

Quálitas Controladora and Quálitas Compañía de Seguros

EARNING
RESULTS 1Q13



Results

- Financial Figures of the Holding – QC
- Financial Figures of Quálitas - Q
- Premiums Written
- Insured Vehicles
- Ratios
- Integral Financing Result
- Net Result and ROE

Ratios

- Cash and Investments
- Equity and Solvency Margin

Others

- New Projects
- Mandatory Insurance Law Initiative



Financial Figures and Results of Quálitas Controladora, S.A.B. de C.V.

Throughout the document, figures are expressed in million pesos, except when is otherwise specified. Variations expressed are regard to the same period in 2012.

QC Balance Sheet



As of March 31				
Assets	2013	2012	Var %	
Securities	9,005	7,055	27.6%	
Cash and Banks	95	147	-35.6%	
Overnight	1,246	788	58.2%	
Loans	15	24	-39.0%	
Property	828	475	74.2%	
Reserve for Labor Obligations	51	41	23.8%	
Debtors	6,457	5,413	19.3%	
Others	374	480	-22.0%	
Reinsurers and Re-Bonding Companies	75	111	-31.8%	
Permanent Investments	16	15	3.7%	
Other assets	1,554	997	55.9%	
Total Assets	19,716	15,545	26.8%	
Liabilities				
Underwriting Reserves	12,197	10,101	20.8%	
Reserve for Labor Obligations	107	86	24.9%	
Creditors	1,973	1,486	32.8%	
Reinsurers and Re-Bonding Companies	33	78	-57.2%	
Other Liabilities	1,784	1,110	60.7%	
Total Liabilities	16,095	12,860	25.2%	
Total Stockholders' Equity	3,621	2,685	NA	
Total Liabilities and Stockholders' Equity	19,716	15,545	NA	

NA: Not Applicable

QC Income Statement

First Quarter			
	1Q13	1Q12	% Inc.
Premiums Written	\$ 4,041	\$ 3,250	24.3%
Net Premiums Written	4,043	3,151	28.3%
Premiums Earned	3,286	2,852	15.2%
Aquisition Cost	909	730	24.6%
L&LAE Cost	2,073	1,850	12.1%
Underwriting Result	304	272	11.5%
Operating Expenses	75	-34.61	NA
Operating Result	229	307	-25.5%
Integral Financing Result	265	174.64	51.5%
Pre-Tax Result	493	482	2.4%
Tax Provision	147	152	-3.6%
Net Result	346	329	5.2%

NA: Not Applicable



Financial Figures and Results of Quálitas Compañía de Seguros, S.A.B. de C.V.

Financial Figures: Income Statement 1Q13

FINANCIAL FIGURES			
	1Q13	1Q12	Ch.%
RESULTS			
Premiums Written	4,041	3,250	24.3%
Net Premiums Written	4,043	3,151	28.3%
Premiums Earned	3,286	2,852	15.2%
Acquisition Cost	909	730	24.6%
L&LAE Cost	2,073	1,850	12.1%
Underwriting Result	304	272	11.5%
Operating Expenses		-35	NC
Operating Result	231	307	-24.9%
Integral Financing Result	260	175	48.9%
Pre-tax Result	491	482	1.9%
Tax Provision	147	152	-3.6%
Net Result	344	329	4.4%
EBTDA	526	510	3.0%

NC: Not Comparable 7

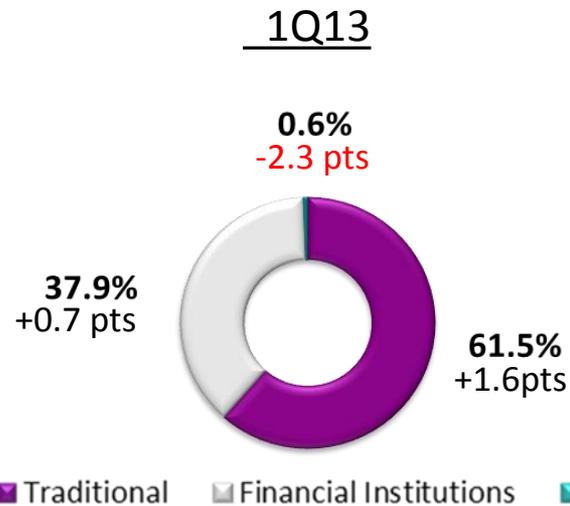
Financial Figures : Balance Sheet as of March 31, 2013

