



Prezados Senhores,

Para conhecimento e para pensar...

Anualmente, a corretora de seguros multinacional Marsh divulga do que ocorreu (e as tendências) das taxas de seguros em alguns ramos de seguros para diversos países.

No final do mês passado, saíram os números do Brasil, inseridos no estudo “Latin America and Caribbean Insurance Market Report – 2013”.

Ver...

<http://usa.marsh.com/Portals/9/Documents/4631%20NCN%202013%20IMR%20%5BLAC%5D%2001-2013%20-%20RGB.pdf>

Abaixo, a bonita capa do estudo.



De um modo geral, houve uma queda média nas taxas em 10%. Em alguns riscos de melhor qualidade (RC D&O, por exemplo), as quedas chegaram a 20%. Por outro lado, em outros ramos, houve um aumento médio de 10% (automóvel e saúde, por exemplo).

Abaixo, página resumo com comentários mais específicos.



BRAZIL

INSURANCE MARKET CONDITIONS

General Liability

Rates: Decrease 0% to 10%

Lower general liability rates were seen in 2012, driven mainly by carrier competition and the local culture's limited appetite for third-party coverage. The market is expected to stabilize in 2013, as the downward trend is unsustainable in the long term. The economy's growth will also play a key role in market stabilization, as investment in infrastructure and tourism (World Cup and Olympics) grows, imports and exports increase, and capital expenditures rise.

Motor/Automobile

Rates: Increase 0% to 10%

Auto insurance rates increased 9% in 2012 and are expected to grow at a similar rate in 2013.

Workers' Compensation/Employers' Liability

Rates: Decrease 0% to 10%

Workers' Compensation: In Brazil, it is under government administration.

Employers' Liability: Underwritten as an additional coverage in Brazil, and guarantees only death and permanent disability of the employees.

Property: Catastrophe Exposed

Rates: Decrease 0% to 10%

Though some fires caused huge losses, the claims ratio is generally similar to that of previous years. While it has become more difficult to place certain risks due to reinsurers' demands of carriers, there is sufficient capacity to place acceptable risks and new market entrants, resulting in falling rates.

Environmental

Rates: Stable -5% to +5%

Only four or five insurers offer environmental liability coverage in Brazil. With changes in federal, state, and municipal laws and growing environmental awareness, it is expected that more carriers will be willing to write environmental risks in 2013.

Directors and Officers Liability

Rates: Decrease 10% to 20%

The directors and officers liability insurance market was soft in 2012 and is expected to remain so in 2013. Nonetheless, the market is somewhat restrictive and underwriting is more conservative for companies with US securities exposure.

Financial and Professional Liability

Rates: Stable -5% to +5%

Though still a small market in Brazil, an increase in demand for errors and omissions coverage is expected as a result of infrastructure changes necessitated by the World Cup and Olympics.

Marine

Rates: Decrease 0% to 10%

Though loss trends continue to grow due to increasing cargo theft and vehicle accidents, the countervailing influence of increased capacity has resulted in lower rates. Several carriers have entered the cargo market. In the hopes of establishing long-term relationships with insureds, they are willing to price rates based on clients' risk management improvements (to a certain extent). New possibilities of combining stock and transit solutions for clients on a case-by-case basis may also exist.

Aviation

Rates: Decrease 10% to 20%

The market remains focused on three insurers linked to banks, but capacity and a focus on commercial aviation can be found through a number of other insurers.

Employee Benefits: Health

Rates: Increase 0% to 10%

Employee Benefits: Life

Rates: Stable -5% to +5%

Employee Benefits: Accident and Health

Rates: Stable -5% to +5%

Health insurance premiums are rising due to medical inflation and increased claim ratios. Life and accident insurance rates remain largely the same.

RISK TRENDS

FALLING RATES/NEW REGULATIONS

Rates are generally falling for what are considered good risks as more insurers enter the Brazil market. The new liability insurance regulation, *Superintendência dos Seguros Privados (SUSUP)*, may also impact the market. The Brazilian insurance market has limited appetite for certain industries such as pharmaceutical, chemical, and automotive (critical parts) industries.

Cordialmente,

Francisco Galiza.

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