



Corporate presentation

2nd Quarter 2024



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2. Going forward

3. Value creation

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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.
578 offices
+22,400 agents
+6,800 employees



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



30 years in the industry

18 years as the industry leader



International presence;

Operation in 5 countries:

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

Vertically integrated in Mexico



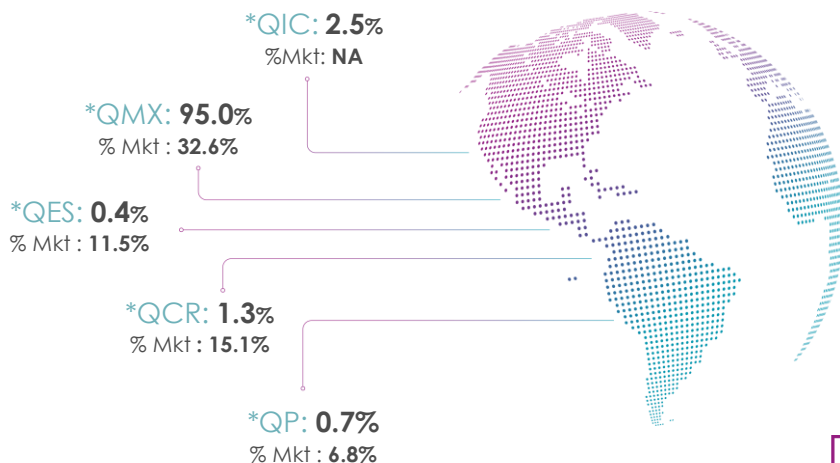
Technological innovation

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.

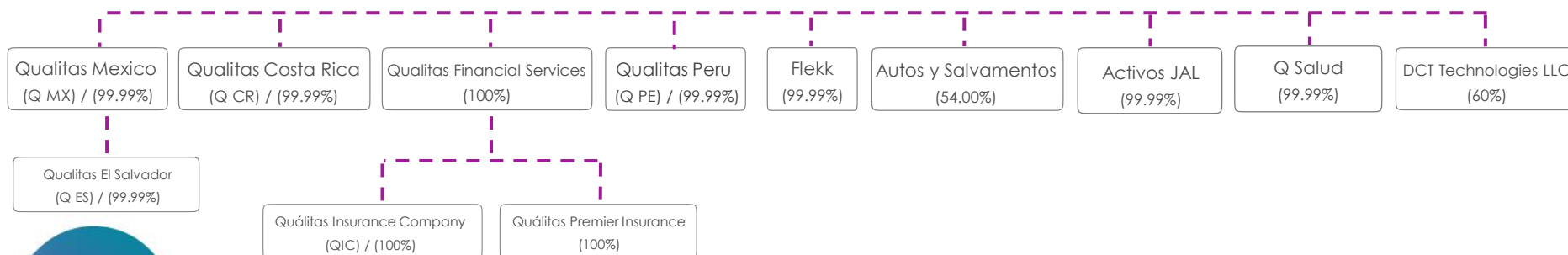


VERTICAL INTEGRATION:

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



*2Q24 figures, based on written premiums.



1. Qualitas' DNA

QUALITAS OPERATING CENTER

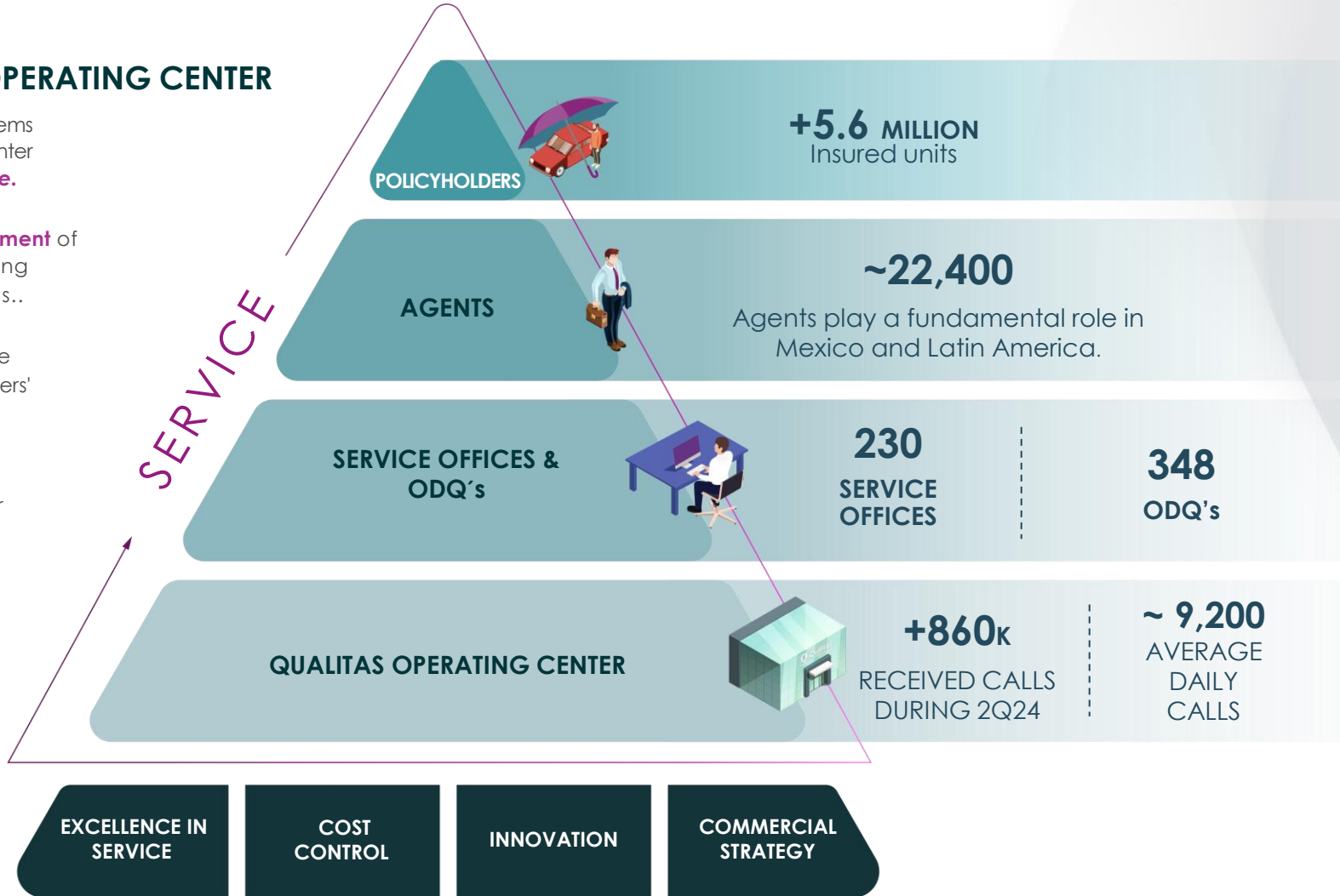
Technological systems used in our call center are design *in house*.

