



ANTONIO HUERTAS  
Chairman and CEO  
of MAPFRE

# PRESENTATION OF ANNUAL RESULTS

FEBRUARY 8, 2018



**MAPFRE**

**COMMITMENT TO SHAREHOLDERS:**  
€0.145 per share. €447m in total,  
giving a **payout of 64%**

**BEST Q4 IN MAPFRE'S  
HISTORY:**  
€256m in **NET EARNINGS**

**AN EXCELLENT YEAR**



NET IMPACT: **€156.8m**

**Effectiveness** of catastrophic  
protections

THE VALUE OF COMMITMENT:  
Payments of **+€1,000m**





## EXCELLENT RISK MANAGEMENT

Topping out an historic year of catastrophes with  
**€701m**  
**IN EARNINGS**

## FOCUS ON PROFITABLE GROWTH

### SPAIN: IN TOP GEAR

**PREMIUMS +4%**

**COMBINED  
RATIO:  
93.4%**  
(Auto - 90.8%)

### RE OUTDOES ITSELF ONCE AGAIN

**EARNS €163m**  
despite catastrophic  
events

### BRAZIL

Excellent net profit and  
Combined Ratio

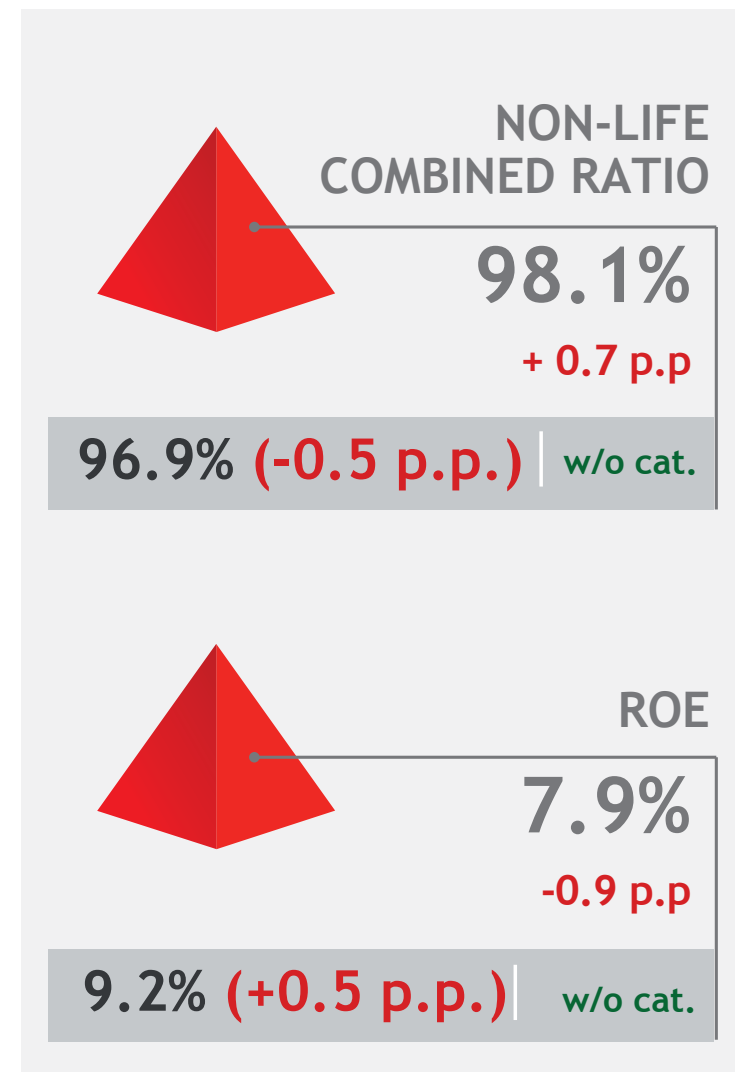
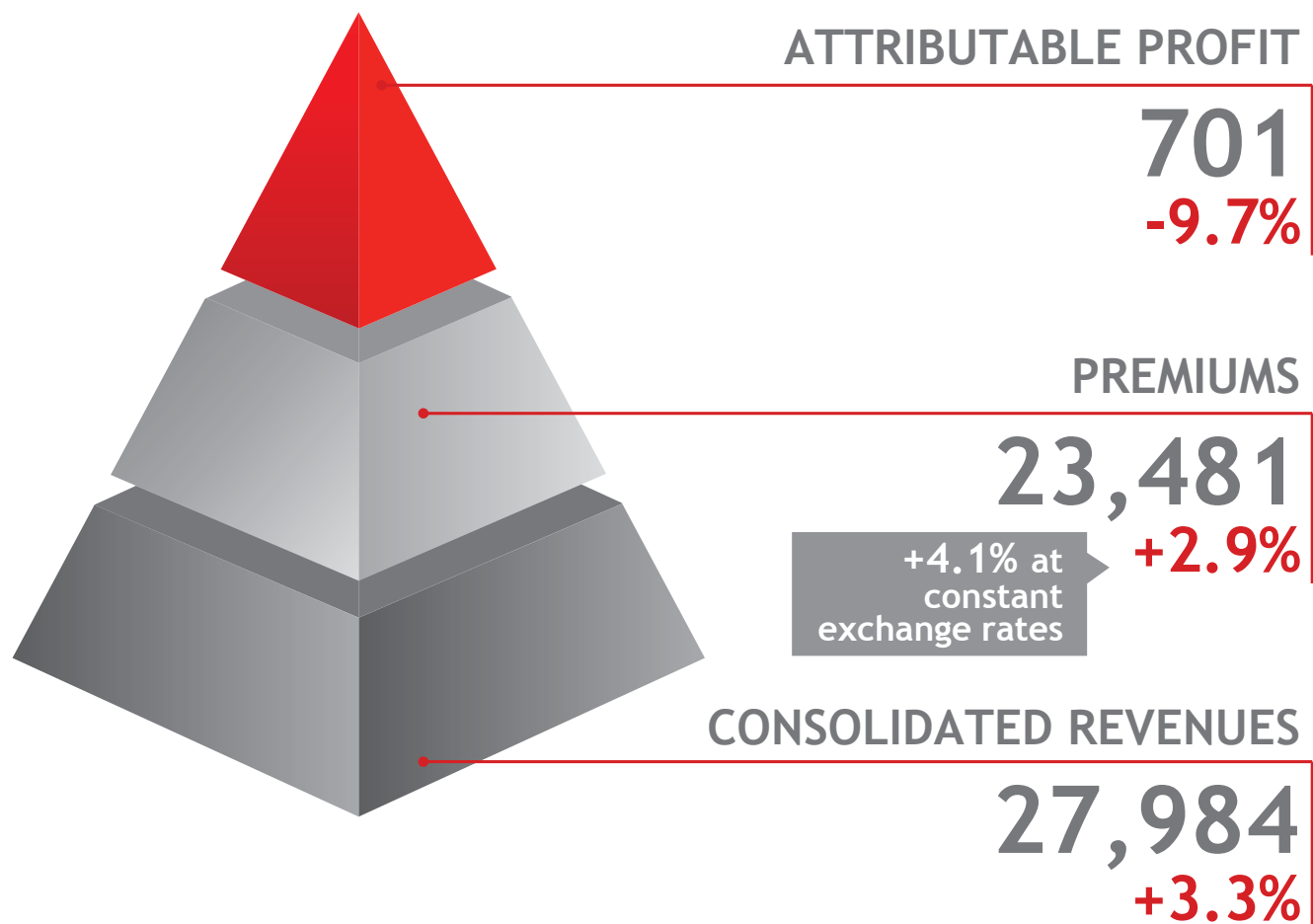
### RELEVANT IMPROVEMENTS

