

EARNINGS RESULTS

Webcast



3rd

Quarter 2021

October 21st

Leading position, proving our resilience

TRUE TO OUR DNA



4.5 million
Insured units



32.0%
Market share



Stronger
pipeline for the
future



Strategic
growth

MARKET LANDSCAPE

NEW CAR SALES

Δ% 9M21 vs. 9M20 **14.1%**

Δ% 9M21 vs. 9M19 **(20.7%)**

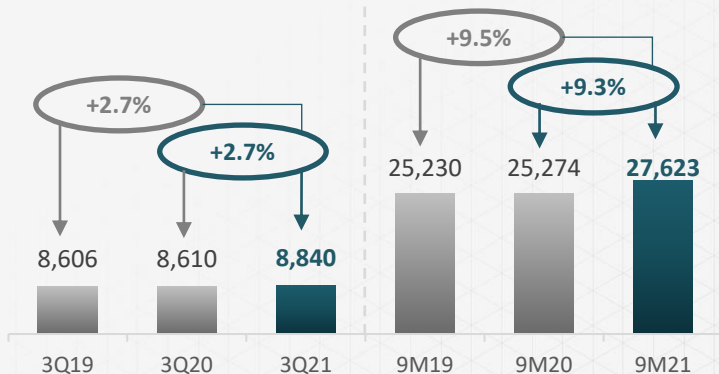
AUTO INSURANCE MARKET

Δ% Industry
6M21 vs. 6M20 **3.3%**

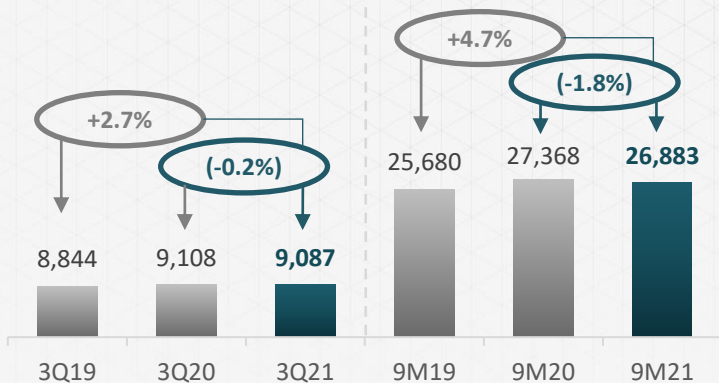
Δ% Qualitas
6M21 vs. 6M20 **11.4%**

Consistent top line growth despite challenging environment

WRITTEN PREMIUMS



EARNED PREMIUMS

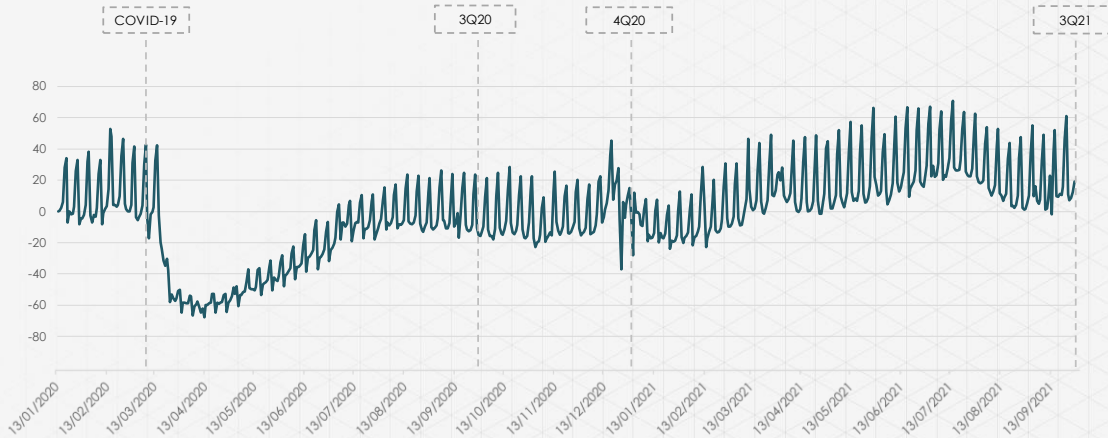


Written premiums YTD

 USA	%ΔMXN 17.2%	%ΔUSD 27.2%
 PERU	%ΔMXN 78.9%	%ΔUSD 94.2%
 COSTA RICA	%ΔMXN 2.1%	%ΔUSD 10.7%
 EL SALVADOR	%ΔMXN 16.7%	%ΔUSD 26.7%
Q International	%ΔMXN 18.5%	%ΔUSD 28.6%

Overcoming headwinds

DRIVING MOBILITY TRENDS*



Mobility trends

Private	Δ% vs 2019
3Q20	(3.2%)
3Q21	25.1%
9M20	(16.8%)
9M21	14.8%

METEOROLOGICAL STATS**

	mm 9M rainfall levels	Δ% vs. 3Q21
3Q18	389	(2.8%)
3Q19	353	(11.8%)
3Q20	371	(7.2%)
3Q21	400	NA

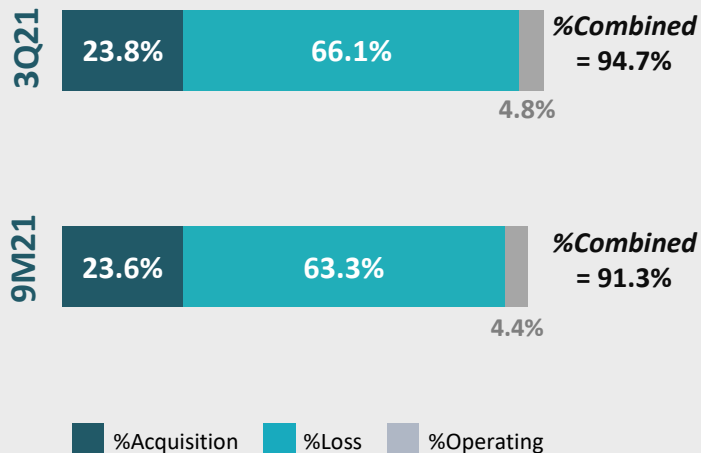
The average rainfall levels were +8.6% vs the same period from the past 3 years

*Source: Mobility Trends Reports by APPLE

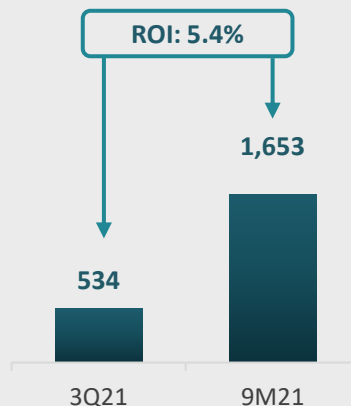
**Source: CONAGUA

Ratios within our targets

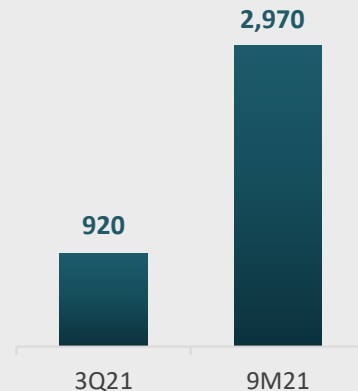
RATIOS



COMPREHENSIVE FINANCIAL INCOME



NET INCOME



23.7%
ROE 12M



\$10.9
EPS
(+3.6% vs 3Q19)



10.4%
Net margin

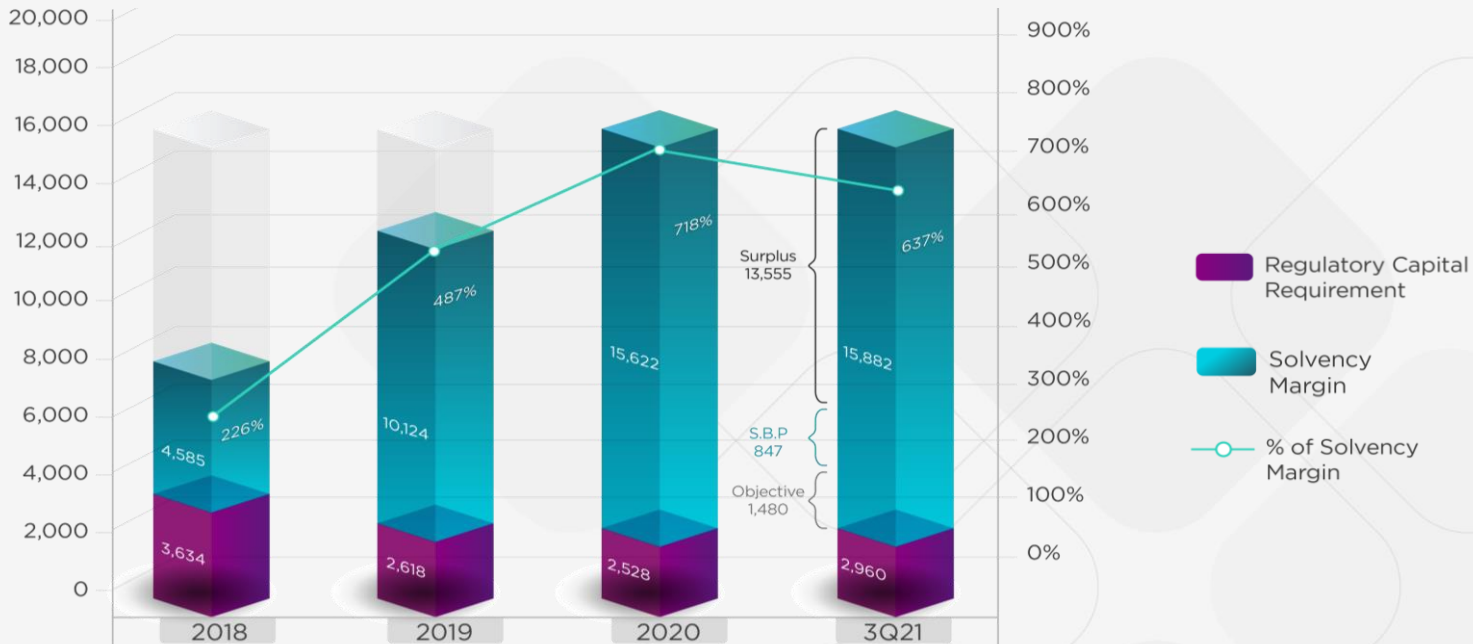


8.7
P/E



2.0
P/BV

Strong Capital position to create value to shareholders



NEW DIVIDEND POLICY

“Qualitas has an internal dividend policy establishing that it will maintain at least 1.5 times the regulatory capital requirement. Once it has complied with it, will recommend a dividend payment between 40% and 90% of the net income from previous year. The value of the previously mentioned range, will depend on the underwriting results, future projects and other considerations.”

On the sustainability path...



Annual reforestation campaign

+725
employees

7
days

4
countries

+9,300
miles

+16,000
trees



Analysts & IR contacts

Actinver

Analyst:
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Target price:
112.50 MXN

Recommendation:
Market perform

BARCLAYS

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Target Price:
115.00 MXN

Recommendation:
Overweight

BBVA

Analyst:
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Target price:
112.10 MXN

Recommendation:
Market perform

MGR GLOBAL RESEARCH & FUNDRAISING

Analyst:
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Target price:
120.00 MXN

Recommendation:
Buy

BAML

Analyst:
Ernesto Gabilondo

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Target price:
121.00 MXN

Recommendation:
Neutral

**CIBanco
CICasa de Bolsa**

Analyst:
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Target price:
114.6 MXN

Recommendation:
Buy

GBM

Analyst:
Carlos De Legarreta

E-mail:
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Target price:
115.00 MXN

Recommendation:
Outperform

n a u

Analyst:
Inigo Vega

E-mail:
inigovega@nau-securities.com

Target price:
117.00 MXN

Recommendation:
Fair value

**SIGNAL
RESEARCH**

Analyst:
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arch.com

Target price:
136.27 MXN

Recommendation:
Buy

BX+

Analyst:
Eduardo López

E-mail:
elopez@vepormas.com

Target price:
128.5 MXN

Recommendation:
Hold

**APALACHE
CORPORACIÓN**

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

Target price:
120.20 MXN

Recommendation:
Buy

Bloomberg

Analyst:
-

E-mail:
-

Target price:
117.97 MXN

Recommendation:
-

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Qualitas Controladora

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