



Corporate presentation

1st Quarter 2024

30 Quálitas[®]
YEARS

Index

1. Leaders for more than 17 years

2. Going forward...

3. Value creation

4. Industry landscape

5. Our stock

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1. Our essence



A unique business model, based on excellence in service & a strict cost control policy

We have the largest network in the country.
571 offices
+22,00 agents
+6,500 employees

Walking towards **sustainability;** leaders in the incorporation of **ESG** criteria



30 years in the industry

18 years as an industry leader

International presence; Operation in 5 countries:

Mexico, United States, Peru, Costa Rica, & El Salvador.

Vertically integrated in Mexico

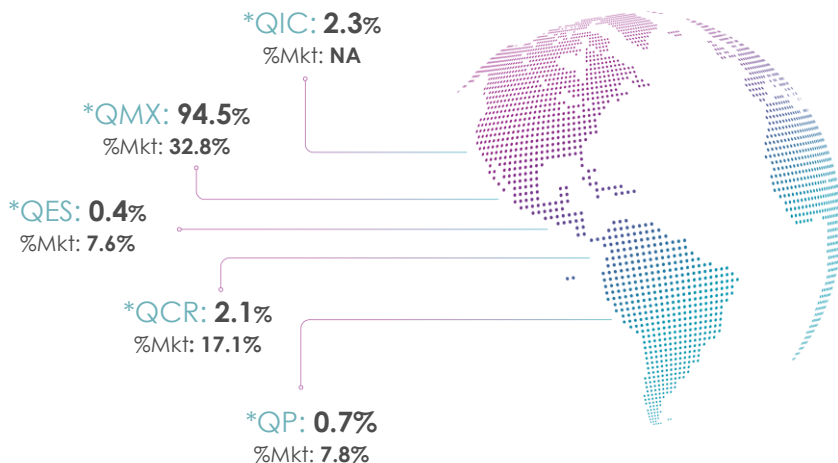
Technological innovation

for risks, accidents and fraud prevention, as well as to find out efficiencies in the operation

1. Corporate Structure

GEOGRAPHIC SUBSIDIARIES:

We seek to expand and replicate our business model, having a greater income diversification and potentialize growth.

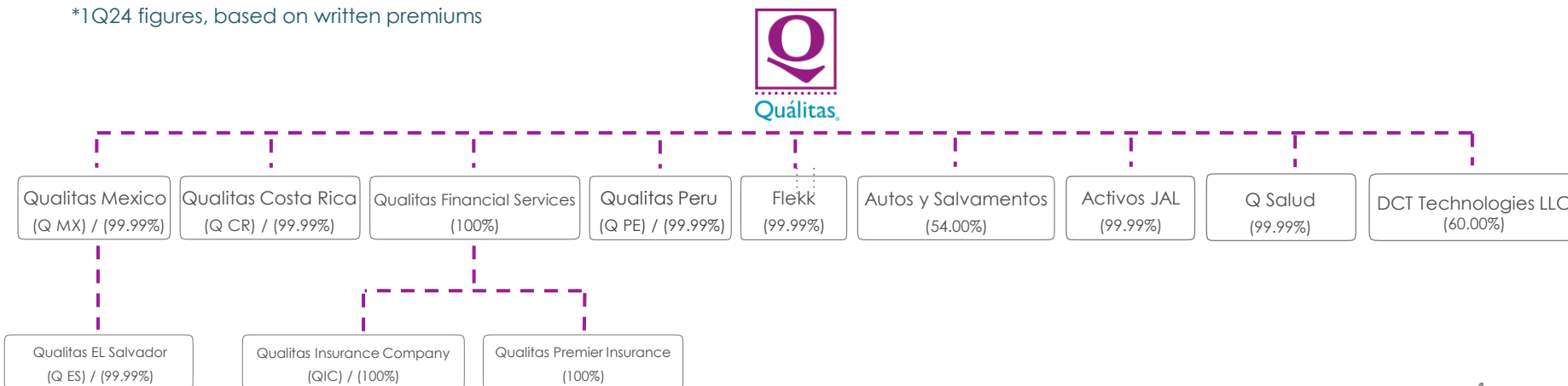


VERTICAL INTEGRATION:

Operational efficiencies, which allow us to reduce our costs, improve service to policyholders and increase profitability.



