

# Quálitás Controladora

## 3Q16 Webcast



- July 28<sup>th</sup> the Board of Directors instructed Top Management to revise 6M16 figures
- Management verified the adequate implementation of Solvency II quantitative models that entered into force January 2016 and are applicable to Q MX
- After the review, financial results had some modifications that do not represent any adverse effect
- One-time items related to the adoption of Solvency II quantitative models were booked in the first six months of the year
- 3Q16 is without Solvency II adoption effects to better reflect Q's ongoing results

# 6M16 Results Revision



- Modifications to the financial results released July 28<sup>th</sup>

	1Q16			2Q16			6M16		
	REVISED	REPORTED	Δ\$	REVISED	REPORTED	Δ\$	REVISED	REPORTED	Δ\$
Written Premiums	6,343	6,344	-1	7,017	7,017	0	13,360	13,361	0
Ceded Premiums	17	18	-1	86	86	0	103	104	-1
Retained Premiums	6,326	6,326	0	6,931	6,931	0	13,257	13,257	1
Unearned Premiums Reserve	1,308	1,387	-79	1,043	977	66	2,351	2,364	-13
Earned Premiums	5,018	4,939	79	5,888	5,953	-65	10,906	10,892	14
Acquisition Cost	1,378	1,378	0	1,694	1,693	1	3,072	3,071	1
Claims Cost	3,000	3,001	-2	3,234	3,500	-266	6,233	6,501	-268
<b>Technical Result</b>	<b>641</b>	<b>560</b>	<b>81</b>	<b>960</b>	<b>760</b>	<b>200</b>	<b>1,601</b>	<b>1,320</b>	<b>281</b>
Operating Expenses	175	167	9	286	267	19	461	433	28
<b>Operating Result</b>	<b>466</b>	<b>393</b>	<b>73</b>	<b>674</b>	<b>494</b>	<b>180</b>	<b>1,140</b>	<b>887</b>	<b>253</b>
Investment Income	80	81	-1	303	303	0	383	384	-1
<b>Result before Income Taxes</b>	<b>545</b>	<b>474</b>	<b>72</b>	<b>977</b>	<b>797</b>	<b>180</b>	<b>1,523</b>	<b>1,271</b>	<b>252</b>
Income Taxes	177	160	17	333	269	64	510	429	81
<b>Net result</b>	<b>369</b>	<b>314</b>	<b>55</b>	<b>644</b>	<b>527</b>	<b>117</b>	<b>1,013</b>	<b>841</b>	<b>171</b>

# Qualitas in the market – AMIS June 16



	Company	Written Premiums		% Market Share		Increase	
		2016 Amount	2015 Amount	2016	2015	Amount	%
1	Qualitas	12,729,936	9,313,819	29.45	25.49	3,416,117	36.68
2	G.N.P.	5,417,667	4,663,658	12.53	12.76	754,008	16.17
3	AXA Seguros	4,728,449	4,326,102	10.94	11.84	402,346	9.30
4	Aba/Seguros	3,025,786	2,752,405	7.00	7.53	273,381	9.93
5	Banorte	2,690,504	2,396,511	6.22	6.56	293,992	12.27
	<b>Total Large</b>	<b>28,592,341</b>	<b>23,452,496</b>	<b>66.15</b>	<b>64.18</b>	<b>5,139,845</b>	<b>21.92</b>
6	Mapfre México	2,392,702	2,236,747	5.54	6.12	155,955	6.97
7	BBVA Bancomer	2,065,719	1,890,774	4.78	5.17	174,945	9.25
8	Inbursa	2,061,906	2,010,939	4.77	5.50	50,967	2.53
9	HDI Seguros	1,949,866	1,707,137	4.51	4.67	242,728	14.22
10	Zurich Daños	1,309,393	1,178,641	3.03	3.23	130,752	11.09
11	Atlas	996,381	838,608	2.31	2.29	157,773	18.81
12	Afirme	791,818	492,740	1.83	1.35	299,077	60.70
13	General de Seguros	605,232	715,414	1.40	1.96	(110,182)	(15.40)
14	ANA	505,533	439,667	1.17	1.20	65,866	14.98
15	Royal & Sunalliance	303,279	295,407	0.70	0.81	7,872	2.66
	<b>Total Medium</b>	<b>12,981,828</b>	<b>11,806,074</b>	<b>30.04</b>	<b>32.31</b>	<b>1,175,754</b>	<b>9.96</b>
	<b>Total Other</b>	<b>1,647,731</b>	<b>1,282,168</b>	<b>3.81</b>	<b>3.51</b>	<b>365,563</b>	<b>28.51</b>
	<b>Total Auto</b>	<b>43,221,900</b>	<b>36,540,739</b>	<b>100.00</b>	<b>100.00</b>	<b>6,681,162</b>	<b>18.28</b>

