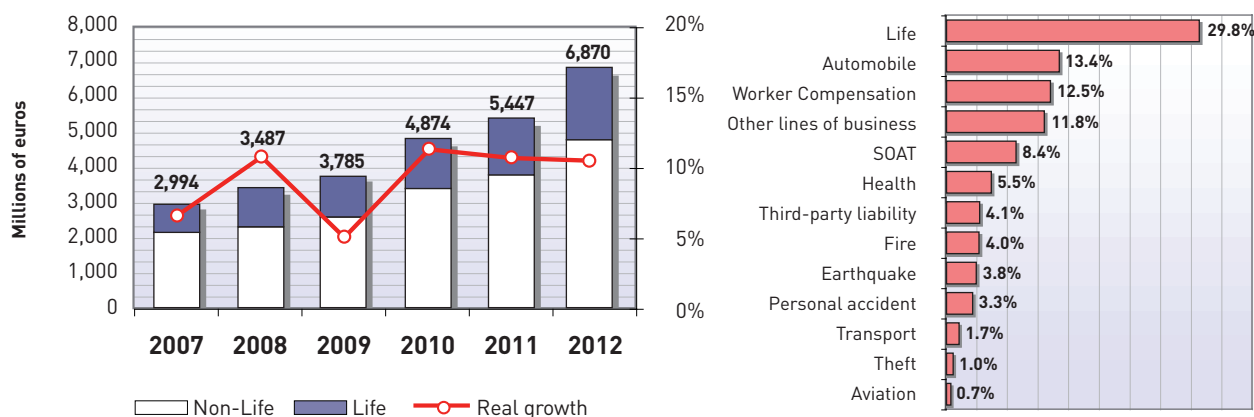


Figure 72. Colombia. Evolution of premiums and market share in 2012 by branch

At the end of 2012, 26 general insurance companies and 19 Life insurance companies were operating in Colombia. The sector is highly concentrated as the ten largest insurance groups have a market share of 76.6%, which is slightly higher than the previous year (76.1%). The largest insurance group is Suramericana, with a market share of 22.8%, followed by MAPFRE, which jumped up to the second spot, and then Bolívar. Colseguros, which held the fifth spot in the 2011 ranking, has changed its name to Allianz, the company that acquired it some years ago, and moved up to the fourth spot. Finally, Positive has entered the ranking in the tenth spot, in place of QBE.

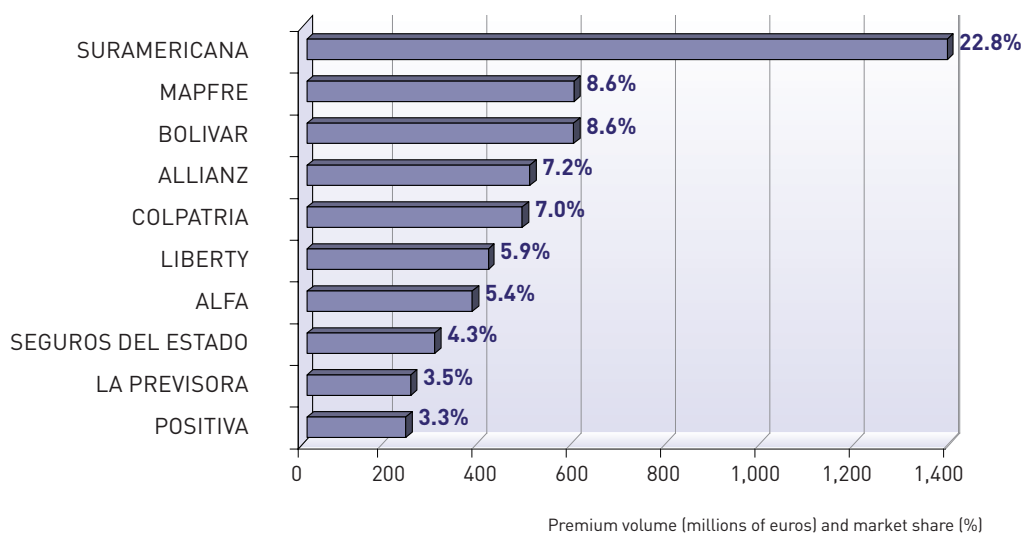


Figure 73. Colombia. Total Ranking in 2012

Source: own statistics from information published by the Financial Supervisor.

The composition of the top ten groups in the Non-Life ranking remains unchanged, though there are modifications in their relative positions. Suramericana de Seguros maintained the top spot, slightly increasing its market share to 15.4%, followed by Liberty and Colpatria. Allianz held its ground at the fourth spot. Seguros del Estado rose from the seventh to the fifth spot, while Bolívar fell to the eighth.

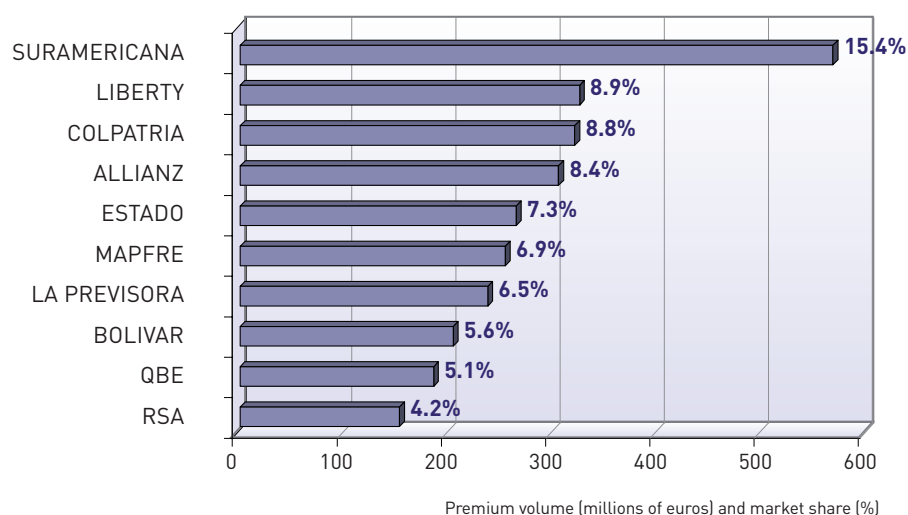


Figure 74. Colombia. Non-Life Ranking in 2012

Source: own statistics from information published by the Financial Supervisor.

N.B.: this ranking has been compiled with the line of business divisions used in the country.

In Life insurance (including companies operating in Occupational Accidents), the market is even more concentrated as the share of the top ten groups rose to 92.4% from 91.5% in 2011. The groups are the same as last year with only minor changes in their relative positions. Suramericana has held on to the top position with a market share of 31.3%, followed at a considerable distance by Bolívar (12.0%). MAPFRE moves to the third spot in the ranking, while Allianz remains at the sixth spot. Colmena and Colpatria have swapped positions.

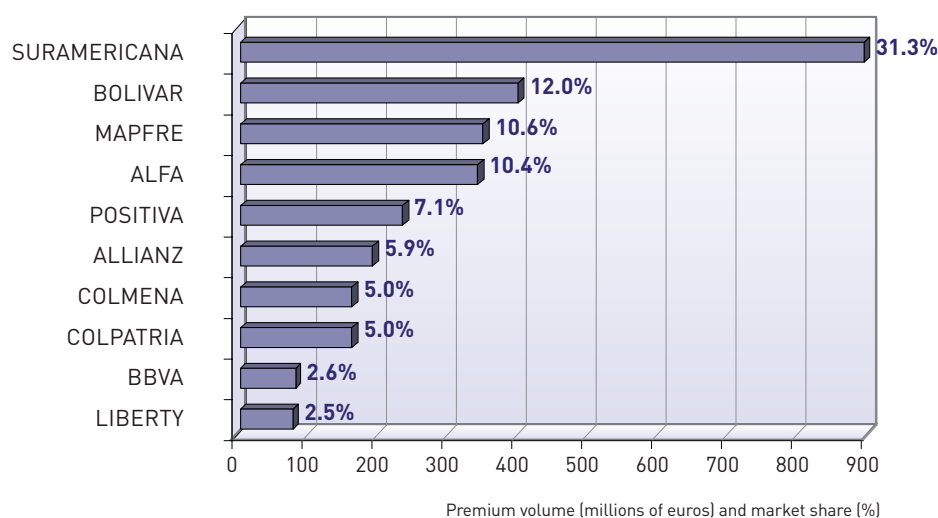


Figure 75. Colombia. Life Ranking in 2012

Source: own statistics from information published by the Financial Supervisor.

N.B.: this ranking has been compiled with the line of business divisions used in the country.

The 2013 insurance group ranking will be affected by a recent acquisition: in November the group AXA announced that it had entered an agreement with Grupo Mercantil Colpatria to purchase 51% of the shares in Colpatria Seguros.

Results

The period earnings reached 1.1 billion pesos (€ 480 million), which represents 9.7% of the earnings on premiums (4.3% in 2011) and an increase of 83% on the result from 2011. Unlike the previous year, the positive result in 2012 has been influenced by the favorable performance of financial investments following revaluation of the public debt and market securities. Consequently, the financial result climbed from 15.4% in 2011 to 21% in 2012.

The technical result remains negative and now stands at -10.6% (-9.2% in 2011) due to an increase in the claims ratio, which has caused the combined ratio to fall by over one point. Even so, the technical-financial result was 10.4%, i.e., four points higher than the figure for 2011, thanks to the excellent performance of investments: 2.4 billion pesos (€ 1,037 million).

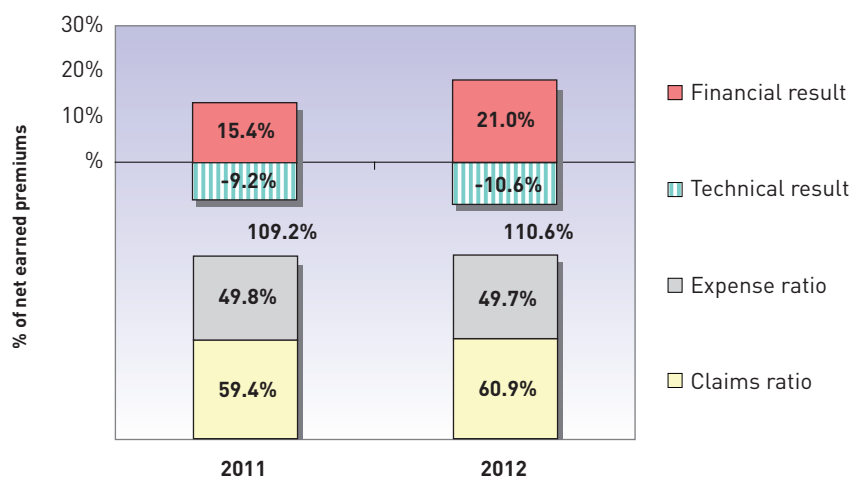


Figure 76. Colombia. Technical Account Result

Source: own statistics from information published by the Financial Supervisor.

New Legislation

On December 20 the Official State Gazette published Decree 2973 of 2013, which amended Decree 2555 of 2010 concerning the technical reserves of insurance companies among other provisions. Some of the provisions stipulated in Decree 2973 are still at the regulatory stage and have not yet entered force.

Preview 2013

During the first half of 2013 the Colombian insurance market issued premiums at a value of 8,312,232 million pesos (€ 3,444 million), representing an increase of 8.0% compared to the same period in 2012. This figure reveals a certain deceleration of the market as the increase in premiums during the first half of the previous year was 14.6%. The deceleration is reflected in Non-Life insurance businesses like Automobile (which fell from 10.3% in 2012 to 1.8% in 2013), and has led to a strong contraction in Fire and Earthquake (-11.4% in 2013, 27.1% in 2012) and Transport (-27.6% in 2013, 10.9% in 2012). However, the Healthcare insurance business continued its upward trend (18.0% in 2013 compared with 8.3% in 2012). Overall, the growth rate of Non-Life insurance businesses has fallen from 15.7% in 2012 to 6.2% in 2013. Life insurance businesses maintain their steady growth (11.5%).

Premium volume ¹ . 1 st half 2013			
Branch	Millions of pesos	Millions of euros	% Δ
Total	8,312,232	3,444	8.0
Life	2,502,141	1,037	11.5
Non-Life	5,796,106	2,402	6.2
Automobile	1,048,419	434	1.8
Personal Accident	1,006,055	417	12.6
Fires and/or allied lines	558,442	231	-11.4
Health	492,961	204	18.0
Transport	135,247	56	-27.6
Other lines of business	1,452,764	602	8.6
Worker Compensation	1,102,218	457	14.8

Figure 77. Colombia. Premium volume in 2013 by branch

(1) Premiums issued.

