

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

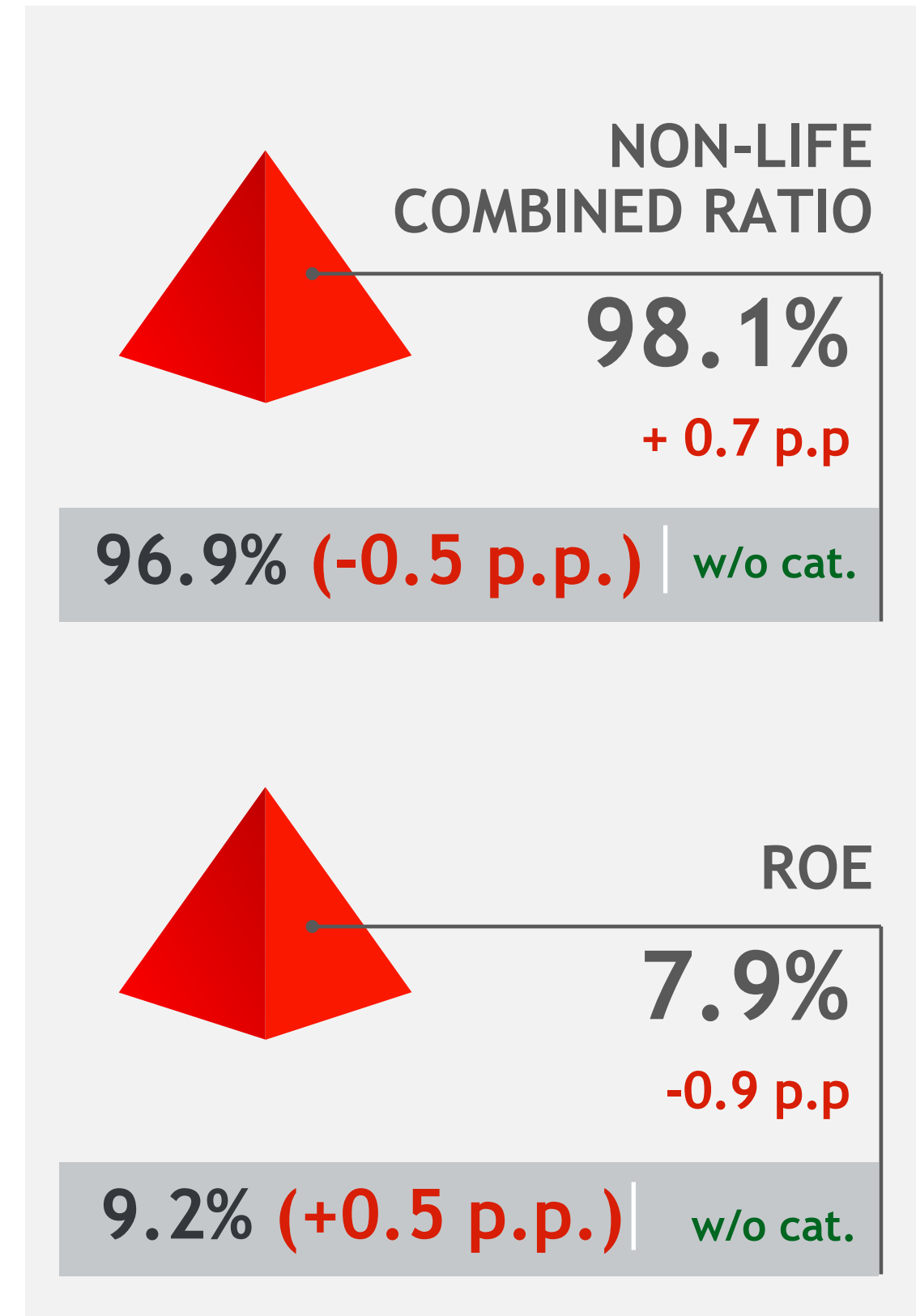
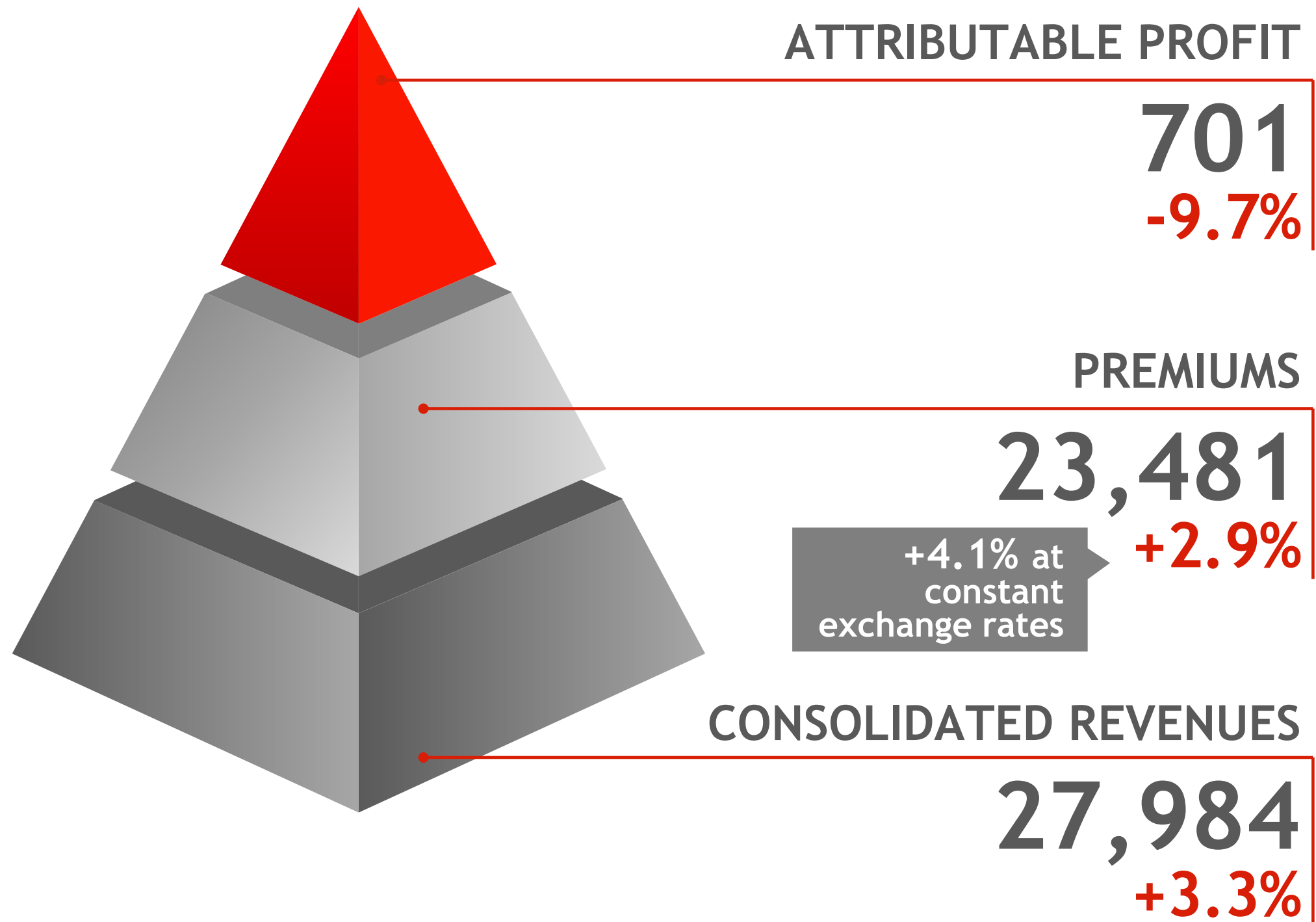
Excellent net profit and
Combined Ratio