Market without Q grows 12.0%

Figures in thousands of pesos  
Source: AMIS

(MM MXN)	3Q16	3Q15	ΔS	Δ%
Written Premiums	7,598	4,421	3,176	71.8%
Earned Premiums	6,066	4,197	1,868	44.5%
Operating Result	107	11	96	838.7%
Investment Income	401	190	211	111.5%
Net Result	382	133	250	187.9%
				Δbp
Acquisition Ratio	25.0%	22.7%		226
Operating Ratio	2.5%	5.0%		(256)
Claims Ratio	63.9%	70.5%		(665)
Combined Ratio	91.3%	98.3%		(694)



+ 3 ODQ's



+ 196,568 insured units



+ 177 employees



+ 41 Claims Officers



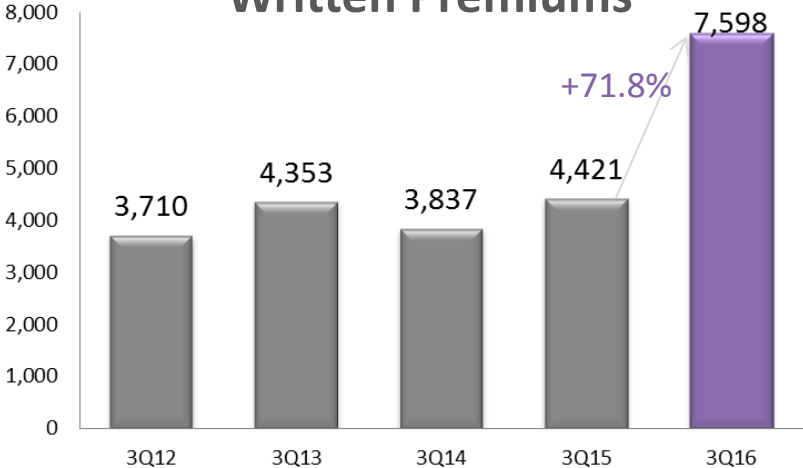
+ 857 Agents



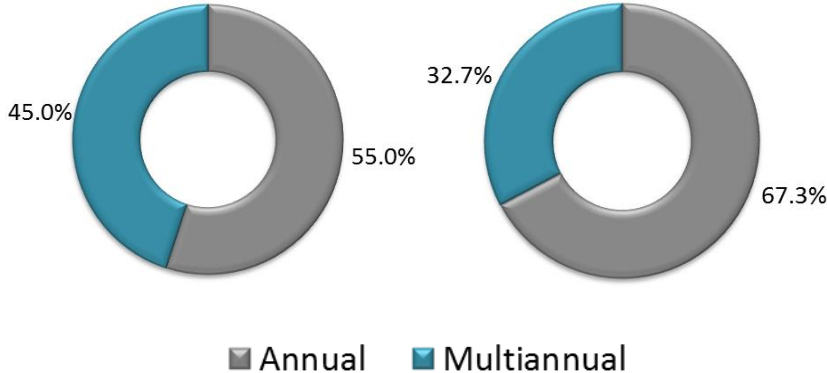
### Daily Q:

- Sells \$83 million in written premiums
- Insures + 2,000 units
- Receives +3,800 claims

