



# Earnings results webcast

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3<sup>rd</sup> quarter 2024

October 18<sup>th</sup>, 2024



# Resilience shapes and empowers our future



30 year-old company



+6,900 Employees



~30% top line growth YTD



33.1% market share

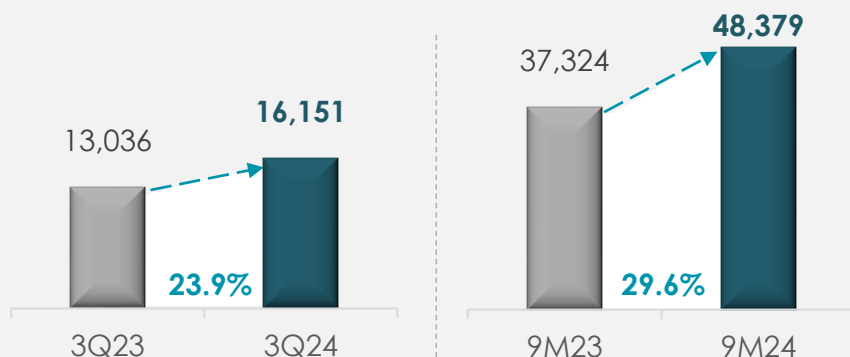
Qualitas represents 44% of total industry net result

And 83% of total industry underwriting result

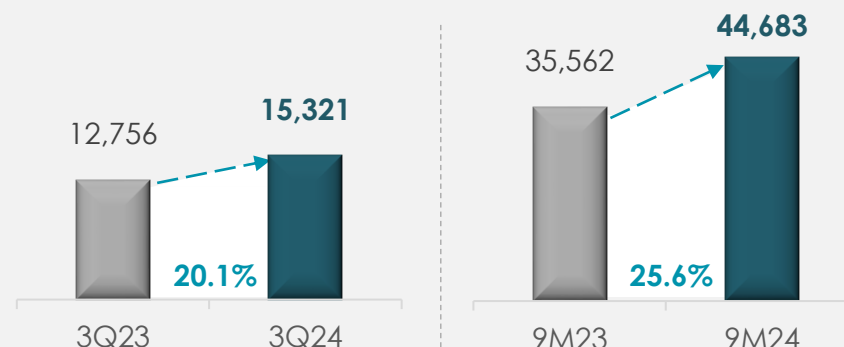
Also, the best combined ratio within top 5 companies

# Runway of profitable growth

## Written premiums



## Earned premiums



## Business line

	<i>Individual</i>	<i>Fleets</i>	<i>Financial Institutions</i>	<i>Q International</i>
3Q Δ%:	+21.9%	+25.7%	+27.1%	+14.7%
9M Δ%:	+28.4%	+40.9%	+26.7%	+6.6%

## Q International 3Q Δ%



**USA**  
5.3%



**PERU**  
62.9%



**COSTA RICA**  
33.3%

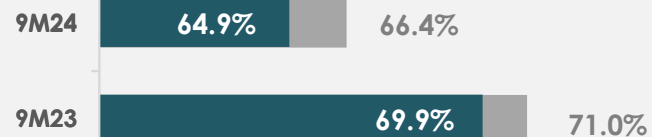
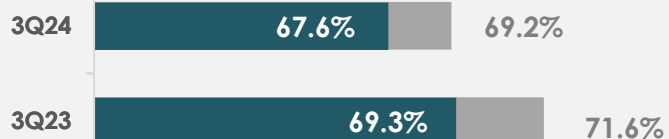


**EL SALVADOR**  
44.1%

# Expected claims dynamics

## LOSS RATIO

■ QC ■ Q Mx



### Seasonality



- 3 hurricanes during the quarter
- Weather related claims attendance +50% vs 3Q23

### Inflation



- Average increase of ~7% spare parts costs
- Supply and demand effect
- Average cost per claim increase 6%

