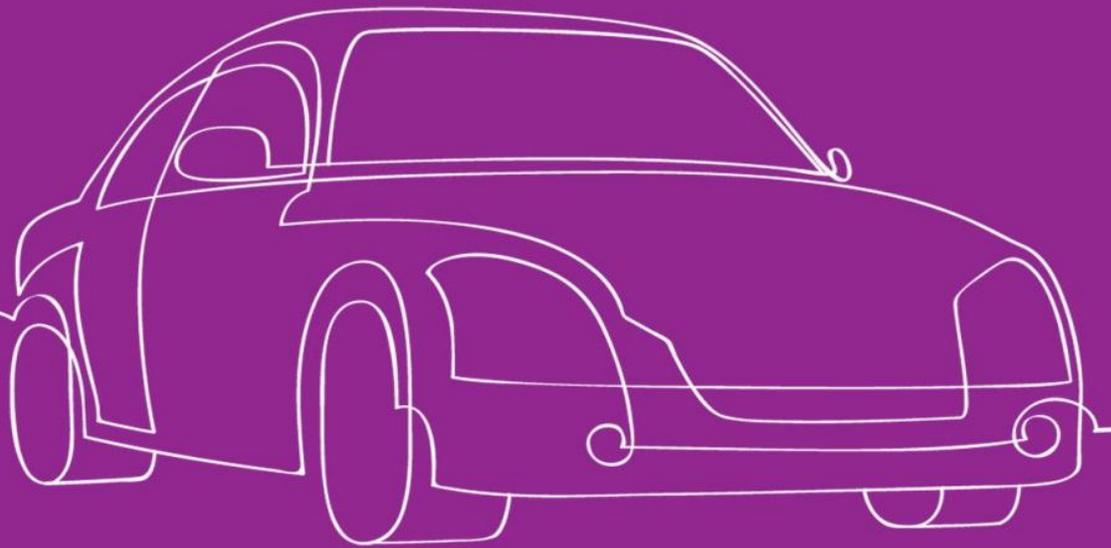




Qualitas®



Earning  
Results

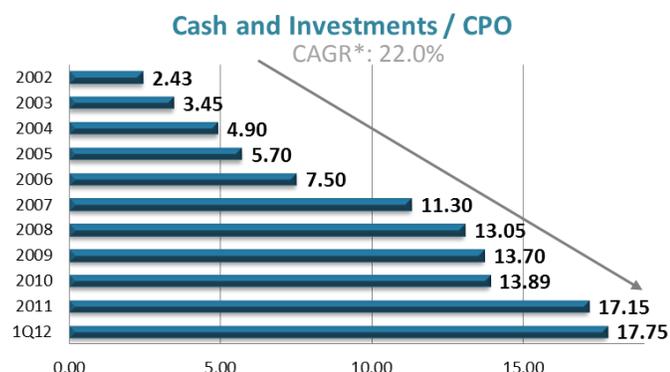
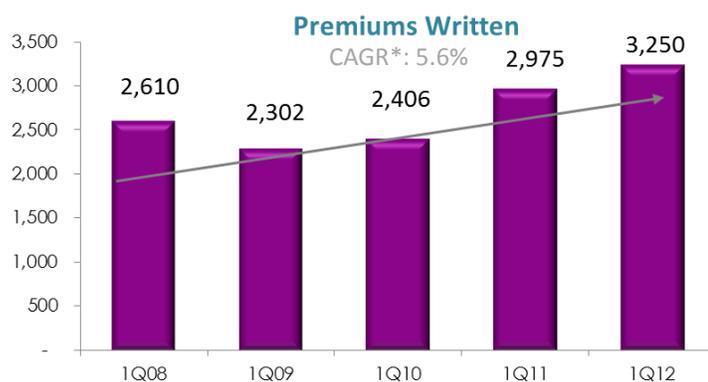
»» 1Q12



Mexico City, April 23, 2012

## Financial Results 1Q12 Analysis<sup>1</sup>

HIGHLIGHTS FOR THE QUARTER		
	Amount	Ch.
Premiums Written	3,250	9.2%
Premiums Earned	2,852	7.7%
Acquisition Cost	730	NC
L & LAE Cost	1,850	-3.6%
Operating Expenses	-35	NC
Operating Result	307	NC
Integral Financing Result	175	164.0%
Net Result	329	NC
Investments Yield	7.3%	547 bp
12M ROA	8.0%	630 bp
Combined Ratio	86.9%	-1,246 bp
Leverage	4.8	-18.9%
12M ROE	50.0%	4,172 bp
12M ROE Pro-forma	46.1%	3,774 bp
12M Net Result per CPO	2.62	597.5%
Book Value	5.97	32.1%
Cash & Investments <sup>2</sup>	7,989	18.5%
Cash per CPO	17.75	18.5%
OPERATING DATA		
Insured Vehicles	1,692,552	2.1%
Net Collection	3,206	14.8%



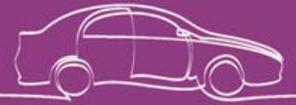
\*CAGR= Compound Annual Growth Rate

NC: Not Comparable

<sup>1</sup> Throughout this document, figures are stated in millions of pesos, except when stated differently. Figures may vary due to rounding effects; the variations expressed are with respect to the last period in 2011.

<sup>2</sup> Cash & Investments = Securities and Derivatives Transactions + Overnight + Cash and Cash Equivalents.





## Profitability Continues Management's Discussion and Analysis

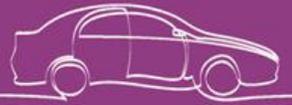
It has been 12 months since we launched our profitability strategy. Results have been favorable and we are convinced that we have implemented the appropriate integral solutions.