**LATAM SOUTH**  
Earnings up 4x  
**EURASIA** earns €39m  
(vs. €69m loss in 2016)

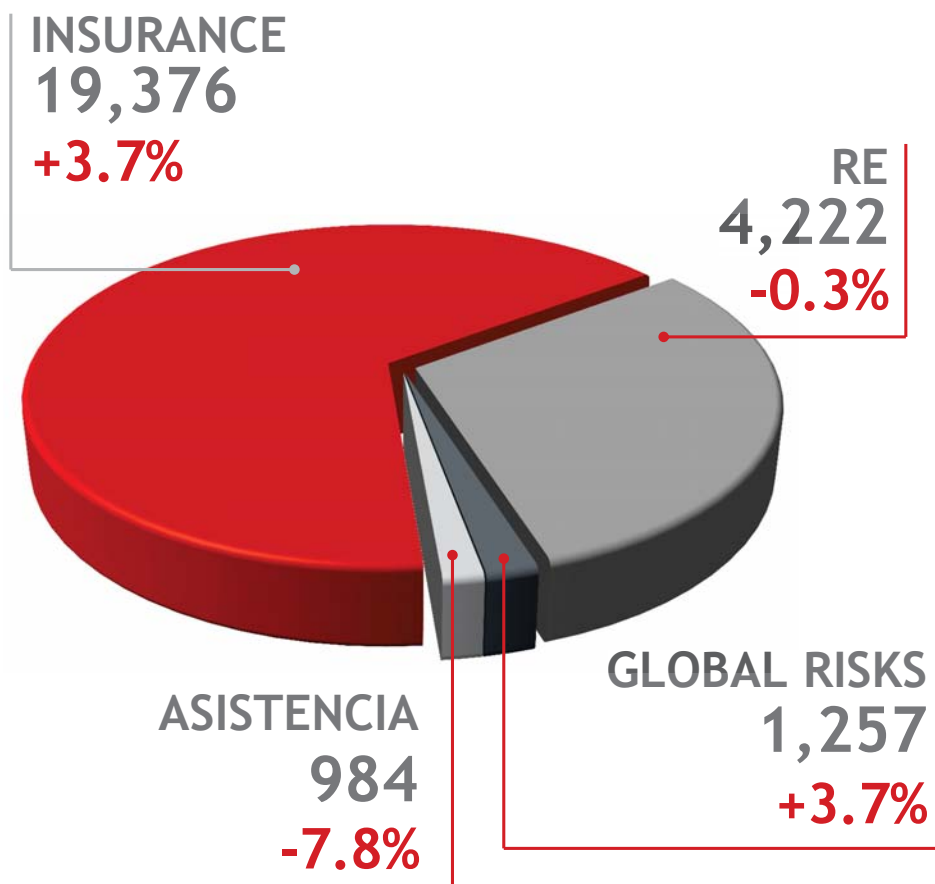
### RECOVERY UNDERWAY

Mexico, USA and  
Asistencia

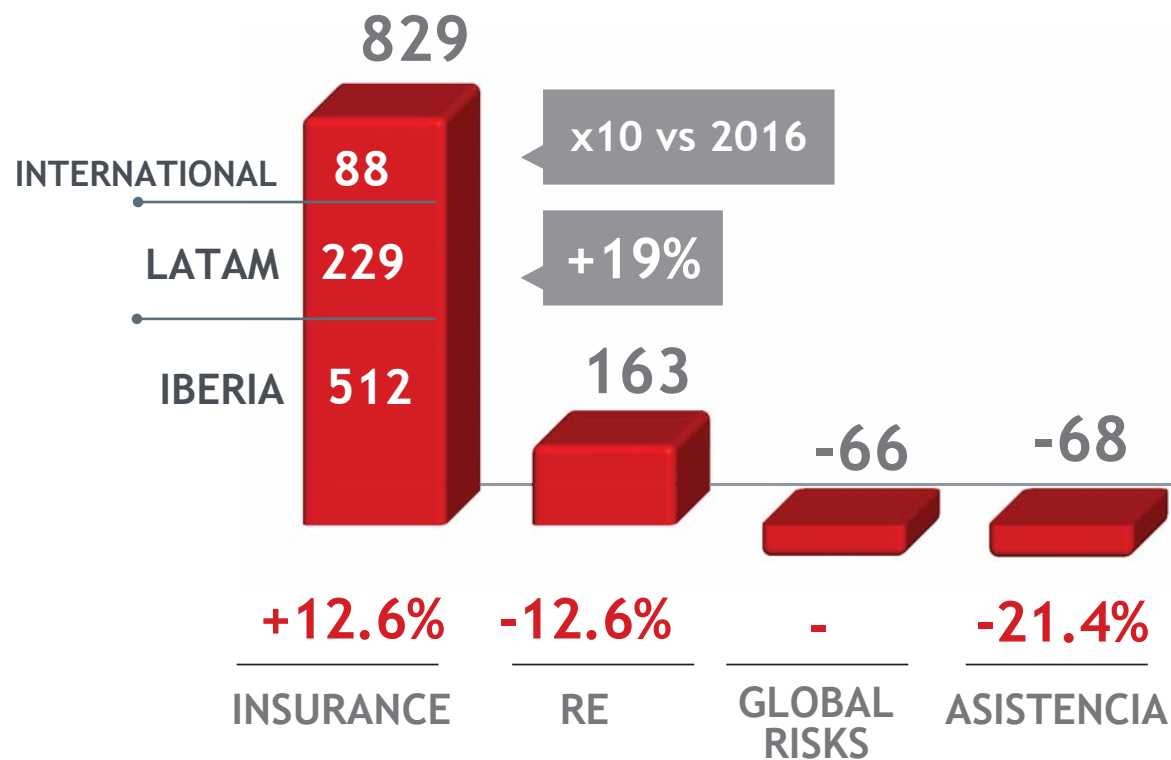




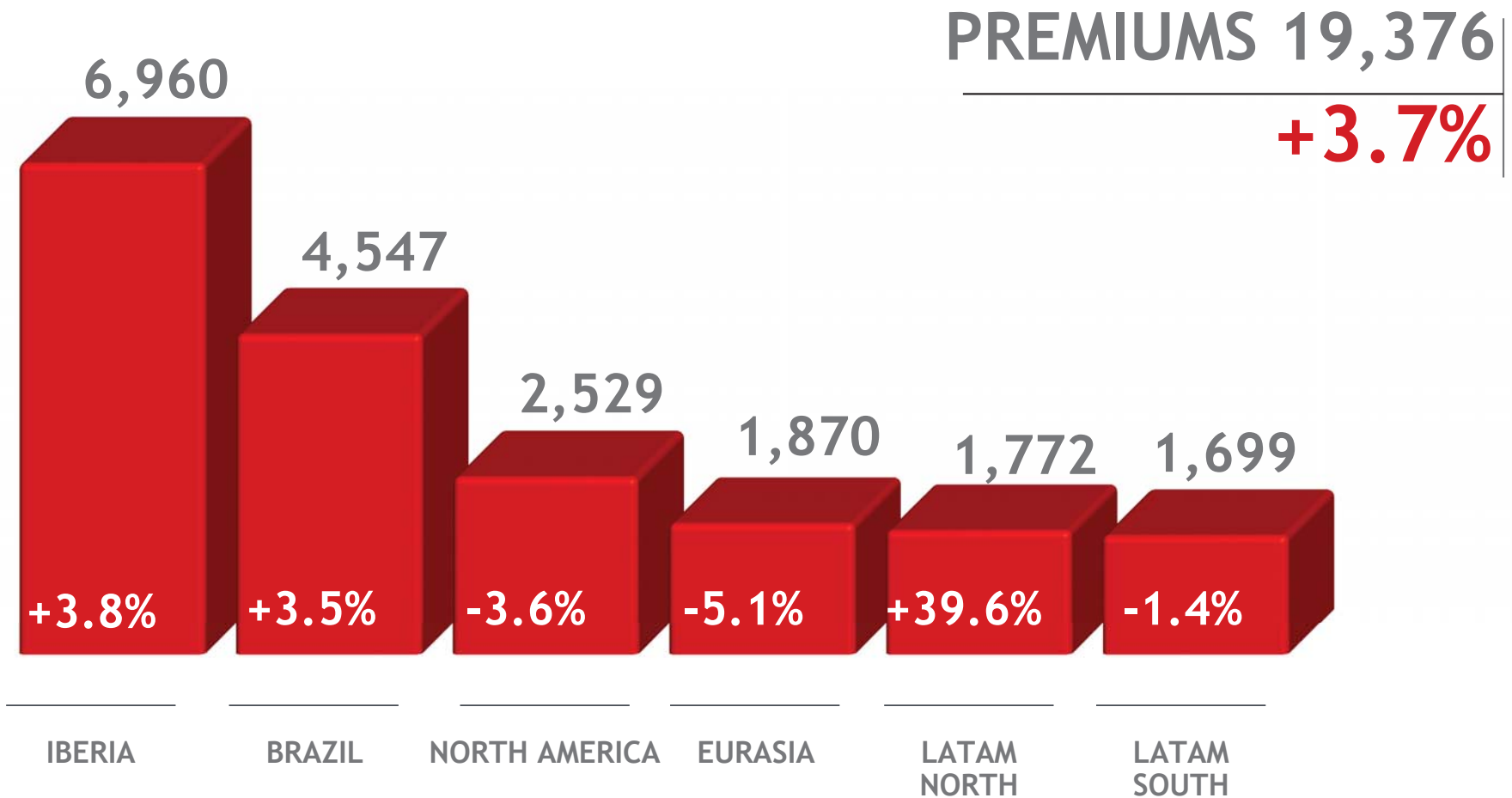