Source: own statistics using data published by the Banking Supervisor of Colombia.

3.3.6. ECUADOR

Macroeconomic Environment

During 2012 the economy of Ecuador grew by 5.0%, revealing a deceleration in comparison with the previous year when the growth rate was 7.4% of the GDP. This growth was driven by internal demand, both public and private, as well as by the gross creation of capital. However, private consumption decreased compared with the previous year after restrictions on credit and imports.

In relation to supply, the sectors that contributed most to this growth were construction, industry (excluding oil refinery), education and healthcare. Oil refinery fell slightly following technical problems at refineries. The increase in the occupation rate drove the unemployment rate down to 4.9%, from 6% last year. The minimum wage recorded a nominal increase of over 10%.

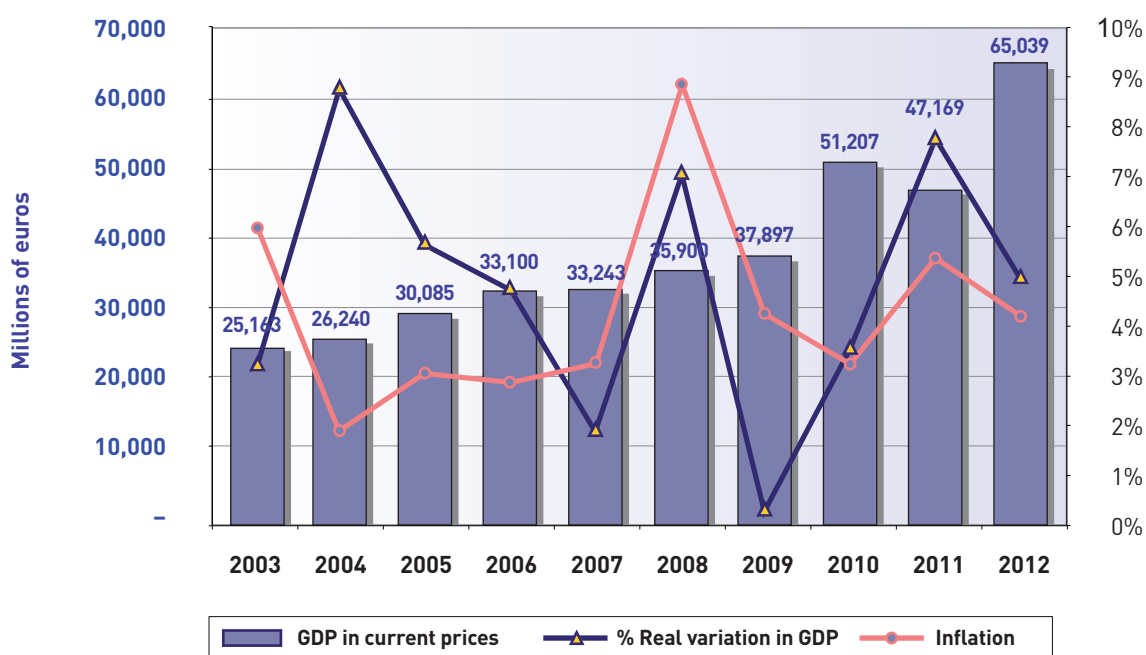


Figure 78. Ecuador. GDP 2012

Source: own statistics using data published by ECLAC and the central bank.

Inflation fell to 4.2% (5.4% in 2011), though food prices continued their upward trend during 2012.

With regard to external sector, there was balance of trade surplus which offset the fall recorded in remittances from abroad. Growth decelerated for exports and imports, though the slowdown in the latter was more pronounced and caused the current account deficit to fall to 0.2% of the GDP (3% in 2011).

The ECLAC forecasts little GDP growth in 2013 –3.8% at the most– due to the complex international situation and the anticipated fall in public spending.

Insurance Market

The Ecuadorian insurance market recorded a premium volume in 2012 of 1,485 million dollars (€ 1,149 million), which represents a nominal increase of 11.1% and real increase of 6.6%. This growth has nevertheless been lower than the growth recorded in 2011 (21.5% nominal and 15.3% real).

Premium volume ¹ 2012				
Branch	Millions of USD	Millions of euros	% Δ	% Δ real
Total	1,485	1,149	11.1	6.6
Life	255	197	10.2	5.8
Individual Life	28	22	18.9	14.1
Collective Life	227	175	9.2	4.8
Non-Life	1,230	952	11.3	6.8
Automobile	445	344	10.3	5.9
Other lines of business	165	128	6.0	1.8
Fire, theft and allied lines	156	120	14.1	9.5
Transport	135	104	4.8	0.6
Personal accident	117	90	11.3	6.8
Credit and Surety	115	89	18.2	13.5
Health	50	39	24.6	19.6
Third-party liability	47	37	23.0	18.0

Figure 79. Ecuador. Premium volume in 2012 by branch

(1) Net premiums paid (received).

Source: own statistics from figures published by the Insurance and Banks Supervisor.

The Life insurance businesses banked 255 million dollars (€ 197 million) with a nominal growth of 10.2%. While the growth in Individual Life insurance (18.9%) surpassed the growth in Group Life insurance (9.2%), the latter remains more important as it represents 89% of all Life insurance premiums.

The Non-Life insurance businesses banked 1,230 million dollars (€ 952 million) with a nominal growth of 11.3%. All the categories experienced growth, but most notably Health-care (24.6%) and Third-Party Liability (23%). Automobile insurance grew by 10.3% and remains the largest business line, representing 36.2% of Non-Life insurance premiums and 30% of all premiums issued.

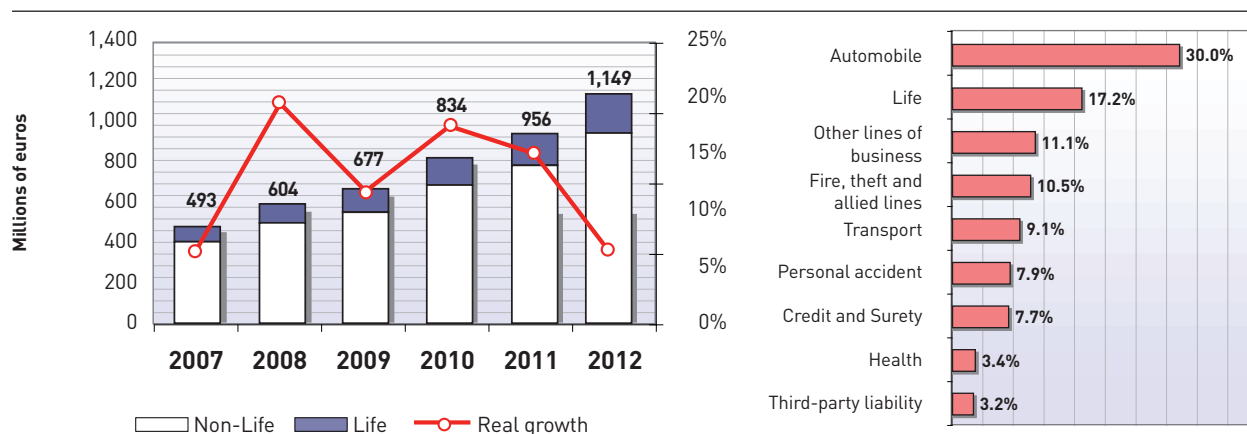


Figure 80. Ecuador. Evolution of premiums and market share in 2012 by branch

In December 2012, 42 insurance companies were operating in Ecuador, one less than in 2011. As a result of the application of the Market Power Regulation and Control Act (Ley Orgánica de Regulación y Control del Poder del Mercado) passed in October 2011, banks had until June 2012 to sever their links with insurance companies. Consequently, Banco de Guayaquil terminated its relationship with Río Guayas (which merged with ACE Seguros), Banco Pichincha sold Seguros Pichincha, Produbanco dropped Produseguros, Banco Internacional sold Seguros Cervantes, and Banco Territorial did the same with Seguros Porvenir.

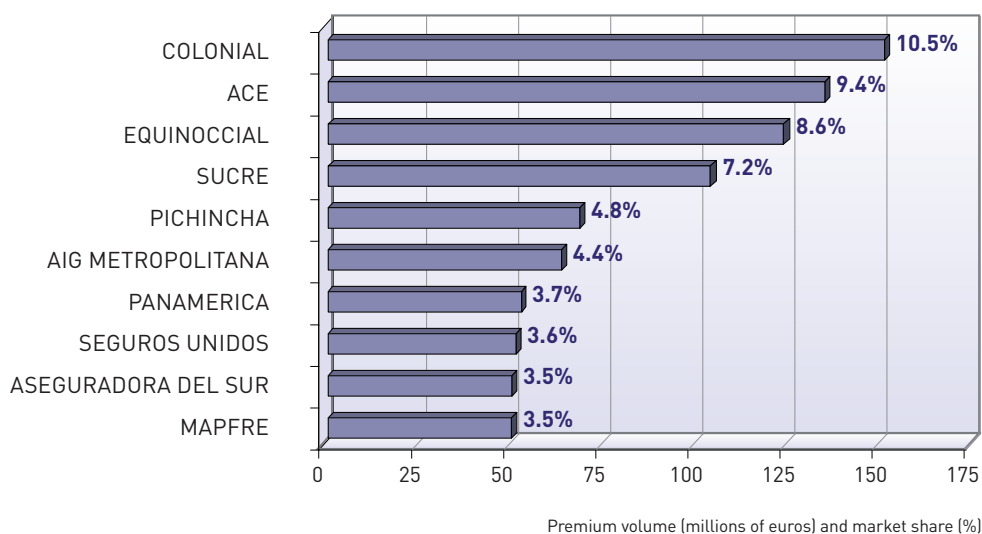


Figure 81. Ecuador. Total Ranking 2012

Source: own statistics from figures published by the Insurance and Banks Supervisor.

Results

Earnings after taxes in 2012 were 45.7 million dollars (€ 35 million), a figure that is much lower than the 66.6 million dollars of the previous period. Utilities fell by 31.4%, partly as a consequence of the new financial regulations and the aforementioned process of company sales and mergers. The results table of the technical account reveals how the combined ratio fell to 76.1% due to an increase of over two points in the cost ratio, which the slight improvement in the claims ratio did not manage to offset.

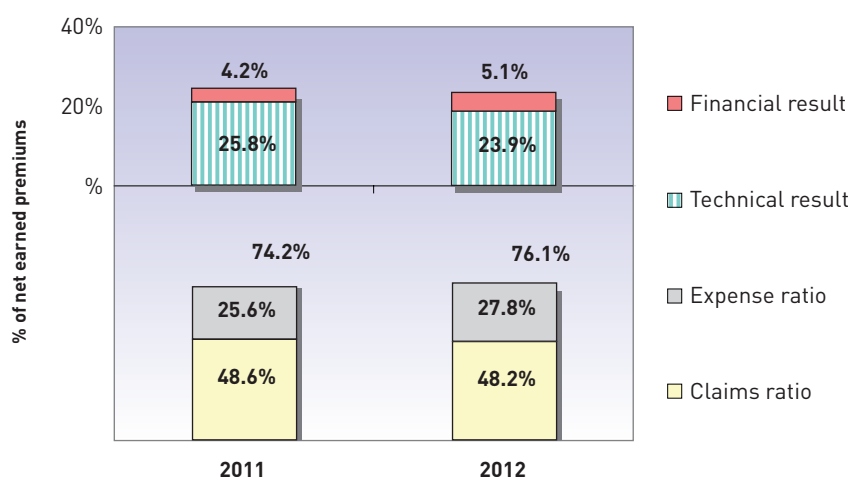


Figure 82. Ecuador. Technical Account Result

Source: own statistics from figures published by the Insurance and Banks Supervisor.

Preview 2013

The premium volume in the Ecuadorian insurance market during the first half of 2013 was 776 million dollars (€ 592 million), representing a nominal increase of 5% in comparison with the same period in the previous year.

The performance observed in Life insurance businesses differed from Non-Life insurance businesses. The former grew by 12.8% during the first half of the year while the latter grew by only 3.4. Furthermore, some Non-Life Insurance businesses, such as Transport, Healthcare and Personal Accidents, actually decreased.

