

The Spirit of Gratitude



Gratitude and pride

By any measure, 2020 was an extraordinary year. For the first time in a century, the world was confronted with a global pandemic that threatened lives, livelihoods, and the systems that make our economy run. We take pride in the way that our people responded—with care, professionalism, and concern for one another, for our customers, and for our communities. And while the pandemic is still very much with us, we have managed to come through the most challenging phase.

rents on rollover rose 12.4 percent for the year in dollar terms, and our year-end occupancy rate was a remarkable 97.1 percent. Total return for our certificate holders, including dividends, was 12.7 percent in peso terms.

Thanks to the efforts of all our team members, we operated safely, helped our partners to stay in business and encouraged the wheels of commerce to keep turning. Working proactively, we helped those struggling while continuing to execute our strategy. We invested USD \$438 million in new industrial properties, including the single largest acquisition since our initial public offering, strengthened the balance sheet, and made important progress on longstanding core initiatives. To further support our ESG efforts, we broke new ground by issuing the first green bond in Mexico’s real estate industry.

As we continue to face significant challenges, we are thankful for the health and resilience of our business.

*Source: IMF <https://www.imf.org/en/News/Articles/2020/10/06/mcs100620-mexico-imf-staff-concluding-statement-of-the-2020-article-iv-mission>.

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+12.4%
increase in NER on rollover

We are proud of our performance. The numbers and metrics were impressive, particularly for a year in which Mexico’s economy, hit hard by the pandemic, contracted by approximately nine percent.* For FIBRA Prologis, leasing volume was a record 12.5 million square feet, net effective



Prologis team members perform annual inspection and maintenance at Prologis Park Cedros, Mexico City.

Resilient operations

From an operating perspective, 2020 was an excellent year. Our occupancy remained remarkably strong despite the challenges in the economy. At the end of the year, the occupancy rate was 97.1 percent, about the same level as at the end of 2019. Over the course of 2020, we collected 97.2 percent of the rents due. This is a testimony to the solid relationships we have built with customers over the years, but also to some of the innovative measures we took. When the pandemic hit, understanding there could be significant disruption, we were proactive.

served as an inducement while relieving pressure on their own businesses.

Many customers took us up on this offer. The result was that our leasing activity was a record 12.5 million square feet, representing a full one-third of our portfolio. Renewals accounted for about 85 percent of that activity. With the industrial real estate market in Mexico generally healthy—and our properties well-positioned—net effective rents on rollover rose 12.4 percent for the year in dollar terms.

Overall, cash same store NOI fell 4.7 percent for the year derived from a higher volume of leasing activity, which increased rent market concessions.

For the year, funds from operations (FFO) were USD \$134 million, up 26 percent from last year. On a per certificate basis, FFO was USD \$0.1676, up 1 percent from last year. Distributions to certificate holders was USD \$0.097 per CBF, as we adjusted due to COVID-19 uncertainties, compared with USD \$0.1240 per CBF in 2019.

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+26%

increase in FFO to \$134 million

We asked customers whose leases were poised to expire in the coming year if they wanted to renew their leases ahead of time. As is typical in the market, we provided a period of free rent up front, based on the length of the renewal—which



Prologis Park Los Altos, Guadalajara.

Resilient by design

In 2020, FIBRA Prologis’ portfolio and strategy, which are carefully structured and well-maintained, enabled the company to benefit from powerful shifts in the global economy and in Mexico. These trends existed pre-COVID, but in many instances accelerated or intensified during the pandemic.

Our operating footprint is focused on six strategic markets – three that are based primarily on consumption (Mexico City, Guadalajara and Monterrey), and three manufacturing markets (Ciudad Juarez, Tijuana, and Reynosa). The consumption markets account for about 70 percent of our net effective rents.

We took important steps that will enable us to play a further supporting role in the growth of e-commerce.

In the border markets, our properties benefited from their close link to the U.S. and a greater movement toward near-shoring. Given the trade tensions between the U.S. and China, and the disruptions to supply chains caused by the pandemic, more companies sought to take advantage of the reduced transport time to the U.S. market afforded by having facilities in northern Mexico. Companies are also seeking to build up redundancy and resiliency in their own supply chains generally. This is especially the case in industries such as electronics, medical devices, automobiles, and home goods. The implementation of the USMCA (T-MEC) also further encouraged activity in these markets. With interest from foreign countries growing, rents in the border markets are rising while vacancy rates have fallen to below 2 percent.