RELEVANT IMPROVEMENTS

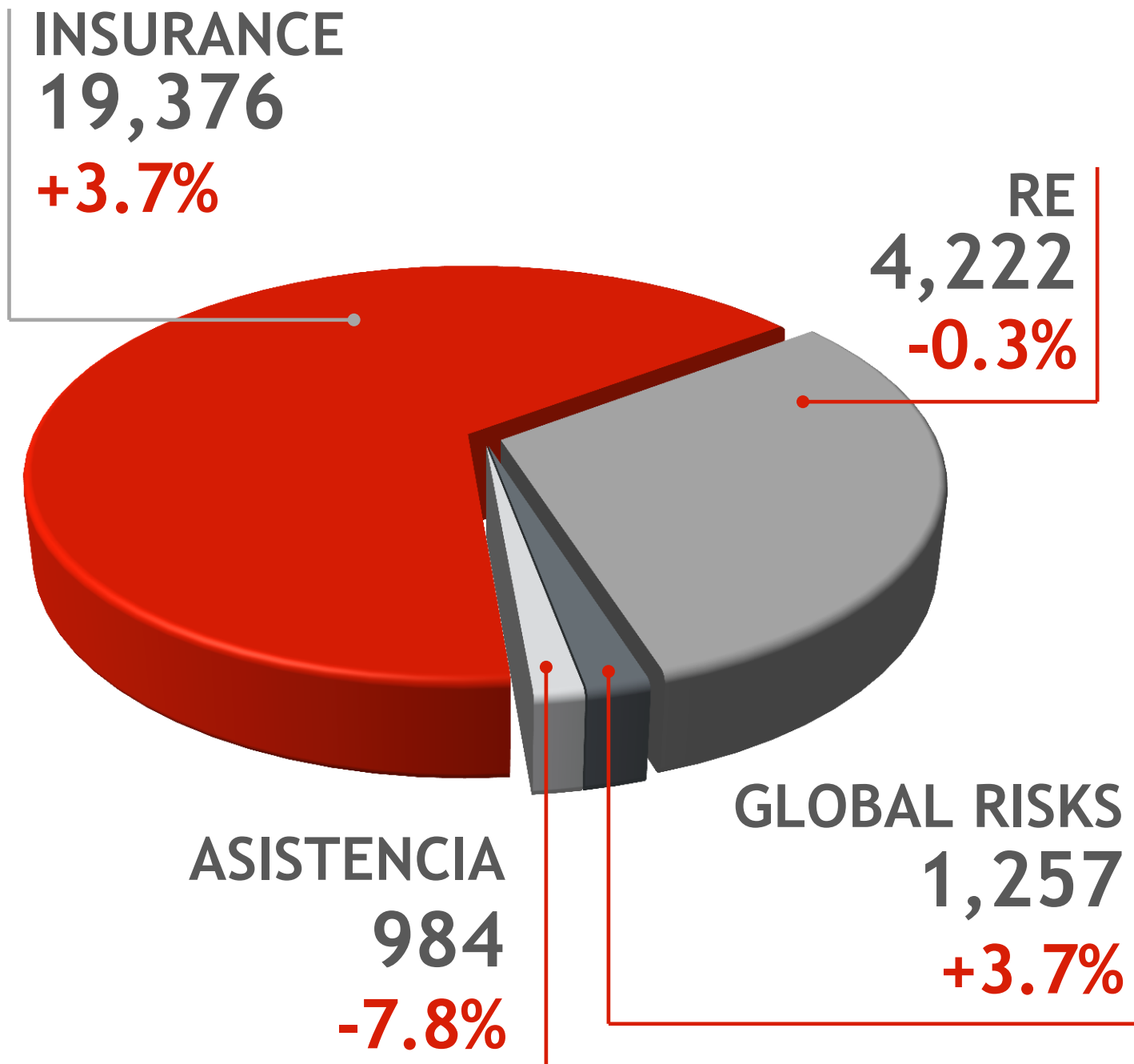
LATAM SOUTH
Earnings up 4x
EURASIA earns €39m
(vs. €69m loss in 2016)

