

**CREDIT INSURANCE IN CHILE**  
*2016*

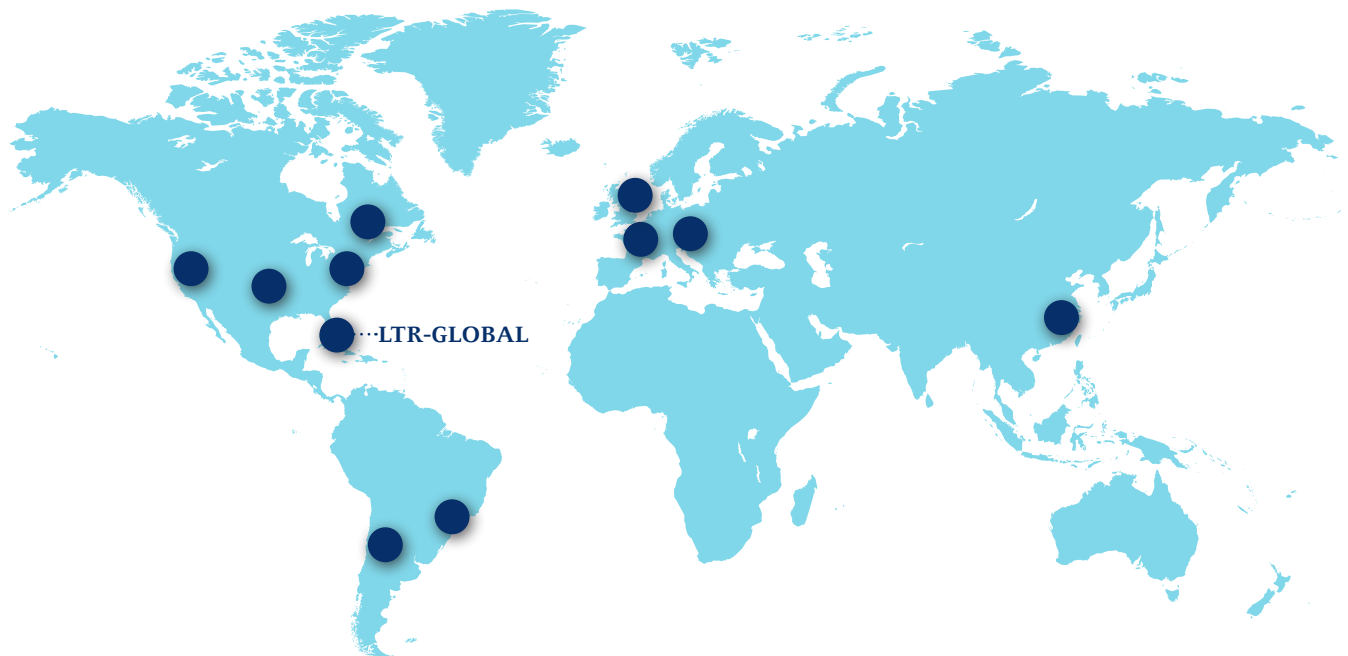
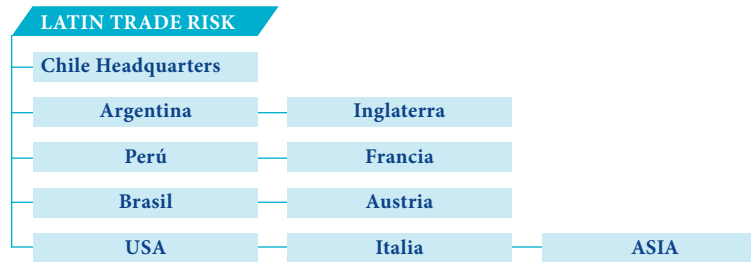




## LATIN TRADE RISK

- Primera corredora de seguros especialista en seguros de crédito, riesgos políticos de inversiones en Chile y América Latina
- Desde 1990 en seguros de crédito y garantía en Chile
- Asociados a la mayor red de corredores de seguros de crédito y riesgo político del mundo – Global Network (USA-Europa-Asia -Latino América)
- Focalizados en servicios asociados a seguros de crédito y financiamiento estructurado
- Clientes en todos los sectores industriales
- Pólizas para bancos e instituciones financieras
- Visión Integral

