

# Investor Presentation

November 2025



Centro Industrial Juarez, Juarez

# Forward-looking statements / Non-Solicitation

This presentation includes certain terms and non-IFRS financial measures that are not specifically defined herein. These terms and financial measures are defined and, in the case of the non-IFRS financial measures, reconciled to the most directly comparable IFRS measure, in our first quarter Earnings Release and Supplemental Information that is available on our website at [www.fibraprologis.com](http://www.fibraprologis.com) and on the BMV's website at [www.bmv.com.mx](http://www.bmv.com.mx).

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 reflected in any forward-looking statements are based on reasonable assumptions, we can give no assurance

that our expectations will be attained and therefore, actual outcomes and results may differ materially from what is expressed or forecasted in such forward-looking statements. Some of the factors that may affect outcomes and results include, but are not limited to: (i) national, international, regional and local economic climates, (ii) changes in financial markets, interest rates and foreign currency exchange rates, (iii) increased or unanticipated competition for our properties, (iv) risks associated with acquisitions, dispositions and development of properties, (v) maintenance of real estate investment trust ("FIBRA") status and tax structuring, (vi) availability of financing and capital, the levels of debt that we maintain and our credit ratings, (vii) risks related to our investments (viii) environmental uncertainties, including risks of natural disasters, (ix) risks related to the current coronavirus pandemic, and (x) those additional factors discussed in reports filed with the "Comisión Nacional Bancaria y de Valores" and the Mexican Stock Exchange by FIBRA Prologis under the heading "Risk Factors." FIBRA Prologis undertakes no duty to update any forward-looking statements appearing in this release.

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# 1

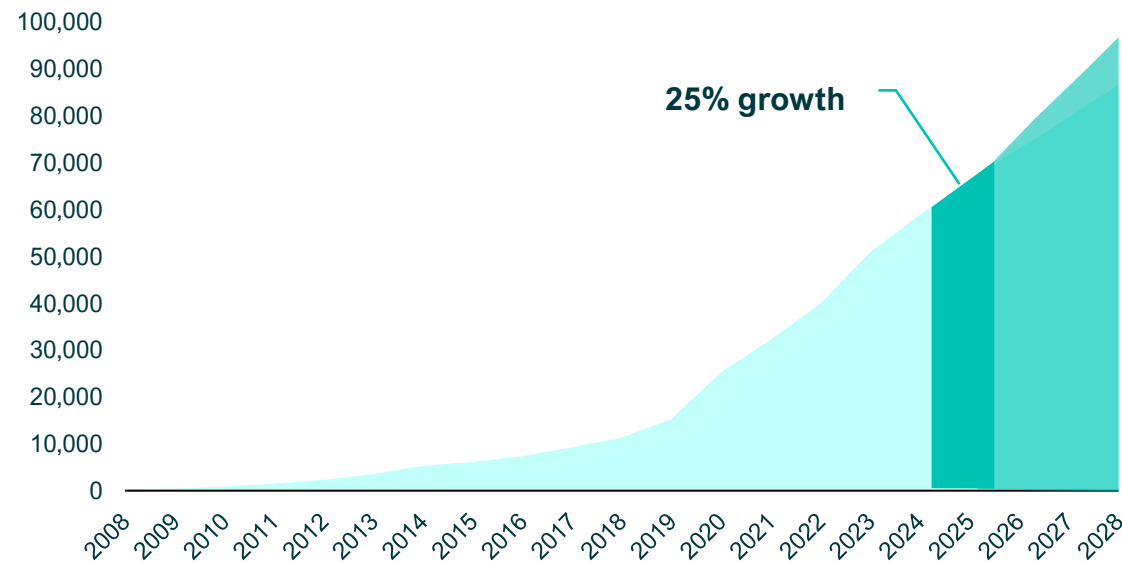
## **Harnessing Mexico's logistics real estate potential**



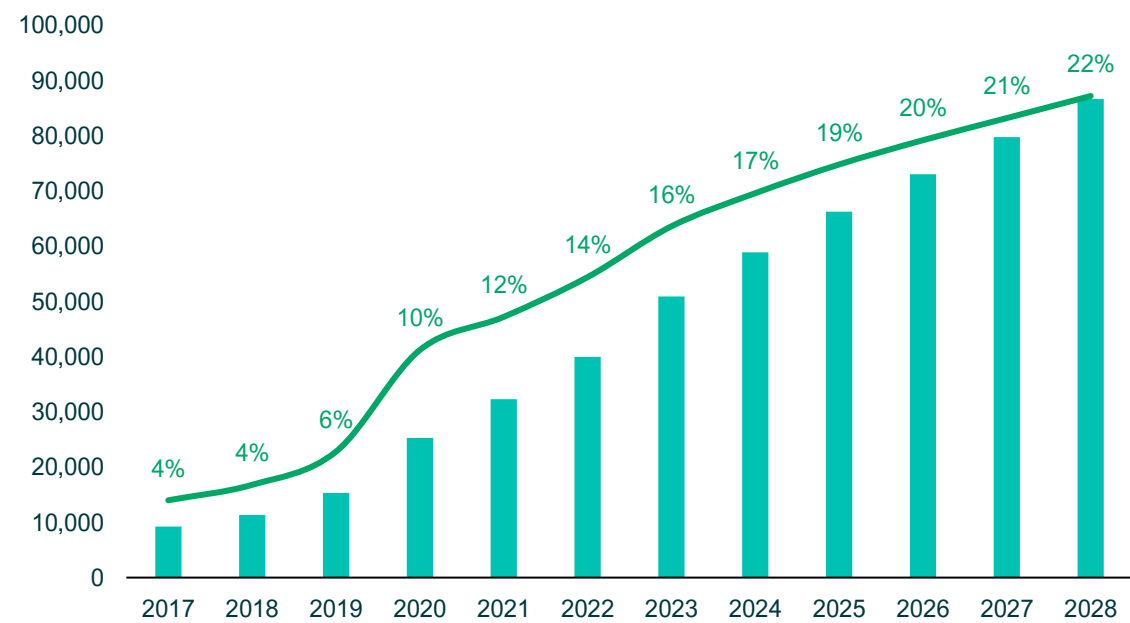
# E-commerce demand growth

E-commerce requires 3x the logistics space of brick-and-mortar retail

Annual Mexico E-Commerce Sales  
US\$ Millions



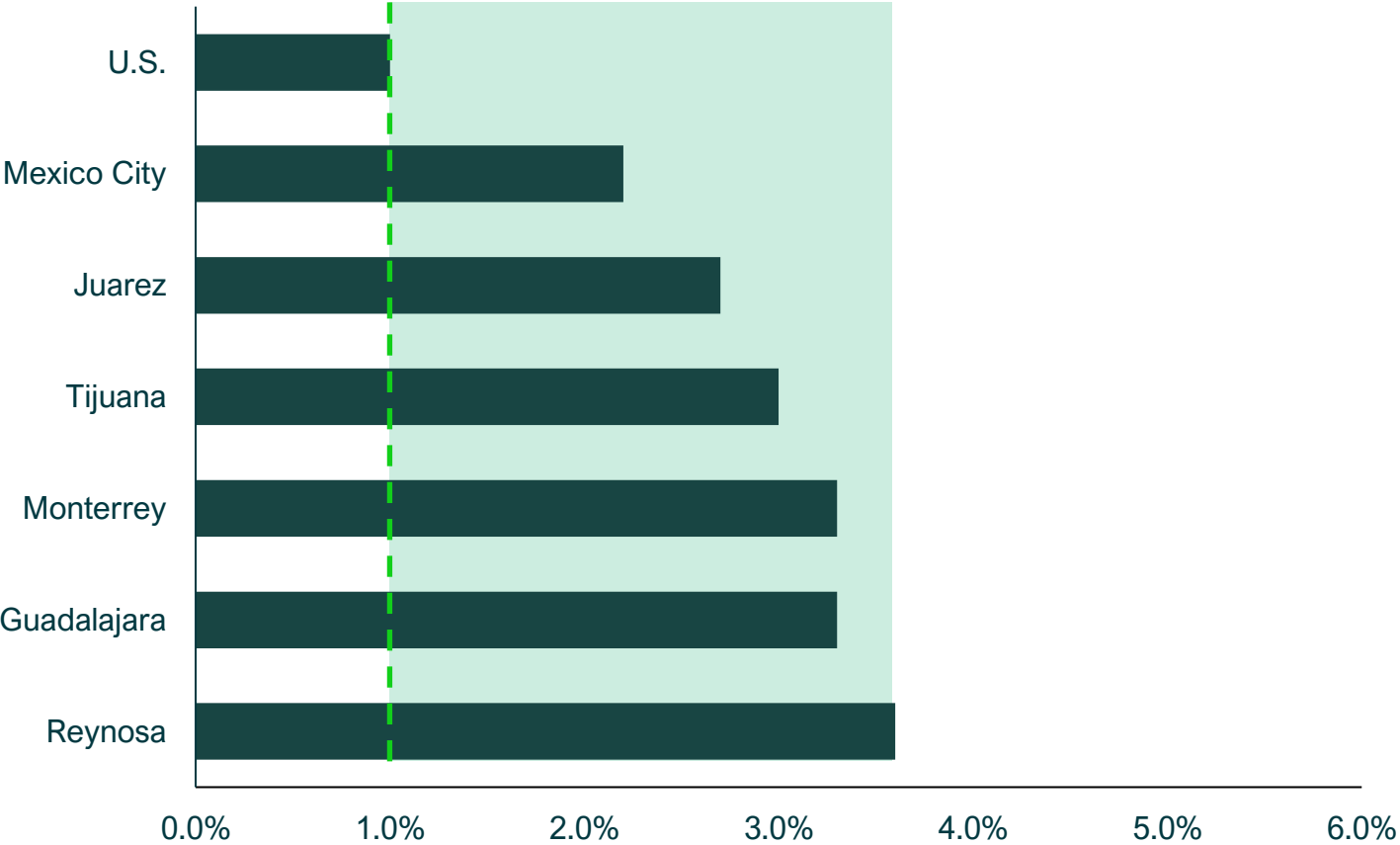
Mexico E-Commerce Sales & Share of Total Retail Sales<sup>1</sup>  
US\$ Millions, Annual



