

2020

Presentation 6M2020
Grupo Catalana Occidente



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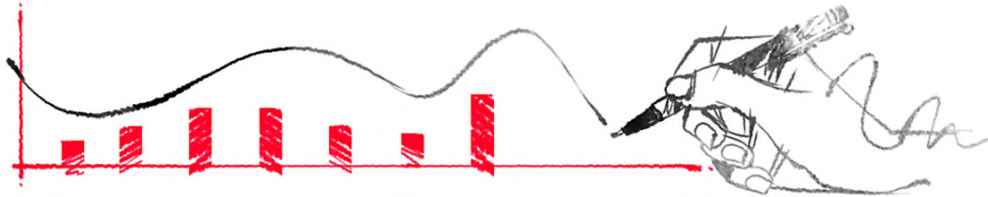


@gco_news

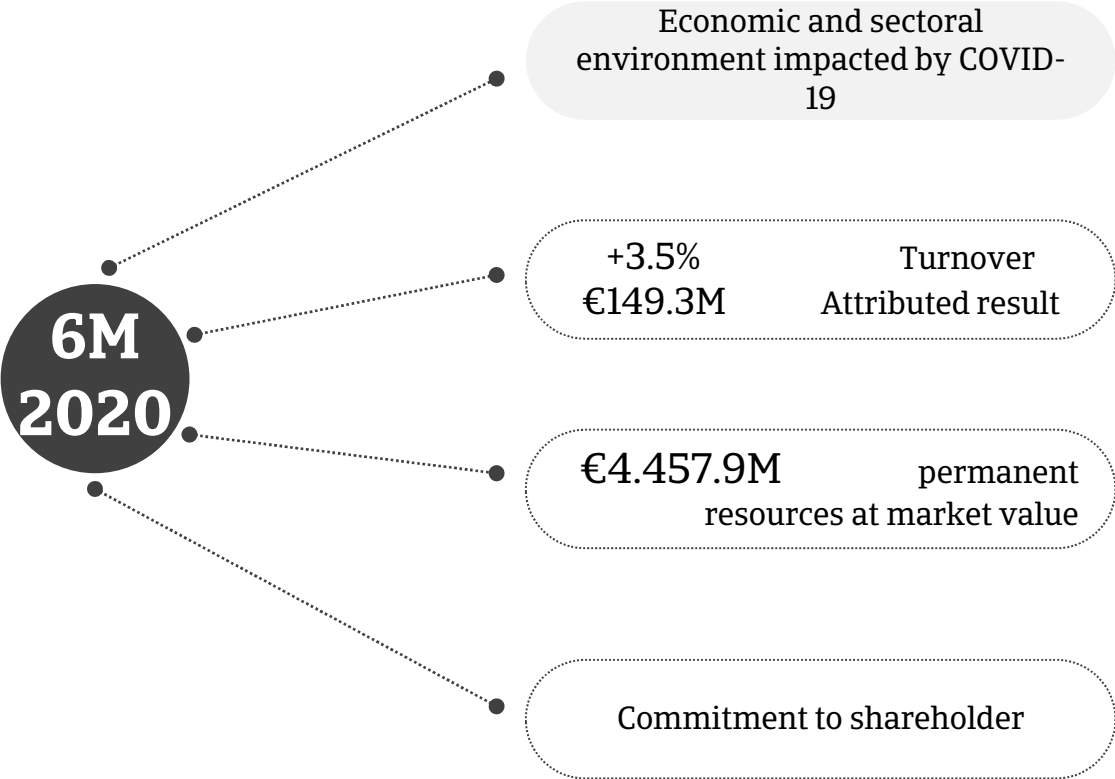
Presentation based on the report data at 6M2020 published on 30/07/2020

01

Keys for the period

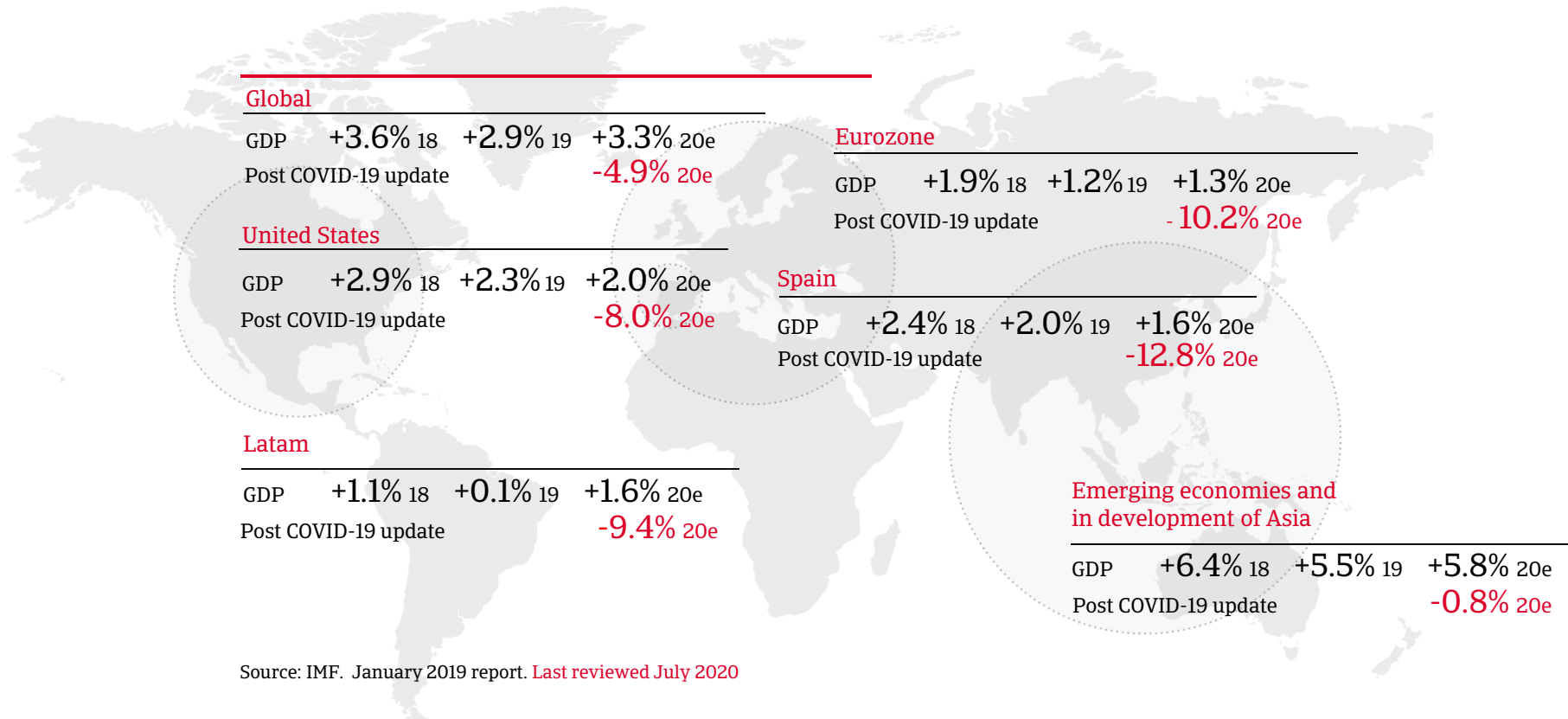


Key financial figures



Global economic environment

COVID-19. Strong negative impact of the pace of business activity.



Source: IMF. January 2019 report. Last reviewed July 2020

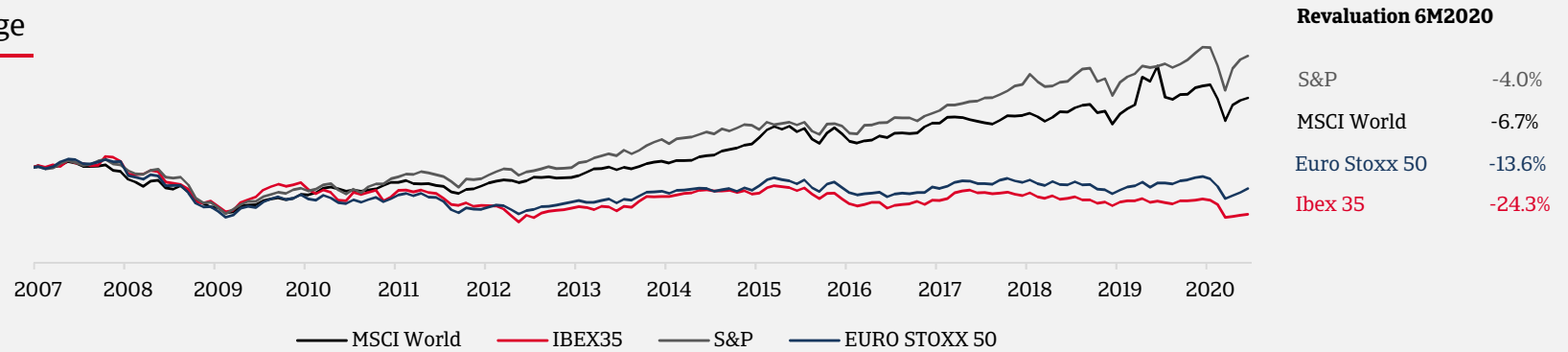
Financial markets

Less accommodative monetary policy and high market volatility caused by COVID-19.

Interest rates



Stock Exchange

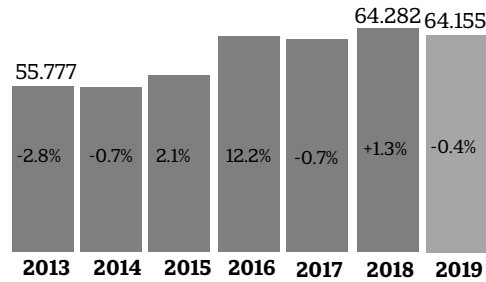


Source: Bloomberg. Updated July 2020

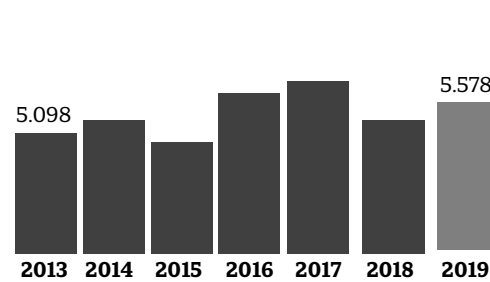
Spanish Insurance Sector

Maintains growth in non-life and remains under pressure in life savings

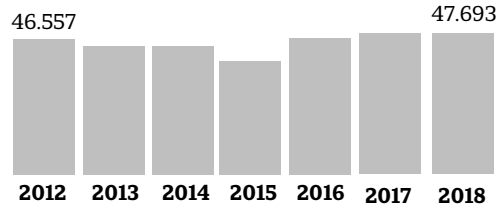
Insurance sector premiums (€ million)



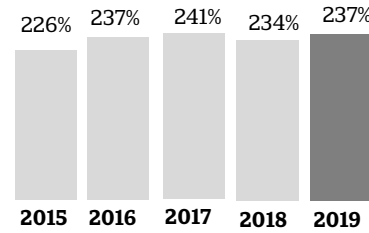
Insurance sector technical result (€ million)