BALANCE SHEET FIGURES

Cash & Investments	9,909	7,989	24.0%
Total Assets	19,266	15,544	23.9%
Technical Reserves	12,197	10,101	20.8%
Total Liabilities	15,780	12,859	22.7%
Stockholder's Equity	3,486	2,685	29.8%

Premiums Written by Segment

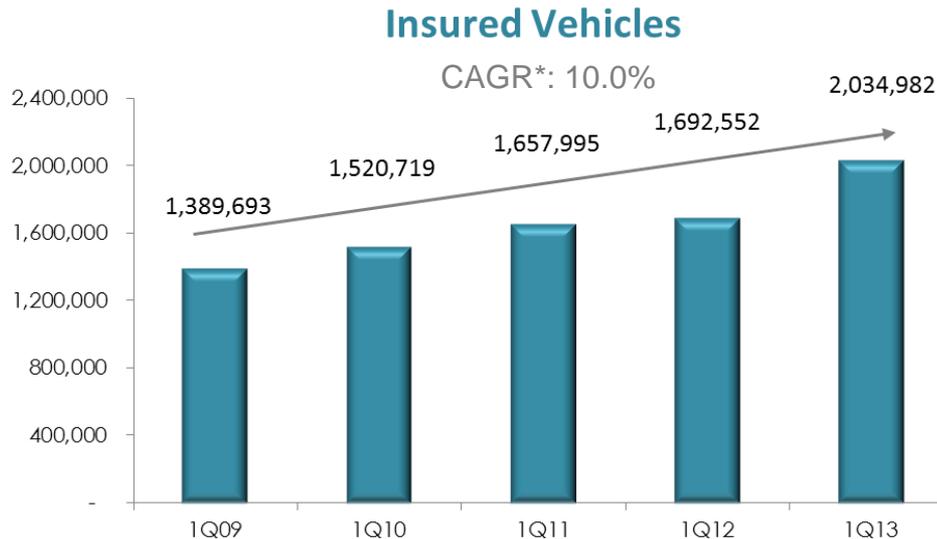
Segment	1Q13	1Q12	Ch. \$	Ch. %
Individual	1,055	1,038	17	1.7%
Fleets	1,397	885	513	58.0%
Sum of Traditional	2,453	1,923	530	27.6%
Toll Roads	24	93	-117	-74.4%
Financial Institutions	1,514	1,197	317	26.5%
Subsidiaries	50	36	13	36.2%
Total	4,041	3,250	791	24.3%



*Pts vs 1Q12

Insured Vehicles

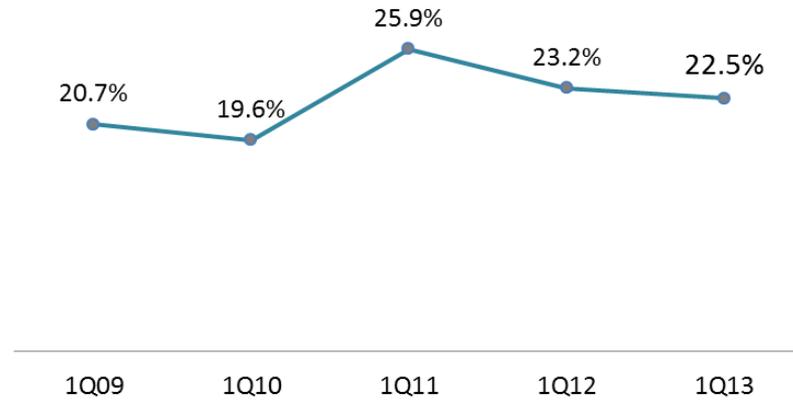
Business Line	1Q13	1Q12	Ch. %
Automobiles	1,353,835	1,138,986	18.9%
Trucks	532,985	444,688	19.9%
Subtotal	1,886,820	1,583,674	19.1%
Tourists	92,633	78,283	18.3%
Motorcycles	55,529	30,595	81.5%
Insured Vehicles	2,034,982	1,692,552	20.2%