Source: eMarketer, Prologis Research  
(1) All figures in constant 2023 USD

# Mexico's consumer growth outpaces the U.S

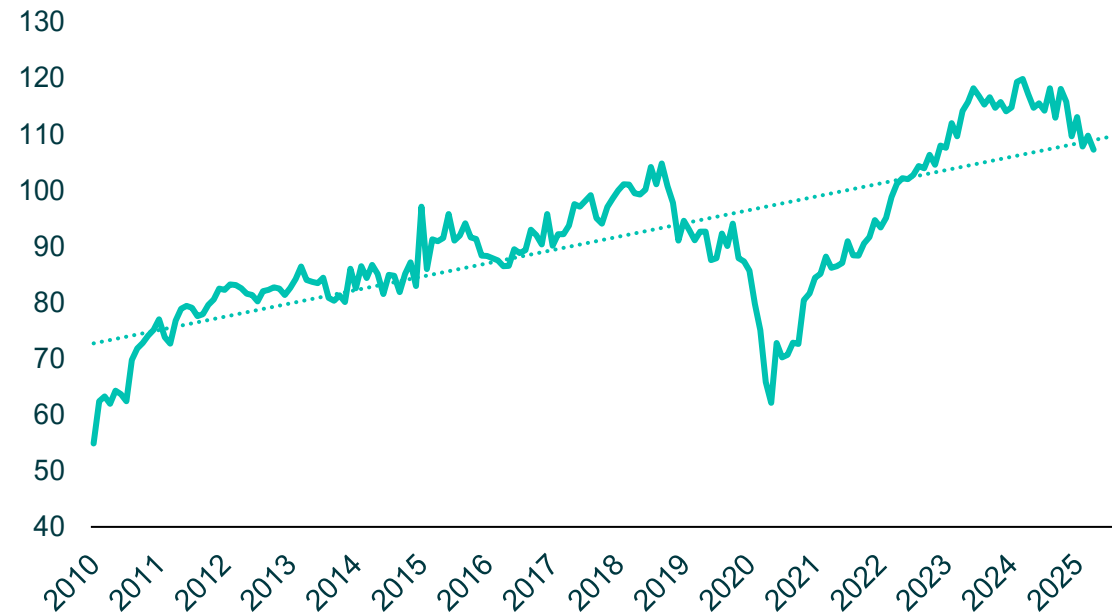
Consumer households<sup>1</sup>, 2024 y/y change  
no. of (in millions)



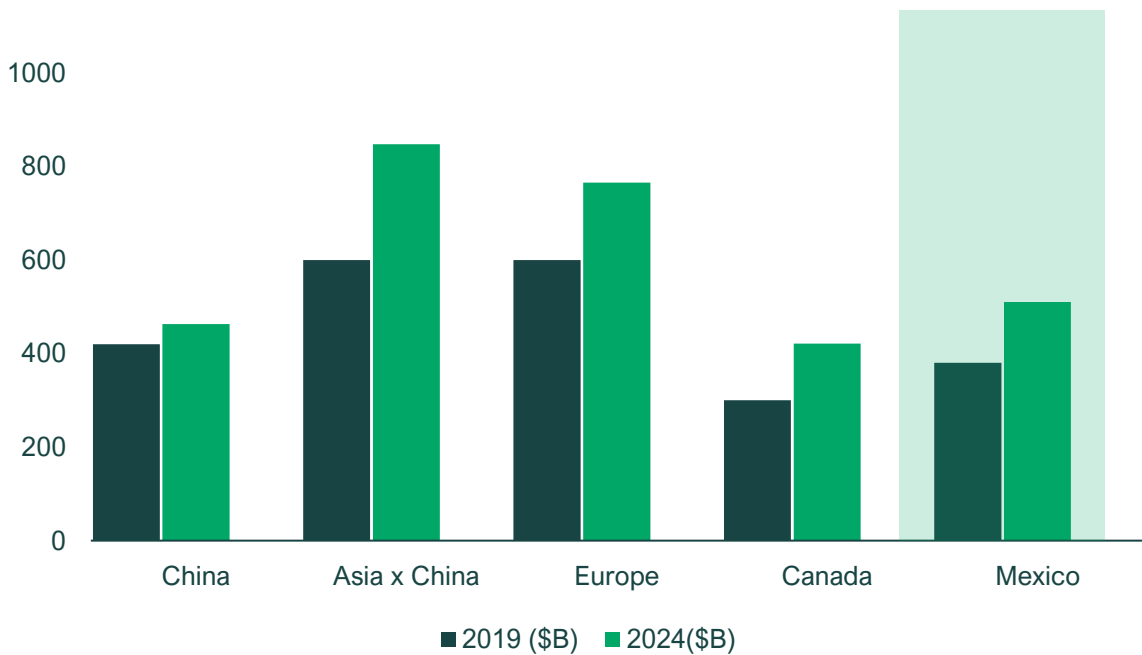
Prologis Research based on Oxford Economics data, December 2024.  
(1)Consumer households defined as those with annual pre-tax income above 20,000 USD PPP, constant 2015 prices.

