# QUARTERLY INFORMATION (INTERIM DECLARATION OR QUARTERLY FINANCIAL REPORT)

QUARTER: INIKU		YEAR: 2010
END OF REPORTI	NG PERIOD: <b>30/09/2015</b>	
	I. ISSUER IDENTIFICATION INFORMATION	
Corporate name:	MAPFRE, S.A.	
Legal address:	Carretera de Pozuelo, 52. 28222 MAJADAHONDA	<b>TAX ID</b> A-08055741
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II. COMPLE	EMENTARY INFORMATION TO PREVIOUSLY RELEASED REGULA	ATORY FILINGS
	in changes with respect to previously filed information:	
(only to be completed	for those conditions stipulated in section B) of the instructions)	

## CONSOLIDATED INTERIM MANAGEMENT REPORT

#### **Consolidated revenues**

Direct insurance and accepted reinsurance premiums, excluding consolidation adjustments, written by the Group's subsidiaries amounted to €18,597.0 million in the first nine months of 2016, a 0.1% increase. Consolidated premiums totalled €17,109.4 million, a decline of 1.3% on the year. Consolidated revenues reached €20,963.9 million, rising by 1.8%, and are broken down by type of business as shown in the following table<sup>(1)</sup>:

	9M 2015	9M 2016	△ %
Gross written and accepted premiums	17,340.6	17,109.4	-1.3%
Financial income	2,847.4	3,477.2	22.1%
Non-insurance companies' revenues and other	398.6	377.2	-5.4%
TOTAL CONSOLIDATED REVENUES	20,586.6	20,963.9	1.8%

#### Figures in million Euros

(1) For comparison purposes CATALUNYACAIXA has been excluded from 2015 data, following its reclassification as a discontinued operation.

In the first nine months of 2016, the total consolidated revenues recorded a 1.8 % increase with respect to the previous year, reflecting:

- tailwinds from the recovery in Spain continue boosting Non-Life premiums across main lines of business, mitigating the effects of currency movements in main markets;
- growth of Life premiums, despite a challenging market environment, thanks to the strength of MAPFRE's agent network in Spain, growth in production in Malta and the resilient performance of Life-Protection business in Brazil; and
- active management of the low interest rate environment with a strong fall in financial expenses and higher realized gains with interest rates near historic lows.

Consolidated net premiums earned amounted to €14,028.1 million in the first nine months of the year, a 3.2% increase (€13,596.9 million in 9M 2015).

#### **Premiums by Territorial Areas**

Note: The information shown below reflects the new operational structure in force since January 1st, 2014, which has been organized into Territorial and Regional Areas and which differs from the current legal structure.

#### **IBERIA**

The premiums written and accepted by all the insurance companies managed by this Territorial Area amounted to €5,410.4 million, a 6.4% increase, with the following breakdown by countries:

	9M 2015	9M 2016	△ %
IBERIA	5,085.2	5,410.4	6.4%
SPAIN	4,931.9	5,280.4	7.1%
PORTUGAL	153.3	129.9	-15.3%

Figures in million Euros

## The increase in premiums reflects:

- in Non-Life insurance, continued pick up in production in main lines of business, mainly thanks to improvements in volume; strong performance of issuance at GLOBAL RISKS in existing programs; and
- in Life Assurance, continued pick up in sales in the agents' network and the issuance of group savings policies in the second quarter of 2016 (over €100 million).

The subsidiaries that operate in stock brokerage, as well as mutual and pension fund management, which are grouped under MAPFRE AM, reached an amount of €3,057.0 million of assets in mutual funds, a 29.0% increase. The volume of assets in pension funds stood at €2,044.1 million, equivalent to a rise of 3.6%.

