



Corporate presentation

2nd quarter 2025



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Leaders for more than 18 years

02

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Value creation

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Our essence

30+ years of
experience
In the industry and
18 as **leaders**



+24,000
Agents



Risk, accident, and
fraud prevention.
Enhancing
efficiency



6 countries.
USA, Mexico, El
Salvador, Peru,
Costa Rica and
Colombia



587
240 service
offices and 347
ODQ's

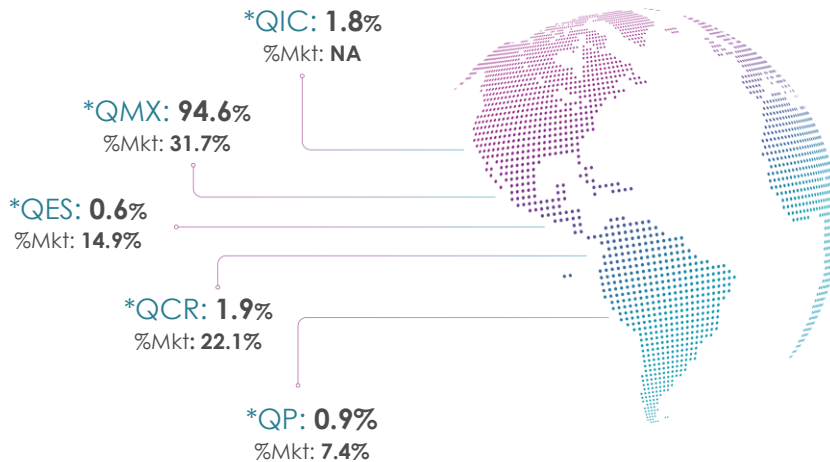


Leaders of **ESG**
criterion
incorporation

1. Corporate structure

GEOGRAPHIC SUBSIDIARIES:

We aim to expand and replicate our successful business model, while achieving greater revenue diversification and driving growth

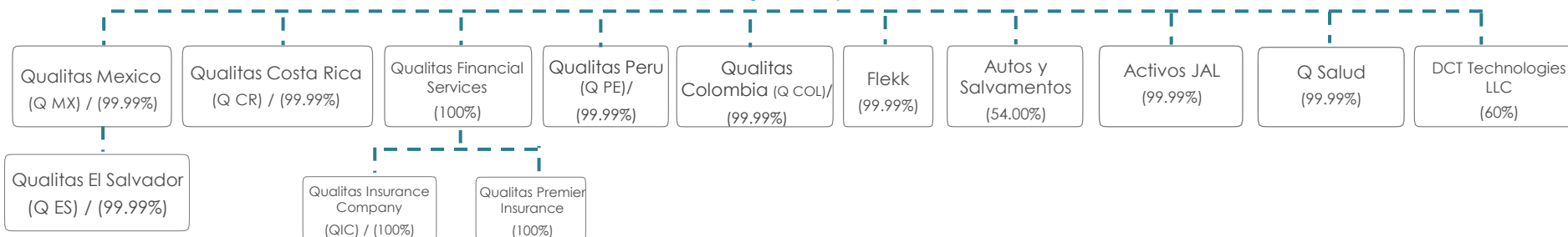


VERTICAL INTEGRATION:

It allows us to optimize costs, enhance risk prevention and information analysis, as well as provide health solutions, to offer greater value to our clients and investors.