# Manufacturing demand growth

Mexico capital formation - machinery and equipment volume index; base 100:2018



U.S. import volumes<sup>1</sup>, 2019 vs. current  
US\$ Billions

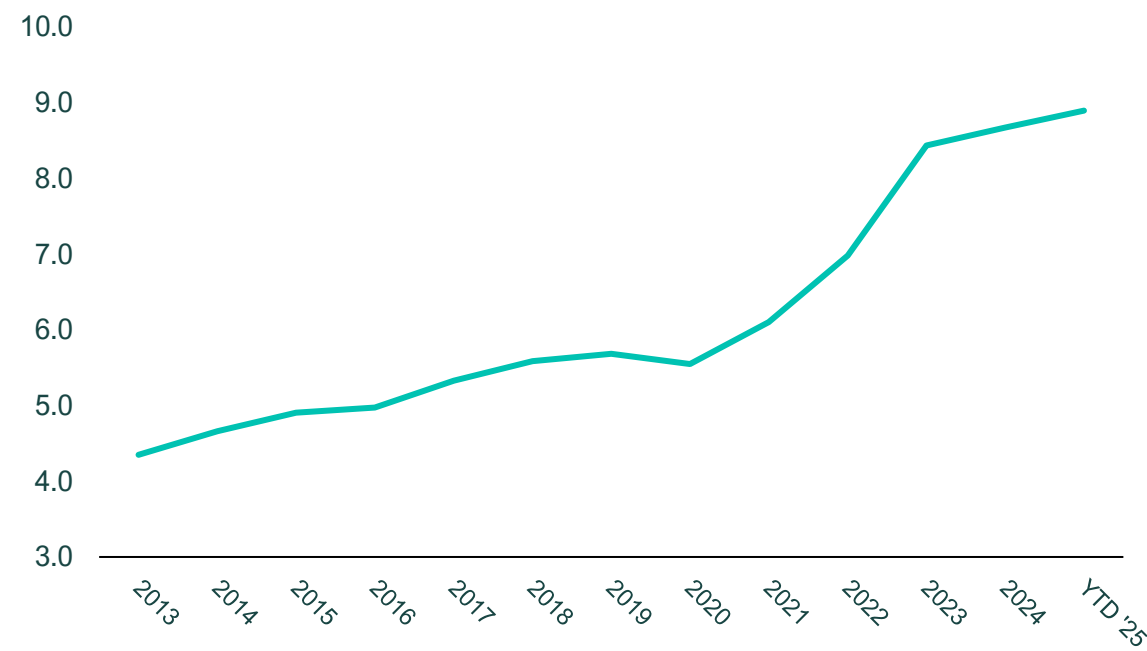


1. Source: U.S. Census Bureau, Prologis Research

# Long-term rental and value growth

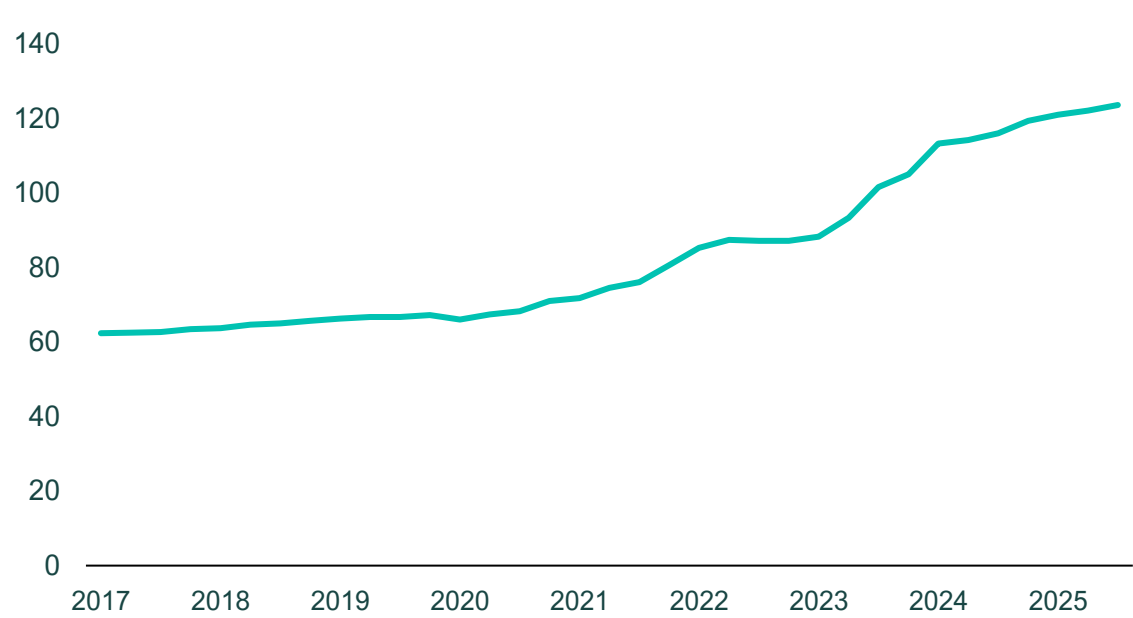
Effective Market Rent

\$/SF/year



FIBRAPL Capital Value Growth

\$/SF



# 2

**Shaping the future  
of logistics real estate:  
FIBRA Prologis**



# FIBRA Prologis: The market leader in Mexican industrial real estate

**US\$9.2B**

Assets under  
management<sup>1</sup>

**+408%**

Total return since IPO

**US\$384M**

2024 annual net  
operating income

**BBB+/BBB+/BBB**

Financial  
strength and stability

**348 buildings<sup>2</sup>**

And 347 customers

**Prologis sponsor**

Backed by global expertise and  
a robust development pipeline

Source: FIBRA Prologis filings and Bloomberg

1. Note: Information as of September 30, 2025

2. Does not include those properties outside of our core markets that are not included in the Operating Portfolio and are classified in Other Investment Properties as the intent is to not hold long-term.

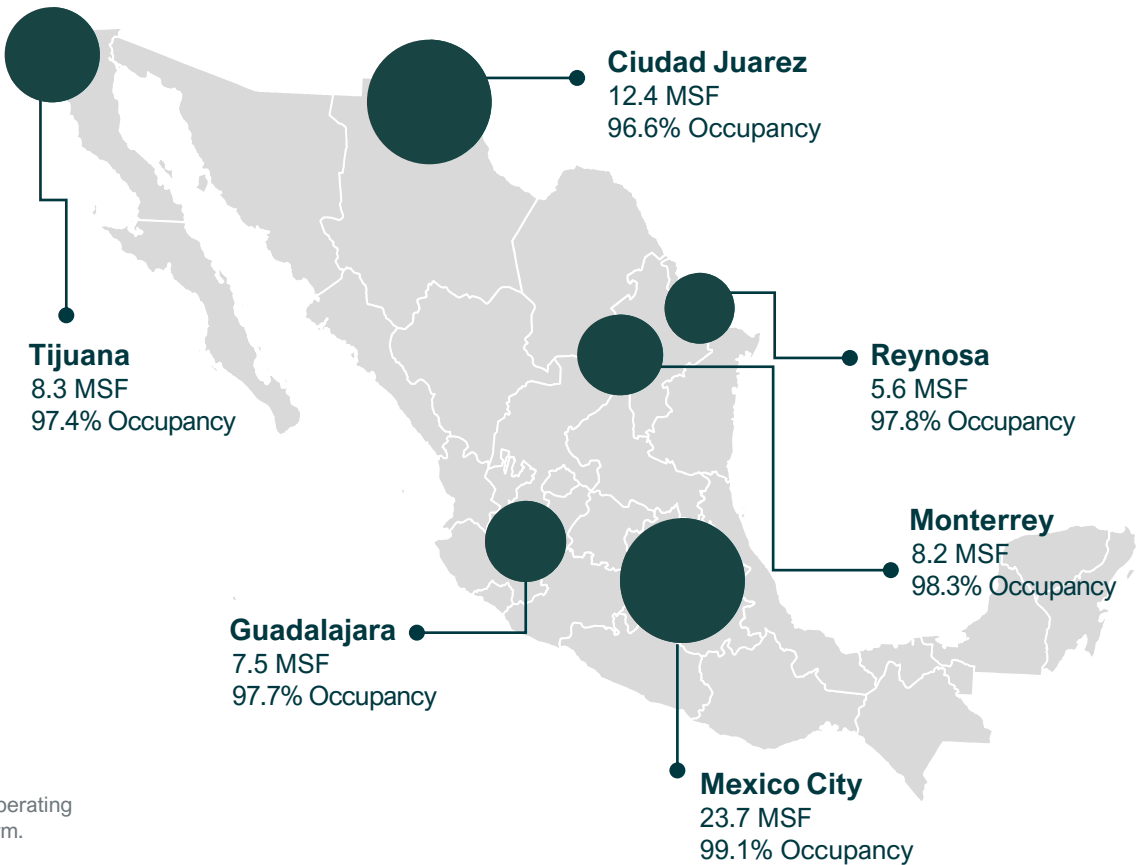
# A focused investment strategy

Focused on the top consumption and manufacturing markets

|        |                                   |
|--------|-----------------------------------|
| 6      | Markets                           |
| 98.0%  | Period End Occupancy <sup>1</sup> |
| 97.9%  | Average Occupancy <sup>1</sup>    |
| 65.7   | Million Square Feet <sup>2</sup>  |
| 348    | Operating Properties <sup>2</sup> |
| 19 yrs | Average Age <sup>1</sup>          |

Data as of September 30, 2025.

- 1. Operating properties only.
- 2. Does not include those properties outside of our core markets that are not included in the Operating Portfolio and are classified in Other Investment Properties as the intent is to not hold long-term.



