

2019

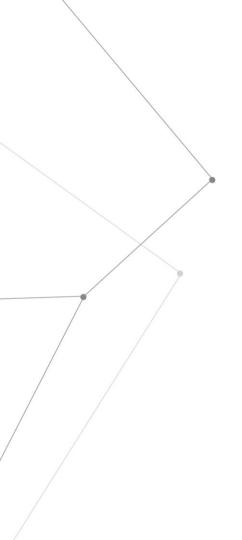
Shareholders' General Meeting April 30, 2020



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 - · Individual GCO accounts
- O5 Report of the Audit Committee Chairman
- Other items on the agenda
- O7 Shareholders comments and queries
- O8 Adoption of agreements





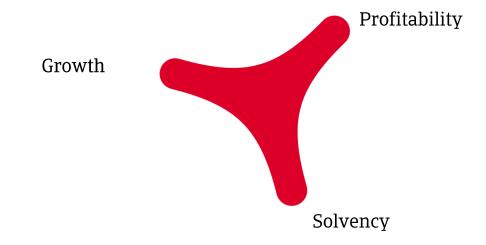
01

Strategic pillars and performance evolution



Grupo Catalana Occidente

- **Strategic purpose:** Leadership in risk protection and long-term savings for local families and SMEs, commercial credit risk management worldwide.
- Operating principles: ETHICAL action towards stakeholders.
- Strategic pillars:





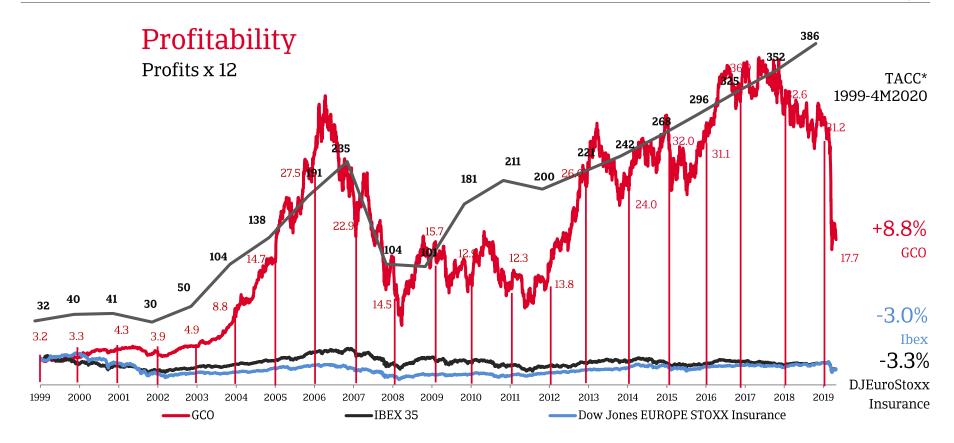
Antares

Growth

Turnover x 8



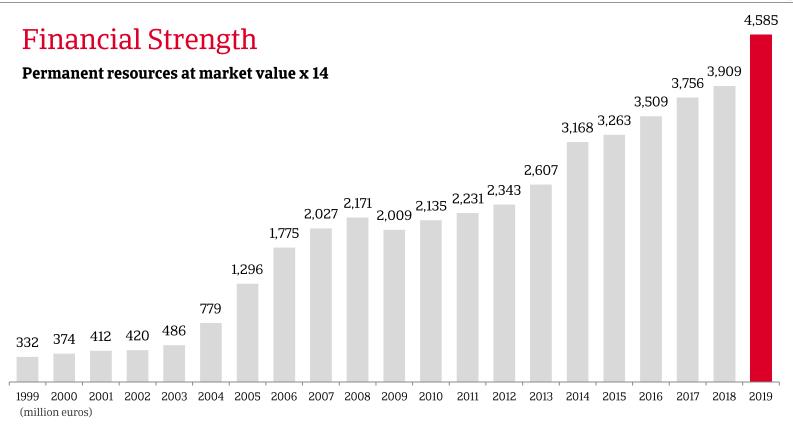




[—] GCO Attributed result in million euros



^{*} Compound annual growth rate. Updated April 28, 2020

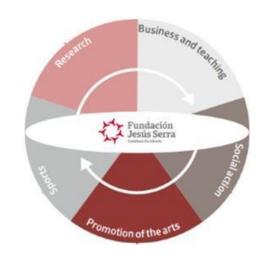




Fundación Jesús Serra

The Fundación Jesús Serra is a NGO through which the Grupo Catalana Occidente canalize its social activities.

Its scope of action follow the humanist values of its founder, Jesús Serra Santamans.



More than insurance...

... Fundación Jesús Serra participates in **more than 60 projects** helping those who need it most in the areas of education, research, culture, sport and social action.



