

# EARNINGS RESULTS

## Webcast



1<sup>st</sup>

Quarter 2021

April 21<sup>st</sup>

# Qualitas Controladora

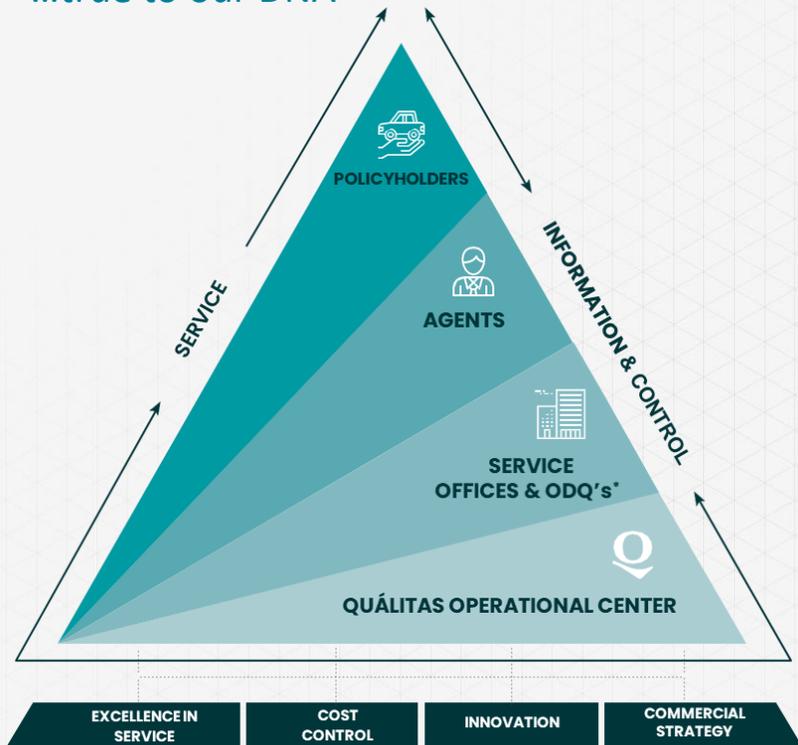
Information discussed on today's webcast may include forward-looking statements regarding the company's results and prospects, which are subject to risks and uncertainty. Actual results may differ materially from what is discussed here today, and the company cautions you not to place undue reliance on 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.

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



# Qualitas on the right path...

...true to our DNA



...executing in line with our strategy

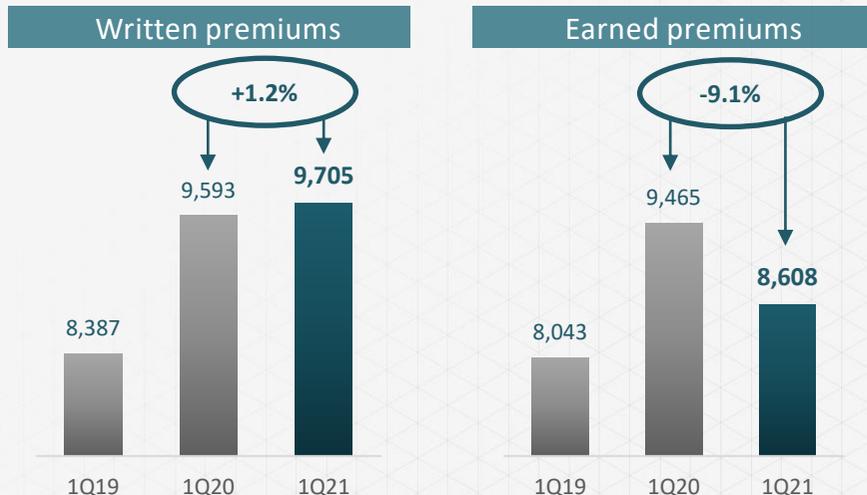
- 1 Maintain and strengthen our leadership
- 2 Accelerate existing businesses
- 3 Explore new engines of growth