*1Q24 figures, based on written premiums



1. Qualitas' DNA

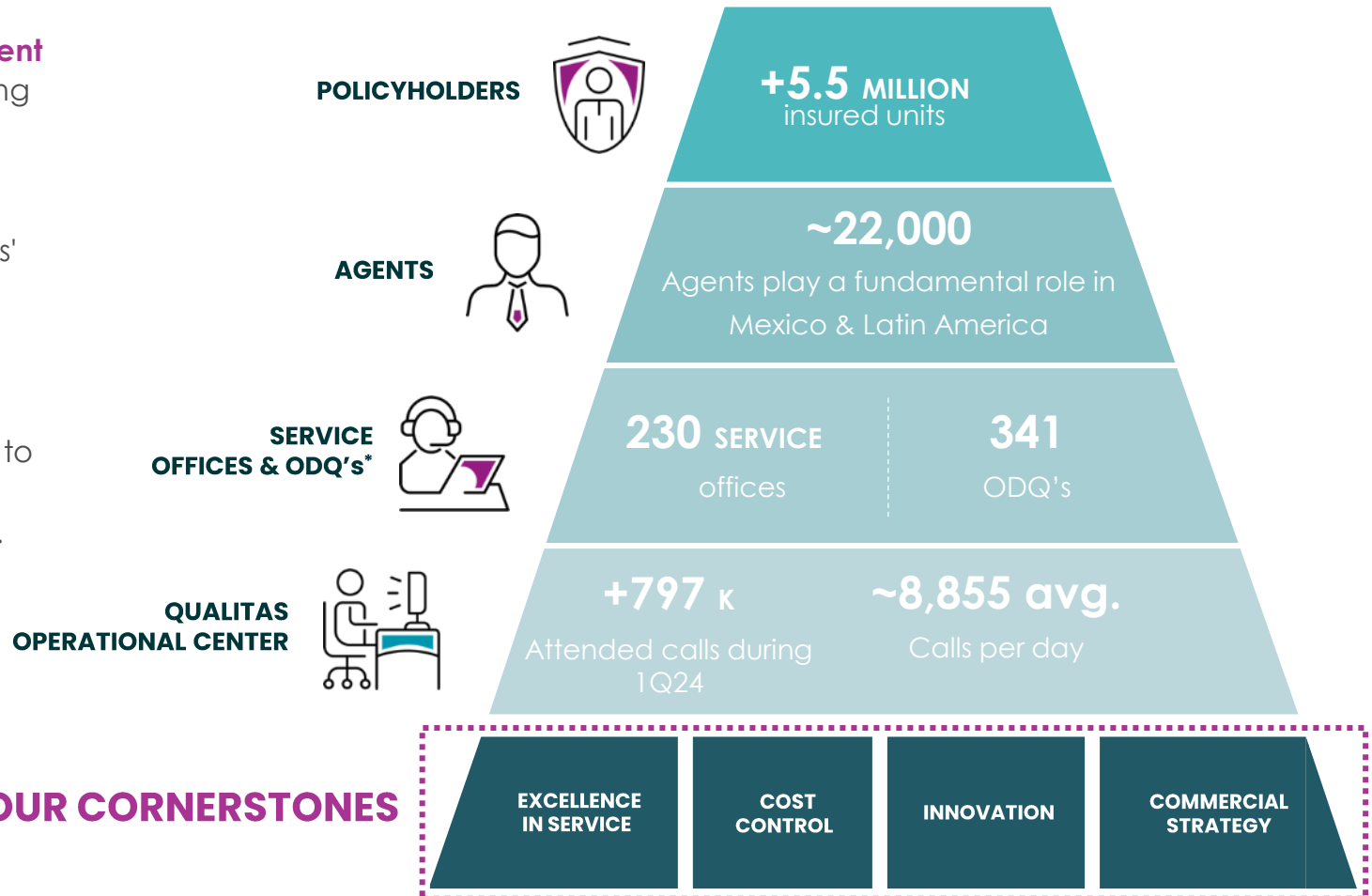
Technological systems used in our call center are design **in house**.

Automatic assignment of claim officers using geolocation tools.

(National) average time of claim officers' arrival
~25 -30 minutes.

94% of cases, our claim officers arrive to the accident site before competition.

QUALITAS OPERATIONAL CENTER:



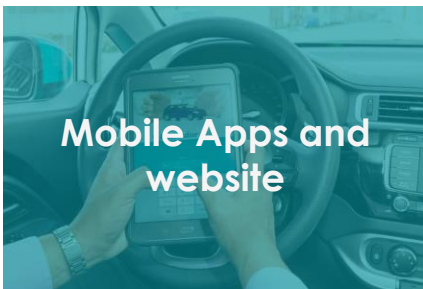
2. Competitive advantages



- Data analysis: 30 years of experience + unique data base
- Telematics, GPS devices, recovery rate above the industry
- Training for drivers and operators to reduce and avoid accidents and claims



- Exclusive call center with in-house systems
- Partnership with Google maps for automatic assignation of claim officers
- Vertical integration in Mexico



- “Express adjustment tool”: covering 28% of claims during 1Q24
- Disposable apps for vehicles inspection, vial assistance, real time track of claim officers and crane services, etc.
- Agents’ Portal 360°
- Mobile app for Android and IOS system: Qmovil

SUSTAINED PROFITABILITY

2. Moving forward...

1



Strengthen our leadership in Mexico

- Through technological and product innovation.
- Service-oriented operation and cost control.
- The incorporation of ESG criteria in our operation.

2



Accelerate growth in our subsidiaries

- Capitalize them to boost its growth in profitable manner.
- Consolidating our operation and increasing our network coverage in the countries where we operate

3



Actively looking for new business opportunities

- Expand our service to other business lines such as Health and Medical insurance.
- Identify new engines of growth within the insurance ecosystem.

2. Sustainability

E

ENVIRONMENTAL

- ~24% of our fleet is hybrid
- **Solar panels** in specific service offices
- Annual reforestation campaign
- ~90% of paperless processes

S

SOCIAL

- **Awareness program** “Conducta Vial Qualitas (CVQ)” for responsible driving behavior <http://conductavialqualitas.com.mx>
- Annual support to **+50 NPO’s**
- “Qualitas con Mexico, Juntos Cambiando Vidas” **donation campaign**

G

GOVERNANCE

- **Women in Qualitas:** ~40% of total employees, 40.5% of directors and 17% of Board of Directors
- 67% of the Board of Directors members are **independent**

