

 **MAPFRE**

 **ANNUAL GENERAL
MEETING 2025**

FERNANDO MATA
VICE CHAIRMAN AND GROUP CFO

Good morning, ladies and gentlemen.

As we did last year, MAPFRE presents its consolidated accounts under international financial reporting standards IFRS 9 and 17, as a publicly quoted group of insurance entities, which are hereby submitted for approval at this meeting. At the end of my presentation, I will provide you with the most relevant information about our operations, under the insurance accounting standards applicable in each country.

Regardless of the criteria used, the main financial indicators for MAPFRE reflect a strong performance, supported by a more favorable economic environment and the absence of significant catastrophic events.

Here you can see the three figures that represent MAPFRE's business volume. Insurance and reinsurance premiums are the key metric of our activity and amount to 28.1 billion, up by 4.5%. Total revenue reached 33.2 billion, up 2.9% and includes, in addition to premiums, investment income and revenue from other activities. These two figures are presented under local accounting principles.

Insurance revenue is presented under international accounting principles. This metric, which amounts to 25.5 billion euros, with an increase of 3%, is similar to direct insurance and reinsurance premiums, excluding Life savings premiums and other financial components included in the insurance premium.

Here you have the key figures for 2024, a historic year for MAPFRE, during which I would like to highlight the significant increase in profitability. We achieved a net result of nearly 1 billion euros, and our gross profit—before tax and non-controlling interests—surpassed 2 billion euros for the first time. We are therefore extremely satisfied with these results.

As is customary, we are pleased to share this good news with our nearly 200,000 shareholders, who this year received a total of 477 million euros. This achievement allows us to propose the third consecutive increase in shareholder remuneration, which I will refer to later.

Insurance service revenue amounted to 25.5 billion euros, a 3% increase. The main driver of this growth was our tariff adjustments in response to inflation.

Additionally, we have seen a notable increase in our customer base, especially in the business and reinsurance segments.

LATAM is the main contributor with almost 9.5 billion euros in revenue and growth of 2.2%, despite currency depreciation, with Brazil representing nearly 50% of the region's revenue. MAPFRE RE reached almost 8.0 billion with good growth in Global Risks, while IBERIA was around 7.5 billion, up 6.8%. Finally, North America and EMEA contributed just under 2.6 and 1.3 billion, respectively.

Here you can see the earnings breakdown.

We've already mentioned revenue. Insurance service expenses include benefits, acquisition expenses, and other expenses for direct insurance and accepted reinsurance contracts, amounting to 22.1 billion. The reinsurance service, which includes ceded premiums and claims and commission revenue, represents a cost for MAPFRE of more than 1.7 billion. These three aggregate items provide an insurance and reinsurance result of 1.7 billion. The net financial result reached 699 million, while other results, including other insurance revenue and expenses, results from other activities, and the impact of restatement due to hyperinflation, show a negative balance of 303 million. The aggregate effect of all these components results in a profit before tax and non-controlling interests of 2.1 billion.

After deducting taxes amounting to 513 million euros and the share of non-controlling interests in the profit, totaling 620 million euros, the attributable net result is 968 million euros, a 43% increase. These figures include the impairment of goodwill, in the amount of 90 million euros, that we recorded in the third quarter of 2024 for Verti Germany, which has no impact on cash generation, solvency, or MAPFRE's ability to pay dividends.

I'll now comment on our main balance sheet data.

Total assets have grown by 3.2%, surpassing 56.7 billion euros. Insurance contract liabilities, similar to technical provisions, increased by 3.7% to 39.8 billion euros.

The investment figure is also driven by business growth and the improved valuation of fixed income assets. It shows an increase of 3.7%, standing at 45.6 billion.

Shareholders' equity stands at 8.9 billion, up 5%.

The evolution of shareholders' equity is presented on the screen now. The first two components, the result for the period and dividends, are the usual items on which the changes in equity are based.

The Other column primarily reflects changes in the value of certain investments and liabilities from multi-year Life and Burial contracts, as well as currency conversion differences, resulting in a net reduction of our capital by 69 million euros. This year, the strength of the dollar offset the depreciation of the Brazilian real and the Mexican peso.

Regarding return on equity, ROE stands at 11.1%, and it would have exceeded 12% if we exclude the impairment of goodwill I mentioned previously.

On the screen, you can see detailed information about our investments, including real estate and cash holdings. The majority of the portfolio is made up of fixed income securities and similar assets, which account for over 78% of the total.

MAPFRE's government debt position is shown on the right, and corresponds to 23.3 billion euros, of which more than 9.6 billion is invested in Spanish government debt.

This is the composition of the capital structure, totaling more than 12.7 billion euros, distributed among equity, which represents almost 79% of the total, and senior, subordinated, and bank debt. The debt ratio remains very acceptable at around 21%.

As of September 2024, our solvency ratio was solid at 202.4%, more than twice the required minimum. 82.8% of our capital is of the highest quality, or Tier 1. Provisional solvency data from December 2024 show a ratio of around 203%.

Next, I will refer to MAPFRE's shareholder structure, stock market information, and dividend policy.

As of December 31, 2023, MAPFRE had nearly 200,000 shareholders, owners of the more than three billion outstanding shares in circulation.

As you know, MAPFRE's majority shareholder is Fundación MAPFRE, with 69.8% of the capital. Of the remaining shares, 17.2% belong to institutional shareholders, mainly foreign, while private shareholders, which represent 12.6%, correspond almost entirely to Spanish investors. MAPFRE also holds 12 million shares in treasury stock, representing 0.4% of the capital.

