

## Latin America Rankings Insurance in Chile

### Ranking Tables

Firms

Ranked Individuals

This content is **provided by Chambers** based on our research.

#### Band 1

Acuña, Hoetz & Cifuentes



This content is **provided by Chambers**.

**What the team is known for** Market-leading insurance boutique with stellar expertise across the insurance ambit. Experienced advising insurers and reinsurers on recovery actions, damages claims and loss adjustment mandates. Also adept at handling related judicial proceedings and arbitration. Portfolio includes international insurance companies and underwriters, as well as clients from sectors including healthcare and real estate.

**Strengths** The team is "very responsive, with a high level of knowledge and great personal commitment," a client comments, adding that "the lawyers act as a really good team." "The lawyers are true experts in their field, with unparalleled experience," another client attests, going on to add that "they understand the problem quickly and can immediately predict how it will evolve, and can research extremely fast."

**Work highlights** Acted as counsel to ACE/Chubb, Liberty, SURA and AIG (Southbridge-Fairfax) on judicial recovery actions worth USD90 million against the Ministry of Public Works and Costanera Norte related to the flooding of the Mapocho River.

Assisted Recover America with a commission-related dispute with MetLife, valued at approximately USD8 million.

#### Notable practitioners

Department co-head [Alejandro Acuña Murray](#) is lauded by interviewees as "very well known" and "extremely good in litigation." A client underlines "the high quality of his work" in this area. He is highly experienced advising insurance companies on a range of contentious and non-contentious mandates.

This content is provided by Acuña, Hoetz & Cifuentes.

## Firm Overview:

Acuña, Hoetz & Cifuentes continues to be one of the few absolutely specialist firms in this area and is the undisputed market leader in insurance and reinsurance, with a focus on high-value losses. The firm provides customised, top-quality legal advice to local and international insurance/reinsurance companies and brokers. Matters relating to arbitration and litigation are a particular area of expertise.

In the 2020 edition of *Chambers and Partners* "Latin America Client's Guide", the firm and Alejandro Acuña were ranked in Band 1, an honour they had previously been awarded in 2012, 2013, 2014, 2015, 2016, 2017, 2018 and 2019. Clients described him as "an excellent litigator," adding: "He is probably one of the best and most well-recognised lawyers in Chile." On the other hand, Felipe Hoetz has been ranked as Up-and-coming individual (2016), Band 3 (2017 and 2018) and Band 2 (2019 and 2020). The team also benefits from Luis Cifuentes' superb recognition for his litigation expertise. The sum of their individual talents has merged to consolidate the firm as a professional team without precedent in Chile.

In the 2020 edition of *The Best Lawyers*, the firm was named 'Law Firm of the Year' and while Alejandro Acuña (Lawyer of the Year 2015) and Felipe Hoetz were ranked as Leading Lawyers under Insurance Law, Luis Cifuentes was ranked as Leading Lawyer under Criminal Defense.

In 2020, Leaders League ranked the firm, Alejandro Acuña and Felipe Hoetz, as Leading Firm and Leading Lawyers under "Dispute resolution - Claims and insurance litigation".

In the 2019 edition of *The Legal 500's* 'Clients' Guide to the Latin America Legal Profession' the firm and Alejandro Acuña were ranked as Leading Firm and Leading Lawyer, honours they had previously been awarded in 2012, 2013, 2014, 2015, 2016, 2017, 2018 and 2019. In turn, Felipe Hoetz is ranked as Leading Lawyer (2018 and 2019) and described as 'always available to help out, prompt in his responses, diplomatic, and knowledgeable of all aspects of the cases he works on.' *Latin Lawyer* also ranked the firm as Recommended.

## Main Areas of Practice:

The team advises an impressive portfolio of domestic and international clients across the insurance and reinsurance spectrum.

