



Corporate presentation

4th quarter & FY2025



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Leaders for more than 18 years

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Value creation

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Our essence

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



~27,000
Agents



Risk, accident, and
fraud prevention.
Enhancing
efficiency



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



600
248 service
offices and 352
ODQ's



Leaders of **ESG**
criterion
incorporation

1. Corporate structure

VERTICAL INTEGRATION:

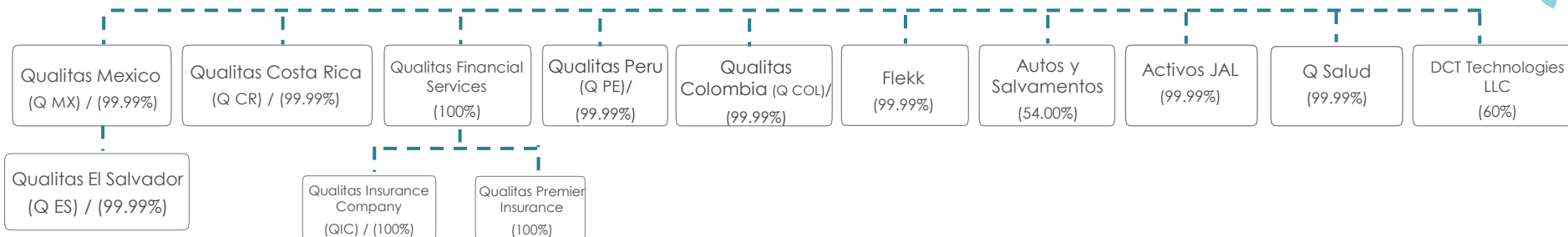
It allows us to optimize costs, enhance risk prevention and information analysis, as well as provide health solutions, to offer greater value to our clients and investors.

flekk

DCT Technologies LLC

AUTOS Y SALVAMENTOS

Q Salud



GEOGRAPHIC SUBSIDIARIES:

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

*QIC: 1.3%
%MKT: NA

*QMX: 95.5%
%MKT: 32.7%

*QES: 0.6%
%MKT: 15.3%

*QCR: 1.3%
%MKT: 15.2%*

*QCOL: 0.3%
%MKT: 0.3%*

*QP: 0.9%
%MKT: 7.5%

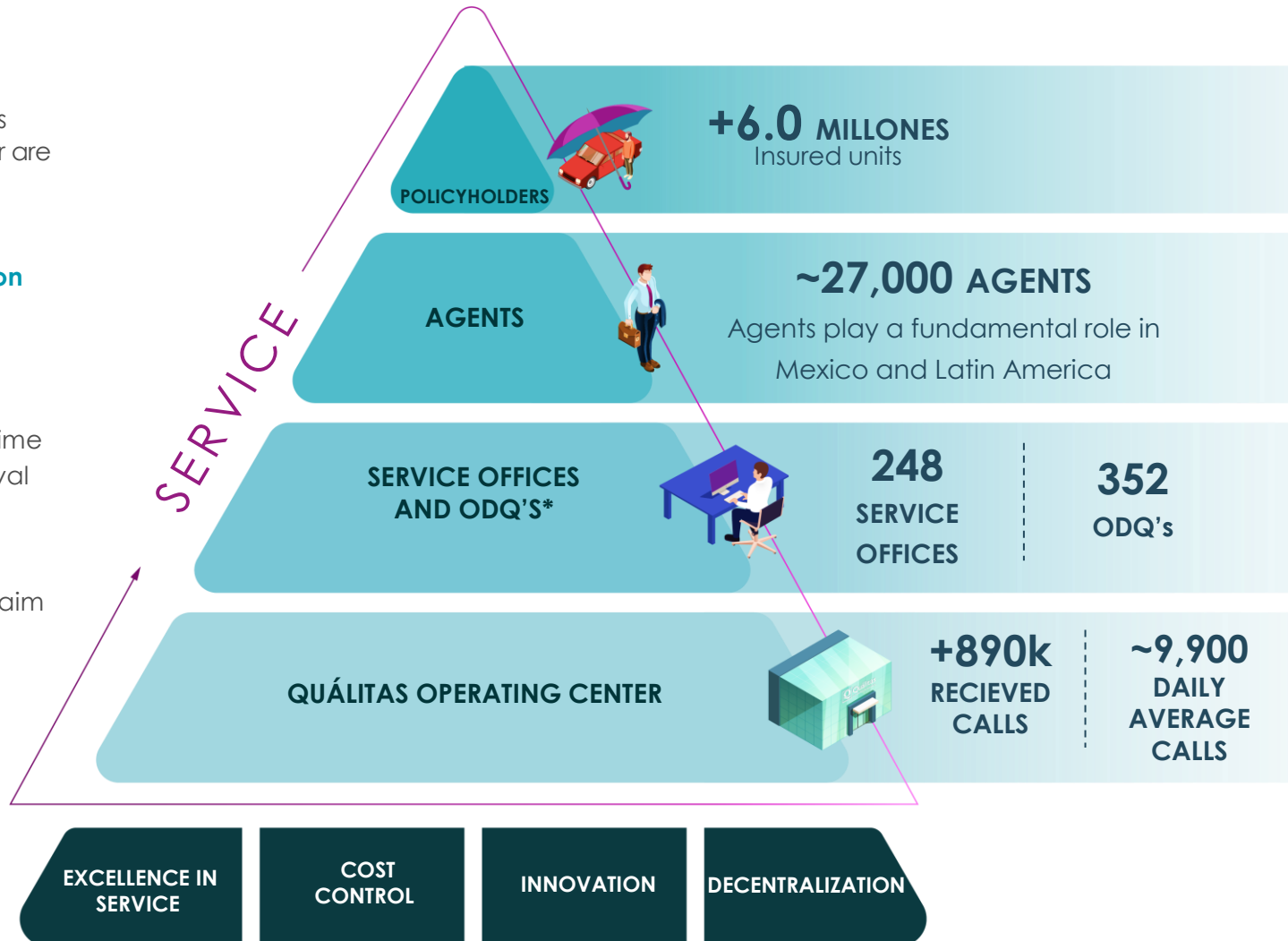
1. Quálitas' DNA

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 and recovery program
- 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 29% of claims 4Q25
- Disposable apps for vehicle inspection, vial assistance, live track of claim officers and crane services.
- Agents' Portal 360
- App IOS and Android: **QMóvil**

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

- ~37% of out fleet is hybrid
- **Solar panels** in specific service offices
- Annual reforestation campaign
- ~90% of our processes are paperless

S

Social

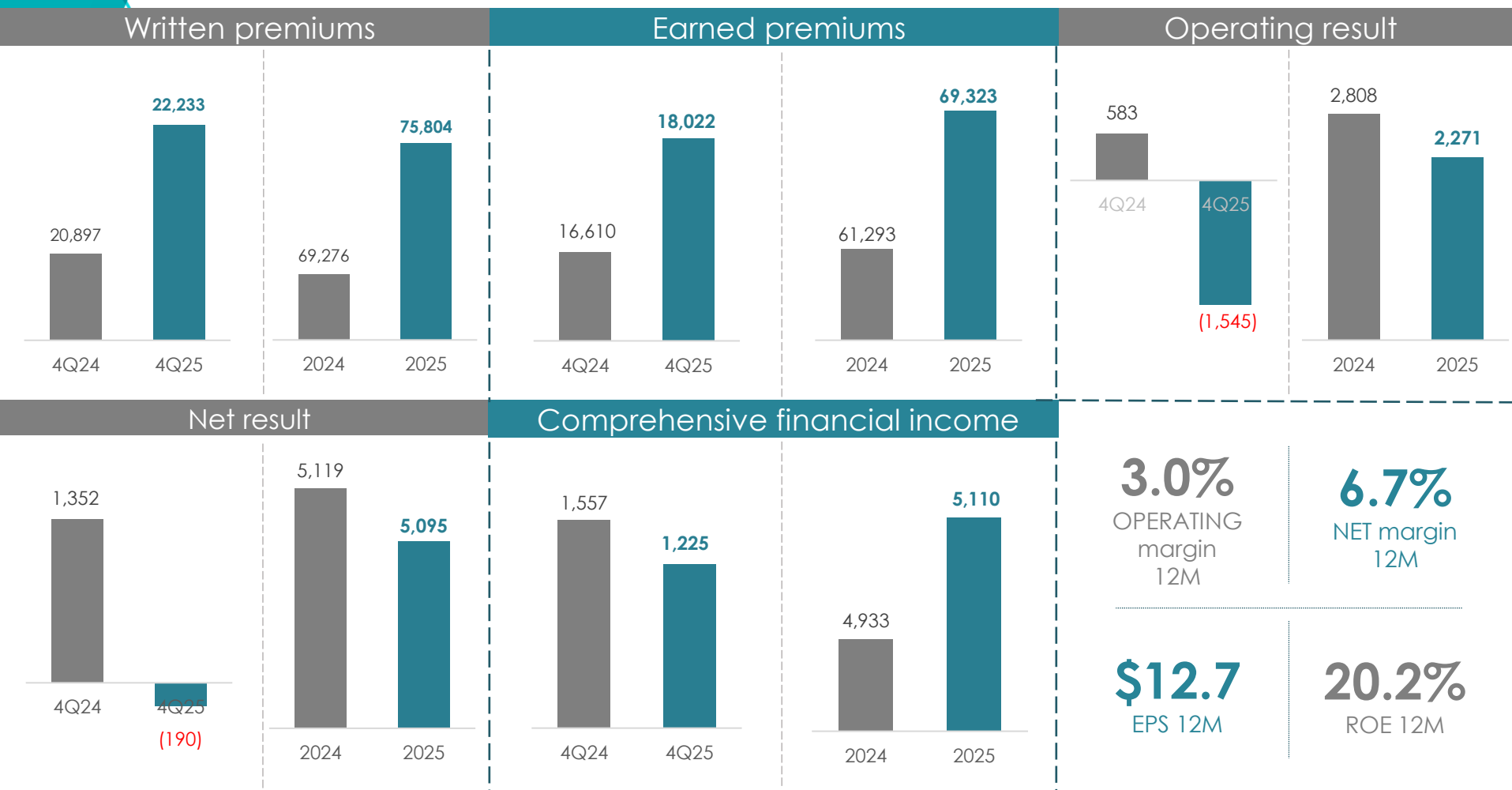
- **Awareness program** “Conducta Vial Quálitas (CVQ)” for responsible driving behavior <http://conductavialqualitas.com.mx>
- Annual support to + **50 NGO 's**
- “Qualitas con México, juntos cambiando vidas” **donation campaign**

G

Governance

- **Women in Qualitas:** 42% of total employees, 36% of directors and 17% of Board Directors.
- 58% of the members of the BoD are **independent**.

