

**MAPFRE RECORDS REVENUES OF 19,793 MILLION EUROS TO  
SEPTEMBER AND NET EARNINGS OF 673 MILLION EUROS**

- **Profits before taxes and minority interests rise 13 percent, exceeding 1,453 million euros.**
- **Results in the first nine months of the year are driven by business growth and the strong financial income.**
- **Managed savings are up 13.6 percent, to 37,734 million euros.**
- **Overseas business continues to grow at a sustained pace, recording significant increases in local currency terms and generating premiums of 12,534 million euros, nearly 70 percent of total premium income.**
- **MAPFRE's premiums in Spain are up, particularly in Health insurance (more than double the market growth) and Life Insurance (up 4.3 percent, compared to the 2.7 percent decline recorded in the sector).**
- **The interim dividend against the 2014 results is increased by 20 percent.**
- **Equity rises by over 1,240 million euros from January to September, exceeding 11,135 million.**

MAPFRE generated revenues of 19,793 million euros in the first nine months of the year, up 1.6 percent compared to the previous year, and increased its premium volume by 1.8 percent, to 16,857 million euros. These results have been driven by significant business growth in Brazil and other Latin American countries, by the continued recovery in Spain and the solid development of the Reinsurance and Assistance businesses, with the combined ratio being maintained at excellent levels, (95.8 percent). At constant exchange rates, premiums would have grown by 8.3 percent.

Non-life premiums at the end of September totaled 12,553 million euros (up 1 percent), and Life premiums grew by 4.4 percent, to 4,304 million euros. Managed savings were up 13.6 percent, to 37,734 million euros.

Profits before taxes and minority interests amounted to 1,454 million euros, up 13 percent, while attributable results stood at 673 million euros, which represents a

1.6 percent decline with respect to the same period of the previous year, mainly due to higher tax rates, exchange rates and the higher profit share attributable to external partners in jointly operated businesses. At constant exchange rates, attributable results would have grown by 3.7 percent.

“These results confirm the sustained development of MAPFRE’s global business, particularly in strategic markets. In Spain, where signs of economic recovery are increasingly visible, the success of our strategic approach is also clear to see”, stated Antonio Huertas, MAPFRE’s Chairman and CEO.

The Insurance Unit generated premiums of 14,106 million euros from January to September and reported net earnings of 592 million euros. Premiums from the Reinsurance Unit amounted to 2,741 million euros, with net earnings exceeding 100 million euros. The Global Risks Unit generated premium volume of 760 million euros and net earnings of 33 million euros, while revenues from the Assistance, Services and Specialty Risks Unit stood at 856 million euros, with net earnings of 18 million euros.

Equity has risen by 1,242 million euros (up 12.5 percent) since 2013 year-end, to 11,135 million euros, thanks among other factors to business growth, an increase in the market value of the investment portfolio and the appreciation of the Brazilian real, the Turkish lira and, above all, the US dollar.

Shareholders’ equity has grown by 14.5 percent since 2013 year-end, reaching 8,969 million euros, and total managed assets stood at 73,972 million euros, an increase of 9.8 percent over the last twelve months.

In September, MAPFRE announced the acquisition of Direct Line Group’s Motor businesses in Italy and Germany for 550 million euros. This transaction reflects MAPFRE’s firm commitment to online direct insurance, doubling its presence in Europe. In Italy, Direct Line leads the direct motor insurance segment, and in Germany it ranks third. In 2013, these companies, which together have 1.6 million clients, reported premium revenues of 714 million euros.

### **1.- Regional Areas:**

→ Premiums from the **Iberia Regional Area** grew 1.1 percent, exceeding 5,691 million euros. In Spain, premiums totaled 5,542 million euros, up 0.5 percent compared to the same period of the previous year. Motor insurance premiums

amounted to 1,516 million euros, slightly outperforming the market. The Health insurance business performed well, with growth of 7.1 percent, more than double that of the market. Life Assurance premiums were up 4.3 percent, to 1,917 million euros (versus the 2.7 percent decline recorded by the sector), driven by the significant contribution of the bancassurance channel, especially from Bankia. Mutual funds and managed portfolios, along with pension funds, also performed very strongly, increasing 18.8 and 7.7 percent respectively in the first nine months of the year.

→ The **Brazil Regional Area** generated premiums of 4,076 million euros, up 3.9 percent (15.5 percent in local currency terms), thanks in part to growth in Life, Agricultural and Livestock and Industrial Risks lines.

→ The **Latam South Regional Area** reported premium volume of 2,095 million euros, which represents a 3.4 percent drop, though in local currency terms business growth was seen in most countries.

→ Premiums from the **Latam North Regional Area** exceeded 914 million euros, up 8.6 percent. Of note is the contribution from Mexico, where premiums rose by 7.9 percent (14.8 percent in local currency terms), to 616 million euros, driven by the Life, Health and Motor lines.

→ Premiums from the **North America Regional Area** totaled 1,574 million euros, a 1.2 percent increase. The US market turned in a good performance, contributing premiums of 1,343 million euros, up 1.4 percent (4 percent in US dollar terms), driven by the Motor and Home insurance lines (up 2.4 and 8.9 percent respectively).

→ Premiums from the **EMEA Regional Area** grew by 1.3 percent, to 918 million euros. The business in Turkey outperformed the market, reporting premiums of 416 million euros, which represents a rise of over 10 percent in local currency terms. In Malta, premiums exceeded 124 million euros, a 21.8 percent increase from January to September.

→ The **APAC Regional Area** generated premiums of 68 million euros, up 3.8 percent, with strong contributions from China (in excess of 29 million euros) and the Philippines (26 million euros).

