



Earnings results Webcast

2nd quarter ····· **2020**



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

If you have any trouble visualizing the presentation or hearing the conference call please contact:

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

01 Our priorities

1 Ensure health and safety of employees & stakeholders

~72% of our employees remain working remotely

Exceeded all health authorities recommendations in working spaces

Ongoing communication to our employees & stakeholders

2 Protect the health of our business

BCP – uninterrupted service, fulfilling the obligations with our policyholders, agents and business partners

10% discount in renewals, easy payment terms & grace period extensions

Reduce costs and look for efficiencies

3 Social responsibility & ESG

Supporting 25 non profit organizations

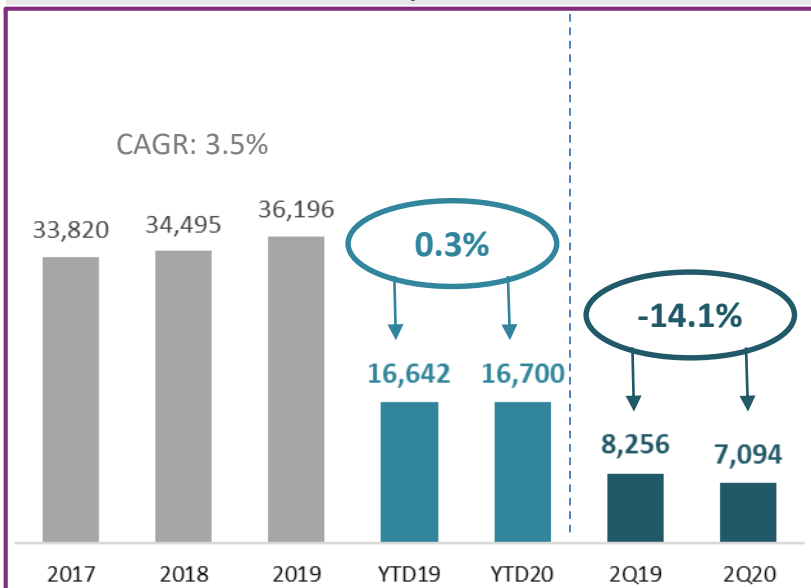
Supporting doctors that are fighting COVID-19

Internal campaign to provide meals to families in need Company **(2X)**

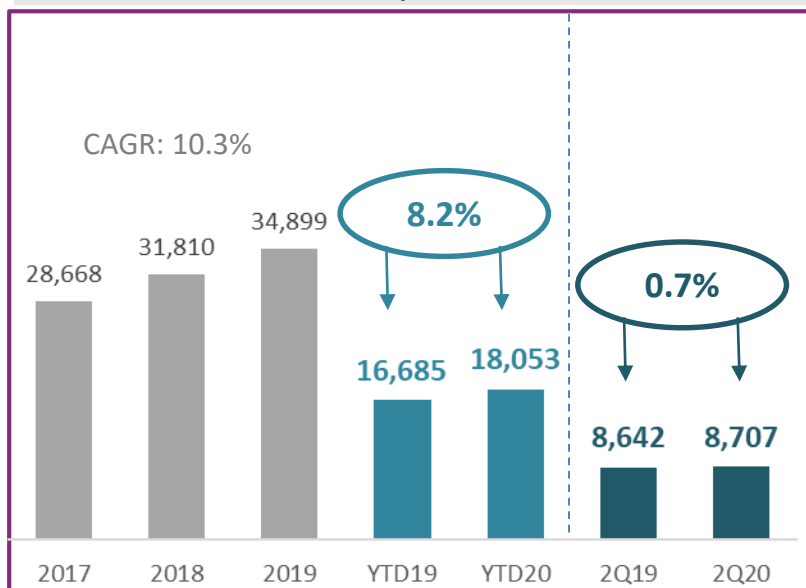
Principles for Sustainable Insurance (PSI)