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.

SERVICE



OQD's: (QUALITAS DEVELOPMENT OFFICES)

2. Competitive advantages



Risk prevention and fraud service

- 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



Technological and operational efficiencies

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



Mobile Apps and website

- "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

2. Going 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.
- New technology drivers of growth.

2. Sustainability

E

Environmental

- ~27% of our fleet is hybrid
- **Solar paneles** in specific service offices
- Annual reforestation campaign
- ~90% of *paperless* processes

S

SOCIAL

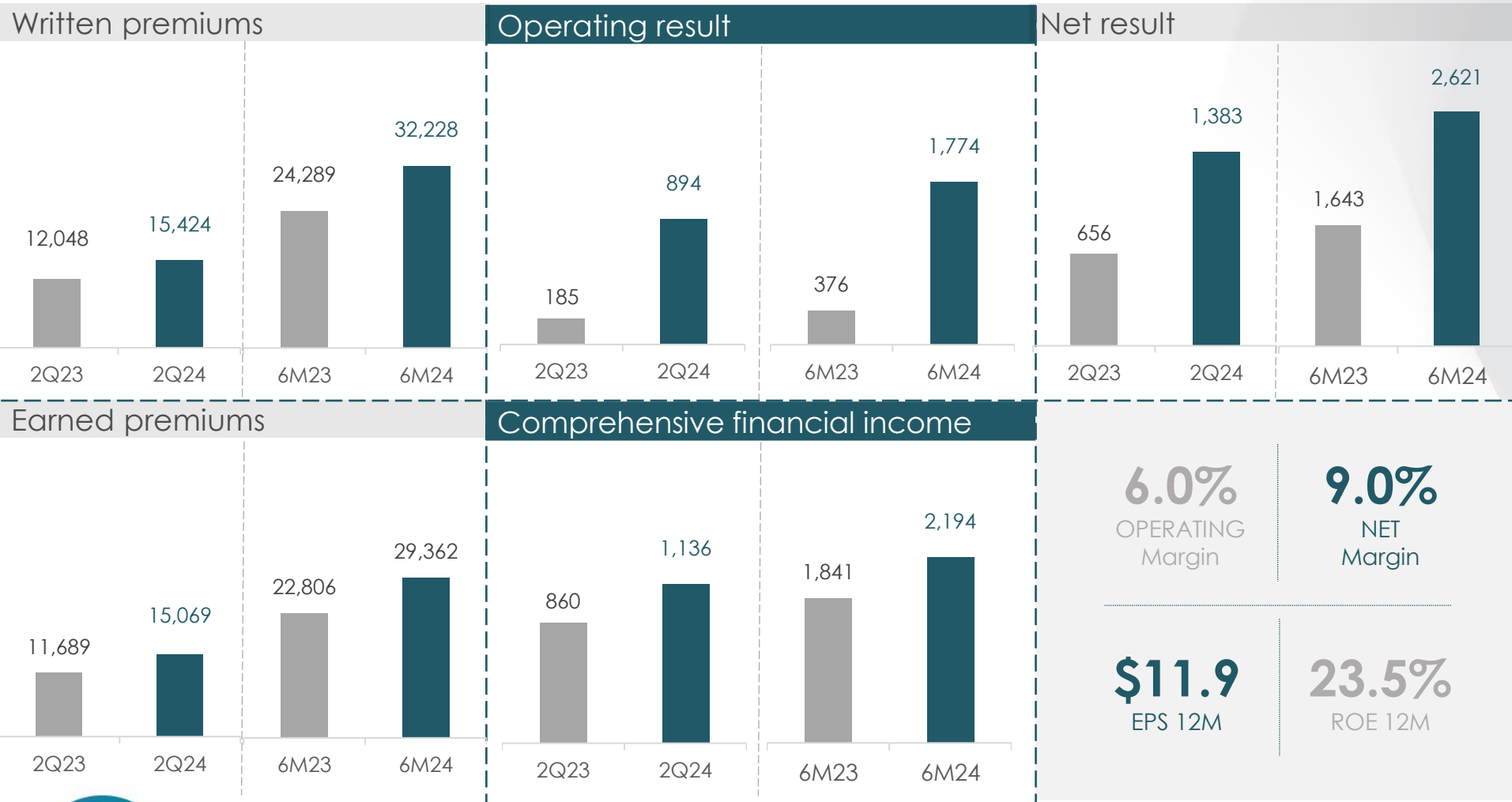
- **Awareness program** “*Conducta Vial Qualitas (CVQ)*” for responsible driving behavior <http://conductavialqualitas.com.mx>
- Annual support to +50 **NGO** ‘s,
- “Qualitas con México, Juntos Cambiando Vidas” **donation campaign**