Premium volume ¹ . 1 st half 2013			
Branch	Millions of USD	Millions of euros	% Δ
Total	776	592	5.0
Life	135	103	12.8
Non-Life	641	489	3.4
Automobile	240	183	9.3
Fire, theft and allied lines	71	55	-3.9
Health	27	21	20.1
Transport	64	49	-15.6
Personal accident	57	43	-5.5
Other lines of business	181	138	8.7

Figure 83. Ecuador. Premium volume in 2013 by branch

(1) Net premiums paid (received).

Source: own statistics from figures published by the Insurance and Banks Supervisor.

3.3.7. PARAGUAY

Macroeconomic Environment

After a few years of rapid growth, the GDP of Paraguay contracted 1.2% during 2012, primarily due to the farming sector's freefall following the drought that swept through the country late last year but also because of the economic deceleration of some of its main trade partners, which had a negative impact on exports. The decrease in economic activity did not affect all the economic sectors equally: despite the aforementioned freefall in farming, the largest sector in Paraguay's economy, the increase in public spending sustained internal demand and led to a moderate growth in the non-agricultural sector.

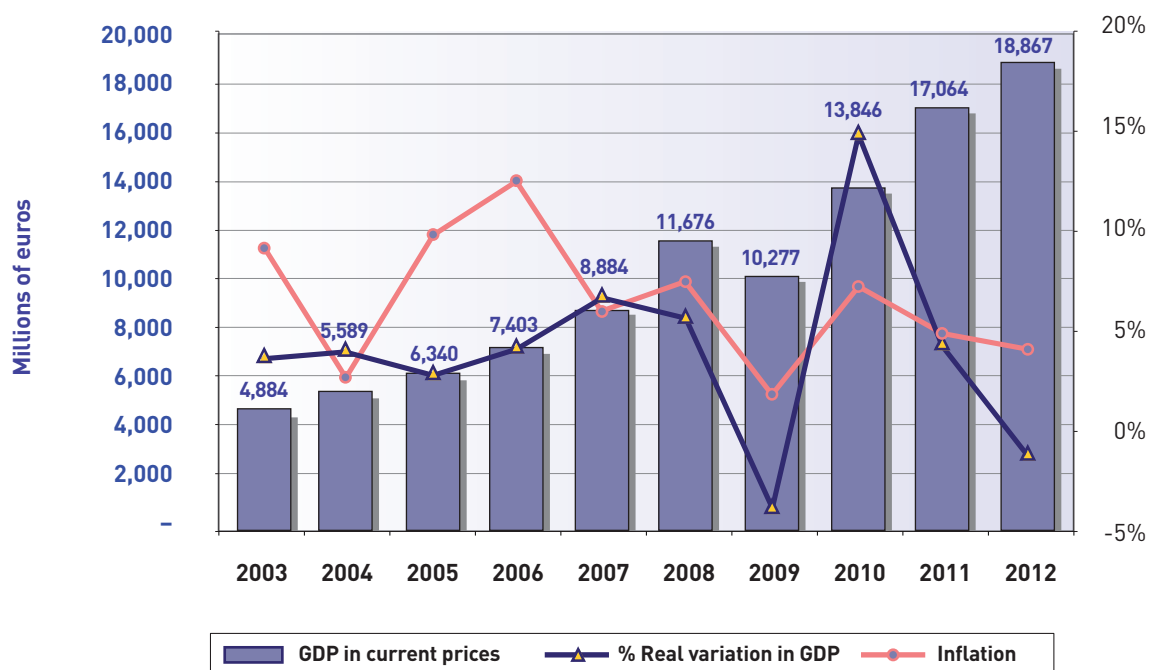


Figura 84. Paraguay. GDP 2012

Source: own statistics using information from ECLAC and the central bank.

Despite the expansive monetary policy applied by the Central Bank, coupled with currency depreciation, the economic contraction reduced inflationary pressures and caused the annual inflation rate to fall to 4.0%, compared with 4.9% the previous year. Meanwhile, unemployment rose one point to 8.1%, one of the highest figures in the region.

With regard to the external sector, the economic deceleration led to a reduction in both imports and exports, though the fall in the latter was greater in relative terms and reduced the current account surplus to 0.4% of the GDP (1.1% in 2011).

For 2013, the ECLAC forecasts an upturn in the economy based on the recovery of farming production, which will raise the GDP by over 10%.

Insurance Market

Even though the economy shrank by 1.2% in 2012, the insurance market in Paraguay continues to grow and gain ground in the service sector. Proof of this the double-digit growth rate it has recorded.

In the accounting period from July 1, 2011 to June 30, 2012 the direct premium volume in Paraguay's insurance market was 1,317,601 million guaranies (€ 228 million), representing a nominal growth of 18.8% and real growth of 15.6%. The penetration of insurance in the economy was 1.2%, which is below average for the region.

Life insurance premiums grew by 25.3% and reached 151,554 million guaranies (€ 26 million). Despite the high growth rates of recent years, Life insurance represents only 11.5% of the total market.

Premium volume ¹ 2012				
Branch	Millions of guaranies	Millions de euros	% Δ	% Δ real
Total	1,317,601	228	18.8	15.6
Life	151,554	26	25.3	21.9
Non-Life	1,166,047	202	18.0	14.8
Automobile	649,776	113	19.8	16.6
Other commercial property	140,961	24	-0.3	-3.1
Fire	107,073	19	16.7	13.5
Other lines of business	55,381	10	41.5	37.6
Transport	51,360	9	10.6	7.5
Theft	47,380	8	28.0	24.5
Surety	49,605	9	17.3	14.1
Third-party liability	42,641	7	41.7	37.9
Health	21,868	4	24.4	21.0

Figure 85. Paraguay. Premium volume in 2012 by branch

(1) Direct premiums net of cancellations, plus administrative surcharges.

Source: own statistics from information published by the Insurance Supervisor.

Non-Life insurances grew by 18% compared with 22.2% in the previous period, reaching a figure of 1,166,047 million guaranies (€ 202 million). The Automobile insurance business grew by 19.8% and continues to have the most relative importance in that it represents 56% of the total Non-Life insurance production (54% in the previous period). Nearly every business line reported double-digit growth, but especially Third-Party Liability (41.7%), Miscellaneous Risks (41.5%) and Theft (28%). Only the Other Damages insurance business reported a slight decrease (-0.3%). This business line includes farming and livestock insurance and contrasts with the spectacular growth of the previous period (50.3%).

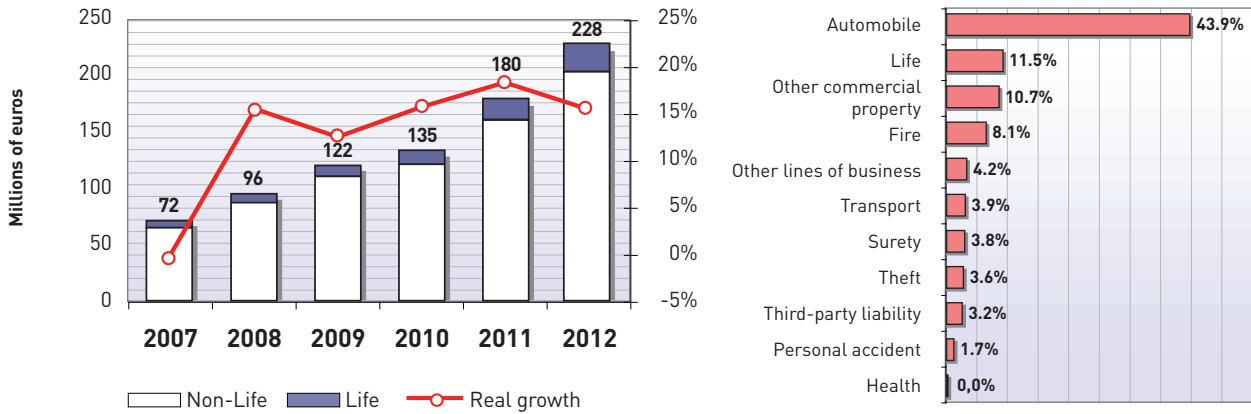


Figure 86. Paraguay. Evolution of premiums and market share in 2012 by branch

In June 2012 there were 34 insurance companies operating in the insurance market. Once again, the Spanish insurance group MAPFRE leads the ranking with a market share of 20.1%, followed by La Consolidada (9.3%) and Aseguradora del Este (8.3%). Sancor entered the top ten ranking, pushing out La Rural.

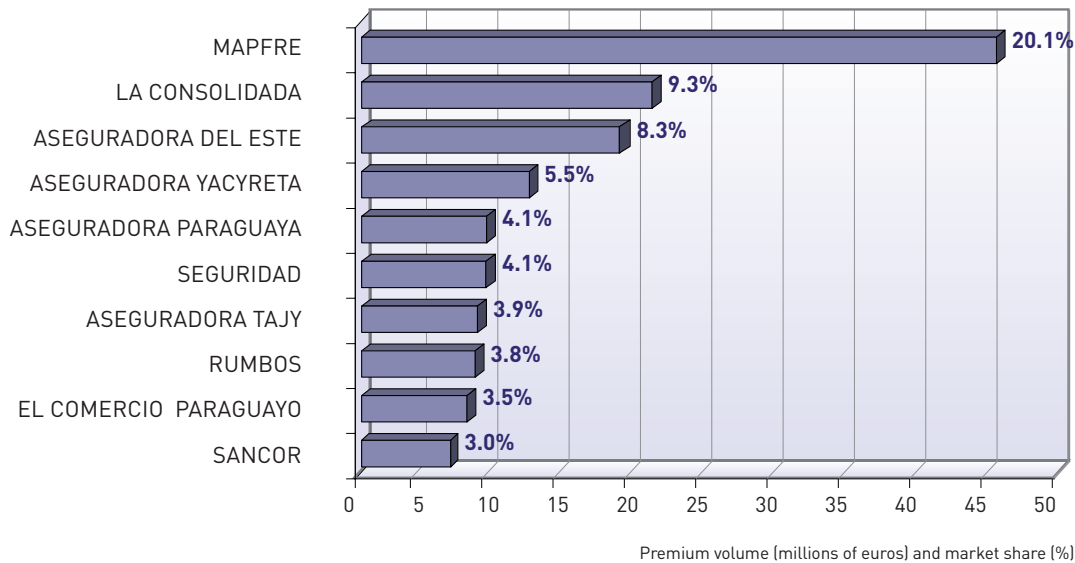


Figure 87. Paraguay. Total Ranking in 2012

Source: own statistics from information published by the Insurance Supervisor.

New Legislation

In July 2013, Law 4950/2013 was passed, introducing Mandatory Traffic Accident Insurance (Seguro Obligatorio de Accidentes de Tránsito - SOAT). This insurance covers injuries to people caused by land vehicles that result in death, disability, medical or pharmaceutical requirements, surgery or hospitalization.

Results

Earnings in the period were 147,662 million guaranies (€ 26 million), which represents 84% more than the previous period and 14.4% of the premium result.

The combined ratio remained steady at 89.7%, and the improved result was therefore mainly due to the financial result, which rose from 0.6% on premiums in the previous period to 6.4%, causing the technical-financial result to climb to 16.7% (10.9% in 2011).

Yet again, Paraguay continues to have one of the best claims ratios in South America, at 44.0%.

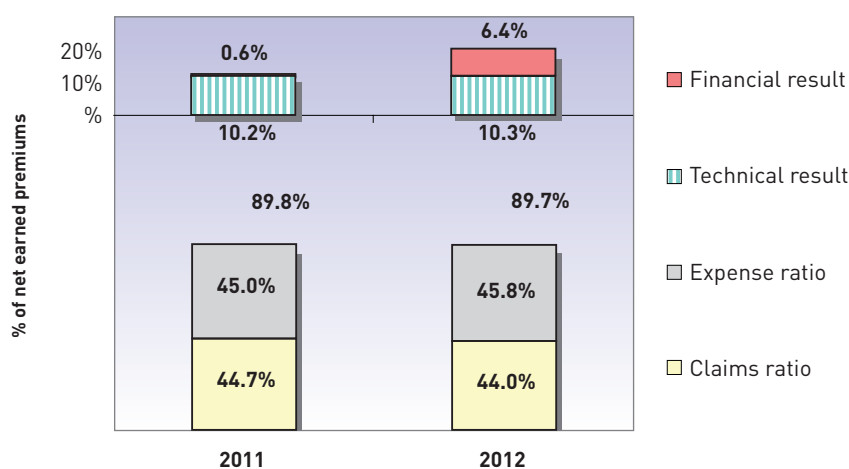


Figure 88. Paraguay. Technical Account Result

Fuente: own statistics.

