

# RESULTS REPORT

**January to March 2014**

**GRUPO CATALANA OCCIDENTE, S.A.  
AND SUBSIDIARIES**

**150**  
years



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# GRUPO CATALANA OCCIDENTE

The history of Grupo Catalana Occidente dates back to 1864, so it is celebrating its 150th anniversary this year. The Group is currently one of the largest operators in the Spanish market, and the second largest global player in the credit insurance business, with a presence in more than 40 countries. Over the last decade the Group has progressed well on all key indicators, maintaining sustainable and profitable growth.

The shares of the parent company, Grupo Catalana Occidente, are listed on the continuous market of the Barcelona and Madrid stock exchanges as part of the IBEX Medium Cap Index. Currently, 38% of its capital is floating and the main shareholder is INOC, S.A., which holds 56.71% of capital.

The following table shows the major companies included in the scope of consolidation of Grupo Catalana Occidente indicating the Group's economic participation in each and the business focus of each.

<b>GRUPO CATALANA OCCIDENTE</b> Parent Company		
<b>Seguros Catalana Occidente</b> 100%	<b>Prepersa, AIE</b> 100%	<b>Menéndez Pelayo, SICAV</b> 100%
<b>Seguros Bilbao</b> 99.73%	<b>Tecniseguros</b> 100%	<b>Catoc Sicav</b> 97.01%
<b>Nortehispana</b> 99.78%	<b>S. Órbita</b> 99.73%	<b>Seguros Bilbao Fondos</b> 99.73%
<b>Depsa</b> 100%	<b>Bilbao Vida</b> 99.73%	<b>Bilbao Hipotecaria</b> 99.73%
<b>Catoc Vida</b> 79.20%	<b>Bilbao Telemark</b> 99.73%	<b>Salerno 94</b> 100%
<b>Cosalud</b> 100%	<b>Co Capital Ag. Shares</b> 100%	<b>Hercasol</b> 62.72%
<b>Atradius ACI</b> 83.20%	<b>Depsa Servicios y Gestión Legal, SL</b> 100%	<b>Grupo Crédito y Caución, SL</b> 73.84%
<b>Crédito y Caución</b> 83.20%	<b>GCO Servicios Tecnológicos, AIE</b> 99.78%	<b>Atradius NV</b> 83.20%
<b>Atradius Re</b> 83.20%	<b>GCO Contact Center AIE</b> 99.78%	<b>Atradius Participations Holdings</b> 83.20%
<b>Atradius ATCI</b> 83.20%	<b>Catalana de Tall. y Rep. 3.000, SL</b> 100%	
<b>Atradius ASC</b> 83.20%	<b>Inversions Catalana Occident, SA</b> 49.00%	
<b>Atradius Dutch State Business</b> 83.20%	<b>Atradius Collections B.V.</b> 83.20%	
	<b>Atradius Information Services</b> 83.20%	
	<b>Iberinform</b> 83.20%	
<b>Plus Ultra Seguros</b> 49.00%	<b>Asitur Assistance</b> 28.53%	<b>Gesjuris</b> 26.12%
	<b>Calboquer</b> 20.00%	
<b>INSURANCE COMPANIES</b>	<b>COMPLEMENTARY INSURANCE COMPANIES</b>	<b>INVESTMENT COMPANIES</b>

 Companies consolidated by global integration

 Companies consolidated by the equity method ("equity accounting method")

Grupo Catalana Occidente incorporates the company Plus Ultra Seguros under the equity accounting consolidation method on 28 September 2012, when the transaction was closed. The Group accounts for 49% of this company's income.

## KEY FIGURES

Grupo Catalana Occidente closed the first quarter of financial year 2014, marking its 150th anniversary, with positive performance in all its key indicators:

- **Enhanced performance at the consolidated and attributed level, +5.5% and +3.8% respectively**
  - Maintains result in the Traditional Business
  - Credit Insurance results substantially improved
- **Turnover up by 9.4% to 3,201.8 million euros**
- **Long-Term Capital up 7.5% since early in the year**
- **High solvency margin maintained, with an surplus of 1814.9 million euros**
- **4% increase of dividend charged against profits in 2013**

Below are the key economic figures for Grupo Catalana Occidente as of March 2014, in contrast to the same period during the previous year.

(million euros)				
KEY FIGURES	3M 2013	3M 2014	% Var. 13-14	YEAR 2013
<b>A TURNOVER</b>	<b>924.0</b>	<b>1,011.0</b>	<b>9.4%</b>	<b>3,261.9</b>
- TRADITIONAL BUSINESS	459.1	488.3	6.4%	1,686.9
- CREDIT INSURANCE BUSINESS	464.9	522.7	12.4%	1,575.0
<b>B CONSOLIDATED RESULT</b>	<b>63.6</b>	<b>67.1</b>	<b>5.5%</b>	<b>243.9</b>
- TRADITIONAL BUSINESS	29.3	29.1	-0.7%	122.6
- CREDIT INSURANCE BUSINESS	29.9	41.9	40.1%	126.1
- NON-RECURRING	4.4	-3.9		-4.9
<b>ATTRIBUTED TO THE PARENT COMPANY</b>	<b>57.4</b>	<b>59.6</b>	<b>3.8%</b>	<b>221.1</b>
<b>C LONG-TERM CAPITAL</b>	<b>1,874.4</b>	<b>2,258.8</b>	<b>20.5%</b>	<b>2,100.3</b>
<b>LONG-TERM CAPITAL AT MARKET VALUE</b>	<b>2,421.0</b>	<b>2,758.3</b>	<b>13.9%</b>	<b>2,607.3</b>
<b>D TECHNICAL PROVISIONS</b>	<b>6,962.0</b>	<b>7,152.4</b>	<b>2.7%</b>	<b>6,905.5</b>
<b>E SURPLUS SOLVENCY I</b>	<b>1,796.9</b>	<b>1,841.9</b>	<b>2.5%</b>	<b>1,774.9</b>
<b>% SOLVENCY I - CAPITAL AVAILABLE OVER CAPITAL REQUIRED</b>	<b>499.5%</b>	<b>497.7%</b>		<b>484.5%</b>
<b>F TOTAL FUNDS UNDER MANAGEMENT</b>	<b>7,982.0</b>	<b>8,714.7</b>	<b>9.2%</b>	<b>8,381.9</b>
<b>H DATA BY SHARE (Figures in Euros)</b>				
ATTRIBUTED PROFIT (*)	1.70	1.86	9.8%	1.84
DIVIDEND PER SHARE	0.57	0.59	3.5%	0.59
PAY-OUT (%)	34.2	31.7		32.0
SHARE REVALUATION (%)	22.5	13.3		89.0
<b>I ADDITIONAL INFORMATION</b>				
NO. OF EMPLOYEES	5,601	5,607	0.1%	5,573
NO. OF OFFICES	1,176	1,153	-2.0%	1,153

(\*) - Taking into account the attributed profit for the past 12 months

# SIGNIFICANT EVENTS OF THE YEAR

## 150th Anniversary Celebration

- 150 years since the birth of "La Catalana" in 1864.
- Ability to adapt to the environment, clear insurance vocation and recognised agent network
- "Thinking about your future," the theme for this anniversary

## New brand image

- Coinciding with the celebration of its 150th anniversary, the Group launches a new brand image
- The continuous introduction of new brands over the past ten years has been the main reason.
- The new logo provides a more organized and coherent picture of the companies that make up the Group.
- The centrepiece is the symbol, which is inspired by the layout of the Group's headquarters.



## Plus Ultra Seguros

- Acquisition in September 2012 of 49% of the capital
- 51% purchase option in 2015
- Absorption of Click Seguros since early 2014

# COMMERCIAL PERFORMANCE

## Revenues

The Group closed the quarter with a turnover of 1,011.0 million euros, 9.4% more than the turnover in the first three months of 2014, driven by the credit insurance business and Life premiums. At €952.3 million, the Group's premium total is up by 9.8%.

