

MAPFRE INCREASES BY 13% ITS REVENUES (€13,141 MILLION)
AND BY 10.2% ITS RECURRING RESULTS (€510 MILLION)
IN THE FIRST HALF

- **The international business continues to grow and contributes 66% of premiums and half of the recurring results**
- **Outstanding growth of the insurance business in all Latin American countries, especially in Brazil, which grows 75%. The loss experience decreases more than 3 points in the region**
- **Excellent development of the rest of the international business, especially in the United States and Turkey**
- **Excellent performance of the global businesses (Reinsurance, Global Risks and Assistance), with a 15% increase in premiums and 16% in revenues**
- **In Spain, the Motor and Life-Protection businesses outperform the sector, thanks to the strength of the Group's agents network**

MAPFRE achieved in the first half of the year revenues of €13,140.9 million, 13% more than the same period of the previous year, driven by the sustained growth of the international business.

The Group's premiums exceeded €11,202 million, a 15.2% rise. The Non-Life businesses (€8,191.5 million) grew 12.9% and Life Assurance businesses by 22% (€3,010.6 million) in the period.

MAPFRE's attributable result in the first half of 2012 amounted to €434.2 million, a 20.1% decrease mainly due to the provisions and impairments carried out as a result of the market crisis. The recurring result, however, grows 10.2%, to €510.1 million, thus reflecting the Group's operating strength, which contains the effects of the financial crisis.

Moreover, the favourable development of the Group's combined ratio should be highlighted, which decreased by nearly 1 p.p., to 95.6%, thanks to the decline in the loss experience stemming from the lower impact of natural catastrophes and a rigorous technical approach to underwriting.

The market crisis has led to the appropriation of reserves amounting to €120.7 million gross, due to the impairment of the shareholdings in BANKIA and €19.1 million gross from the investment in Cattolica.

1.- Business development:

The **Domestic Insurance Division**, which contributes 34.1% of the Group's total premiums, exceeded €4,068 million in premiums, a decrease of 5.9%, as a result of the decline in demand in the Spanish market:

- Non-Life premiums exceeded €2,622 million, a 3.9% decrease. Of worthy mention is the positive performance of the Commercial insurance (+3.7%) and Home insurance (+2.6%). The Motor business recorded a decline of 3.9%, compared to a 4.7% contraction for the sector, and the Group has increased its market share to 20.7%.
- Life Assurance premiums reached €1,445 million (-9.3%), in an environment with lower disposable income and strong competition from Banks for the winning of deposits. Technical reserves stood at €17,556 million, and managed savings amounted to €24,899.9 million. The good performance of the agents' channel, which grows 13.4%, must be noted.

The **International Insurance Division**, which comprises the insurance activities abroad and contributes 45.3% of the Group's total premiums, reached €5,416 million (+39.3%):

- In the Latin American countries, the Group achieved premiums of €4,297.6 million, a 46.3% increase. Of note is the strong business growth in Brazil (+75.1%, to €2,325.8 million), a country that contributes 54.1% of MAPFRE's business in the region. Furthermore, increases have been recorded in all the countries in the region, in particular in Central America (+32.1%), Chile (+31.1%), Colombia (+26.6%), Venezuela (+25.8%), Mexico (+24.2%), Peru (+20.9%) and Argentina (20.6%).

- In all the other countries where the Group engages in insurance operations –the USA, the Philippines, Malta, Portugal and Turkey– premiums reached €1,118.4 million, a 17.6% rise. Worthy of mention is the increase in the premiums volume in the USA, to €769.7 million (+8.1%), and the very favourable development in Turkey, with premiums of €200.5 million (+36%).
- The pre-tax profit improves significantly: in Latin America it increased by 22.7% and in all other countries 71.5%, with spectacular growth in the USA (+190.4%), mainly due to the absence of catastrophes as a result of the favourable weather.