## PREMIUMS



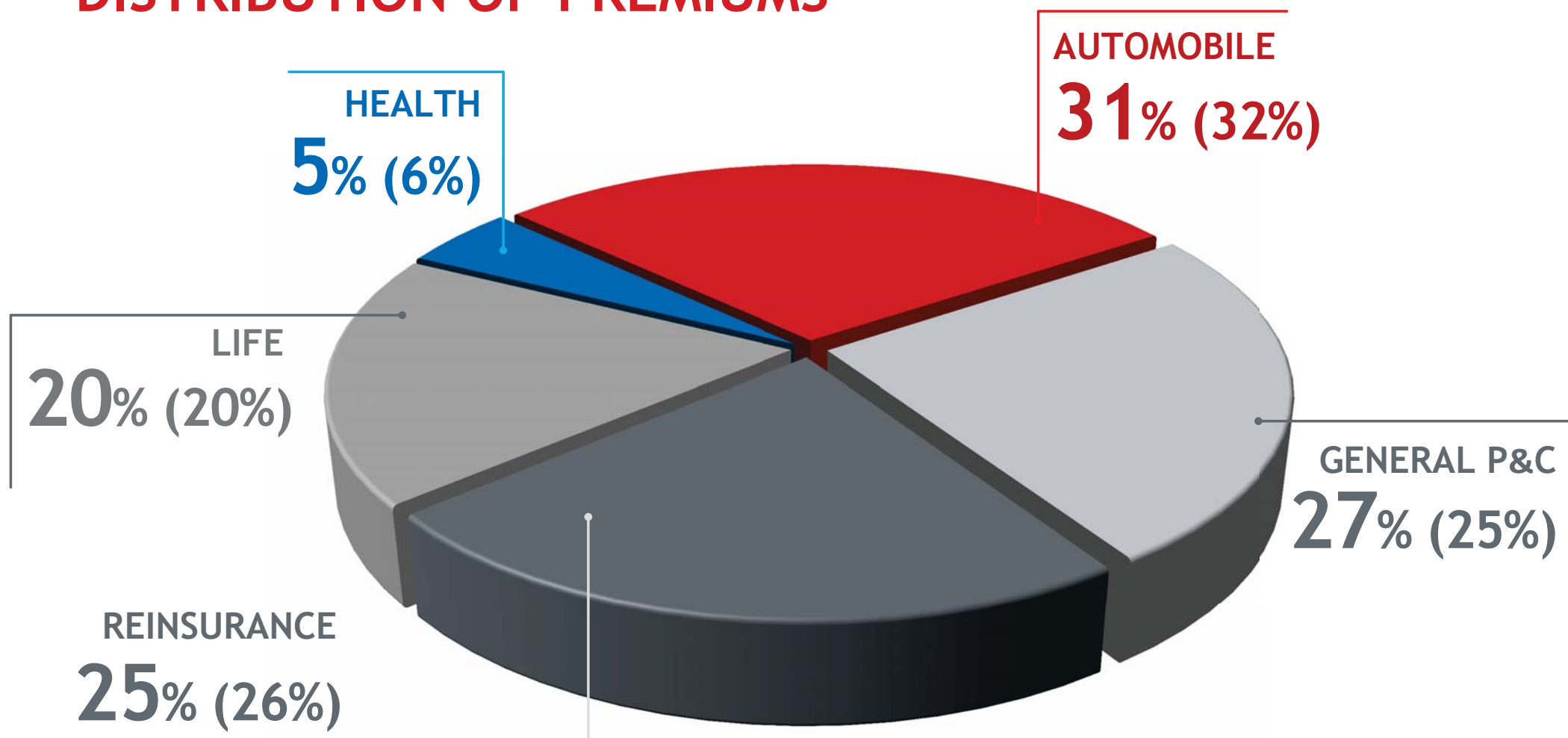
## NET EARNINGS



Millions of euros  
Data not consolidated for adjustments



## DISTRIBUTION OF PREMIUMS



(%) Previous year  
Data not consolidated for adjustments





FERNANDO MATA  
Group Finance Director  
(CFO)