Recent matters in which the partners have been involved include:

- Representing Chubb, Liberty, Sura and AIG Chile (now Southbridge) in ongoing recovery actions against Costanera Norte (highway concessionaire owned by Atlantia), Sacyr (its contractor) and Chile's Ministry of Public Works (MOP) in respect of damages to corporate buildings flooded as a consequence of the diversion of Santiago's Mapocho River
- Successfully representing insurers in arbitration proceedings initiated by BBVA Bank Chile (now Scotiabank), seeking additional compensation as a consequence of having to evacuate their corporate building due to the Mapocho River flood
- Advising Swiss Re during the loss adjustment procedure of the worst wildfires in Chilean history
- Providing legal advice to loss adjuster 'Viollier' regarding claims filed by several supermarket and pharmacy chains, as a consequence of the October 2019 protests, which led to the most violent unrest Chile has seen since the return of democracy in 1990
- Representing insurers in ongoing proceedings against 'La Polar' (at the time Chile's fourth-largest retailer) and its directors and officers, regarding a D&O policy, in what has been described as 'the most significant revelation of corporate fraud in the modern history of the Chilean business community'
- Representing insurers during the ongoing loss adjustment procedure of a claim filed by Aguas Andinas, owned by Agbar/Suez, resulting from the oil spill at its ESSAL plant, which left the city of Osorno without drinking water supply for 10 days
- Representing insurers in ongoing recovery actions arising from a claim paid to their insured AES Gener, as a consequence of an explosion at their Ventanas power plant
- Successful defence of insurers in arbitration proceedings initiated by the Iquique Casino in respect of earthquake-related losses. The award was con-

## LATIN AMERICA OFFICES

### CHILE

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firmed by Chile's Supreme Court

- Representing insurers in ongoing recovery actions arising from a claim paid to their insured Walmart, as a consequence of a fire at one of its biggest supermarkets in Chile
- Representing insurers in arbitration proceedings initiated by their insured, stockbroker 'FIT', claiming alleged losses from dishonest acts committed by its owners, who were criminally convicted
- Representing insurance broker 'Recover' before Chile's Financial Markets Commission and Consumer Protection Agency, as well as in arbitration proceedings, against Metlife and United Health Group's Santa Maria Clinic, due to the termination of collective insurance policies
- Representing insurance broker 'Blanlot' in arbitration proceedings with broker "THB" regarding the sale of its customer portfolio and unfair competition charges
- Providing insurers with coverage opinions regarding a maritime claim filed by Cummins Chile.
- Advising local importers in respect of Institute Frozen Food clauses
- Advising reinsurers during the loss adjustment procedure of a claim regarding a Cessna Citation 680 Sovereign aircraft
- Representing reinsurers in ongoing recovery actions in respect of a damaged Agusta 109SP helicopter
- Providing foreign clients re/insurance regulatory advice in relation to the handling of claims arising from the provision of cover to commercial customers in Chile
- Advising foreign clients regarding the applicable regulatory considerations for a foreign Insurer to write re/insurance business in Chile

ACUÑA, HOETZ & CIFUENTES

Abogados

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#### Band 1

##### Acuña, Hoetz & Cifuentes

See profile on p.630

What the team is known for **Highly distinguished insurance boutique** commended for its proven track record advising both national and international insurance and reinsurance companies and brokers on regulatory matters, the preparation of policies, loss adjustment and related litigation. Well versed in advising on underwriting and insurance claims, as well as assisting clients with issues arising from construction projects and natural disasters.

**Strengths** Interviewees remark on its international law knowledge: "They are very responsive, very knowledgeable of local insurance and reinsurance law, as well as having a very good understanding of the London market."

**Work highlights** Represented AIG, now Fairfax/Southbridge, in recovery actions arising from a claim paid to Walmart, as a consequence of a fire which partially destroyed one of its biggest supermarkets in Chile. This matter is valued at USD10 million.

##### Notable practitioners

Distinguished partner **Alejandro Acuña Murray** is described by clients as an "amazing and very responsive lawyer. He is always available and delivers successful results." He is praised for his analytical skills and is well versed in handling complex insurance litigation mandates. Experienced partner **Felipe**

**Hoetz** is highlighted by interviewees for his "strong track record and good experience handling disputes in the Chilean insurance market." Another source comments that he "looks at things from a macro perspective and is very analytical."

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## Firm Overview:

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The firm provides customised, top-quality legal advice to local and international insurance/reinsurance companies and brokers. Matters relating to arbitration and litigation are a particular area of expertise.

In the 2019 edition of *Chambers and Partners Latin America Client's Guide*, Alejandro Acuña was ranked as Leading Individual in Band 1, an honour he had previously been awarded in 2012, 2013, 2014, 2015, 2016, 2017 and 2018. Clients describe him as "an excellent litigator," adding: "He is probably one of the best and most well-recognised lawyers in Chile." He was also named 'Lawyer of the Year' in Chile by *Best Lawyers* 2015 (Insurance) and is recognised by the 'Insurance and Reinsurance Expert Guide'. On the other hand, Felipe Hoetz has been ranked in *Chambers and Partners* 2016 as Up-and-coming individual, Band 3 (2017 and 2018), Band 2 (2019) and recognised by the 'Insurance and Reinsurance Expert Guide' 2017. He "is praised by market sources for the breadth of his experience in insurance-related law, which also spans reinsurance and loss adjustment." The team also benefits from Luis Cifuentes' superb recognition for his litigation expertise.