G

GOVERNANCE

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

3. Value creation



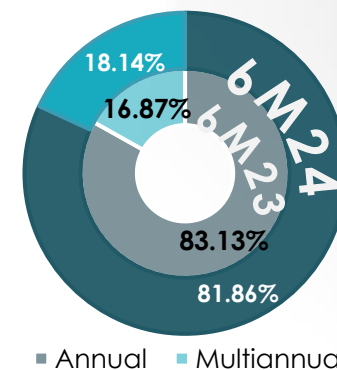
Figures in million (MXN)

3. Value creation

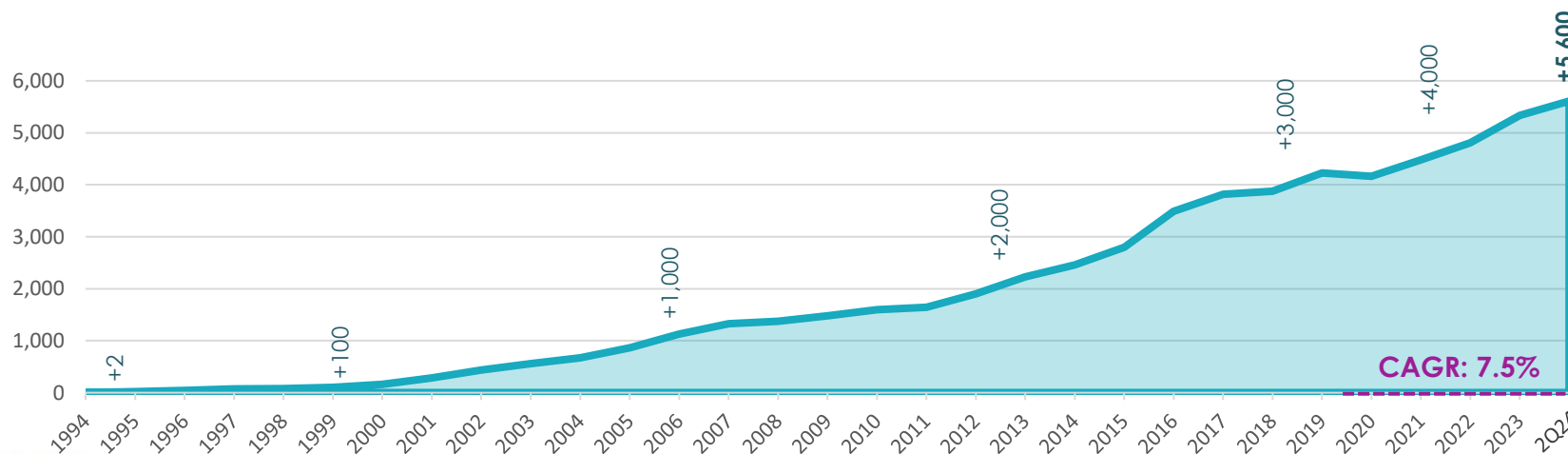
Premiums & insured units



Business line	2Q24	2Q23	Δ %/bp 24 vs 23	6M24	6M23	Δ %/bp 24 vs 23
Traditional	10,289	7,708	33.5%	21,918	15,806	38.7%
<i>Individual</i>	6,277	4,722	32.9%	12,651	9,560	32.3%
<i>Fleets</i>	4,012	2,986	34.3%	9,266	6,245	48.4%
Financial institutions	4,358	3,474	25.4%	8,590	6,790	26.5%
Foreign subsidiaries	761	827	(8.0%)	1,688	1,644	2.7%
Total	15,424	12,048	28.0%	32,228	24,289	32.7%



