



Quáalitas<sup>®</sup>

Corporate presentation

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1Q26



# Index

A black and white photograph of a modern, curved office building with multiple floors of windows. The name 'Quálicas' is prominently displayed on the upper part of the building's facade.

Quálicas

01

● Leaders for more than 19 years

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● Going forward...

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● Value creation

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# Our essence

**+32** years of  
**experience**  
In the industry and  
**19** as **leaders**



**6 countries.**  
USA, Mexico, El  
Salvador, Peru,  
Costa Rica and  
Colombia

**~27,500**  
Agents



**606**  
253 service  
offices and 352  
ODQ's

Risk, accident, and  
fraud prevention.  
Enhancing  
**efficiency**



Leaders of **ESG**  
criterion  
incorporation



# 1. Corporate structure

## VERTICAL INTEGRATION:

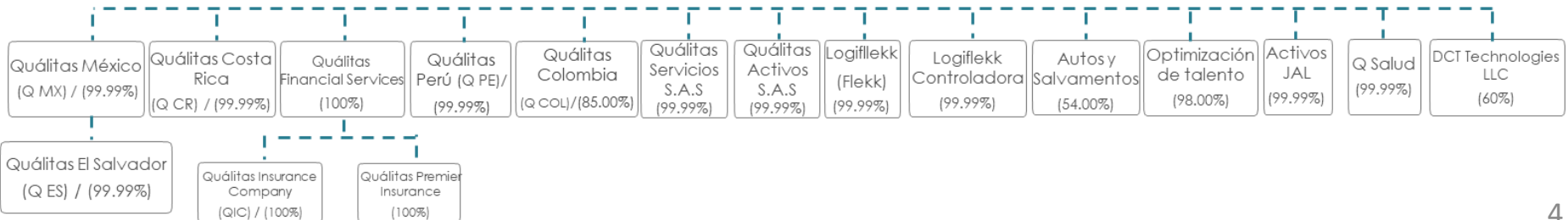
It allows us to optimize costs, enhance risk prevention and information analysis, as well as provide health solutions, to offer greater value to our clients and investors.

flekk

DCT  
ACTIONABLE TELEMATICS

autos  
y salvamentos

Quálitas  
SALUD®



## GEOGRAPHIC SUBSIDIARIES:

We aim to expand and replicate our successful business model, while achieving greater revenue diversification and driving growth

