

**MAPFRE RAISES EARNINGS BY 18.7 PERCENT, TO 790.5 MILLION EUROS,  
WITH REVENUES UP 2.3 PERCENT IN 2013 TO 25,889 MILLION EUROS**

- Premiums grow 1.2 percent, to 21,835.5 million euros.
- Overseas business contributes more than 72 percent of premiums and 64 percent of earnings.
- In Spain, total managed savings stand at 27,903 million euros, rising 6.2 percent, double the growth level recorded by the sector.
- The value of investments in Spain has grown by almost 1,400 million euros, principally as a result of the increase in sovereign debt values, in turn producing a rise of 285 million euros in equity.
- The expense ratio in Spain falls, despite a drop in premium volume, thanks to a concentrated effort to reduce internal costs, resulting in savings of 48 million euros.
- The Group raises its total dividend against the 2013 results by 18 percent, and will pay out 13 euro cents per share.

MAPFRE's Chairman and CEO, Mr. Antonio Huertas, today presented the Group's results, which show a rise in attributable profit of 18.7 percent to 790.5 million euros, thanks to the geographical diversification of the business, which underpins the company's solidity. Revenues exceeded 25,889 million euros, a rise of 2.3 percent on 2012, with premiums growing 1.2 percent to 21,835.5 million euros.

The year was characterized by the appreciation of the euro against all other currencies. On a constant currency basis, premiums and earnings would have grown by 8.1 percent and 26.3 percent respectively.

Shareholders' equity stood at 7,833.5 million euros, an increase of 0.3 percent, and total managed assets amounted to 66,048 million euros, representing a 2.2 percent rise over the last twelve months.

“These are very positive results, given the current domestic and international environments in which they have been achieved, and reflect not only MAPFRE’s strength, but more importantly the Group’s capacity to adapt accordingly in all the markets in which it operates”, stated Mr. Antonio Huertas, who went on to add that “MAPFRE is currently in the best position to lead the economic recovery”.

### **1.- Business development:**

→ The **Spain and Portugal** Insurance Division, which contributes 29.1 percent of total premium income, recorded revenues of 6,844.4 million euros. In Spain, where MAPFRE is the outright market leader, premiums rose to 6,707.7 million euros.

- Non-Life premiums in Spain exceeded 4,199.5 million euros in an environment marked by both a significant contraction in the insurance market and intense competitive pressure, particularly in the automobile line, in which MAPFRE generated premiums of 2,056.4 million euros, where its market share is 20.5 percent.
- Life premiums in Spain totaled 2,508.4 million euros. Worthy of mention is the robust performance from mutual funds and managed portfolios, which grew by 19 percent, to 3,027.2 million euros, and from pension funds, which amounted to 5,372.3 million euros, (5.2 percent higher than in 2012). Total managed savings stood at 27,903 million euros, showing a rise of 6.2 percent - double the increase recorded by the sector.
- Additionally, the value of investments has risen by almost 1,400 million euros, due to the appreciation of the sovereign debt portfolio, which in turn resulted in an increase in equity of 285 million euros.
- The expense ratio in Spain fell in 2013, despite a drop in premiums, thanks to the concentrated effort to reduce internal costs, producing savings of 48 million euros.

→ The **International Insurance Division**, which in 2013 encompassed insurance activities outside Spain and now represents 48.5 percent of the Group’s total premiums, recorded revenues of 11,419 million euros, a 5.4 percent rise.

- In Latin America, the Group generated premium volume of 8,886.9 million euros, a 2.7 percent increase.

Brazil, which accounts for 56.7 percent of MAPFRE's business in Latin America, saw premium income rise by 20.4% in local currency terms, to 5,036.1 million euros. Equally healthy growth was achieved in Colombia, (up 30.2 percent in local currency terms), with 713.9 million euros in premiums, driven by the Life business. Premium income in Peru was up 20.5 percent in local currency terms, to 311.7 million euros, with growth across all lines, notably that of health, which rose by 36 percent.

- In all other countries where the Group is active in insurance –the USA, the Philippines, Malta, Puerto Rico and Turkey– premiums for 2013 totaled 2,532.1 million euros, 15.9 percent more than in the previous year.

The strong performance in the USA, which was 5 percent better in local currency terms, with 1,543.2 million euros in premiums, deserves particular mention. Not only did the home insurance line enjoy strong growth in Massachusetts, but all other states in which MAPFRE does business posted healthy results across all lines, these states now accounting for 24.6 percent of MAPFRE's US business. In Turkey, premiums were 52.1 percent higher in local currency terms, totaling 536.4 million euros, thanks to positive growth in the automobile and health lines, and increased activity in the commercial lines, supported by the expansion of the branch network.

→ The **Global Businesses Division**, which contributes 22.4 percent of the Group's premiums, and in 2013 encompassed its Reinsurance, Global Risks and Assistance businesses, posted 5,502.7 million euros in premiums and operating revenues, a 12.6 percent rise on 2012.

- Accepted reinsurance premiums totaled 3,253.7 million euros, a 14.4 percent increase. A highlight of 2013 was the growth recorded in both Non-Life operations and non-group business, which showed an 8.9 percent increase on the previous year.
- MAPFRE Global Risks enhanced its premium income by 0.3 percent, generating 1,118.8 million euros.
- Revenues in the Assistance business, (premiums and income generated from services), were 21.8 percent higher, at 1,130.2 million euros, on the back of organic growth in Asia and Europe, and in the USA as well, thanks to the expansion of its

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2013 RESULTS**



distribution networks and the contribution from new roadside assistance contracts with major clients.

