

# *CORPORATE PRESENTATION*

4Q20

# vesta



# DISCLAIMER

This presentation has been prepared by Corporación Inmobiliaria Vesta, S.A.B. de C.V. (“Vesta” or the “Company”) solely for use at this presentation.

This presentation was prepared solely for informational purposes and does not constitute, and is not to be construed as, an offer or solicitation of an offer to subscribe for or purchase or sell any securities.

This presentation is confidential to the recipient. Accordingly, any attempt to copy, summarize or distribute this presentation or any portion hereof in any form to any other party without the Company’s prior written consent is prohibited.

This presentation contains forward-looking statements. Examples of such forward-looking statements include but are not limited to: (i) statements regarding the Company’s results of operations and financial condition, including related projections; (ii) statements of plans, objectives or goals, including those related to the Company’s operations; and (iii) statements of assumptions underlying such statements. Words such as “aim,” “anticipate,” “believe,” “could,” “estimate,” “expect,” “forecast,” “guidance,” “intend,” “may,” “plan,” “potential,” “predict,” “seek,” “should,” “will” and similar expressions are intended to identify projections and forward-looking statements but are not the exclusive means of identifying such projections and statements. By their very nature, forward-looking statements involve inherent risks and uncertainties, both general and specific, and risks exist that the predictions, forecasts, projections and other forward-looking statements will not be achieved. Caution should be taken with respect to such statements and undue reliance should not be placed on any such forward-looking statements. Any forward-looking statements speak only as of the date of this presentation and the Company undertakes no obligation to update or revise any forward-looking statement, whether as a result of new information or future events or developments.

No representations or warranties, express or implied, are made as to, and no reliance should be placed on, the accuracy, fairness or completeness of the information presented or contained in this presentation. Neither the Company nor any of its affiliates, advisers or representatives or any of their respective affiliates, advisers or representatives, accepts any responsibility whatsoever for any loss or damage arising from any information presented or contained in this presentation. The information presented or contained in this presentation is current as of the date hereof and is subject to change without notice and its accuracy is not guaranteed. Neither the Company nor any of its affiliates, advisers or representatives make any undertaking to update any such information subsequent to the date hereof. This presentation should not be construed as legal, tax, investment or other advice.

Certain data in this presentation was obtained from various external data sources, and the Company has not verified such data with independent sources. Certain data was also based on the Company’s estimates. Accordingly, the Company makes no representations as to the accuracy or completeness of that data or the Company’s estimates, and such data and estimates involve risks and uncertainties and are subject to change based on various factors.

# Vesta's Snapshot



# Fully-integrated industrial real estate owner, operator and developer:



- ✓ Well positioned in Mexico, one of the world's most attractive manufacturing and distribution hubs.
- ✓ Internally managed company, with strict focus on shareholders' return.
- ✓ Market benchmark offering innovative and customized solutions.
- ✓ Disciplined development approach to capture specific supply chain segments, generating consistently higher returns.
- ✓ Multiple value drivers: continually balance portfolio investments, asset recycling, share buybacks and dividends.

## 188

Class A industrial properties located in Mexico's key trade corridors and manufacturing centers

31.2 million sf total GLA  
90.7% total occupancy rate  
31.09 million sf stabilized portfolio  
91.1% stabilized occupancy rate  
28.8 million sf same store portfolio  
92.7% same store occupancy rate



*Inventory buildings*

Buildings conform to standard industry specifications and are designed to be adapted for two or more tenants

## 39.5

million sf of land reserves

with potential to develop over  
17.8 million sf of incremental GLA



*Built-to-suit ("BTS")*

Buildings designed and built to meet the specific needs of clients.

## 177

Tenants

4.5 yrs average contract life<sup>1</sup>  
90% of contracts denominated in USD<sup>2</sup>  
85% of rental income denominated in USD

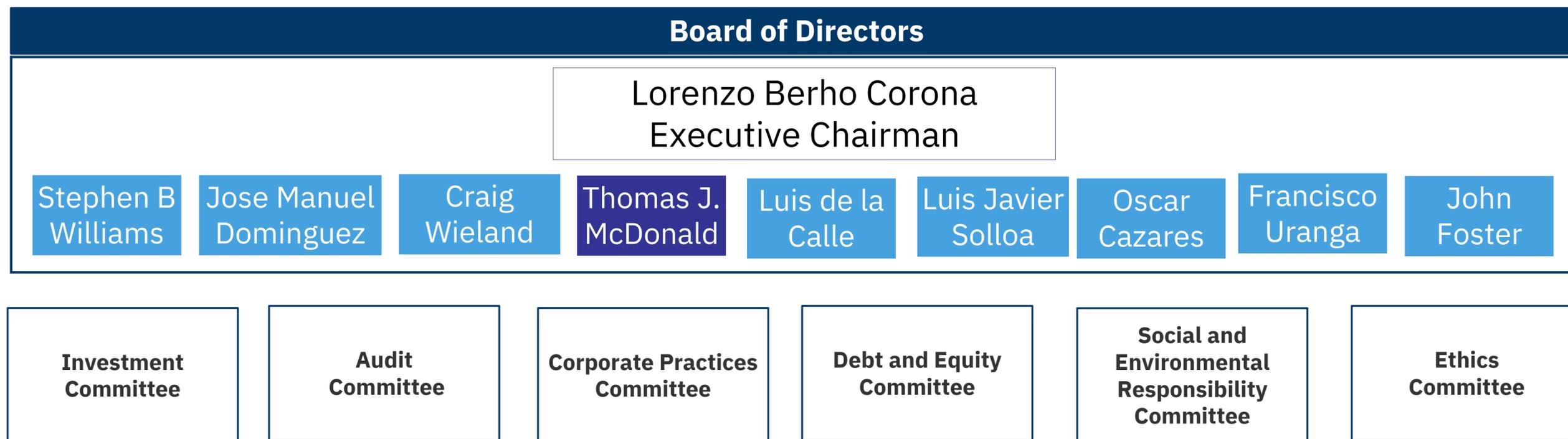


*Park-to-suit ("PTS")*

Custom-designed and built industrial parks that meet the specific needs of supply chains.

Note: Figures as of December 31, 2020.  
(1) In terms of occupied GLA.  
(2) Based on number of contracts.

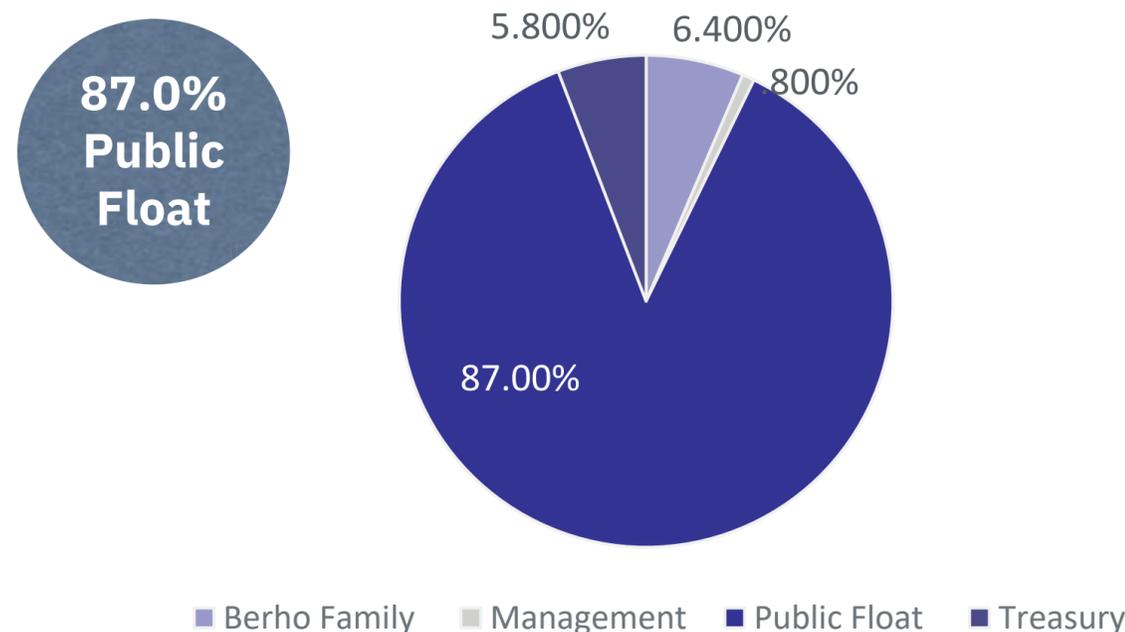
# Strong corporate governance with best-in-class governance practices, since inception



## Solid governance standards

- 10** Board members
- 80%** independent members
- 100%** Committees chaired by independent Board members
- Single Class of shares