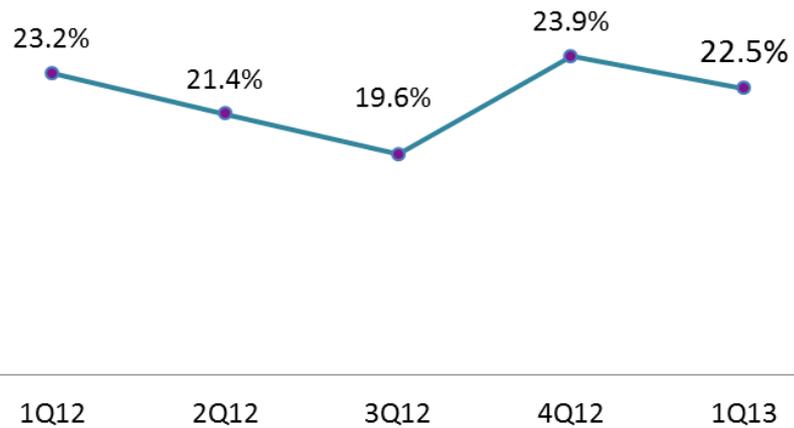
*CAGR: Compound Annual Growth Rate

Acquisition Ratio

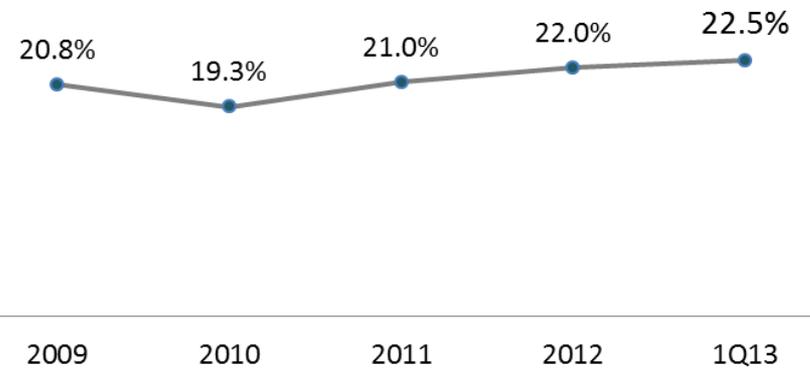
Per Quarter



Quarterly Performance



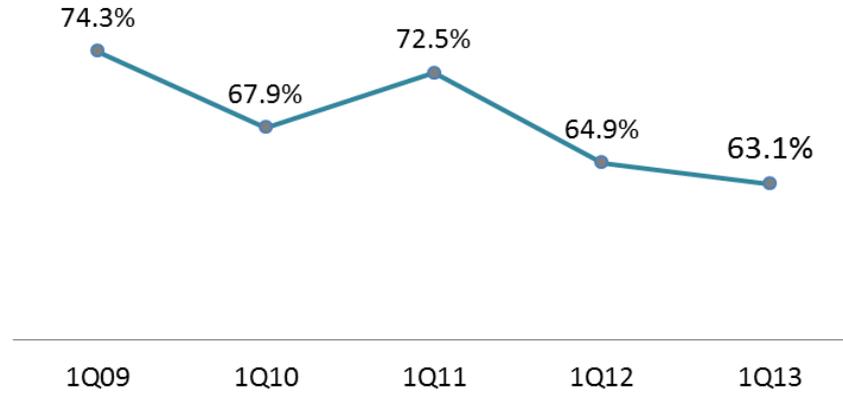
Annual





L&LAE Ratio

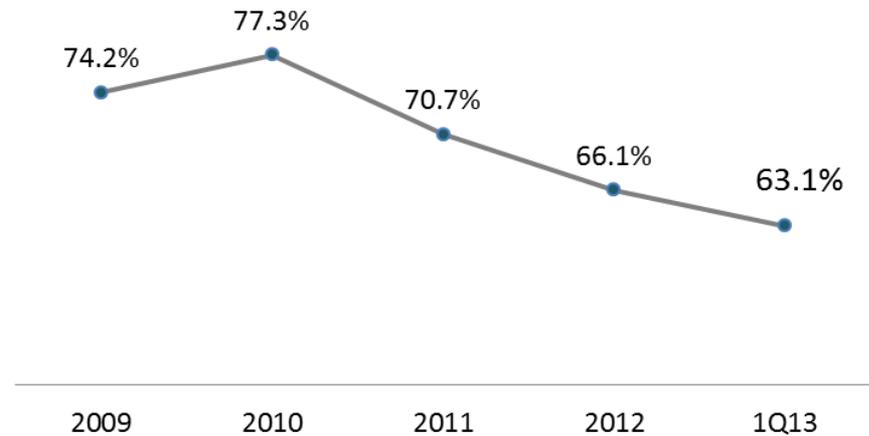