Employees



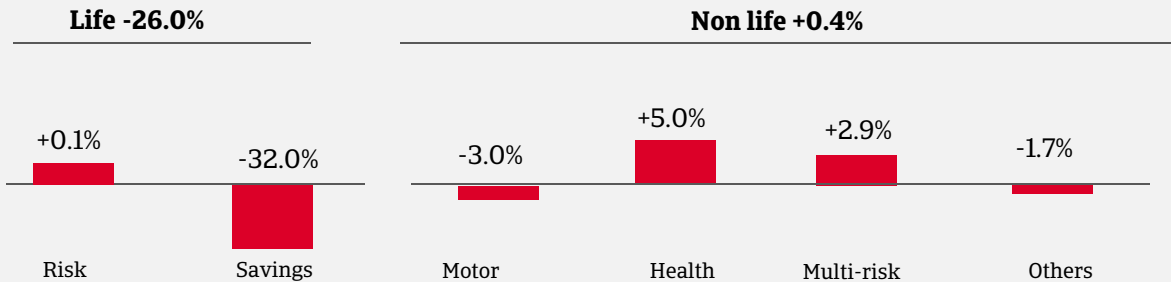
% solvency II ratio



Stability in results

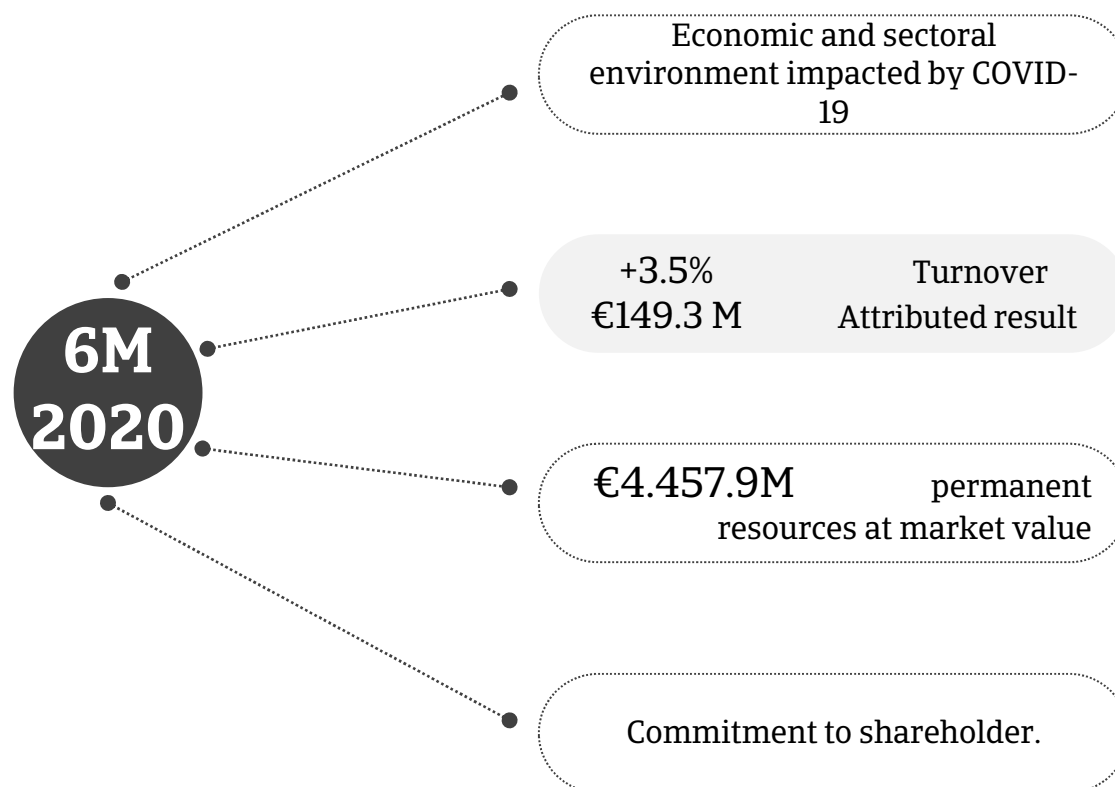
ROE	13.5%	Combined ratio	92.0%
Motor	94.8%	Multi-risk	94.0%
Health	94.6%		

Insurance sector premiums 6M2020: -11.1%



Source: ICEA July 2020

Key financial figures



Grupo Catalana Occidente at 6M2020

(figures in € million)

Income	6M2019	6M2020	% Chg. 19-20
Traditional business	1.385.8	1.499.0	8.2%
Recurring premiums	1.215.1	1.350.8	11.2%
Single premiums life	170.7	148.2	-13.2%
Credit insurance business	1.051.1	1.023.4	-2.6%
Turnover	2.436.9	2.522.4	3.5%

+1.2%
Pro forma increase
Recurring premiums

(figures in € million)

Results	6M2019	6M2020	% Chg. 19-20
Recurring Results Traditional Business	116.3	128.8	10.7%
Recurring Results from Credit Insurance Business	118.9	35.8	-69.9%
Non-Recurring Result	-8.8	-9.0	
Consolidated result	226.4	155.6	-31.3%
Attributed Result	206.5	149.3	-27.7%

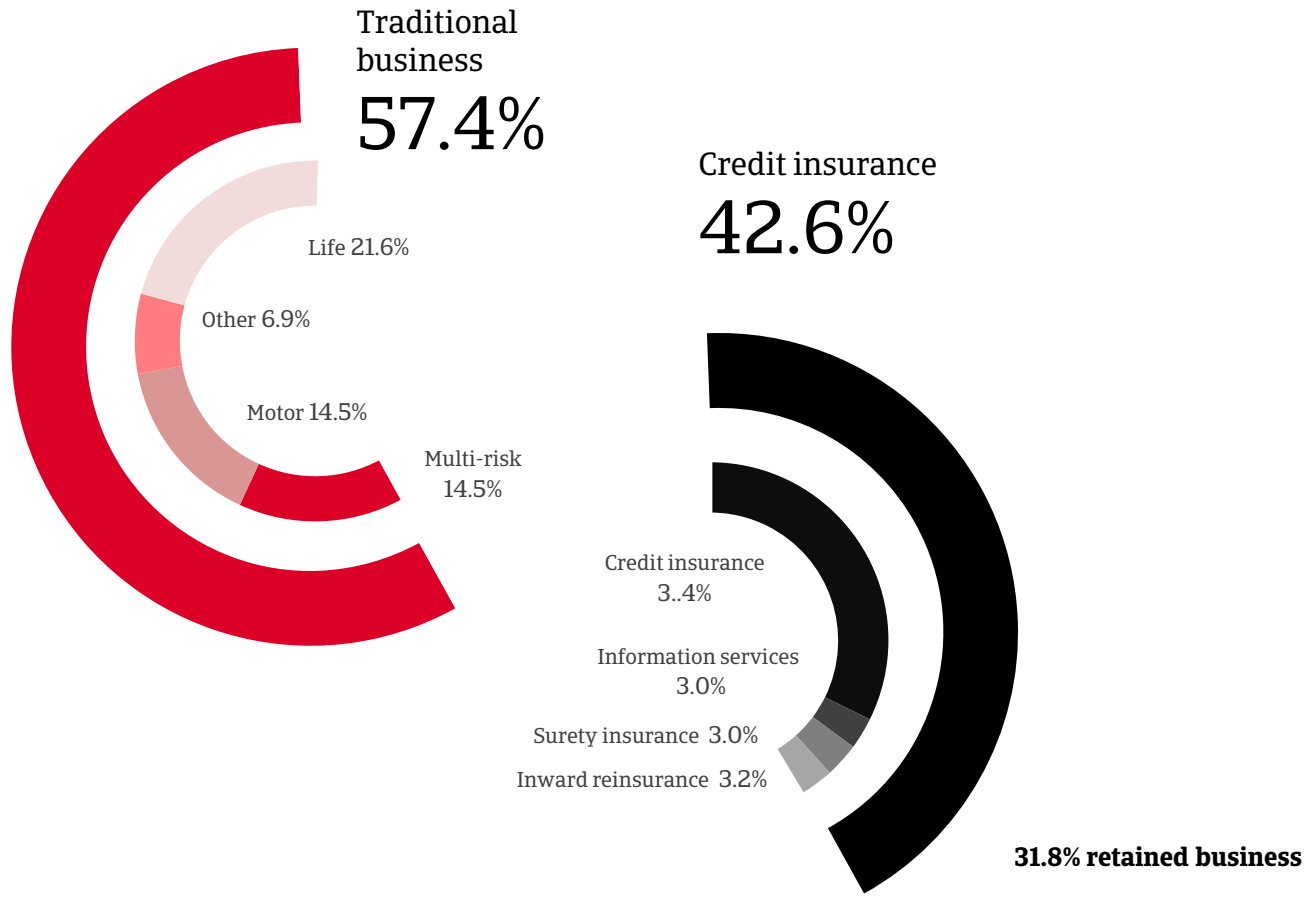
€149.3 M
Attributed result

GCO: Actions during the COVID-19 crisis

- **Employee protection and operational support.**
 - Ensure employee protection and continuity of work. Telework for all our employees.
 - Operational continuity in extreme conditions.
- **Maintenance of customer service.**
 - Proactive in our relationship with the customer through telematic means.
 - Continuity in customer service for expert reports. repairs. agency offices. ...
- **Measures aimed at traditional business.**
 - Flexibility in payment of receipts. instalments and deferment.
 - Adaptation of prices according to the circumstances of the risk and the customer.
 - 24 hour medical guidance for ALL our customers.
- **Measures aimed at the credit insurance business.**
 - Flexibility in payment of receipts. instalments and deferment.
 - Flexibility in the period of declaration of non-payment. extending it by 30 days.
 - Discussions with the different governments to support commercial activity through credit insurance.
- **Measures to support society**
 - Participation with UNESPA in a fund to protect healthcare professionals facing COVID-19.
 - The Jesús Serra Foundation collaborates with Save the Children and supports the CSIC for research in a future vaccine.
 - Creation of an innovation programme to overcome the health challenges involved: Beat the Vid.
 - The Group supports more than 20.000 suppliers affected by COVID-19 through interest-free advances.

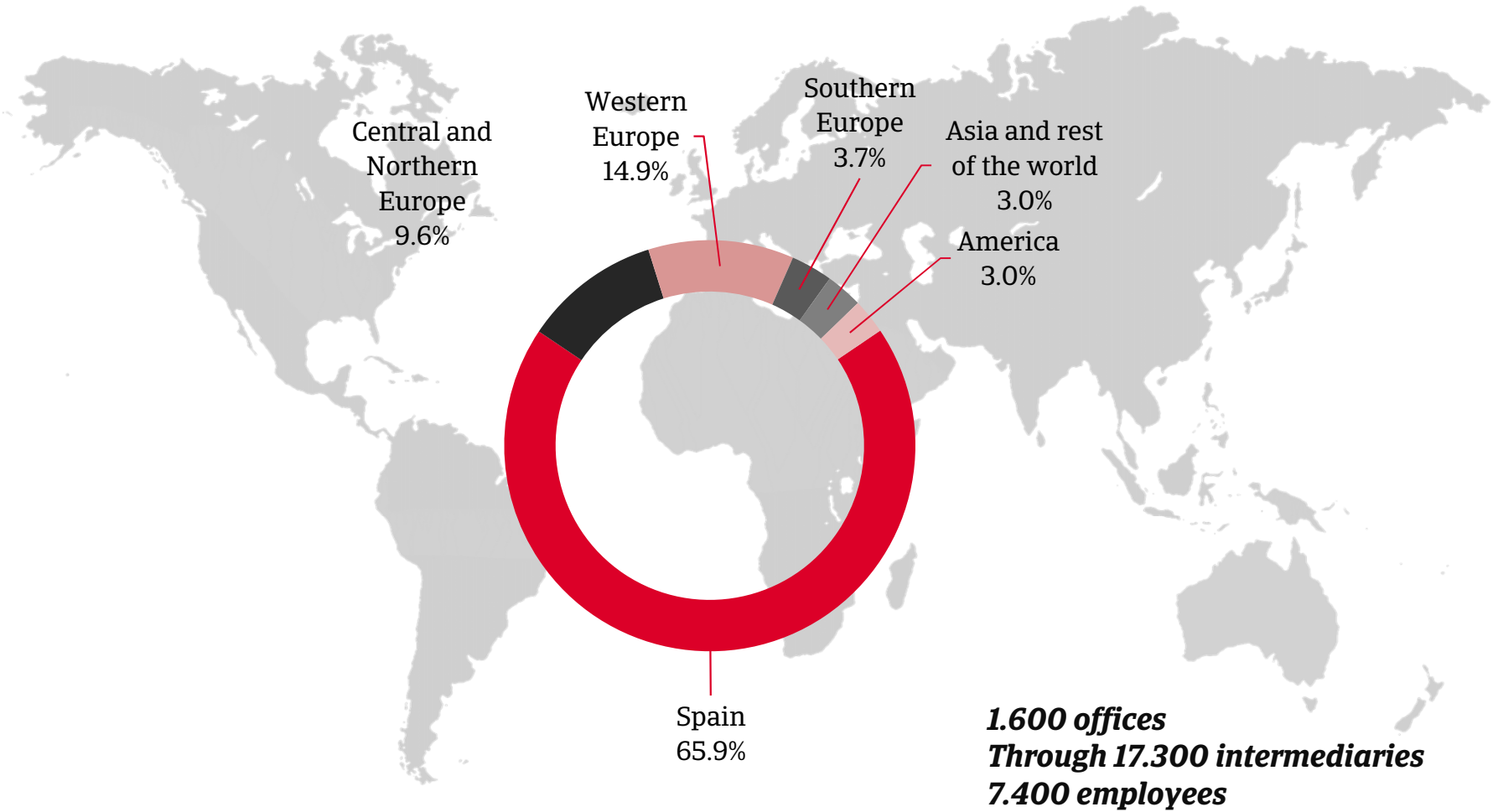
Diversification Grupo Catalana Occidente 12M2019