5,609,630 insured units



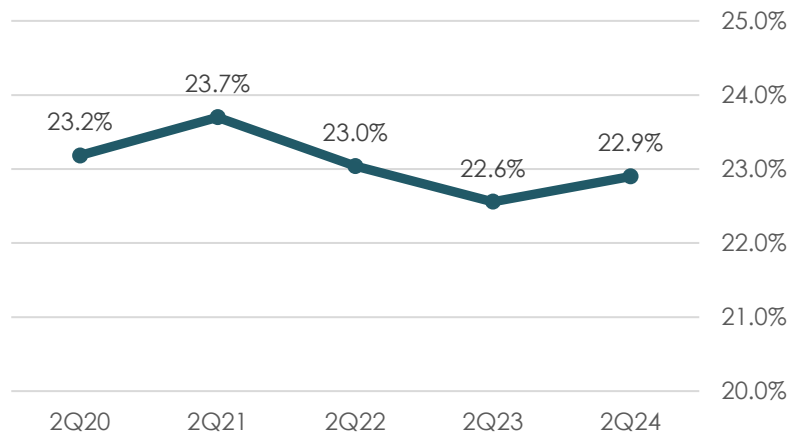
Premiums in million (MXN)
 Insured units in thousand.
 CAGR from the last 5 years
 Some figures may vary given the consolidation effects