02 Financial highlights 2Q & YTD

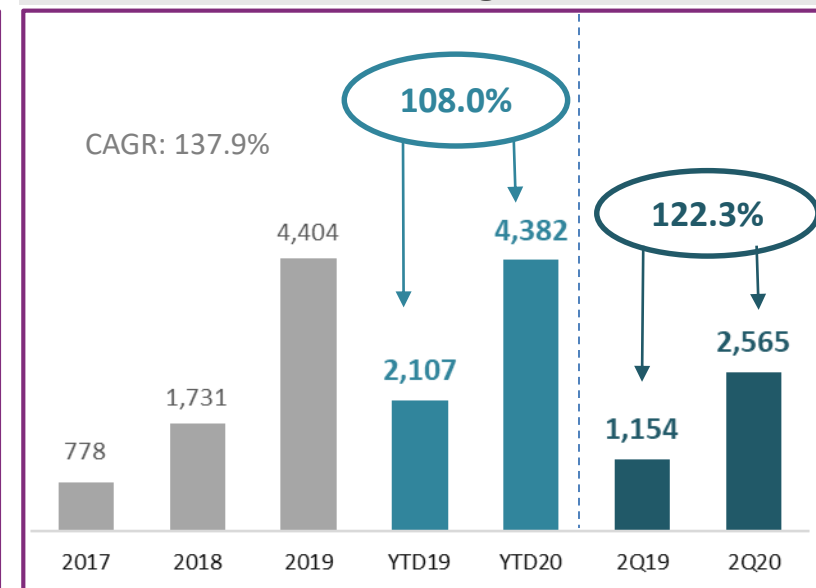
Written premiums



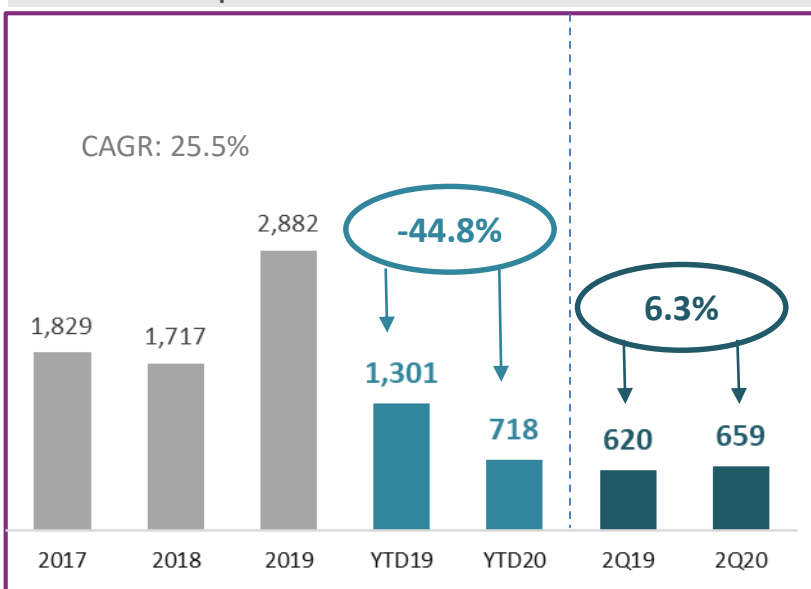
Earned premiums



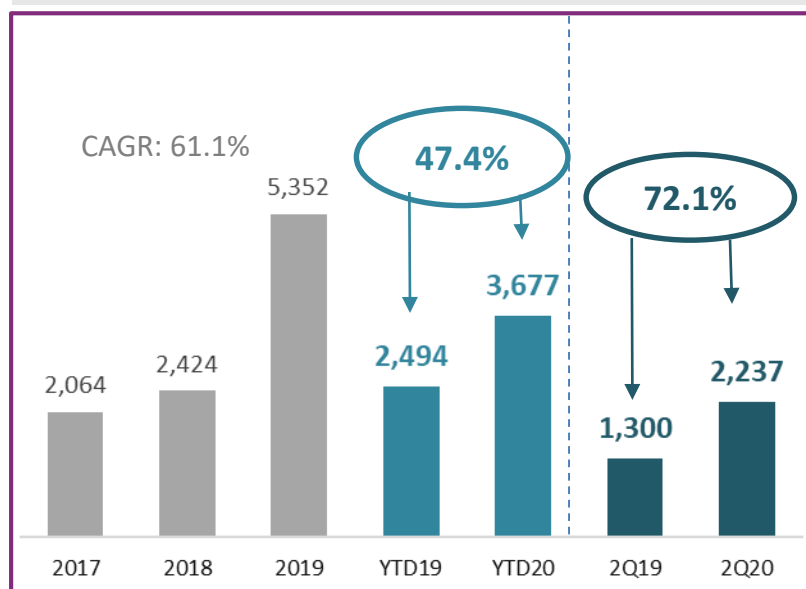
Underwriting result



Comprehensive financial income



Net result



\$15.8
EPS
(+82% vs 2Q19)