We realize that we operate in a complicated environment in which we face challenges constantly, but we trust that the actions implemented will grant us management competencies and a flexible system with the capacity to generate innovative responses as required by the environment.

The profitability strategy has focused us in an added value growth which allows us to continue differentiating, innovating and reinforcing the service we offer and to enhance the policyholders' loyalty. This is the case, for instance, of the customized advisory we offer our Fleet customers in risk management, of Quálitas' Development Offices (ODOs) and of the International Expansion program.

In consequence, we achieved during the quarter a satisfactory growth, of 9.2%. We also recorded an important decrease in thefts and the containment in the average repair cost resulting from the profitability strategy, as well as a non recurring income of \$94 in the operating expenses. This income originated from an accounting change regarding the moment policies' fees are recorded. Additionally, the solid investment yield rendered a net profit of \$329 and a LTM ROE of 46.1%.





During the quarter, we carried out a \$225 dividend payment, which represents \$0.50 per CPO. In spite of this payment, the level of Cash and Investments grew to \$17.75 per CPO as a result of the significant cash flow generated by the profitability strategy.

Also during the quarter we made the decision of acquiring an office building to satisfy our space needs. The property is situated south of Mexico City, with an excellent location with regard to our San Ángel and Ajusco offices. The acquisition was carried out under our low cost philosophy. The investment amounted to \$199, of which \$20 were paid during the 1Q12 and the remaining \$179 will be paid during the 2Q12. Given the Company's growth during the last 6 years (60% in headcount and 122% in number of claims), we consider that this investment will allow us to maintain and enhance the high quality service that distinguishes us.





## First Quarter 2012 Results

FINANCIAL FIGURES			
	1Q12	1Q11	Ch.%
<b>RESULTS</b>			
Premiums Written	3,250	2,975	9.2%
Net Premiums Written	3,151	2,956	6.6%
Premiums Earned	2,852	2,648	7.7%
Acquisition Cost	730	766	NC
L&LAE Cost	1,850	1,919	-3.6%
Underwriting Result	272	-36	NA
Operating Expenses	-35	30	NC
Operating Result	307	-67	NC
Integral Financing Result	175	66	164.0%
Pre-tax Result	482	-1	NC
Tax Provision	152	13	NC
Net Result	329	-13	NC
EBTDA	510	24	NC
<b>BALANCE SHEET FIGURES</b>			
Cash & Investments	7,989	6,743	18.5%
Total Assets	15,544	14,043	10.7%
Technical Reserves	10,101	9,579	5.4%
Total Liabilities	12,859	12,010	7.1%
Stockholder's Equity	2,685	2,033	32.1%

NC: Not Comparable

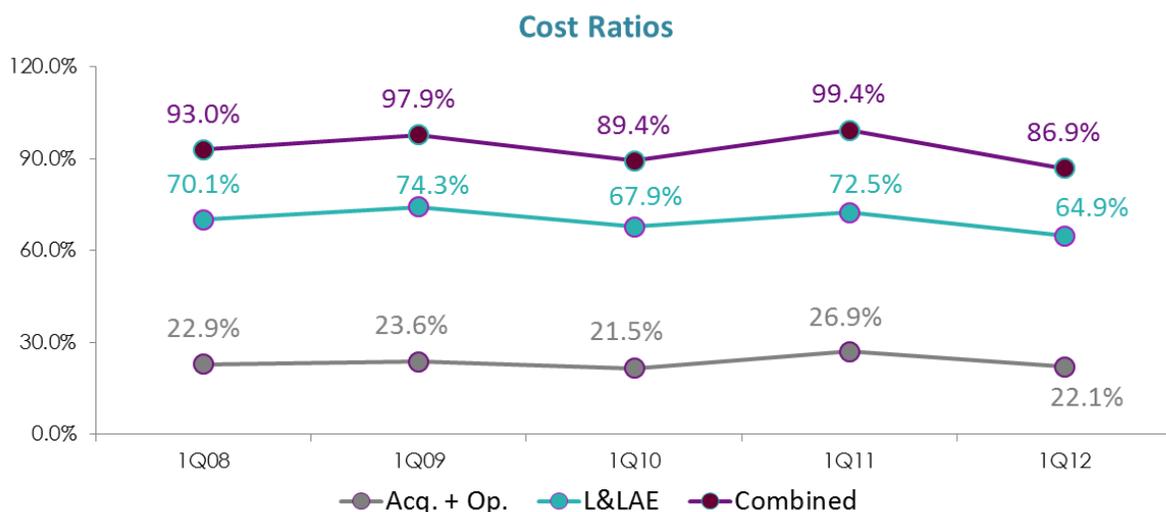
Following our auditors opinion, we make a change of presentation on the integration of the Net Result account in 1Q11 amounting to \$1.





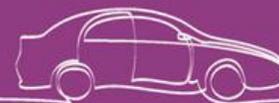
## Operating and Financial Ratios<sup>3</sup>

RATIOS			
	1Q12	1Q11	Ch.
<b>COST RATIOS</b>			
Acquisition Ratio	23.2%	25.9%	-274 bp
Operating Ratio	-1.1%	1.0%	-213 bp
L & LAE Ratio	64.9%	72.5%	-759 bp
Combined Ratio	86.9%	99.4%	-1246 bp
<b>SOLVENCY RATIOS</b>			
Reserves Coverage	1.3	1.24	6.1%
Leverage	4.8	5.9	-18.9%
Minimum Equity Requirement	2,014	1,789	12.6%
Solvency Margin	662	238	178.2%
Solvency Margin Ratio	32.8%	13.3%	1,955 bp
<b>PROFITABILITY RATIOS</b>			
EBTDA Margin	15.7%	0.8%	1,489 bp
Net Margin	10.1%	-0.5%	1,060 bp
12M ROE	50.0%	8.3%	4,178 bp

