

Earning Results

3Q13



Qualitas®





Throughout the document, figures are expressed in millions of pesos, except when otherwise specified. Figures may vary due to rounding; variations expressed are with regard to the same period in 2012.

Quálitas Controladora

In QC we continue exploring the possibility of undertaking strategic alliances to decrease our costs structurally in the different processes in which we service casualties and to be able to grant a better service.

The Glass Company has begun operations and is already attaining benefits for Quálitas Insurance in terms of average costs. The next phase is to increase the volume and to carry out agreements with foreign manufacturers.

Outlet de Refacciones (Spare Parts Outlet) maintains the same levels of sales and profits as last year. We are analyzing the possibility of increasing its locations.

In our subsidiary Quálitas El Salvador (Qsv), upon the market positioning we have achieved, with an 11.7% share, we are working to attain the business profitability through better account management.

In Quálitas Costa Rica (Qcr) we are satisfied with the growth achieved, higher than the market rate, and we believe we will attain breakeven before planned. Additionally, we estimate there is an interesting growth potential given that a public institution still maintains control of approximately 95% of the market.

In summary, subsidiary revenues, excluding those of Quálitas México (Qmx), accounted for 1% of consolidated revenues.

Quálitas Controladora is authorized to operate a \$135 share buyback fund which intends to grant liquidity to our CPOs

QC has obligations for \$519 with Qmx for the acquisition of its subsidiaries Qsv, Qcr, Outlet and the Glass Company.

Quálitas Controladora Financial Results 3Q13

QC - HIGHLIGHTS FOR THE QUARTER			
	3Q13	3Q12	Ch.
Premiums Written	3,265	3,456	-5.5%
Premiums Earned	3,377	3,076	9.8%
Acquisition Cost	736	678	8.6%
L & LAE Cost	2,289	2,105	8.7%
Operating Expenses	177	52	NC
Operating Result	175	241	-27.4%
Integral Financing Result	159	215	-25.8%
Net Result	185	312	-40.6%
Acquisition Ratio	22.6%	19.6%	294.0 bp
L & LAE Ratio	67.8%	68.4%	-65.5 bp
Operating Ratio	5.4%	1.5%	391.8 bp
Combined Ratio	95.8%	89.5%	620.4 bp
Cash & Investments ¹	10,443	8,921	17.1%
Total Assets	20,002	17,282	15.7%
Technical Reserves	12,246	10,872	12.6%
Stockholder's Equity	4,042	3,326	21.5%
Leverage	3.95	4.20	-5.9%
Book Value	8.98	7.39	21.5%

NC: Not Comparable

¹ Cash & Investments = Securities and Derivatives Transactions + Overnight + Cash and Cash Equivalents.



Solid Results amidst a Challenging Environment

Management's Discussion & Analysis

During the quarter, we continue facing difficult times which have tested the accuracy of our strategies, the confidence of our managers and the soundness of our decision making. We are satisfied with the results achieved, and aware that it is vital to be prudent and strategic in the decisions made in the months ahead.

It is encouraging that we maintained our growth in earned premiums and insured vehicles during the quarter. During 3Q12, sales were impacted by the underwriting of a \$230 policy for a public institution with a term greater than one year, so that during this quarter we kept the insured units and the policy's renovation will be bid for later on. Insured vehicles for the period increased in 56,883 units vis-à-vis the previous quarter and earned premiums grew by 9.6% when compared to the 3Q12 figure.

Additionally, we believe that Quálitas' growth potential continues to be enhanced by projects like mandatory insurance and Quálitas Development Offices (ODQs). The products we have developed for mandatory insurance include a smaller insured sum and, consequently, a lower premium.

The Individual segment, on the other hand, which depends on the sales of our agents' network, registered more stable sales, while being partially impacted by the economic slowdown.

In turn, L&LAE were affected by the rainy season and, during September, by the tropical storms Ingrid and Manuel. We estimate that the impact of these events during the quarter will be equivalent to 2-3 days of L&LAE. On the other hand, we continued achieving significant cost containment in L&LAE and in the level of thefts, which allowed us to maintain the L&LAE ratio at the 3Q12 level.

In the financial markets, we faced important volatility and the reduction of the Banxico (Central Bank) rate to 3.75% during the quarter. We achieved an appropriate yield for the period, of 4.8%.

Due to the key strategies we have developed, such as the underwriting system by zip code, our positioning with fleet clients and to our conservative investment strategy, we attained an



operating profit every month, an appropriate investment income and an important net profit for the quarter, of \$180.

On the other hand, after analyzing it with our auditors, we undertook a reclassification of the non-recurring charges we registered the previous quarter on the acquisition cost, operating expenses, and L&LAE, as a result of tax payments, to the following items:

	2Q13	3Q13	Cumulative
Acquisition Cost	65.1	-65.1	0
L&LAE Cost	29.8	-29.8	0
Operation Cost	29.4	29.8	59.8
Operating Result	124.3	-65.1	59.2
Taxes	-	65.1	65.1
Net Result	124.3	-	124.3

Quálitas is well positioned in the market, with a considerable solvency margin and a specialized and strategic management team, which grants us an important advantage to be competitive in the current market conditions.



The following report refers to the figures and results of our subsidiary
Qualitas Compañía de Seguros, S.A.B. de C.V.

Mexico City, October 21, 2013

Financial Results 3Q13¹

HIGHLIGHTS FOR THE QUARTER

	Amount	Ch.
Premiums Written	3,232	-6.5%
Premiums Earned	3,372	9.6%
Acquisition Cost	726	7.2%
L & LAE Cost	2,298	9.2%
Operating Expenses	165	NC
Operating Result	182	-25.0%
Integral Financing Result	151	-29.5%
Net Result	180	-42.3%

Investments Yield	4.8%	-386.5 bp
12M ROA	5.8%	-280.9 bp
Combined Ratio	95.8%	625.0 bp
Leverage	3.93	-6.4%
12M ROE	29.3%	-1825.7 bp
12M Net Result per CPO	2.35	-23.1%
Book Value	8.67	17.2%
Cash & Investments ²	10,188	14.2%

OPERATING DATA

Insured Vehicles	2,211,288	17.8%
Net Collection	3,332	-3.1%



*CAGR= Compound Annual Growth Rate

NC: Not Comparable

¹ Throughout this document, figures are stated in millions of pesos, except when stated differently. The variations expressed are with respect to the last period in 2012.

