

# RESULTS REPORT

**January to September 2014**

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

**150**  
years





**RESULTS REPORT**  
**January to September 2014**

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

# INDEX

Grupo Catalana Occidente	5
Key figures	6
Salient events for the period	7
Commercial development	8
Revenues	
Business diversification	
Results for the period	9
Results by business lines	10
Traditional Business	
Credit Insurance Business	
Non-Recurring Result	
Other relevant aspects of the period	14
General expenses and commissions	
Financial result	
Balance sheet performance	15
Balance Sheet	
Variation of permanent resources	
Solvency	
Rating	
Investments and funds under management	
Plus Ultra Seguros	
Shareholder remuneration	20
Dividends	
Share price performance	
2014 Risks and Uncertainties	22
Corporate Responsibility	22
Annexes	23

# GRUPO CATALANA OCCIDENTE

The history of Grupo Catalana Occidente dates back to 1864, 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, S.A., are listed on the continuous market of the Barcelona and Madrid stock exchanges as part of the IBEX Medium Cap Index. Currently, near the 40% 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.

<b>GRUPO CATALANA OCCIDENTE</b>		
<b>Parent company</b>		
<b>Seguros Catalana Occidente</b> 100%	<b>Tecniseguros</b> 100%	<b>Menéndez Pelayo, SICAV</b> 100%
<b>Seguros Bilbao</b> 99,73%	<b>S. Órbita</b> 100%	<b>Catoc Sicav</b> 99,84%
<b>Nortehispana</b> 99,78%	<b>Bilbao Vida</b> 99,73%	<b>Hercasol</b> 59,37%
<b>Plus Ultra Seguros</b> 49,00%	<b>Bilbao Telemark</b> 99,73%	<b>Seguros Bilbao Fondos</b> 99,73%
<b>Catoc Vida</b> 100,00%	<b>Co Capital Ag. Valores</b> 100,00%	<b>Bilbao Hipotecaria</b> 99,73%
<b>Cosalud</b> 100%	<b>Talleres 3.000</b> 100%	<b>Salerno 94</b> 100%
<b>Depsa</b> 100%	<b>Inversions Catalana Occident</b> 49%	<b>Gesiuris</b> 26,12%
	<b>Prepersa AIE</b> 100,00%	
	<b>GCO Servicios Tecnológicos AIE</b> 99,58%	
	<b>GCO Contact Center AIE</b> 99,28%	
	<b>Asitur Asistencia</b> 28,54%	
	<b>Calboquer</b> 20,00%	
<b>Atradius Credit Insurance</b> 83,20%	<b>Atradius Dutch State Business</b> 83,20%	<b>Grupo Compañía Española Crédito y Caución</b> 73,84%
<b>Crédito y Caución</b> 83,20%	<b>Atradius Collections</b> 83,20%	<b>Atradius NV</b> 83,20%
<b>Atradius Re</b> 83,20%	<b>Atradius Information Services</b> 83,20%	<b>Atradius Participations Hold</b> 83,20%
<b>Atradius Trade Credit Insurance</b> 83,20%	<b>Iberinform</b> 83,20%	<b>Atradius Finance</b> 83,20%
<b>Atradius Seguros de Crédito</b> 83,20%		
<b>Atradius Seguros de Crédito</b> 83,20%		
<b>INSURANCE COMPANIES</b>	<b>COMPLEMENTARY TO INSURANCE ACTIVITIES</b>	<b>INVESTMENT COMPANIES</b>

 Fully consolidated companies

 Equity consolidated associated

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

# KEY FIGURES

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

- **Increases its performance at the consolidated and attributed level, 11.0% and 10.1% respectively**
  - **+6.5% in profit in the Traditional Business**
  - **+33.3% in profit Credit Insurance**
  - **+11.4% in profit from Plus Ultra Seguros**
- **Turnover up by 5.2% to 2,543 million euros**
- **Strengthens its assets robustness with a Long-Term Capital growth by 18.1% since the beginning of the year to 3,080.4 M€ at market value**
- **Increases the solvency margin, with an surplus of 1,906.3 million euros**
- **5% increase from the first dividend against 2014 results (\*)**

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

KEY FIGURES	(million euros)			
	6M 2013	6M 2014	% Var. 13-14	YEAR 2013
<b>A TURNOVER</b>	<b>2,416.4</b>	<b>2,543.1</b>	<b>5.2%</b>	<b>3,201.8</b>
- TRADITIONAL BUSINESS	1,244.4	1,310.6	5.3%	1,686.9
- CREDIT INSURANCE BUSINESS	1,172.0	1,232.5	5.2%	1,514.9
<b>B CONSOLIDATED RESULT</b>	<b>189.7</b>	<b>210.5</b>	<b>11.0%</b>	<b>243.9</b>
- TRADITIONAL BUSINESS	99.6	106.1	6.5%	122.6
- CREDIT INSURANCE BUSINESS	87.9	117.2	33.3%	126.1
- NON-RECURRING	2.2	-12.8		-4.9
<b>ATTRIBUTED TO THE PARENT COMPANY</b>	<b>173.4</b>	<b>191.0</b>	<b>10.1%</b>	<b>221.1</b>
<b>C LONG-TERM CAPITAL</b>	<b>1,988.0</b>	<b>2,583.1</b>	<b>29.9%</b>	<b>2,100.3</b>
<b>LONG-TERM CAPITAL AT MARKET VALUE</b>	<b>2,526.3</b>	<b>3,080.4</b>	<b>21.9%</b>	<b>2,607.3</b>
<b>D TECHNICAL PROVISIONS</b>	<b>6,956.6</b>	<b>7,247.1</b>	<b>4.2%</b>	<b>6,905.5</b>
<b>E SURPLUS SOLVENCY I</b>	<b>1,816.6</b>	<b>1,906.3</b>	<b>4.9%</b>	<b>1,774.9</b>
<b>% SOLVENCY I - CAPITAL AVAILABLE OVER CAPITAL REQUIRED</b>	<b>502.4%</b>	<b>501.8%</b>		<b>484.4%</b>
<b>F TOTAL FUNDS UNDER MANAGEMENT</b>	<b>8,244.5</b>	<b>9,358.3</b>	<b>13.5%</b>	<b>8,381.9</b>
<b>H DATA BY SHARE (Figures in Euros)</b>				
ATTRIBUTED PROFIT (*)	1.75	1.99		1.84
DIVIDEND PER SHARE				0.59
PAY-OUT (%)				32.0%
SHARE REVALUATION (%)	63.3%	-10.7%		89.0%
<b>I ADDITIONAL INFORMATION</b>				
NO. OF EMPLOYEES	5,593	5,596	0.1%	5,573
NO. OF OFFICES	1,154	1,180	2.3%	1,153

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

# SALIENT EVENTS FOR THE PERIOD

## 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 new logo provides a more organized 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.