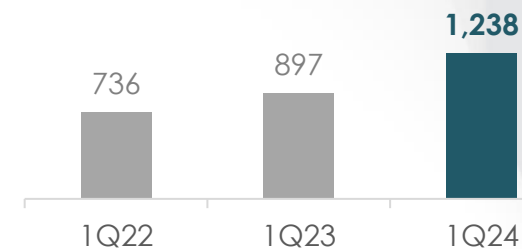
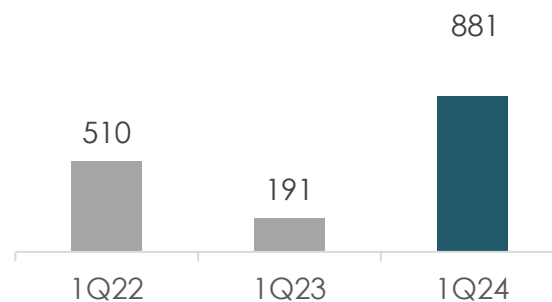
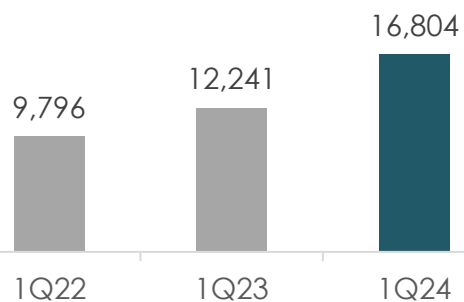
3. Value creation



Written premiums

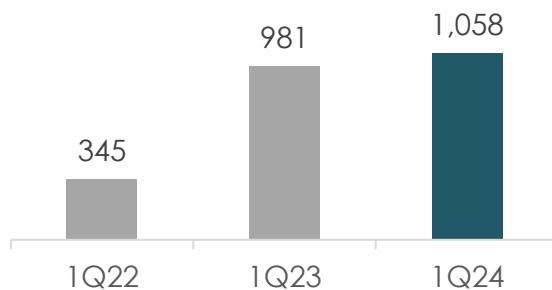
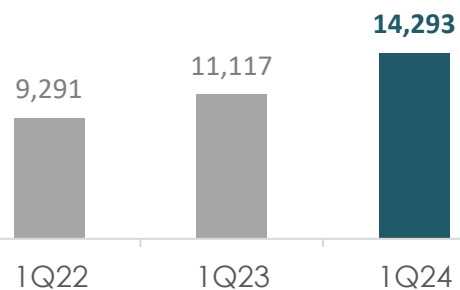
Operating result

Net result



Earned premiums

Comprehensive financial income



6.2%
OPERATING
Margin

7.4%
NET
Margin

\$10.3
EPS 12M

19.1%
ROE 12M

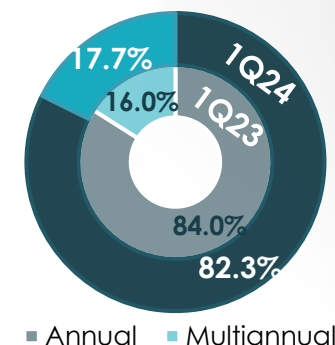
Figures in million (MXN)

3. Value creation

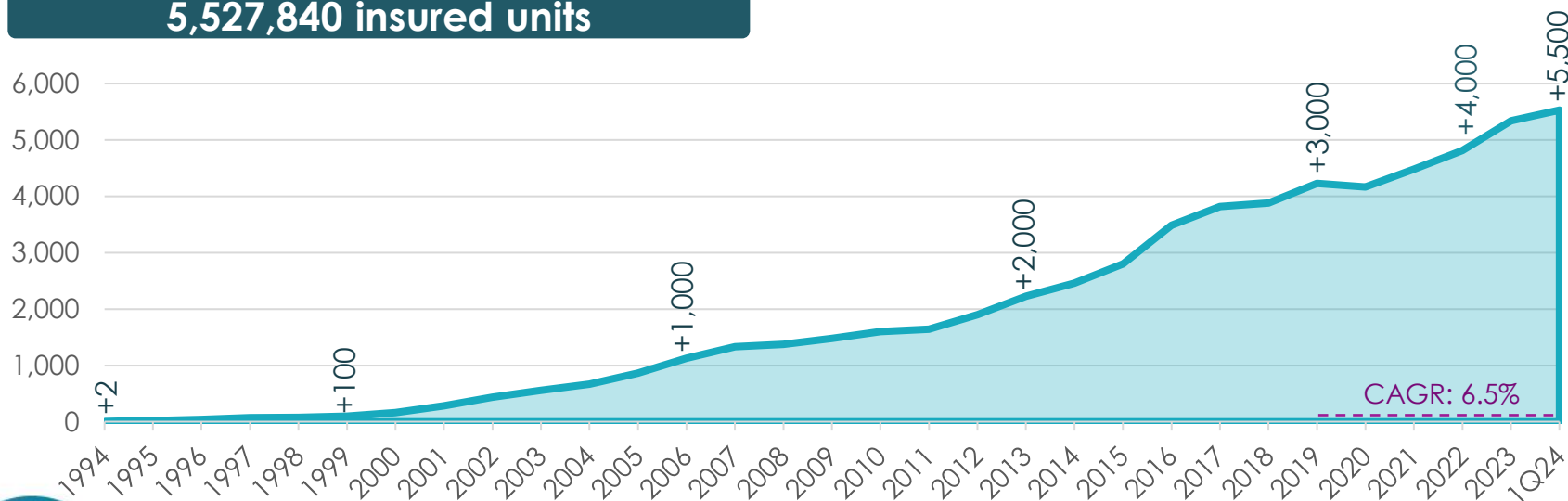
Premiums & insured units



Business line	1Q24	1Q23	Δ %/bp 24 vs 23
Traditional	11,628	8,097	43.6%
<i>Individual</i>	6,383	4,837	32.0%
<i>Fleets</i>	5,244	3,260	60.9%
Financial institutions	4,233	3,317	27.6%
Foreign subsidiaries	927	817	13.4%
Total	16,804	12,241	37.3%