\*QIC: 0.3%  
%MKT: NA

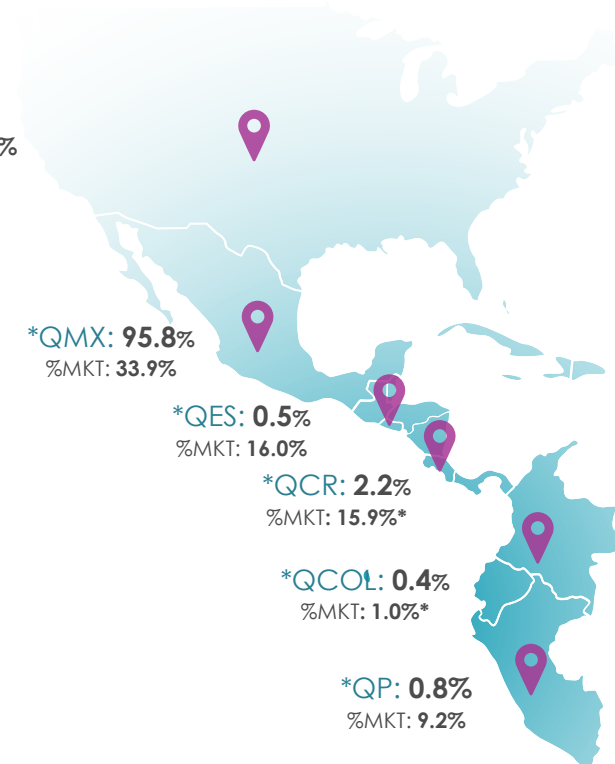
\*QMX: 95.8%  
%MKT: 33.9%

\*QES: 0.5%  
%MKT: 16.0%

\*QCR: 2.2%  
%MKT: 15.9%\*

\*QCOL: 0.4%  
%MKT: 1.0%\*

\*QP: 0.8%  
%MKT: 9.2%



\*1Q26 figures, based on written premiums

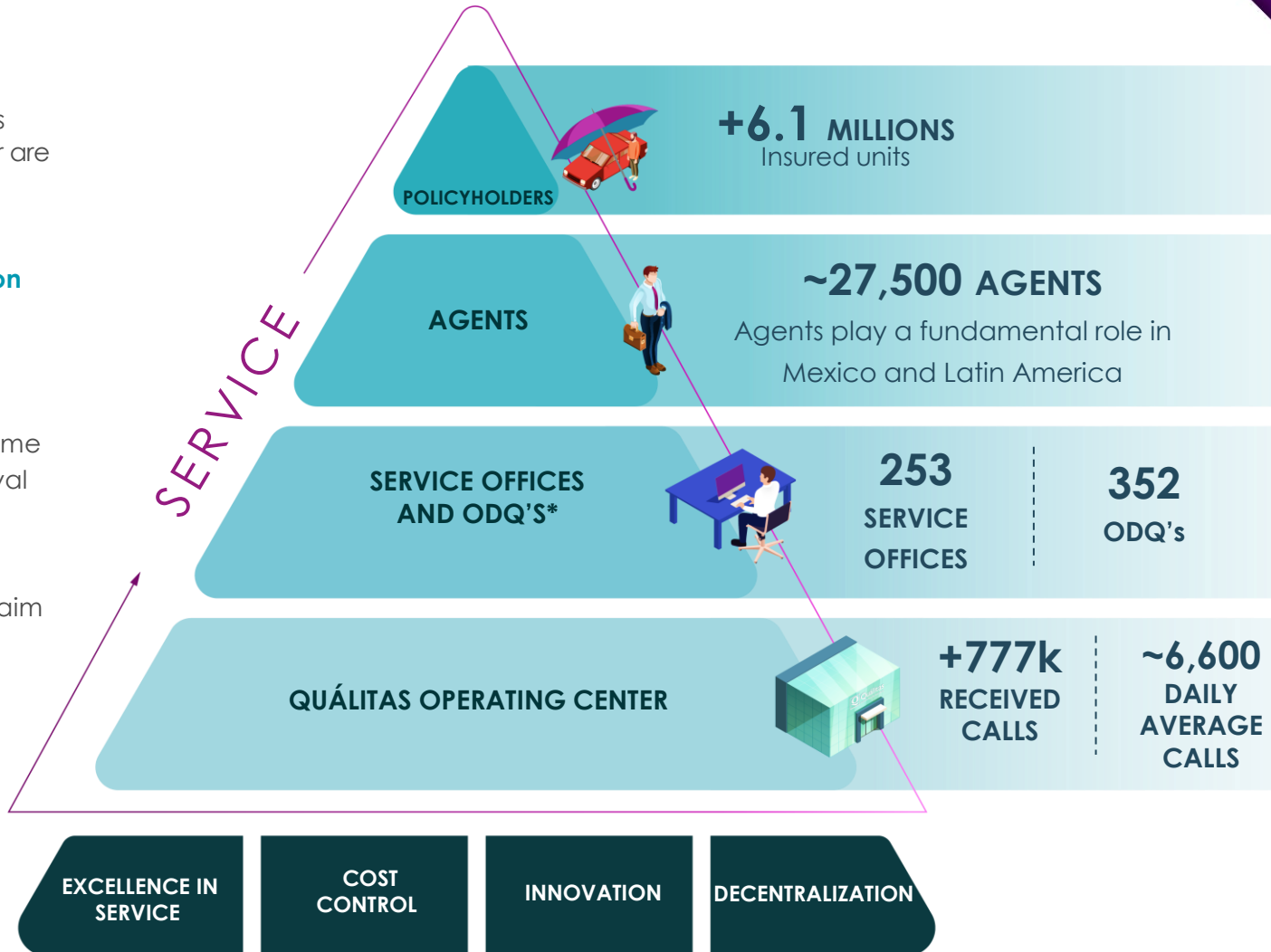
# 1. Quálitas' DNA

Technological systems used in our call center are design **in house**.

**Automatic assignation** claim officers using geolocation tools.

(National) average time of claim officers' arrival **~23-25 minutes**.

**94% of cases**, our claim officers arrive to the accident site before the competition.



# 1. Competitive advantages



## Accident and fraud prevention

- **Data analysis:** 30 years of experience + unique data base
- Telematics, GPS devices and recovery program
- Training of drivers and operators to reduce and avoid accidents and claims



## Operational efficiency

- **Partnership with Google Maps** for automatic assignation of claim officers
- **Exclusive call center** with in-house systems
- **Vertical integration** in Mexico



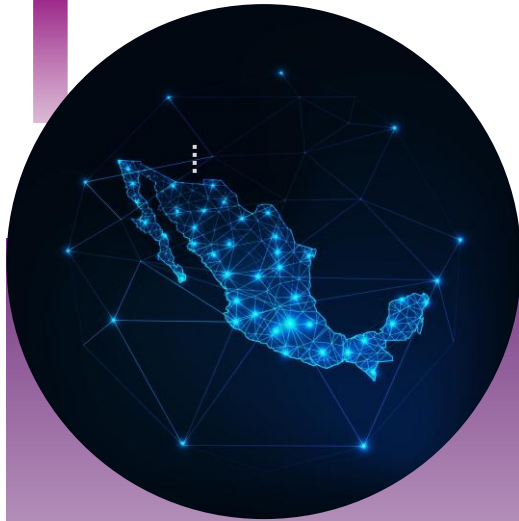
## Apps and website

- **Express Adjustment Tool:** covering 30% of claims 1Q26
- Disposable apps for vehicle inspection, vial assistance, live track of claim officers and crane services
- Agents' Portal 360
- App IOS and Android: **QMóvil**

## 2. Going forward...

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1



Strengthen our leadership in Mexico

2



Accelerate growth in our subsidiaries

3



Actively looking for new business opportunities

**STRENGTHENING OF THE ORGANIZATION**

## 2. Sustentability



E

### Environmental

- ~49% of our fleet is hybrid
- **Solar panels** in specific service offices
- Annual reforestation campaign
- ~90% of our processes are paperless