## Increase of the dividend

- Grupo Catalana Occidente increases 5% the dividend against 2014 results



## Acquisition of Plus Ultra Seguros

- Acquisition in September 2012 of 49% participation
- 51% purchase option in June 2015
- Merger for Click Seguros's absorption by Plus Ultra Seguros completed during the third term of 2014

## Atradius' subordinated debt

- Atradius exercised the call of the bond (120 M€) the 3 of September
- On September 16 a new issue of a subordinated bond was made:
  - Amount: 250 million euros
  - Duration: 30 years not amortizing before 10 years
  - Type of interest: fixed-to-float: 5.25% first 10 years. 3-month Euribor + 5.03% successive
  - Features designed to compute or capital under Solvency II

## Simplification of the corporate structure of the Group

- On September 16 Seguros Catalana Occidente acquires all shares of Catoc Vida owned by Grupo Catalana Occidente and INOCSA with 79.2% and 20.8% respectively.

# COMMERCIAL PERFORMANCE

## Revenues

The Group closed September with a turnover of 2,543.1 million euros, 5.2% more than the turnover in the first nine months of 2013, driven by both traditional business and business of credit insurance.

Broken down by business areas, Traditional Business premiums grew by 5.3 %, reaching 1,310.6 million euros. This business continues to perform better than the industry average, which, according to data from the ICEA, it is down 0.94 % in revenues.

Likewise, credit insurance has seen revenues of 1,232.5 million euros, up 5.2 % from those obtained at the end of September 2013. Strong performance in all markets is worth noting, especially in the Spanish market where after several years of decline, Crédito y Caución has achieved growth.

(million euros)

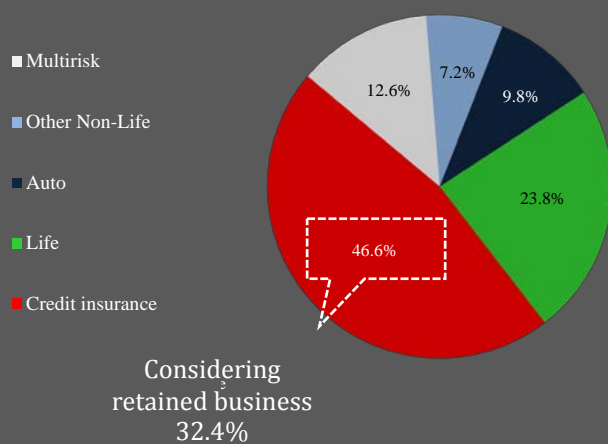
TURNOVER	9M 2013	9M 2014	Change	% Chg. 13-14
Traditional Business	1,244.4	1,310.6	66.2	5.3%
Credit Insurance Business	1,172.0	1,232.5	60.5	5.2%
<b>TOTAL TURNOVER</b>	<b>2,416.4</b>	<b>2,543.1</b>	<b>126.7</b>	<b>5.2%</b>

## Business diversification by premiums

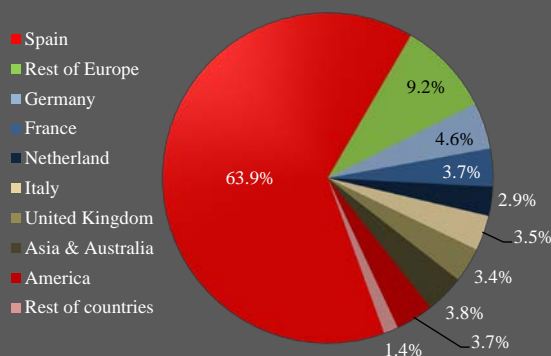
The Group diversifies its business both by business areas and by country. By the end of September, business lines included in Traditional Business represent 53.4 % of the portfolio and the credit insurance business accounts for 46.6 % (32.4% considering retained business).

In the proforma diversification, taking into account the Plus Ultra Seguros premiums, Traditional Business accounts for 62.4 % and credit insurance for 37.6% (24.9% considering retained business).

Diversification by business



Diversification by market





## RESULTS FOR THE PERIOD

Grupo Catalana Occidente closes September with a consolidated profit of 210.5 million euros, 11.0 % more than the same period last year. Recurring result, with 223.3 million euros, is 19.1% higher than at the end of September 2013. The attributable result amounted to 191.0 million euros, an increase of 10.1%.

The technical result stood at 715.1 million euros, up 9.0 % from the same period last year (+58.9 million euros). The technical margin stood at 28.8%, improving 1.4 points (hereinafter "p.") from the result at the end of September 2013. The improvement of the technical result is explained by higher turnover (+3.7%) and better claims ratio (-1.3 p.).

Likewise, expenses have grown by 3.3% although the ratio improved by 0.1 p. standing at 19.0% over the Insurance turnover. At 59.9 million euros, the financial result improved by 18.8 % 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)
PROFIT AND LOSS ACCOUNT	9M 2013	9M 2014	% Chg. 13-14	YEAR 2013
Premiums	2,327.2	2,452.0	5.4%	3,091.4
Earned premiums	2,304.0	2,390.7	3.8%	3,121.4
Information income	89.3	91.0	1.9%	110.4
<b>Insurance turnover</b>	<b>2,393.3</b>	<b>2,481.7</b>	<b>3.7%</b>	<b>3,231.8</b>
Technical cost	1,467.0	1,489.3	1.5%	1,991.8
As a % of Insurance turnover	61.3%	60.0%		61.6%
Commissions	270.1	277.3	2.7%	365.1
As a % of Insurance turnover	11.3%	11.2%		11.3%
<b>Technical result</b>	<b>656.2</b>	<b>715.1</b>	<b>9.0%</b>	<b>874.9</b>
As a % of Insurance turnover	27.4%	28.8%		27.1%
Expenses	456.1	471.3	3.3%	608.5
As a % of Insurance turnover	19.1%	19.0%		18.8%
<b>Technical result after expenses</b>	<b>200.1</b>	<b>243.8</b>	<b>21.8%</b>	<b>266.4</b>
As a % of Insurance turnover	8.4%	9.8%		8.2%
Financial result	50.4	59.9	18.8%	73.0
As a % of Insurance turnover	2.1%	2.4%		2.3%
Non-Technical Result	-6.8	-6.6		-22.4
As a % of Insurance turnover	-0.3%	-0.3%		-0.7%
Complementary activities result and Non Technical Account	3.1	4.6	48.4%	4.9
As a % of Insurance turnover	0.1%	0.2%		0.2%
<b>Result before tax</b>	<b>246.9</b>	<b>301.7</b>	<b>22.2%</b>	<b>322.0</b>
As a % of Insurance turnover	10.3%	12.2%		10.0%
<b>CONSOLIDATED RESULT</b>	<b>189.7</b>	<b>210.5</b>	<b>11.0%</b>	<b>243.9</b>
RESULT ATTRIBUTABLE TO MINORITY INTERESTS	16.3	19.6	20.2%	22.8
<b>RESULT ATTRIBUTABLE TO THE PARENT COMPANY</b>	<b>173.4</b>	<b>191.0</b>	<b>10.1%</b>	<b>221.1</b>
As a % of Insurance turnover	7.2%	7.7%		6.8%
<b>RECURRING RESULT</b>	<b>187.5</b>	<b>223.3</b>	<b>19.1%</b>	<b>248.8</b>
<b>NON RECURRING RESULT</b>	<b>2.2</b>	<b>-12.8</b>		<b>-4.9</b>

In order to provide a better view of business performance, the following section 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 offers a quarterly overview of results.**

# RESULTS BY BUSINESS LINES

## Traditional Business

The macroeconomic situation in the third quarter of 2014 continues to be characterized by a weak activity, despite the improvement over the same period last year. The Spanish insurance industry, although its premium volume decreased 0.94%, continues to improve the trend from previous quarters. In particular, Non-life already gets a modest growth of 0.49%. In Life, the turnover moderates the fall to -2.71% versus -5.1% in the same period last year.