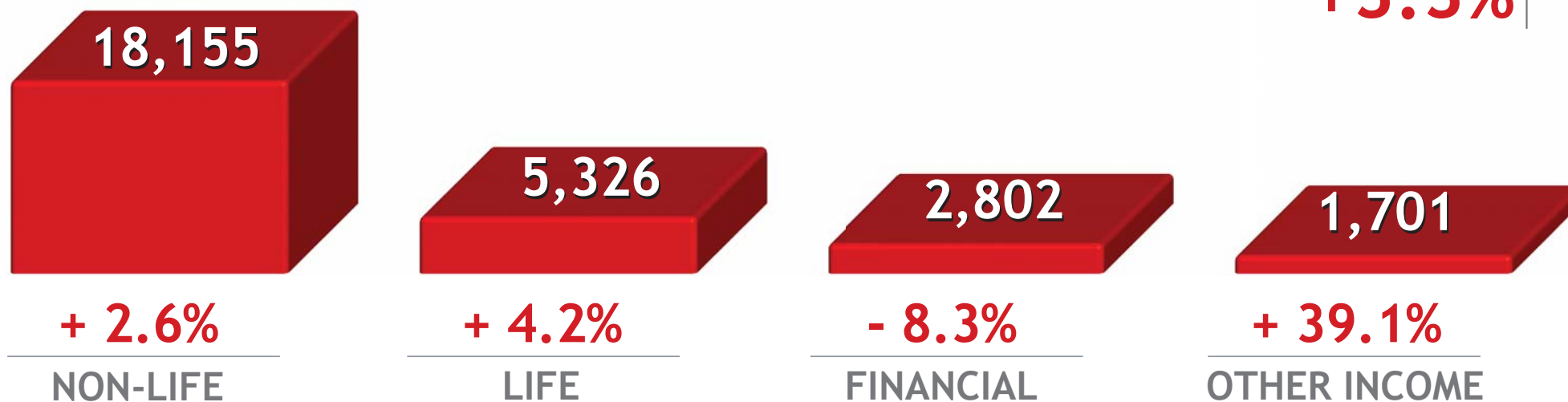
# KEY FINANCIAL ASPECTS

FEBRUARY 8, 2018



## CONSOLIDATED REVENUES 27,984

**+3.3%**



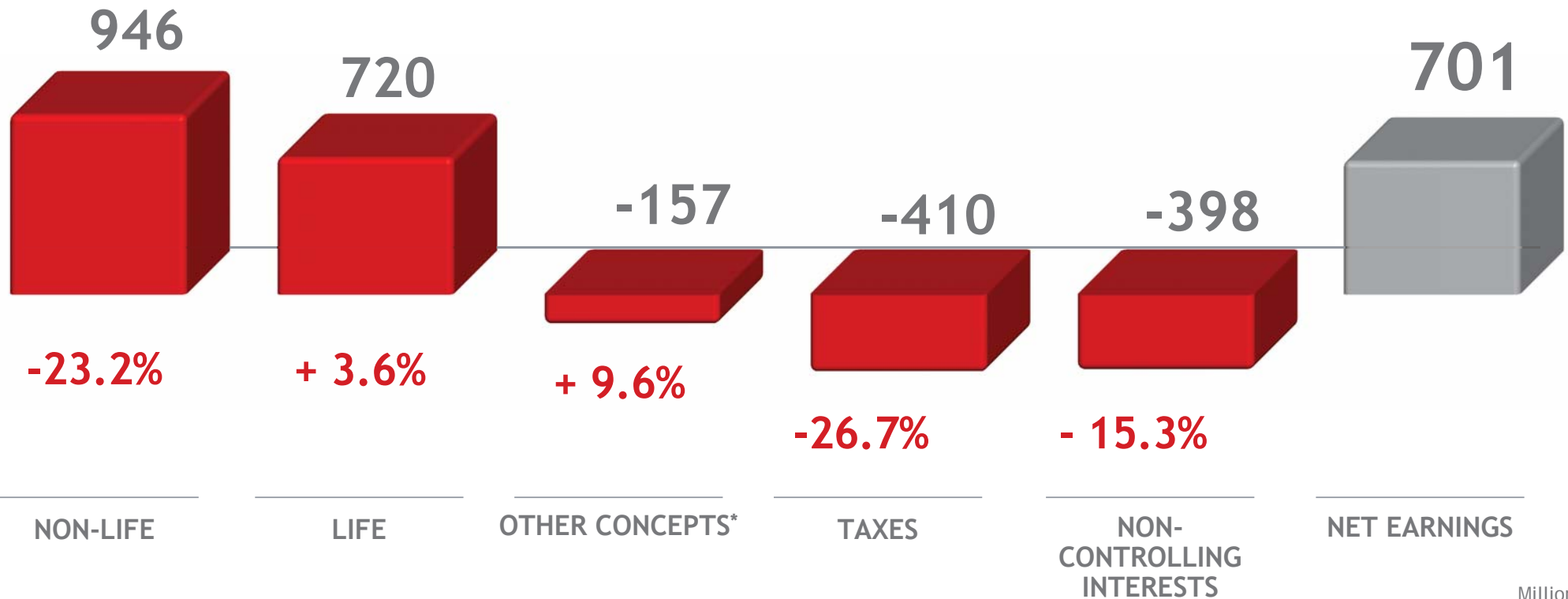
### TOTAL PREMIUMS (LIFE / NON-LIFE)