In many instances, the pandemic pulled the future forward. One of those manifestations was the sharp increase in e-commerce in Mexico. E-commerce as a percentage of sales rose from 4 percent in 2019 to 8 percent in 2020, according to Euromonitor and Prologis Research. The e-commerce industry in Mexico has clearly shifted into a more advanced phase of growth.

E-commerce and logistics are an important and growing part of FIBRA Prologis’ business—and now comprise about 15 percent of our portfolio. Because FIBRA Prologis spends time understanding customer needs and monitoring market developments, the company was well-positioned to accommodate the rising trend. In 2020, we took important steps that will enable us to play a further supporting role in the growth of e-commerce. For example, to support the growth of urban Last Touch infrastructure, we acquired small infill logistics properties in Mexico City and Guadalajara.

The biggest step we took toward this goal in 2020 was the acquisition of Prologis Park Grande in the Mexico City market. It covers 212 acres and has 3.9 million square feet spread across eight buildings. The state-of-the-art facility, which is highly geared to e-commerce and third party logistics, is 100 percent leased—about half to Amazon and Mercado Libre, and the other half to multinational companies. The acquisition, completed in April for USD \$353 million, increased our total portfolio by 10 percent.

The continuing evolution and growth of the portfolio is aimed at furthering penetration in both manufacturing markets and e-commerce.

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Prologis Park Grande, Mexico City.



Resilient people

FIBRA Prologis performed above expectations in 2020 because we were able to make important decisions quickly and implement them at speed. When the pandemic hit, FIBRA Prologis put the health of our employees first and immediately transitioned to remote work. We were gratified—but not surprised—that our team members were able to pivot quickly to a new way of working.

We are proud of our colleagues who maintained our properties and ensured that customers received high standards of service.

Not all components of work in our industry can be performed remotely. We are proud of our colleagues and contractors with customer-facing roles who maintained our properties and ensured that customers received the high standard of service to which they had become accustomed.

We instituted several protocols and policies to ensure safety and enable our team members to thrive amid difficult circumstances, ranging from proper sanitization to making sure that we exchanged documents electronically whenever possible and minimizing the length of in-person meetings. For those visiting our facilities, we promoted enhanced safety measures around the use of masks, social distancing, and health assessments. Understanding the challenging circumstances our employees were facing, we provided new mental health benefits, stipends for childcare and educational support, and reimbursement for home office equipment.

It is heartening that the efforts we make to express gratitude to our employees are recognized. In 2020, amid unprecedented work conditions, our measures of employee engagement and retention were high.

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Prologis Park Apodaca crew members, Alfredo Campos, José Requena, Sandra Ramos.

Capital strength

FIBRA Prologis maintains a conservative balance sheet, which enables us to be resilient to external shocks. Investors' faith in our operating excellence and strategy allows us to raise the capital that supports growth and development on advantageous terms.

In 2020, we raised approximately USD \$736 million in two key financing transactions—a record year. In March, in anticipation of our purchase of Prologis Park Grande, we raised 8.3 billion pesos (USD \$361 million) from existing shareholders in a rights offering. The offering closed just as the pandemic hit, and highlighted the confidence shareholders have in the company.

\$736M

raised in a record year

In December, FIBRA Prologis raised Usd \$375 million through a green bond in the local capital markets—a sign of our leadership and ambitions, as well as our determination to innovate on ESG.

The offering, with tranches due in 2028, 2030, and 2032, bore an interest rate of 4.12 percent per annum. This was the first green bond issued by a publicly traded Mexican real estate company. We used the proceeds to refinance our medium-term debt maturities and help support our efforts to make our portfolio of buildings environmentally friendly and energy-efficient.

We also successfully engaged with ratings agencies. Fitch awarded FIBRA Prologis a BBB international rating and a AAA local rating, while HR Ratings awarded FIBRA Prologis a BBB+ international rating.*

At the end of 2020, our loan-to-value ratio was 29.4 percent. The 17.1 billion pesos (Usd \$857 million) in debt has a weighted effective interest rate of 3.4 percent and a weighted average maturity rate of 7.1 years.

