

Quálitás Controladora

1H16 Webcast



Sales Report



	Written Premiums			Earned Premiums			Written Premiums			Earned Premiums		
	1H16	1H15	Δ %	1H16	1H15	Δ %	1H16	1H15	Δ %	1H16	1H15	Δ %
	MXN						USD					
Mexico	12,731	9,315	36.7%	10,668	8,219	30.5%	689	594	16.1%	578	520	11.2%
El Salvador	51	68	-24.9%	47	61	-23.0%	3	4	-36.2%	3	4	-34.6%
Costa Rica	195	94	106.9%	162	81	99.1%	11	6	75.8%	9	5	69.2%
USA	346	47	NA	239	27	NA	19	3	NA	13	2	NA
Total	13,324	9,525	39.9%	11,116	8,318	33.6%	722	607	18.8%	602	530	13.5%

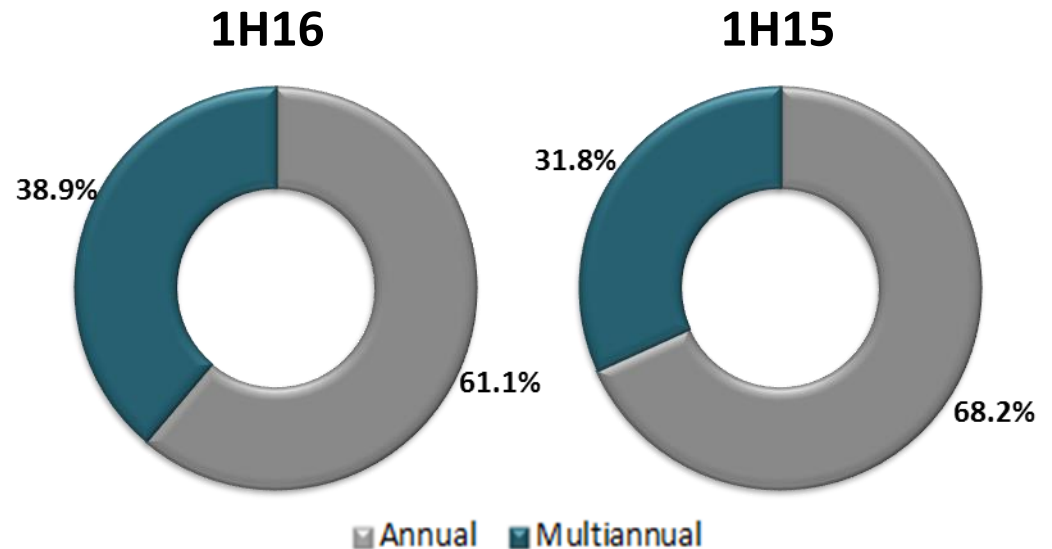
Note: Figures from El Salvador, Costa Rica and USA may vary from those reported due to exchange rate.