#### LATIN AMERICA

The premiums written and accepted by all the insurance companies managed by this Territorial Area amounted to €5,765.1 million, an 18.0% decline. The figures corresponding to the Regional Areas and main countries are shown below:

	9M 2015	9M 2016	△ %	△ % local currency <sup>(1)</sup>
BRAZIL	3,710.6	3,323.7	-10.4%	-3.2%
LATAM SOUTH	1,822.5	1,434.3	-21.3%	
of which:				
PERU	350.7	363.2	3.6%	11.3%
COLOMBIA	367.1	323.1	-12.0%	2.2%
CHILE	275.3	269.5	-2.1%	1.5%
ARGENTINA	282.8	249.3	-11.8%	42.8%
LATAM NORTH	1,497.0	1,007.1	-32.7%	
of which:				0
MEXICO	1,089.8	581.2	-46.7%	-39.3%

Figures in million Euros

(1) Excluding the businesses from MAPFRE GLOBAL RISKS and MAPFRE ASISTENCIA

As regards the figures broken down above, the following must be noted for the Non-Life business:

- in BRAZIL, given the market conditions, local currency growth has proved resilient (-3%), driven mainly by Agro Insurance, Industrial Risks and Mass Multiperil, which have offset the decrease in Motor, while the depreciation of the Brazilian real is still a drag on growth;
- at LATAM SOUTH, the strong contraction is due to the application of the 'implicit' exchange rate in Venezuela, which adjusts for inflation; growth in local currency in all countries, with very positive developments in Peru in Mass Multiperil, Health and Motor, and in Motor in Colombia; and
- at LATAM NORTH, local currency growth in Mexico in Motor (+2%), partially mitigating the decrease in issuance in Health, Agricultural, Transport and Industrial Risks.

Premium figures as at 9M 2015 included PEMEX contract (€387 mn). Adjusted for this effect, the decrease would have been 8.2%.

With regard to the Life business, the development of premiums reflects:

- in BRAZIL, the decrease of 3% in local currency due to the contraction of Life-Protection premiums, owing to lower credit activity at Banco do Brasil; additionally growth has been affected by the depreciation of the Brazilian real,
- at LATAM NORTH, a decline in Mexico due to the non-renewal of unprofitable contracts and lower production in 3Q 2016; and
- at LATAM SOUTH, contraction of issuance in Colombia, due to the cancellation of underperforming contracts, partly offset by good performance in Argentina, Chile and Peru.

## **INTERNATIONAL**

The premiums written and accepted by all the insurance companies managed by this Territorial Area amounted to €4,241.6 million, a 20.2% increase. The figures corresponding to the Regional Areas and main countries are shown below:

	000000000000000000000000000000000000000			△ % local
	9M 2015	9M 2016	△ %	currency <sup>(1)</sup>
NORTH AMERICA	2,103.1	2,215.9	5.4%	
of which:		***************************************	000000000000000000000000000000000000000	
USA	1,806.0	1,931.8	7.0%	7.4%
PUERTO RICO	295.1	285.6	-3.2%	0.8%
EMEA	1,339.0	1,924.5	43.7%	
of which:				
TURKEY	511.5	653.5	27.8%	42.0%
ITALY	175.2	387.4	121.1%	
GERMANY	87.9	263.2	199.4%	
MALTA	188.1	248.4	32.1%	
UNITED KINGDOM	217.7	210.9	-3.1%	
APAC	87.6	101.2	15.5%	

Figures in million Euros

<sup>(1)</sup> Excluding the businesses from MAPFRE GLOBAL RISKS and MAPFRE ASISTENCIA.

As regards the figures broken down above, the following must be noted for the Non-Life business:

- growth in the USA as a result of Homeowner tariff increases in Massachusetts resulting in average premium increasing +4.3% from 2015 with policy count +3.6%; Motor average premium +1.5% with written exposures +2.3%; solid performance in the main lines of business in other states different from Massachusetts (+11.6%), especially in Connecticut; and
- in EMEA the consolidation of direct business in Italy and Germany (increase of €378.8 million compared to 9M 2015), along with tariff and volume increases in Motor in Turkey.

## **MAPFRE RE**

In the accepted reinsurance business, MAPFRE RE and its subsidiaries recorded consolidated premiums of €3,179.9 million, an 8.5% increase, stemming from the solid performance of Non-Group business in Non-Life, despite the soft reinsurance market and timing differences in the issuance of large contracts in the Life segment.