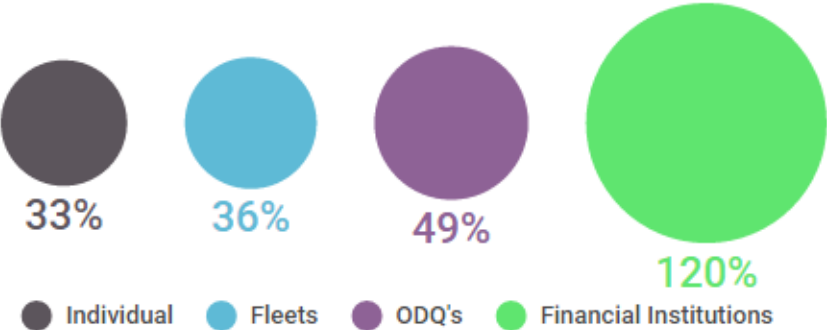
### Written Premiums



### Written Premiums by Period

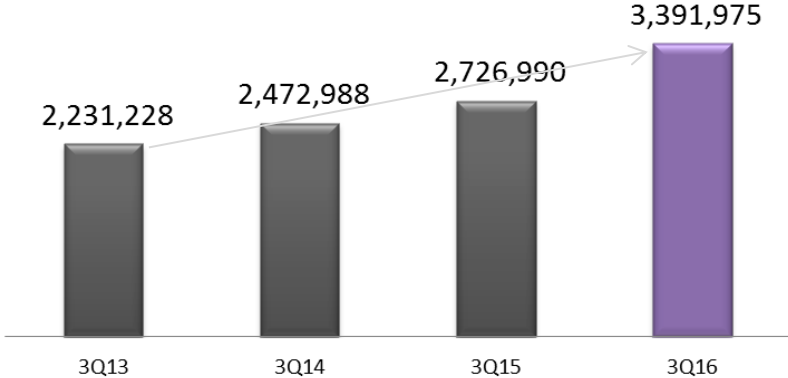


### Growth by Segment



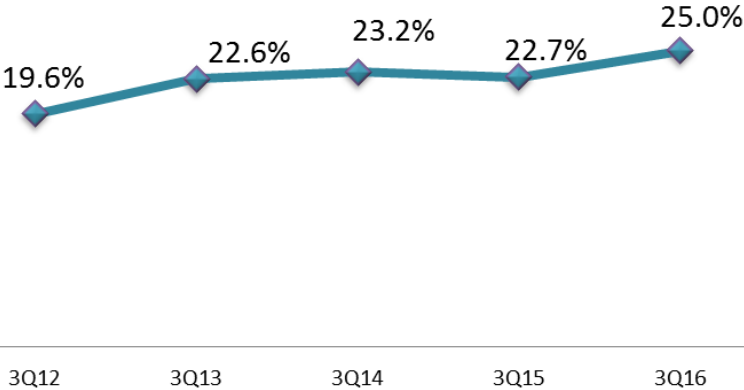
### Insured Units

CAGR\*: 15.0%

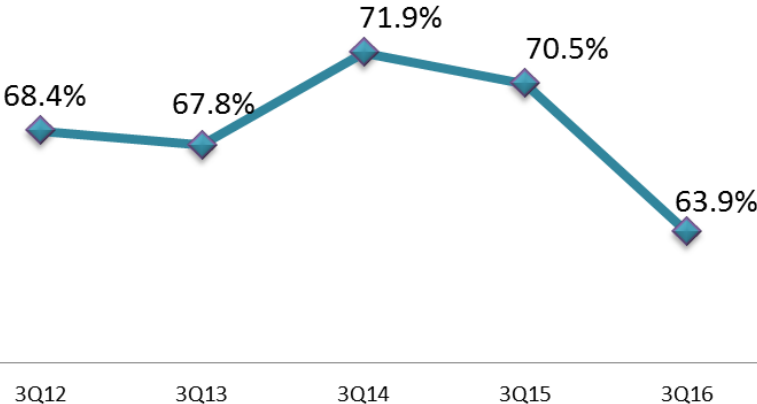


\*Compound Annual Growth Rate

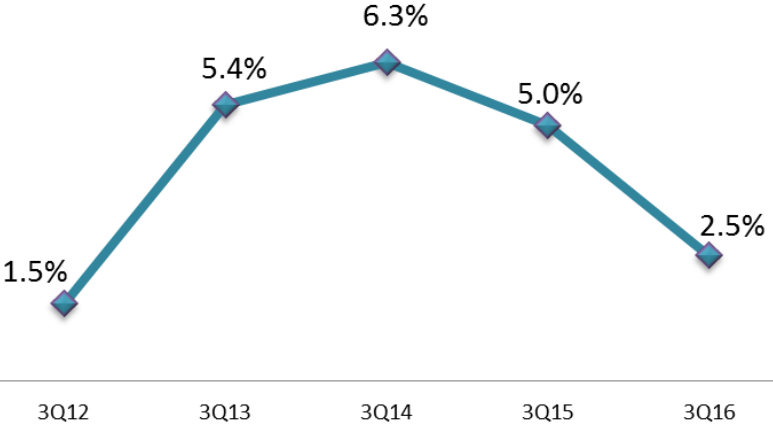
### Acquisition Ratio



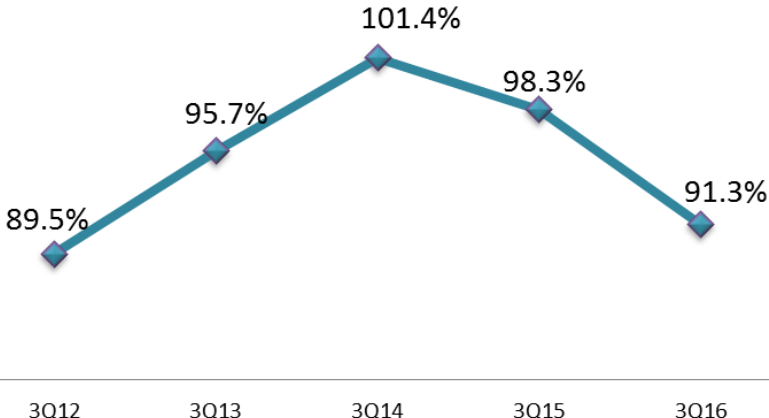
