



Earnings results **Webcast**

3rd quarter | 2019



Quálitás Controladora

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. Quálitás undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise.

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All figures in this document are expressed in million Mexican pesos except when otherwise specified.



Earnings results **Webcast**

3rd quarter
2019

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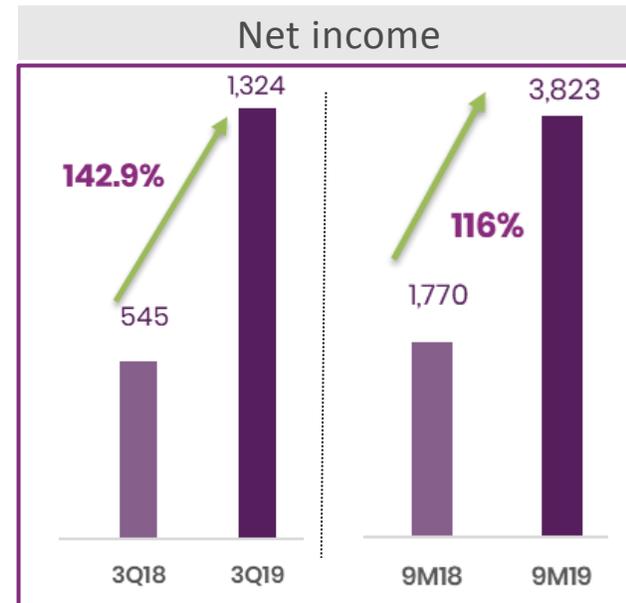
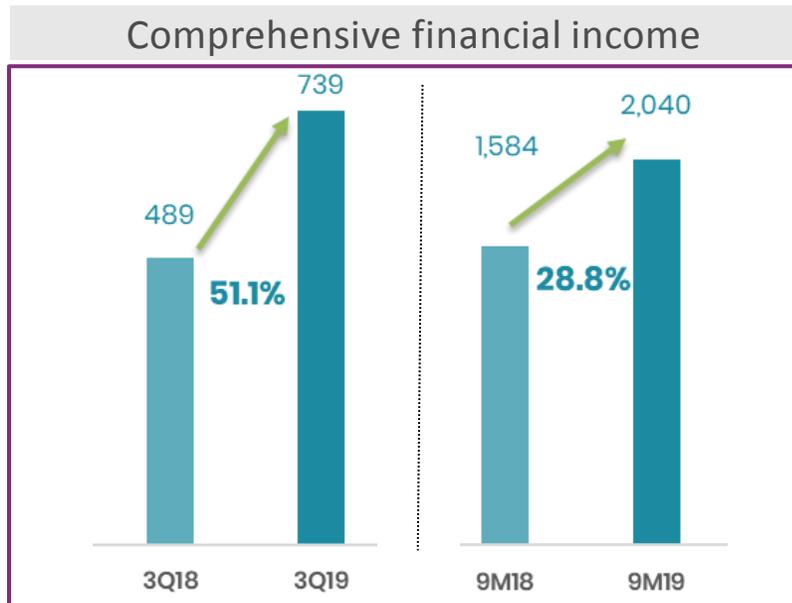
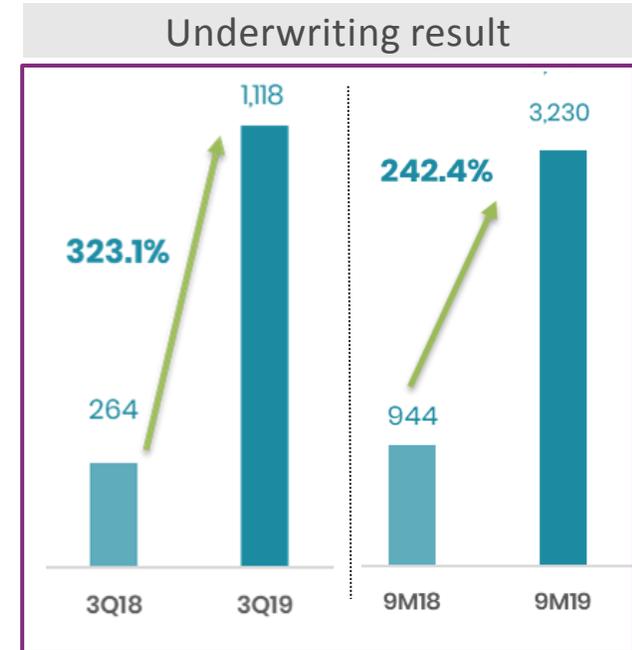
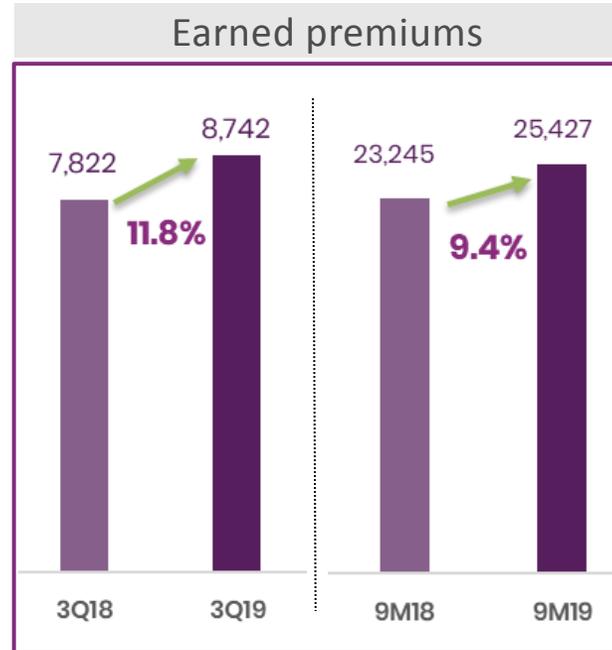
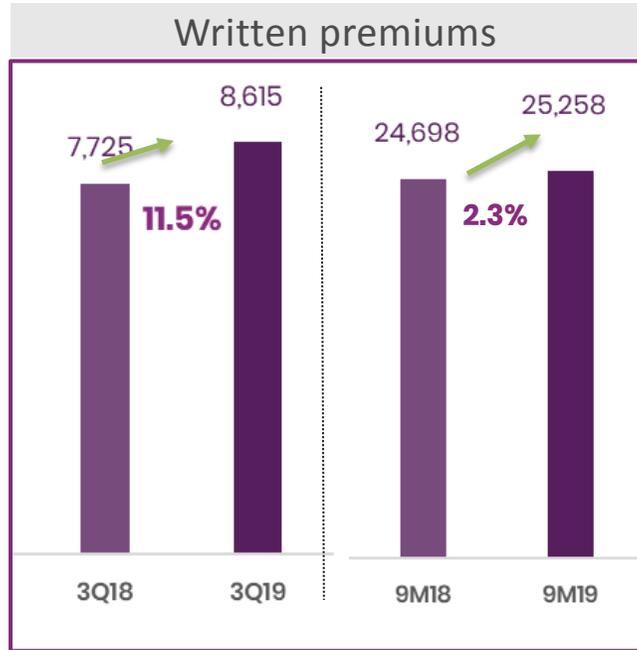
08