Per Quarter



Quarterly Performance



Annual



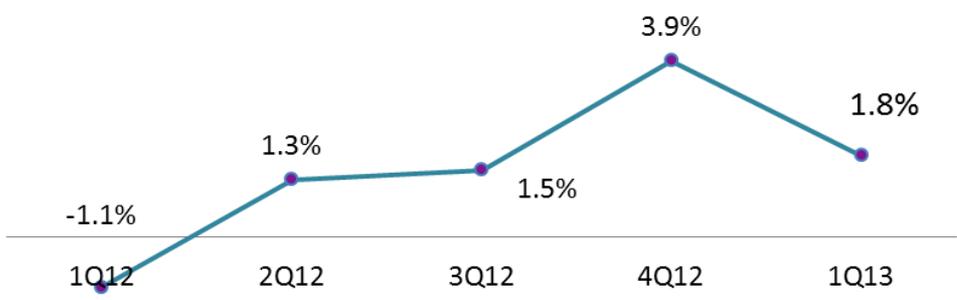
Operating Ratio



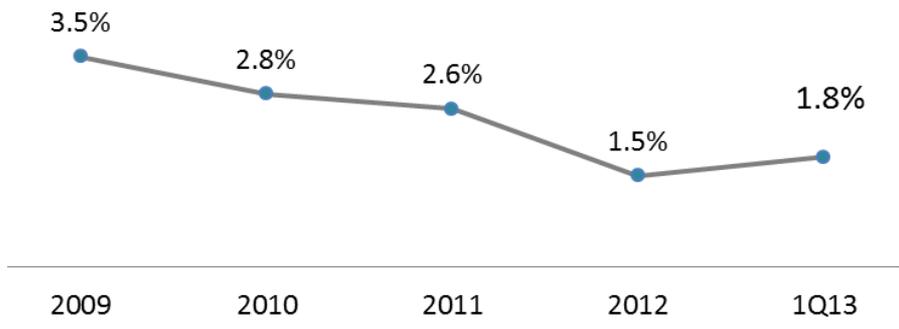
Per Quarter



Quarterly Performance



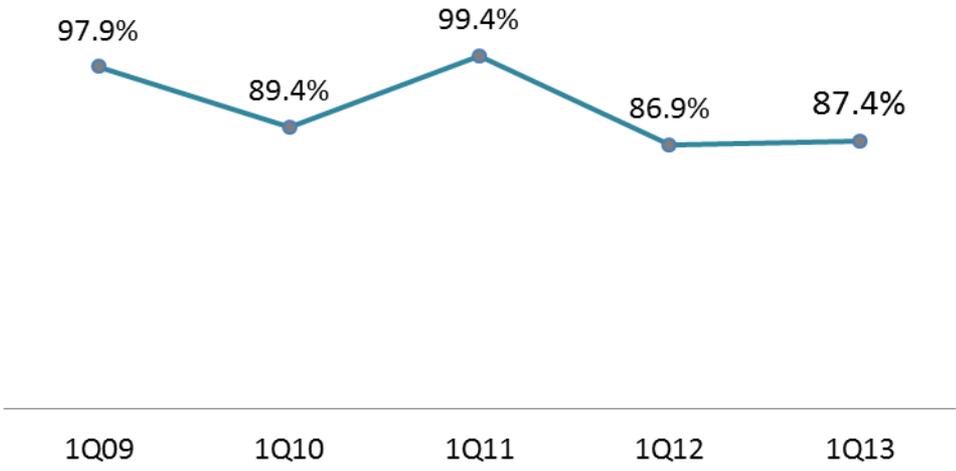
Annual