MAXIMIZE POTENTIAL AND PROFITABILITY



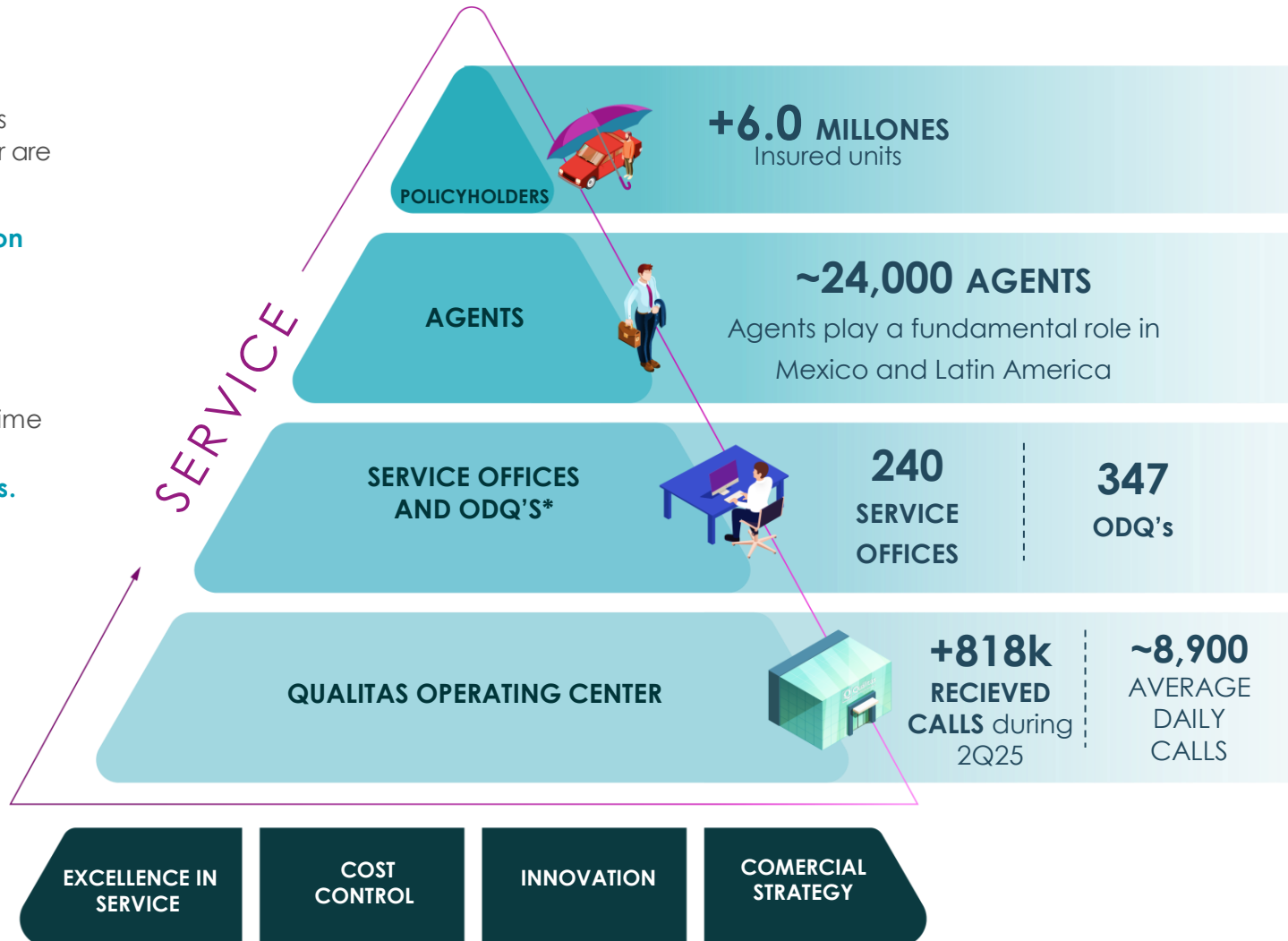
1. Qualitas DNA

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

Automatic assignation claim officers using geolocation tools...

(National) average time of claim officers' arrival **~25-26 minutes**.

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



1. Competitive advantages



Accident and fraud prevention

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



Operational efficiency

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



Apps and website

- **Express Adjustment Tool:** covering 32% of claims 2Q25
- Disposable apps for vehicle inspection, vial assistance, live track of claim officers and crane services.
- Agents' Portal 360
- Mobile app for Android and IOS 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

2. Sustainability



E

Environmental

- ~43% of out fleet is hybrid
- **Solar panels** in specific service offices
- Annual reforestation campaign
- ~90% of paperless processes

S

Social

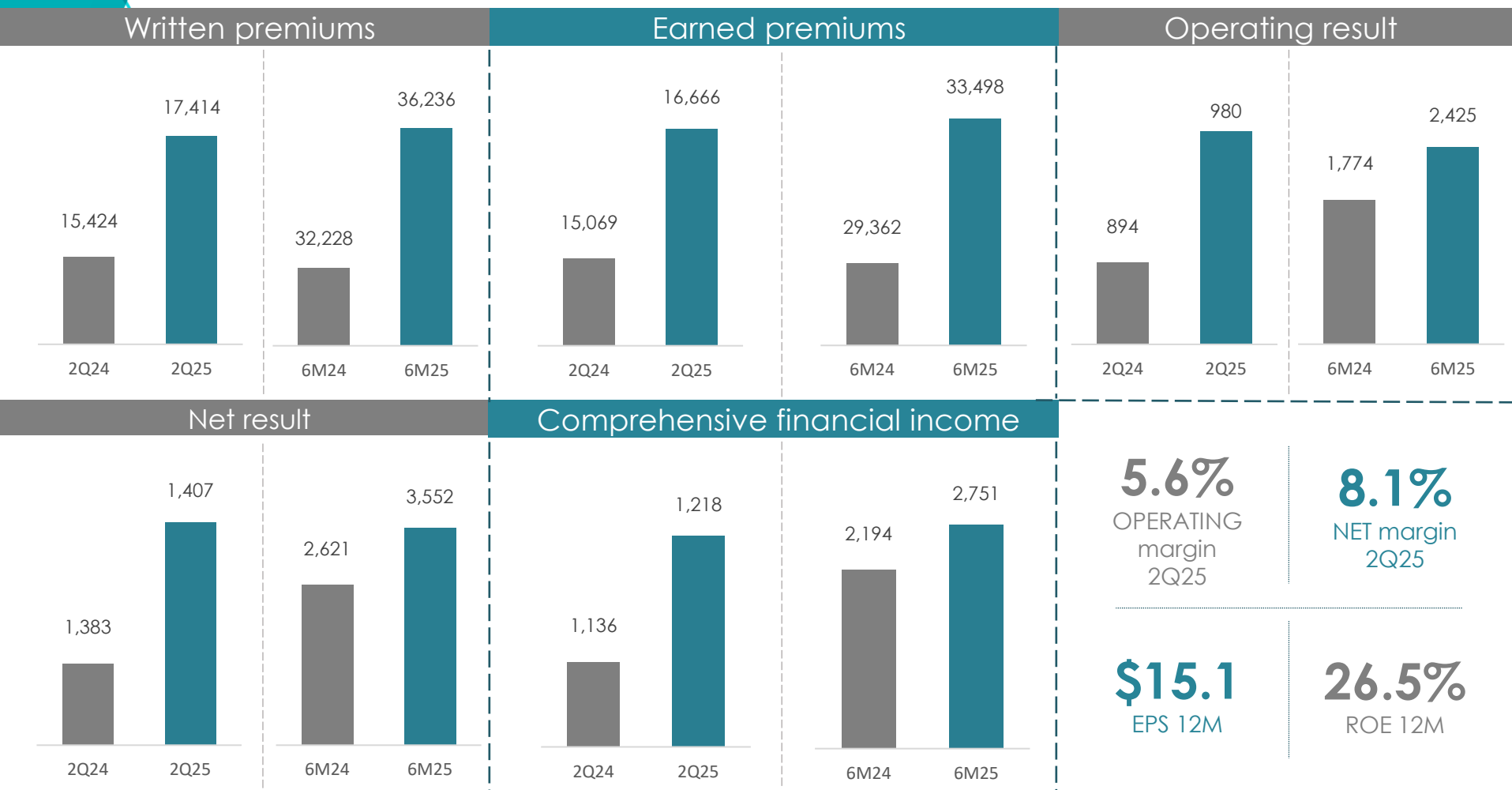
- **Awareness program** "Conducta Vial Quálitas (CVQ)" for responsible driving behavior <http://conductavialqualitas.com.mx>
- Annual support to + 50 NGO 's,
- "Qualitas con México, juntos cambiando vidas" **donation campaign.**