### Claims Ratio



### Operating Ratio

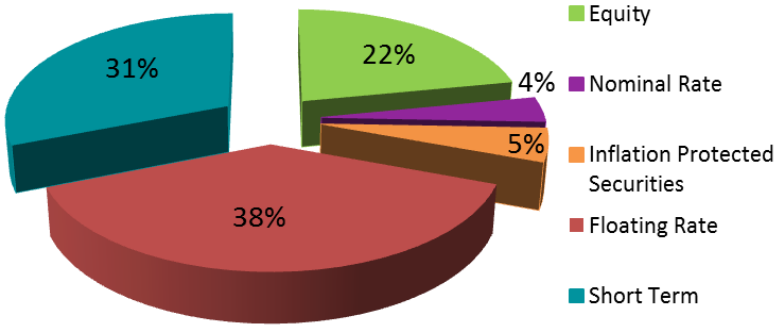


### Combined Ratio

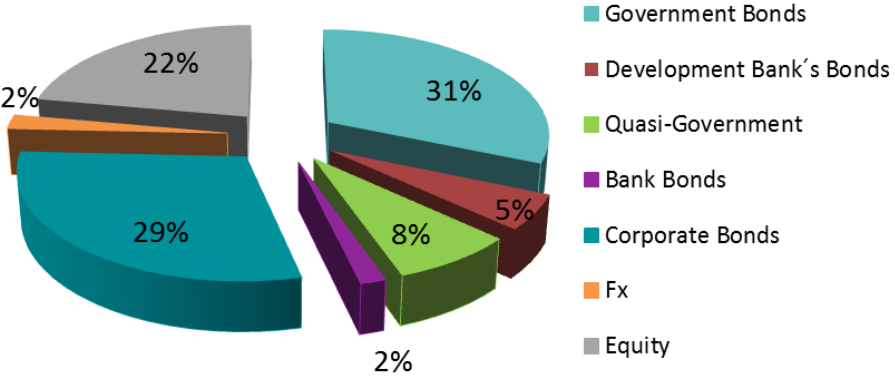




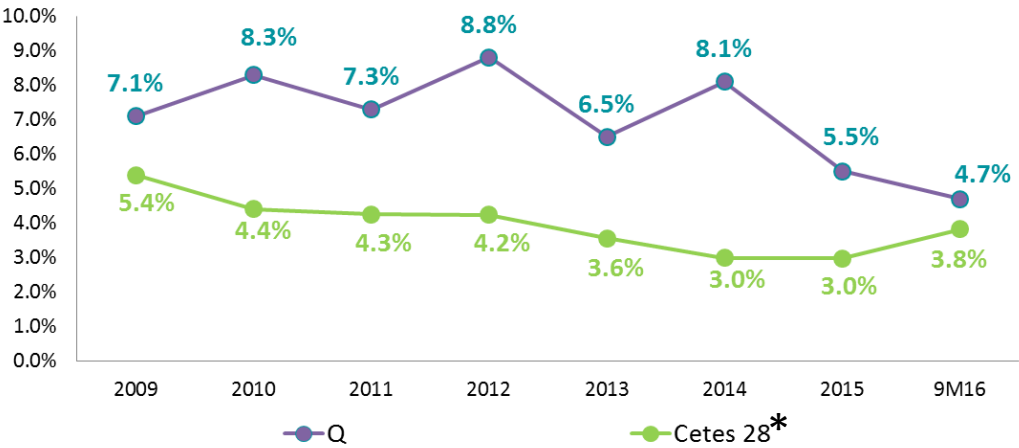
### Portfolio by Risk



### Portfolio by Type of Issuer



### Return on Investments



### Equities

(MM MXN)	3Q16	2016
Gain from Equities	150	233
Average Portfolio	3,688	3,407
Annualized Yield	16.1%	9.1%
Naftac Yield	11.7%	12.9%
IRT Yield	12.7%	15.0%

