

Colombia: December 2016
 Ecuador: December 2016
 Peru: September 2016

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Terra Report_{LA}

Latin American Reinsurance Market

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- In Colombia, there has been a decrease in the growth rate of insurance and reinsurance premium. Nevertheless, the country is still experiencing a higher growth rate than the other countries analyzed in this report, a 6.3% annual growth for insurance premium and a 15.2% for reinsurance premium.
- In Ecuador, insurer's loss ratio increased above 100%, ending 2016 at 106.7%, in comparison to 52.8% for 2015. We believe that it is in part an effect of the earthquake that happened on April 16th.
- In Ecuador, we also noticed an increase in the ratio of reinsurance to insurance premium in 2016. This is the first increase of this ratio since 2012.
- Reinsurance premium growth in Ecuador ended 2016 in negative territory (-5.5%), but recovering from 2015 (-24.2%).
- In Peru, we observed a more balanced dynamic. Insurance premium growth stood in the end of the year at 5.8%, lower in comparison to previous years. At the same pace, the ceded reinsurance premium stood at 4.8%. The relation between the reinsurance and insurance premium maintained relative stable around 31%.

Ratings:

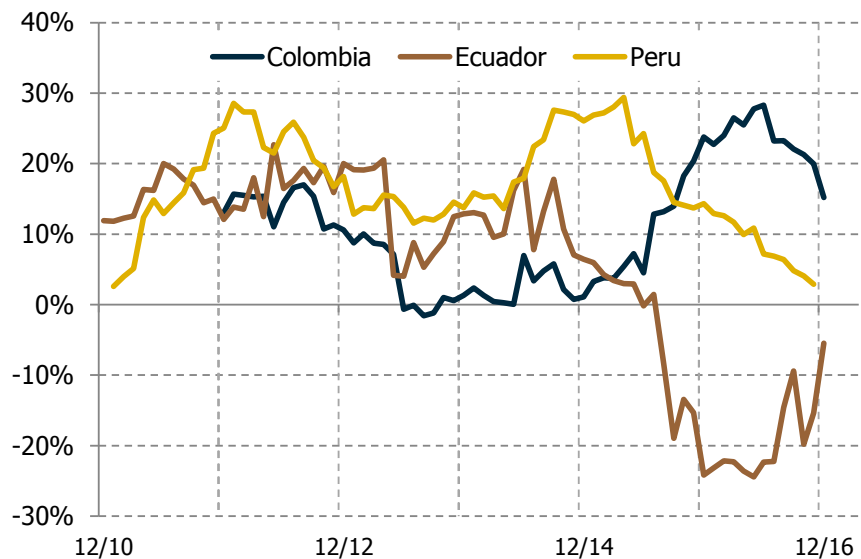
A.M. Best
B++/bbb
 Global (*Investment Grade*)
 Stable Outlook

Standard & Poor's
brA
 Local
 Stable Outlook

Shareholders:



Growth of general reinsurance premium



Source: Superintendencia Financiera de Colombia, Superintendencia de Compañías, Valores y Seguros de Ecuador y la Superintendencia de Banca, Seguros e AFP de Perú, Terra Brasis Re.

Introduction

Dear Reader,

On this second edition of Terra Report LA, we cover the reinsurance markets of Colombia and Ecuador for the 2016 year and the Peruvian market up to September 2016, the last available data.

As noted in the previous edition, we present the Financial Statements according to each country's standards, as to become acquainted with the peculiarities that differentiate each Latin American country. At the same time, we tried to calculate the traditional metrics, like loss ratio and combined ratio, as much as possible in a standardized manner. This is an ongoing effort that we intend to continue in the next editions. Needless to say, suggestions, comments and critiques are much welcome. For the time being we limited in great part the analysis to insurers of the P&C market, but do intend to expand to Life insurers and their respective reinsurance operations.

The general picture for premium growth in the countries analyses is still a challenging one, as illustrated in chart at the cover of this edition. Colombia, which had recovered in 2015 and maintained a high growth rates up to the middle of the year has decelerated, albeit still closing the year at relative high level of +15.5%. Peru continued to decelerate, a trend that started in mid 2014, to close the year at +5.8%. Ecuador appears to have recovered from the worst, but still finished the year on negative territory with a negative growth of -4.2%.

We had noticed a sharp increase in loss ratio for reinsurers that operate in Ecuador at the first half of 2016, in large part probably related to the March 16th Earthquake. In the 4th quarter of 2016 we noticed an increase in loss ratio of Reinsurers that operate in Colombia. For Peru, the data does not show an increase in loss ratio. Unfortunately we know that the heavy rains in first quarter of 2017, will likely push up the loss ratio also in Peru.

In Peru, the analysis of ceded reinsurance premium per country continues to show greater interaction among Latin American countries, a point that we highlighted in the first edition. Unfortunately, Peru is the only country, to provide this sort of data. Therefore we cannot infer whether this trend is also present in Colombia nor in Ecuador.

Enjoy your reading,

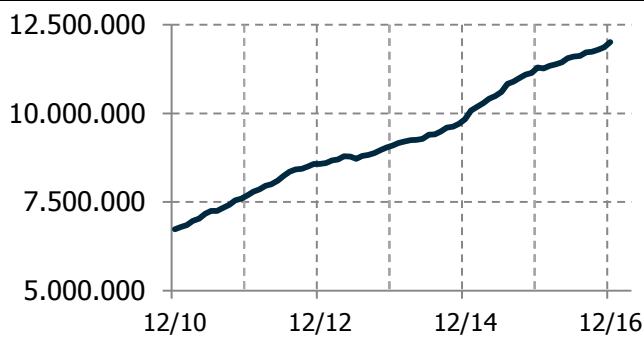
Rodrigo Botti, ARe
General Director
Terra Brasis Resseguros

Colombia

The Colombian general insurance market reached the highest levels of premium in 2016, either for insurance or reinsurance. Besides the growth's decrease, it's still in a very high level compared to the other Latin America countries).

For the year of 2016, Colombia's general insurance market generated COP 12.0 trillion in insurance premium (net of coinsurance), a nominal annual growth of 6.3% compared to COP 11.3 trillion for the same period in 2015. In the previous year, the market grew 14.9%. It's still necessary to keep track to see if this decrease will continue.

