

Your assets
are always
in safe hands

MAPFRE
Gestión Patrimonial



At MAPFRE, we know that making the best decision to manage your savings is essential. That is why we have MAPFRE GESTIÓN PATRIMONIAL, MAPFRE's commercial network specialising in the financial business.

We help our customers define and achieve their goals.

MAPFRE **Gestión Patrimonial**

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We are
part of
a great
company

Our vision is to be
**THE GLOBAL TRUSTED
INSURER** for all our
customers around
the world.



MAPFRE Group

GLOBAL HISTORY AND PRESENCE

MAPFRE is a global company that mainly performs insurance and reinsurance activities in **38 countries** on **5 continents** through **197 companies**.

A large group with a **long history** behind it, which was founded in 1933 as the Mutualidad de Seguros de la Agrupación de Fincas Rústicas de España, with the aim of insuring farm workers. Since then, it hasn't stopped growing and evolving.

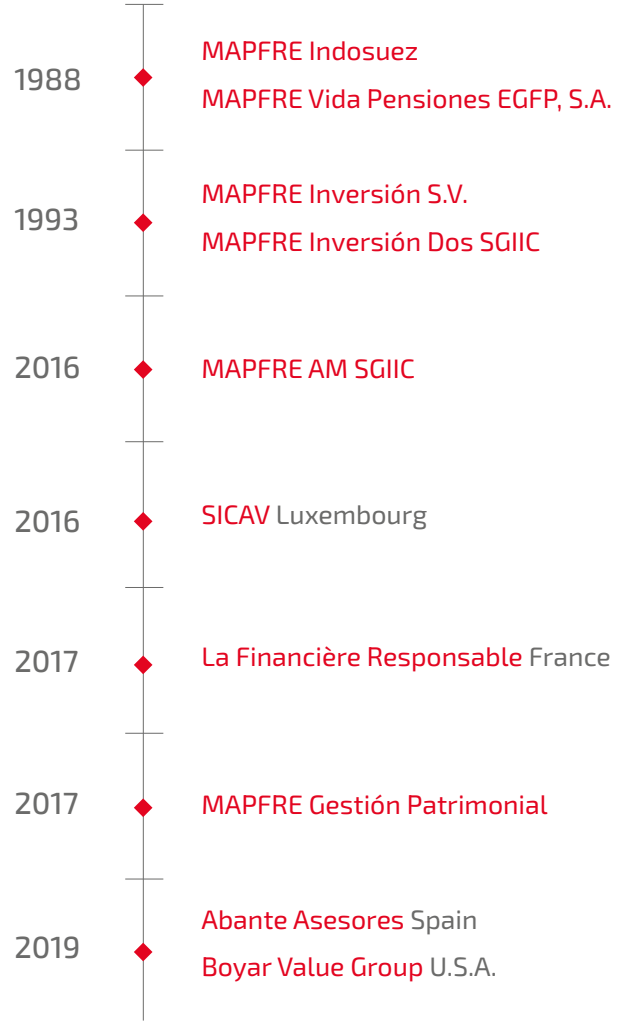
In 1955, the foundations were laid for the company as we know it today. In 1983, it became the **sector leader in Spain** with Life and Motor Insurance, embarking on a major international expansion and the development of new services with a clear customer-focused innovative spirit.

MAPFRE AM

Within the MAPFRE Group is **MAPFRE Asset Management**, one of the largest asset management businesses in Spain, with **more than €30,400 million***.

A company at your side, seeking **excellence** and offering a service of the **utmost exclusivity** to each customer. Always with one great goal and one great mission: to manage and maximise the assets on the Group's balance sheet, ensuring maximum returns for each shareholder.

*This amount is part of the 53,000 million managed by the Group.



Count on
the solidity
of a large
Group



MAIN MAGNITUDES

Enjoy the confidence that only a **global insurance** company with a presence on five continents like ours can offer you. A benchmark company in the Spanish market and **the largest Spanish insurer in the world**, with revenues exceeding **€29,000 million** in 2022.