The sum of their individual talents has merged to consolidate the firm as a professional team without precedent in Chile. Furthermore, *The Legal 500 'Clients' Guide to the Latin America Legal Profession* has ranked Alejandro Acuña as Leading Lawyer in 2012, 2013, 2014, 2015, 2016, 2017 and 2018. In turn Felipe Hoetz is ranked as Leading Lawyer (2018) and described as 'always available to help out, prompt in his responses, diplomatic, and knowledgeable of all aspects of the cases he works on.'

## Main Areas of Practice:

The team advises an impressive portfolio of domestic and international clients across the insurance and reinsurance spectrum.

Recent matters in which the partners have been involved include:

- Representing four insurers in recovery actions in excess of US\$90 million against an urban highway concessionaire, its contractor and the Chilean Ministry of Public Works in respect of a loss affecting the main financial and commercial area of Santiago as a consequence of the Mapocho River flooding
- Advising reinsurers during the loss adjustment procedure of the worst wildfires in Chile's history
- Advising reinsurers during the loss adjustment procedure regarding the spillway's collapse of the Chacayes power plant belonging to Pacific Hydro, recently acquired by China's State Power Investment Corporation (SPIC)
- Advising reinsurers in respect of an alleged error in the placement of a risk involving the construction of a dam
- Advising insurers in respect of a claim affecting a run-of-river power plant, as a consequence of heavy rains which caused business interruption losses
- Advising insurers regarding a gas explosion at a hospital that left three dead and dozens injured
- Representing insurers in an ongoing lawsuit against retailer La Polar, its directors and officers, regarding the validity of a D&O insurance policy
- Representing insurers in an ongoing arbitration regarding the enforcement of D&O and Fidelity policies, initiated by the trustee of bankrupted stock broker FIT Research
- Assisting reinsurers in the successful rejection of a bank's claim against its provider of cash transportation and ATM outsourcing services
- Representing a large stockbroker's client in an ongoing arbitration seeking damages arising from a contractual breach
- Successful defence of insurers in an arbitration initiated by a Casino in respect of an earthquake-related loss

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- Representing insurers in successful recovery actions following the fire of a Walmart supermarket in Santiago
- Representing reinsurers in recovery actions in respect of the total loss of an Airbus EC135 helicopter
- Representing reinsurers in recovery actions in respect of an Agusta 109SP helicopter
- Providing foreign clients re/insurance regulatory advice in relation to the handling of claims arising from the provision of cover to commercial customers in Chile.
- Advising foreign clients regarding the applicable regulatory considerations for a foreign Insurer to write re/insurance business in Chile
- Advising local importers in respect of Institute Frozen Food clauses
- Representing insurance brokers in a dispute regarding the termination of a contract with a private hospital and an insurance company
- Representing reinsurers in respect of a claim filed by Chile's largest food producer, as a consequence of alleged pollution to recalled exported products
- Representing clients in a US\$9 million arbitration initiated by bank as consequence of a flood claim
- Providing legal opinion regarding re/insurance-related matters and recent developments such as Chile's new Financial Market Commission, the Chilean Claims Control Clause (LMA5276) and the ARIAS Latin America Insurance/ Reinsurance Mediation and Arbitration Centre

ACUÑA, HOETZ & CIFUENTES

Abogados

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**What the team is known for** Outstanding insurance boutique with a long-standing presence in the Chilean market. Fields a stellar bench of lawyers and advises both national and international insurance and reinsurance companies and brokers on regulatory matters, the preparation of policies, loss adjustment and related litigation. Offers additional expertise in underwriting and insurance claims. Well equipped to assist clients with issues arising from construction projects and natural disasters.

**Strengths** Clients value the team's ability to handle large claims as well as their speed and accuracy

when drafting in English. One source notes: "We know we're in good hands and we're getting a proper service."

**Work highlights** Represented AIG Chile in an arbitration regarding losses suffered by damage to a 463 km pipeline connecting Chile with Argentina through the Andes.