*NA: Not Applicable

Written Premiums' Growth

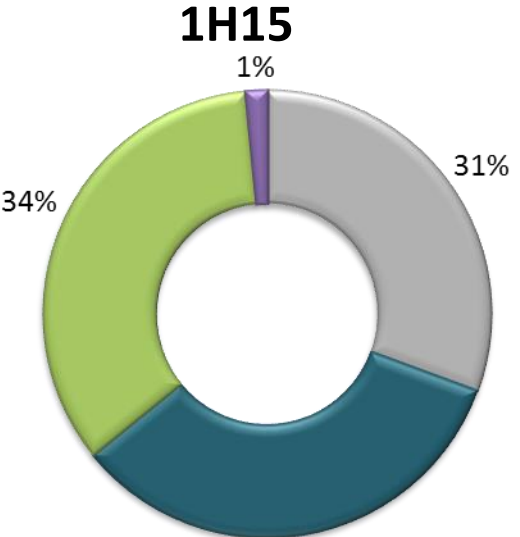
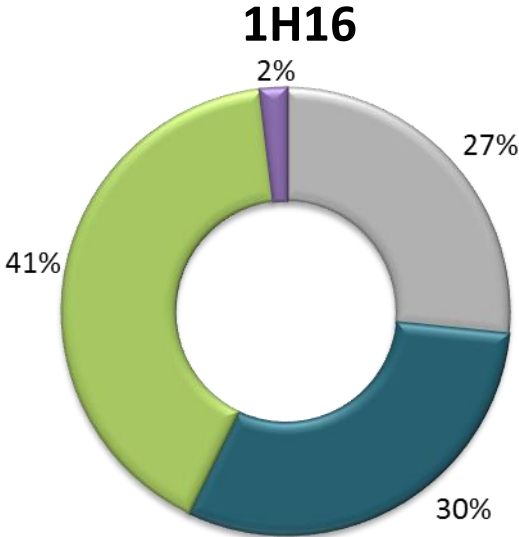
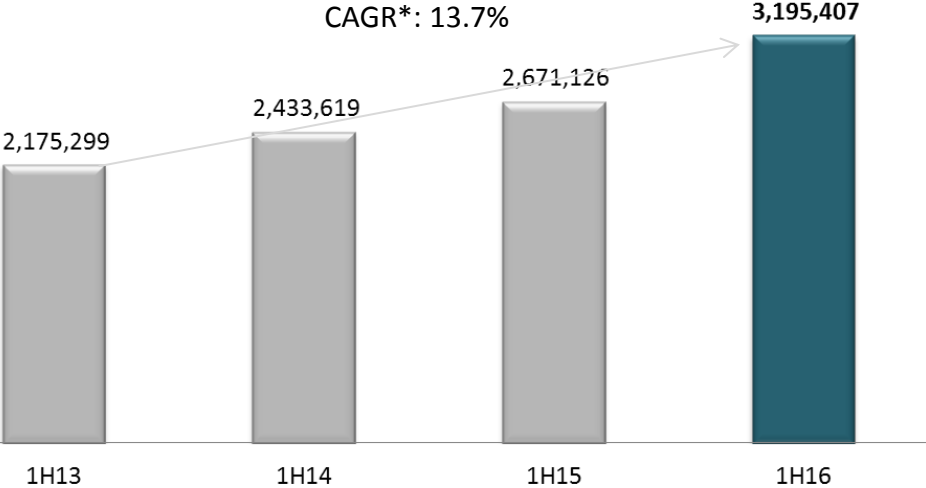


Segment (MM MXN)	1H16	1H15	Δ %	Premiums Breakdown
Individual	2,391	1,864	28.3%	17.9%
Fleets	3,797	3,138	21.0%	28.4%
Traditional	6,188	5,002	23.7%	46.3%
Financial Institutions	6,223	4,048	53.7%	46.6%
El Salvador	51	68	(24.9%)	0.4%
Costa Rica	195	94	106.9%	1.5%
Estados Unidos	346	47	NA	2.6%
Other	357	291	22.7%	2.7%
Total	13,361	9,550	39.9%	100.0%



*NA: Not Applicable

Insured Vehicles



Individual
 Fleets
 Financial Institutions
 Subsidiaries

*Compound Annual Growth Rate

In January 2016 Solvency II came into effect with some of the following implications:

- The new methodology better matches costs with earned premium in a more accurate way.
- The implementation of Solvency II has been extremely complex for all Industry participants of this sector, including the Regulator. This has required continuous and significant adjustments.
- Calculations for capital requirements have changed 4 times in the course of 2016:
 - ✓ January 18
 - ✓ April 7
 - ✓ July 6
 - ✓ July 13
- The calculation of capital requirements has an impact on reserves and earned premiums.
- The distribution of our portfolio has changed significantly compared to previous years, given the strong growth on multiannual premiums.
- The Company is confident that first six months figures for the period ended on June 2016 fully comply with the criteria established by the new methodology. However, certain items could experience changes in the time they were booked.