I'd like to now comment on the evolution of our dividend. The results we've presented allow us to hold firm on one of our defining characteristics, namely our commitment to the remuneration of shareholders.

If this Annual General Meeting approves the final dividend of 9.5 cents, 0.5 cents more than last year, the total dividend for fiscal year 2024 will reach 16 cents per share, amounting to 492.7 million euros and representing a payout ratio of 54.7%. This is the highest dividend ever paid by MAPFRE.

Regarding dividend yield, the dividends paid in 2024 represent a yield of 6.9%.

Finally, I would like to remind you that, in the past five years, MAPFRE has allocated more than 2.2 billion euros to shareholder remuneration, always in cash.

On the screen, you can see MAPFRE's stock market performance. The shares closed the year at 2.45 euros per share, giving a market capitalization slightly above 7.5 billion euros. Over the year, the share price rose by nearly 26%, comfortably outperforming the 18.2% growth recorded by the Stoxx Insurance Index, which includes the major European insurers. When combining the share price appreciation with the previously mentioned dividend yield, total shareholder return exceeds 30%.

The stock's performance in 2025 was noteworthy, reaching 2.71 euros at the end of February, an 11% increase, reflecting the market's positive reaction to the results.

With regard to financial indicators, earnings per share amounted to 0.31 euros. The share's price to book ratio stood at 84.7%, which means that, at the end of the year, MAPFRE's market capitalization carried a discount of more than 15%

relative to its shareholders' equity. Capitalization exceeded 8.3 billion at the end of February 2025, a figure very close to the Group's equity.

Lastly, the price earnings ratio stands at 7.8, meaning that the market values MAPFRE at nearly 8 times its annual result.

As I mentioned at the beginning of my presentation, allow me to quickly review the evolution of MAPFRE's figures, following the local accounting principles applicable in each country.

MAPFRE's premiums exceeded 28 billion euros, reflecting growth of 4.5%. At constant exchange rates, premiums would have grown by 6.6%. Total revenue now exceeds 33 billion euros.

The Group's attributable profit stands at 902 million euros, a 30% increase on the previous year, underpinned by a combined ratio of 94.4%, almost three percentage points lower than last year.

Here you can see the distribution of premiums and the performance of combined ratios by line of business.

In Non-Life, key growth drivers include Accident and Health, Reinsurance, and Auto.

In Life, premiums grew at a more moderate pace, primarily due to a slight decline in Savings issuing, while Life Protection holds steady. It's important to highlight that 2023 was an extraordinary year for sales of savings products, particularly for MAPFRE Iberia.

Regarding the combined ratio, Property & Casualty performed exceptionally well, with a ratio of 80.9%, an improvement of nearly seven percentage points, driven by our technical rigor and the absence of major catastrophic events. The past three years have demonstrated strong stability, with across-the-board improvements in all key markets, especially in Brazil, which continues to lead in technical profitability.

Accident and Health also performed positively, standing at 98.6%, with Iberia at 97.2%.

Auto insurance continues to improve, with the ratio still above technical equilibrium but showing a reduction of 1.4 percentage points compared to the previous year. Two years ago, Brazil saw a significant improvement, and this year North America followed suit, with a ratio of 101%, showing a reduction of 6 percentage points, based on the implementation of technical measures.

Finally, Life Protection maintains a very stable and profitable combined ratio of 85.5%.

As a whole, our combined ratio stands below 95%, surpassing the target set down in our Strategic Plan.

Here you can see the distribution of premiums and results by region and business unit.

Iberia, which includes Spain and Portugal, posted 3% growth, with premiums now exceeding 9 billion euros. The net result came in at 367 million euros, an increase of 1.6%. Excluding the extraordinary result from 2023 related to the arbitration on the termination of the Bankia alliance, profit growth would have exceeded 17%.

Latin America continues to be the Group's main contributor to premiums and earnings, delivering nearly 10 billion euros, distributed almost equally between Brazil and the other countries in the region.

Brazil continues to report robust results, with earnings now surpassing 255 million euros, benefiting from both strong technical and financial performance. In other Latin American markets, premiums grew by 10.5%, while the net result totaled 152.7 million euros, driven by significant contributions from Mexico and Peru, both of which posted net profits exceeding 50 million euros.

In North America, premiums reached 2.8 billion, growing by 3.2%. The result shows an improvement of almost 100 million euros due to the strong performance of our U.S. operations.

MAPFRE RE's premiums grew by 6.7%, reaching 8.4 billion euros. Both the reinsurance and Global Risks businesses are progressing at a good pace.

As far as results go, MAPFRE RE achieved its highest-ever profit, producing 325 million euros, up 33%, supported by the recovery of reinsurance rates and the

absence of significant catastrophic claims. We underpinned our prudent approach to provisions in the face of the ongoing rise in medium-intensity claims.

On the right, you can also see the positive contribution from MAWDY, our assistance business.

In summary, whether under IFRS or the local accounting principles of each country, the financial statements show a positive trend in the most relevant indicators.

Looking ahead, the first two months of 2025 suggest that this will be another strong year for MAPFRE. The Fitch ratings agency recently upgraded MAPFRE's outlook, which serves to confirm the strong performance of our businesses.

And that concludes my presentation. Thank you for your attention and continued trust in the Group. I'm especially grateful to the Annual General Meeting and the Board for the opportunity to share our progress over the past nine years.

Thank you very much.