# A diversified customer base

347

Customers<sup>1</sup>

510

Leases

22.7%

of NER comes from our top 10 customers

72.3%

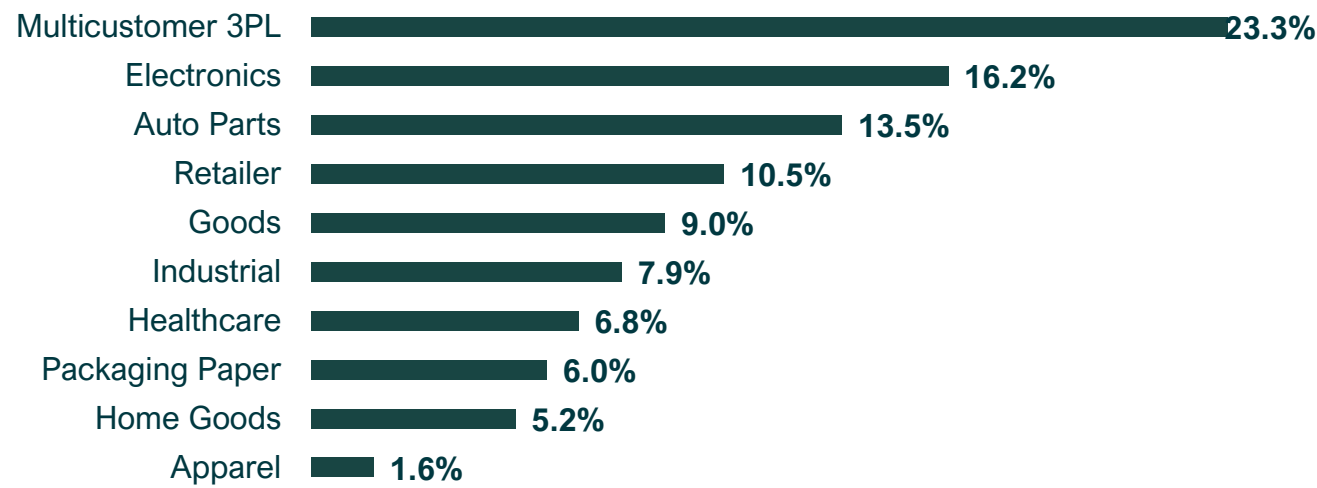
of customers are multinational companies<sup>2</sup>

Source: Prologis Research. Data as of September 30, 2025.

1. This includes customers in core markets  
2. This includes customers that are directly multinational or affiliated with multinational corporations, measured as a percentage of net effective rent.

## Customers by industry

% NER basis



## Customer mix

| E-Commerce | 3PL | Manufacturing | Other logistics |
|------------|-----|---------------|-----------------|
| 8%         | 30% | 47%           | 15%             |
|            |     |               |                 |
|            |     |               |                 |
|            |     |               |                 |
|            |     |               |                 |

# An industry-leading balance sheet

|                                          |                        |                                     |
|------------------------------------------|------------------------|-------------------------------------|
| Loan to Value                            | Debt / Adjusted EBITDA | Fixed Charge Coverage Ratio         |
| 24.3%                                    | 4.4x                   | 4.1x                                |
| Weighted Average Effective Interest Rate | Liquidity <sup>1</sup> | Weighted Average Remaining Maturity |
| 5.1%                                     | US\$1.5 B              | 3.5 yrs                             |

Data as of September 30, 2025.

Note: Terrafina and Fibra Prologis are combined

1. Liquidity in 3Q25 is comprised of US\$118M of cash and US\$1.4B undrawn from unsecured credit facility, plus accordion.

# World class corporate governance

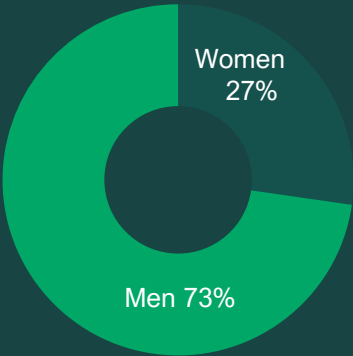
Prologis owns 35% of FIBRA Prologis, demonstrating alignment with certificate holders

## Diverse and experienced technical committee<sup>1</sup>

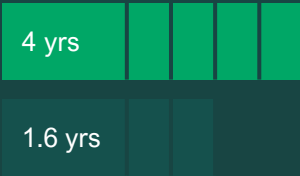
|                                                                                                 |                                                         |                                                       |                                                                            |                                                                                    |                                                        |
|-------------------------------------------------------------------------------------------------|---------------------------------------------------------|-------------------------------------------------------|----------------------------------------------------------------------------|------------------------------------------------------------------------------------|--------------------------------------------------------|
| ■ Prologis member, 45%                                                                          |                                                         |                                                       | ■ Independent, 55%                                                         |                                                                                    |                                                        |
| <b>Deborah Briones</b><br>Chief Legal Officer                                                   | <b>Carter Andrus</b><br>Chief Operating Officer         | <b>Joseph Ghazal</b><br>Chief Investment Officer      | <b>Armando Fregoso</b><br>President of Latam                               | <b>Nick Kittredge</b><br>President of Operations and Capital Deployment Eastern US |                                                        |
| <b>Gonzalo Portilla</b><br>Managing Director CBRE Loan Servives<br><i>Chairman of the Board</i> | <b>Alberto Saavedra</b><br>Partner Santa Marina y Steta | <b>Miguel Álvarez del Río</b><br>CEO Finaccess Mexico | <b>Mónica Flores Barragán</b><br>President for Latin America ManpowerGroup | <b>Carlos Elizondo Mayer-Serra</b><br>Dr. Political Science Oxford University      | <b>Katia Eschenbach</b><br>Former CEO Trafigura Mexico |

1. Technical Committee members are ratified annually by certificate holders

## Gender



## Tenure



# A sponsor future-focused for investors

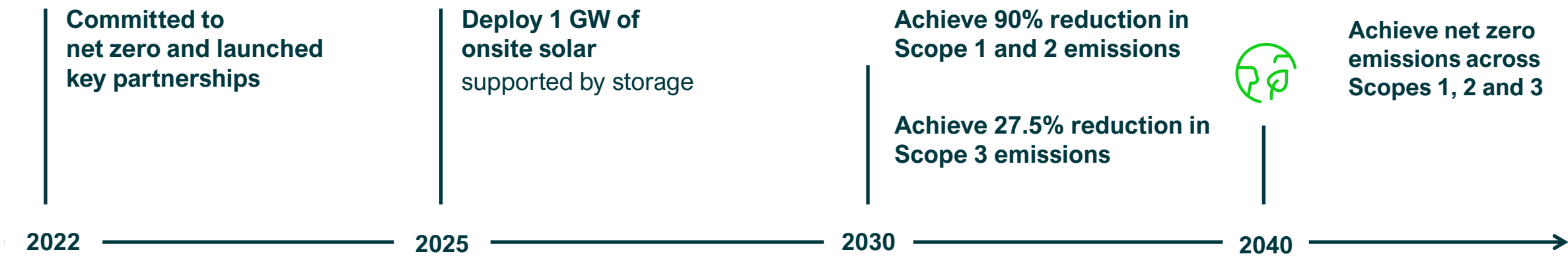
|                                                                  |                                                                       |                                                                           |                                                                                                                                                                                                                                   |
|------------------------------------------------------------------|-----------------------------------------------------------------------|---------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Platform</b><br>Largest global owner of logistics real estate | <b>Public REITs</b><br>Largest by market cap in the world             | <b>Asset management</b><br>Leading global logistics-focused asset manager | <b>New frontiers</b>                                                                                                                                                                                                              |
| <b>Development</b><br>Leading global logistics developer         | <b>Leadership</b><br>Recognized by Institutional Investor and Fortune | <b>Disclosure</b><br>The Transparency Awards winner in real estate        | <div><b>&gt; Sustainable energy</b><br/>Solar energy solutions</div> <div><b>&gt; Digital infrastructure</b><br/>Data center development</div> <div><b>&gt; Operations Essentials</b><br/>Capturing additional wallet share</div> |

Unparalleled scale | Best-in-class systems and talent | Customer-centric mindset

# Ambitious net zero goals



Prologis Inc. is committed to achieving net-zero GHG across its entire value chain by 2040. This commitment includes all operations globally, such as those of investment vehicles like FIBRA Prologis.

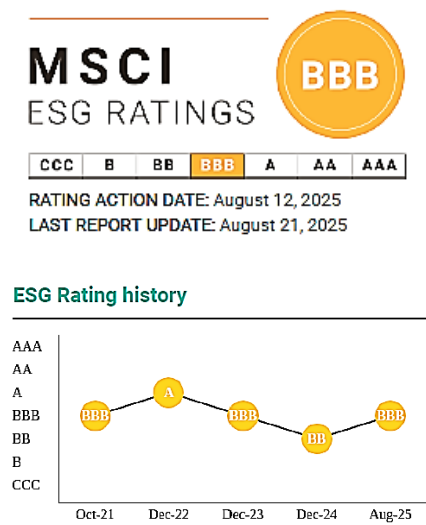


Source: See Prologis 2023-2024 ESG Report for additional details.