## Shareholder structure<sup>1</sup>



# *Highlights*

1

Record-high results

2

Resilient balance sheet

3

Growth per share

4

Consistent dividend growth

5

Maximizing our stabilized portfolio

6

Level 3 Strategy

7

Attractive discount

8

Vesta Parks development strategy

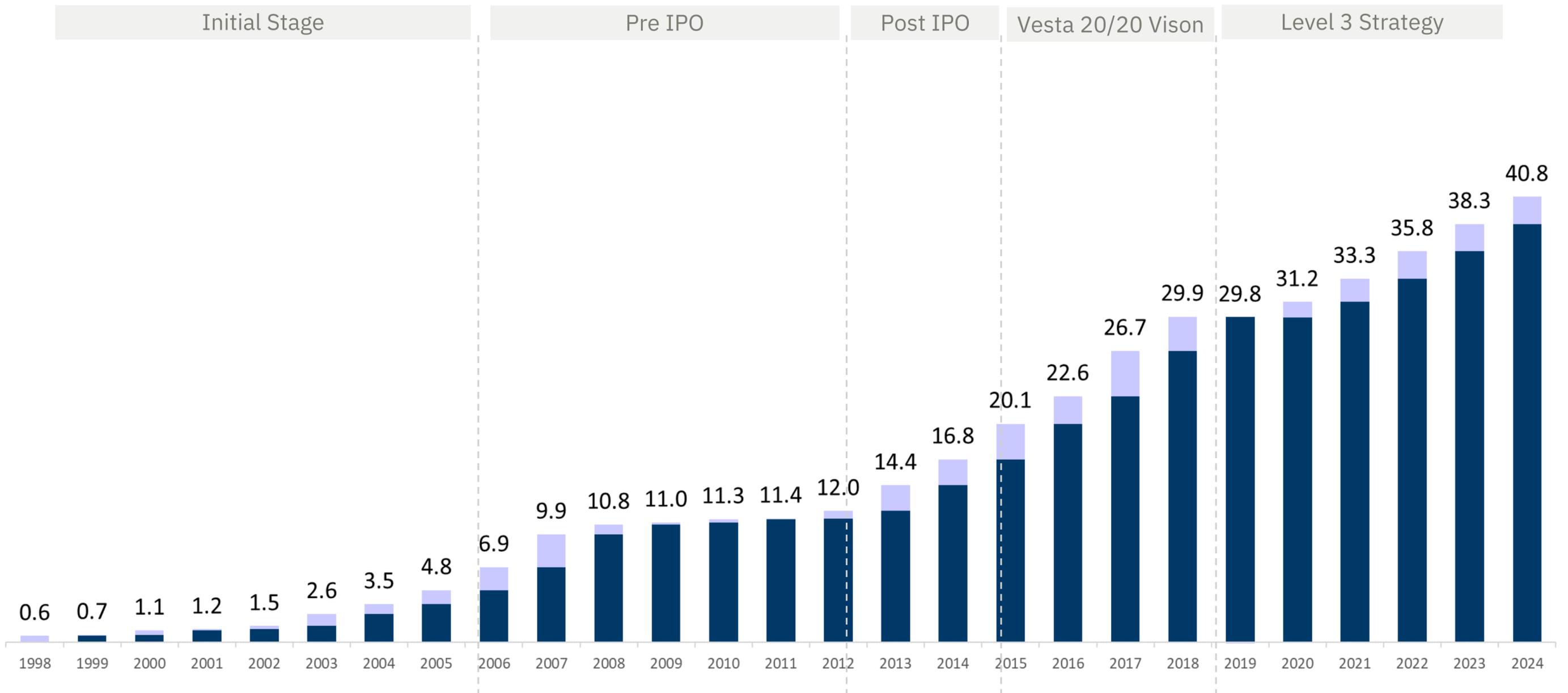
9

Strong Commitment and Focus on ESG

*Record-high Results*



# Strong foundation built and proved across key milestones that have consistently accelerated growth

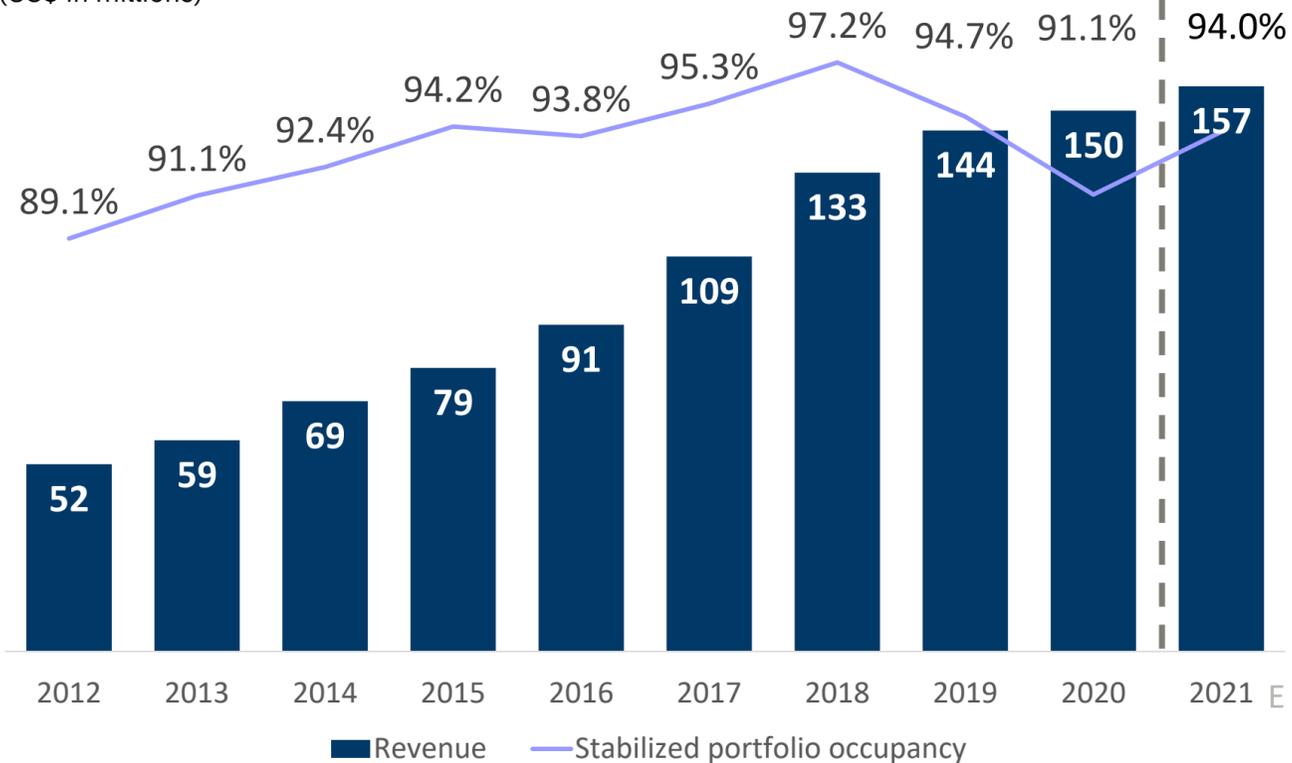


As of December 31, 2020 GLA was 31.2 million sf

# Stable and predictable cash flows and profitability

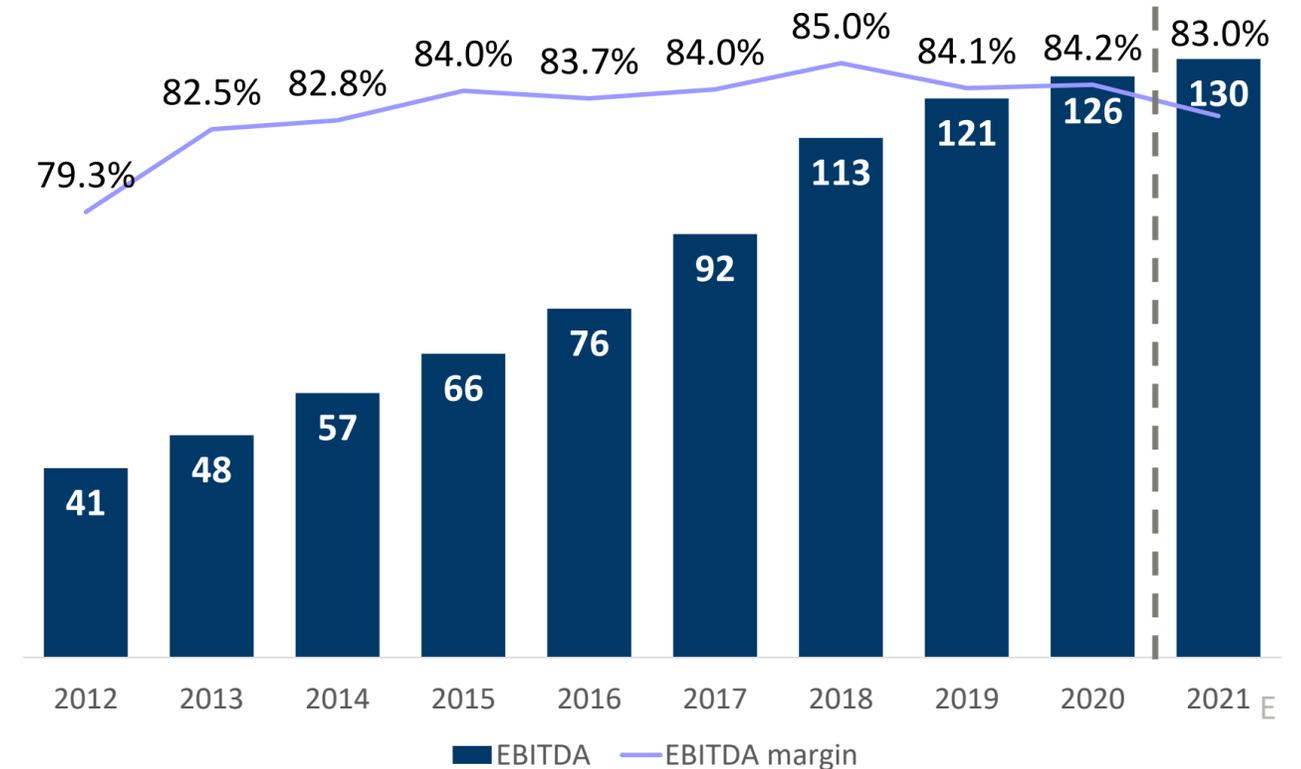
## Highly predictable rental income & stable occupancy rates

(US\$ in millions)



## Strong EBITDA growth with low margin volatility<sup>1</sup>

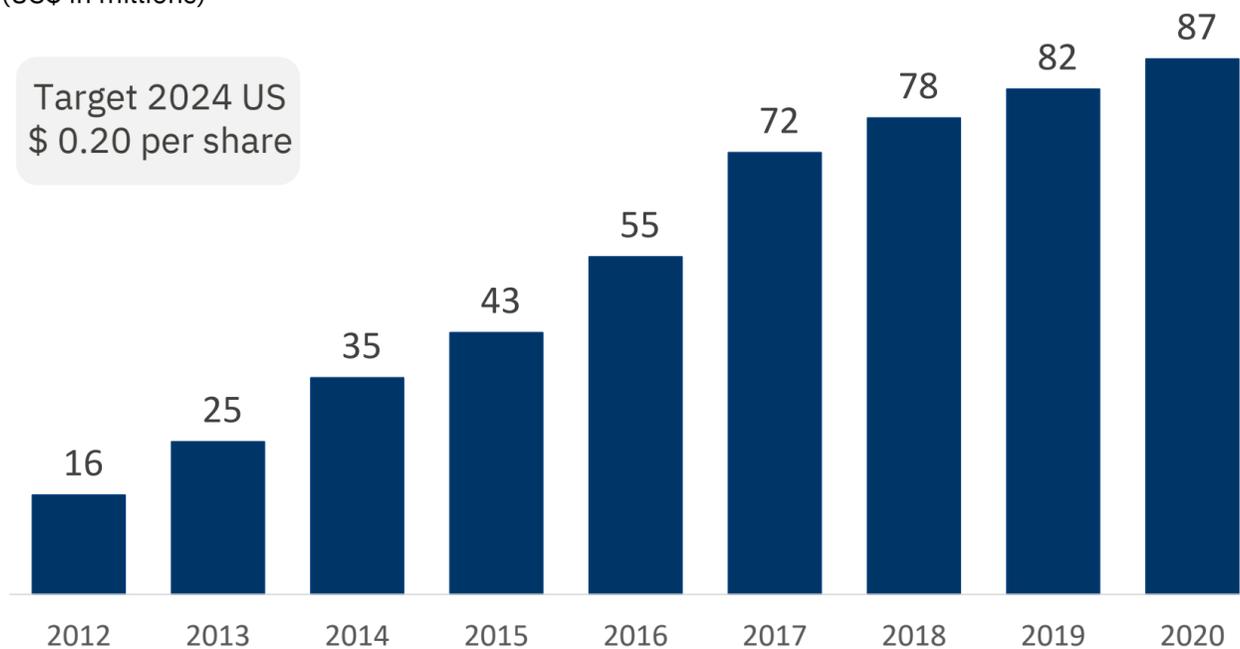
(US\$ in millions)



## Sustainable Adj FFO Growth<sup>2</sup>

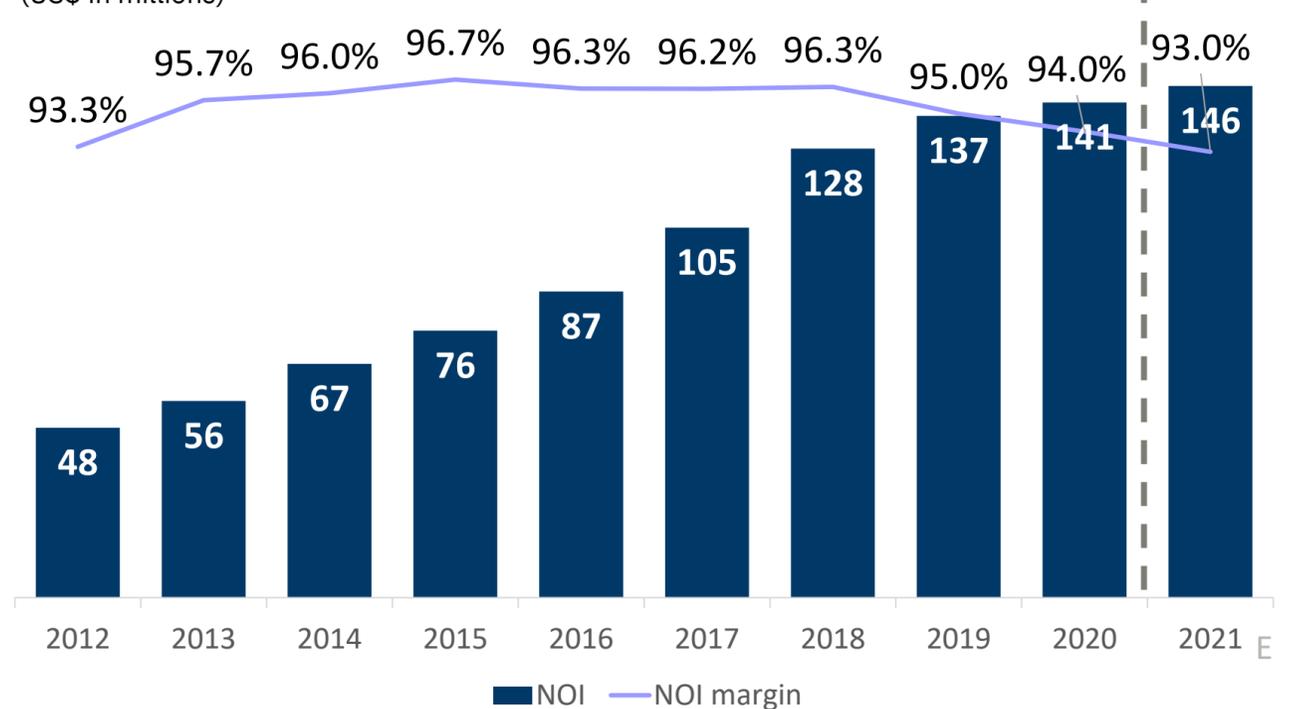
(US\$ in millions)

Target 2024 US \$ 0.20 per share



## Best in class NOI margin<sup>3</sup>

(US\$ in millions)



Figures as of December 31, 2020

(1) EBITDA is defined as gross profit minus property operating costs (both for the properties that generated income during the year and for those that did not) and minus administration expenses.

(2) AFFO is defined as EBITDA less finance costs less transaction costs on debt issuance. Expressed in pretax terms for comparative purposes.

(3) NOI is defined as rental income minus the operating cost for the investment properties that generated income

(4) EBITDA and NOI margins base on guidance 2021

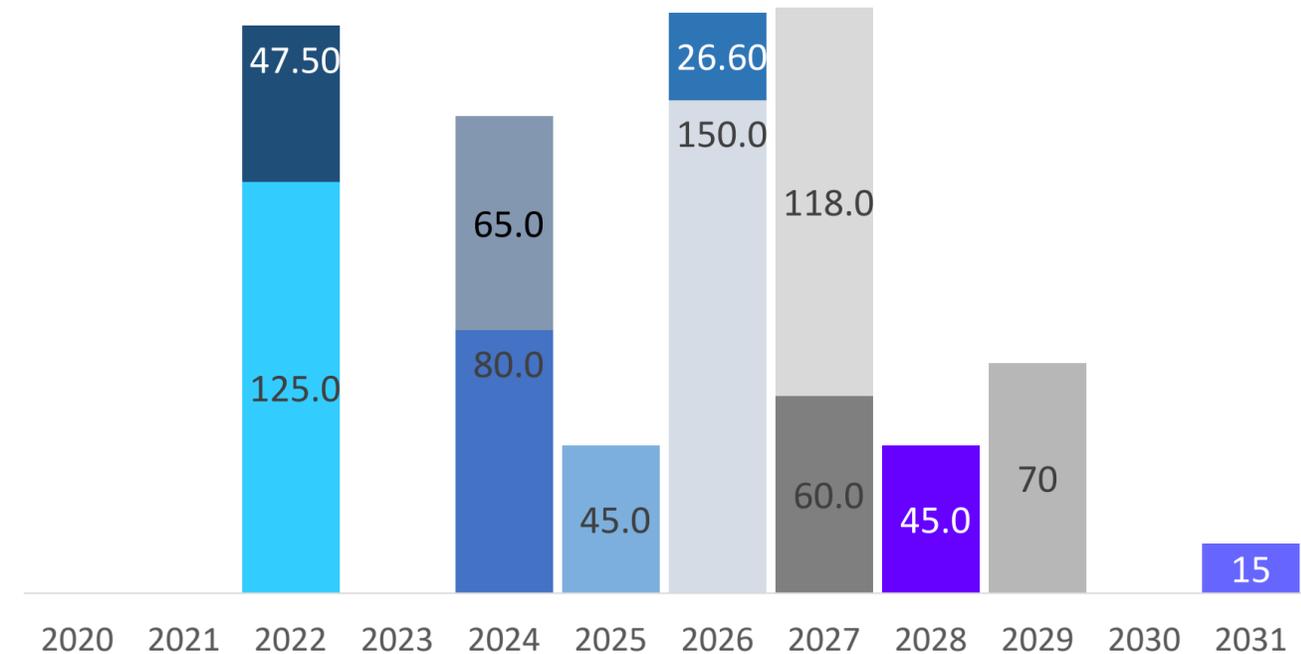
*Resilient  
Balance Sheet*



# Long-term debt at fixed rates, with sound liquidity position...

	31/12/2020	Rate	Maturity
<b>Secured Debt</b>			
MetLife I	\$47.5	4.35%	Apr-22
MetLife II	\$150.0	4.55%	Aug-26
MetLife III	\$118.0	4.75%	Nov-27
MetLife Top Off	\$26.6	4.75%	Aug-26
<b>Total Secured Debt</b>	<b>\$342.1</b>		
<b>Unsecured Debt</b>			
2017 Private Bond			
Tranche 1	\$65.0	5.03%	Sep-24
Tranche 2	\$60.0	5.31%	Sep-27
2018 Prudential Insurance Company			
Tranche 1	\$45.0	5.50%	May-25
Tranche 2	\$45.0	5.85%	May-28
2019 Private Bond			
Tranche 1	\$70.0	5.18%	Jun-29
Tranche 2	\$15.0	5.28%	Jun-31
Syndicated Loan	\$80.0	3.55%	Jul-24
Revolver Line	\$125.0	2.36%	Aug-22
<b>Total Unsecured Debt</b>	<b>\$505.0</b>		
<b>Total Debt</b>	<b>\$847.1</b>	<b>4.43%</b>	<b>5.1 years</b>
Common Equity (@ MXN\$34.1/share as of 06/30 @ MXM\$22.97/Ex.Rate)	\$1,097		
<b>Total Market Capitalization</b>	<b>\$1,944</b>		
Less: Cash and Cash Equivalents	\$121		
<b>Total Enterprise Value (TEV)</b>	<b>\$1,823</b>		
LTV	37.6%		
Net Debt / Total Assets	32%		
Secured Debt / Total Assets	15%		
Unsecured Debt/Total Assets	22%		
Net Debt / EBITDA	5.8x		
Encumbered Assets	34%		

5.1 years average maturity & 4.4% average interest rate

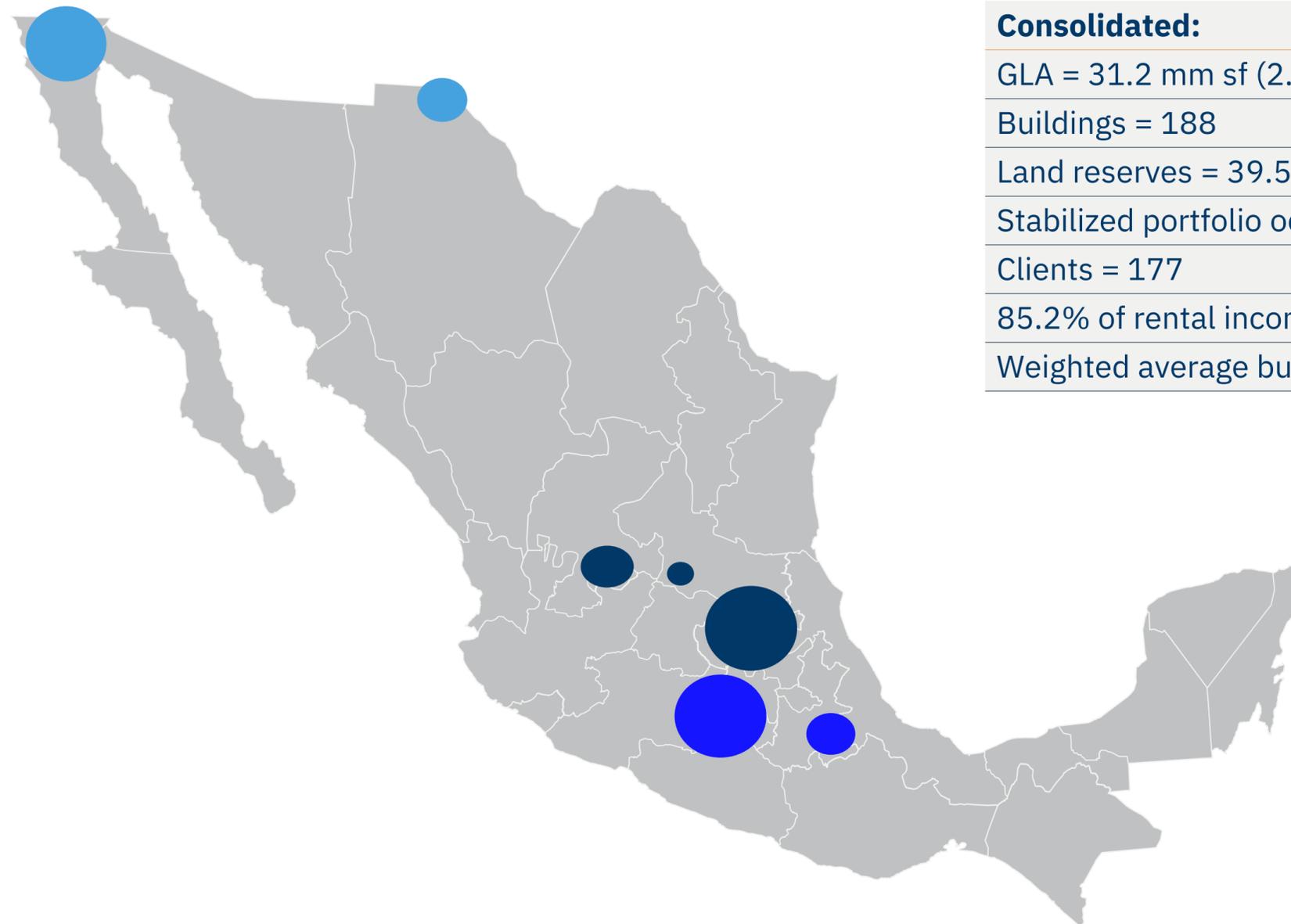


## Sound liquidity position

- ✓ **Cash reserves:**
  - US\$ 121 M as of December 31, 2020
- ✓ **Idle debt capacity:**
  - Current LTV of 38% vs 40% maximum leverage internal policy
- ✓ **Revolver line:**
  - Revolver lines of US\$ 150 M with 2022 maturity
  - The revolver has been disposed during 2020 as a precautionary measure
- ✓ **Fitch credit rating of BBB-**
- ✓ **Average annual CAPEX of US\$ 120 M**