Our ability to access the capital markets on favorable terms enables us to make the investments that simultaneously grow our footprint while making our existing properties both more efficient and appealing to consumers.

*A securities rating is not a recommendation to buy, sell or hold securities and is subject to revision or withdrawal at any time by the rating organization.

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ESG

The pandemic highlighted the important role companies play in dealing with social, health, and environmental issues. Even as we adapted to a new operating environment, FIBRA Prologis doubled-down on its investments in these areas. As responsible corporate citizens, we recognize that it falls upon us to make positive contributions.

Environmental

The most noteworthy event of the year was our issuance of the USD \$375 million green bond – the first of its kind by a publicly traded Mexican real estate company. Every building we purchase from our sponsor, Prologis, is LEED certified—and thus sustainable by design. While the costs of such properties may be higher, we are able to more than recoup the investments in the form of lower

operating costs and higher rents. Our portfolio is progressively reducing its impact on the environment. 50 percent of our properties have LED lighting, and we have an investment program in place to increase that proportion by 100 percent by 2025.

We are grateful that third parties recognize our years of efforts on these issues.

- For the fourth year in a row, FIBRA Prologis was named to the **S&P Dow Jones Sustainability MILA Pacific Index**.
- The Global Real Estate Sustainability Benchmark (GRESB) ranked FIBRA Prologis first in its peer group, **awarding the company a Green Star**, and recognized the company as a **Regional Listed Sector Leader** for the industrial sector in the Americas.
- On June 25, FIBRA Prologis was included in the newly created **S&P/BMX Total Mexico ESG Index**.
- CDP (formerly the Carbon Disclosure Project) gave FIBRA Prologis its **highest rating – A –** for the comprehensiveness of its best practices in environmental reporting and management.

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100%

of buildings purchased is LEED certified—thus sustainable by design



Prologis Juarez Industrial Center, Juarez.



ESG

Social

FIBRA Prologis continually focuses on ways to strengthen the communities in which we operate and to enlist the time and passion of our team members to help their fellow citizens in times of need. In 2020, these efforts took on a larger importance as many people in Mexico were affected by the pandemic. We are grateful that we are in a position to contribute to the pandemic response.

IMPACT Day, Prologis’ annual global day of service, embodies the company’s core values of Integrity, Mentorship, Passion, Accountability, Courage and Teamwork (IMPACT). This year, we were unable to carry

out many of the traditional in-person efforts. In the spirit of IMPACT 2020, we established a fund to which employees and suppliers could contribute to reward the exceptional people – cleaners, gardeners, and security guards – who were instrumental to our ability to serve our customers. After raising nearly \$250,000 MN, we sent vouchers to 696 people.

Throughout Mexico, Prologis continued to provide support to vital community efforts. The Prologis Foundation global coronavirus relief fund donated a substantial sum to the Caritas Food Bank, for example. And in 2020, FIBRA Prologis continued our work on the construction of a medical clinic in Tepetzotlan, north of Mexico City, finishing the second floor.

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Sandra Ruiz presents food vouchers to recipients of the Donations Plan program on IMPACT Day 2020.

ESG

Governance and ethics

FIBRA Prologis has a longstanding commitment to strong governance. We keep our employees up-to-date on our Code of Ethics and Business Conduct, information security, global fraud prevention, Global Anti-Corruption and the Foreign Corrupt Practices Act. Our safety measures prioritize both our employees and our customers.

63 percent of our Technical Committee members are independent and are ratified annually by certificate holders.

Our senior leaders collaborate with the Mexican Association of FIBRAS (AMEFIBRA) as part of an effort to make the asset class more appealing to institutional investors. Leading by example, we aim to encourage transparent and consistent reporting among industrial FIBRAS.

We still have room for improvement on all these fronts. We will continue to make changes, adapt to new requirements, and evolve to meet local and global needs, with a clear focus on the environment, our people, stakeholders and investors.

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Luis Gutiérrez at Prologis Park Tres Rios, Mexico City.

Looking back, looking ahead

While Mexico's economy continues to struggle with COVID-19, the IMF expects growth to resume in 2021 at a 5.0 percent rate.* The advances in vaccination and the continuing positive evolving relationship between the U.S. and Mexico are likely to provide further support.

