

TRUST US TO GO FURTHER

 **MAPFRE** | GLOBAL
RISKS

RISK ENGINEERING & INSURANCE
MAPFRE VALUE PROPOSITION

24TH OCTOBER 2017

| TRUST IS EVERYTHING |

MAPFRE
Group



GLOBAL RISKS Unit

MAPFRE Value Proposition

1 MAPFRE GROUP





1st
Insurance
Non-Life
Company in
Latin America



5th
Non-Life Insurer
In Europe



Top 15
International
Reinsurance
Companies



MAPFRE GROUP

1st
Multinational
Insurance
Company In
LATAM



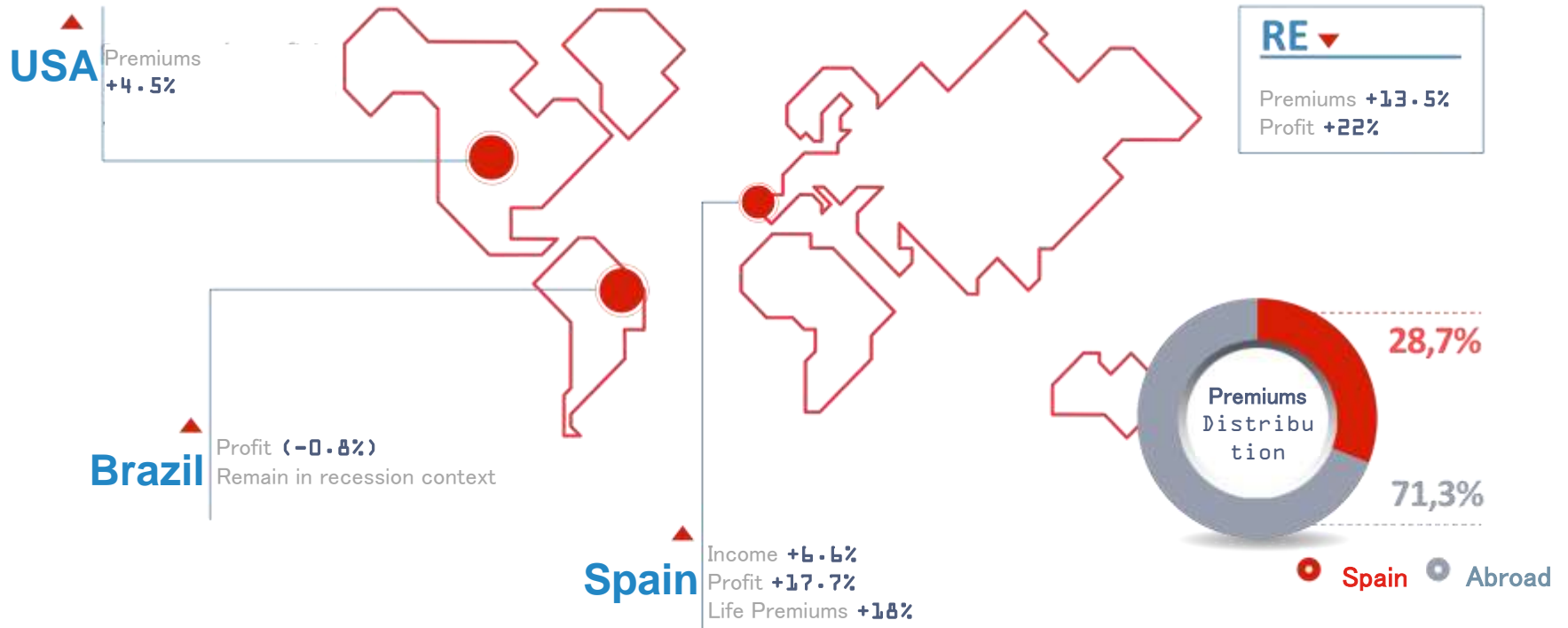
Top 20
AUTO
Insurance Sector
in EEUU

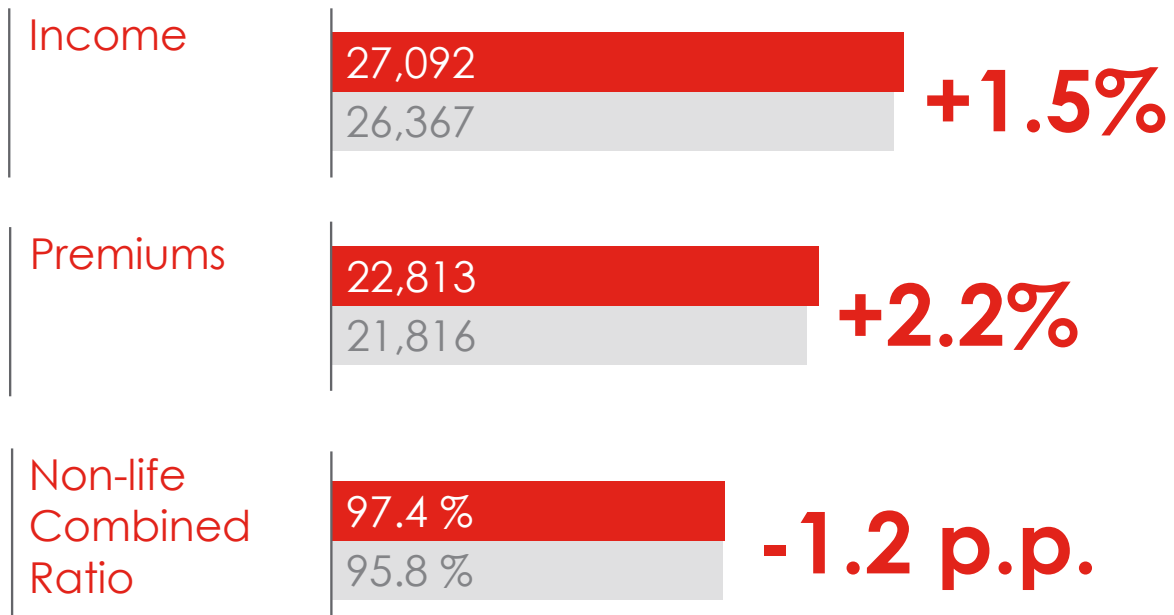


3rd
Global
Assistance
Insurance Company



MAPFRE is growing in its strategic markets





(Figures in million euros)

2

GLOBAL RISKS UNIT

WHO ARE WE?

WHAT DO WE DO?