In the Group, the Traditional Business premiums have increased by 5.3% (66.2 million euros) compared to figures achieved at the September end of the previous year. Non-life premiums, more affected by the economic situation, fell by 0.8%, although they continue to improve over previous periods. In Life, premiums have performed positively with a growth of 14.2%, driven primarily by Savings premiums, although the growth rate has slowed down compared to previous periods.

In terms of results, Traditional Business continues having a solid, recurrent and stable performance. At September end, the financial result stood at 106.1 million euros after taxes, it represents a 6.5% increase from September 2013.

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

PREMIUM	9M 2013	9M 2014	Change	% Chg. 13-14
<b>Non Life</b>	<b>733.3</b>	<b>727.1</b>	<b>-6.2</b>	<b>-0.8%</b>
<i>Multirisk</i>	313.1	309.7	-3.4	-1.1%
<i>Auto</i>	246.4	241.3	-5.1	-2.1%
<i>Other Non Life</i>	173.8	176.1	2.3	1.3%
<b>Life</b>	<b>511.1</b>	<b>583.5</b>	<b>72.4</b>	<b>14.2%</b>
<i>Regular premiums</i>	217.4	219.7	2.3	1.1%
<i>Single premiums</i>	293.7	363.8	70.1	23.9%
<b>Traditional Business premiums</b>	<b>1,244.4</b>	<b>1,310.6</b>	<b>66.2</b>	<b>5.3%</b>

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

Multirisk turnover reached 309.7 million euros, down 1.1% from the period the previous year (-3.4 million euros).

Auto has obtained a turnover of 241.3 million euros, with a decrease of 2.1%. Worth noting is the improvement quarter over quarter since the beginning of 2013. This line of business has been characterized by the drop in sales of new vehicles, insurance policies subscribed with fewer coverages and a highly competitive market, causing a reduction in the average premium. The Group continues to develop commercial policies to boost loyalty and prevent policy cancellations.

Other Non-Life, with 176.1 million euros, sees turnover increasing by 1.3% over the same period in 2013, after years of declines due to pressure on products linked to economic activity. Health turnover provides the silver lining, where the Group has grown at rates above 10%, and Funeral Expenses, which increases premiums by 5%.

Life premiums grew by 14.2% in the period, reaching 583.5 million euros. Single and supplementary premiums increase, although at a more moderate rate of growth, 23.9% versus 44.3% in the same period last year.

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

(million euros)

RESULTS	9M 2013	9M 2014	% Chg. 13-14
Multirisk	44,2	44,1	-0,2%
Auto	20,0	19,7	-1,5%
Other Non-Life	30,7	30,8	0,3%
Technical Result Non-Life	94,9	94,6	-0,3%
Technical Result Life	9,7	8,9	-8,2%
<b>Technical result after expenses</b>	<b>104,6</b>	<b>103,5</b>	<b>-1,1%</b>
Financial result	31,9	41,6	30,4%
Result Non Technical Account	-6,5	-4,9	
Tax	-30,4	-34,1	12,2%
<b>Recurrent result from traditional business</b>	<b>99,6</b>	<b>106,1</b>	<b>6,5%</b>

*The 49% of the result of Plus Ultra is part of the financial result.*

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

The technical result after expenses stands at 103.5 million euros, 1.1% less than in the previous year. The combined ratio of the Non-Life area of the Traditional Business stood at 86.9%, 0.24p. better thanks to a benign performance of claims ratio (-0.96 p.).

Multirisk result at 44.1 million, has a decrease of 0.2% over the same period last year due to pressure on turnover. The combined ratio Multirisk is situated on 85.6%, up 0.17 p. leaning on a lower technical cost.

Auto line of business obtains 19.7 million euros. The technical cost improves by 1.32 p., thanks to a lower incidence of losses and its lower average cost. The current number of claims amounted to historically minimum levels. The combined ratio ended the period at 91.9%, decreasing by 0.29 p.

Other Non-Life obtained a result of 30.8 million euros, 0.3% more than at the end of September 2013, due to favourable behaviour in claims, together with lower average cost of claims. Consequently, the combined ratio improved by 0.14%, standing at 82.2%.

In the Life business, the technical result after expenses stood at 8.9 million euros, 0.8 million euros less than the same period the previous year due to an increase in claims in the second quarter of this year.

The financial result at 41.6 million euros, is up 30.4% from the result obtained at the end of September in 2013. Since the last quarter of 2012, it includes 49% of the recurring income from Plus Ultra Seguros. **An explanation of both items is provided later.**

**See Annex featuring detail and breakdown of combined ratios by line of business.**

## Credit Insurance Business

The Credit Insurance business has obtained an income of 1,232.5 million euros, 5.2% more than in the same period the previous year. Written premiums, at 1,141.5 million euros, have increased by 5.4%. Revenues from information income grew by 1.9% yielding a total of 91 million euros.

Complementary activities provide revenues of 43.9 million euros, 3.5% less than the same period last year. Consequently, revenues from credit insurance amount to 1,276.4 million euros, 4.8% more than at the end of September 2013.

(million euros)

REVENUES	9M 2013	9M 2014	Change	% Chg. 13-14
Credit insurance	896.1	922.7	26.6	3.0%
Bonding	80.0	93.8	13.8	17.3%
Accepted Reinsurance	106.6	125.0	18.4	17.3%
<b>Credit Insurance Premiums</b>	<b>1,082.7</b>	<b>1,141.5</b>	<b>58.8</b>	<b>5.4%</b>
<b>Information income</b>	<b>89.3</b>	<b>91.0</b>	<b>1.7</b>	<b>1.9%</b>
<b>Insurance turnover</b>	<b>1,172.0</b>	<b>1,232.5</b>	<b>60.5</b>	<b>5.2%</b>
Income from complementary activities	45.5	43.9	-1.6	-3.5%
<b>Credit insurance revenues</b>	<b>1,217.5</b>	<b>1,276.4</b>	<b>58.9</b>	<b>4.8%</b>
<b>Acquired Premiums Credit Insurance Business</b>	<b>1,051.4</b>	<b>1,084.1</b>	<b>32.7</b>	<b>3.1%</b>

Crédito y Caucción turnover increases after years of declines; at the end of September reached 289.7 million euros, up 3.7%. In the rest of Atradius, insurance turnover stood at 942.8 million euros, up 5.5% over the same period the previous year.