S

### Social

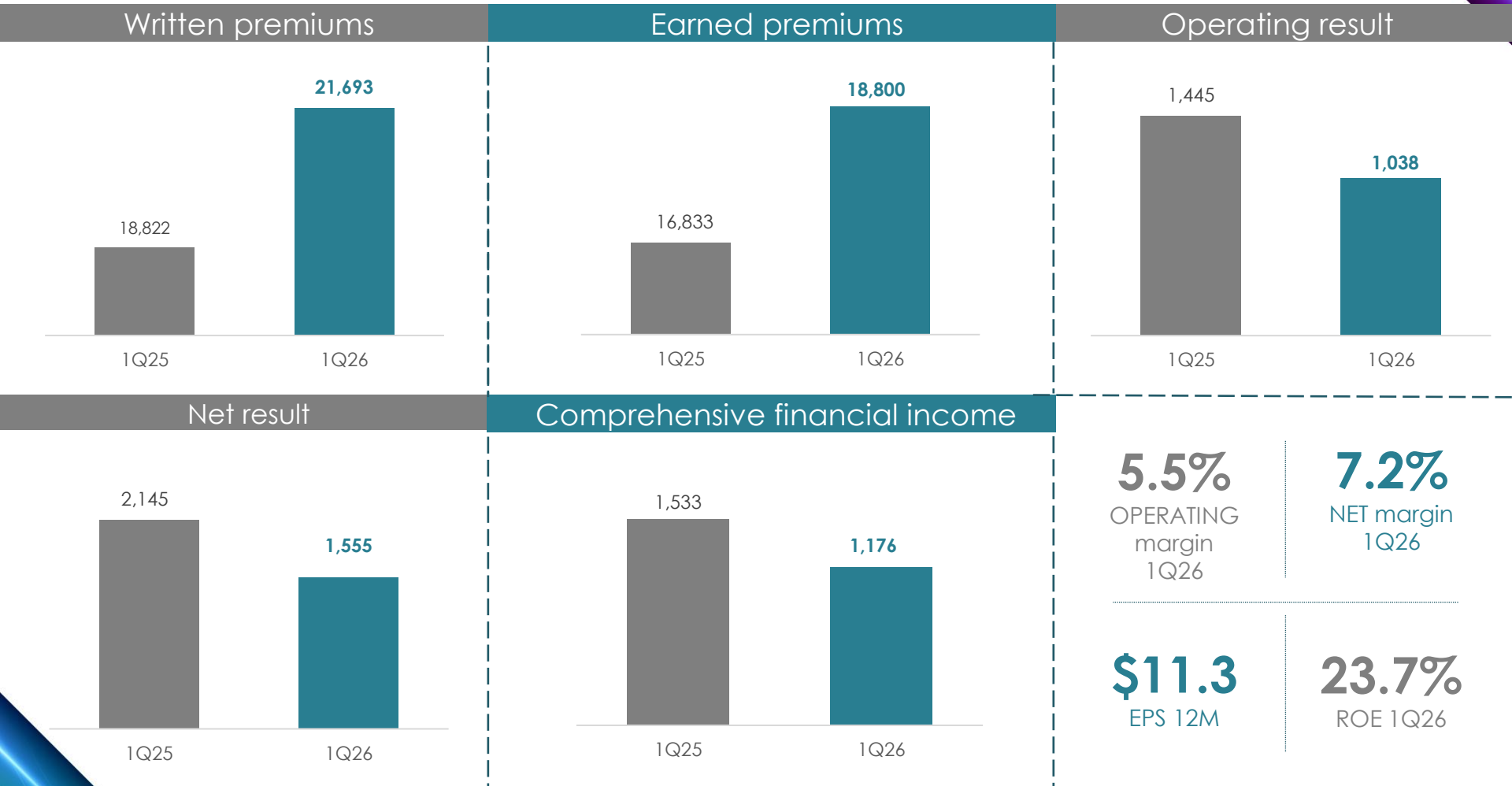
- **Awareness program** “*Conducta Vial Quálitas (CVQ)*” for responsible driving behavior <http://conductavialqualitas.com.mx>
- Annual support to + **50 NGO** ‘s
- “*Qualitas con México, juntos cambiando vidas*” **donation campaign**

G

### Governance

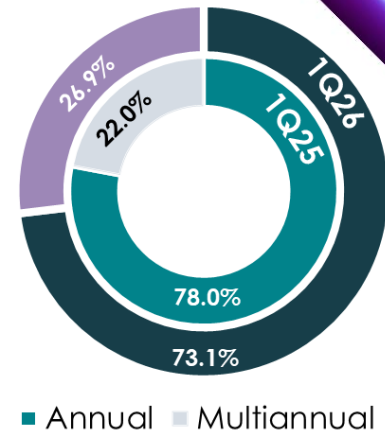
- **Women in Qualitas:** 42% of total employees, 34% of directors and 17% of Board Directors
- 58% of the members of the BoD are **independent**