**€23,481** in 2017

**+2.9%**

# NET EARNINGS €701m

## -9.7%



Millions of euros

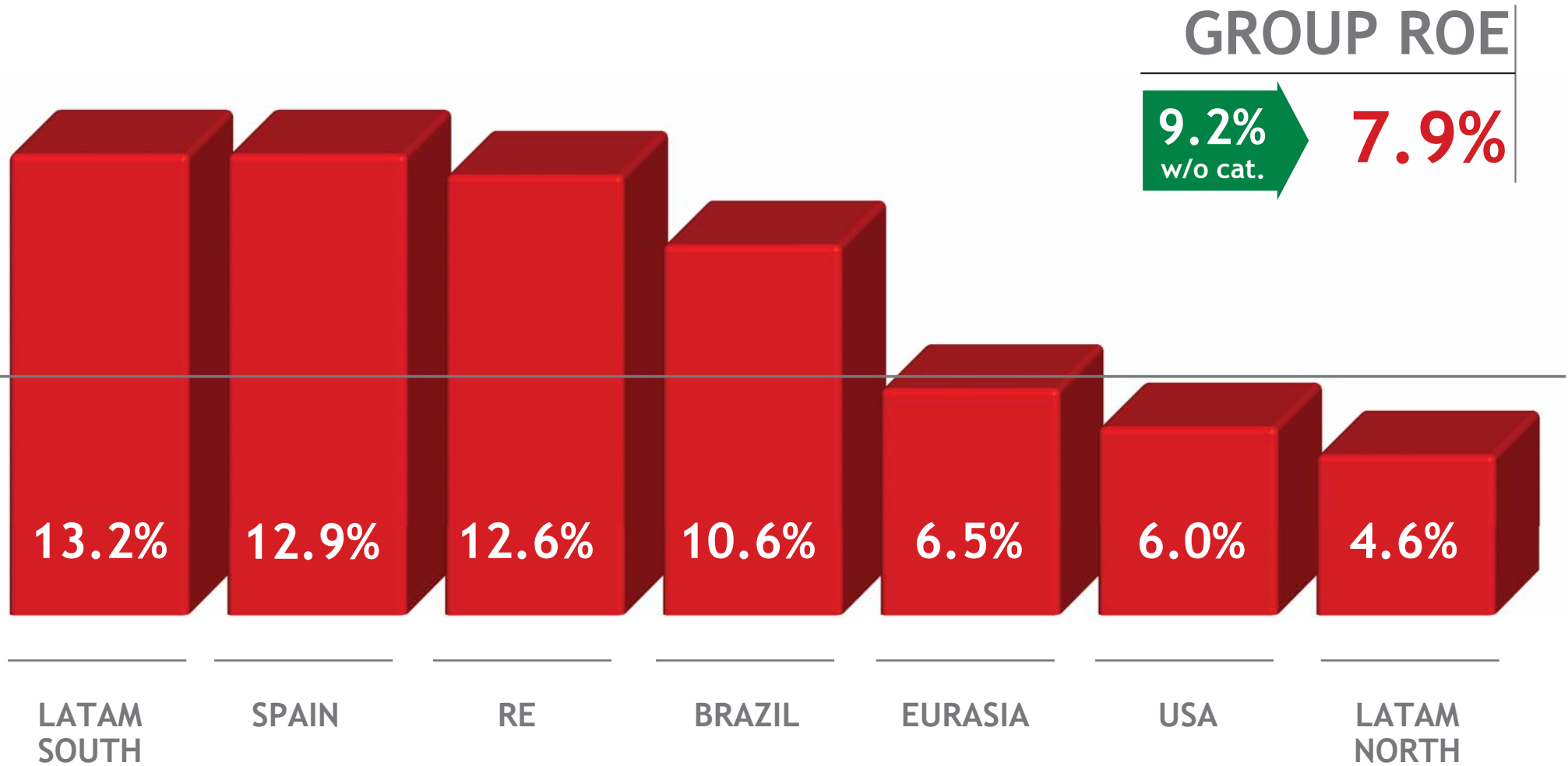
\*Includes other activities, Holding costs and hyperinflation adjustments

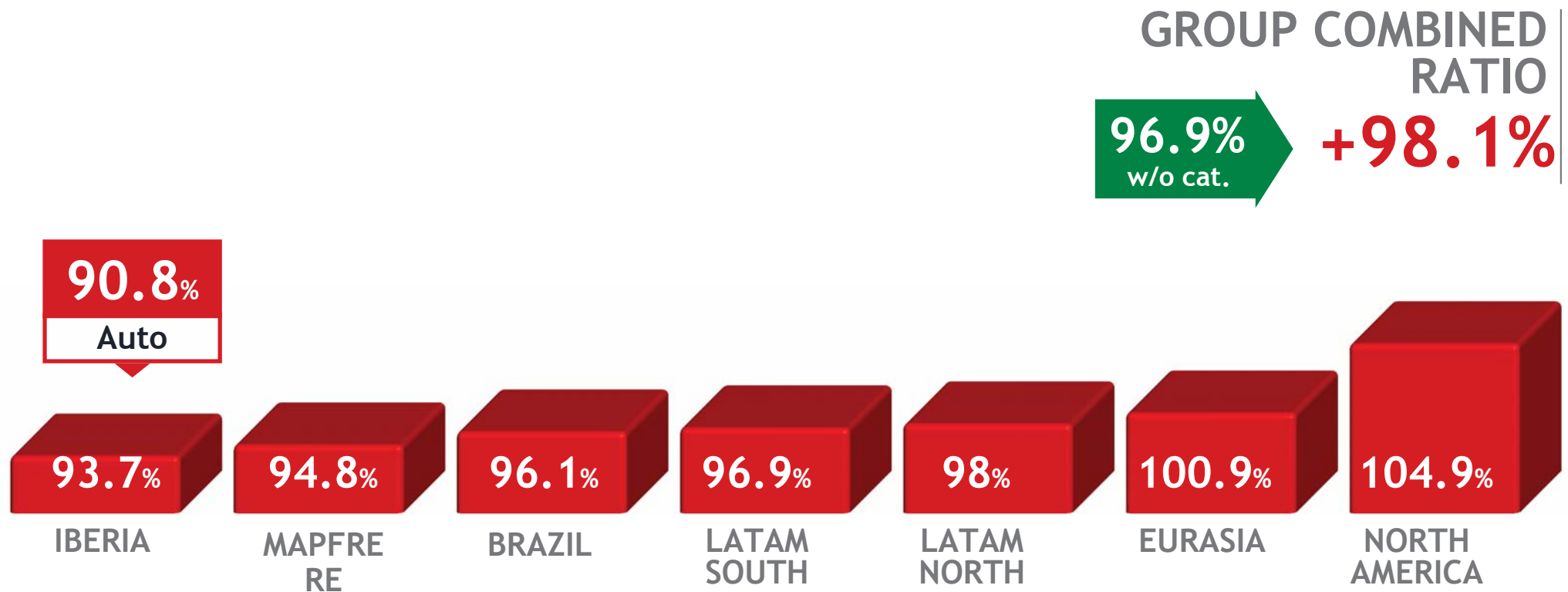
## CATASTROPHIC EVENTS IN 2017

	GLOBAL RISKS	PUERTO RICO	COLOMBIA AND PERU	USA	MEXICO	DOMINICAN REPUBLIC	SUBTOTAL	MAPFRE RE	TOTAL
Hurricane Harvey	11.3	----	----	----	----	----	11.3	7.0	18.3
Hurricane Irma	18.8	19.6	----	1.1	----	----	39.5	5.4	44.9
Hurricane María	16.9	23.3	----	----	----	0.4	40.6	25.8	66.4
Mexico earthquake	10.5	----	----	----	1.4	----	11.9	15.3	27.2
<b>Total for Q3 Cat. events</b>	<b>57.5</b>	<b>42.9</b>	<b>----</b>	<b>1.1</b>	<b>1.4</b>	<b>0.4</b>	<b>103.3</b>	<b>53.5</b>	<b>156.8</b>
Niño Costero	19.9	----	2.4	----	----	----	22.3	4.7	27.0
<b>TOTAL FOR CATASTROPHIC EVENTS</b>	<b>77.4</b>	<b>42.9</b>	<b>2.4</b>	<b>1.1</b>	<b>1.4</b>	<b>0.4</b>	<b>125.6</b>	<b>58.2</b>	<b>183.8</b>