Preview 2013

The premium volume in Paraguay's insurance industry during the first half of 2013 rose to 785,673 million guaranies (€ 143 million), representing a nominal increase of 14.4% on premiums compared with the same half-year period in the previous year. The insurance business therefore continues to grow at an acceptable rate, though there has been a certain deceleration compared to the growth achieved in the previous period, when premiums rose by 18.1%.

Life insurance premiums grew by 13.5% (compared with 29.8% in the same period in 2012) and Non-Life insurances premiums grew by 14.5% (16.7% in 2012). Automobile insurance grew by 12.5%, and other business lines (including farming and livestock) grew by 18.6%. The table illustrates the strong growth of Personal Accidents (61.8%) and the contraction of Transport (-0.7%, compared with 24.0% in the previous period).

Premium volume¹. 1st half 2013			
Branch	Millions of guaraníes	Millions of euros	% Δ
Total	785,673	143	14.4
Life	93,971	17	13.5
Non-Life	691,703	126	14.5
Automobile	379,510	69	12.5
Fires	63,771	12	13.0
Transport	31,056	6	-0.7
Personal Accident	18,859	3	61.8
Other lines of business	198,505	36	18.6

Figure 89. Paraguay. Premium volume in 2013 by branch

(1) Net premiums paid (received).

Source: own statistics from figures published by the Insurance and Banks Supervisor.

3.3.8. PERU

Macroeconomic Environment

During 2012 Peru's economy grew by 6.3%, one of the highest rates in Latin America. GDP growth has been driven primarily by internal demand, particularly by consumption and private investment. All the production sectors recorded growth, with the exception of fishing. Construction (15.2%) and Finance and Insurance (10.3%) were two sectors with considerable growth.

The relative drop in exports against imports caused the current account deficit to rise to 3.6% of the GDP (1.9% in 2011). This deficit is financed by the entrance of foreign capital.

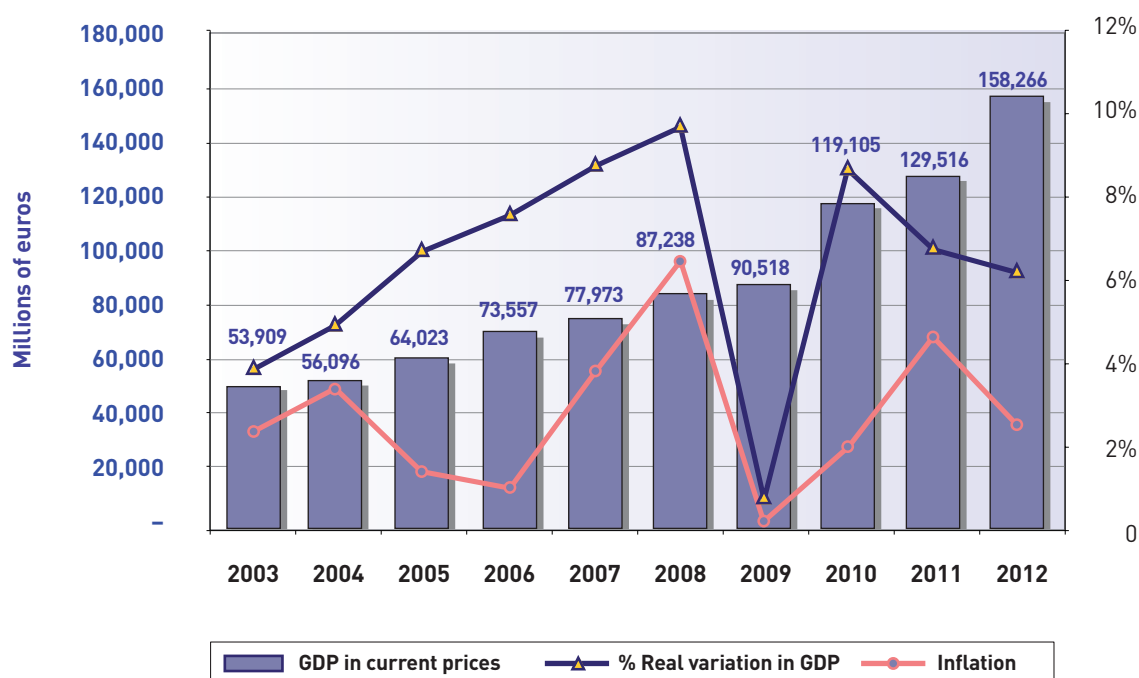


Figure 90. Peru. GDP 2012

Source: own statistics using information published by ECLAC and the central bank.

The inflation rate was 2.6% in 2012, though less than 2011 (4.7%) and within the range established by the monetary authorities. By the end of 2012 the unemployment rate had fallen to approximately 6%, compared with 8% the previous year. Unemployment fell across all age groups and for both genders, though it remains high among women and young people. Likewise, the underemployment rate fell slightly and the average monthly income increased by 8.8%.

The prospects of the economy for 2013 are optimistic. According to the IMF and ECLAC, Peru's economic growth will be one of the highest for the region, with an estimated growth of nearly 6%.

Insurance Market

The Peruvian insurance industry in 2012 had a premium volume of 7,906 million nuevos soles (€ 2,326 million), representing a nominal growth of 9.6% and real growth of 6.8%, which are somewhat lower than those achieved in 2011 (10.1% and 5.1% respectively).

Life insurance businesses issued premiums with a value of 3,302 million nuevos soles (€ 1,354 million), with a nominal growth of 6.9%, slightly less than 2011 (7.1%). Individual and Group Life insurance grew by 11% and 16.6% respectively, while Private Pension System (Sistema Privado de Pensiones - SPP) insurance grew by only 2.8% following the substantial drop in sales of Retirement Funds.

Non-Life insurance business premiums were valued at 4,604 million nuevos soles (€ 1,354 million, 58% of the total premiums issued), representing a nominal growth of 11.6%.

Premium volume ¹ 2012				
Branch	Millions of nuevos soles	Millions of euros	% Δ	% Δ real
Total	7,906	2,326	9.6	6.8
Life	3,302	971	6.9	4.2
Individual life	471	139	11.0	8.2
Collective life	775	228	16.6	13.7
Pensions	2,056	605	2.8	0.2
Non-Life	4,604	1,354	11.6	8.8
Automobile	960	282	9.9	7.1
Fire and allied lines	939	276	17.9	14.9
Other lines of business	643	189	12.6	9.8
Health	573	169	17.6	14.6
Personal accident ²	499	147	7.9	5.2
Transport	175	51	5.3	2.7
Third-party liability	160	47	11.1	8.3
Burial expenses	104	31	4.1	1.4
Aviation	54	16	-42.3	-43.7
Multi-peril	95	28	13.2	10.4
Maritime-Hulls	69	20	-9.6	-11.9
Credit and/or Surety	62	18	25.9	22.7
Worker Compensation	269	79	23.4	20.3

Figure 91. Peru. Premium volume in 2012 by branch

(1) Net premiums.

(2) Includes Mandatory Traffic Accident Insurance (SOAT).

Source: own statistics from information published by the Banking and Insurance Supervisor.

The business lines with the largest premium volumes are Fire and Allied Lines (17.9%), Healthcare (17.6%) and Automobile (9.9%).

Despite the sustained growth in recent years, the penetration of insurance in the Peruvian economy (1.5% of the GDP) remains well below the average for Latin America, indicating that the insurance industry has great potential for growth in Peru.

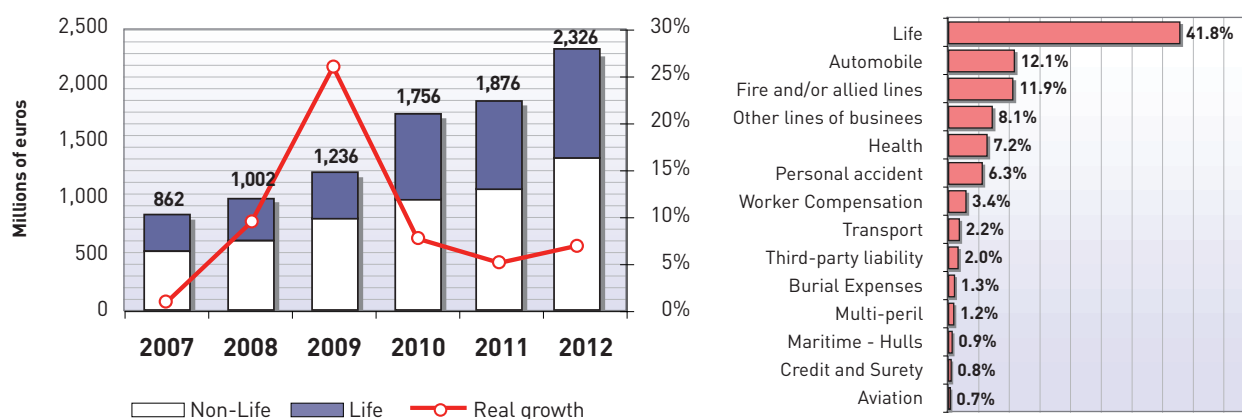


Figure 92. Peru. Evolution of premiums and market share in 2012 by branch

In December 2012, the Peruvian insurance industry comprised 14 insurance companies, five of which operate exclusively in General Insurance, five in Life Insurance and four in both business lines. This market is highly concentrated, with the two main companies accounting for 60.3% of the total market, and the top five companies for 89.8%.

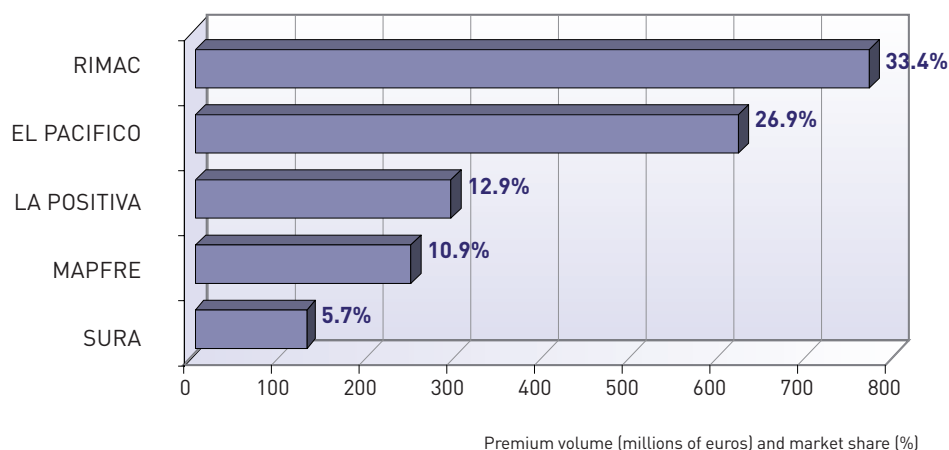


Figure 93. Peru. Total Ranking in 2012

Source: own statistics from information published by the Banking and Insurance Supervisor.

The classification of General Insurance companies remains virtually unchanged in comparison with the 2011 figures, with only slight changes in the market shares of certain companies. The gap between the top two, Rimac and El Pacífico, widened slightly in comparison with 2011.

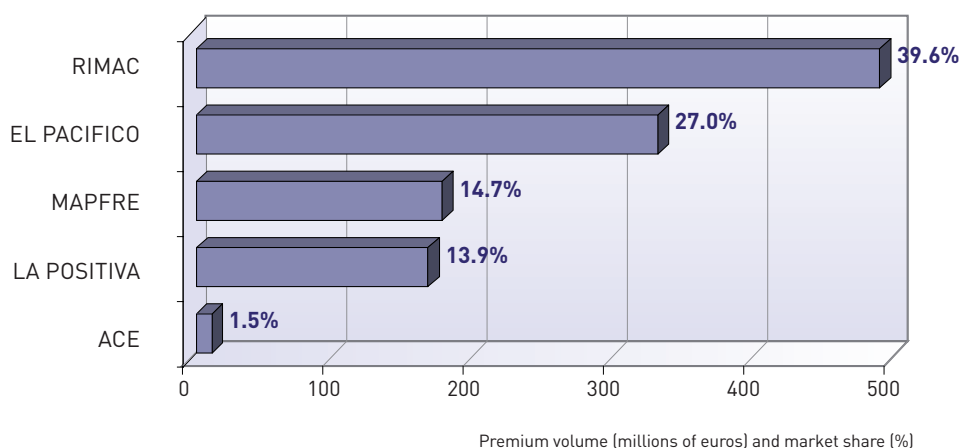


Figure 94. Peru. Non-Life Ranking in 2012

Source: own statistics from information published by the Banking and Insurance Supervisor.