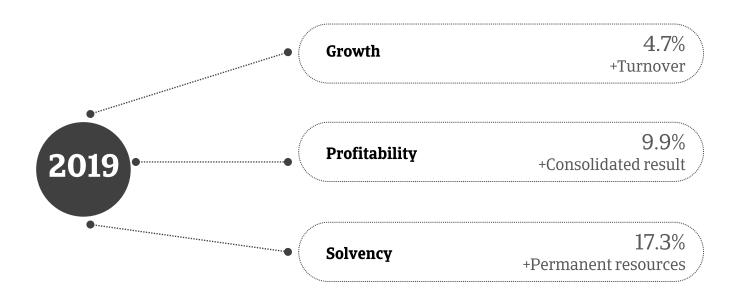
02

Quantitative assessment of the year



Grupo Catalana Occidente in 2019

Moving forward through the three strategic pillars





Macroeconomic environment

+2.9% Growth in 2019. General deceleration of the economic indicators.

Catalana Occidente

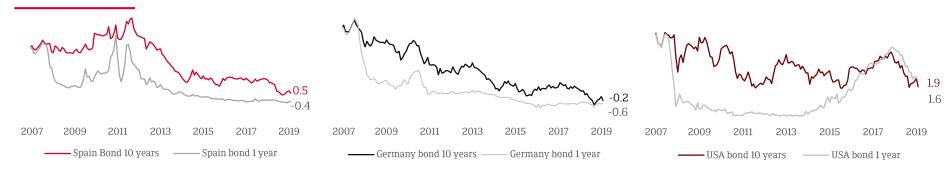
+6.4% 18 +5.5% 19e +5,8% 20e

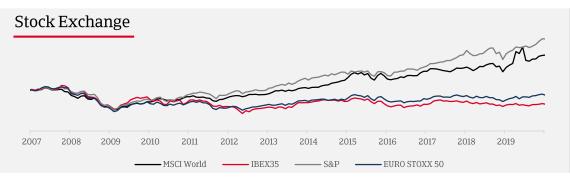
GDP

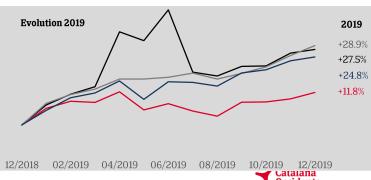
Financial markets

Monetary policy remains accommodative and volatility in the stock markets

Interest rates







Source: Bloomberg. April 2020

Grupo Catalana Occidente in 12M2019

(figures in 1	million	of	euros)
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Results	2018	2019	% Chg. 18-19
Attributed result	352.1	385.9	9.6%
Consolidated result	386.4	424.5	9.9%
Traditional Business	191.1	204.2	6.8%
Credit Insurance Business	195.2	220.3	12.8%

Significant and balanced contribution of both businesses

+9.9% Consolidated result: 424.5 M€



Grupo Catalana Occidente in 12M2019

(figures in million of euros)

Incomes	2018	2019	% Chg. 18-19
Traditional Business	2,541.2	2,612.4	2.8%
Recurring premiums	2,200.5	2,268.6	3.1%
Life single premiums	340.7	343.8	0.9%
Credit Insurance Business	1,803.9	1,935.3	7.3%
Turnover	4,345.1	4,547.7	4.7%

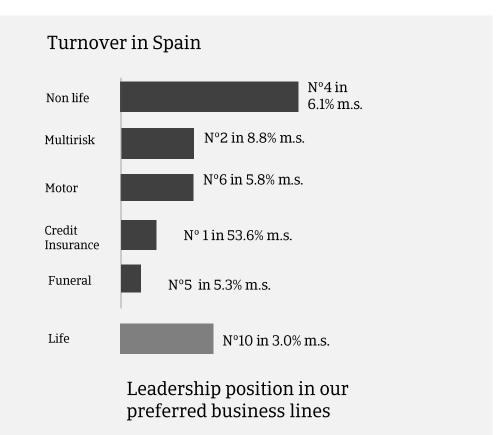
5.0% growth ex-single premiums business

+4.7% Turnover **4,548 M**€



Market

Grupo Catalana Occidente in 12M2019



-	•	•
Ronl	zınσ	insurance sector
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			riarizet
	2019	2018	share
VidaCaixa	1	1	13.4%
Mapfre	2	2	11.4%
Grupo Mutua Madrileña	3	3	8.5%
Allianz	4	4	5.3%
Grupo Catalana Occidente	5	6	4.8%
Zurich	6	5	4.6%
AXA	7	7	4.6%
Santalucía	8	8	3.8%
Generali	9	9	3.8%
Santander seguros	10	10	2.6%

GCO 5th group by market share



Traditional business

Consistent turnover development

	(iigares iii iiiiii			
Traditional business	2018	2019	Chg.	% Chg. 18-19
Multirisk	645.9	661.6	15.7	2.4%
Motor	<i>654.3</i>	<i>657.3</i>	3.0	0.5%
Other non-life	308.4	311.7	3.3	1.1%
Non-life	1,608.6	1,630.6	22.0	1.4%
Health	<i>57.6</i>	60.9	3.3	5.7%
Funeral	133.7	138.8	5.1	3.8%
Periodic saving life	400.6	438.2	37.6	9.4%
Single saving life	340.7	343.8	3.1	0.9%
Life	932.6	981.7	49.1	5.3 %
Written premiums	2,541.2	2,612.3	71.1	2.8%
Written premiums ex. single	2,200.5	2,268.5	68.0	3.1%