G

Governance

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

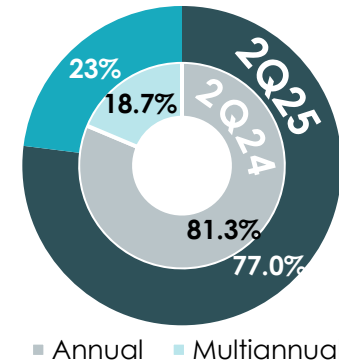
3. Value creation



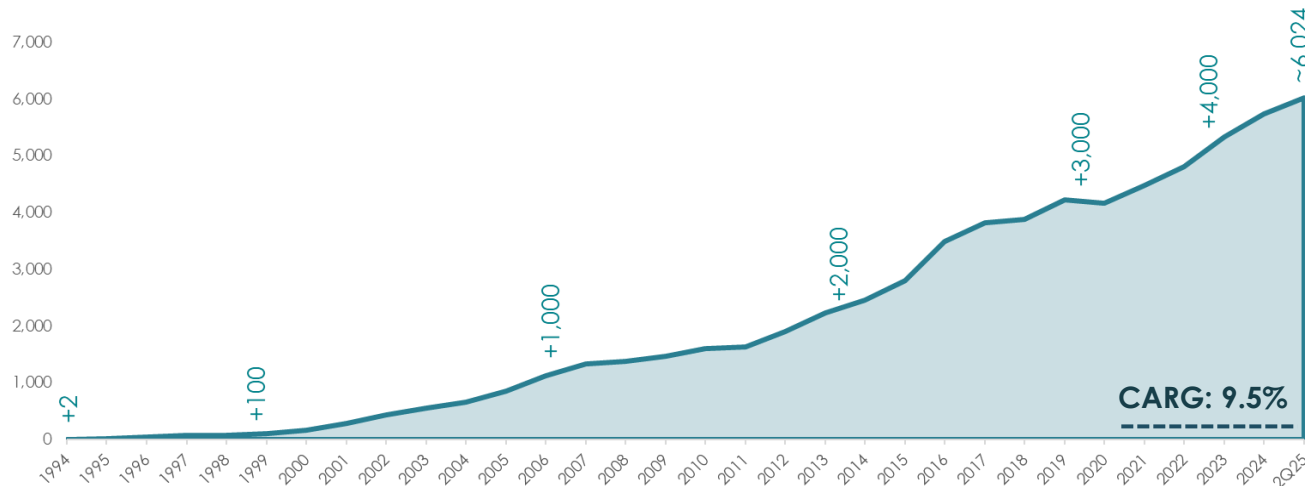
3. Value creation

Premiums and insured units

| Business line | 2Q25 | 2Q24 | Δ %/bp 25 vs 24 | 6M25 | 6M24 | Δ %/bp 25 vs 24 |
|------------------------|---------------|---------------|--------------------|---------------|---------------|--------------------|
| Traditional | 10,831 | 10,275 | 5.4% | 23,472 | 21,899 | 7.2% |
| Individual | 6,714 | 6,208 | 8.1% | 14,156 | 12,569 | 12.6% |
| Fleets | 4,117 | 4,066 | 1.3% | 9,316 | 9,330 | (0.1%) |
| Financial institutions | 5,596 | 4,372 | 28.0% | 10,764 | 8,609 | 25.0% |
| Foreign subsidiaries | 931 | 761 | 22.3% | 1,899 | 1,688 | 12.5% |
| Total | 17,414 | 15,424 | 12.9% | 36,236 | 32,228 | 12.4% |