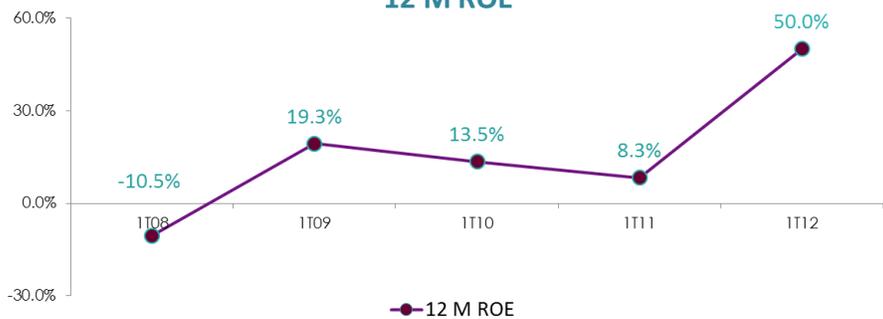


<sup>3</sup> Calculation of ratios is detailed in the glossary at the end of this document.

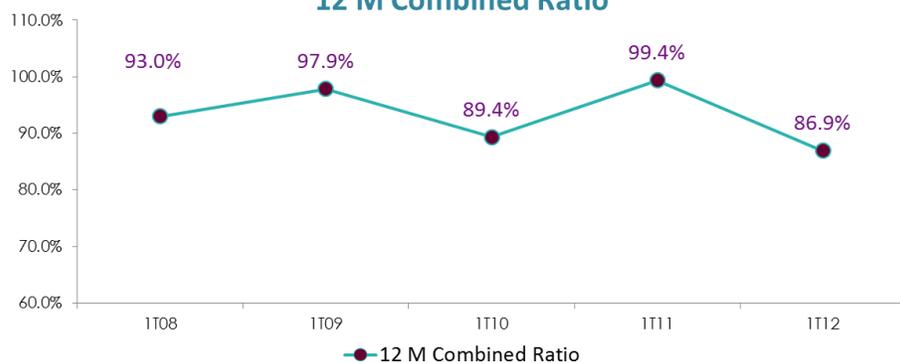




### 12 M ROE



### 12 M Combined Ratio

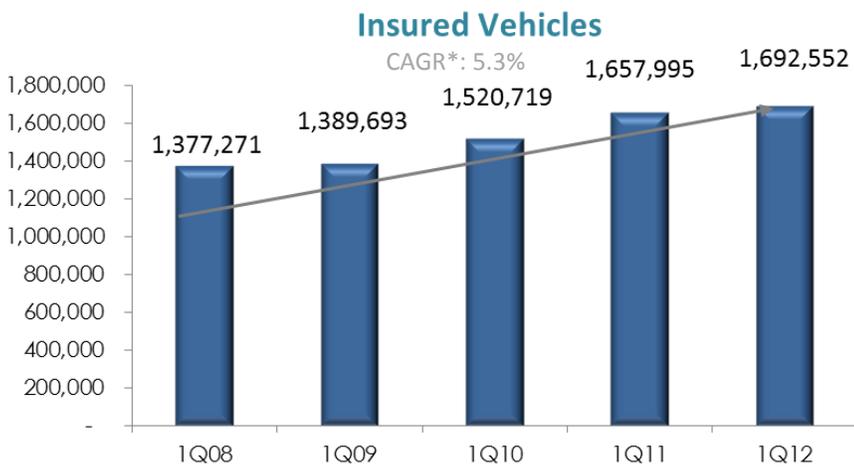
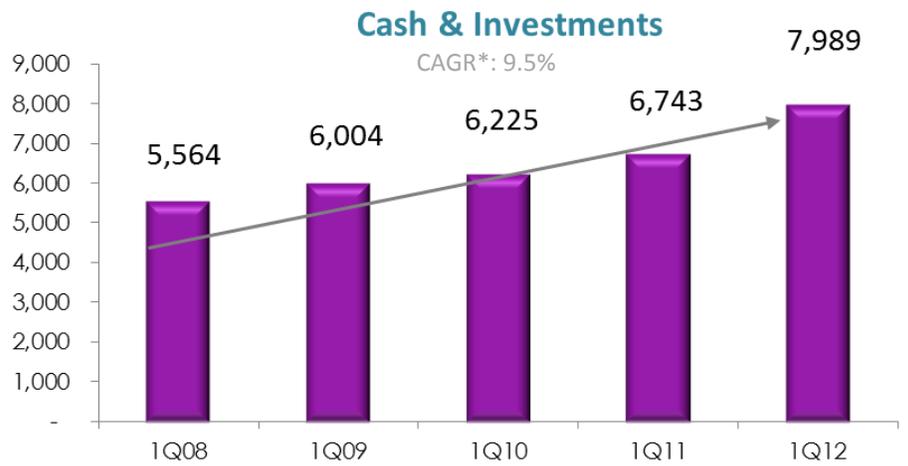
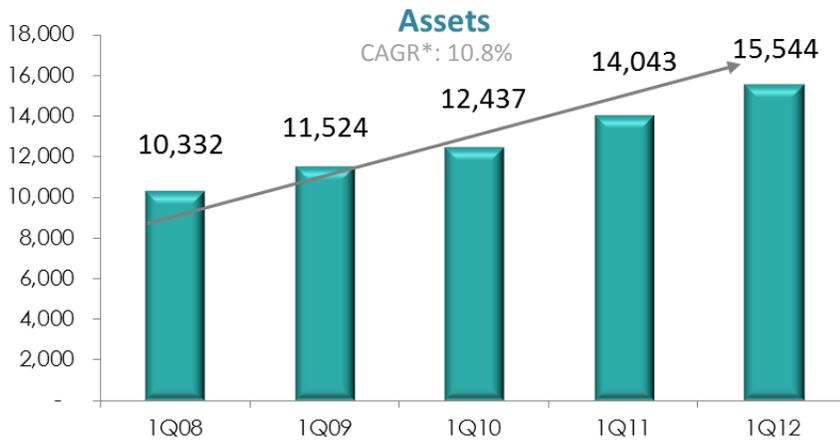
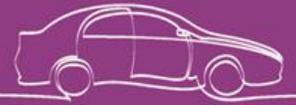