Risk exposure has increased by 11.0% compared to September 2013 and 9.4% since the beginning of year. See Annexes.

The recurring result from the credit insurance business closed September with 117.2 million euros after tax, 33.3% more than at September end 2013 due to a favourable performance of the technical cost, mainly in Crédito y Caucción.

COMBINED RATIO	9M 2013	9M 2014	Change
<b>Gross Combined Ratio</b>	<b>81.5%</b>	<b>75.0%</b>	<b>-6.5</b>
Technical Cost	45.7%	38.5%	-7.2
Commissions + Expenses	35.8%	36.5%	0.7
<b>Net Combined Ratio</b>	<b>84.0%</b>	<b>76.6%</b>	<b>-7.4</b>
Technical Cost	45.5%	39.8%	-5.8
Commissions + Expenses	38.5%	36.9%	-1.6

The technical result after expenses obtained during the first nine months of the year has been 294.1 million euros, greatly improving the result from the previous year. The gross combined ratio stood at 75.0%, improving by 6.5 b.p. thanks to the significant decline in claims. The improvement comes mainly from the favourable technical cost in Crédito y Caucción, due to the effect of measures implemented since the start of the crisis and maintaining a low level of claims entrance. All this has allowed a gradual improvement in claims both due to reduced claims frequency and a lower cost of claims.

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

				(million euros)	
RESULTS	9M 2013	9M 2014	% Chg. 13-14	Atradius ex CyC	Crédito y Caución
<b>Technical Result after expenses</b>	<b>211.1</b>	<b>294.1</b>	<b>39.3%</b>	<b>182.7</b>	<b>112.8</b>
Reinsurance Result	-105.1	-131.7	25.3%	-83.7	-49.3
Financial Result	14.8	11.8	-20.3%	8.8	3.0
Complementary activities result	3.1	4.6	48.4%	4.1	0.5
Tax	-33.2	-59.3	78.6%	-39.3	-20.0
Adjustments	-2.8	-2.3	-17.9%	-2.6	0.2
<b>Recurrent result from credit insurance business</b>	<b>87.9</b>	<b>117.2</b>	<b>33.3%</b>	<b>70</b>	<b>47.2</b>

Reinsurance has obtained a negative result for the Group of 131.7 million euros. This amount is higher than in the same period the previous year, reflecting improved loss ratios.

Considering the effect of reinsurance, the net combined ratio stands at 76.62%, improving by 7.4p. In the Spanish business, the improvement is of 25.0 p., taking the combined ratio to 61.52%. In the rest of the business, the combined ratio improves on September end 2013 by 2.5 p. to 81.32%.

The financial result has contributed with 11.8 million euros (see "Financial Result" section) and complementary activities result has contributed with 4.6 million euros, 1.5 million euros more than in the same period last year.

## Non-Recurring Result (net of taxes)

The non-recurring profit, net of taxes, represents a loss of 12.8 million euros.

The Traditional Business has non recurrent losses of 4.6 million euros, of which 4.4 million come from the cost of endowment for cost of regulations in the Life business.

Likewise, the Credit Insurance has had losses of 8.2 million euros. This amount includes a provision of 6.3 million euros due to the update of the payback to the Consorcio de Compensación de Seguros, as stated in the reinsurance agreement in 2009.

				(million euros)	
NON RECURRING RESULT (net of tax)	9M 2013	9M 2014	% Chg. 13-14		
Financial Result from Traditional business	-0.7	1.3			
Other Traditional Business	-0.6	-5.9			
<b>Non Recurring Results from Traditional business</b>	<b>-1.3</b>	<b>-4.6</b>			
Financial Result from Credit Insurance business	2.2	1.7			
Other Credit Insurance Business	1.3	-9.9			
<b>Non Recurring Results from Credit Insurance business</b>	<b>3.5</b>	<b>-8.2</b>			
<b>NON RECURRING RESULT (net of tax)</b>	<b>2.2</b>	<b>-12.8</b>			

## OTHER RELEVANT BUSINESS ASPECTS

### General expenses and commissions

(million euros)			
GENERAL EXPENSES AND COMMISSIONS	9M2013	9M2014	Change. 13-14
General Expenses Traditional Business	176.9	179.0	1.2%
General Expenses Credit Insurance Business	279.2	292.3	4.7%
<b>Total Expenses</b>	<b>456.1</b>	<b>471.3</b>	<b>3.3%</b>
<b>Commissions</b>	<b>270.1</b>	<b>277.3</b>	<b>2.7%</b>
<b>General Expenses and Commissions</b>	<b>726.2</b>	<b>748.6</b>	<b>3.1%</b>
Insurance Revenues	2,393.3	2,481.7	3.7%
% General expenses s/ Insurance revenues	19.1%	19.0%	-0.2
% Commissions s/ Insurance revenues	11.3%	11.2%	-0.1
<b>% General expenses and Commissions s/ Insurance</b>	<b>30.3%</b>	<b>30.2%</b>	<b>-0.2</b>

Total Operating expenses increased 15.2 million euros, around 3.3%, up to 471.3 million euros. The commissions are 2.7% higher than in September 2013. Consequently, the general expenses and commissions stood at 748.6 million euros, an increase of 3.1% compared to the end of September 2013.

The ratio of general expenses and commissions over insurance revenue (earned premiums and income from information) improved 0.2p., standing at 30.2%.

### Financial Results

The Group has obtained a financial result of 59.9 million euros, 9.5 million more than at the end of September 2013, of which 6.7 million come from the better performance of recurring return on financial investments.

(million euros)			
FINANCIAL RESULT	9M2013	9M2014	% Chg. 13-14
Financial income net of expenses	122.3	133.0	8.7%
Foreign exchange	-0.2	-0.1	
Subsidiaries	13.3	14.0	5.3%
Interest paid to Life policyholders	-103.5	-105.4	1.8%
Recurrent Financial Result from Traditional Business	31.9	41.6	30.4%
Recurrent Financial Result from Credit Insurance Business	14.8	11.8	-20.3%
<b>Recurrent Financial Result</b>	<b>46.7</b>	<b>53.4</b>	<b>14.3%</b>
<b>Non Recurrent Financial Result</b>	<b>3.7</b>	<b>6.5</b>	
<b>FINANCIAL RESULT</b>	<b>50.4</b>	<b>59.9</b>	<b>18.8%</b>

The Traditional Business has reached a financial result of 41.6 million euros, 9.7 million more than in the same period the previous year. At 133.0 million euros, financial income net of expenses are up 8.7%, driven by more funds under management and increase in dividends.