6,022,933 insured units

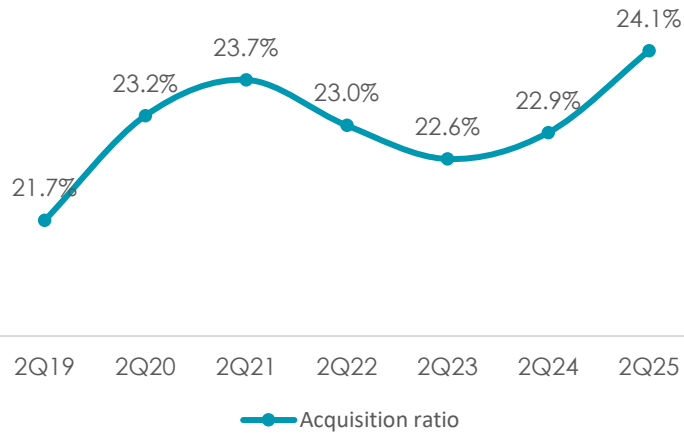


Premiums in million (MXN)
Insured units in thousand
CAGR from the last 5 years
Some figures may vary given the consolidation effects

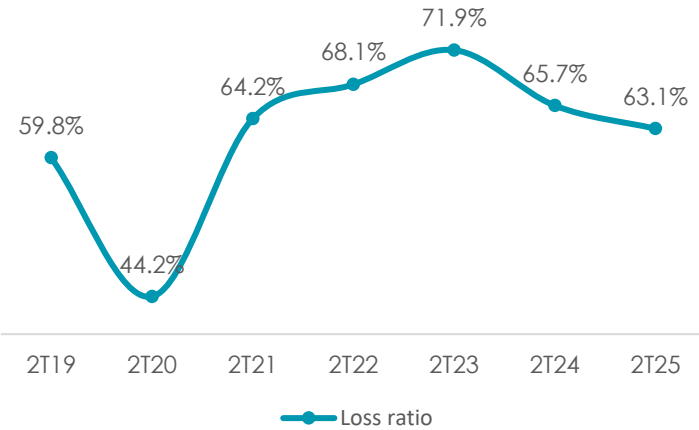
3. Value creation

RATIOS

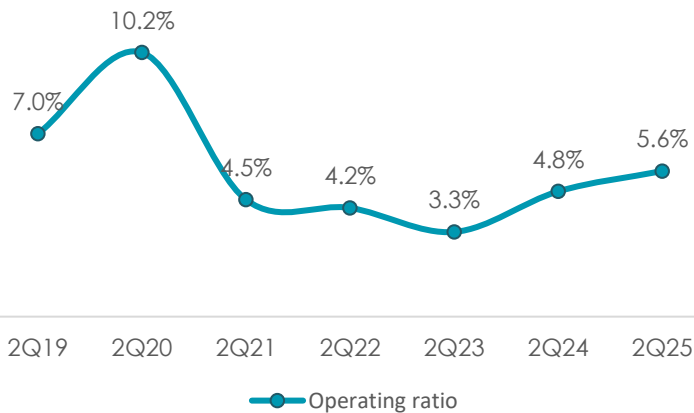
Acquisition



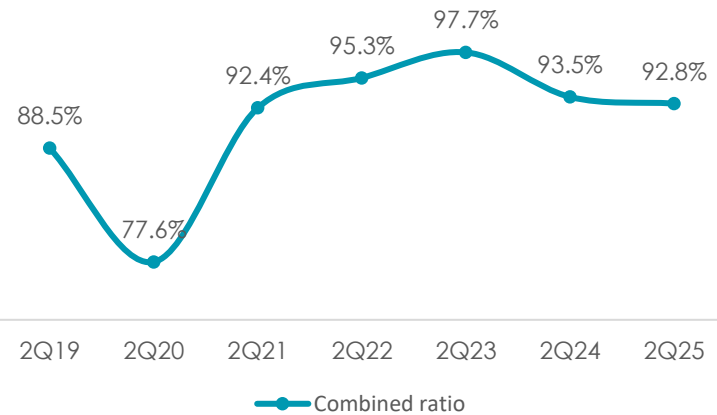
Loss