Balanced portfolio. complete offer

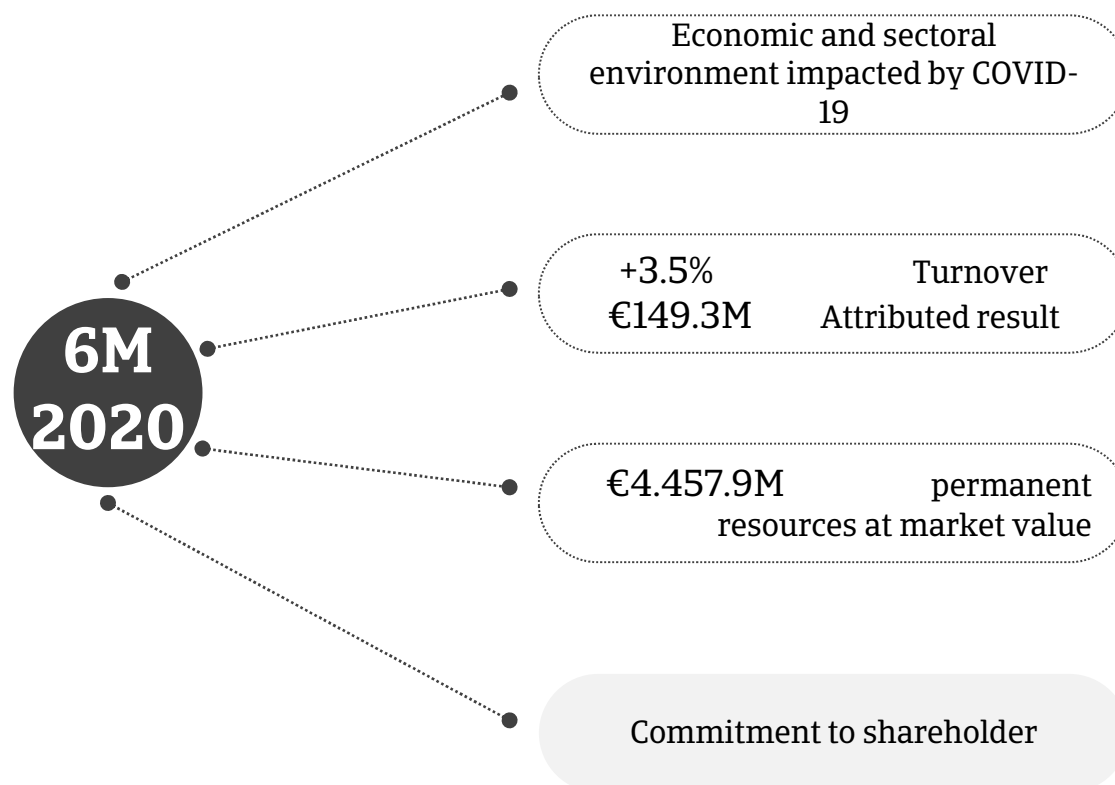


Global presence

In over 50 countries



Key financial figures



Evolution of the share price

Grupo Catalana Occidente shares close the second quarter of 2020 at €20.5/share

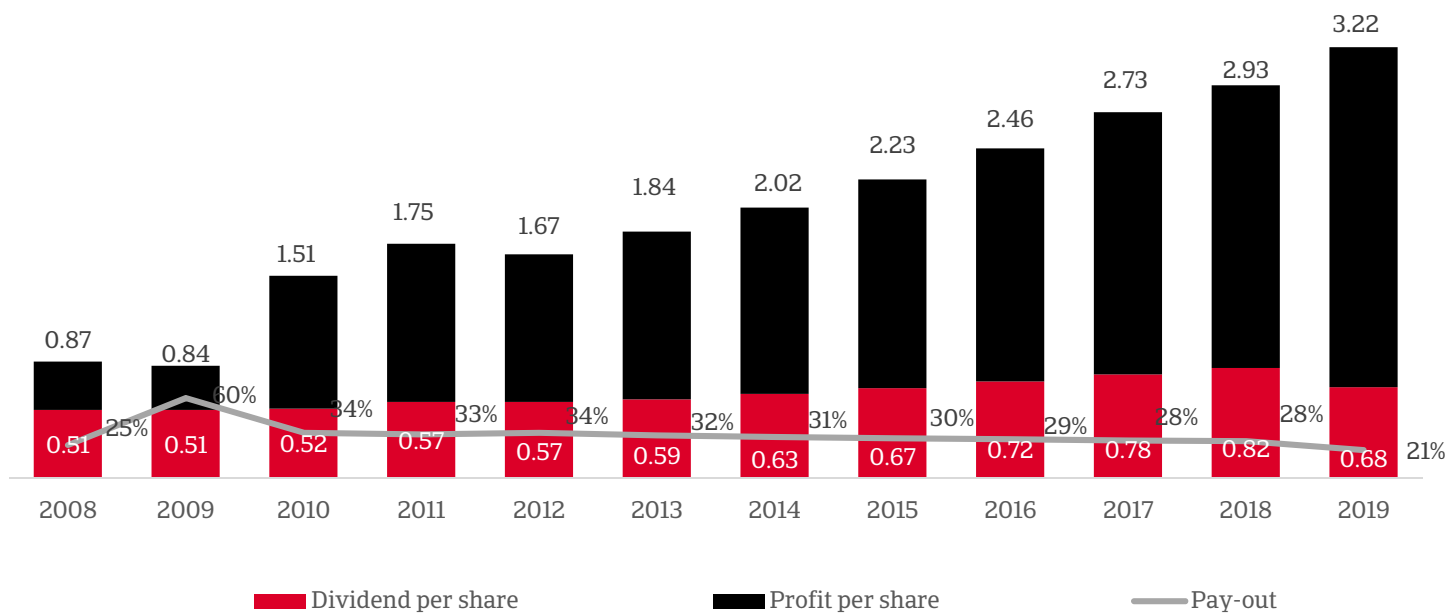


Profitability (YTD)	6M2019	6M2020	TACC 2002 - 6M20
GCO	-0.31%	-34.19%	9.78%
Ibex 35	7.72%	-24.27%	0.98%
EuroStoxx Insurance	16.36%	-22.58%	2.51%

* Annual Compound Growth Rate

Commitment to our shareholder.

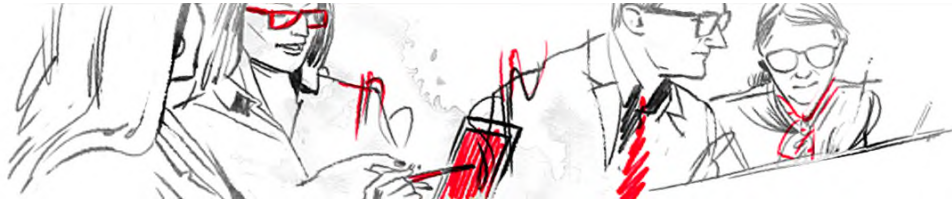
Commitment to shareholder. Maintenance of first interim dividend on 2020 results compared to the previous year



July 2019

€19.06 million

02 Information 6M2020



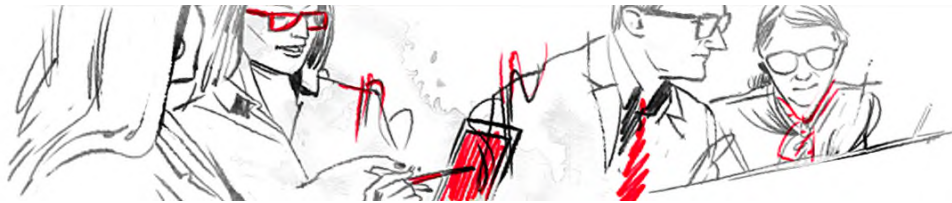
02

Income statement

Traditional business

Credit insurance business

Capital. investments and solvency



Traditional business

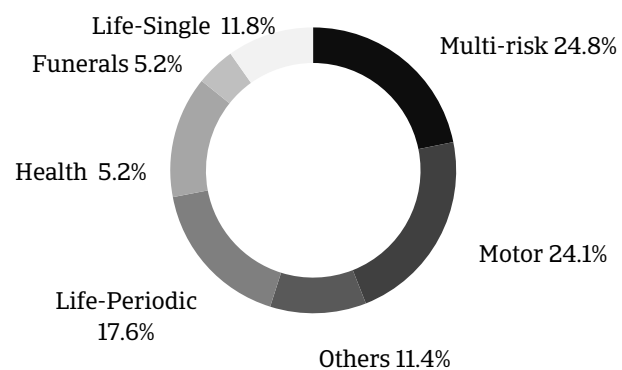
+11.2% € 1.350.8 million
Recurring premiums

+15.7% € 132.2 million
Technical result

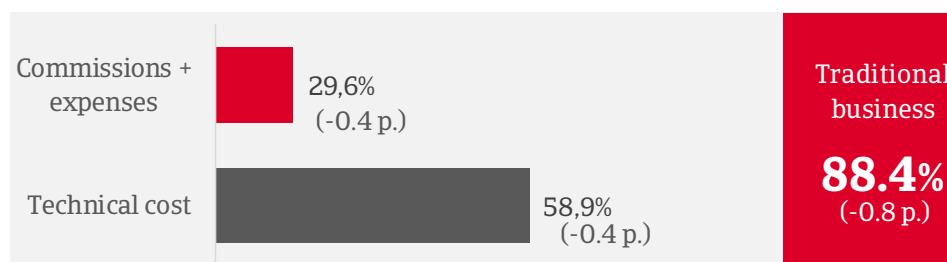
+10.7% € 128.8 million
Recurring result

* Proforma recurring premiums + 1.2%: for 2019 includes integrated Antares 12 months

Traditional business distribution



Combined ratio



Traditional business. Multi-risk



Written
premiums
+3.7%

Combined ratio
87.4%

(figures in € million)

Multi-risk	6M2019	6M2020	% Chg. 19-20	12M2019
Written premiums	355.0	368.1	3.7%	661.6
<i>% Technical cost</i>	<i>53.2%</i>	<i>53.7%</i>	<i>0.5</i>	<i>55.3%</i>
<i>% Commissions</i>	<i>20.9%</i>	<i>21.2%</i>	<i>0.3</i>	<i>20.9%</i>
<i>% Expenses</i>	<i>13.0%</i>	<i>12.5%</i>	<i>-0.5</i>	<i>13.3%</i>
% Combined ratio	87.1%	87.4%	0.3	89.5%
Technical result after expenses	41.6	41.7	0.2%	68.6
<i>% on earned premiums</i>	<i>12.9%</i>	<i>12.6%</i>		<i>10.5%</i>
Earned premiums	322.2	331.8	3.0%	653.3

Traditional business. Motor



Written
premiums
-0.1%

Combined ratio
91.3%

(figures in € million)

Motor	6M2019	6M2020	% Chg. 19-20	12M2019
Written premiums	351.6	351.3	-0.1%	657.3
<i>% Technical cost</i>	<i>69.5%</i>	<i>67.7%</i>	<i>-1.8</i>	<i>70.0%</i>
<i>% Commissions</i>	<i>11.1%</i>	<i>11.1%</i>	<i>0.0</i>	<i>11.1%</i>
<i>% Expenses</i>	<i>12.9%</i>	<i>12.5%</i>	<i>-0.4</i>	<i>12.9%</i>
% Combined ratio	93.5%	91.3%	-2.2	94.0%
Technical result after expenses	20.9	28.3	35.4%	39.6
<i>% on earned premiums</i>	<i>6.5%</i>	<i>8.7%</i>		<i>6.0%</i>
Earned premiums	323.0	325.5	0.8%	655.2

Traditional business. Others



Written premiums

-0.5%

Combined ratio

84.6%

(figures in € million)

Others	6M2019	6M2020	% Chg. 19-20	12M2019
Written premiums	175.7	174.9	-0.5%	311.7
<i>% Technical cost</i>	<i>50.3%</i>	<i>51.2%</i>	<i>0.9</i>	<i>50.1%</i>
<i>% Commissions</i>	<i>20.6%</i>	<i>19.5%</i>	<i>-1.1</i>	<i>20.1%</i>
<i>% Expenses</i>	<i>13.7%</i>	<i>13.9%</i>	<i>0.2</i>	<i>14.3%</i>
% Combined ratio	84.7%	84.6%	-0.1	84.6%
Technical result after expenses	23.7	23.7	0.1%	48.0
<i>% on earned premiums</i>	<i>15.3%</i>	<i>15.4%</i>		<i>15.4%</i>
Earned premiums	154.9	153.7	-0.8%	311.8

Traditional business. Life



Written
premiums
+20.1%

Funeral
combined ratio
83.9%

Health
combined ratio
90.7%

(figures in € million)

Life	6M2019	6M2020	% Chg. 19-20	12M2019
Life insurance turnover	503.5	604.7	20.1%	981.8
Health	45.9	126.4	175.4%	60.9
Funerals	71.1	73.7	3.7%	138.8
Periodic premiums	215.8	256.4	18.8%	438.2
Single premiums	170.7	148.2	-13.2%	343.8
Contributions to pension plans	24.0	29.7	23.8%	69.1
Net contributions to investment funds	1.3	3.6		1.9
Technical result after expenses	28.0	38.4	37.3%	58.4
<i>% on earned premiums</i>	<i>5.3%</i>	<i>7.3%</i>		<i>5.4%</i>
Earned premiums	530.7	523.4	-1.4%	1.087.2

Traditional business

(figures in € million)

Traditional Business	6M2019	6M2020	% Chg. 19-20	12M2019
Written premiums	1,385.8	1,499.0	8.2%	2,612.4
Life insurance premiums. ex single	1,215.1	1,350.8	11.2%	2,268.6
Technical result after expenses	114.2	132.2	15.7%	214.6
<i>% on earned premiums</i>	<i>8.6%</i>	<i>9.9%</i>		<i>7.9%</i>
Financial result	41.8	36.9	-11.7%	59.3
<i>% on earned premiums</i>	<i>3.1%</i>	<i>2.8%</i>		<i>2.2%</i>
Non technical result	-8.5	-8.0		-14.6
Funeral business complementary activity	1.4	3.2		2.7
Corporation tax	-32.5	-35.5		-50
Recurring result	116.3	128.8	10.7%	212.1
Non-recurring result	-4.5	-8.2		-7.9
Total result	111.8	120.6	7.9%	204.2
Earned premiums	1,330.8	1,334.4	0.3%	2,707.5

📎 See annexes: expenses, financial result and non-recurring.

