



Antonio Huertas

Chairman and CEO of MAPFRE

**Presentation of
annual results**

February 8, 2017

MAPFRE
in **2016**

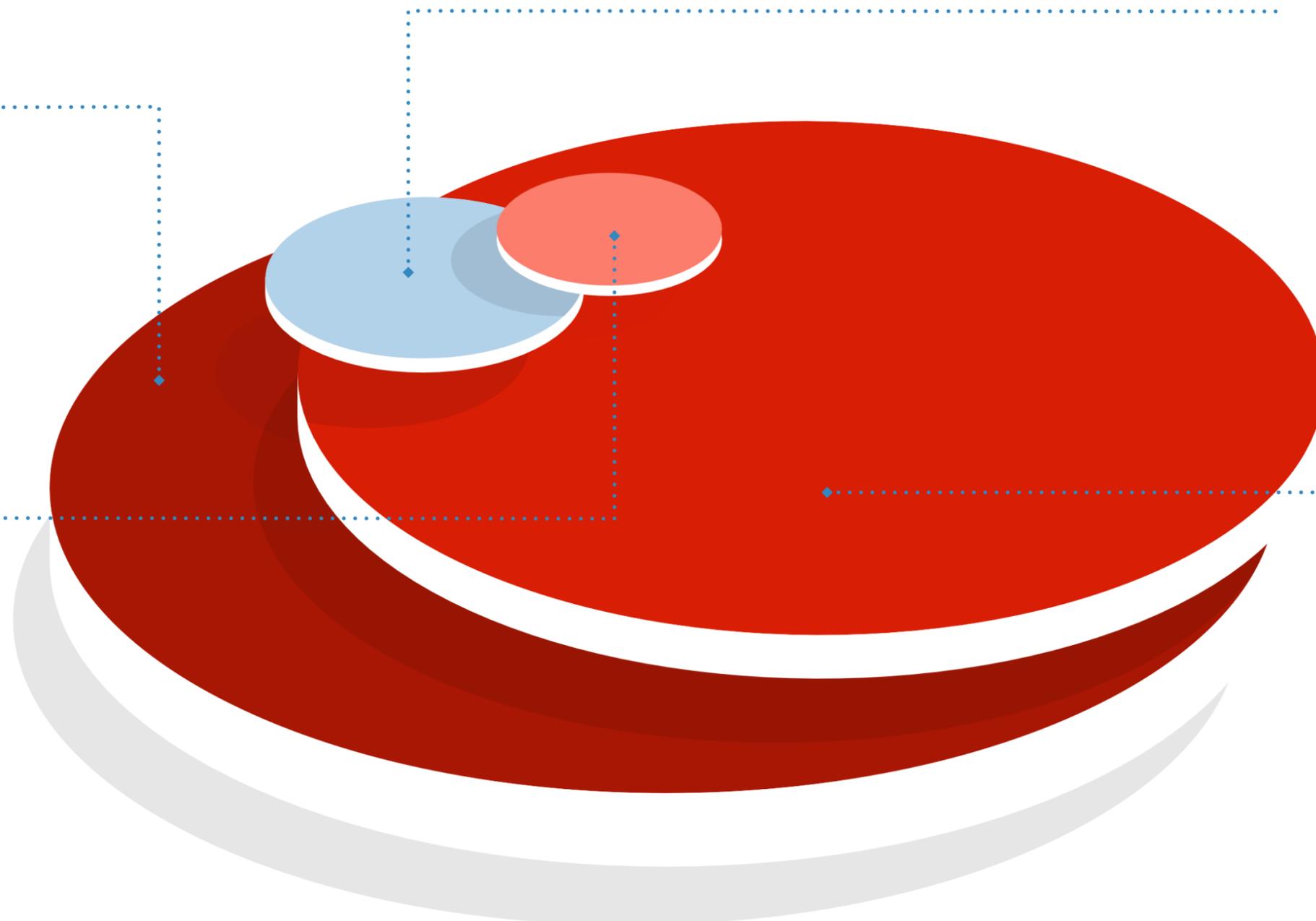
> The accounts at a glance:

27,092
CONSOLIDATED
REVENUES
+ 1.5%

97.4%
NON-LIFE
COMBINED
RATIO
- 1.2 p.p

775
ATTRIBUTABLE
PROFIT
+ 9.4%

22,813
PREMIUMS
+ 2.2%



Million euros

> The accounts at a glance:

67,882

TOTAL
ASSETS

+ 7%

11,444

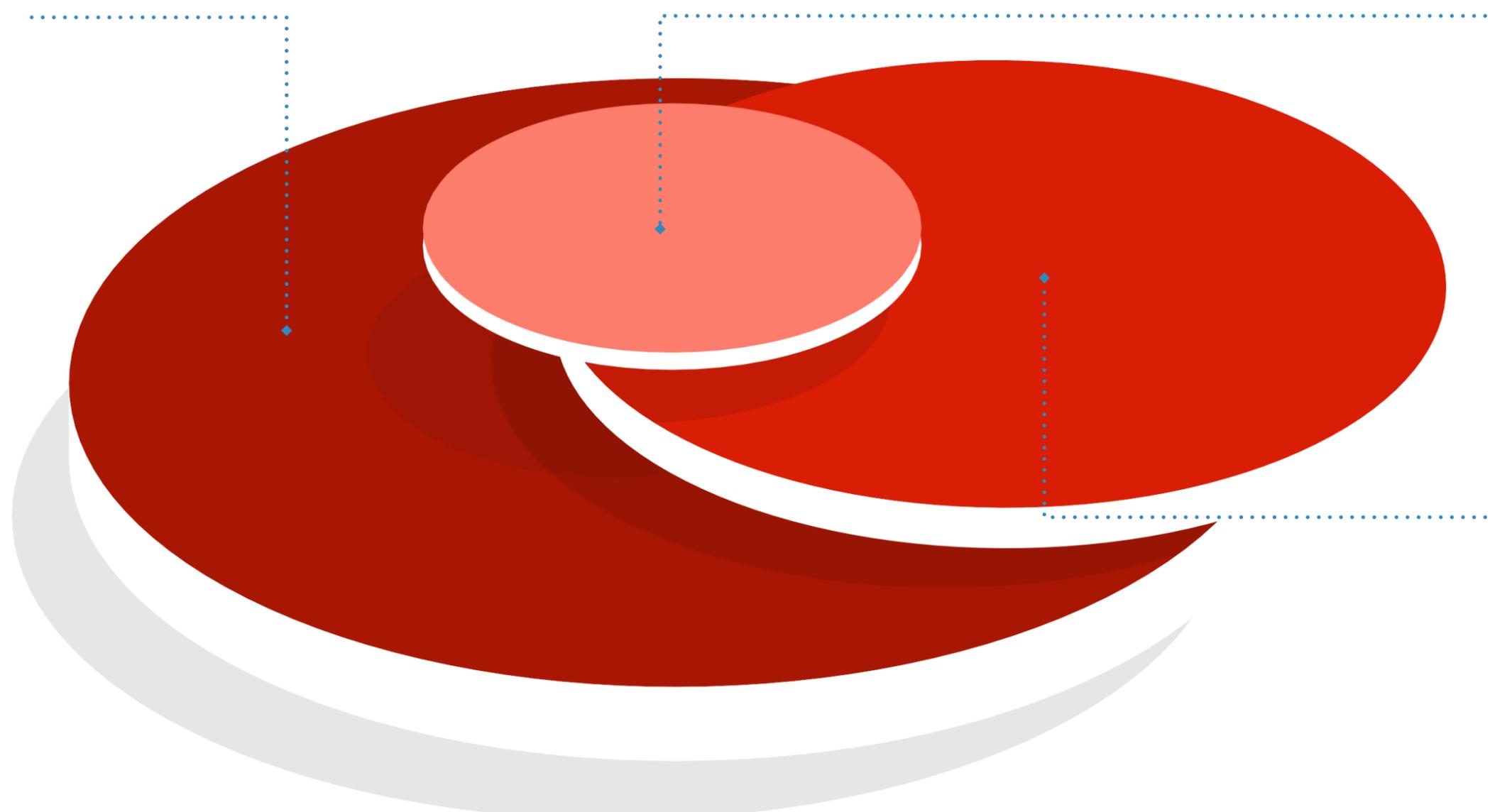
EQUITY

+ 10%

58,872

ASSETS
MANAGED

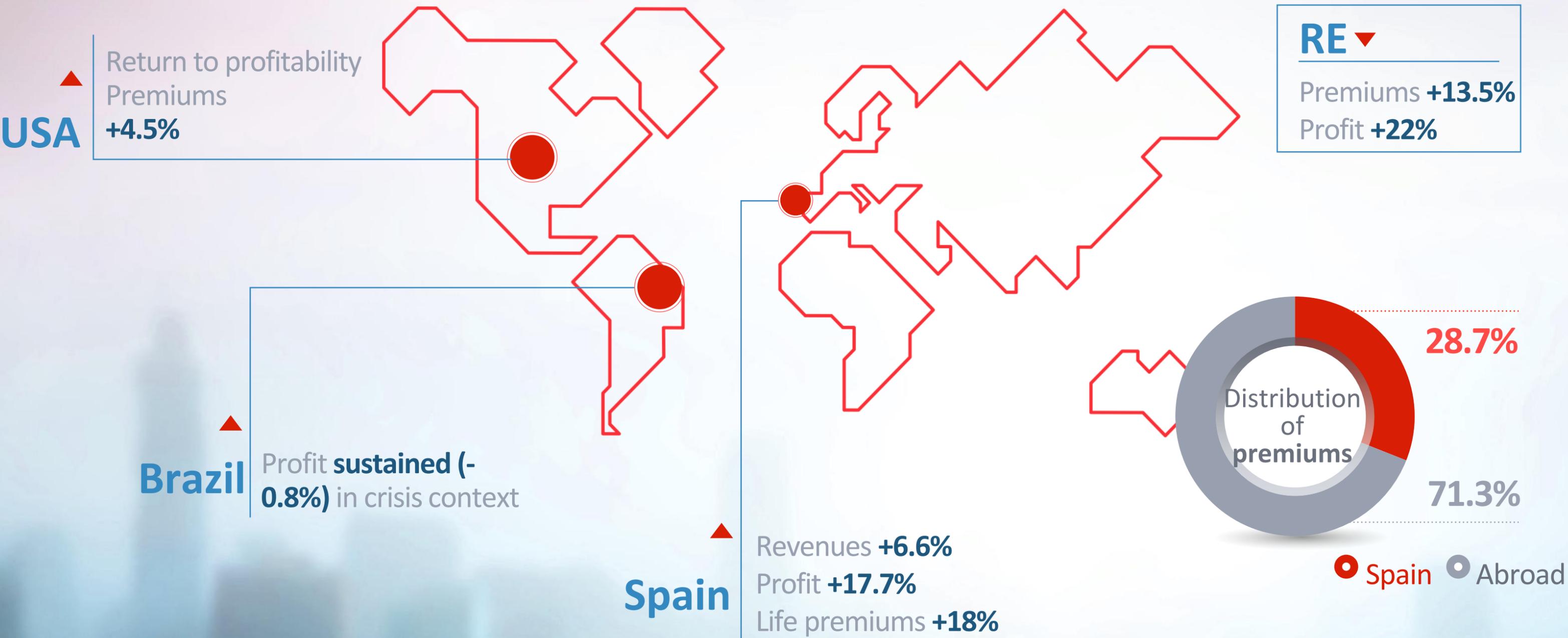
+ 5.4%



Million euros

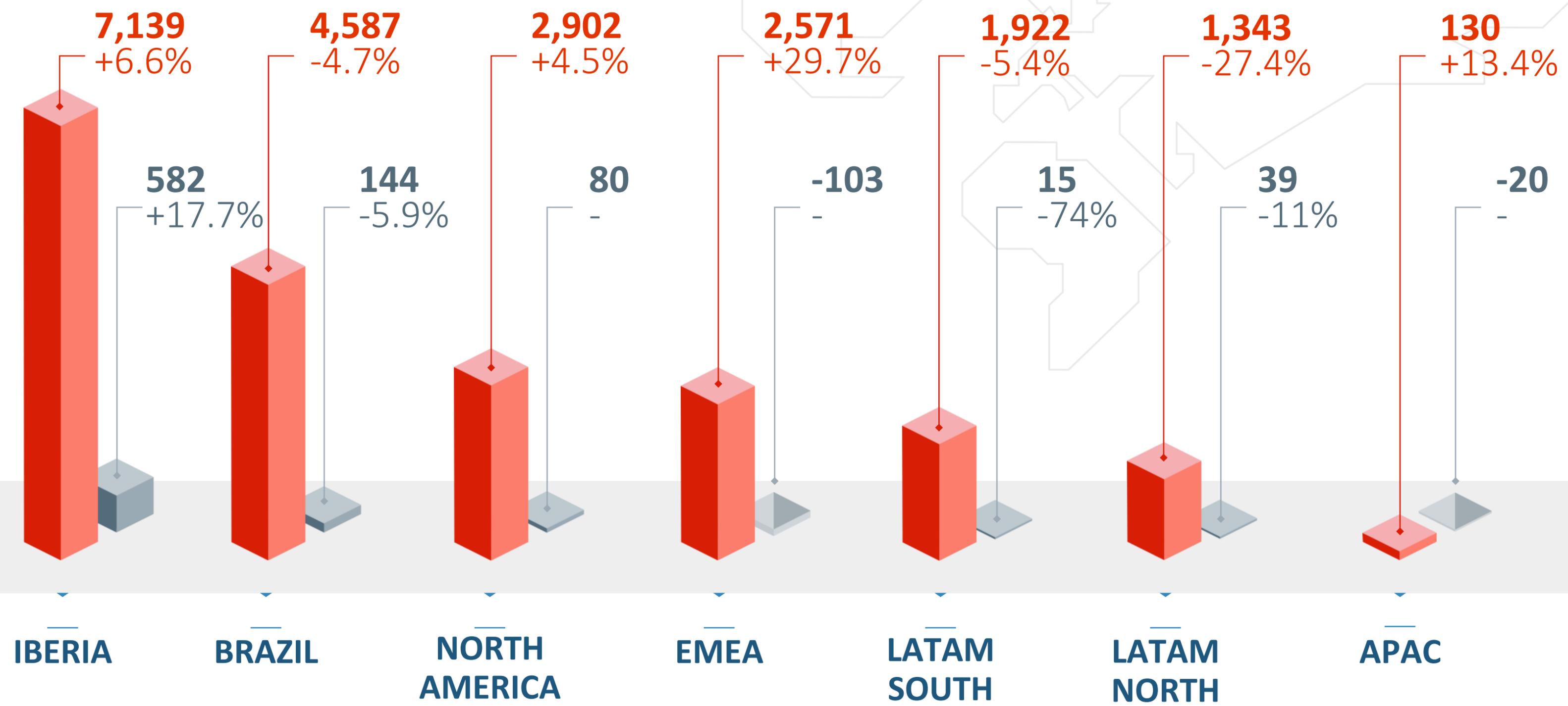
MAPFRE

is growing in its strategic markets



Premiums/Profits by region

■ Premiums ■ Profit



IBERIA

BRAZIL

NORTH AMERICA

EMEA

LATAM SOUTH

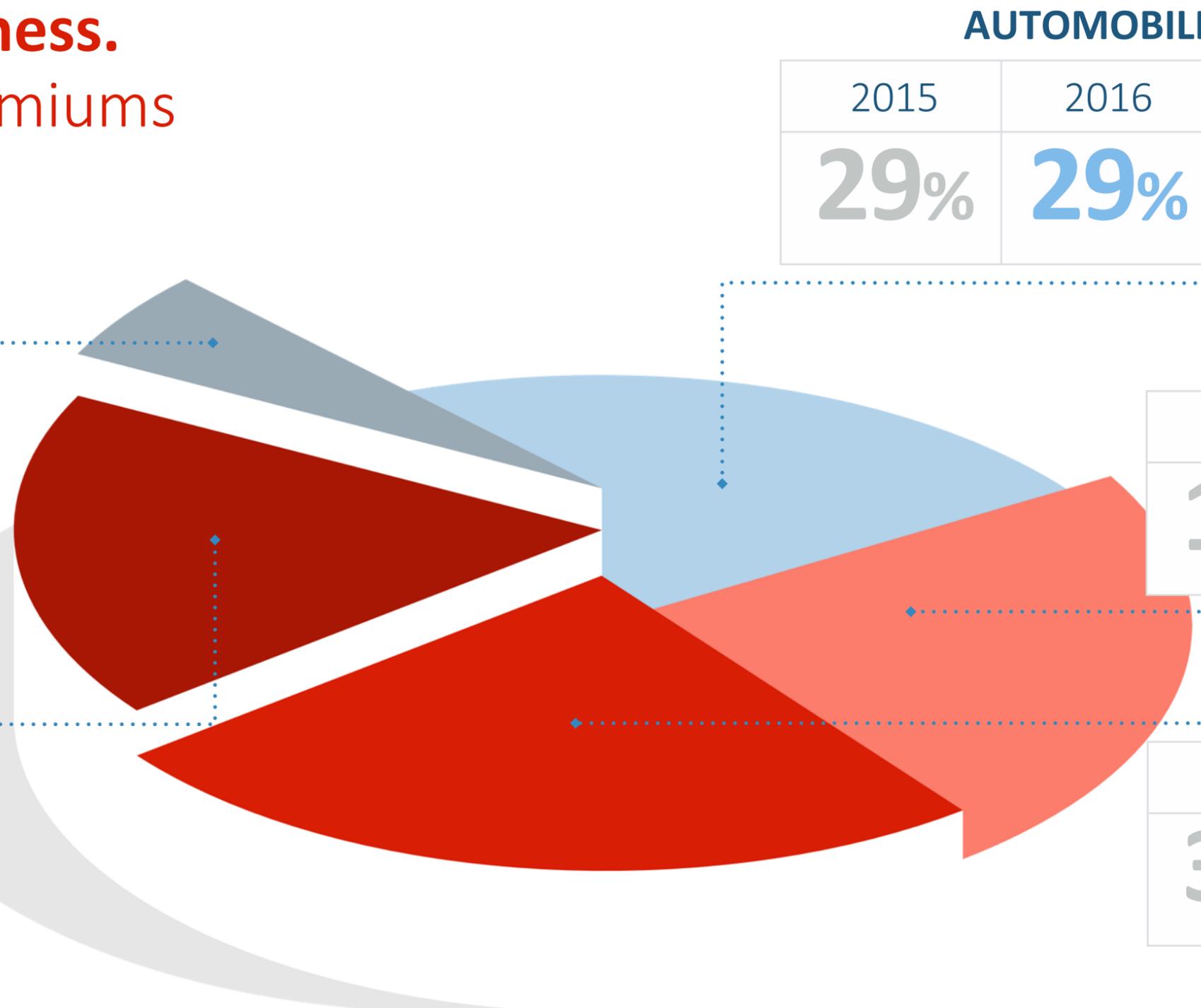
LATAM NORTH

APAC

Million euros

A diversified business.

Distribution of premiums



AUTOMOBILE

2015	2016
29%	29%

REINSURANCE

2015	2016
15%	17%

GENERAL

2015	2016
33%	31%

2015	2016
5%	5%

HEALTH

2015	2016
18%	18%

LIFE

Fernando Mata

CFO

**Detailed results
analysis**

February 8, 2017

MAPFRE
in 2016

Consolidated revenues
€27,092m in 2016

+1.5%

17,700

Total premiums
€22,813m (+2.2%)

