

2021

## Latin America Rankings Insurance in Chile

### Ranking Tables

Firms

Ranked Individuals

#### Band 1

**Alejandro Acuña Murray**  
Acuña, Hoetz & Cifuentes



#### Band 2

**Felipe Hoetz**  
Acuña, Hoetz & Cifuentes



Chambers Review

Profile

This content is **provided by Chambers**. [Learn more about our methodology](#)

#### LATIN AMERICA

##### [Insurance - Chile](#)

Band 1

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.

Chambers Review

Profile

This content is **provided by Chambers**. [Learn more about our methodology](#)

#### LATIN AMERICA

##### [Insurance - Chile](#)

Band 2

**Felipe Hoetz** co-heads the firm's insurance and reinsurance department and is hailed as "very thorough" by one client. Another source enthuses that "he is always available, a true expert in his field and able to immediately understand the issue."

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**Alejandro Acuña Murray**  
*Acuña, Hoetz & Cifuentes*



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#### Band 1

**Alejandro Acuña Murray**  
*Acuña, Hoetz & Cifuentes*

**Practice Areas:** Insurance, Reinsurance, Arbitration and Litigation.

**Career:** As the firm's Senior Partner, he advises local insurers and international reinsurers.

He has been legal advisor of American International Group (AIG) in Latin America since 1988 and has been involved in the main losses occurred in Chile in the last 30 years, during the adjustment and settlement stages, as well as in subsequent mediation and judicial proceedings/arbitrations and in complex recovery actions, both in Chile and abroad.

He was legal counsel at Universidad de Chile, Secretary at Chile's Bar Association, advisor to the Minister of Justice and legal counsel at Chile's Reinsurance Fund.

Chambers & Partners: Band 1 (2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019 and 2020).

The Legal 500: Leading Individual (2012, 2013, 2014, 2015, 2016, 2017, 2018 and 2019).

Best Lawyers: Leading Lawyer and Insurance Lawyer of the Year 2015.

Leaders League (Dispute resolution - Claims and insurance litigation): Leading Lawyer

**Practice Areas:** Insurance and Reinsurance.

**Add Career:** During the last 23 years, he has worked in the field of Insurance and Reinsurance. He has been involved in most of the biggest losses occurred in Chile. He worked for Chile's State Defense Council in the 1992 *Letelier & Moffitt* arbitration (USA v. Chile) at Deloitte & Touche, Estudio Carvallo and Crawford Chile, where he worked as International Division VP until December 2011.

#### Band 2

**Felipe Hoetz**  
*Acuña, Hoetz & Cifuentes*

**Chambers & Partners: Band 2.**

The Legal 500: Leading Individual.

Best Lawyers: Leading Lawyer.

Leaders League (Dispute resolution - Claims and insurance litigation): Leading Lawyer.

International Advisory Experts: 2019 Awards Winner.

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### Band 1

**Alejandro Acuña Murray**  
*Acuña, Hoetz & Cifuentes*

#### Practice Areas:

Insurance/reinsurance, arbitration, litigation.

#### Professional Memberships:

International Insurance Law Association (AIDA Chile) and Chilean Bar Association.

#### Career:

Senior partner at Acuña, Hoetz & Cifuentes, advising local insurers and international reinsurers. Legal advisor of AIG in Latin America since 1988. He has taken part in the main losses occurred in Chile in the last 31 years, during the adjustment and settlement stages as well as in subsequent judicial proceedings/arbitrations and in complex recovery actions. Band 1 (Chambers & Partners) and Leading Individual (Legal 500) 2012, 2013, 2014, 2015, 2016, 2017 and 2018. Insurance Lawyer of the Year 2015 (Best Lawyers).

### Band 2

**Felipe Hoetz**  
*Acuña, Hoetz & Cifuentes*

#### Practice Areas:

Insurance, Reinsurance.

#### Professional Memberships:

Director. ARIAS (Latin America) Insurance and Reinsurance Arbitration Center. Past President, International Federation of Adjusting Associations (IFAA). Past President, Chilean Association of Loss Adjusters (ALOSI). Past Director, International Insurance Law Association (AIDA Chile). Mediator, CAM Santiago. Member Chilean Bar Association and Chilean Society of International Law.