### ROA 12m



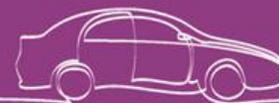
### Leverage





\*CAGR= Compound Annual Growth Rate





## Financial Results 1Q12 Discussion & Analysis

Figures stated in million pesos

### Premiums Written

Segment	1Q12	1Q11	Ch. \$	Ch. %
Individual	1,038	1,149	-111	-9.7%
Fleets	885	756	129	17.1%
<b>Sum of Traditional</b>	<b>1,923</b>	<b>1,905</b>	<b>18</b>	<b>0.9%</b>
Toll Roads	93	94	-1	-0.6%
Financial Institutions	1,197	967	230	23.8%
Subsidiaries	36	9	28	321.2%
<b>Total</b>	<b>3,250</b>	<b>2,975</b>	<b>275</b>	<b>9.2%</b>

Q reported a 9.2% growth in 1Q12 driven by the solid increases of 23.8% in the Financial Institutions segment and of 17.1% in Fleets.

Growth in Financial Institutions can be explained by the recovery in new automobile sales through automobile financing. According to AMIA and ANPACT the growth in sales of cars and trucks during the quarter was 10.5% and amounted to 86,622 units. This increase, in turn, resulted in higher sales of multi-annual policies.

On the other hand, the Traditional segment benefited from the increase in Fleets, due to the added value we are offering our clients in risk management and to the transition of some accounts from the Individual segment to this business line. This segment was also affected by the 9.7% decrease in the Individual segment, which has been impacted by some of the actions of the profitability strategy taken since April 2011, such as the reduction of the grace period, increases in deductibles in the theft coverage for high risk automobiles and underwriting based on claims costs by zip code.

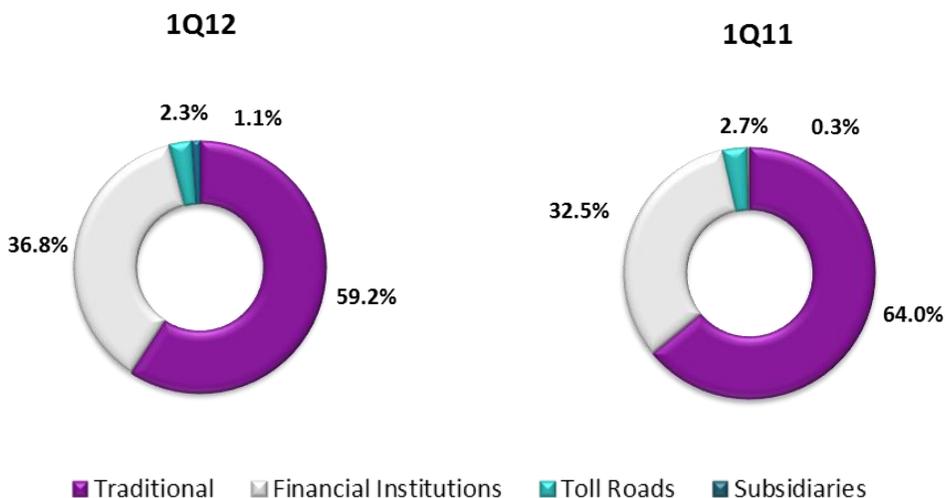
The Toll Roads segment diminished 0.6%, given that some toll roads with high claims cost were not insured.



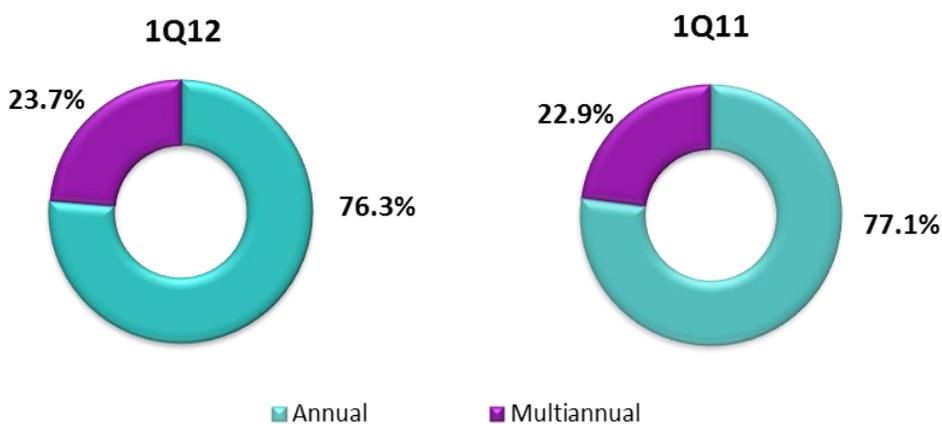


Subsidiaries' sales represented 1.1% of total revenues and jointly showed an increase of 321.2%, mainly due to the expansion of the subsidiaries in El Salvador and Costa Rica.

