

Fast answers for busy brokers.

Find out more now [▶](#)

Where am I? [Home](#) > [Blog Post](#) > [Insurer](#)

Blog: Welcome to Mexico

18 Mar 2015 | By Joel Peck | [Be the first to comment](#)

[Send](#) [Print](#) [Share](#) [Comment](#)



Secure Legal Title's Sean Dalton (l) and Joel Peck (r) with Ambassador Diego Gómez Pickering

It's not every day you get invited to the Mexican Ambassador's Official Residence in London. Rarer still when the event is held to praise a British insurance agency.

But that's what happened when my company, Secure Legal Title, and representatives from Lloyd's of London attended the embassy last week to 'welcome Britain's participation into Mexico's insurance market.'

Our majority shareholder, Armour Group, has just acquired Mexican Insurer Fidelity National Title de Mexico. The business, which has been renamed Armour Secure Insurance, has written over USD \$7bn

in policies and is the largest title insurer in the Mexican market.

So why did Armour acquire it? Because now is a great time to invest in Mexico. A Bloomberg survey of leading economists found Mexico's economy is forecast to grow by 3.4% this year, making it the 18th fastest growing economy in the world. That's more than the US (3.1%) the UK (2.6%) and more than twice the 1.6% projected for Latin America overall.

And the links between Mexico and the UK are getting stronger. According to the Department for Business, Innovation and Skills, trade between the two countries is enjoying double-digit growth, with bilateral trade in 2013 at £3.3 billion. This is up by 15% compared with 2012.

Mexico is the UK's fourth largest market for the export of goods and the UK is Mexico's fifth largest inward investor. This makes Mexico the UK's second largest trading partner in Latin America after Brazil.

So why is title insurance becoming increasingly popular?

Title insurance protects investors and lenders against risk in property acquisitions and mortgage finance. Mexico is showing great growth and offers strong investment opportunities. But investors recognise the potential risk of acquiring commercial real estate overseas in an unfamiliar market, and now Mexican institutional investors are buying title insurance to mitigate risk in their domestic property investments.

Title insurance offers the peace of mind of knowing that even if a problem with the ownership of land or physical assets emerges, investors in real estate are covered and the risk mitigated.

In the UK there has also been a growing demand for solutions to high-value and/or complex indemnity and insurance issues, such as big commercial property deals in London. Similarly this market is growing in continental Europe, and we plan to introduce sophisticated, bespoke insurance cover in Mexico as well.

The Mexican Ambassador welcomed Secure Legal Title's participation in Armour Secure Insurance and the Mexican insurance sector, and was enthusiastic in announcing Lloyd's reinsurance activities in Mexico.

2015 is officially the Year of the UK in Mexico and there are lots of opportunities for British investors in Mexican real estate.

Joel Peck, CEO of British insurance agency Secure Legal Title

Related topics: [Insurer](#) | [South America](#) | [Property](#) | [HNW](#)

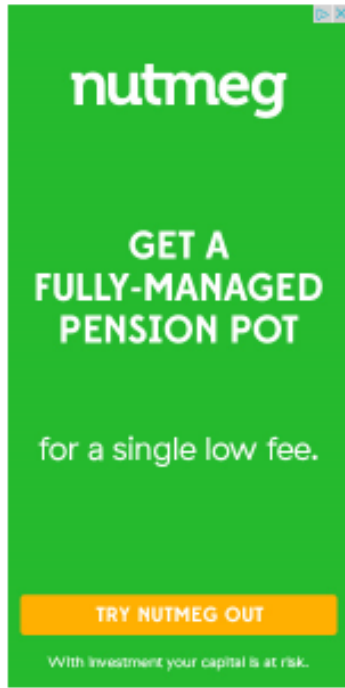
[Welcome](#) | [My account](#) | [Email alerts](#) | [Offers](#)

Welcome david.praecolli@commucan.com

Your trial for Postonline expires in **11 days**

[Logout](#)

Extend your subscription today



nutmeg

GET A FULLY-MANAGED PENSION POT

for a single low fee.

[TRY NUTMEG OUT](#)

With investment your capital is at risk.

Video

Video: Broker Network CEO Andy Fairchild
Broker | 17 Mar 2015



Roundtable - Insurance Act: Facing up to the challenges ahead
Insurer | 10 Mar 2015



[More video](#)

[Job of the week](#) | [Recruiters](#) | [Browse jobs](#)

Senior Claims Handler

Central Bristol - £18,000-£20,000 depending on skills and experience



Insurance Jobs [Search](#)

Events