INNOVATION & TECHNOLOGY

AGILITY & FLEXIBILITY

# Q1 Highlights – Top line



## Business line\*

Traditional  
**+1.2%**

Financial  
Institutions  
**-3.6%**

Foreign  
subsidiaries  
**+25.6%**

**Q International**  
% of QC\*    %Growth  
7.6%        25.6%

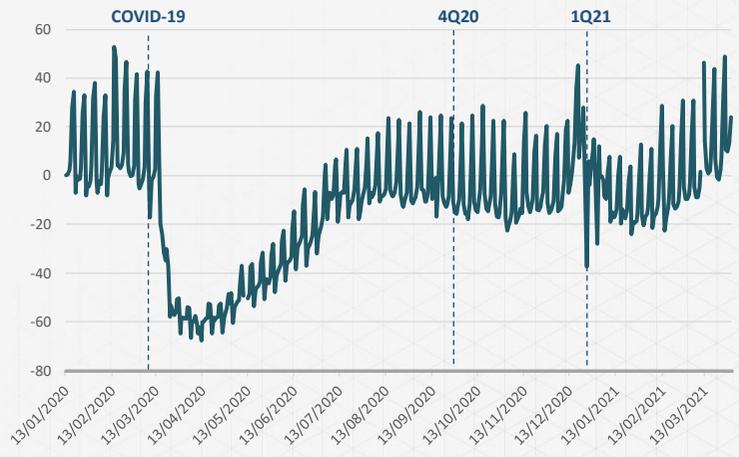
**Q Mx**  
% of QC\*    %Growth  
92.4%        (0.5%)

**Qualitas Controladora**  
%Growth  
1.2%

\*By written premiums

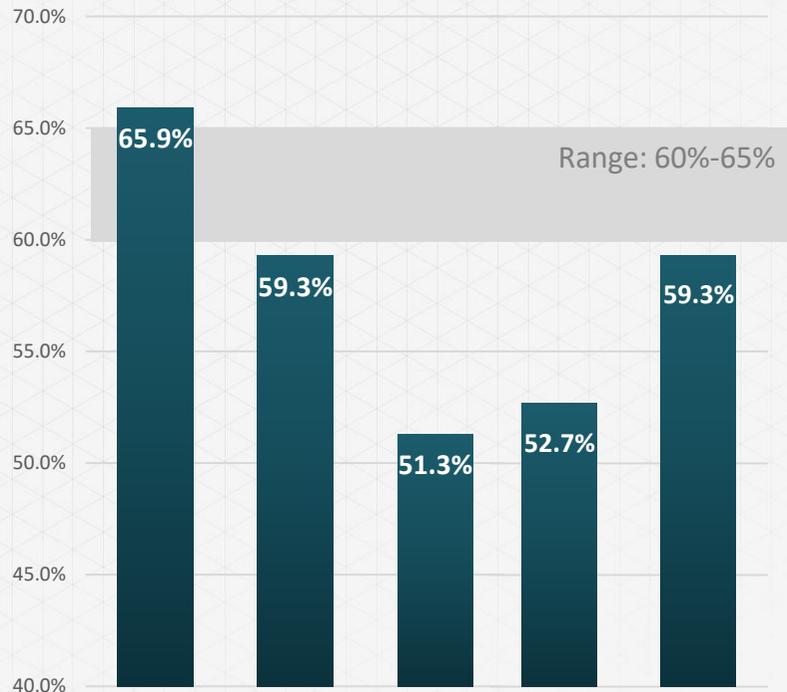
# Q1 Highlights - Loss ratio

Driving mobility trends\*



Quarterly mobility in Mexico at same levels vs 4Q19

Robberies down -20% and recovered units +54% , +7pp above market

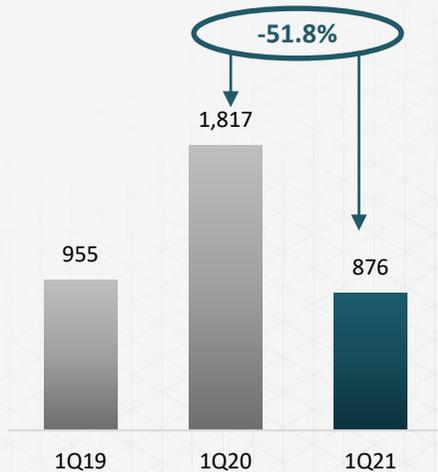


■ %Loss ratio

\*Source: Mobility Trends Reports by APPLE

# Q1 Highlights - Bottom line

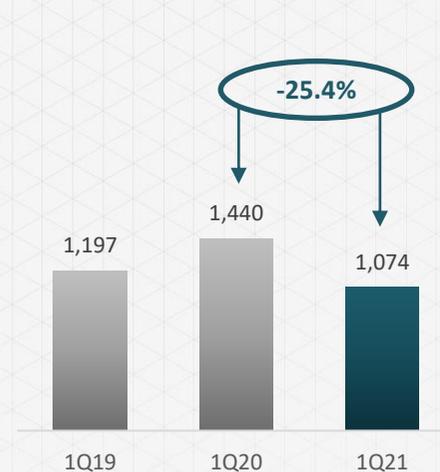
Underwriting result



Comprehensive financial income



Net income



11.1%  
Net margin

\$15.6  
EPS  
(+18.2% vs 1Q20)

36.9%  
ROE 12M

7.2  
P/E

# Qualitas' capital allocation

<b>Total Capital</b>  <b>(surplus of \$14.6 Bn pesos)</b>	Comply with requirements	<ul style="list-style-type: none"> <li>Regulatory capital requirement of \$2.8 bn pesos</li> <li>Internal policy of 1.5x the regulatory capital requirement (\$1.4 bn pesos)</li> </ul>
	Fuel the business (priorities)	<ol style="list-style-type: none"> <li>Maintain our leadership in the market</li> <li>Accelerate existing businesses</li> <li>Explore new business opportunities</li> </ol>
	Give back to shareholders (proposal)	<ul style="list-style-type: none"> <li>Cash dividend amount of \$1.6 billion pesos (\$4.0 pesos per share)</li> <li>Share buyback program of \$1.2 billion pesos</li> <li>Cancellation of 7 million shares</li> </ul>
	Manage volatility and uncertainties	<ul style="list-style-type: none"> <li>Regulatory advice of no dividend payments or share buyback programs</li> <li>Macroeconomic VUCA environment</li> <li>Competitive environment</li> </ul>

Qualitas Controladora S.A.B. DE C.V. General Shareholders' Meeting to be held on April 28<sup>th</sup>, 2021

[Attendance to the 2021 AGM](#)

# Game Plan 2021

Strengthening our  
competitive  
advantages

Maintain client  
portfolio

Exploring new  
business  
opportunities

Looking for new  
efficiencies in our  
operation



# Analysts & IR contacts

Qualitas

**Actinver**

**Analista:**  
Lilian Ochoa

**E-mail:**  
lochoa@actinver.com.mx

**Precio objetivo:**  
112.50 MXN

**Recomendación:**  
Market Perform

**BARCLAYS**

**Analista:**  
Gilberto García

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gilberto.garcia@barclays.com

**Precio objetivo:**  
107.00 MXN

**Recomendación:**  
Equalweight

**BBVA**

**Analista:**  
Rodrigo Ortega

**E-mail:**  
r.ortega@bbva.com

**Precio objetivo:**  
120.20 MXN

**Recomendación:**  
Market Perform

**MGR** GLOBAL RESEARCH & FUNDRAISING

**Analista:**  
Martín Lara

**E-mail:**  
martin.lara@miranda-gr.com

**Precio objetivo:**  
132.00 MXN

**Recomendación:**  
Compra

**Banco de México**

**Analista:**  
Ernesto Gabilondo

**E-mail:**  
ernesto.gabilondo@baml.com

**Precio objetivo:**  
121.00 MXN

**Recomendación:**  
Neutral

**CIBanco**  
CIBanco de Bolsa

**Analista:**  
Jorge Gordillo

**E-mail:**  
jgordillo@cibanco.com

**Precio objetivo:**  
128.70 MXN

**Recomendación:**  
Compra

**GBM**

**Analista:**  
Carlos De Legarreta

**E-mail:**  
cadelegarreta@gbm.com

**Precio objetivo:**  
115.00 MXN

**Recomendación:**  
Market outperformer

**inau**

**Analista:**  
Inigo Vega

**E-mail:**  
inigo.vega@inau-securities.com

**Precio objetivo:**  
110.00 MXN

**Recomendación:**  
Compra

**SIGNUM**  
RESEARCH

**Analista:**  
Armando Rodríguez

**E-mail:**  
armando.rodriguez@signumresearch.com

**Precio objetivo:**  
136.27 MXN

**Recomendación:**  
Compra

**BX+**

**Analista:**  
Eduardo López

**E-mail:**  
elopez@vepormas.com

**Precio objetivo:**  
104.10 MXN

**Recomendación:**  
Compra

**APALACHE**  
RESEARCH

**Analista:**  
Jorge Lagunas

**E-mail:**  
jorge.lagunas@apalache.mx

**Precio objetivo:**  
121.00 MXN

**Recomendación:**  
Compra

**Bloomberg**

**Analista:**  
-

**E-mail:**  
-

**Precio objetivo:**  
119.72 MXN

**Recomendación:**  
-

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