FINANCIAL STRENGTH

2016 RESULTS

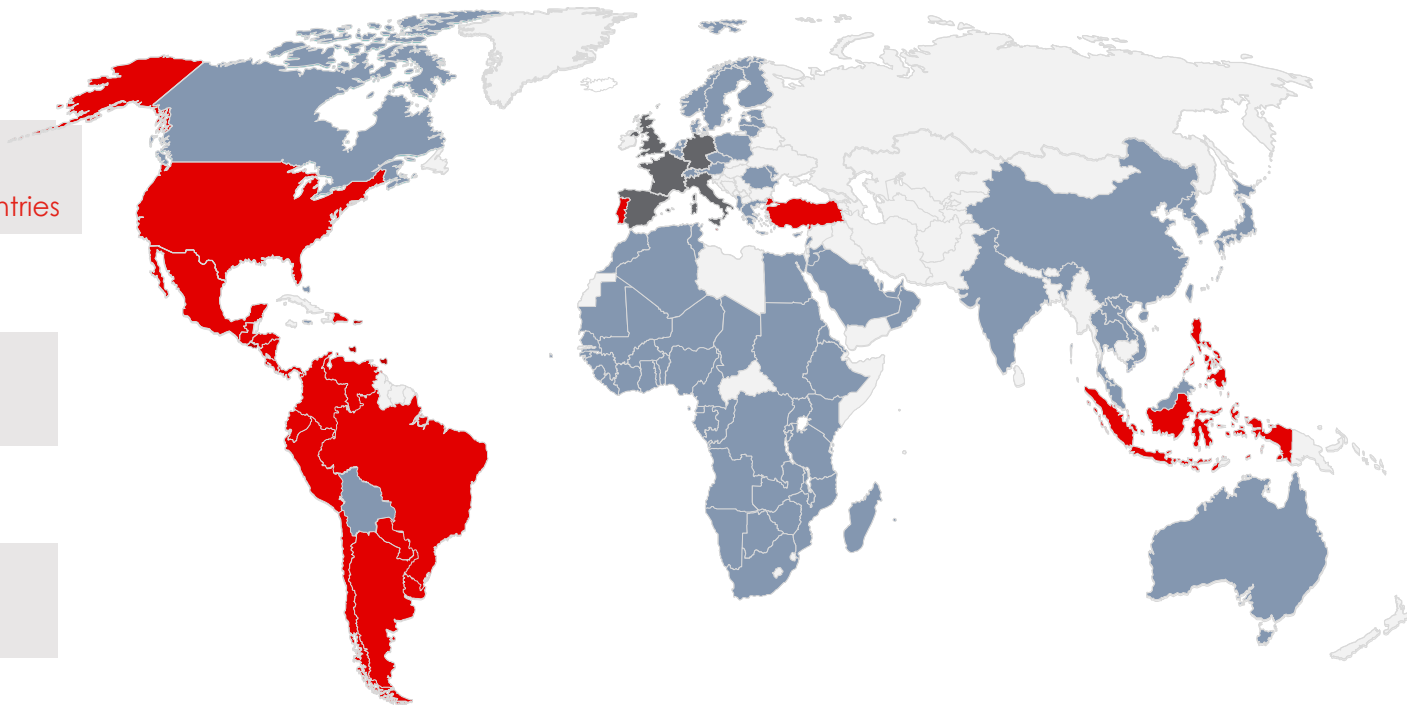


We provide services in **125** countries

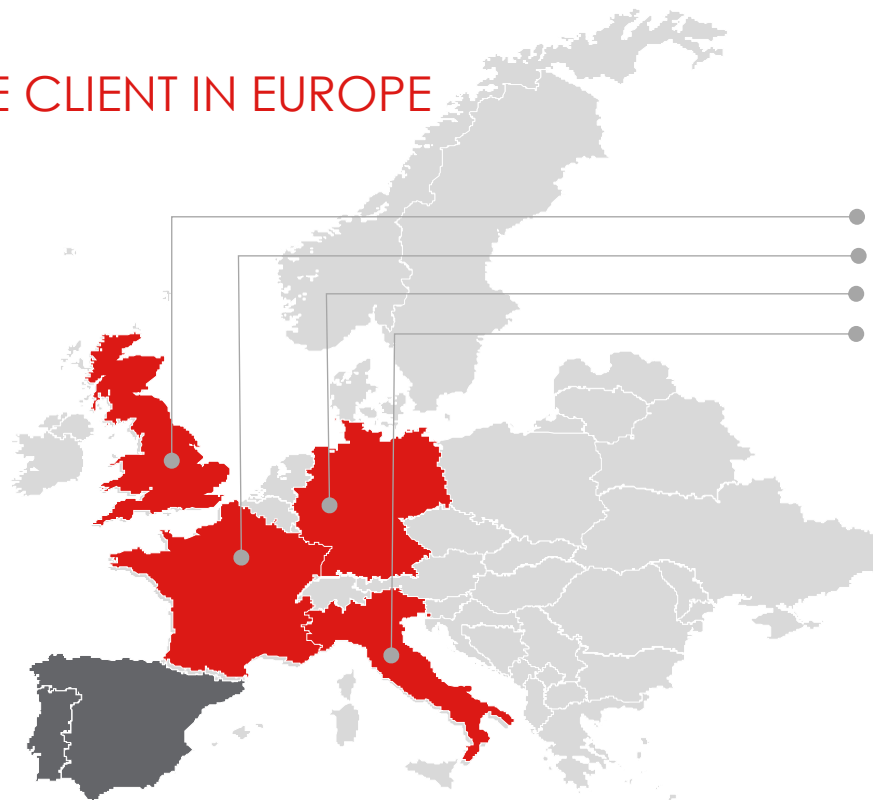