## LTR-GLOBAL NUESTRAS OFICINAS EN EL MUNDO (GLOBAL NETWORK)



# CREDIT INSURANCE IN CHILE

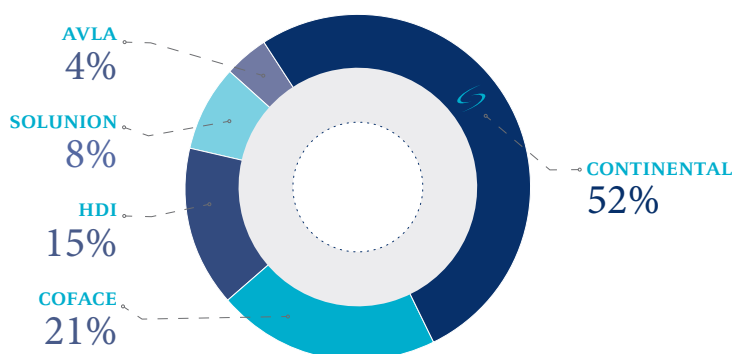
## 2016



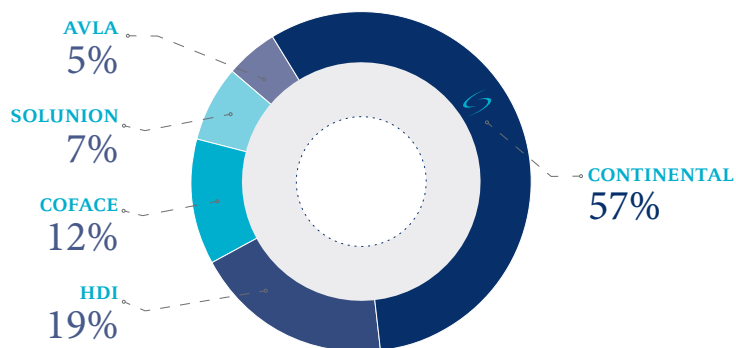
### PREMIUM AND MARKET SHARE

COMPANY	DOMESTIC		EXPORT		TOTAL CREDIT	
	PREMIUM MUS\$	MARKET %	PREMIUM MUS\$	MARKET %	PREMIUM MUS\$	MARKET %
CONTINENTAL	33,452	57	9,177	40	42,628	52
COFACE	6,757	12	10,174	44	16,930	21
HDI	10,870	19	1,529	7	12,400	15
SOLUTION	4,291	7	2,143	9	6,434	8
AVLA	3,187	5	56	0	3,243	4
CESCE	79	0	13	0	92	0
<b>TOTAL</b>	<b>58,634</b>	<b>100</b>	<b>23,092</b>	<b>100</b>	<b>81,727</b>	<b>100</b>

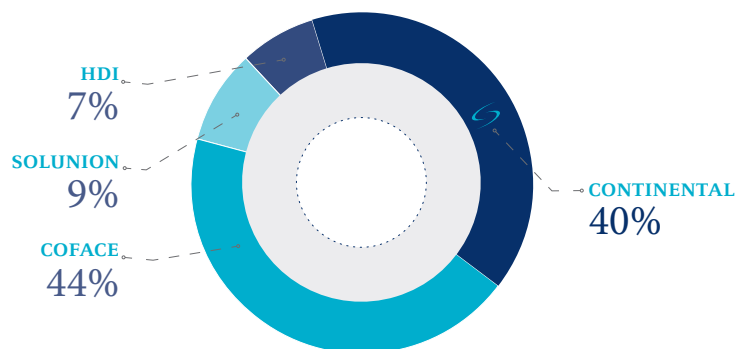
### TOTAL CREDIT



### DOMESTIC CREDIT



### EXPORT



# CREDIT INSURANCE IN CHILE

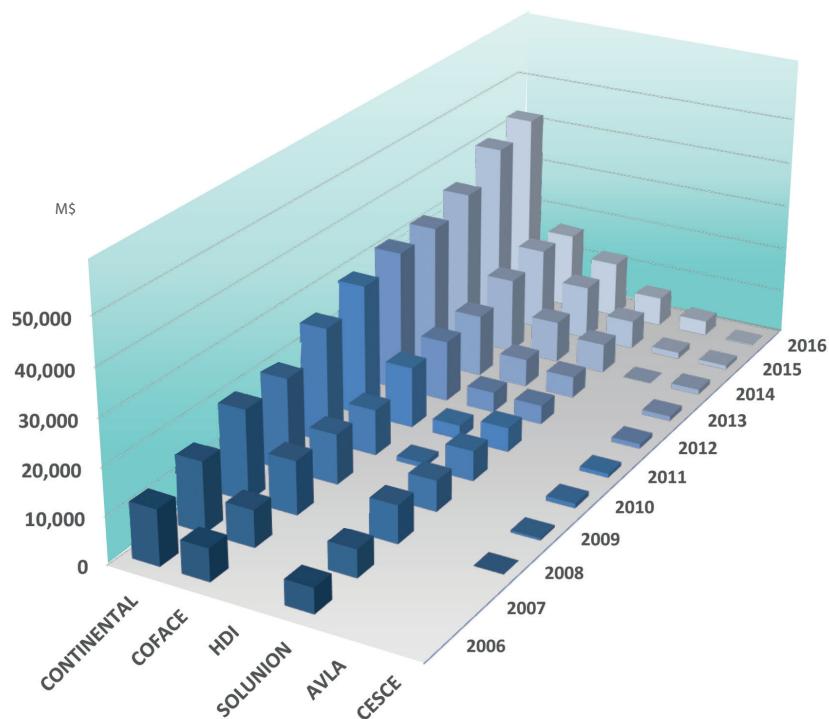
## 2016



### RELEVANT FIGURES

COMPANY	EQUITY MUS\$	PREMIUM MUS\$	LOSS AMOUNT MUS\$	LOSS RATIO %
CONTINENTAL	54,652	42,628	59,312	139%
COFACE	10,538	16,930	9,100	54%
HDI	9,137	12,400	10,826	87%
SOLUTION	7,002	6,434	10,070	157%
AVLA	7,483	3,243	2,080	64%
CESCE	4,632	92	90	98%
<b>MARKET</b>		<b>81,727</b>	<b>91,478</b>	<b>112%</b>

### CREDIT INSURANCE PREMIUM EVOLUTION 2006-2016 (IN MUS\$)



\*SOLUTION (before 2013 MAPFRE + EULER)

### RATING

COMPANY	FELLER-RATE	FITCH CHILE	HUMPHREYS
CONTINENTAL		AA-	AA-
COFACE	AA-	AA-	
HDI	A+	AA-	
SOLUTION	AA-		AA-
AVLA	A-		A-
CESCE	A		A