5,527,840 insured units

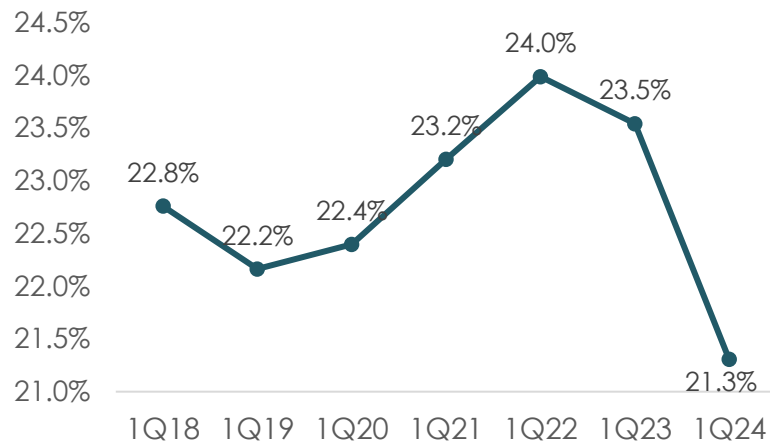


Premiums in million (MXN)
 Insured units in thousand
 CAGR from the last 5 years
 Some figures may vary given the consolidation effects