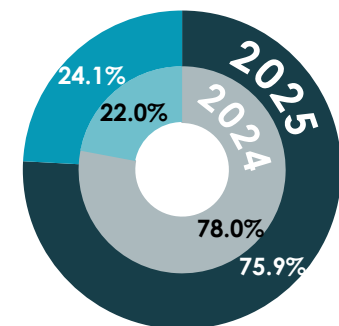
3. Value creation



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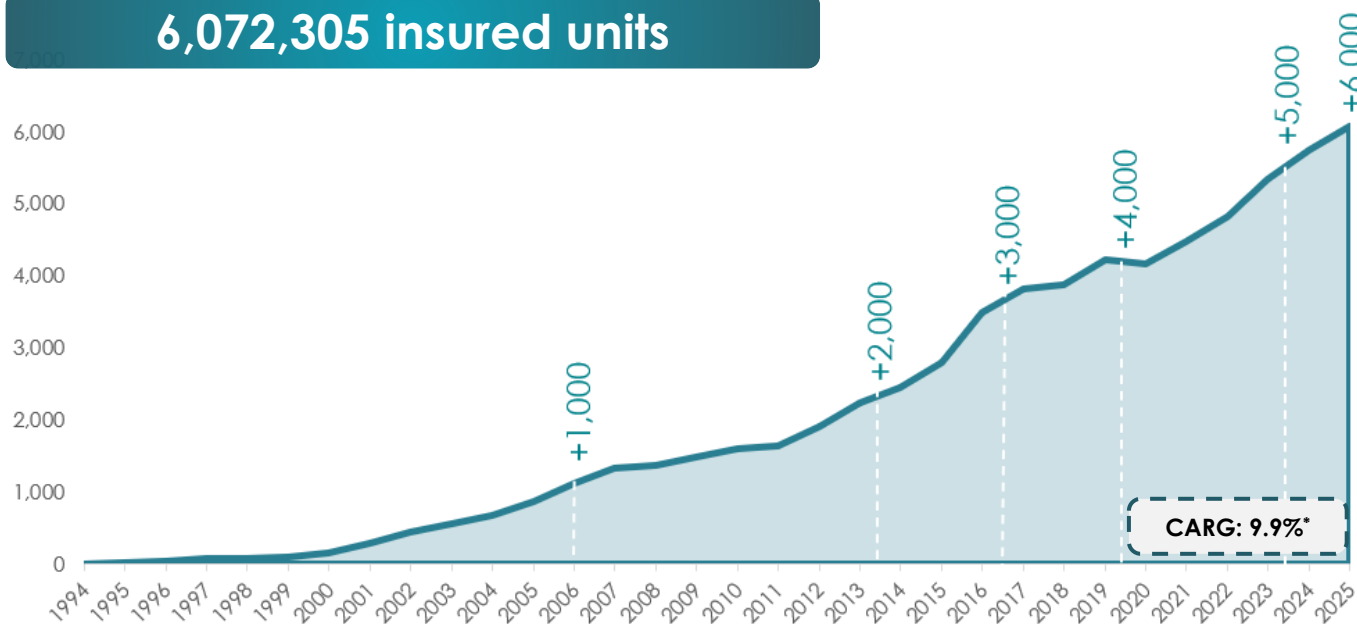
Premiums and insured units

| Business line | 4Q25 | 4Q24 | Δ %/bp 25 vs 24 | 2025 | 2024 | Δ %/bp 25 vs 24 |
|------------------------|---------------|---------------|--------------------|---------------|---------------|--------------------|
| Traditional | 13,948 | 14,478 | (3.7%) | 48,149 | 46,842 | 2.8% |
| Individual | 7,266 | 7,281 | (0.2%) | 27,886 | 25,904 | 7.7% |
| Fleets | 6,681 | 7,197 | (7.2%) | 20,263 | 20,938 | (3.2%) |
| Financial institutions | 7,282 | 5,626 | 29.4% | 23,729 | 19,050 | 24.6% |
| Foreign subsidiaries | 969 | 800 | 21.1% | 3,759 | 3,358 | 11.9% |
| Total | 22,233 | 20,897 | 6.4% | 75,804 | 69,276 | 9.4% |