#### Notable practitioners

**Alejandro Acuña Murray** (see p.701) maintains his leading reputation in the insurance field. Clients describe him as "a professional from start to finish – he's very hands-on and very responsive." He is particularly noted for his expertise in insurance litigation and experience in handling complex claims. **Felipe Hoetz** (see p.713) is highlighted by clients for his accessibility and broad knowledge of local and foreign insurance markets. One source comments that "he's very accessible and clear in his advice." He is active across the reinsurance and loss adjustment spheres.

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## Firm Overview:

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The firm provides customised, top-quality legal advice to local and international insurance/reinsurance companies and brokers. Matters relating to arbitration and litigation are a particular area of expertise.

In the 2018 edition of *Chambers and Partners Latin America Client's Guide*, Alejandro Acuña was ranked as Leading Individual in Band 1, an honour he had previously been awarded in 2012, 2013, 2014, 2015, 2016 and 2017. Clients describe him as "an excellent litigator," adding: "He is probably one of the best and most well-recognised lawyers in Chile." He was also named 'Lawyer of the Year' in Chile by *Best Lawyers* 2015 (Insurance) and ranked in 'Insurance and Reinsurance Expert Guide' 2017. On the other hand, Felipe Hoetz was ranked in *Chambers and Partners* 2016 as Up-and-coming individual and in Band 3 (2017-18) and by the 'Insurance and Reinsurance Expert Guide' 2017. He "is praised by market sources for the breadth of his experience in insurance-related law, which also spans reinsurance and loss adjustment." The team also benefits from Luis Cifuentes' superb recognition for his litigation expertise.

The sum of their individual talents has merged to consolidate the firm as a professional team without precedent in Chile. Furthermore, *The Legal 500 'Clients' Guide to the Latin America Legal Profession* has ranked Alejandro Acuña as Leading Lawyer in 2012, 2013, 2014, 2015, 2016 and 2017 and described Felipe Hoetz as 'always available to help out, prompt in his responses, diplomatic, and knowledgeable of all aspects of the cases he works on.'

## Main Areas of Practice:

The team advises an impressive portfolio of domestic and international clients across the insurance and reinsurance spectrum.

**Recent matters in which the partners have been involved include:**

- Representing four insurers in recovery actions in excess of US\$60 million against an urban highway concessionaire, its contractor and the Chilean Ministry of Public Works in respect of a loss affecting the main financial and commercial area of Santiago as a consequence of the Mapocho River flooding
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- Advising reinsurers during the loss adjustment procedure regarding the spillway's collapse of the Chacayes power plant belonging to Pacific Hydro, recently acquired by China's State Power Investment Corporation (SPIC)
- Advising reinsurers in respect of an alleged error in the placement of a risk involving the construction of a dam
- Advising reinsurers in respect of a claim filed by a large oil company, as a consequence of a fuel leak from its port facilities
- Advising insurers in respect of a claim affecting a run-of-river power plant, as a consequence of heavy rains which caused business interruption losses
- Successful defence of insurers in an arbitration initiated by a big contractor in respect of losses arising from the flooding of Santiago's new sewerage system
- Advising insurers regarding a gas explosion at a hospital that left three dead and dozens injured. Damages are estimated at US\$25 million
- Representing insurers in an ongoing lawsuit against retailer La Polar, its directors and officers, regarding the validity of a D&O insurance policy

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- Providing legal assistance in the purchase of a Bell 407 helicopter in Brazil
- Providing legal opinion regarding reinsurance-related matters and recent developments such as Chile's new Financial Market Commission, the Chilean Claims Control Clause (LMA5276) and the ARIAS Latin America Insurance/ Reinsurance Mediation and Arbitration Centre

ACUÑA, HOETZ & CIFUENTES

Abogados

2018

Latin-America Guide

## INSURANCE — CHILE

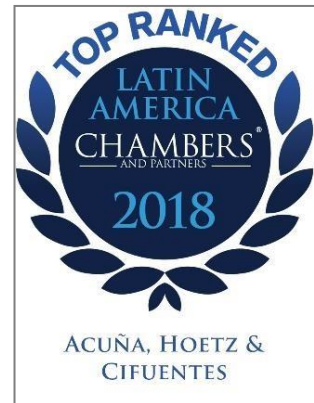
Ranked Firms   Ranked Lawyers

Band 1

Acuña, Hoetz &amp; Cifuentes

Band

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## Acuña, Hoetz &amp; Cifuentes – Insurance

Band 1

Commentary from the Chambers Latin America guide

**Basic facts about the department**

- approximately 7 qualified lawyers

**What the team is known for** Outstanding insurance boutique with a long-standing presence in the Chilean market. Fields a stellar bench of lawyers frequently seen advising both national and international insurance and reinsurance companies and brokers on regulatory matters, the preparation of policies, loss adjustment and related litigation. Offers additional expertise in underwriting and insurance claims.