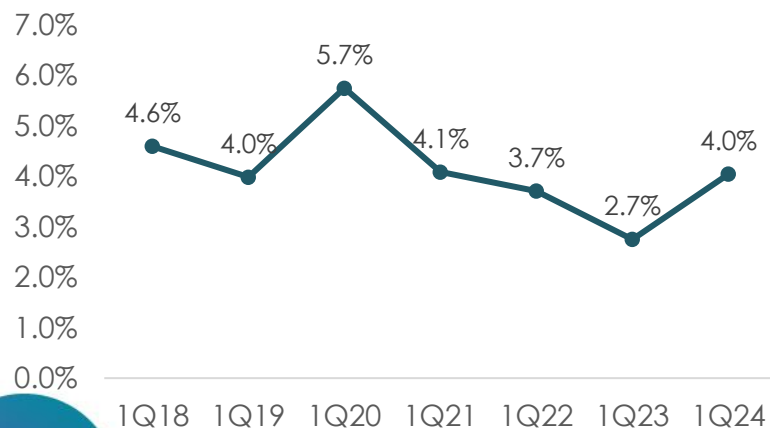
3. Value creation

Ratios

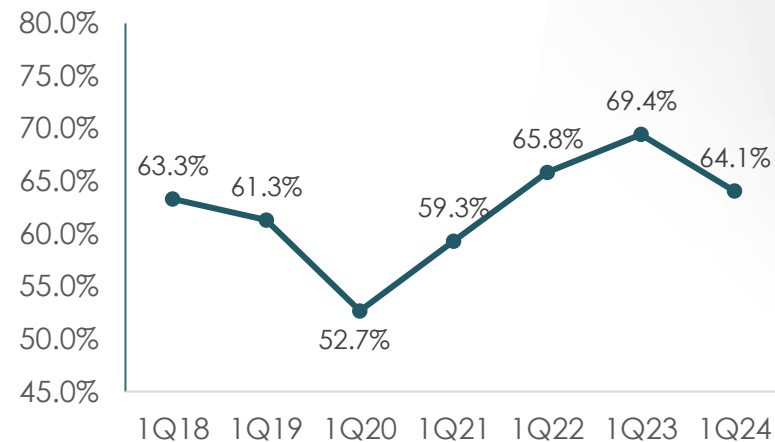
Acquisition



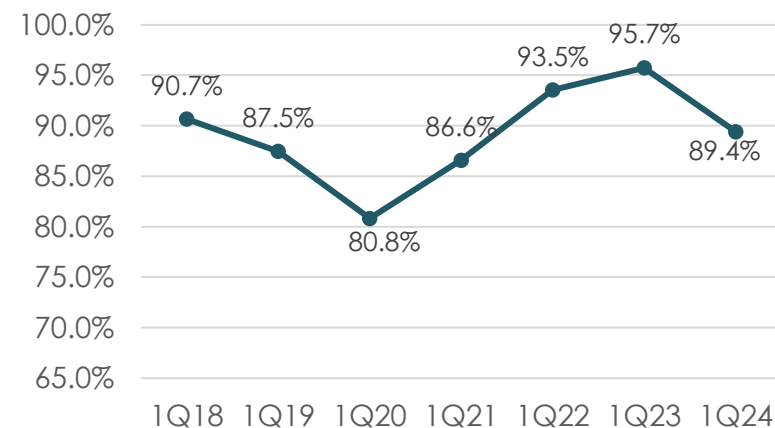
Operating



Loss



Combined

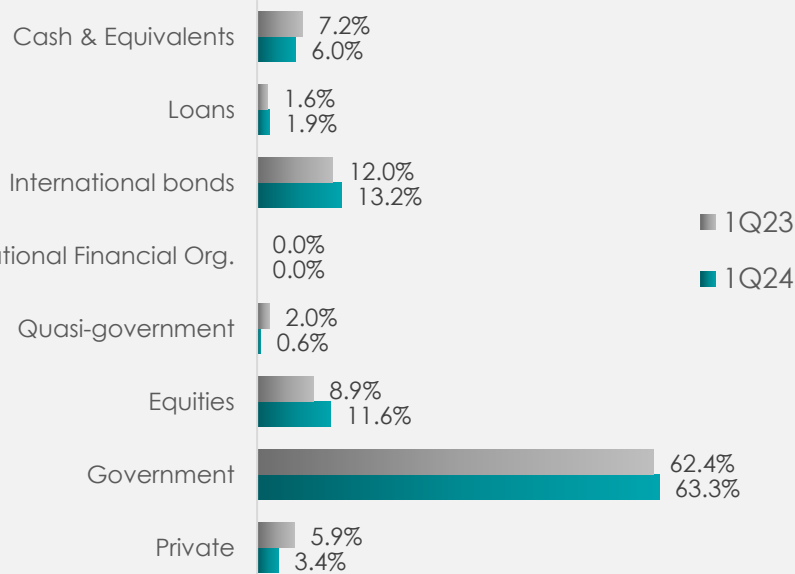


3. Value creation

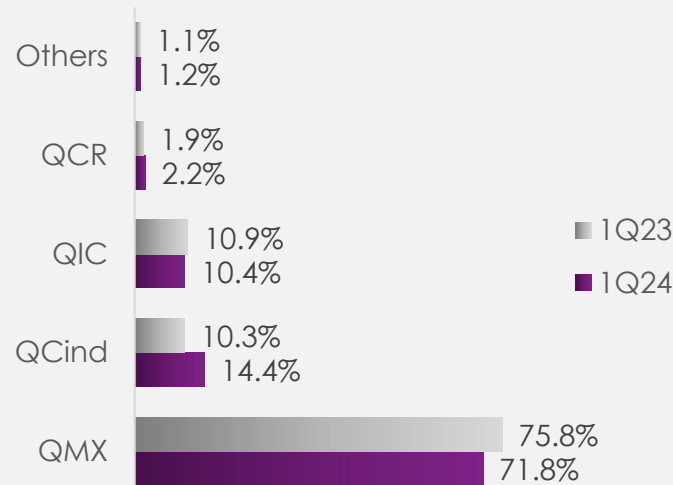
Investment portfolio



Total portfolio

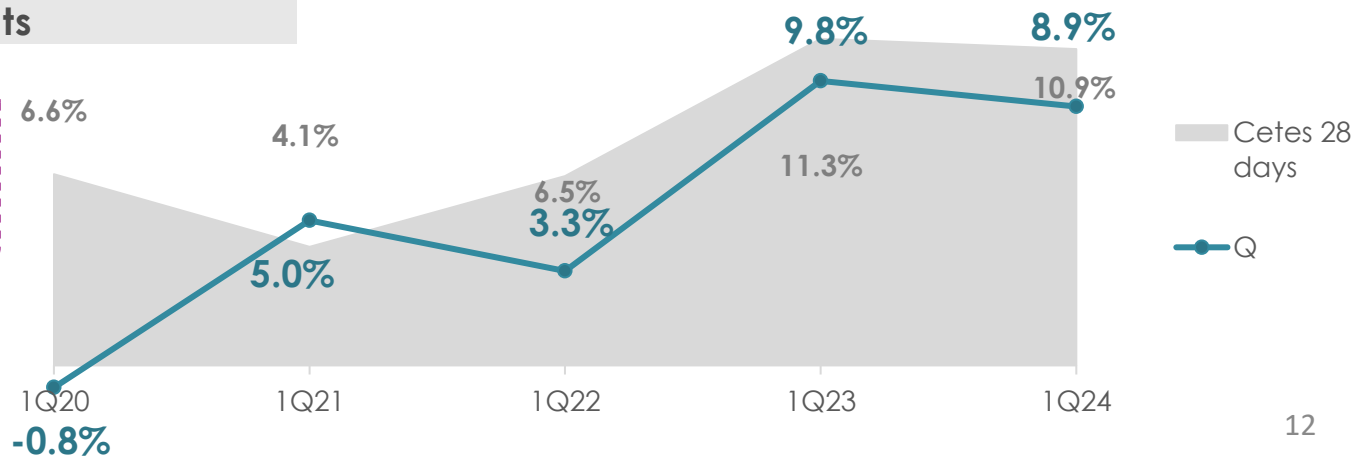


Portfolio by subsidiary