# ...one of the largest and most modern industrial portfolios in Mexico...

(As of December 31, 2020, % of GLA)



<b>Consolidated:</b>
GLA = 31.2 mm sf (2.90 mm m <sup>2</sup> )
Buildings = 188
Land reserves = 39.5 mm sq.ft (3.6 mm m <sup>2</sup> )
Stabilized portfolio occupancy 4Q20 = 91.1%
Clients = 177
85.2% of rental income is denominated in USD
Weighted average building age = 9.1 years

## North 30%

Surface area sq. ft: 9,078,485  
 Number of buildings: 70  
 Number of clients: 71  
 Land bank acres: 107.17

## Bajío 48%

Surface area sq. ft: 15,182,807  
 Number of buildings: 84  
 Number of clients: 74  
 Land bank acres: 791.38

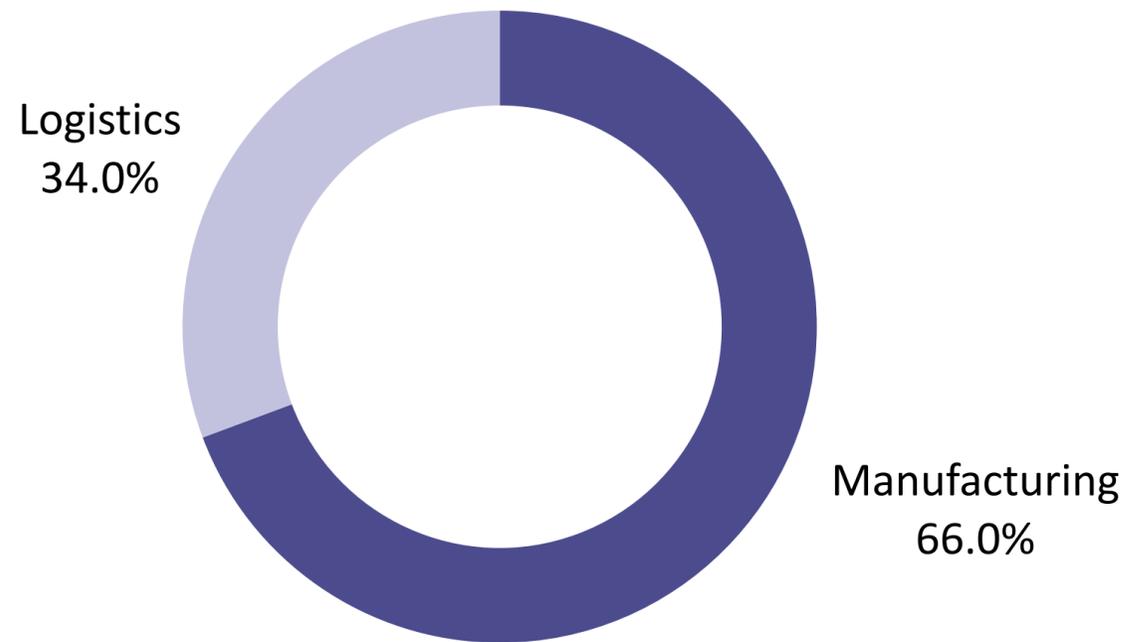
## Central 22%

Surface area sq. ft: 6,959,744  
 Number of buildings: 34  
 Number of clients: 31  
 Land bank acres: 7.63

# ...high-quality client base increasingly diversified by industry and geography with balanced combination of growth and defensive sectors ...

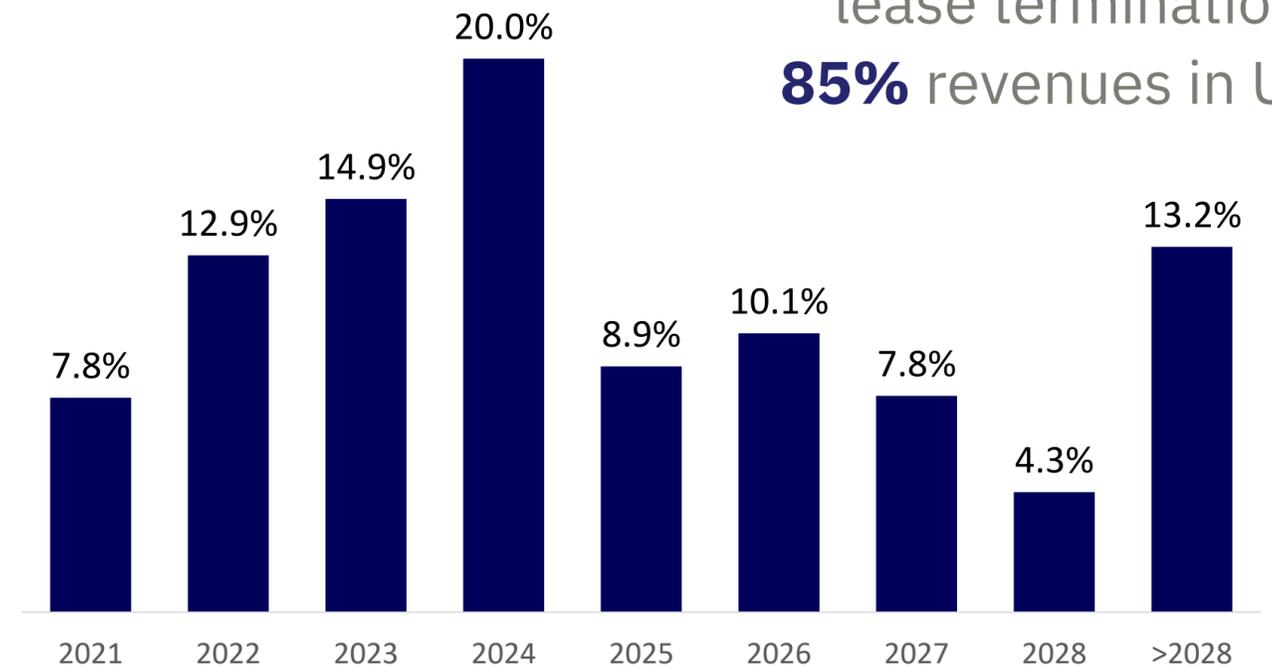
## Balanced portfolio use

(% of Occupied GLA, as of December 31, 2020)



## Long-term and staggered lease maturity profile<sup>1</sup>

(% of Occupied GLA, as of December 31, 2020)



**4.5 yrs** weighted average lease termination<sup>2</sup>

**85%** revenues in USD

## Well diversified portfolio of tenants

Country										
Tenant										
% of GLA	5.8%	4.2%	3.9%	3.6%	3.4%	2.2%	2.0%	1.8%	1.6%	1.6%
Lease term remaining <sup>3</sup>	4	6	7	8	4	11	5	4	4	4
Credit rating	Aa3	Baa3	NA	NA	Baa3	Ba1	Caa2	Baa2	Ba1	BBB-

# ...strong tenant credit profile...



2.6% E-commerce

Logistics  
34.0%

Automotive  
25.6%

Energy 4.3%

Recreational  
Vehicles 7.4%

Aerospace  
7.7%

Medical  
Devices 1.8%

Paper 0.1%

Plastics 3.1%

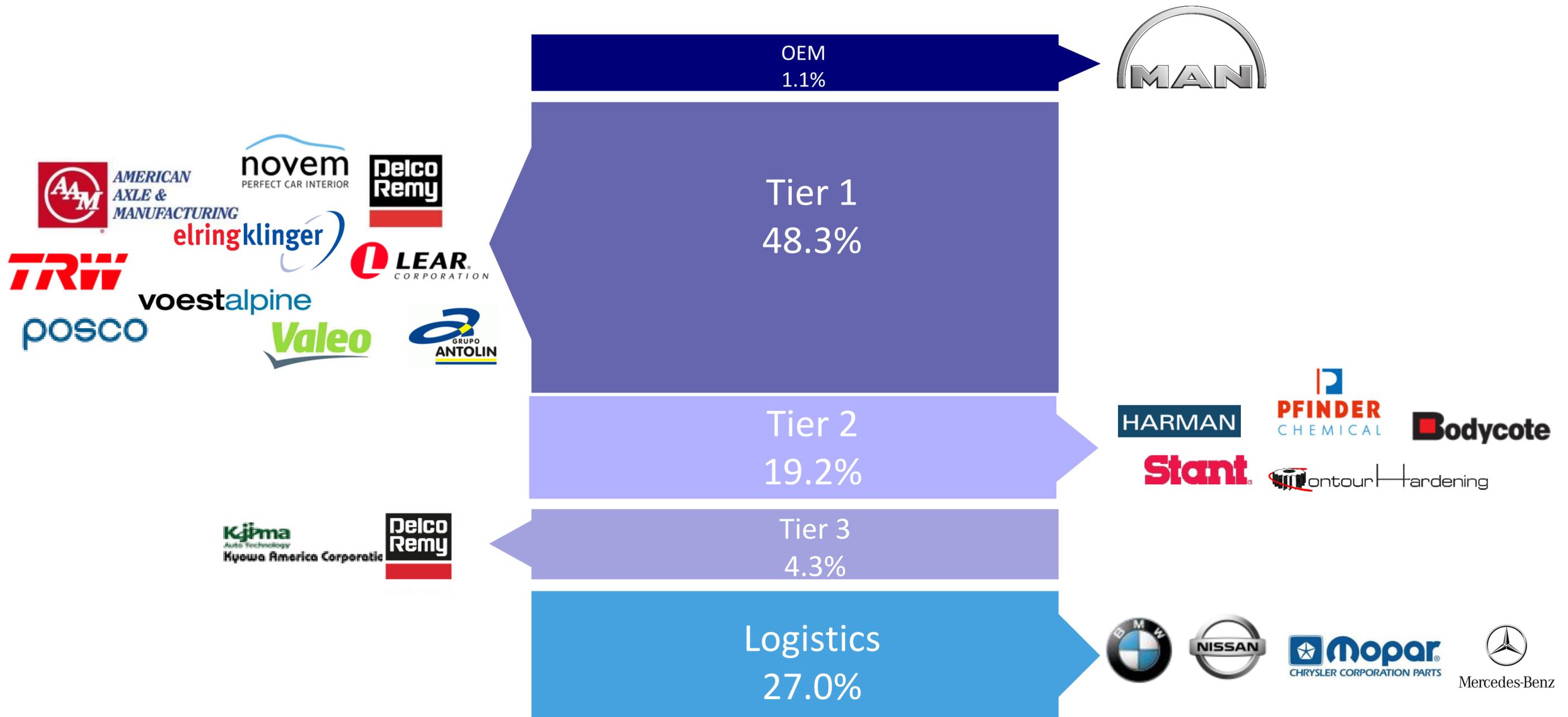
Other 16.0%

Manufacturing  
66.0%



# ...exposure to most stable business component of automotive supply chain...

**Post-crisis outcome:** Tier 1 manufacturers have strengthened with a significant reduction of OEM suppliers driven by market consolidation where only the best and most profitable survived.



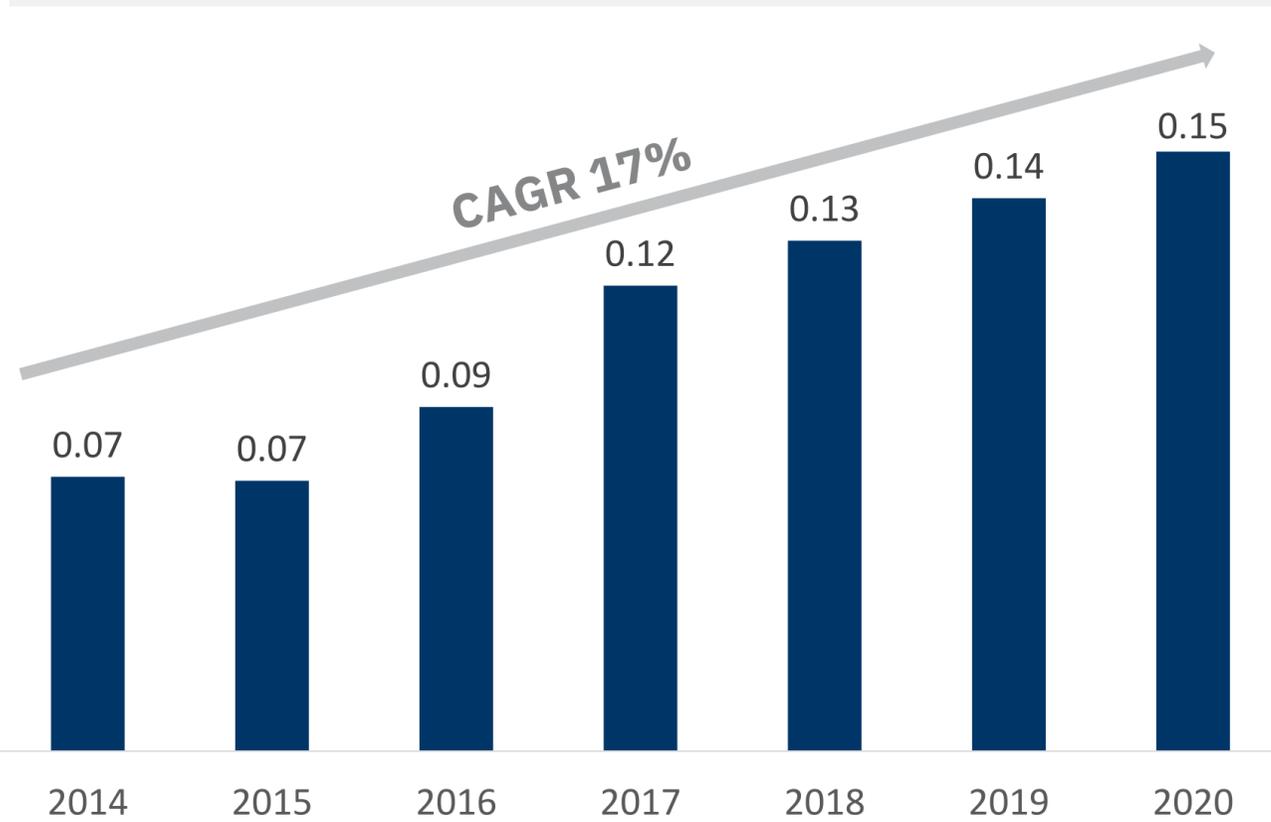
Calculated over the sum of occupied manufacturing automotive and logistics of automotive industries GLA

