

Q3 2021 Earnings Call

Company Participants

- Felipe Navarro, Head of Capital Markets & Investor Relations and Treasurer
- Fernando Mata Verdejo, Chief Financial Officer, Executive Director

Presentation

Felipe Navarro {BIO 3737558 <GO>}

Good afternoon, everyone, and welcome to Mapfre's Results Presentation for the first nine months of 2021. This is Felipe Navarro, Head of Investor Relations and Capital Markets, as well as Corporate Treasurer. Fernando Mata, our CFO, will walk us through the main figures and highlights of the quarter.

As a reminder, additional information can be found in our website, including the MD&A, as well as the usual spreadsheets. At the end of the presentation, we will open up the Q&A session. You can submit your questions using the "ask a question" link on the bottom of your screen. We will try to answer all questions as time allows. The IR team will be available to answer any pending questions after the call.

Before we start the presentation, I would like to give an overview on how the pandemic is developing in our main markets. As you are aware, infection and mortality numbers are coming down at global level. This allows us to feel more -- feel more optimistic about the outlook of the pandemic with more countries close to reaching some form of normality as vaccination rates should continue to increase, but at a slower rate. At the end of September, around 96% of employees in Spain were working from the premises, 78% in the US, and 89% in Brazil. We will continue adapting to changes in conditions in every country.

Now let me turn the call over to our CFO, Fernando. The floor is yours.

Fernando Mata Verdejo {BIO 19676348 <GO>}

Thank you, Felipe, and thank you everyone for being here with us. Before I go into the details, let me start by saying that we are very satisfied with our third quarter results.

Performance at insurance units was in line with expectations, showing that we are on track to meet the guidance announced at our AGM. Top line performance was excellent and it is worth highlighting strong local currency growth in Spain, Brazil, and also Mexico. The normalization of economic activity and lifting of restrictions should continue to support premium trends.

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There were three main elements impacting third quarter results. One, regarding COVID claims, there has been a normalization in mature markets and the reinsurance business. Life Protection and Health Claims in Latin America continue at high levels, but improving compared to previous quarters. We expect these improvements to feed into results in the coming quarters. Two, in general, the normalization of economic activity has led to an over-reaction in mobility causing the Motor combined ratio to increase.

On the other hand, we are also seeing positive trends in other lines like Homeowners and Health. In the end, we should expect these ratios to normalize in the coming quarters. Last, in terms of NatCat losses, it has been an active quarter with the Bernd storm in Germany and Central Europe being the most relevant event. In order to offset these cat losses, we opportunistically took advantage of market conditions, realizing a significant amount of capital gains fundamentally in equity. In Iberia, we continue to outperform the market in premiums in key Non-Life segments with good -- very good growth in Life, while maintaining strong underlying technical margins.

Reinsurance and Global Risks are also consolidating positive trends on the back of tariff increases. Despite the active NatCat quarter, the combined ratio is still down over four points year-on-year. In the United States, results are resilient. Thanks to the streamlining process over the last few years. And the Northeast continues to be the largest contributor to profits. Brazil is also well-positioned to improve metrics as the economy recovers.

Finally, I would like to highlight our strong capital position with the solvency II ratio of 195% at the end of June, which is in line with our risk appetite. Dividend upstreaming continues to be a strong as subsidiaries and the Board has approved an increase of EURO.01 to reach a EURO.06 interim dividend to be paid on November 30, one month earlier than usual, in line with the group's commitment to returning to a sustainable dividend.

Now I will comment on some of the main figures. We are on track to meet our guidance. Premiums are up 7% in euros. At constant exchange rates, growth was over 10%, with strong trends in both Life and Non-Life. Currency movements reduced growth by approximately 3 percentage points, but have been less of a drag than the previous quarter. On the other hand, the renewal of the multi-year policy in Mexico added approximately 3% of growth.

The Group combined ratio was 96.5%, slightly above guidance and 95.7% at insurance units, mainly due to the high NatCat activity during this quarter.

Also, I have to remind you, the provision for early retirement booked in the second quarter. Excluding this provision, the combined ratio would be 95.8% for the Group, 94.8% at insurance unit. And the expense ratio would be 28%, with a nearly 1 percentage point reduction. As a conclusion, we are on track to meet the 95% guidance, assuming normal Cat activity in the fourth quarter.

Mapfre's net result is EUR524 million, up over 16%, in line with the EUR700 million guidance for the year-end. The ROE excluding goodwill write-downs is 8.6%, slightly

above the guidance of 8.5%. And finally, shareholders' equity is slightly down on the year, mainly due to the reduction of unrealized capital gains on the available for sale portfolio.