29 Countries with a **MAPFRE** presence

96 Countries with **Partner Companies**

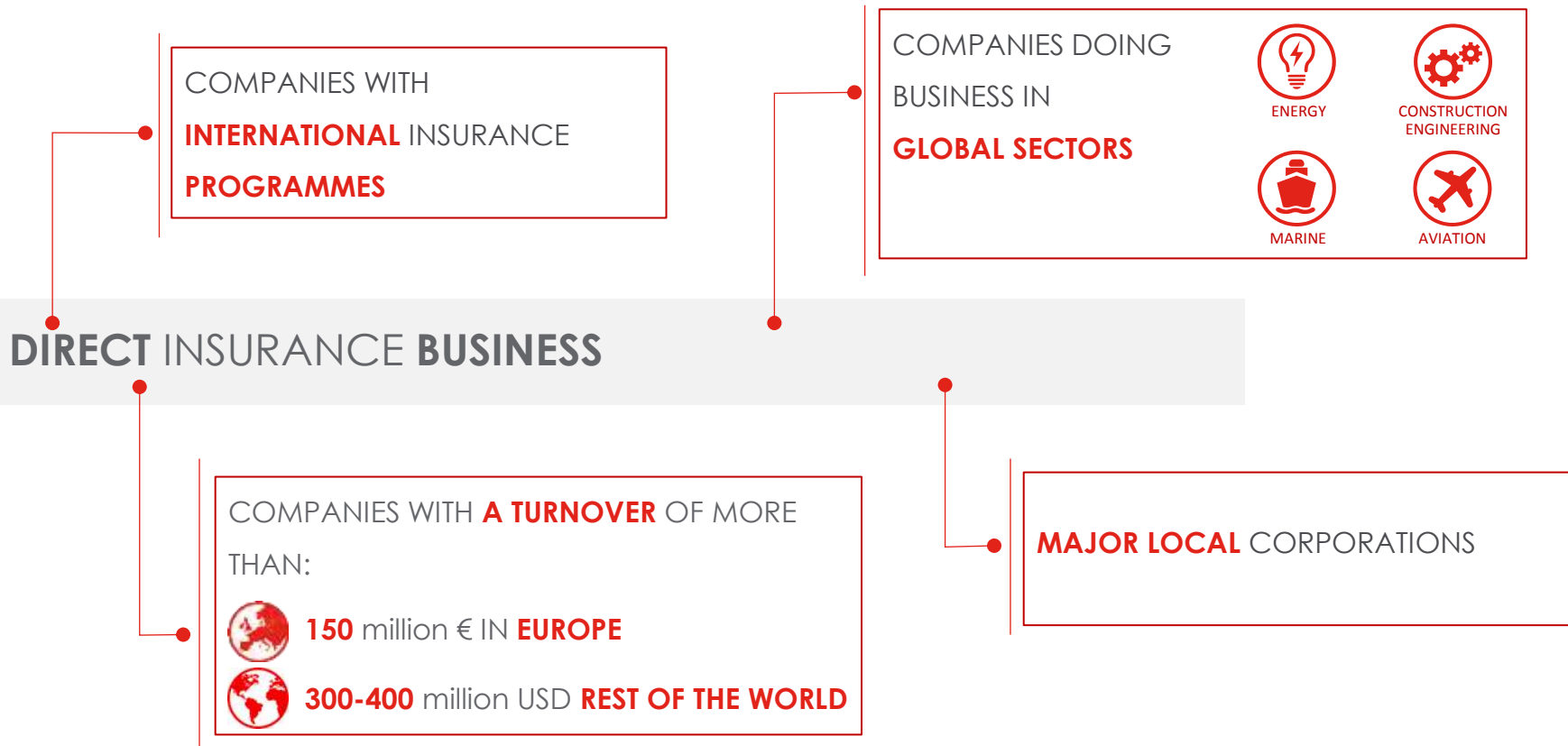
- MAPFRE GLOBAL RISKS Offices
- MAPFRE Presence
- Partner Companies

