



# Challenges for Marine Insurers in Latin America

**March 2023**

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# **GLOBAL** SITUATION & IMPACT ON **LATAM**

## **Inflationary - geopolitical impact**

- Life cycle of the Ships
- Lack of ships and container availability
- Increased freight costs
- Longer voyages / routes
- Prolonged Storage at port
- Infrastructure capabilities

Longer storage and transit times.

# Delay as a **rule** rather than an **exception**

TREND  
#1

## TREND #1

Delay as a  
**rule** rather  
than **an**  
**exception**

- Risk assessments.
- Good faith in the declaration of risk.
- Legal status of delay.

Environmental requirements.

Better be

TREND

#2

**safe**

than sorry

TREND #2

Better be  
**safe**  
than  
sorry

- Adequate knowledge of the environmental standards of each country and/or intra-company (ESG) / insured requirements.
- Relevance of local presence and proximity to the different supply chain actors.
- Early intervention as a strategy to mitigate risk.

The impact of inflation on the supply chain.

# Markups

# vs.

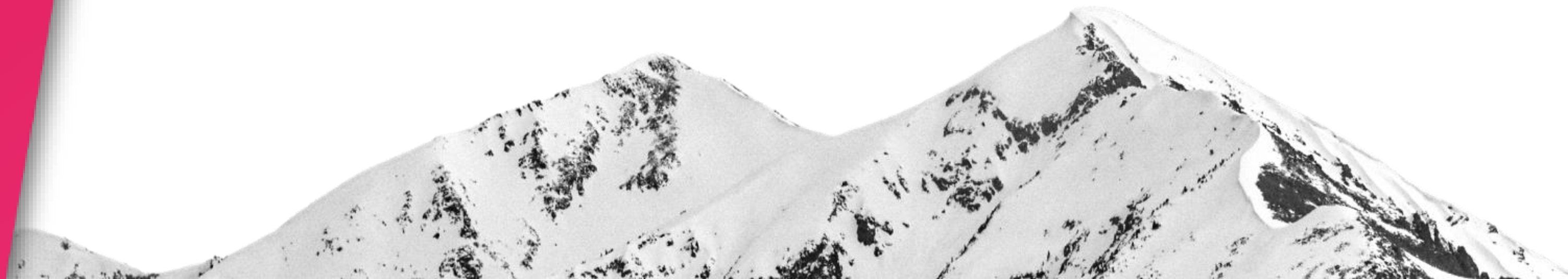
# risks

TREND  
#3

TREND #3

# Markups **VS.** risks

- Increased costs in the supply chain (freight, warehousing, etc.) force policyholders to take higher risks.
- Increased loss ratios have to be seen as a long-term cost.
- Alternatives to uncovered risks.





# OUR VALUE PROPOSAL

Local  
presence  
and  
expertise.



Closeness to various  
players in the supply  
chain.



Early  
intervention.



Tailor-made  
strategy.



Taking the risk industry to the next level

# OUR PURPOSE

We are **team players** that help our clients to **improve results**, by **developing our members** and **impacting the markets** that we are active in, by **being innovative** and **creating better leaders.**





# Thank you!

**Marzo 2023**

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