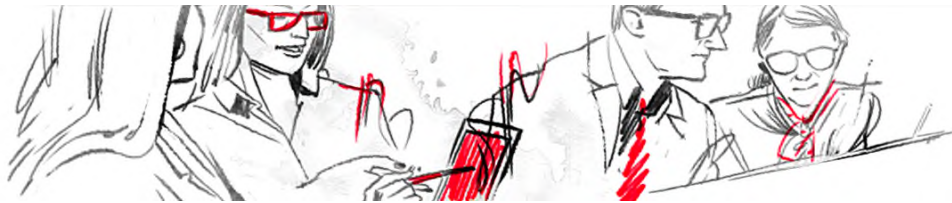
02

Income statement

Traditional business

Credit insurance business

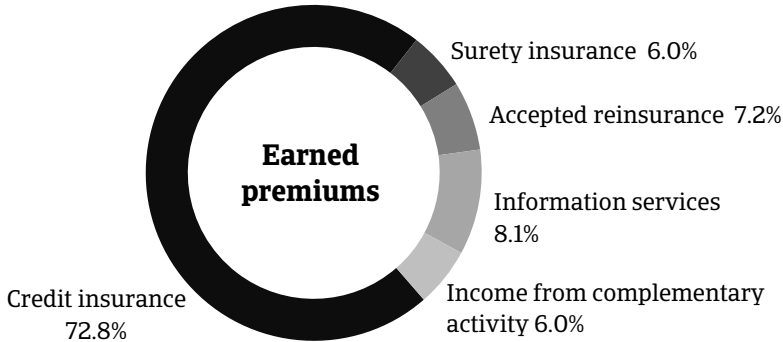
Capital. investments and solvency



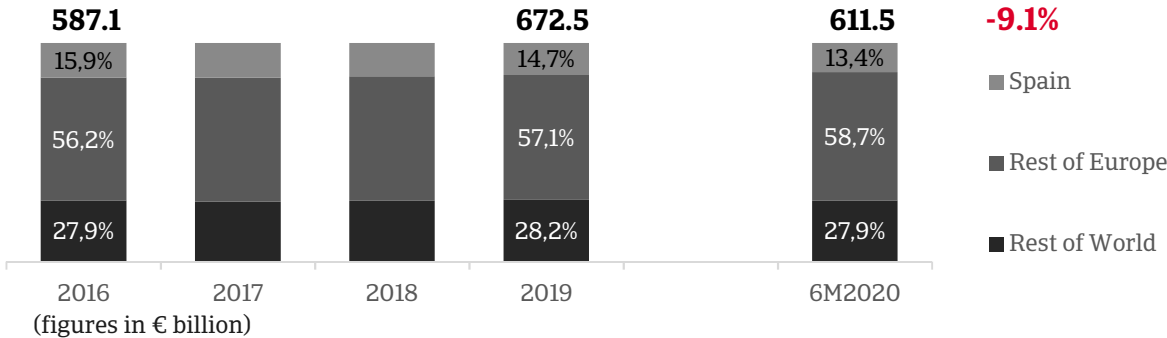
Credit insurance business

+1.6% € 889.7 million Earned premiums	-72.3% € 42.1 million Net technical result	-69.9% € 35.8 million Recurring result
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Credit insurance business distribution

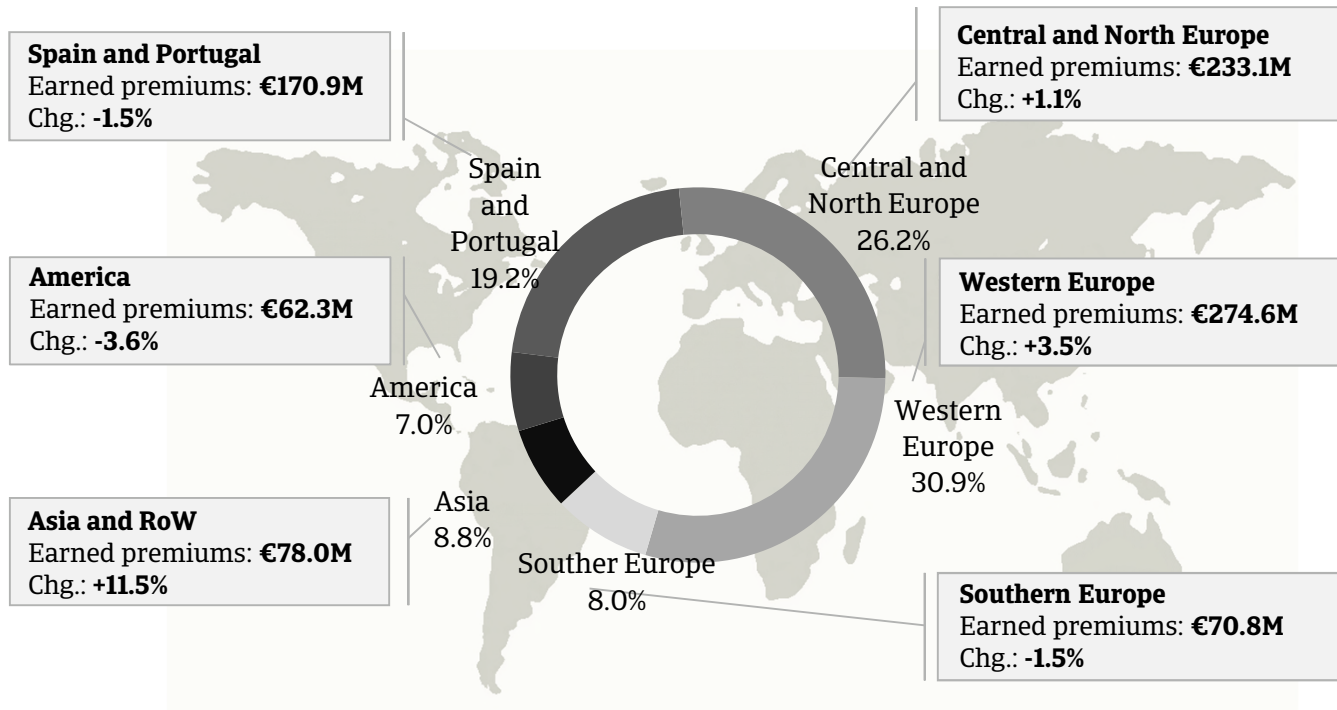


Evolution of cumulative risk (TPE)



Credit insurance business

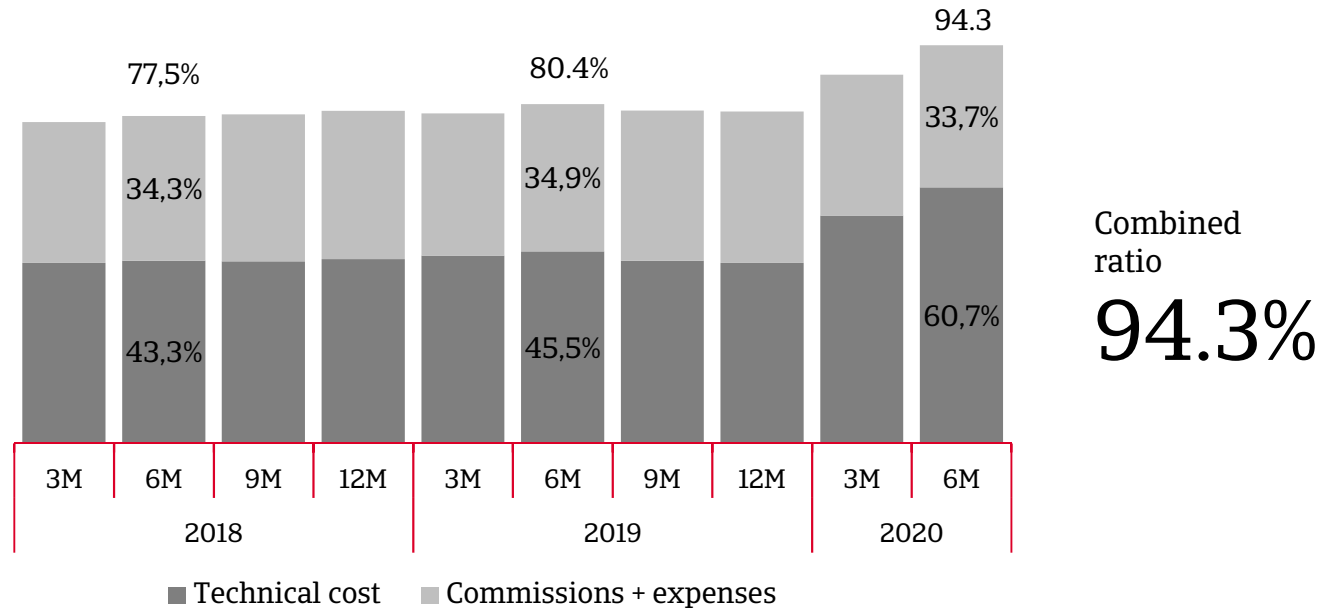
€889.7 million +1.6%
Earned premiums



€973.2 million +1.4%
Earned premiums and information services

Credit insurance business

Gross combined ratio evolution



Credit insurance business

(figures in € million)

Credit insurance business	6M2019	6M2020	% Chg. 19-20	12M2019
Earned premiums	875.7	889.7	1.6%	1.759.5
Information services	84.5	83.5	-1.1%	136.5
Total insurance income	960.2	973.2	1.4%	1.896.0
Technical result after expenses	188.3	55.1	-70.7%	404.8
<i>% on income</i>	19.6%	5.7%		21.4%
Reinsurance result	-36.3	-13.1	-63.9%	-82.6
<i>Reinsurance assignment rate</i>	38.0%	37.0%		38
Net technical result	152.0	42.1	-72.3%	322.2
<i>% on income</i>	15.8%	4.3%		17.0%
Financial result	4.3	6.9	60.5%	5.6
<i>% on income</i>	0.4%	0.7%		0.3%
Result of complementary act.	2.1	5.7		3.2
Corporate tax	-36.4	-16.0	-56.0%	-85.4
Adjustments	-3.1	-2.8		-7.4
Recurring result	118.9	35.8	-69.9%	238.2
Non-recurring result	-4.3	-0.8		-17.9
Total business result	114.6	35.0	-69.5%	220.3