In the Credit Insurance Business, financial result was 11.8 million euros, negatively impacted by foreign exchange differences (-2.9 million euros). This amount is in line with that obtained in recent quarters.

# BALANCE SHEET PERFORMANCE

## Balance Sheet

The following table lists the main Balance Sheet items.

At September end, Grupo Catalana Occidente has assets worth 11,107.6 million euros, up 1,006.2 million euros (+10.0%) compared to December 2013. The increase comes mainly from the growth in Long Term Capital (+482.7 million euros, of which 130 million euros from the largest deal in the subordinated bond) and a larger volume of technical provisions (+341,6 million euros).

(million of euros)			
ASSETS	Diciembre 2013	9M 2014	% Chg. 13-14
<b>Intangible assets and property, plant and equipmen</b>	<b>883.3</b>	<b>878.7</b>	<b>-0.5%</b>
<b>Investments</b>	<b>7,163.3</b>	<b>8,125.6</b>	<b>13.4%</b>
Property investments	226.5	224.6	-0.8%
Financial investments	6,503.8	7,124.5	9.5%
Cash and short-term deposits	433.0	776.5	79.3%
<b>Reinsurer's share of technical provisions</b>	<b>895.2</b>	<b>887.7</b>	<b>-0.8%</b>
<b>Other assets</b>	<b>1,159.6</b>	<b>1,215.6</b>	<b>4.8%</b>
Deferred tax	115.9	121.6	4.9%
Receivables	703.2	708.2	0.7%
Other assets	340.5	385.8	13.3%
<b>TOTAL ASSETS</b>	<b>10,101.4</b>	<b>11,107.6</b>	<b>10.0%</b>

EQUITY AND LIABILITIES	December 2012	9M 2014	% Chg. 13-14
<b>Long-Term Capital</b>	<b>2,100.4</b>	<b>2,583.1</b>	<b>23.0%</b>
Equity	1,980.9	2,335.1	17.9%
<i>Parent Compay</i>	1,723.8	2,067.9	20.0%
<i>Minority interest</i>	257.1	267.2	3.9%
Subordinated debt	119.5	248.0	107.5%
<b>Technical provisions</b>	<b>6,905.5</b>	<b>7,247.1</b>	<b>4.9%</b>
<b>Other liabilities</b>	<b>1,095.5</b>	<b>1,277.4</b>	<b>16.6%</b>
Other provisions	153.0	134.3	-12.2%
Diposits received for outward reinsurance	62.1	60.0	-3.4%
Deferred tax liabilities	222.3	342.3	54.0%
Payables	457.6	513.0	12.1%
Other liabilities	200.5	227.8	13.6%
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>10,101.4</b>	<b>11,107.6</b>	<b>10.0%</b>

## Long-term Capital Variation

(million euros)	
<b>LONG-TERM CAPITAL AT 12/31/13</b>	<b>2,100.4</b>
<b>EQUITY AT 12/31/13</b>	<b>1,980.8</b>
(+) Consolidated profit	210.5
(+) Dividends	-73.1
(+) Changes in valuation adjustments	230.2
(+) Other changes	-13.3
<b>Total movements</b>	<b>354.3</b>
<b>EQUITY AT 09/30/14</b>	<b>2,335.1</b>
Subordinated debt (*)	248.0
<b>LONG-TERM CAPITAL AT 09/30/14</b>	<b>2,583.1</b>
Unrealised Capital Gains off-balance sheet	497.3
<b>LONG-TERM CAPITAL Market value at 09/30/14</b>	<b>3,080.4</b>

(\*) Salient events for the period

The Long-Term Capital of Grupo Catalana Occidente reached 2,583.1 million euros, up 23.0% from year-end 2013. Considering the capital gains from properties, not included in the balance sheet, Long-term Capital stands at 3,080.40 million euros.

Equity, at 2,335.1 million euros, has increased by 17.9%. The profit for the period contributes 210.5 million euros and the change in valuation adjustments stands at 230.2 million euros due to favorable developments in financial markets.

The 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. The figures at the end of September 2014 increased by 131.7 million the surplus in solvency margin, to 1,906.3 million, representing 501.8% of the minimum required.

(million euros)			
<b>SOLVENCY MARGIN</b>	<b>December 2013</b>	<b>9M 2014</b>	<b>% Var. 13-14</b>
Own Uncommitted Equity	2,236.3	2,380.8	6.5%
Minimum amount of solvency margin	461.7	474.5	2.8%
<b>Excess of Solvency Margin</b>	<b>1,774.6</b>	<b>1,906.3</b>	<b>7.4%</b>
<b>Assets over the required minimum represents %</b>	<b>484.4</b>	<b>501.8</b>	

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.

## 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, with 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 Seguros Catalana Occidente and Seguros Bilbao 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 (Consorcio de Compensación de Seguros).

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 for 9,358.3 million euros, 11.6% more than at year-end. The funds in which the Group assumes the risk stood at 8,555.2 million euros, up 12.2% from December 2013.

INVESTMENTS	(million euros)			
	December 2013	9M 2014	% Var. 13-14	% over Inv. R. company
Real Estate	977.3	961.8	-1.6%	11.2%
Fixed Income	4,114.9	4,547.4	10.5%	53.2%
Equity	754.3	898.3	19.1%	10.5%
Deposits in credit institutions	600.5	734.6	22.3%	8.6%
Other investments	137.7	136.8	-0.6%	1.6%
Cash and monetary assets	679.1	908.3	33.7%	10.6%
Investments in subsidiaries	362.7	368.0	1.5%	4.3%
<b>TOTAL INVESTMENT ENTITY RISK</b>	<b>7,626.5</b>	<b>8,555.2</b>	<b>12.2%</b>	<b>100%</b>
Investments by policyholders	281.1	301.0	7.1%	
Pension Plans and Mutual Funds	474.3	502.1	5.9%	
<b>TOTAL INVESTMENT RISK TAKER</b>	<b>755.4</b>	<b>803.1</b>	<b>6.3%</b>	
<b>TOTAL FUNDS UNDER MANAGEMENT</b>	<b>8,381.9</b>	<b>9,358.3</b>	<b>11.6%</b>	

Property investment reaches 961.8 million euros, accounting for 11.2% of the portfolio. Investment in property is maintained at amortized cost in the balance sheet. Real estate for the own use are included in the balance sheet item Intangible assets and property, plants and equipment, while the real estate for third party use is classified as property investments.

In order to have these properties cover technical provisions, and in accordance with current legislation, they are appraised every two years. Property appraisals result in a surplus of 497.3 million euros.

The 90% of the Group's property is located in areas considered as "prime" of the main Spanish cities. Also, all the property for use by third parties is located in these areas and has high occupancy rates.