*Growth without  
dilution*

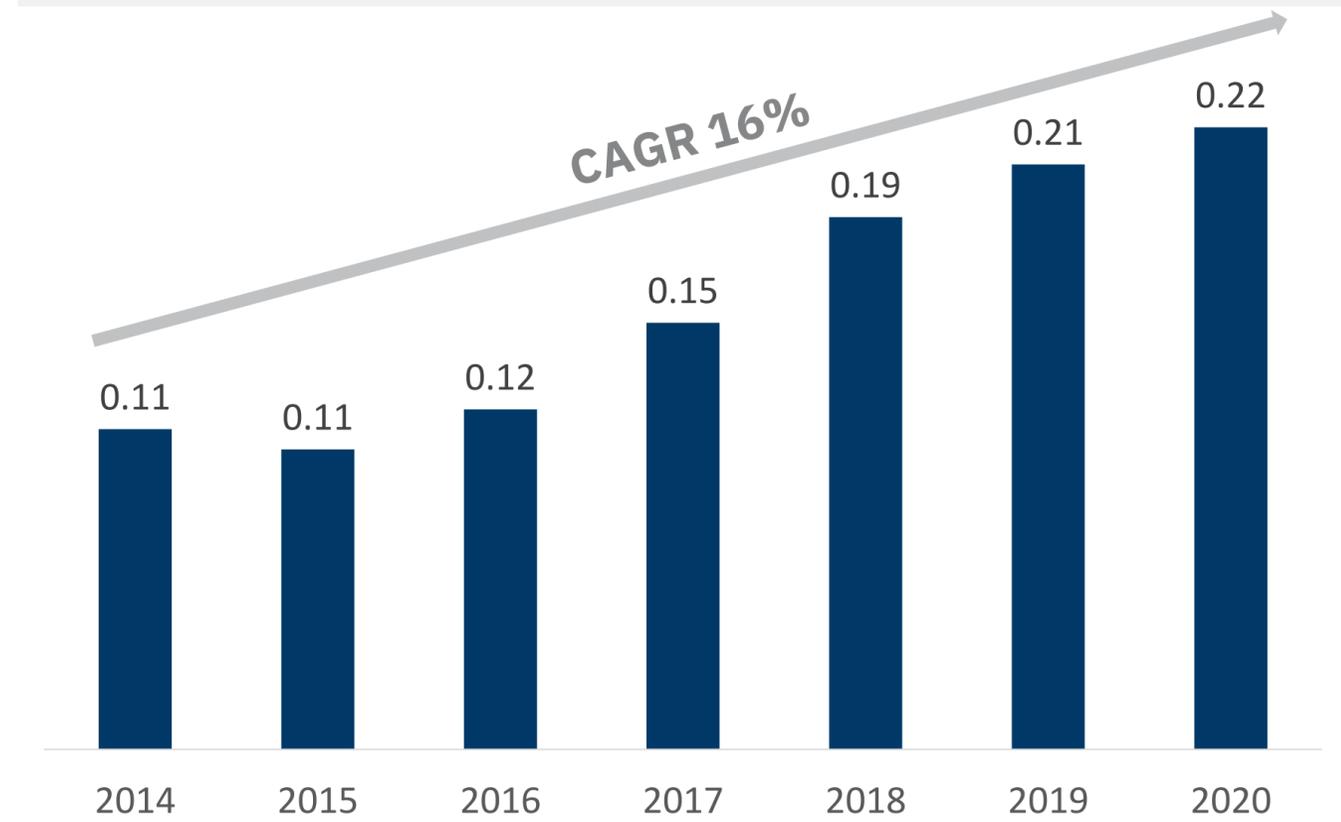


# Strong buy-back program helps drive key financial metrics

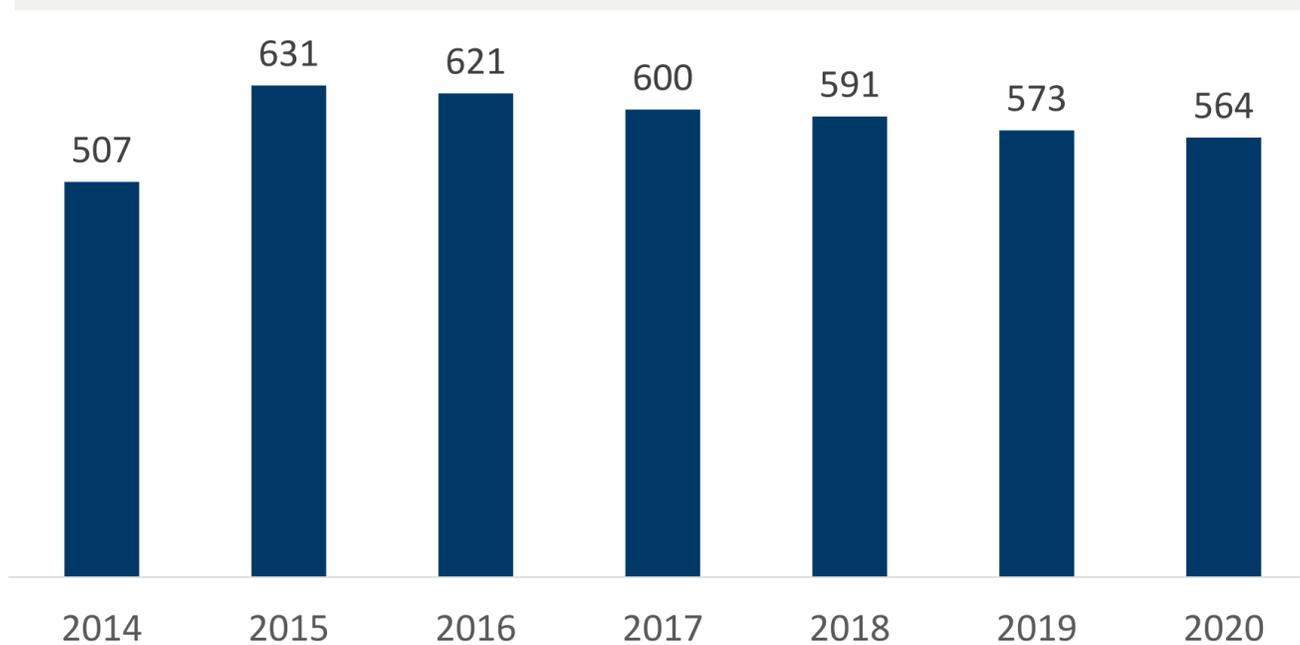
Increasing FFO per share



Increasing EBITDA per share



Decreasing shares outstanding



US\$ 70 M buy-back fund as of March 2021

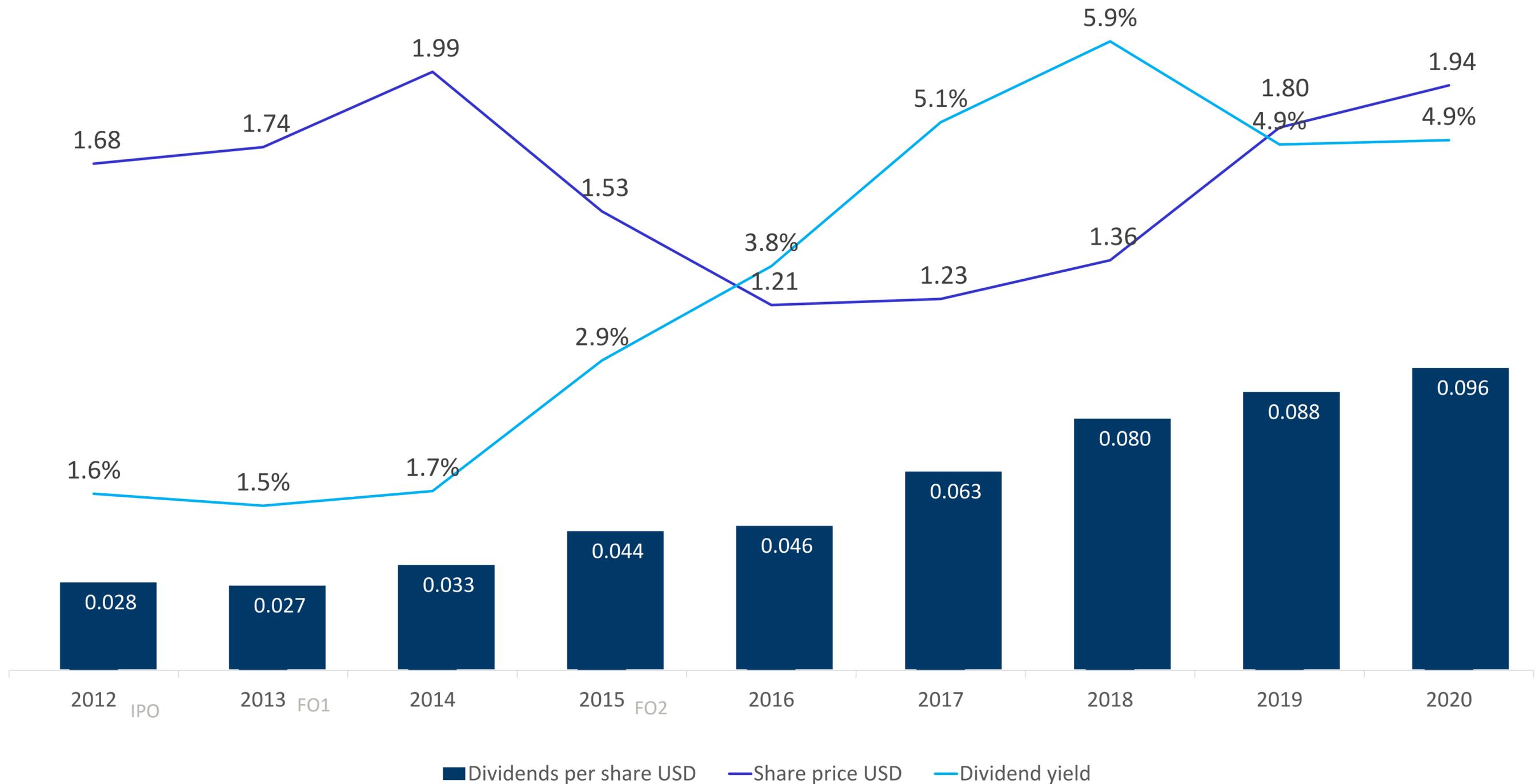
Shares will be cancelled within the buy-back program

Attractive discount to NAV

*Consistent dividend  
growth*



# Accretive development and acquisitions, plus accelerated leasing activity and divestments drive strong FFO results and pay attractive dividend yield



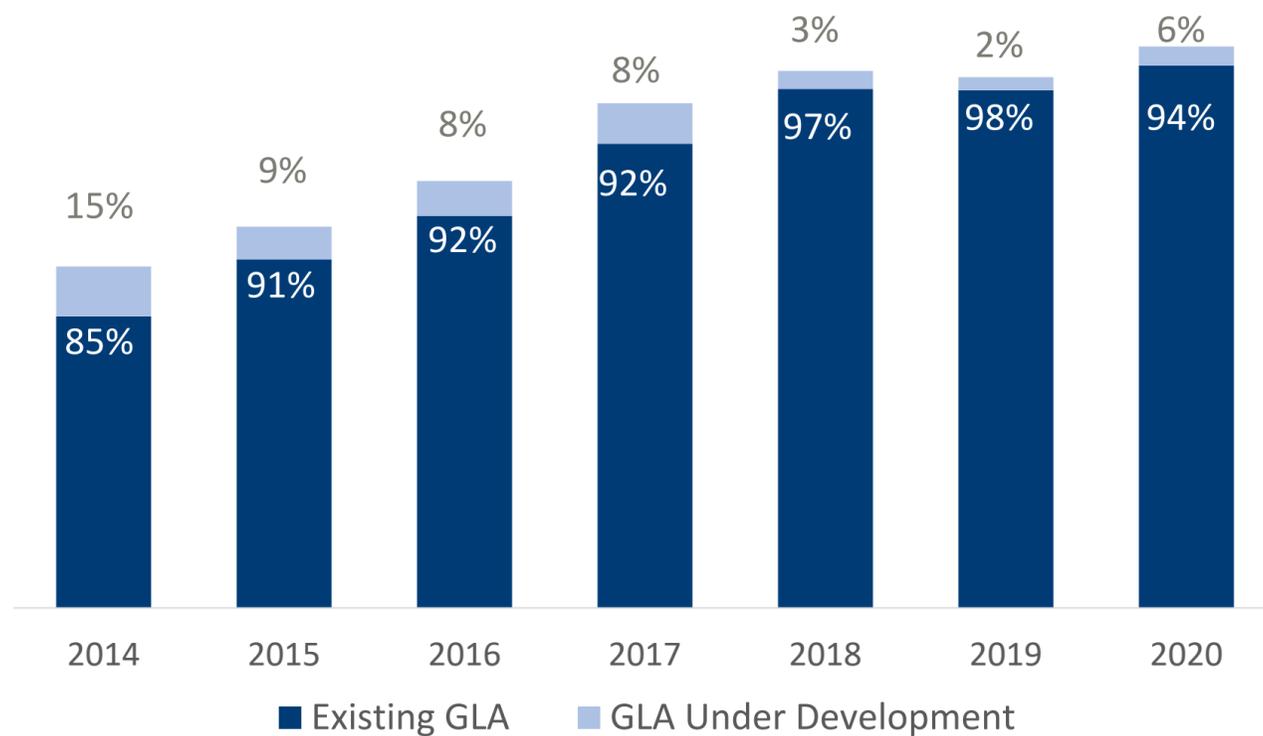
• The dividend yield for 2020 is calculated with the dividend declared in the shareholders meeting on March 2020

*Maximizing our  
stabilized portfolio*

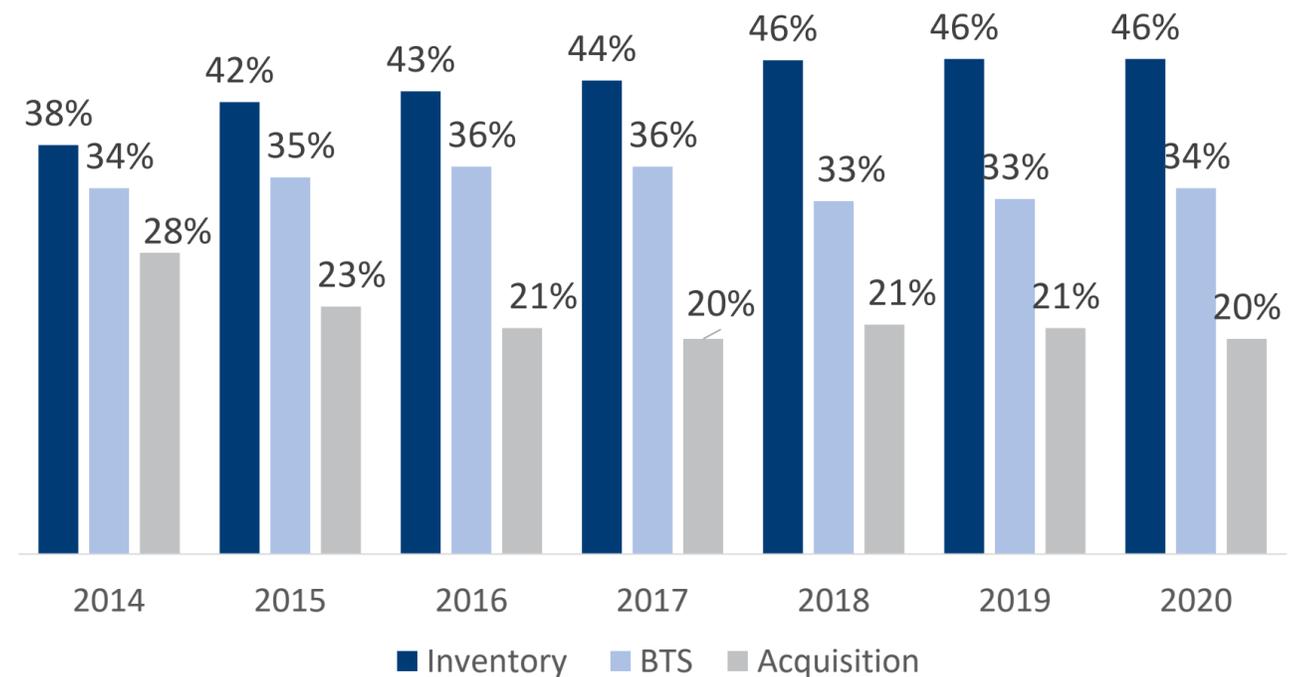


# The development of our portfolio tends to decrease as our stabilized GLA increases while development costs remain flat

GLA under construction



Growth derived from various types of buildings



Project	GLA	Total Investment	Delivery date	Cap Rate	Type
VPGMI-01	283,032	\$11,864	mar-21	10.9%	Inventory
Alamar	320,207	\$18,914	nov-21	11.6%	Inventory
GDL 01	405,509	\$19,397	TBS	10.7%	Inventory
BRP Exp	44,412	\$2,143	feb-21	10.8%	BTS
SANMO Exp	43,381	\$2,550	jan 21	11.5%	BTS
	<b>1,096,541</b>	<b>54,868</b>		<b>11.3%</b>	

\* Existing GLA is defined as vacant GLA plus stabilized GLA.