On this slide, I will take you through the breakdown of the adjusted attributable result. Regarding NatCat claims, it was an active quarter. We had smaller impacts from storm Volker and hurricane Ida, but we have considered this claims business as usual. On the other hand, storm Bernd in Central Europe, in July, which was initially considered as a mid-sized event has become one of the largest Cat events in Europe with a EUR92 million impact for Mapfre. We have reached the priority limit of EUR125 million, so we will not be affected by any negative -- any potential negative loss development from this claim.

Furthermore, a second layer of Cat coverage, what we call the frequent cover -- the frequency cover has also been triggered. Therefore, potential impact from any single relevant event would have a quite limited impact on P&L. In previous quarters, we didn't consider the different COVID impacts at insurance operations as extraordinary due to the offsetting nature. This year, most of the COVID impacts in Non-Life lines remain neutral, but COVID-related Life Protection claims are being considered as a large loss, particularly in Latin America. So we are disclosing the effect for both years.

The impact of COVID claims, including insurance and reinsurance reached EUR107 million as of September, EUR23 million higher than last year, but lower on the quarter. Our investment portfolio was well positioned to take advantage of the favorable financial markets to offset these losses. As a result, realized gains are up over EUR76 million.

The line Other has contributed positively, mainly due to asset sales and the release of an earn-out provision in Spain, which were communicated in the second quarter. You can see the details on the slide. In 2020, other items included a provision for restructuring. Excluding this impact, the adjusted net result was EUR623 million, slightly higher than last year. And regarding the third quarter, the EUR210 million adjusted result is down compared to the second quarter due to the uptick in Motor frequency.

Finally, I would like to mention that this quarter reflects at EUR20 million contribution from Bankia second and third quarter results, stemming from the change in accounting treatment following conversations with regulators. The changes are consequence of the length of the process and the majority voting rights still held by Mapfre.

On this slide, we show the main trends this quarter. I would like to highlight the positive performance in Iberia. Premiums are up over 7% and we are outperforming the market in both in Life and key Non-Life segments, recovering the leading position. We are growing 1% in Motor, while the market is down by a similar amount. And the number of units continues strong, up 3.6%.

Growth is also robust in other segments. Health is growing nearly 10%. Condominiums is up 6%, and commercial lines nearly 10%. The combined ratio remain strong at 96%, despite an uptick in mobility and Motor frequency during the quarter. In Brazil, currency headwinds are still relevant, but improving significantly, with average real exchange rates down 8%. Premiums are up over 16% in local currency, with healthy growth trends in Agro,

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Motor and Life Protection. The EUR31 million decrease in the attributable result is mainly due to still high COVID-related Life Protection claims. The combined ratio remains strong at 87%, slightly higher than last year, driven by the uptick in Motor frequency. The economic outlook continues to improve with growth in consumption and exports and SELIC rates up. The currency is improving, but with high volatility while we're keeping an eye on inflation trends.

Premiums in LATAM South grew around 7% in euros and premiums in LATAM North are up over 44%, 5% excluding the largest multi-year policy in Mexico. Local currency growth was solid in most segments, and it is worth mentioning, Colombia, up 30%, Peru, up over 15%, and Panama, up 8%. Combined ratios in both regions remain at good levels with some deterioration in LATAM North due to COVID-related claims affecting health, as well as the uptick in Motor frequency.

Performance in North America has been affected by currency depreciation, with average dollar exchange rates down around 5%. The combined ratio is in line with the previous year, and investment results have been strong. In the US, we should expect new business to catch up as the economy continues to recover.

In Eurasia, premiums are down due to the non-renewal of the dealership channel in Italy as well as some depreciation of the Turkish lira. All countries have contributed positively to results, except Italy, which was affected by hailstorms during the quarter and also high expenses that still need to be adapted as we mentioned in previous results presentation to the new business model.

At MAPFRE RE, premiums are also up, supported by positive pricing trends. The combined ratio is down over 4 percentage points year-on-year at 98.5% despite the high NatCat activity. The net result is up significantly, and the unit has shown a high level of financial flexibility realizing investment gains to offset this impact. Furthermore, the turnaround in Global Risks is evident with results up over EUR20 million year-on-year.

In the Assistance business, volumes are down 18% as we continue with our streamlining process. Regarding the results, we're very close to breakeven, reporting a slight profit during the last two quarters. As a reminder, last year was strongly affected by travel cancellation claims, and this quarter, there was a positive EUR5 million impact from the closing of InsureandGo in the UK.