General Premium Issued
(COP Millions, 12-months aggregate)



Source: Superintendencia Financiera de Colombia, Terra Brasis Re

Growth of issued general insurance premium
(12-months aggregate)

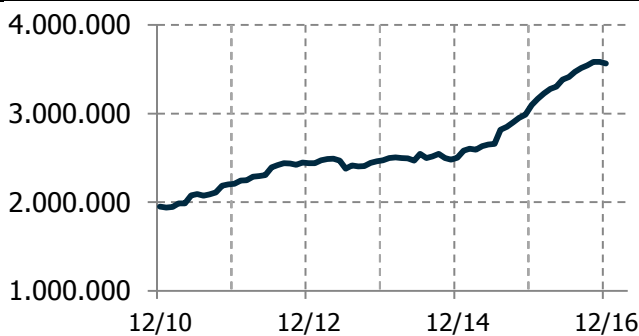


Source: Superintendencia Financiera de Colombia, Terra Brasis Re

The reinsurance market growth remains at a very high level, besides a decrease that started in the second half of the year.

For the year of 2016, Colombia's general reinsurance market achieved COP 3.57 tri in reinsurance premium, a nominal annual growth of 15.2% compared to COP 3.10 tri for the same period in 2015. It's a decrease compared to the growth of 23.8% recorded in for the 12 months aggregate ending in December 2015.

Ceded general reinsurance premium
(COP Millions, 12-months aggregate)



Source: Superintendencia Financiera de Colombia, Terra Brasis Re

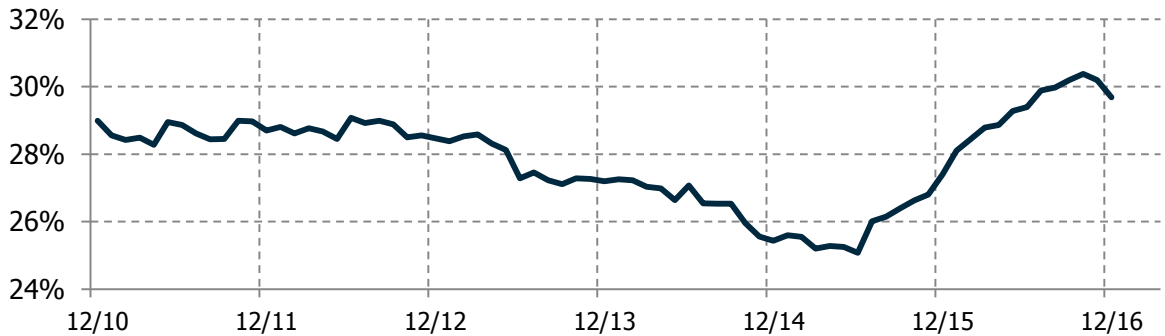
Growth of general reinsurance premium
(12-months aggregate)



Source: Superintendencia Financiera de Colombia, Terra Brasis Re

The relation between the reinsurance and insurance premium (net of coinsurance), considering only the general insurance, has increased in the recent years, remaining currently around 30%. For the year of 2016 this index remained at 29.7% compared to 27.4% for the same period of the previous year.

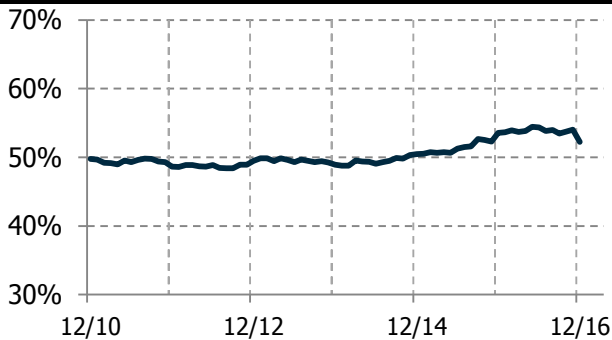
Reinsurance Premium/ Insurance Premium in Colombia (12-months aggregate, general insurance)



Source: Superintendencia Financiera de Colombia, Terra Brasis Re

The insurance market loss ratio, considering only the general insurance segment, reached the highest peak in the middle of this year, 54.4% in June 2016. But it started to decrease to the same level in mid-2015. In the end of this year, the loss ratio remained at 52.3% in comparison to 53.6% in December of 2015.

Loss Ratio Colombia Insurers (12-months aggregate, general insurance)



Source: Superintendencia Financiera de Colombia, Terra Brasis Re

Loss Ratio Reinsurers that operate in Colombia (12-months aggregate, general insurance)



Source: Superintendencia Financiera de Colombia, Terra Brasis Re

The combined ratio of the reinsurance market, considering only the general insurance segment, shows a much more volatile behavior. This is expected as one of the functions of the reinsurance market to absorb the insurers' results volatility.

Similar to the insurance market we noticed an increase in the loss ratio, but only after mid-2015. In December 2015, it was 44%, this year we reached a maximum of 66.1%.

Next, we present the Insurer's technical results for the years of 2016, 2015 and 2014, general insurance segment.

Insurer's Summary of Results for 2016, 2015 and 2014, General Insurance
(COP millions)

	2016	2015	2014
Gross Written Premium	13.762.004	12.653.070	10.971.225
Ceded Coinsurance Premium	-1.749.400	-1.355.797	-1.139.486
Reinsurance Premium	-3.565.508	-3.095.020	-2.500.938
SOAT Premium	1.548	-4.124	-2.141
Earned Premium	8.448.644	8.198.130	7.328.660
Reserve Adjustment	-277.471	-327.467	-327.956
Earned Premium	8.171.173	7.870.663	7.000.704
Change in Loss Reserves	-328.015	-594.195	-431.890
Paid Losses	-6.167.502	-5.013.568	-4.266.391
Reimbursements and Salvages Cession	1.926.776	1.128.852	946.299
Salvages	297.548	262.570	218.911
Losses Incurred	-4.271.193	-4.216.340	-3.533.072
Other Expenses/Gains with Reinsurance	431.421	246.047	166.320
Other Expenses/Gains with Insurance	-442.634	-320.224	-318.693
Administrative Expenses	-2.166.055	-2.620.329	-2.433.924
Commercial Expenses	-2.181.365	-1.372.967	-1.315.212
Industrial Result	-458.654	-413.150	-433.877
Financial Result	937.099	649.421	719.741
Earnings before Tax	478.444	236.271	285.864
Income and other Taxes	-158.024	-60.207	-141.529
Net Income	320.420	176.064	144.335
Loss Ratio	52.3%	53.6%	50.5%
Comm. Exp/Earned Premium	26.7%	17.4%	18.8%
Adm. Exp / Earned Premium	26.5%	33.3%	34.8%
Other Exp / Earned Premium	0.1%	0.9%	2.2%
Expense Ratio	53.3%	51.7%	55.7%
Combined Ratio	105.6%	105.2%	106.2%
Investment Ratio	-11.5%	-8.3%	-10.3%
Adjusted Combined	94.1%	97.0%	95.9%
Reinsurer's Loss Ratio	66.1%	44.4%	44.5%