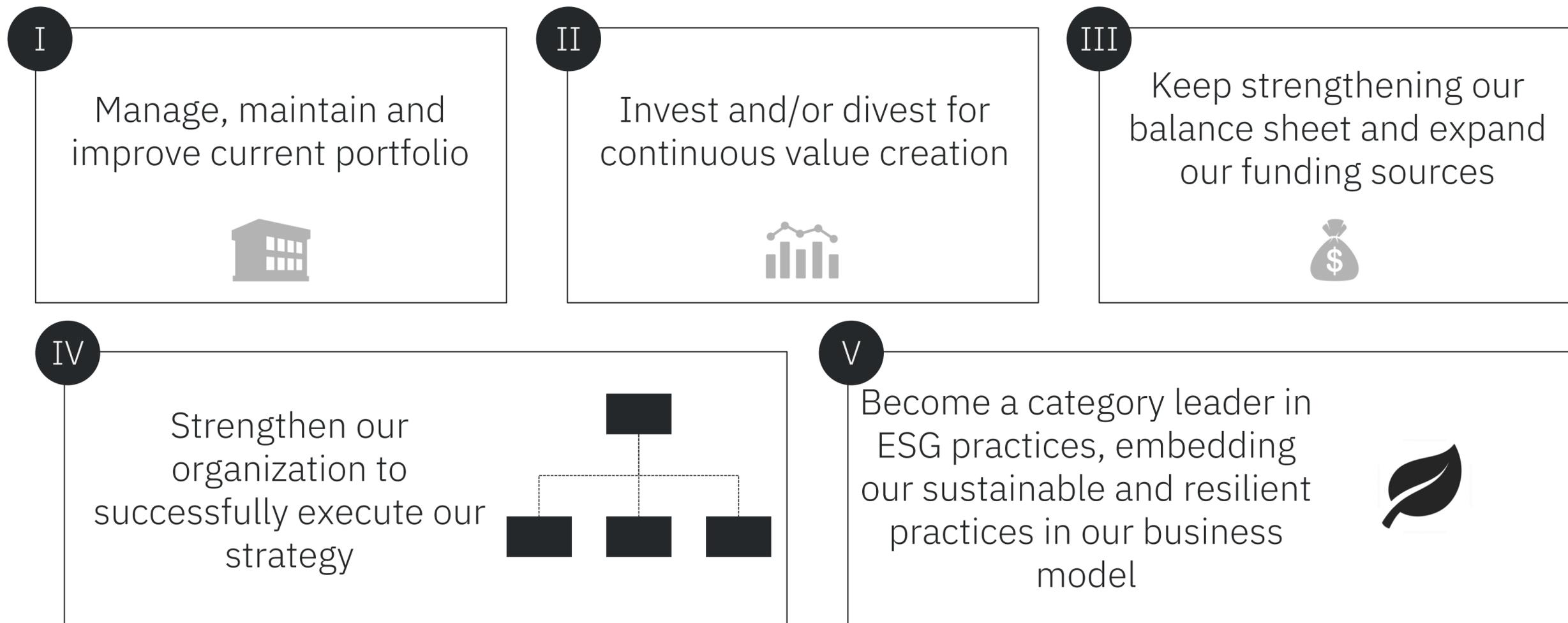
# *Level 3 Strategy*



# Business Strategy Overview

Our strategy will be structured around five key business components, which in turn require us to strengthen some elements of our organizational structure

Becoming a World-Class Fully Integrated Industrial Real Estate Company



Overall 2024 Performance Targets

Pre-tax FFO per Share

+US\$0.20

NAV per Share

+US\$3.0

# Level 3 Strategy Takeaways

## Our Business Model

- Fully integrated real estate company that creates value throughout the business cycle



## Our Strategic Focus

- Manage, maintain and improve current portfolio
- Invest and / or divest for continuous value creation
- Further strengthen our balance sheet and expand our funding sources
- Continue building the best talent and organization

## Our Differentiating Factors

- Leading market knowledge
  - Talent
- Strong governance and alignment of interests
  - Profitability per share

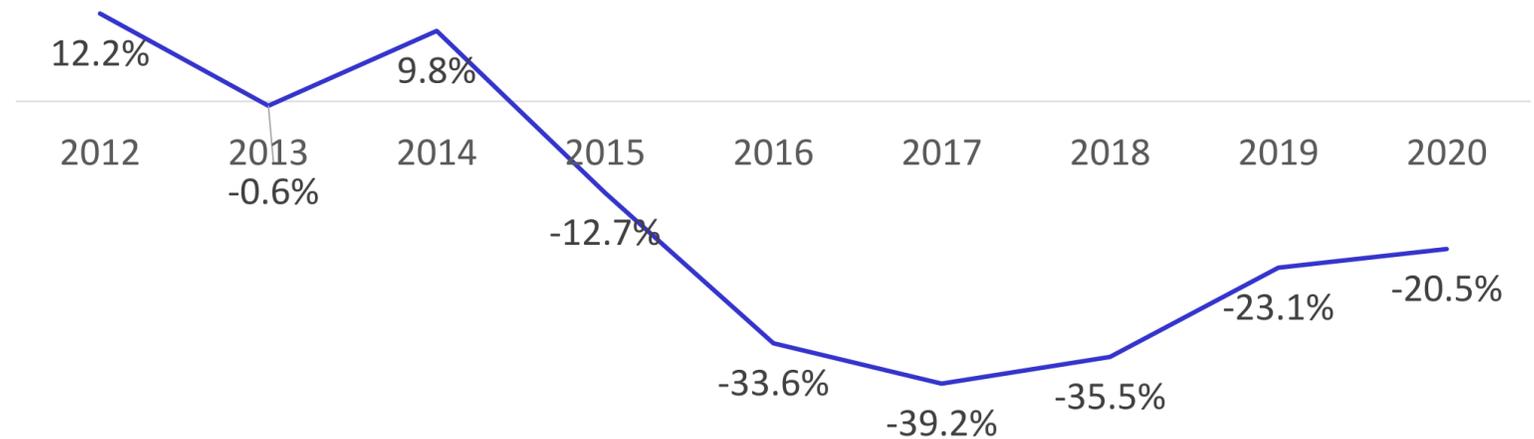
*Attractive discount*



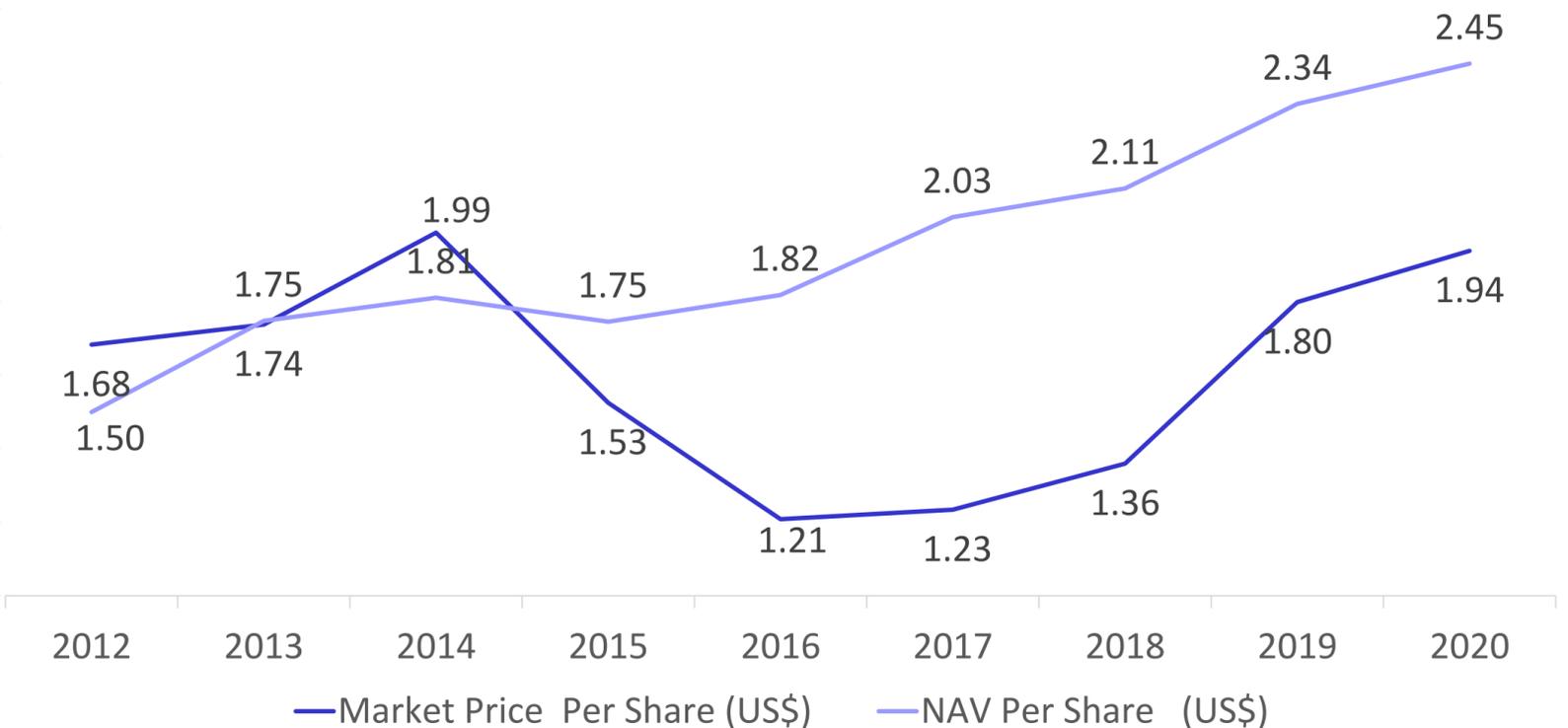
# Higher Book Net Asset Value vs Market Price

Figures in US\$ M	2019	2020	% change
Properties	1,841	1,964	6.7%
Land	167	163	-2.4%
Cash	75	121	61.3%
Debt Cash Collateral	4	5	25.0%
Net Recoverable VAT	2	5	na
<b>Assets</b>	<b>2,090</b>	<b>2,257</b>	<b>8.0%</b>
Remaining CAPEX	(19)	(23)	21.1%
Debt	(713)	(840)	17.8%
Tenant Deposit	(13)	(14)	7.7%
<b>Liabilities</b>	<b>(745)</b>	<b>(877)</b>	<b>17.7%</b>
<b>Net Asset Value</b>	<b>1,345</b>	<b>1,380</b>	<b>2.6%</b>

Average Discount/Premium



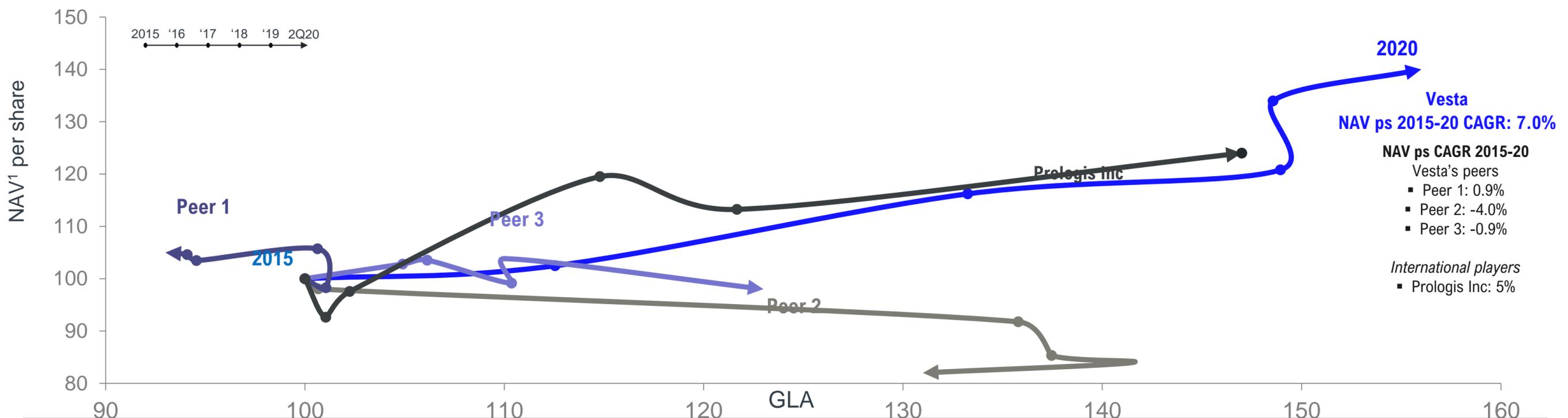
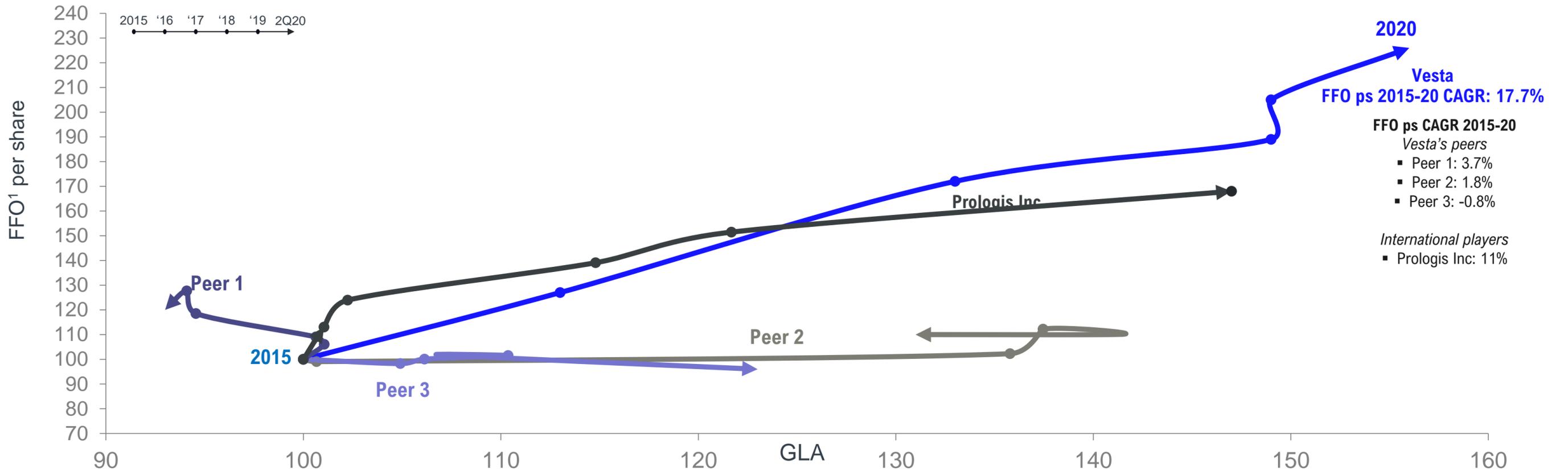
NAV vs share price