# 3. Value creation

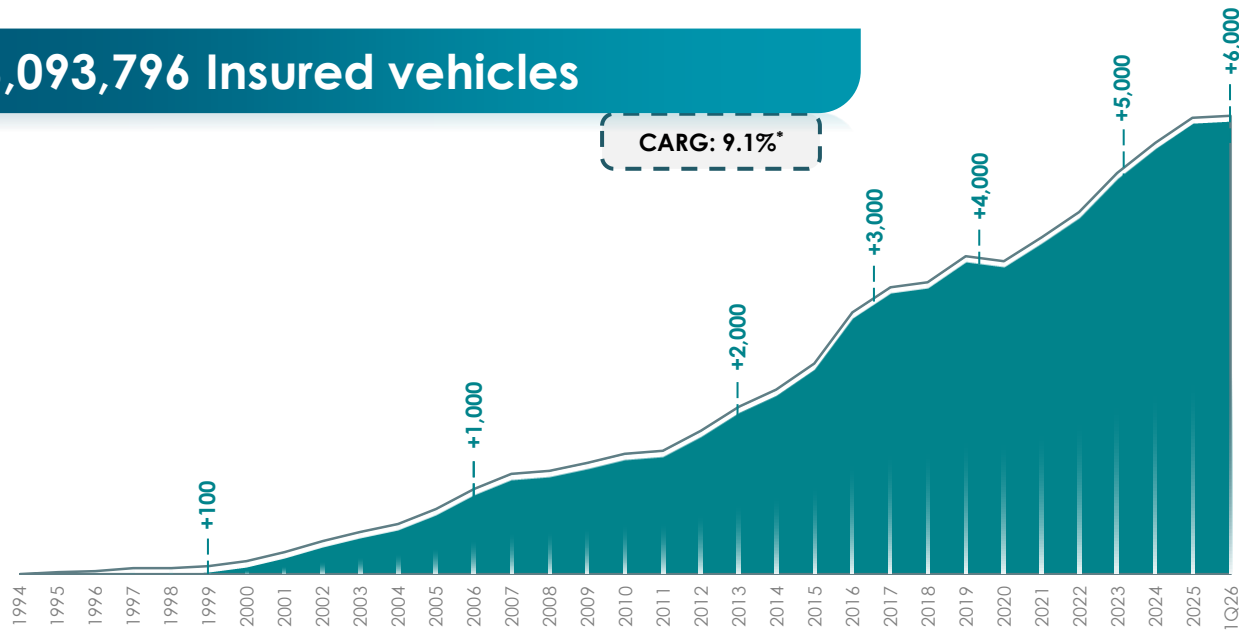


# 3. Value creation

Business line	1Q26	1Q25	Δ %/bp 26 vs 25
Traditional	14,267	12,640	12.9%
Individual	7,667	7,389	3.8%
Fleets	6,600	5,252	25.7%
Financial institutions	6,493	5,168	25.6%
Foreign subsidiaries	909	987	(7.9%)
<b>Total</b>	<b>21,693</b>	<b>18,822</b>	<b>15.3%</b>



**6,093,796 Insured vehicles**

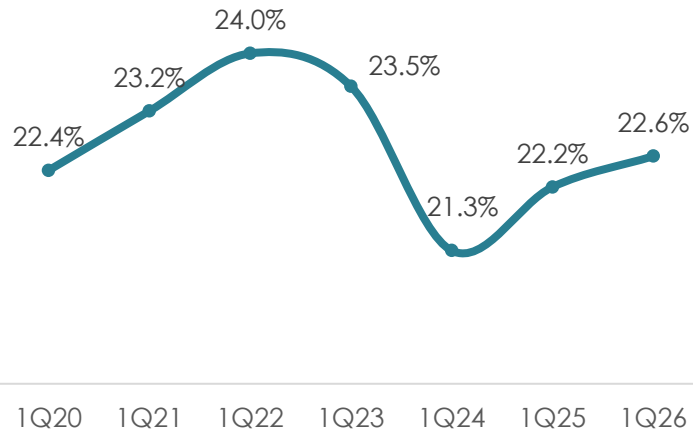


Premiums in million MXN  
 Insured units in thousand  
 CAGR from the last 5 years  
 Some figures may vary given the consolidation effects