5,113

3,691

535

+ 1.5%

+ 5%

- 2.1%

- 6.8%


NON-LIFE

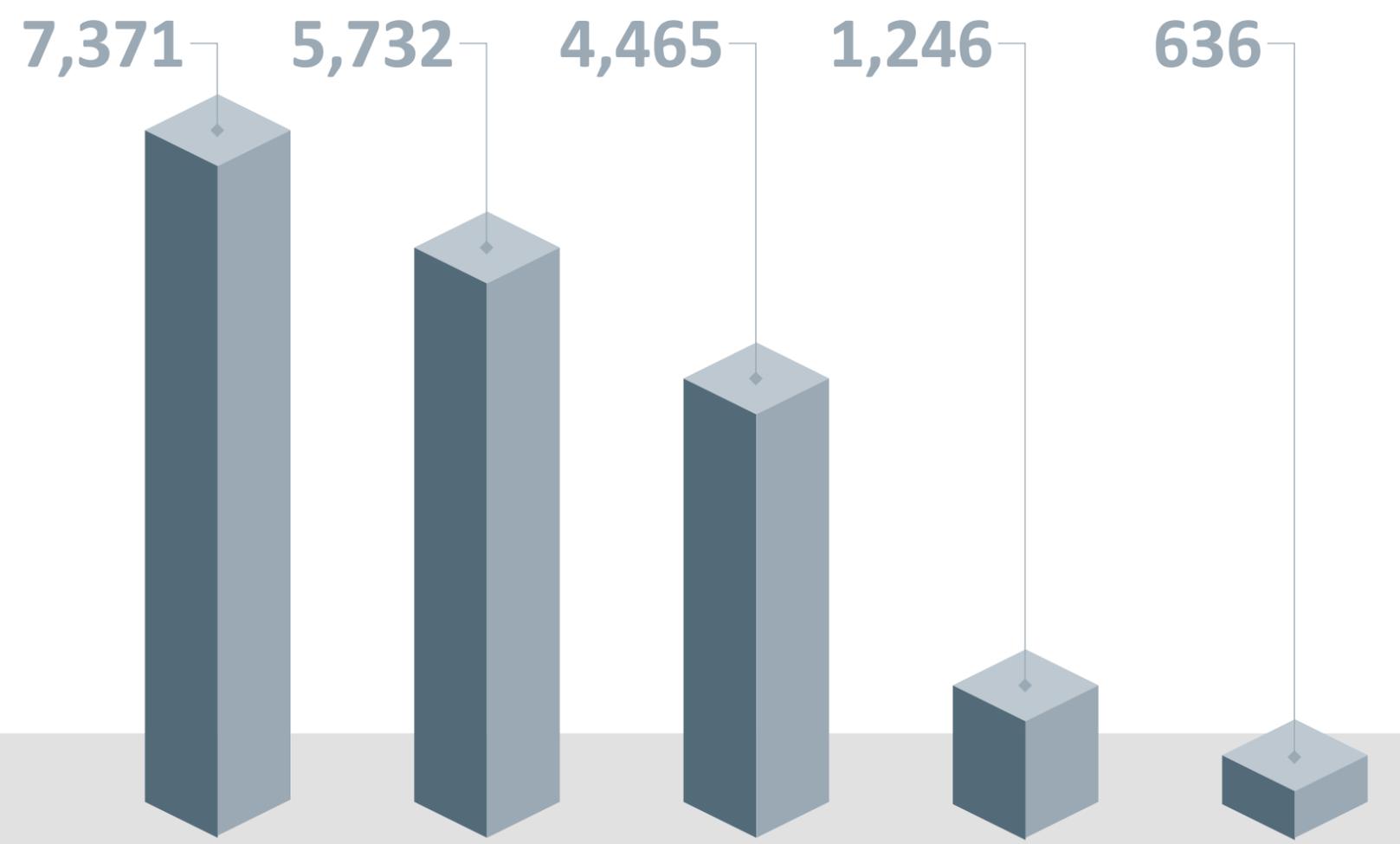

LIFE


FINANCIAL


OTHER REVENUES

Million euros

▶ Direct insurance by **line**



+ 4% **- 3%*** **+ 5%** **+ 2%** **- 2%**



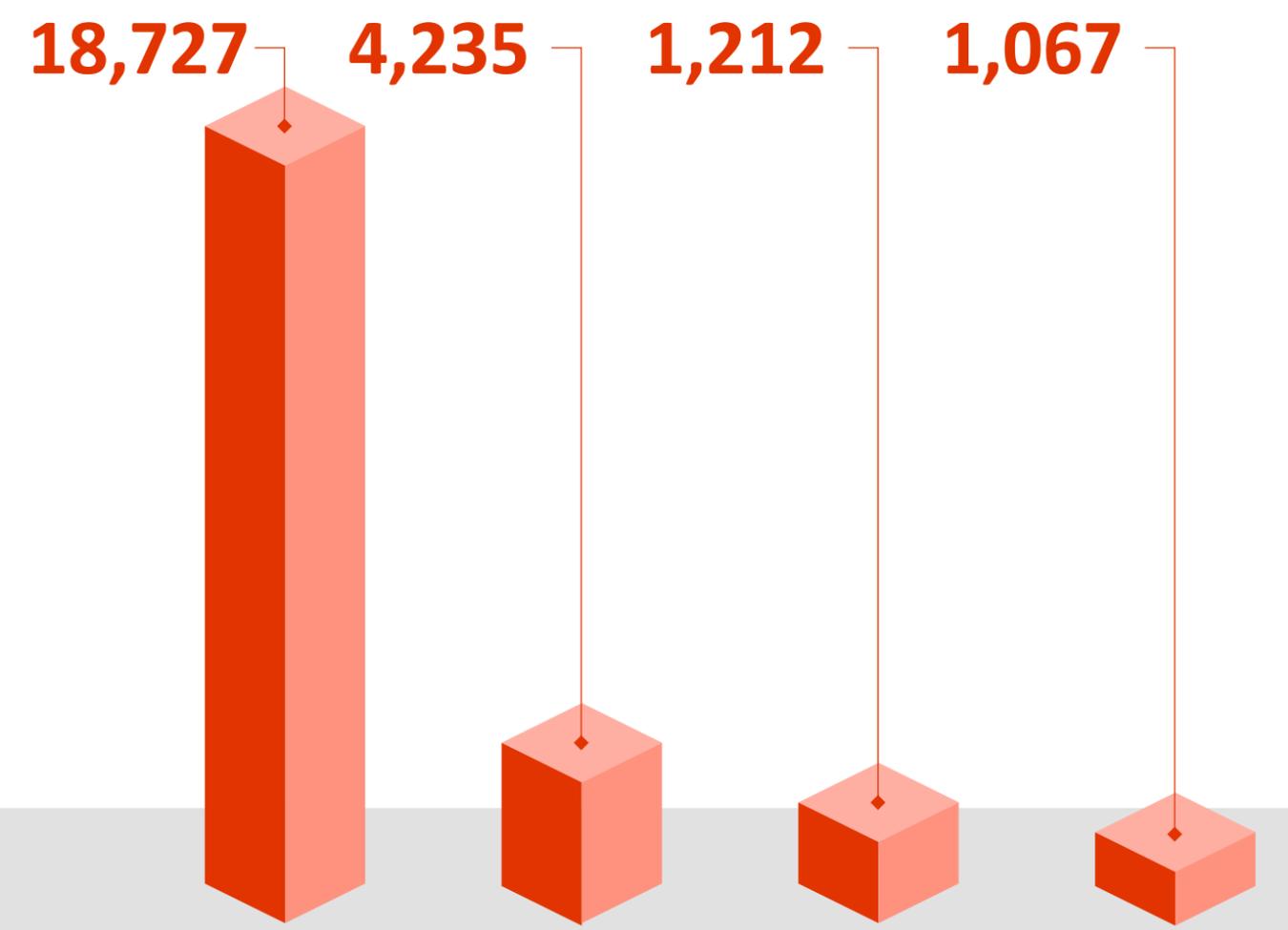
AUTOMOBILE **GENERAL** **LIFE** **HEALTH AND ACCIDENTS** **OTHER NON-LIFE**

Million euros

*Does not include accepted reinsurance

