



Quáalitas[®]

Earnings results
webcast

1st quarter 2023

April 25th, 2023

Enhanced customer experience



Best value proposition;
+16 years as market leaders

Largest network,
5 countries, +550 offices,
+20,000 agents,
+5,600 employees

Underwriting discipline &
strong financial
performance

**Closeness & personalized
service**

Technology & innovation as
part of our DNA

Value creation for shareholders

Cash dividend payment of \$2 billion MXN,
equivalent to **\$5.0 pesos per share**
90% payout ratio



Strengthening our corporate structure:

- New independent board member
- Deputy CEO appointment

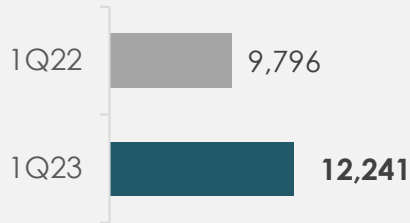


\$600 MM MXN for new share buyback
program

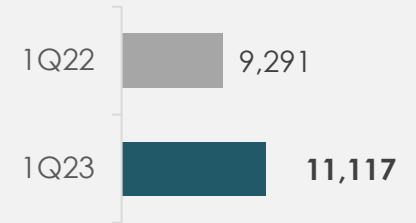


Outperforming under a challenging part of the cycle

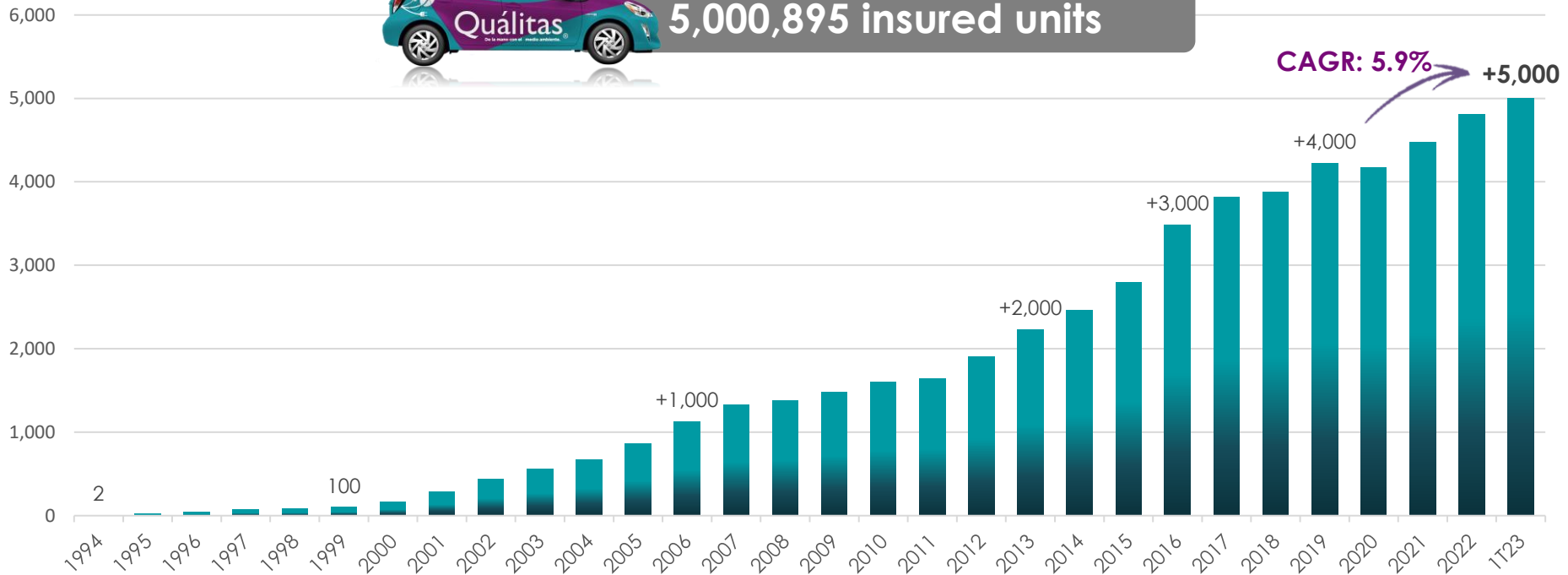
+25.0%
Written
premiums



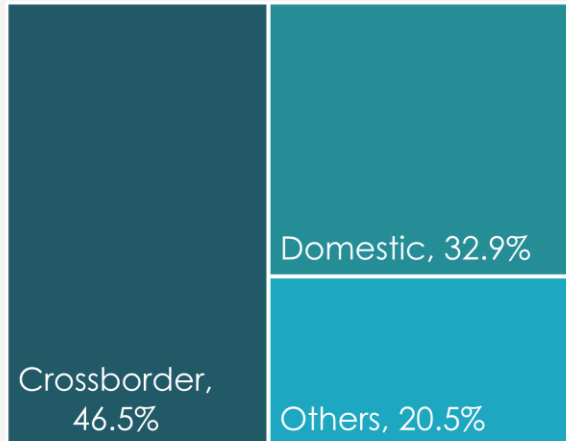
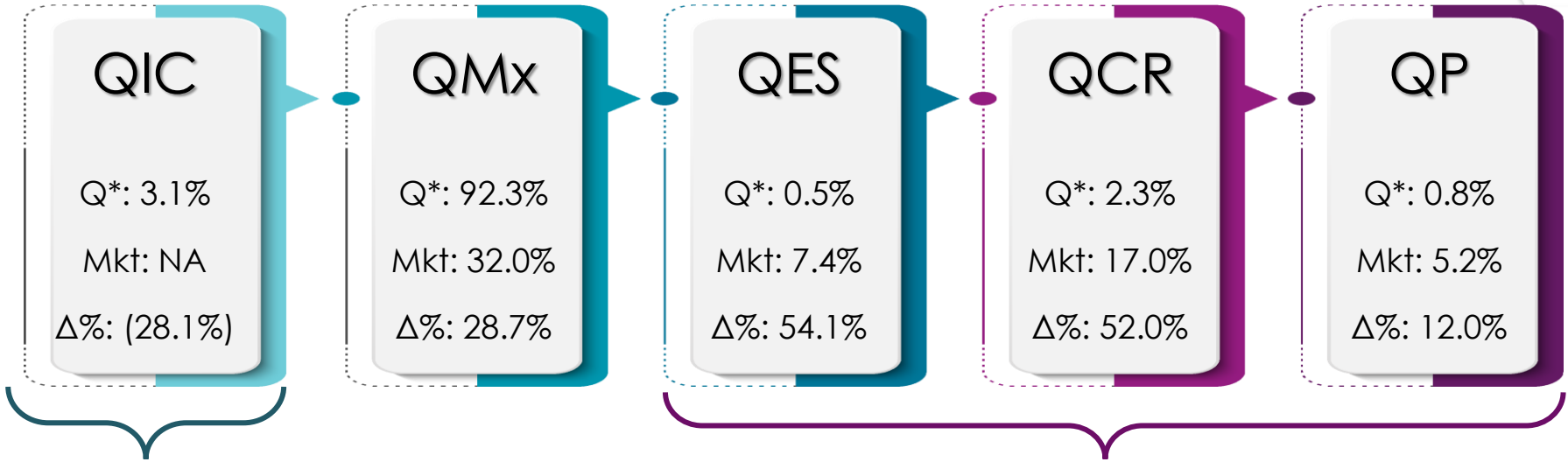
+19.7%
Earned
premiums



5,000,895 insured units



Consolidating internacional footprint



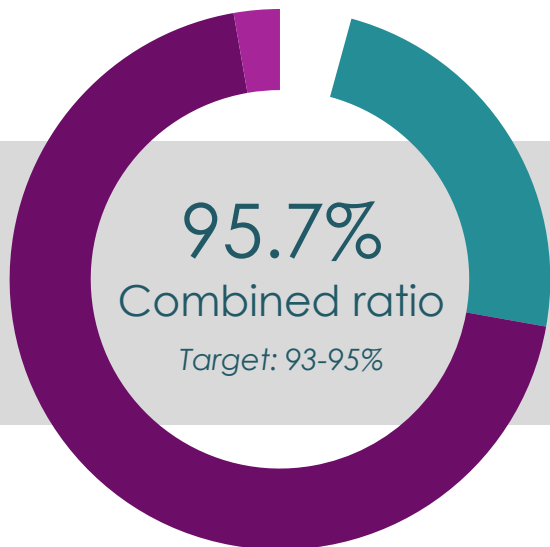
LATAM

Q*: 3.6%
Mkt: NA
Δ%: 41.6%

QCR

- 100 thousand insured units
- #2 at the market, only behind the state-owned company
- ROE at 20%
- Real estate project with LEED Silver certification

Cost discipline: main enabler to boost results



23.5%
Acquisition ratio
Target: 22-24%

69.4%
Loss ratio
Target: 62-65%

2.7%
Operating ratio
Target: 3-4%

	1 Q23	1 Q22
COMPREHENSIVE FINANCIAL INCOME	\$981	\$345

+184.5%
1Q23 vs 1Q22



9.8%
ROI



91.1%
Fixed
Income
proportion

	1 Q23	1 Q22
NET INCOME	\$897	\$736

+21.9%
1Q23 vs 1Q22

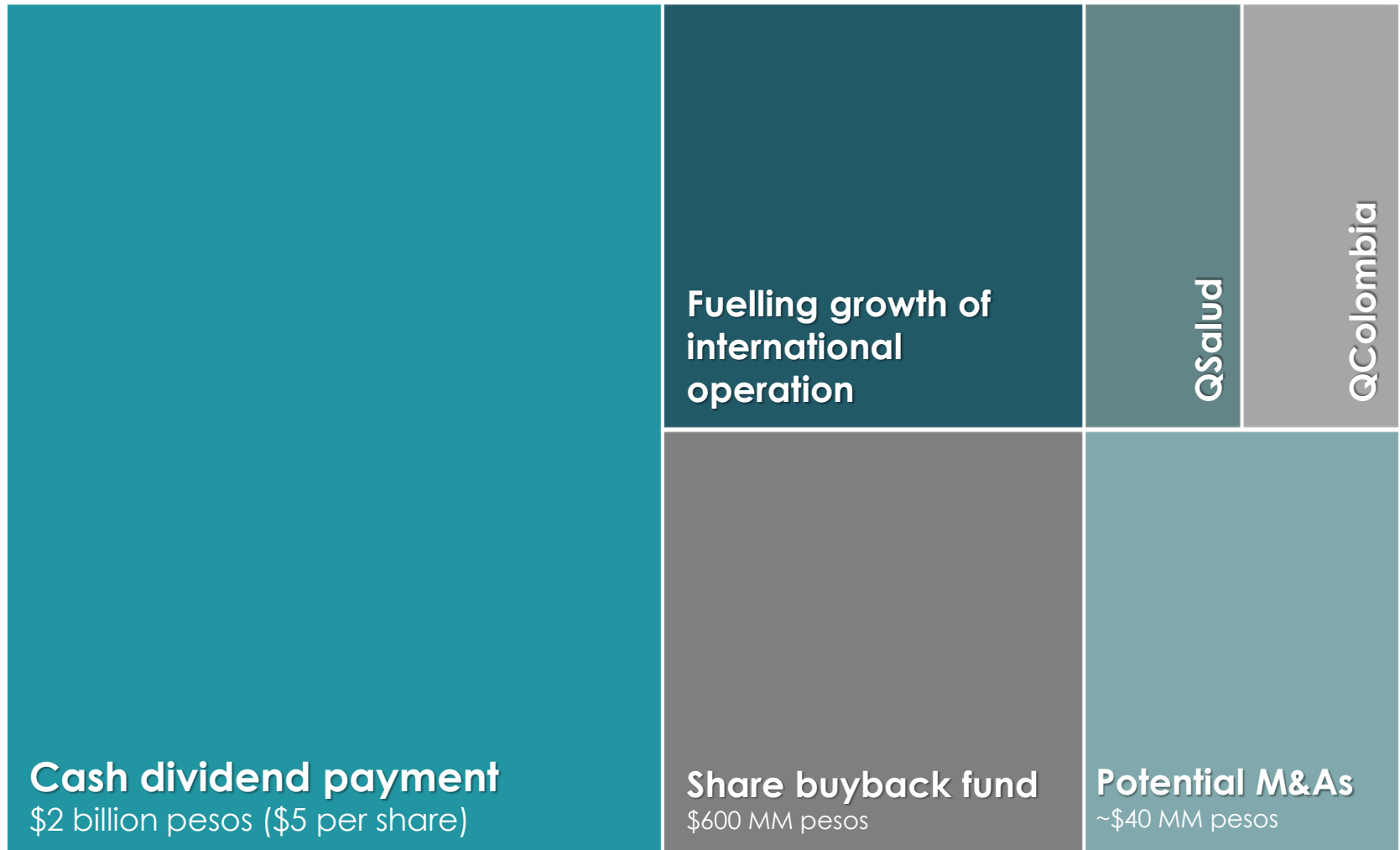


11.5%
ROE 12M



7.3%
Net
margin

Ensuring the present, driving the future



Analysts & IR contacts



Analyst:
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Target Price:
80.00 MXN

Recommendation:
Underweight

Analyst:
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Target price:
91.40 MXN

Recommendation:
Underperform

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Target price:
117.00 MXN

Recommendation:
Neutral

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Target price:
118.00 MXN

Recommendation:
Neutral

Analyst:
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Target price:
114.6 MXN

Recommendation:
Sell



Analyst:
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Target price:
115.00 MXN

Recommendation:
Outperform

Analyst:
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Target price:
105.00 MXN

Recommendation:
Fair value

Analyst:
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Target price:
136.27 MXN

Recommendation:
Buy

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Target price:
119.5 MXN

Recommendation:
Buy

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Target price:
130.00 MXN

Recommendation:
Outperform

Analyst:
-

E-mail:
-

Target price:
110.92 MXN

Recommendation:
-

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