Social responsibility &
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09

Q & A

01 Financial highlights 3Q & YTD



\$9
Cumulative income per share

15.4%
Net margin 3Q

43.5%
ROE

02 Landscape

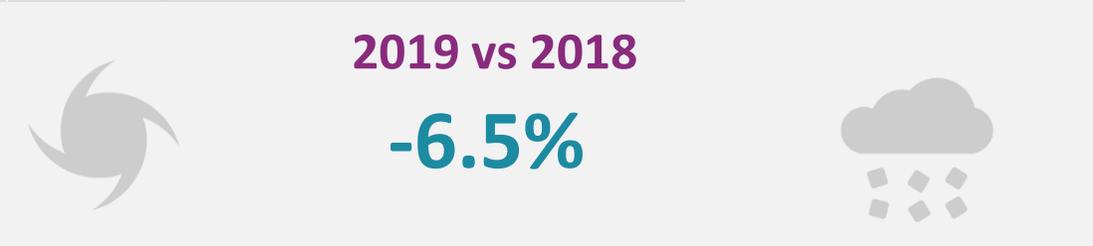
New car sales in Mexico YTD



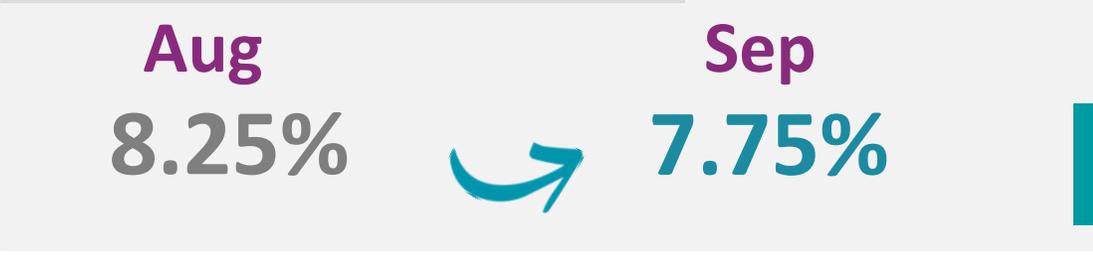
Auto theft & recovery in Mexico



Meteorological events



Banxico's reference rate



03 Underwriting

BUSINESS LINE	3Q19	3Q18	Δ\$	Δ%	9M19	9M18	Δ\$	Δ%
Traditional	5,015	4,442	573	12.9%	15,468	13,775	1,694	12.3%
<i>Individual</i>	2,716	2,181	536	24.6%	7,845	6,536	1,310	20.0%
<i>Fleets</i>	2,298	2,261	37	1.6%	7,623	7,239	384	5.3%
Financial institutions	3,121	2,911	210	7.2%	8,378	9,592	(1,214)	(12.7%)
Foreign subsidiaries	455	339	116	34.1%	1,354	1,190	164	13.8%
Others	25	33	(8)	(24.2%)	58	142	(84)	(59.2%)
Total	8,615	7,725	890	11.5%	25,258	24,698	560	2.3%



04 Cost ratios

Acquisition

	2019	2018	Δbps
3Q	21.8%	21.1%	72
YTD	21.9%	22.2%	(36)

Operating

	2019	2018	Δbps
3Q	6.4%	4.0%	244
3Qexc *	4.3%	3.1%	120
YTD	5.9%	4.7%	118

Loss

	2019	2018	Δbps
3Q	59.5%	72.0%	(1,245)
YTD	59.9%	67.6%	(771)

Combined

	2019	2018	Δbps
3Q	87.8%	97.1%	(929)
YTD	87.6%	94.5%	(689)

Adjusted combined ratio**

	2019	2018	Δbps
3Q	87.2%	96.7%	(946)
YTD	87.3%	96.0%	(864)

* 3Qexc: Excluding Employee Profit Sharing EPS (PTU in Spanish)

**Adjusted Combined Ratio= (acquisition cost + operating expenses + claims cost) / earned premiums

05 Geographical & vertical subsidiaries



Mexico

QMX: 94.4%



United States

QIC: 3.7%



Costa Rica

QCR: 1.1%



El Salvador

QES: 0.5%



Peru

QP:0.1%

9M written
premiums

+13.8%



Bottom line
\$46.8 million
+867.5%

06 Q* performance

Q* performance

	Q*	Mexbol
3Q 19	31.5%	(0.3%)
YTD	71.4%	3.3%

Traded volume (daily average)

	Traded Volume*	Volume (MM USD)
1 Q19	383.5	0.9
2 Q19	628,623	1.6
3 Q19	975,749	3.0
12 m	591,245	1.6