It is also positioned as the leading multinational insurance company in Latin America and ranks sixth among the largest in Europe in the Non-Life sector by premium volume.

Revenue

In 2022, the Group's consolidated revenue reached €29,510 million, with an improvement of 8.3%. Direct insurance and accepted reinsurance premiums, which represent the bulk of the revenue, amounted to €24,540 million, an increase of 10.8%.

Capital structure

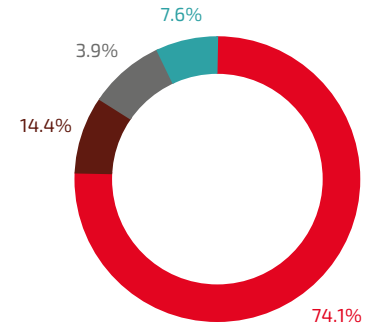
The capital structure amounted to €11,295 million, of which 74.1% corresponded to equity. Consolidated equity amounted to €8,360 million.

A benchmark company with nearly 31,300 employees worldwide, at your service.

CAPITAL STRUCTURE

CAPITAL TYPE

- Net Assets
- Subordinated Debt
- Bank Debt
- Senior Obligations



And the confidence of a leading company by your side

Solvency and capitalisation levels

The MAPFRE Group's Solvency II ratio stood at 216.8%. Eligible own funds amounted to €9,836 million during the same period, of which 84.1% are high-quality funds (Tier 1).

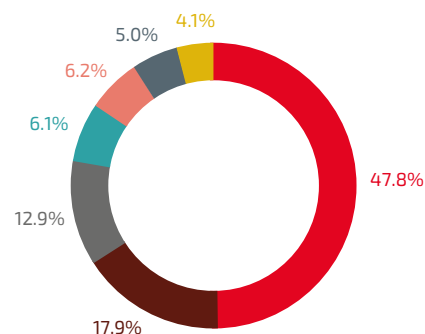
CREDIT RATINGS

	S&P	FITCH	A.M. BEST
MAPFRE S.A. - Debt issuer	A- (Stable)	A- (Stable)	
MAPFRE S.A. - Senior debt	A-	BBB+	-
MAPFRE S.A. - Subordinated debt	BBB	BBB-	-

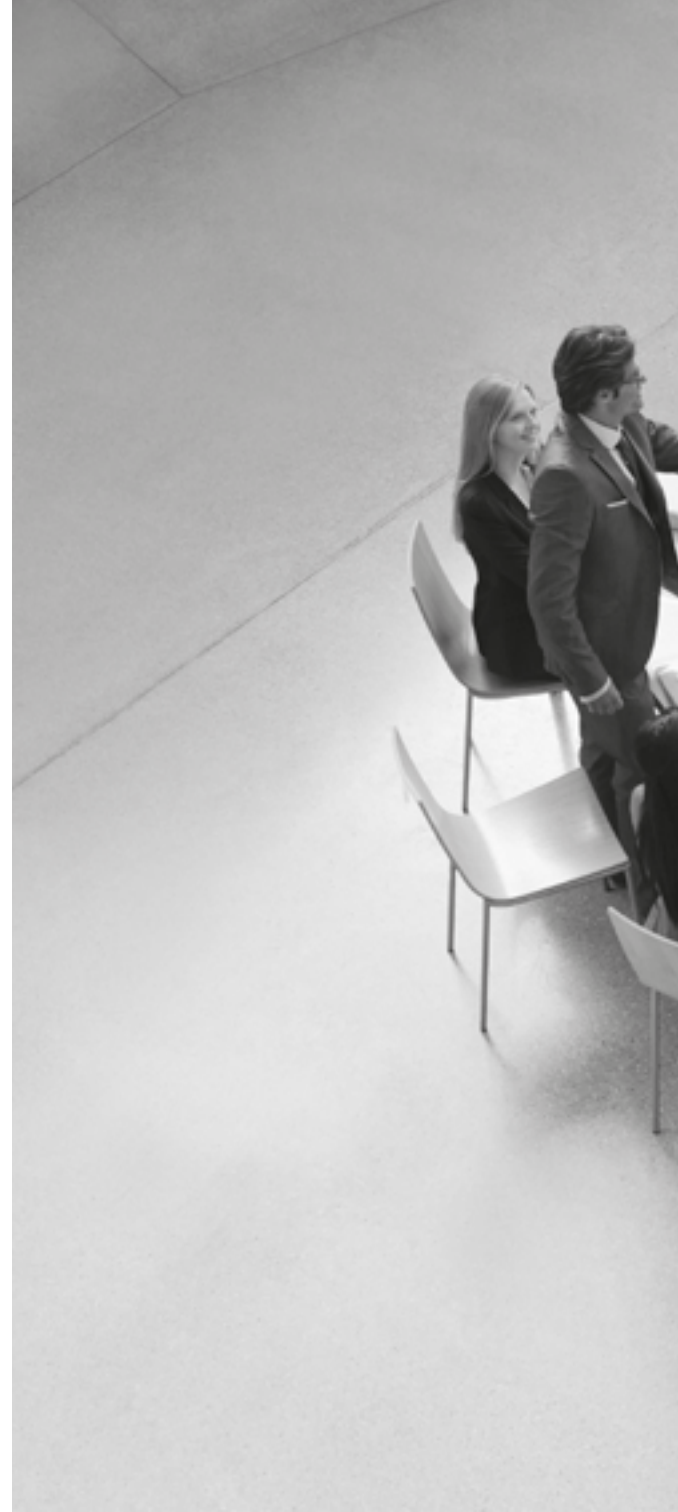
INVESTMENT PORTFOLIO

PORTFOLIO TYPE

- Government fixed income
- Corporate fixed income
- Other investments
- Variable income
- Treasury
- Real estate *
- Investment Funds



*Real estate includes both real estate investments and real estate for own use.





You have
a continuous
service for
your financial
planning

An exclusive investment
service for our most
trusted customers.

MAPFRE GESTIÓN PATRIMONIAL

MAPFRE'S COMMERCIAL NETWORK SPECIALISED IN FINANCIAL BUSINESS

At MAPFRE GESTIÓN PATRIMONIAL, we offer you a continuous service to help you design your financial planning, always looking for the best alternative for your savings.

Branches

We offer you our specialised branches, where you will receive the best personalised and professional assistance to provide you with the service that best suits your profile and your needs.

Specialists

Our team of expert financial advisers will help you manage your financial assets, adapting to your profile. Our aim is always to get the best performance from your investments, offering you maximum transparency and confidence in each investment.

Products

We offer you a wide range of the best financial products from which you can choose the one that suits you best. Thanks to our open architecture system and our global approach, you will also be able to access any product from the best companies in the world.

Services

Our offer is complemented by the best services, designed to make everything easier and more convenient for you, wherever you are.

MAPFRE Commitment

Our investment approach leads us to constantly search for the best market opportunities, diversifying investments to maximise profitability while minimising risk. Like you, we are always thinking about the future. That is why we are committed to the principles of socially responsible investing. Always with the peace of mind of having the backing and solidity of MAPFRE.

Enjoy this exclusive service for being one of our trusted customers.

A black and white photograph of a modern, multi-level building with a prominent red diagonal stripe. The building features multiple balconies with glass railings. A group of business professionals is standing on the upper balcony, and another person is walking on a lower balcony. The overall aesthetic is clean and professional.

Enjoy our own investment model

We invest on principle.
We convince by profitability.

OUR INVESTMENT APPROACH

At MAPFRE we involve our customers in the same investment model that we apply to our own resources. We share our vision and principles with all of them.