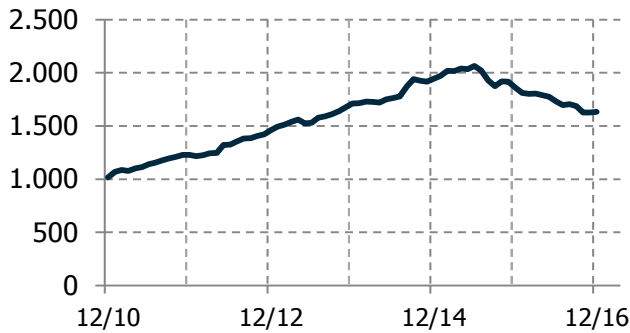
Source: Superintendencia Financiera de Colombia, Terra Brasis Re. Figures in COP millions

Ecuador

The growth of general insurance and reinsurance market continued to decrease in the end of the year. The insurers' loss ratio remains stable, nevertheless, the reinsurers' loss ratio has increased above 100%.

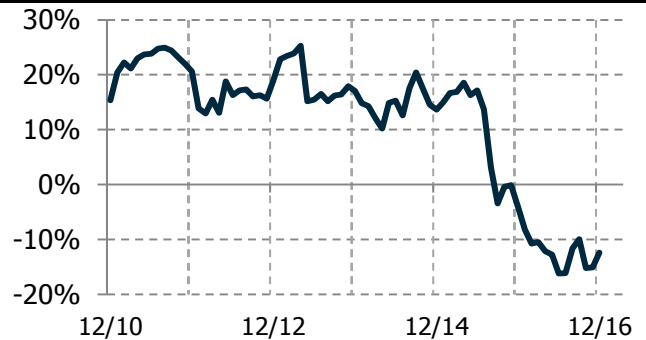
For the year of 2016, Ecuador's insurance market generated USD 1.63 billion in insurance premium, a nominal annual decrease of -12.4%, quite close with the beginning of this year. In comparison to 2015, it remained at USD 1.86 billion and a decrease of -4.2%.

Written General Insurance Premium (USD Millions, 12-months aggregate)



Source: Superintendencia de Compañías, Valores y Seguros, Terra Brasis Re

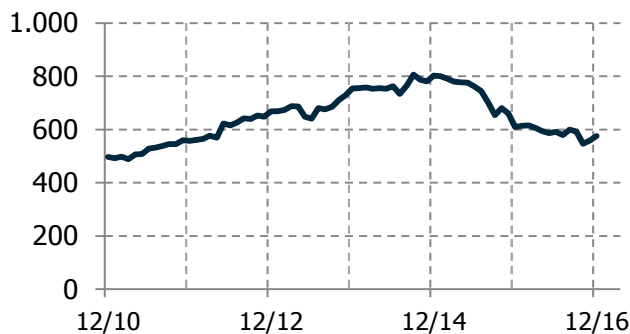
Growth of Written General Insurance Premium (12-months aggregate)



Source: Superintendencia de Compañías, Valores y Seguros, Terra Brasis Re

The trend for the reinsurance market was quite similar to the insurance market. For the year of 2016, the reinsurance market, considering only the general insurance segment, generated USD 575 mm in premium, a nominal annual contraction of -5.5% compared to USD 609 mm for the same period in 2015. Nevertheless, this level of contraction can be seen as a recovery, as at the market had registered a contraction of -24.2% at the end of 2015.

Issued general reinsurance premium (USD Millions, 12-months aggregate)



Source: Superintendencia de Compañías, Valores y Seguros, Terra Brasis Re

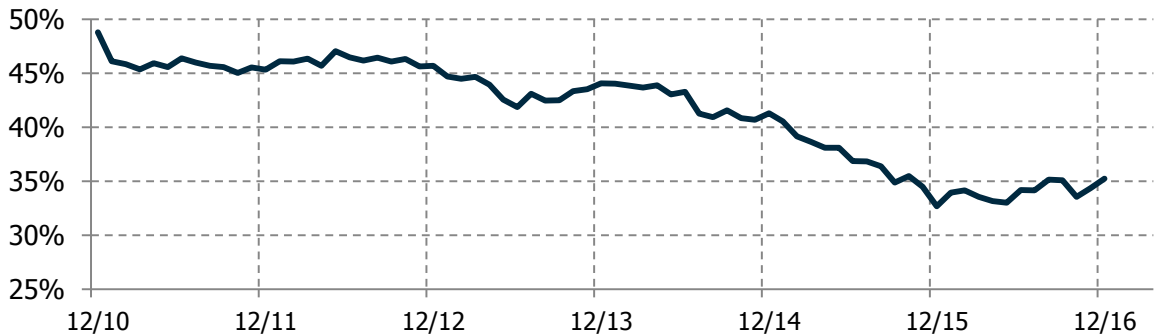
Growth of general reinsurance issued premium (12-months aggregate)



Source: Superintendencia de Compañías, Valores y Seguros, Terra Brasis Re

The relationship between reinsurance premium and insurance, considering only the general insurance segment, seems to have stabilized. In the second quarter, this index started to increase, perhaps the effect from the earthquake on April 16th, closing the year at 35.2%. In the end of 2015, it remained at 32.7%.

Reinsurance Premium / Insurance Premium in Ecuador (12-months aggregate, general insurance)

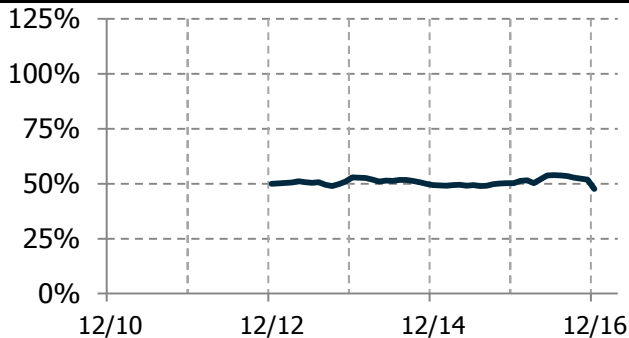


Source: Superintendencia de Compañías, Valores y Seguros, Terra Brasis Re

The loss ratio for the insurance market, considering only general insurance, remained fairly constant during the recent years. For the 12-month period ending in 2016, it remained at 47.6%, compared to 50.3% for the previous period.