On this slide, I would like to comment on the Life business at insurance units. In Iberia, premium performance has been outstanding. Thanks to the rollover of product maturities, with a focus on unit-linked and also several large single premiums policies that were issued during the quarter. In Brazil, premiums were affected by currency depreciation, while local currency growth was healthy, with improving trends throughout the year in both channels. The Life attributable result is down, mainly due to strong impact from COVID claims in LATAM. Mortality in Brazil has declined continuously since June, and is now at the lowest level since November 2020. The situation in Mexico, Colombia, and Peru is also improving. Just as a reminder, the result in Iberia is up significantly, due to the already mentioned release of an earn-out provision.

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On the right you can see the quarterly evolution of the impact of COVID-related Life Protection claims in the region. There was a total impact of EUR92 million, of which, EUR43 million were in Brazil. Mexico, Colombia, and Peru were also strongly affected. The third-quarter impact was lower than the previous quarter, and with September data, it seems -- it seems that we have passed the peak. Average cases and the figures are beginning to come down, which us -- makes us more optimistic about the outlook for the coming quarters.

Now I will move on to the balance sheet and capital. This slide includes a full disclosure of the breakdown and variation of the investment portfolio and total assets under management. Spanish sovereign debt continues to be our largest exposure, now EUR12.4 billion and Italian debt with EUR2.8 billion is the second largest. Both sovies are mainly allocated to immunized portfolios. The investment portfolio is slightly up, mainly due to the rally in equity markets, which helped mitigate the fall in fixed income investments due to higher yields, with the Spanish sovereign up over 40 basis points year-to-date.

Pension and mutual funds have had strong performance, growing 7% and 14% respectively, both due to market movements as well a positive net contribution of EUR104 million in pension funds and EUR290 million in mutual funds at the end of September.

On the top left are the details of our euro area actively managed fixed income portfolios. Market value of these portfolios is around EUR12.6 billion. The non-life portfolio has an accounting yield of around 1.5%, down only 15 basis points year-to-date. The Life portfolio has a yield of a little under 3.5%, down 20 basis points. The fall in yields is consistent with the reduction in duration in both portfolios. Duration in Non-Life is now at 7.8, around 4.5 years excluding the burial segment, which as you know, is a long tail business, while in the Life portfolio, duration is 6.8.

On the bottom left, you can see the details of the fixed-income portfolios in other markets which portfolio yields up around 50 basis points in Brazil, now at 6.6%, and relative stability in North America. Realized gains and losses in actively managed portfolios in the Euro area were around EUR96 million, significantly up year-on-year and on the quarter as well as we took advantage of favorable equity markets to realized gains, to compensate NatCat losses. At the end of September, there were still EUR85 million of unrealized gains in equity and investment funds in our actively managed portfolio in Iberia and MAPFRE RE.

Shareholders' equity stood at a little under EUR8.5 billion, slightly down on the quarter. Currency conversion differences were relatively stable in the quarter, but up EUR113 million on the year, stemming from a notable appreciation of the US dollar, together with stability in the Brazilian real. Net unrealized gains on the available for sale portfolio were down EUR397 million on the year, due to rising yields.

The breakdown by region, which is new information we're disclosing is as follows. LATAM with a fall off EUR151 million; Iberia with a EUR136 million; MAPFRE RE with EUR57 million and North America with EUR50 million. As you can see, Iberia's impact has been limited due to the high degree of immunization of Life portfolios as well as a profit-sharing. There

was also a EUR92 million negative adjustment against reserves due to the acquisition of minority in MAPFRE Peru Vida in the third quarter, which is reflected in the line Other. The breakdown of currency conversion differences and currency movements are shown in the table on the right, along with the standard sensitivity analysis.

On the chart on the left, you can see the breakdown of the capital structure, which amounted to EUR13 billion, of which over three-quarters is equity. Leverage is slightly up on the quarter around 24%. The slight increase is mainly due to seasonality. The upstream of dividend forecast for the fourth quarter should lower leverage and financial needs by year-end.

On the right, you can see the Solvency II figures for June 2021 which were released last month. The ratio sits at 195%, comfortably near the midpoint of our range. The main moves in the quarter were related to the investment portfolio, including the -- the rating downgrade of Colombia as well as the symmetric adjustment which increased the capital charge for equity.

Before moving on to the Q&A session, I would like to make a few closing remarks. First of all, we are very satisfied with the results in Iberia, our largest operation. We have recovered our position as market leader, with a strong premium performance and we are well positioned for profitable growth. We are moving ahead with our transformation and digitalization plans to have leaner and more efficient operations.