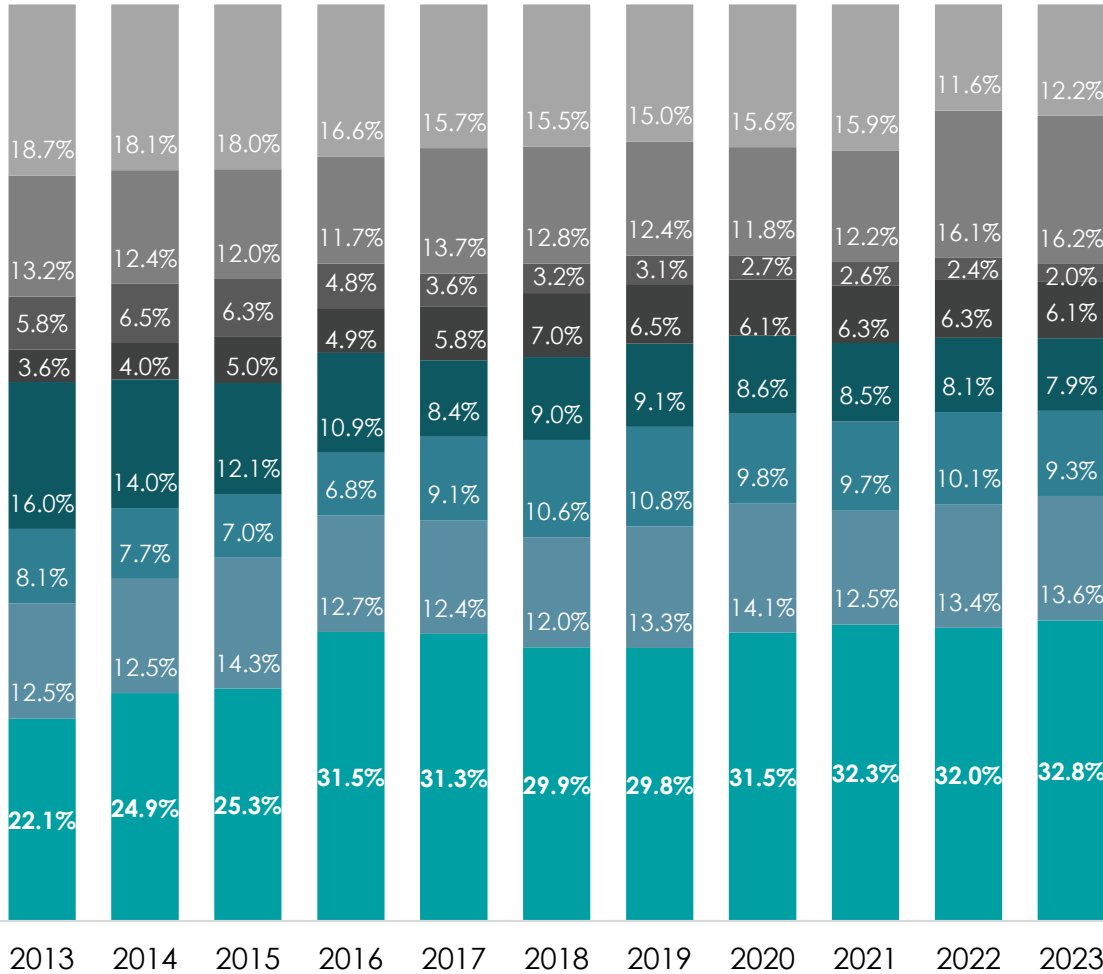
Return on investments

Our investment policy considers an ESG criteria to ensure sustainable investments



4. Industry landscape

Market share



Market share by segment

26.7% Cars



44.8% Trucks



20.5% Tourists



23.1% Others

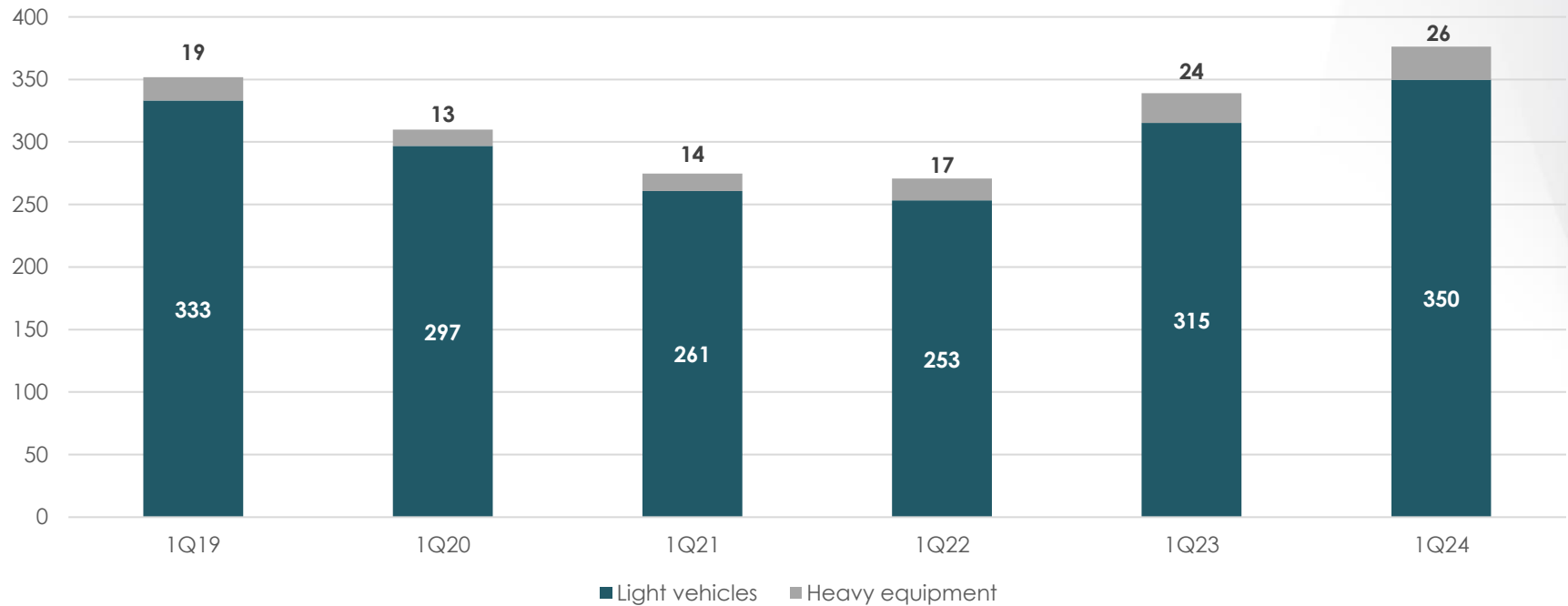


- Qualitas
- G.N.P
- Chubb(ABA)
- AXA
- HDI (Talanx)
- MAPFRE México
- Others
- Bank-owned