These results pertain to the Group's structure in the year 2013. As has been previously announced, on January 1, 2014, MAPFRE adopted a new corporate structure to enable the Group to adapt to its scale and position as the most trusted global insurance company.

**2.- Dividend:**

The Board of Directors is to propose a final dividend against the 2013 results of 8 euro cents gross per share at the Annual General Meeting, which represents a 14.3 percent increase on the final dividend paid in the previous year.

Hence, the total dividend against the 2013 results will rise to 13 euro cents per share, 18 percent more than the total paid out from the 2012 results.

**3.- Additional information:**

MAPFRE's Governing Bodies have approved the appointments of Mr. Antonio Huertas as Chairman of FUNDACIÓN MAPFRE and that of Mr. Antonio Nuñez as First Vice Chairman of the same institution. Mr. Francisco Vallejo will continue to hold the position of Second Vice Chairman of FUNDACIÓN MAPFRE.

Madrid, February 11, 2014. For further information, please contact the MAPFRE Corporate Communications Department:

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**MAIN CONSOLIDATED FIGURES**

Results	Million €		% Var. 13 / 12
	2013	2012	
<b>GROSS WRITTEN AND ACCEPTED PREMIUMS</b>	<b>21.835,5</b>	<b>21.579,8</b>	<b>1,2%</b>
Non-Life	16.277,7	15.478,5	5,2%
Life	5.557,8	6.101,3	-8,9%
<b>TOTAL CONSOLIDATED REVENUES</b>	<b>25.889,3</b>	<b>25.301,2</b>	<b>2,3%</b>
<b>EARNINGS BEFORE TAX AND MINORITY INTERESTS</b>	<b>1.563,9</b>	<b>1.372,0</b>	<b>14,0%</b>
<b>EARNINGS AFTER TAX AND MINORITY INTERESTS</b>	<b>790,5</b>	<b>665,7</b>	<b>18,7%</b>
<b>EARNINGS PER SHARE (euro cents)</b>	<b>0,26</b>	<b>0,22</b>	<b>18,7%</b>
Balance Sheet	Million €		% Var. 13 / 12
	2013	2012	
<b>TOTAL ASSETS</b>	<b>56.825,8</b>	<b>56.983,2</b>	<b>-0,3%</b>
<b>MANAGED SAVINGS<sup>(1)</sup></b>	<b>33.614,1</b>	<b>31.035,1</b>	<b>8,3%</b>
<b>SHAREHOLDERS' EQUITY</b>	<b>7.833,5</b>	<b>7.810,5</b>	<b>0,3%</b>

**MAIN FIGURES BY UNITS**

Written and accepted premiums	Million €		% Var. 13 / 12
	2013 <sup>(2)</sup>	2012	
<b>SPAIN AND PORTUGAL INSURANCE</b>	<b>6.844,4</b>	<b>7.507,6</b>	<b>-8,8%</b>
MAPFRE FAMILIAR	3.556,5	3.715,1	-4,3%
MAPFRE VIDA	2.508,4	3.077,5	-18,5%
MAPFRE EMPRESAS	642,8	715,0	-10,1%
MAPFRE PORTUGAL	136,7	---	---
<b>INTERNATIONAL INSURANCE</b>	<b>11.419,0</b>	<b>10.833,9</b>	<b>5,4%</b>
MAPFRE AMÉRICA	8.886,9	8.649,1	2,7%
MAPFRE INTERNACIONAL <sup>(3)</sup>	2.532,1	2.184,8	15,9%
<b>GLOBAL BUSINESSES</b>	<b>5.290,6</b>	<b>4.723,2</b>	<b>12,0%</b>
MAPFRE GLOBAL RISKS	1.118,8	1.115,2	0,3%
MAPFRE RE	3.253,7	2.844,5	14,4%
MAPFRE ASISTENCIA	918,1	763,5	20,2%
Results before tax and minority interests	Million €		% Var. 13 / 12
	2013 <sup>(2)</sup>	2012	
<b>SPAIN AND PORTUGAL INSURANCE</b>	<b>552,5</b>	<b>535,7</b>	<b>3,1%</b>
MAPFRE FAMILIAR	233,4	236,6	-1,4%
MAPFRE VIDA	209,0	213,5	-2,1%
MAPFRE EMPRESAS	108,5	85,6	26,8%
MAPFRE PORTUGAL	1,6	---	---
<b>INTERNATIONAL INSURANCE</b>	<b>894,7</b>	<b>777,3</b>	<b>15,1%</b>
MAPFRE AMÉRICA	703,4	653,6	7,6%
MAPFRE INTERNACIONAL <sup>(3)</sup>	191,3	123,7	54,6%
<b>GLOBAL BUSINESSES</b>	<b>271,6</b>	<b>193,1</b>	<b>40,7%</b>
MAPFRE GLOBAL RISKS	66,4	25,3	162,5%
MAPFRE RE	155,3	121,1	28,2%
MAPFRE ASISTENCIA	49,9	46,7	6,9%

<sup>(1)</sup> Includes: Life technical reserves, mutual and pension funds. In 2013, the mutual funds managed outside of Spain are

included for the first time; excluding this effect, the growth rate would be 5.7 %

<sup>(2)</sup> The figures for 2013 reflect the 2013 operational structure.

<sup>(3)</sup> Includes: Malta, the Philippines, Puerto Rico, Turkey and the USA