The tragic effects of the April 16th earthquake can be identified in the loss ratio of the reinsurers that operate in Ecuador. The loss ratio, set as Ceded Reinsurance Recovery and Coinsurance divided by Reinsurance Issued premium (Proportional or not), severely deviated from the average level. For the year of 2016, the loss ratio reached 106.7% compared to 52.8% for the same previous period. We expect this index to return to its historical average level by the middle of 2017.

Ecuador Insurers' Loss Ratio (12-months aggregate, general insurance)



Source: Superintendencia de Compañías, Valores y Seguros, Terra Brasis Re

Loss Ratio of Reinsurers that operate in Ecuador (12-months aggregate, general insurance)



Source: Superintendencia de Compañías, Valores y Seguros, Terra Brasis Re

Next, we present the Insurer's technical results, general insurance segment, for the years of 2016, 2015 and 2014.

Summary of Results of the Insurance Companies for the years of 2016, 2015 and 2014 (figures in USD million)			
	2016	2015	2014
Written Premium	1.633	1.864	1.944
Liquidations and Withdraws	-420	-557	-577
Reinsurance and Coinsurance Ceded Premium	-575	-630	-838
Retained Premium	638	677	529
Change in Premium Reserves	29	-48	-7
Ceded Not Proportional Reinsurance Premium	-64	-61	-55
Earned Premium	604	567	467
Paid Losses	-949	-663	-572
Reimbursements	627	342	314
Salvages	37	61	44
Net Change in Loss Reserves	-3	-24	-17
Losses Incurred	-287	-285	-231
Commercial Expenses(Gains)	8	20	91
Contribution Margin	324	302	327
Administrative Expenses	-195	-197	-188
Industrial Result	129	106	139
Financial Result	28	30	19
Comissions Paid by Other Concepts	-48	-49	-51
Other Gains and Losses	-20	-21	-9
Result Before Taxes and Participations	89	65	98
Profit Sharing	-9	-5	-9
Taxes and Contributions	-50	-40	-48
Net Income	31	19	42
Loss Ratio	48%	50%	49%
Commercial Expenses / Earned Premium	-1%	-4%	-19%
Administrative Expenses / Earned Premium	32%	35%	40%
Other Expenses / Earned Premium	11%	12%	13%
Expense Ratio	42%	44%	34%
Combined Ratio	90%	94%	83%
Financial Result / Earned Premium	-5%	-5%	-4%
Adjusted Combined	85%	89%	79%
Taxes and Contributions / Earned Premium	10%	8%	12%
Retained Premium / Written Premium	39%	36%	27%

Source: Superintendencia de Compañías, Valores y Seguros, Terra Brasis Re. Figures in millions of American dollars

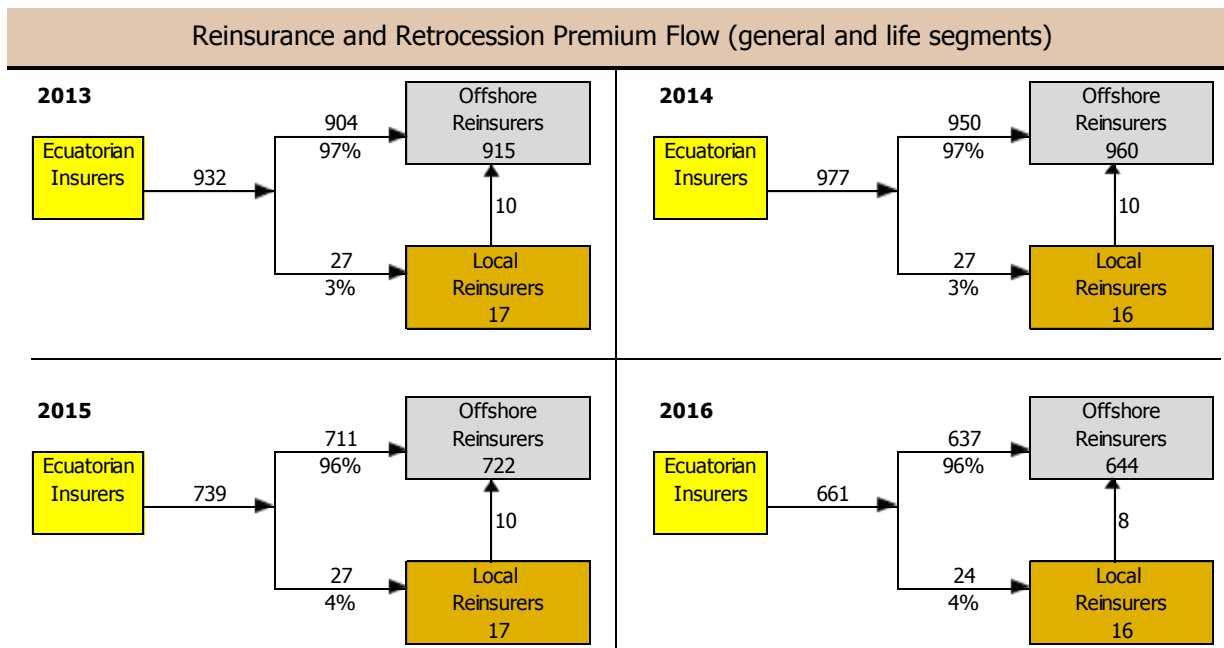
We present below the technical results of the Ecuador reinsurance market for the last two years and the Local Reinsurers' individual technical results.