Profitability is robust in the United States, especially in the Northeast, and we are benefiting from a successful restructuring process. The new agreement with the AAA club will strengthen our position in this distribution channel. In Latin America, we successfully adapted our business model to the new environment. The pandemic and economic situation remains challenging, but with a significantly improved outlook. It was a tough quarter for the reinsurance industry, no doubt, from a NatCat perspective. MAPFRE RE still reported resilient results, underpinned by its investment approach and a strong contribution from Global Risks.

As for Bankia, the exit process is moving forward, and the approval from the Competition Authority was already granted. Furthermore, we are expecting to receive the independent appraisal value by November. So if everything goes well as planned, the transaction should close by year end. As usual, we will keep you updated with any further developments.

In conclusion, it has been an another positive quarter, showing growth in premiums and results in a more positive scenario, but not without uncertainties coming from the economic environment. Volatility in combined ratios will remain in the short-term across different segments and geographies as activity continues to normalize with an expected neutral impact on the underwriting results. In the medium and long-term, future tariffs will be adapted to reflect changes in underwriting trends and risk profiles.

We are on the right path to meet our 2021 commitments, and so far, we haven't seen any evidence that jeopardizes this guidance. The interim dividend of EURO.06 is proof that

we're committed to return to a sustainable dividend path.

Thank you, again. I will now hand the call over to Felipe to begin the Q&A.

Questions And Answers

A - Felipe Navarro {BIO 3737558 <GO>}

Thank you. Thank you very much, Fernando, for this very complete and deeper explanation of the results. So we move now for the Q&A. First one is from Maksym Mishyn from JB Capital. Do you see risks on the Non-Life claims if inflation persist and logistics costs remain high? Which segments could be the most impacted?

A - Fernando Mata Verdejo {BIO 19676348 <GO>}

Well, we have to analyze. I mean, this inflation risk for both line of business. Regarding auto, as we already mentioned, we are very well protected. We've got a wonderful garage chain network -- preferred garage network, with a significant reduction in cost when we compare to standard garages. And also, we have bargaining agreement which is -- I mean is fixed for this year. There is no adaptation to inflation rate at year end. And also, we directing most of these claims to this preferred garages. According to the data from the last month, I guess, like 90% of the car crashes are directed to the preferred garage network. So from this side, I don't see an inflationary risk affecting motor line.

Other, such as Health and we mentioned at the June presentation, we really notice a significant increase in hospital bills. I mean, the rate -- the increase due to the COVID scenario, and also the average cost from medical services increased as well due to the additional test carried out in this COVID environment. Fortunately, this trend has changed, and average costs are coming to normality.

Even though, I mean, we should expect a significant increase in health for renewals as you probably read in the paper -- in the Spanish paper affecting civil servants and also -- which is -- by far is the largest policy in Spain, but also affecting too normal personal policies. The remaining particularly commercial lines, I don't see any inflationary risk. And just as a conclusion, if you look back for the last 10 years, I mean, Motor line has been extremely competitive. And also, there is a lot of transparent basically derived from price comparison sites. So for the last 10 years, most of the efficiencies in cost were automatically transferred to prices. And so, it has been in relative terms have reduction in the average premium for auto for the last 10 year. So we should see a similar trend. And let's say that as a general rule, I mean, we expect the sector assuming part of inflation cost and transferring only a small part of inflation to rates.

A - Felipe Navarro {BIO 3737558 <GO>}

Okay, thank you. Thank you very much. We have another question coming from the same - the same person from JB Capital. Do you see -- no, sorry. No, from Ivan Bokhmat from Barclays. We have seen a deterioration in the combined ratio in Iberia in the third quarter 2021. Same trend as same of your peers have experienced already. How much of that

comes from the accident frequency normalizing? Can you update us on claims inflation and pricing in Motor and other -- another PC lines?

A - Fernando Mata Verdejo {BIO 19676348 <GO>}

Yeah. I'm -- I'm going to take first the last one. I mean, regarding trends in pricing and also talking on Motor line business. And as you remember, I mean, last year, we implemented a sort of individual discount policy for good policy holders in order to retain and reduce any potential churn among the COVID scenario. These discounts came to an end at the end of 2020, but obviously, I mean, this reduction in premiums is also being carried over for earned premiums in 2021 also affecting the combined ratio.

Let's say that as a general rule, I mean, rates has come to normality, and we should expect this reduction in non-premiums to phase out over the coming months. And regarding loss ratio, I know that some of the peers, they already made comments on that topic. We are a little bit different. Regarding average cost, we haven't seen any change in previous metrics. So practically, I mean, we're close to zero in terms of variation.