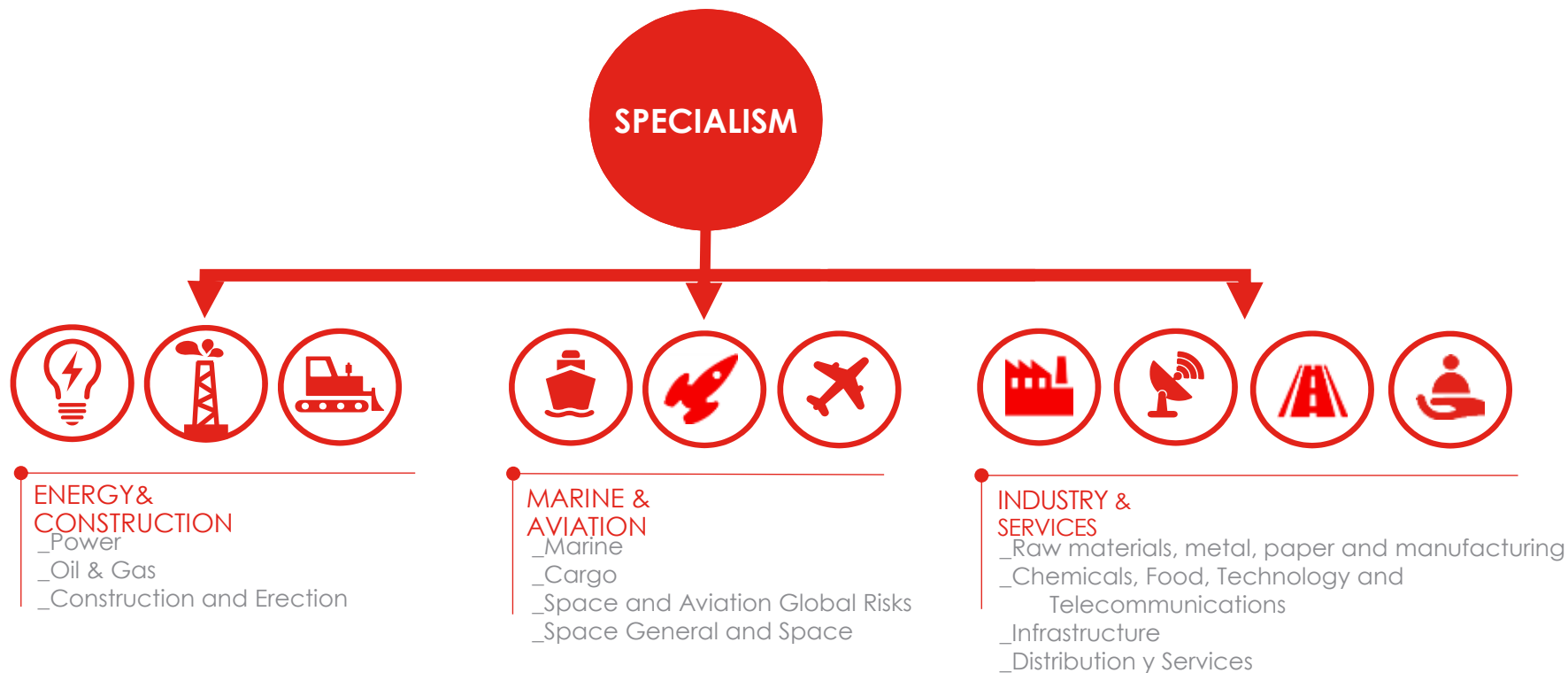


CLOSER TO THE CLIENT IN EUROPE



Branches in:
**London, Paris,
Cologne and Milan**





+3,000 CLIENTS

A

Stable Outlook
Standard & Poor's
A. M. Best

2/3

PREMIUMS
Outside of Spain