The **Global Businesses Division**, which contributes 20.6% of the Group's premiums and includes MAPFRE's Reinsurance, Global Risks and Assistance businesses, achieved premiums and operating revenues of €2,548.8 million, a 14.3% increase:

- Accepted premiums from Reinsurance amounted to €1,501.9 million, a 13% rise. The favourable business development reflects growths in all lines, and in particular in the Life Assurance business.
- Global Risks' premiums increased 14.4%, to €611.7 million, with strong growth of new international markets. The development of the Property Damage line should be highlighted.
- The revenues from the Assistance business (premiums and income from the sale of services) recorded a 19.1% increase, to €435.2 million. Of note is the growth achieved in Travel Assistance Insurance, especially in the UK and France.

MAIN CONSOLIDATED FIGURES

Results	Million €		% Var. 12 / 11
	6M 2012	6M 2011	
GROSS WRITTEN AND ACCEPTED PREMIUMS	11.202,1	9.724,6	15,2%
Non-life	8.191,5	7.256,1	12,9%
Life	3.010,6	2.468,5	22,0%
TOTAL CONSOLIDATED REVENUES	13.140,9	11.625,7	13,0%
RESULTS BEFORE TAX AND MINORITY INTERESTS	823,8	851,9	-3,3%
RESULTS AFTER TAX AND MINORITY INTERESTS	434,2	543,2	-20,1%
EARNINGS PER SHARE (euro cents)	0,14	0,18	-22,3%

Balance Sheet	Million €		% Var. 12 / 11
	6M 2012	6M 2011	
TOTAL ASSETS	55.848,9	52.225,4	6,9%
MANAGED SAVINGS⁽¹⁾	29.341,6	28.271,2	3,8%
SHAREHOLDERS' EQUITY	7.198,2	6.837,0	5,3%

⁽¹⁾ Includes: Life technical reserves, mutual and pension funds

MAIN FIGURES BY UNITS

	6M 2012	6M 2011	12 / 11
DIRECT INSURANCE SPAIN	4.068,8	4.323,6	-5,9%
MAPFRE FAMILIAR	2.223,5	2.344,8	-5,2%
MAPFRE VIDA	1.444,9	1.592,5	-9,3%
MAPFRE EMPRESAS	400,4	386,3	3,7%
DIRECT INSURANCE INTERNATIONAL	5.416,0	3.887,4	39,3%
MAPFRE AMÉRICA	4.297,6	2.936,5	46,4%
MAPFRE INTERNACIONAL ⁽²⁾	1.118,4	950,9	17,6%
GLOBAL BUSINESS	2.461,6	2.150,7	14,5%
MAPFRE GLOBAL RISKS	611,7	534,5	14,4%
MAPFRE RE	1.501,9	1.329,6	13,0%
MAPFRE ASISTENCIA	348,0	286,6	21,4%

⁽²⁾ Includes: Malta, the Philippines, Portugal, Turkey and USA

Results before tax and minority interests	Million €		% Var. 12 / 11
	6M 2012	6M 2011	
DIRECT INSURANCE SPAIN	349,2	540,9	-35,4%
MAPFRE FAMILIAR	157,6	293,4	-46,3%
MAPFRE VIDA	121,2	156,3	-22,5%
MAPFRE EMPRESAS	70,4	91,2	-22,8%
DIRECT INSURANCE INTERNATIONAL	403,4	312,9	28,9%
MAPFRE AMÉRICA	334,8	272,9	22,7%
MAPFRE INTERNACIONAL ⁽²⁾	68,6	40,0	71,5%
GLOBAL BUSINESS	102,1	88,0	15,9%
MAPFRE GLOBAL RISKS	15,1	16,5	-8,5%
MAPFRE RE	70,3	55,0	27,8%
MAPFRE ASISTENCIA	16,7	16,5	1,2%

⁽²⁾ Includes: Malta, the Philippines, Portugal, Turkey and USA

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