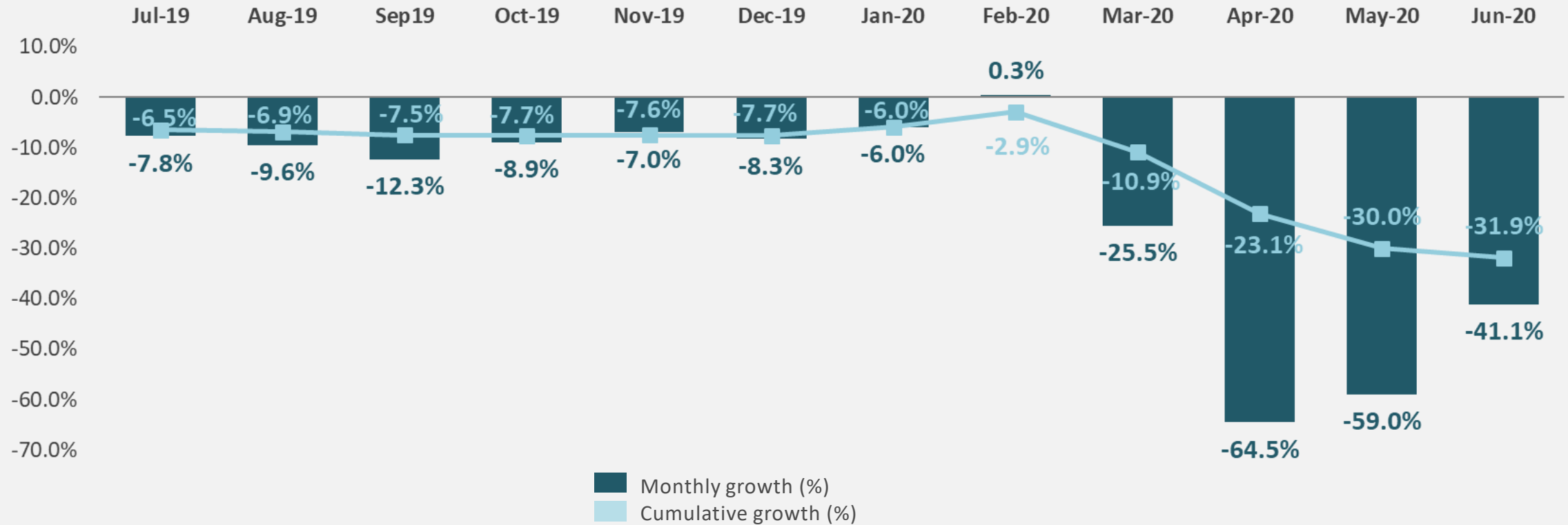
31.5%
Net margin

3.1%
Cumulative ROI

46.7%
ROE

03 Market Landscape

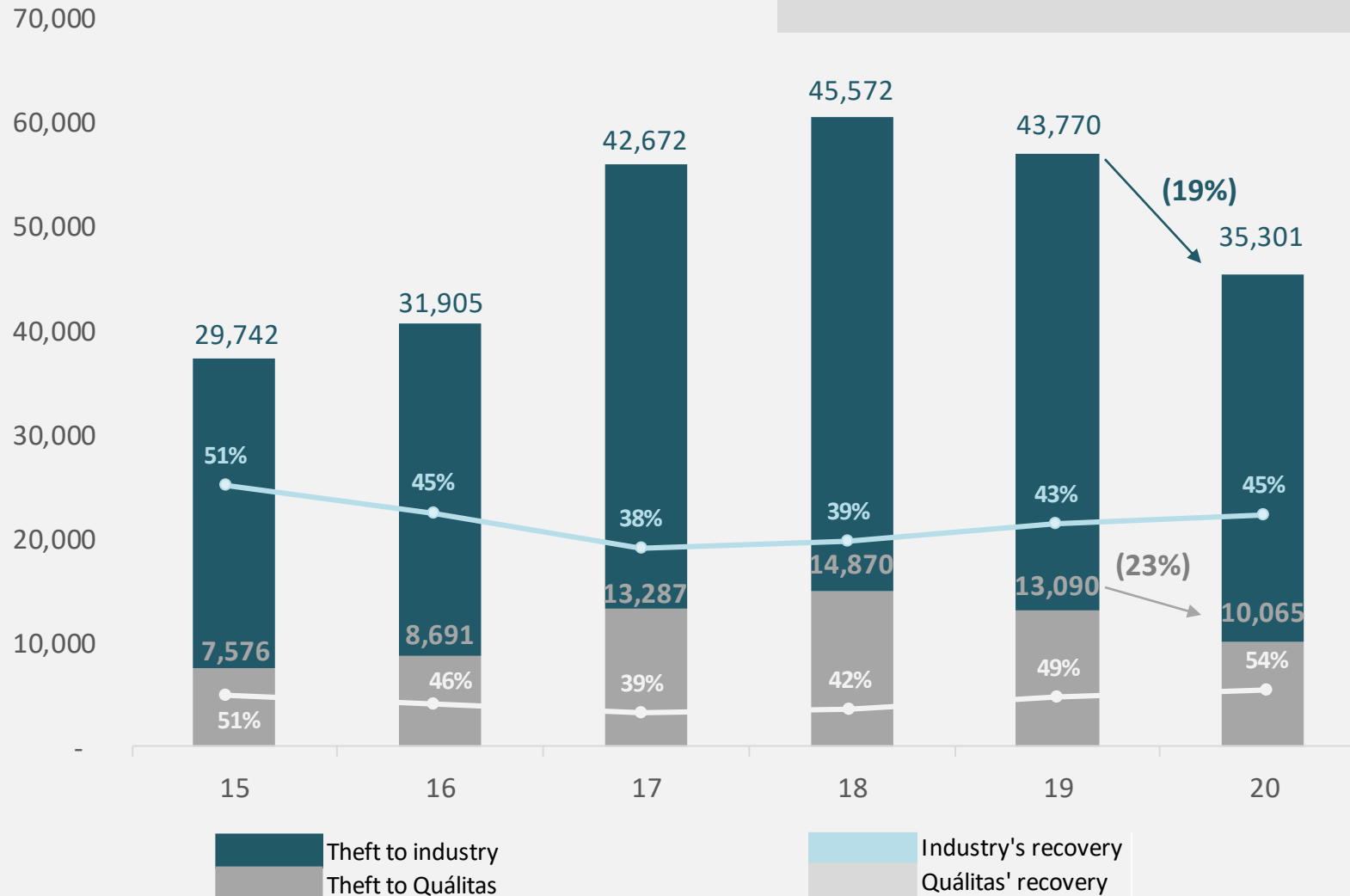
New car sales in Mexico YTD



03 Market Landscape

Auto theft & recovery in Mexico YTD

-23.1% theft to Quálitas, **4 PP** better vs industry
 Quálitas recovery **54%**, **+4.6 PP** vs 6M19