Operating



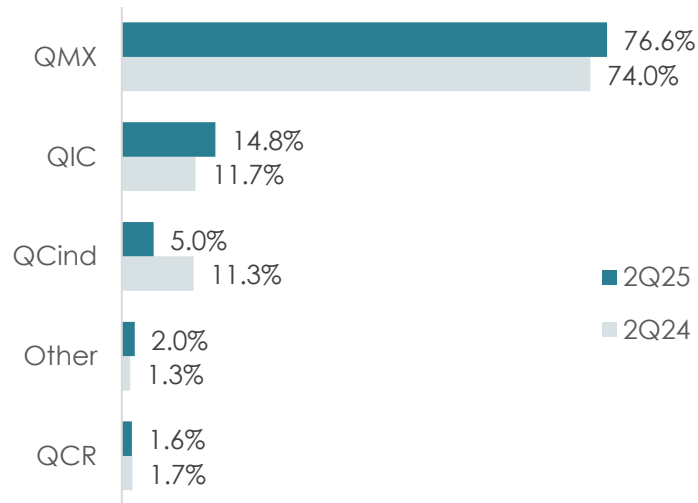
Combined



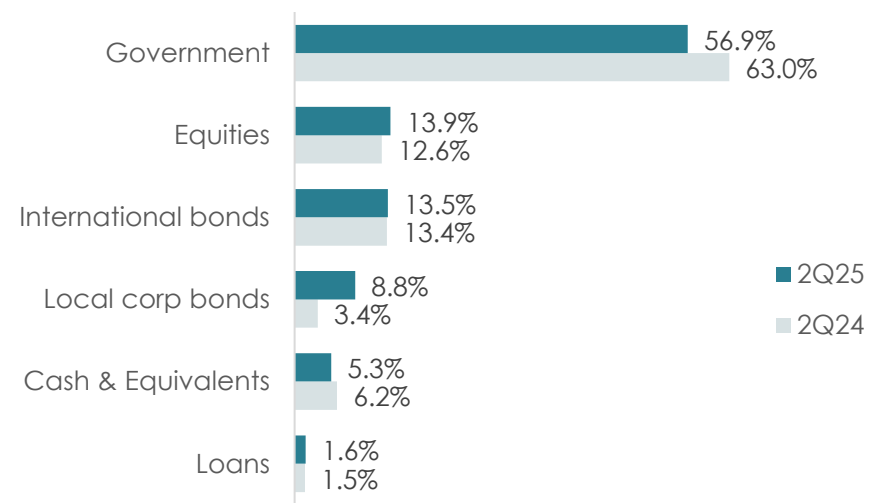
3. Value creation

Premiums and insured units

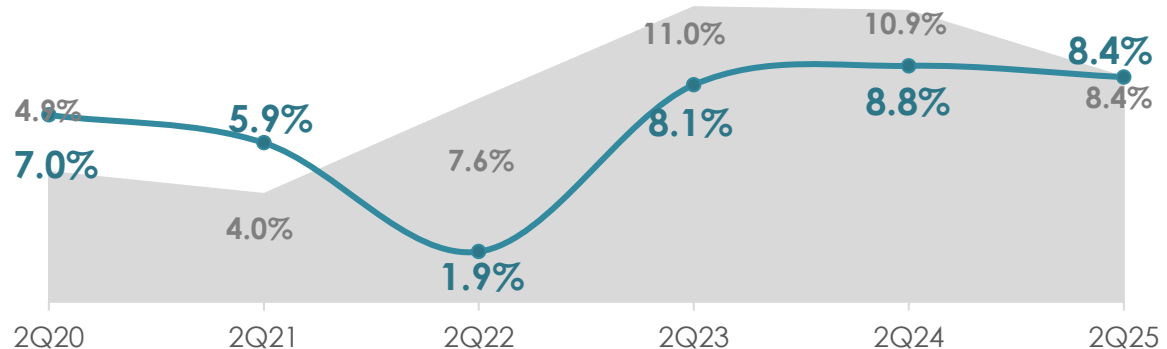
Total portfolio



Portfolio by subsidiary



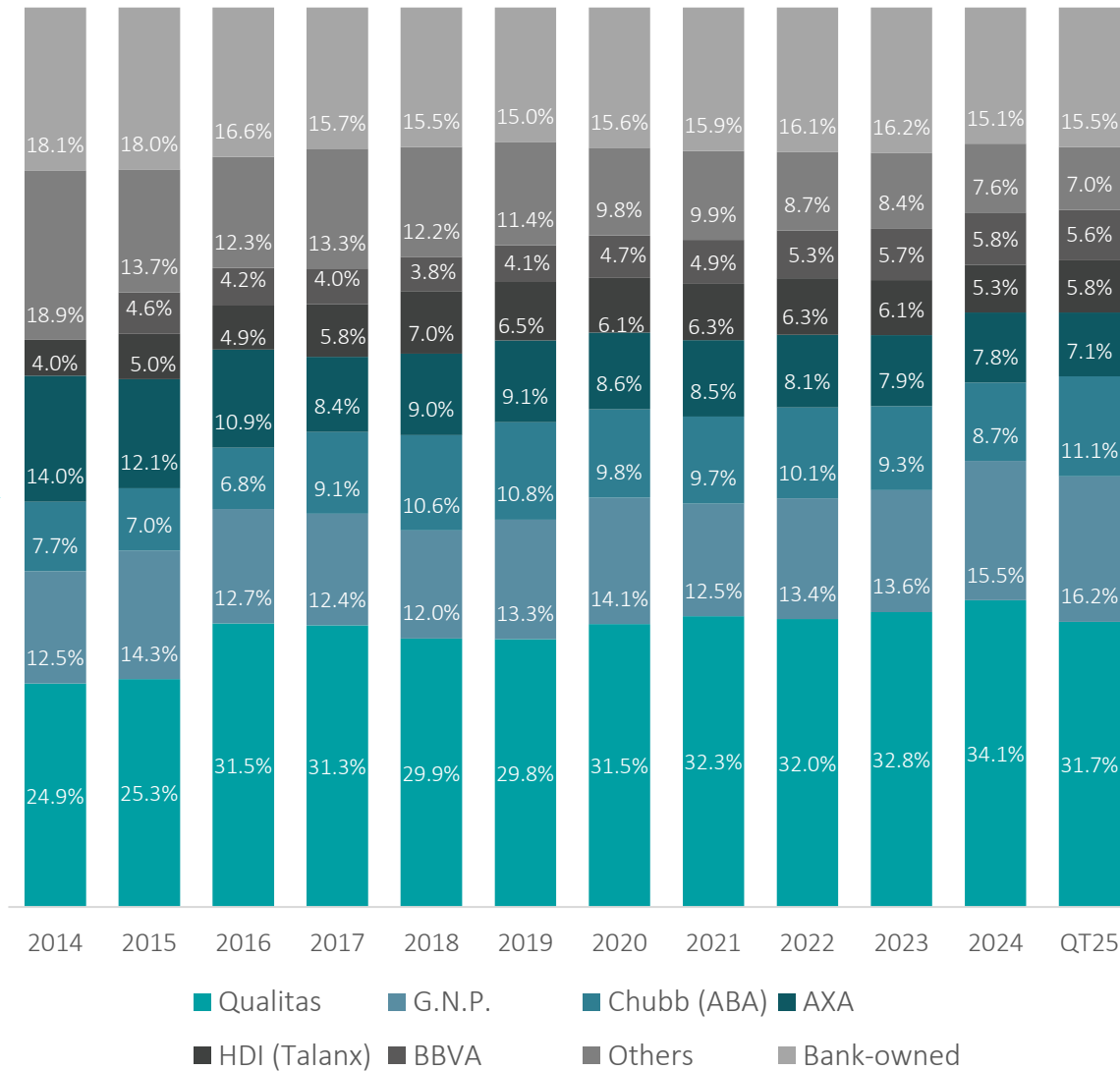
Return on investments



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

4. Industry landscape