² Cash & Investments = Securities and Derivatives Transactions + Overnight + Cash and Cash Equivalents.

Third Quarter 2013 Results

FINANCIAL FIGURES			
	3Q13	3Q12	Ch.%
RESULTS			
Premiums Written	3,232	3,456	-6.5%
Net Premiums Written	3,230	3,455	-6.5%
Premiums Earned	3,372	3,076	9.6%
Acquisition Cost	726	678	7.2%
L&LAE Cost	2,298	2,105	9.2%
Underwriting Result	347	294	18.3%
Operating Expenses	165	51	NC
Operating Result	182	242	-25.0%
Integral Financing Result	151	215	-29.5%
Pre-tax Result	333	457	-27.1%
Tax Provision	153	144	6.1%
Net Result	180	313	-42.3%
EBTDA	372	495	-25.0%
BALANCE SHEET FIGURES			
Cash & Investments	10,188	8,921	14.2%
Total Assets	19,219	17,284	11.2%
Technical Reserves	12,176	10,872	12.0%
Total Liabilities	15,318	13,955	9.8%
Stockholder's Equity	3,901	3,329	17.2%

NC: Not Comparable

ECONOMY	%
Inflation	
Monthly – September	0.38
Annual – September	3.39
GDP – June	1.5
Unemployment Rate – August	5.17

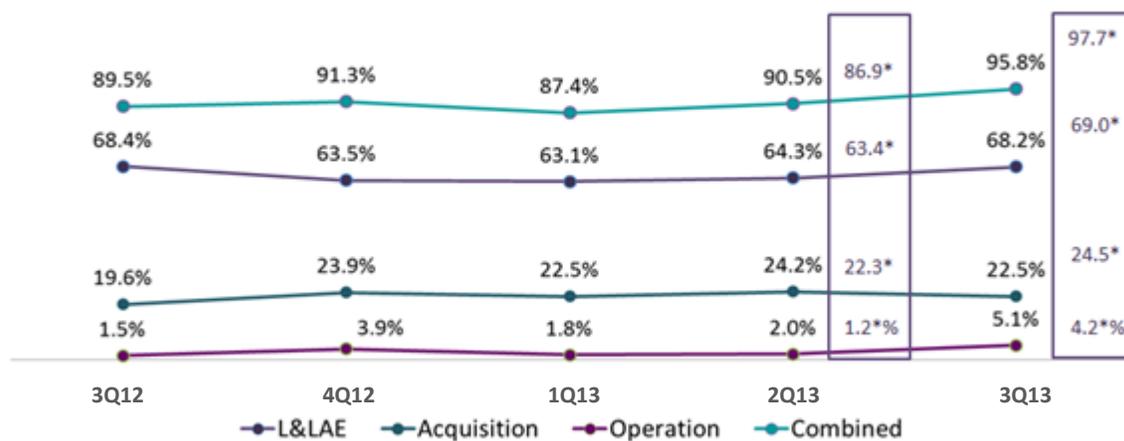
Source: BMV



Operating and Financial Ratios³

RATIOS			
	3Q13	3Q12	Ch.
COST RATIOS			
Acquisition Ratio	22.5%	19.6%	287.3 bp
Operating Ratio	5.1%	1.5%	364.0 bp
L & LAE Ratio	68.2%	68.4%	-26.3 bp
Combined Ratio	95.8%	89.5%	625.0 bp
SOLVENCY RATIOS			
Reserves Coverage	1.33	1.35	-1.5%
Leverage	3.93	4.19	-6.4%
Minimum Equity Requirement	2,288	2,138	7.0%
Solvency Margin	1,438	1,001	43.6%
Solvency Margin Ratio	62.9%	46.8%	1603.9 bp
PROFITABILITY RATIOS			
EBTDA Margin	11.5%	14.3%	-283.4 bp
Net Margin	5.6%	9.1%	-347.3 bp
12M ROE	29.3%	47.6%	-1825.7 bp

Ratios per Quarter



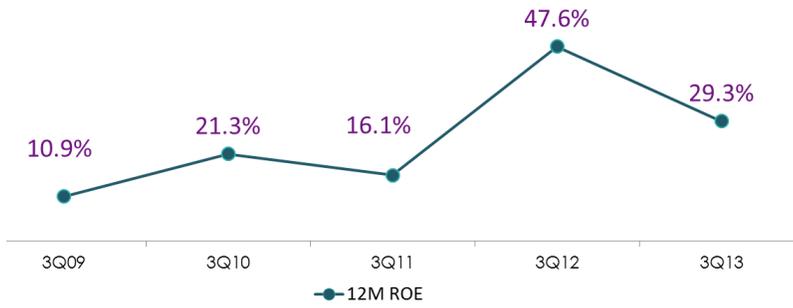
*Ratios without considering the Tax Amnesty payments (2Q13) and accounting reclassification (3Q13)

³ Calculation of ratios is detailed in the glossary at the end of this document.