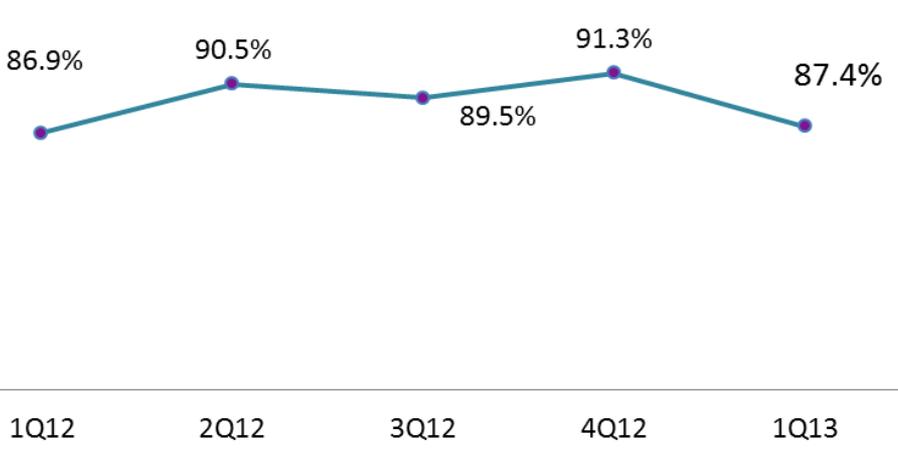
Combined Ratio



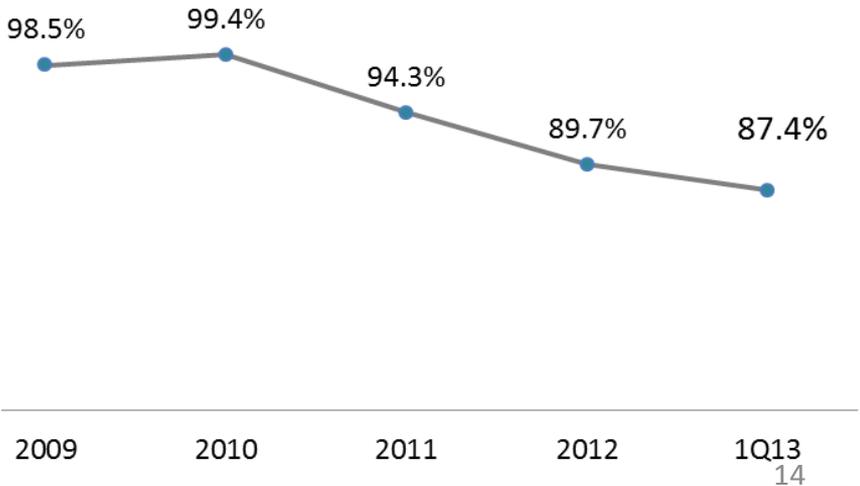
Per Quarter



Quarterly Performance



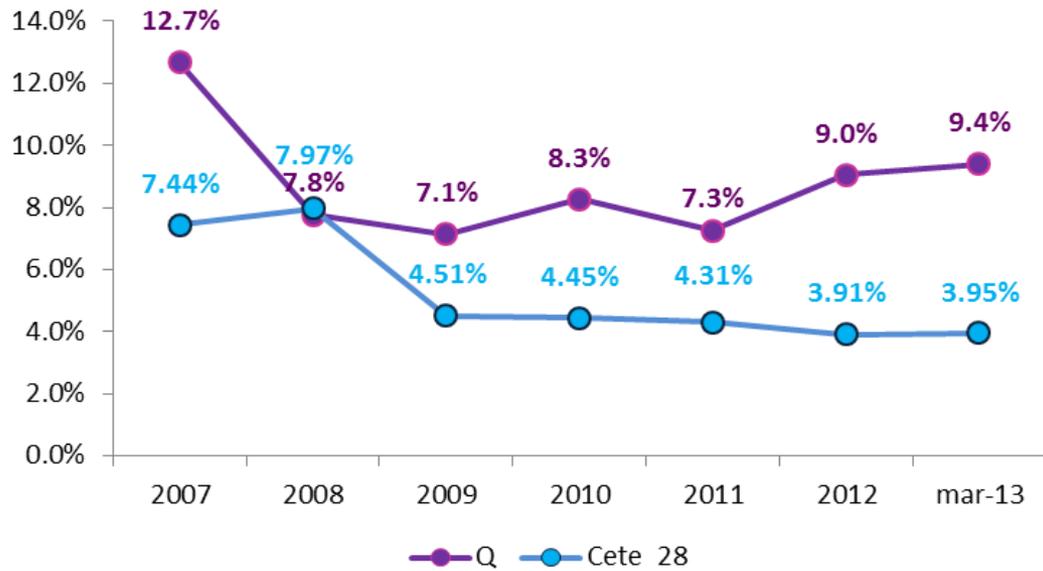
Annual



Integral Financing Result

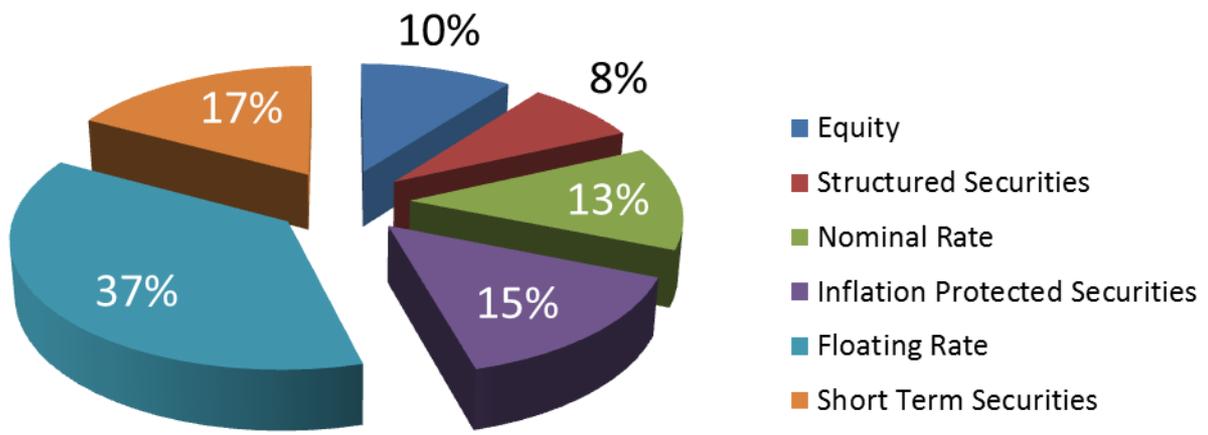