Market share



Market share by segment



41.9% Trucks



16.1% Others



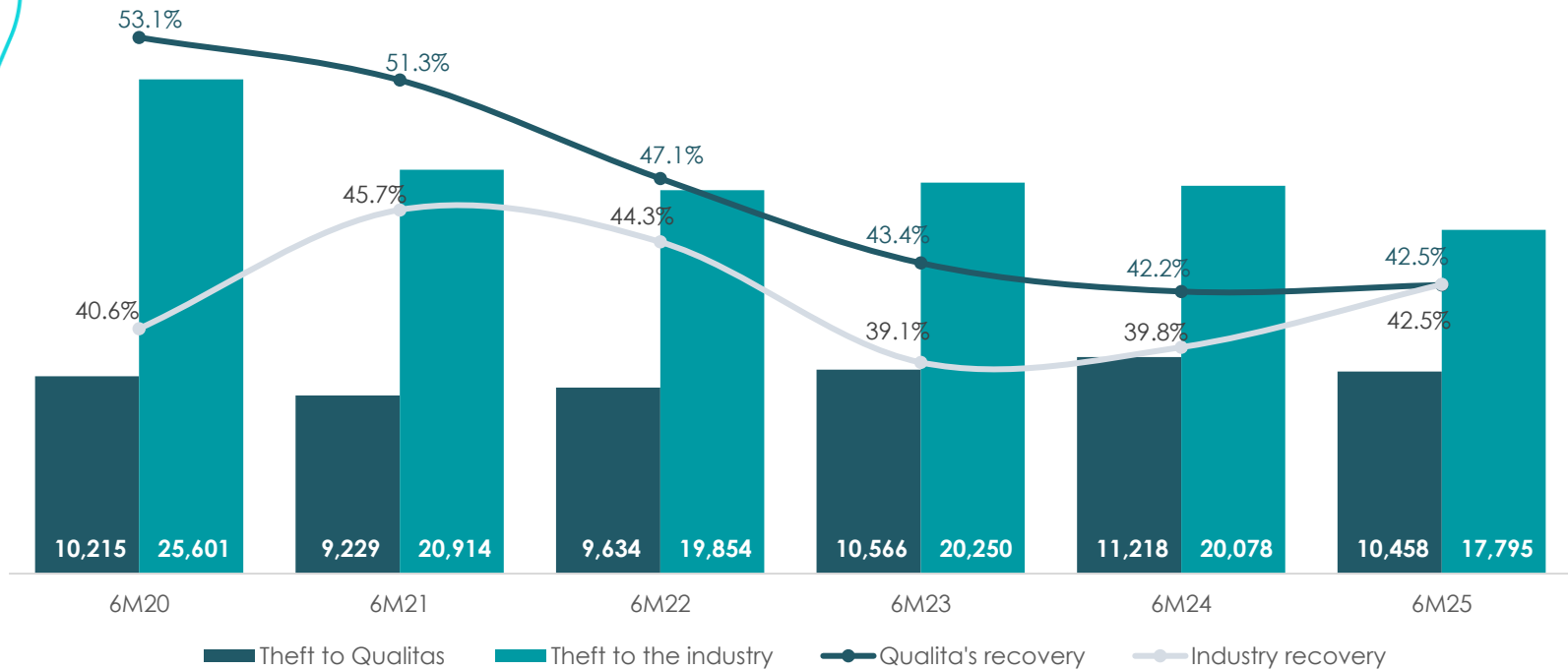
27.3% Cars



21.6% Tourist

4. Industry landscape

Auto theft and recovery in Mexico



Qualitas' recovery* **42.5%**, same as the **rest** of the industry

-11.4%

Theft to industry (exc. Q))

-6.8%

Theft to Q

+2.7%

Industry's recovery (exc. Q)