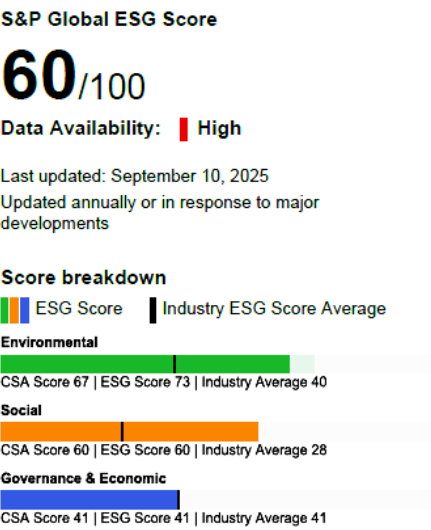
# FIBRA Prologis ESG Ratings

FIBRA Prologis is committed to transparency and the robustness of its ESG practices. This commitment is reflected in the continuous improvement of our performance across leading ESG ratings and benchmarks.

MSCI ESG rating improved from **BB** to **BBB** in recognition of stronger sustainability practices.



S&P Global CSA score increased from **55** to **60** points, reflecting progress in ESG management and disclosure.



Source: See Prologis 2024-2025 Impact & Sustainability Report for additional details.

# 3

**Capturing today's  
unique growth  
opportunity**



# Strong embedded growth potential

## Portfolio statistics

|                                             |              |
|---------------------------------------------|--------------|
| Avg in Place Rent per Sq Ft                 | \$7.24       |
| Avg Market Rent per Sq Ft                   | \$10.01      |
| Avg Contractual Rent Escalator <sup>3</sup> | ~3.0%        |
| WARLT <sup>4</sup>                          | ~37.3 months |
| Currency USD/MXN                            | 77% / 23%    |

Source: Prologis. Data as of September 30, 2025.

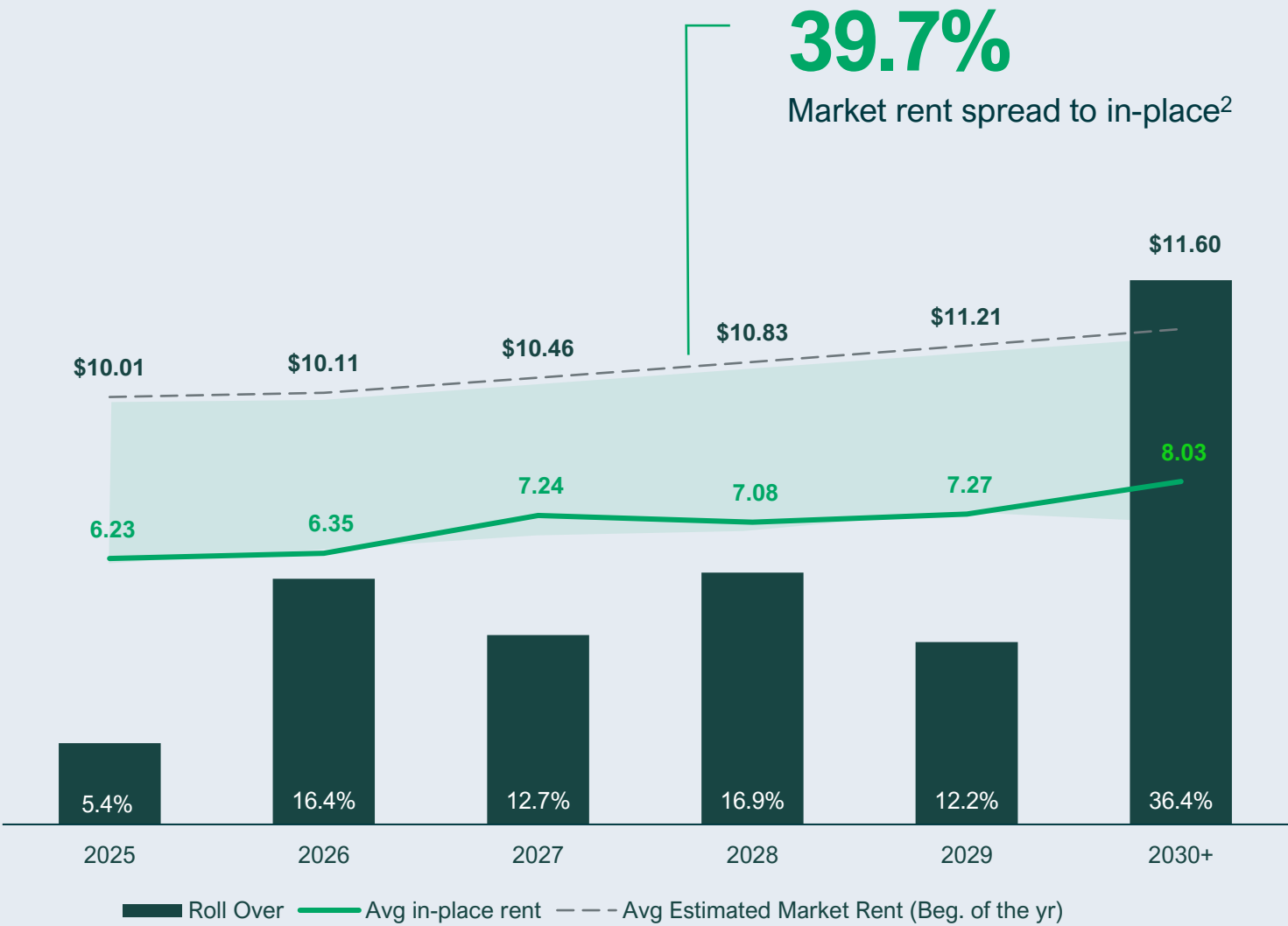
1. Estimated Market rent based on latest growth rates. Assumptions might differ, as market conditions change. For current year, the market rent is for the current period September 30, 2025.

2. Source: Prologis Research. In-place rent reflects Prologis Mexico Owned & Managed Net Effective Rent.

3. For USD denominated leases only. Leases in Mexican pesos are tied to Mexican inflation.

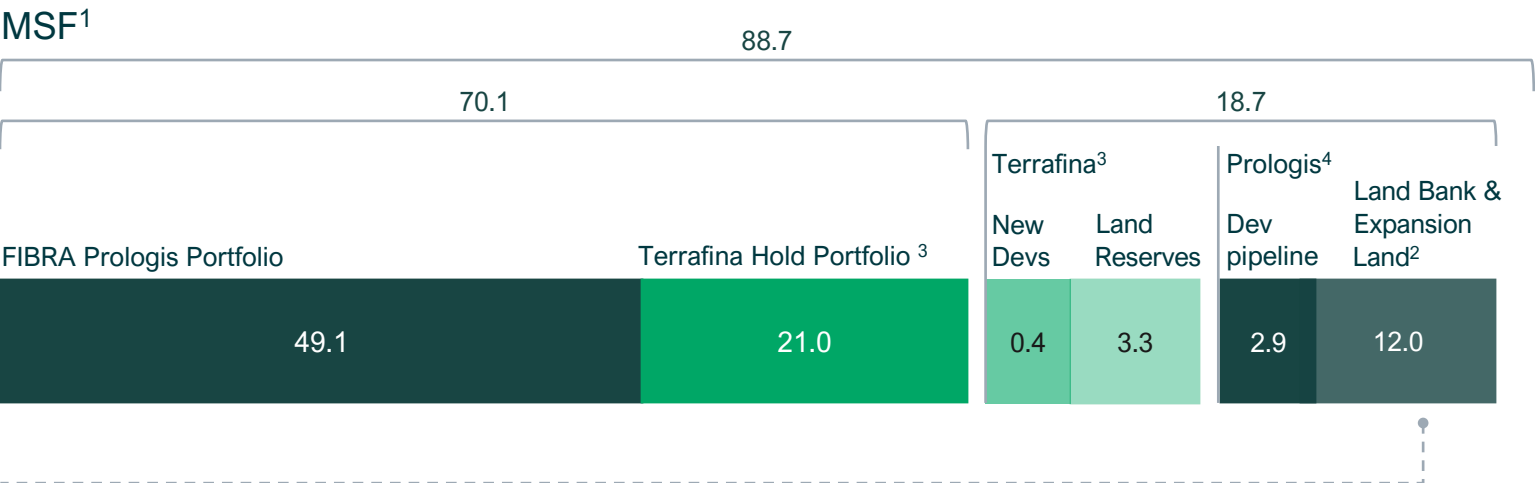
4. Weighted Average Remaining Lease Term.