Due to absence of multi-year policies, especially in Mexico

▶ Premiums by **business unit**



+ 1.7% **+ 13.5%** **+ 3.2%** **- 2.5%**

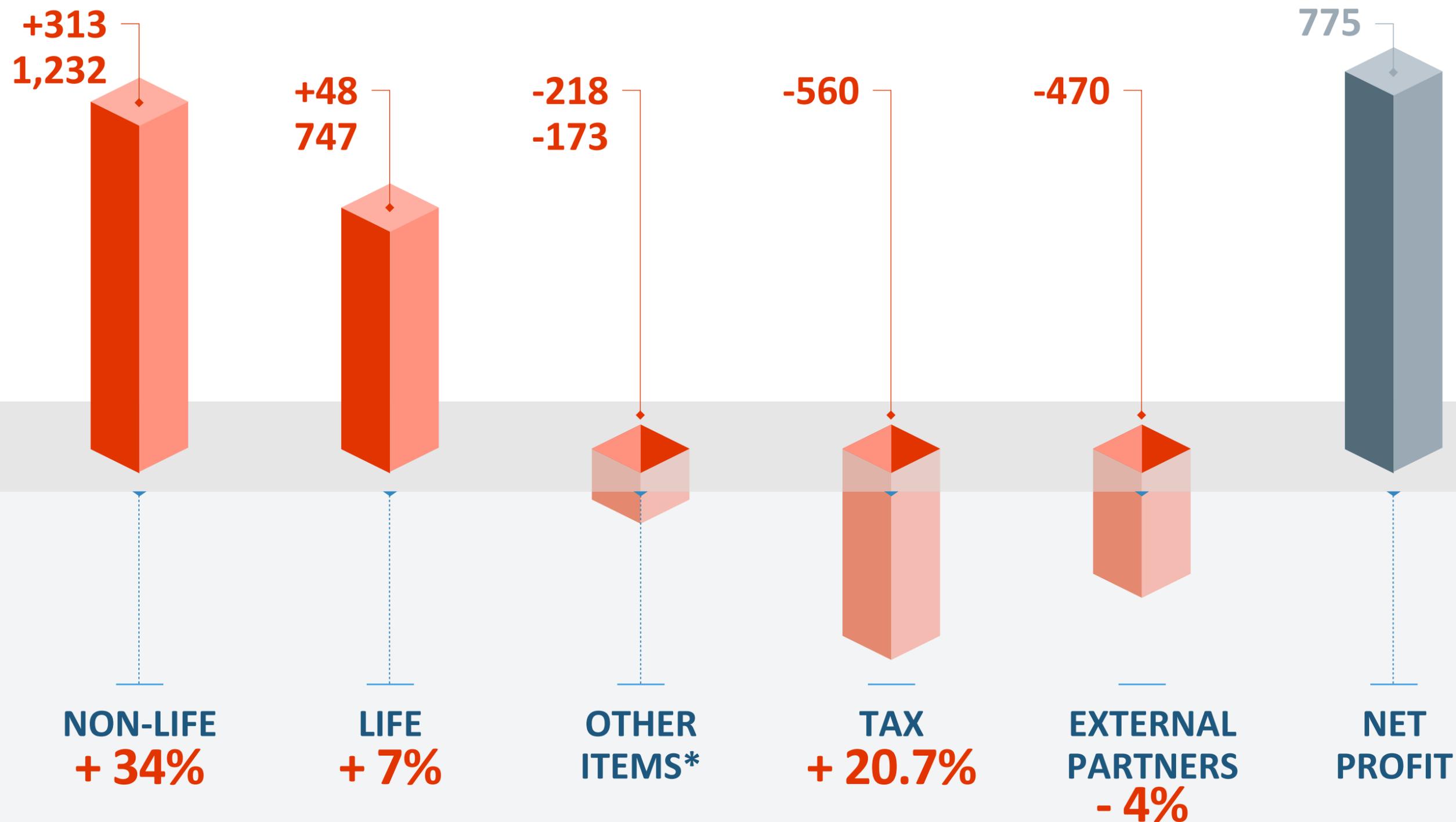


INSURANCE **RE** **GLOBAL RISKS** **ASISTENCIA**

Net profit
€775m in 2016

+9.4%

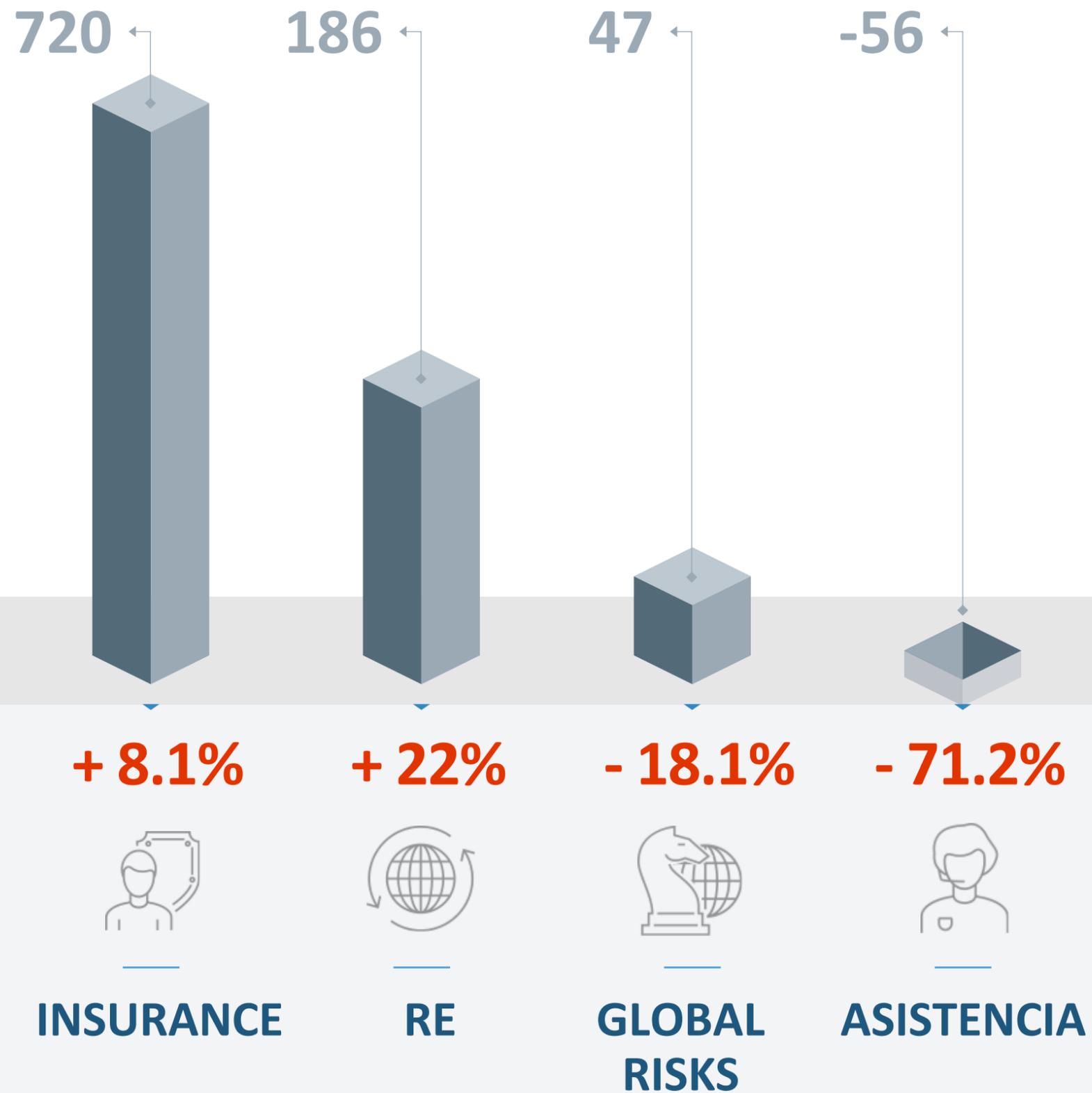
Breakdown of profit



Million euros

*Includes other activities, holding expenses, adjustments for hyperinflation, and results of discontinued operations