Note: does not include Burial Expenses or Worker Compensation, which are included in Life branches.

In the Life Insurance company ranking, the top two companies swapped positions and El Pacífico now leads the table with Rimac running a close second. Likewise, La Positiva jumped to the fourth spot, relegating Interseguro to fifth. Finally, Sura holds the third spot after acquiring the companies InVita and InCasa in 2012.

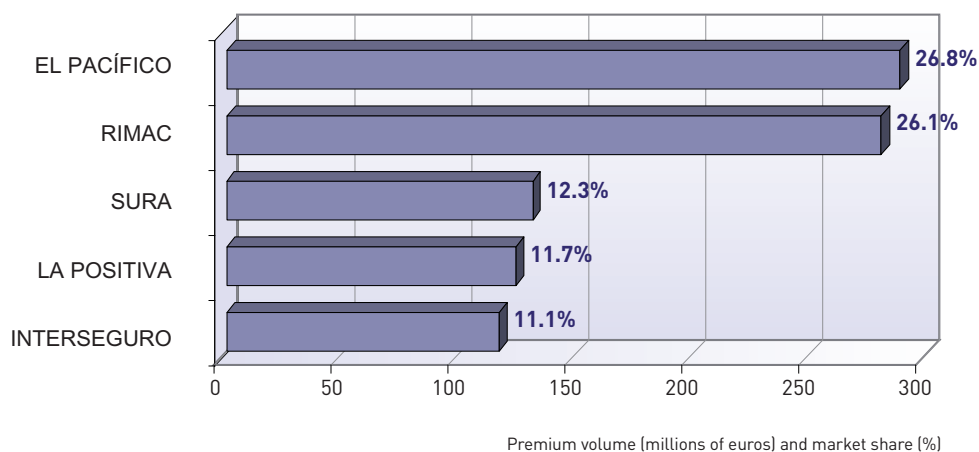


Figure 95. Peru. Life Ranking in 2012

Source: own statistics from information published by the Banking and Insurance Supervisor.

Note: includes Burial Expenses and Worker Compensation.

Results

Earnings for the period were 686 million nuevos soles (€ 202 million), 24% lower than the previous year. This decrease is primarily explained by an increase in the claims ratio (which rose 3.5 points in comparison with its level in 2011) and, albeit to a lesser degree, in costs.

Consequently, both the combined ratio and the technical result revealed a deterioration compared with the previous year. Nonetheless, the earnings on investments increased by 4.3%, to 1,545 million nuevos soles (€ 454 million), producing a technical-financial result of 17.3%.

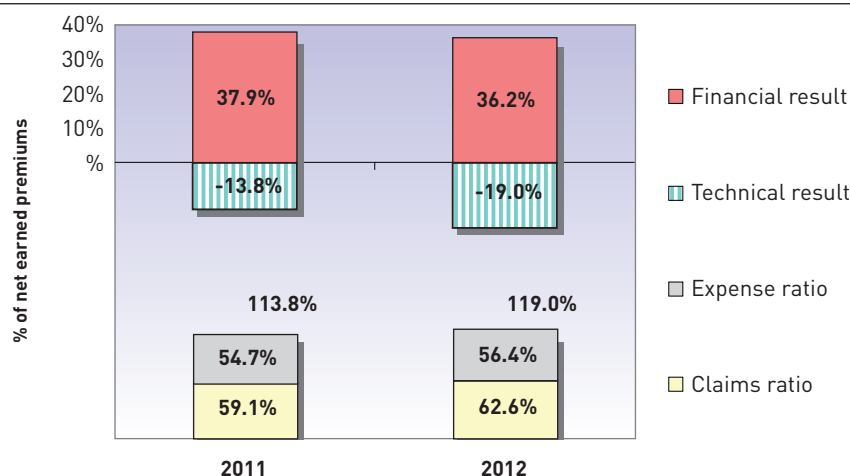


Figure 96. Peru. Technical Account Result

Source: own statistics from information published by the Banking and Insurance Supervisor.

Preview 2013

The insurance premiums issued in the first six months of 2013 reached 4,321 million nuevos soles (€ 1,244 million), demonstrating a growth rate of 17.0% compared with the previous year, with an equal growth ratio in the Life and Non-Life segments. Automobile insurance experienced the largest absolute variation among the Non-Life insurance businesses. Meanwhile, the premiums for Retirement Funds increased by 29.9% compared with the same month in the previous year, thus recovering their upward trend and presenting the greatest variation in the Private Pension System.

Premium volume ¹ . 1 st half 2013			
Branch	Millions of nuevos soles	Millions of euros	% Δ
Total	4,321	1,244	17.0
Life	1,868	538	17.0
Non-Life	2,453	706	17.0
Automobile	552	159	17.3
Fires and/or allied lines	430	124	16.1
Personal Accident ²	266	77	9.2
Health	332	96	17.8
Transport	203	58	31.1
Other lines of business	510	147	14.3
Worker Compensation	160	46	24.2

Figure 97. Peru. Premium volume in 2013 by branch

(1) Net insurance premiums.

(2) Includes Mandatory Traffic Accident Insurance (SOAT).

Source: own statistics from information published by the Banking and Insurance Supervisor.

New Legislation

On May 27, 2013 Law No. 29946 on Insurance Contracts came into force, which establishes a new legal framework applicable to insurance contracts. This new Law will help to improve contractual relationships in the insurance market as it provides policy holders with fairer and more transparent treatment when contracting insurances.

3.3.9. URUGUAY

Macroeconomic Environment

During 2012 the economy of Uruguay grew by 3.9% (5.7% in 2011), continuing its upward trend but revealing a certain deceleration in comparison with recent years. GDP growth has been driven by private-sector internal demand, specifically in consumption and investment. Production increased in all activities, except electricity, gas and water supply (-21.9%) and primary activities (-0.8%). The production sectors that grew the most were construction (18.7%) and transport and communications (7.4%).

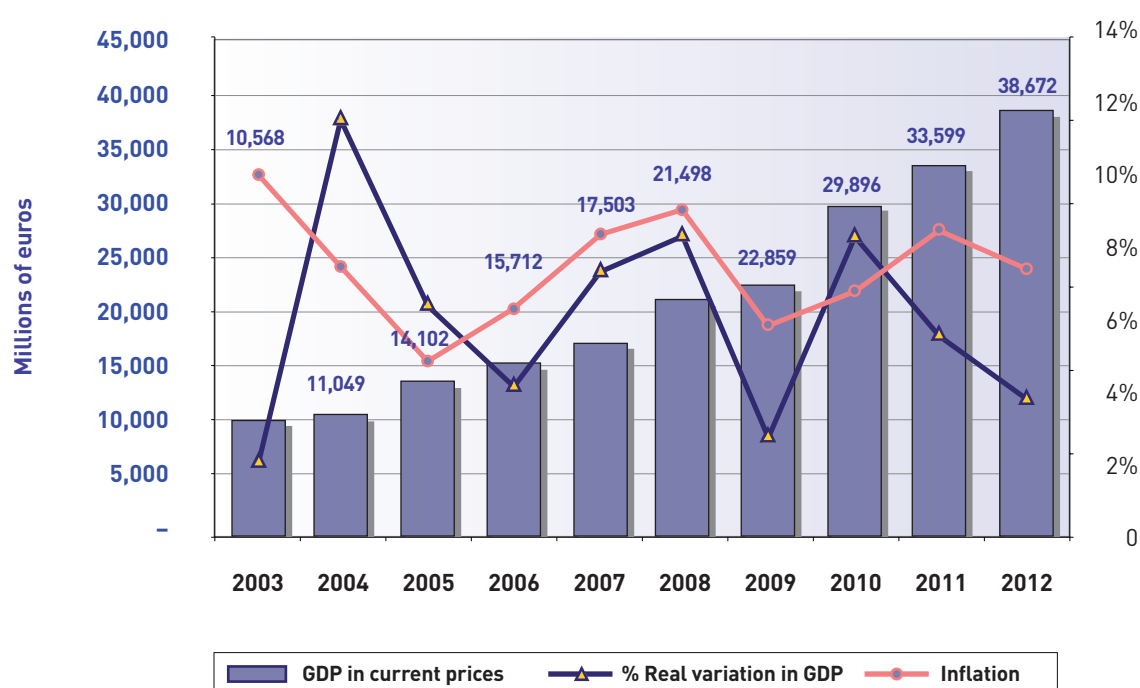


Figure 98. Uruguay, GDP 2011

Source: own statistics, from the information published by ECLAC and the Central Bank.

The inflation rate at the close of 2012 was 7.5%, which is less than the 2011 figure (8.6%) but still quite high and, as in recent years, outside the range set by the government. Job creation in the labor market slowed, though unemployment remained stable at approximately 6.1%.

In relation to the external sector, exports and imports both decelerated, though the former much more than the latter (growing only by 3.3% in 2012, compared with rates close on 20% for the past two years). This situation has worsened the trade balance and increased the current account deficit to 5.3% of the GDP (2.9% in 2011).

The ECLAC forecasts an approximate growth of 3.8% in 2013.

Insurance Market

Uruguay's insurance industry issued a premium volume in 2012 worth 21,564 million pesos (€ 822 million), which represents a nominal increase of 22.3% and real increase of 13.7% compared with the previous year.

Life insurance businesses grew vigorously, much more than the previous year (33.4% nominal in 2012 compared to 22.7% in 2011), especially in provisional life insurance, which grew by almost 40% and is marketed by the Banco de Seguros del Estado. While there are currently more companies authorized to operate in this business line, in practice private companies do not offer this product. The income on premiums in 2012 for Life insurance businesses was 5,684 million pesos (€ 217 million), which represents 26.6% of the total premiums (24.2% in 2011).

Premium volume ¹ 2012				
Branch	Millions of pesos	Millions of euros	% Δ	% Δ real
Total	21,564	822	22.3	13.7
Life	5,684	217	33.4	24.1
Pensions	2,815	107	39.9	30.1
Non-pension	2,868	109	27.6	18.7
Non-Life	15,880	606	18.7	10.4
Automobile	6,362	243	15.3	7.3
Other lines of business	1,497	57	17.3	9.1
Fire	937	36	31.8	22.6
Transport	684	26	8.4	0.8
Third-party liability	322	12	-3.2	-10.0
Theft	297	11	-4.2	-10.9
Surety and credit	264	10	23.1	14.6
Worker Compensation ²	5,517	210	25.8	17.0

Figure 99. Uruguay. Premium volume in 2012 by branch

(1) Premiums issued net of cancellations.

(2) Banco de Seguros del Estado accounts for all Workers' Compensation premiums.

Source: own statistics from figures published by the Insurance Supervisor.

The growth in the Non-Life insurance business premium volume in 2012 was a nominal 18.7%, slightly lower than the figure for 2011 (20.4%) but still indicative of the vitality in the sector. Automobile insurance grew by 15.3% and continues to have the largest relative importance (40.1% of the total for Non-Life). Prominent growth also occurred in Occupational Accidents (25.8%), which represents 34.8% of the market total for Non-Life, which is monopolized by Banco de Seguros del Estado. Other business lines of less relative importance, such as Fire, also grew vigorously. The only business lines that reported decreases were Theft (-4.2%) and Third-Party Liability (-3.2%).

The insurance penetration index in Uruguay for 2012, or percentage of premiums in relation to the GDP, reached 2.1%, a figure close to the average in Latin America.