In the coming year, we foresee a continuation of the trends that influenced the trajectory of our business in 2020 – the return of global economic growth will support the industrial markets while e-commerce continues its impressive growth in Mexico.

Accordingly, we see 2021 as a year of opportunity. We pledge to communicate clearly and transparently about our strategy. And we look forward to seeing each other in person—as soon as it is possible.



Listen to the podcast.
Luis Gutiérrez reflects on 2020.

In 2020, we learned powerful lessons about the resilience, flexibility and strength of our people – and of our business. But in the spirit of continuous improvement, we believe we can do even better. Over seven years as a public company, we have built up the operational and financial core that enables us to take advantage of opportunities that present themselves.

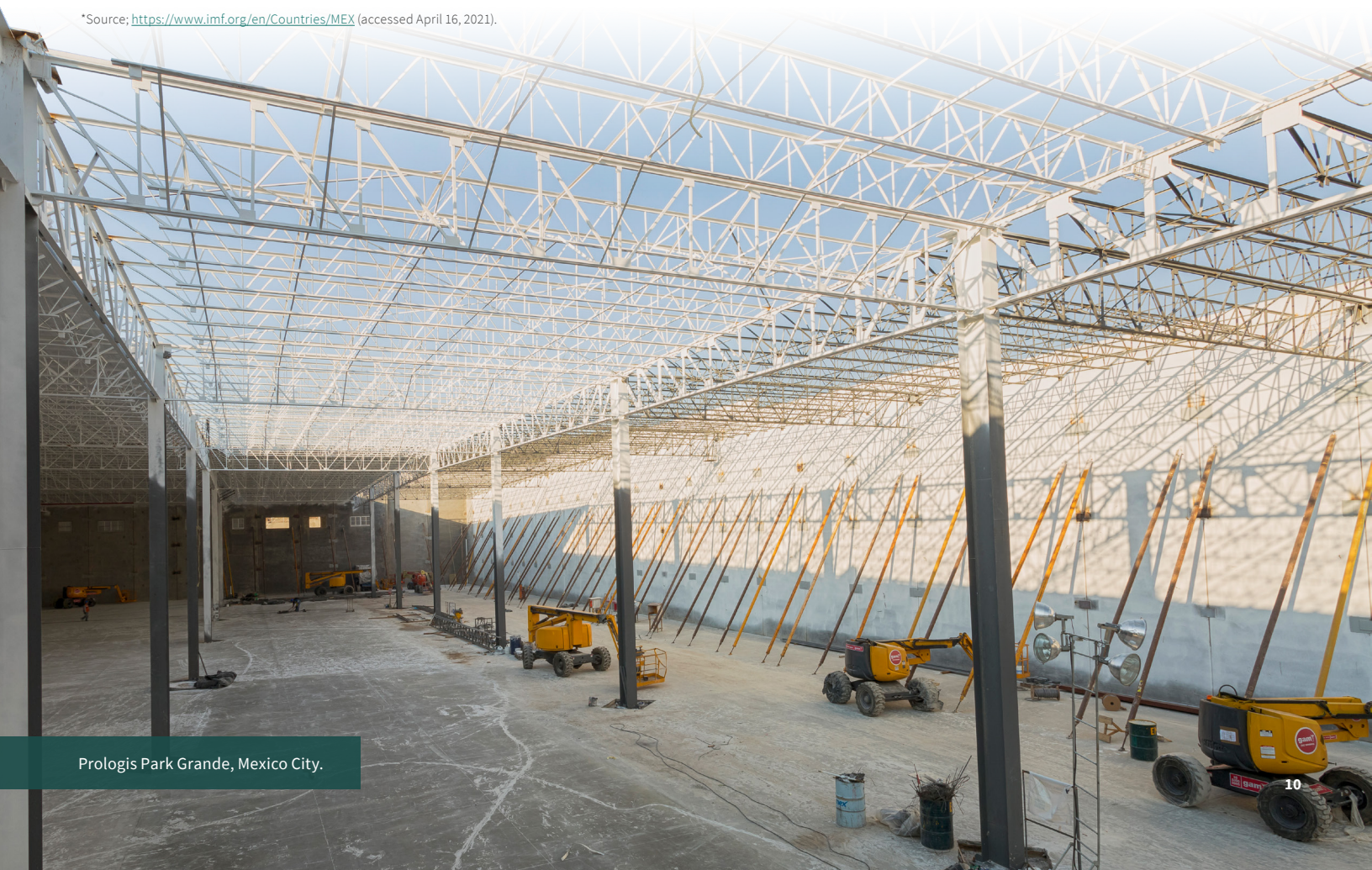


Luis Gutiérrez
President, Prologis Latin America

*Source: <https://www.imf.org/en/Countries/MEX> (accessed April 16, 2021).