RECOVERY UNDERWAY

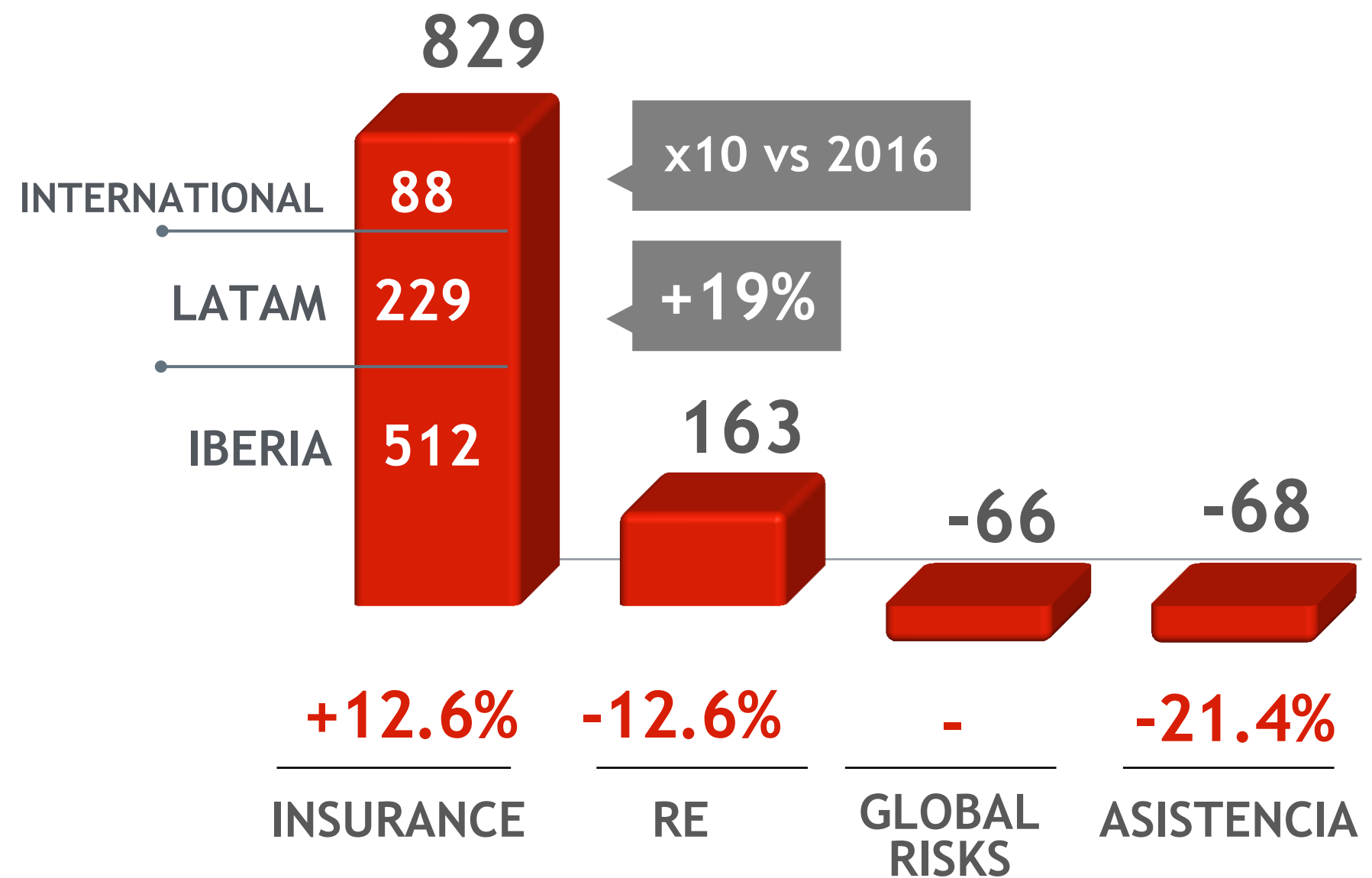
Mexico, USA and
Asistencia

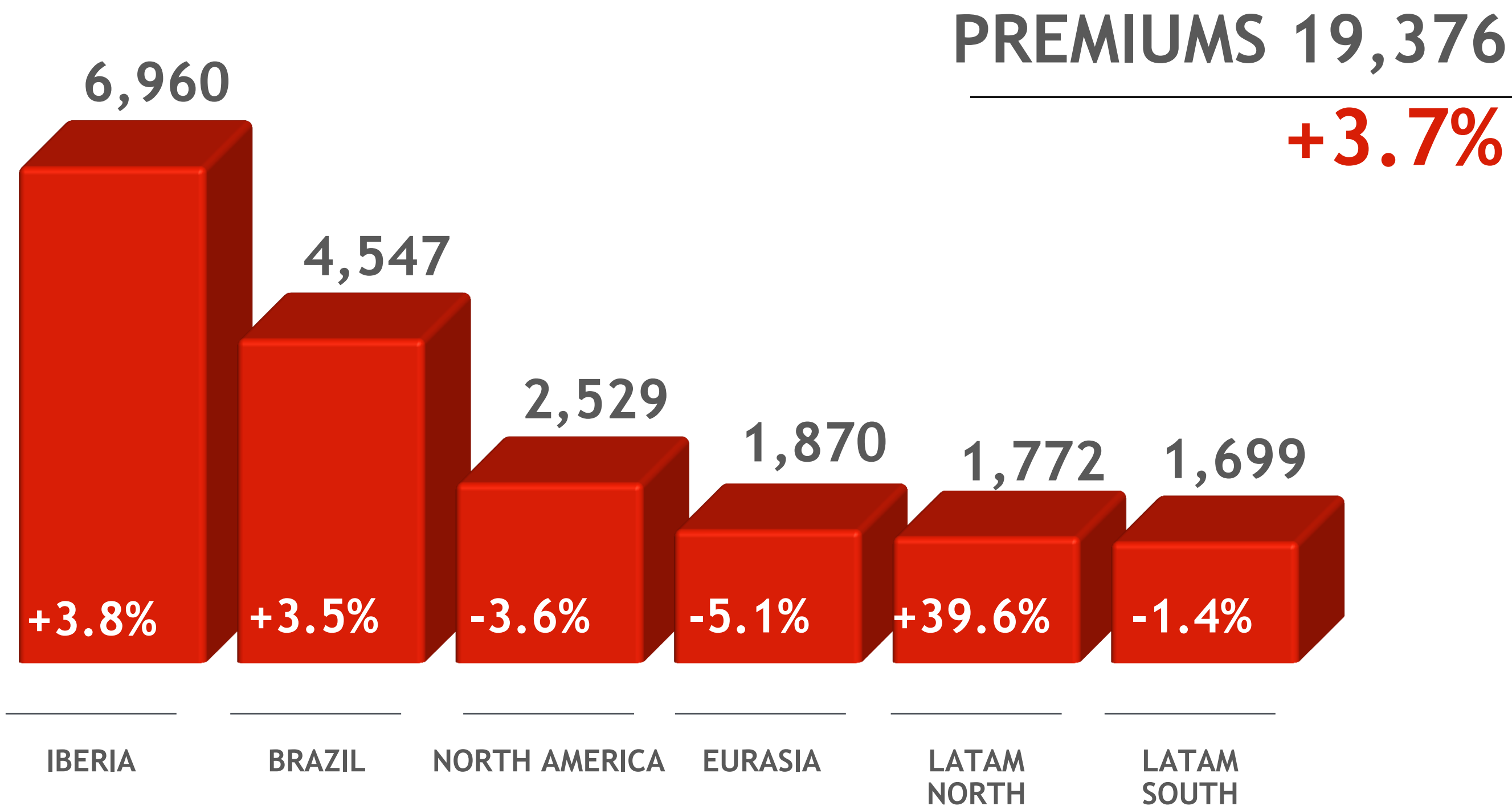


PREMIUMS

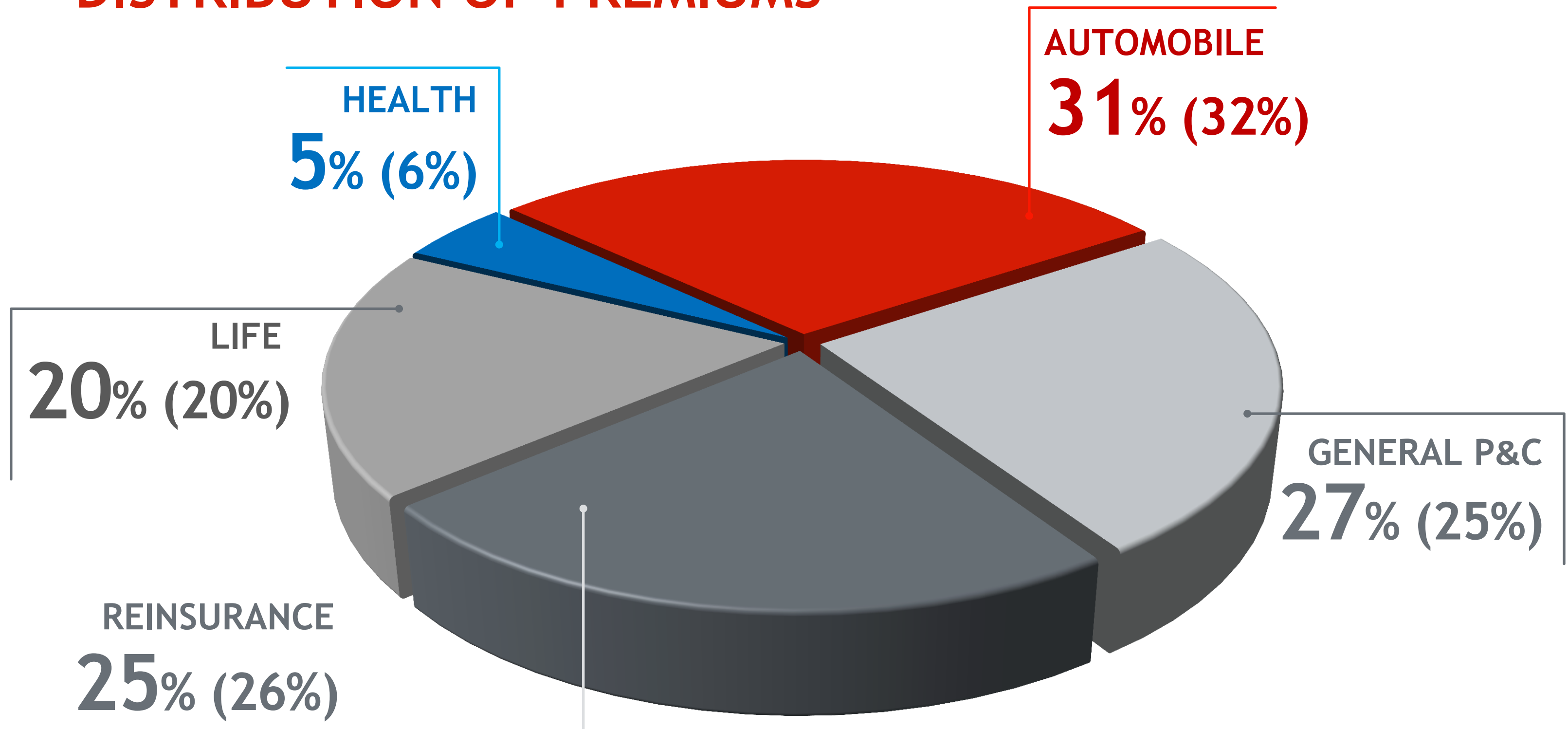


NET EARNINGS





DISTRIBUTION OF PREMIUMS



(%) Previous year

Data not consolidated for adjustments

FERNANDO MATA
Group Finance Director
(CFO)

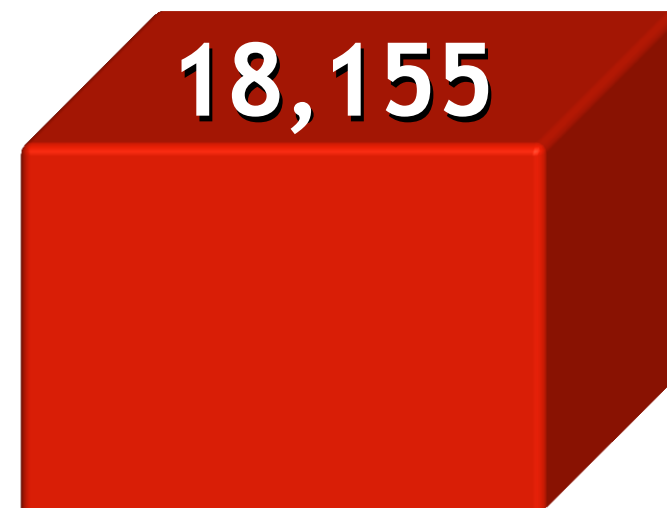
KEY FINANCIAL ASPECTS

FEBRUARY 8, 2018



MAPFRE

CONSOLIDATED REVENUES 27,984
+3.3%



+ 2.6%

NON-LIFE



+ 4.2%

LIFE



- 8.3%

FINANCIAL



+ 39.1%

OTHER INCOME

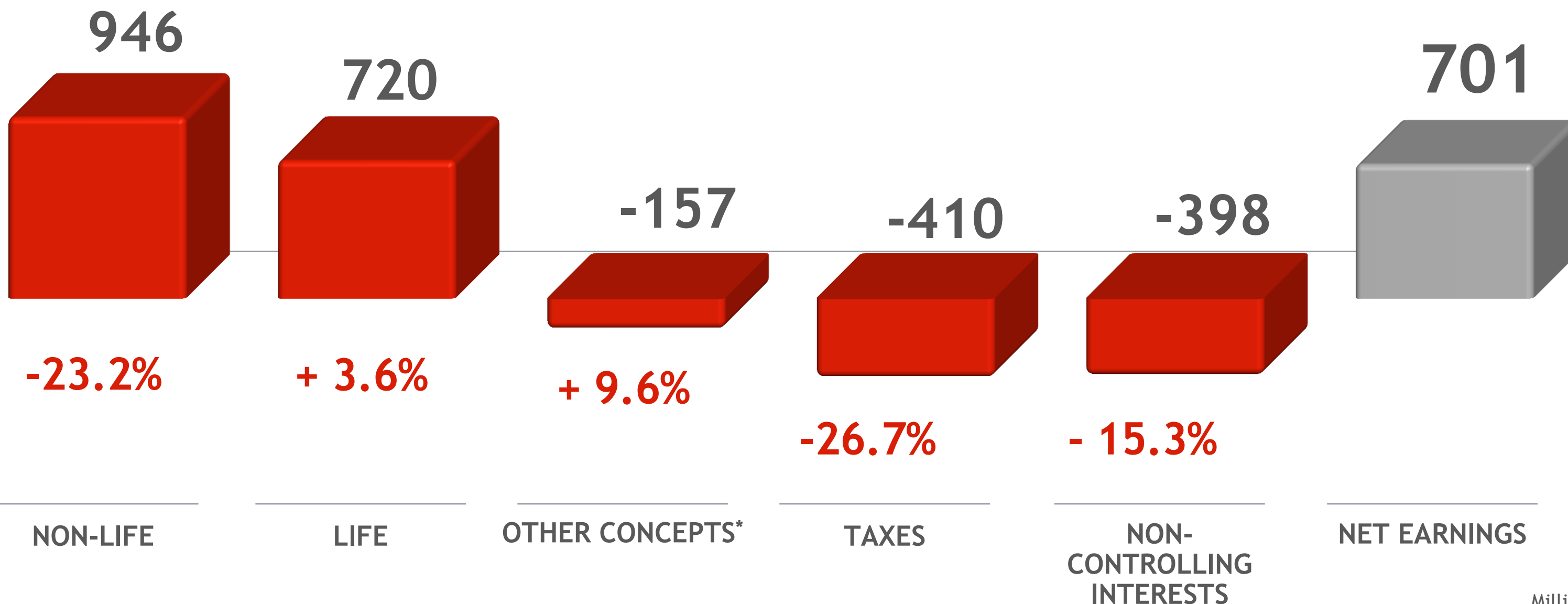
TOTAL PREMIUMS (LIFE / NON-LIFE)