■ Annual ■ Multiannual

6,072,305 insured units

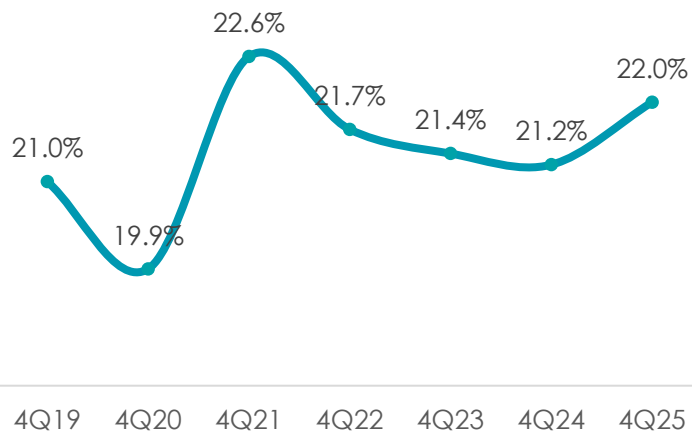


Premiums in million MXN
Insured units in thousand
CAGR from the last 5 years
Some figures may vary given the consolidation effects

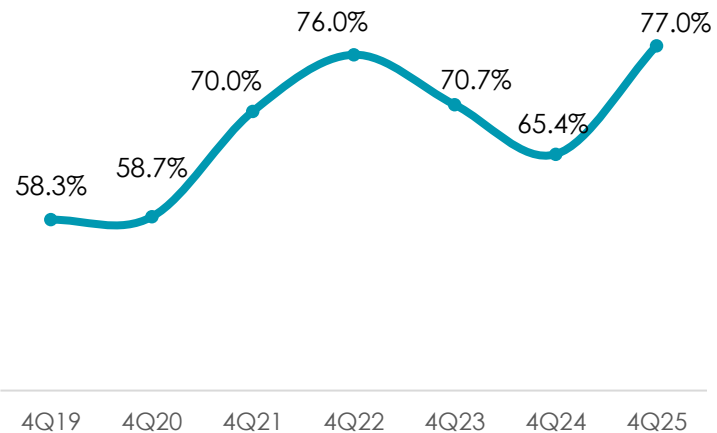
3. Value creation

Ratios

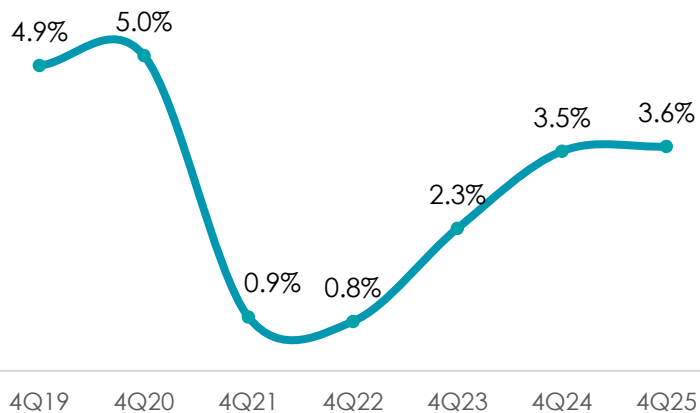
Acquisition



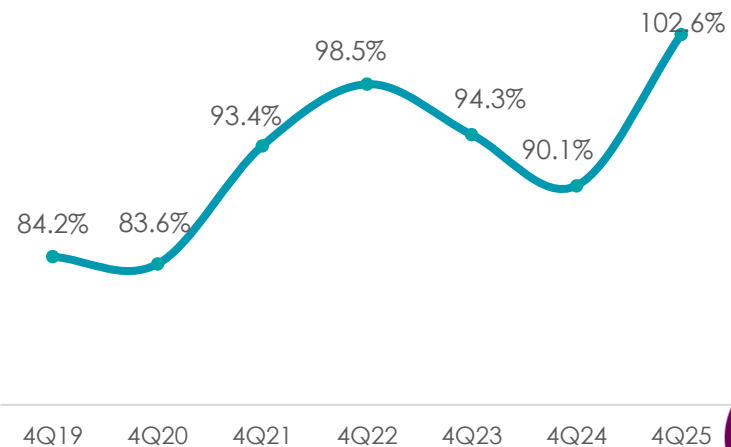
Loss



Operating



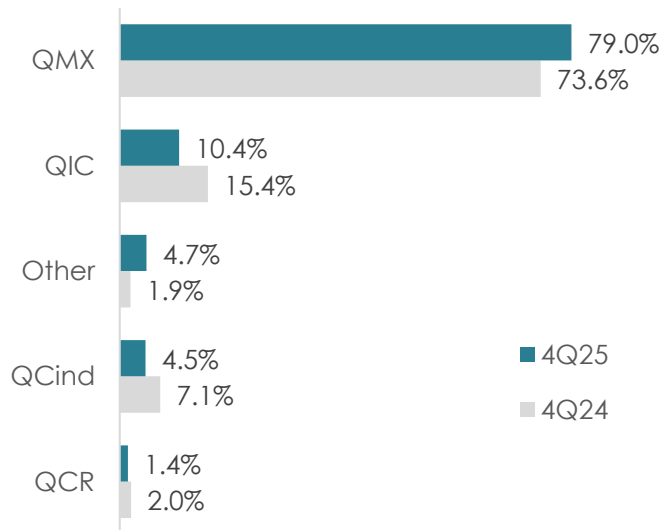
Combined



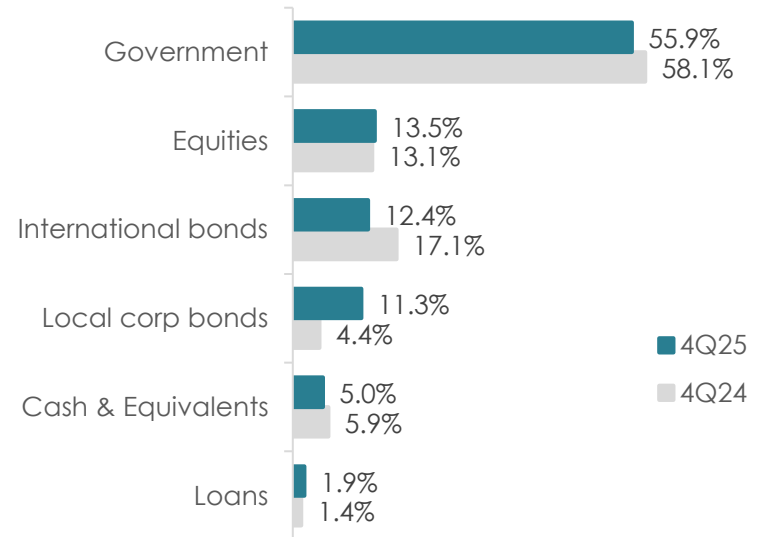
3. Value creation

Premiums and insured units