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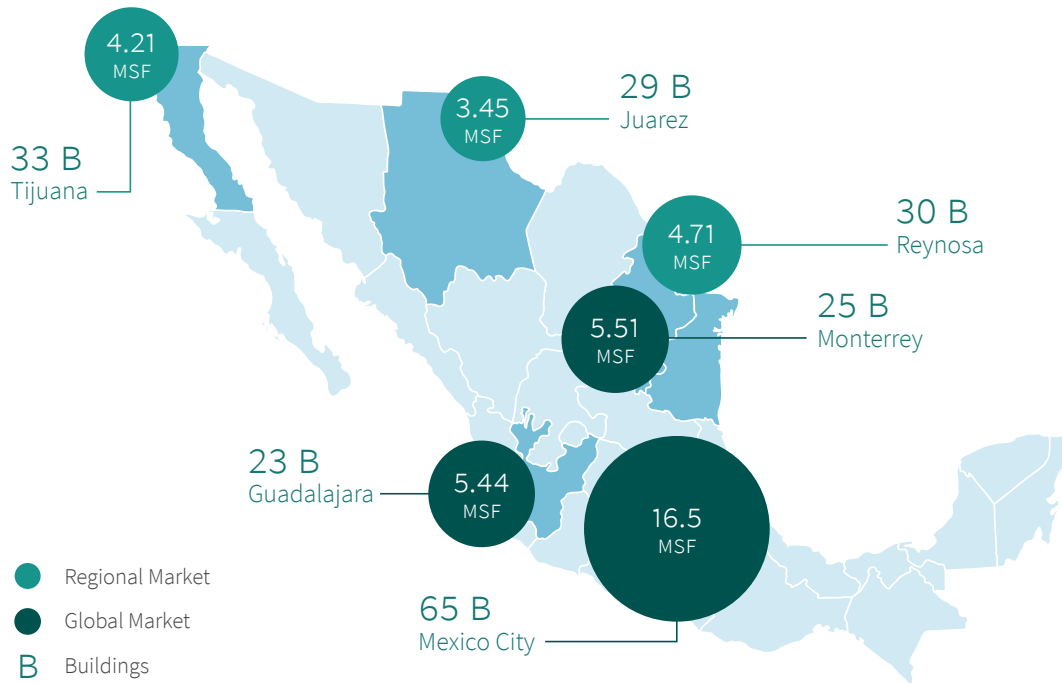
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Strategic locations

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205
Properties

39.8
MSF

220
Customers

96.7%
Occupancy

\$5.61
Average net effective
rent per leased SF

63.2%
USD-denominated
leases

Prologis Park Grande, Mexico City.

Key metrics tell a strong growth story

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| | OPERATING PORTFOLIO PERIOD-END OCCUPANCY | NET EFFECTIVE RENT CHANGE | PORTFOLIO SIZE | |
|------|---|--------------------------------------|-----------------------|------------|
| | Percent | Percent | MSF | Properties |
| 2020 | 96.7 | 4.0 | 39.8 | 205 |
| 2019 | 97.6 | 10.9 | 34.9 | 191 |
| 2018 | 97.4 | 13.1 | 36.0 | 200 |



Prologis Park Los Altos, Guadalajara.

Financial highlights

Financial results reflect strength and resilience

REVENUE SUMMARY

(in millions of pesos)



FFO PER CBFI

(in pesos, including incentive fees)



DISTRIBUTION PER CBFI

(in pesos)



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Prologis Park Tres Rios, Mexico City.

Leadership

Luis Gutiérrez

President, Prologis Latin America

Luis Gutiérrez is Prologis' president for Latin America and the CEO of FIBRA Prologis, a public vehicle in Mexico. His responsibilities include development, acquisition and operations in both Mexico and Brazil.