**€184 million** net impact  
on the Group

**€1,050 million** worth of **benefit payments** committed to clients



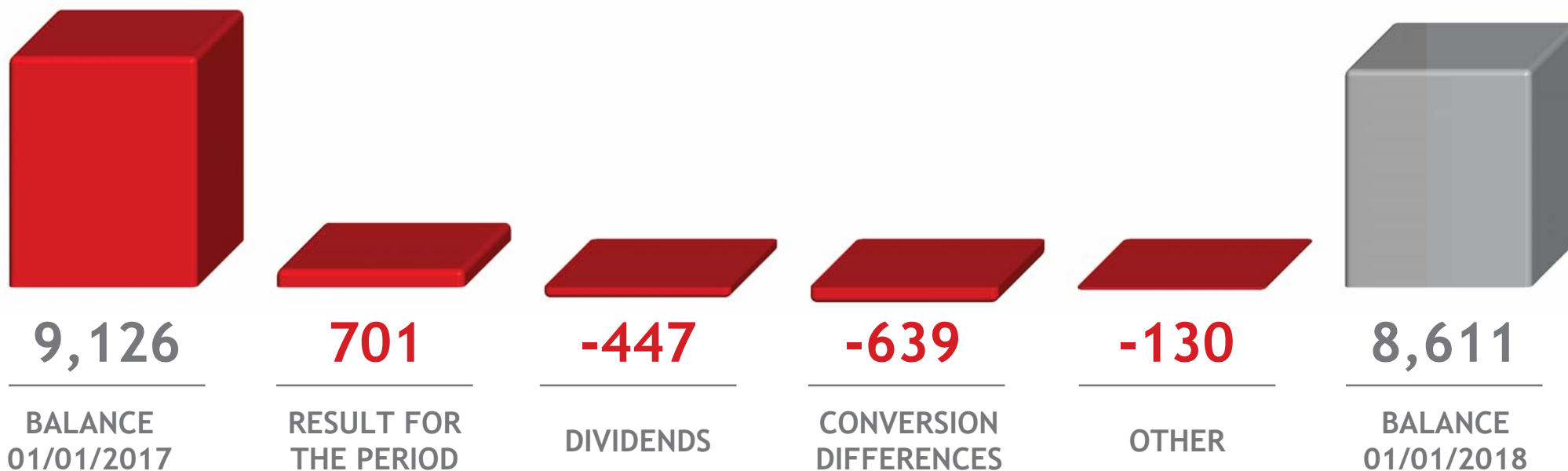


Non-Life combined ratio **trend is improving** in Iberia, LATAM South, LATAM North and EURASIA

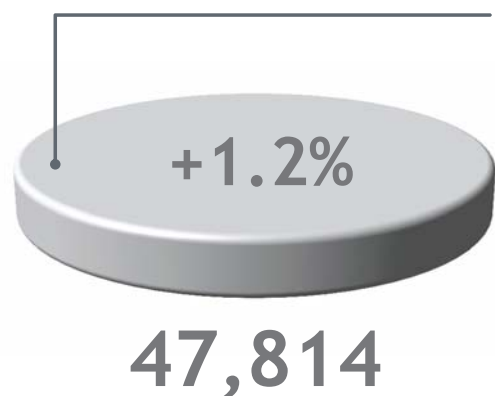


€8,611m at December 2017

**-€515m** | **-5.6%**



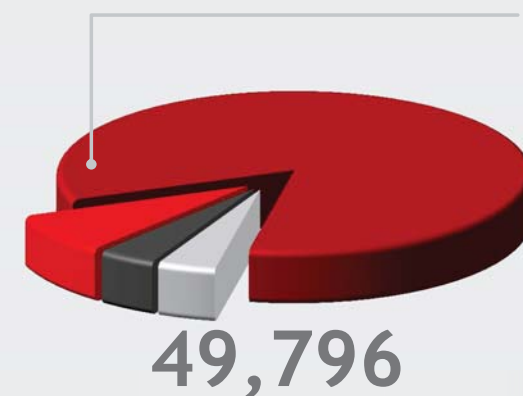
## TECHNICAL PROVISIONS



## TOTAL ASSETS



## INVESTMENTS & CASH



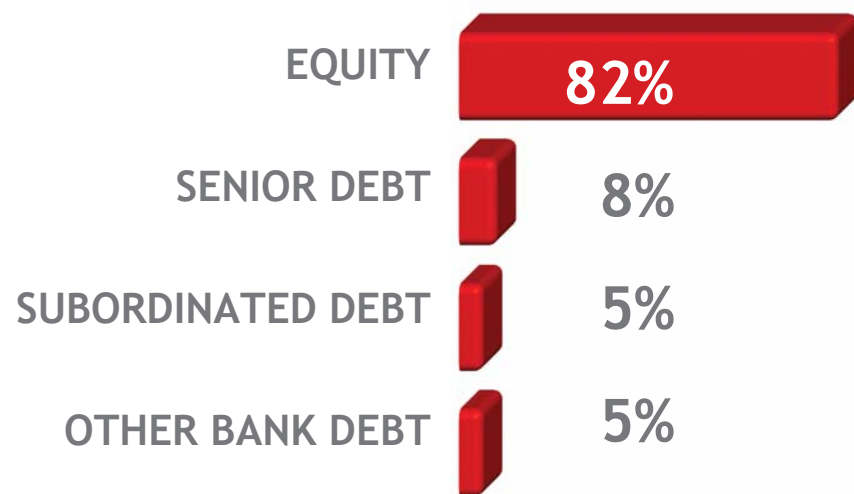
84% FIXED INCOME AND OTHER  
 4% CASH  
 4% REAL ESTATE  
 8% VARIABLE INCOME AND FUNDS