### US subsidiary

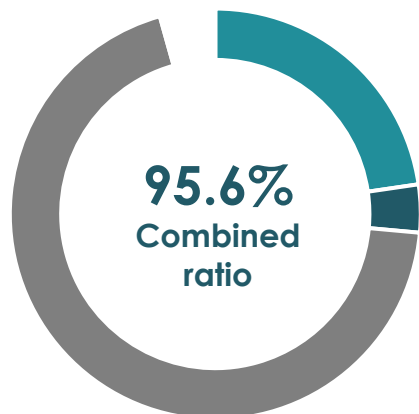


- Higher reserves composition during the quarter
- Turnaround strategy under execution

# Highly committed to deliver solid results



## 3Q23

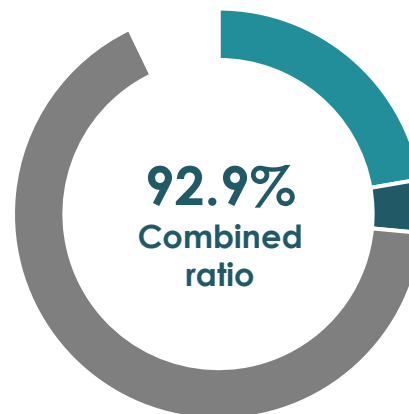


**22.7%**  
Acquisition ratio

**3.8%**  
Operating ratio

**69.2%**  
Loss ratio

## 9M23



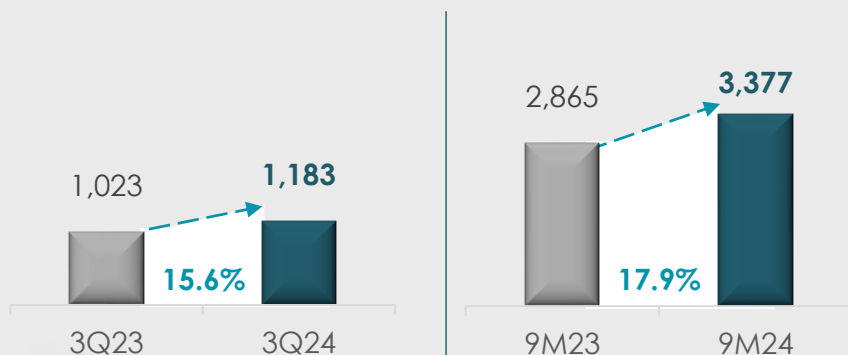
**22.3%**  
Acquisition ratio

**4.2%**  
Operating ratio

**66.4%**  
Loss ratio

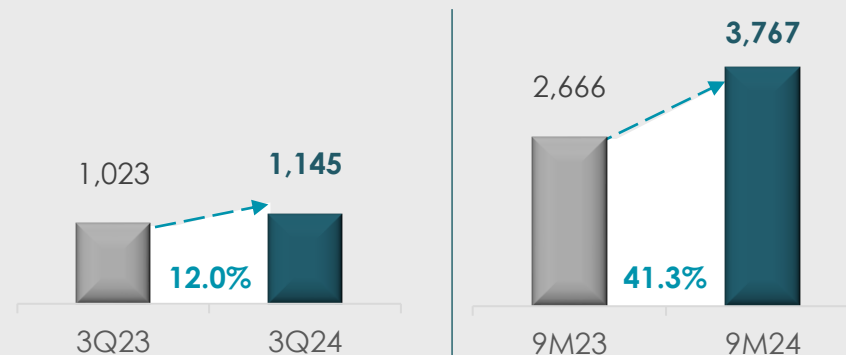
## Financial income

%Δ growth vs previous period



## Net income

%Δ growth vs previous period



# Strengthening our leadership and differentiation

## Capital allocation and corporate development plan

- ✓ Geographical expansion to Colombia
- ✓ Making progress on final legal authorization



- ✓ Acquisition of glass, spare parts and automotive paint distribution company
- ✓ Strengthening vertical integration

The logo features the number '30' in a large, bold, sans-serif font. The '3' is teal and the '0' is purple. Below the '30' is the word 'YEARS' in a smaller, black, sans-serif font. The background is white with abstract teal and purple shapes in the top right corner.

30  
YEARS

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