3. Value creation

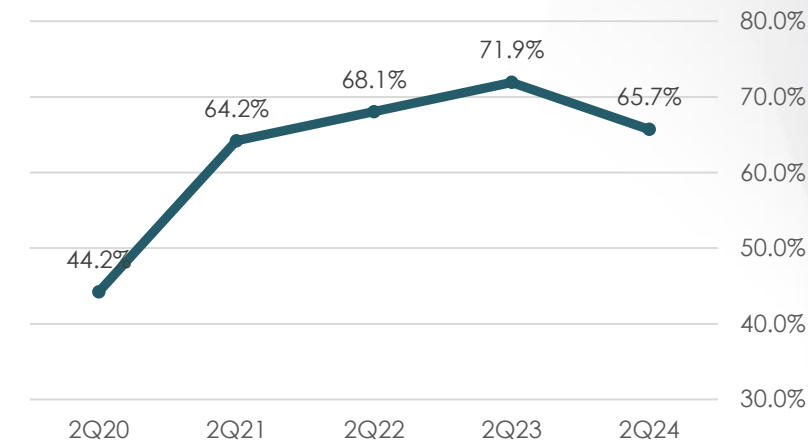
Ratios



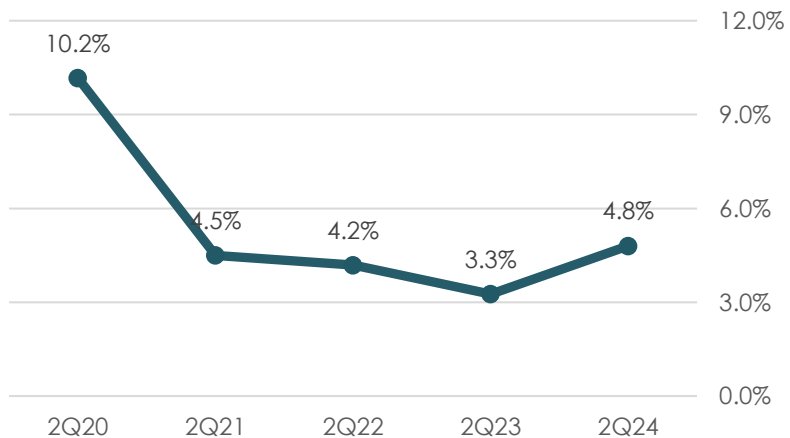
Acquisition



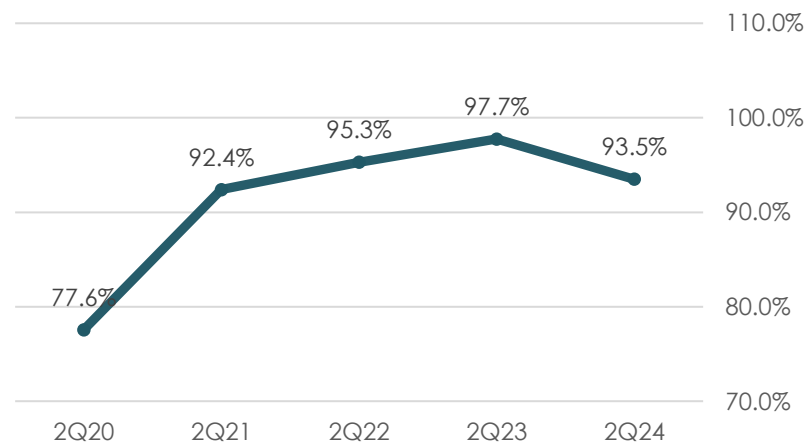
Loss



Operating



Combined

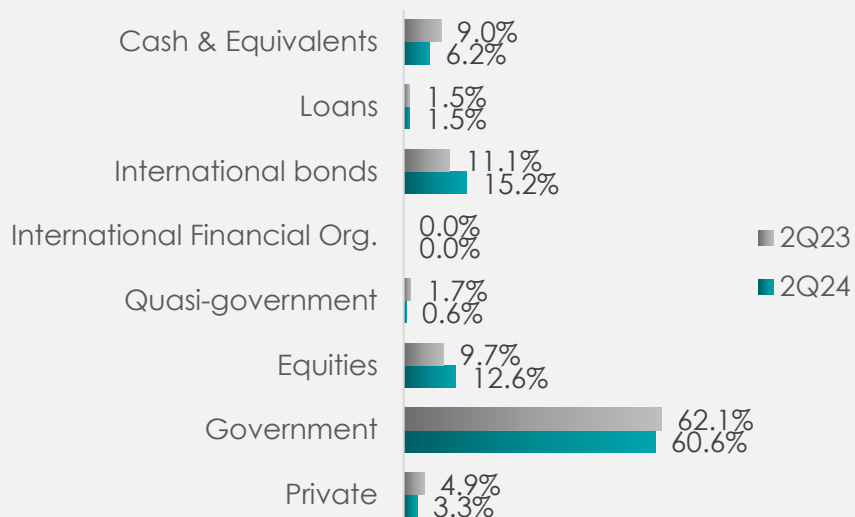


3. Value creation

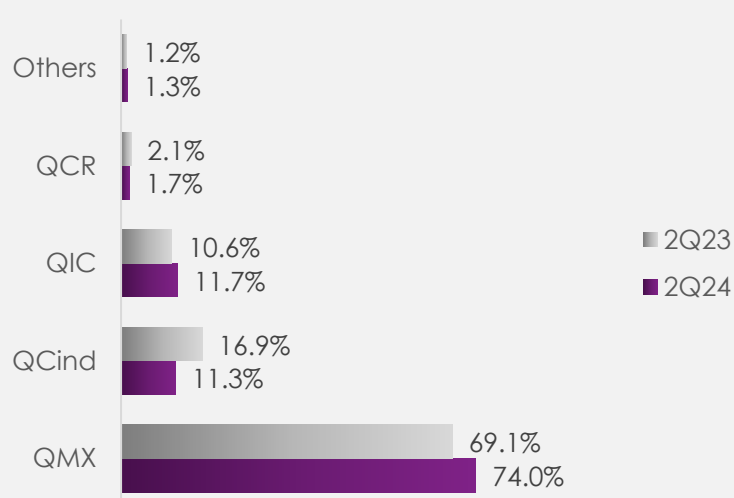
Investment portfolio



Total portfolio

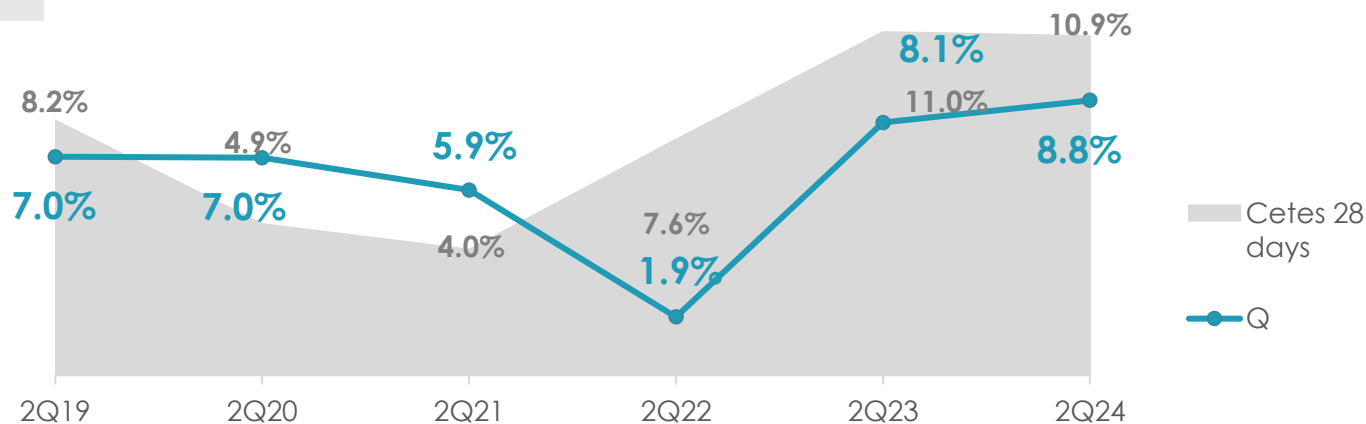


Portfolio by subsidiary