# Focus on profitability...

## Growth paths for leading industrial real estate public companies

Index base year 2015=100

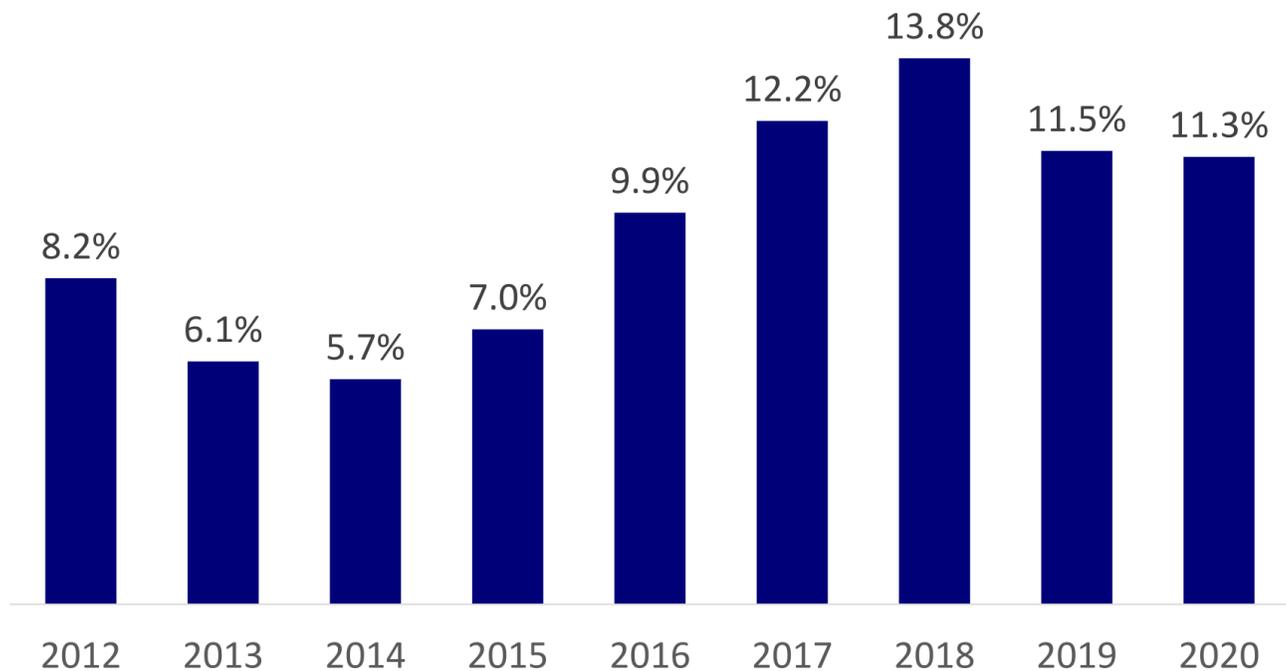


Sources: Companies reports

# Higher yields, even as price per share rises

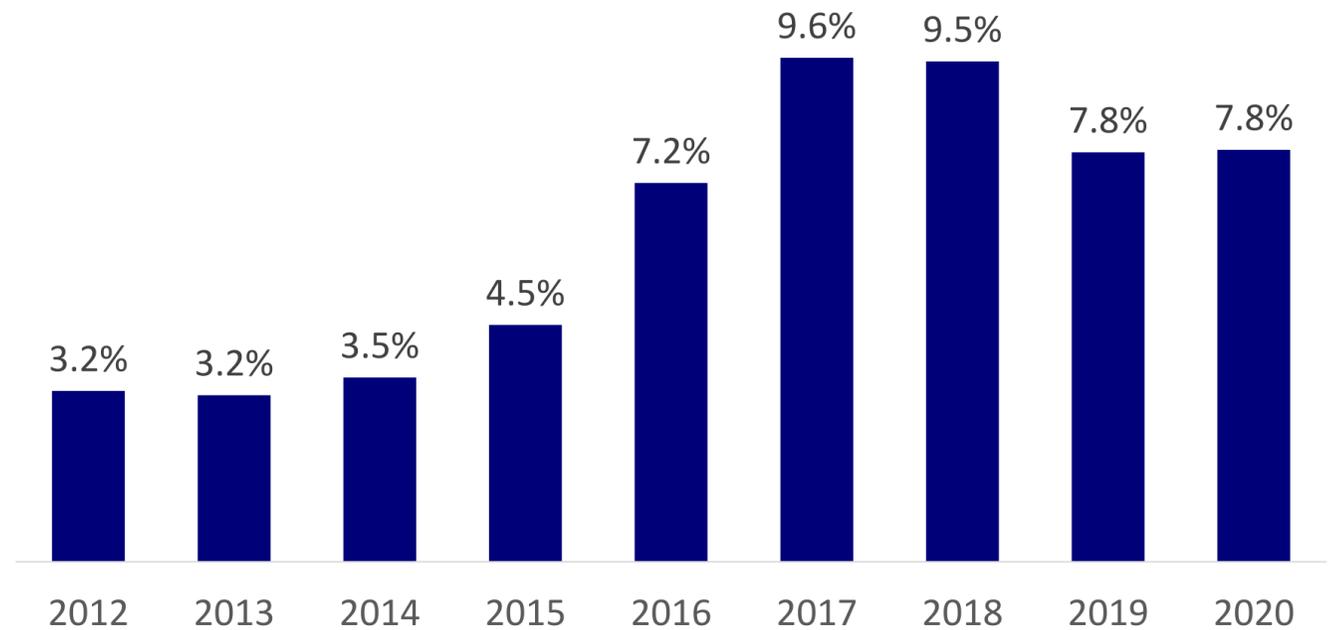
## EBITDA yield

(EBITDA per share/share price US\$)



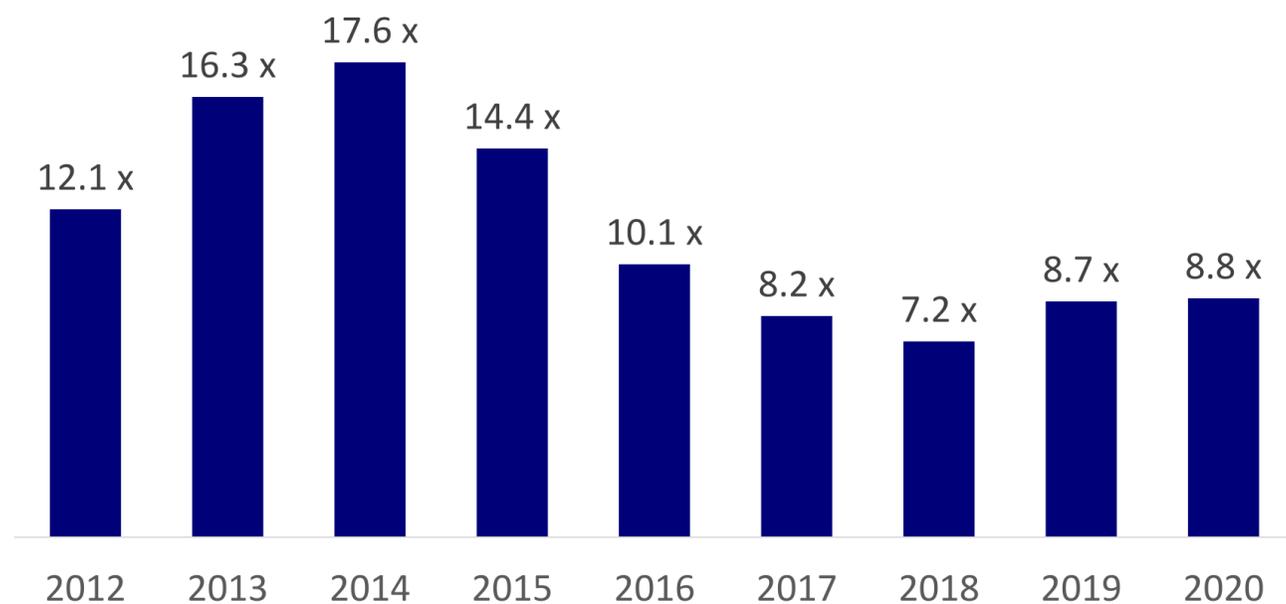
## Adjusted FFO yield

(Adjusted FFO per share/share price US\$)



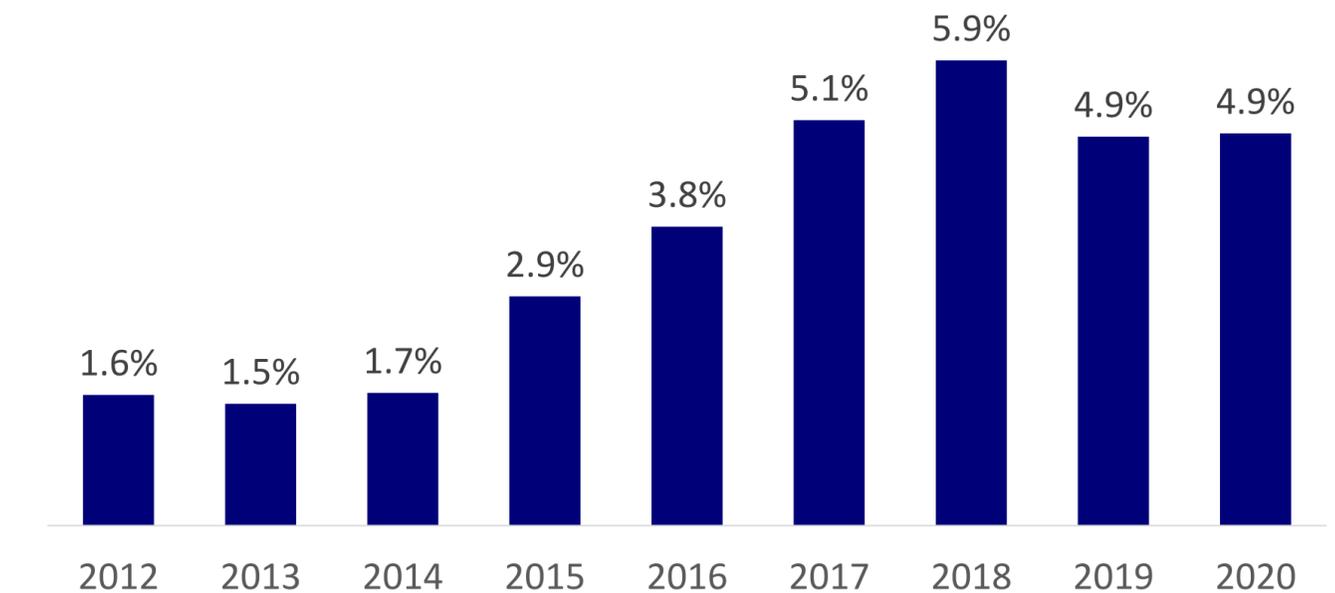
## EBITDA multiple

(Share price US\$/EBITDA per share)



## Dividend yield

(Dividend per share/share price US\$)



*Vesta Parks growth  
strategy*



# Continued Organic Growth through **VESTA** PARK development Strategy

- ✓ **VESTA** PARK is a sustainable gated industrial park with state-of-the-art class A buildings designed for advanced light manufacturing and logistics operations of world-class multinational companies
- ✓ Strategically located, with access to ports, airports, highways, borders and key cities within Mexico
- ✓ Parks configuration allows construction of inventory, turn-key and built-to-suit buildings with cutting-edge standards catering to tenants' specific needs
- ✓ Full-service facilities designed with core sustainability features such as energy conservation, clean energy generation, and recycling, among others

North			
City	Park Name	GLA (000's sf)	Stage
TJ	Lagoeste	552	✓
TJ	Tijuana III	619	✓
TJ	VP Alamar	602	35%
CDJ	VP Juarez Sur	720	66%
MTY	VP Guadalupe	450	0%
<b>Total GLA</b>		<b>2,943</b>	

Bajío			
City	Park Name	GLA (000's sf)	Stage
AGS	Douki Seisan Park	2,143	✓
QRO	Aerospace Park	2,163	✓
AGS	VP Aguascalientes	2,953	38%
GDL	VP Guadalajara	1,702	0%
QRO	VP Queretaro	4,000	12%
SMA	VP San Miguel A.	2,773	71%
GUA	VP Guanajuato	1,692	75%
SLP	VP San Luis Potosi	2,000	37%
<b>Total GLA</b>		<b>19,425</b>	

Central			
City	Park Name	GLA (000's sf)	Stage
TOL	Toluca I	1,000	✓
TOL	Toluca II	1,432	✓
TOL	Coecillo	660	✓
TLX	Tlaxcala	667	70%
PUE	VP Puebla	1,137	75%
<b>Total GLA</b>		<b>4,896</b>	



# Focus on ESG



# Commitment and Focus on ESG

We Contribute to our clients' and suppliers' competitiveness and society's well-being, while minimizing our environmental impact and related climate change risks.  
All our ESG initiatives are aligned with Vesta's Level 3 Strategic Plan

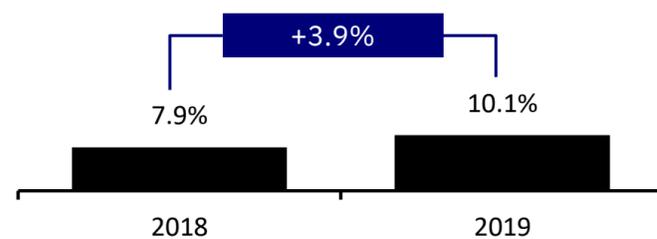


## Key Performance Indicators

LEED Certification



(% of GLA)



Water Consumption



107,047 m<sup>3</sup>

in our offices and common areas

Energy Consumption



Total energy consumption was 0.92 kWh per sqm within 1,421,593 kWh and 16.7mm sqf of offices and common areas

Waste



vesta

241 tons  
Hazardous



177,875 tons  
Non-Hazardous



Tenants

244 tons  
Hazardous



644,257 tons  
Non-Hazardous



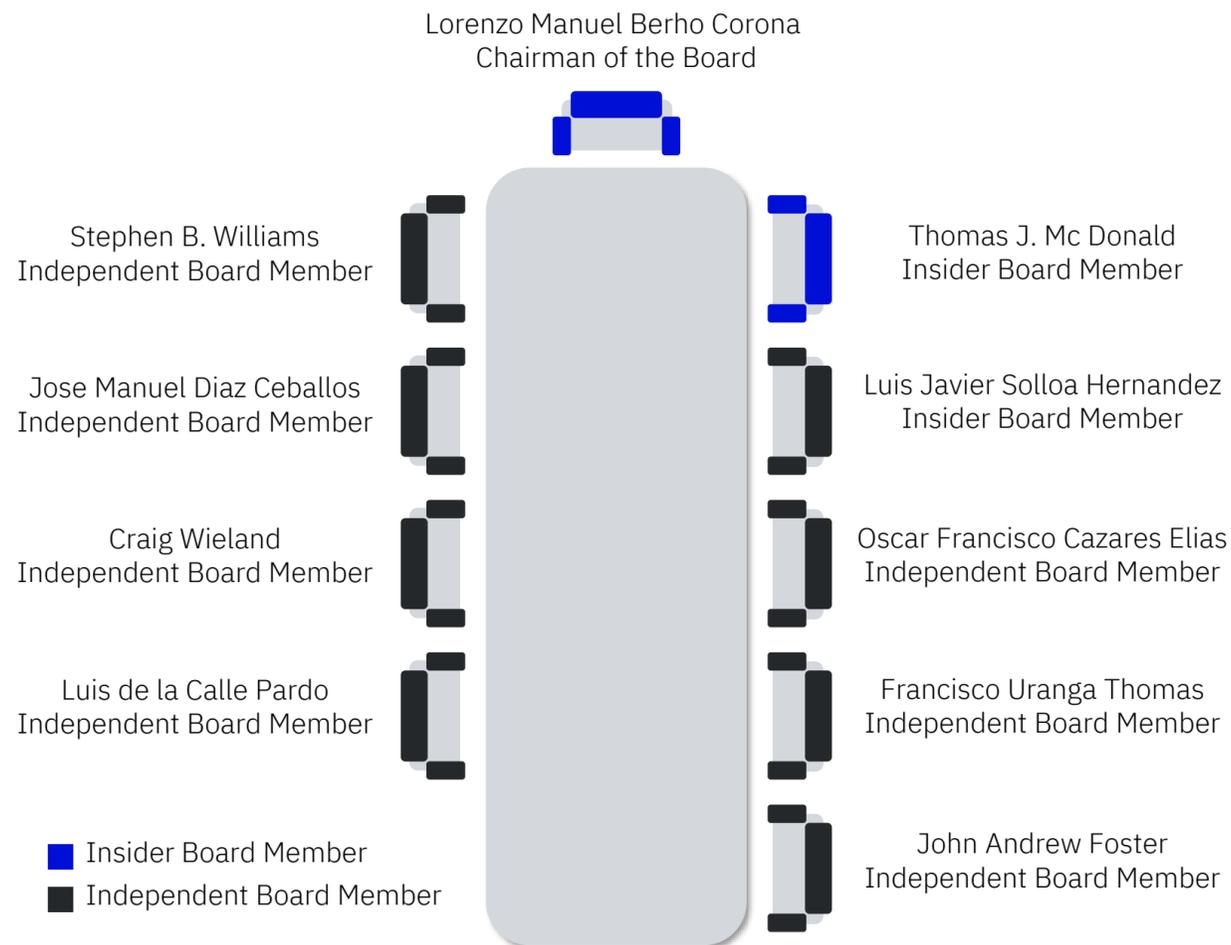
Emissions

CO<sub>2</sub>

Scope 1	Scope 2	Scope 3
50 tons Derived from diesel fuel use	718 tons Derived from Vesta's energy consumption	126,908 tons Derived from tenants energy consumption