## Lease expiry profile by GLA & average in-place rent

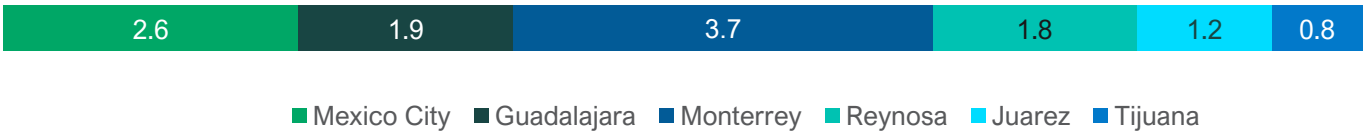


# FIBRA to grow 31+% in 4 years

## External growth via Prologis development pipeline



## Prologis land bank and FIBRAPL expansion land based on expected buildable SF



## Prologis and FIBRAPL development pipeline

|               | GLA (MSF) | % Leased |
|---------------|-----------|----------|
| Mexico City   | 1.0       | 72.1%    |
| Monterrey     | 1.1       | 52.7%    |
| Ciudad Juarez | 0.5       | 43.1%    |
| Reynosa       | 0.3       | 100.0%   |
| Total         | 2.9       | 62.5%    |

1. Million square feet as of September 30, 2025.  
2. Based on expected buildable square feet.  
3. Includes Joint Ventures. All land reserves wholly-owned by Terraflina. All new developments held in Joint Ventures.  
4. 230K SF of land bank under FIBRA Prologis.

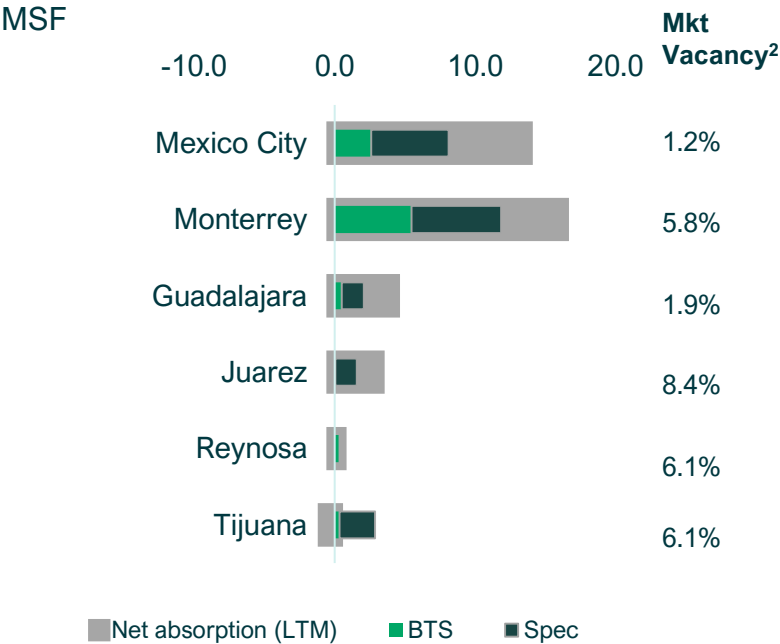
# 4

## Appendix



# Mexico logistics real estate fundamentals<sup>1</sup>

## Demand (T12M) vs supply pipeline

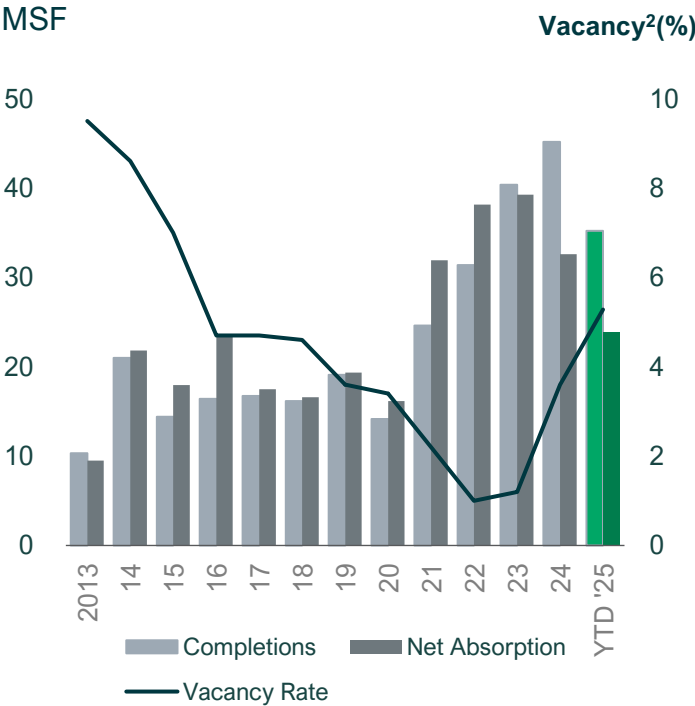


Sources: Prologis Research with information from Solili, CBRE.

1. Note: Defined as modern logistics market, inclusive of only those facilities with advanced functional features and/or superior locations, deemed to be competitive with Prologis.

2. Includes space available for subleasing starting 4Q24

## Demand vs supply



Sources: Prologis Research

Note: Completions equate to supply while net absorption is the measure of demand.

Market vacancy<sup>2</sup> of 5.3% as of 3Q25, up 40 bps vs. 2Q2025 but still below the 5.5% pre-pandemic average.

The increase in vacancy has been mostly felt in the border markets as manufacturing demand decelerated due to global trade volatility.

## E-commerce continues to grow.

E-commerce was a major driver in consumption markets in 2024 as platforms heavily invested to improve their footprint, following 25% growth in e-commerce sales in 2023 and an estimated +15% in 2024, as per EMarketer.

# FIBRA Prologis strong financial position (excluding Terrafina)

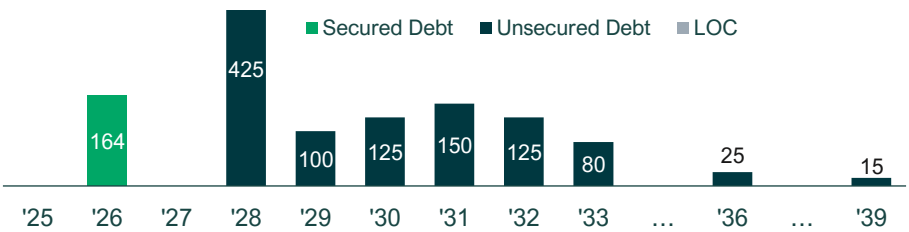
BBB+/BBB+/BBB rated by S&P/HR Ratings/Fitch<sup>1</sup>

| Debt metrics                         | 3Q25     |
|--------------------------------------|----------|
| Total debt                           | \$1,209M |
| Wtd avg rate                         | 4.5%     |
| USD denominated                      | 100%     |
| Wtd avg term                         | 4.3 yrs  |
| Available liquidity USD <sup>2</sup> | \$1.1B   |
| Fixed debt                           | 75%      |
| Net Debt to Adj. EBITDA              | 4.5x     |

| Bond debt covenants (Ratios) | 3Q25  | Bond Metrics (I & II) |
|------------------------------|-------|-----------------------|
| Leverage ratio               | 24.3% | <60%                  |
| Secured debt leverage        | 1.8%  | <40%                  |
| Fixed charge coverage        | 4.1x  | >1.5x                 |
| Leverage according CNBV      | 23.3% | <50%                  |

## Debt maturity schedule

USD\$ in millions



| Cash Interest Rate (%) | - | 4.9 | - | 5.0 | 3.2 | 4.1 | 3.6 | 4.1 | 3.6 | - | 3.8 | - | 4.0 |
|------------------------|---|-----|---|-----|-----|-----|-----|-----|-----|---|-----|---|-----|
|------------------------|---|-----|---|-----|-----|-----|-----|-----|-----|---|-----|---|-----|

|         | 3Q25  | Internal limit |         | 3Q25  | Internal limit |
|---------|-------|----------------|---------|-------|----------------|
| LTV FMV | 18.1% | 35%            | LTV GAV | 30.2% | 40%            |

Data as of September 30, 2025.

1. 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 agency

2. Liquidity is comprised of US\$85M of cash, US\$500M undrawn from unsecured credit facility including accordion feature for additional US\$500M.