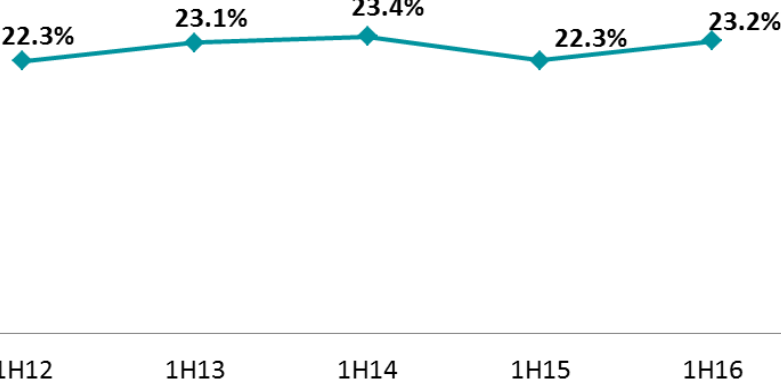
1H16 Income Statement



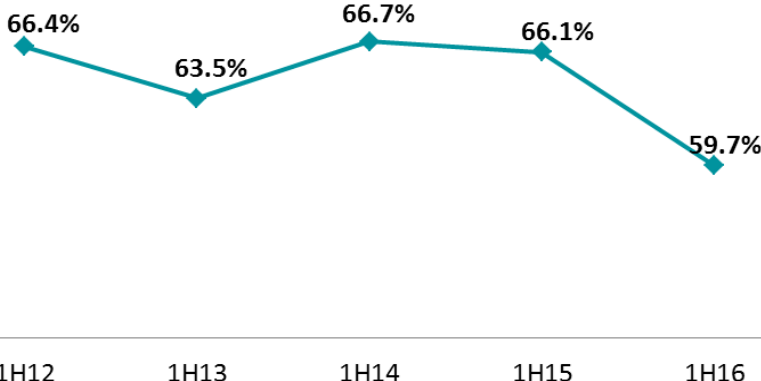
(MM MXN)	1H16	1H15	Δ \$	Δ%
Written Premiums	13,361	9,550	3,811	39.9%
Net Written Premiums	13,257	9,550	3,706	38.8%
Earned Premiums	10,892	8,219	2,674	32.5%
Acquisition Cost	3,071	2,128	943	44.3%
Claims Cost	6,501	5,431	1,070	19.7%
Technical Result	1,320	659	661	100.3%
Operating Expenses	433	416	18	4.3%
Operating Result	887	244	643	264.0%
Investment Income	384	321	63	19.6%
Income before taxes	1,271	565	706	125.0%
Taxes	429	187	242	129.5%
Net Result	841	378	464	122.8%

Ratios	1H16	1H15	Δ bp
Claims Ratio	59.7%	66.1%	(640)
Acquisition Ratio	23.2%	22.3%	88
Operating Ratio	3.2%	4.4%	(111)
Combined Ratio	86.1%	92.7%	(662)