3Q13 Earning Results



12M ROE



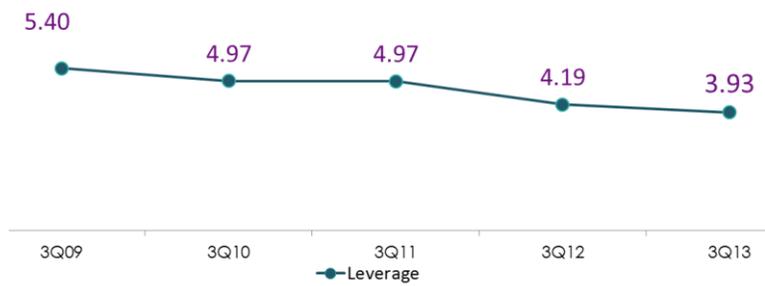
12M Combined Ratio

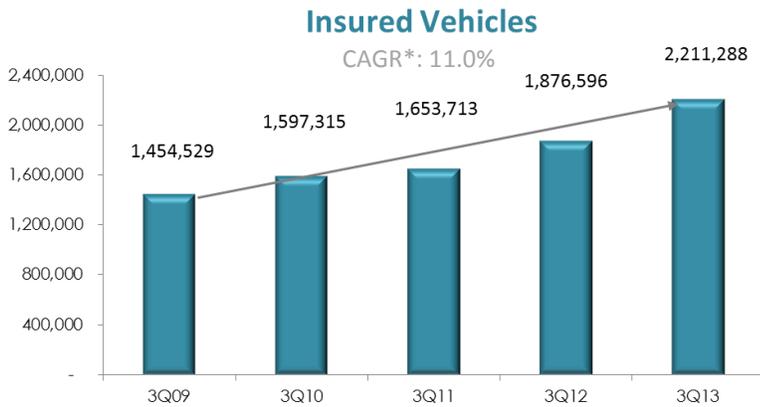
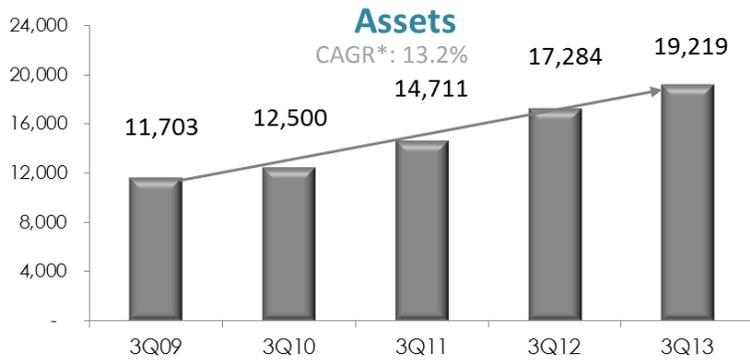


12M ROA



Leverage





*CAGR= Compound Annual Growth Rate

Financial Results 3Q13 Discussion & Analysis

Figures stated in million pesos

Premiums Written

Segment	3Q13	3Q12*	Ch. \$	Ch. %
Individual	875	1,192	-317	-26.6%
Fleets	835	721	114	15.8%
Sum of Traditional	1,711	1,913	-202	-10.6%
Toll Roads	-2	80	-77	NC
Financial Institutions	1,524	1,424	100	7.0%
Subsidiaries	0	39	-39	NC
Total	3,232	3,456	-224	-6.5%

NC: Not Comparable

*In 3Q12, Quálitas Insurance consolidates the subsidiaries that were acquired by Quálitas Controladora (QC) in 2Q13.

Premiums written decreased by 6.5% during the quarter, mainly affected by the Individual and Toll Roads segments.

The Individual segment experienced the effect of the underwriting of a \$230 policy for a public institution in 3Q12. This policy has a term greater than a year, so that during this quarter we keep the insured vehicles, while we will bid to renew the policy later on. This segment was also partially affected by the economic slowdown that the country is going through.

Mandatory Insurance 2013

	Morelos	Sinaloa	Baja California Nte	Total
Premiums Written	36.7	.003	30.2	66.9
Insured Vehicles	75,314	3	39,872	115,189



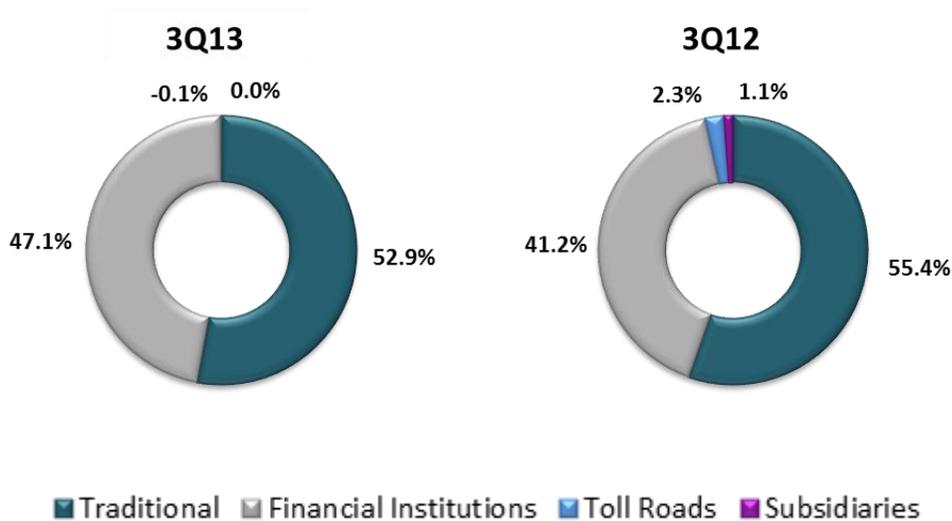
We continue penetrating at a solid pace in the mandatory insurance market. While there is uncertainty about the technical results we might obtain, as we have the insured amount set by the different State Governments for the third party liability coverage, we believe it is an excellent platform to enter new markets and promote our traditional products in the future.

On the other hand, the Fleet segment grew by 15.8%, benefitting from the customized service we offer companies for their risk management.

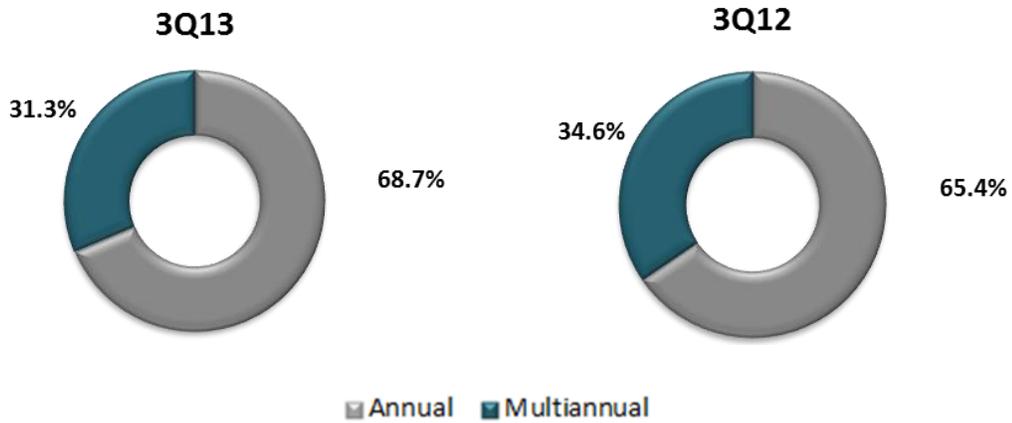
Premiums Written were also hit by \$77 due to the termination of the Capufe toll road policy.

The Financial Institutions segment, in turn, registered a satisfactory 7.0% growth, greater than the rate attained in the sale of new units, of 4.3%.

Premiums Written by Segment



Premiums Written per Period



Insured Vehicles

The contrast between the decrease in premiums written and the growth in insured vehicles during the quarter, of 17.8%, results from the \$230 policy with a term greater than a year issued in 3Q12 that is explained above and, in a lesser extent, by lower premiums as a result of the increased competition and of the sale of mandatory insurance policies including lower insured amounts.