Mr. Gutiérrez holds an MBA from the Instituto Panamericano de Alta Dirección de Empresas (IPADE) and a Bachelor of Science in civil engineering from the Universidad Iberoamericana. He is currently president of AMEFIBRA (Mexican Association of FIBRAS), has served as president of AMPIP (Mexican Association of Industrial Parks) and is a member of the board of directors of Finaccess.



Listen to the podcast.

Luis Gutiérrez reflects on 2020.

He was a founding member of Gaccion, one of the largest developers in Mexico, where he served as CEO and became a partner with AMB Property Corporation. In 2008, when AMB bought Gaccion, he became managing director, responsible for AMB's Mexico and Brazil operations. He brings more than 31 years of experience in real estate development, construction, acquisitions and dispositions, as well as the representation of foreign direct investments in Mexico and Brazil.



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Héctor Ibarzabal

Chief Operating Officer, Prologis Mexico

A 30-year veteran of the real estate sector, Héctor Ibarzabal has extensive experience in operations, capital deployment, structuring, financing and fundraising in the industrial, office, retail and residential sectors.

Mr. Ibarzabal has served as Mexico's managing director since 2011 and as chief operating officer for FIBRA Prologis since its IPO. In that capacity, he directs all Prologis real estate activity in Mexico.

Prior to joining Prologis, Mr. Ibarzabal co-founded G. Accion, a Mexican publicly traded real estate company, where he served as CFO, COO and president. In 2001, G Accion became AMB Property Corporation's first international partner, several years before merging with Prologis.

Mr. Ibarzabal has been president of AMPIP (Mexican Association of Industrial Parks), where he currently participates on the board of directors, and he has served as an independent director on several boards of public companies, joint ventures, CKDs and FIBRAs. He holds a civil engineering degree with honors from Universidad Iberoamericana and an MBA from IPADE.

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Jorge Girault

Chief Financial Officer, Prologis Mexico

Jorge Girault has worked in the real estate industry since 1994 and has been the vice president of Finance at Prologis Mexico since 2015. As an officer of Prologis Mexico and a manager of Prologis México Fondo Logístico, a Mexican industrial real estate investment vehicle managed by an affiliate of Prologis, he was responsible for the structuring and successful launch of the FIBRA Prologis IPO in 2014, as well as a rights offering in March 2019. He has significant experience managing Prologis' equity and debt-raising activities and negotiating and structuring debt structures. He began his professional career at G. Acción, a publicly traded Mexican real estate multi-product development company, where he rose from project manager to vice president of Investor Relations and senior vice president of Finance.

Mr. Girault has worked as a part-time professor at the Business School of Universidad Iberoamericana and is an active member of the Mexican FIBRA association. He holds an industrial engineering degree from Universidad Panamericana and an MBA from Universidad Iberoamericana and AD1 at IPADE.



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This presentation includes certain terms and non-IFRS financial measures that are not specifically denied herein. These terms and financial measures are denied and, in the case of the non-IFRS financial measures, reconciled to the most directly comparable IFRS measure, in our 4th quarter Earnings Release and Supplemental Information that is available on our website at www.fibraprologis.com.

The statements in this release that are not historical facts are forward-looking statements. These forward-looking statements are based on current expectations, estimates and projections about the industry and markets in which FIBRA Prologis operates, management's beliefs and assumptions made by management. Such statements involve uncertainties that could significantly impact FIBRA Prologis financial results. Words such as "expects," "anticipates," "intends," "plans," "believes," "seeks," "estimates," variations of such words and similar expressions are intended to identify such forward-looking statements, which generally are not historical in nature. All statements that address operating performance, events or developments that we expect or anticipate will occur in the future — including statements relating to rent and occupancy growth, acquisition activity, development activity, disposition activity, general conditions in the geographic areas where we operate, our debt and financial position, are forward-looking statements. These statements are not guarantees of future performance and involve certain risks, uncertainties and assumptions that are difficult to predict. Although we believe the expectations rejected in any forward-looking statements are based on reasonable assumptions, we can give no assurance that our expectations will

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December 31, 2020

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We value your feedback and welcome any questions, comments or suggestions on this report and our performance. Please send your feedback to:

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