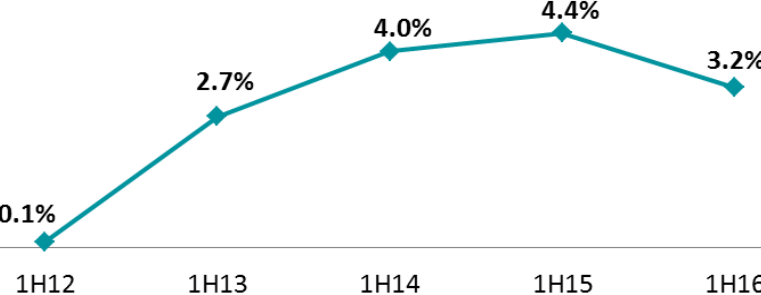
Acquisition Ratio



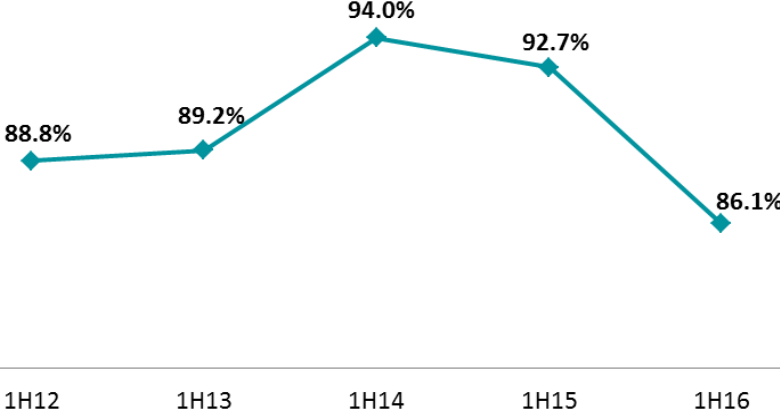
Claims Ratio



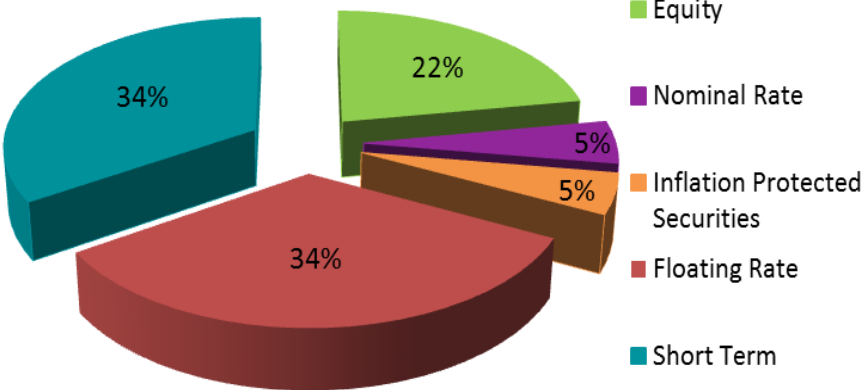
Operating Ratio



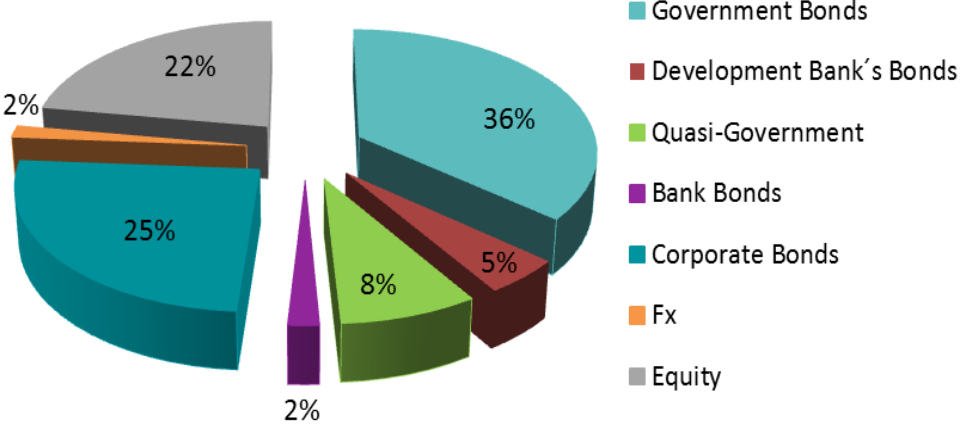
Combined Ratio



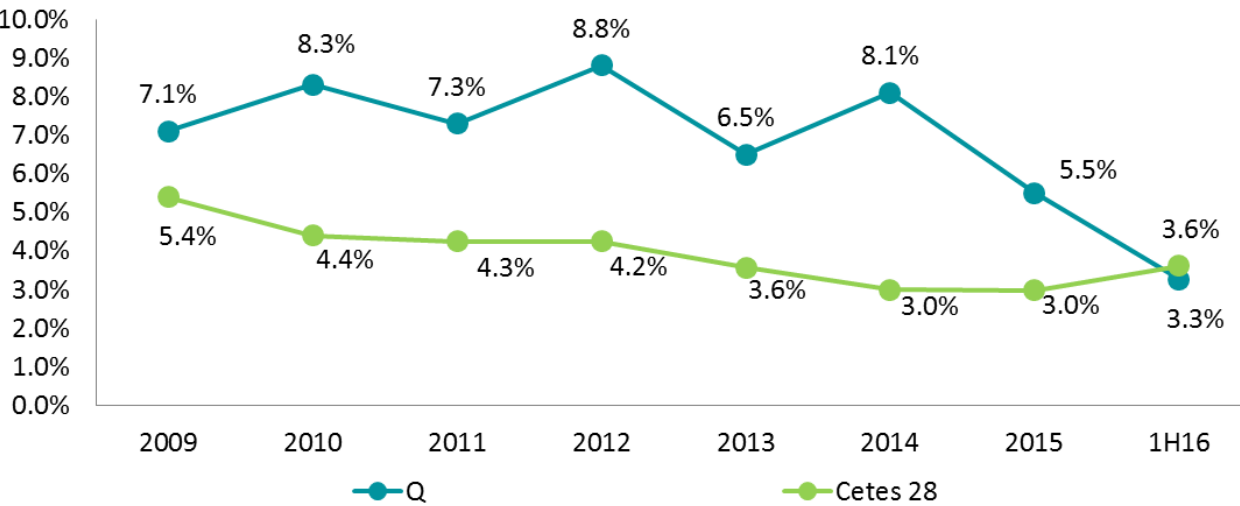
Portfolio by Risk



Portfolio by Type of Issuer



Return on Investments



Equities

(MM MXN)	1H16
Gain from Equities	83
Average Portfolio	3,246
Annualized Yield	5.2%
Naftac Yield	13.1%
IRT Yield	15.7%

Solvency Margin



(MM MXN)	Regulatory Capital Requirement	Solvency Margin	Solvency Margin Ratio
Q MX	2,059	2,006	97.4%
Q ES	52	18	33.6%
Q CR	88	3	3.1%
QIC	277	132	47.5%
Total	2,476	2,158	
Q Cash		291	
Q	2,476	2,450	98.9%