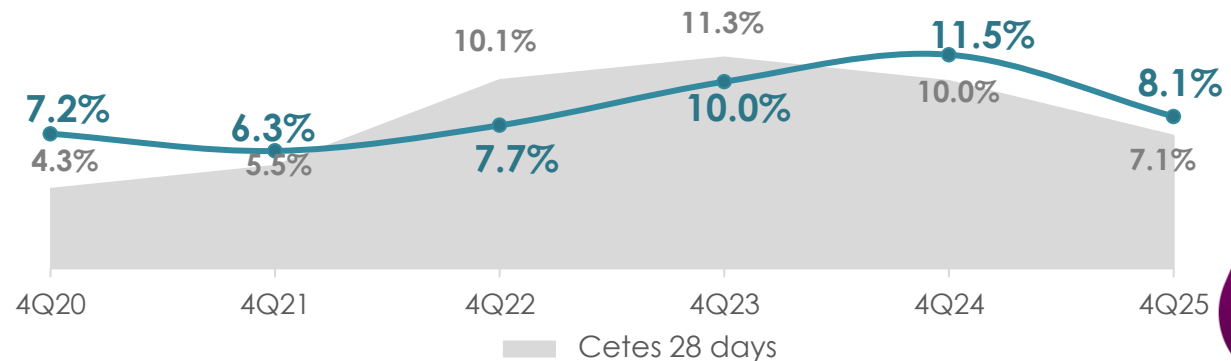
Total portfolio



Portfolio by subsidiary



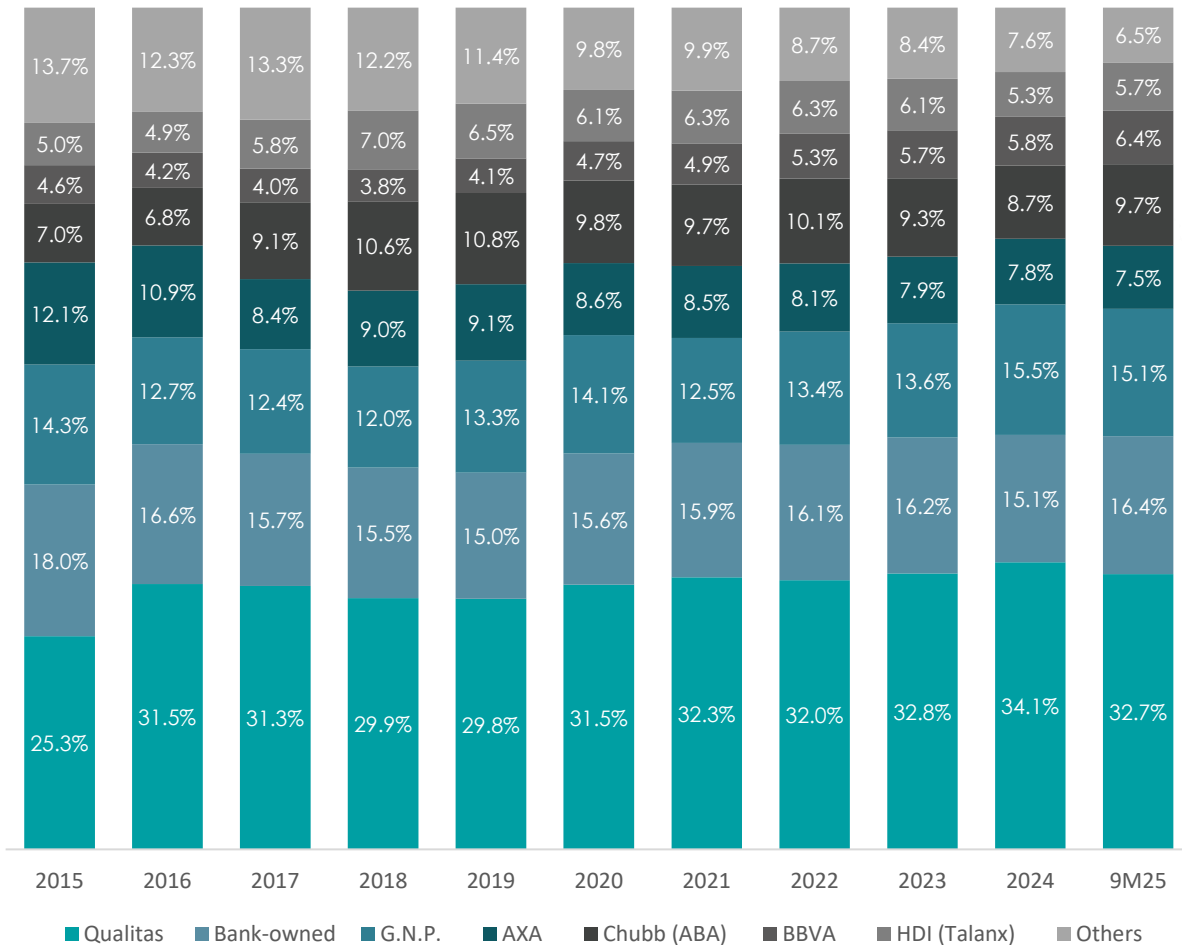
Return on investments



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

4. Industry landscape

Market share



Market share by segment



43.6% Trucks



27.1% Cars



23.0% Tourist

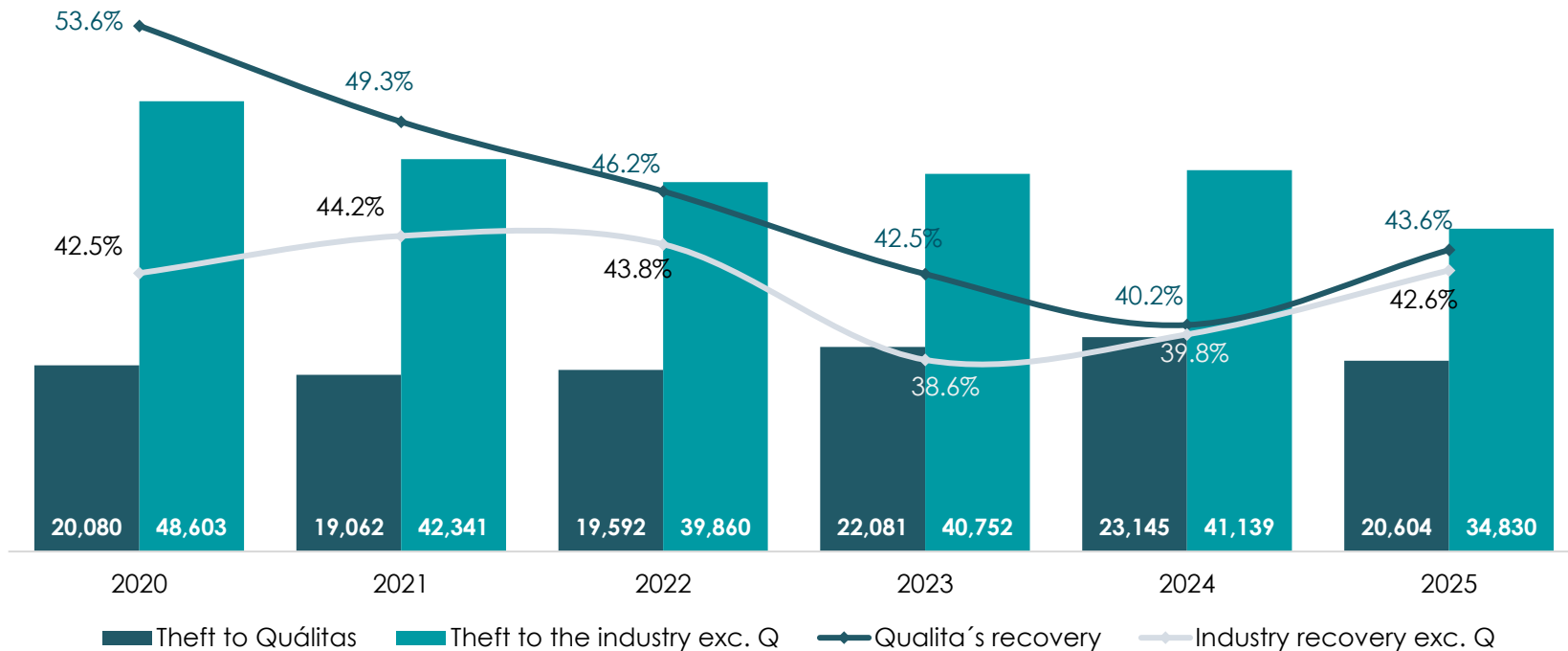


23.5% Others

4. Industry landscape

Theft and recovery in Mexico

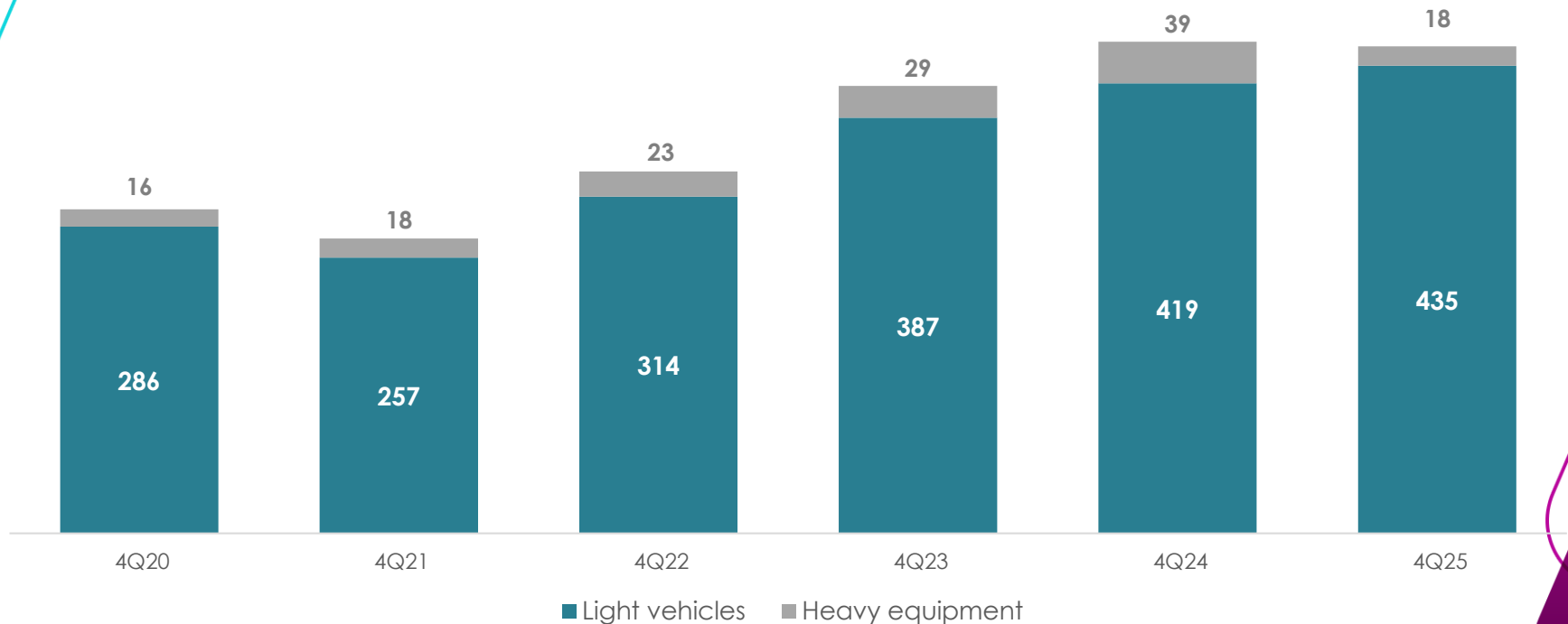
- 12M25 Theft: 11.0% decline for Quálitas vs. 15.3% for the rest of the industry.
- Quálitas recovery rate: 43.6%, 100 bps above the rest of the industry.



4. Industry landscape

New car sales in Mexico

- Total new unit sales declined 0.9% in 4Q25 vs. 4Q24 (light vehicles: +3.9%, heavy vehicles: -53.1%).
- Chinese brands accounted for 9.4% of total light vehicles in 2025, while hybrid, electric, and plug-in vehicles represented 9.6% of annual light vehicle sales.
- 2026 estimates: Light vehicles ~1.6 million units (range: 0.2% to 2.0%) and heavy vehicles ~42 thousand units (9.4%).



Source: AMDA, total light and heavy vehicle units
Figures in thousands of units
BYD and Tesla do not report figures
As of June 2025, Chirey and Jetour stopped reporting

5. Our stock

Q* stock performance



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



- Included in 5 indexes: S&P/BMV IPC, Total Mexico ESG, S&P/BMV Rentable, BIVA Mid cap and GEI Bloomberg Index



- 400 millions 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) |
|------|----------------|-----------------|
| 3Q25 | 669,843 | \$6.2 |
| 4Q25 | 1,330,922 | \$11.4 |