Broken down by business areas, traditional business premiums grew by 6.4%, reaching 488.30 million euros. Strong Life premium growth is worth highlighting. This business continues to perform better than the industry average, which, according to data from the ICEA, is down 5.0% in revenues.

Likewise, credit insurance has seen revenues of 522.7 million euros, up 12.4% from those obtained the previous financial year. In terms of premiums, with 464 million euros, the increase obtained was 13.7% and revenues from other activities are up 3.5% to 58.7 million euros. Strong performance in all markets is worth noting, especially in the Spanish market where after several years of decline we have achieved growth.

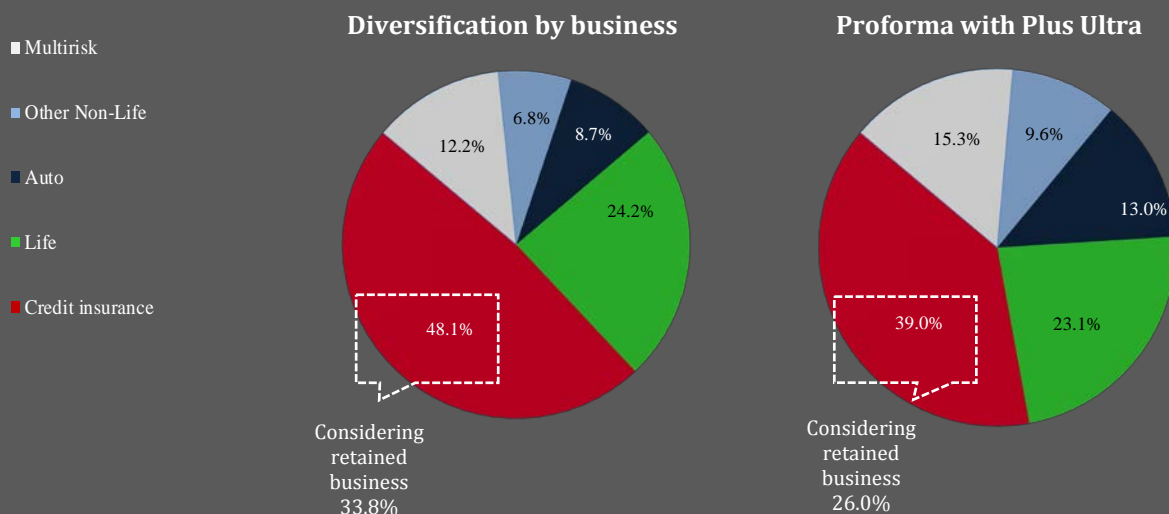
(million euros)

REVENUES	3M 2013	3M 2014	Variation	% Var. 13-14
Traditional Business	459.1	488.3	29.2	6.4%
Credit Insurance Business	464.9	522.7	57.8	12.4%
<b>TOTAL TURNOVER</b>	<b>924.0</b>	<b>1,011.0</b>	<b>87.0</b>	<b>9.4%</b>

## Business diversification by premiums

The Group diversified its business both by business areas and by country. By the end of March, business lines included in our traditional business represent 53.3% of the portfolio and the credit insurance business accounts for 48.1% (33.8% considering retained business).

In the proforma diversification, taking into account the Plus Ultra Seguros premiums, traditional business accounts for 61.0% and credit insurance for 39.0% (26.0% considering retained business).



## RESULTS FOR THE PERIOD

Grupo Catalana Occidente closed March with a consolidated profit of 67.1 million euros, 5.5% more than the same period last year, of which 71 million euros is considered recurrent, and 19.9% higher than the figure at the end of March 2013. Attributed profit reached 59.6 million euros, up 3.8%.

The technical result stood at 236.6 million euros, up 6% from the same period last year (13.3 million euros). The margin stood at 27.3%, up 0.4 basis points (hereinafter "b.p.") from the result at the end of March 2013. The improved technical result is explained by income growth and improved accident and commission rates, 0.3 b.p. and 0.2 b.p. respectively.

Likewise, expenses have grown by 4.1% although they maintain the ratio of 17.7% over the Revenues from insurance. At 11.5 million euros, the financial result improved by 4.5% over the previous year. Both items are explained in more detail in the respective sections.

The following table outlines the performance of the income statement key economic indicators, in comparison with the same period of last year.

				(million euros)
INCOME STATEMENT	3M 2013	3M 2014	% Var. 13-14	YEAR 2013
Premiums	867.3	952.3	9.8%	3,091.4
Earned premiums	787.1	821.5	4.4%	3,121.4
Information Revenues	42.6	44.1	3.4%	110.4
<b>Total Income from insurance</b>	<b>829.7</b>	<b>865.6</b>	<b>4.3%</b>	<b>3,231.8</b>
Technical cost	515.9	536.1	3.9%	1,991.8
% over Total Revenue	62.2%	61.9%		61.6%
Commissions	90.6	92.8	2.5%	365.1
% over Total Revenue	10.9%	10.7%		11.3%
<b>Technical Result</b>	<b>223.3</b>	<b>236.6</b>	<b>6.0%</b>	<b>875.0</b>
% over Total Revenue	26.9%	27.3%		27.1%
Expenses	147.2	153.2	4.1%	608.5
% over Total Revenue	17.7%	17.7%		18.8%
<b>Technical Result after expenses</b>	<b>76.1</b>	<b>83.4</b>	<b>9.6%</b>	<b>266.5</b>
% over Total Revenue	9.2%	9.6%		8.2%
Financial Result	11.0	11.5	4.5%	73.0
% over Total Revenue	1.3%	1.3%		2.3%
Non Technical Non Financial Account Result	-2.2	-2.0		-22.4
% over Total Revenue	-0.3%	-0.2%		-0.7%
Balance of credit insurance complementary activities	-0.9	1.6		4.9
% over Total Revenue	-0.1%	0.2%		0.2%
<b>Profit before tax</b>	<b>83.9</b>	<b>94.5</b>	<b>12.6%</b>	<b>322.0</b>
% over Total Revenue	10.1%	10.9%		10.0%
<b>CONSOLIDATED RESULT</b>	<b>63.6</b>	<b>67.1</b>	<b>5.5%</b>	<b>243.9</b>
PROFIT ATTRIBUTED TO MINORITY INTERESTS	6.2	7.6	22.9%	22.8
<b>PROFIT ATTRIBUTED TO PARENT COMPANY</b>	<b>57.4</b>	<b>59.6</b>	<b>3.8%</b>	<b>221.1</b>
% over Total Revenue	<b>6.9%</b>	<b>6.9%</b>		<b>6.8%</b>
<b>RECURRING PROFIT</b>	<b>59.2</b>	<b>71.0</b>	<b>19.9%</b>	<b>248.8</b>
<b>NON-RECURRING PROFIT</b>	<b>4.4</b>	<b>-3.9</b>		<b>-4.9</b>

In order to provide a better view of business performance, the following table shows results of each business area, splitting up the recurring profit of the traditional business from the recurring profit of the credit insurance business and the non-recurring result. **Likewise, the Annex section offers a quarterly overview of results.**



# RESULTS BY BUSINESS LINES

## Traditional Business

The economic situation during the first quarter of 2014 continues to be characterized by a fragile economic activity, although it has improved over the same period last year. The Spanish insurance sector has reduced its premium volume by 5%, and the biggest drop has been seen in Life (-9.4%). In Non-Life the improvement over previous quarters is maintained, although it also shows a 1% decline in turnover.

In the Group, the Traditional Business premiums have increased by 6.4% (29.2 million euros) compared to figures achieved at the end of March of the previous year. Non-life premiums — more affected by the economic situation — fell by 1.9%, although they continue to improve over previous periods. In Life, premiums have performed positively with growth of 18.3% in the period, driven primarily by Savings premiums, although the growth rate has slowed down compared to previous periods.

In terms of results, traditional business is still performing in a solid, recurrent and stable fashion. At the end of March, the financial result stood at 29.1 million euros after taxes, 0.3 million euros less than in the same period the previous year (-0,7%).

The following explains in more detail the figures obtained in each of the business areas.