Marketability index

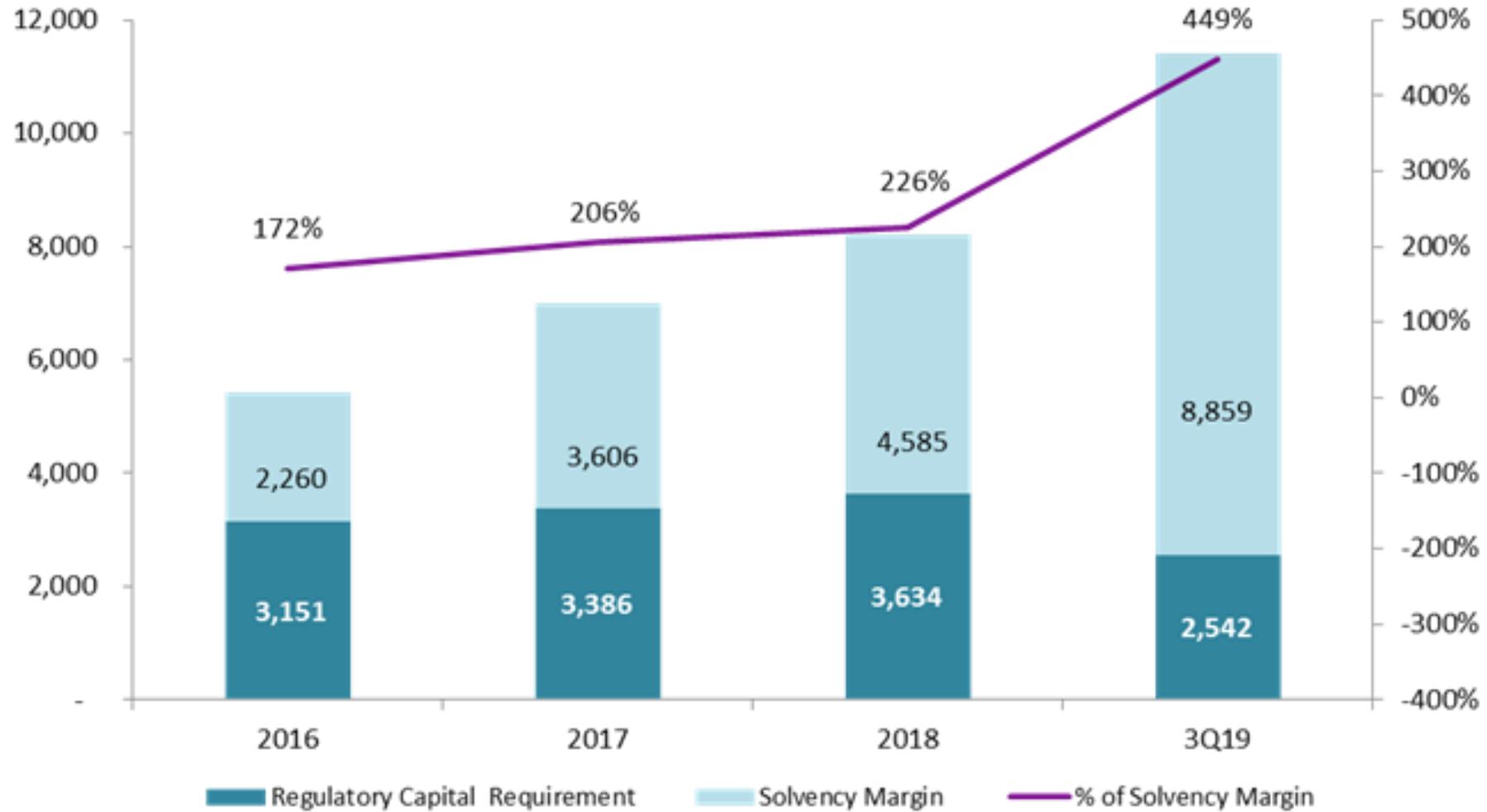
Month	Position
Sep-18	44
Jan-19	46
Apr-19	45
Jun-19	44
Jul-19	41
Ago-19	39
Sep-19	35

Key value metrics

P/E
6.7

EPS
\$3.1

07 Solvency margin



08 Social responsibility & closing remarks

EXPANDING OUR NETWORK

During 3rd quarter we opened 12 new locations across the country:

179 Service offices
243 ODQ's

STRENGTHEN OUR SUBSIDIARIES

Boost their growth potential and reduce our costs.



TECHNOLOGICAL INNOVATION, AND HIGH PERFORMANCE ORGANIZATION

Continue promoting technological development for risk prevention and more efficient operations.

08 Social responsibility & closing remarks



Quálitas beyond results; social responsibility campaign

Objective: Improve road mobility, optimize safety and achieve a better social coexistence among users

#NosVemosEnLaEsquina

Analysts

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Target price:
84.50 MXN

Recommendation:

BARCLAYS

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Target price:
64.00 MXN

Recommendation:

BBVA

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Target price:
58.25 MXN

Recommendation:
Hold

NGR GLOBAL RESEARCH & FUNDRAISING

Analyst:
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Target price:
95.00 MXN

Recommendation:
Buy

MERRILL LYNCH

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Target price:
90.00 MXN

Recommendation:
Buy

n a u

Analyst:
Iñigo Vega

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Target price:
56.00 MXN

Recommendation:
Buy

10 años **SIGNUM** RESEARCH

Analyst:
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Target price:
70.00 MXN

Recommendation:
Hold

Seguros BX+

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Target price:

Recommendation:

Bloomberg

Analyst:

E-mail:

Target price:
57.71 MXN

Recommendation:



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