Marketability index Mexican Stock Exchange

Dic 2025
12

Key value metrics

P/E
\$14.7

EPS 12M
\$12.7

P/BV
\$2.9



6. Financial highlights

| | Quarterly | | | Year to date | | |
|--------------------------------|----------------|--------------|--------------------|--------------|--------------|--------------------|
| Income Statement | 4Q25 | 4Q24 | Δ %/bp 25 vs 24 | 2025 | 2024 | Δ %/bp 25 vs 24 |
| Written premiums | 22,233 | 20,897 | 6.4% | 75,804 | 69,276 | 9.4% |
| Net written premiums | 22,216 | 20,883 | 6.4% | 75,681 | 69,202 | 9.4% |
| Earned premiums | 18,022 | 16,610 | 8.5% | 69,323 | 61,293 | 13.1% |
| Acquisition cost | 4,891 | 4,436 | 10.3% | 17,491 | 15,205 | 15.0% |
| Loss cost | 13,878 | 10,857 | 27.8% | 45,558 | 40,514 | 12.5% |
| Technical result | (747) | 1,317 | NA | 6,274 | 5,574 | 12.6% |
| Operating expenses | 798 | 734 | 8.7% | 4,003 | 2,766 | 44.7% |
| Underwriting result | (1,545) | 583 | NA | 2,271 | 2,808 | (19.1%) |
| Comprehensive financial income | 1,225 | 1,557 | (21.3%) | 5,110 | 4,933 | 3.6% |
| Investment income | 1,074 | 1,397 | (23.1%) | 4,450 | 4,335 | 2.7% |
| Income Taxes | (130) | 787 | NA | 2,286 | 2,623 | (12.8%) |
| Net result | (190) | 1,352 | NA | 5,095 | 5,119 | (0.5%) |
| Cost ratios | | | | | | |
| Acquisition ratio | 22.0% | 21.2% | 77 | 23.1% | 22.0% | 114 |
| Loss ratio | 77.0% | 65.4% | 1,164 | 65.7% | 66.1% | (38) |
| Operating ratio | 3.6% | 3.5% | 8 | 5.3% | 4.0% | 129 |
| Combined ratio | 102.6% | 90.1% | 1,249 | 94.1% | 92.1% | 205 |
| Combined ratio adjusted* | 108.6% | 96.5% | 1,208 | 96.7% | 95.4% | 131 |
| Profitability ratios | | | | | | |
| Return on investments | 8.1% | 11.5% | (331) | 8.7% | 9.6% | (84) |
| ROE for the period | (3.0%) | 22.2% | (2,517) | (2.9%) | 22.5% | (2,545) |
| LTM ROE | 20.2% | 22.1% | (190) | 20.2% | 22.1% | (190) |

Figures in millions MXN

*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.

6. Financial highlights

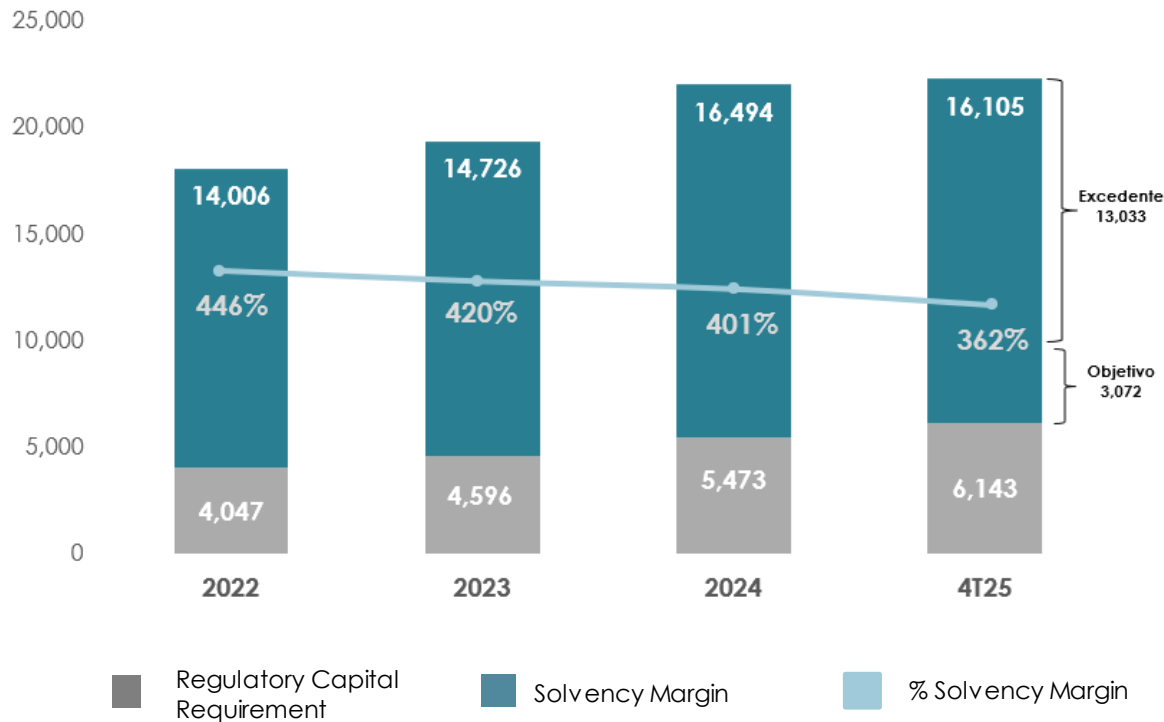
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| LTM ROE | 20.2% | 22.1% | (190) | 20.2% | 22.1% | (190) |

| Balance Sheet | 2025 | 2024 | Δ %/bp 25 vs 24 |
|-----------------------------------|---------|---------|--------------------|
| Assets | 121,936 | 108,134 | 12.8% |
| Investments & Real Estate | 57,099 | 52,094 | 9.6% |
| <i>Invested assets or float**</i> | 53,188 | 48,582 | 9.5% |
| Technical reserves | 65,260 | 59,301 | 10.0% |
| Total liabilities | 96,221 | 83,467 | 15.3% |
| Stockholders' equity | 25,716 | 24,667 | 4.3% |

Figures in millions MXN

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

6. Solvency margin



General Assembly 2025

The payment of a cash dividend in the amount of \$4,000,000,000 pesos, equivalent to \$10 pesos per share, was approved, and paid in two installments: \$5.0 pesos on May 9, 2025, and \$5.0 pesos on November 7, 2025.



Investor Relations

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