Return on Investments 12m



Return on Investments 1Q13
9.9%

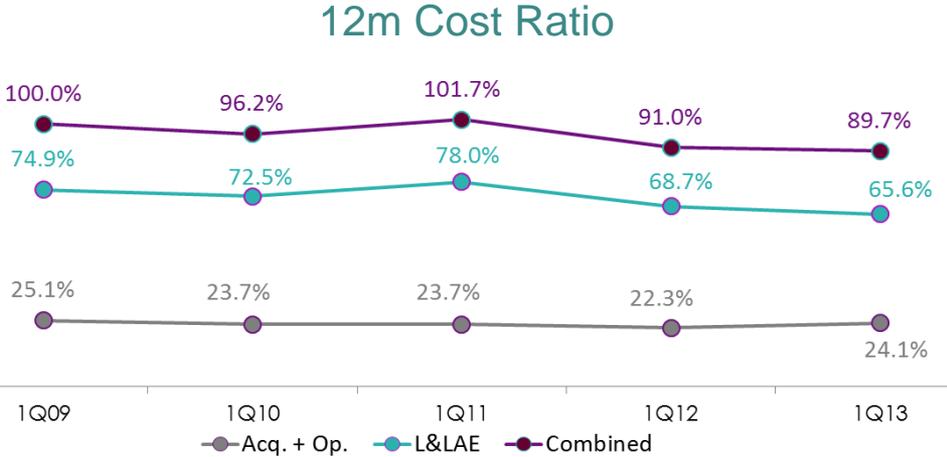
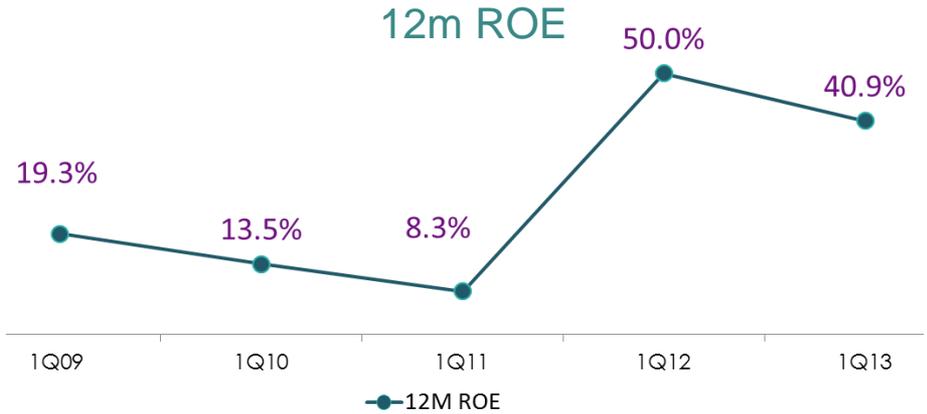
Investment Portfolio



Financial Ratios

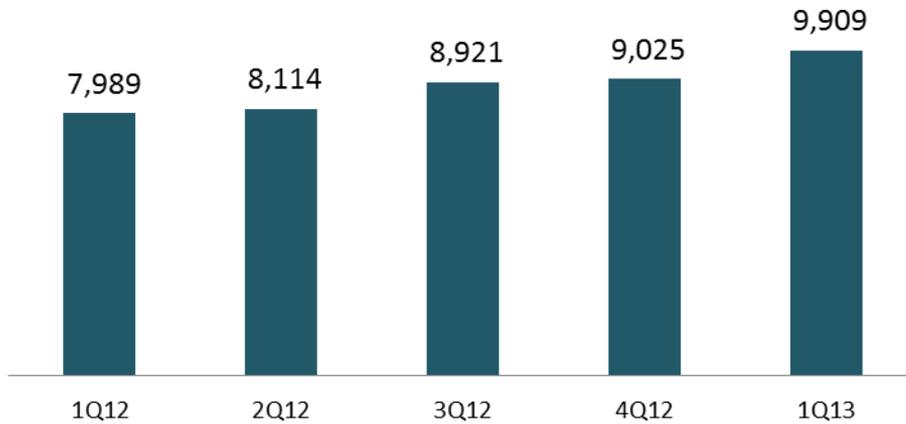


RATIOS 12M	
ROE 12M Proforma	40.9%
ROE 12M Proforma	37.9%
EBTDA Margin 12M	13.6%
Net Margin 12M	8.7%
Return on Investments 12M	9.4%
Premiums Written Growth 12M	24.4%
Insured Vehicles Growth	20.2%
CPO in Circulation	450
Net Result 12M	1,263
Leverage	4.53
Solvency Margin Ratio	49.2%
Reserves Coverage	1.33