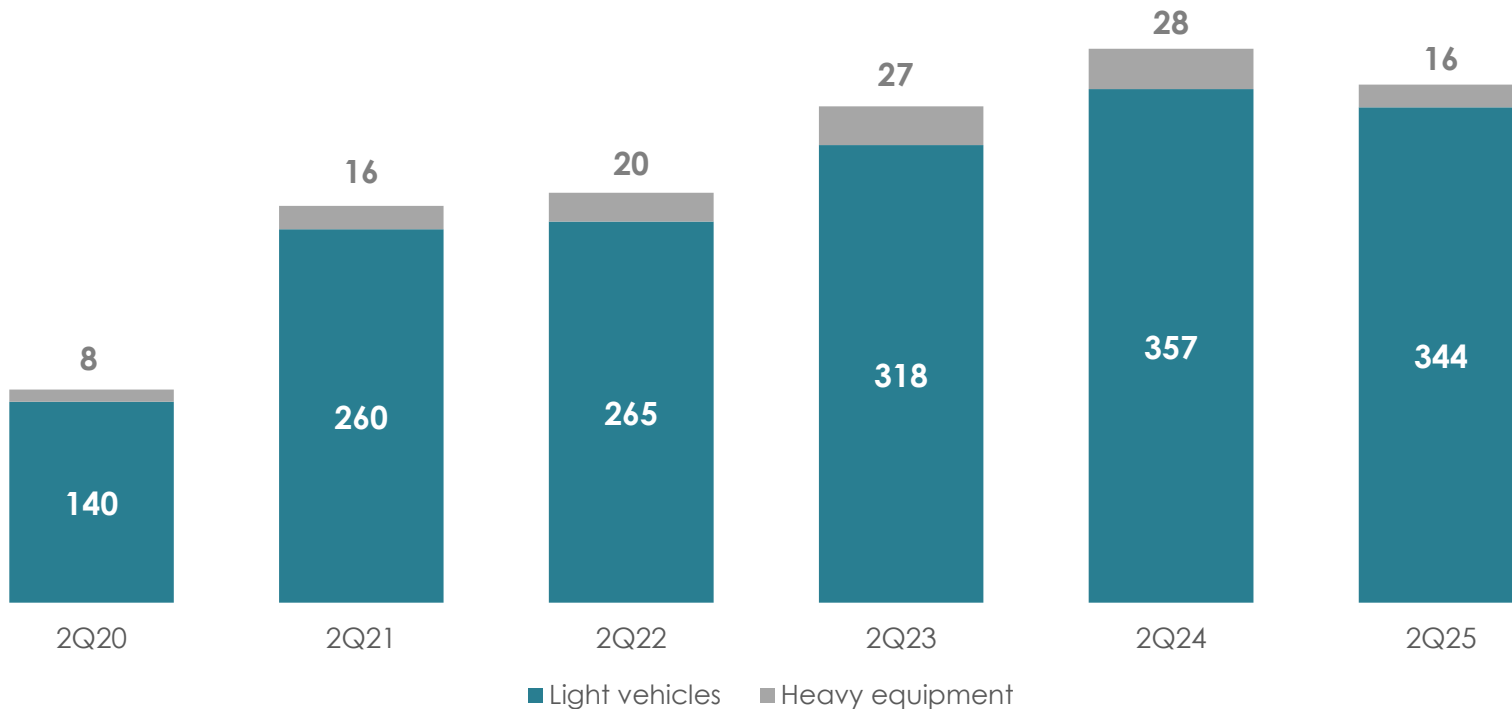
+0.28%

Qualitas' recovery

4. Industry landscape

New car sales in Mexico

- The quarterly sales of new units increased by -6.5% 2Q25 vs 2Q24 (light vehicles: -3.6%, heavy equipment: -43.0%)
- Chinese brands accounted for approximately ~7.4% of the total market as of the end of march, while hybrid, electric, and plug-in vehicles represented 9.3% of total light vehicle sales



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, BIVA Mid cap, DJS Mila Pacific Alliance Index and Indice GEI Bloomberg



400 million outstanding shares



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

Traded volume (daily average)

| | Traded volume* | Volume (MM USD) |
|------|----------------|-----------------|
| 3Q24 | 726,857 | \$6.3 |
| 4Q24 | 803,048 | \$6.1 |
| 1Q25 | 1,273,881 | \$11.5 |
| 2Q25 | 664,241 | \$6.9 |