Net profit by business unit

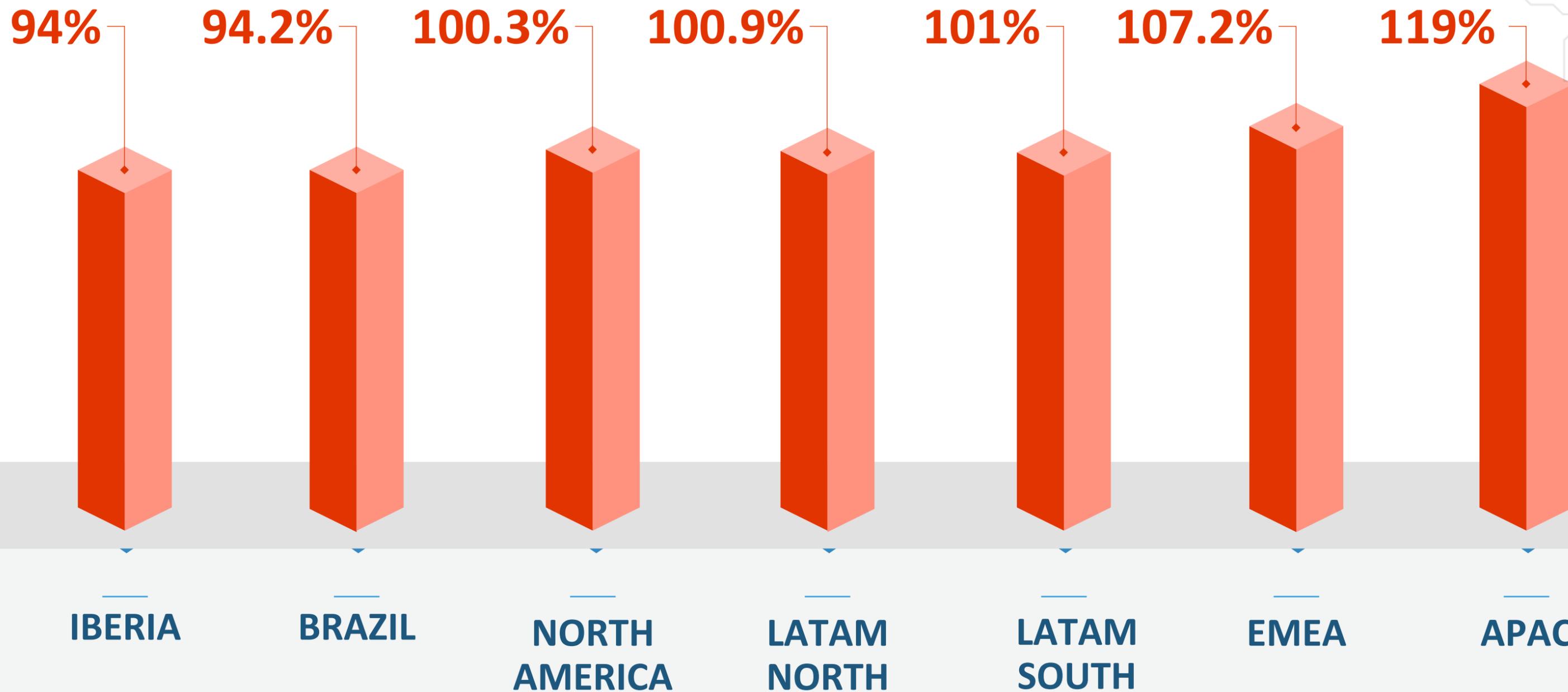


Million euros

Combined ratio
97.4% in 2016

1.2 percentage points less

Combined ratio by region



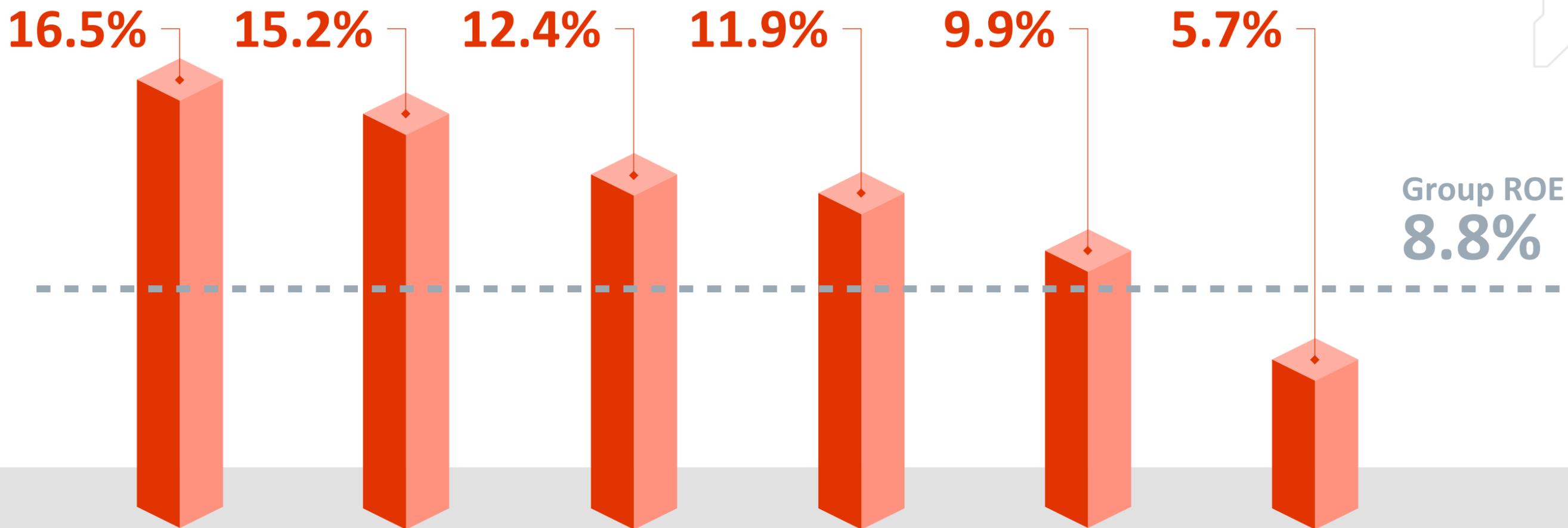
ROE

8.8% in 2016

ROE

8% in 2015

▶ ROE breakdown by **country/unit**



**NON-LIFE
SPAIN**



RE



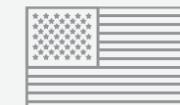
BRAZIL



**GLOBAL
RISKS**



**LIFE
SPAIN**



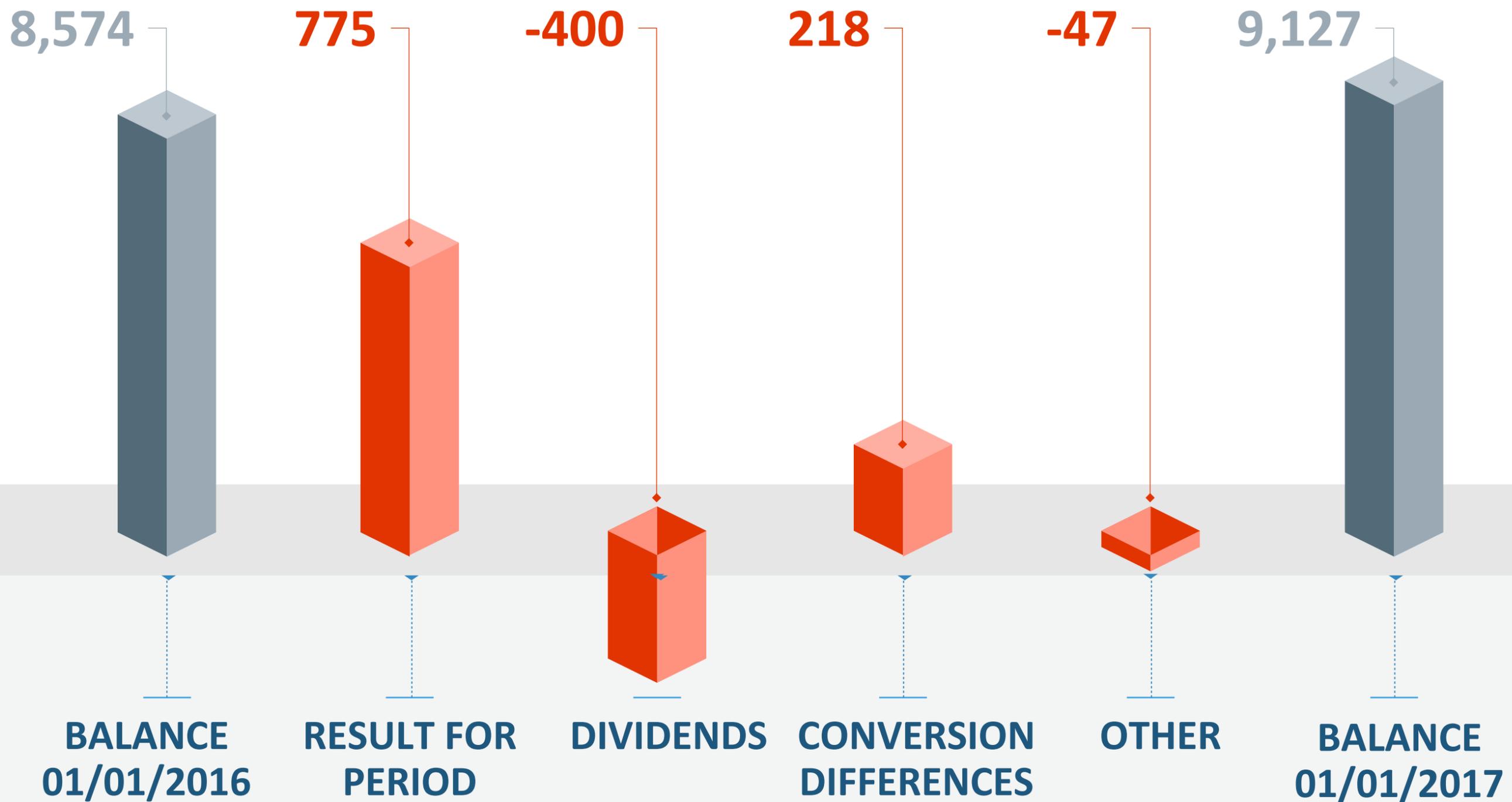
USA

Shareholders' equity

€9,127m as at December 2016

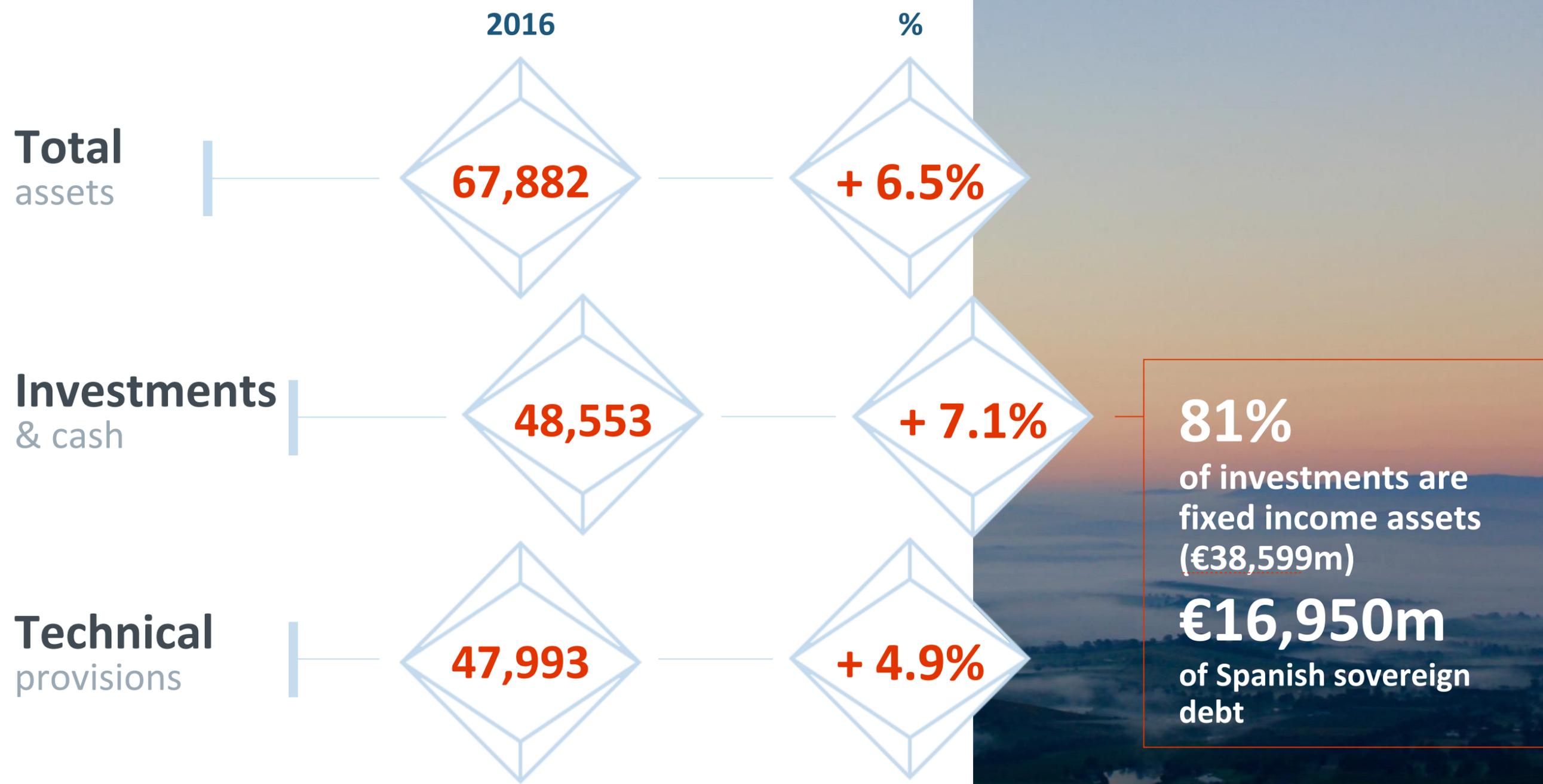
+552m.

+6.4%



Million euros

> Group balance sheet



Million euros

Capital structure

Capital
structure

€13,646m

84% – Equity

4% – Subordinated debt

7% – Senior debt

5% – Other bank debt

Debt
ratio

16%

Solvency

Solvency II ratio

200%*

Tier 1

€8,021m (93%)

Tier 2

€606m (7%)