Regarding frequency, you're right, I mean, it is quite similar to the increase in mobility, but I would like to give an additional comment on this. Most of the increase in the frequency on the reported claims are on smaller crashes, smaller scratches and affecting physical damage for the full cover policies. And -- but that we understand, they're being filed with the company due to some reduction on coverage. It is a trend that we seen in the past as well in time of restriction of economic unrest and we see some change from full cover -- to full cover with deductions on -- sorry with deductibles, and also from full cover to basic policies only TPL.

So let's say that the -- it seems to me -- it seems to be a sort of catch-up effects as some of these claims are coming from previous months and -- of the clients before switching from coverage of -- from other cars -- to other cars. What they want is just to leave the car in perfect conditions before reducing coverage in their policies. So my conclusion is that some of or part of this increase in frequency is temporary and it should phase out in the coming quarter, but obviously, there is an increase in frequency as we've seen in other peers.

A - Felipe Navarro {BIO 3737558 <GO>}

Okay. Thank you very much, Fernando. Now from Maksym from JB Capital. Do you continue to see pressure in premiums in Motor insurance in Spain? Are they easing?

A - Fernando Mata Verdejo {BIO 19676348 <GO>}

More than pressure on premium which has existed for -- since ever. I mean, in the Spanish Motor market what we're seeing is a reduction in coverage. And also switching to other carriers, which is normal in economic scenario, like the one we are living. I guess, it is also related to the age of the Spanish fleet. It is almost 13 years old, if I remember well, and it's basically due to the reduction in new car sales. I mean, it's extremely difficult to see full cover policies for cars older than seven years. So our policyholders even remain within MAPFRE and they change to lower and simpler policies in order to reduce the bill. So this

is the basic, let's say, new trend that we see in this quarter and probably will remain for the fourth quarter as well and some months.

A - Felipe Navarro {BIO 3737558 <GO>}

Okay. Basically this not such a war -- or softening in the market that we can translate into war pricing in

A - Fernando Mata Verdejo {BIO 19676348 <GO>}

I don't see a war price. Currently a lot of pressure on -- I will say, on coverages, I mean switching from full cover to simpler policies.

A - Felipe Navarro {BIO 3737558 <GO>}

Okay. There is a question from Mario Ropero from Bestinver, and he is asking about what can we expect from the Palma eruption. This volcano that erupted in the Canary Islands and which is mainly cover -- I mean, it is all covered by the Consorcio here. So any other consequence for the --

A - Fernando Mata Verdejo {BIO 19676348 <GO>}

Not really. I mean, it's part of the social aid that we granted to some of our policyholders with properties ensured in Mapfre and we granted 9,000 indemnity for those that they lose their properties. And Mapfre has a quite significant market share in the Canary Islands. And as has happened in other Cat events, Mapfre will be close to the policyholders in order to provide the -- the help they need.

A - Felipe Navarro {BIO 3737558 <GO>}

Okay. Thank you very much, Fernando. Farquhar from -- Murray from Autonomous has a question on COVID. In broad terms, what is the net balance of COVID impacts in the primary insurance business, between positives from frequency versus negatives from mortality? He says that he thinks that previously the suggestion was been that around the balance -- they were around almost balanced. And now it feels that these are presumably a net negative for the nine months 2021. We can have some kind of a color on this effect?

A - Fernando Mata Verdejo {BIO 19676348 <GO>}

Yeah. Thank you, Farquhar. This is a quite interesting question. As we've mentioned in previous presentation, I mean, it is still difficult to isolate or differentiate those improvements in combined ratio due to efficiencies or better underwriting policies implemented in the auto lines and differentiate from the lockdown or the confinement or the lack of mobility. As we mentioned in previous presentation, we understand that the -- both negative and positive effects from the pandemic were neutral in 2020. And also during the first half of 2021, we're sort of neutral.

I wouldn't say that in the third quarter that we presented the numbers and we expected an uptick in Life Protection, particularly in LATAM, because of the lack of the small space of vaccination and the lack of vaccines. But the third quarter was a surprise, and let's say, that

the third quarter wasn't symmetric effects, and I will say that it is a little bit negative from Life Protection.

A - Felipe Navarro {BIO 3737558 <GO>}

It should be -- we could define that third quarter as transitional quarter between normality and...