Reinsurer's Summary of Technical Results for the years of 2016 and 2015
(figures in USD million)

	Total Local Market		Reaseguradora del Ecuador		Reaseguradora Universal	
	2016	2015	2016	2015	2016	2015
Written Premium	24	27	24	19		9
Liquidations and Withdraws	-1	-1	-1	-1		0
Reinsurance and Coinsurance Ceded Premium	-4	-6	-4	-4		-3
Retained Premium	19	20	19	14		5
Change in Premium Reserves	-2	-1	-2	-2		1
Ceded Not Proportional Reinsurance Premium	-3	-4	-3	-3		-1
Earned Premium	14	15	14	10		5
Paid Losses	-13	-8	-13	-5		-3
Reimbursements	7	1	7	1		1
Salvages	0	0	0	0		0
Net Change in Loss Reserves	0	0	0	1		0
Losses Incurred	-6	-6	-6	-3		-2
Commercial Expenses(Gains)	-6	-4	-6	-3		0
Contribution Margin	2	6	2	3		2
Administrative Expenses	-1	-2	-1	-1		-1
Industrial Result	1	3	1	2		1
Financial Result	1	2	1	1		1
Comissions Paid by Other Concepts	0	0	0	0		0
Other Gains and Losses	0	-1	0	-1		0
Result Before Taxes and Participations	2	4	2	2		2
Profit Sharing	0	-1	0	0		0
Taxes and Contributions	-1	-1	-1	-1		0
Net Income	1	2	1	1		1
Loss Ratio	45%	38%	45%	34%		45%
Commercial Expenses /Earned Premium	40%	25%	40%	34%		6%
Administrative Expenses / Earned Premium	9%	16%	9%	12%		23%
Other Expenses / Earned Premium	-3%	7%	-3%	6%		9%
Expense Ratio	47%	47%	47%	52%		38%
Combined Ratio	93%	85%	93%	86%		83%
Financial Result / Earned Premium	-8%	-11%	-8%	-7%		-18%
Adjusted Combined	85%	74%	85%	79%		65%
Taxes and Contributions / Earned Premium	7%	10%	7%	9%		14%
Retained Premium / Written Premium	79%	72%	79%	76%		61%

Source: Superintendencia de Compañías, Valores y Seguros, Terra Brasis Re. Figures in millions American Dollars.

Lastly, we analyze the insurance and reinsurance premium flows in Ecuador. In this analysis we considered the general insurance and the life segments. We noticed that only a small portion of reinsurance premium is ceded to local reinsurers, something between 3 to 4%. As a comparison, in Brazil about 70% of premium is ceded to local reinsurers.



Source: Superintendencia de Compañías, Valores y Seguros, Terra Brasis Re. Figures in millions of American Dollars

Comparing the year of 2016 to 2015, the local reinsurers managed to keep their market share. Despite the decrease in the total ceded reinsurance volume, their retained premium remains stable in 2016.

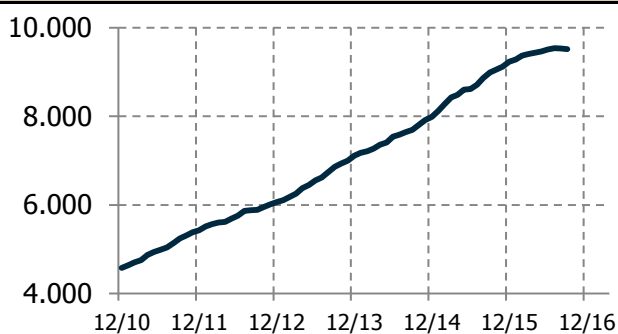
In 2016, local reinsurers wrote USD 24 million in premium and retained USD 16 million compared to USD 17 million and USD 10 million, issued and retained respectively, during the same period of 2015.

Peru

For the 12-month aggregate ending in September 2016, the Peruvian insurance market had a production of PEN 9.5 billion in written insurance premium, equivalent to a nominal annual growth of 5.8% compared to the PEN 9.0 billion for the same period in 2015.

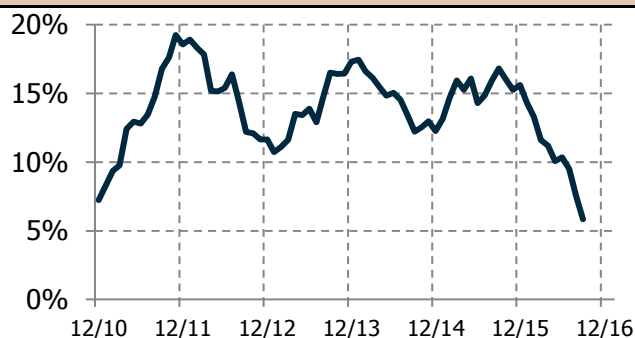
The deceleration in premium growth continues over 2016. Historically, as shown in the chart below, the growth rate has been cyclical, oscillating between 11% and 16%. However, the 5.8% mark recorded for the 12-month aggregate ending September 2016 is the lowest since March 2011.

Written Insurance Premium
(PEN Millions, 12-months aggregate)



Source: Superintendencia de Banca, Seguros e AFP, Terra Brasis Re

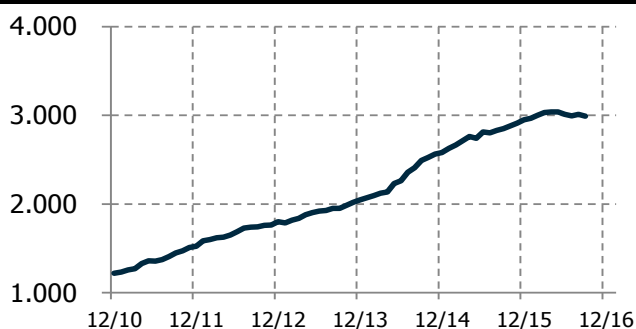
Written Insurance Premium Growth
(12-months aggregate)



Source: Superintendencia de Banca, Seguros e AFP, Terra Brasis Re

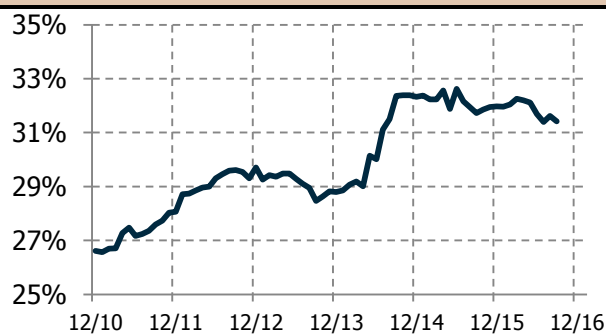
The reinsurance premium remains stable since the beginning of this year. For the 12-month aggregate ending September 2016, the volume reached PEN 3.0 trillion, reflecting the annual growth of 4.8% compared to PEN 2.9 trillion of 2015.