### Premiums Written by Segment



### Premiums Written per Period





On the other hand, insured vehicles amounted to a 1,692,552 units, a 2.1% growth, comprised by the decrease in cars and the growth in trucks, tourists and motorcycles.

Business Line	1Q12	1Q11	Ch. %
Automobiles	1,138,986	1,153,077	-1.2%
Trucks	444,688	438,139	1.5%
<b>Subtotal</b>	<b>1,583,674</b>	<b>1,591,216</b>	<b>-0.5%</b>
Motorcycles & Tourists	108,878	66,779	63.0%
<b>Insured Vehicles</b>	<b>1,692,552</b>	<b>1,657,995</b>	<b>2.1%</b>

## Premiums Ceded, Net Premiums Written and Reinsurance

Premiums ceded amounted to \$99, represented mainly by the underwriting and issue of a biannual policy contracted with PEMEX in December 2011. This is an account of loss management which consists in servicing the customers' claims without Q taking risks, since 100% of the premiums written are ceded to a reinsurer designated by the Institution. Thus, this account does not provide Q with any insured vehicles. The term of this policy is from January 1<sup>st</sup>, 2012 to December 31, 2013.

On the other hand, based on our reinsurance strategy, we did not renew our proportional reinsurance contract, in light of the high levels of profitability and the moderate growth rates, however we maintained the catastrophic reinsurance contract, which covers risks in case of events generated by nature such as earthquakes and hurricanes, among others.

Consequently, the rise in net premiums written was lower than the increase in premiums written, amounting to 6.6%.

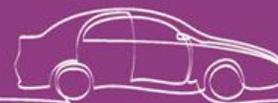
## Premiums Earned

Premiums earned grew 7.7%, in line with the 6.6% growth in net premiums written.

## Net Acquisition Cost

As explained in our previous reports, the net acquisition cost has undergone changes in accounting policy in the recording of fees paid to financial institutions and automotive agencies (UOF).





From the 1Q11 through 3Q11, **Q** recorded the UOF expenses when the policy was issued. However, given the bulletins issued by the National Insurance and Bonds Commission, in 4Q11, the charge generated during these quarters was reclassified to the earnings of previous fiscal years. Consequently, the result of the net acquisition cost is not comparable with the figure published in 1Q11.

During the quarter, the acquisition cost amounted to \$730 and resulted in a ratio of 23.2%, in line with the growth in the Financial Institutions segment.

It is worth noting that in 1Q12 this item did not record reinsurance revenues, as compared with the \$52 in revenues recorded during 1Q11, since there is no proportional reinsurance contract.

## L&LAE

Due to the measures of the profitability strategy implemented on April 2011, the 1Q12 ratio was 64.9%, the lowest in a 1Q in recent years and 759 bp lower than that registered in 1Q11.

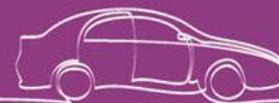
The average cost of repairs decreased in greater proportion than the increase in the number of claims. This is explained by the negotiations with OEMs and spare parts shops.

Thanks to the selection of toll roads, we achieved a reduction, both in the number of claims and in the amount, which decreased 13% in this sector.

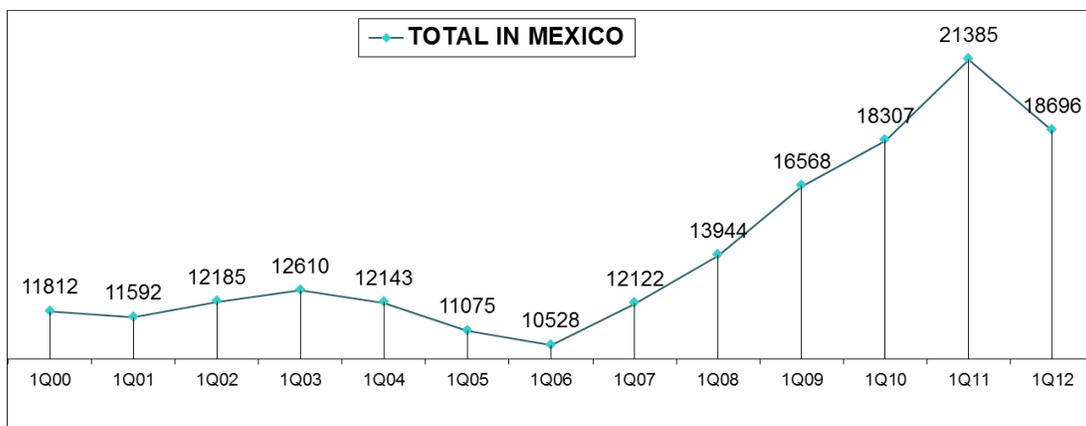
Regarding Fleets, the L&LAE ratio dropped significantly, due to a decrease in the number of claims and the average cost, as a result of the risk management implemented since 2011.

The results of thefts and recoveries have been favored by the nationwide trend. According to figures from OCRA (Coordinating Office of Insured Risks) automobile thefts nationwide decreased 12.6% as of 1Q12, compared with the 16.8% increase reported in 2011, and the percentage of vehicles recovered with respect to vehicles stolen stood at 21%.





### Number of automobile thefts to the insurance companies Comparative 2000-2012, per period (January - March)



In general terms, the average cost of claims diminished by 18.6% and total L&LAE decreased by 3.6%.

### Operating Expenses

The operating expenses were impacted by a change in accounting policy in the policies' fees item, which is an income targeted to cover administrative expenses generated when the policy is issued.

Previously, this account was registered when the policy was collected, but in accordance with the bulletin issued in December 2011 by the National Insurance and Bonds Commission, it is now registered when the policy is issued. This change aims to be more in accordance with international accounting standards.