€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
Total for Q3 Cat. events	57.5	42.9	----	1.1	1.4	0.4	103.3	53.5	156.8
Niño Costero	19.9	----	2.4	----	----	----	22.3	4.7	27.0
TOTAL FOR CATASTROPHIC EVENTS	77.4	42.9	2.4	1.1	1.4	0.4	125.6	58.2	183.8

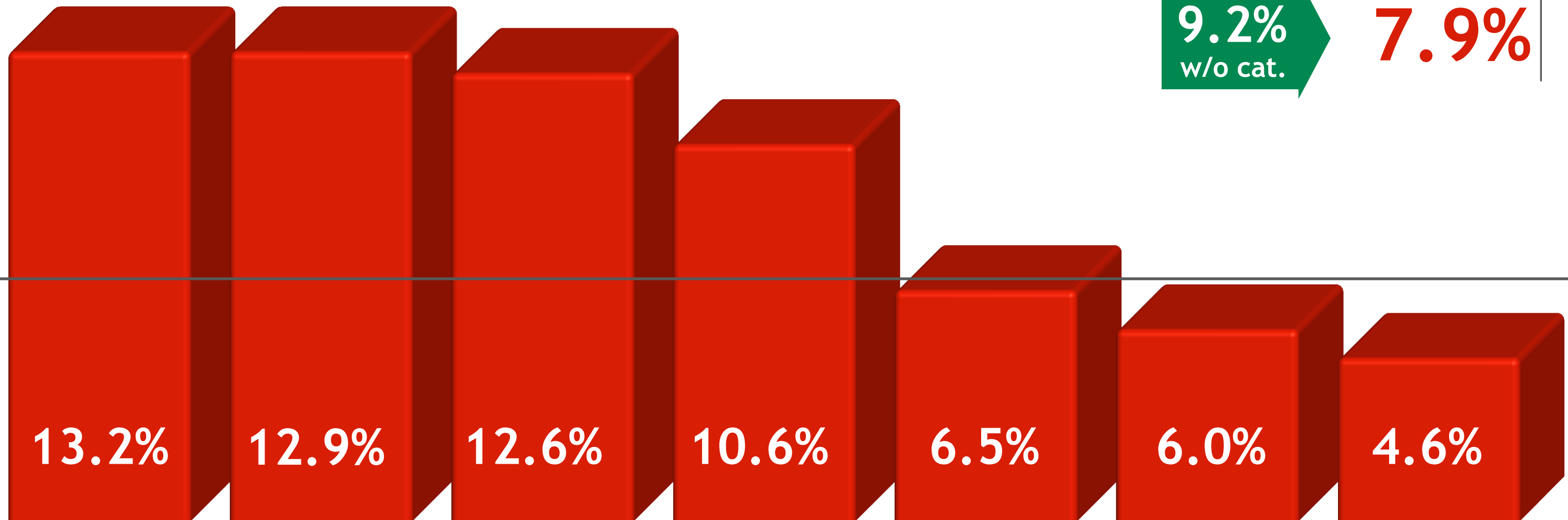
€184 million net impact
on the Group

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

GROUP ROE

9.2%
w/o cat.