Income [2016]
€1.212
billion

Net Profit 2016

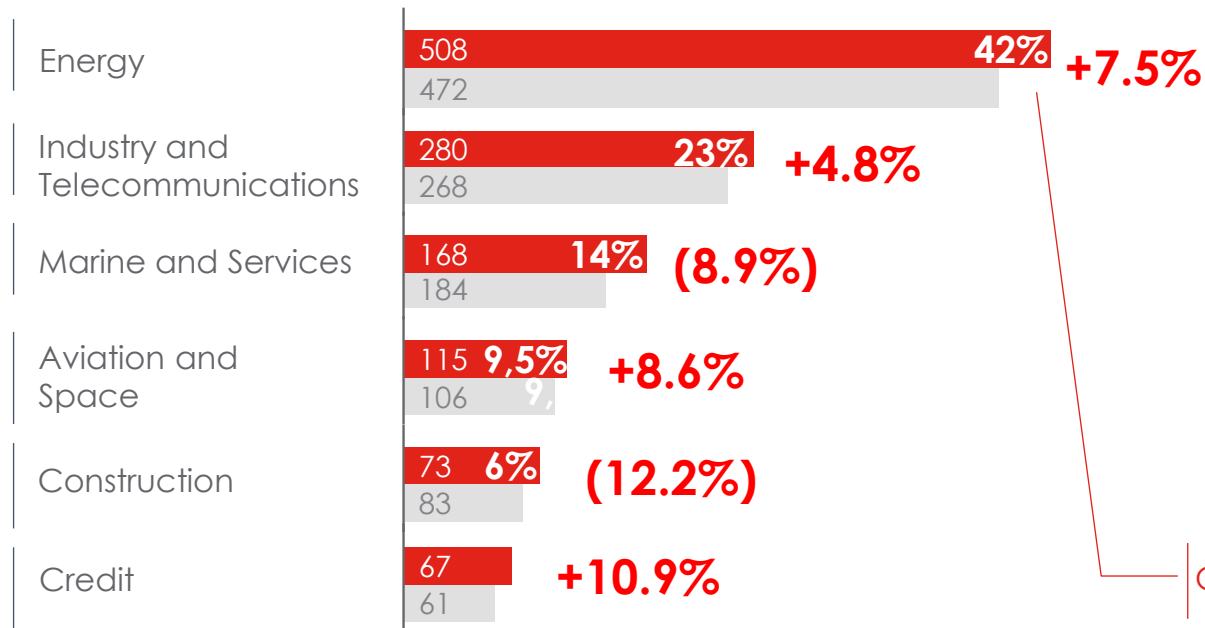
€47
million

Services provided in
125 COUNTRIES

Combined Ratio 2016

97.5%

2016 Premiums by business sector



MAPFRE
GLOBAL RISKS
Premium [2016]:

1.212

(Figures in billion euros)

+3.2%

Caption: **42%** Of total
+7.5% Evolution 2015 / 2016

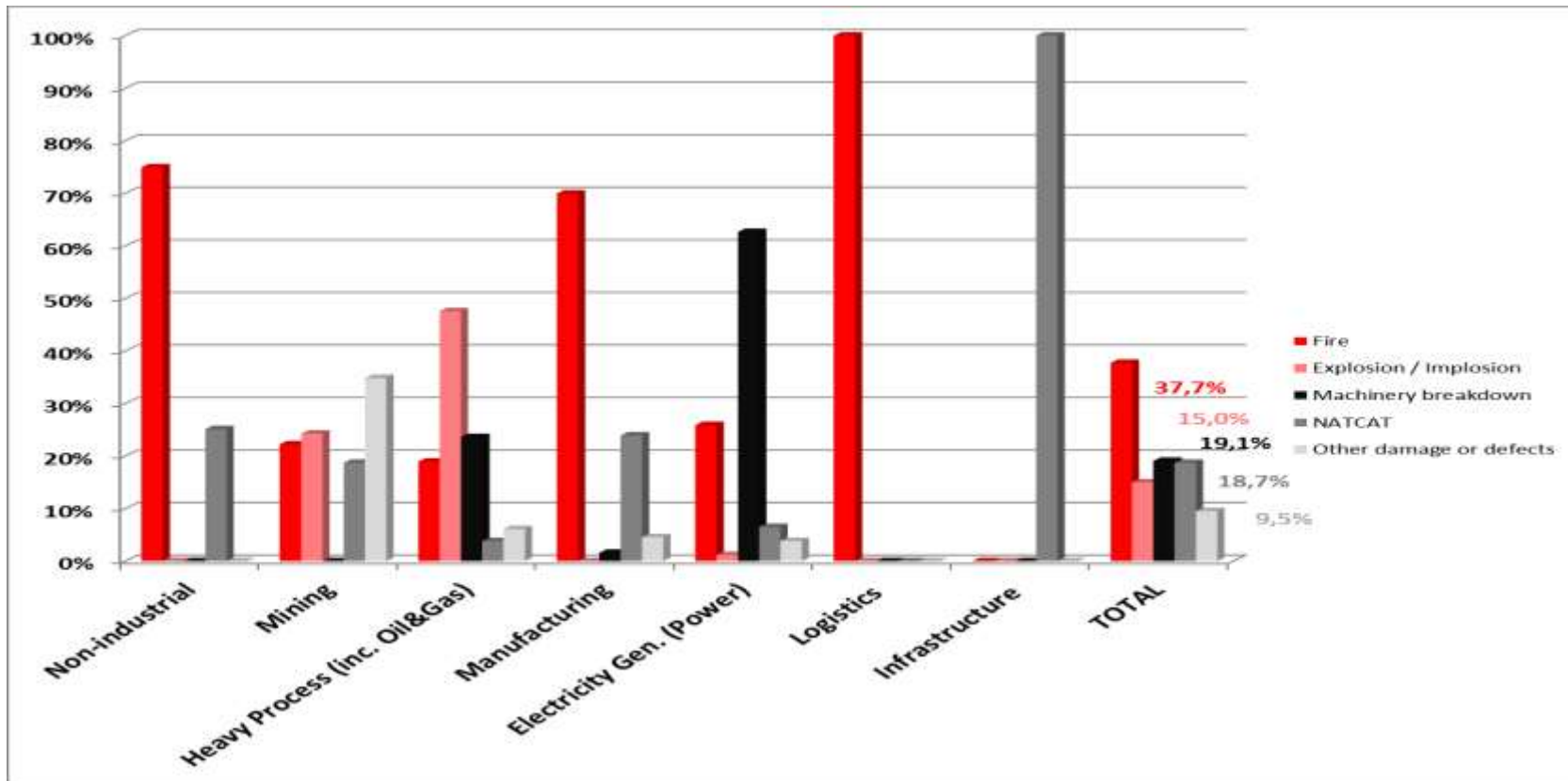
■ 2016
■ 2015

3

MAPFRE VALUE PROPOSITION



2014 - 2016 Claims causes per activity (% total damage €)