Ceded Reinsurance Premium
(PEN million, 12-months aggregate)



Source: Superintendencia de Banca, Seguros e AFP, Terra Brasis Re

Reinsurance Ceded Premium Growth
(12-months aggregate)



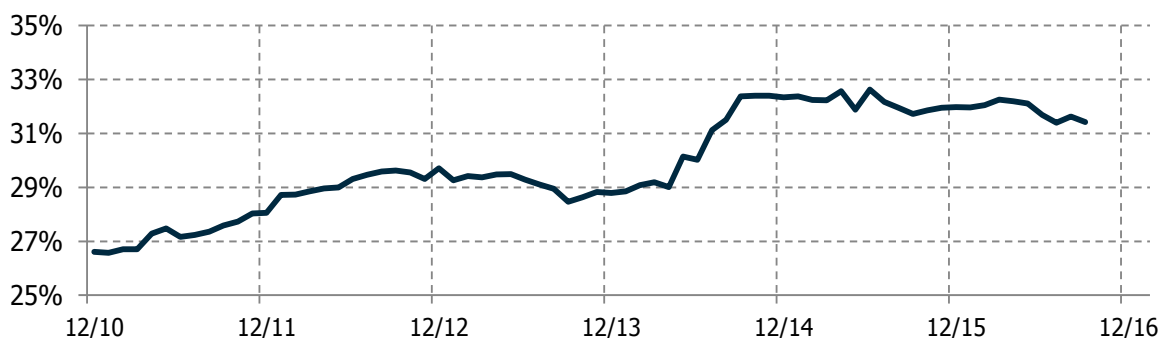
Source: Superintendencia de Banca, Seguros e AFP, Terra Brasis Re

The reinsurance premium growth rate shows a deceleration, similar to the trend in insurance premium. For the 12-month aggregate ending September 2016 the growth remained at 4.8%, significantly lower to the 14.5% seen in the equivalent previous period.

We also noticed that the deceleration of reinsurance premium began in mid-2015, whereas the deceleration of insurance premium began later, at the beginning of 2016.

The relationship between reinsurance and insurance premium, illustrated by the graph below, shows a stable trend. It remains the same level since the mid-2014, standing around 31%.

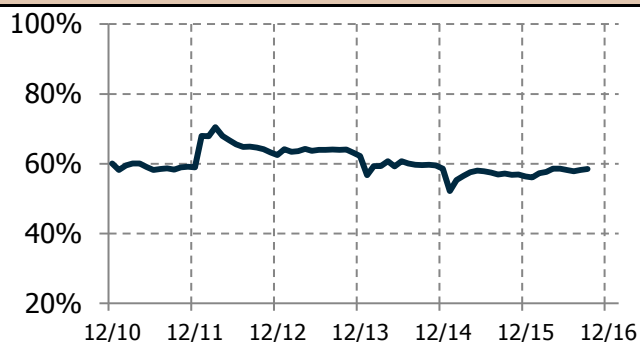
Reinsurance Premium / Insurance Premium in Peru (12-months aggregate)



Source: Superintendencia de Banca, Seguros e AFP, Terra Brasis Re

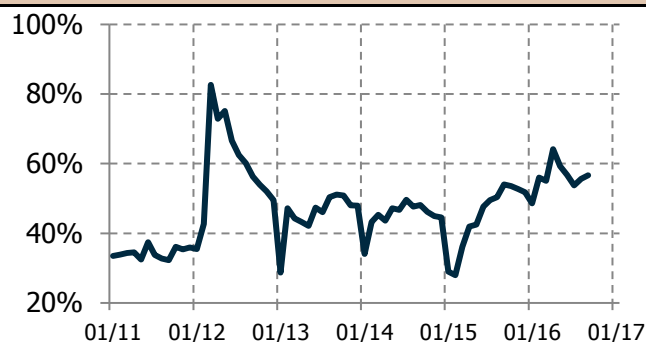
For the 12-month aggregate ending September 2016, this ratio stood at 31.4% compared to 31.7% for the equivalent previous period.

Insurer's Loss Ratio (12-months aggregate)



Source: Superintendencia de Banca, Seguros e AFP, Terra Brasis Re

Loss Ratio of Reinsurers that operate in Peru (12-months aggregate)



Source: Superintendencia de Banca, Seguros e AFP, Terra Brasis Re

Peruvian insurer's loss ratio shows reasonable stability. Since 2011, this ratio has remained close to 60%. For the 12-month aggregate ending September 2016, the loss ratio remained at 58.5%, compared to 57.2% of the equivalent previous period.

Through the income statement analysis, more specifically through the analysis of premium ceded in reinsurance, the change to technical reserves of ceded premium and losses on ceded risks, it is possible to estimate the aggregate loss of reinsurers that operates in Peru.

We noticed that the reinsurer's loss is usually lower than the insurer's loss, however it is more volatile. The historical series shows a relatively stable level around 40%. Nevertheless, in 2012, the series shows a peak of 82.6%, which may be supported, among others factors, by the earthquake that occurred in region of Ica on January 2012. Within the many reinsurance functions, the reduction of the insurer's volatility is precisely one of them. Therefore the behavior of the reinsurer's loss ratio should be exactly what is seen in this historical series, with reinsurers having lower loss ratio in most years, but absorbing a large part of the losses when high loss ratio periods occur.

Nevertheless, we do observe an increase in the reinsurer's loss ratio since 2015. For the 12-month aggregate ending on September 2016, reinsurer's loss ratio stood at 56.7% compared to 54.0% of the equivalent previous period.

Next we show the insurance market result for the third quarter of 2016, 2015 and 2014.

Insurer's Summary of Technical Results for the third quarter of 2016, 2015 and 2014.

<i>in PEN mm</i>	2016/09	2015/09	2014/09
Assets	41.892	37.610	32.459
Shareholders Equity (BoP)	5.912	5.761	4.480
Shareholders Equity (EoP)	6.994	5.471	5.342
Investments	34.072	30.179	26.038
Total Reserves	30.309	27.452	23.089
Premium Reserves	25.542	22.883	19.081
Loss Reserves	4.767	4.569	4.008
Accepted Insurance and Reinsurance Premium	8.431	8.815	7.498
Premium Ceded in Reinsurance	-2.249	-2.288	-1.866
Premium Reserve Adjustment	-1.285	-1.877	-1.717
Net Earned Premium (EP)	4.898	4.650	3.915
Incurred Net Losses	-2.863	-2.658	-2.332
Catastrophic Reserve Adjustment	1		
Comissions	-785	-746	-640
Other Technical Adjustments	-729	-676	-488
Administrative Costs	-1.307	-1.246	-1.061
Operational Result	-784	-675	-607
Investment Result	1.652	1.562	1.387
Before Tax Result	867	887	780
Taxes	-80	-81	-40
After Tax Result	787	806	740
Loss Ratio	58%	57%	60%
Commercial Expenses / Earned Premium	16%	16%	16%
Administrative Expenses / Earned Premium	27%	27%	27%
Other Expenses / Earned Premium	15%	15%	12%
Expense Ratio	58%	57%	56%
Combined Ratio	116%	115%	116%
Financial Results / Earned Premium	-34%	-34%	-35%
Adjusted Combined	82%	81%	80%
Taxes / Earned Premium	2%	2%	1%
Annualised R.O.E.	17,8%	18,6%	22,0%
Annualised Earned Premium/SE	110%	108%	116%
Retained Premium / Written Premium	73%	74%	75%