*3rd Quarter

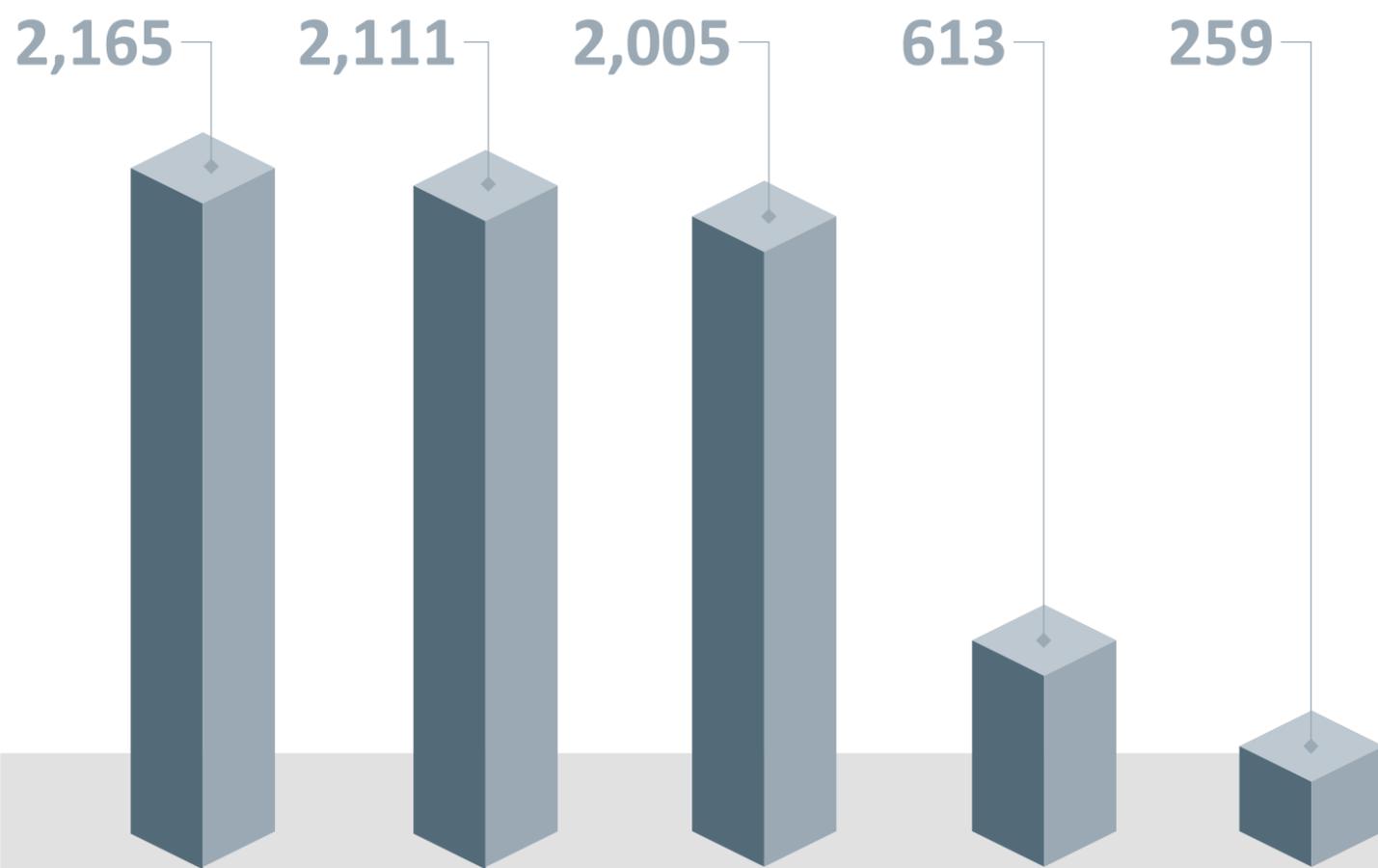


Iberia

€7,139m
in premiums in 2016

+6.6%

► Premiums



+ 2.6%

+ 18%

+ 2.1%

+ 5.3%

- 1.1%



AUTOMOBILE

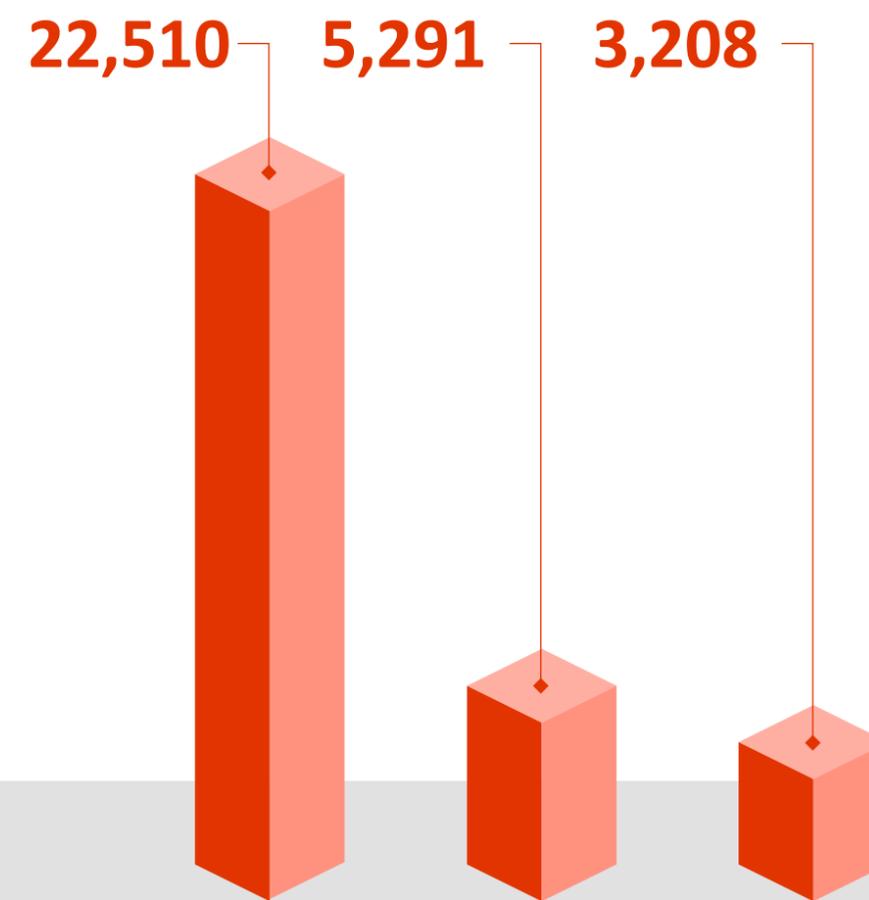
LIFE

GENERAL

HEALTH AND ACCIDENTS

OTHER NON-LIFE

► Managed savings



+ 2.3%

+ 4.2%

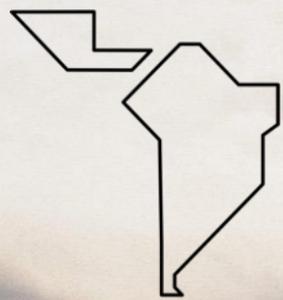
+ 30%