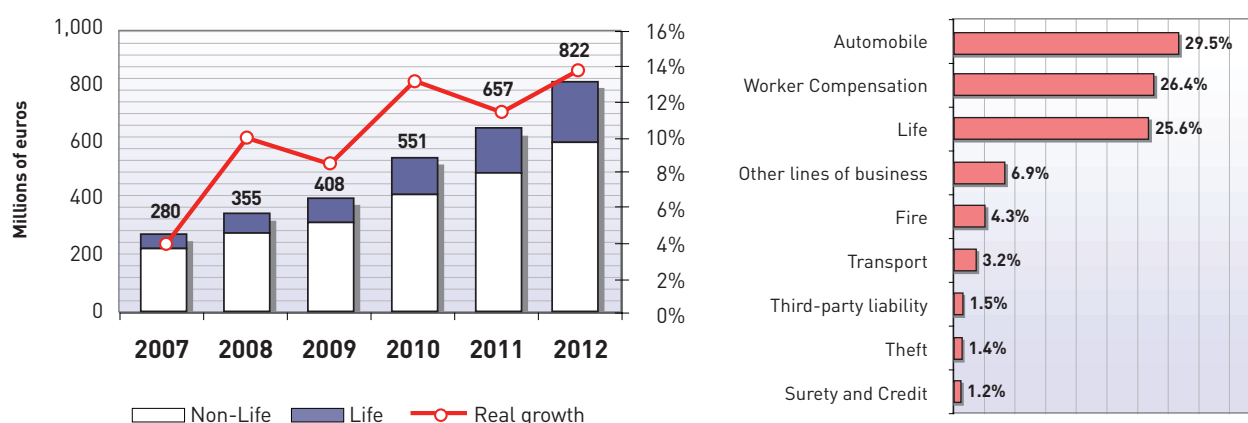


Figure 100. Uruguay. Evolution of premiums and market share in 2012 by branch

At the end of 2012, there were 14 insurance companies operating in the Uruguay market, 13 of which are private. One of the companies, Banco de Seguros del Estado, is state-owned. The market shares of all the companies varied little during this period. The market is still led by the state-owned company, which accounts for 65.1% of all the premiums issued, though the figure falls to 53% if the Occupational Accidents line is excluded. The MAPFRE group and RSA follow, with market shares of 8.8% and 6.7%, respectively.

Results

The results for the insurance industry in Uruguay in 2012 rose to 748 million pesos (€ 28.5 million), which represents an increase of 66% compared with the previous year and a premiums earning increase of 4% compared to 2.9% in 2011. This increase stems from the good financial results in 2012, which rose by almost three points compared with the previous year (12.4% in 2012, 9.5% in 2011), reaching 2,343 million pesos (€ 89 million). However, the unfavorable performance of claims, which worsened by more than five points in comparison with the previous year, could not be offset by the reduction in costs and consequently increased the combined ratio by nearly four points, up to 105.1%, and caused the technical result to fall to -5.1%.

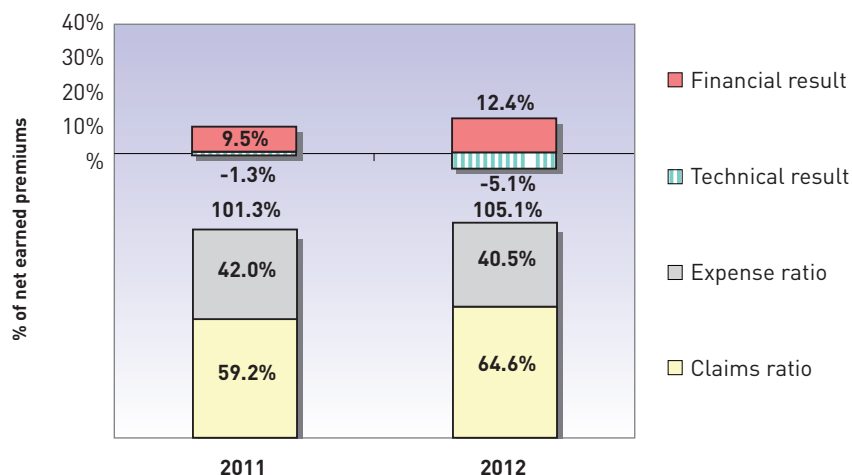


Figure 101. Uruguay. Technical Account Result

Source: own statistics from figures published by the Insurance Supervisor.

Preview 2013

The premium volume in Uruguay's insurance market during the first half of 2013 rose to 11,110 million pesos (€ 436 million), representing a nominal increase of 18.3% on premiums compared with the same period in the previous year. This result demonstrates that the insurance business continues to grow at an acceptable rate, though there has been a certain deceleration in growth as the increase in the first half of the year in 2012 was 23.7%.

Deceleration affected both Life and Non-Life. Life insurance premiums grew by 27.7% in the first half of 2013 compared with 37.0% for the same period in 2012, while Non-Life premiums grew by 14.6% in 2013, compared with 19.2% in 2012. The largest Non-Life insurance business, Automobile, fell by more than three points to 11.9%, Occupational Accidents fell 13 points to 14.2%, and the Transport insurance business experienced a contraction of -6.3%. However, Fire experienced a vigorous growth rate, climbing from 11.6% to 60.8%.

Premium volume ¹ . 1 st half 2013			
Branch	Millions of pesos	Millions of euros	% Δ
Total	11,110	436	18.3
Life	3,380	133	27.7
Non-Life	7,730	303	14.6
Automobile	3,235	127	11.9
Fires	528	21	60.8
Transport	293	12	-6.3
Other lines of business	1,023	40	15.2
Worker Compensation ²	2,650	104	14.2

Figure 102. Uruguay. Premium volume in 2013 by branch

(1) Premiums issued net of cancellations.

(2) Banco de Seguros del Estado accounts for all Workers Compensation premiums.

Source: own statistics from figures published by the Insurance Supervisor.

3.3.10. VENEZUELA (BOLIVARIAN REPUBLIC OF)

Macroeconomic Environment

The economy of the Bolivarian Republic of Venezuela recorded a 5.6% increase in GDP for 2012, compared with 4.2% the previous year. This growth was primarily driven by the gross creation of capital (which increased 23.3% thanks to construction) and, albeit to a lesser extent, by public and private consumption. The most dynamic sectors were financial brokerage, due to credit expansion; construction, financed mostly with public funding; trade; and government services. Oil activities continue to stagnate, with a minimal increase of 1.4%.

Monetary and fiscal policies have been expansive. The inflation rate at the end of 2012 was 20.1%, the lowest in recent years, though it did experience an upturn in the early months of 2013. The unemployment rate fell to 8.1% (8.3% in 2011), though the activity rate also fell. Wages increased by 23.6%, and the minimum wage increased by 15% on two occasions in 2012.

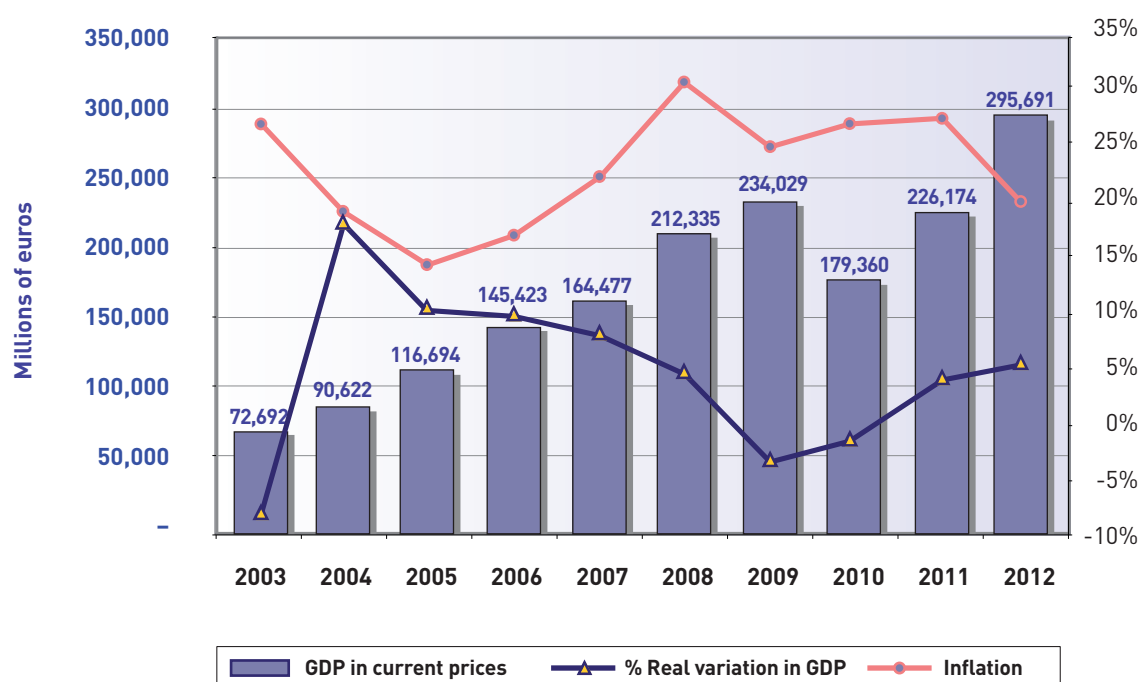


Figure 103. Venezuela. GDP 2012

Source: own statistics, from the information published by ECLAC and the Central Bank.

Despite high oil prices, the current account surplus in 2012 fell to 2.9% of the GDP, compared with 7.7% the previous year, due to increased imports. Nevertheless, the financial account deficit was also reduced because of the decrease in the acquisition of external assets, causing the negative balance of payments to fall to 0.3% of the GDP (1.3% in 2011).

For 2013, the ECLAC anticipates a deceleration in growth to 1% of the GDP in light of political uncertainty and economic factors such as high inflation, the scarcity of foreign currencies, product shortages and stagnation in crude oil production.

Insurance Market

By the close of 2012 Venezuela's insurance market had issued a premium volume worth 59,692 million bolivares (€ 10,760 million), which represents a nominal increase of 28.4% and a real increase of 7.0% compared with 2011.

Premium volume ¹ 2012				
Branch	Millions of bolivares	Millions of euros	% Δ	% Δ real
Total	59,692	10,760	28.4	7.0
Life	1,132	204	23.9	3.2
Individual life	505	91	18.0	-1.8
Collective life	627	113	29.1	7.5
Non Life	58,560	10,556	28.5	7.0
Health	27,600	4,975	30.0	8.2
Automobile	19,330	3,484	18.2	-1.6
Multi-peril	3,649	658	105.0	70.7
Transport	1,124	203	20.2	0.0
Credit and Surety	1,491	269	45.9	21.5
Accident	1,148	207	24.9	4.0
Fire	1,213	219	28.8	7.2
Third-party liability	771	139	33.5	11.1
Other lines of businesses	910	164	27.5	6.1
Burial Expenses	919	166	30.8	8.9
Earthquake	355	64	19.3	-0.7
Pecuniary Losses	51	9	-34.7	-45.7

Figure 104. Venezuela. Premium volume in 2012 by branch

(1) Net premiums earned. Direct insurance.

Source: own statistics from figures published by the Insurance Supervisor.

Life insurance remains marginal, representing only 1.9% of all premiums. Non-Life insurance accounts for remaining 98.1%, producing a total of 58,560 million bolivares, of which 80.1% corresponds to Healthcare and Automobile. The former rose by 30% in 2012, driven by greater public and private demand. Automobile insurance grew by 18.2% in nominal terms, but decreased 1.6% in real terms. And, with a more modest market share, Multi-peril insurance rose strongly (105%).

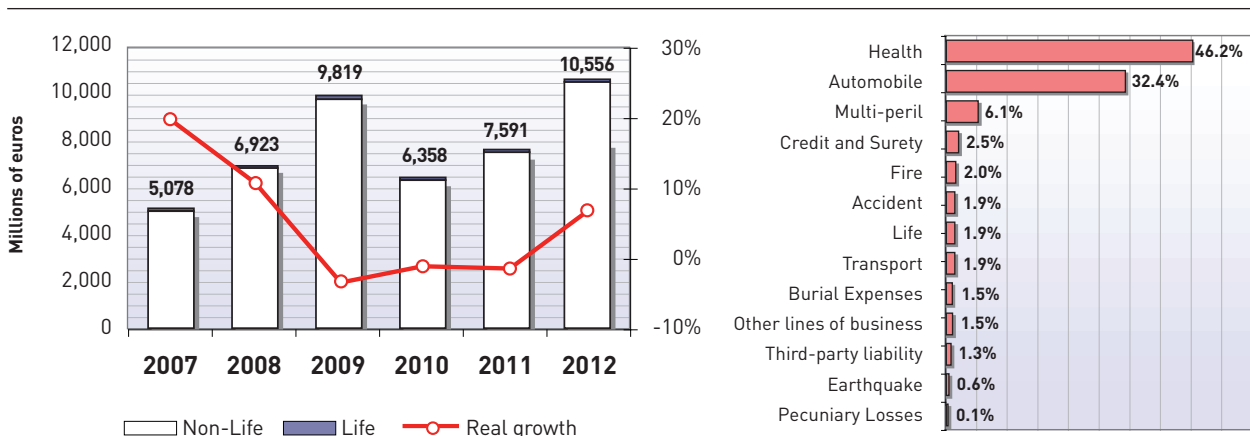


Figure 105. Venezuela. Evolution of premiums and market share in 2012 by branch

At the end of 2012, the Venezuelan insurance industry comprised 47 companies, two less than 2011 following the intervention of the companies Transeguro and Universal. Sector concentration increased during the year, with the market share of the ten leading companies rising to 72.4% (70.4% in 2011). Seguros Caracas continues to lead the market, with a share of 13.7%, followed by Mercantil (12.0%) and Horizonte (9.6%). Occidental, Altamira and Multinacional rose in the ranking, while Constitución ceded its place in the top ten to Estar.