## Results

The net result attributable to the parent company (after non-controlling interests) amounted to €572.0 million, a 3.3% decrease with respect to the previous year. The following table shows the breakdown of results:

	9M 2015	9M 2016	△ %
NON-LIFE INSURANCE AND REINSURANCE			
Gross written and accepted premiums	13,780.4	13,467.0	-2.3%
Premiums earned, net of ceded and retroceded reinsurance	10,409.9	10,582.2	1.7%
Net claims incurred and variation in other technical provisions	-7,286.0	-7,327.5	0.6%
Operating expenses, net of reinsurance	-2,959.6	-2,942.4	-0.6%
Other technical income and expenses	-29.6	-16.2	-45.3%
Technical Result	134.7	296.1	119.8%
Net fin'l. income	649.9	644.5	-0.8%
Other non-technical income and expenses	-30.6	-50.1	63.7%
Result of Non-life business	754.1	890.5	18.1%
LIFE ASSURANCE AND REINSURANCE		2	-
Gross written and accepted premiums	3,560.2	3,642.4	2.3%
Premiums earned, net of ceded and retroceded reinsurance	3,187.0	3,445.9	8.1%
Net claims incurred and variation in other technical provisions	-2,749.9	-3,103.0	12.8%
Operating expenses, net of reinsurance	-843.7	-859.6	1.9%
Other technical income and expenses	-8.0	-15.0	87.5%
Technical Result	-414.6	-531.7	28.2%
Net fin'l. income and other non-technical income and expenses	903.3	988.4	9.4%
Unrealized gains and losses in Unit-Linked products	43.1	83.2	93.0%
Result of Life business	531.8	539.9	1.5%
OTHER BUSINESS ACTIVITIES	*		
Net operating revenues & expenses	-52.4	-69.0	31.7%
Other income and expenses	-39.1	5.6	-114.3%
Results from other business activities	-91.5	-63.4	-30.7%
Result on restatement of financial accounts	-32.7	-25.3	-22.6%
Result before tax and non-controlling interests	1,161.7	1,341.7	15.5%
Income tax	-372.2	-434.5	16.7%
Result after tax	789.5	907.2	14.9%
Result after tax from discontinued operations	186.2	0.0	-100.0%
Result for the year	975.7	907.2	-7.0%
Result attributable to non-controlling interests	-384.4	-335.2	-12.8%
Result attributable to the controlling Company	591.3	572.0	-3.3%
Non-life loss ratio	70.0%	69.2%	
Non-life expense ratio	28.7%	28.0%	one .
Non-life combined ratio	98.7%	97.2%	

Figures in million Euros

The consolidated statement of comprehensive income is detailed below:

	9M 2015	9M 2016
Result attributable to the controlling Company	591.3	572.0
Financial assets available for sale	-543.1	1,063.9
Currency conversion differences	-666.5	-17.6
Shadow accounting	265.4	-743.2
Other recognized revenues and expenses	-4.1	-7.6
TOTAL	-357.0	867.5

Figures in million Euros

The breakdown of the contribution to results of the Regional Areas and reinsurance is shown below:

	EUR M	%
IBERIA	386.1	57.0%
BRAZIL	102.1	15.0%
NORTH AMERICA	59.5	8.8%
EMEA	-36.7	-5.4%
LATAM SOUTH	18.4	2.7%
LATAM NORTH	36.5	5.4%
APAC	-11.0	-1.6%
MAPFRE RE	122.6	18.1%
TOTAL	677.6	100.0%
CORPORATE AREAS AND CONSOLIDATION ADJUSTMENTS	-105.5	
Attributable result	572.0	

Figures in million Euros

#### **Management ratios**

During the first nine months of 2016 the consolidated Non-life combined ratio was 97.2%, versus 98.7% for the same period of last year. The main management ratios are shown in the following table:

	EXPE	EXPENSE 1		LOSS <sup>2</sup>		SINED <sup>3</sup>
	9M 2015	9M 2016	9M 2015	9M 2016	9M 2015	9M 2016
IBERIA	22.2%	21.3%	74.7%	71.1%	96.9%	92.4%
LATAM NORTH	35.2%	33.3%	61.1%	67.3%	96.3%	100.6%
LATAM SOUTH	36.2%	36.8%	63.8%	64.3%	100.0%	101.1%
BRAZIL	33.5%	32.3%	60.3%	62.5%	93.8%	94.8%
EMEA	28.5%	29.1%	71.3%	76.9%	99.8%	106.0%
NORTH AMERICA	27.7%	26.1%	82.2%	73.9%	109.9%	100.0%
APAC	29.1%	33.8%	71.9%	76.1%	101.0%	109.9%
MAPFRE RE	30.5%	31.5%	65.1%	65.2%	95.6%	96.7%
MAPFRE GROUP	28.7%	28.0%	70.0%	69.2%	98.7%	97.2%