LIFE TECHNICAL PROVISIONS

PENSION FUNDS

MUTUAL FUNDS

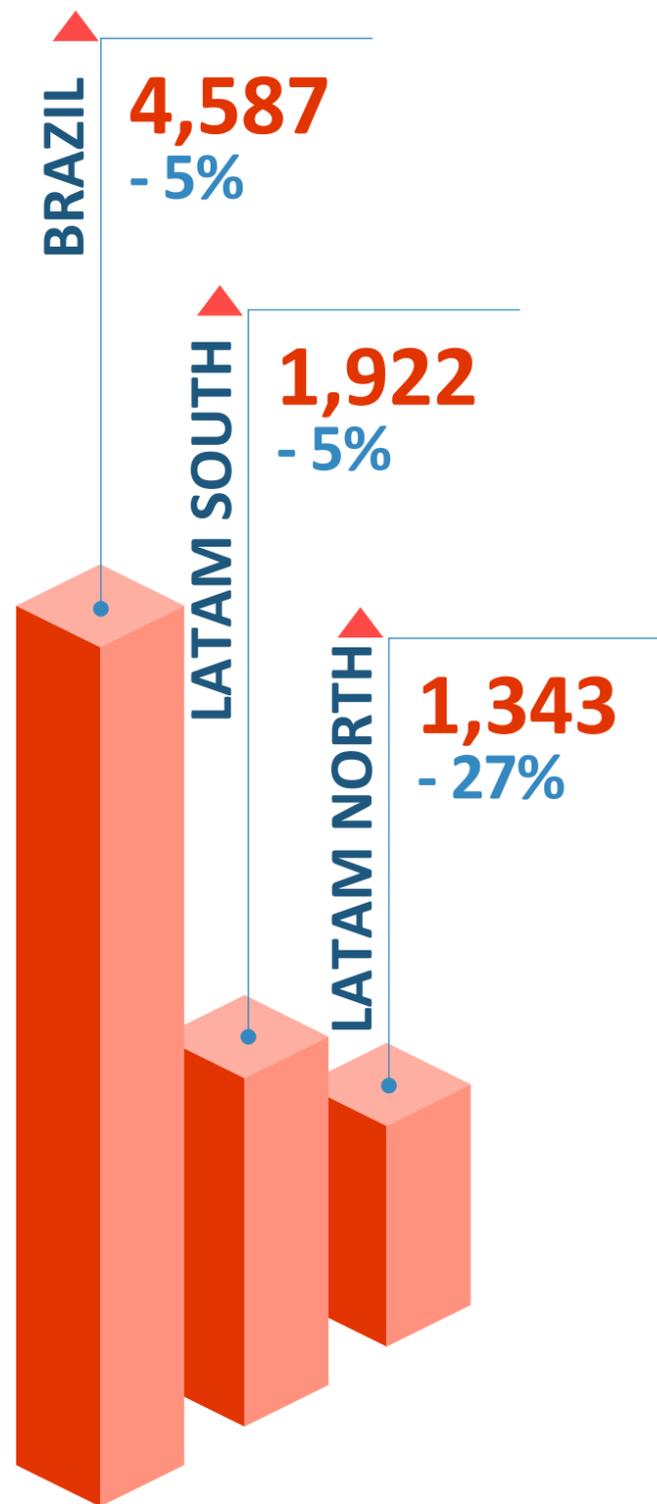


Latin America

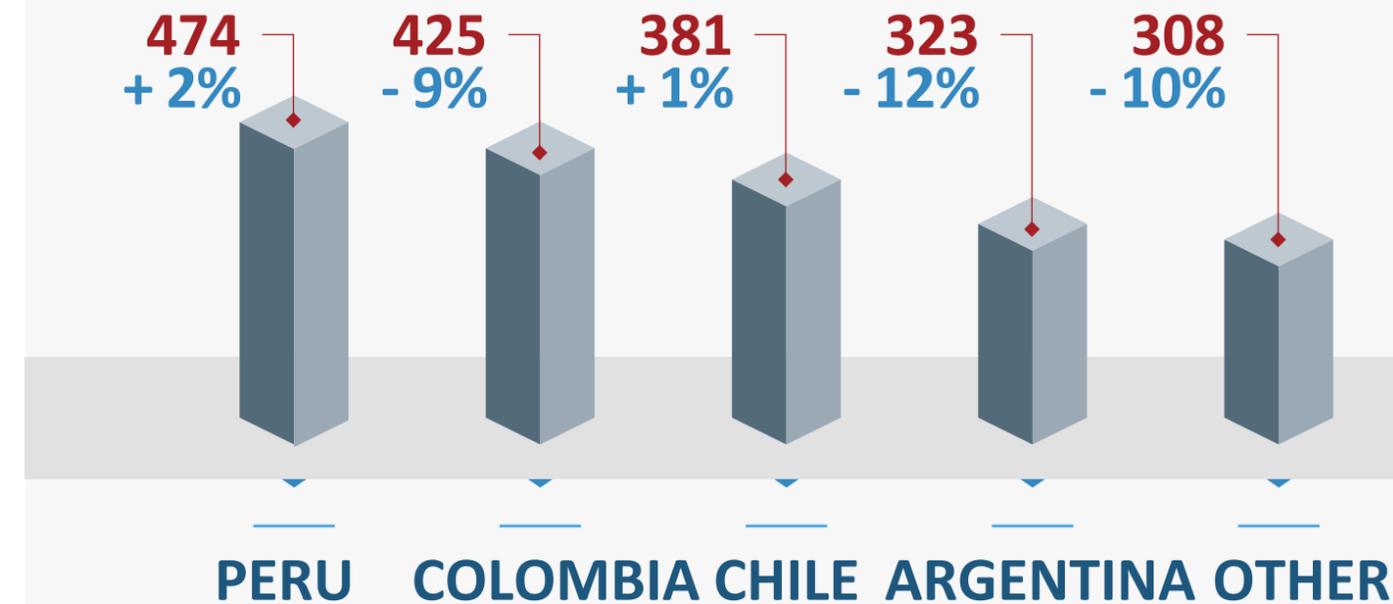
€7,852m

in premiums in 2016

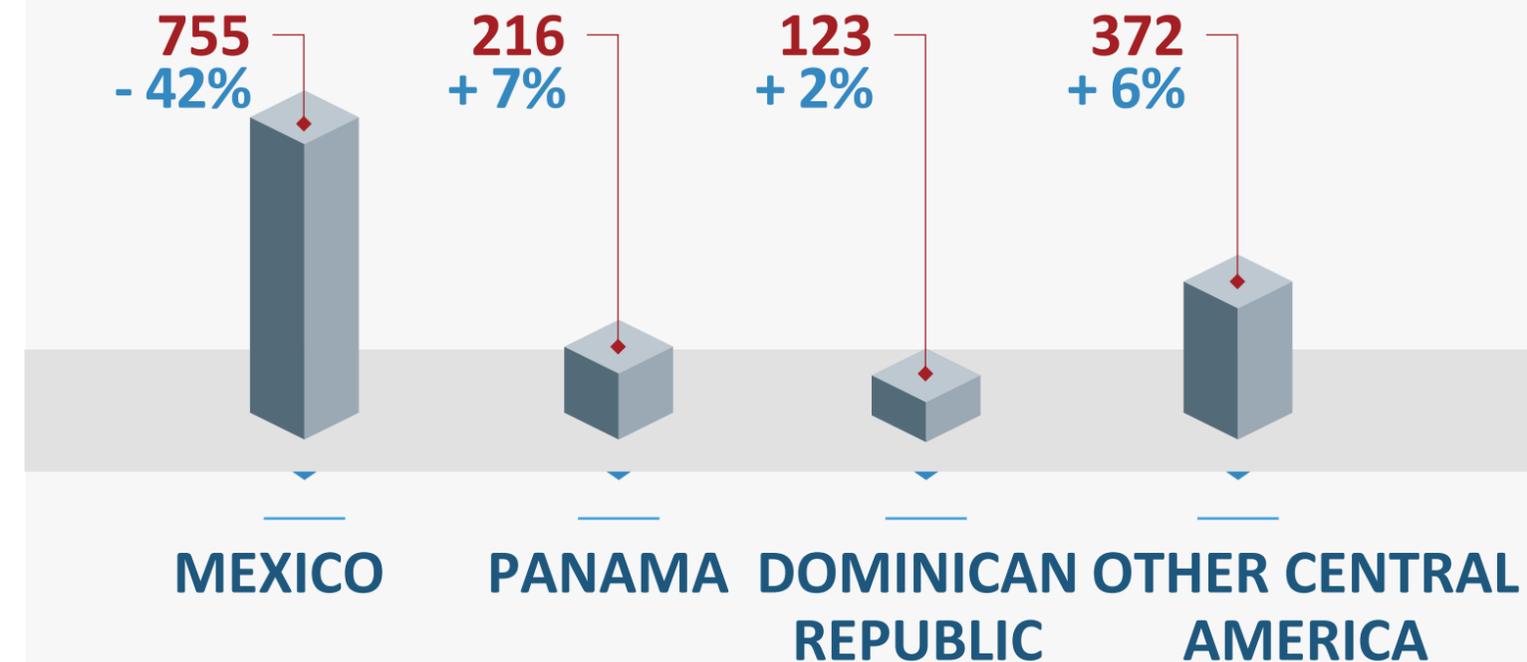
-9.7%



LATAM South



LATAM North



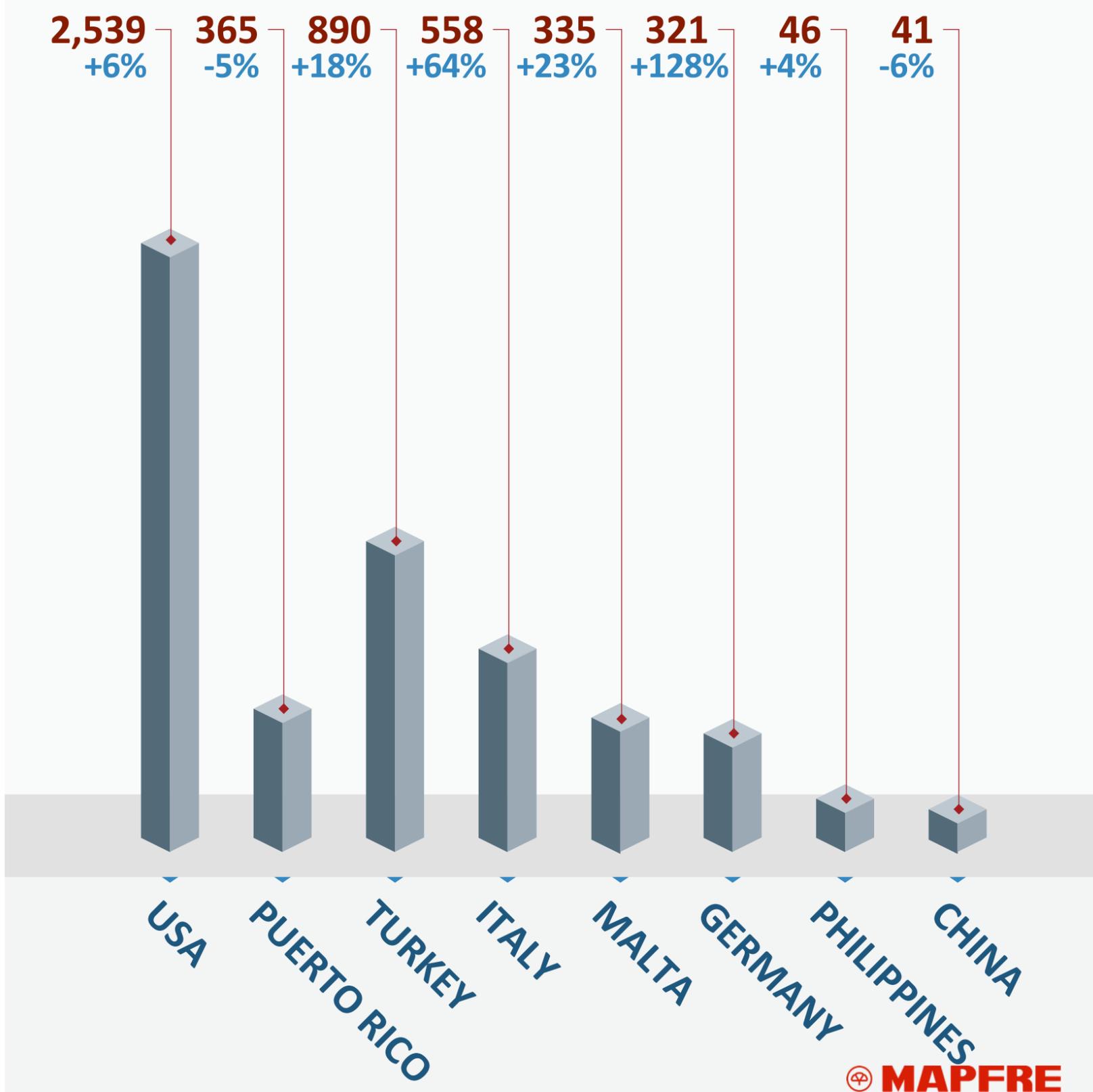
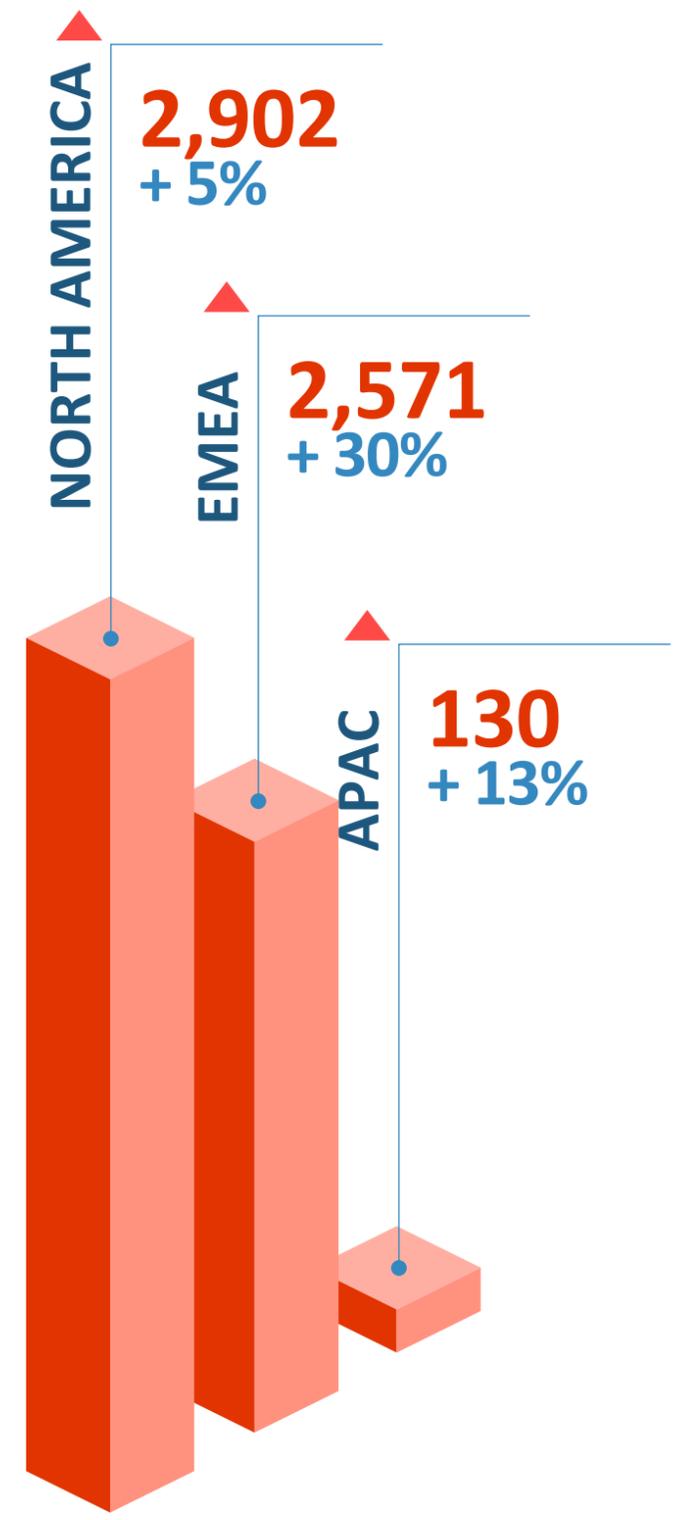