Marketability index Mexican Stock Exchange

June 2025
16

Key value metrics

P/E
\$12.7

EPS 12M
\$15.1

P/BV
\$3.2



S&P Dow Jones Indices
A Division of S&P Global

MEMBER OF
Dow Jones Sustainability Indices
In Collaboration with RobecoSAM

FTSE BIVA



6. Financial highlights

| | Quarterly | | | Year to date | | |
|--------------------------------|--------------|--------------|--------------------|--------------|--------------|--------------------|
| Income Statement | 2Q25 | 2Q24 | Δ %/bp 25 vs 24 | 6M25 | 6M24 | Δ %/bp 25 vs 24 |
| Written premiums | 17,414 | 15,424 | 12.9% | 36,236 | 32,228 | 12.4% |
| Net written premiums | 17,396 | 15,398 | 13.0% | 36,123 | 32,183 | 12.2% |
| Earned premiums | 16,666 | 15,069 | 10.6% | 33,498 | 29,362 | 14.1% |
| Acquisition cost | 4,196 | 3,532 | 18.8% | 8,348 | 7,109 | 17.4% |
| Loss cost | 10,514 | 9,900 | 6.2% | 20,569 | 19,056 | 7.9% |
| Technical result | 1,956 | 1,638 | 19.4% | 4,582 | 3,197 | 43.3% |
| Operating expenses | 976 | 744 | 31.2% | 2,157 | 1,423 | 51.6% |
| Underwriting result | 980 | 894 | 9.6% | 2,425 | 1,774 | 36.7% |
| Comprehensive financial income | 1,218 | 1,136 | 7.3% | 2,751 | 2,194 | 25.4% |
| Investment income | 1,055 | 983 | 7.3% | 2,404 | 1,921 | 25.1% |
| Income Taxes | 791 | 646 | 22.5% | 1,624 | 1,347 | 20.6% |
| Net result | 1,407 | 1,383 | 1.7% | 3,552 | 2,621 | 35.5% |
| Cost ratios | | | | | | |
| Acquisition ratio | 24.1% | 22.9% | 118 | 23.1% | 22.1% | 102 |
| Loss ratio | 63.1% | 65.7% | (261) | 61.4% | 64.9% | (350) |
| Operating ratio | 5.6% | 4.8% | 78 | 6.0% | 4.4% | 154 |
| Combined ratio | 92.8% | 93.5% | (64) | 90.5% | 91.4% | (94) |
| Combined ratio adjusted* | 94.1% | 94.1% | 5 | 92.8% | 94.0% | (120) |
| Profitability ratios | | | | | | |
| Return on investments | 8.4% | 8.8% | (44) | 9.7% | 8.9% | 72 |
| ROE for the period | 22.0% | 25.0% | (300) | 22.1% | 25.1% | (303) |
| LTM ROE | 26.5% | 23.5% | 301 | 26.5% | 23.5% | 301 |

Figures in million of pesos

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

6. Financial highlights

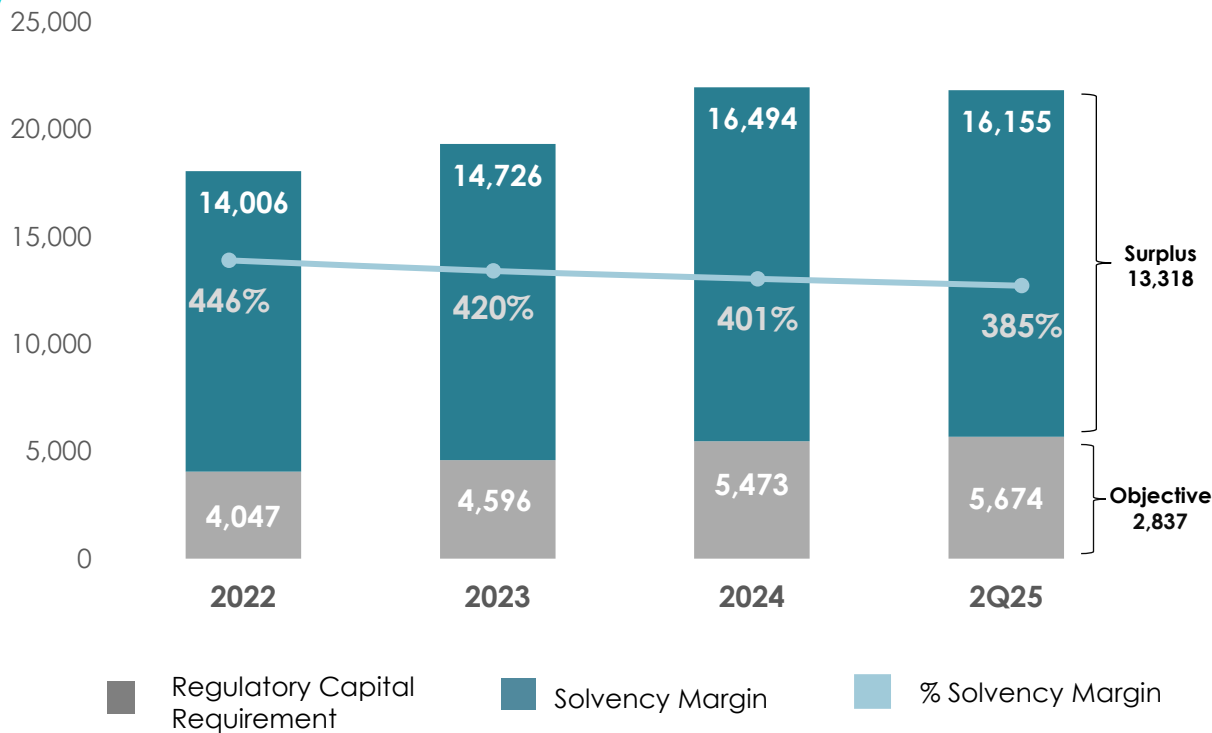
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| LTM ROE | 26.5% | 23.5% | 301 | 26.5% | 23.5% | 301 |

| Balance Sheet | 2025 | 2024 | Δ %/bp 25 vs 24 |
|-----------------------------------|---------|--------|--------------------|
| Assets | 110,835 | 93,637 | 18.4% |
| Investments & Real Estate | 53,163 | 47,301 | 12.4% |
| <i>Invested assets or float**</i> | 49,490 | 44,774 | 10.5% |
| Technical reserves | 61,526 | 52,380 | 17.5% |
| Total liabilities | 86,713 | 72,364 | 19.8% |
| Stockholders' equity | 24,122 | 21,274 | 13.4% |

Figures in million of pesos

*Invested assets (float)= Investments in securities + repurchase agreement receivables + net loan portfolio

6. Solvency margin



AGM 2025

The payment of a cash dividend in the amount of MXN 4,000,000,000, equivalent to \$10 pesos per share, was approved. It will be paid in two installments: \$5.0 pesos on May 7, 2025, and \$5.0 pesos on November 7, 2025



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