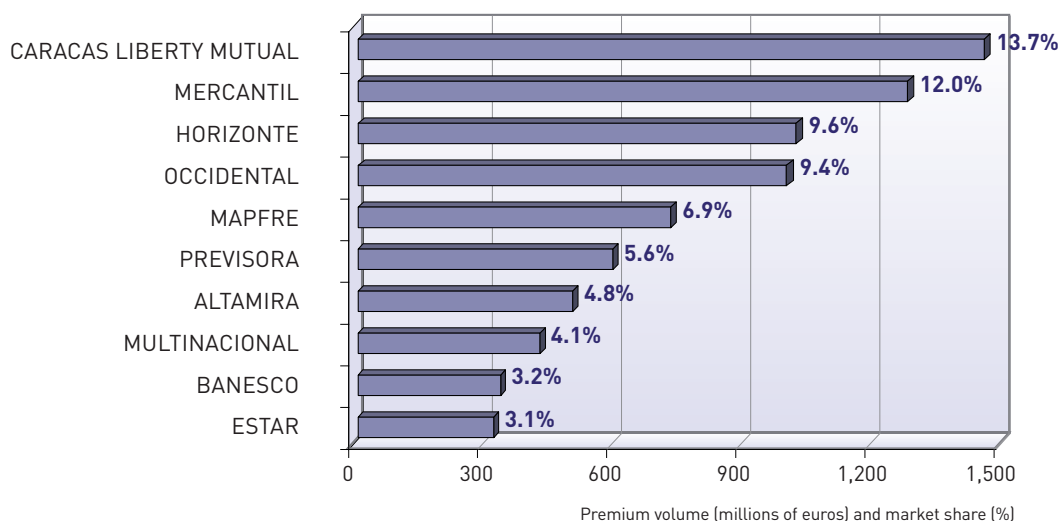


Figure 106. Venezuela. Total Ranking in 2012

Source: own statistics from figures published by the Insurance Supervisor.

The companies in the Non-Life insurance ranking are the same as the ones in the overall ranking, with almost identical market shares. The sole difference lies in the permutation of the positions of Banesco and Estar, which now occupy the tenth and ninth position, respectively.

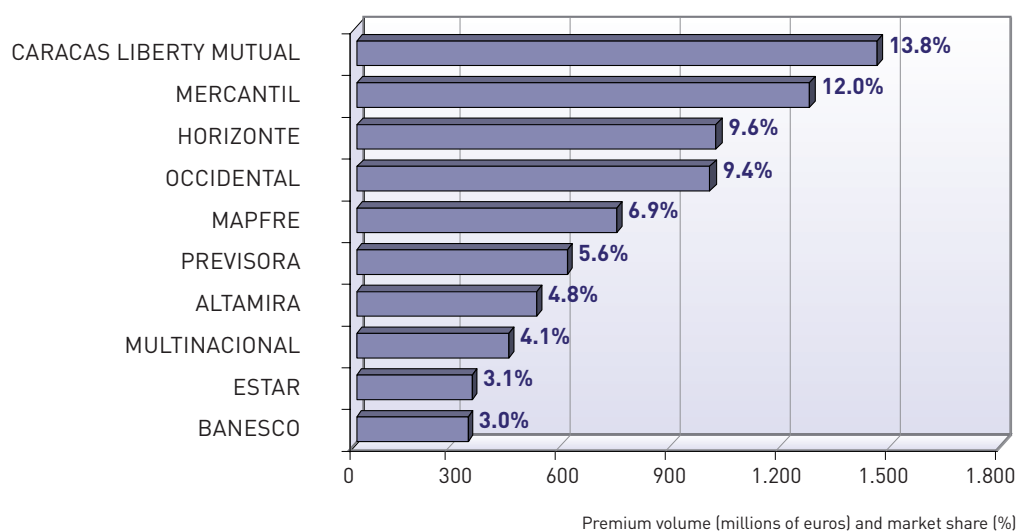


Figure 107. Venezuela. Non-Life Ranking in 2012

Source: own statistics from figures published by the Insurance Supervisor.

The companies that make up the Life insurance ranking remain the same as the previous year. Once again, Zurich leads the Life table with a market share of 20.7%, followed by Banesco (13.8%) and Mercantil (10.1%). Horizonte, Previsora and MAPFRE have moved up the ranking, while Provincial, Caracas and Venezuela have moved down.

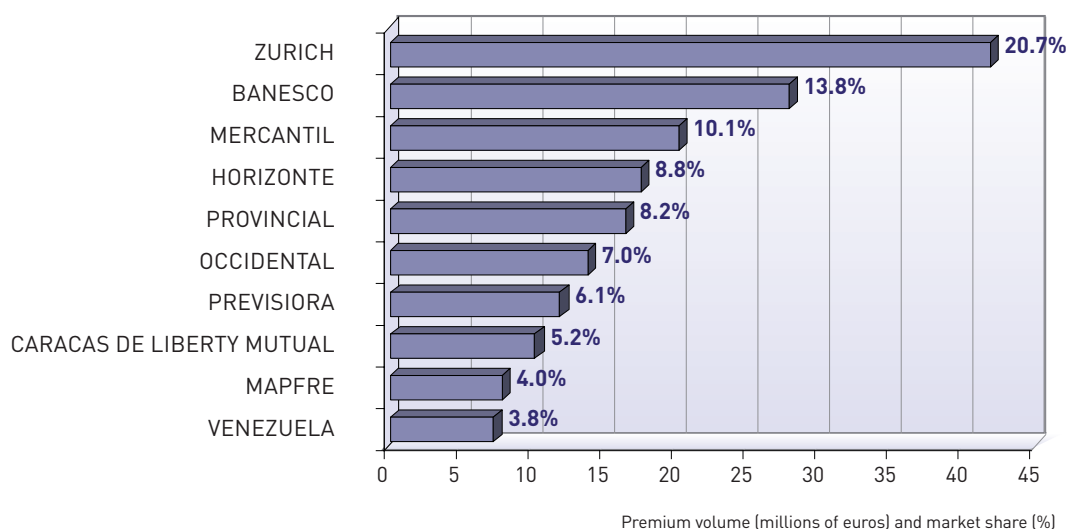


Figure 108. Venezuela. Life Ranking in 2012

Source: own statistics from figures published by the Insurance Supervisor.

Results

Earnings in 2012 reached 3,709 million bolivares (€ 669 million), which represents 54% more than those obtained in 2011 (2,409 million bolivares) and 8.3% on premiums (compared with 6.8% in 2011). The technical-financial result increased by more than one percentage point thanks to a better financial result. The combined ratio worsened by four points due to increased costs, which were only partially offset by a reduction in claims.

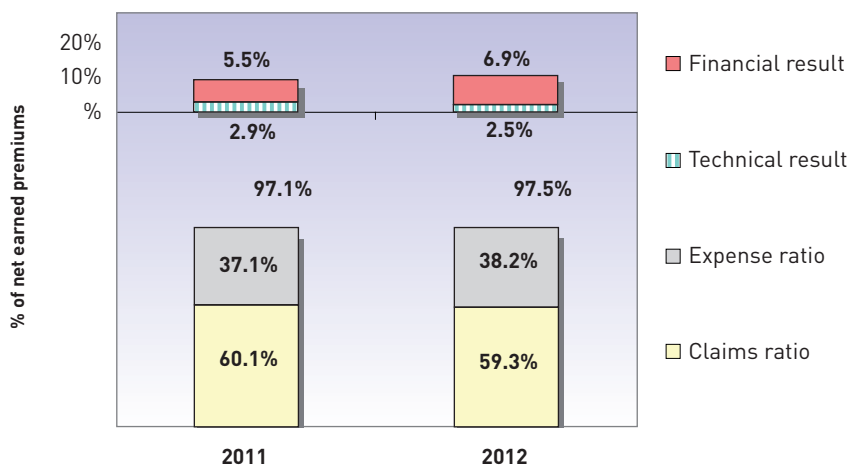


Figure 109. Venezuela. Technical Account Result

Source: own statistics from figures published by the Insurance Supervisor.

Preview 2013

During the first half of 2013 the premium volume of the Venezuelan insurance industry rose to 37,397 million bolivars (€ 4,870 million), which represents a nominal increase of 38.0% compared with the same period in 2012. Both the Life insurance businesses (49.8%) and the Non-Life insurance businesses (37.8%) experienced robust growth.

STATISTICAL ANNEX

Volume of premiums per line of business 2012 (Millions of euros)

Branch	Argentina	Bolivia	Brazil ¹	Chile	Colombia
Life	1,757	53	30,482	5,152	2,045
Individual and group life	1,542	53	30,482	1,899	1,216
Private pension plans	215	-	-	3,253	829
Non-Life	8,596	192	20,798	3,470	4,825
Automobile	3,607	53	11,226	829	923
Health	22	24	-	412	378
Fire and allied lines	338	38	1,441	1,064	538
Other lines of businesses	1,124	29	4,073	515	877
Transport	191	20	1,297	146	167
Third-party liability	184	9	425	125	282
Personal accident	266	6	1,701	289	803
Credit and/or Surety	189	14	635	90	-
Worker Compensation	2,676	-	-	-	858
Total	10,353	245	51,280	8,623	6,870

Branch	Costa Rica	Ecuador	El Salvador	Guatemala	Honduras
Life	85	197	150	94	81
Individual and group life	85	197	92	94	81
Private pension plans	-	-	58	-	-
Non-Life	631	952	263	365	195
Automobile	224	344	55	103	48
Health	58	39	64	87	45
Fire and allied lines	106	120	71	78	62
Other lines of businesses	40	128	62	41	19
Transport	11	104	-	20	9
Third-party liability	15	37	-	8	4
Personal accident	-	90	-	10	3
Credit and/or Surety	2	89	10	18	4
Worker Compensation	175	-	-	-	-
Total	717	1,149	413	459	276

Branch	Mexico	Nicaragua	Panama	Paraguay	Peru
Life	8,427	17	197	26	971
Individual and group life	7,387	17	197	26	367
Private pension plans	1,041	-	-	-	605
Non-Life	9,582	90	684	202	1,354
Automobile	3,707	24	154	113	282
Health	2,404	6	140	-	169
Fire and allied lines	1,337	29	75	27	304
Other lines of businesses	943	19	131	34	220
Transport	447	3	39	9	88
Third-party liability	396	2	52	7	47
Personal accident	272	4	13	4	147
Credit and/or Surety	78	3	79	9	18
Worker Compensation	-	-	-	-	79
Total	18,009	107	881	228	2,326

Branch	Puerto Rico	Dominican Republic	Uruguay	Venezuela	Total
Life	773	88	217	204	51,0175
Individual and group life	773	88	109	204	44,909
Vida Previsional y/o Pensiones	-	-	107	-	6,108
Non-Life	7,439	487	606	10,556	71,288
Automobile	366	171	243	3,484	25,955
Health	6,000	43	-	4,975	14,867
Fire and allied lines	242	191	47	283	6,391
Other lines of businesses	542	40	57	997	9,889
Transport	83	22	26	203	2,885
Third-party liability	190	-	12	139	1,934
Personal accident	17	4	-	207	3,835
Credit and/or Surety	-	16	10	269	1,532
Worker Compensation	-	-	210	-	3,999
Total	8,212	574	822	10,760	122,305

Source: own statistics from figures published by regulatory agency of each country.

(1) Health insurance premiums in Brazil have not been included, as this sector is overseen by an agency other than the Private Insurance Directorate.