- (1) (Operating expenses, net of reinsurance other technical income + other technical expenses) / Net premiums earned. Figures for the Non-life segment.
- (2) (Net claims incurred + change in other technical reserves + profit sharing and returns) / Net premiums earned. Figures for the Non-life segment.
- (3) Combined ratio = Expense ratio + Loss ratio. Figures for the Non-life segment.

#### The variation in the loss ratio mainly reflects:

- improvement in NORTH AMERICA due to the absence of extraordinary weather-related claims in the US east coast;
- improvements in IBERIA in Motor (stricter underwriting and claims handling), Multiperil (absence of adverse weather and improved claims handling) and Commercial lines (improved risk selection), together with a more benign loss experience at GLOBAL RISKS;
- increase in LATAM SOUTH due to floods in central and southern areas of Chile during the second quarter that mainly affected GLOBAL RISKS, partially mitigated by the better loss experience in insurance business in Chile due to the non-occurrence of catastrophic events;
- deterioration in BRAZIL as a result of the increasing loss experience in Motor and Agricultural linked to the economic environment and the effect of heavy rains in the first quarter of the year;

- in APAC, a higher level of losses at GLOBAL RISKS, including the Taiwan earthquake during 1Q 2016, as well as several industrial claims in 3Q 2016;
- deterioration in EMEA, at the direct business in Italy, due to a decrease of the average premium and an increase of provisions; several large industrial claims at GLOBAL RISKS, mainly in the first quarter; negative run offs at ASISTENCIA, especially in the United Kingdom; and improvements in underwriting results in Turkey; and
- deterioration in LATAM NORTH stemming from the increase in the loss experience in Motor, Industrial Risks and Health segments in Mexico.

#### The expense ratio mainly reflects:

- reduction in LATAM NORTH, arising from cost saving initiatives in Mexico which have led to a decrease in the Motor, Industrial Risks and Health segments;
- improvement in NORTH AMERICA, driven by increases in commissions from ceded reinsurance at MAPFRE USA;
- in BRAZIL, improvements in Motor, Agricultural, Industrial Risks and Mass Multiperil;
- in IBERIA, improvements at MAPFRE ESPAÑA thanks to strict cost contention;
- worsening in EMEA, due to higher integration costs and a decline in the average premium in Italy, partially mitigated by the good performance in Turkey and Germany; and
- uptick at MAPFRE RE, due to change in portfolio mix (larger weight of proportional business versus XL) in a benign loss environment.

## **Balance sheet**

The following table shows the consolidated balance sheet:

	30.9.2015	31.12.2015	30.9.2016
Goodwill	1,992.3	2,068.0	1,970.2
Other intangible assets	1,667.9	1,629.6	1,749.7
Other fixed assets	287.2	331.1	278.1
Cash	1,104.2	989.1	1,390.7
Real estate	2,218.1	2,267.7	2,279.4
Financial investments	39,735.0	40,159.2	43,207.1
- held to maturity	2,017.8	2,163.5	2,292.9
- available for sale	34,483.0	34,565.6	36,225.0
- trading portfolio	3,234.2	3,430.1	4,689.2
Other investments	967.9	1,049.8	1,203.9
Unit linked investments	1,659.6	1,798.9	1,852.8
Participation of reinsurance in technical reserves	3,937.0	3,869.5	3,995.5
Insurance and reinsurance operations	5,387.4	5,299.8	5,528.1
Deferred taxes	146.2	255.9	273.2
Assets held for sale	38.2	35.7	1,010.8
Other assets	3,810.4	3,735.0	3,820.5
TOTAL ASSETS	62,951.4	63,489.3	68,560.0
Equity attributable to the Controlling company	8,619.7	8,573.7	9,158.3
Non-controlling interests	1,712.1	1,834.6	2,127.7
Total Equity	10,331.8	10,408.3	11,286.0
Financial and subordinated debt	1,941.8	1,772.5	2,267.5
Technical reserves	44,518.7	45,061.1	47,559.9
- Life assurance reserves	24,817.4	25,026.3	26,410.6
- Other technical reserves	18,041.6	18,235.9	19,296.5
- Unit Linked reserves	1,659.6	1,798.9	1,852.8
Reserves for risks and expenses	631.5	697.0	717.7
Insurance and reinsurance operations	2,326.7	2,309.0	2,221.1
Deferred taxes	676.9	710.5	814.6
Liabilities held for sale	1.7	0.0	789.6
Other liabilities	2,522.5	2,530.9	2,903.6
TOTAL LIABILITIES	62,951.4	63,489.3	68,560.0