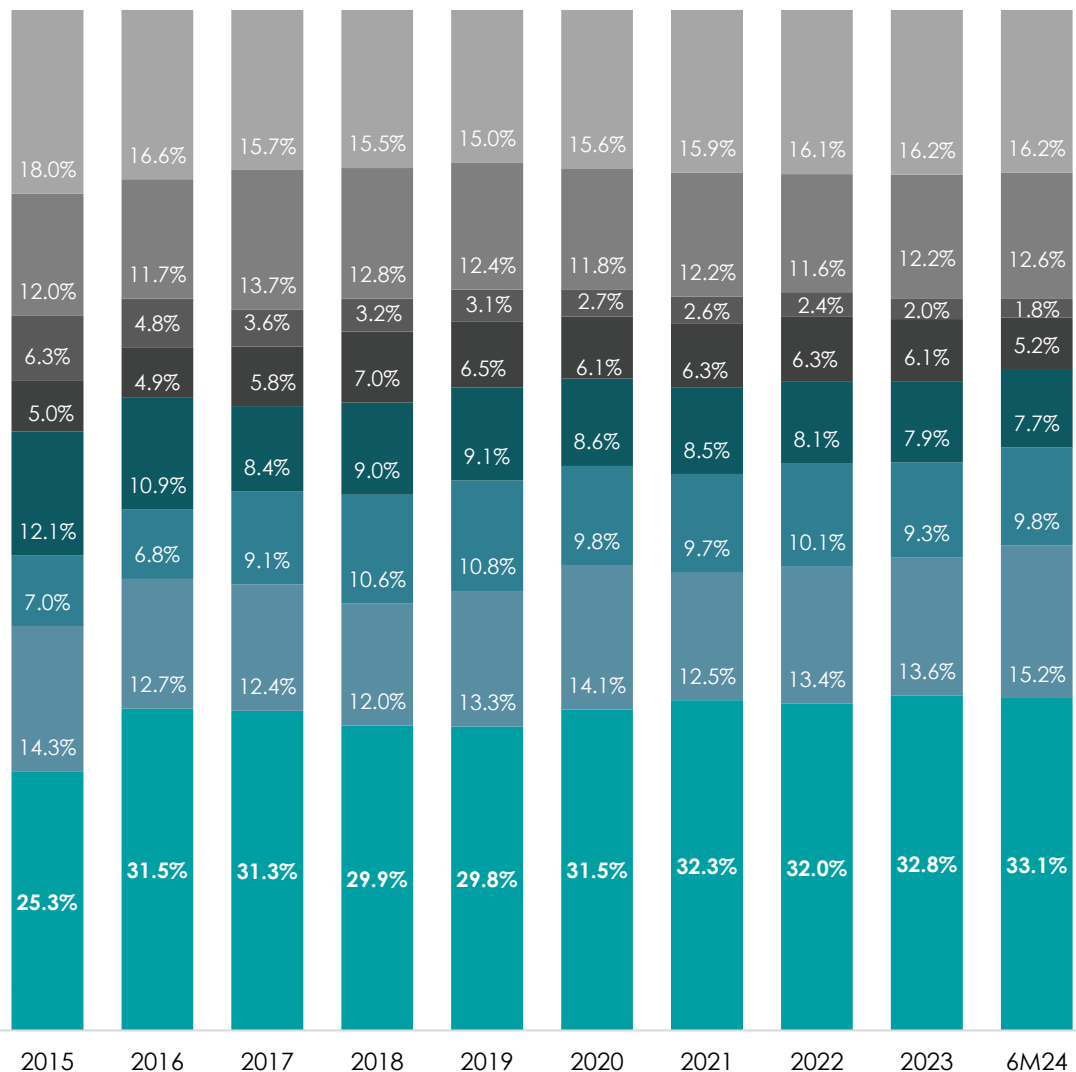
Return on investments

Our investment policy considers an ESG criteria to ensure **sustainable investments**



4. Industry landscape

Market share



Market share by segment

26.6% Cars



45.2% Trucks



23.9% Tourists



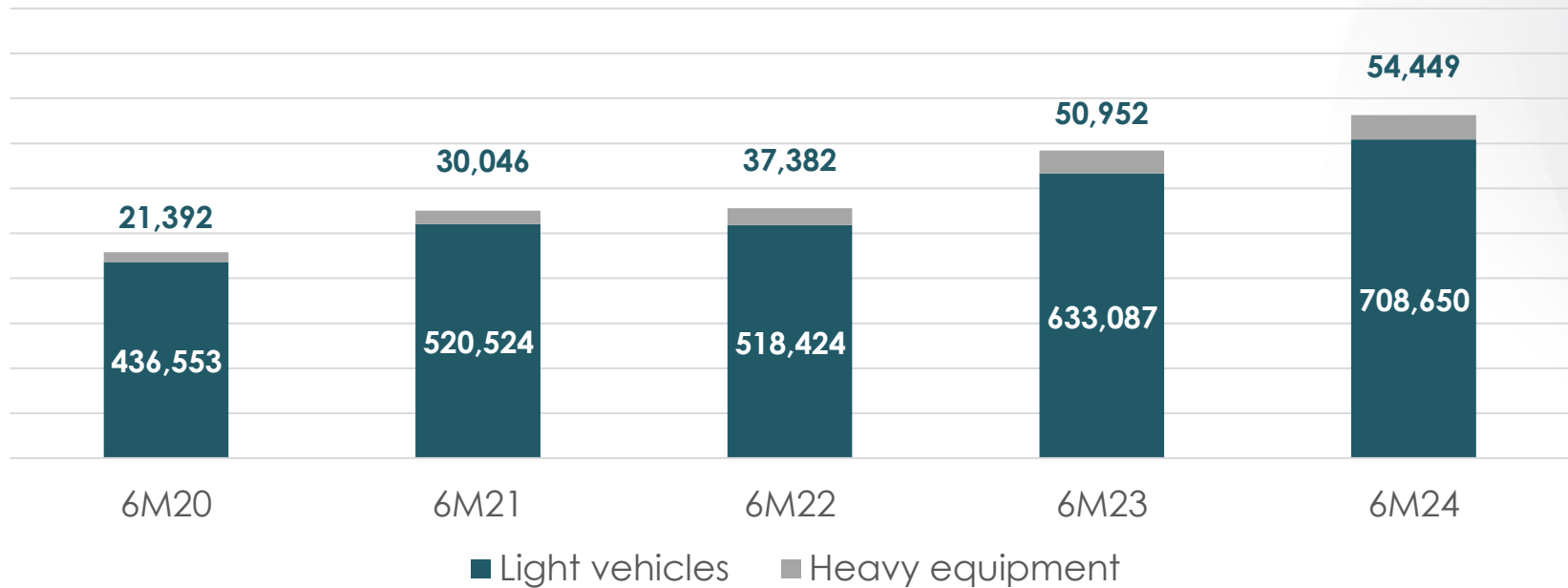
24.4% Others



- Qualitas
- G.N.P
- Chubb(ABA)
- AXA
- HDI (Talanx)
- MAPFRE Mexico
- Otros
- Bancarias