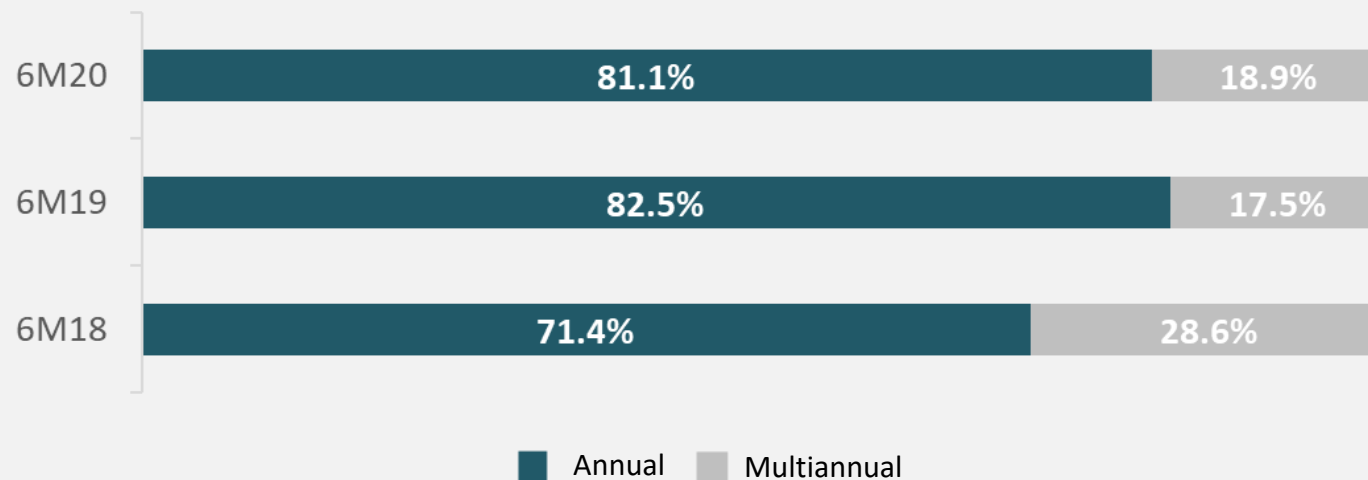
Source: OCRA

04 Underwriting

| BUSINESS LINE | 2Q20 | 2Q19 | Δ \$ | Δ % | 6M20 | 6M19 | Δ \$ | Δ % |
|------------------------|--------------|--------------|----------------|----------------|---------------|---------------|-----------|-------------|
| Traditional | 4,417 | 5,127 | (710) | (13.8%) | 10,223 | 10,475 | (252) | (2.4%) |
| <i>Individual</i> | 2,378 | 2,471 | (93) | (3.8%) | 5,359 | 5,129 | 231 | 4.5% |
| <i>Fleets</i> | 2,040 | 2,656 | (616) | (23.2%) | 4,863 | 5,346 | (483) | (9.0%) |
| Financial institutions | 1,949 | 2,637 | (688) | (26.1%) | 5,155 | 5,264 | (109) | (2.1%) |
| Foreign subsidiaries | 707 | 483 | 224 | 46.5% | 1,295 | 900 | 395 | 43.8% |
| Total | 7,094 | 8,256 | (1,398) | (14.1%) | 16,700 | 16,642 | 57 | 0.3% |

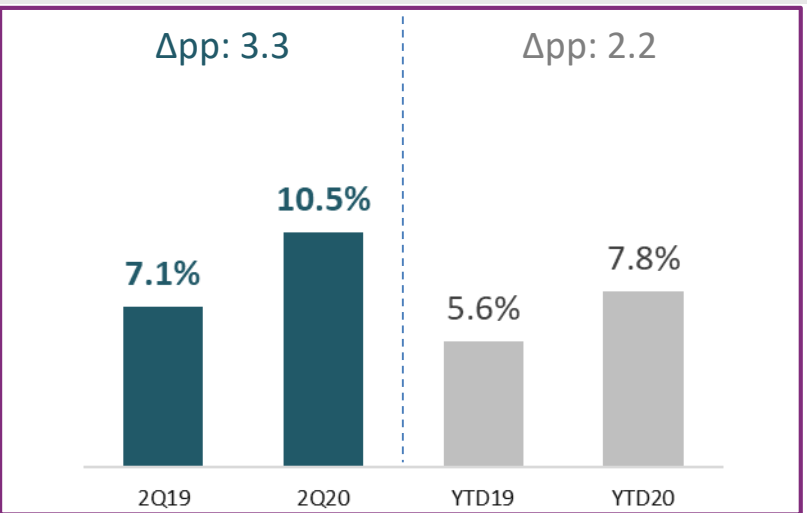
Note: numbers may have variations for consolidation purposes.