#### Career:

Law School, Pontificia Universidad Católica de Chile. Proficiency in English, University of Cambridge. With Chile's State Defense Council, Deloitte, Estudio Carvallo, Crawford Chile. Professor "Insurance Law Diploma" at Chile's Insurance School/Universidad de los Andes Law School (2012-2018) and at Pontificia Universidad Católica de Chile Law School (2015-2018).

2018

Latin-America Guide

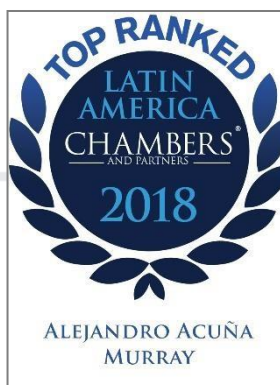
## INSURANCE — CHILE

Ranked Firms   Ranked Lawyers

## Band 1

**Alejandro Acuña Murray**  
(Acuña, Hoetz & Cifuentes )

## Band 3

**Felipe Hoetz**  
(Acuña, Hoetz & Cifuentes )

## Band 1

**Alejandro Acuña Murray**[View Profile >](#)

Acuña, Hoetz &amp; Cifuentes

From the Chambers Latin America guide

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.

## Band 3

**Felipe Hoetz**[View Profile >](#)

Acuña, Hoetz &amp; Cifuentes

From the Chambers Latin America guide

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.

2017

Latin-America Guide

INSURANCE — CHILE

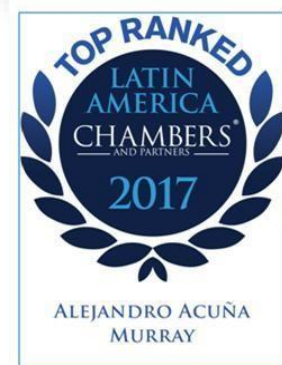
Ranked Firms **Ranked Lawyers**

**Band 1**

**Alejandro Acuña Murray**  
(Acuña, Hoetz & Cifuentes )

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Band 1

**Alejandro Acuña Murray** [View Profile >](#)

Acuña, Hoetz & Cifuentes

From the Chambers Latin America [guide](#)

**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."*

Band 3

**Felipe Hoetz** [View Profile >](#)

Acuña, Hoetz & Cifuentes

From the Chambers Latin America [guide](#)

**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."*



**Chambers Commentary (Latin America)**

**Chile, Insurance**  
**Band 1**

**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."*

**Chambers Commentary (Latin America)**

**Chile, Insurance**  
**Band 3**

**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

Alejandro Acuña Murray

(Acuña, Sahurie, Hoetz & Cifuentes)

Notable practitioners

**Alejandro Acuña Murray** is extremely well regarded in the Chilean insurance sector. He acts for both domestic insurers and international reinsurers, and is highly experienced in recovery actions, mediation processes and arbitration matters.

**Felipe Hoetz** is a highly esteemed figure in the Chilean insurance sphere. He has experience of insurance, reinsurance and loss adjustment matters.



Chile  
Insurance

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Top Ranked  
CHAMBERS  
LATIN  
AMERICA  
- 2016 -

Alejandro Acuña  
Murray

Ranked In  
CHAMBERS  
LATIN  
AMERICA  
- 2016 -

Felipe Hoetz

Insurance

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

2015

RANKED FIRMS

RANKED LAWYERS

Band 1

Alejandro Acuña Murray

(Acuña & Cía. Abogados)



Chile  
Insurance

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Chambers Latin America Rankings

RANKED IN

RANKED LAWYERS

MARKET PERCEPTION

Insurance

"The name partners there are two insurance heavyweights. Insurance is a specialism for them."

Chambers Latin America Commentary

Chile, Insurance

Band 1

Market sources highlight deeply experienced senior partner and leading figure **Alejandro Acuña Murray** as "one of the best insurance lawyers in Chile."

Top Ranked  
CHAMBERS  
LATIN  
AMERICA  
- 2015 -

Alejandro Acuña  
Murray

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**2014, 2013, 2012:**

*“Alejandro Acuña Murray has been recommended as leading lawyer in Insurance” (Band 1).*