The fixed income portfolio represents 53.2% of the company's total risk funds, with 4,547.4 million euros, up 10.5% over year-end 2013.

The weight of public debt amounted to 58.9% of the fixed income portfolio. Consequently, the weight of investment in corporate debt is 41.1%. Investment in Spanish bonds accounts for 55.0% of the total portfolio, 80.3% in government bonds and 18.9% in corporate bonds.

The 41.3% of the fixed income portfolio is invested in assets rated A or higher. The average portfolio rating is BBB. The elevated position in assets rated BBB responds to investment in the Kingdom of Spain.

The portfolio weighted 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-September at about 4.89 and the internal profitability rate is 3.65%.

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

The equity investment stands at 898.3 million euros, 19.1% more than at beginnings of the year, and representing 10.5% 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 stocks.

The Group holds a position of 734.6 million euros in deposits with credit institutions, representing 8.6% of the company's total risk fund.

The remaining investment item, at 136.8 million euros, is virtually the same amount as in at year-end 2013 and represents 1.6% of the company's total risk fund.

The Group continues to maintain a strong liquidity position, which increases in the last quarter because of the addition of funds raised in the issue of Atradius subordinated bond. Cash and monetary Assets stands at 908.3 million euros, accounting for 10.6% of the company's total risk fund. While the Balance Sheet, under the heading "Cash and short-term assets", details 776.5 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 imply 368.0 million euros, accounting for 4.3% of the portfolio. This item contains the investment undertaken in the acquisition of 49% of the Plus Ultra Seguros for 198.2 million euros.

## Information about Plus Ultra Seguros

Regarding Plus Ultra Seguros, whose 49% of the result is incorporated in the Group financial result, below is displayed the information about the main figures.

For this period, the contribution of Plus Ultra Seguros to the Group has been 13.4 million euros.

Plus Ultra Seguros has a turnover of 581.2 million euros, 2.7% less than the same period last year. The non-life business, which represents the 80.6% of the portfolio, reduces turnover by 6.0%, reflecting the weak economic situation in Spain and the measures taken to increase profitability. In Life, Plus Ultra increases premiums by 13.5%, achieving 112.5 million euros.

(million euros)

PREMIUMS	9M 2013	9M 2014	Chg.	% Chg. 13-14
Non Life	498.5	468.7	-29.8	-6.0%
<i>Multirisk</i>	178.3	164.6	-13.7	-7.7%
<i>Auto</i>	200.3	189.4	-10.9	-5.4%
<i>Other Non Life</i>	119.9	114.7	-5.2	-4.3%
Life	99.1	112.5	13.4	13.5%
<b>PREMIUMS</b>	<b>597.6</b>	<b>581.2</b>	<b>-16.4</b>	<b>-2.7%</b>

(\*) Proforma 2013 including Click Seguros Business

The Plus Ultra Seguros net result after tax was 27.4 million euros, of which 27.9 million are considered recurring, compared to 23.1 million euros in the same period last year. This result represents an increase of 11.4% in net result and 20.8% in recurring result.

The technical result after expenses presents a substantial improvement over the previous year, contributing 16.0 million supported by a combined ratio of 97.5%, an improvement of 1.9 p. compared to the end of September 2013, due to the progressive improvement of the technical cost (-3.3 p.). The financial result has decreased by 11.7% to 22.6 million euros.

(million euros)

RESULTS	9M 2013 (*)	9M 2014	% Chg. 13-14
Technical result after expenses	6.9	16.0	
Financial Result	25.6	22.6	-11.7%
<b>Technical - Financial Result</b>	<b>32.5</b>	<b>38.6</b>	<b>18.8%</b>
<b>Recurring Result</b>	<b>23.1</b>	<b>27.9</b>	<b>20.8%</b>
<b>Non Recurring Result</b>	<b>1.5</b>	<b>-0.5</b>	
<b>Net Result after tax</b>	<b>24.6</b>	<b>27.4</b>	<b>11.4%</b>

(\*) Proforma 2013 including Click Seguros Business

See Annex featuring detail of ratios by line of business.

# SHAREHOLDER REMUNERATION

## Dividends

Grupo Catalana Occidente has distributed dividends on results for the year 2013 amounted to 71.1 million euros, of 0.5924 euros per share. Thereby the Group increases the amount 4% compared to the results of 2012, equivalent to a "pay-out" of 32.2% and profitability over the average price in 2013 of 2.3%.

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

DIVIDENDS - 2013 Results		
July 2013	Against Results 2013	0,1101 €
October 2013	Against Results 2013	0,1156 €
February 2014	Against Results 2013	0,1156 €
May 2014	Results 2013	0,2511 €
<b>Total - Dividend per share</b>		<b>0,5924 €</b>
<b>TOTAL DIVIDENDS</b>		<b>71.088.000 €</b>

The Group has paid two interim dividends of results for the year 2014 amounting 0.1214 euros per share, respectively. This amount represents an increase of 5% on the paid on account of the results of 2013. The initial dividend was paid on July 10 and second was paid on October 10, 2014.

## Share performance

The table below shows the most important share price indicators until 30 September 2014.

SHARE PRICE (euros per share)	2013	9M2014
Opening	13.77	26.02
Low	13.77	23.07
High	26.64	31.34
Closing	26.02	23.23
Average	19.62	27.31
RATIOS	2013	9M2014
PER (Closing price / Attributable profit per share) (*)	14.12	11.68
ROE (Attributable profit / Shareholders' Equity , %) (*)	12.82	11.54
Dividend yield (Dividend / price , %) (**)	2.28	2.28
Pay-Out (Dividend / Attributable profit ; %) (**)	32.15	32.15
OTHER DATA (euros)	2013	9M2014
Number of shares	120,000,000	120,000,000
Nominal share value	0.30	0.30
Average daily trading volume (n° shares)	176,921	142,400
Average daily trading (euros)	3,478,053	3,942,600
Dividend per share (euros)	0.59	0.59