Cash and Investments

Cash & Investments

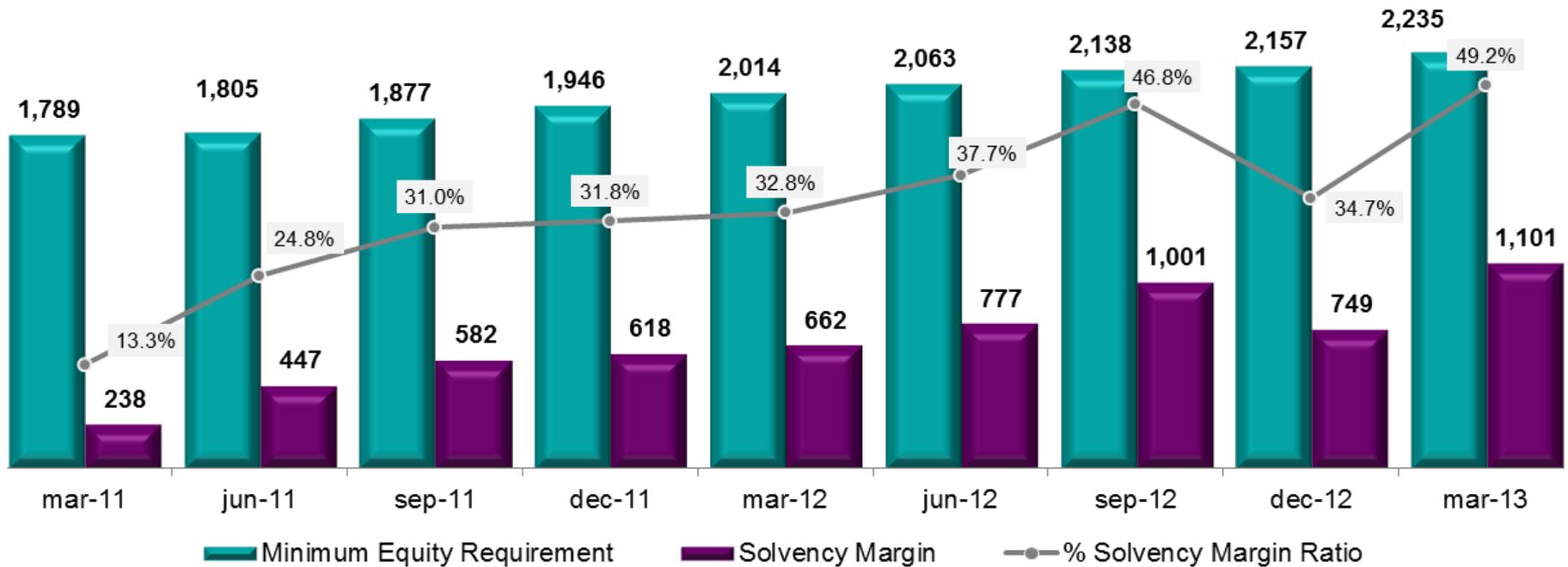


Year	Div. per CPO	Share buyback program
Dividend 2004	\$0.075	
Dividend 2005	\$0.125	
Dividend 2009	\$0.30	
Dividend 2010	\$0.40	
Dividend 2012	\$0.50	
Dividend 2013	\$0.70	\$0.30

Solvency Margin



Quálitas Compañía de Seguros



Glass Company

Subsidiary of Quálitas Controladora

Supplier and a retailer of glass

Standardize market prices

Reduce costs significantly as it eliminates intermediaries

Benefits

Mandatory Insurance Law Initiative



Law for mandatory insurance in case of third party liability in federal roads and bridges

- The Lower House of Congress gave approval on April 4
- Establishes a flexible plan for the implementation of the mandatory insurance
- The fine imposed will be cancelled if the insurance is purchased within a period not greater than 45 days

Relevant issues

- To promote the culture of insurance and foresight

- Premiums will tend to be more affordable

- To set a precedent so that the States implement, with time, the same program

Questions



Information discussed on today's webcast may include forward-looking statements regarding the company's results and prospects, which are subject to risks and uncertainty. Actual results may differ materially from what is discussed here today, and the Company cautions you not to place undue reliance on these forward-looking statements. Quálitas undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise.