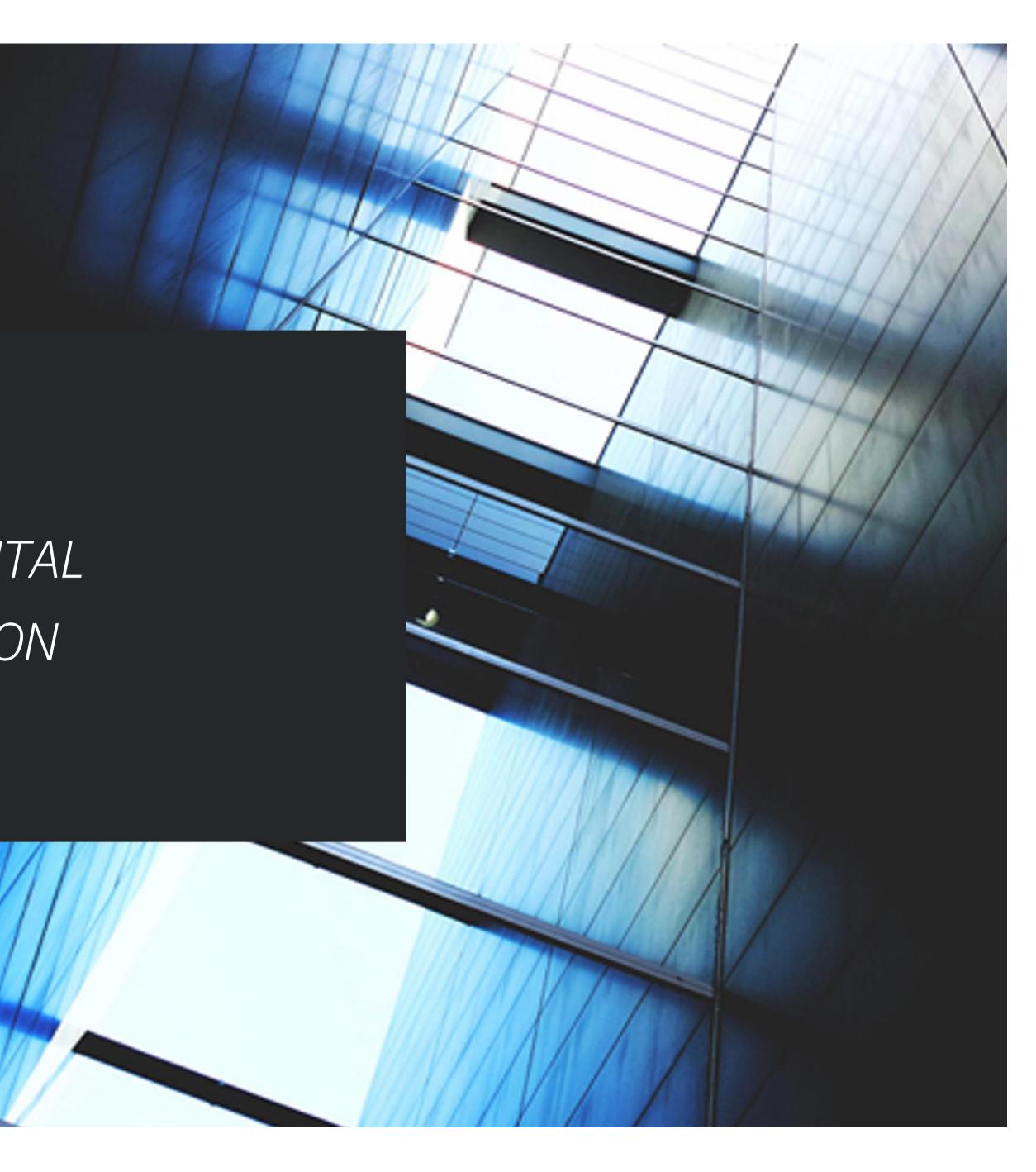
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SUPPLEMENTAL INFORMATION 4Q22

MEX: VESTA www.vesta.com.mx



## **Cautionary Statements**

1



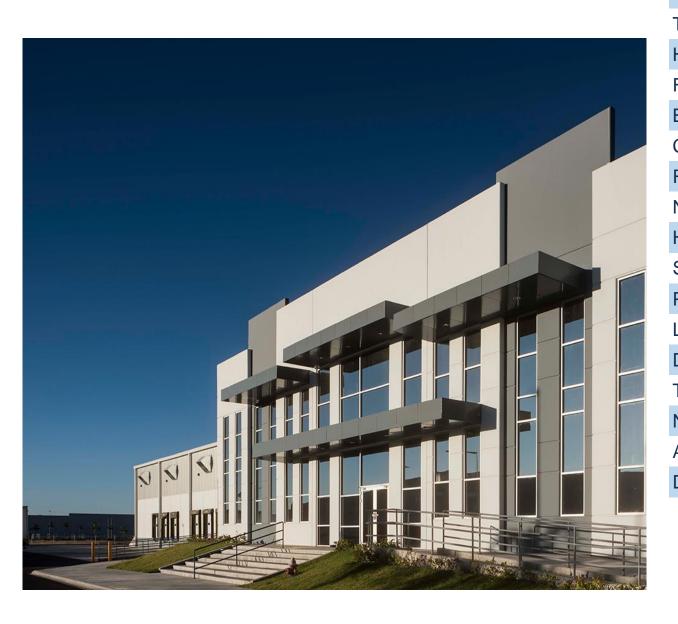
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4Q 2022

## **Company Profile**

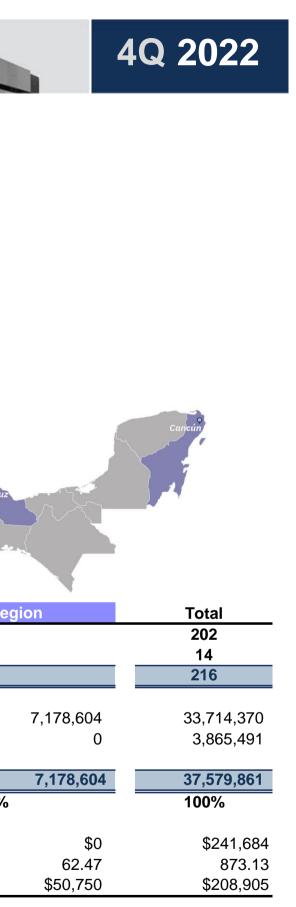
# Vesta is a leading Mexican provider of modern Industrial Real Estate.

Our US\$ 2.74 billion property portfolio encompasses 33.6 million square feet of manufacturing and logistics facilities across Northern, Bajio and Central Mexico.



	North Region	Bajio Region	Central Reg
Number of operating buildings	78	88	36
Number of buildings under development	8	6	0
Total Buildings	86	94	36
Operating portfolio (sf)	10,352,575	16,183,191	
Development portfolio (sf)	2,026,077	1,839,413	
Total GLA (sf)	12,378,652	18,022,605	
	32.9%	48.0%	19.1%
Development portfolio TEI* (In thousands)	\$127,072	\$114,612	
Land (acres)	141.24	669.42	
Land book value	\$45,415	\$112,740	

\* Total Expected Investment



# **Financial Summary**

All numbers express in US\$

Company Profile	4Q 2022	4Q 2021	12M22
Market capitalization (Ps.)	\$31,612,974,437	\$28,211,735,852	\$31,612,974,
Float @ Dic 31	679,702,740	684,252,628	679,702,
Share price (Ps.)	\$46.51	\$41.23	\$46
Earnings Profile			
Revenues	\$47,432,343	\$41,609,653	\$178,025,4
Property operating costs that generated revenues	(2,820,678)	(2,642,597)	(8,940,7
NOI	44,611,665	38,967,056	169,084,0
NOI Margin	94.1%	93.6%	95
Adjusted EBITDA	39,786,516	34,327,848	150,302,0
Adjusted EBITDA Margin	83.9%	82.5%	84
FFO Pretax	27,508,751	23,201,828	103,905,8
Per Share			
NOI per share	\$0.065	\$0.056	\$0.2
Adjusted EBITDA per share	\$0.058	\$0.050	\$0.2
FFO Pretax to Common shares	\$0.040	\$0.034	\$0.7
Portfolio (sf)			
Same store portfolio	31,063,694	29,759,799	31,063,6
Portfolio Occupancy	97.2%	94.0%	97
Stabilized portfolio	32,850,684	31,032,114	32,850,6
Portfolio Occupancy	97.3%	94.3%	97
Total portfolio	33,714,370	31,081,746	33,714,3
Portfolio Occupancy	95.1%	94.1%	95
Total Portfolio Average rent per sf	\$0.465	\$0.454	\$0.4
Debt Summary			
Total debt outstanding	\$930,499,586	\$933,533,216	\$930,499
Leverage ratio (debt to total asset)	4930, <del>4</del> 99,500 31.5%	33.8%	4350, <del>4</del> 33 31
	688,163,119	692,583,998	689,473,4
Weighted Average Number of Shares *	000,103,119	032,303,330	009,473,4

(\*) Under IFRS, management compensation shares that have been transfered to the trust constitued by Vesta for such effect, are considered Treasury shares, as long as such shares remain within the trust.

# 4Q 2022

### 12M21

\$28,211,735,852 684,252,628 \$41.23

> \$160,786,362 (8,543,961) 152,242,401 94.7% 135,814,257 84.5% 85,550,764

> > \$0.220 \$0.196 \$0.124

29,759,799 94.0%

31,032,114 94.3%

31,081,746 94.1% \$0.439

\$933,533,216 33.8%

692,583,998

All numbers express in US\$

ASSETS	As of December 31, 2022	As of December 3
Current assets:		
Cash and cash equivalents	139,147,085	
Financial assets held for trading	-	
Accounts receivable- net	30,088,473	
Operating lease receivables	7,690,195	
Prepaid expenses	25,308,351	
Total current assets	\$202,234,104	
Non-current assets:		
Investment property – Net	2,738,465,276	
Leasing Terms	1,417,945	
Office furniture and Vehicles – Net	1,437,981	
Derivative financial instruments	-	
Guarantee deposits made	9,601,094	
Total non-current assets	\$2,750,922,296	
Total assets	\$2,953,156,400	
	\$2,955,150,400	
LIABILITIES AND EQUITY		
Current liabilities:		
Current portion of long-term debt	4,627,154	
Financial Leases payable-short term	606,281	
Accrued interest	3,847,752	
Trade accounts payable	24,518,725	
Income Tax payable	14,824,658	
Dividends payable	14,358,194	
Accrued expenses	5,154,626	
Total current liabilities	67,937,390	
Non-current liabilities:	01,551,550	
Long-term debt	925,872,432	
Financial Leases payable-long term	897,658	
Derivative financial instruments	-	
Guarantee deposit received	18,333,119	
Pension Fund	348,280	
Deferred income taxes	299,979,693	
Total non-current liabilities	1,245,431,182	
Total liabilities	1,313,368,572	
Stockholders' equity:		
Capital stock	480,623,919	
Capital premium	460,677,234	
Retained earnings	733,405,749	
Share-base payments reserve	5,984,051	
Foreign currency translation reserve	(40,903,125)	
Valuation of derivative financial instruments	-	
Total equity	1,639,787,828	
Total liabilities and equity	\$2,953,156,400	
Shares outstanding	679,702,740	



### er 31, 2021

452,821,132 -19,377,562 9,039,147 483,581

\$481,721,422

2,263,170,941 1,344,417 2,119,589

-11,510,701

\$2,278,145,648

\$2,759,867,070

2,880,592 464,456 3,840,079 3,011,415 27,838,872 13,944,232 15,246,156 **\$67,225,802** 

930,652,624 915,957.00 -

15,868,704 -

291,578,576 **1,239,015,861** 

### \$1,306,241,663

482,858,389 466,230,183 547,213,771 7,149,453 (49,826,389)

#### 1,453,625,407

#### \$2,759,867,070

-

684,252,628

-

# **Consolidated Statement of Operations**



All numbers express in US\$

	4Q22	4Q21	%Change	12M22	12M21	%Change
Revenues:						
Rental income	44,717,419	39,856,951		168,707,094	154,068,806	
Other property revenue	2,714,924	1,752,702		9,318,367	6,717,556	
Total revenues	\$47,432,343	\$41,609,653	14.0%	\$178,025,461	\$160,786,362	10.79
Property operating costs:						
Related to properties that generate rental income	(2,820,678)	(2,642,597)		(8,940,789)	(8,543,961)	
NOI	44,611,665	38,967,056	14.5%	169,084,672	152,242,401	11.19
Related to properties that did not generate rental income	(935,546)	(1,200,205)		(2,482,605)	(2,182,796)	
Gross Profit	\$43,676,119	\$37,766,851		\$166,602,067	\$150,059,605	
Administrative expenses	(5,568,489)	(4,793,893)		(22,950,508)	(19,799,701)	
Long-term compensation plan <sup>(1)</sup>	1,678,886	1,354,890		6,650,487	5,554,353	
Depreciation	(378,747)	(426,054)		(1,463,920)	(1,601,216)	
Adjusted EBITDA	\$39,786,516	\$34,327,848	15.9%	\$150,302,046	\$135,814,257	10.79
Adjusted EBITDA Margin	83.9%	82.5%		84.4%	84.5%	
Other Income and Expenses:						
Interest income	1,095,100	23,917		2,640,687	76,871	
Other (expense) income	318,695	(168,034)		956,862	27,795	
Transaction cost on debt issuance	-	-		-	-	
Finance cost	(12,277,765)	(11,126,019)		(46,396,156)	(50,263,493)	
Exchange gain/loss	2,256,112	(878,295)		1,939,848	(1,109,567)	
Gain in sale of properties	-	5,433,787		5,027,826	13,992,675	
Gain/loss on revaluation of investment property	45,710,571	50,759,399		185,491,518	164,649,959	
Total other income and expenses	\$37,102,713	\$44,044,755		\$149,660,585	\$127,374,240	
Profit (loss) before income taxes	\$74,831,596	\$76,591,659		\$291,848,224	\$256,032,928	
ncome tax gain / expense	3,870,146	(30,109,384)		(48,223,470)	(82,090,551)	
Current income tax	(13,949,235)	(24,575,992)		(41,981,391)	(50,262,466)	
Deferred Tax	17,819,381	(5,533,392)		(6,242,079)	(31,828,085)	
Profit (loss) for the period	\$78,701,742	\$46,482,274		\$243,624,754	\$173,942,377	
Other Comprehensive Income (Loss) :						
Fair value gains on derivative instruments	-	-		-	2,892,985	
Exchange differences on translating other functional currency operations	5,900,617	(3,255,003)		8,923,264	(4,844,991)	
Total Comprehensive Income (Loss)	\$84,602,359	\$43,227,271		\$252,548,018	\$171,990,371	
Weighted Average Number of Shares	688,163,119	692,583,998		689,473,461	692,583,998	
Earnings (loss) per share	\$0.1229	\$0.0624		\$0.3663	\$0.2483	



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## Reconciliation of Total Comprehensive Income to FFO

All numbers express in US\$

	4Q 2022	4Q 2021	%Change	12M22
Reconciliation of Total Comprehensive Income (Loss) to FFO				
Total Comprehensive Income (Loss) for the period	\$84,602,359	\$43,227,271		\$252,548,018
Adjustments:				
Translation of Foreign operations	(5,900,617)	3,255,003		(8,923,264)
Fair value gains on derivative instruments	-	-		-
Gain /Loss on Revaluation of Operations	(45,710,571)	(50,759,399)		(185,491,518)
Gain in sell properties	-	(5,433,787)		(5,027,826)
Foreign Exchange Adjustment	(2,256,112)	878,295		(1,939,848)
Non cash share compensation	1,678,886	1,354,890		6,650,487
Depreciation/Other Assets	378,747	426,054		1,463,920
Other income	(318,695)	168,034		(956,862)
Interest earned on existing cash	(1,095,100)	(23,917)		(2,640,687)
I/S Tax expense	(3,870,146)	30,109,384		48,223,470
Operating FFO pre tax	\$27,508,751	\$23,201,828	18.6%	\$103,905,890
FO per share pre tax	\$0.0400	\$0.0335	19.3%	\$0.1507
Tax Adjustment:				
Current Income tax	(13,949,235)	(24,575,992)		(41,981,391)
Subtotal-NAREIT defined FFO	\$13,559,516	(\$1,374,164)	-1086.7%	\$61,924,499
Adjusted FFO per share	\$0.0197	(\$0.0020)	-1093.1%	\$0.0898

# 4Q 2022

12M21

%Change

\$171,990,371

4,844,991 (2,892,985) (164,649,959) (13,992,675) 1,109,567 5,554,353 1,601,216 (27,795) (76,871) 82,090,551

\$85,550,764

\$0.1235

22.0%

76.3%

21.5%

(50,262,466)

**\$35,288,298** 75.5%

\$0.0510



4Q 2022

A Better Gauge: U.S. REITs report occupancy using three primary methods, 1. total portfolio occupancy, 2. operating (stabilized) portfolio occupancy, and 3.same store portfolio occupancy. Most U.S. REITs emphasize stabilized and same store portfolio metrics and provide separate and distinct disclosure on its development pipeline to draw clear distinctions between its operating portfolio and external growth initiatives.

Vesta's U.S. peers report normalized occupancy metrics that focus on their stabilized portfolios. For most REITs, the stabilized and same store portfolios hold the majority of their properties, therefore investors usually evaluate management's operating capabilities using these metrics.

Core Metric	Definition			
Total Portfolio Occupancy	Percentage of occupied properties for the entire property portfolio. Includes development, redevelopment, stabilized, and properties held for sale.			
Stabilized Portfolio Occupancy	Percentage of occupied properties for stabilized properties only. A property is generally considered stabilized once it has reached 80% occupancy or has been completed for more than one year, whichever occurs first.			
Same Store Portfolio Occupancy	Percentage of occupied properties for properties that have been in the operating (stabilized) portfolio for the entirety of two comparable periods.			
Same Property Breakdown				

The pool of properties owned for more than a year - the general, albeit oft modified definition of "same-property" at most industrial REITs - represents the vast majority of value for most REITs. As a result, providing clear operational metrics for this group of properties can help investors - the ultimate owners of these properties - best understand their changing health.

#### All numbers shown in SF

		Total Port	tfolio		
Period	Initial GLA	Additions	Final GLA	% Occupancy	Vacancy
1Q2021	31,221,035	370,825	31,591,860	90.0%	3,167,412
2Q2021	31,595,172 *	0	31,595,172	92.5%	2,364,330
3Q2021	31,599,337 *	49,632	31,648,969	92.8%	2,277,164
4Q2021	30,279,521 *	802,225	31,081,746	94.1%	1,824,342
1Q2022	31,081,746 *	285,105	31,366,851	93.8%	1,952,503
2Q2022	31,367,771 *	720,279	32,088,050	95.8%	1,341,798
3Q2022	32,096,942 *	169,984	32,266,926	96.1%	1,262,639
4Q2022	32,286,281 *	1,428,089	33,714,370	95.1%	1,660,344

Total Portfolio % Occupancy
-----------------------------

90.0%	92.5%	92.8%	94.1%	93.89
50.07		•		
r	1	1		
1Q2021	2Q2021	3Q2021	4Q2021	1Q2022

Stabilized	Portfolio	% Occupancy
------------	-----------	-------------

2					
		92.7%	93.1%	94.3%	94.3%
	90.6%	52.770			
	[				
	1Q2021	2Q2021	3Q2021	4Q2	102
;	021	021	021	402021	1Q2022

	Period	Initial GLA	Conversion	Final GLA	% Occupancy	Lease Up
-	1Q2021	31,085,421	87,793	31,173,214	90.6%	418,646
	2Q2021	31,168,463 *	135,614	31,304,077	92.7%	291,095
	3Q2021	31,308,242 *	0	31,308,242	93.1%	340,727
	4Q2021	29,938,794 *	1,093,320	31,032,114	94.3%	49,632
	1Q2022	31,032,114 *	78,286	31,110,400	94.3%	256,451
	2Q2022	31,111,320 *	769,911	31,881,231	95.9%	206,819
	3Q2022	31,890,123 *	206,819	32,096,942	96.6%	169,984
	4Q2022	32,116,297 *	734,387	32,850,684	97.3%	863,686

Stabilized Portfolio

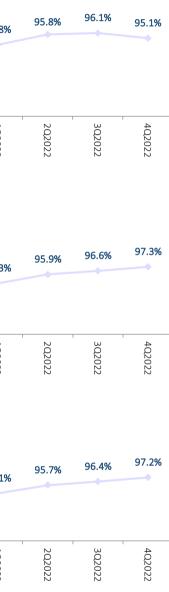
Same Store Portfolio											
Period	Initial GLA	Conversion	Final GLA	% Occupancy	Vacancy						
1Q2021	28,769,289	776,673	29,545,962	91.1%	2,624,898						
2Q2021	29,540,072	78,382	29,618,454	93.0%	2,063,837						
3Q2021	29,622,619	0	29,622,619	93.5%	1,927,039						
4Q2021	28,297,582 *	1,462,216	29,759,799	94.0%	1,774,710						
1Q2022	29,759,799 *	43,381	29,803,180	94.1%	1,763,463						
2Q2022	29,804,100 *	135,614	29,939,714	95.7%	1,293,800						
3Q2022	29,948,606 *	0	29,948,606	96.4%	1,092,655						
4Q2022	29,967,017 *	1,096,677	31,063,694	97.2%	882,694						

Same Store Portfolio % Occupancy

91.1%	93.0%	93.5%	94.0%	94.19
1Q2021	2Q2021	3Q2021	4Q2021	1Q2022

\* Adjusted by changes in the initial size of the portfolio, during 4Q21 we adjusted the portfolio to reflect the sale of properties







According to new stabilized portfolio metric, Lease Up properties are those not stabilized. A property is considered stabilized once it has reached a 80% occupancy or has been delivered for more than one year.

#### Lease up Properties

Buildings	Market	Square Feet	% of leased up	Conversion to Stabilized
Meg Reg 3	Tijuana	157,713	0.0%	4Q2023
Meg Reg 4	Tijuana	222,974	0.0%	4Q2023
Meg Reg 2	Tijuana	143,031	60.2%	4Q2023
Querétaro 05	Qro	169,984	0.0%	4Q2023
Querétaro 04	Qro	169,984	0.0%	3Q2023
		863,686	10.0%	

#### Stabilized Properties but not Same Store

Buildings	Market	Square Feet	Conversion to Stabilized	Conversion to Same Store	% Lease
SMA Exp	Guanajuato	78,286	1Q2022	1Q2023	100.0%
GDL 03	Gdl	221,926	2Q2022	2Q2023	100.0%
GDL 01	Gdl	379,765	2Q2022	2Q2023	100.0%
VPLT-04	Juarez	116,175	2Q2022	2Q2023	100.0%
/PLT-02-Exp	Juarez	49,632	2Q2022	2Q2023	100.0%
VPGMI 02	Mty	206,819	3Q2022	3Q2023	100.0%
GDL 05	Gdl	346,835	4Q2022	4Q2023	100.0%
Meg Reg 1	Tijuana	200,435	4Q2022	4Q2023	100.0%
Toluca Acq 1	Toluca	67,496	4Q2022	4Q2023	100.0%
Toluca Acq 2	Toluca	119,621	4Q2022	4Q2023	100.0%
		1,786,990			100.0%

# Portfolio Operating Metrics



4Q 2022         4Q 2021         4Q 2021 <t< th=""><th></th><th colspan="2">Same Stores Portfolio</th><th></th><th>S</th><th>tabilized Portfolio</th><th></th><th></th><th></th><th>Total Portfol</th><th>io</th><th></th><th></th><th></th><th></th></t<>		Same Stores Portfolio			S	tabilized Portfolio				Total Portfol	io					
North         Tijuana         5,687,119         5,365,776         100.0%         5,887,554         5,685,983         100.0%         6,411,272         5,685,983         93.2%         100.0%         8,306,534           Juarez         3,277,567         3,020,377         100.0%         98.1%         3,443,374         3,226,629         100.0%         98.3%         3,443,374         3,326,011         100.0%         96.8%         5,383,353           Monterrey         291,100         0         100.0%         99.3%         9,255,796         8,386,153         100.0%         497.929         291.095         100.0%         10,352,575         9,303,139         95.8%         98.9%         14,406,347         \$           Aguascalientes         2,450,066         2,444,295         92.2%         90.1%         2,450,066         2,444,295         92.2%         90.1%         2,450,066         2,444,295         92.2%         90.1%         3,211,381           Guanajuato         4,303,212         4,300,258         95.8%         92.6%         4,381,498         4,300,258         95.9%         92.6%         4,381,498         4,300,258         95.9%         92.6%         5,348,576           Queretaro         5,610,111         5,584,827         95.7%         96.1%<	Region	Square Foota	age	Occupa	ancy	Square Fo	otage	Occu	pancy	Square	Footage	Occu	pancy	Total	Rental Revenue US\$	
Tijuana       5,687,119       5,365,776       100.0%       100.0%       5,887,554       5,685,983       100.0%       6,411,272       5,685,983       9.3.2%       100.0%       8,306,534         Monterrey       291,110       0       100.0%       9.81%       3,443,374       3,276,292       100.0%       497,929       291,095       100.0%       497,929       291,095       100.0%       497,929       291,095       100.0%       497,929       291,095       100.0%       497,929       291,095       100.0%       497,929       291,095       100.0%       497,929       291,095       100.0%       497,929       291,095       100.0%       497,929       291,095       100.0%       497,929       291,095       100.0%       497,929       291,095       100.0%       497,929       291,095       100.0%       497,929       291,095       100.0%       497,929       291,095       100.0%       497,929       291,095       100.0%       497,929       291,095       100.0%       497,929       291,095       100.0%       407,929       291,095       100.0%       407,929       291,095       100.0%       407,929       291,095       100.0%       407,929       291,095       100.0%       40,51,406       100.0%       14,406,417       14,406,		4Q 2022	4Q 2021	4Q 2022	4Q 2021	4Q 2022	4Q 2021	4Q 2022	4Q 2021	4Q 2022	4Q 2021	4Q 2022	4Q 2021	4Q 2022	4Q 2021	% Change
Jurez         3,277,567         3,020,377         100.0%         98.1%         3,443,374         3,276,429         100.0%         98.3%         3,443,374         3,326,061         100.0%         96.8%         5,383,353           Monterrey         291,110         0         100.0%         0.0%         497,929         291,095         100.0%         497,929         291,095         100.0%         497,929         291,095         100.0%         497,929         291,095         100.0%         497,929         291,095         100.0%         497,929         291,095         100.0%         497,929         291,095         100.0%         497,929         291,095         100.0%         497,929         291,095         100.0%         497,929         291,095         100.0%         497,929         291,095         100.0%         497,929         291,095         100.0%         497,929         291,095         100.0%         497,492         291,095         100.0%         497,492         291,095         100.0%         497,492         291,095         100.0%         497,492         291,095         100.0%         404,06,347         2           Bajio         4         4         30,026         2,444,295         92.2%         90.1%         2,450,066         2,444,295 <t< th=""><th>North</th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th></t<>	North															
Monterrey         291,110         0         100.0%         0.0%         497,929         291,095         100.0%         497,929         291,095         100.0%         100.0%         716,461           Total         9,255,796         8,386,153         100.0%         99.3%         9,828,857         9,253,507         100.0%         497,929         9,303,139         95.8%         98.9%         14,406,347         \$           Bajio <th< td=""><td>Tijuana</td><td>5,687,119</td><td>5,365,776</td><td>100.0%</td><td>100.0%</td><td>5,887,554</td><td>5,685,983</td><td>100.0%</td><td>100.0%</td><td>6,411,272</td><td>5,685,983</td><td>93.2%</td><td>100.0%</td><td>8,306,534</td><td>7,353,899</td><td>13.0%</td></th<>	Tijuana	5,687,119	5,365,776	100.0%	100.0%	5,887,554	5,685,983	100.0%	100.0%	6,411,272	5,685,983	93.2%	100.0%	8,306,534	7,353,899	13.0%
Total         9,255,796         8,386,153         100.0%         99.3%         9,828,857         9,253,507         100.0%         99.4%         10,352,575         9,303,139         95.8%         98.9%         14,406,347         \$           Bajio         Aguascalientes         2,450,066         2,444,295         92.2%         90.1%         2,450,066         2,444,295         92.2%         90.1%         3,211,381           SLP         1,564,558         1,564,507         87.2%         62.0%         1,564,558         1,564,507         87.2%         62.0%         1,564,558         1,564,507         87.2%         62.0%         1,564,558         1,564,507         87.2%         62.0%         1,554,558         1,564,507         87.2%         62.0%         1,554,517         87.2%         62.0%         1,554,518         1,564,507         87.2%         62.0%         1,554,518         1,564,507         87.2%         62.0%         1,554,518         1,564,517         87.2%         62.0%         1,554,518         1,564,507         87.2%         62.0%         1,554,517         90.1%         3,211,381           Guanajuato         4,303,212         4,300,258         95.9%         92.6%         4,381,498         4,300,258         95.9%         92.6%         5,318,576 <td>Juarez</td> <td>3,277,567</td> <td>3,020,377</td> <td>100.0%</td> <td>98.1%</td> <td>3,443,374</td> <td>3,276,429</td> <td>100.0%</td> <td>98.3%</td> <td>3,443,374</td> <td>3,326,061</td> <td>100.0%</td> <td>96.8%</td> <td>5,383,353</td> <td>5,259,473</td> <td>2.4%</td>	Juarez	3,277,567	3,020,377	100.0%	98.1%	3,443,374	3,276,429	100.0%	98.3%	3,443,374	3,326,061	100.0%	96.8%	5,383,353	5,259,473	2.4%
Bajio         Aguascalientes       2,450,066       2,444,295       92.2%       90.1%       2,450,066       2,444,295       92.2%       90.1%       2,450,066       2,444,295       92.2%       90.1%       2,450,066       2,444,295       92.2%       90.1%       2,450,066       2,444,295       92.2%       90.1%       2,450,066       2,444,295       92.2%       90.1%       3,211,381         SLP       1,564,558       1,564,507       87.2%       62.0%       1,564,558       1,564,507       87.2%       62.0%       1,564,558       1,564,507       87.2%       62.0%       1,573,381         Guanajuato       4,303,212       4,300,258       95.8%       92.6%       4,381,498       4,300,258       95.9%       92.6%       4,381,576         Queretaro       5,610,111       5,584,827       95.7%       96.1%       5,560,079       5,584,827       90.2%       96.1%       7,660,156         Guadalajara       888,464       651,462       100.0%       100.0%       1,836,990       877,428       100.0%       100.0%       100.0%       2,468,337         Total       14,816,411       14,545,350       94.5%       90.6%       15,843,223       14,771,316       94.9%       90.7%       16,183,191	Monterrey	291,110	0	100.0%	0.0%	497,929	291,095	100.0%	100.0%	497,929	291,095	100.0%	100.0%	716,461	306,755	133.6%
Aguascalientes2,450,0662,444,2959.2.%90.1%2,450,0662,444,2959.2.%90.1%3,211,381SLP1,564,5581,564,5581,564,50787.2%62.0%1,564,5581,564,5581,564,50787.2%62.0%1,573,381Guanajuato4,303,2124,300,25895.8%92.6%4,381,4984,300,25895.9%92.6%4,381,4984,300,25895.9%92.6%5,318,576Queretaro5,610,1115,584,82795.7%96.1%5,610,1115,584,82795.7%96.1%5,950,0795,584,82790.2%96.1%7,660,156Guadalajara888,464651,462100.0%100.0%1,836,990877,428100.0%1,836,990877,428100.0%1,836,990877,428100.0%1,6183,19114,771,31692.9%90.7%2,263,1832Total14,816,41114,54,53596.7%96.7%15,84,322314,771,31694.9%90.7%16,183,19114,771,31692.9%90.7%2,231,832Toluca4,579,7184,578,267100.0%96.7%4,766,8354,578,267100.0%96.7%6,607,613Sureste2,411,7692,250,02997.2%91.3%2,411,7692,429,02497.2%91.9%2,411,62791.9%3,471,627	Total	9,255,796	8,386,153	100.0%	99.3%	9,828,857	9,253,507	100.0%	99.4%	10,352,575	9,303,139	95.8%	98.9%	14,406,347	\$ 12,920,126	11.5%
Aguascalientes2,450,0662,444,2959.2.%90.1%2,450,0662,444,2959.2.%90.1%3,211,381SLP1,564,5581,564,5581,564,50787.2%62.0%1,564,5581,564,50787.2%62.0%1,573,381Guanajuato4,303,2124,300,25895.8%92.6%4,381,4984,300,25895.9%92.6%4,381,4984,300,25895.9%92.6%5,318,576Queretaro5,610,1115,584,82795.7%96.1%5,610,1115,584,82795.7%96.1%5,950,0795,584,82790.2%96.1%7,660,156Guadalajara888,464651,462100.0%100.0%1,836,990877,428100.0%1,836,990877,428100.0%100.0%2,468,337Total14,816,41114,54,535094.5%96.7%15,84,22314,771,31694.9%90.7%16,183,19114,771,31692.9%90.7%2,231,832Toluca4,579,7184,578,267100.0%96.7%4,766,8354,578,267100.0%96.7%6,607,613Sureste2,411,7692,250,02997.2%91.3%2,411,7692,429,02497.2%91.9%2,421,62791.9%2,421,629																
SLP1,564,5581,564,50787.2%62.0%1,564,5581,564,50787.2%62.0%1,573,381Guanajuato4,303,2124,300,25895.8%92.6%4,381,4984,300,25895.9%92.6%4,381,4984,300,25895.9%92.6%5,318,576Queretaro5,610,1115,584,82795.7%96.1%5,610,1115,584,82795.7%96.1%5,610,1115,584,82795.7%96.1%5,610,1115,584,82795.7%96.1%7,660,156Guadalajara888,464651,462100.0%100.0%1,836,990877,428100.0%100.0%100.0%2,468,337Total14,816,41114,545,35094.5%90.6%15,843,22314,771,31694.9%90.7%16,183,19114,771,31692.9%90.7%20,231,832CentralCentralToluca4,579,7184,578,267100.0%96.7%4,766,8354,578,267100.0%96.7%6,607,613Sureste2,411,7692,250,02997.2%91.3%2,411,7692,429,02497.2%91.9%3,471,627	Bajio															
Guanajuato4,303,2124,300,25895.8%92.6%4,381,4984,300,25895.9%92.6%4,381,4984,300,25895.9%92.6%5,381,576Queretaro5,610,1115,584,82795.7%96.1%5,610,1115,584,82795.7%96.1%5,950,0795,584,82790.2%96.1%7,660,156Guadalajara888,464651,462100.0%100.0%1,836,990877,428100.0%1,836,990877,428100.0%100.0%2,468,337Total14,816,41114,545,35094.5%90.6%15,843,22314,771,31694.9%90.7%16,183,19114,771,31692.9%90.7%20,231,832CentralToluca4,579,7184,578,267100.0%96.7%4,766,8354,578,267100.0%96.7%6,607,613Sureste2,411,7692,250,02997.2%91.3%2,411,7692,429,02497.2%91.9%2,411,7692,429,02497.2%91.9%3,471,627	Aguascalientes	2,450,066	2,444,295	92.2%	90.1%	2,450,066	2,444,295	92.2%	90.1%	2,450,066	2,444,295	92.2%	90.1%	3,211,381	3,009,183	6.7%
Queretaro5,610,1115,584,82795.7%96.1%5,610,1115,584,82795.7%96.1%5,950,0795,584,82790.2%96.1%7,660,156Guadalajara888,464651,462100.0%100.0%1,836,990877,428100.0%1,836,990877,428100.0%100.0%2,468,337Total14,816,41114,545,35094.5%90.6%15,843,22314,771,31694.9%90.7%16,183,19114,771,31692.9%90.7%20,231,832CentralToluca4,579,7184,578,267100.0%96.7%4,766,8354,578,267100.0%96.7%4,66,8354,578,267100.0%96.7%6,607,613Sureste2,411,7692,250,02997.2%91.3%2,411,7692,429,02497.2%91.9%2,411,7692,429,02497.2%91.9%3,471,627	SLP	1,564,558	1,564,507	87.2%	62.0%	1,564,558	1,564,507	87.2%	62.0%	1,564,558	1,564,507	87.2%	62.0%	1,573,381	1,414,689	11.2%
Guadalajara888,464651,462100.0%100.0%1,836,990877,428100.0%1,836,990877,428100.0%100.0%100.0%2,468,337Total14,816,41114,545,35094.5%90.6%15,843,22314,771,31694.9%90.7%16,183,19114,771,31692.9%90.7%20,231,832CentralToluca4,579,7184,578,267100.0%96.7%4,766,8354,578,267100.0%96.7%6,607,613Sureste2,411,7692,250,02997.2%91.3%2,411,7692,429,02497.2%91.9%2,421,69297.2%91.9%3,471,627	Guanajuato	4,303,212	4,300,258	95.8%	92.6%	4,381,498	4,300,258	95.9%	92.6%	4,381,498	4,300,258	95.9%	92.6%	5,318,576	4,881,566	9.0%
Total         14,816,411         14,545,350         94.5%         90.6%         15,843,223         14,771,316         94.9%         90.7%         16,183,191         14,771,316         92.9%         90.7%         20,231,832           Central         Toluca         4,579,718         4,578,267         100.0%         96.7%         4,766,835         4,578,267         100.0%         96.7%         6,607,613           Sureste         2,411,769         2,250,029         97.2%         91.3%         2,411,769         2,429,024         97.2%         91.9%         3,471,627	Queretaro	5,610,111	5,584,827	95.7%	96.1%	5,610,111	5,584,827	95.7%	96.1%	5,950,079	5,584,827	90.2%	96.1%	7,660,156	7,957,121	-3.7%
Central       Toluca       4,579,718       4,578,267       100.0%       96.7%       4,766,835       4,578,267       100.0%       96.7%       6,607,613         Sureste       2,411,769       2,250,029       97.2%       91.3%       2,411,769       2,429,024       97.2%       91.9%       3,471,627	Guadalajara	888,464	651,462	100.0%	100.0%	1,836,990	877,428	100.0%	100.0%	1,836,990	877,428	100.0%	100.0%	2,468,337	1,145,897	115.4%
Toluca4,579,7184,578,267100.0%96.7%4,766,8354,578,267100.0%96.7%4,766,8354,578,267100.0%96.7%6,607,613Sureste2,411,7692,250,02997.2%91.3%2,411,7692,429,02497.2%91.9%2,411,7692,429,02497.2%91.9%3,471,627	Total	14,816,411	14,545,350	94.5%	90.6%	15,843,223	14,771,316	94.9%	90.7%	16,183,191	14,771,316	92.9%	90.7%	20,231,832	18,408,457	9.9%
Toluca4,579,7184,578,267100.0%96.7%4,766,8354,578,267100.0%96.7%4,766,8354,578,267100.0%96.7%6,607,613Sureste2,411,7692,250,02997.2%91.3%2,411,7692,429,02497.2%91.9%2,411,7692,429,02497.2%91.9%3,471,627																
Sureste         2,411,769         2,250,029         97.2%         91.3%         2,411,769         2,429,024         97.2%         91.9%         2,429,024         97.2%         91.9%         3,471,627																
	Toluca		4,578,267		96.7%	4,766,835	4,578,267			4,766,835	4,578,267				5,975,853	10.6%
		2,411,769	2,250,029			2,411,769	2,429,024			2,411,769	2,429,024				2,552,514	36.0%
Total 6,991,487 6,828,296 99.0% 94.9% 7,178,604 7,007,291 99.1% 95.1% 7,178,604 7,007,291 99.1% 95.1% \$ 10,079,241 \$	Total	6,991,487	6,828,296	99.0%	94.9%	7,178,604	7,007,291	99.1%	95.1%	7,178,604	7,007,291	99.1%	95.1%	\$ 10,079,241	\$ 8,528,368	18.2%
	/													•		