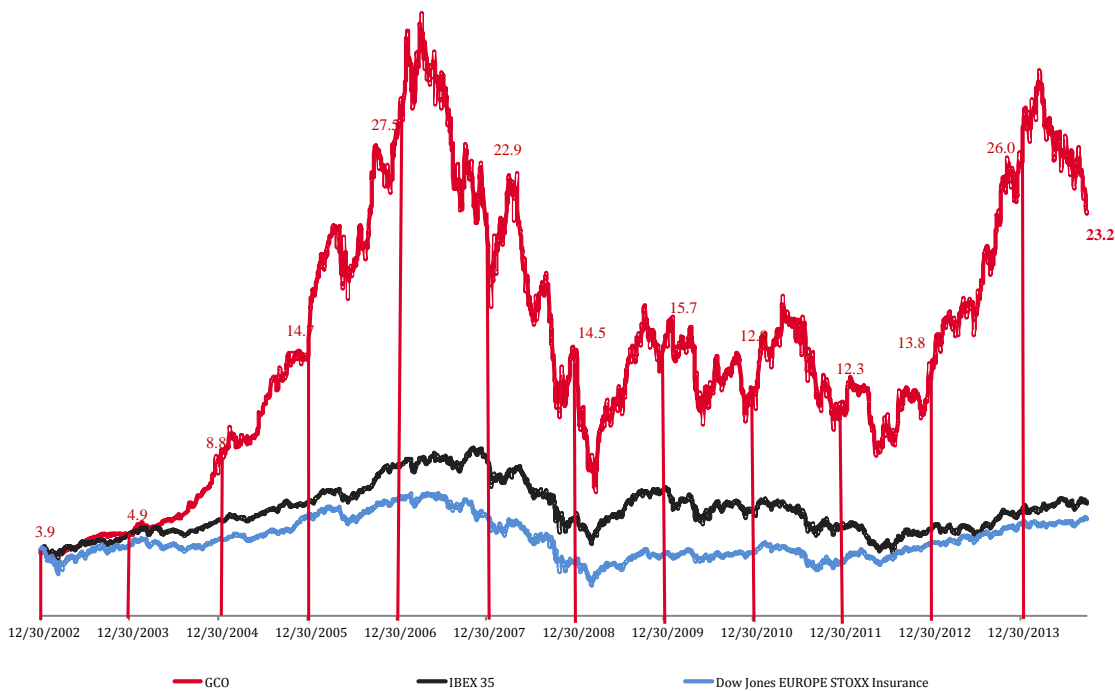
(\*) MAT - Moving Annual Total attributable profit: Attributable profit in the last 12 months

(\*\*) 2013 figures

Grupo Catalana Occidente, S.A. 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 Ibx Medium Cap index, with a weight of 6.21% at end-September 2014.

The Grupo Catalana Occidente, S.A. share price as of 30 September 2014 stood at 23.23 euros, down 10.72% since early this year. The Ibex ended the period 9.16% 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 positive revaluation of 5.05%. The average daily trading volume has reached 142.400 shares with a market value of 3.9 million euros. The market capitalization of Grupo Catalana Occidente, S.A. at end-September was 2,787.6 million euros.

## Share price performance from 30 Dec. 02 to 30 September 14



base 100: 30 Dec. 2002 Source: Bloomberg

EVOLUTION %	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	TACC 02-13	9M 2014
GCO	-7.21	23.56	78.50	67.27	86.48	-16.54	-36.67	8.27	-18.01	-3.88	12.22	88.96	18.83	-10.72
IBEX 35	-28.11	28.17	17.37	18.20	31.79	7.32	-39.43	29.84	-17.43	-13.31	-4.66	21.41	4.61	9.16
DJ EUROPE STOXX Insurance	-51.23	10.41	7.89	30.50	17.18	-11.92	-46.60	12.44	-2.07	-18.35	32.92	28.86	3.45	5.05

## 2014 Risks and Uncertainties

The European insurance sector faces pressure elements similar to those specified in the Annual Report 2013, which in fact have been there 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 higher claims frequency.
- \* Risk of sudden 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, and 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, sports 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 and the optimisation of energy consumption.

# 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	(million euros)																							
	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	39.2	37.8	
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	40.8	34.5	
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	-9.0	0.1	
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	71.1	72.3	
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	6.1	6.0	
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	65.0	66.4	

## Additional Information on Traditional Business

### Combined Ratio Breakdown by Business lines

COMBINED RATIO	9M 2013	9M 2014	Change
<b>Multirisk</b>	<b>85.8%</b>	<b>85.6%</b>	<b>-0.2</b>
Underwriting cost	50.3%	49.7%	-0.6
Commissions	19.2%	19.3%	0.1
Expenses	16.3%	16.6%	0.3
<b>Auto</b>	<b>92.2%</b>	<b>91.9%</b>	<b>-0.3</b>
Underwriting cost	61.3%	60.0%	-1.3
Commissions	11.9%	11.8%	-0.1
Expenses	19.0%	20.1%	1.1
<b>Other Non-Life</b>	<b>82.3%</b>	<b>82.2%</b>	<b>-0.1</b>
Underwriting cost	37.6%	37.1%	-0.5
Commissions	16.9%	16.6%	-0.3
Expenses	27.8%	28.5%	0.7
<b>Traditional business</b>	<b>87.1%</b>	<b>86.9%</b>	<b>-0.2</b>
Underwriting cost	51.1%	50.1%	-1.0
Commissions	16.1%	16.2%	0.1
Expenses	19.9%	20.6%	0.7

## Additional Information about the Credit Insurance Business

(million euros)

PREMIUMS BY COUNTRY	9M 2013	9M 2014	% Chg. 13-14	% of/ Total
Spain	263.4	270.0	2.5%	24.9%
Germany	111.1	109.9	-1.1%	10.1%
Italy	89.2	87.1	-2.4%	8.0%
France	75.6	76.7	1.5%	7.1%
Netherland	73.9	81.0	9.5%	7.5%
United Kingdom	70.7	72.6	2.7%	6.7%
Rest of Europe	188.8	195.2	3.4%	18.0%
Asia & Australia	79.9	87.0	8.9%	8.0%
America	85.2	88.3	3.7%	8.1%
Rest of countries	20.0	19.3	-3.3%	1.8%
Adjusts	-6.4	-3.0	-53.1%	-0.3%
<b>Total Acquired Premiums</b>	<b>1,051.4</b>	<b>1084.1</b>	<b>3.1%</b>	<b>100.3%</b>

### Combined Ratio Breakdown: Atradius ex. Crédito y Caución and Crédito y Caución

	Crédito y Caución			Atradius ex. CyC		
	9M 2013	9M 2014	Change	9M 2013	9M 2014	Change
<b>Gross Combined Ratio</b>	<b>80.5%</b>	<b>79.4%</b>	<b>-1.1</b>	<b>83.7%</b>	<b>61.6%</b>	<b>-22.1</b>
Technical Cost	41.8%	40.1%	-1.7	57.1%	33.8%	-23.3
Commissions + Expenses	38.7%	39.3%	0.6	26.6%	27.7%	1.1
<b>Net Combined Ratio</b>	<b>83.8%</b>	<b>81.3%</b>	<b>-2.5</b>	<b>86.5%</b>	<b>61.5%</b>	<b>-25.0</b>
Technical Cost	42.7%	41.5%	-1.2	56.4%	34.2%	-22.2
Commissions + Expenses	41.1%	39.8%	-1.3	30.1%	27.3%	-2.8