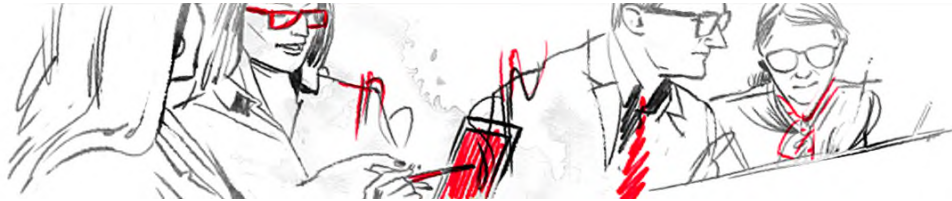
02

Income statement

Traditional business

Credit insurance business

Capital. investments and solvency



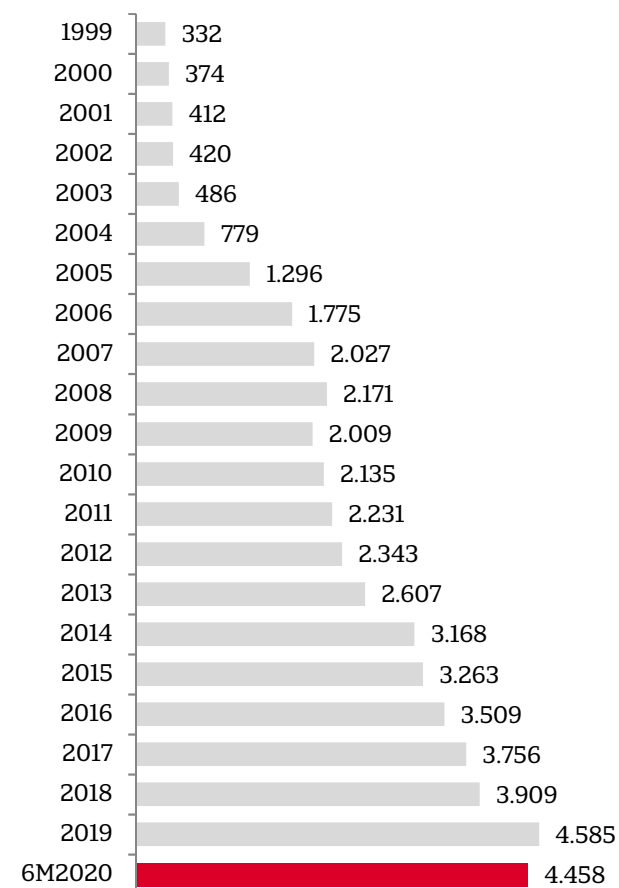
Financial strength

At the end of the second quarter of 2020 the Group's capital decreased 2.8%. mainly due to the evolution of the financial markets.

(figures in € million)

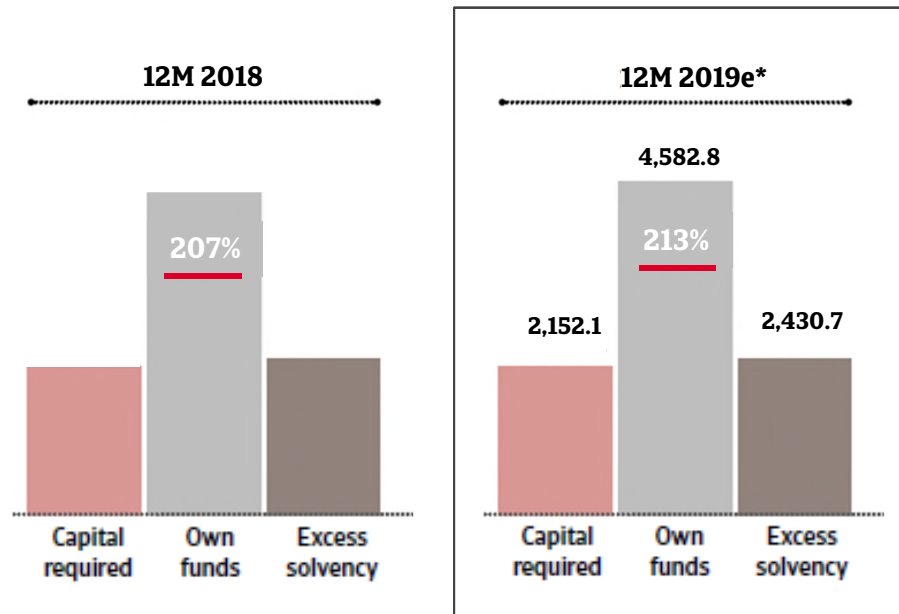
Permanent resources on 12/31/2019	4.051.7
Permanent resources at market value on 12/31/2019	4.584.8
Net equity on 01/01/2020	3.851.2
(+) Consolidated results	155.6
(+) Paid dividends	-62.5
(+) Change for valuation adjustments	-217.1
(+) Other changes	-5.1
Total movements	-129.1
Total net equity on 30/06/2020	3.722.1
Subordinated debt	200.6
Permanent resources on 30/06/2020	3.922.7
Capital gains not included in balance sheet (properties)	535.2
Permanent resources at market value 30/06/2020	4,457.9

-2.8%



Sound solvency position: 213% year end 2019

Grupo Catalana Occidente has a sound financial and solvency position to withstand adverse scenarios



The solvency II ratio remains above 175%. even in adverse scenarios.

Equity is of high quality (more than 95% is tier1).

* Data with transitional technical provisions and partial internal model.



Presentation of the report on the financial and solvency situation
 April: Group entities
 May: Grupo Catalana Occidente

Credit rating

The “a+” rating reflects the strength of the balance sheet, good business model, excellent operating results and the appropriate capitalization of the Group thanks to the internal generation of capital by the entities

“A”

A.M. Best: Group operating entities

This highlights the prudence in the underwriting that is reflected in a positive evolution of operating results with an excellent combined ratio and a high return on capital (ROE).

“A2”

Moody’s operating entities of the credit insurance business

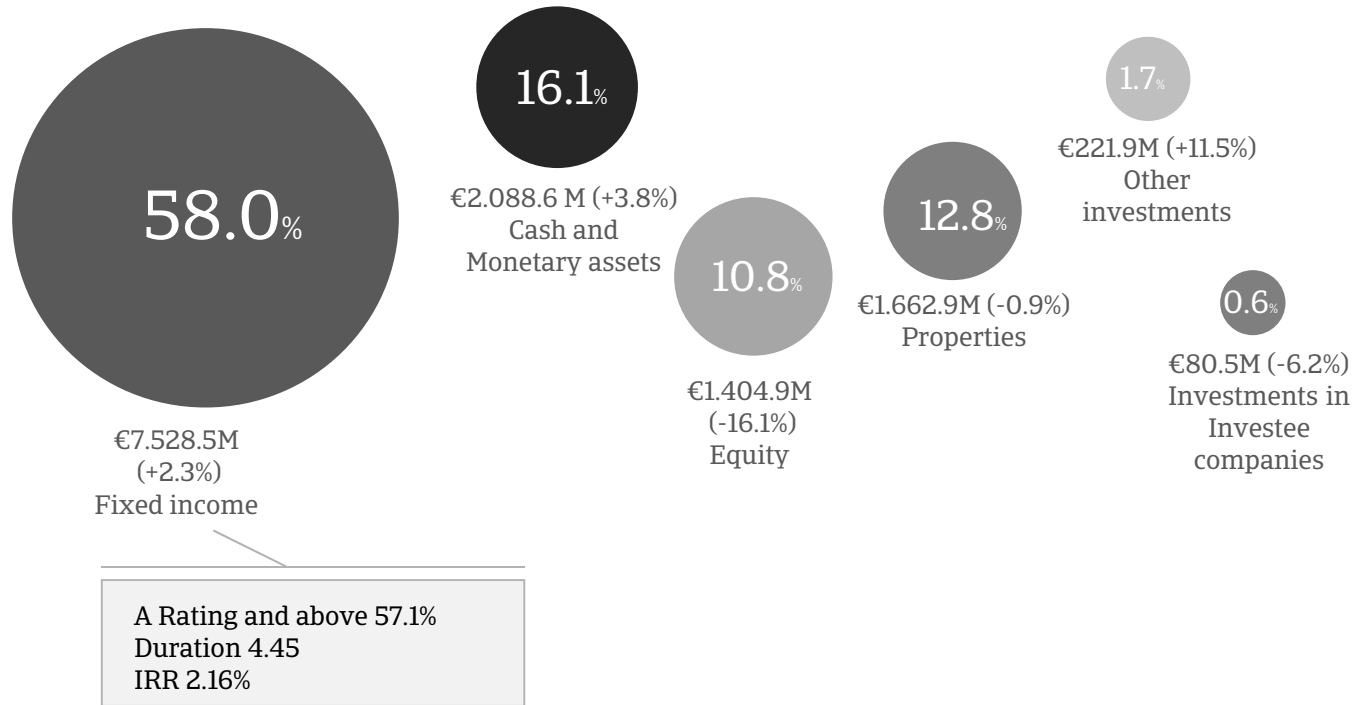
This highlights the strong competitive position, solid capitalization, low financial leverage and prudent investment portfolio.

Investments

The Group invests in traditional assets through a prudent, diversified management

€14,328.0 million

(-0.3% compared to managed funds at the end of 2019)



Sustainable business

For the Grupo Catalana Occidente, sustainability is the voluntary commitment to integrate into its strategy a responsible management of economic, social and environmental aspects, encourage ethical behaviour with its stakeholders, rigorously apply the principles of good governance and contribute to the well-being of society through the creation of sustainable social value.

Grupo Catalana Occidente subscribes to the Principles of the United Nations Global Compact and in February 2020 adhered to the Principles for Sustainability in Insurance (PSI) and the Principles for Responsible Investment (PRI). Furthermore, through current activity and social action, it also supports the Sustainable Development Goals (SDG) defined by the UN by promoting aspects such as economic growth and progress, equal opportunities, quality learning, energy efficiency and health and welfare care..

For more information, the Corporate Responsibility Report prepared in accordance with GRI Standards, an essential option, is now available on the Grupo Catalana Occidente website.

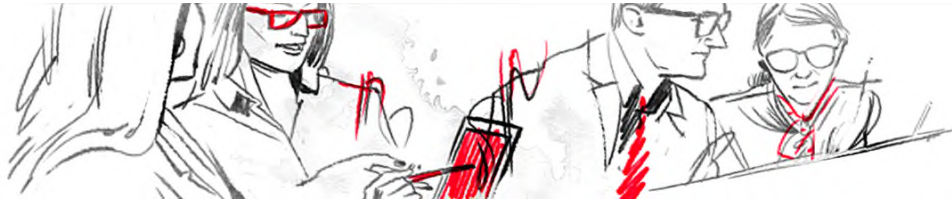
New materiality 2020

In order to identify the key issues for the Grupo Catalana Occidente and its stakeholders, in 2020 the materiality was updated after an internal and external analysis that includes the weighing of factors such as the new legal requirements, demands of analysts and investors and sectoral and Group challenges.

Material matters of the Grupo Catalana Occidente

- Customer experience.
- Ethics and transparency.
- ESG Risk management
- Attracting, developing and retaining talent
- Climate change and environmental management
- Responsible investment.
- Responsible products or ESG.
- Data protection. Cyber security.
- Innovation.
- Quality employment.
- Health and safety.
- Corporate governance.
- Commitment to society.
- Management of service providers.
- Ethics, integrity and transparency.
- Development of local communities.
- Human rights.