Volume of premiums per line of business 2012 (Millions of dolares)

Branch	Argentina	Bolivia	Brazil ¹	Chile	Colombia
Life	2,215	68	39,477	6,658	2,846
Individual and group life	1,945	68	39,477	2,454	1,692
Private pension plans	271	-	-	4,204	1,154
Non-Life	10,838	249	26,936	4,484	6,715
Automobile	4,547	68	14,539	1,071	1,284
Health	28	31	-	532	526
Fire and allied lines	426	49	1,866	1,375	748
Other lines of businesses	1,417	37	5,275	665	1,221
Transport	241	26	1,680	189	232
Third-party liability	231	12	551	162	393
Personal accident	335	8	2,203	374	1,117
Credit and/or Surety	238	17	823	116	-
Worker Compensation	3,374	-	-	-	1,194
Total	13,054	317	66,413	11,142	9,561
Branch	Costa Rica	Ecuador	El Salvador	Guatemala	Honduras
Life	111	255	194	119	103
Individual and group life	111	255	119	119	103
Private pension plans	-	-	76	-	-
Non-Life	821	1,230	339	463	248
Automobile	291	445	72	130	61
Health	75	50	83	110	58
Fire and allied lines	138	156	92	99	78
Other lines of businesses	52	165	80	52	24
Transport	14	135	-	26	11
Third-party liability	19	47	-	10	6
Personal accident	-	117	-	13	4
Credit and/or Surety	3	115	13	23	5
Worker Compensation	228	-	-	-	1
Total	932	1,485	533	582	351
Branch	Mexico	Nicaragua	Panama	Paraguay	Peru
Life	10,853	21	250	30	1,234
Individual and group life	9,513	21	250	30	466
Private pension plans	1,340	-	-	-	768
Non-Life	12,341	115	866	233	1,720
Automobile	4,774	31	195	130	359
Health	3,096	8	178	-	214
Fire and allied lines	1,722	38	95	31	387
Other lines of businesses	1,214	24	166	39	279
Transport	575	4	50	10	111
Third-party liability	510	2	66	9	60
Personal accident	350	5	16	4	187
Credit and/or Surety	100	3	100	10	23
Worker Compensation	-	-	-	-	101
Total	23,195	136	1,116	264	2,954
Branch	Puerto Rico	Dominican Republic	Uruguay	Venezuela	Total
Life	999	113	275	263	66,085
Individual and group life	999	113	139	263	58,137
Vida Previsional y/o Pensiones	-	-	136	-0	7,948
Non-Life	9,612	626	769	13,615	92,220
Automobile	473	220	308	4,494	33,492
Health	7,753	55	-	6,417	19,215
Fire and allied lines	312	246	60	364	8,282
Other lines of businesses	700	51	72	1,285	12,820
Transport	107	28	33	261	3,734
Third-party liability	246	-	16	179	2,517
Personal accident	22	5	-	267	5,026
Credit and/or Surety	-	21	13	347	1,970
Worker Compensation	-	-	267	-	5,164
Total	10,611	739	1,044	13,878	158,305

Source: own statistics from figures published by regulatory agency of each country.

(1) Health insurance premiums in Brazil have not been included, as this sector is overseen by an agency other than the Private Insurance Directorate.

Population

<i>Population (millions)</i>		
COUNTRY	2011	2012
Argentina	41.1	41.1
Bolivia	10.2	10.3
Brazil	197.1	198.4
Chile	17.3	17.5
Colombia	46.9	47.7
Costa Rica	4.7	4.8
Ecuador	13.9	14.9
El Salvador	6.2	6.3
Guatemala	14.7	15.1
Honduras	7.8	7.9
Mexico	111.7	114.8
Nicaragua	5.9	6.0
Panama	3.6	3.6
Paraguay	6.6	6.7
Peru	29.8	29.9
Puerto Rico	3.7	3.7
Dominican Republic	10.0	10.2
Uruguay	3.4	3.4
Venezuela	29.5	29.9
TOTAL	564.3	572.2

Exchange rates used

<i>Annual average exchange rate. Local currency/euro</i>			
COUNTRY	Local Currency	2011	2012
Argentina	Peso	5.785	5.897
Bolivia	Boliviano	9.811	9.082
Brazil	Real	2.336	2.523
Chile	UF	0.031	0.028
Colombia	Peso	2,585.449	2,319.508
Costa Rica	Colon	701.924	650,548
Ecuador	USD	1.398	1.292
El Salvador	USD	1.398	1.292
Guatemala	Quetzal	10.876	10.125
Honduras	Lempira	26.430	25.040
Mexico	Peso	17.392	16.946
Nicaragua	Cordoba	31.388	30.467
Panama	Balboa	1.397	1.292
Paraguay	Guarani	5,872.738	5,741.489
Peru	Nuevo Sol	3.844	3.399
Puerto Rico	USD	1.398	1.292
Dominican Republic	Peso	53.163	50.834
Uruguay	Peso	26.851	26.217
Venezuela	Bolivar	6,001.947	5,547.465

<i>Annual average exchange rate. Local currency/USD</i>			
COUNTRY	Local currency	2011	2012
Argentina	Peso	4.119	4.550
Bolivia	USD	1.000	1.000
Brazil	Real	1.665	1.948
Chile	UF	0.022	0.021
Colombia	Peso	2,000.000	1,666.667
Costa Rica	Colon	500.000	500.000
Ecuador	USD	1.000	1.000
El Salvador	USD	1.000	1.000
Guatemala	Quetzal	7.651	7.987
Honduras	Lempira	18.553	19.685
Mexico	Peso	12.361	13.158
Nicaragua	Cordoba	22.075	23.923
Panama	Balboa	0.983	1.020
Paraguay	Guarani	5,000.000	5,000.000
Peru	Nuevo Sol	2.721	2.677
Puerto Rico	USD	1.000	1.000
Dominican Republic	Peso	37.594	39.526
Uruguay	Peso	18.797	20.661
Venezuela	Bolivar	4.301	4.301

LIST OF FIGURES

LIST OF FIGURES

Figure 1.	Variation in premium volume in 2012 in Latin America	12
Figure 2.	Latin America. Premium per capita 2012.....	13
Figure 3.	Latin America. Insurance penetration in 2012.....	13
Figure 4.	Latin America. Premium volume in 2012 by country	14
Figure 5.	Latin America. Volume of premiums in 2012 per branch	15
Figure 6.	Latin America. Net result 2012 by country.....	16
Figure 7.	Latin America. First half 2013 volume of premiums by branch.....	17
Figure 8.	Mexico. GDP in 2012	21
Figure 9.	Mexico. Premium volume in 2012 by branch	22
Figure 10.	Mexico. Evolution of premiums and market share in 2012 by country.....	23
Figure 11.	Mexico. 2012 Ranking. Total.....	23
Figure 12.	Mexico. 2012 Ranking. Non-Life.....	24
Figure 13.	Mexico. 2012 Ranking. Life	24
Figure 14.	Mexico. Technical Account Result	25
Figure 15.	Mexico. Premium volume in 2013 by branch	26
Figure 16.	Central America. GDP 2012	27
Figure 17.	Central America. Penetration and Density in 2012	29
Figure 18.	Central America. Volume of premiums in 2012.....	30
Figure 19.	Central America. Results 2011-2012.....	30
Figure 20.	Central America. Ranking in 2012	32
Figure 21.	Puerto Rico. GDP 2012	33
Figure 22.	Puerto Rico. Premium volume in 2012 by branch	34
Figure 23.	Puerto Rico. Evolution of premiums and market share in 2012 by branch	34
Figure 24.	Puerto Rico. 2012 Ranking. Total	35
Figure 25.	Puerto Rico. 2012 Ranking. Non-Life.....	35
Figure 26.	Puerto Rico. 2012 Ranking. Life and Health.....	36
Figure 27.	Puerto Rico. Premium volume in 2013 by branch	36
Figure 28.	Dominican Republic. GDP 2012	37
Figure 29.	Dominican Republic. Premium volume in 2012 by branch	38
Figure 30.	Dominican Republic. Evolution of premiums, market share in 2012 by branch	39
Figure 31.	Dominican Republic. Ranking in 2012. Total.....	39
Figure 32.	Dominican Republic. Technical Account Result.....	40
Figure 33.	Dominican Republic. Premium volume in 2013 by branch	41
Figure 34.	South America. GDP 2012	42
Figure 35.	South America. Premium volume in 2012 by country	43
Figure 36.	South America. Penetration and Density in 2012 by country	43
Figure 37.	South America. Market concentration in 2012 by country.....	44
Figure 38.	South America. Results 2011-2012.....	45
Figure 39.	South America. Net result 2012 by country	45
Figure 40.	Argentina. GDP 2012.....	46
Figure 41.	Argentina. Premium volume in 2012 by branch	47
Figure 42.	Argentina. Evolution of premiums and market share in 2012 by branch.....	48
Figure 43.	Argentina. Total Ranking in 2012	49
Figure 44.	Argentina. Non-Life Ranking in 2012	49

Figure 45.	Argentina. Life Ranking in 2012	50
Figure 46.	Argentina. Technical Account Result	50
Figure 47.	Argentina. Premium volume in 2013 by branch	51
Figure 48.	Bolivia. GDP 2012	52
Figure 49.	Bolivia. Premium volume in 2012 by branch	53
Figure 50.	Bolivia. Evolution of premiums and market share in 2012 by branch	54
Figure 51.	Bolivia. Technical Account Result	54
Figure 52.	Bolivia. Premium volume in 2013 by branch	55
Figure 53.	Brazil. GDP 2012	56
Figure 54.	Brazil. Premium volume in 2012 by branch	57
Figure 55.	Brazil. Evolution of premiums and market share in 2012 by branch	58
Figure 56.	Brazil. Private insurance premiums in 2012	58
Figure 57.	Brazil. Total Ranking in 2012	59
Figure 58.	Brazil. Non-Life Ranking in 2012	59
Figure 59.	Brazil. Life Ranking in 2012	60
Figure 60.	Brazil. Technical Account Result	60
Figure 61.	Brazil. Premium volume in 2013 by branch	61
Figure 62.	Chile. GDP 2012	62
Figure 63.	Chile. Premium volume in 2012 by branch	63
Figure 64.	Chile. Evolution of premiums and market share in 2012 by branch	64
Figure 65.	Chile. Total ranking 2012	64
Figure 66.	Chile. Non-Life Ranking in 2012	65
Figure 67.	Chile. Life Ranking in 2012	65
Figure 68.	Chile. Technical Account Result	66
Figure 69.	Chile. Premium volume in 2013 by branch	67
Figure 70.	Colombia. GDP 2012	68
Figure 71.	Colombia. Premium volume in 2012 by branch	69
Figure 72.	Colombia. Evolution of premiums and market share in 2012 by branch	70
Figure 73.	Colombia. Total Ranking in 2012	70
Figure 74.	Colombia. Non-Life Ranking in 2012	71
Figure 75.	Colombia. Life Ranking in 2012	71
Figure 76.	Colombia. Technical Account Result	72
Figure 77.	Colombia. Premium volume in 2013 by branch	73
Figure 78.	Ecuador. GDP 2012	74
Figure 79.	Ecuador. Premium volume in 2012 by branch	75
Figure 80.	Ecuador. Evolution of premiums and market share in 2012 by branch	75
Figure 81.	Ecuador. Total Ranking 2012	76
Figure 82.	Ecuador. Technical Account Result	77
Figure 83.	Ecuador. Premium volume in 2013 by branch	77
Figure 84.	Paraguay. GDP 2012	78
Figure 85.	Paraguay. Premium volume in 2012 by branch	79
Figure 86.	Paraguay. Evolution of premiums and market share in 2012 by branch	80
Figure 87.	Paraguay. Total Ranking in 2012	80
Figure 88.	Paraguay. Technical Account Result	81
Figure 89.	Paraguay. Premium volume in 2013 by branch	82
Figure 90.	Peru. GDP 2012	83
Figure 91.	Peru. Premium volume in 2012 by branch	84
Figure 92.	Peru. Evolution of premiums and market share in 2012 by branch	85
Figure 93.	Peru. Total Ranking in 2012	85
Figure 94.	Peru. Non-Life Ranking in 2012	86

Figure 95. Peru. Life Ranking in 2012	86
Figure 96. Peru. Technical Account Result	87
Figure 97. Peru. Premium volume in 2013 by branch	87
Figure 98. Uruguay. GDP 2012	89
Figure 99. Uruguay. Premium volume in 2012 by branch	90
Figure 100. Uruguay. Evolution of premiums and market share in 2012 by branch	91
Figure 101. Uruguay. Technical Account Result	91
Figure 102. Uruguay. Premium volume in 2011 by branch	92
Figure 103. Venezuela. GDP 2012	93
Figure 104. Venezuela. Premium volume in 2012 by branch	94
Figure 105. Venezuela. Evolution of premiums and market share in 2012 by branch	94
Figure 106. Venezuela. Total Ranking in 2012	95
Figure 107. Venezuela. Non-Life Ranking in 2012	95
Figure 108. Venezuela. Life Ranking in 2012	96
Figure 109. Venezuela. Technical Account Result	96

FUNDACIÓN **MAPFRE**

www.maprefoundation.org
Pº Recoletos, 23
28004 Madrid