7.9%

LATAM
SOUTH

SPAIN

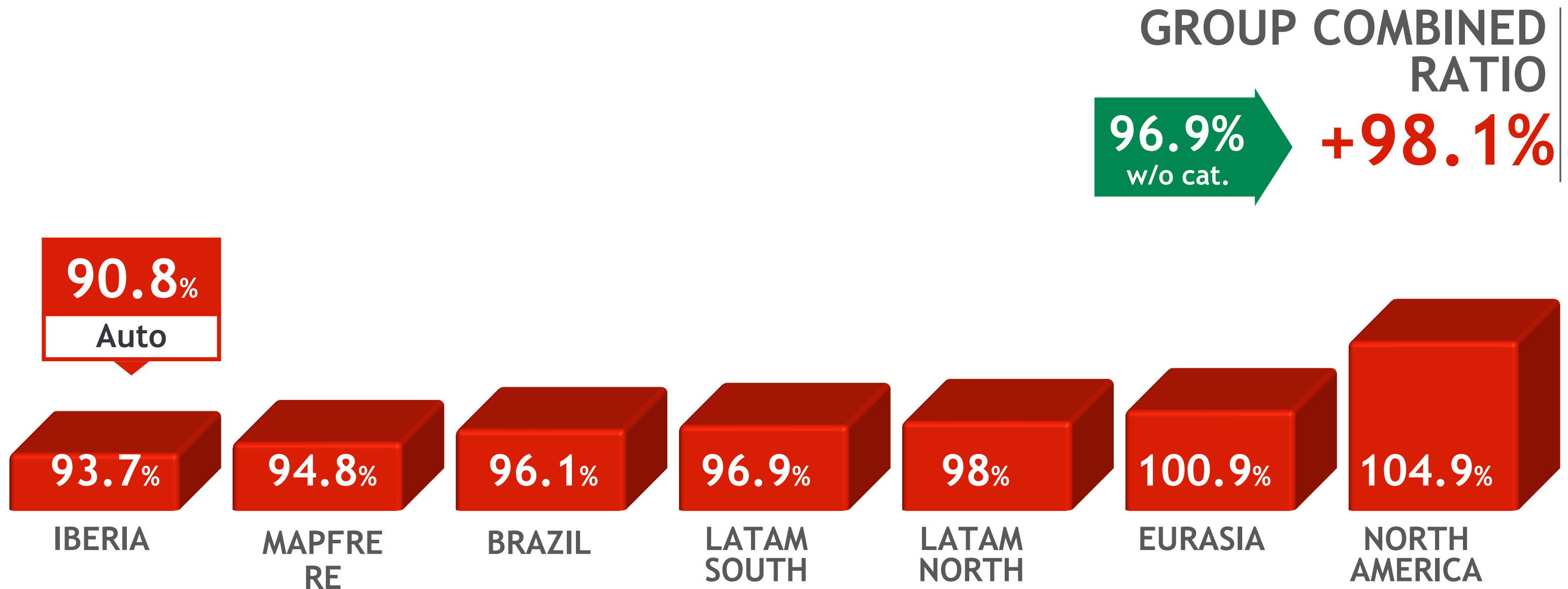
RE

BRAZIL

EURASIA

USA

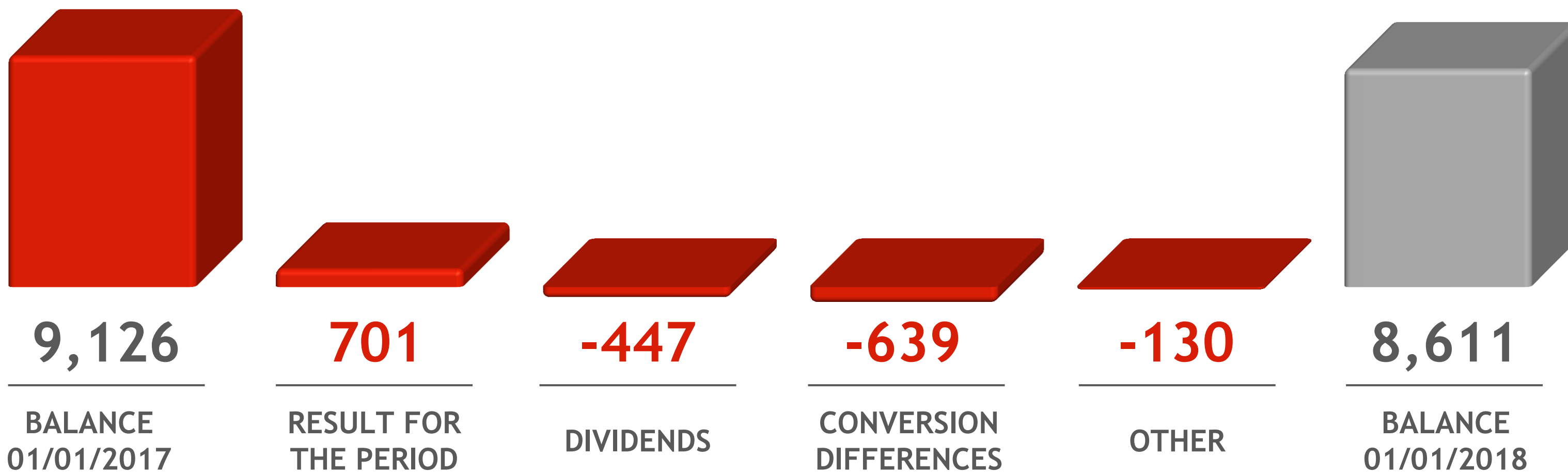
LATAM
NORTH



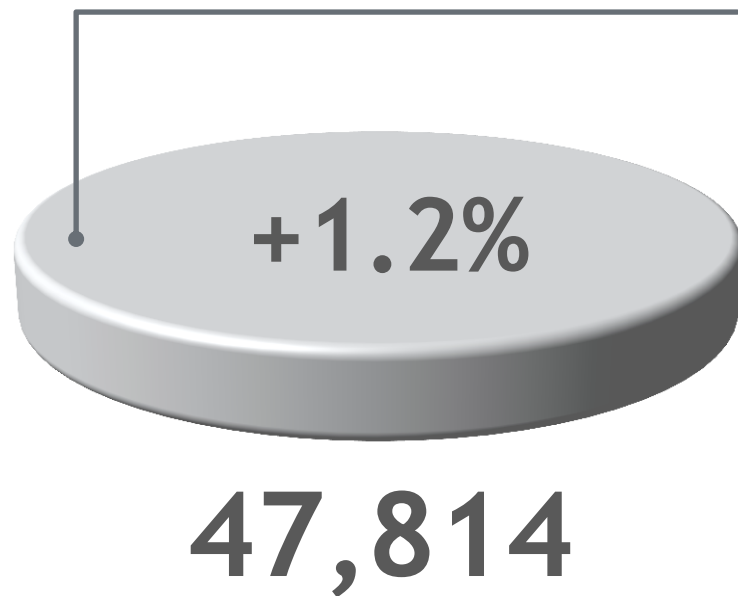
Non-Life combined ratio **trend is improving** in Iberia, LATAM South, LATAM North and EURASIA

€8,611m at December 2017

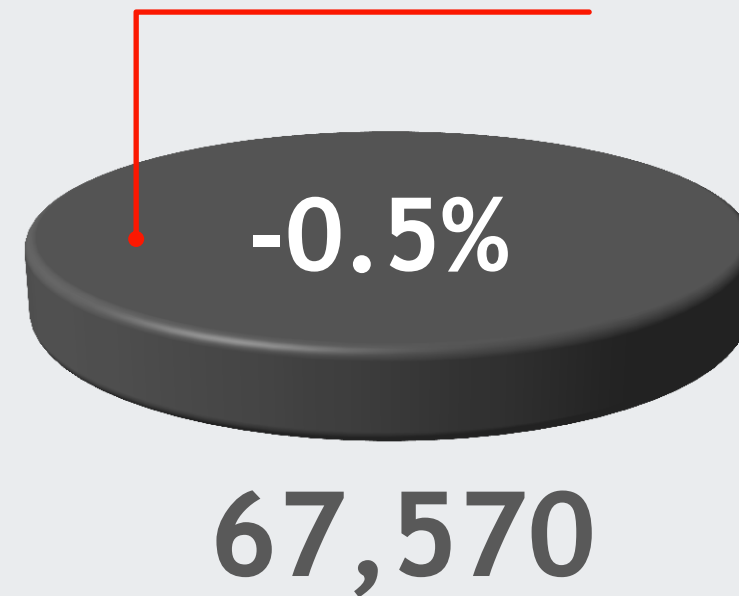
-€515m | -5.6%



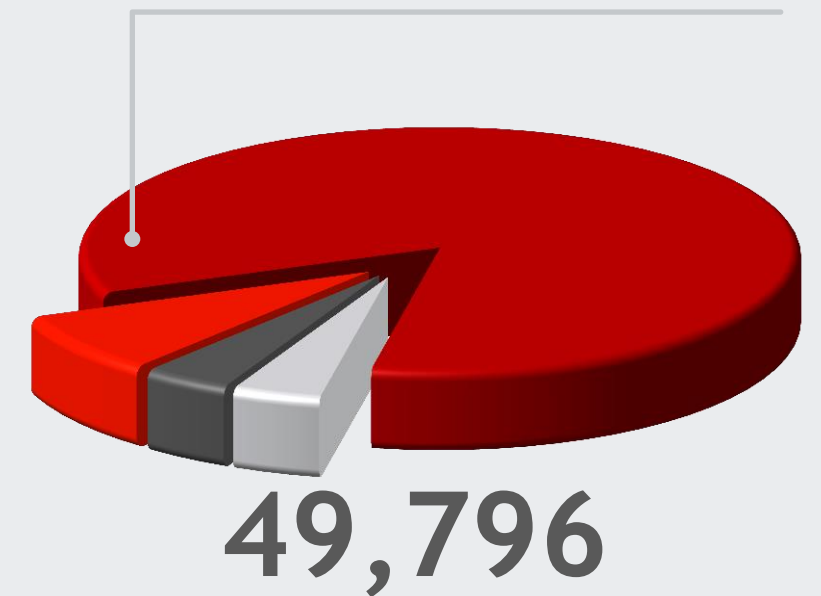
TECHNICAL PROVISIONS



TOTAL ASSETS



INVESTMENTS & CASH



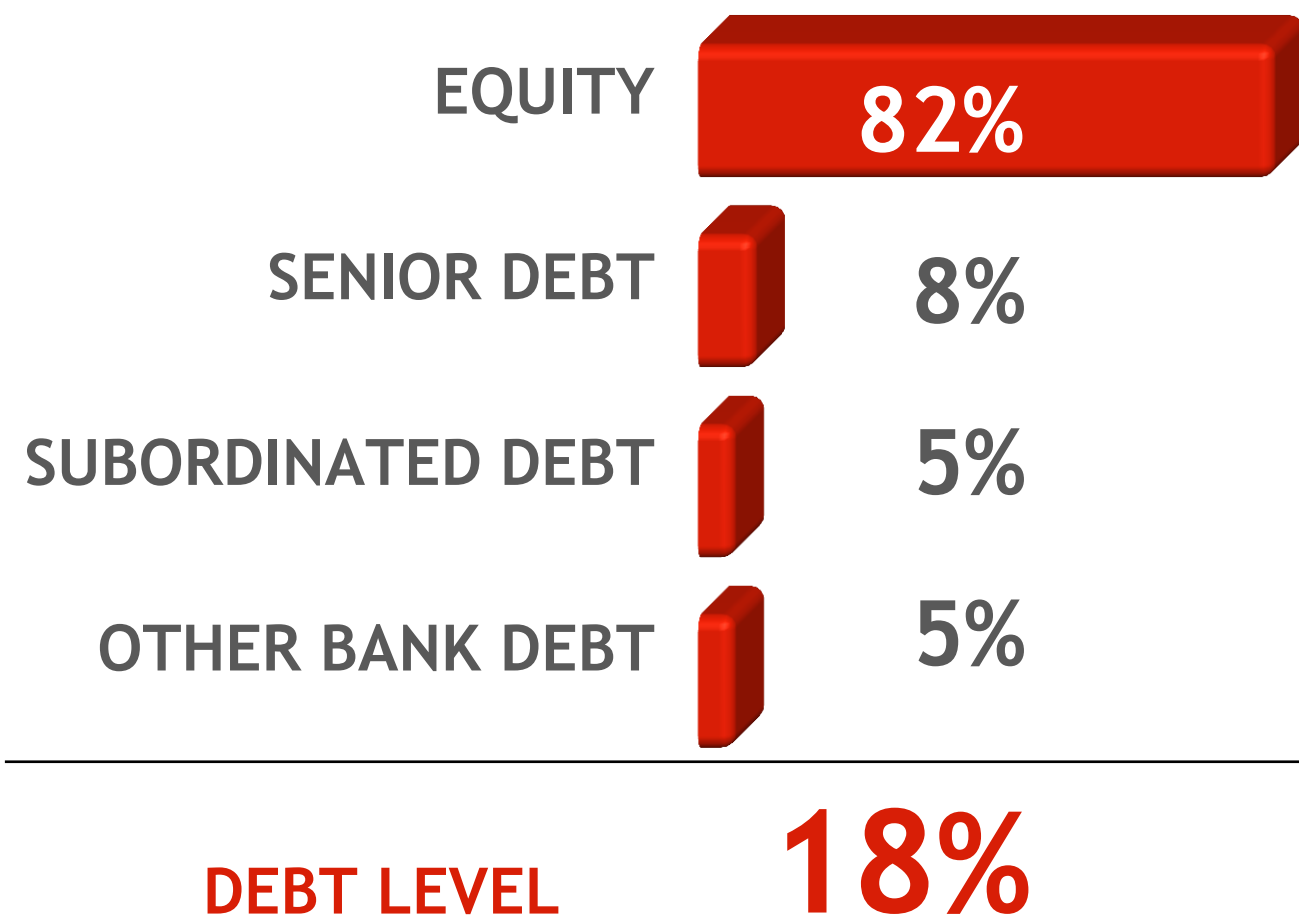
84% FIXED INCOME AND OTHER
 4% CASH
 4% REAL ESTATE
 8% VARIABLE INCOME AND FUNDS