03 Calendar and annexes



Calendar

Relationship with Analysts and Investors


January	February	March	April	May	June	July	August	September	October	November	December
	27 Results 12M2019		30 Results 3M2020			30 Results 6M2020			29 Results 9M2020		
	27 Results Presentation 12M2019 16.30			4 Results Presentation 3M2020 16.30		30 Results Presentation 6M2020 16.30			29 Results Presentation 9M2020 16.30		
			30 General Shareholders' Meeting 2019								
	Interim Dividend 2019			Complementar y Dividend 2019		Interim Dividend 2020			Interim Dividend 2020		

Contact

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<https://www.grupocatalanaoccidente.com/accionistas-e-inversores>

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Income statement

	6M2019	6M2020	% Chg. 19-20	12M2019
Premiums	2.352.4	2.438.9	3.7%	4.411.2
Information services	84.5	83.5	-1.1%	136.5
Turnover	2.436.9	2.522.4	3.5%	4.603.1
Tecnical cost	1.371.5	1.490.5	8.7%	2.739.5
% on total net income	56.3%	64.6%		59.5%
Commissions	279.0	278.8	-0.1%	561.1
% on total net income	11.4%	12.1%		12.2%
Expenses	378.5	364.0	-3.8%	764.3
% on total net income	15.5%	15.8%		16.6%
Technical result	261.7	174.2	-33.4%	538.2
% on total net income	10.7%	7.5%		11.7%
Financial result	39.6	20.1	-49.2%	37.9
% on total net income	1.6%	0.9%		0.8%
Non-financial non-technical account result	-13.3	-2.7		-25.9
% on total net income	-0.5%	-0.1%		-0.6%
Comp. Act. results credit insurance and funeral business	3.5	8.8		5.9
% on total net income	0.1%	0.4%		0.1%
Profit before tax	291.5	200.3	-31.3%	556.2
% on total net income	12.0%	8.7%		12.1%
Taxes	65.1	44.7		131.7
% taxes	22.3%	22.3%		23.7%
Consolidated result	226.4	155.6	-31.3%	424.5
Result attributable to minorities	19.8	6.3	-68.2%	38.6
Attributed result	206.5	149.3	-27.7%	385.9
% on total net income	8.5%	6.5%		8.4%

Credit insurance business

(figures in € million)

Income	6M2019	6M2020	% Chg. 19-20	12M2019
Earned premiums (€ million)	875,7	889,7	1.6%	1.795,5
Credit insurance	740.3	753.7	1.8%	1.496.6
Surety insurance	60.5	61.8	2.1%	122.7
Accepted reinsurance	74.9	74.2	-0.9%	140.2
Information services	84.5	83.5	-1.1%	136.5
Total insurance income	960.2	973.2	1.4%	1.896.0
Complementary act.	59.2	61.8	4.4%	118.6
Income CI	1019.4	1035.1	1.5%	2.014.6
Written premiums	966.6	939.9	-2.8%	1.798.8

Evolution of net combined ratio

	6M2019	6M2020	% Chg. 19-20	12M2019
% Gross technical cost	45.5%	60.7%	15.2	42.8%
% Commissions + gross expenses	34.9%	33.7%	-1.2	35.9%
% Gross Combined ratio	80.4%	94.3%	13.9	78.7%
% Net technical cost	44.9%	59.4%	14.5	43.4%
% Commissions + net expenses	30.7%	33.0%	2.3	30.0%
% Net combined ratio	75.6%	92.4%	16.8	73.4%

Credit insurance business

Agreement signed	Main features	Conditions	Premiums granted
Germany	<u>Guarantee contracts similar to proportional reinsurance.</u> Cover for risks underwritten between 1 January and 31 December 2020 (excluding claims reported before 1 March 2020). The measure is for trade credit originated by insured parties operating in Germany and covers debtors within and outside Germany.	65% of the premiums. 90% of the claims. No commissions	€52.8M
Belgium	<u>Quota share by tranches according to the claim ratio.</u> Cover for risks underwritten between 1 January and 31 December 2020 (excluding claims reported before 27 March 2020). The measure is for trade credit originated by insured parties operating in Belgium and covers debtors within and outside Belgium.	Depending on the claims ratio, between 50% and 90% of premiums and claims are ceded. 35% commission.	€9.1M
The Netherlands	<u>Proportional reinsurance agreement.</u> Cover for insured risks underwritten between 1 January and 31 December 2020 (excluding claims reported before 29 February 2020). The measure is for trade credit originated by insured parties operating in The Netherlands and covers debtors within and outside The Netherlands.	90% of premiums and claims from new policyholders. 100% of premiums and 90% of claims of the insured in the portfolio. The government assumes all costs.	€53.3M
Denmark	<u>Guarantee contracts similar to proportional reinsurance.</u> Cover for risks underwritten between 1 January and 31 December 2020 (excluding claims reported before 01 March 2020). The measure is for trade credit originated by insured parties operating in Denmark and covers debtors within and outside Denmark.	65% of the premiums. 90% of the claims. No commissions	€10.2M
Luxembourg	<u>Quota share by tranches according to the claim ratio.</u> Cover for risks underwritten between 1 January and 31 December 2020 (excluding claims reported before 01 March 2020). The measure is for trade credit originated by insured parties operating in Luxembourg and covers debtors within and outside Luxembourg.	Depending on the claims ratio, between 50% and 90% of premiums and claims are ceded. 35% commission.	
France	<u>Cap relies: reinsurance contract with an operation similar to the quota share with some peculiarities depending on the quality of the risks assumed.</u> Cover for risks underwritten between 16 March and 31 December 2020. The measure is for trade credit originated by insured parties operating in France and covers debtors within and outside France.	75% of the premiums. 75% of the claims. 25% commission.	

Credit insurance business - TPE

(figures in € million)

Cumulative risk by country	2016	2017	2018	2019	6M2020	% Chg. 19-20	% of total
Spain and Portugal	93.437	98.714	99.453	98.739	82.076	-16,9%	13,4%
Germany	82.783	86.430	90.599	93.024	88.853	-4,5%	14,5%
Australia and Asia	79.013	84.233	92.222	95.595	86.181	-9,8%	14,1%
Americas	71.970	73.188	75.773	81.269	73.648	-9,4%	12,0%
Eastern Europe	55.098	59.253	63.935	68.595	63.091	-8,0%	10,3%
United Kingdom	43.794	43.537	44.989	51.019	45.015	-11,8%	7,4%
France	43.323	49.326	51.866	48.407	44.390	-8,3%	7,3%
Italy	37.208	42.242	44.263	43.661	40.945	-6,2%	6,7%
Nordic and Baltic countries	26.964	28.738	30.525	31.748	29.958	-5,6%	4,9%
The Netherlands	25.268	27.636	29.650	30.392	29.876	-1,7%	4,9%
Belgium and Luxembourg	15.708	16.701	17.285	17.444	16.828	-3,5%	2,8%
Rest of the World	12.538	12.830	12.842	12.627	10.645	-15,7%	1,7%
Total	587.104	622.829	653.404	672.520	611.506	-9,1%	100%

Credit insurance business - TPE

(figures in € million)

Cumulative risk by sector	2016	2017	2018	2019	6M2020	% Chg. 19-20	% on total
Electronics	70.510	74.476	77.433	82.858	72.369	-12,7%	11,8%
Chemicals	78.593	82.783	86.479	87.466	81.954	-6,3%	13,4%
Durable consumer goods	65.324	68.442	69.881	73.145	66.053	-9,7%	10,8%
Metals	58.855	63.419	68.424	72.285	62.674	-13,3%	10,2%
Food	55.640	58.608	63.001	64.587	63.966	-1,0%	10,5%
Transport	53.434	56.930	60.461	61.128	53.533	-12,4%	8,8%
Construction	43.133	46.896	49.773	51.495	46.868	-9,0%	7,7%
Machinery	34.734	37.137	39.972	41.225	39.062	-5,2%	6,4%
Agriculture	30.907	33.318	33.876	33.954	29.930	-11,9%	4,9%
Construction materials	25.387	27.058	28.359	29.389	28.940	-1,5%	4,7%
Services	25.276	26.994	27.837	27.109	23.832	-12,1%	3,9%
Textiles	19.855	20.562	20.324	19.660	16.282	-17,2%	2,7%
Paper	13.590	13.929	14.525	15.065	13.344	-11,4%	2,2%
Finances	11.867	12.277	13.058	13.156	12.699	-3,5%	2,1%
Total	587.104	622.829	653.404	672.520	611.506	-9,1%	100%

General expenses and commissions

(figures in € million)

Expenses and commissions	6M2019	6M2020	% Chg. 19-20	12M2019
Traditional business	152.9	151.0	-1.2%	315.2
Credit insurance business	220.4	212.3	-3.7%	449.0
Non-recurring expenses	5.2	0.7		0.0
Total expenses	378.5	364.0	-3.8%	764.3
Commissions	279.0	278.8	-0.1%	561.1
Total expenses and commissions	657.5	642.8	-2.2%	1.325.4
% of recurring premiums	29.9%	28.0%		32.6%

Financial result

	(figures in € million)			
Financial result	6M2019	6M2020	% Chg. 19-20	12M2019
Financial income net of expenses	115.6	104.9	-9.3%	215.7
Exchange rate differences	0.0	-0.1		0.0
Subsidiary companies	0.3	0.3		1.1
Interest applied to life	-74.1	-68.2	-8.0%	-157.6
Financial recurring result of traditional business	41.8	36.9	-11.7%	59.3
% earned premiums	3.1%	2.8%		2.2%
Financial income net of expenses	9.1	7.5	-17.6%	16.6
Exchange rate differences	-0.3	7.5		-1.3
Subsidiary companies	3.9	0.3		7.1
Interest for subordinated debt	-8.4	-8.4	0.0%	-16.9
Financial recurring result of insurance credit business	4.3	6.9	60.5%	5.6
% net insurance income	0.5%	0.7%		0.3%
Intra group interest adjustments	-1.9	-0.6		-3.5
Recurring financial result of adjusted credit insurance	2.5	6.3		2.1
Recurring financial result	44.3	43.2	-2.5%	61.5
% on total Group's Income	1.9%	1.9%		1.3%
Non-recurring financial result	-4.7	-23.2		-23.5
Financial result	39.6	20.1	-49.2%	37.9

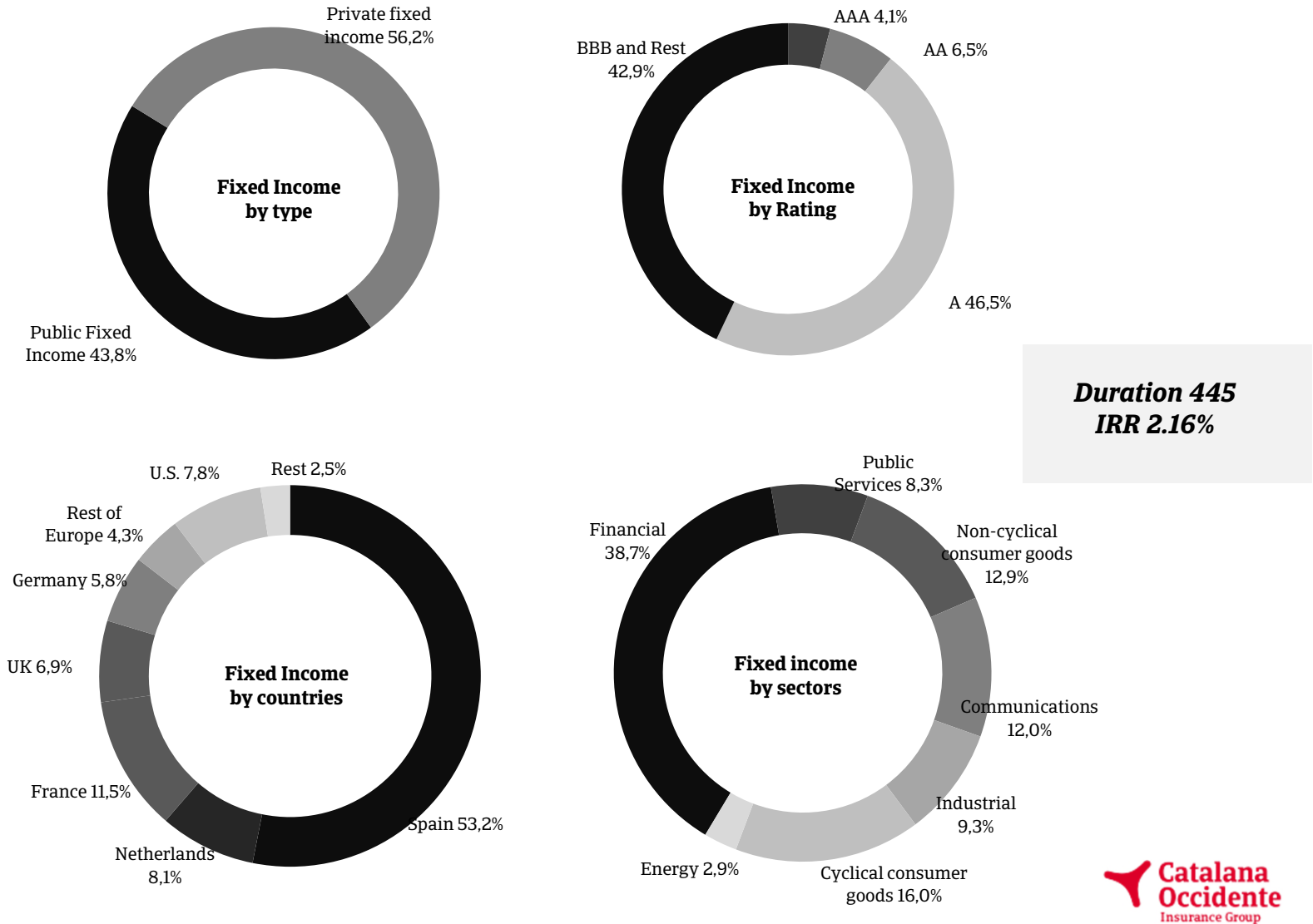
Non-recurring result

(figures in € million)