# Solid Corporate Governance

## Board of Directors



- ✓ 8 of 10 Directors are independent
- ✓ All 6 Board Committees are chaired by an independent director
- ✓ Single class of shares (one share, one vote)
- ✓ Vesta's Code of Ethics serves as a guide to regulate the conduct of all employees and other stakeholders
- ✓ Stakeholder Engagement Program based on materiality analysis

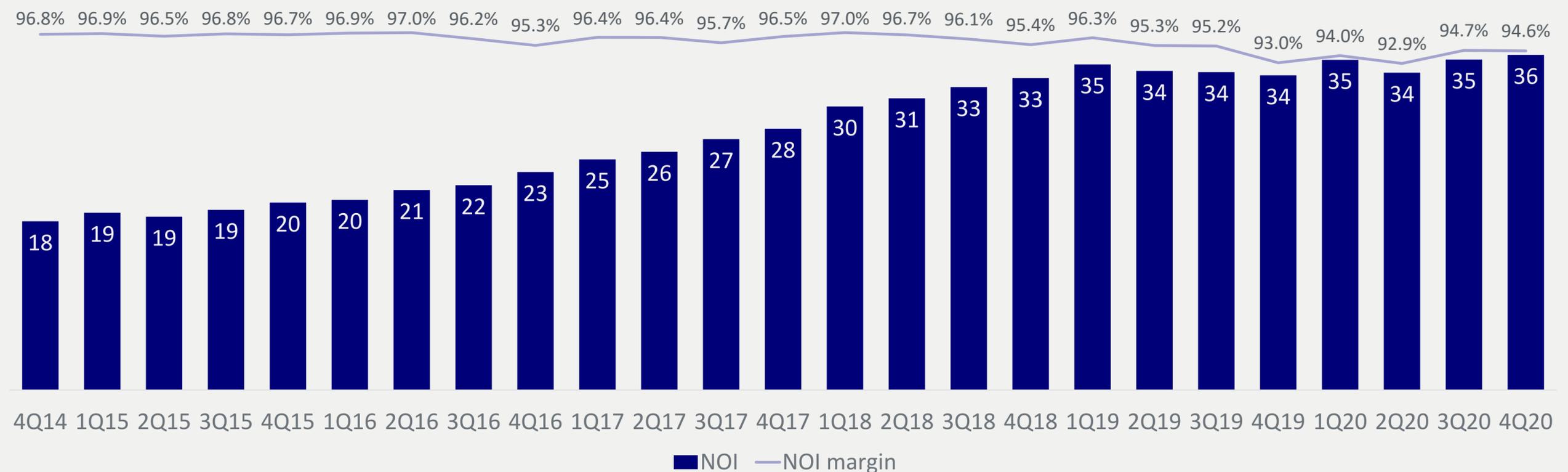
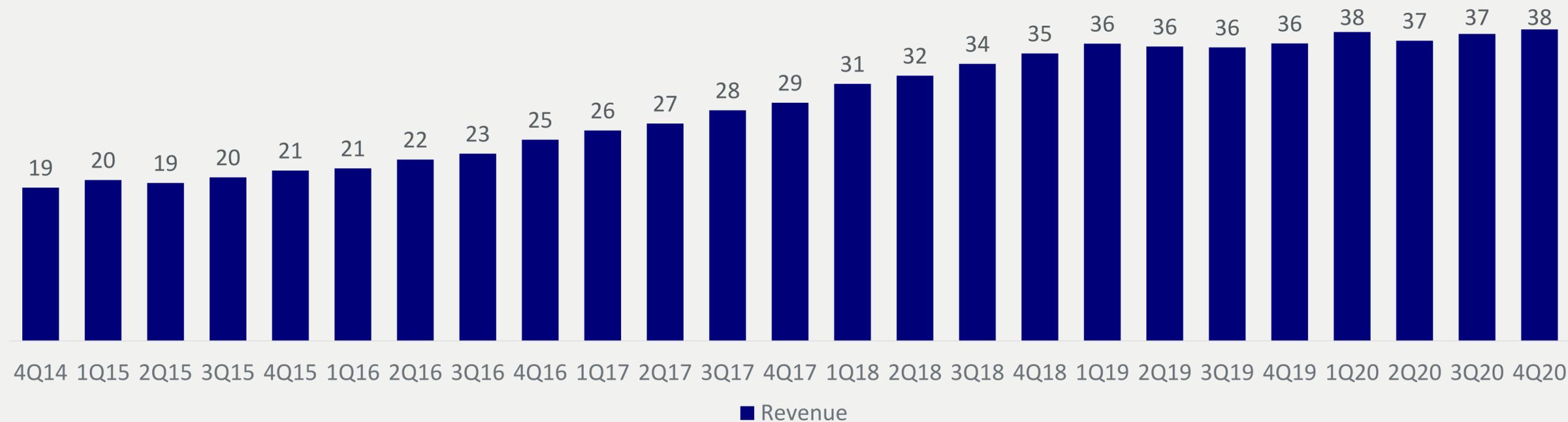
## Committees

Audit	<ul style="list-style-type: none"> <li>• Review and analysis of quarterly and annual financial statements                             <ul style="list-style-type: none"> <li>• Review of compliance with tax obligations</li> </ul> </li> <li>• Analysis, approval and follow-up of Company's operating budget</li> </ul>
Corporate Practices	<ul style="list-style-type: none"> <li>• Evaluation and approval of salaries and executive performance-based compensation plan</li> <li>• Composition of the Company's board and committees</li> <li>• Review of corporate policy regarding transactions with related parties</li> </ul>
Investments	<ul style="list-style-type: none"> <li>• Approval of investment budget and deployment plan</li> <li>• Evaluation of potential acquisitions of buildings and land bank                             <ul style="list-style-type: none"> <li>• Follow-up and review of investments performance</li> </ul> </li> </ul>
Ethics	<ul style="list-style-type: none"> <li>• Review and verification of employees compliance with the Company's Code of Ethics                             <ul style="list-style-type: none"> <li>• Improvement of human resources policies</li> </ul> </li> <li>• Controversy resolution regarding any employee disputes that take place within the corporate scope</li> </ul>
Social Responsibility and Environmental	<ul style="list-style-type: none"> <li>• Drafting of policies and procedures to settle Vesta's ESG Stakeholder Commitment Program</li> <li>• Preparation of ESG recommendations guide for tenants                             <ul style="list-style-type: none"> <li>• Collection of ESG related data</li> <li>• Inclusion of "green clause" for in lease contracts</li> </ul> </li> </ul>
Debt and Equity	<ul style="list-style-type: none"> <li>• Review and approval of debt and equity transactions regarding the Company's funding and capital structure</li> <li>• Evaluation of market conditions that could lead to potential debt and equity transactions to reinforce the Company's performance</li> </ul>

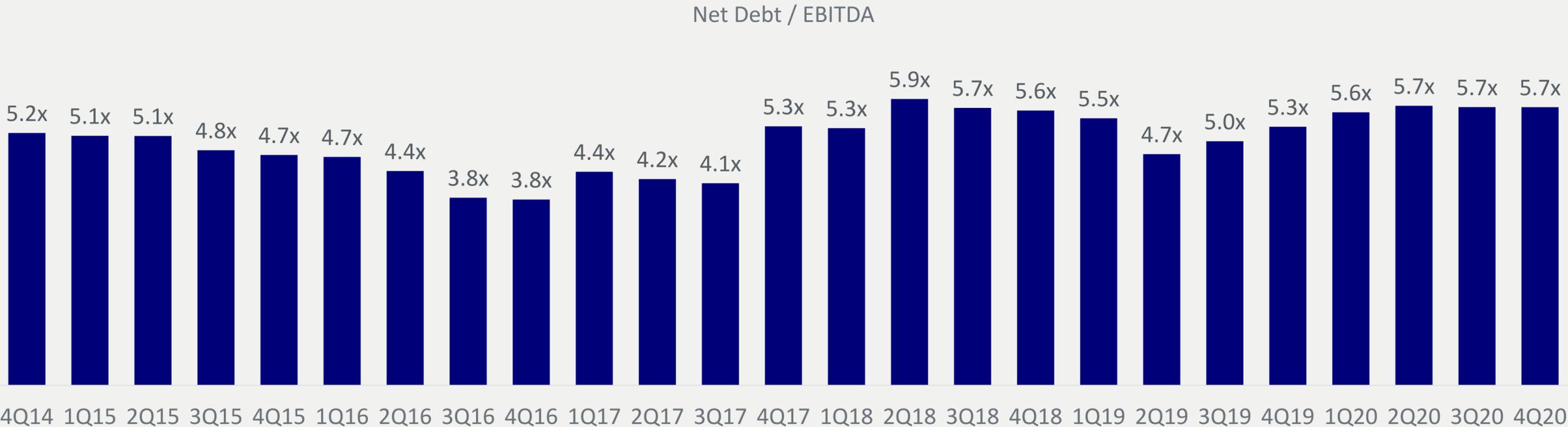
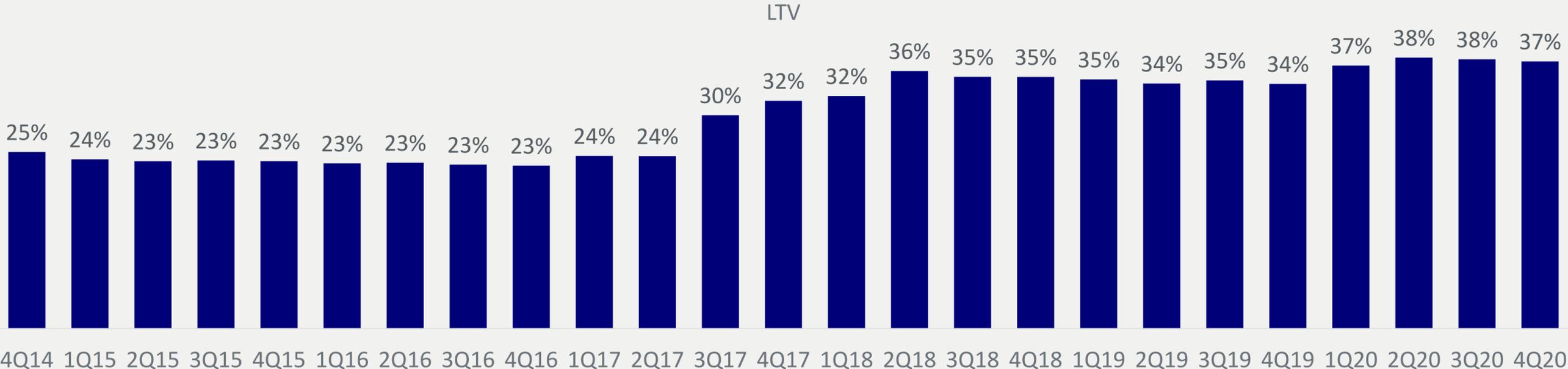
*Appendix*



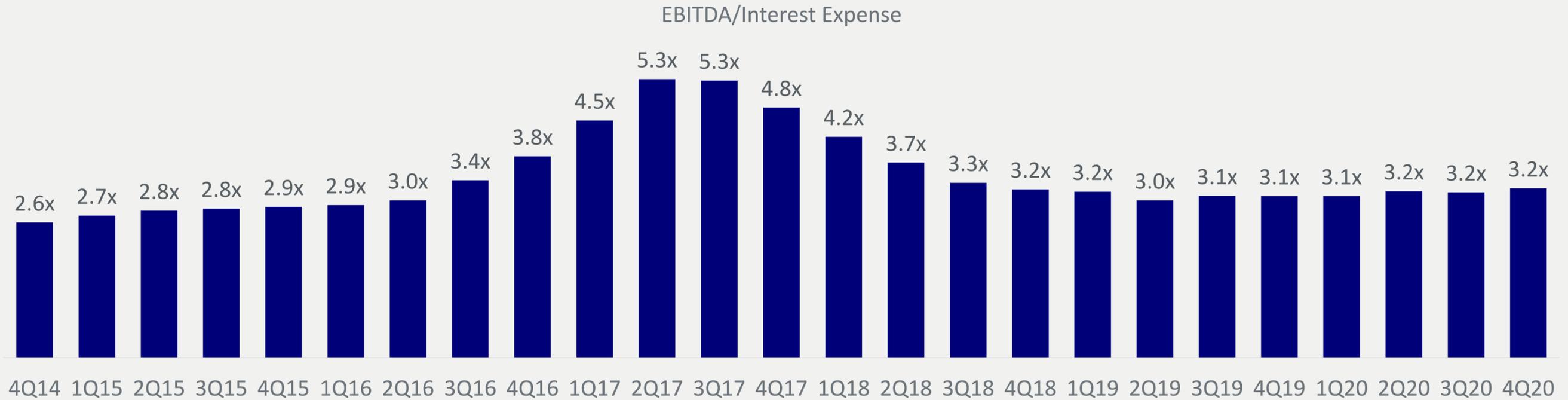
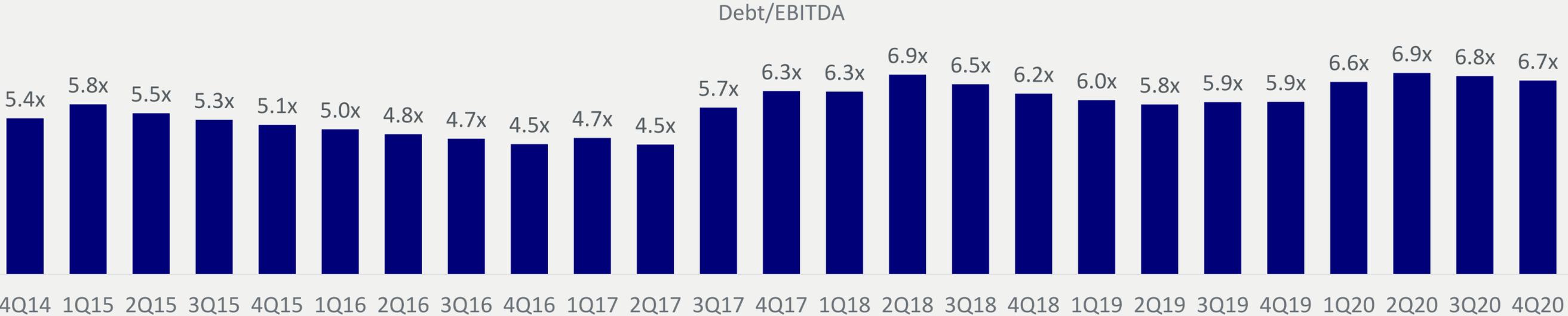
# Historical Results