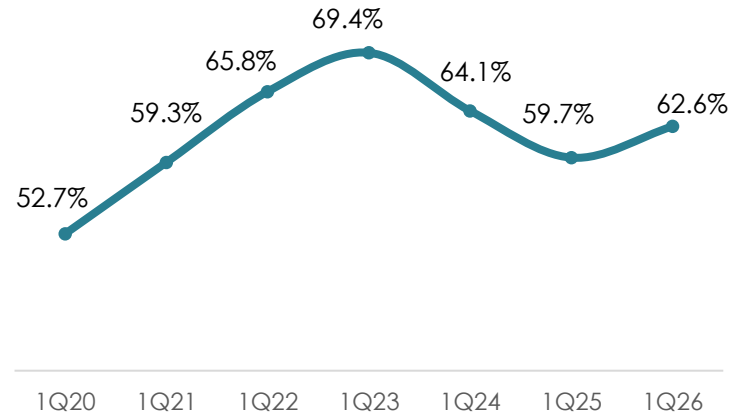
# 3. Value creation

## Ratios

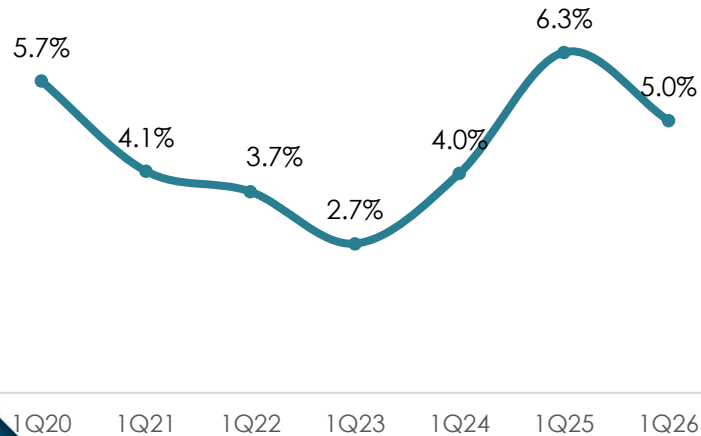
### Acquisition



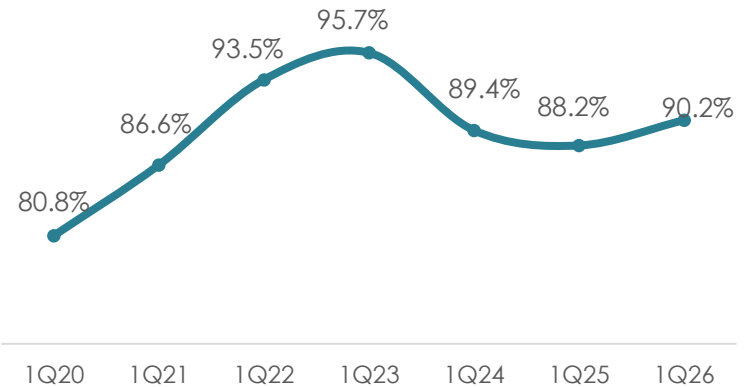
### Loss



### Operating

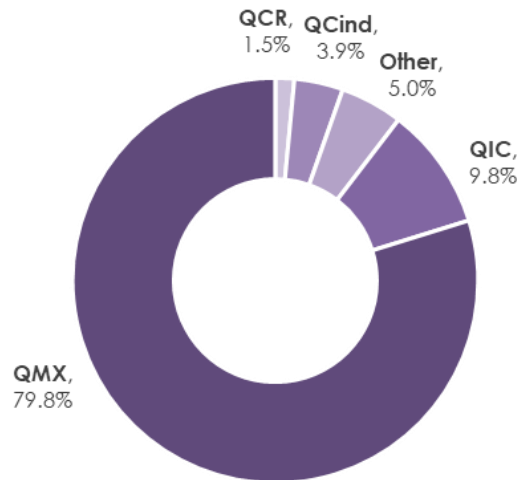


### Combined

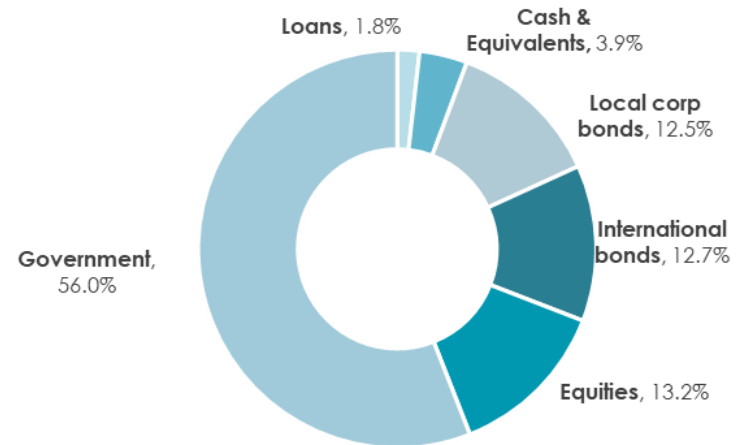