Non-recurring result (net of taxes)	6M2019	6M2020	12M2019
Financial	-4.2	-23.1	-5.4
Expenses and other non-recurrent	-1.8	8.5	-3.9
Taxes	1.6	6.4	1.4
Non-recurring from traditional business	-4.5	-8.2	-7.9
Financial	-0.5	-0.1	-18.1
Expenses and other non-recurring	-5.2	-0.2	0.0
Taxes	1.3	-0.5	0.2
Non-recurring from credit insurance business	-4.3	-0.8	-17.9
Non-recurring result net of taxes	-8.8	-9.0	-25.8

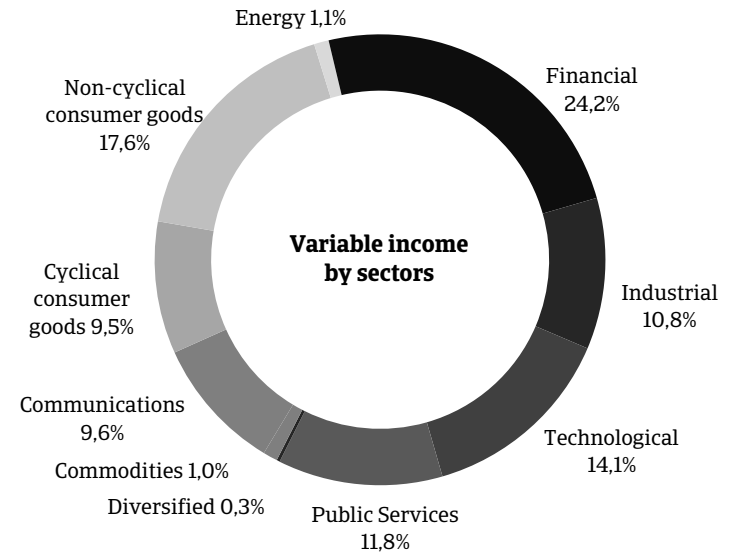
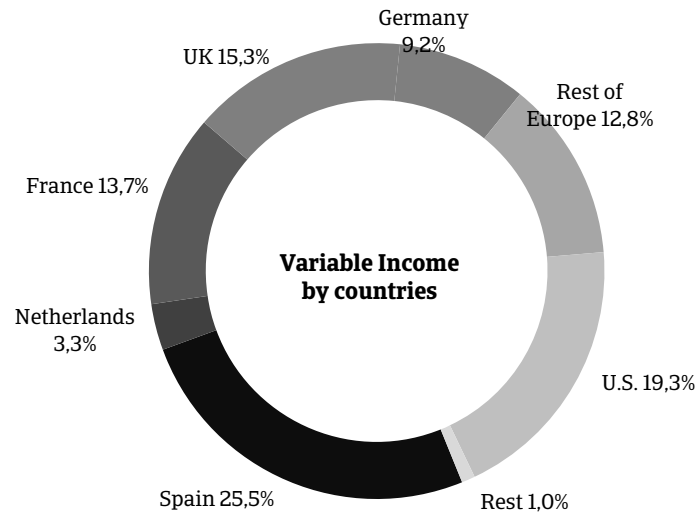
Investments

High quality from the fixed income portfolio



Investments in equity

High liquidity 10.8% equity



Balance Sheet

	(figures in € million)		
Assets	12M2019	6M2020	% Chg. 19-20
Intangible assets and property	1,429.1	1,427.6	-0.1%
Investments	12,618.4	12,600.3	-0.1%
Investment property	661.4	657.2	-0.6%
Financial investments	10,602.3	10,490.2	-1.1%
Cash and short-term assets	1,354.7	1,452.9	7.2%
Reinsurance of technical provisions	874.3	1,062.8	21.6%
Other assets	1,756.0	2,111.1	20.2%
Deferred tax assets	226.3	269.0	18.9%
Credits	951.0	1,245.3	30.9%
Other assets	578.7	596.8	3.1%
Total assets	16,677.9	17,201.7	3.1%
Net liabilities and equity	12M2019	6M2020	% Chg. 19-20
Permantent resources	4,051.7	3,922.7	-3.2%
Net equity	3,851.2	3,722.1	-3.4%
Parent Company	3,477.1	3,356.3	-3.5%
Minority interests	374.1	365.8	-2.2%
Subordinated liabilities	200.5	200.6	0.0%
Technical provisions	10,652.1	11,181.3	5.0%
Other liabilities	1,974.1	2,097.7	6.3%
Other provisions	210.5	203.4	-3.4%
Deposits received for assigned reinsurance	52.9	53.7	1.5%
Deferred tax liabilities	488.4	457.4	-6.3%
Debts	767.8	941.2	22.6%
Other liabilities	454.5	442.0	-2.8%
Total net liabilities and equity	16,677.9	17,201.7	3.1%

Grupo Catalana Occidente

The business model of the Group is based on leadership in protection and long-term welfare for families and companies in Spain and on the coverage of commercial credit risks at international level, seeking growth, profitability and solvency.

Insurance specialist



- Over 150 Years' experience
- Global offer
- Sustainable and socially responsible model.

Closeness – global presence



- Distribution of intermediaries
- Over 17.600 intermediaries
- Over 7.350 employees
- Over 1.600 offices
- Over 50 countries

Sound financial structure









- Listed on the stock exchange
- "A" rating
- Stable, committed shareholders

Technical rigour



- Excellent combined ratio
- Strict cost control
- 1999-2019: Ten-fold increase in profits
- Prudent and diversified investment portfolio

Challenges for 2020

 Growth	 Profitability	 Solvency
<p>Distribution channels</p> <p>Products and services</p> <p>Customer orientation</p>	<p>Actuarial technique</p> <p>Investments</p> <p>Efficiency</p>	<p>Human team and values</p> <p>Innovation and branding</p> <p>Risk and capital management</p>
 <ul style="list-style-type: none"> • Increase the size of agencies and strengthen the specialised networks. • Advance in accessibility: digitization / connectivity • Prioritise the “customer concept” in management. 	 <ul style="list-style-type: none"> • Continue to refine underwriting and technical management to improve margins • Adapt the management of investments to liabilities and obligations of the business • Advance in the simplicity of products, processes and systems. 	 <ul style="list-style-type: none"> • Develop internal talent and enhance corporate culture. • Advance innovation by incorporating it into management • Maintain financial strength, risk management capabilities and control systems.

Global presence



Saudi Arabia Dubai(**)
Europe
 Austria Vienna
 Belgium NamurAntwerp
 Czech Republic Prague
 Denmark CopenhagenÅrhus
 Finland Helsinki
 France ParisBordeauxCompiègneLille Lyon Marseille NancyOrléansRennesStrasbourgToulouse
 Germany CologneBerlinBielefeldBremenDortmund.
 FrankfurtFreiburgHamburgHanoverKassel.
 MunichNurembergStuttgart
 Greece Athens
 Hungary Budapest
 Ireland Dublin
 Italy RomeMilan
 Luxembourg Luxembourg
 The Netherlands AmsterdamUmmen
 Norway Oslo
 Poland WarsawKrakowPoznanJeleniaGora
 Portugal LisbonPort
 Russia Moscow(***)
 Slovakia Bratislava
 Spain País Vasco, Cataluña, Galicia, Andalucía, Asturias, Cantabria, La Rioja, Murcia, Comunidad Valenciana, Aragón, Castilla la Mancha, Navarra, Extremadura, Madrid, Castilla-Leon, Balearic Islands, Canary Islands, Ceuta and Melilla.
 Sweden Stockholm
 Switzerland ZurichLausanneLugano
 Turkey Istanbul
 United Kingdom CardiffBelfastBirminghamLondonManchester;
Middle East
 Israel Tel Aviv(*)
 Lebanon Beirut(*)
 United Arab Emirates Dubai (**)
 Saudi Arabia Dubai (**)

Asia
 China Shanghai(***)
 HongKong HongKong
 India Mumbai(***)
 Indonesia Jakarta(**)
 Japan Tokyo
 Malaysia Kuala Lumpur(**)
 Philippines Manila(**)
 Singapore Singapore
 Taiwan Taipei(**)
 Thailand Bangkok(**)
 Vietnam Hanoi(**)
Africa
 Kenya Nairobi(*)
 South Africa Johannesburg(*)
 Tunisia Tunis(*)
Americas
 Argentina Buenos Aires(*)
 Brazil São Paulo
 Canada Almonte(Ontario)Mississauga(Ontario)Duncan (British Columbia)
 Chile Santiago de Chile(*)
 Mexico Mexico City, Guadalajara, Monterrey.
 Peru Lima(*)
 USA Hunt Valley (Maryland) Chicago (Illinois) The Angeles (California) New York (New York)
Oceania
 Australia SydneyBrisbaneMelbournePerth
 New Zealand Wellington

(*) Partnership and collaboration agreements
 (***) Services established with local partners

Corporate structure

GRUPO CATALANA OCCIDENTE		
Main entities		
Seguros Catalana Occidente	Tecniseguros	GCO Gestión de Activos
Seguros Bilbao	Bilbao Vida	GCO Gestora de Pensiones
NorteHispana Seguros	S. Órbita	Catoc SICAV
Plus Ultra Seguros	Previsora Bilbaina Agencia de Seguros	Bilbao Hipotecaria
GCO Re	Bilbao Telemark	Sogesco
	Inversions Catalana Occident	Hercasol SICAV
	CO Capital Ag. Valores	GCO Activos Inmobiliarios
	Cosalud Servicios	
	GCO Tecnología y Servicios	
	Prepersa	
	GCO Contact Center	
	Grupo Asistea	
Atradius Crédito y Caución	Atradius Collections	Grupo Compañía Española Crédito y Caución
Atradius Re	Atradius Dutch State Business	Atradius NV
Atradius ATCI	Atradius Information Services	Atradius Participations Holding
Atradius Seguros de Crédito México	Iberinform International	Atradius Finance
Atradius Rus Credit Insurance	Graydon	
Crédito y Caución Seguradora de Crédito e Grantias Brazil		
INSURANCE COMPANIES	COMPLEMENTARY INSURANCE COMPANIES	INVESTMENT COMPANIES

Traditional business
Credit insurance business

Risk strategy

Grupo Catalana Occidente defines its risk strategy based on risk appetite and tolerance, and ensures that its integration with the business plan allows it to meet the risk appetite approved by the Board.

The risk strategy consists of:

▷ **Risk profile**

Risk assumed in terms of solvency.

▷ **Risk appetite**

Risk in terms of solvency that the entity intends to accept in order to reach its objectives.

▷ **Risk tolerance**

Maximum deviation with regards to the Appetite that the company is willing to assume (tolerate).

▷ **Risk limits**

Operating limits established in order to comply with the Risk Strategy.

▷ **Alert indicators**

In addition, the Group has a series of early warning indicators that serve as a basis both for monitoring risks and for complying with the risk appetite approved by the Board of Directors.