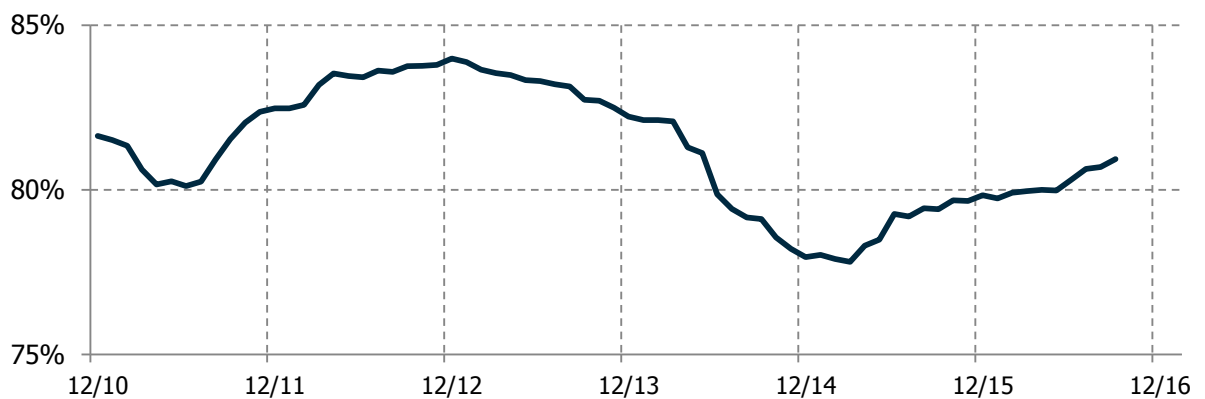
Source: Superintendencia de Banca, Seguros e AFP, Terra Brasis Re. Figures in millions of Peruvian Soles.

We noticed that the accepted insurance and reinsurance premium experienced a decrease of 4.4%, standing at PEN 8.43 billion on the third quarter of 2016 compared to PEN 8.82 billion for the same period of 2015. Similar to what occurred with after tax profit, which registered PEN 787 mm in the third quarter of 2016 compared to PEN 806 mm in the third quarter of 2015.

This report does not intend to analyze the insurance market, but to analyze the reinsurance market. Nevertheless, it is a common knowledge that in the Peruvian market there is high concentration of business in a limited number of insurance groups. Therefore, it is pertinent to the reinsurance market to follow the market concentration level.

Therefore, we illustrate the market-share evolution of the four largest insurance groups, including both general insurance companies, as well as life insurers.

Market-Share Evolution of the Four Largest Insurance Groups, by issued premium



Source: Superintendencia de Banca, Seguros e AFP, Terra Brasis Re. 12-month Aggregate. The following companies were included: Rimac, Pacifico, Pacifico Vida, La Positiva, La Positiva Vida, Mapfre, Mapfre Perú Vida

It is possible to observe the existence of a significant concentration in the Peruvian market. This concentration declined in early 2013 until late 2014. At the beginning of 2015 we noticed a reversal and the concentration started to increase, up until September 2016, the last month with available data.

The Superintendencia de Banca, Seguros y AFP provides excellent information regarding reinsurers that operate in Peru, which we present on the following page.

Among the 10 largest reinsurers operating in Peru, we note the following movements between this and last year. The French reinsurers AXA France Vie (+100%) and SCOR GLOBAL LIFE S.E. (+42%) presented significant premium growth. American reinsurer New Hampshire Insurance Co. showed the highest growth among the 10 largest reinsurers (+120%), becoming the eight largest reinsurer in the Peruvian market.

General Re showed the largest decreasing in production (-45%) among the 10 largest reinsurers. British reinsurer Lloyd's showed the second biggest drop (-37%), losing the top position in the Peruvian market to Mapfre Global Risks (+22%).

Ceded Premium to the Main Reinsurers, Third Quarter
(In USD thousands)