# Terrafina's financial position

BBB/BBB/Baa3 rated by S&P/Fitch / Moodys<sup>1</sup>

| Debt metrics                         | 3Q25     |
|--------------------------------------|----------|
| Total debt                           | \$1,017M |
| Wtd avg rate                         | 5.7%     |
| USD denominated                      | 100%     |
| Wtd avg term                         | 2.7 yrs  |
| Available liquidity USD <sup>2</sup> | \$383M   |
| Fixed debt                           | 49%      |

## Debt maturity schedule

USD\$ in millions



|         | 3Q25  | Internal limit |
|---------|-------|----------------|
| LTV FMV | 32.6% | 35%            |

|         | 3Q25  | Internal limit |
|---------|-------|----------------|
| LTV FMV | 31.3% | 35%            |

Data as of September 30, 2025.

1. 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 agency

2. Liquidity is comprised of US\$33M of cash, US\$350M undrawn from unsecured credit facility plus the accordion.

# 2025 Guidance

**US Dollars in thousands except per CBFi amounts**

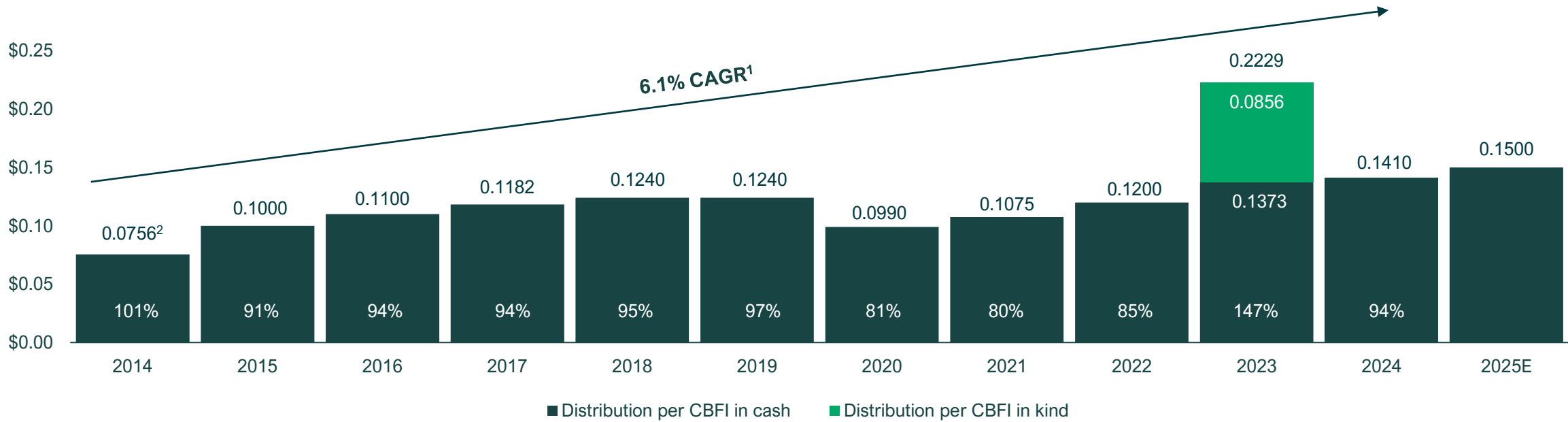
FX = Ps\$20.5 per US\$1.00

| <b>Financial performance</b>                                                     | <b>Low</b> | <b>High</b> |
|----------------------------------------------------------------------------------|------------|-------------|
| Full year FFO, as modified by FIBRA Prologis, per CBFi (excludes incentive fees) | \$0.2200   | \$0.2400    |
| <b>Operations</b>                                                                |            |             |
| Year-end occupancy                                                               | 96.5%      | 98.5%       |
| Same store cash NOI change                                                       | 4.0%       | 7.0%        |
| Annual capex as a percentage of NOI                                              | 9.0%       | 12.0%       |
| <b>Capital deployment</b>                                                        |            |             |
| Building Acquisitions (not including Terrafina's deal)                           | \$50,000   | \$100,000   |
| Building Dispositions                                                            | \$0        | \$50,000    |
| <b>Other assumptions</b>                                                         |            |             |
| G&A (Asset management and professional fees) (includes Terrafina)                | \$65,000   | \$75,000    |
| Full year 2025 distribution per CBFi (US Dollars)                                | \$0.1500   | \$0.1500    |

# Creating value for certificate holders

## FIBRAPL distributions per CBFI & AFFO payout ratio

USD\$, %



Source: Bloomberg, company filings. FIBRA Prologis' initial public offering was June 4, 2014. Peers include FIBRA Monterrey, FIBRA Uno, FIBRA Macquarie and Vesta.

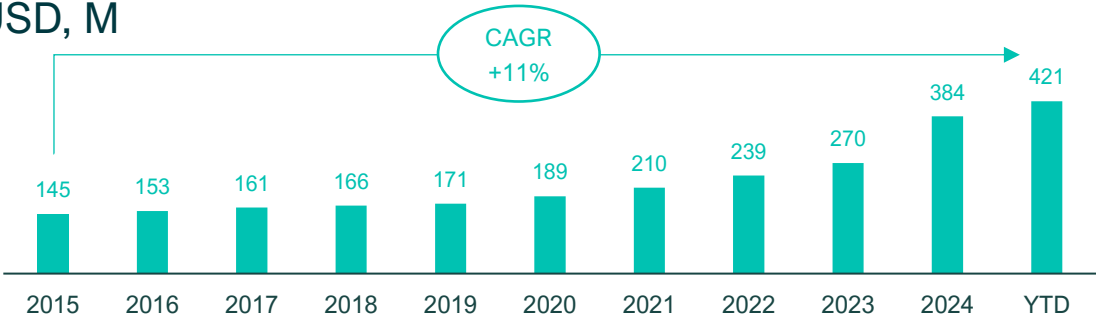
1. CAGR based on annualized 2014 figures.

2. Represents annualized distributions for 2014 based on period from June 4, 2014 through December 31, 2014. FIBRAPL at IPO price. Since IPO the distribution was US\$0.0435, this was used for the AFFO payout ratio.

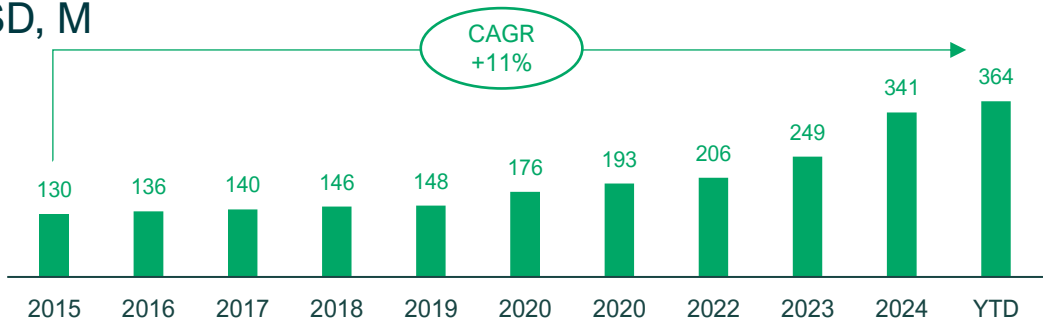
3. 2023 considers distribution in cash and in kind due to a taxable gain. The guidance for 2023 was 0.1300 per CBFI, anything above that, was due to the taxable gain.