# 3. Value creation

## Portfolio by subsidiary

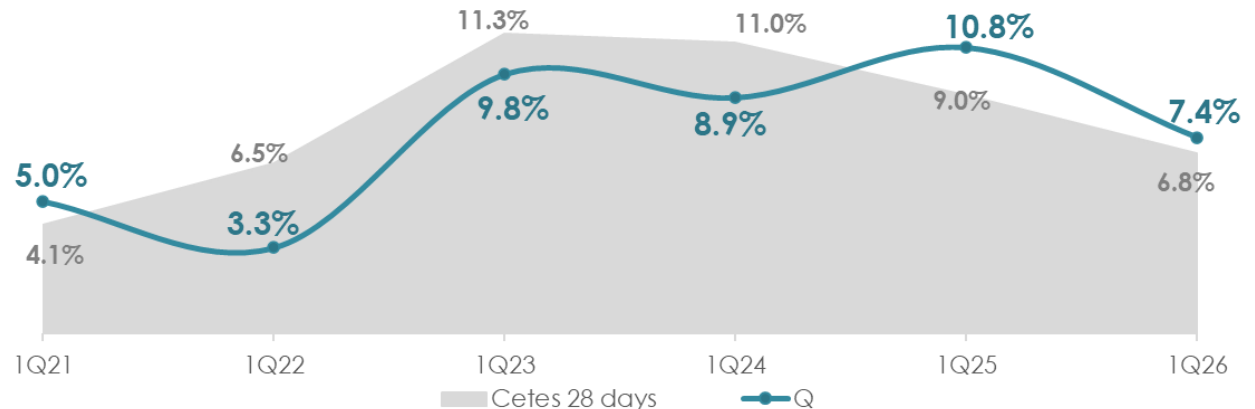


## Total portfolio



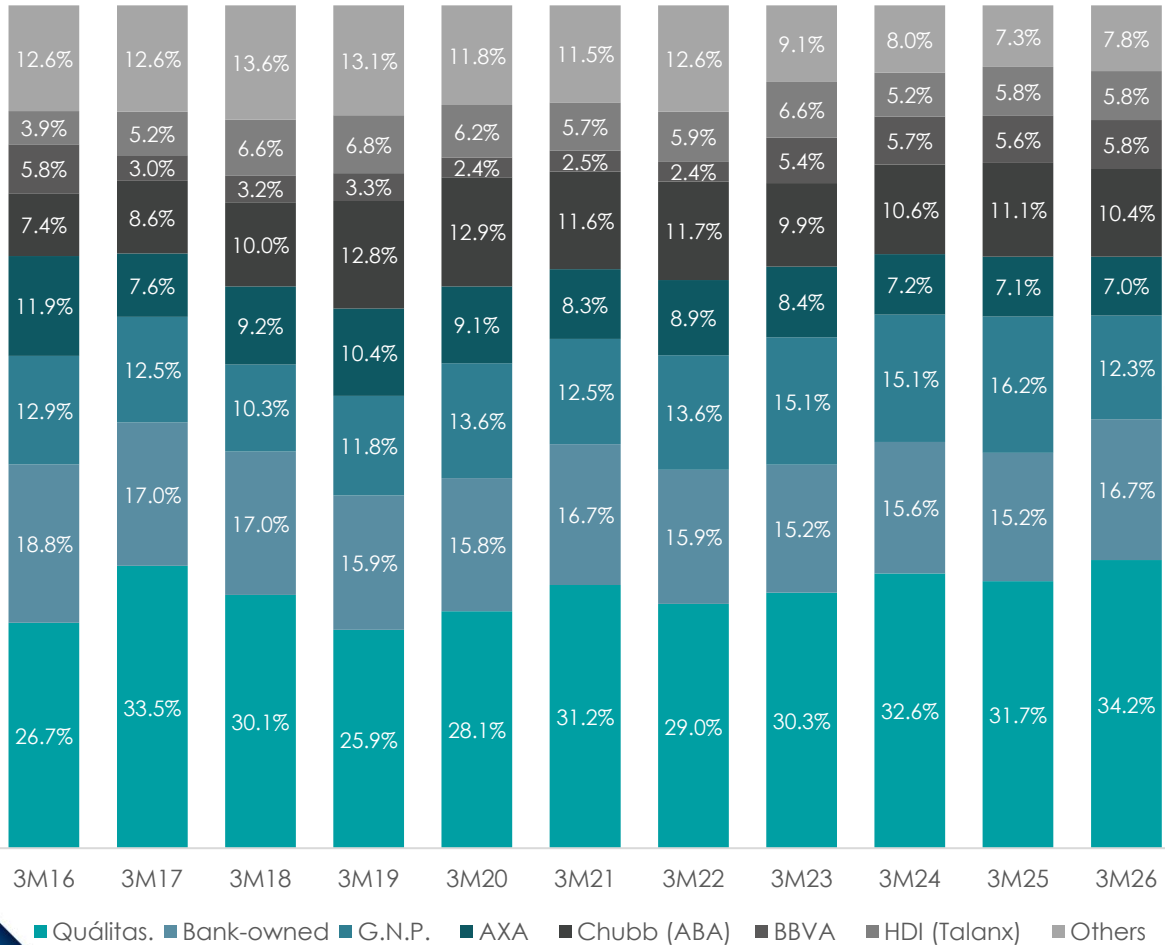
## Return on investments

Our investment policy considers ESG criteria to ensure **sustainable investments**.