FX Peso-USD June 2016: 18.46
 FX Colón-USD June 2016: 541.67



3,195,407

Insured Vehicles



181

Service Offices



190

ODQs



4,096

Employees



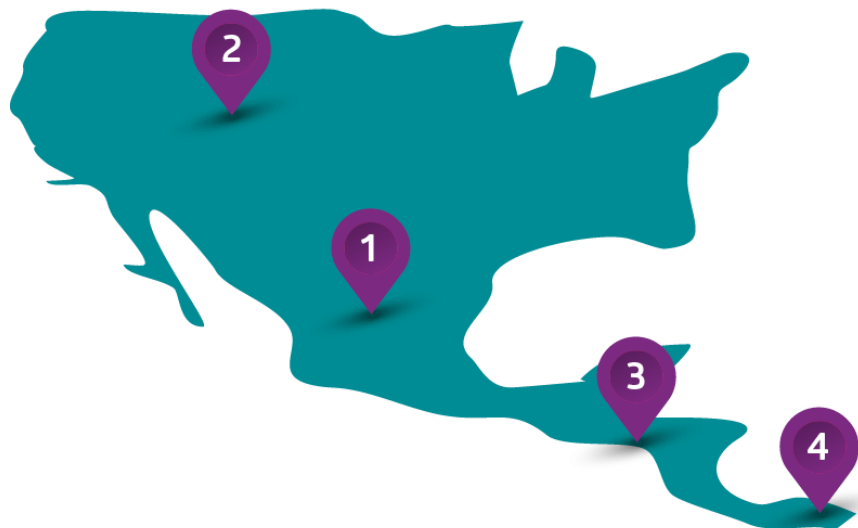
11,039

Agents



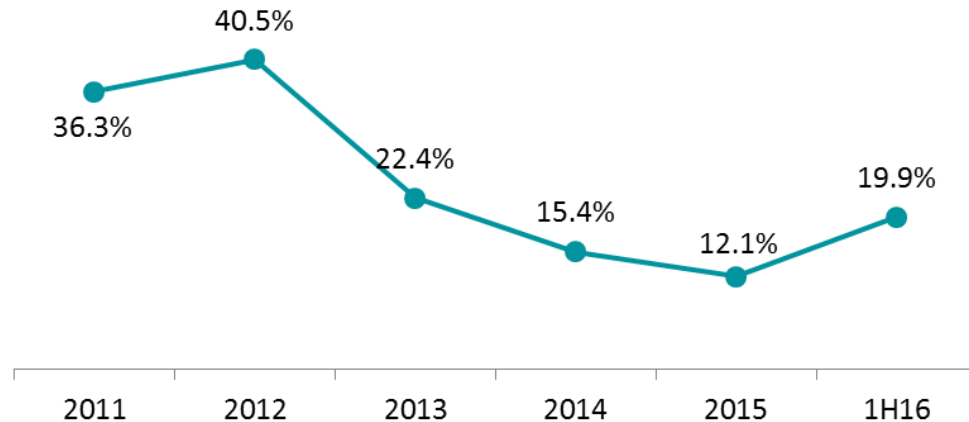
941

Claims Officers



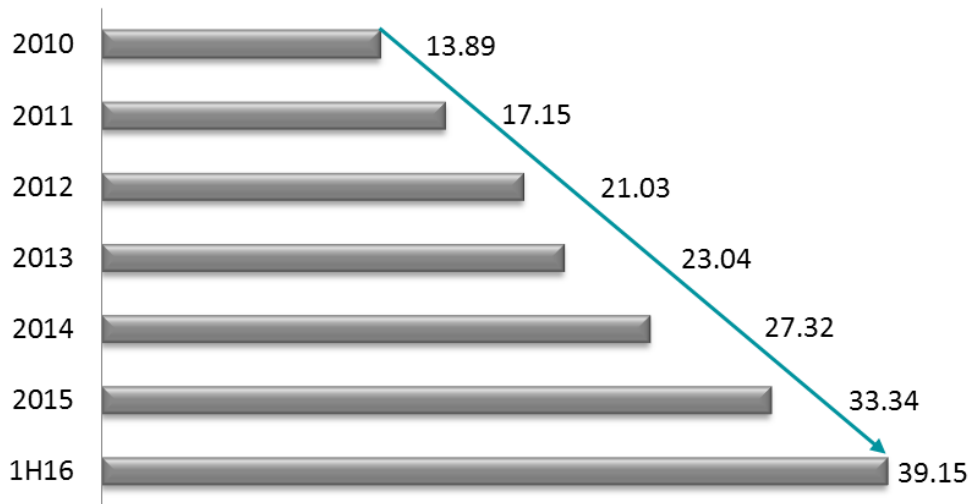
1. Mexico
2. United States
3. El Salvador
4. Costa Rica

LTM ROE



Cash & Investments per Share

*CAGR: 18.9%



*CAGR: Compound Annual Growth Rate

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Actinver	Enrique Mendoza	emendoza@actinver.com.mx
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