+3.1% recurring premiums: 2,269 M€



Traditional business

Excellent combined ratio



Maintaining a positive differential regarding the sector

	Traditional business	Multirisk	Motor	
	GCO 90.4 %	GCO 89.5 %	GCO 94.0 %	
	Sector 92.0 %*	Sector 94.0 %	Sector 94.8 %	* Combined ratio of the sector includes health insurance and funeral business.
Differential'19 Differential'18	-1.6 p.p. -0.2 p.p.	-4.,5 p.p. -5.9 p.p.	-0.8 p.p. -0.7 p.p.	≺ Catalana Occidente

Antares acquisition agreement

- Founded in 1987 and owned by Telefónica
- Profitable and solid company:
 - Turnover: 144M€ *
 - Total Result: 15,7M€*
 - Solvency: 185%
- •Conducts the work commitments of Telefónica's employee life and health underwriting.
- Insured: 245,000
- Medical team: more than 18,000 professionals

Closing of the operation: February 14, 2019

- Payment of 158.9M€
- Goodwill of 21.9M€

Solid strategic fit in Grupo Catalana Occidente:

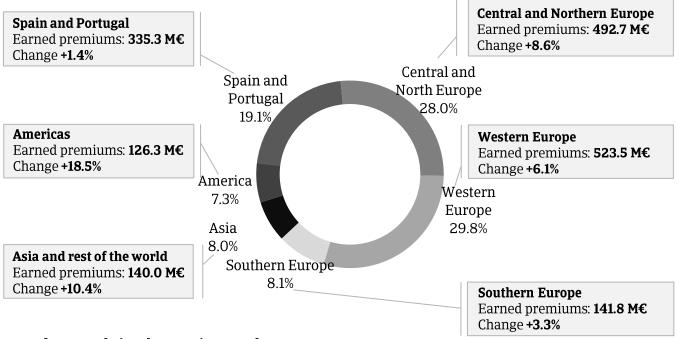
- Reinforces the Group position in the Spanish market
- Consolidates the global offer for the client
- Increases the weight of the health insurance business
 - 1.9% market share
 - 9th position in the Spanish market
- Allows to capture synergies in the medium-term
- Takes advantage of the higher volume in order to negotiate with health care providers.



^{*} Antares ordinary result in 2019. The result of 11 months with a turnover of \in 25M is incorporated into the Group.

Credit insurance business

Diversified global presence. Market share 24%

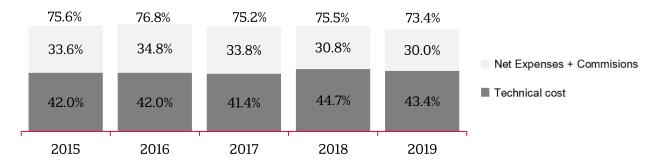


Balanced growth in the main markets: 1,760 M€ + 6.7%

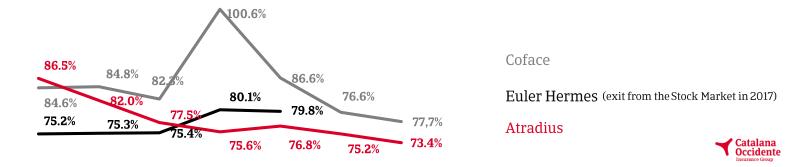


Credit insurance business

Excellent combined ratio



Maintaining a positive differential regarding the sector



Grupo Catalana Occidente in 3M2020

(figures in million of euros)

Incomes	3M2019	3M2020	% Chg. 19-20
Traditional Business	742.1	875.7	18.0%
Recurring premiums	648.9	789.6	21.7%
Life single premiums	93.2	86.1	-7.6%
Credit Insurance Business	592.8	610.5	3.0%
Turnover	1,334.9	1.486.1	11.3%

Proforma increase

+2.1%

(figures in million of euros)

	`	11801 00 111 11111	11011 01 (41 05)
Results	3M2019	3M2020	% Chg. 19-20
Recurring Results Traditional Business	51.4	55.4	7.8%
Recurring Results from Credit Insurance Business	62.8	48.3	-23.1%
Non-Recurring Result	-5.2	-6	15.4%
Consolidated result	109.1	97.7	-10.4%
Attributed result	98.3	90.2	-8.3%

Consolidated result

97.7M€



Macroeconomic environment

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

Global

United States

GDP +2.9% 18 +2.3% 19 +2.0% 20e Post COVID-19 update -5.9% 20e

Latam

GDP +1.1% 18 +0.1% 19 +1.6% 20e Post COVID-19 update -5,2% 20e

Eurozone

GDP +1.9% 18 +1.2% 19 +1.3% 20e Post COVID-19 update -7.5% 20e

Spain

Emerging and developed economies of Asia

GDP +6.4% 18 +5.5% 19 +5.8% 20e

Post COVID-19 update

+1.0% 20e

GCO: Actions during the COVID-19 crisis

Employee protection and operational support.