A - Fernando Mata Verdejo {BIO 19676348 <GO>}

Yeah, I guess, yeah, I mean, it is quite different from different geographies, because in LATAM South, there are still some countries, if you see the financial report with combined ratio below 90, which is amazing. I mean, in these conditions, even recovering mobility. Other countries such as Brazil and Spain, combined ratio in Automobile is around 100. And so, there is a lot of moving parts affecting different geographies and different lines as well. This is a transitional quarter as Felipe said, and we've seen recovery in mobility, reduction in other lines as well, and increases particularly in Life Protection. But as I mentioned in the wrap up, I mean, we should expect those lines and those combined ratios to converge into standards in the coming month.

A - Felipe Navarro {BIO 3737558 <GO>}

Okay.

A - Fernando Mata Verdejo {BIO 19676348 <GO>}

In the coming quarter sorry.

A - Felipe Navarro {BIO 3737558 <GO>}

Thank you very much, Fernando. Next question is related with dividend. I mean, it is Ivan Bokhmat from Barclays. He is asking, can you remind us intention regarding the dividend? Is it return to 2019 level with EURO.14 per share?

A - Fernando Mata Verdejo {BIO 19676348 <GO>}

Well, Ivan, this is a -- at this moment, it is a difficult question and it can't be answered. I mean, we returned to the same interim dividend EURO.06 is the first step to return to sustainable dividend path. And once we finish this year and we meet the guidance, I think, we will be a big push and probably another step, I mean, to return to this dividend path. The final amount we have to wait on the Board at the beginning of next year, just on the final decisions. But we are pretty committed with investors and we will come back to the sustainable path as soon as possible. That's what we mentioned and we stick to this policy.

A - Felipe Navarro {BIO 3737558 <GO>}

Okay. Thank you. Thank you very much, Fernando. Maksym from JB Capital. Could you update us on how you plan to replace the business volumes loss due to the end of the Bankia-Mapfre JV?

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Bloomberg Transcript

A - Fernando Mata Verdejo {BIO 19676348 <GO>}

Well, organic growth, a big push from Santander. Any potentially market opportunity we can get. And I mean, Mapfre is growing very, very well, and 7% in Spain. I think with this growth, we offset any lack of new business from Bankia, and we're not worried, I mean, with the situation. We know that it was a very important channel, but what Mapfre has shown with this extraordinary performance in premiums growth is that we are able, I mean, to offset any potential lack of -- or any distribution channel that could lower, I mean, their expectations.

A - Felipe Navarro {BIO 3737558 <GO>}

I mean, it's very important to speak about the extremely resilience of the organic business now of Iberia that is ready to offset any other big effect like the one of closing the Bankia's network.

A - Fernando Mata Verdejo {BIO 19676348 <GO>}

Absolutely. You can have a look into the financial report that the Life Mapfre VIDA. You see this the extraordinary premium growth on the Mapfre's network compared to the bancassurance distribution channel. So let's say that this is a very important distribution channel that we have to optimize in this situation and also putting in value, I mean, which is very important.

A - Felipe Navarro {BIO 3737558 <GO>}

Thank you very much, Fernando. We have another question for you related with RE activities coming from Phil Ross from Mediobanca. Can you recap on reinsurance, please? You mentioned 125 million limit with the reference of -- to the 92 million storm Bernd loss?

Any -- and secondly, how you recognize some benefit on third quarter from frequency cover? Do you anticipate an impact on your reinsurance and retro buying next year? It's quite a complex question.

A - Fernando Mata Verdejo {BIO 19676348 <GO>}

Yeah, you're right. I mean, the -- we hit the priority limit which is 125 with a storm Bernd. So we booked a recovery from reinsurance for this particular event. Regarding the impact in our next year cost of protection, probably we can see an increase, but in any case, I mean, if we get an increase for our retroceded business, I mean, we will pass it to our ceding entities as well. So --

A - Felipe Navarro {BIO 3737558 <GO>}

It's normal with a hardening of the reinsurance market that we will be able to pass these kind of --

A - Fernando Mata Verdejo {BIO 19676348 <GO>}

In the end, it will be neutral.

A - Felipe Navarro {BIO 3737558 <GO>}

And one -- just one comment on the EUR125 million and EUR92 million is the net retention of the same claim.

A - Fernando Mata Verdejo {BIO 19676348 <GO>}

That's correct. EUR92 million effect is without taxes and minorities. So in the end it is the net effect of the gross EUR125 million.

A - Felipe Navarro {BIO 3737558 <GO>}

Okay. Another one coming from JB Capital, Maksym, asking on how should we see premiums of MAPFRE RE evolving in 2022 after -- I mean, I say that after this excellent increase during 2021?

A - Fernando Mata Verdejo {BIO 19676348 <GO>}

But at this moment, I mean we are at an early stage in order to give you more color regarding 2022. But we should expect, let's say, a moderate increase. Renewals for mid-year, they were pretty good in terms of rates, and we should expect a similar scenario, I mean, for next year.