€27,388m in sovereign debt

€292m in alternative investments

CAPITAL STRUCTURE

€12,840_m



SOLVENCY

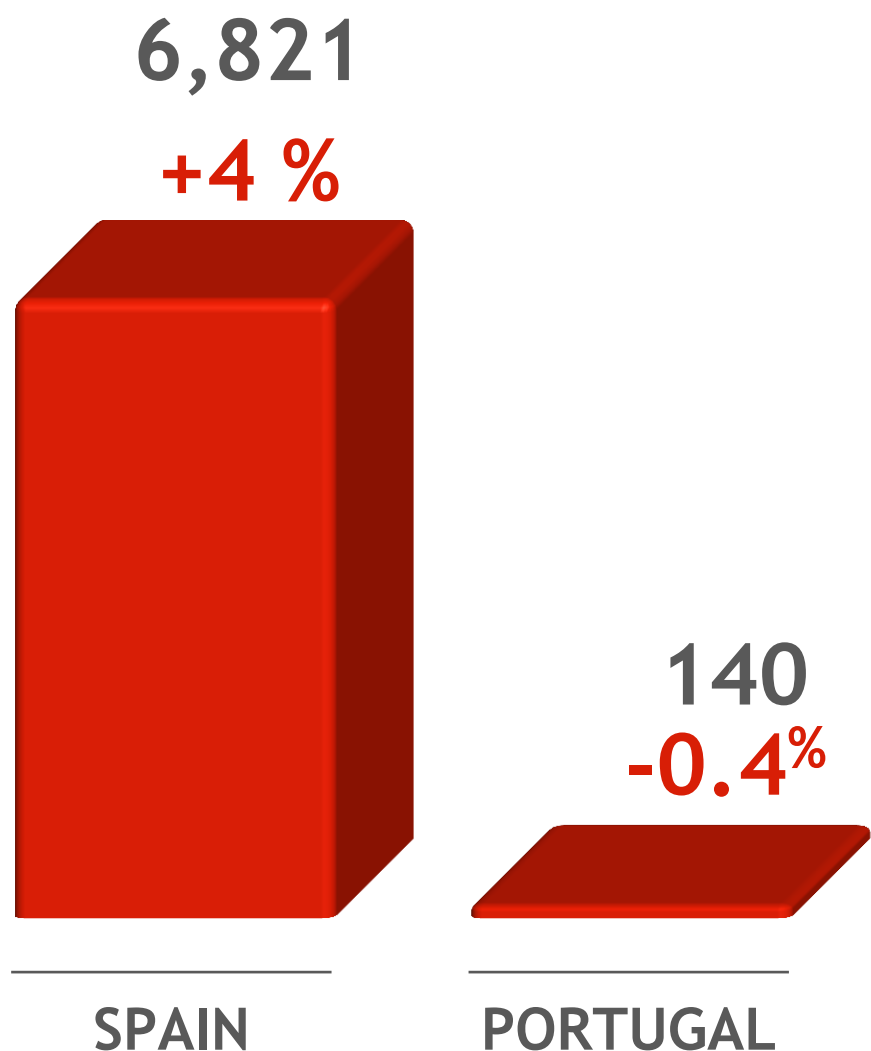
SOLVENCY II RATIO **189%***

Tier 1 €8,071m (93%)

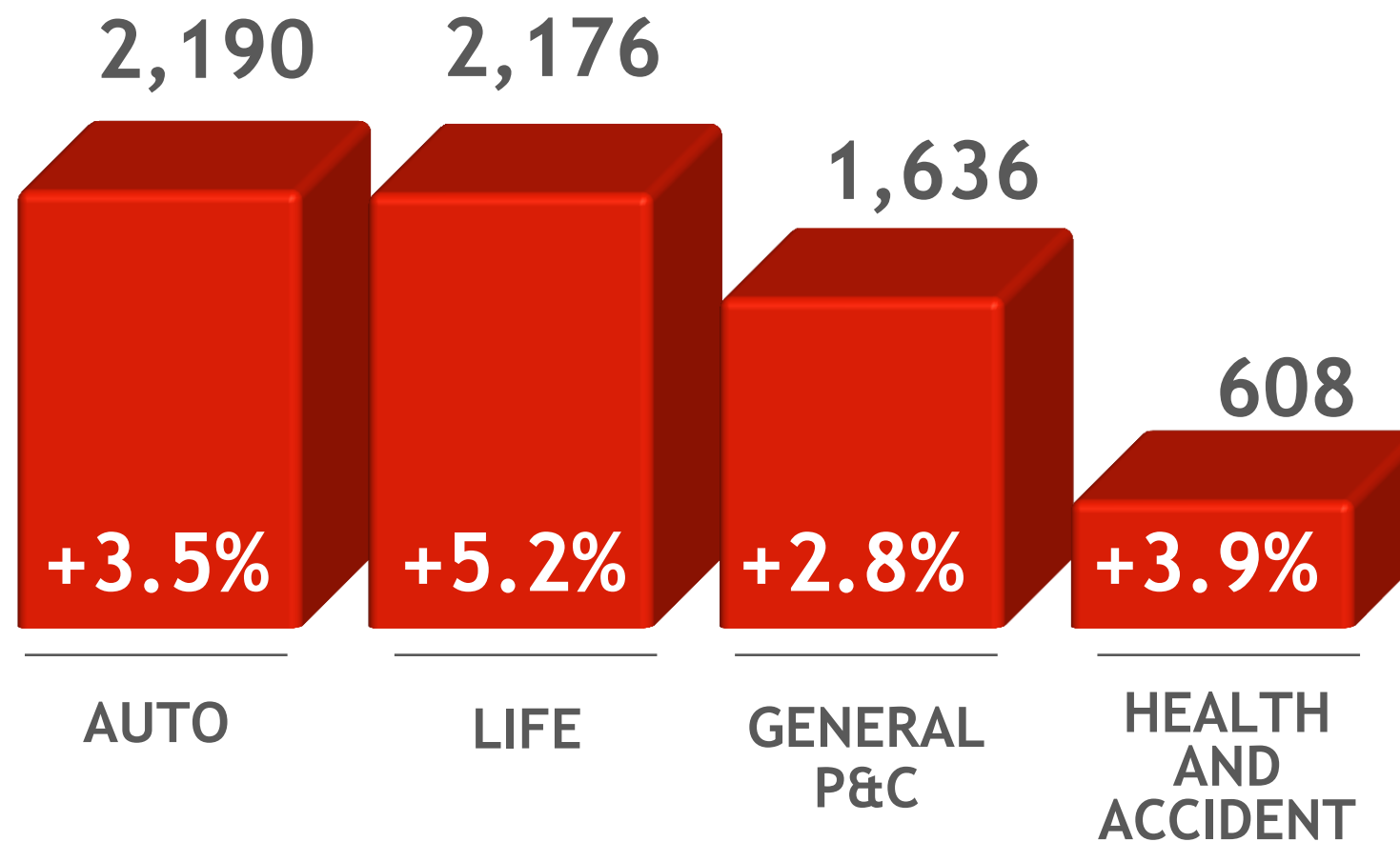
Tier 2 €607m (7%)