(million euros)

PREMIUMS	3M 2013 (*)	3M 2014	Variation	% Var. 13-14
Multirisk	120.3	117.9	-2.4	-2.0%
Auto	86.1	83.7	-2.4	-2.8%
Other Non-Life	65.8	65.6	-0.3	-0.4%
Life	186.9	221.2	34.3	18.3%
<i>Periodic</i>	75.7	76.0	0.3	0.5%
<i>Unique and Supplementary</i>	111.2	145.1	33.9	30.5%
<b>TRADITIONAL BUSINESS PREMIUMS</b>	<b>459.1</b>	<b>488.3</b>	<b>29.2</b>	<b>6.4%</b>
Pension Plan contributions	8.0	12.2	4.2	52.8%

(\*) We have reclassified certain items included in Other Non-Life to the Multirisk and Auto businesses, respectively.

Multirisk turnover reached 117.9 million euros, down 2.0% from the period the previous year (2.4 million euros less).

Auto has invoiced 83.7 million euros, a decrease of 2.8%. Worth noting is the improvement seen since the beginning of 2013, where premiums were up 12.4% over the previous year. This branch has been characterized by a continuing drop in sales of new vehicles, insurance policies taken out with lower collateral and a highly competitive market, causing a drop in the average premium. The Group continues to develop commercial policies to boost loyalty and prevent policy cancellations.

Other Non-Life, with 65.6 million euros, sees turnover drop by 0.4% over the same period in 2013, mainly due to liability premiums. Health billing provides the silver lining, where the Group has grown at rates above 10%, and Burial, which increases premiums by 3.6%.

Life premiums grew by 18.3% in the period, reaching 221.2 million euros. The unique and premium supplements, following the trend for 2013, increased by 30.5% due to increased confidence in the organization and lower pressure in the supply of bank deposits.

The following explains in more detail the results obtained in each of the business areas.

(million euros)			
RESULTS	3M 2013 (*)	3M 2014	% Var. 13-14
Technical Result after expenses			
Multirisk	13.9	12.1	-12.9%
Auto	6.9	6.1	-11.6%
Other Non-Life	9.4	10.1	7.4%
Life	4.3	3.7	-14.0%
<b>Technical Result after expenses</b>	<b>34.5</b>	<b>32.0</b>	<b>-7.2%</b>
Financial Result	7.1	9.0	26.8%
Non-Technical Account Result	-2.1	-1.7	
Corporate Tax	-10.2	-10.2	
<b>Recurring revenue from the Traditional Busine</b>	<b>29.3</b>	<b>29.1</b>	<b>-0.7%</b>

*The result of the Non-technical Account only considers the non-financial part.*

(\*) We have reclassified certain items included in Non-Life to the Car and Multirisk business, respectively.

The technical result after expenses stands at 32 million euros, 7.2% less than in the previous year. The combined ratio of the Non-Life area of the Traditional business stood at 88.2%, 0.2 b.p. worse due to a mild rise in accidents (0.4 b.p.).

Multirisk results reached 12.1 million euros, down 12.9% from the period the previous year (12.1 million euros less). The combined ratio for Multirisk stood at 88.1%, rebounding 1.4 b.p. due to an increase in technical cost (1.3 b.p.) both in frequency and average cost of claims.

Auto insurance results drop by 0.8 million euros, at 6.1 million euros, due to lower premiums acquired as a result of the decrease in turnover over the previous year and the pressure caused by this effect on the expenditure ratio, which causes an increase of 1.1 b.p. Technical cost improves by 0.8 b.p. Consequently, the combined ratio stood at 92.4% up 0.3 b.p.

Other Non-Life obtained a result of 10.1 million euros, 7.4% more than at the end of March 2013, due to favourable behaviour in claims, together with lower average cost of claims. Consequently, the combined ratio stood at 82.2% up 1.9 b.p.

In the Life business, the technical result after expenses stood at 3.7 million euros, 0.6 million euros less than the same period the previous year due to an increase in claims.

The financial result at 9 million euros, is up 26.8% from the result obtained at the end of March in 2013. Since the last quarter of 2012 we include 49% of the recurring income from Plus Ultra Seguros. An explanation of both items is provided below.

**See the section in the Annex featuring detail and breakdown of ratios by line of business.**

## Credit Insurance Business

The Credit Insurance business has obtained income of 522.7 million euros, 12.4% more than in the same period the previous year. At 464 million euros, the invoiced premium total is up by 13.7%. Revenues from information and income from complementary activities grew by 4.9% and 3.2%, respectively, yielding a total of 58.7 million euros.

(million euros)				
REVENUES	3M 2013	3M 2014	Variation	% Var. 13-14
Credit Insurance	304.4	317.0	12.6	4.1%
Surety	29.8	48.3	18.5	62.1%
Accepted reinsurance	74.0	98.6	24.6	33.2%
<b>Credit Insurance Business Premiums</b>	<b>408.2</b>	<b>464.0</b>	<b>55.8</b>	<b>13.7%</b>
<b>Information revenues</b>	<b>42.6</b>	<b>44.1</b>	<b>1.5</b>	<b>3.5%</b>
<b>INSURANCE REVENUES</b>	<b>450.8</b>	<b>508.1</b>	<b>57.3</b>	<b>12.7%</b>
Revenues from complementary activities	14.1	14.6	0.5	3.5%
<b>TOTAL CREDIT INSURANCE VOLUME</b>	<b>464.9</b>	<b>522.7</b>	<b>57.8</b>	<b>12.4%</b>
<b>Earned premiums from the Credit Insurance</b>	<b>351.9</b>	<b>363.0</b>	<b>11.1</b>	<b>3.2%</b>

Crédito y Caución turnover reached 102.7 million euros, up 1.8%. In the rest of Atradius revenues from insurance stood at 405.4 million euros, up 15.3% over the same period the previous year. Taking into account the earned premiums, growth in Atradius, excluding Crédito y Caución stood at 3.9%.

Risk exposure has increased by 5.6% compared to March 2013 and 2.3% since the beginning of year. See Annexes

The recurring result from the credit insurance business closed March with 41.9 million euros after tax, 40.4% more than at the end of March 2013 due to a favourable performance of the technical cost, mainly in Crédito y Caución.

COMBINED RATIO	3M 2013	3M 2014	Variation
<b>Gross Combined Ratio</b>	<b>81.7%</b>	<b>74.2%</b>	<b>-7.5</b>
Technical Cost	47.9%	39.7%	-8.3
Commissions + Expenses	33.8%	34.5%	0.8
<b>Net Combined Ratio</b>	<b>82.2%</b>	<b>76.3%</b>	<b>-5.9</b>
Technical Cost	45.1%	39.9%	-5.2
Commissions + Expenses	37.2%	36.4%	-0.8

The technical result after expenses obtained during the first quarter of the year has been 105.1 million euros, greatly improving the result from the previous year. The combined gross ratio stood at 74.2%, up 7.5 b.p. thanks to the significant drop in claims. The improvement stems mainly from the favourable development of the Crédito y Caución technical cost due to the effect of measures implemented since the start of the crisis with better default levels. All this has allowed a gradual improvement in claims both due to reduced claims frequency and, especially, due to a lower cost of claims.

**See Appendix section detailing exposure broken down by geographic markets and combined business ratios in Spain and other markets.**

				(million euros)	
RESULTS	3M 2013	3M 2014	% Var. 13-14	Atradius w/o CyC	Crédito y Caución
<b>Technical Result after expenses</b>	<b>72.9</b>	<b>105.1</b>	<b>44.1%</b>	<b>82.3</b>	<b>23.3</b>
Reinsurance profit	-30.1	-46.7		-36.2	-11.0
Financial Result	0.4	2.9	726.2%	1.7	1.1
Complementary activities result	-0.9	1.6		1.4	0.1
Corporate Tax	-11.4	-18.7	63.5%	-14.9	-3.8
Adjustments	-0.9	-2.2		-2.0	-0.3
<b>Recurring result from the Credit Insuranc</b>	<b>29.9</b>	<b>41.9</b>	<b>40.1%</b>	<b>32.4</b>	<b>9.5</b>

Reinsurance results in a negative result for the Group of 46.7 million euros. This amount is higher than the amount in the same period the previous year, due to the improvement in claims.