- Ensure employee protection and continuity of work. Teleworking for all our employees.
- Business continuity in extreme conditions.

Service continuity

- Continuity in our client relationship through digital or voice channels
- Service continuity of apraisal experts, repair services and workshops, agent offices, etc.

Measures for traditional business.

- · Flexibility in payment of receipts, split and deferement.
- Price adaptation according to the circumstances of the risk and the client.
- 24-hour TMA for any insured, medical team videoconference and cyber risk protection in teleworking.

Measures for credit insurance business.

- Flexibility in payment of receipts, split and deferement.
- Flexibility of the period of declaration of non-payment, expanding it 30 days.
- Conversations with the different Governments for aids to support the commercial activity through credit insurance.

Support measures for society.

- Participation in UNESPA's fund to protect healthcare professionals facing COVID-19.
- Fundación Jesús Serra collaborates with Save the Children and supports the CSIC on the investigation of a future vaccine.
- Creation of an innovation program to overcome the health challenges: Beat the Vid.
- The Group supports more than 20,000 suppliers affected by COVID-19 through interest-free advances.



03

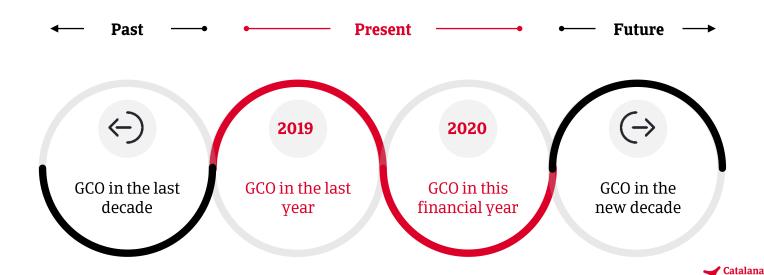
The Group in the new decade



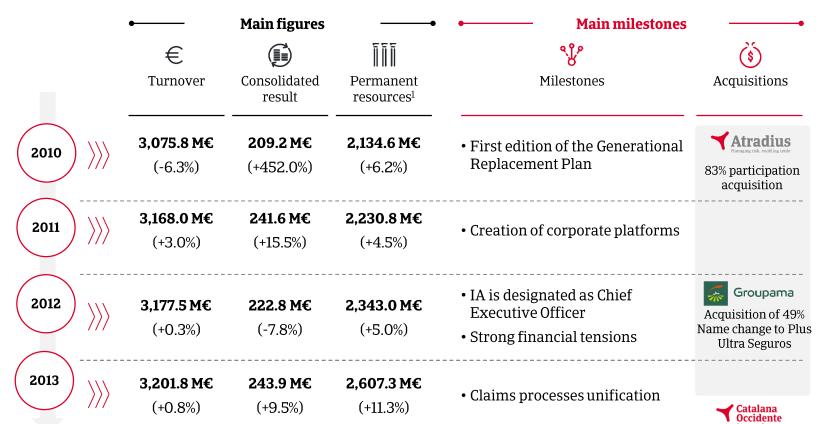
Past, present and future of the Group

Grupo Catalana Occidente presents an excellent evolution of its business and continues preparing to successfully face the new decade and its associated challenges.

Central thread

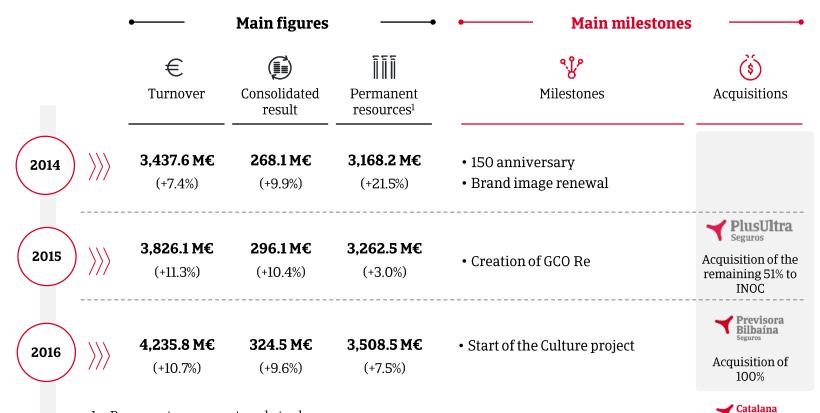


GCO in the last decade (1/3)