MGR RELEVANT LOSSES - SOME EXAMPLES



Wild fire



Combustible sandwich panel

MGR RELEVANT LOSSES - SOME EXAMPLES



Petrochemical plant explosions

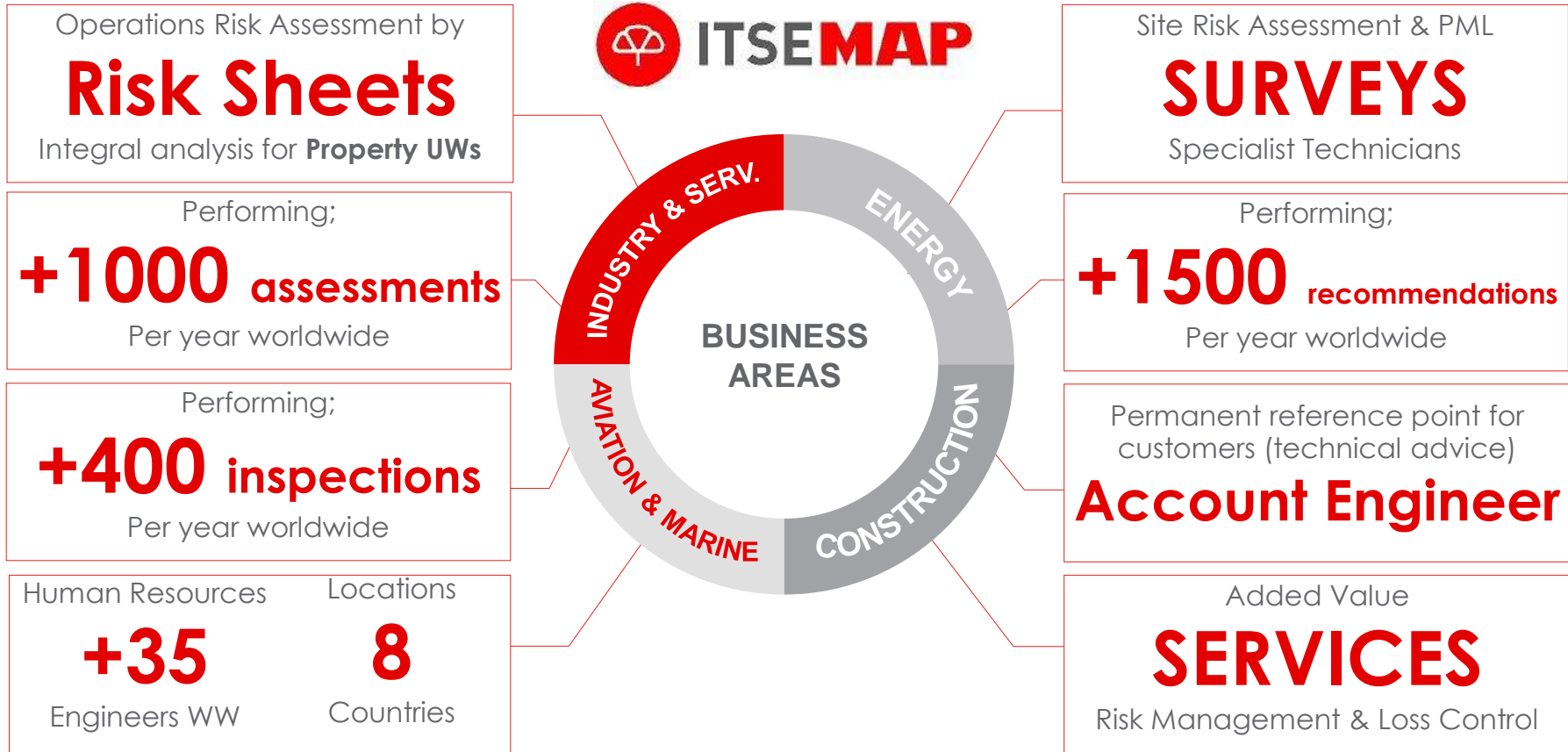
Property damage + **Business Interruption** + CBI

MGR RELEVANT LOSSES - SOME EXAMPLES



Property damage + **Business Interruption** + CBI







International Insurance Programs

[See more](#)



Captives

[See more](#)



Specialty Lines

[See more](#)



Losses

[See more](#)

Engineering - ITSEMAP




Client services

[Show all](#) 