Considering the effect of reinsurance, the net combined ratio stands at 76.3%, up 5.9 b.p. In the Spain business, the improvement is of 13.8 b.p., taking the combined ratio to 79.0%. In the rest of the business the combined ratio improves on end-March 2013 by 3.2 b.p. to 75.5%.

The financial result has contributed 2.9 million euros (see "Financial Result" section) and complementary activities have contributed 1.6 million euros in profit.

## Non-Recurring Result

The non-recurring profit, net of taxes, represents a loss of 3.9 million euros.

The traditional business has posted losses of 3.6 million euros, of which 2.5 million come from the cost of endowment for cost of regulations in the Life business.

Likewise, the credit insurance has seen losses of 0.3 million euros.

				(million euros)	
NON-RECURRING PROFIT (net of taxes)	3M 2013	3M 2014	% Var. 13-14		
Traditional Business Financials	-0.8	-0.6			
Other Traditional Business	-0.1	-3.0			
<b>Non-Recurring Traditional Business</b>	<b>-0.8</b>	<b>-3.6</b>			
Credit Insurance Business Financials	2.4	0.1			
Other Credit Insurance Business	2.9	-0.4			
<b>Non-Recurring Credit Insurance Business</b>	<b>5.3</b>	<b>-0.3</b>			
<b>Consolidation adjustments</b>	<b>-0.1</b>	<b>0.0</b>			
<b>NON-RECURRING PROFIT (net of taxes)</b>	<b>4.4</b>	<b>-3.9</b>			

## OTHER RELEVANT BUSINESS ASPECTS

### General expenses and commissions

(million euros)			
GENERAL EXPENSES AND COMMISSIONS	3M 2013	3M 2014	Var. 13-14
Traditional Business General Expenses	57.9	56.9	-1.7%
Credit Insurance Business General Expenses	89.3	96.3	7.8%
<b>Total General Expenses</b>	<b>147.2</b>	<b>153.2</b>	<b>4.1%</b>
<b>Commissions</b>	<b>90.6</b>	<b>92.8</b>	<b>2.5%</b>
<b>General expenses and commissions</b>	<b>237.8</b>	<b>246.0</b>	<b>3.5%</b>
Insurance Income	829.7	865.6	4.3%
% General Expenses over Insurance Income	17.7%	17.7%	-0.04
% Commissions over Insurance Income	10.9%	10.7%	-0.19
<b>% Commissions and Expenses over Insurance Income</b>	<b>28.7%</b>	<b>28.4%</b>	<b>-0.24</b>

Operating expenses have increased by 6 million euros, up 4.1%, mainly due to higher costs of credit insurance (+7.8%). Meanwhile, the costs of traditional business fell by 1.7%. Commissions are 2.5% higher than in March 2013. General expenses and commissions stood at 246 million euros, an increase of 3.5% compared to 2013.

The ratio of general expenses and commissions over insurance revenue (earned premiums and income from information) stood at 28.4%.

### Financial Results

The Group has obtained a financial result of 11.6 million euros, compared to 11 million euros last year, due to the different impact of the outcomes considered non-recurring from credit insurance.

(million euros)			
FINANCIAL RESULTS	3M 2013	3M 2014	Var. 13-14
<i>Financial Income Net of Expenses</i>	38.5	42.0	9.1%
<i>Exchange Rate Differences</i>	0.0	0.0	
<i>Subsidiaries</i>	2.4	1.7	-28.6%
<i>Interest applied to Life</i>	-33.7	-34.6	2.5%
Financial Result Recurring Traditional Business	7.1	9.1	-20.4%
Recurring Credit Insurance Financial Result	0.4	2.9	
<b>Recurring Financial Result</b>	<b>7.5</b>	<b>12.0</b>	<b>59.4%</b>
<b>Non-recurring Financial Result</b>	<b>3.5</b>	<b>-0.4</b>	
<b>FINANCIAL RESULTS</b>	<b>11.0</b>	<b>11.6</b>	<b>4.7%</b>

The traditional business has posted 9.1 million euros, 2 million more than in the same period the previous year. At 42 million euros, financial revenues net of expenses are up 9.1%, boosted by greater funds under management.

In the insurance credit business the financial result was 2.9 million euros, in line with quarterly results obtained throughout the year. At the end of March 2013, it was negatively impacted by foreign exchange differences.

# BALANCE SHEET PERFORMANCE

## Balance Sheet

The following table lists the main Balance Sheet items.

At end-March, Grupo Catalana Occidente had assets worth 10,619 million euros, up 517.60 million euros (+5.1%) compared to December 2013. The increase is due mainly to the greater volume of technical provisions (+246.90 million euros).

(million euros)			
ASSET	December 2013	3M 2014	% Var. 13-14
<b>Intangible assets and property</b>	<b>883.3</b>	<b>883.5</b>	<b>0.0%</b>
<b>Investments</b>	<b>7,163.3</b>	<b>7,521.1</b>	<b>5.0%</b>
Property Investments	226.5	225.8	-0.3%
Financial Investments	6,503.8	6,814.4	4.8%
Cash and short-term assets	433.0	480.9	11.1%
<b>Reinsurance Share in Technical Provisions</b>	<b>895.2</b>	<b>926.1</b>	<b>3.5%</b>
<b>Other Assets</b>	<b>1,159.6</b>	<b>1,288.3</b>	<b>11.1%</b>
Deferred tax assets	115.9	120.6	4.1%
Credits	703.2	748.8	6.5%
Other assets	340.5	418.9	23.0%
<b>TOTAL ASSETS</b>	<b>10,101.4</b>	<b>10,619.0</b>	<b>5.1%</b>

LIABILITIES AND EQUITY	December 2013	3M 2014	% Var. 13-14
<b>Long-Term Capital</b>	<b>2,100.4</b>	<b>2,258.7</b>	<b>7.5%</b>
Equity	1,980.9	2,139.0	8.0%
<i>Parent Company</i>	<i>1,723.8</i>	<i>1,881.9</i>	<i>9.2%</i>
<i>Minority Interests</i>	<i>257.1</i>	<i>257.1</i>	<i>0.0%</i>
Subordinated liabilities	119.5	119.7	0.2%
<b>Technical Provisions</b>	<b>6,905.5</b>	<b>7,152.4</b>	<b>3.6%</b>
<b>Other Liabilities</b>	<b>1,095.5</b>	<b>1,207.9</b>	<b>10.3%</b>
Other provisions	153.0	140.4	-8.2%
Deposits received for Reinsurance granted	62.1	62.8	1.1%
Deferred tax liabilities	222.3	271.6	22.2%
Liabilities	457.6	531.9	16.2%
Other Liabilities	200.5	201.2	0.3%
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>10,101.4</b>	<b>10,619.0</b>	<b>5.1%</b>

## Long-term Capital Variation

(million euros)	
<b>LONG-TERM CAPITAL at 31/12/13</b>	<b>2,100.4</b>
<b>EQUITY at 31/12/13</b>	<b>1,980.9</b>
(+) Consolidated profit	67.1
(+) Dividends paid	-13.9
(+) Change in valuation adjustments	97.8
(+) Other changes	7.1
<b>Total movements</b>	<b>158.2</b>
<b>TOTAL EQUITY at 31/03/14</b>	<b>2,139.1</b>
Subordinated Debt	119.7
<b>LONG-TERM CAPITAL at 31/03/14</b>	<b>2,258.8</b>
Capital gains not reflected on the balance sheet	499.6
<b>LONG-TERM CAPITAL vs. market 31/03/14</b>	<b>2,758.3</b>

The Long-Term Capital of Grupo Catalana Occidente reached 2,258.80 million euros, up 7.5% from year-end 2013. Considering the capital gains not included in the balance sheet, Long-term Capital stands at 2,758.30 million euros.