The impact of this change was a one-time credit to earnings, net of tax, of \$94. This effect caused the operating expense figure for the quarter not to be comparable to the number published in the 1Q11.

The administrative expense increased due to higher payments to the service offices because of better L&LAE ratios. Depreciation and amortization amounted to \$29.

The operating cost ratio for the quarter was -1.1% and the proforma ratio of 1.9%.

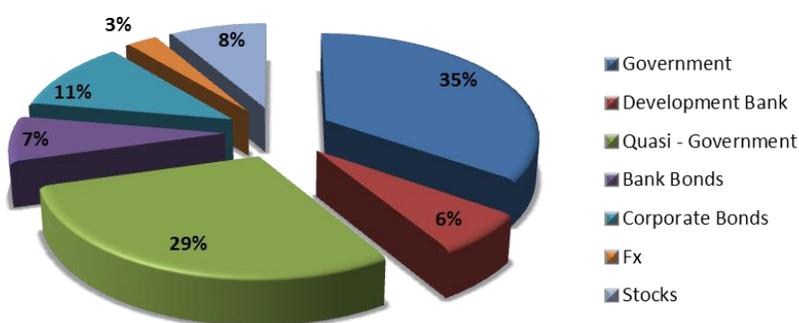




## Integral Financing Result

In 1Q12 the investment portfolio attained a 7.3% yield, due to the gains from bonds and stocks, partially diminished by foreign exchange losses.

During the quarter, markets showed less volatility than in 1Q11, which allowed Q's conservative investment strategy to bear fruits and achieved its objectives.



## Taxes

Taxes charged in the period were \$152, more than the provision of \$13 reported in 1Q11, due to better results.

## Net Result

Net income was \$329 which compares favorably with the loss of \$13 in 1Q11. Net income resulted from the growth in premiums written, the decrease in thefts, the containment in the average repairs cost, the one-time credit of \$94 in operating expenses, and the investment yield.

## Cash and Investments

Cash and investments reached \$7,989, an increase of 18.5%. Cash was partially diminished by a dividend payment in the amount of \$225 and by an advance payment for the acquisition of an office building.





The property is situated south of Mexico City, with an excellent location with regard to our San Ángel and Ajusco offices. The acquisition was carried out under our low cost philosophy. The investment amounted to \$199, of which \$20 were paid during the 1Q12 and the remaining \$179 will be paid during the 2Q12. Given the Company's growth during the last 6 years (60% in headcount and 122% in number of claims), we consider that this investment will allow us to maintain and enhance the high quality service that distinguishes us.

These reductions were offset by an improved EBTDA, which generated a \$17.75 cash per CPO.

### Technical Reserves

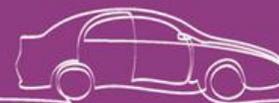
Technical reserves increased 5.4% as a result of the 3.5% increase in the reserve of contractual obligations and the 6.2% increase of underwriting reserve. Insured vehicles increased by 2.1%, less than the underwriting reserve, which positions the reserves at adequate levels to face our obligations with policyholders.

### Solvency

As a result of the profitability achieved, the solvency margin rose to \$662, in spite of the 12.6% increase in the minimum equity requirement and the dividend payment of \$225. This represents a solvency ratio of 32.8%, which is appropriate for the requirements of the operations.

The leverage ratio improved from 5.9x in 1Q11 to 4.8x. Also the reserve coverage ratio improved, from 1.2x in 1Q11, to 1.3x in 1Q12.

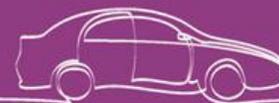




**QUALITAS COMPAÑIA DE SEGUROS, S.A.B. DE C.V.**  
**Consolidated Balance Sheet as of March 31, 2012**

	2012	2011
<b>Assets</b>		
<b>Investments</b>	8,342,058,889	7,098,478,751
<b>Securities and Derivatives Transactions</b>	7,055,311,718	6,574,441,549
<b>Securities</b>	7,055,311,718	6,574,441,549
Government	1,591,447,509	2,500,920,380
Private Companies	5,116,770,105	3,692,545,577
Fixed Maturities	4,564,065,078	3,314,633,672
Equity	552,705,027	377,911,905
Foreign	53,454,789	143,188,892
Net Value	264,091,425	202,196,424
Interest Receivable	29,681,267	35,590,276
<b>Overnight</b>	787,631,643	65,784,140
<b>Loans</b>	24,021,118	34,212,944
Secured	20,182,692	21,132,435
Unsecured	0	3,747,176
Discounts and Re-discounts	9,458,333	12,333,333
(-) Allowance for Doubtful Accounts	5,619,907	3,000,000
<b>Property</b>	475,094,410	424,040,118
Real Estate	236,862,325	212,330,810
Net Value	272,879,476	243,255,821
(-) Depreciation	34,647,391	31,546,513
<b>Reserve for Labor Obligations</b>	41,054,033	34,772,813
<b>Cash and Cash Equivalents</b>	146,489,505	103,245,230
Cash and Banks	146,489,505	103,245,230
<b>Debtors</b>	5,892,042,338	5,651,401,096
Premiums	5,319,255,590	5,130,988,032
Agents and Adjusters	50,910,477	78,618,527
Accounts Receivable	86,903,918	140,100,079
Employee's loans	32,907,837	24,419,986
Other	479,519,800	331,007,880
(-) Allowance for Doubtful Accounts	77,455,284	53,733,408
<b>Reinsurers and Re-Bonding Companies</b>	110,673,997	356,137,940
Insurance and Bonds Institutions	9,347,558	35,596,797
Equity Participation of Reinsurers in Outstanding Claims	8,215,238	29,233,518
Equity Participation of Reinsurers in Unearned Premiums	88,736,349	287,435,796
Other Equity Participations	4,374,852	3,871,829
<b>Permanent investments</b>	15,226,135	61,957,054
Associate	0	17,688,463
Other permanent investments	15,226,135	44,268,591
<b>Other Assets</b>	996,759,493	736,739,769
Furniture and Equipment	272,189,562	234,703,836
Miscellaneous	723,310,375	498,105,342
Amortizable Expenses	9,414,139	9,488,554
(-) Amortization	8,154,583	5,557,963
<b>Total Assets</b>	<b>15,544,304,390</b>	<b>14,042,732,653</b>