# 4. Industry landscape

## Market share



## Market share by segment



**45.4%** Trucks



**29.0%** Cars



**18.0%** Tourist

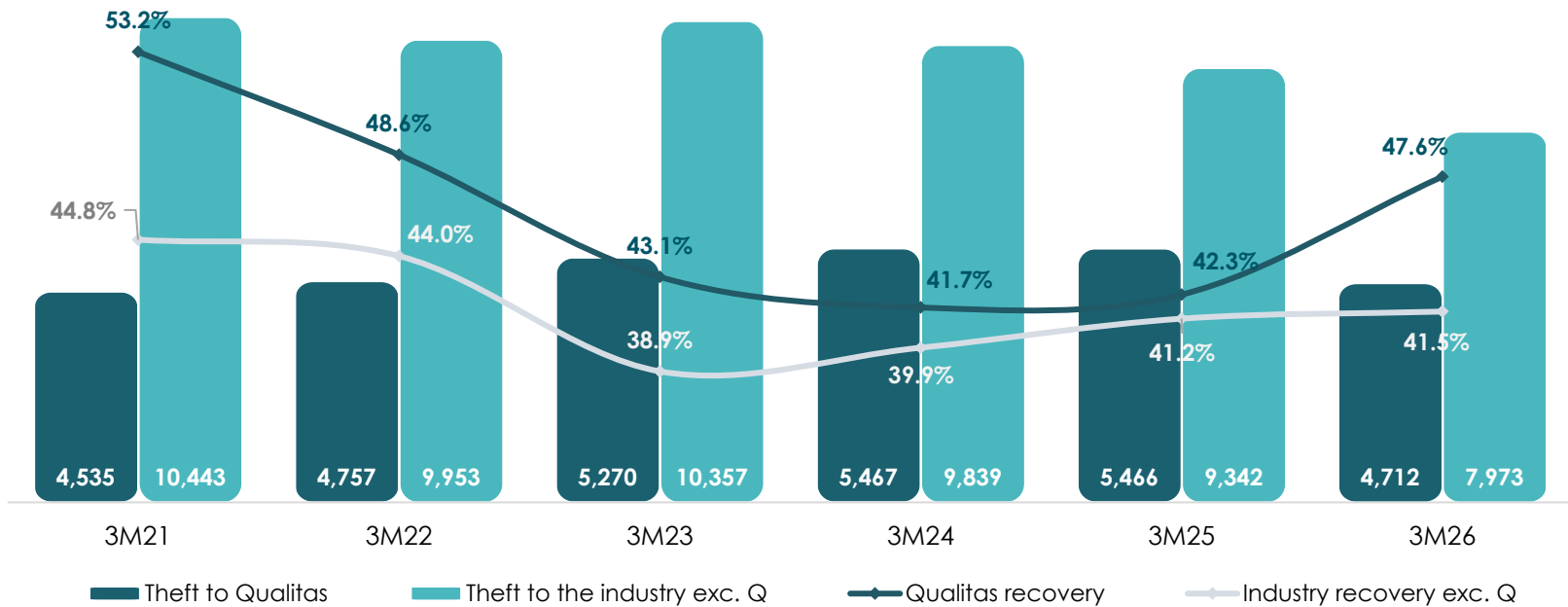


**22.4%** Others

# 4. Industry landscape

## Theft and recovery in Mexico

- Theft 3M26: 13.8% decline at Quálitas vs. 14.7% for the rest of the industry.
- Quálitas recovery rate of 47.6%, 610 bps above the rest of the industry; and 48.0% excluding the February 22 event.

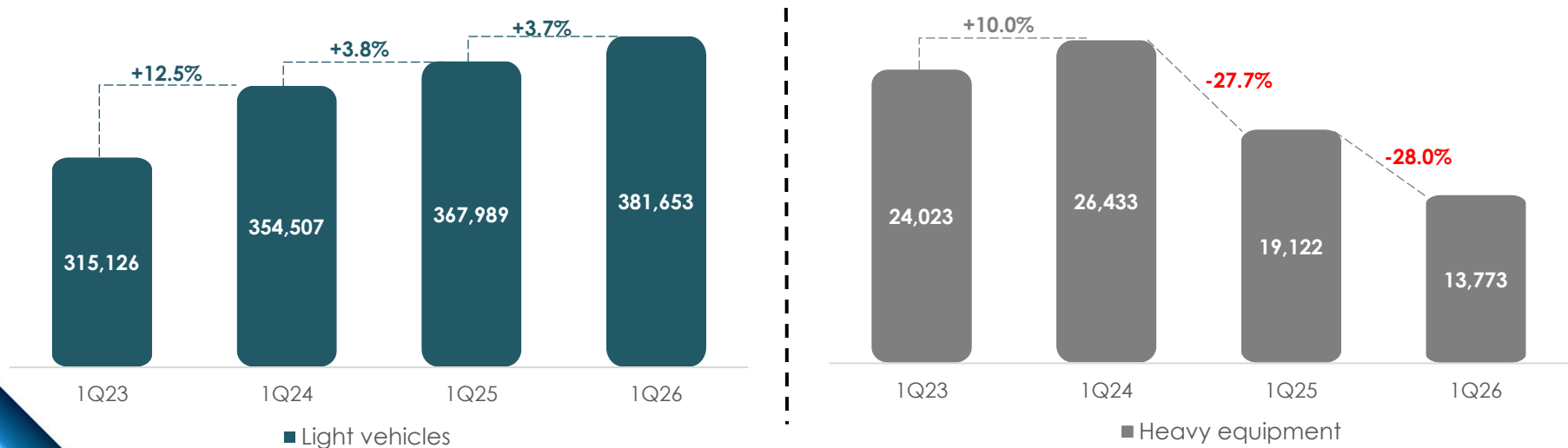


Source: OCRA, figures as of March 2026, including the February 22 event.

# 4. Industry landscape

## New car sales in Mexico

- 2026 estimates (March INEGI): light vehicles ~1.6 million (range +1.1% to +2.6%) and heavy vehicles ~40 thousand (+3.2%).
- Total new vehicle sales increased +2.1% in 1Q26 vs. 1Q25 (light vehicles: +3.7%, heavy vehicles: -28.0%).
  - SUV and pickup segments account for 56.7% of total unit sales, while compact and subcompact cars represent 40.6% (vs. 57.6% and 39.8% in 2025).
  - Chinese brands represent 10.8% of the total market in the quarter (vs. 8.8% in 1Q25); meanwhile, hybrid, electric, and plug-in vehicles account for 11.6% of sales (vs. 9.1% in 1Q25).



Source: AMDA, total light and heavy vehicles.  
BYD and Tesla do not report figures; as of June 2025, Chirey and Jetour stopped reporting.

# 5. Our stock

## Q\* stock performance



Q\* was listed on the Mexican Stock Exchange in 2005



Included in 5 indexes: S&P/BMV IPC, Total Mexico ESG, S&P/BMV Rentable, BIVA Mid cap and GEI Bloomberg Index



400 millions outstanding shares



Q\* has a share buyback program and a market maker program to support its liquidity