A - Felipe Navarro {BIO 3737558 <GO>}

Okay. Ivan from Barclays is asking another question related with Bankia. Was the EUR204.4 million one-off from the inclusion of Bankia second quarter and third quarter -- result in the third quarter included in the Life business results during these quarters?

Okay. I'm trying to explain this. The way we -- as Fernando said, we made an adjustment on the third quarter on the result of Bankia because of the change in the accounting way that we were recognizing these results. So there is a full disclosure of the figures in the financial report. There is -- I think in Page 22. So that says that the EUR20.4 million figures is after tax and minorities considered our 51% stake. So you need to gross it up and to add the minorities in order to make the total figures. Throughout the entire year, the result of the Life business included 100% of the result of these entities. So if you look at the total profit and loss account on the balance sheet, you see 100% of this entity with before taxes and minorities. So this is only on the -- it was only on the last -- on the last line that you will see the adjustment.

A - Fernando Mata Verdejo {BIO 19676348 <GO>}

Yeah, Felipe. I may add something regarding this, I mean, just to put say some clarity or additional clarity to the situation. I mean, we booked following the accounting policy that we were told to. And before presenting results as of June, I mean, we called regulators and we presented, I mean, the -- basically the shareholder agreement with Bankia. And also, we concluded that the -- the attributable result for the -- 51% shareholding of Mapfre should be fully allocated to Caixa. But then due to the length of the process and also because the members of the Board represent in Mapfre at the Board didn't step down. And so, we held the majority of vote at the board. It was raised that we should book again and reflect in attributable results, the 51% shareholding of Mapfre as a profit contribution.

So both -- and also with the agreement of the external auditors. And we again back to the regulators to say that we should change the profit contribution from Bankia at the end of third quarter and they fully agreed. So, I mean the -- sorry for the confusion, but we did what we were told to, and that was pretty clear.

A - Felipe Navarro {BIO 3737558 <GO>}

Thank you. Thank you very much Fernando. Carlos Peixoto from CaixaBank has a question on Spanish combined ratio. What are the expectations of the evolution of the combined ratios in the different Spanish business lines?

A - Fernando Mata Verdejo {BIO 19676348 <GO>}

Well, that's -- Carlos, that's extremely difficult to answer. We should expect a lot of moving parts as I already mentioned. The third quarter has been a transitional quarter. We should wait for some increase in frequency particularly in auto in the coming quarter, and -- but we should reflect as well an increase in premiums earned from the increasing rates or the absence of discounts and rebates. And the remaining lines, I guess, we should not expect significant changes. That's basically my view.

A - Felipe Navarro {BIO 3737558 <GO>}

Okay, thank you. Thank you very much. Fernando. Ivan Bokhmat from Barclays. Can you provide an update on Bankia MAPFRE Vida joint venture. Is the deal completion still expected for 2021? I think that Fernando was quite clear during the presentation. He said that we were expecting in November the final appraisal from the external appraiser and that would give us to expect that everything will be completed by 2021. I don't know if Fernando if you want to --

A - Fernando Mata Verdejo {BIO 19676348 <GO>}

No, I mean this is the -- this is our expectation from our side. But let me tell you as well that over the paper, probably, assuming that the paper is correct, but a similar statement was made by Gortazar, the CEO of Caixa saying that the -- it should be expected -- this deal completion by year-end. It should be completed, yeah.

A - Felipe Navarro {BIO 3737558 <GO>}

Okay, thank you. Thank you very much. It seems that we don't have any further questions. Okay. So just one more. Carlos Peixoto from CaixaBank asks about the expectation on NatCat losses on the fourth quarter?

A - Fernando Mata Verdejo {BIO 19676348 <GO>}

Well, nobody knows what is going to happen. I mean, the -- so far, the -- in the Atlantic, I mean, it has been a quiet season from hurricanes. Earthquakes, there is still a risk in any territory that we are operating. But since the frequency cover is -- has been already triggered. As I said at the presentation, the net effect of any individual Cat event would be pretty, pretty reduced.

A - Felipe Navarro {BIO 3737558 <GO>}

Okay. So that allows us some -- to have some kind of visibility or peace of mind related with this kind of frequency cover that you were mentioning? There is another question.

A - Fernando Mata Verdejo {BIO 19676348 <GO>}

Global Risk.

A - Felipe Navarro {BIO 3737558 <GO>}

Global Risks, sorry, had a good quarter with lower volatility/large losses. What should we expect going forward?