4. Industry landscape



New car sales in Mexico



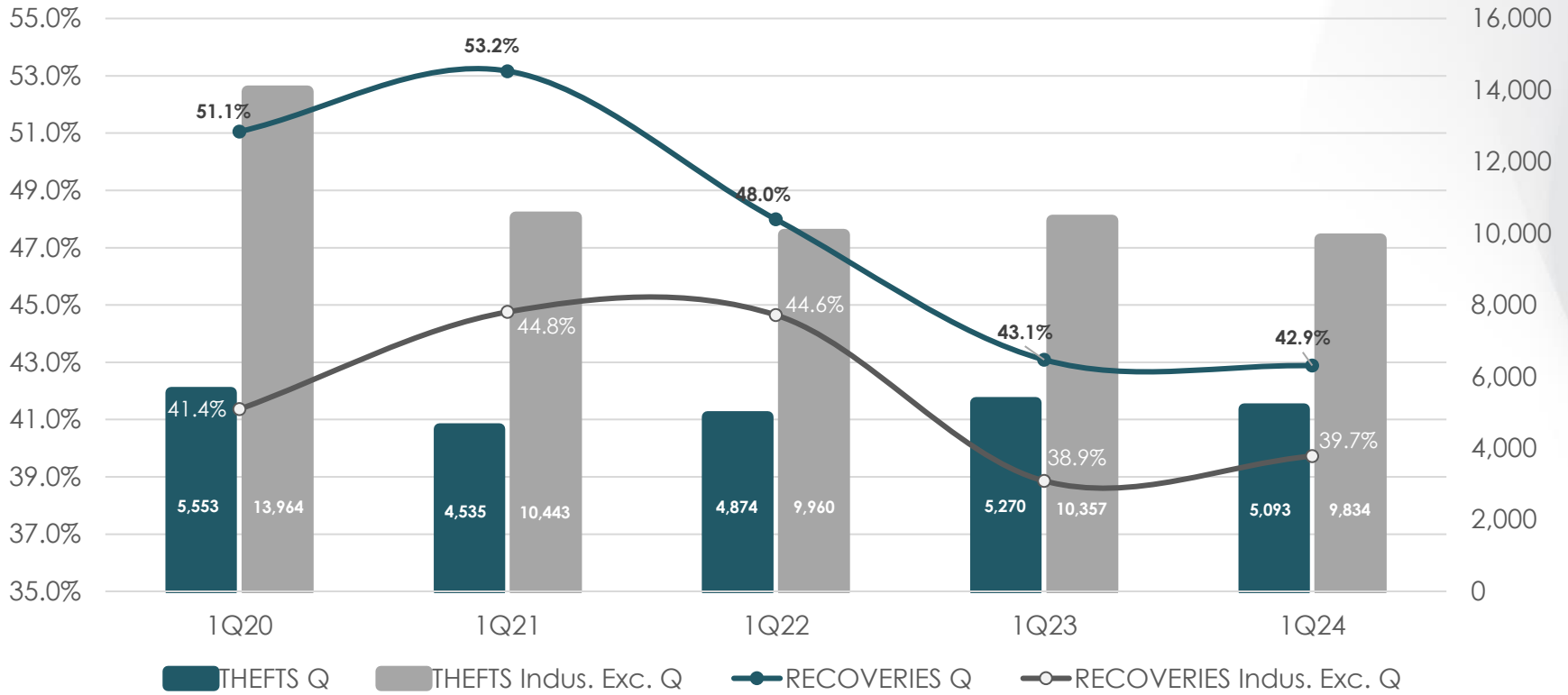
- Quarterly new car sales increased +11% vs. 1Q23 and +5% vs. 1Q19
- AMDA year-end estimate regarding new car sales growth at 6.6% (vs ~8% at the beginning of the year)

Source: AMDA, figures in thousand figures and as of 1Q24

4. Industry landscape



Auto theft & recovery in Mexico



Qualitas* recovery **42.9%, +3.2 pp** vs the rest of the industry

(4.5%)	Theft to Industry	39.7%	Industry's recovery (exc. Q)
(3.4%)	Theft to Qualitas	42.9%	Qualitas' recovery

Source: Coordinator Office of Insured Risks (OCRA)
 *Recovery of Qualitas vs Industry as a proportion of thefts as of 1Q24

5. Our stock

Q* stock performance



Q* was listed on the Mexican Stock Exchange in 2005.



Included in 6 indexes: S&P/BMV IPC, Total Mexico ESG, S&P/BMV Rentable, FTSE BIVA Mid cap, DJS Mila Pacific Alliance Index and GEI Bloomberg Index



400 million Outstanding shares



Q* has a share buyback program & a market maker program to support its liquidity.