Our portfolio mix (Q MX)

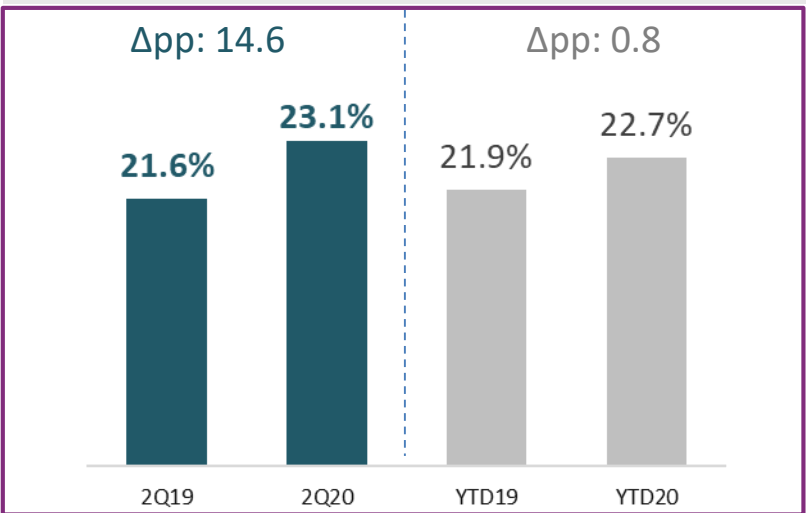


05 Cost ratios

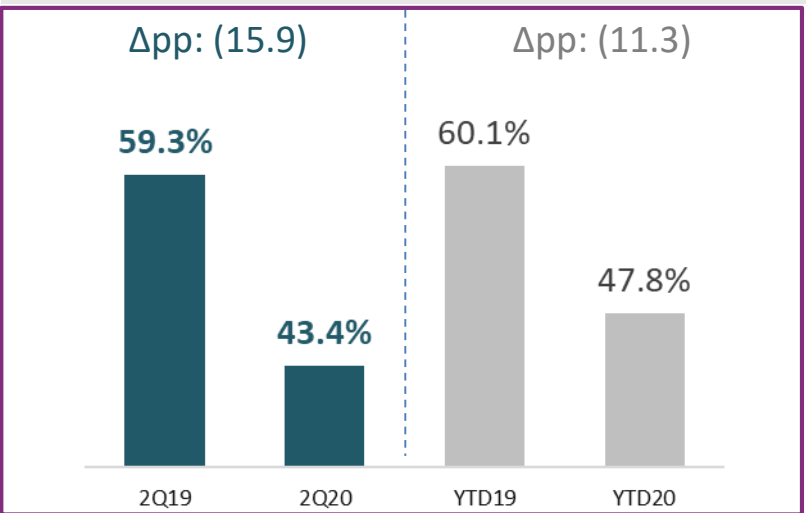
Operating



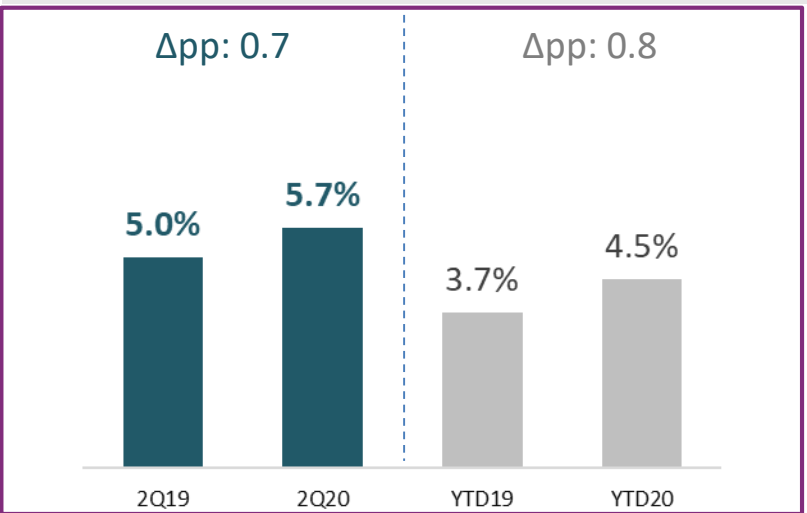
Acquisition



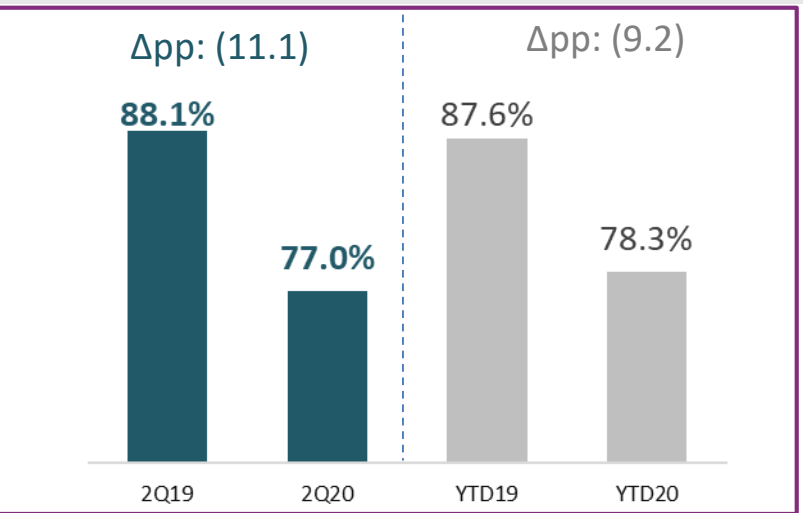
Loss



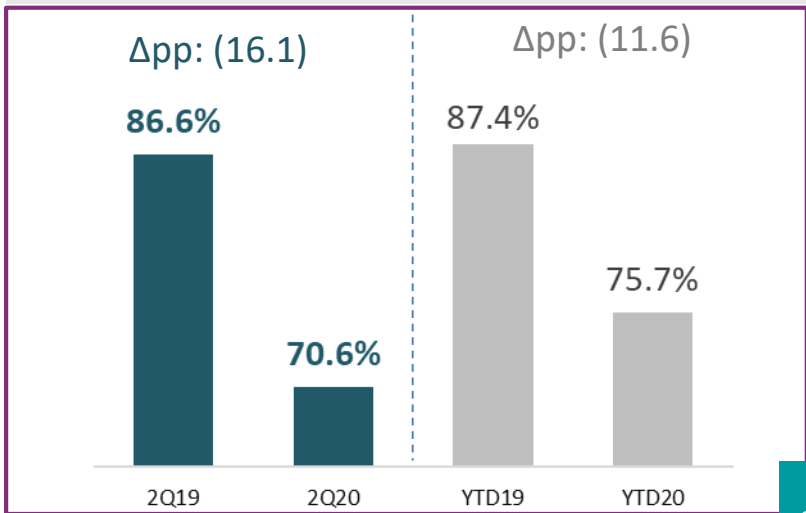
Operating exc*



Combined



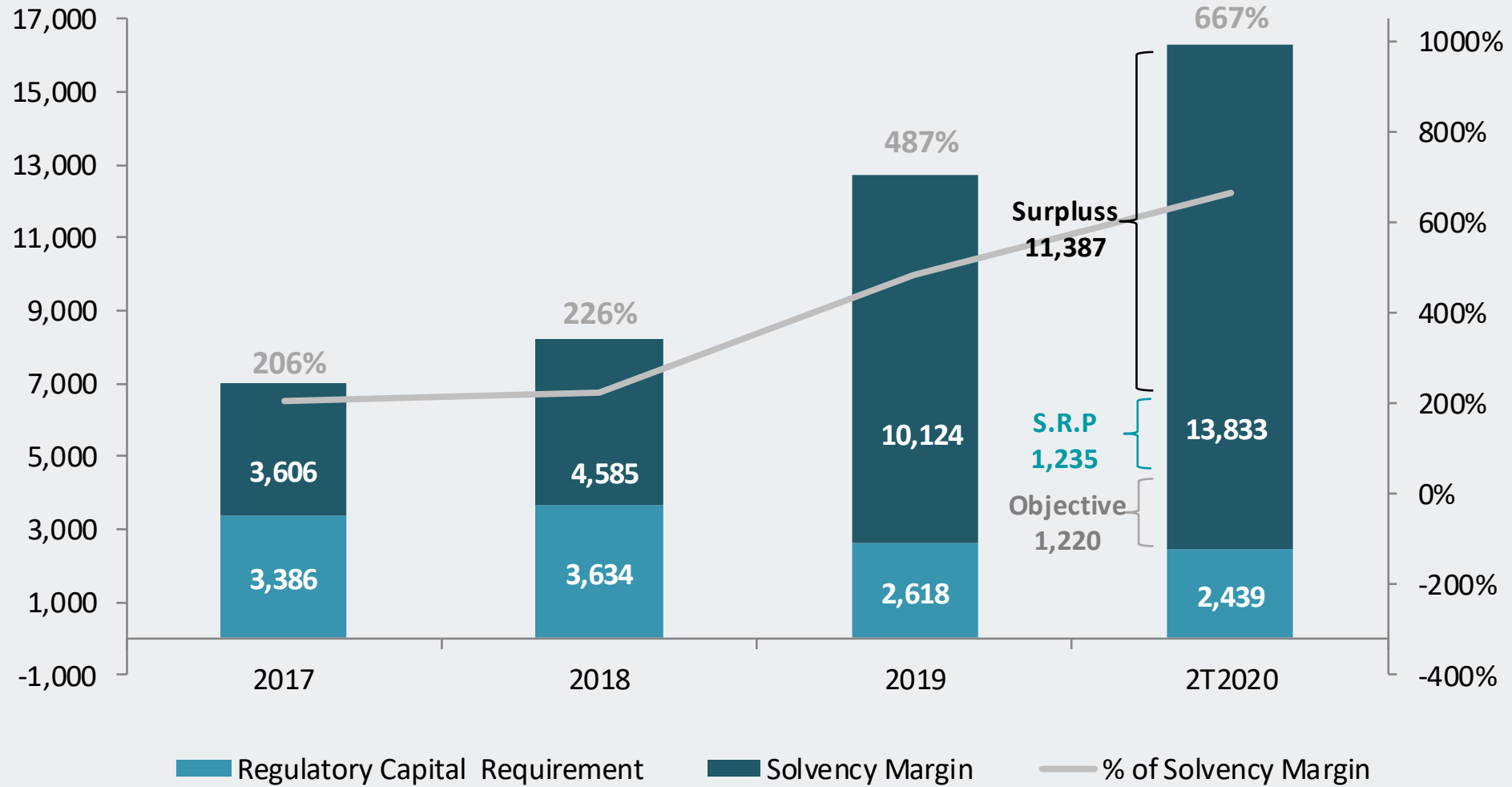
Adjusted Combined**



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

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

06 Solvency margin



07 Q* performance

Daily average

| | Traded Volume | | |
|-------|---------------|-----------|------|
| | 2020 | 2019 | Δ% |
| June | 846,456 | 772,787.7 | 10% |
| May | 1,033,314 | 747,057.6 | 38% |
| April | 1,237,714 | 348,258.2 | 255% |
| 2Q | 1,032,945 | 628,622.9 | 64% |

| | Volume (MM USD) | | |
|-------|-----------------|------|--------|
| | 2020 | 2019 | Δ% |
| June | 3.3 | 2.2 | 54.3% |
| May | 4.1 | 2.0 | 107.7% |