4. Industry landscape

New car sales in Mexico

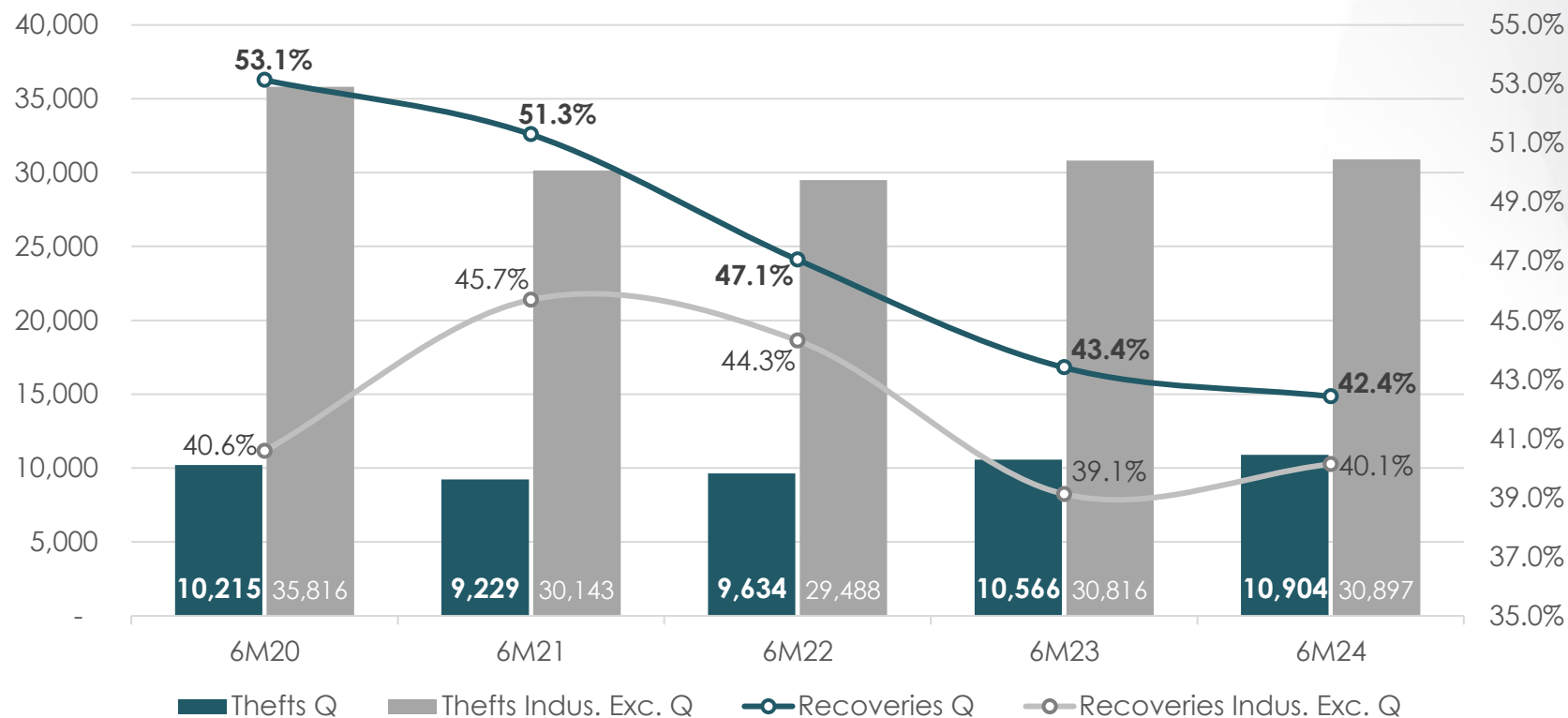


- Half-year new unit sales up +11.9% vs. 6M23 and +1.0% 2Q24 vs 1Q24
- AMDA's year-end estimate for new car sales is reduced to ~10% (vs ~8% at the beginning of the year)

4. Industry landscape



Auto theft & recovery in Mexico



Qualitas' recovery* **42.4%**, +2.3 pp vs the rest of the industry

0.2%	Theft to industry (exc. Q)	40.1%	Industry's recovery (exc. Q)
3.2%	Theft to Q	42.4%	Qualitas' recovery

Source: Coordinator Office of Insured Risks (OCRA)
 *Recovery of Qualitas vs. Industry as proportion of thefts as of 6M24

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 (promedios diarios)