*Q3

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



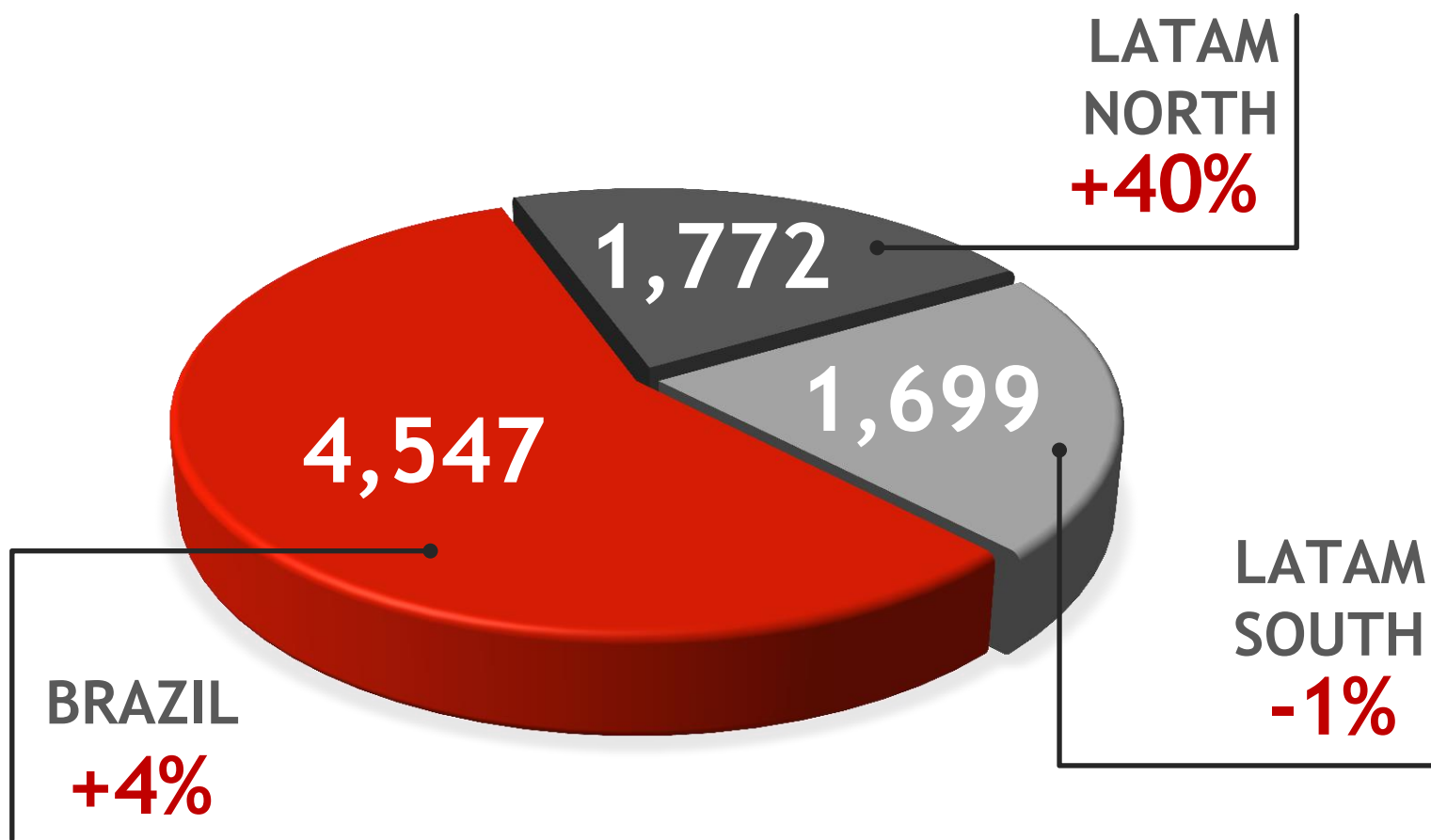
SPAIN: THE GROWTH ENGINE



	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

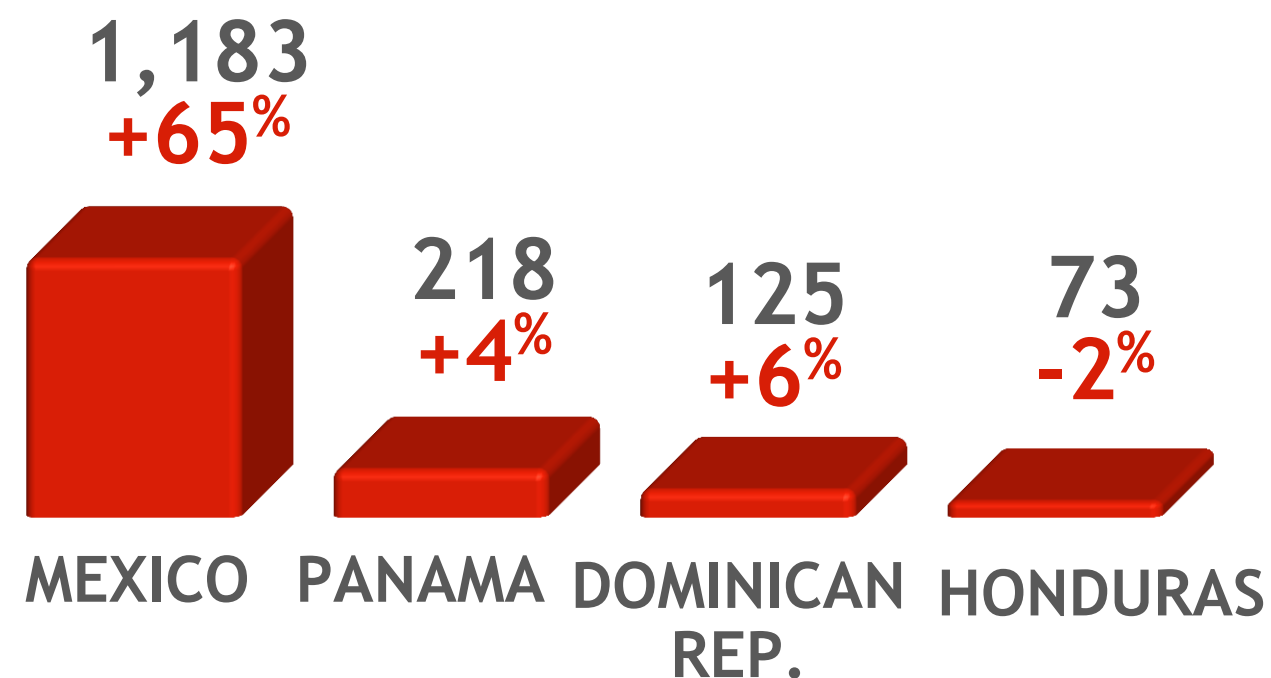
Millions of euros

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