Insured vehicles reached 2'211,288 units.

Business Line	3Q13	3Q12	Ch. %
Automobiles	1,478,392	1,245,546	18.7%
Trucks	574,187	488,557	17.5%
Subtotal	2,052,579	1,734,103	18.4%
Tourists	99,780	91,335	9.2%
Motorcycles	58,929	51,158	15.2%
Insured Vehicles	2,211,288	1,876,596	17.8%



Premiums Ceded, Net Premiums Written and Reinsurance

We continue maintaining only the catastrophic reinsurance contract and we do not keep proportional reinsurance, due to the solid levels of profitability. Consequently, there were no premiums ceded during the quarter.

Premiums Earned

Premiums earned maintained a continuous growth, of 9.6%, as a result of the sales of multiannual policies in the past, both in the Financial Institutions segment and in some public institutions accounts of considerable amounts that are classified within the Individual segment.

Net Acquisition Cost

As reported during the 2Q13, the acquisition costs included the payment of a non-recurring charge for \$65.1 in administrative expenses related to a tax payment. After analyzing it with our auditors, this charge was reclassified to the tax item. Thus, during the 3Q13, the net acquisition cost benefitted from a non-recurring income of \$65.1.

Without this income, the net acquisition cost would have increased by 16.8%. This increase is explained by the raise in policies with financial institutions to which we pay a greater percentage of fees (UOF).

The acquisition cost ratio stood at 22.5% for the quarter and, without the effect of the reclassification, at 24.5%.

L&LAE

During September, two tropical storms originated in Mexico and then evolved to hurricanes, Ingrid in the Atlantic Ocean and Manuel in the Pacific. These incidents caused intense rains, bursting rivers, damages in roads, airports, bridges and thousands of homes. The following note from CONAGUA (National Water Commission) allows envisioning the extent of these events:

“September is the month of most rain in Mexico. Having said this, the cumulative figure, for instance, in the Guerrero Mountains in the past eight days, surpassed the maximum registered in 250%. In the Huasteca Potosina, it was exceeded in 200%, in the Michoacán coast, in 250% and in the Oaxaca one, in 150% of the monthly historic averages.



Total average annual rain in Mexico is of 766 mm, so that in the last days, in several areas of the country, it has been surpassed.

Ingrid and Manuel Events		
Cumulative Rain from September 11 through 18, 2013		
State	Community	mm of rain
Guerrero	San Isidro	987
San Luis Potosí	Temamatla	662
Puebla	Mazatepec	528
Michoacán	La Villita	520
Average Rain in México in one year		766

**Source: <http://www.conagua.gob.mx/SalaPrensa.aspx?n1=3344&n2=Comunicados>*

As of September 30, we had claims related to these events, nationwide, amounting to \$46 and we estimate they will continue during October up to approximately \$62. These amounts do not consider revenues from the sale of salvages that will eventually take place.

To analyze the extent of the impact in Q's results, the costs related to these two events will not exceed two to three days of the average daily claims cost. Additionally, Q has a catastrophic reinsurance program with Transatlantic Reinsurance Company which covers claims resulting from a natural phenomenon catastrophe. In total, we have a \$US 6 million coverage in which the first million is the priority, which acts like a deductible for which Q is responsible. We are collecting information on the claims in the different States to be able to determine the period of the contract's coverage. Once we have the elements to carry out the claim with the reinsurer, the reinsurance revenues will be registered, and when we have the necessary elements, the salvages revenues.²



² Pictures of Quálitas' service in the regions affected by the hurricanes.

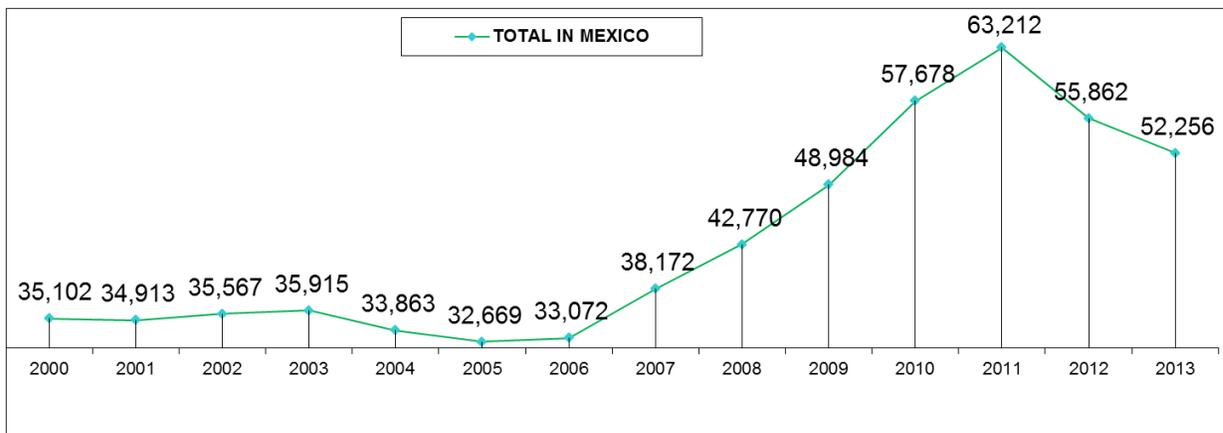


The actions we have implemented to contain L&LAE and to work more efficiently on a daily basis allowed us to mitigate the impact of the climatic events. We were able to maintain the L&LAE ratio at levels of 68.2%. The efficiencies that we are achieving in this item will allow us to offer more competitive products and to sustain the profitability levels for our investors.

As reported during the 2Q13, the L&LAE included the payment of a non-recurring charge for \$29.8 in administrative expenses related to a tax payment. After analyzing it with our auditors, this charge was reclassified to operating expenses. Thus, during the 3Q13, the net L&LAE benefitted from a non-recurring income of \$29.8.

The L&LAE ratio would have been at levels of 69.0% without the effect of this reclassification.

Number of automobile thefts to insurance companies Comparative 2000-2013 (January - September)



Operating Expenses

Our business model is based on service offices nationwide, which receive fees depending on their collection level and the L&LAE ratio registered by the office. Consequently, as a result of the low L&LAE attained, the payment of fees to these offices increased.

On the other hand, there was a decrease in revenues from policies' fees, in line with the reduction in premiums written, and there were increases in some administrative expenses.