Equity, at 2,139.10 million euros, has increased by 8%. The profit for the period contributes 67.1 million euros and the change in exchange rate adjustments stands at 97.8 million euros due to favourable developments in financial markets.

The following table shows the effects on Long-Term Capital, resulting from movements in the period.

## Solvency

The following table shows the performance of the consolidated solvency margin under the current Solvency I framework. Figures as of end-March 2014 show a solvency margin surplus of 1.841.40 million euros, representing 497.4% of the minimum required.

(million euros)

<b>SOLVENCY MARGIN</b>	<b>December 2013</b>	<b>3M 2014</b>	<b>% Var. 13-14</b>
Own Uncommitted Equity	2,236.3	2,305.0	3.1%
Minimum amount of solvency margin	461.7	463.1	0.3%
<b>Excess of Solvency Margin</b>	<b>1,774.6</b>	<b>1,841.9</b>	<b>3.8%</b>
<b>Assets over the required minimum represents %</b>	<b>484.4</b>	<b>497.7</b>	

With this high level of solvency the Group stands well above the minimum required and the Spanish insurance industry average (314% at the end of December 2013 according to DGSyFP), as well as the European average (212% at year-end 2012, according to the EIOPA).

In connection with the new Solvency II directive, the Group continues to actively monitor and progress its implementation. Moreover, the Group continues to work on the internal model pre-application process for the underwriting risk for credit insurance and non-life.

## Rating

The rating agency A.M. Best, a leading credit rating agency of companies in the insurance industry, believes that the Group's financial strength is excellent. The agency has assigned an "A-" rating to the main operating entities in the company's traditional business highlighting a stable outlook. The main operating entities in the credit insurance business have been rated "A" with a stable outlook as well.

With regard to the rating of companies in the traditional business, the agency believes that it is based on three basic aspects: adequate capitalization through internal generation of capital, excellent operational results and a solid business model. The agency notes that despite the current economic crisis in Spain, the technical margins and operating results of SCO and SB remain strong, as shown by the average ROE of the past five years. In the same period, the combined ratio was less than 90%, resulting in stable and consistent underwriting results for both companies. Likewise, A.M. Best underscores the prudent underwriting guidelines and extensive network of agents resulting in greater customer loyalty. Moreover, A.M. Best believes that the Group has limited exposure to natural disasters due to the existence of a national system covering such catastrophes (Insurance Compensation Consortium).

Likewise, the Group has evaluated solvency with rating criteria exclusively for Atradius NV. In this respect, A.M. Best gives a rating of "A" (excellent) with a stable outlook to the main operating entities in credit insurance and the agency Moody's gives an "A3" rating with a stable outlook. Both agencies emphasize Atradius NV's strong competitive position, its conservative investment portfolio, its good capitalization and low financial leverage.

## Investments and funds under management

The Group continues to manage its assets in accordance with its investment policy, detailed in the Annual Report, drawing from prudence and diversification criteria and investing in financial assets regarded as traditional. Consequently, the Group focuses the structure of its investment portfolio on the Asset/Liability relationship and the liquidity of its positions in various scenarios.

The Group manages funds totalling 8,714.7 million euros, 4% more than at year-end. The funds in which the Group assumes the risk stood at 7,966.6 million euros, up 4.5% from December 2013.

INVESTMENTS	December 2013	3M 2014	(million euros)	
			% Var. 13-14	% over Inv. R.cia.
Real Estate	977.3	967.7	-1.0%	12.1%
Fixed Income	4,114.9	4,375.3	6.3%	54.9%
Equity	754.3	780.0	3.4%	9.8%
Deposits in credit institutions	600.5	601.7	0.2%	7.6%
Other investments	137.7	139.4	1.2%	1.7%
<b>Total Financial Investments</b>	<b>5,607.4</b>	<b>5,896.4</b>	<b>5.2%</b>	
<b>Cash and monetary assets</b>	<b>679.1</b>	<b>735.4</b>	<b>8.3%</b>	<b>9.2%</b>
<b>Investments in subsidiaries</b>	<b>362.7</b>	<b>367.0</b>	<b>1.2%</b>	<b>4.6%</b>
<b>TOTAL INVESTMENT ENTITY RISK</b>	<b>7,626.5</b>	<b>7,966.6</b>	<b>4.5%</b>	<b>100%</b>
Investments by policyholders	281.1	289.8	3.1%	
Pension Plans and Mutual Funds	474.3	458.3	-3.4%	
<b>TOTAL INVESTMENT RISK TAKER</b>	<b>755.4</b>	<b>748.1</b>	<b>-1.0%</b>	
<b>TOTAL FUNDS UNDER MANAGEMENT</b>	<b>8,381.9</b>	<b>8,714.7</b>	<b>4.0%</b>	

Property investment reaches 967.7 million euros, accounting for 12.1% of the portfolio. Investment in property is maintained at amortized cost in the balance sheet. In order to have these properties cover technical provisions, and in accordance with current legislation, they are appraised periodically. Under current legislation, property will be appraised every two years. The market values of properties listed in this report were calculated at most three years ago. Property appraisals result in a surplus of 499.6 million euros. 90% of the Group's property is located in areas considered as "prime" areas of the main Spanish cities. Also all of the property for use by third parties is located in these areas and has high occupancy rates.

The fixed income portfolio represents 54.9% of the company's total risk funds, with 4,114.90 million euros, up 6.3% over year-end 2013. Below is more detail on the portfolio.



The weight of public debt amounted to 55.6% of the same. Consequently, the weight of investment in corporate debt is 44.4%. Investment in Spanish bonds accounts for 52.4% of the total portfolio, 79.8% in government bonds and 18.1% in corporate bond spreads.

The high level of assets with BBB rating is for investments in the Kingdom of Spain. 42.4% of the portfolio is invested in assets rated A or higher. The average portfolio rating is BBB.

The weighted portfolio term, which measures the sensitivity to interest rates on fixed-income securities and represents the percentage of change that occurs in the market price of a bond for each point of variation in interest rates, stands at end-March at about 4.64 and the internal profitability rate is 3.83%.

**See Annex section detailing the bond portfolio by type of debt, rating, country and sector.**

The equity investment stands at 780 million euros, accounting for 9.8% of the portfolio. The growth is due mainly to the strong performance of financial markets, which have boosted the value of these assets. The Group's equity portfolio is widely diversified and focused on Spanish and European large cap securities.

The Group holds a position of 601.7 million euros in deposits with credit institutions, representing 7.6% of the company's total risk fund.

The remaining investment item, at 139.4 million euros, is virtually the same amount as in at year-end 2013 and represents 1.7% of the company's total risk fund.

The Group continues to maintain a strong liquidity position. Assets invested in cash and monetary assets have grown by 8.3% since December 2013. The investment stands at 735.4 million euros, accounting for 9.2% of the company's total risk fund. While the Balance Sheet, under the heading "Cash and short-term assets", details 480.9 million euros, in the breakdown of funds under management we include investment in monetary assets through mutual funds, which are included in the Balance Sheet under "Financial Investments".

Investments in subsidiaries totalled 367.0 million euros, accounting for 4.6% of our portfolio. This item contains the investment undertaken in the acquisition of 49% of the Plus Ultra share capital for 198.2 million euros.

## Information about Plus Ultra Seguros

Below is information about the salient figures for the Plus Ultra business, since the Group includes 49% of its result as part of the Group's financial result.

For this period, the contribution of Plus Ultra to the Group has been 1.6 million euros.

Plus Ultra premiums have grown by 0.5%, reaching 226.6 million euros. This fact is especially noteworthy since it marks a watershed moment from previous years where billing was down. However, the business continues to apply pressure both due to Spain's weak economic situation and the measures taken to increase business profitability.

(million euros)

PREMIUMS	3M 2013 (*)	3M 2014	Variation	% Var. 13-14
Multirisk	68.0	64.3	-3.7	-5.4%
Auto	74.8	71.3	-3.5	-4.7%
Other Non-Life	49.3	48.8	-0.5	-1.0%
Life	33.4	42.2	8.8	26.3%
<b>PREMIUMS</b>	<b>225.5</b>	<b>226.6</b>	<b>1.1</b>	<b>0.5%</b>
Net contribution to Pension Plans	0.3	0.4	0.1	38.1%

(\*) Proforma 2013 including Click Seguros Business

The Plus Ultra net result net of taxes was 3.1 million euros, of which 3.2 million are considered recurring, compared to 3.5 million euros in the same period last year.

The lower result (-0.3 million euros) is due to the lower contribution of the financial result (-2.3 million euros). The technical result after expenses presents substantial improvement over the previous year although it is still negative (-1.9 million euros). The combined ratio of non-life business stood at 102.3%, improving by 0.8 b.p. from end-March 2013, supported by both an improvement in the technical cost (-0.2 b.p.) and an improvement in expenses and commissions (-0.6 b.p.).

(million euros)

RESULTS	3M 2013 (*)	3M 2014	% Var. 13-14
Technical cost	154.9	151.5	-2.2%
Commissions	32.1	29.7	-7.5%
Expenses	29.2	25.5	-12.7%
Technical Result after expenses	-3.9	-1.9	
Financial Result	8.8	6.4	-27.3%
<b>Recurring Profit</b>	<b>3.5</b>	<b>3.2</b>	<b>-8.6%</b>
<b>Non-Recurring Result</b>	<b>1.2</b>	<b>-0.1</b>	
<b>Profit Net of Taxes</b>	<b>4.7</b>	<b>3.1</b>	<b>-34.0%</b>

(\*) Proforma 2013 including Click Seguros Business

See the section in the Annex featuring detail of ratios by line of business.

# SHAREHOLDER REMUNERATION

## Dividends

In relation to the distribution of 2013 profits, the Group has proposed to the General Meeting the distribution of a final dividend of 0.2511 euros per share (expected pay-out in May).

This amount to increasing the amount by 4% with regard to FY 2012 results, with a total disbursement of 71.1 million euros, which amounts to a pay-out of 32.2% and a dividend yield over attributable profit in 2013 of 2.3%.

The following table shows a breakdown of the various dividends for FY 2013 results.

DIVIDENDS - 2013 Results		
July 2013	P&L 2013	0.1101 €
October 2013	P&L 2014	0.1156 €
February 2014	P&L 2015	0.1156 €
May 2014 - pending payment	Supplementary Results 2013	0.2511 €
<b>Total - Dividend per share</b>		<b>0.5924 €</b>
<b>TOTAL DIVIDENDS</b>		<b>71,088,000 €</b>

## Share performance

The table below shows the most important share price indicators until 31 March 2014.

PRICE (euros per share)	2013	3M 2014
Initial	13.77	26.02
Minimum	13.77	25.80
Maximum	26.64	31.34
Closing	26.02	29.49
Moderate	19.62	28.96
RATIOS	2013	3M 2014
PER (closing price/earnings per share) (*)	14.12	15.85
ROE (Attributed profit / Equity, %) (*)	12.82	11.87
Dividend yield (dividend/price, %) (**)	2.28	2.28
Pay-Out (Dividend/Attributed Profit; %) (**)	32.15	32.15
OTHER DATA (in euros)	2013	3M 2014
No. of Shares	120,000,000	120,000,000
Nominal share value	0.30	0.30
Average daily (No. of shares)	176,921	227,687
Daily average (euros)	3,478,053	3,685,207
Dividend per share (**)	0.59	0.59

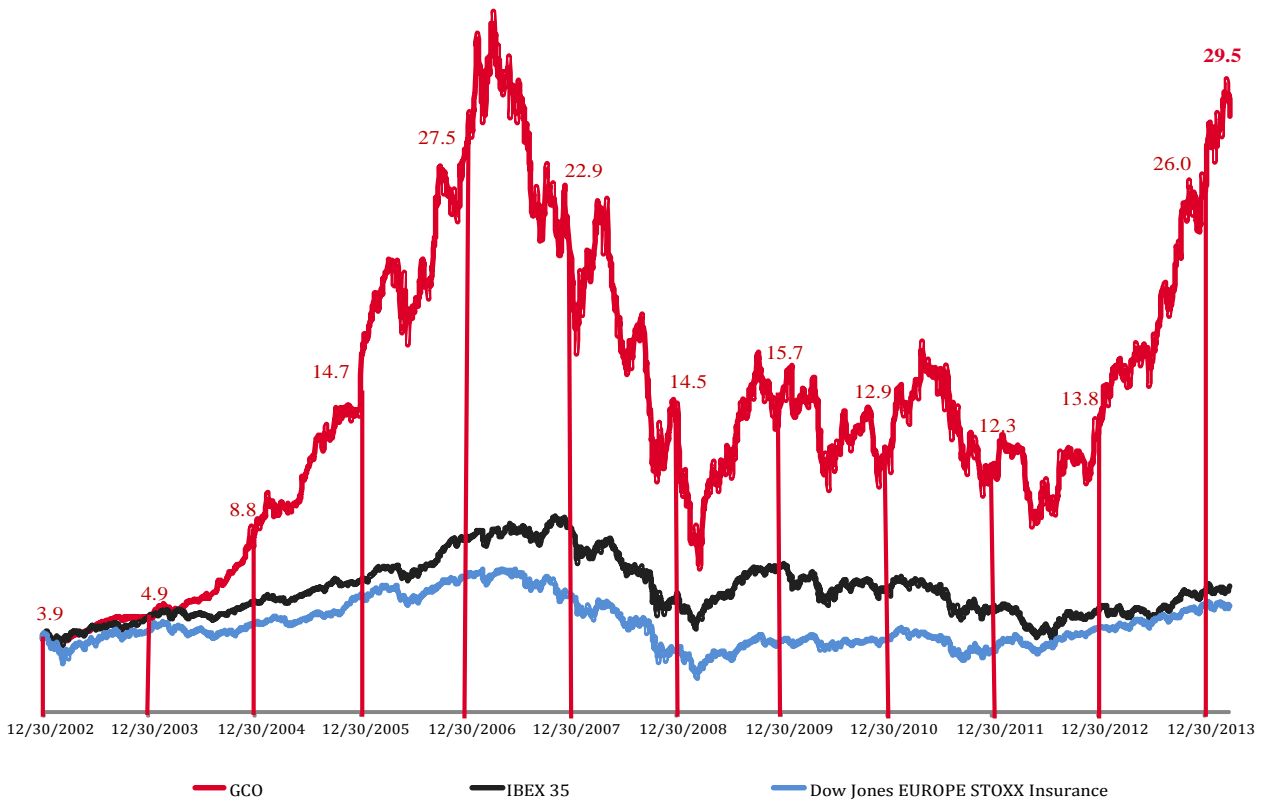
(\*) TAM Attributable Profit: Attributable profit for the last 12 months

(\*\*) Data as of 2013

Grupo Catalana Occidente shares are listed on two Spanish stock exchanges, Barcelona and Madrid, being listed on the continuous market. Likewise, the stocks are also included in the Ibex Medium Cap index, with a weight of 7.46% at end-March 2014.

The Grupo Catalana Occidente share price as of 30 March 2014 stood at 29.5 euros, up 13.3% since early this year. The Ibex ended the period 4.3% over the end of 2013. Meanwhile, the DJ Europe Stoxx Insurance Index, which measures changes in the share price of major European insurance companies, ended the period with a negative revaluation of 0.9%. The average daily trading volume has increased, reaching 227,687 shares with a market value of 3.7 million euros. The market capitalization of the Group at end-March was 3,538.8 million euros.