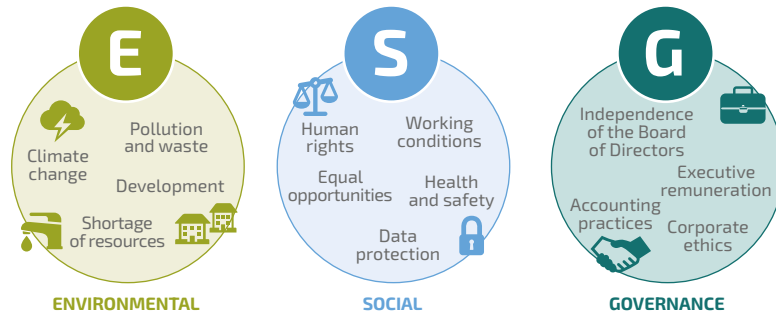
Sustainable Investment

At MAPFRE we have a sustainable approach to investing our customers' savings and investments. By identifying and investing in companies that demonstrate strong support for environmental, social and governance (ESG) principles, we aim to contribute to improving society in the long-term.

Because we are a company that has always been committed to the principles of socially responsible investment, adhering in 2017 to the UN principles and with our own management methodology for the selection of assets, being the first national fund manager to receive the SRI seal for two of its funds.

Investment Activity

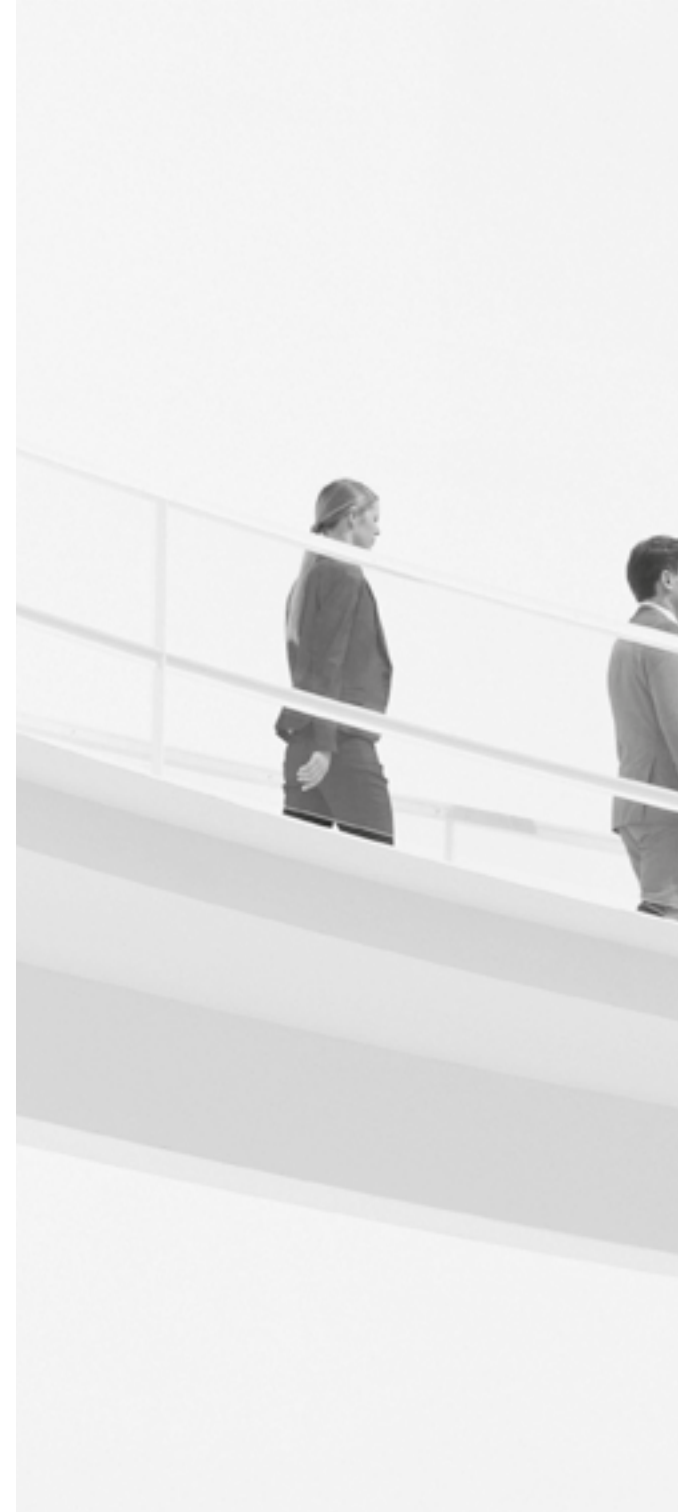
Our investment policy has always been focused on the long-term, seeking diversification in order to manage the uncertainties inherent to any investment in any economic cycle.