#	Reinsurer	Country	2016/09	2015/09	Change (%)
1	Mapfre Global Risks	Spain	69 601	56 954	22%
2	Lloyd's	United Kingdom	54 011	86 061	-37%
3	Hannover Rueck SE	Germany	48 809	66 128	-26%
4	IRB-Brasil Resseguros S.A.	Brazil	34 599	17 334	100%
5	AXA France Vie	France	34 372	18 007	91%
6	SCOR GLOBAL LIFE S.E.	France	28 942	20 344	42%
7	Scotia Insurance (Barbados) Ltd.	Barbados	25 281	19 522	30%
8	New Hampshire Insurance Co.	USA	23 163	10 546	120%
9	Munchener Ruckversicherungs-Gesellschaft (en ingles	Germany	18 271	30 676	-40%
10	General Reinsurance AG	Germany	17 752	32 374	-45%
11	SCOR Brasil Resseguros SA	Brazil	15 939	15 661	2%
12	Swiss Reinsurance America Corporation	USA	15 801	18 338	-14%
13	Ohio National Seguros de Vida S.A.	Chile	14 791	14 318	-
14	Swiss Reinsurance Company Ltd.	Switzerland	13 625	15 973	-15%
15	Everest Reinsurance Co.	USA	13 592	20 912	-35%
16	ACE Tempest Reinsurance Ltd.	Bermuda	13 256	13 163	1%
17	Allianz Global Corporate & Specialty SE	Germany	12 156	8 423	44%
18	Zurich Insurance Company Limited	Switzerland	8 873	8 633	3%
19	Scor Reinsurance Company	USA	7 957	7 350	8%
20	AIG Europe Limited	United Kingdom	7 581	31 749	-76%
21	XL Insurance Company SE	United Kingdom	7 385	7 413	0%
22	Royal & Sun Alliance Insurance PLC	United Kingdom	6 510	6 560	-1%
23	New Reinsurance Company	Switzerland	5 659	-	-
24	Arch Reinsurance Ltd.	Bermuda	5 517	1 642	236%
25	XL Re Latin America Ltd.	Switzerland	5 426	2 947	84%
26	Liberty Mutual Insurance Company	USA	5 087	2 413	111%
27	Validus Reinsurance (Switzerland) Ltd.	Switzerland	4 218	2 161	95%
28	AmTrust Europe Limited	United Kingdom	4 154	3 049	36%
29	Factory Mutual Insurance Co.	USA	4 077	3 899	5%
30	Kolnische Rueckversicherungs-Gesellschaft AG	Germany	3 783	3 807	-1%
31	HDI Global SE	Germany	3 698	-	-
32	Transatlantic Reinsurance Company	USA	3 640	4 272	-15%
33	Generali España S.A.	Spain	3 624	5 521	-34%
34	Houston Casualty Company	USA	3 604	5 287	-32%
35	SCOR Global Life USA Reinsurance Company	USA	3 346	2 848	17%
36	International General Insurance Co. (UK) Ltd.	United Kingdom	3 265	1 951	67%
37	Bison Insurance Company Limited	USA	3 222	1 834	76%
38	Mapfre Re. Cia. de Reaseguros SA	Spain	2 994	41 107	-93%
39	General Insurance Corporation of India	India	2 970	2 464	21%
40	Aspen Insurance U.K. Ltd.	United Kingdom	2 927	2 984	-2%
41	QBE Insurance (Europe) Ltd.	United Kingdom	2 919	3 854	-24%
42	R+V Versicherung AG	Germany	2 852	2 861	0%
43	Barents Re Reinsurance Company, Inc.	Panama	2 500	3 313	-25%
44	ACE Property & Casualty Insurance Company	USA	2 436	4 571	-47%
45	Assicurazioni Generali S.p.A.	Italy	2 191	3 259	-33%
46	Westport Insurance Corp.	USA	1 945	6 453	-70%
47	Zurich Insurance PLC	Ireland	1 910	5 670	-66%
48	Mitsui Sumitomo Insurance Company Ltd.	Japan	1 665	2 020	-18%
49	Insurance Co. of the State of Pennsylvania	USA	1 603	1 454	10%
50	Liberty Mutual Insurance Europe Limited	United Kingdom	1 580	1 554	2%
	Others		65 812	76 793	-14%
Total			650 893	760 604	-14%

Source: Superintendencia de Banca, Seguros e AFP, Terra Brasis Re. Figures in thousands of American Dollars. Includes premium ceded in reinsurance, as well as coinsurance.

Lastly, we analyze the country of origin of reinsurer providers operating in Peru, for the third quarter of 2016, 2015 and 2014. The analysis includes both pure reinsurers, as well as insurers operating in reinsurance. We noticed the following main movements between the top 10 countries.

Other Latin-American countries are achieving a growing importance on the Peruvian market, indicating a greater interaction between countries in the region. Brazil stands in 2016 as the 6th largest partners, whereas it remained in the 19th position in 2014 and 7th position in 2015. Chile appears for the first time between the top 10 partners.

The joint contribution of Latin-American countries (Barbados, Brazil, Chile, Colombia, Panama, Peru and Mexico) is 20% larger than that of the number one ranked country. Germany appears in first place in 2016, advancing one spot, whereas the United Kingdom has lost its lead, falling to third place.

Ceded Reinsurance Premium by Country, Third Quarter
(In USD thousands)

Ranking			Country	Ceded Premium			Change (%)	
2016/09	2015/09	2014/09		2016/09	2015/09	2014/09	2016/15	2015/14
1	2	3	Germany	105 784	148 811	115 136	-29%	29%
2	3	1	USA	101 816	113 343	166 945	-10%	-32%
3	1	2	United Kingdom	97 094	168 246	151 542	-42%	11%
4	4	4	Spain	86 143	104 914	88 910	-18%	18%
5	5	7	France	66 854	42 805	23 586	56%	81%
6	7	16	Brazil	50 625	34 288	2 353	48%	1357%
7	6	6	Switzerland	39 243	36 313	26 021	8%	40%
8	9	8	Barbados	25 943	20 819	15 996	25%	30%
9	8	5	Bermuda	21 061	23 650	31 171	-11%	-24%
10	11	-	Chile	14 869	14 556	-	2%	-
11	10	9	Ireland	10 542	15 596	15 429	-32%	1%
12	12	10	Peru	9 357	6 698	8 702	40%	-23%
13	13	15	India	4 830	5 686	2 526	-15%	125%
14	14	12	Panama	3 723	3 642	3 604	2%	1%
15	15	14	Japan	2 040	3 379	2 707	-40%	25%
16	18	17	South Korea	1 666	2 161	2 095	-23%	3%
17	16	19	Italy	1 580	3 259	1 415	-52%	130%
18	17	13	Mexico	1 390	2 743	2 720	-49%	1%
19	21	11	Luxemburgo	1 280	1 263	5 275	1%	-76%
20	19	18	Sweden	1 172	1 601	1 490	-27%	7%
21	23	21	Norway	558	794	872	-30%	-9%
22	25	-	China	515	527	-	-2%	-
23	-	-	Hong Kong	481	-	-	-	-
24	-	-	Qatar	424	-	-	-	-
25	-	23	Colombia	357	-	626	-	-100%
-	20	-	Canada	-	1 429	-	-100%	-
-	22	22	Liechtenstein	-	1 124	630	-100%	78%
-	24	24	Belgium	-	716	548	-100%	31%
-	-	20	Russia	-	-	1 338	-	-100%
-	-	25	Australia	-	-	461	-	-100%
-	-	-	Other Countries	1 546	2 242	1 805	-31%	24%
Total				650 893	760 604	673 903	-14%	13%
1	5	5	Latin-America	106 264	82 745	34 001	28%	143%

Source: Superintendencia de Banca, Seguros e AFP, Terra Brasis Re. Figures in thousands of American Dollars. Includes premium ceded in reinsurance, as well as coinsurance.

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It is with enthusiasm that we continue to publish our market report, a research piece covering the Reinsurance Markets of the Latin American region. Initially the report will encompass Colombia, Ecuador and Peru, which we share it with our clients, partners, and colleagues.

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We hope our readers appreciate this work as much as we appreciate developing it. Any criticism, comment, or suggestion for this work is always very welcome.

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