As reported during 2Q13, a \$29.8 non-recurring tax payment was charged to the net L&LAE. After analyzing it with our auditors, this charge was reclassified to the net operating expenses. Accordingly, during the 3Q13, the net operating expense was impacted by a non-recurring charge of \$29.8.

This resulted in an increase in the operating expenses ratio to 5.1%, and without the effect of the reclassification, to 4.2%. It is important to note that during 3Q12 we had non-recurring revenues resulting from the cancellation of doubtful accounts, so that the comparison base is not appropriate.

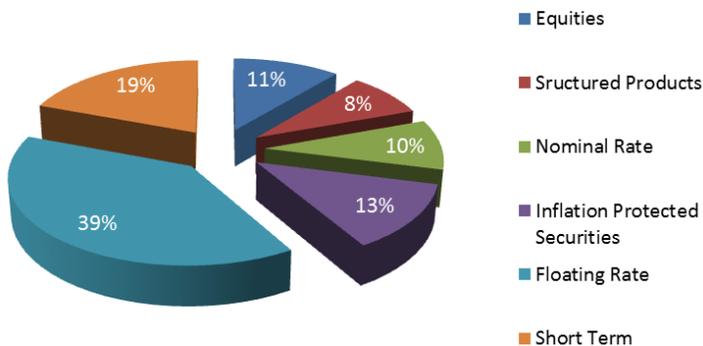
Integral Financing Result

During the quarter, we continued increasing the exposure to variable rate bonds as we faced volatility in long term fixed rates.

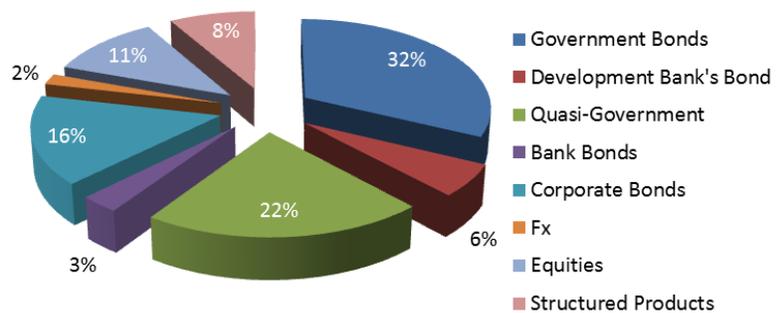
The Federal Government's proposal for a Tax Reform and the levels of debt of the US Government caused high volatility in the markets. Moreover, the Mexican Central Bank decreased its reference rate to 3.75%.

This impacted our positions in REITS and equities. Even so, our conservative strategy allowed us to attain an annualized 4.8% yield for the quarter.

Portfolio by Type of Risk



Portfolio by Type of Issuer





Taxes

As reported during the 2Q13, the acquisition costs included the payment of a non-recurring charge for \$65.1 related to a tax payment. After analyzing it with our auditors, this charge was reclassified to the tax item. Thus, during the period, the tax provision was affected in \$65.1, amounting to \$153.

Net Result

Net income reached \$180, 42.3% lower than the figure for the same period last year.

We believe that net income results from an outstanding containment in the L&LAE vis-à-vis the intense rains and natural events we underwent, which allowed for a solid operating result, and to a moderate investment strategy.

Cash and Investments

Cash and investments stood at \$10,188, a 14.2% increase even after the \$315 dividend payment during the first quarter of the year. The increase in cash is explained by a good cost control and the 18.3% growth in the technical result.

Technical Reserves

The unearned premiums reserve reached \$9,051, increasing by 14.6%, below the growth rate of insured vehicles.

Technical reserves rose by 12.0%, registering a lower growth in the contractual obligations reserve as a result of the improvement in the L&LAE ratio.

This positions the reserves at appropriate levels to meet our obligations to policyholders.

Solvency

The solvency margin amounted to \$1,438, reaching an attractive level of liquidity as a result of the profitability achieved in the last twelve months. The solvency margin ratio stood at 62.9%, while the minimum equity requirement grew by 7.0%, enhancing our positioning vis-à-vis the operations requirements.

The leverage level diminished to 6.4% when compared to 3Q12, reaching 3.93x for the quarter. The reserve coverage registered a decrease, standing at 1.33x in 3Q13 and at 1.35x in 3Q12.



QC CPO³

Trading Operations during the quarter

	3Q13	3Q12*	Var.
Trading Volume CPO	29,895,404	7,633,721	291.6%
Traded Peso Amount - 3Q Ps MM	980	131	646.1%
Daily Traded Peso Amount Ps MM	14.85	1.99	646.1%
Number of Transactions	8,057	757	964.3%

*QC started trading on July 17th, 2012, after an exchange offer at a ratio of 1 Q CPO to 1 QC CPO.

Share Buyback Fund

	3Q13
Purchase of own shares	108,867

Analysts:

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³ CPO (Certificado de Participación Ordinaria). Each CPO consists of 3 series A shares and 2 series B shares.

QUALITAS COMPAÑIA DE SEGUROS, S.A.B. DE C.V.
Consolidated Balance Sheet as of September 30, 2013.

	2013	2012
Assets		
Investments	10,736,912,752	9,549,897,386
Securities and Derivatives Transactions	9,694,365,737	7,213,013,787
Securities	9,694,365,737	7,213,013,787
Government	2,513,276,559	1,531,339,304
Private Companies	6,498,453,434	5,218,689,596
Fixed Maturities	4,945,744,038	4,421,571,201
Equity	1,552,709,396	797,118,395
Foreign	209,804,152	81,343,380
Net Value	448,357,397	360,905,531
Interest Receivable	24,474,195	20,735,976
Overnight	460,693,782	1,633,594,974
Loans	100,953,144	17,277,015
Secured	18,853,702	16,688,589
Unsecured	0	0
Discounts and Re-discounts	85,395,833	6,208,333
(-) Allowance for Doubtful Accounts	-3,296,391	-5,619,907
Property	480,900,089	686,011,610
Real Estate	229,135,781	449,613,356
Net Value	288,919,508	273,275,127
(-) Depreciation	-37,155,200	-36,876,873
Reserve for Labor Obligations	57,470,406	46,783,322
Cash and Cash Equivalents	32,535,690	74,732,205
Cash and Banks	32,535,690	74,732,205
Debtors	7,068,867,020	6,254,412,587
Premiums	5,951,298,634	5,707,970,663
Agents and Adjusters	47,661,711	54,562,491
Accounts Receivable	117,889,299	92,710,043
Employee's loans	35,404,064	32,528,319
Other	965,717,614	413,022,836
(-) Allowance for Doubtful Accounts	-49,104,302	-46,381,765
Reinsurers and Re-Bonding Companies	59,554,829	94,040,316
Insurance and Bonds Institutions	13,590,052	6,466,273
Equity Participation of Reinsurers in Outstanding Claims	28,473,824	20,455,622
Equity Participation of Reinsurers in Unearned Premiums	13,262,911	62,824,157
Other Equity Participations	4,228,042	4,294,264
Permanent investments	10,758,924	15,226,135
Associate	0	0
Other permanent investments	10,758,924	15,226,135
Other Assets	1,253,349,087	1,248,952,654
Furniture and Equipment	289,397,651	285,057,642
Miscellaneous	957,053,886	961,464,309
Amortizable Expenses	13,278,297	11,480,131
(-) Amortization	-6,380,747	-9,049,428
Total Assets	19,219,448,708	17,284,044,605