Searching for Opportunities

At MAPFRE AM, we implement an efficient process to identify market opportunities. The ultimate goal is to build portfolios comprised of securities that we believe in.

- ◆ **Brainstorming**
 - Real life observation, Press reading, Communication with Investors and Industry Analysts.
- ◆ **Critical analysis**
 - Company sources (Networks, Research).
 - Secondary sources (Management, Analysts).
- ◆ **Value Investing Context**
 - Key Factors: Leverage, Returns, Margins, Growth, Relative Valuation and Sentiment.
- ◆ **Investment Decision**
 - Maximise the Return-Risk trade-off.
 - Impact Calculation and Volatility Control.





All this, with
the service
you deserve,
for being
a trusted
customer



You will have a great team behind
you to attend to all your needs and
provide you with the best service.

EXCLUSIVE SERVICE

We work with the **mission of always offering each customer the most transparent** information about every financial product we offer, making it easier for them to understand so that they can choose what is best for them.

And to do this, everything is managed **by MAPFRE professionals**, who are accredited or accompanied by their accredited mentor. Always **in compliance with current CNMV regulations and the MIFID II directive**, which aims to protect investors by ensuring that they have the information they need to understand all the products and services they are going to take out.

Trust in us

Take out our financial services easily and conveniently by following the 4 steps below.

1. Verification

For the security and data protection of each investing customer, we must always verify your data in the system and sign the data protection clause.

2. Service information

Information about Investment Funds, Fixed and Variable Income

This service **is informative** and we cannot advise or make recommendations:

- ◆ **We inform** each customer of the **general characteristics** of the MAPFRE investment fund (type, historical returns, fees, etc.) and others with similar characteristics from other companies **for comparison**.
- ◆ We perform a **Suitability Test** to find out whether or not a fund is suitable for the customer.
- ◆ The **rates established by MAPFRE Inversión S.V.** will be applied for each customer. The company may receive retrocessions of investment fund management fees.

Investment Fund Advice:

This is an advisory service, but each customer makes their own decision and it is **personalised according to their profile**:

- ◆ To do this, we perform the **Appropriateness Test** to get to know the customer and make a proposal in accordance with their profile, the most suitable one for their investment decision.
- ◆ The customer **may opt for MAPFRE Product advice** or advice that includes third-party products. And we will offer them model portfolios for each profile.
- ◆ This service does **not entail any cost in addition** to those applied by the funds in their management, detailed in the Key Investor Information Document (KIID), which are passed back to the distributor as a %.

3. Arrangement

In accordance with the regulations, it is necessary to have a **securities account and a cash transitory account**, tools to manage your savings and investments.

These accounts are **free of charge**.

Cash transitory account:

In order to be able to operate, each customer must make transfers to this account. Any refunds you request will be transferred to the current account you hold and have provided us with.

Digital signature:

Its advantage is the speed of execution and legal information that each customer must receive, making it easier to file and control.

4. MAPFRE Internet Office and MAPFRE AFIN App

To find out the customer's positioning and manage their savings and investments, we recommend **consulting the MAPFRE Internet Office and downloading our MAPFRE AFIN App**.





A black and white photograph of a woman in a professional setting. She is wearing a light-colored blazer over a dark top and skirt. She is holding a mobile phone to her ear with her right hand and a tablet computer in her left hand. She is standing near a large window, looking out at a cityscape. A prominent red diagonal line runs across the image from the top left towards the bottom right. The background is slightly blurred, emphasizing the woman.