### Traded volume (daily average)

	Traded volume*	Volume (MM USD)
4Q25	1,330,922	\$11.4
1Q26	745,868	\$7.1

### Marketability index Mexican Stock Exchange

Mar 2026  
12

### Key value metrics

P/E  
\$15.3

EPS 12M  
\$11.3

P/BV  
\$2.6



## 6. Financial highlights

	Quarterly		
<b>Income Statement</b>	<b>1Q26</b>	<b>1Q25</b>	<b>Δ %/bp</b>
Written premiums	21,693	18,822	15.3%
Net written premiums	21,686	18,727	15.8%
Earned premiums	18,800	16,833	11.7%
Acquisition cost	4,899	4,152	18.0%
Loss cost	11,775	10,055	17.1%
Technical result	2,126	2,626	(19.0%)
Operating expenses	1,088	1,181	(7.8%)
Underwriting result	1,038	1,445	(28.2%)
Comprehensive financial income	1,176	1,533	(23.3%)
Investment income	994	1,349	(26.3%)
Income Taxes	659	833	(20.9%)
Net result	1,555	2,145	(27.5%)
<b>Cost ratios</b>	<b>1Q26</b>	<b>1Q25</b>	<b>Δ %/bp</b>
Acquisition ratio	22.6%	22.2%	42
Loss ratio	62.6%	59.7%	290
Operating ratio	5.0%	6.3%	(126)
Combined ratio	90.2%	88.2%	206
Combined ratio adjusted*	94.5%	91.4%	306
<b>Profitability ratios</b>	<b>1Q26</b>	<b>1Q25</b>	<b>Δ %/bp</b>
Return on investments	7.4%	10.8%	(339)
ROE for the period	23.7%	33.3%	(957)
12M ROE	16.8%	24.2%	(741)

Figures in millions MXN

\*Adjusted combined ratio refers to the sum of the acquisition, loss, and operating costs, divided by earned premiums, and it is presented for comparison reasons with international ratios.

## 6. Financial highlights

### Profitability ratios

	1Q26	1Q25	Δ %/bp
Return on investments	7.4%	10.8%	(339)
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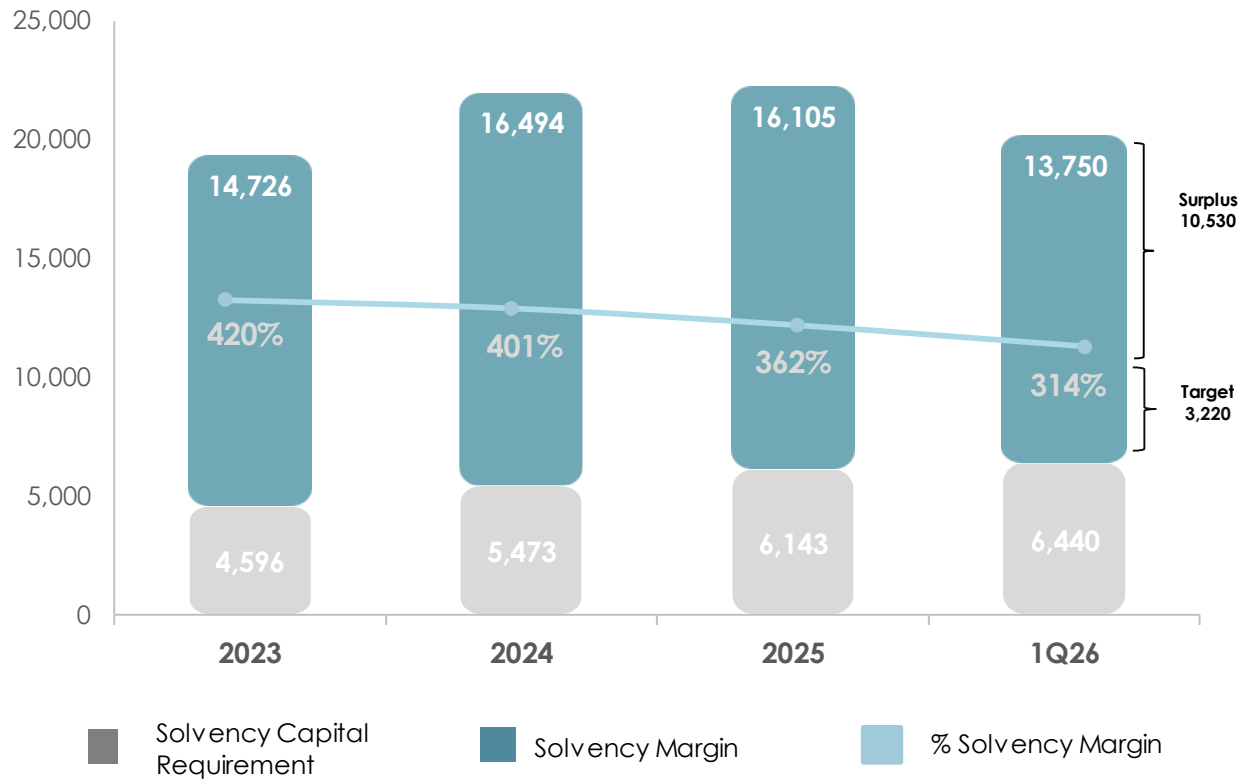
### Balance Sheet

	1Q26	1Q25	Δ %/bp
Assets	122,994	110,562	11.2%
Investments & Real Estate	57,985	54,809	5.8%
<i>Invested assets or float*</i>	53,956	51,201	5.4%
Technical reserves	69,530	61,561	12.9%
Total liabilities	96,157	83,719	14.9%
Stockholders' equity	26,837	26,843	(0.0%)

Figures in millions MXN

\*Invested assets (float)= Investments in securities + repurchase agreement receivables + net loan portfolio

## 6. Solvency margin



### General Assembly 2026

The payment of a cash dividend in the amount of \$3,600,000,000 pesos, equivalent to \$9 pesos per share, was approved and will be paid in two installments: \$4.5 pesos on May 13, 2026, and \$4.5 pesos on November 5, 2026.



Investor relations

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