31,063,694	29,759,799	97.2%	94.0%	32,850,684	31,032,114	97.3%	94.3%	33,714,370	31,081,746	95.1%	94.1%	\$ 44,717,419 \$	39,856,951	12.2%
												(1)	(1)	

(1) Total revenue do not include other property income.

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## Land Bank



	Gross	Land Area (Acr	es)	Builda	able Area (thousand	d SF)	Cos	t Value	(thousands US	D)		Co	st Val	ue USD/SF	:
	3Q 2022	4Q 2022	% Change	3Q 2022	4Q 2022	% Change	3Q 2022		4Q 2022	% Change	30	2022	40	2022	% Change
North															
Tijuana	33.46	-	-100.0%	655.9	-	-100.0%	4,692.8		-	-100.0%		\$3.22		\$0.00	-100.0%
Monterrey	120.43	100.83	-16.3%	2,360.7	1,976.5	-16.3%	34,161.7		32,660.0	-4.4%		\$6.51		\$7.44	14.2%
Juárez	40.41	40.41	0.0%	792.1	792.1	0.0%	12,755.0		12,755.0	0.0%		\$7.25		\$7.25	0.0%
Region Total	194.30	141.24	-27.3%	3,808.7	2,768.6	-27.3%	\$ 51,610	\$	45,415	-12.0%	\$	6.10	\$	7.38	21.1%
Bajio															
San Luis Potosí	87.49	77.26	-11.7%	1,715.1	1,514.5	-11.7%	12,041.72		13,320.0	10.6%		\$3.16		\$3.96	25.3%
Querétaro	127.89	127.89	0.0%	2,507.0	2,507.0	0.0%	25,177.17		33,680.0	33.8%		\$4.52		\$6.05	33.8%
Guanajuato	88.18	78.17	-11.4%	1,728.5	1,532.2	-11.4%	21,004.10		17,720.0	-15.6%		\$5.47		\$5.20	-4.8%
Aguascalientes	297.24	297.24	0.0%	5,826.5	5,826.5	0.0%	28,164.65		32,490.0	15.4%		\$2.18		\$2.51	15.4%
SMA	88.85	88.85	0.0%	1,741.6	1,741.6	0.0%	10,798.17		15,530.0	43.8%		\$2.79		\$4.01	43.8%
Guadalajara	41.88	-	-100.0%	820.9	-	-100.0%	7,364.39		-	-100.0%		\$4.04		\$0.00	-100.0%
Region Total	731.54	669.42	-8.5%	14,339.7	13,121.9	-8.5%	\$ 104,550	\$	112,740	7.8%	\$	3.28	\$	3.87	17.8%
Central															
Puebla	2.12	2.12	0.0%	41.6	41.6	0.0%	507.78		790.0	55.6%		\$5.49		\$8.54	55.6%
Mexico City	8.66	60.35	596.9%	169.7	1,182.9	596.9%	17,411.00		49,960.0	186.9%		\$46.16		\$19.01	-58.8%
Region Total	10.78	62.47	479.3%	211.4	1,224.6	479.3%	\$ 17,919	\$	50,750	183.2%	\$	38.14	\$	18.65	-51.1%
Total	936.63	873.13	-6.8%	18,359.8	17,115.1	-6.8%	\$ 174,079	\$	208,905	20.0%	\$	4.27	\$	5.49	28.7%

# 4Q 2022



	Project	GLA (SF)		Expected Inves Thousand USD			vested To Dat housand USD		% Leased	Completion Date	Proforma Revenue (Thousand USD)	Est. Return on Cost (1) (2)	Туре
			Land+Infra	Shell	Total	Land+Infra	Shell	Total					
North Region													
Tijuana	Mega Región 05	359,660	\$7,885	\$17,387	\$25,272	\$6,702	\$6,955	\$13,657	0.0%	Jul-23	\$2,935	10.73%	Inventory
, Tijuana	Mega Región 06	114,725	\$2,739	\$6,643	\$9,382	\$2,328	\$2,657	\$4,986	0.0%	Jul-23	\$964	9.52%	Inventory
, Monterrey	Apodaca 01	297,418	\$5,201	\$9,496	\$14,697	\$4,681	\$6,647	\$11,328	0.0%	Apr-23	\$1,517	9.57%	Inventory
Monterrey	Apodaca 02	279,001	\$4,329	\$10,175	\$14,504	\$3,896	\$6,105	\$10,001	0.0%	May-23	\$1,534	9.72%	Inventory
Monterrey	Apodaca 03	222,942	\$5,521	\$8,758	\$14,279	\$4,969	\$2,628	\$7,596	0.0%	Jul-23	\$1,393	9.11%	Inventory
Monterrey	Apodaca 04	222,942	\$5,544	\$8,817	\$14,361	\$4,990	\$2,645	\$7,635	0.0%	Aug-23	\$1,393	9.06%	Inventory
Ciudad Juárez	Juárez Oriente 1	279,117	\$6,539	\$11,703	\$18,241	\$5,100	\$4,681	\$9,781	0.0%	Jul-23	\$1,954	9.97%	Inventory
Ciudad Juárez	Juárez Oriente 2	250,272	\$5,492	\$10,844	\$16,335	\$4,283	\$4,337	\$8,621	0.0%	Jul-23	\$1,752	9.99%	Inventory
		2,026,077	\$43,249	\$83,824	\$127,072	\$36,949	\$36,656	\$73,605	0.0%		\$13,442	9.8%	
Bajio Region													
Guadalajara	GDL 06	341,969	\$7,278	\$14,511	\$21,790	\$5,823	\$7,256	\$13,078	0.0%	Jun-23	\$2,348	9.92%	Inventory
Guadalajara	GDL 07	393,938	\$8,509	\$16,335	\$24,843	\$6,807	\$9,801	\$16,608	100.0%	Jul-23	\$2,705	10.74%	Inventory
Guadalajara	GDL 08	680,333	\$15,387	\$27,911	\$43,297	\$12,309	\$8,373	\$20,683	0.0%	Oct-23	\$4,774	10.00%	Inventory
Silao	Puerto Interior 3	231,252	\$3,445	\$9,326	\$12,770	\$3,445	\$2,798	\$6,242	0.0%	Aug-23	\$1,289	9.17%	Inventory
Querétaro	Safran Exp	81,158	\$0	\$4,446	\$4,446	\$0	\$2,667	\$2,667	100.0%	May-23	\$554	12.18%	BTS
Querétaro	Оххо Ехр	110,764	\$1,970	\$5,494	\$7,465	\$1,970	\$2,747	\$4,718	100.0%	Apr-23	\$821	10.74%	BTS
		1,839,413	36,589	78,023	114,612	30,354	\$33,642	63,996	31.9%		12,492	10.2%	
Central Region													
		0	0	0	0	0	0	0	0.0%		\$0		