\*28 -Day Treasury issued by Mexican Federal Government

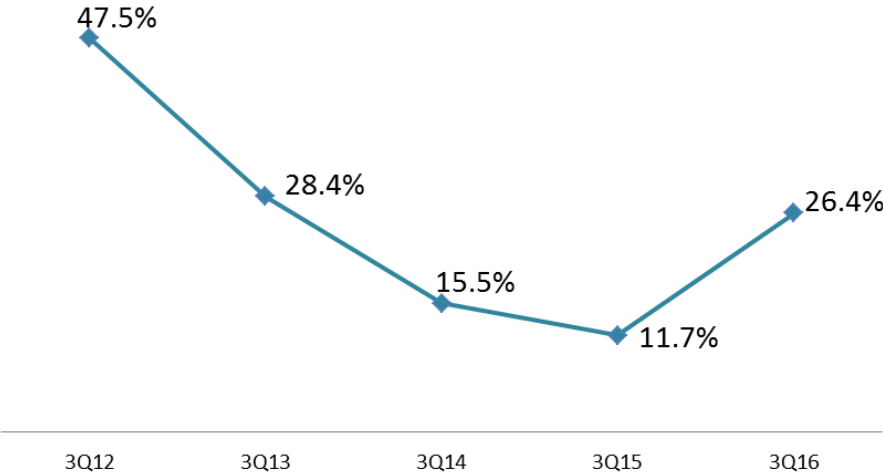
# Solvency Margin



(MM MXN)	Regulatory Capital Requirement	Solvency Margin	Solvency Margin Ratio
Q MX	2,456	2,126	86.6%
Q ES	51	22	42.0%
Q CR	92	28	30.7%
QIC	291	161	55.5%
<b>Total</b>	<b>2,890</b>	<b>2,337</b>	
Q Cash		82	
<b>Q</b>	<b>2,890</b>	<b>2,419</b>	<b>83.7%</b>

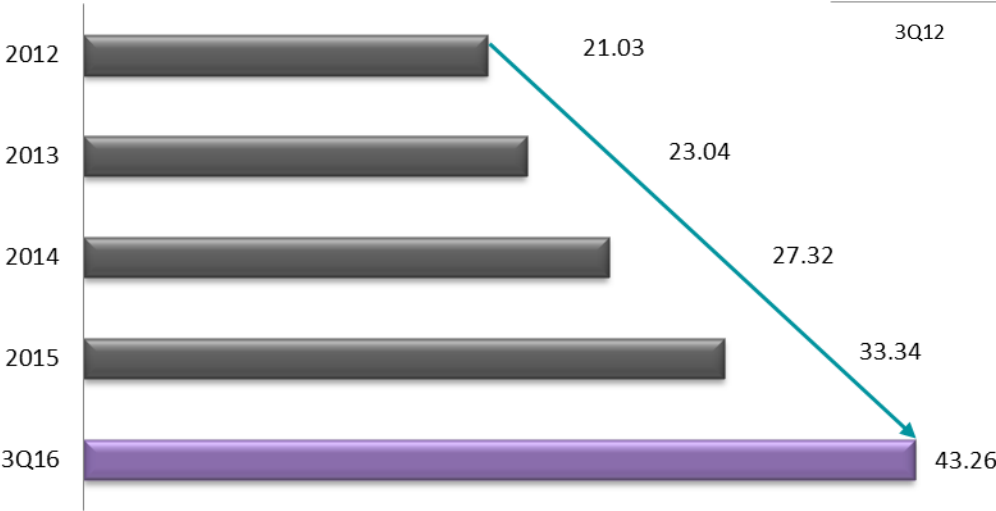
FX Peso-USD September 2016: 19.38  
FX Colón-USD September 2016: 546.33

## LTM ROE



## Cash per Share

\*CAGR: 20.8%



\*CAGR: Compound Annual Growth Rate

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