International

€5,603m

in premiums in 2016

+15%





Antonio Huertas

Chairman and CEO of MAPFRE

Conclusions and strategy
Presentation of annual results

February 8, 2017

MAPFRE
in 2016

Highlights of 2016



We improved
profitability

Profits
+9.4%



We consolidated our position in
strategic markets

Spain very profitable growth	Brazil showing resilience to the crisis	USA restoring profitability
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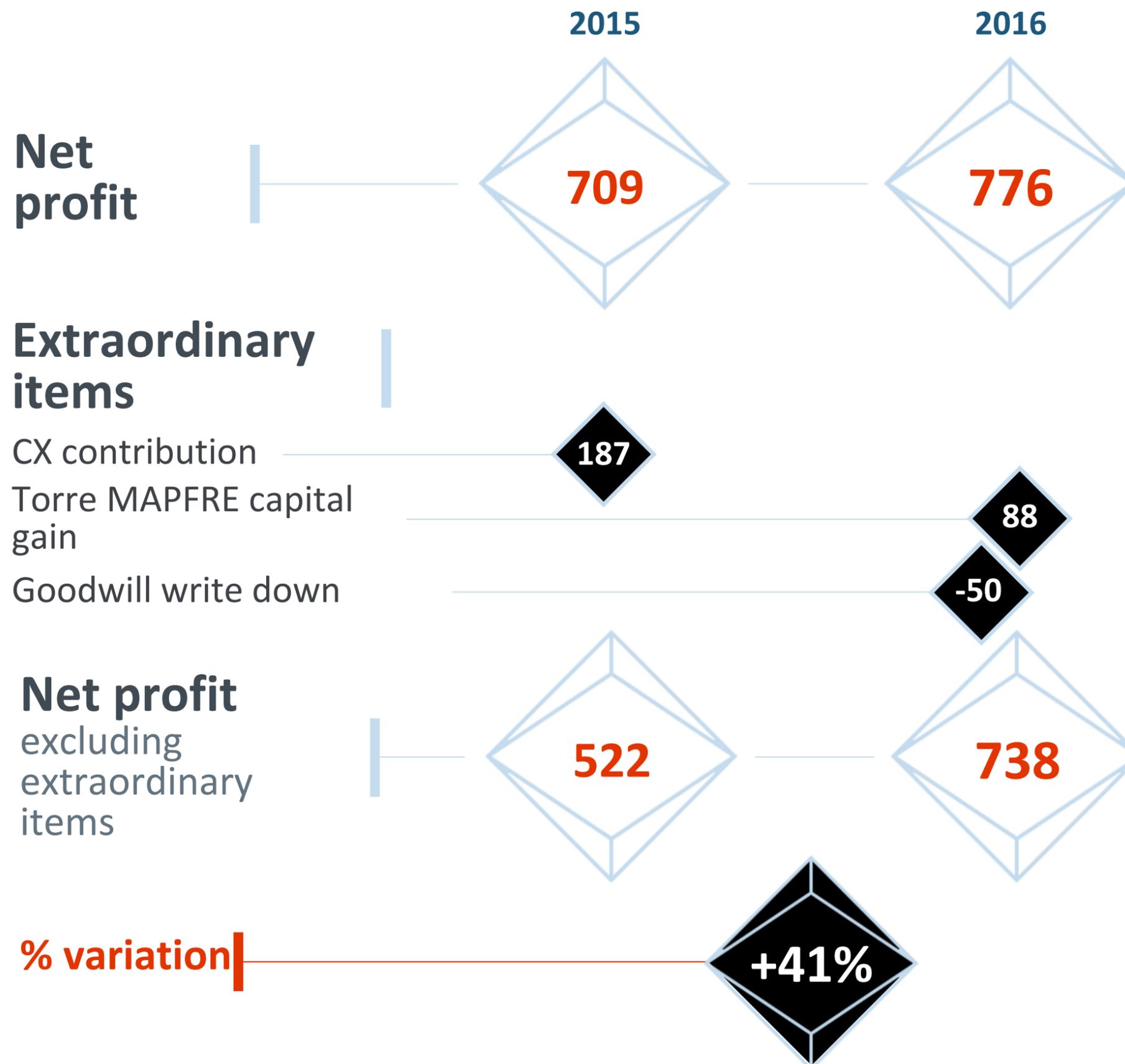


Excellent year for
MAPFRE RE

which has
increased its profits
+22%

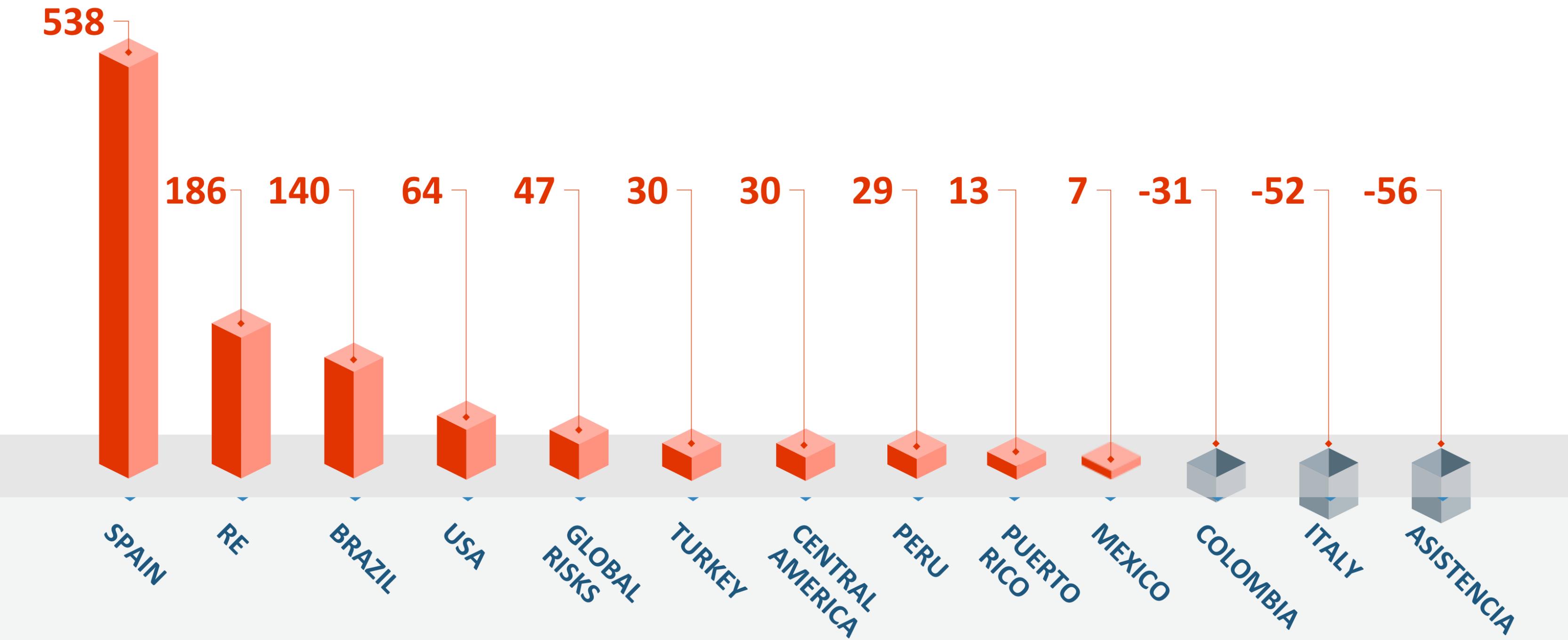
Net profit
excluding
extraordinary items
2015/2016

+41%



Million euros

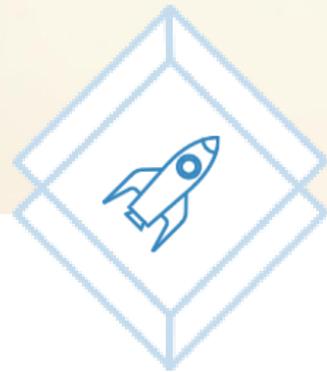
Contribution to 2016 net results by entity



The sum of the countries exceeds €1,000m

Million euros

As a result
of all of this...



**We raised
our
shareholder
remuneration**

Dividend for year: **14.5 cents** per share against 2016 results, **11.5 percent** more than the previous year

In total:
€446.5m
Payout **57.6%**

€2,017m
paid entirely in cash to
shareholders in the
period 2012-2016

Financial strengths of the year



Reduction in
Global Costs
(-1.2%)



Solvency
Position
200%



Improved
Combined Ratio
97.4%



Quality of
Capital
(93% Tier 1)

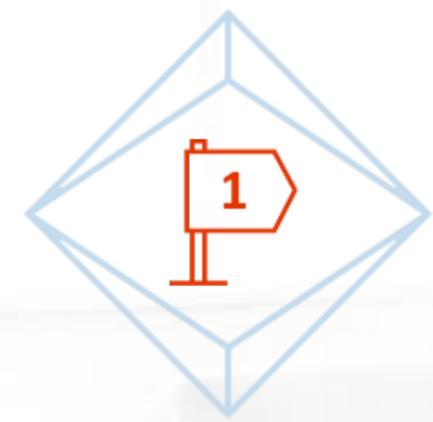


Low level
of **Debt**
Ratio 16%



Stock market
appreciation
+25%
(vs. -2% Ibex)

Strengths of the business



Position of Leadership
In strategic lines



Profitable Investments



Currency diversification
Weight of strong currencies



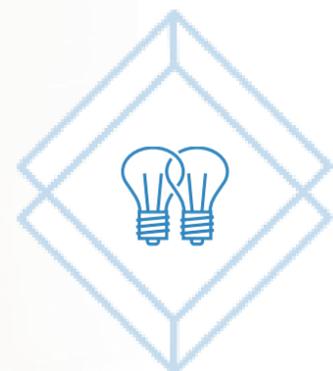
Multichannel structure



Stability and insurance business recurrence

→ The future of our activity

We are prepared for the approaching digital transformation



Innovation

Autonomous cars, Big Data, the Cloud, smart homes



Automation

Mechanized tasks, elimination of redundancies



New trends

Cyber risks, manufacturers' public liability, car sharing



The client as beneficiary

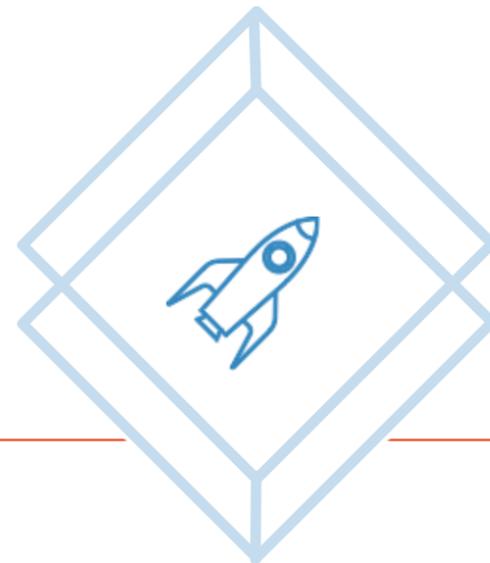
Mobility, new coverages, joint learning, personalized products



Conclusions

Our business model, and the **Focus on profitable growth** strategy, **guarantee recurring growth** over the coming years

**We are
prepared**



for the new **client,**
market and competition
environments



Your trusted insurance company