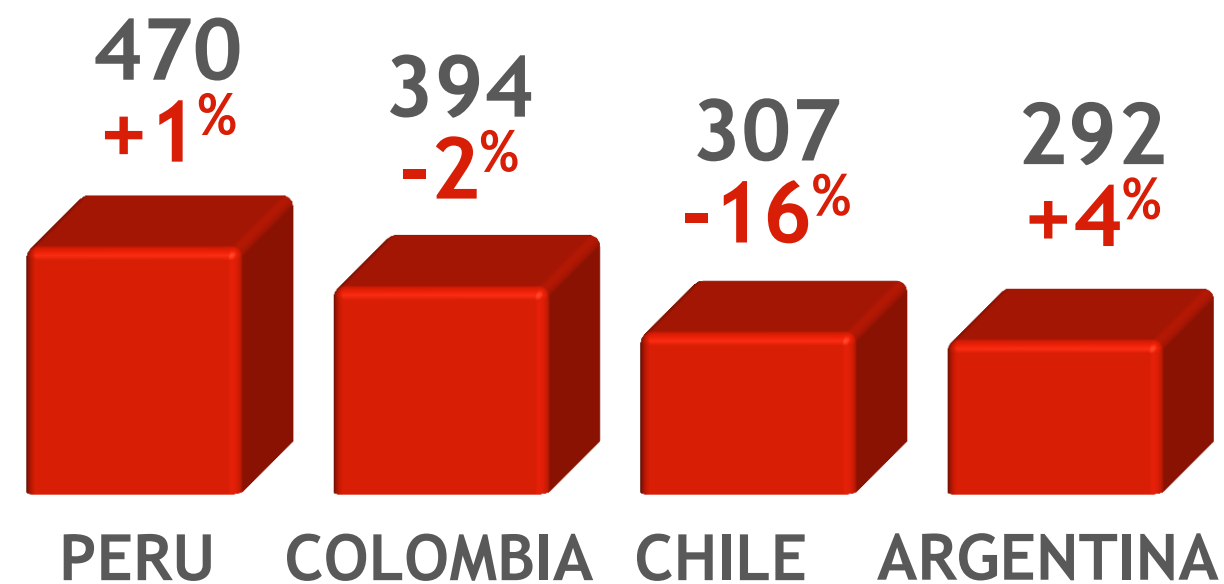


Millions of euros

LATAM NORTH

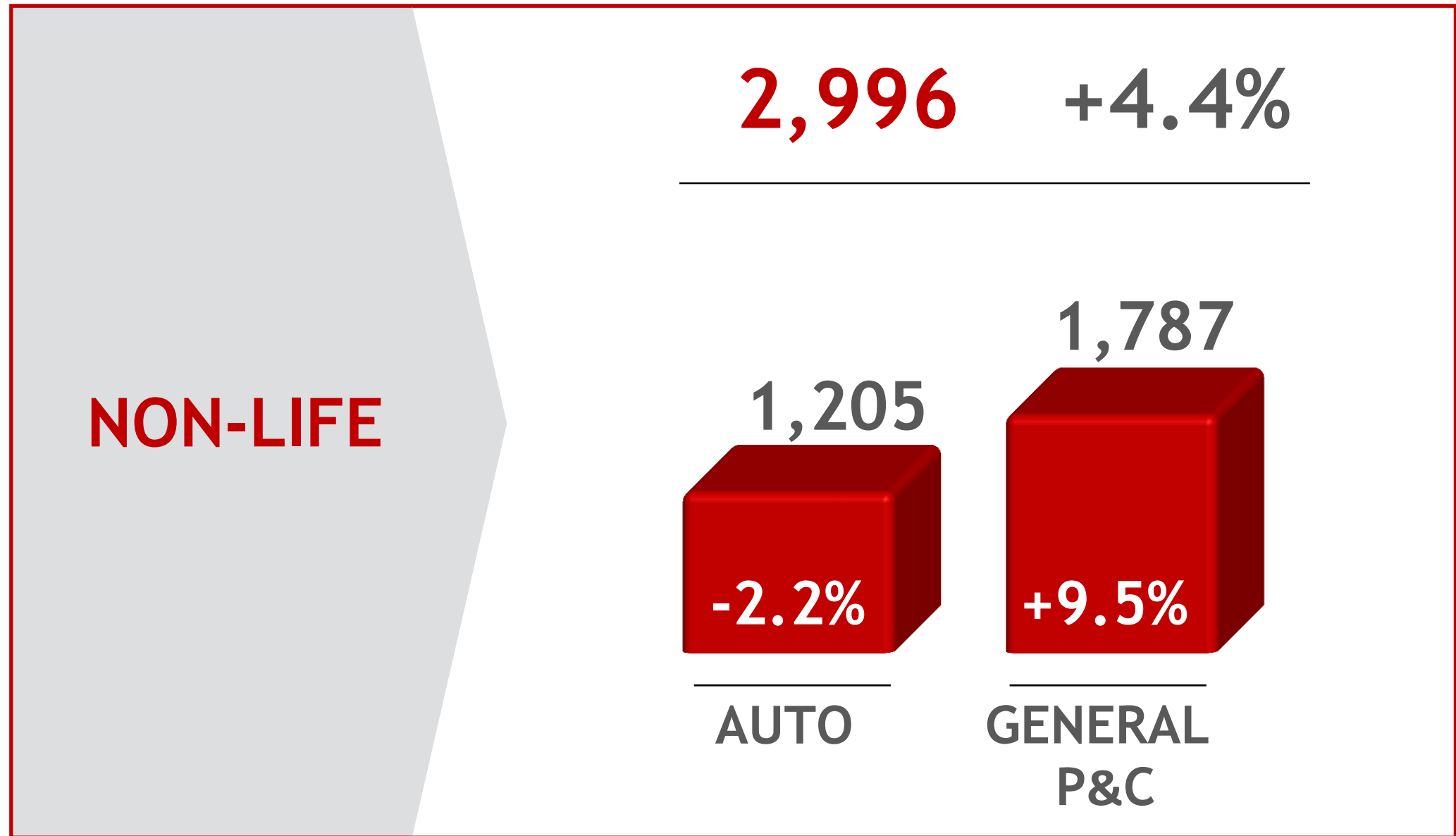


LATAM SOUTH



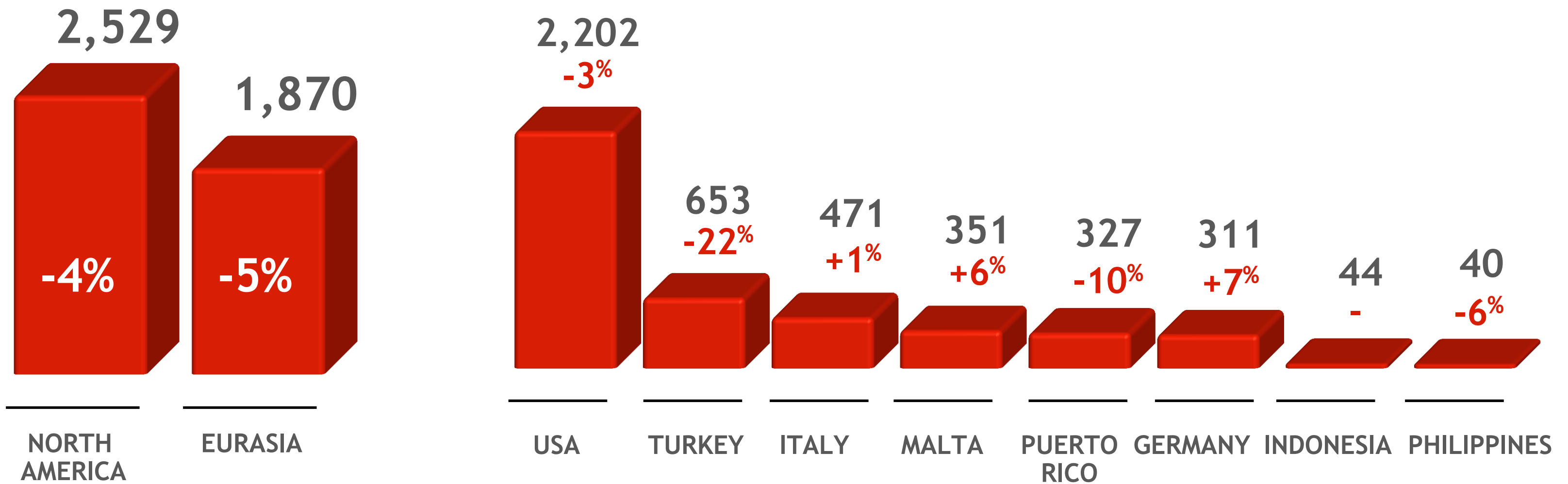


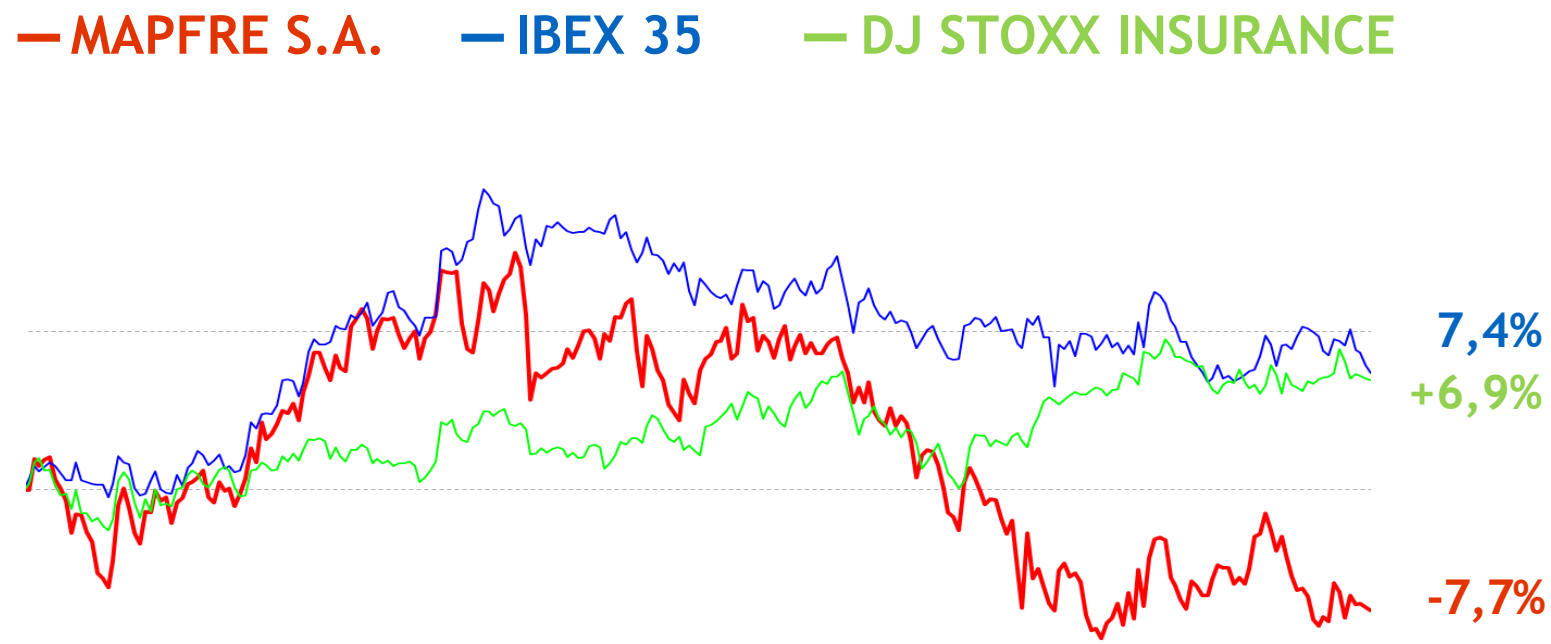
BRAZIL



INTERNATIONAL 4,398 IN PREMIUMS

-4%





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