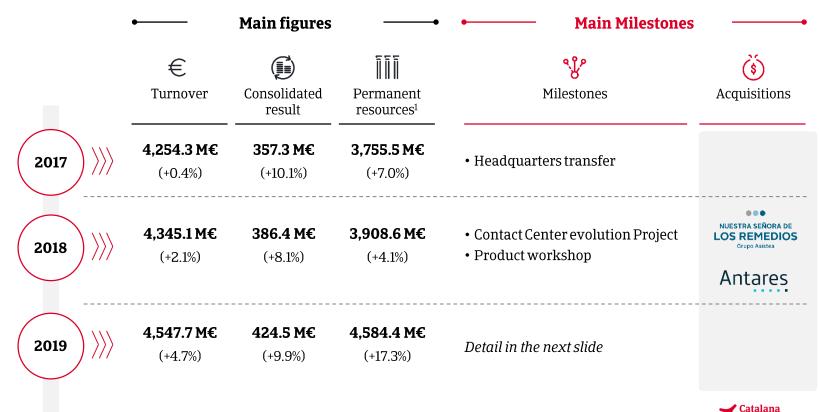
1. Permanent resources at market value

GCO in the last decade (2/3)



1. Permanent resources at market value

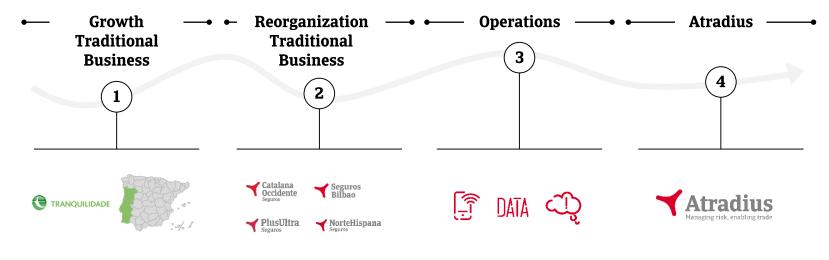
GCO in the last decade(3/3)



1. Permanent resources at market value

GCO in the last year

2019 has been a financial year in which, in addition to obtaining excellent results, we have advanced in the reorganization and consolidation of the Group..



Traditional Business growth strategy with focus on **Spain**.

Without dismissing internationalization opportunities that might fit.

New CEO in TB

Product workshop: allows adaptation to different networks, channels and customer targets. Technical **convergence.**

Digitalization and new **IT** architecture design

New CEO in Atradius



GCO in this financial years product workshop: final phase and migrations

Some milestones that will mark 2020



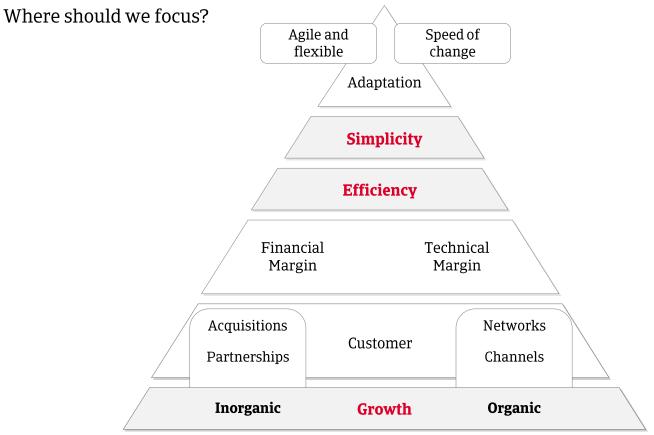


GCO in the new decade (1/2)

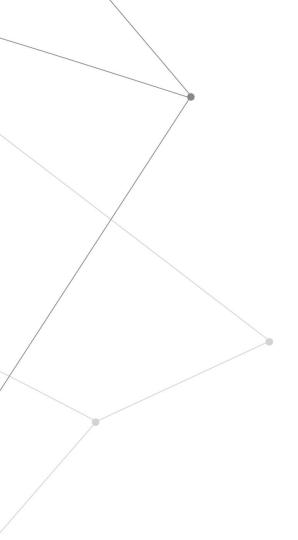
What trends and environment are we going to face? How can they impact us?

MEGA-TRENDS ECONOMY Geopolitical **Uncertainly and Interest rate** tensions -**Demography** Sustainability **Technology** volatility and Data COVID-19 ESG Ageing and new Alternative Slow process vs Long-term vision A different world? consumer habits investments. but auick-wins prudence **3** SECTOR **REGULATION** Consolidation of **Evolution of** Consumer the service New risks and **Accounting** Solvency II distribution protection delivery model customization regulations channels Technology for Cyber LDS. LOPD. **IFRS** Solvency III Prevention model networks. On-line MiFID II... channels

GCO in the new decade (2/2)







04

Balance sheet, capital and solvency 2019

- Individual GCO accounts
- Share performance and shareholders' remuneration



Balance Sheet

(figures in million of euros)