## Share price performance from 30 Dec. 02 to 31 March 12



base 100: 30 Dec. 2002 Source: Bloomberg

PROFITABILITY	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	TACC 02-13	3M 2014
GCO (%)	-7.21	23.56	78.5	67.27	86.48	-16.54	-36.67	8.27	-18.01	-3.88	12.22	88.96	18.83	13.34
Ibex 35 (%)	-28.11	28.17	17.37	18.20	31.79	7.32	-39.43	29.84	-17.43	-13.11	-4.66	21.41	4.61	4.27
EuroStoxx Insurance (%)	-51.23	10.41	7.89	30.50	17.18	-11.92	-46.58	12.59	2.07	-13.79	32.92	28.86	3.45	-0.85
Bond 10 years Spain (%)	4.28	4.29	3.71	3.31	4	4.43	3.81	3.98	5.45	5.10	5.20	4.15		3.23
Risk premium (bp)	8	0	3	0	6	12	87	58	249	324	388	219		166

## 2014 Risks and Uncertainties

The European insurance sector faces pressure elements similar to those specified in the Annual Report 2013 which have, in fact, been around since 2008. The principal risks and uncertainties that the Catalana Occidente Group may face during 2014 are those associated with the insurance business itself, as well as macro-economic and financial situation in general. In this regard, we highlight the following as the most significant risks:

- \* Uncertainties relating to the prospects of economic growth for the key countries where the Group operates, which would basically affect the business volume.
- \* Impact of the liquidity and credit quality for companies, which may trigger greater claims frequency.
- \* Risk of sudden and substantial increase in the frequency and/or amount of bad debts which may result in an increase in claims and consequently, a decrease in results.
- \* Volatility and disruptions in the financial markets that would cause changes in interest rates, credit spreads, stock and foreign exchange prices. These could materialize adversely affecting the Group's financial position, its results and its liquidity and capital position.
- \* Declines in the value of properties, and consequently of the gains associated with them, would reduce the Group's overall solvency, without affecting the financial statements, because property has remained in the financial statements at their "amortized cost" value.
- \* New legislation and/or changes in existing laws to which the Group is subject could alter the business performance in various ways.

Grupo Catalana Occidente is strongly capitalized and reasonably protected in relation to the impacts that may be associated with various risks and uncertainties. This does not mean that the company would ever cease to continually analyse and review the various aspects that can be considered key to the Group's performance, both in the short and long term, in order to enable the Group to manage the impact of economic developments more flexibly and efficiently.

## Corporate social responsibility

Grupo Catalana Occidente is governed by ethical principles and pursues sustainability objectives both in its social and environmental management. The Group sees transparency, continuous improvement, commitment to service and a close relationship with society as vital elements to the insurance management business.

Grupo Catalana Occidente channels part of its commitment to society through the Jesús Serra Foundation. The Foundation operates in different areas and promotes projects related to business, teaching, research, culture and social action.

As an insurance group, the environmental risk inherent to our business is not substantially relevant. Nevertheless, the Group approaches all its activities with a keen awareness of sustainable development, through the minimisation of waste, the use of biodegradable materials, the recycling of paper, the optimisation of energy consumption and the selection of suppliers.

# ANNEXES

## Additional information about GRUPO CATALANA OCCIDENTE (2013)

	Features	Business lines
<b>Traditional Business</b>	<ul style="list-style-type: none"> <li>* Focused on Spain</li> <li>* Families and Small and Medium Enterprises</li> <li>* Network of professional agents</li> <li>* 2,492 employees</li> <li>* 1,043 offices</li> </ul>	<ul style="list-style-type: none"> <li>* Multirisk</li> <li>* Auto</li> <li>* Other Non-Life</li> <li>* Life and Financial Products</li> <li>* Health</li> <li>* Burial</li> </ul>
<b>Credit Insurance Business</b>	<ul style="list-style-type: none"> <li>* Presence in more than 40 countries</li> <li>* Companies</li> <li>* Agents &amp; Brokers</li> <li>* 3,081 employees</li> <li>* 110 offices</li> </ul>	<ul style="list-style-type: none"> <li>* Credit Insurance</li> <li>* Surety</li> <li>* Credit Reinsurance</li> </ul>



## Results by business areas and quarters

RESULT BY BUSINESS AREAS	2009				2010				2011				2012				2013				2014			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Recurring revenue from the Traditional Business	33.0	50.1	27.7	27.8	25.5	32.1	30.8	23.5	27.9	35.5	31.0	18.6	30.0	32.8	31.8	23.5	29.3	33.9	36.5	23.0	29.1			
Recurring result from the Credit Insurance Business	-71.9	-33.0	10.0	14.1	30.1	26.4	41.1	28.7	55.6	42.7	17.3	2.7	28.5	32.0	23.3	20.7	29.9	32.0	26.1	38.2	41.9			
Non-Recurring Result	18.0	-0.4	-0.9	-36.6	2.2	2.1	-8.7	-24.6	-7.0	-8.5	1.8	24.1	2.9	-1.2	1.8	-3.2	4.4	-4.2	2.0	-7.1	-3.9			
CONSOLIDATED PROFIT AFTER TAX	-20.9	16.7	36.8	5.3	57.8	60.6	63.2	27.6	76.5	69.7	50.1	45.4	61.4	63.6	56.9	41.0	63.6	61.5	64.6	54.2	67.1			
PROFIT ATTRIBUTED TO MINORITY INTERESTS	-39.4	-18.2	5.1	-10.8	7.7	8.8	7.1	4.3	12.5	8.3	3.9	6.5	7.4	7.1	4.2	4.1	6.2	5.0	5.2	6.5	7.5			
PROFIT ATTRIBUTED TO PARENT COMPANY	18.5	34.9	31.7	16.1	50.1	51.8	56.1	23.3	64.0	61.4	46.2	38.9	54.0	56.5	52.7	36.9	57.4	56.5	59.5	47.7	59.6			

## Additional Information on Traditional Business

### Combined Ratio Breakdown by Business lines

COMBINED RATIO	3M 2013 (*)	3M 2014	Variation
<b>Multirisk</b>	<b>86.7%</b>	<b>88.1%</b>	<b>1.4</b>
Technical Cost	51.9%	53.2%	1.3
Commissions	19.5%	19.6%	0.1
Expenses	15.3%	15.3%	0.0
<b>Auto</b>	<b>92.1%</b>	<b>92.4%</b>	<b>0.3</b>
Technical Cost	61.4%	60.6%	-0.8
Commissions	11.8%	11.8%	0.0
Expenses	18.9%	20.0%	1.1
<b>Other Non-Life</b>	<b>84.1%</b>	<b>82.2%</b>	<b>-1.9</b>
Technical Cost	39.5%	37.4%	-2.1
Commissions	17.6%	17.5%	-0.1
Expenses	27.0%	27.3%	0.3
<b>Traditional Business</b>	<b>88.0%</b>	<b>88.2%</b>	<b>0.2</b>
Technical Cost	52.3%	51.9%	-0.4
Commissions	16.4%	16.5%	0.1
Expenses	19.3%	19.8%	0.5

## Additional Information about the Credit Insurance Business

EARNED PREMIUMS BY COUNTRY	3M 2013	3M 2014	(million euros)	
			% Var. 13-14	% over Total
Spain (Crédito y Caución)	95.1	93.8	-1.4%	25.8%
Italy	24.9	26.1	4.5%	7.2%
Germany	33.3	33.1	-0.5%	9.1%
France	29.0	29.7	2.6%	8.2%
UK	23.5	27.0	14.8%	7.4%
Netherlands	24.5	23.7	-3.1%	6.5%
Other EU	61.9	66.5	7.3%	18.3%
America	28.6	30.4	6.2%	8.4%
Asia and Australia	26.8	28.5	6.4%	7.9%
Other countries	4.3	4.2	-1.6%	1.2%
<b>Total Earned Premiums</b>	<b>351.9</b>	<b>363.0</b>	<b>3.1%</b>	<b>100.0%</b>

### Combined Ratio Breakdown by Business lines

	Atradius w/o CyC			Crédito y Caución		
	3M 2013	3M 2014	Variation	3M 2013	3M 2014	Variation
<b>Gross Combined Ratio</b>	<b>78.9%</b>	<b>73.0%</b>	<b>-5.9</b>	<b>88.8%</b>	<b>77.4%</b>	<b>-11.4</b>
Technical Cost	42.4%	35.6%	-6.8	63.0%	51.6%	-11.4
Commissions + Expenses	36.5%	37.4%	0.9	25.8%	25.7%	-0.1
<b>Net Combined Ratio</b>	<b>78.7%</b>	<b>75.5%</b>	<b>-3.2</b>	<b>92.8%</b>	<b>79.0%</b>	<b>-13.8</b>
Technical Cost	39.8%	36.5%	-3.4	61.3%	51.1%	-10.2
Commissions + Expenses	38.9%	39.0%	0.1	31.5%	27.9%	-3.6