1. Risk inspection and evaluation 

2. Review of fire safety conditions 

3. Optimization of the management procedures for maintenance of FP facilities 

4. Thermographic diagnosis of electrical installations 

5. Full audit of electrical installations 

6. Contingency planning 

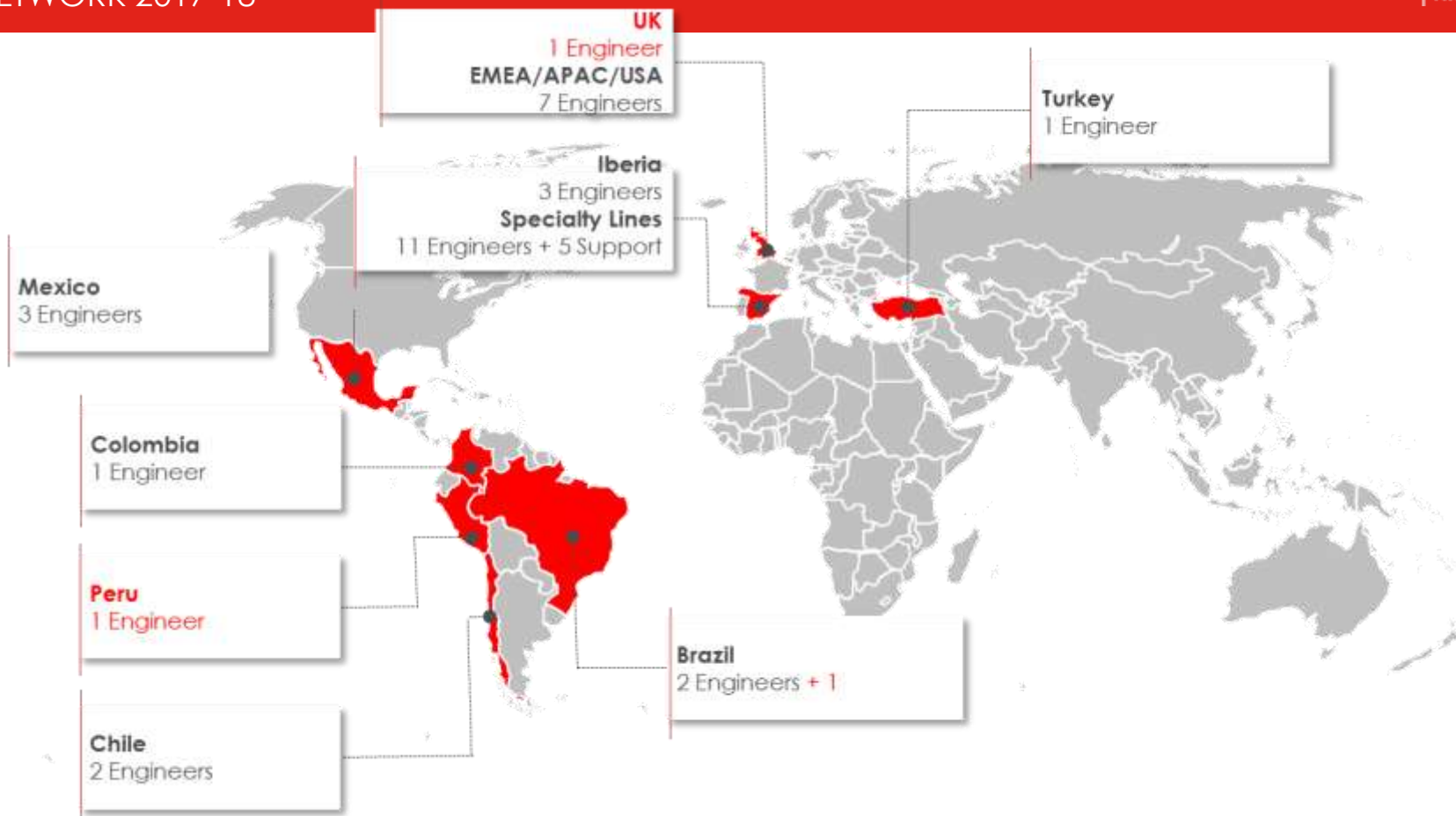
7. Supervision and follow-up of works 

Our Mission

- MGR Engineering Area/ITSEMAP provides technical services and support both, for internal purposes (by **Risk Assessment for Underwriting**), and for providing MAPFRE Global Risks worldwide clients (added value by **Risk Control Services**).

Our Main Value

- MGR Engineering Area/ITSEMAP is **present in 8 countries, employs 35 people**, mainly highly qualified and experienced engineers and scientists, and client orientated.



SOME MAPFRE CUSTOMERS



GRACIAS



MAPFRE

**GLOBAL
RISKS**