QUALITAS COMPAÑIA DE SEGUROS, S.A.B. DE C.V.
Consolidated Balance Sheet as of September 30, 2013.

	2013	2012
Liabilities		
Underwriting Reserves	12,175,572,916	10,872,043,823
Unearned Premiums	9,051,257,603	7,893,745,189
Casualties	9,051,257,603	7,893,745,189
Contractual Obligations	3,123,722,664	2,976,960,752
For Claims and Maturities	2,918,176,793	2,799,644,500
For Incurred and Non-Reported Claims	89,965,639	98,857,065
For Dividends on Policies	44,698,155	20,270,215
For Premiums in Deposit	70,882,077	58,188,972
Preventive Reserve	592,649	1,337,882
Catastrophic Risks	592,649	1,337,882
Reserve for Labor Obligations	113,163,980	96,901,788
Creditors	1,548,547,708	1,469,175,329
Agents and Adjusters	475,597,975	466,666,586
Funds for Losses Management	4,407,123	2,576,746
Miscellaneous	1,068,542,610	999,931,997
Reinsurers and Re-Bonding Companies	30,505,809	83,502,687
Insurance and Bond Companies	30,505,809	83,502,687
Other Liabilities	1,450,266,581	1,433,834,246
Provisions for employee profit sharing	8,508,475	3,315,919
Income Tax Provisions	419,557,987	420,870,269
Other Obligations	900,820,406	900,119,927
Deferred Credits	121,379,713	109,528,131
Total Liabilities	15,318,056,994	13,955,457,873
Stockholder's Equity		
Capital Stock	342,956,574	342,956,574
Capital Stock	342,956,574	342,956,574
Reserves	469,844,258	469,844,258
Legal	181,694,394	181,694,394
Other	288,149,864	288,149,864
Valuation Surplus	144,176,868	105,903,414
Subsidiaries	0	1,475,521
Retained Result	2,168,506,965	1,363,002,558
Net Income	774,687,075	966,416,073
Translation effect	0	2,118,712
Result from Capital Restatement	0	65,597,647
Minority Interest	1,219,974	11,271,975
Total Stockholder's Equity	3,901,391,714	3,328,586,732
Total Liabilities and Stockholder's Equity	19,219,448,708	17,284,044,605

QUALITAS COMPAÑIA DE SEGUROS, S.A.B. DE C.V.
Consolidated Income Statement for the Third Quarter.

	3Q13	3Q12
Premiums		
Written	3,232,138,705	3,455,672,309
(-) Ceded	2,224,145	504,445
Net premiums written	3,229,914,560	3,455,167,865
(-) Net increase in unearned premiums	-141,999,331	379,101,891
Net premiums earned	3,371,913,891	3,076,065,973
(-) Net Acquisition Cost	726,303,923	677,653,348
Agents' commissions	196,097,917	190,368,707
Agent's additional compensation	39,115,706	47,140,842
(-) Commissions on ceded reinsurance	0	844,404
Excess loss coverage	0	3,285,495
Other	491,090,300	437,702,709
(-) Net Losses and loss adjustment expenses and other contractual liabilities	2,298,437,154	2,104,825,281
Losses and other contractual liabilities	2,298,437,154	2,099,132,235
Losses on non-proportional reinsurance	0	592,632
Reclamaciones	0	6,285,678
Underwriting income (loss)	347,172,814	293,587,344
Gross (income) loss	347,172,814	293,587,344
(-) Net operating expenses	165,467,238	51,245,647
Administrative and Operating expenses	76,790,311	-30,960,908
Employees' compensation and benefits	50,261,029	43,909,405
Depreciation and Amortization	38,415,898	38,297,150
Operating income (loss)	181,705,576	242,341,698
Integral Financing Result	151,364,573	214,571,774
Investments	81,777,176	120,210,845
Sale of investments	20,668,225	27,715,664
Non-realized gain (loss) on investments	12,597,877	38,396,394
Premiums finance charge	27,694,174	30,256,135
Other	6,153,110	6,371,483
Foreign Exchange	2,474,011	-8,378,745
Income (loss) before taxes	333,070,149	456,913,472
(-) Provision for income taxes	152,684,543	143,925,737
Income (Loss) before Discontinued Operations	180,385,606	312,987,736
Net income (loss)	180,385,606	312,987,736
Non-controlling interest in consolidated subsidiaries	179,823	-6,974,872
Controlling interest	180,205,783	319,962,608
Net income (loss)	180,385,606	312,987,736

QUALITAS CONTROLADORA, S.A.B. DE C.V.
Consolidated Balance Sheet as of September 30, 2013.