# Historical growth

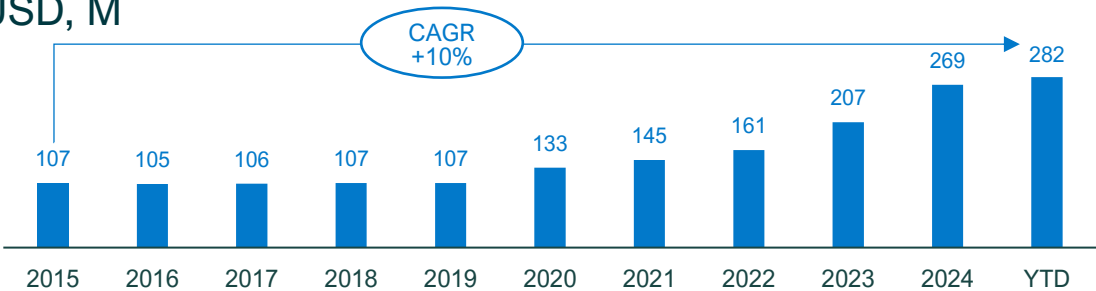
NOI growth  
USD, M



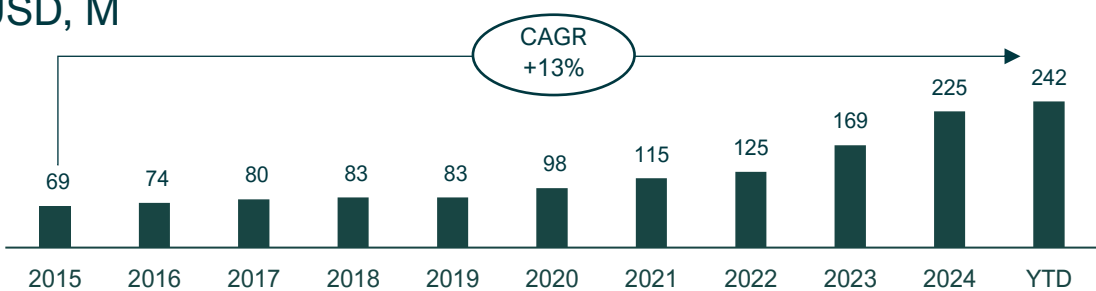
Adjusted EBITDA growth  
USD, M



FFO growth  
USD, M



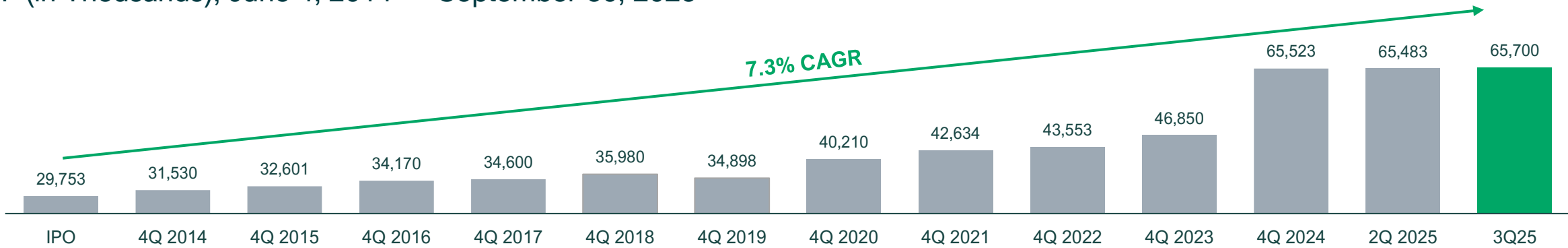
AFFO growth  
USD, M



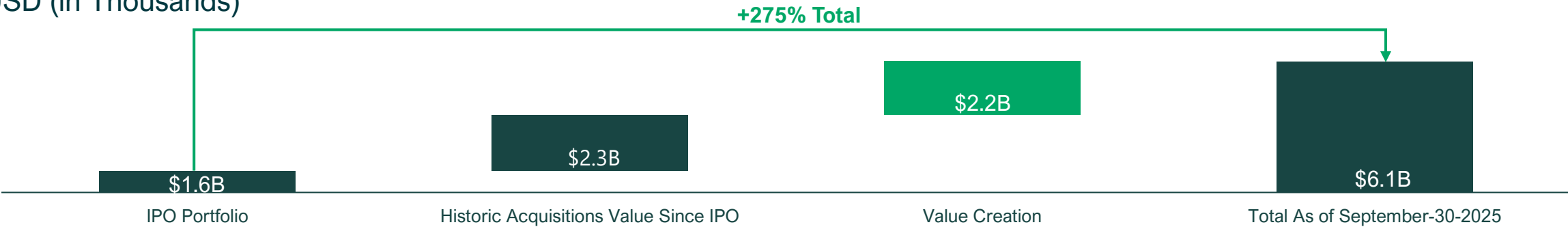
Data as of September 30, 2025.  
Note: For comparative purposes, incentive fees paid to FIBRAPL's sponsor in 2017, 2018, 2019, 2021 and 2022 have been excluded, as has the impact on realized exchange losses/gain from VAT in 2015 and 2020.

# Portfolio growth since IPO

Gross leasable area<sup>1</sup>  
SF (in Thousands), June 4, 2014 — September 30, 2025



Real estate portfolio <sup>2,3,4</sup>  
USD (in Thousands)



1. 3Q 2025 only considers the portfolio operating portfolio of FIBRAPL and Terrafina Hold assets.  
2. Based on 3rd party appraisals. Does not include Terrafina acquisition.  
3. IPO was June 4, 2014.  
4. Post-IPO acquisitions were completed between 2014 and 3Q25 only FIBRAPL, including growth in appraised value. Does not include Terrafina.

# Fee structure

Transparent and aligned

| Fee Type                               | Calculation                                                                                                | Payment Frequency  |
|----------------------------------------|------------------------------------------------------------------------------------------------------------|--------------------|
| <b>Operating Fees</b>                  |                                                                                                            |                    |
| Property Management                    | 3% x collected revenues                                                                                    | Monthly            |
| Leasing Commission                     | New leases: 5% x lease value for <6 yrs; 2.5% x lease value for 6-10 yrs; 1.25% x lease value for > 10 yrs | ½ at closing       |
| <i>Only when no broker is involved</i> | Renewals: 50% of new lease schedule                                                                        | ½ at occupancy     |
| Construction Fee / Development Fee     | 4% x property and tenant improvements and construction cost                                                | Project completion |
| <b>Administration Fees</b>             |                                                                                                            |                    |
| Asset Management                       | 0.70% up to \$5bn<br>0.60% from \$5 to \$7.5bn<br>0.50% above \$7.5bn.                                     | Quarterly          |
| Incentive                              | Hurdle rate                                                                                                | 9%                 |
|                                        | High watermark                                                                                             | Yes                |
|                                        | Fee                                                                                                        | 10%                |
|                                        | Currency                                                                                                   | 100% in CBFIs      |
|                                        | Lock up                                                                                                    | 6 months           |

# Fee structure

Aligned with the market

## G&A and administration fees annualized paid

|                                               | FIBRAPL + Terra<br>(new structure)                                               | FIBRA MQ           | FUNO                 | FIBRA Mty | Vesta |
|-----------------------------------------------|----------------------------------------------------------------------------------|--------------------|----------------------|-----------|-------|
| Administration / Management Fees <sup>1</sup> | 56                                                                               | 13                 | 48                   | -         | -     |
| Prof Fees + Other G&A                         | 12                                                                               | 6                  | 5                    | 12        | 9     |
| Payroll                                       | -                                                                                | -                  | 112                  | 6         | 15    |
| Total G&A (US\$ M)                            | 68                                                                               | 19                 | 165                  | 18        | 24    |
| AUM (US\$ M)                                  | 8,707                                                                            | 3,139              | 15,960               | 1,859     | 3,697 |
| bps/AUM                                       | 78                                                                               | 60                 | 103                  | 97        | 64    |
| + Incentive Fee <sup>2</sup>                  | 18                                                                               | -                  | 5                    | -         | 10    |
| Total G&A (US\$ M)                            | 85                                                                               | 19                 | 170                  | 18        | 34    |
| bps/AUM with Incentive Fee                    | 98                                                                               | 60                 | 107                  | 97        | 92    |
| Manager ownership                             | 35%                                                                              | 5%                 | 27%                  | 8%        | 5%    |
| Asset Management Fee                          | from \$0 to 5bn 70 bps<br>\$5bn to \$7.5bn 60 bps<br>above \$7.5bn 50 bps<br>AUM | 100 bps<br>Mkt Cap | 50 bps<br>(AUM-debt) | NA        | NA    |

Source: Company filings. Peers include Terrafina, FIBRA Macquarie, FIBRA Uno, FIBRA Monterrey and Vesta.

1. Asset Management Fee for FIBRAPL adjusted to 75bps over the investment properties value as of 4Q24

2. Average incentive fee paid since IPO for FIBRAPL

# Strategic acquisition of Prologis completed April 2020

## Prologis Park Grande

Location: Mexico City  
Land size: 212.3 acres, 9.3 MSF  
GLA: 3.9 MSF  
100% leased

### Unique competitive advantage

- State of the art logistics park focused on e-commerce customers and consolidation of 3PL customers
- Strategically located in the land constrained premier Class-A building corridor of Mexico City

Note: On April 6, 2020, FIBRA Prologis acquired Prologis Park Grande for US\$353M, including closing costs but excluding VAT.