## **2.- Dividend:**

The Board of Directors has ratified the payment of an interim dividend against the 2014 results of 6 euro cents per share, a 20 percent increase with respect to the previous year's interim dividend. The total dividend payable in the current year amounts to 14 euro cents per share, representing a total outlay of 431.2 million euros.

## **3.- New Steering Committee member**

MAPFRE's Board of Directors has ratified the appointment of Catalina Miñarro Brugarolas as a member of the company's Steering Committee. Catalina Miñarro has held the position of Independent Director at MAPFRE since October 2013. With a B.A. in Law, she has been a State Attorney since 1988.

## **4.- Changes in the management structure**

MAPFRE's Board of Directors has approved significant changes in its management structure in order to propel forward the company's key strategic projects, which will allow the Group to take a further step in the creation of a new structure aligned with its global scale.

The Board of Directors has approved that MAPFRE's Vice Chairman, Ignacio Baeza, shall take on the management of the project focused on diversifying the Life and Health insurance product portfolio worldwide, as well as the supervision of the Corporate Businesses and Clients Area already in place. "This appointment reinforces our corporate business structure" stated MAPFRE's Chairman and CEO, Antonio Huertas, "allocating appropriate professional resources to this important global project, while ensuring a thorough and rigorous analysis of the opportunities presented and risks assumed". Ignacio Baeza will continue to supervise MAPFRE's ongoing development in Spain and Portugal, as the IBERIA Territorial CEO.

José Manuel Inchausti will take on the executive management of MAPFRE's operations in Spain and Portugal, acting as the new Regional CEO. José Manuel Inchausti has held numerous senior management positions at MAPFRE, in Spain and other countries, for more than 26 years. Most recently, as Business Support General Manager, he was responsible for launching this

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corporate unit, which includes highly relevant areas such as Technology, Operations and Direct Insurance.

To replace José Manuel Inchausti in the Corporate Business Support Area, the Board of Directors has approved the appointment of Francisco Marco Orenes, the current Executive Vice Chairman of MAPFRE's operations in Spain. Francisco Marco has a professional track record of over 20 years at MAPFRE, where he has held senior management positions in Spain and other countries, including Chairman of MAPFRE PERU.

The Board of Directors has also approved the appointment of MAPFRE EMPRESAS's CEO and MAPFRE IBERIA's Business and Clients General Manager, Jesús Martínez Castellanos, as First Vice Chairman of the Steering Committee of MAPFRE FAMILIAR and MAPFRE EMPRESAS, replacing Francisco Marco. Juan Fernández Palacios will continue to be responsible for the Life Assurance business in Spain, acting as First Vice Chairman of MAPFRE VIDA's Steering Committee.

Madrid, November 5, 2014. For further information, please contact MAPFRE's Corporate Communications Department.

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**MAIN CONSOLIDATED FIGURES**

Results	Million €		% Change 14/13
	9M 2014	9M 2013	
<b>GROSS WRITTEN AND ACCEPTED PREMIUMS</b>	<b>16.857,0</b>	<b>16.558,7</b>	<b>1,8%</b>
Non-life	12.552,9	12.434,7	1,0%
Life	4.304,1	4.124,0	4,4%
<b>TOTAL CONSOLIDATED REVENUES</b>	<b>19.792,7</b>	<b>19.471,6</b>	<b>1,6%</b>
<b>RESULTS BEFORE TAX AND MINORITY INTERESTS</b>	<b>1.453,9</b>	<b>1.287,2</b>	<b>13,0%</b>
<b>RESULTS AFTER TAX AND MINORITY INTERESTS</b>	<b>672,8</b>	<b>683,9</b>	<b>-1,6%</b>
<b>EARNINGS PER SHARE (euro cents)</b>	<b>0,22</b>	<b>0,22</b>	<b>-1,6%</b>
Balance Sheet	Million €		% Change 14/13
	9M 2014	9M 2013	
<b>TOTAL ASSETS</b>	<b>63.952,5</b>	<b>58.269,9</b>	<b>9,8%</b>
<b>MANAGED SAVINGS<sup>(1)</sup></b>	<b>37.733,8</b>	<b>33.216,2</b>	<b>13,6%</b>
<b>SHAREHOLDERS' EQUITY</b>	<b>8.968,9</b>	<b>8.003,4</b>	<b>12,1%</b>

**MAIN FIGURES BY REGIONAL AREAS**

Gross written and accepted premiums	Million €		% Change 14/13
	9M 2014	9M 2013	
IBERIA	5.691,3	5.631,4	1,1%
BRAZIL	4.076,0	3.924,6	3,9%
LATAM SOUTH	2.095,3	2.169,4	-3,4%
NORTH AMERICA	1.573,5	1.555,1	1,2%
EMEA	918,0	905,9	1,3%
LATAM NORTH	914,1	842,0	8,6%
APAC	67,5	65,0	3,8%
MAPFRE RE	2.740,8	2.666,7	2,8%
Results before tax and minority interests	Million €		% Change 14/13
	9M 2014	9M 2013	
IBERIA	599,9	573,8	4,5%
BRAZIL	543,8	384,8	41,3%
LATAM SOUTH	118,3	125,0	-5,4%
NORTH AMERICA	63,7	99,0	-35,7%
EMEA	59,6	40,5	47,2%
LATAM NORTH	58,6	51,6	13,6%
APAC	2,8	2,3	21,7%
MAPFRE RE	140,2	122,3	14,6%

<sup>(1)</sup> Includes: Life technical reserves, mutual and pension funds.