			1150103 111 1111111	
Assets	2017	2018	2019	% Chg. 18-19
Intangible assets and property	1,218.8	1,242.1	1,429.1	15.1%
Investments	10,596.9	10,873.7	12,618.4	16.0%
Property investment	382.8	561.1	661.4	17.9%
Financial investments	8,957.9	9,149.1	10,602.3	15.9%
Cash and short-term assets	1,256.2	1,163.5	1,354.7	16.4%
Reinsurance of technical provisions	842.5	837.4	874.3	4.4%
Other assets	1,543.2	1,526.2	1,756.0	15.1%
Total assets	14,201.4	14,479.4	16,677.9	15.2%
				_
Net liabilities and equity	2017	2018	2019	% Chg. 18-19
Net liabilities and equity Long-term capital	2017 3,278.9	2018 3,404.6	2019 4,051.7	_
				18-19
Long-term capital	3,278.9	3,404.6	4,051.7	18-19 19.0%
Long-term capital Net equity	3,278.9 3,078.6	3,404.6 3,204.1	4,051.7 3,851.2	18-19 19.0% 20.2%
Long-term capital Net equity Parent company	3,278.9 3,078.6 2,752.6	3,404.6 3,204.1 2,863.8	4,051.7 3,851.2 3,477.1	18-19 19.0% 20.2% 21.4%
Long-term capital Net equity Parent company Minority interests	3,278.9 3,078.6 2,752.6 326.0	3,404.6 3,204.1 2,863.8 340.3	4,051.7 3,851.2 3,477.1 374.1	18-19 19.0% 20.2% 21.4% 9.9%
Long-term capital Net equity Parent company Minority interests Subordinated liabilities	3,278.9 3,078.6 2,752.6 326.0 200.3	3,404.6 3,204.1 2,863.8 340.3 200.4	4,051.7 3,851.2 3,477.1 374.1 200.5	18-19 19.0% 20.2% 21.4% 9.9% 0.0%



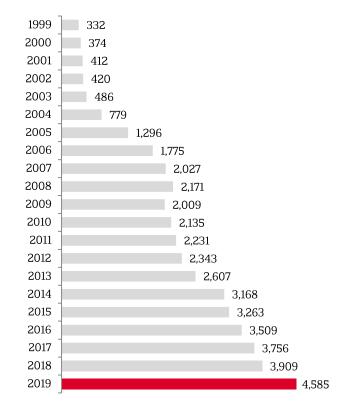
Financial strength

Increase of permanent resources

	(figures in million of euros)
Permanent resources at 31/12/2018	3,404.5

(figures in million of ourse)

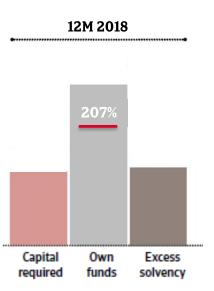
Permanent resources at 31/12/2018	3,404.5
Permanent resources market value at 31/12/2018	3,908.6
Net equity at 01/01/19	3,204.1
(+) Consolidated results	424.5
(+) Paid dividends	-100.5
(+) Change for valuation adjustments	357.2
(+) Other changes	-34.2
Total movements	647.1
Total net equity at 31/12/2019	3,851.2
Subordinatetd debt	200.5
Permanent resources at 31/12/2019	4,051.7
Capital gains not included in balance sheet	
(properties)	533.1
Permantent resources at market value at 31/12/2019	4,584.8 <

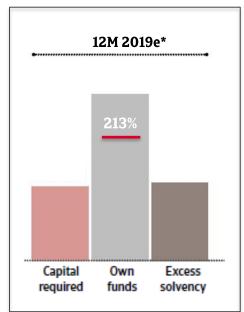






Solid solvency position: 213% year end 2019e





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

high quality own funds (more than 95% of tier1).

* Data with transitonial technical provision measures and with partial internal model.



Solvency and financial condition report presentation

April: Group entities

May: Grupo Catalana Occidente



Rating

"A"

A.M. Best operating entities of the Group

It 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

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



Individual GCO - main figures

(figures in million of euros)

Income statement	2018	2019	% Chg. 18-19
Operating result	179.2	212.5	18.6%
Financial result	-6.4	-2.7	-57.8%
Result before tax	172.8	209.8	21.4%
Company income tax	4.1	6.5	58.5%
Profit after tax	176.9	216.3	22.3%

(figures in million of euros)

Result distribution	2018	2019	% Chg. 18-19
To dividends	98.7	81.5	-17.43%
To reserves	78.2	134.8	72.38%
Profit after tax	176.9	216.3	22.3%

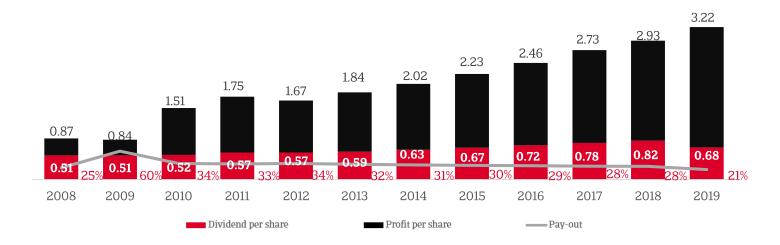
(figures in million of euros)