	Traded volume*	Volume (MM USD)
3M24	1,372,081	\$14.9
6M24	1,020,186	\$11.5

*Expresado en fítulos

Marketability index Mexican Stock Exchange

Jun' 24
13
↑
Jun' 23
17

Key value metrics

P/E
\$15.6

EPS 12M
\$11.9

P/BV
\$3.5



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FTSE BIVA



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6. Financial highlights



Income Statement	2Q24	2Q23	Δ %/bp 24 vs 23	6M24	6M23	Δ %/bp 24 vs 23
Written premiums	15,424	12,048	28.0%	32,228	24,289	32.7%
Net written premiums	15,398	11,986	28.5%	32,183	24,173	33.1%
Earned premiums	15,069	11,689	28.9%	29,362	22,806	28.7%
Acquisition cost	3,532	2,704	30.6%	7,109	5,573	27.6%
Loss cost	9,900	8,407	17.8%	19,056	16,128	18.2%
Technical result	1,638	578	NA	3,197	1,106	NA
Operating expenses	744	393	89.3%	1,423	729	95.1%
Underwriting result	894	185	NA	1,774	376	NA
Comprehensive financial income	1,136	860	32.0%	2,194	1,841	19.1%
Investment income	983	744	32.1%	1,921	1,624	18.3%
Income Taxes	646	300	NA	1,347	575	NA
Net result	1,383	746	85.4%	2,621	1,643	59.6%
Cost ratios						
Acquisition ratio	22.9%	22.6%	38	22.1%	23.1%	(97)
Loss ratio	65.7%	71.9%	(623)	64.9%	70.7%	(582)
Operating ratio	4.8%	3.3%	156	4.4%	3.0%	141
Combined ratio	93.5%	97.7%	(429)	91.4%	96.8%	(537)
Combined ratio adjusted*	94.1%	98.4%	(435)	94.0%	98.4%	(439)

*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.

6. Financial highlights



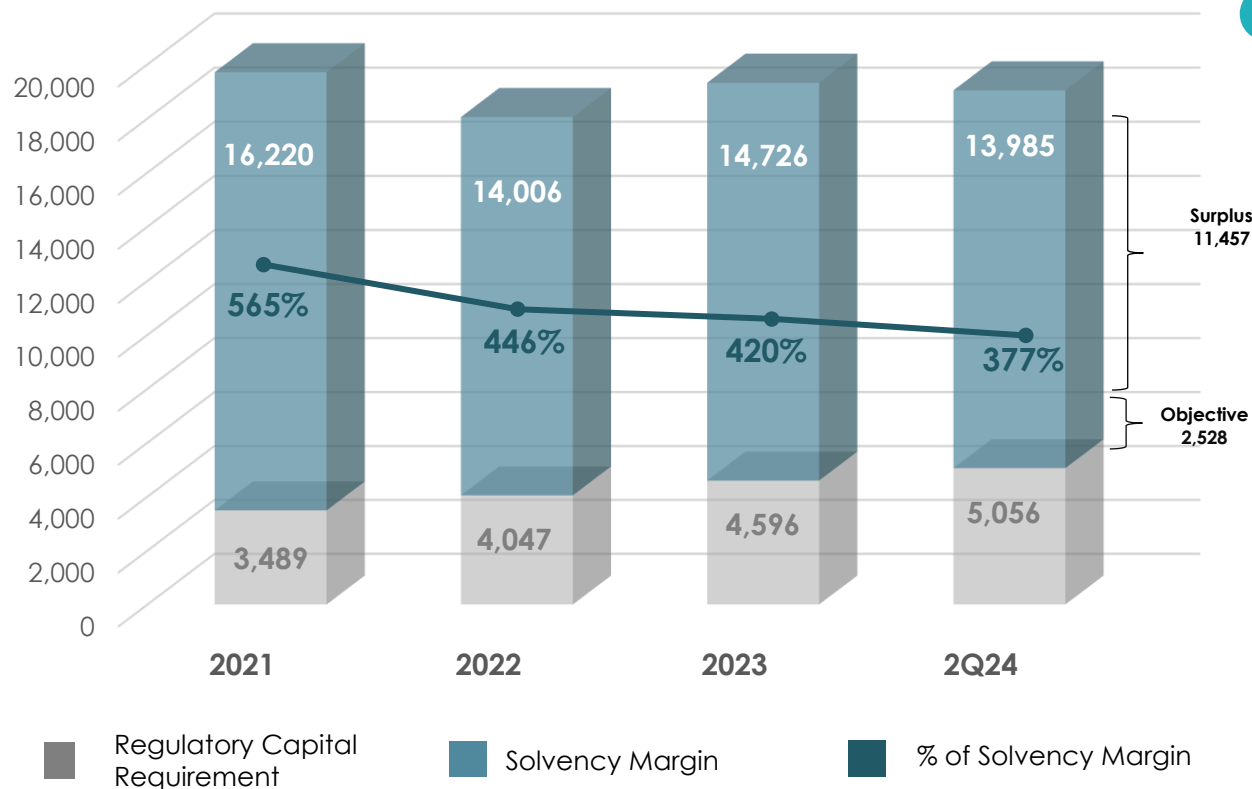
Profitability ratios	2Q24	2Q23	Δ %/pb 24 vs 23	6M24	6M23	Δ %/pb 24 vs 23
Return on investments	8.8%	8.1%	71	8.9%	9.0%	(5)
ROE for the period	25.0%	15.1%	996	25.1%	15.1%	1,001
LTM ROE	23.5%	13.1%	1,047	23.5%	13.1%	1,047

Balance Sheet	2024	2023	Δ %/bp 24 vs 23
Assets	93,637	78,665	19.0%
Investments & Real Estate	47,301	39,070	21.1%
<i>Invested assets or float**</i>	44,774	36,855	21.5%
Technical reserves	52,380	44,296	18.3%
Total liabilities	72,364	59,555	21.5%
Stockholders' equity	21,274	19,109	11.3%

***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