**Strengths** Sources underline the exceptional quality of the insurance practice.

**Notable practitioners**

Leading practitioner [Alejandro Acuña Murray](#) is highly esteemed for his expertise in high-profile insurance-related disputes. Clients describe him as "an excellent litigator," adding: "He is probably one of the best and most well-recognised lawyers in Chile." He has additional capabilities advising on arbitration mandates.

Partner [Felipe Hoetz](#) has long-standing expertise in the insurance field, and is praised by market sources for the breadth of his experience in insurance-related law, which also spans reinsurance and loss adjustment.

Department profile by Acuña, Hoetz &amp; Cifuentes

Overview   Members   Clients   International

This boutique law firm provides customized, top-quality legal advice to local and international insurance/reinsurance companies and brokers, with a focus on high-value losses. It is best known for having been involved in practically all the largest insured losses occurred in Chile in the past 30 years, during the adjustment and settlement stages, as well as in subsequent judicial proceedings/arbitrations and in complex subrogation actions.

Both the firm and its Senior Partner, [Alejandro Acuña](#), have been ranked in Band 1 as of when Chambers & Partners Latin America included insurance as a new practice area in 2012. They both have also being ranked as leading firm and leading individual by Legal 500 as of 2012; and Mr. Acuña was appointed 'Lawyer of the Year' by *Best Lawyers 2015* (Insurance). [Felipe Hoetz](#) is ranked in Band 3.

Our law firm is known for its independence as partners do not have ownership ties with loss adjusting firms or local insurance companies nor do they sit at the board of any of them.

The members are well known in London by ranked lawyers.

Ranked Firms **Ranked Lawyers**

## Band 1

**Acuña, Hoetz & Cifuentes**

## Acuña, Hoetz &amp; Cifuentes

[View Profile >](#)

From the Chambers Latin America guide

**What the team is known for** Leading insurance boutique at the forefront of the Chilean market. Fields an experienced bench highly sought -after amongst both domestic and international insurance and reinsurance companies to advise on regulatory matters, the preparation of policies and related litigation. Further expertise concerns underwriting and insurance claims.

**Strengths**

"The team is highly specialised; the partners are insurance practitioners and have tons of experience. This boutique has good clients and has been involved on all sides of insurance practice."

**Notable practitioners**

[Alejandro Acuña Murray](#) is an esteemed practitioner who regularly advises on high -profile cases and is particularly acclaimed for his practical expertise of insurance disputes. One source comments: "He has many years of experience in the market and his knowledge of insurance litigation is excellent."

[Felipe Hoetz](#) has an established market presence and a solid reputation as an insurance lawyer. "He has been in the market for a long time," interviewees note, adding: "He is very thorough and profound in his advice."



2016

## RANKED FIRMS

## RANKED LAWYERS

## Insurance - Chile

Band 1

Acuña, Sahurie, Hoetz &amp; Cifuentes

Chile  
Insurance

Home / Latin America / Chile / Insurance

Top Ranked  
CHAMBERS  
LATIN  
AMERICA  
- 2016 -

Acuña, Sahurie,  
Hoetz &  
Cifuentes

**Strengths** (Quotes mainly from clients)

*"The team has strong litigators. The lawyers are experienced and well connected."*

2015

## RANKED FIRMS

## RANKED LAWYERS

## Insurance - Chile

Band 1

Acuña &amp; Cía. Abogados

Chile  
Insurance

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Top Ranked  
CHAMBERS  
LATIN  
AMERICA  
- 2015 -

Acuña & Cía.  
Abogados

*"Acuña & Cía. Abogados has been highly recommended as leading firm in Insurance".*  
(Band 1).

*"Another knock-on effect of the earthquake was a burst of activity in the insurance arena, where the market is led by boutique firm Acuña, Sahurie, Hoetz & Cifuentes."*

**2014, 2013, 2012**



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***“Acuña & Cia. Abogados has been highly recommended as leading firm in Insurance”. (Band 1).***