Figures in million Euros

Total assets under management, including mutual and pension funds, amount to €76,438.2 million (€70,959.0 million at the end of the first nine months of the previous year), which represents a 7.7% increase, and which include the impacts of the sale of the CatalunyaCaixa businesses, the incorporation of the Life business acquired by Bankinter Vida in Portugal and the classification of Unión Duero and Duero Vida as assets held for sale.

## **Funds under management**

The following table shows the evolution of funds under management, which include all the technical reserves from Life Assurance subsidiaries and the Life Assurance reserves from multi-line insurance companies:

	9M 2015	9M 2016	△ %
Life assurance technical reserves	27,734.8	29,829.3	7.6%
Pension funds	4,884.8	4,486.5	-8.2%
Mutual funds and other	3,122.9	4,402.5	41.0%
Sub total	35,742.4	38,718.3	8.3%
Shadow accounting	-3,905.0	-5,273.8	35.1%
TOTAL	31,837.4	33,444.5	5.0%

Figures in million Euros

The variation in funds under management reflects the good evolution of issuance, as well as growth in mutual funds; the incorporation of the Life business acquired by Bankinter Vida in Portugal, and also the classification of Unión Duero as assets held for sale.

Excluding the impact of the adjustments arising from the change in the market value of the assets backing Life assurance technical reserves, funds under management would have increased 5.0%.

#### **Equity**

The consolidated equity stood at €11,286.0 million, compared to €10,331.8 million in the first nine months of 2015. Of said amount, €2,127.7 million corresponded to non-controlling interests in subsidiaries. Consolidated equity attributable to the controlling company per share amounted to €2.97 as at 30.9.2016 (€2.80 as at 30.9.2015).

The following table shows the variation in net equity during the year, including discontinued operations:

		Sept 2015		
	Equity attributable to controlling company	Non- controlling interests	Total Equity	Total Equity
BALANCE AS AT PRIOR YEAR END	8,573.7	1,834.6	10,408.3	11,469.4
Additions and deductions accounted for directly in equity				
Investments available for sale	1,063.9	227.0	1,290.9	-693.7
Currency conversion differences	-17.6	211.2	193.6	-1,057.3
Shadow accounting	-743.2	-202.6	-945.8	370.6
Other	-7.6	-0.3	-7.9	-4.2
TOTAL	295.5	235.3	530.8	-1,384.6
Result for the period	572.0	335.2	907.2	975.7
Distribution of results	-215.6	-351.6	-567.1	-597.5
Other changes in equity	-67.3	74.1	6.8	-131.3
BALANCE AS AT PERIOD END	9,158.3	2,127.7	11,286.0	10,331.8

Figures in million Euros

## The evolution of equity reflects:

- the results for the period;
- growth in the value of financial investments available for sale, supported by an efficient investment strategy and the rally in fixed income markets;
- the positive impact of the strong appreciation of the Brazilian real during 2016 (+18.4%), which was slightly offset by the depreciation of the US dollar (-3.0%); and
- the final dividend against 2015 results, which was approved by the Annual General Meeting and paid on June 24th, as well as the dividends paid by subsidiaries with noncontrolling interests.

## **Employees**

The total number of employees stands at 37,552 at the end of the first nine months of the year, of which 10,730 were in Spain and 26,822 abroad (11,051 and 27,297 respectively, as at 30.9.2015).