**€27,388m** in sovereign debt

**€292m** in alternative investments

## CAPITAL STRUCTURE

**€12,840<sub>m</sub>**



**DEBT LEVEL 18%**

## SOLVENCY

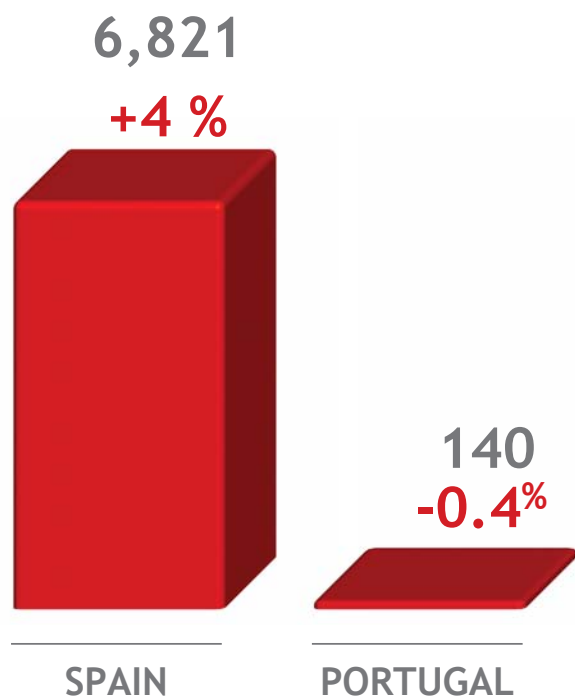
SOLVENCY II RATIO **189%\***

**Tier 1** €8,071m (93%)

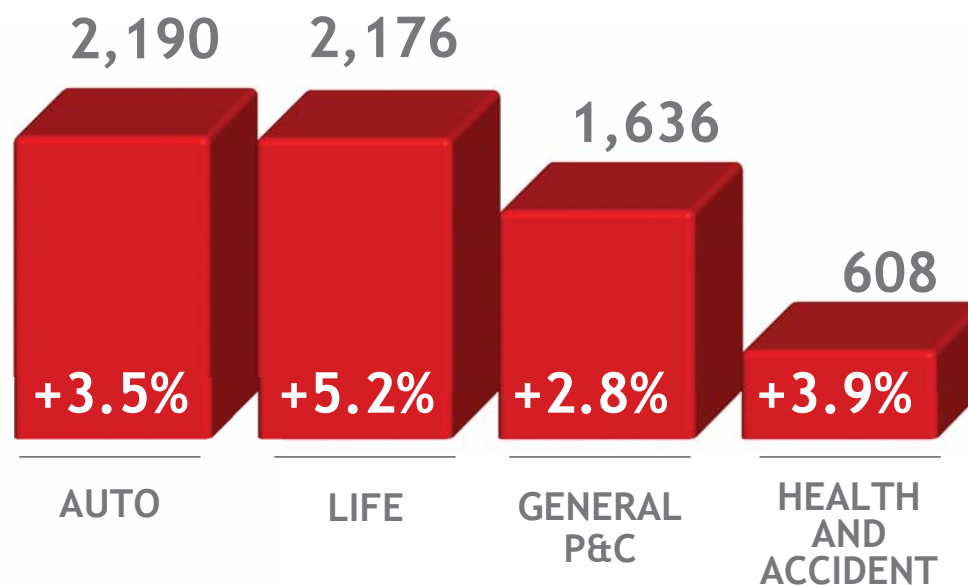
**Tier 2** €607m (7%)

\*Q3

**IBERIA**  
6,960 IN PREMIUMS **+4%**



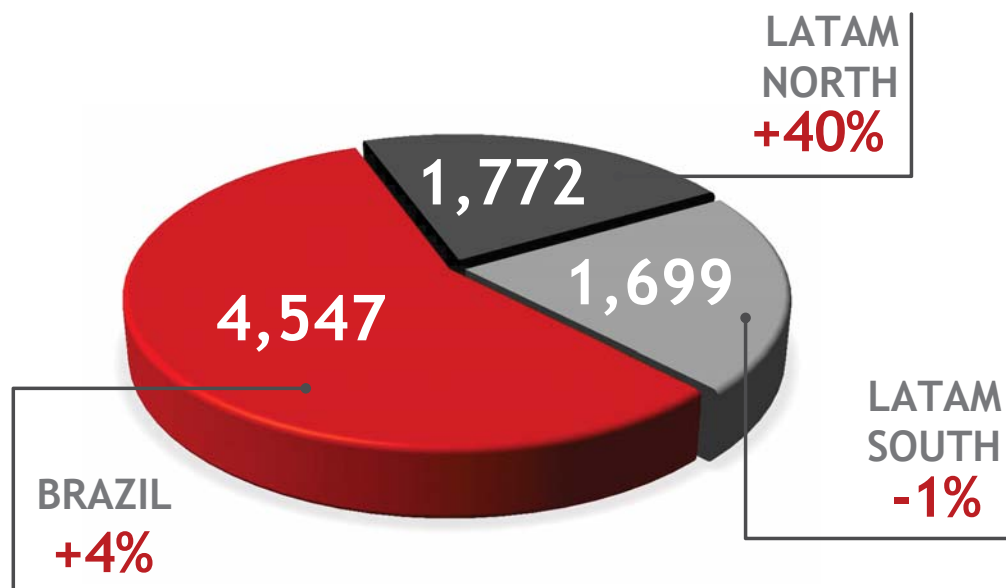
## SPAIN: THE GROWTH ENGINE



	GROWTH		
	MARKET	MAPFRE	RANKING
AUTOMOBILE	3.4%	3.8%	1
HOMEOWNERS	3.0%	1.9%	1
CORPORATE	1.8%	3.1%	2
HEALTH	4.2%	5.0%	5
CONDOMINIUMS	2.3%	3.4%	1