Balance of the year	Assets		Liabilities
Investments in Group companies	1,146.1	Net equity	1,126.3
Commercial debts and others	52.3	Debts Group companies	91.4
Cash and others	30.3	Others	11.0
Total assets	1,228.7	Total liabilities	1,228.7



Shareholder's remuneration

Commitment to the shareholder



Jul. 2019 **19.06M€**

Oct. 2019 19.06M€

Feb. 2020 19.06M€ May. 2020 **24.34M€***

Dividends year 2019 total

81.51M€ Pay-out 21.1%



^{*} Interim dividend of 2019 results agreed by the Board of Directors in April 22, 2020.

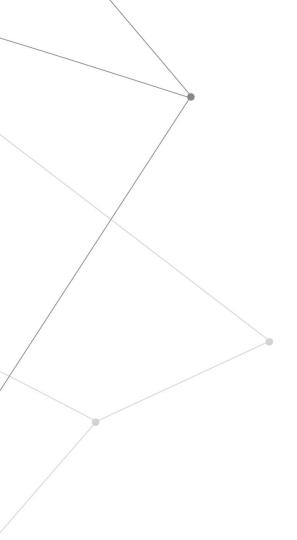
Shareholder's remuneration

Commitment to the shareholder

FY 2018				FY 2019			
Date	Dividend	Per share	Date	Dividend	Per share		
July 2018	18,144,000	0.1512	July 2019	19,056,000	0.1588		
October 2018	18,144,000	0.1512	October 2019	19,056,000	0.1588		
February 2019	18,144,000	0.1512	February 2020	19,056,000	0.1588		
May 2019	44,255,783	0.3688	May 2020*	24,342,000	0.20285		
TOTAL	98,687,783	0.8224	TOTAL	81,510,000	0.67925		



^{*} Interim dividend of 2019 results agreed by the Board of Directors in April 22, 2020.



05

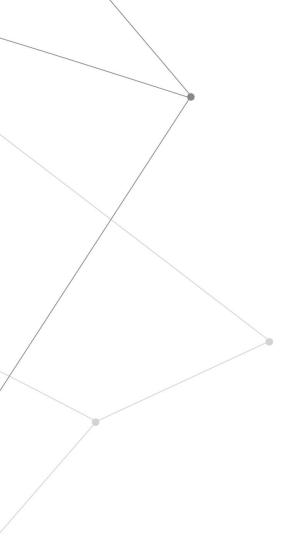
Report of the Audit Committee Chairman



Report of the Audit Committee Chairman

- Audit Committee's report.
- Regulation, composition and functions.
- Main activities developed during the 2019 financial year.
- Main activities developed in relation to the resolutions to be adopted by the Shareholders' General Meeting.
- Other functions performed.





06

Other items on the agenda



First.- Examination and approval, where applicable, of the individual annual accounts and management report corresponding to 2019 financial year.

Second.-Distribution of the financial result corresponding to 2019 financial year.

Third.- Consolidated annual accounts and management report.

3.1 Examination and approval, if applicable, of the consolidated annual accounts and management report corresponding to 2019 financial year.

3.2 Examination and approval, if applicable, of the Consolidated Non-Financial Information Statement included in the consolidated management report corresponding to 2019 financial year.

Fourth.- Approval, if applicable, of the Board of Directors' management during 2019 financial year.



Fifth.- Appointment and, if applicable, re-election of the Board members.

Re-election

Mr. José Ma Serra Farré

Executive director

Mr. Federico Halpern Blasco

- Proprietary director
- Proposed by Cogespar

Appointment

Mr. Alberto Thiebaut Estrada

- Proprietary director
- Proposed by Inocsa

Mr. Fernando Villavecchia Obregón

- Proprietary director
- Proposed by Inocsa



Sixth.- Information to the Shareholders' General Meeting of the amendment of articles 9.3 and 16.5 of the Regulations of the Board of Directors .

Justification

Adaptation to recommendation no. 34 of the Corporate Governance Code issued by CNMV on February 2015.

Content

Delegation on the Coordinating Director of the faculty to coordinate the Chairman's succession plan.



Seventh.- Approval of the Company's Remuneration Policy.

Justification

Expiration of the three-year legal period of validity of the Policy approved by the Shareholders' General Meeting in April 2017.

Content

- Applicable to the Board and the group of individuals defined as strategic personnel.
- Applicable on 2020/2021/2022.
- Continuist character with current policy.



Eighth.- Members of the Board of Directors remuneration.

Fixed remuneration amount to the Board of Directors for the 2020 financial year.

Allowances for attendance to the Board of Directors meetings during the 2020 financial year.

Maximum global annual remuneration amount to be perceived by the members of the Board of Directors, as such, in the 2020 financial year.