## TPE (Potential Risk Exposure) Performance and Distribution by Country

Buyer's country	2007	2008	2009	2010	2011	2012	2013	3M2014	% Var.	% of total
Spain and Portugal	195,354	162,532	109,844	107,097	103,565	90,094	81,486	81,804	0.4%	17.4%
Germany	77,209	74,156	59,136	60,212	65,608	70,266	72,844	74,894	2.8%	15.9%
Australia and Asia	69,006	67,279	40,746	48,650	59,826	72,323	66,520	69,453	4.4%	14.7%
America	28,950	27,729	15,691	20,026	22,646	27,296	45,386	46,035	1.4%	9.8%
Eastern Europe	42,001	43,399	25,274	26,874	31,950	37,004	41,142	42,367	3.0%	9.0%
France	57,143	48,334	36,294	36,851	36,391	37,426	37,135	38,156	2.7%	8.1%
UK	44,788	33,755	20,705	23,736	25,988	28,760	34,619	35,163	1.6%	7.5%
Italy	41,354	38,144	20,023	21,042	24,111	24,170	23,768	24,723	4.0%	5.2%
Nordic and Baltic Countries	26,512	24,370	18,102	17,814	19,365	20,823	21,831	22,504	3.1%	4.8%
Netherlands	40,971	38,371	28,095	24,978	25,200	24,898	22,326	22,410	0.4%	4.8%
Belgium and Luxembourg	19,078	16,421	11,763	11,616	11,983	12,796	13,338	13,538	1.5%	2.9%
<b>Total</b>	<b>642,366</b>	<b>574,490</b>	<b>385,673</b>	<b>398,896</b>	<b>426,633</b>	<b>445,856</b>	<b>460,395</b>	<b>471,047</b>	<b>2.3%</b>	<b>100%</b>

Data in thousand million euros

## TPE (Potential Risk Exposure) Performance and Distribution by Industry

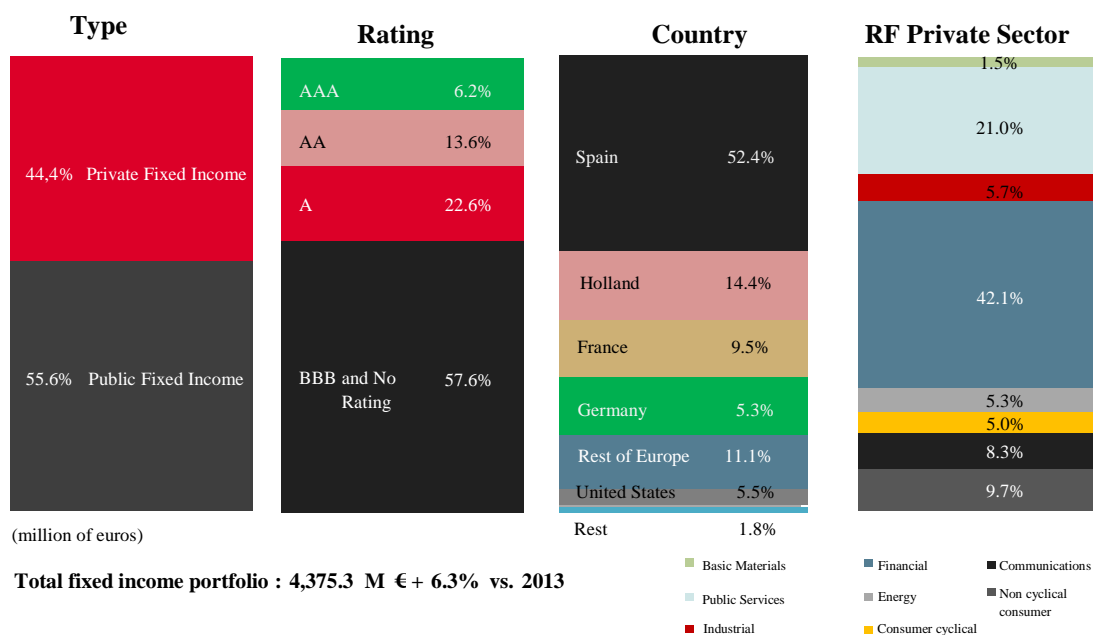
Industrial sector	2007	2008	2009	2010	2011	2012	2013	3M 2014	% Var.	% over Total
Chemicals	58,354	51,246	37,101	42,210	42,952	49,339	56,283	58,806	4.5%	12.5%
Electronics	48,187	51,169	32,139	36,064	43,740	50,957	55,912	55,508	-0.7%	11.8%
Metals	72,566	66,846	39,469	45,232	47,972	54,037	50,907	53,444	5.0%	11.3%
Durable consumer goods	73,787	72,944	49,679	50,211	51,713	48,642	50,468	49,842	-1.2%	10.6%
Food	63,126	52,747	42,105	40,556	42,566	40,476	42,564	43,359	1.9%	9.2%
Transport	38,196	39,959	26,793	28,217	34,145	35,248	38,366	39,404	2.7%	8.4%
Construction	93,864	64,198	37,168	32,576	21,850	35,287	33,459	34,662	3.6%	7.4%
Machinery	45,459	40,619	28,807	29,026	30,592	30,065	29,390	29,997	2.1%	6.4%
Agriculture	14,114	17,785	13,759	14,527	16,057	22,146	22,808	23,783	4.3%	5.0%
Services	40,069	28,108	21,497	20,317	21,914	20,974	21,386	21,474	0.4%	4.6%
Construction Materials	32,639	36,270	22,522	24,858	36,794	20,250	20,031	20,774	3.7%	4.4%
Textiles	30,182	23,519	13,982	13,825	13,883	16,101	16,261	16,815	3.4%	3.6%
Finance	15,719	15,011	11,567	12,142	12,105	11,453	11,755	11,917	1.4%	2.5%
Paper	16,104	14,069	9,085	9,135	10,350	10,881	10,805	11,262	4.2%	2.4%
<b>Total</b>	<b>642,366</b>	<b>574,490</b>	<b>385,673</b>	<b>398,896</b>	<b>426,633</b>	<b>445,856</b>	<b>460,395</b>	<b>471,047</b>	<b>2.3%</b>	<b>100%</b>

Data in thousand million euros



## Additional Information on Investments

### Detail of the Bond Portfolio



## Additional information on Plus Ultra

### Combined Ratio Breakdown by Business lines

COMBINED RATIO	3M 2013 (*)	3M 2014	Variation
<b>Multirisk</b>	<b>109.7%</b>	<b>104.9%</b>	<b>-4.8</b>
Technical Cost	70.9%	66.6%	-4.3
Commissions + Expenses	38.8%	38.3%	-0.5
<b>Auto</b>	<b>103.7%</b>	<b>99.6%</b>	<b>-4.1</b>
Technical Cost	74.5%	74.0%	-0.5
Commissions + Expenses	29.2%	25.6%	-3.6
<b>Other Non-Life</b>	<b>91.7%</b>	<b>102.9%</b>	<b>11.2</b>
Technical Cost	61.2%	68.3%	7.1
Commissions + Expenses	30.5%	34.6%	4.1
<b>COMBINED RATIO</b>	<b>103.1%</b>	<b>102.3%</b>	<b>-0.8</b>
Technical Cost	70.2%	70.0%	-0.2
Commissions + Expenses	32.9%	32.3%	-0.6

**For further information please contact:**

E-mail: [analistas@catalanaoccidente.com](mailto:analistas@catalanaoccidente.com)

Phone: +34935820518

[www.grupocatalanaoccidente.com](http://www.grupocatalanaoccidente.com)