# Historical Results



# Historical Results



# Case Studies

**Querétaro Aerospace Park**

**Construction start 2006**

**GLA 2.18 million sf**

**13 buildings**



# Case Studies

**Douki Seisan Park**  
**Construction start 2013**  
**GLA 2.13 million sf**  
**8 buildings**



# Case Studies

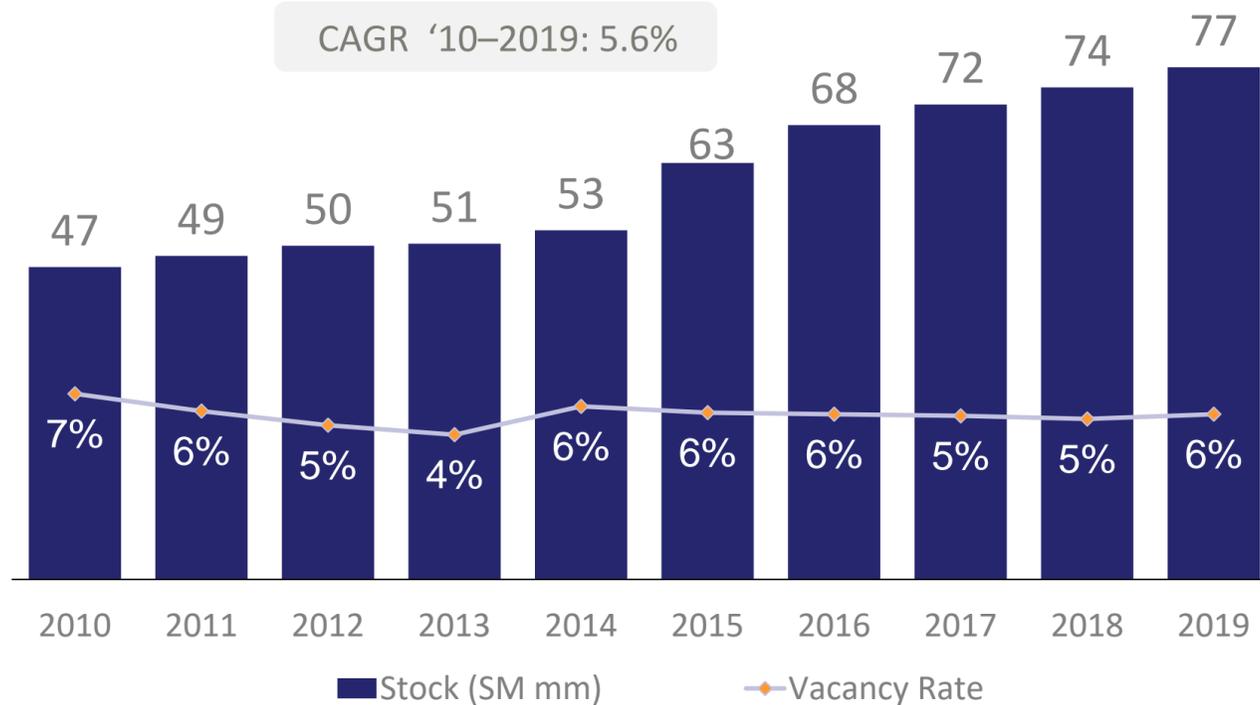
**Vesta Park Toluca II**  
**Construction start 2013**  
**GLA 1.47 million sf**  
**6 buildings**



# Positive industry trends driving growth

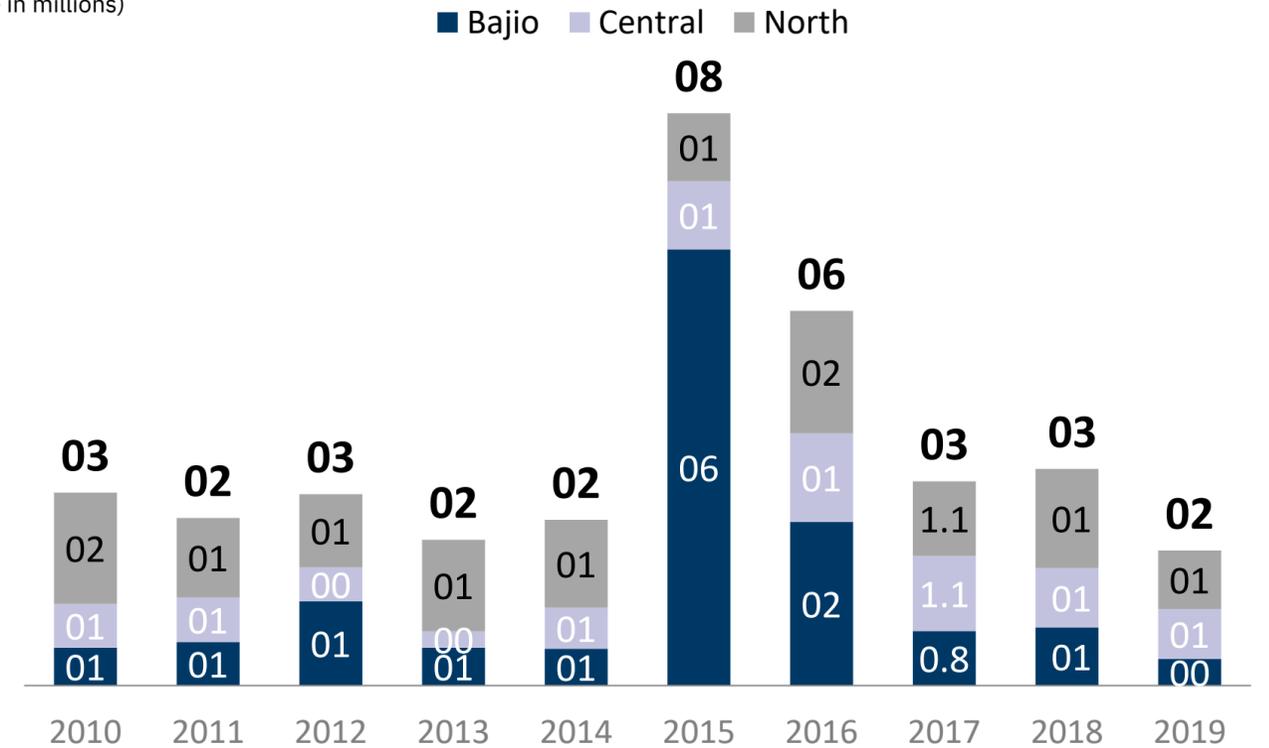
## Industrial Real Estate Inventory

(m<sup>2</sup> in millions)



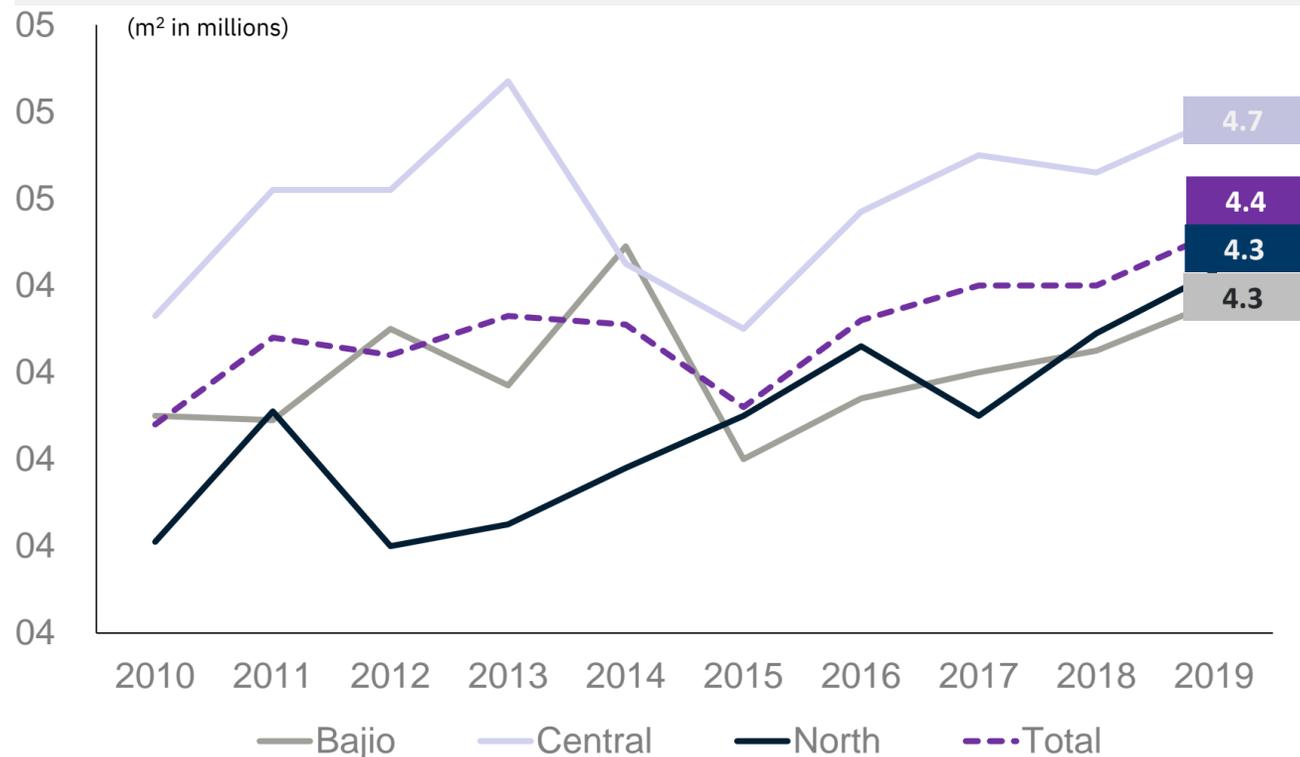
## Industrial market absorption<sup>1</sup>

(m<sup>2</sup> in millions)



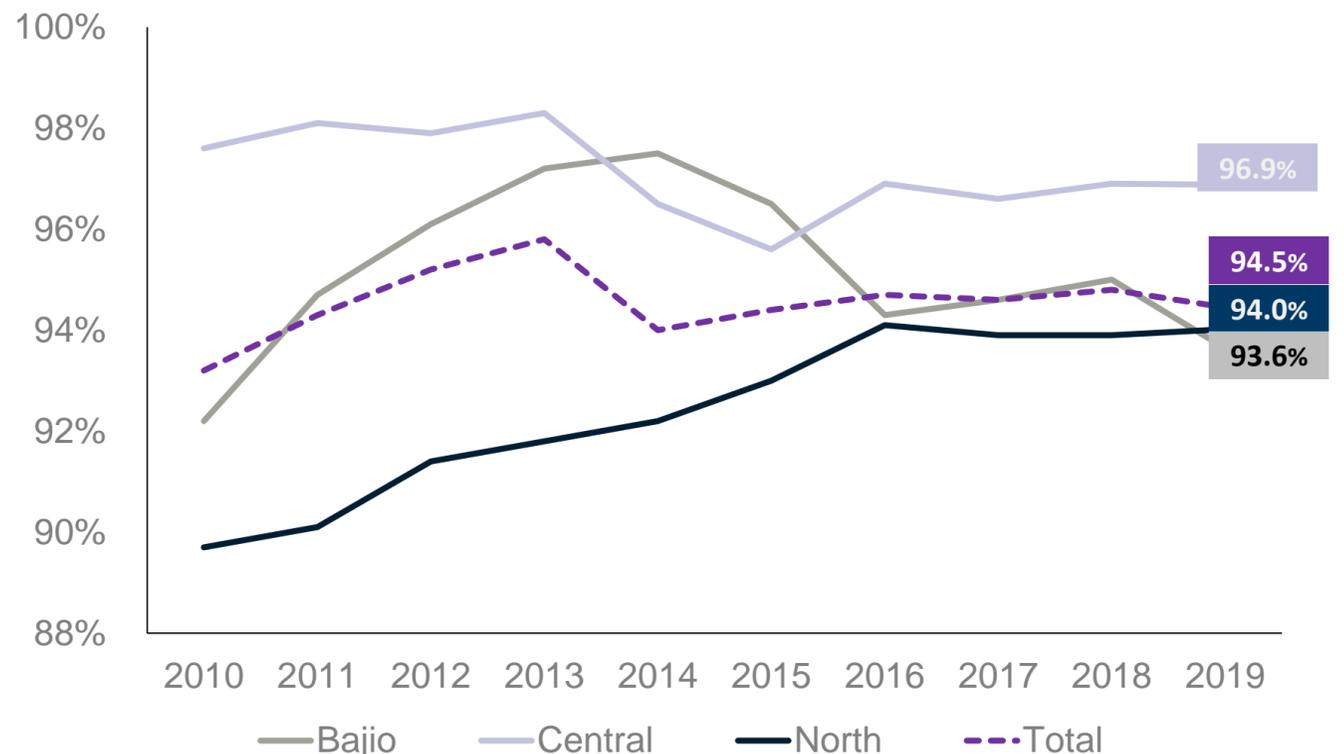
## Average industrial monthly rent

(m<sup>2</sup> in millions)



## Industrial occupancy rate

100%



# High occupancy and growing new deliveries

(4Q20)

2020	Stock	Availability	Net Absorption	Vacancy Rate	Average Rent	Growth	Under Construction Speculative	
	(m <sup>2</sup> )	(m <sup>2</sup> )	YTD (m <sup>2</sup> )	%	USD/m <sup>2</sup> /month	YTD %	YTD (m <sup>2</sup> )	Delivered (m <sup>2</sup> )
Aguascalientes	3,296,713	42,890	3,861	1.30%	4.36	0.00%	-	-
Guadalajara	4,926,449	99,061	110,017	2.01%	4.90	3.76%	40,610	185,398
Guanajuato	4,596,088	386,811	42,054	8.42%	4.52	3.62%	35,423	166,335
Querétaro	3,706,820	238,185	21,347	6.43%	4.47	10.82%	66,220	401,021
San Luis Potosí	2,448,290	171,976	37,255	7.02%	4.63	1.46%	15,910	35,839
<b>Bajío Region</b>	<b>18,974,360</b>	<b>938,923</b>	<b>214,534</b>	<b>5.04%</b>	<b>4.58</b>	<b>3.93%</b>	<b>158,163</b>	<b>788,593</b>
Mexico City	9,302,807	404,833	2,776,667	4.35%	5.76	2.56%	272,254	238,258
Puebla	1,862,996	71,854	20,744	3.86%	4.47	1.35%	17,177	25,117
Toluca	3,424,588	88,292	196,427	2.58%	5.76	5.10%	119,723	174,561
<b>Central Region</b>	<b>14,590,391</b>	<b>564,979</b>	<b>2,993,838</b>	<b>3.60%</b>	<b>5.33</b>	<b>3.00%</b>	<b>409,154</b>	<b>437,936</b>
Chihuahua	2,296,657	90,968	30,387	3.85%	4.30	0.25%	-	5,659
Ciudad Juárez	6,178,144	157,953	211,615	2.56%	4.62	0.25%	73,864	218,484
Matamoros	1,843,712	29,041	12,243	1.58%	4.09	0.00%	13,935	-
Mexicali	2,779,272	89,081	67,325	3.43%	3.98	1.29%	19,848	33,445
Monterrey	1,167,822	627,658	518,041	5.37%	4.41	3.83%	156,307	448,244
Nuevo Laredo	1,216,094	40,338	20,898	3.32%	3.71	0.00%	-	-
Reynosa	3,202,746	35,203	16,955	1.10%	4.41	1.47%	41,804	47,074
Saltillo - Ramos A.	3,921,437	226,275	83,165	5.70%	4.47	2.47%	25,186	98,102
Tijuana	7,238,121	123,435	173,714	1.71%	4.84	2.54%	65,641	183,993
<b>North Region</b>	<b>29,844,005</b>	<b>1,419,952</b>	<b>1,134,343</b>	<b>3.18%</b>	<b>4.31</b>	<b>1.34%</b>	<b>396,585</b>	<b>1,035,001</b>
<b>TOTAL MEXICO</b>	<b>63,408,756</b>	<b>2,923,854</b>	<b>4,342,715</b>	<b>3.9%</b>	<b>4.7</b>	<b>2.8%</b>	<b>963,902</b>	<b>2,261,530</b>

vesta

*Thank you!*

[www.vesta.com.mx](http://www.vesta.com.mx)