Ninth.- To Submit to a consultative vote of the Shareholders' General Meeting the 2019 Annual Report regarding the remuneration of the members of the Board of Directors.



Tenth.- Authorization for derivative acquisition of treasury shares.

Scope

- To the Board of Directors.
- To overrule the authorisation of the April 22, 2015 Shareholders' General Meeting.
- Directly or through subsidiary companies.
- Acquisition procedures admitted by Law.
- Allocation to share remuneration programs.

Content

- Maximum 10% of share capital.
- Net equity not less than share capital more reserves.
- Shares must be fully paid up and free of charges.
- Term: 5 years.
- Price: market value ±10%.
- Performance policy: It will be established by the Board of Directors according to the rules and limitations set forth on the Internal Code of Conduct.

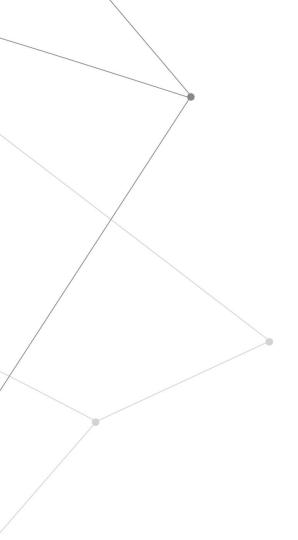


Eleventh.- Delegation of faculties to formalize, execute and register the resolutions adopted by the Shareholders' General Meeting.

Delegation of faculties

- Mr. José Ma Serra Farré (Chairman).
- Mr. Francisco José Arregui Laborda (Secretary).

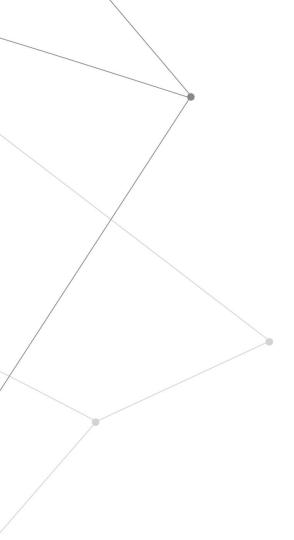




07

Shareholders comments and queries





08

Adoption of resolutions



- To Submit each of the resolutions proposed to the Shareholders' General Meeting.
- Full text of the proposed resolutions

...and:

- Annual accounts, Management Reports (including the consolidated statement of non financial information included) and Audit reports.
- Corporate Governance Annual Report.
- Directors' remuneration Report.
- Audit committee Report.
- re-election and/or appointment of board members Report.
- Report on the amendment to the Board of Directors Regulations
- Professional profile of the board members whose re-election or appointment is proposed to the General Shareholders's Meeting.
- Available to shareholders, as from the call to the Shareholders´General Meeting, on the Group's website (www.grupocatalanaoccidente.com) and in the CNMV.
 - Sent, on paper, to the shareholders upon request.
 - Explained during the Shareholders' General Meeting.



First

Examination and approval, where applicable, of the individual annual accounts and management report corresponding to 2019 financial year.

Second



Third

Consolidated annual accounts and management report.

- 3.1. Examination and approval, if applicable, of the consolidated annual accounts and management report corresponding to 2019 financial year.
- 3.2. Examination and approval, if applicable, of the Consolidated Non-Financial Information Statement included in the consolidated management report corresponding to 2019 financial year.

Fourth

Approval, if applicable, of the Board of Directors' management during 2019 financial year



Fifth

Appointment and, if applicable, re-election of the Board members.

- 5.1. Re-election of Mr. José Ma Serra Farré
- 5.2. Re-election of Mr. Federico Halpern Blasco
- 5.3. Appointment of Mr. Alberto Thiebaut Estrada
- 5.4. Appointment of Mr. Fernando Villavecchia Obregón



Sixth

Information to the Shareholders' General Meeting of the amendment of articles 9.3 and 16.5 of the Regulations of the Board of Directors.

Seventh

Approval of the Company's Remuneration Policy.

Eighth

Remuneration of board members

- 8.1. Approval of the fixed remuneration amount to be perceived by the Board of Directors in the corporate year 2020.
- 8.2. Approval of the allowances for attendance to the Board of Directors meetings during the 2020 financial year.
- 8.3. Approval of the maximum global annual remuneration amount to be perceived by the members of the Board of Directors, as such, in the 2020 financial year.



Ninth

To Submit the annual report on remuneration of the board members to a consultative vote by the Shareholders' General Meeting.

Tenth

Authorization to the Board to acquire treasury shares, either directly or through subsidiaries, in accordance to Article 146 of the Spanish Corporations Act, setting forth the thresholds or conditions to such acquisitions, and to allocate such treasury shares to the implementation of the Company or its Group remuneration programs.

Eleventh

Delegation of faculties to formalize, execute and register the resolutions adopted by the Shareholders' General Meeting.



Thank you

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