| April | 4.3 | 0.9 | 394.7% |
| 2Q | 3.9 | 1.7 | 132.0% |

S&P Global

S&P/BMV Dividend Index



S&P/BMV Total Mexico ESG Index



Marketability index

June
25

Key value metrics

P/E
5.71

P/BV
2.2

Institutional Investor Survey

Thank you all for participating!



Financial-non Bank
Small Cap

#1 in every category

CLICK 

08 Looking forward - double down on our strategy

1

Strengthen our operation in Mexico

Maintain our leadership, with competitive prices during this complicated time and providing the best service in the market

2

Accelerate growth in our subsidiaries

Capitalize them and accelerate their profitable growth in the next years

3

Explore new business opportunities

Open to new business opportunities with an attractive financial return. Expand our service to other business lines taking advantage of our network of coverage, experience and momentum .

Analysts

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Precio objetivo:
103.00 MXN

Recomendación:
-

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Precio objetivo:
99.00 MXN

Recomendación:
-

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90.00 MXN

Recomendación:
Sobreponderar

MGR | GLOBAL
RESEARCH &
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Recomendación:
Compra

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Recomendación:
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110.00 MXN

Recomendación:
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112.82 MXN

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104.10 MXN

Recomendación:
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105.65 MXN

Recomendación:
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Bloomberg

Analista:
-

E-mail:
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Precio objetivo:
102.13 MXN

Recomendación:
-



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