(1) ROC= Proforma Revenue / Total Expected Investment
(2) Return may vary
\* Adjusted due to final leasing terms conditions

# 4Q 2022

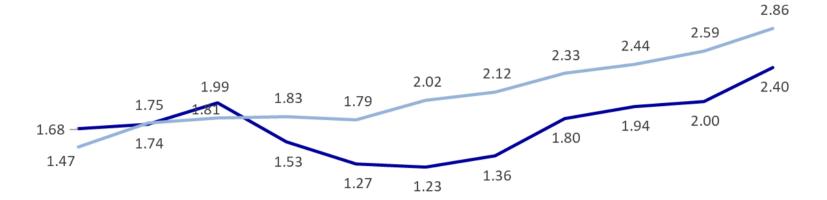


### Top Tenants

Rank	Name	% of GLA	Square Feet	%Annual Rent	Industry
1	Nestle	5.3%	1,795,956	5.3%	Food and Beverage
2	TPI	3.6%	1,225,624	5.4%	Energy
3	Safran	3.4%	1,154,418	4.5%	Aerospace
4	Nissan	3.0%	1,000,696	3.1%	Automotive
5	Mercado Libre	2.7%	915,768	3.5%	E-Commerce
6	Bombardier	2.0%	681,308	2.6%	Aerospace
7	Home Depot	1.9%	646,306	1.3%	E-commerce
8	Coppel	1.8%	612,236	1.5%	E-Commerce
10	Lear	1.6%	511,178	0.9%	Automotive
9	Gates	1.5%	536,333	2.4%	Automotive
		26.9%	9,079,823	30.5%	

#### Lease Expirations- Operating Portfolio

Year	Occupied	% GLA	Quarter RentUS\$	% Quarter Rent	US\$ Per
Vacant	1,660,344	4.9%			
2023	3,101,103	9.2%	3,949,991	8.8%	\$0.43
2024	5,099,480	15.1%	6,335,033	14.2%	\$0.44
2025	3,761,449	11.2%	5,423,616	12.1%	\$0.46
Thereafter	20,091,994	59.6%	29,008,780	64.9%	\$0.47
Total	33,714,370	100%	\$44,717,419	100%	



NAV per share vs Market Price per share

2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
		— Mark	et Price	Per Share	e (US\$)	—NA	V Per Sha	re (US\$)		

	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Market Price Per Share (US\$)	1.68	1.74	1.99	1.53	1.27	1.23	1.36	1.80	1.94	2.00	2.40
NAV Per Share (US\$)	1.47	1.75	1.81	1.83	1.79	2.02	2.12	2.33	2.44	2.59	2.86
+Premium / -Disscount	14.3%	-0.6%	9.8%	-16.5%	-28.9%	-38.8%	-35.6%	-22.6%	-20.2%	-22.8%	-15.9%

	2021	2022	% Change
Million USD			
Buildings	2,168	2,658	22.6%
Land	142	216	52.6%
Cash	453	139	-69.3%
Debt Cash Collateral	12	10	-16.6%
Other cash	-	17	na
Net Recoverable Taxes	6	18	197.7%
Assets	2,780	3,058	10.0%
Remaining CAPEX	(47)	(136)	191.1%
Debt	(944)	(941)	-0.3%
Other Debt	-	(22)	na
Tenant Deposit	(16)	(18)	15.5%
Liabilities	(1,006)	(1,116)	11.0%
			9.4%

\*Historic numbers have change due to a change in calculations





Bank	Analyst	Date	Price	Opinion
Barclays	Pablo Monsivais	21/07/2022	\$47.00	Buy
BOFAML	Carlos Peyrelongue	30/01/2023	\$55.50	Buy
Bradesco	Rodolfo Ramos	20/10/2022	\$48.00	Buy
BTG Pactual	Gordon Lee	21/10/2022	\$49.20	Buy
Citi	Andre Mazini	20/10/2022	\$48.00	Buy
Credit Suisse	Vanessa Quiroga	21/07/2022	\$47.00	Buy
GBM	Javier Gayol	21/07/2022	\$49.70	Buy
ITAU	Alejandro Fuch	17/01/2023	\$55.00	Buy
JP Morgan	Adrian Huerta	26/01/2023	\$57.00	Buy
Santander	Pablo Ricalde	20/10/2022	\$44.00	Buy
Scotia Bank	Francisco Suárez	20/10/2022	\$47.00	Buy
Signum	Armando Rodriguez	24/10/2022	\$47.00	Buy
Monex	Jose Roberto Solano	20/10/2022	\$46.00	Buy
Goldman Sachs	Jorel Guilloty	09/11/2022	\$49.00	Hold
Morgan Stanley	Nikolaj Lippmann	17/01/2023	\$56.00	Buy

## Definitions

4Q 2022

### Funds from Operations (FFO):

Funds From Operations, or FFO, is defined in accordance with standards established by the National Association of Real Estate Investment Trusts, or NAREIT, which defines FFO as: the total comprehensive gain/loss in the period minus the conversion effect of the foreign operations, the income tax, gain (loss) due to the revaluation of the investment properties, foreign exchange gain (loss), other income (expenses), interest income, depreciation of other assets and paid taxes in cash.

### **Net Operating Income:**

Is calculated as: rental income minus the operating cost for the investment properties that generated income.

### **Adjusted EBITDA:**

Stands for rental revenue minus the operating cost of the investment properties minus the administrative costs minus the noncash share incentive. The rental cost and administrative cost does not include depreciation or amortization.

### **Built to Suit (BTS):**

Means a built-to-suit building that is designed and constructed in a tailormade manner in order to meet client-specific needs.

### Inventory buildings:

Are buildings that are built in accordance with standard industry specifications, for the purpose of having sufficient space available for clients that do not have the time or interest to build a BTS Building.

### Same-Store:

We define "same properties" as properties that have been in our portfolio for two comparable years.