**QUALITAS COMPAÑIA DE SEGUROS, S.A.B. DE C.V.**  
**Consolidated Balance Sheet as of March 31, 2012**

	2012	2011
<b>Liabilities</b>		
<b>Underwriting Reserves</b>	10,100,557,866	9,578,723,611
<b>Unearned Premiums</b>	7,266,010,342	6,838,677,860
Casualties	7,266,010,342	6,838,677,860
<b>Contractual Obligations</b>	2,833,209,642	2,737,704,095
For Claims and Maturities	2,599,356,936	2,576,595,548
For Incurred and Non-Reported Claims	95,154,773	86,451,554
For Dividends on Policies	18,844,707	11,663,213
For Premiums in Deposit	119,853,226	62,993,780
<b>Preventive Reserve</b>	1,337,882	2,341,656
Catastrophic Risks	1,337,882	2,341,656
<b>Reserve for Labor Obligations</b>	85,652,444	66,153,345
<b>Creditors</b>	1,485,608,680	970,183,245
Agents and Adjusters	490,125,242	452,600,673
Funds for Losses Management	2,263,043	2,268,461
Miscellaneous	993,220,395	515,314,111
<b>Reinsurers and Re-Bonding Companies</b>	77,517,233	352,845,051
Insurance and Bond Companies	77,517,233	352,845,051
<b>Other Liabilities</b>	1,110,080,241	1,041,702,144
Provisions for employee profit sharing	4,571,936	5,586,910
Income Tax Provisions	198,796,033	72,589,893
Other Obligations	802,815,641	774,647,299
Deferred Credits	103,896,631	188,878,042
<b>Total Liabilities</b>	12,859,416,464	12,009,607,396
<b>Stockholder's Equity</b>		
<b>Capital Stock</b>	342,956,574	342,956,574
Capital Stock	342,956,574	342,956,574
<b>Reserves</b>	469,844,258	431,920,410
Legal	181,694,394	143,770,546
Other	288,149,864	288,149,864
<b>Valuation Surplus</b>	105,507,762	100,595,081
<b>Subsidiaries</b>	1,475,521	-2,638,479
<b>Retained Earnings</b>	1,363,002,558	1,103,062,279
<b>Net Income</b>	327,659,157	-14,108,401
<b>Excess (insufficiency) in Capital Restatement</b>	65,597,647	65,597,647
<b>Minority Interest</b>	8,844,449	5,740,146
<b>Total Stockholder's Equity</b>	2,684,887,926	2,033,125,257
<b>Total Liabilities and Stockholder's Equity</b>	15,544,304,390	14,042,732,653

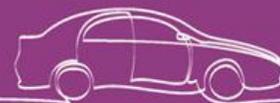




**QUALITAS COMPAÑIA DE SEGUROS, S.A.B. DE C.V.**  
**Consolidated Income Statement as of March 31, 2012**

	<u>2012</u>	<u>2011</u>
<b>Premiums</b>		
Written	3,249,769,465	2,974,956,302
(-) Ceded	99,170,898	18,457,740
<b>Net premiums written</b>	3,150,598,567	2,956,498,562
<b>(-) Net increase in unearned premiums</b>	298,127,521	308,040,673
<b>Net premiums earned</b>	2,852,471,046	2,648,457,889
<b>(-) Net Acquisition Cost</b>	729,902,824	765,975,451
Agents' commissions	212,382,088	186,764,440
Agent's additional compensation	47,827,053	55,346,450
(-) Comissions on ceded reinsurance	0	52,446,064
Excess loss coverage	3,217,472	4,230,644
Other	466,476,211	572,079,981
<b>(-) Net Losses and loss adjustment expenses and other contractual liabilities</b>	1,850,254,095	1,918,962,386
Losses and other contractual liabilities	1,850,170,514	1,919,027,724
Losses on non-proportional reinsurance	10,000	-65,338
<b>Underwriting income (loss)</b>	272,314,127	-36,479,948
<b>(-) Net increase in other underwriting reserves</b>	0	0
<b>Gross (income) loss</b>	272,314,127	-36,479,948
<b>(-) Net operating expenses</b>	-34,652,283	29,280,935
Administrative and Operating expenses	-103,303,526	-14,101,998
Employees' compensation and benefits	39,921,021	18,480,785
Depreciation and Amortization	28,730,222	24,902,148
<b>Operating income (loss)</b>	306,966,410	-65,760,883
<b>Integral Financing Result</b>	174,636,443	66,138,146
Investments	92,602,529	62,349,294
Sale of investments	13,924,190	1,430,954
Non-realized gain (loss) on investments	49,688,442	-25,274,491
Premiums finance charge	29,054,511	33,958,431
Other	6,010,001	2,599,405
Foreign Exchange	-16,643,230	-8,925,447
<b>Participation in Permanent Investments Result</b>	0	0
<b>Income (loss) before taxes and employee's profit sharing</b>	481,602,853	377,263
<b>(-) Provision for income taxes</b>	152,426,351	13,307,209
<b>Income (Loss) before Discontinued Operations</b>	329,176,502	-12,929,946
<b>Net income (loss)</b>	329,176,502	-12,929,946
Participación no controladora en la Utilidad (Pérdida) del Ejercicio	1,517,346	1,178,455
Participación controladora en la Utilidad (Pérdida) del Ejercicio	327,659,156	-14,108,401
<b>Net income (loss)</b>	329,176,502	-12,929,946





## Glossary of Terms and Definitions

**Acquisition Cost:** Includes commissions and compensations paid to agents and the fees paid to Financial Institutions for the sale of our policies (UOF).