A wide
range
of products
at your
disposal

A whole world
of options from which
you can choose the one
that best suits your
interests and goals

FINANCIAL PRODUCTS AND SERVICES

We offer you a wide range of financial products complemented with the best services. Everything, so that you can make the best decisions.

OUR FINANCIAL PRODUCTS

Investment Funds

In addition to MAPFRE Investment Funds, you have access to a platform with funds from the best fund managers in the world, where you can contract, transfer and/or make reimbursements in a completely dynamic way. With our team of award-winning fund selectors, recognised by the sector, we can help you make your selection according to the different categories of existing funds.

Pension Plans

If you are thinking about retirement, you also have access to a wide range of products with different investment universes, as well as insurance products that allow you to maximise the tax advantages of your contributions and benefits, as well as the financial and insurance advantages.

Programa Horizonte Inversión

If you want a savings product for the future, this is an excellent option. It is also a professional active savings management service for your retirement or other needs, with no contribution limit and total liquidity, dynamically adapted to your profile and the time horizon of your savings.

MAPFRE Gestión Patrimonial

Savings Insurance

We offer you a wide range of possibilities to make your regular savings or consolidated capital profitable, where you can choose the product that best suits your profile and medium- and long-term needs.

- ◆ **Guaranteed Insurance:** Savings alternatives with guaranteed returns on maturity.
- ◆ **Unit-Linked Insurance:** Instruments that seek to obtain a return linked to the evolution of the markets through professional management.
- ◆ **Income Protection Insurance:** The security of being able to receive an income for life or for a specific period of time, with significant tax advantages on top.

Programa Tu Futuro

Enjoy a professional active management service for your retirement savings in pension plans, with no additional costs and dynamically adapted to your age and investor profile.

Life Insurance

Secure your peace of mind and that of your loved ones in the simplest way. With the most complete protection for your investments and savings in the event of death, disability or dependency with additional capital on top of your expected returns.

Senior Solutions

We offer you the possibility of being covered in the event of suffering an injury due to an accident or becoming dependent, with additional capital as well as multiple value-added services to help you in your day-to-day life.

And the best services to complement our offer

OUR SERVICES

Advice

We offer you the right product diversification for your investment profile with transparency, simplicity and professionalism, seeking the financial and fiscal profitability that best suits your needs.

Financial Planning

We offer you a continuous and personal service to help you achieve your financial goals over time. Our simulators will help you to prioritise your needs and make decisions to achieve your goals as soon as possible.

Reports

The markets are constantly moving, and at MAPFRE we provide you with analysis of the most relevant news and data that affect your savings and investments. In the model portfolio reports we summarise the news and inform you of any changes made.

Product information

We inform you about the investment funds you are interested in, their investment policy, type, portfolio composition, fees, historical returns, and we complete it for you with the list of recommended funds prepared by our team of award-winning fund selectors who are recognised by the sector, so that you can compare them.

Discretionary portfolio management

If you want to delegate future investment decisions and be in a position to have the same market vision as MAPFRE, this service is ideal for you to take the worry out of monitoring and decision-making.

Digital services

At MAPFRE we complete our services by adapting them to 21st century technology, offering you agility in contracting and in viewing balances and transactions.

- ◆ Digital signing of documents
- ◆ Internet Office and Self-Service
- ◆ MAPFRE AFIN App

Online broker

With access to the main world markets, you can trade shares and fixed income assets from any mobile device.

Enjoy everything
we can offer you
for being a special
customer



MAPFRE Gestión Patrimonial

MAPFRE Inversión S.V., S.A. registered in the National Securities Market Commission (CNMV) registry of Investment Services Companies under number 63.

MAPFRE ASSET MANAGEMENT, SGIC, S.A., registered in the CNMV registry of CII Management Companies under number 121.

MAPFRE VIDA S.A., registered in the General Directorate of Insurance (DGS) registry under code CO511.