A - Fernando Mata Verdejo {BIO 19676348 <GO>}

Yeah. Thanks, Phil. I mean, that the -- a couple of years ago, we implemented any change in order to lower retention in Global Risks business, and also increased the commissions. So the current quarter and also previous quarter reflect -- are reflecting these change. So lower impact from losses and a more stability in results. So let's say that we put a cap in order to reduce losses and also to increase gains. But we are quite comfortable with this reduction in exposure in Global Risks.

A - Felipe Navarro {BIO 3737558 <GO>}

Okay. Thank you. Today it's a quite a successful operation right now.

A - Fernando Mata Verdejo {BIO 19676348 <GO>}

Absolutely.

A - Felipe Navarro {BIO 3737558 <GO>}

Farquhar from Autonomous on 2021 guidance. Does this guidance include Bankia which is now the headline figures a little -- a little longer. And are we still only adjusting for NatCat which would seem to imply that we are not adjusting for the COVID-related claims in arriving to the guidance figure?

A - Fernando Mata Verdejo {BIO 19676348 <GO>}

Yes, thank you, Farquhar. This a question raised many, many times, where we mentioned the guidance, the first and part of the second quarter results contributed by Bankia was included in the bank -- in the guidance. Obviously, the first quarter pertained to Mapfre. And the second quarter, it was part of the second quarter, because at that point, I mean, when we published the guidance, we didn't know what was the right moment when the Board of Director representing Mapfre will step down. So we assumed that part of the profit for the second quarter will be included in -- in the quarter.

Actually with the new accounting policy, let's say, that the -- if we assume that the second quarter was included -- part of the second quarter was included in the guidance. The third quarter wasn't included in the guidance. What we're doing with this new accounting

treatment is just anticipate part of the -- of the capital gain that we will book when the transaction is completed. And because the net equity, that doesn't change. It's the same at the transition date, which is March 31st. And the only thing we're doing is adding to this net equity, the profit contribution from Mapfre. That's pretty simple.

A - Felipe Navarro {BIO 3737558 <GO>}

Okay. From Ivan Bokhmat from Barclays. Can you offer any early thoughts on IFRS-17?

A - Fernando Mata Verdejo {BIO 19676348 <GO>}

Yeah, we are working on this project with external advisors. The period has had a lot of up and downs, and provisional figure, they're not ready yet, Ivan. But let's say, I mean, our external advisors -- we are working with Deloitte, EY and also with SAP. And we believe that by -- at the end of, probably after summer, I mean, we will be able to give you more color on this topic.

A - Felipe Navarro {BIO 3737558 <GO>}

Okay. Philip Ross from Mediobanca, and together with Carlos Peixoto has a similar interest on Global Risks. I mean, we already said that it was a good contributor to the results. What could we expect going forward? I mean, is this going to be -- provide a lot of volatility to our results or the way of managing Global Risks is changed?

A - Fernando Mata Verdejo {BIO 19676348 <GO>}

No, we should be a more normalized and stabilization in low ratio. We reduced our risk appetite. We reduced retention as well, increased commissions as we mentioned. So let's say that we are limiting losses and also gains in order to have a narrower variation for profit. So in the end, I guess, that there will be quite similar trend in the future. And also, we didn't renew some large policies that with really bad experience in the past and they were loss making portfolios. So let's say that we should assume that the current trend for the Global Risks will remain in the near future.

A - Felipe Navarro {BIO 3737558 <GO>}

Thank you. Thank you very much, Fernando. It seems that there are no more questions. So thank you very much everybody. I mean, we've been almost an hour here in this presentation. But before we close the call and moving to -- we should move to logistics, I'm sure that most of you have received an invitation, but next Wednesday, November 3rd, I will be hosting together with the IR team, two group meetings. First, there will be a group in Spanish at 9:30 Central European Time, followed by another one in English at 3:00 PM also Central European Time. Both meetings should last around 40 minutes to an hour. Please make sure that you confirm your attendance using the email invitation you received earlier this week or get in touch with the IR team in order -- if you have any kind of issue. You have the contact details in the presentation. Please stay safe and thank you very much for your time.

Fernando?

A - Fernando Mata Verdejo {BIO 19676348 <GO>}

Yeah, thank you everybody again for your presence. Hopefully, you heard from us by year end in order to give you more information regarding the Bankia deal completion that I'm sure -- I mean, we are -- well sure -- very well sure that we will finish this deal by year-end.

A - Felipe Navarro {BIO 3737558 <GO>}

Okay. Thank you very much, Fernando. Thank you everybody. Bye, bye.

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