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

Buyer's country	2007	2008	2009	2010	2011	2012	2013	9M2014	% Var.	% of total
Spain and Portugal	195,354	162,532	109,844	107,097	103,565	90,094	81,486	83,734	2.8%	16.6%
Germany	77,209	74,156	59,136	60,212	65,608	70,266	72,844	77,877	6.9%	15.5%
Australia and Asia	69,006	67,279	40,746	48,650	59,826	72,323	66,520	76,507	15.0%	15.2%
America	28,950	27,729	15,691	20,026	22,646	27,296	45,386	55,230	21.7%	11.0%
Eastern Europe	42,001	43,399	25,274	26,874	31,950	37,004	41,142	45,538	10.7%	9.0%
France	57,143	48,334	36,294	36,851	36,391	37,426	37,135	38,246	3.0%	7.6%
UK	44,788	33,755	20,705	23,736	25,988	28,760	34,619	39,484	14.1%	7.8%
Italy	41,354	38,144	20,023	21,042	24,111	24,170	23,768	27,368	15.1%	5.4%
Nordic and Baltic Countries	26,512	24,370	18,102	17,814	19,365	20,823	21,831	23,059	5.6%	4.6%
Netherlands	40,971	38,371	28,095	24,978	25,200	24,898	22,326	22,923	2.7%	4.5%
Belgium and Luxembourg	19,078	16,421	11,763	11,616	11,983	12,796	13,338	13,912	4.3%	2.8%
<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>503,878</b>	<b>9.4%</b>	<b>100%</b>

Data in thousand million euros

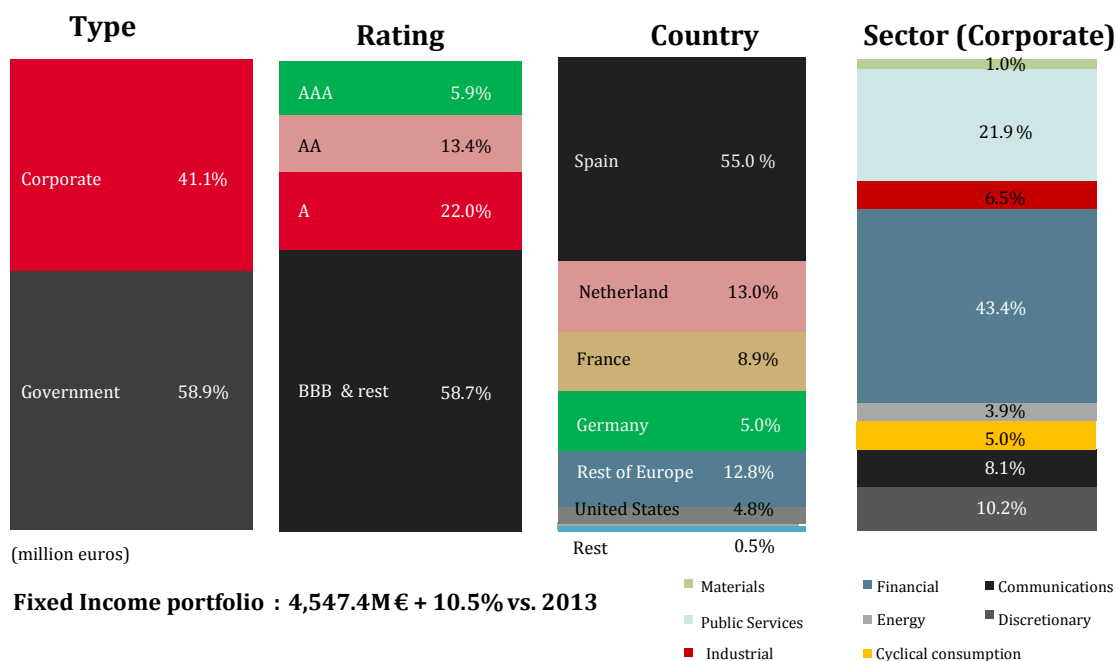
## TPE (Potential Risk Exposure) Performance and Distribution by Industry

Industrial sector	2007	2008	2009	2010	2011	2012	2013	9M 2014	% Var.	% over Total
Chemicals	48,187	51,169	32,139	36,064	43,740	50,957	55,912	63,593	13.7%	12.6%
Electronics	58,354	51,246	37,101	42,210	42,952	49,339	56,283	62,541	11.1%	12.4%
Metals	72,566	66,846	39,469	45,232	47,972	54,037	50,907	55,555	9.1%	11.0%
Durable consumer goods	73,787	72,944	49,679	50,211	51,713	48,642	50,468	54,542	8.1%	10.8%
Food	63,126	52,747	42,105	40,556	42,566	40,476	42,564	46,712	9.7%	9.3%
Transport	38,196	39,959	26,793	28,217	34,145	35,248	38,366	42,323	10.3%	8.4%
Construction	93,864	64,198	37,168	32,576	21,850	35,287	33,459	37,117	10.9%	7.4%
Machinery	45,459	40,619	28,807	29,026	30,592	30,065	29,390	31,600	7.5%	6.3%
Agriculture	14,114	17,785	13,759	14,527	16,057	22,146	22,808	25,002	9.6%	5.0%
Services	32,639	36,270	22,522	24,858	36,794	20,250	20,031	21,889	9.3%	4.3%
Construction Materials	40,069	28,108	21,497	20,317	21,914	20,974	21,386	20,781	-2.8%	4.1%
Textiles	30,182	23,519	13,982	13,825	13,883	16,101	16,261	17,396	7.0%	3.5%
Finance	15,719	15,011	11,567	12,142	12,105	11,453	11,755	12,859	9.4%	2.6%
Paper	16,104	14,069	9,085	9,135	10,350	10,881	10,805	11,968	10.8%	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>503,878</b>	<b>9.4%</b>	<b>100%</b>

Data in thousand million euros

## Additional Information on Investments

### Detail of the Fixed Income Portfolio



## Additional information on Plus Ultra Seguros

### Combined Ratio Breakdown by Business line

COMBINED RATIO	9M 2013 (*)	9M 2014	Change
<b>Multirisk</b>	<b>101.5%</b>	<b>100.9%</b>	<b>-0.6</b>
Underwriting cost	64.0%	61.7%	-2.3
Commissions	23.9%	22.9%	-1.0
Expenses	13.6%	16.3%	2.7
<b>Motor</b>	<b>100.4%</b>	<b>95.7%</b>	<b>-4.7</b>
Underwriting cost	72.6%	69.1%	-3.5
Commissions	10.5%	10.2%	-0.3
Expenses	17.3%	16.4%	-0.9
<b>Other Non-Life</b>	<b>94.6%</b>	<b>95.9%</b>	<b>1.3</b>
Underwriting cost	64.2%	60.5%	-3.7
Commissions	18.2%	19.6%	1.4
Expenses	12.2%	15.8%	3.6
<b>Plus Ultra Combined Ratio</b>	<b>99.4%</b>	<b>97.5%</b>	<b>-1.9</b>
Underwriting cost	67.6%	64.3%	-3.3
Commissions	17.0%	17.0%	0.0
Expenses	14.8%	16.2%	1.4

(\*) Includes figures relating to Click Seguros business

**For further information please contact:**

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

Phone: +34935820518

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