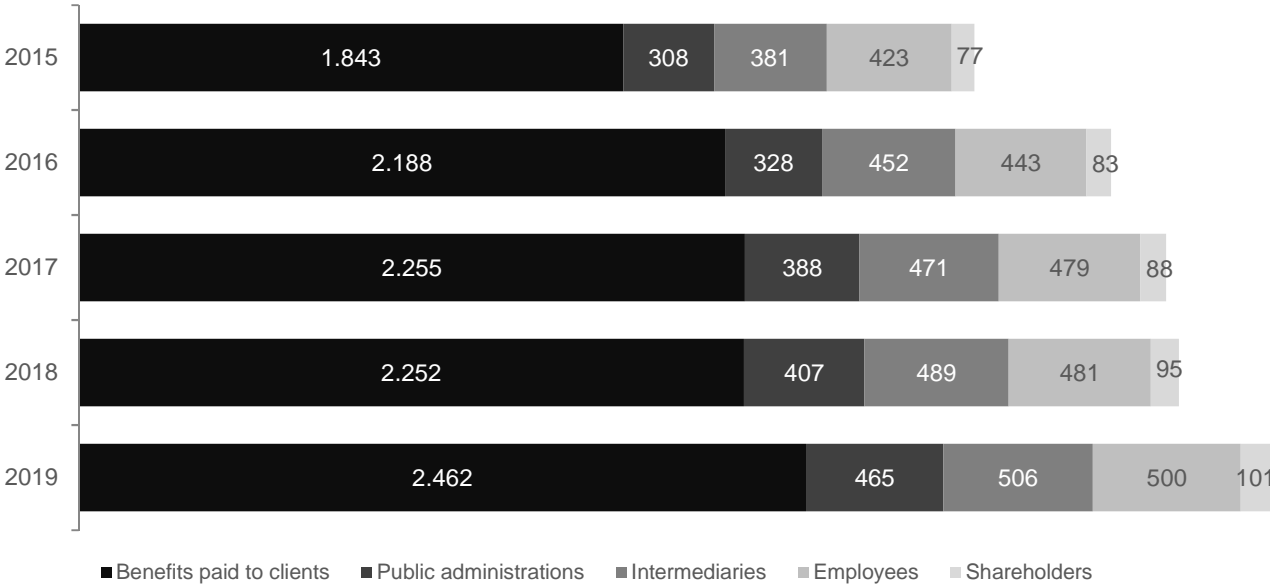
Risk map

Risk map	Description	Management	Mitigation	Risk map
Underwriting risk Non-Life	Control of underwriting and claims through strict control of the combined ratio and the <i>default</i> risk in the credit area. also supported by reinsurance policies.	Underwriting and reserve policies. Reinsurance policy. Underwriting manual and technical standards.	Reinsurance and strict control of the combined ratio.	Underwriting risk Non-Life
Underwriting risk for life, health and funeral.	Control of underwriting, claims and value of the portfolio. also supported by the reinsurance policies.	Underwriting and reserve policies. Reinsurance policy. Underwriting manual and technical standards.	Reinsurance and strict control of the underwriting of risks.	Underwriting risk for life, health and funeral.
Market risk	Detailed analysis of the asset-liability management (ALM). as well as sensitivity analysis for future scenarios.	Investment policy. Management based on the principle of prudence.	Asset management based on the principle of prudence. *Control of the different types of portfolio and the management objectives of each one. *Liability commitments to be covered. *Type of investments considered appropriate for investment. *Credit diversification and rating limits to be maintained	Market risk
Counterparty risk	Control of credit rating of the principal financial counterparties and rating of the reinsurance table. Monitoring of commercial credit risk exposures	Reinsurance policy. Investment policy.	Reinsurance with counterparties with good credit rating. Diversified investment portfolio with high rating.	Counterparty risk
Operational risk	Control of the inherent risk and residual risk through the implementation of preventative and mitigation events in the case of a claim.	Contingency plans. Data quality and safety policy. <i>Code of Ethics</i> . Procedure in cases of irregularities and fraud (reporting channel).	Implementation of an efficient internal control system.	Operational risk
Liquidity risk	Control of company liquidity and obligations.	Investment policy.	Low debt ratio	Liquidity risk
Strategic risk	Controlled by the Board of Directors and the steering committee through the strategic plan and the guidelines of the Group.	Strategic plan and Medium term plan	Continuous surveillance of the regulatory frameworks allowing the entity to adopt best practices and the most efficient and rigorous criteria for their implementation.	Strategic risk
Reputational risk	Continuous improvement of customer service and the Group's image and of the risks that may have an impact on the Group.	Procedure in the case of irregularities. <i>Code of Conduct</i> . <i>Code of Ethics</i> . Policy of aptitude and honourability.	Frequent contact with the rating agencies Implementation of an efficient internal control system.	Reputational risk
Environmental, social and sustainability risk (Social, environmental and sustainability risks)	Risks arising from the national and international economic, political and social environment and from the new habits of society Specifically this year. Brexit, a lax monetary policy with minimum interest rates, slower world economic growth and an aging population, stands out.	Underwriting regulations, written policies (in particular investment policy) Internal Code of Conduct. Corporate Social Responsibility Unit	Underwriting risk, Internal Audit, Internal Control, Claims and Complaints Channel, Occupational Health and Safety Area and strategic plan process and sector analysis	Environmental, social and sustainability risk (Social, environmental and sustainability risk)

Creation of value

The vocation of Grupo Catalana Occidente is to consolidate a social business and generate sustainable social value. In 2019, the Group contributed €4.034 million to society.

Evolution of contribution to society

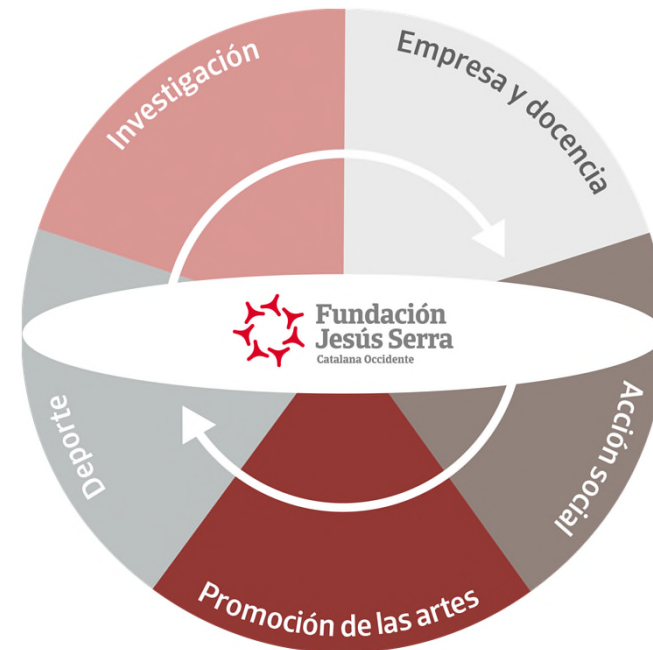


More information. See non-financial information in annual report 2019

Fundación Jesús Serra

La Fundación Jesús is the institution through which the social action of Grupo Catalana Occidente is channelled.

Its actions follow the human values of its founder. Jesus Serra Santamans



More than just insurance ...

... it participates in **over 60 projects** helping those who most need it in the areas of research, education, culture, sport and social action.

Glossary

Concept	Definition	Formulation
Technical result	Result of the insurance activity.	Technical result = (premiums accrued from direct insurance + premiums accrued from reinsurance accepted + information services and commissions) – Technical cost – Participation in benefits and return premiums – Net operating expenses – Other technical expenses.
Reinsurance result	Result due to transferring business to the reinsurer or accepting business from other entities.	Reinsurance result = Result of Inward Re + Result of ceded reinsurance.
Financial result	Result of the financial investments.	Financial result = Income from financial assets (coupons, dividends, actions) – financial expenses (commissions and other expenses) + result of subsidiary companies – interest accrued on the debt – interest paid to the insured parties of the life insurance business.
Technical/financial	Result of the insurance activity, including the financial result. This result is particularly relevant for Life insurance.	Technical/financial result = Technical result + Financial result.
Result of non-technical non-financial account	Income and expenses that cannot be assigned to the technical or financial results.	Result of non-technical non-financial account = Income – expenses that cannot be assigned to the technical or financial results.
Result of credit insurance complementary activities	Result of activities that cannot be assigned to the purely insurance business. Mainly distinguishes the activities of: <ul style="list-style-type: none"> · Information services · Collections · Management of the export account of the Dutch state. 	Result of credit insurance complementary activities = Income – expenses
Recurring result	Result of the entity's regular-activity.	Recurring result = technical/financial result + non-technical account result – taxes, all resulting from normal activity
Non-recurring result	Extraordinary or typical movements that may undermine the analysis of the income statement. These are classified depending on their nature (technical, expenses and financial) and by business type (traditional and credit insurance).	Non-recurring result = technical/financial result + non-technical account result – taxes, all resulting from extraordinary or atypical activity.

Turnover	Turnover is the Group's business volume. It includes premiums that the Group generates in each of the business lines and the income from services pertaining to the credit insurance.	Turnover = Premiums invoiced + income from information. Premiums invoiced = premiums issued for direct insurance + premiums from accepted reinsurance.
Managed funds	Amount of the financial and property assets managed by the Group.	Managed funds = Financial and property assets entity risk + Financial and property assets policyholder risk + Managed pension funds. Managed funds = fixed income + variable income + property + deposits in credit institutions + treasury + subsidiary companies
Financial strength	This shows the debt and solvency situation. This is principally measured through the debt ratio, the interest coverage ratio and the credit rating.	Debt ratio = Net equity + debt/debt. Interest coverage ratio = result before taxes/interest.
Technical cost	Direct costs of accident coverage. See claims.	Technical cost = claims in the year, net of reinsurance + variation of other technical provisions, net of reinsurance.
Dividend yield	The profitability per dividend or dividend yield shows the relationship existing between the dividends distributed in the previous year with the value of the average share. Indicator used to value the shares of an entity.	Dividend yield = dividend paid in the year per share / value of the Price of the average share.
Modified duration	Sensitivity of the value of the assets to movements in interest rates.	Modified duration = Represents an approximation of the value of the percentage variation in the value of the financial assets for each percentage point (100 basic points) of variation in the interest rates.
Expenses	The general expenses include the costs incurred for management of the business, excluding those that can be assigned to claims.	Expenses = personnel expenses + commercial expenses + various expenses and services (allowance, training, management rewards, material and other office expenses, leases, external services, etc.)
Permanence Index	Measures the customers expectation of staying with the entity. Scale of less than 1 year to over 5 years.	Permanence index = how long do you think that you will remain a customer?

Company satisfaction index	This measures the degree of general satisfaction with the entity. Scale from 1 to 10.	General satisfaction level = (Satisfied – unsatisfied) / survey participants. Satisfied responses from 7 to 10. Unsatisfied responses from 1 to 4.
Service satisfaction index	This measures the evaluation of the service received. Scale from 1 to 10.	Service satisfaction level = (Satisfied – unsatisfied) / survey participants. Satisfied responses from 7 to 10. Unsatisfied responses from 1 to 4.
Income from insurance	Measures the income directly derived from the activities of insurance and information services.	Income from insurance = premiums accrued from direct insurance + premiums accrued from accepted reinsurance + information services and commissions.
Investments in associated / subsidiary entities	Non-dependant entities where the Group has significant influence.	Investments in associated / subsidiary entities = accounting value of the economic investment.
Net Promoter Score NPS	This measures the degree of customer loyalty with the entity.	Net Promoter score = Would you recommend the company to family and friends? = (promoters – critics) / respondents. Promoters: responses with result equal to 9 or 10 Critics: responses with result from 1 to 6
Pay out	Ratio that indicates the part of the result distributed among investors through dividends.	Pay out = (Total dividend/ Result of the year attributable to the parent company) x 100.
Price Earnings Ratio PER	The Price-earnings ratio or PER measures the relationship between the Price or value of the entity and the results. Its value expresses what the market pays for each monetary unit of results. It is representative of the entity's capacity to generate results.	PER = Price of the share at market close / Result of the year attributable to the parent company per share.
Ex. Single premiums	Total premiums without considering non-periodic premiums in the Life business.	Ex. Single premiums = Invoiced premiums – single premiums in the life business.
Technical Provisions	Amount of the obligations assumed that are derived from insurance and reinsurance contracts.	
Combined ratio	Indicator that measures the technical profitability of the Non Life insurances.	Combined ratio = Ratio of claims + ratio of expenses

Net combined ratio	Indicator that measures the technical profitability of the non life insurance net of the reinsurance effect.	Net combinado ratio = Net ratio of claims + net ratio of expenses.
Expenses ratio	Ratio that reflects the part of the income from premiums dedicated to expenses.	Expenses ratio = Expenses from operation / Income from insurance.
Net expenses ratio	Ratio that reflects the part of the income from premiums dedicated to expenses. net of the reinsurance effect.	Net expenses ratio = (Net expenses from reinsurance operation) / (premiums attributed to direct business and accepted reinsurance + information services and commissions).
Claims ratio	Business indicator. consisting of the proportion between claims and earned premiums.	Claims ratio = Claims / Income from insurance.
Net claims ratio	Business indicator. consisting of the proportion between claims and earned premiums. net of the reinsurance effect.	Net claims ratio = Claims in the year. net of reinsurance/ (premiums attributed to direct business and accepted reinsurance + information services and commissions).
Permanent resources	Resources that can be included in net equity.	Permanent resources = Total net equity + subordinated liabilities
Permanent resources at market value	Resources that can be included in net equity at market value.	Permanent resources at market value = Total net equity + subordinated liabilities + capital gains associated to properties for own use + capital gains associated to property investments.
Resources transferred to the Company	Amount that the Group returns to the main groups of interest.	Resources transferred to the Company = claims paid + taxes + commissions + personnel expenses + dividends.
Return On Equity ROE	Financial profitability or rate of return. Measures the performance of the capital.	ROE = (Result of the year. Attributable to the parent company) / (Simple average of the Equity attributed to shareholders of the parent company at the start and end of the period (twelve months)) x 100
Claims	See technical cost. Economic evaluation of claims.	Claims = Payments made from direct insurance + Variation of the provision for services of direct insurance + expenses attributable to services
Total Potential Exposure TPE	This is the potencial exposure to risk. also "cumulative risk". Credit insurance business term.	TPE = the sum of the credit risks underwritten by the Group for each buyer.

Disclaimer

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