	2013	2012
Assets		
Investments	11,315,412,474	9,549,897,386
Securities and Derivatives Transactions	9,827,659,181	7,213,013,787
Securities	9,827,659,181	7,213,013,787
Government	2,513,276,559	1,531,339,304
Private Companies	6,626,692,570	5,218,689,596
Fixed Maturities	5,073,983,174	4,421,571,201
Equity	1,552,709,396	797,118,395
Foreign	214,388,948	81,343,380
Net Value	448,488,128	360,905,531
Interest Receivable	24,812,977	20,735,976
Overnight	552,626,851	1,633,594,974
Loans	100,953,144	17,277,015
Secured	18,853,702	16,688,589
Unsecured	-	-
Discounts and Re-discounts	85,395,833	6,208,333
(-) Allowance for Doubtful Accounts	-3,296,391	-5,619,907
Property	834,173,298	686,011,610
Real Estate	543,507,240	449,613,356
Net Value	333,078,221	273,275,127
(-) Depreciation	-42,412,164	-36,876,873
Reserve for Labor Obligations	57,470,406	46,783,322
Cash and Cash Equivalents	62,313,860	74,777,746
Cash and Banks	62,313,860	74,777,746
Debtors	7,095,953,653	6,251,892,887
Premiums	6,012,591,660	5,707,970,663
Agents and Adjusters	47,661,711	54,562,491
Accounts Receivable	117,889,299	92,710,043
Employee's loans	35,496,533	32,528,319
Other	931,418,753	410,503,136
(-) Allowance for Doubtful Accounts	-49,104,302	-46,381,765
Reinsurers and Re-Bonding Companies	59,554,829	94,040,316
Insurance and Bonds Institutions	13,590,052	6,466,273
Equity Participation of Reinsurers in Outstanding Claims	28,473,824	20,455,622
Equity Participation of Reinsurers in Unearned Premiums	13,262,911	62,824,157
Other Equity Participations	4,228,042	4,294,264
Permanent investments	45,389,221	15,226,135
Associate	1,077,050	-
Other permanent investments	44,312,171	15,226,135
Other Assets	1,365,635,076	1,248,952,654
Furniture and Equipment	320,731,748	285,057,642
Miscellaneous	1,042,910,916	961,464,309
Amortizable Expenses	13,278,297	11,480,131
(-) Amortization	-11,285,884	-9,049,428
Total Assets	20,001,729,520	17,281,570,446

QUALITAS CONTROLADORA, S.A.B. DE C.V.
Consolidated Balance Sheet as of September 30, 2013.

	2013	2012
Liabilities		
Underwriting Reserves	12,246,009,087	10,872,043,823
Unearned Premiums	9,113,989,123	7,893,745,189
Casualties	9,113,989,123	7,893,745,189
Contractual Obligations	3,131,427,315	2,976,960,752
For Claims and Maturities	2,918,176,793	2,799,644,500
For Incurred and Non-Reported Claims	97,062,561	98,857,065
For Dividends on Policies	44,698,155	20,270,215
For Premiums in Deposit	71,489,806	58,188,972
Preventive Reserve	592,649	1,337,882
Catastrophic Risks	592,649	1,337,882
Reserve for Labor Obligations	113,163,980	96,901,788
Creditors	2,106,462,693	1,469,175,329
Agents and Adjusters	486,537,778	466,666,586
Funds for Losses Management	4,407,123	2,576,746
Miscellaneous	1,615,517,792	999,931,997
Reinsurers and Re-Bonding Companies	30,505,809	83,502,687
Insurance and Bond Companies	30,505,809	83,502,687
Other Liabilities	1,463,091,362	1,433,834,246
Provisions for employee profit sharing	9,048,603	3,315,919
Income Tax Provisions	421,036,135	420,870,269
Other Obligations	909,160,494	900,119,927
Deferred Credits	123,846,130	109,528,131
Total Liabilities	15,959,232,931	13,955,457,873
Stockholder's Equity		
Capital Stock	2,681,554,298	2,026,176,077
Capital Stock	2,684,887,926	2,033,175,257
(-) Capital o Fondo no Suscrito	0	6,999,180
(-) Acciones Propias Recompradas	-3,333,628	0
Reserves	135,000,000	37,923,848
Legal	0	37,923,848
Para Adquisición de Acciones Propias	135,000,000	0
Valuation Surplus	-38,493,929	5,308,333
Subsidiaries	0	4,114,000
Retained Result	466,239,673	273,763,082
Net Income	781,112,188	960,850,473
Translation effect	7,287,218	2,118,712
Minority Interest	9,797,141	15,858,048
Total Stockholder's Equity	4,042,496,589	3,326,112,573
Total Liabilities and Stockholder's Equity	20,001,729,520	17,281,570,446

QUÁLITAS CONTROLADORA, S.A.B. DE C.V.
Consolidated Income Statement for the Third Quarter.

	3Q13	3Q12
Premiums		
Written	3,265,156,687	3,455,672,309
(-) Ceded	2,224,145	504,445
Net premiums written	3,262,932,542	3,455,167,864
(-) Net increase in unearned premiums	-113,959,473	379,101,891
Net premiums earned	3,376,892,015	3,076,065,973
(-) Net Acquisition Cost	735,881,509	677,653,349
Agents' commissions	203,656,243	190,368,707
Agent's additional compensation	39,115,706	47,140,842
(-) Commissions on ceded reinsurance	-	844,404
Excess loss coverage	-	3,285,495
Other	493,109,560	437,702,709
(-) Net Losses and loss adjustment expenses and other contractual liabilities	2,288,535,445	2,104,805,281
Losses and other contractual liabilities	2,282,813,047	2,099,132,235
Losses on non-proportional reinsurance	-	612,632
Underwriting income (loss)	352,475,061	293,607,343
(-) Net increase in other underwriting reserves	-	-
Gross (income) loss	352,475,061	293,607,343
(-) Net operating expenses	177,153,207	52,206,689
Administrative and Operating expenses	86,477,352	-29,999,867
Employees' compensation and benefits	50,704,987	43,909,406
Depreciation and Amortization	39,970,868	38,297,150
Operating income (loss)	175,321,854	241,400,654
Integral Financing Result	159,110,191	214,571,776
Investments	87,376,719	120,210,845
Sale of investments	20,668,225	27,715,664
Non-realized gain (loss) on investments	12,597,877	38,396,394
Premiums finance charge	29,173,412	30,256,135
Underwriting of debt securities	0	0
Financial reinsurance	0	0
Other	6,263,150	6,371,483
Foreign Exchange	3,030,809	-8,378,745
Participation in Permanent Investments Result	-	-
Income (loss) before taxes	334,432,045	455,972,430
(-) Provision for income taxes	149,108,847	143,925,737
Income (Loss) before Discontinued Operations	185,323,199	312,046,693
Net income (loss)	185,323,199	312,046,693
Minority Interest	-8,724,501	-3,647,833
Share holding	194,047,700	315,694,526
Net income (loss)	185,323,199	312,046,693