Traded volume

(daily average)

Q	Traded volume*	Volume (MM USD)
1Q24	1,372,081	\$14.9

*Figures in shares

Marketability index Mexican Stock Exchange

April '24
#14

Key value metrics

P/E
\$18.7

EPS 12M
\$10.3

P/BL
\$3.4



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6. Financial highlights



Income Statement	1Q24	1Q23	Δ %/bp 24 vs 23
Written premiums	16,804	12,241	37.3%
Net written premiums	16,786	12,187	37.7%
Earned premiums	14,293	11,117	28.6%
Acquisition cost	3,577	2,869	24.7%
Loss cost	9,156	7,721	18.6%
Technical result	1,560	527	NA
Operating expenses	679	336	NA
Underwriting result	881	191	NA
Comprehensive financial income	1,058	981	7.9%
Investment income	937	879	6.6%
Income Taxes	701	275	NA
Net result	1,238	897	38.0%
Cost ratios			
Acquisition ratio	21.3%	23.5%	(223)
Loss ratio	64.1%	69.4%	(539)
Operating ratio	4.0%	2.7%	129
Combined ratio	89.4%	95.7%	(633)
Combined ratio adjusted*	93.8%	98.3%	(444)

*Adjusted combined ratio refers to the sum of the acquisition, loss, and operating costs, divided by earned premiums and it is presented for comparison reasons with international ratios. comparison reasons with international indices.

Figures in millions (MXN)

6. Financial highlights

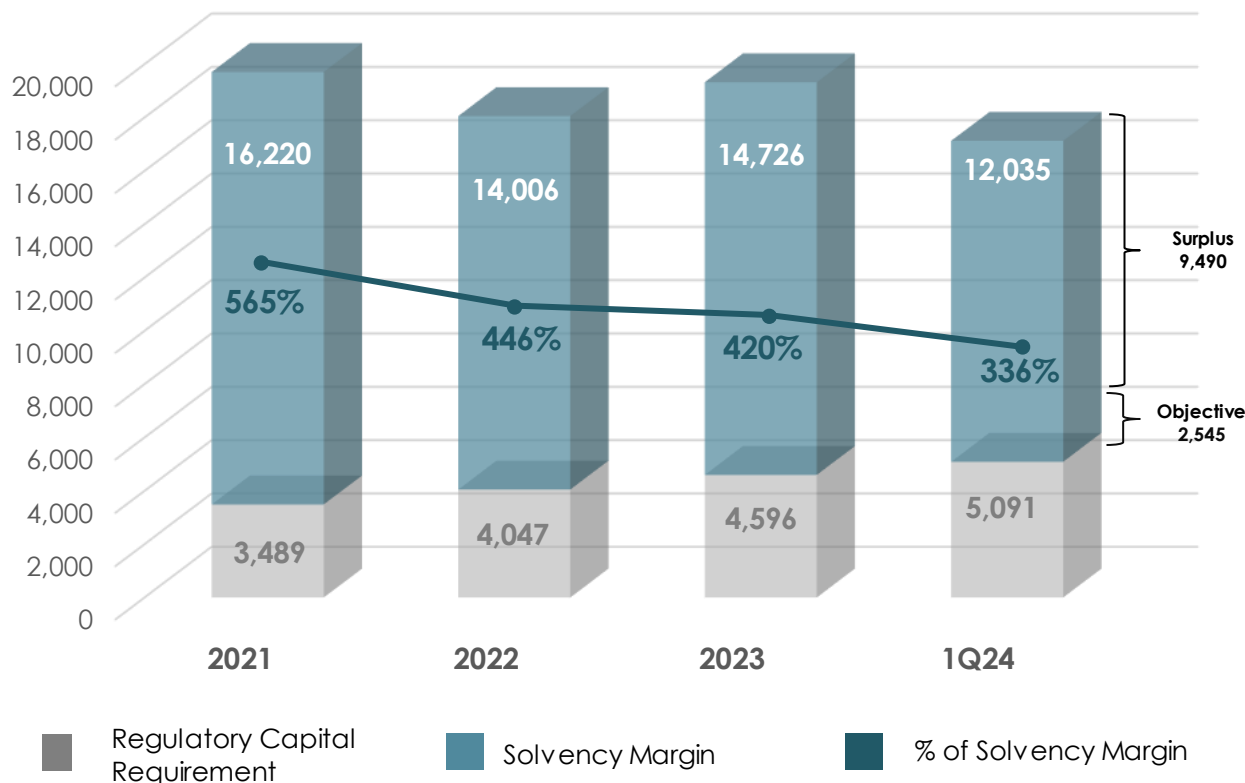
Profitability ratios	1Q24	1Q23	Δ %/bp 24 vs 23
Return on investments	8.9%	9.8%	(88)
ROE for the period	22.3%	18.0%	436
LTM ROE	19.1%	11.5%	756

Balance Sheet	2024	2023	Δ %/bp 24 vs 23
Assets	93,156	77,701	19.9%
Investments & Real Estate	46,923	39,070	20.1%
<i>Invested assets or float**</i>	44,393	36,855	20.5%
Technical reserves	51,255	43,447	18.0%
Total liabilities	70,360	57,306	22.8%
Stockholders' equity	22,796	20,396	11.8%

**Invested assets or *float*: investments in debt + overnights + loans portfolio.

Figures in millions (MXN)

6. Solvency margin



2024 AGM

Cash dividend payment amount of \$3.2 billion pesos equivalent to \$8.0 pesos per share, payable in two exhibitions: \$4.0 pesos on May 8th, 2024 and \$4.0 on November 8th, 2024.

Figures in millions (MXN)
Solvency margin/ Regulatory capital requirement