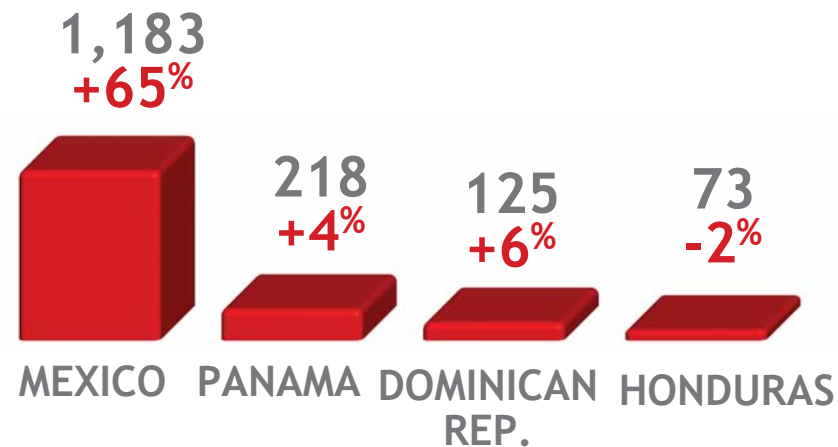
Millions of euros

**LATIN AMERICA 8,018**  
IN PREMIUMS **+9%**

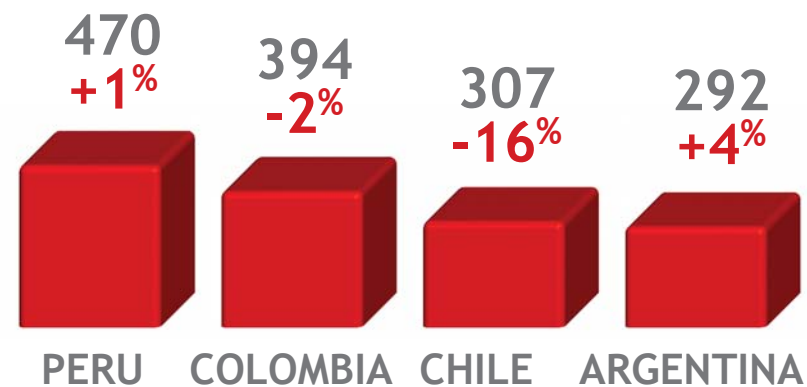


Millions of euros

## LATAM NORTH

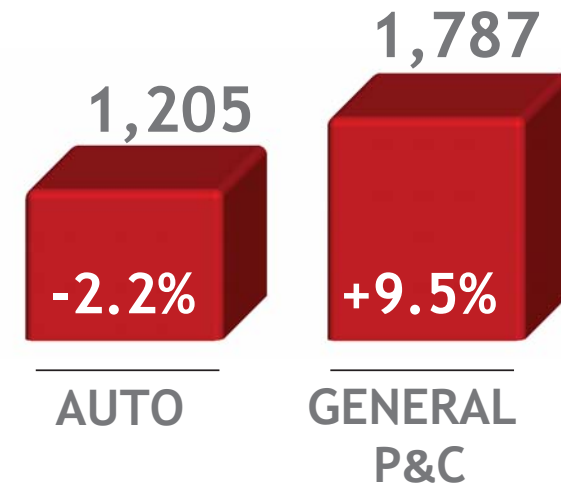


## LATAM SOUTH





# BRAZIL

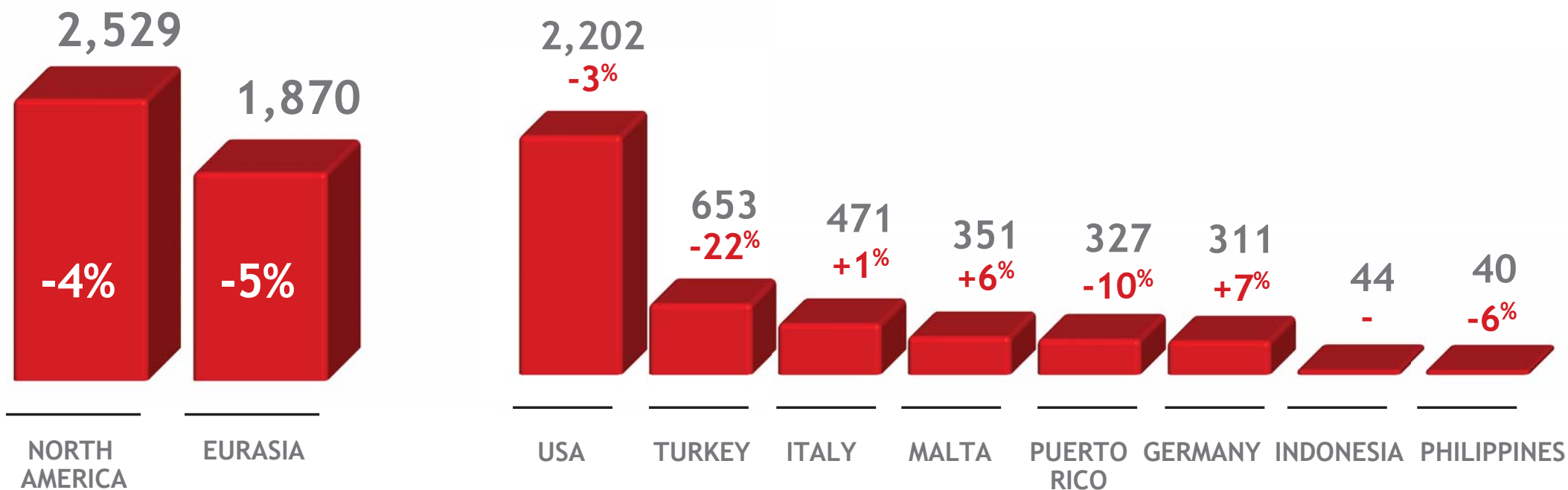
**LIFE**
**1,551 +1.8%**
**NON-LIFE**
**2,996 +4.4%**


Millions of euros

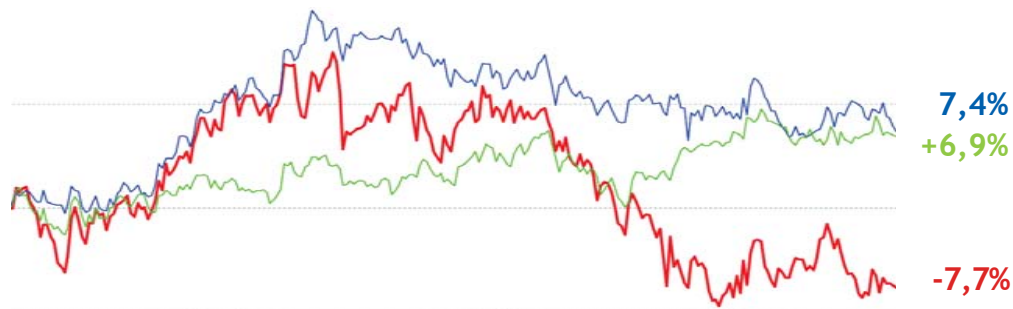


## INTERNATIONAL 4,398 IN PREMIUMS

**-4%**



— MAPFRE S.A. — IBEX 35 — DJ STOXX INSURANCE



Jan Feb Mar April May June July Aug Sept Oct Nov Dec

2017

**MARKET  
CAPITALIZATION**  
at 12-31-17

**8,247**

Millions of euros

2017

2016+2017

**MAPFRE**

**-7.7%**

**+15.8%**

**IBEX 35**

**+7.4%**

**+5.3%**

**DJ Stoxx  
Insurance**

**+6.9%**

**+1%**



**ANTONIO HUERTAS**  
Chairman and CEO  
of MAPFRE

**CONCLUSIONS**  
**PRESENTATION OF ANNUAL RESULTS**

FEBRUARY 8, 2018



**MAPFRE**

## WE MAINTAIN OUR SHAREHOLDER REMUNERATION

DIVIDEND FOR THE YEAR: **€0.145** per share  
against the 2017 results.

In total:

**€447m**

A PAYOUT  
OF **64%** IN  
2017

**€2,464m**

distributed to  
shareholders,  
**all of it in cash,**  
from 2012-2017





**FITCH RATING  
INSURER STRENGTH -  
`A`**



**SOLVENCY POSITION  
189%**



**QUALITY  
OF CAPITAL  
(93% TIER 1)**



**DEBT RATIO  
LEVEL 18%**



**EXCELLENT  
INTERNAL COST RATIO  
4.4%**



**TECHNICAL RESULT  
COMBINED RATIO  
96.9%**

(w/o cat.)



## UPDATING OF THE STRATEGIC ALLIANCE WITH BANCO DO BRASIL IN THE INSURANCE BUSINESS

# 1

MAPFRE would be the sole shareholder of the agency channel companies.

# 2

MAPFRE would control **100% of the automobile and large risks insurance businesses** in the bank channel.

# 3

**MAPFRE's exclusive product distribution agreement** via BB would be maintained, both for Life and Non-Life.

# 4

BB MAPFRE would focus on Life, agriculture, condominium, SMEs and homeowners insurance for BB clients.



Significantly enhances **shareholding** in the Brazil business.

Increases **earnings contribution** of its local business.

Simplifies the **execution of MAPFRE's strategy** in Brazil.

Boosts the **MAPFRE brand in Brazil. Consolidates** as the no. 2 Non-Life company in the country.

Maintains **exclusivity of the Banco do Brasil channel.**



**2017:** A positive year in a very complex environment.

**Financial strength** and prudent management underpinned **commitment to shareholders.**

**Focus on profitable growth** beginning to bear fruit outside Iberia.

A satisfactory 2017, and confidence in the future.





**MAPFRE**