**Acquisition Ratio:** Results from dividing the Acquisition Cost by Net Premiums Written.

**CAGR:** Compound Annual Growth Rate =  $[(\text{End of Period Figure} / \text{Beginning of Period Figure})^{(1 / \text{Number of periods})}]$

**Cash & Investments:** Securities and Derivatives Transactions + Overnight + Cash and Cash Equivalents.

**Combined Ratio:** In the insurance industry, the combined ratio is used as a general performance measure. It results from the addition of the Acquisition, Operating, and L&LAE Ratios.

**CNSF:** National Insurance & Bonds Commission, the regulator of the insurance sector in Mexico.

**CPO:** Ordinary Participation Certificates. Quálitas shares are in deposit in a trust that issues the CPOs. The holders of the CPOs have rights over their shares in deposit. Each CPO consists of 3 series A shares and 2 series B shares.

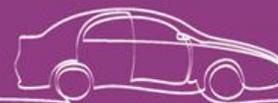
**EBTDA:** Earnings before Taxes, Depreciation and Amortization. It differs from EBITDA in that, in EBTDA, the Investment Income is not subtracted, since it is part of the operation of insurance companies.

**Financial Institutions:** Institutions that belong to both Financial Groups as well as to the major automakers in the industry, responsible for credit sales of new automobiles.

**L&LAE:** Loss and Loss Adjustment Expenses: Includes the costs incurred in the payment of claims: valuation experts, adjusters, claim's coordinators, and repair costs.

**L&LAE Ratio:** Results from dividing the L&LAE by Net Premiums Earned period.





**Minimum Equity Requirement:** Is the minimum equity level that an insurance company should maintain, according to the authorities' requirements. In Mexico, in the automobile insurance industry, it is approximately calculated as the 16.4% of the premiums written in the last 12 months or the 25.1% of the net L&LAE for the last 36 months, that which results higher.

**Multi-annual Policies:** Policies with a term greater than 13 months. They are typically issued for the automobiles sold on credit.

**Net Premiums Earned:** Portion of premiums written that is registered as income as time goes by.

**Net Premiums Written:** Equal to premiums written less the part yielded to reinsurance.

**Operating Expenses:** Includes expenses incurred in by the Company in its regular operations.

**Operating Ratio:** Results from dividing Operating Expenses by Premiums Written.

**Policies' Fees:** Income generated to cover administrative costs when the policy is issued. It is recorded as an income in operating expenses.

**Premium Debtor:** Records the portion of sold policies which will be paid in installments.

**Premiums finance charge:** Financial penalty imposed to policyholders that choose to pay their policy's premium in installments.

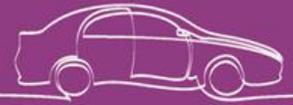
**Premiums Written:** Premiums corresponding to policies underwritten.

**Solvency Margin:** Results from subtracting the Minimum Equity Requirement and the Underwriting Reserves, from the sum of Securities and Cash and Banks.

**Solvency Margin Ratio:** Results from dividing the Solvency Margin by the Minimum Equity Requirement.

**UOF: Use of Facilities:** Fees paid to the Financial Institutions for the sale of our insurance policies.





Quálitas is an insurance company, specialized in auto insurance, which occupies the first place in the Mexican market with a 20.1% share as of December 2011. After 18 years in operation, it has more than 1.6 million insured vehicles and 166 offices in Mexico, 3 in El Salvador and one in Costa Rica. Quálitas' business model focuses on excellence in service and cost control.

***Except for the historic information here in provided, statements included in this document regarding the Company's business outlook and anticipated financial and operating results or regarding the Company's growth potential, constitute forward-looking statements based solely on management's expectations regarding the economic and business conditions in countries where Quálitas operate.***

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Quálitas Compañía de Seguros  
S.A.B. de C.V., invites you to  
participate in our



## 1Q12 Earnings Results Conference Call - English and Spanish, Thursday, April 26

Please note 1Q12 presentation will be available one day before the conference call on our webpage and will also be sent via email.

**To be held on:**

**ENGLISH:**

Thursday April 26, 2012 at 9:00 AM Mexico City Time (10:00 AM EST)

**SPANISH:**

Thursday April 26, 2012 at 10:00 AM Mexico City Time (11:00 AM EST)

**Hosted by:**

Wilfrido Castillo Sánchez Mejorada, CFO

Alejandro Melendez, IRO

To participate, please dial 5 minutes prior to the call:

**Conference Call in English:**

- Toll free USA & Canada: (800) 299 - 6183
- Toll International outside USA & Canada: (617) 801 - 9713 (not free)
- Dial in from Mexico: 001 (866) 656 - 5787 (Toll Free)

**Conference Call in Spanish:**

- Toll free USA & Canada: (866) 356 - 3095
- Toll International outside USA & Canada: (617) 597 - 5391 (not free)
- Dial in from Mexico: 001 (866) 656 - 5787 (Toll Free)

**Confirmation Code:**

ENGLISH: 10 40 4373

SPANISH: 45 51 6042

**Playback:**

The call will be available on our website on Thursday, May 3, 2012

IR Contact: Mariana Cornejo (5256) 6002-6374, moornejo@qualitas.com.mx