QUALITAS CONTROLADORA, S.A.B. DE C.V.
STATEMENTS OF CASH FLOW
FROM JUNE 31 TO SEPTEMBER 30, 2013

Net Result	194,047,700
Adjustments to non cash items	400,770,472
Gain or loss on sales of fixed assets	3,701,185
Allowance for doubtful accounts	- 2,409,369
Depreciation and Amortization	- 26,595,207
Adjustments or increases in technical reserves	- 132,623,923
Provisions	- 360,581
Current and deferred income taxes	559,058,367
	594,818,172
 <u>Operating Activities</u>	
Change in investments in securities	- 795,706,802
Change in repurchase agreements receivables	528,685,465
Change in premiums receivable	123,498,815
Change in debtors	- 540,859,257
Change in reinsurers and re-bonding companies	- 7,436,306
Change in other operating assets	- 214,349,110
Changes in contractual obligations and costs associated with claims	102,079,303
Change in other operating liabilities	188,171,484
Net cash provided by (used in) operating activities	- 21,098,236
 <u>Investing Activities</u>	
Proceeds from disposal of property, furniture and equipment	- 17,924,585
Payments for acquisition of property, furniture and equipment	37,103,667
Payments for acquisition of other permanent investments	- 252,600
Net cash provided by (used in) investing activities	18,926,482
 <u>Financing Activities</u>	
Payments associated with the repurchase of own shares	- 3,333,628
Non-Controlling Interest	182,692
Net cash provided by (used in) financing activities	- 3,150,936
 <u>Net increase or decrease in cash and cash equivalents</u>	- 5,322,690
 <u>Adjustments to cash flow from changes in the exchange rate and inflation levels</u>	1,198,293
 <u>Cash and cash equivalents at beginning of the period</u>	66,438,257
<u>Cash and cash equivalents at end of the period</u>	62,313,860
	62,313,860

“These consolidated Statements of Cash Flow were prepared in accordance with the accounting provisions issued by the National Insurance and Bonding Commission, applied on a consistent basis, and reflect all the cash flows derived from the operations performed by the Company up to the aforementioned date, which were carried out and valued in conformity with sound corporate practices and applicable legal and administrative provisions.”

Summary of Main Proforma Figures
QUALITAS CONTROLADORA, S.A.B. DE C.V.
 Figures in millions of Mexican pesos

	2013			2012			
	3Q13	2Q13	1Q13	4Q12	3Q12	2Q12	1Q12
Income Statement							
Premiums Written	3,265	3,567	4,041	3,710	3,456	3,241	3,250
Net Premiums Written	3,263	3,567	4,043	3,707	3,455	3,241	3,151
Net Increase in unearned premiums	-114	215	757	469	379	300	298
Earned Premiums	3,377	3,352	3,286	3,238	3,076	2,941	2,852
Acquisition Cost	736	847	909	886	678	693	730
L&LAE	2,289	2,140	2,073	2,057	2,105	1,996	1,850
Underwriting Result	352	365	304	295	294	252	272
Gross Profit	352	365	304	296	294	252	272
Operating Expenses	177	127	75	145	52	43	-35
Operating Result	175	237	229	151	241	209	307
Integral Financing Result	159	127	265	276	215	235	175
Result before taxes	334	364	493	427	456	444	482
Provision for Income Taxes	149	133	147	143	144	123	152
Net Result	185	231	346	284	312	321	329
Balance Sheet							
Assets	20,002	19,217	19,716	18,237	17,282	16,368	15,545
Investments	11,315	11,043	11,093	10,181	9,550	8,622	8,342
Securities	9,828	9,032	9,005	8,194	7,213	6,818	7,055
Overnight	553	1,081	1,246	1,205	1,634	1,100	788
Loans	101	106	15	16	17	22	24
Property	834	824	828	767	686	683	475
Reserve for Labor Obligations	57	54	51	48	47	44	41
Cash and Cash Equivalents	62	66	95	61	75	197	147
Debtors	7,096	6,671	6,831	6,519	6,252	6,237	5,892
Reinsurers and Re-Bonding Companies	60	69	75	84	94	102	111
Permanent Investments	45	45	16	16	15	15	15
Other Assets	1,366	1,269	1,554	1,329	1,249	1,151	997
Liabilities	15,959	15,353	16,095	14,654	13,955	13,363	12,860
Underwriting Reserves	12,246	12,290	12,197	11,300	10,872	10,383	10,101
Unearned Premiums	9,114	9,260	9,065	8,342	7,894	7,547	7,266
Contractual Obligations	3,131	3,029	3,132	2,958	2,977	2,835	2,833
Preventive Reserves	0.6	0.6	0.6	0.6	1.3	1.3	1.3
Reserve for Labor Obligations	113	110	107	96	97	91	86
Creditors	2,106	1,542	1,973	1,583	1,469	1,529	1,486
Reinsurers and Re-Bonding Companies	31	34	33	90	84	72	78
Other Liabilities	1,463	1,378	1,784	1,585	1,434	1,287	1,110
Stockholders' Equity	4,042	3,864	3,621	3,583	3,326	3,005	2,685
Capital Stock	2,682	2,685	2,685	2,685	2,026	343	343
Reserves	135	0	0	-	38	470	470
Valuation Surplus	-38	-25	-25	-29	5.3	106	106
Permanent Investments	-	-	-	-	4.1	1.5	1.5
Retained Earnings	466	601	601	-0.3	274	1,363	1,363
Net Result	781	587	354	916	961	645	328
Result from Capital Restatement	7.3	6.1	-0.18	3.6	2.1	-	-
Non-controlling interest	9.8	9.6	6.3	7.0	16	12	9
Liabilities and Stockholders' Equity	20,002	19,217	19,716	18,237	17,282	16,368	15,545
Ratios							
Acquisition Ratio	22.6%	23.8%	22.5%	23.9%	19.6%	21.4%	23.2%
Operating Ratio	5.4%	3.6%	1.8%	3.9%	1.5%	1.3%	-1.1%
L&LAE Ratio	67.8%	63.8%	63.1%	63.5%	68.4%	67.9%	64.9%
Combined Ratio	95.8%	91.2%	87.4%	91.3%	89.5%	90.6%	86.9%
Return on Investments	4.9%	3.7%	9.6%	11.0%	8.6%	10.1%	-



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: Administrative fee charged when the policy is issued and 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.



Quálitás Controladora (QC), is a holding company whose purpose is to own companies related to auto insurance. The business model focuses on excellence in service and cost controls. Since 2007, it occupies the first place in the Mexican market with a 22.4% share as of June 2013, and has presence in El Salvador and Costa Rica.

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

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