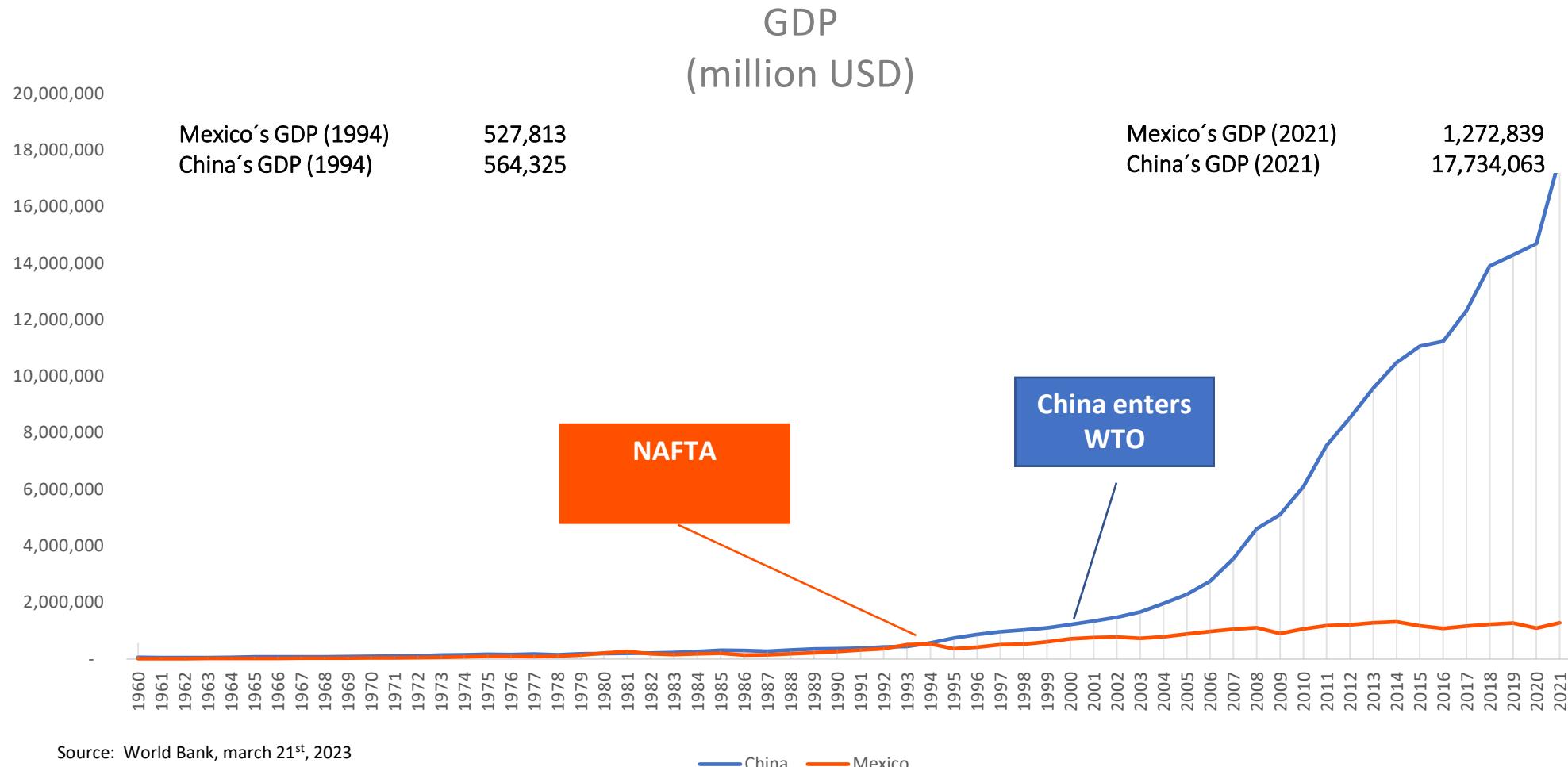




CORPORATE  
PRESENTATION

2Q23

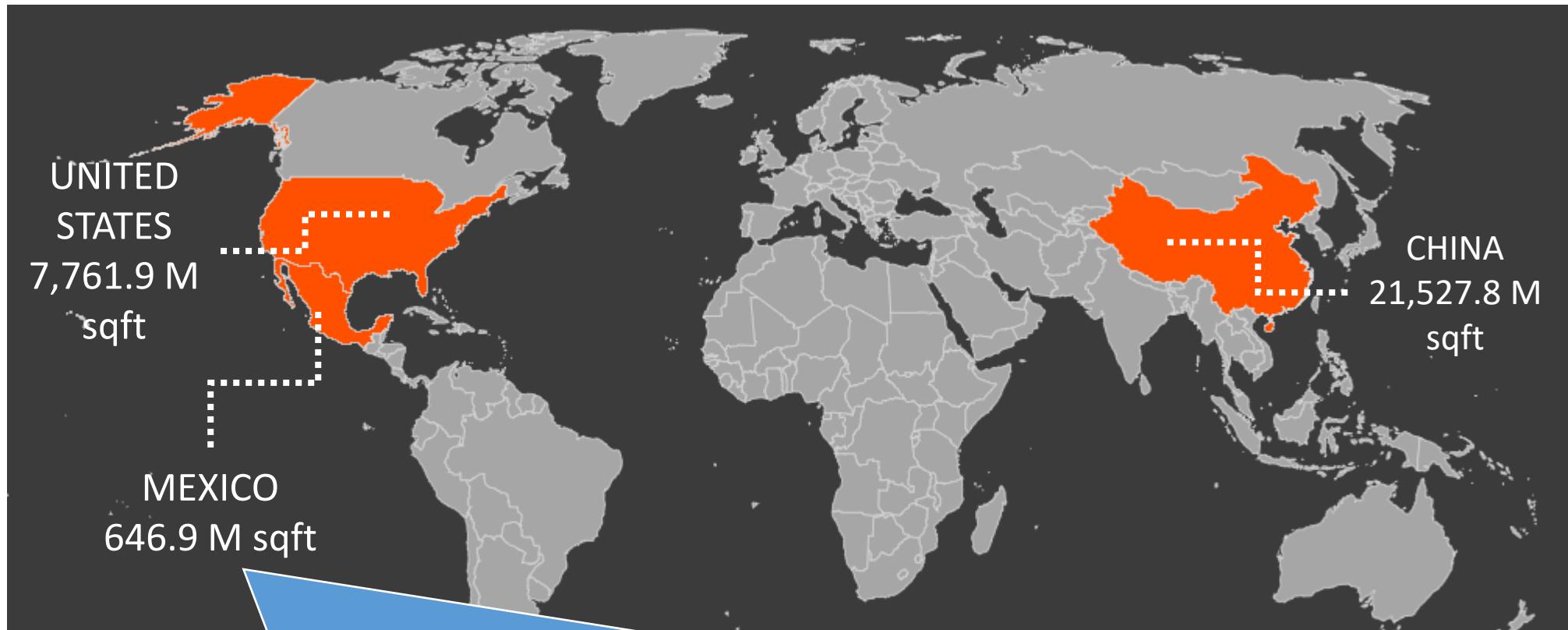
# NEARSHORING OPPORTUNITY: WHERE WE COME FROM?



## RESULTS FROM GLOBALIZATION, AMONG OTHERS

- From 1994 to 2021 the value of China's GDP grew **31.4x** to reach **Us. 17,734,063** million.
- From 1994 to 2021 the value of Mexico's GDP grew **2.4x** to reach **Us. 1,272,839** million.

# SIZING THE NEARSHORING OPPORTUNITY

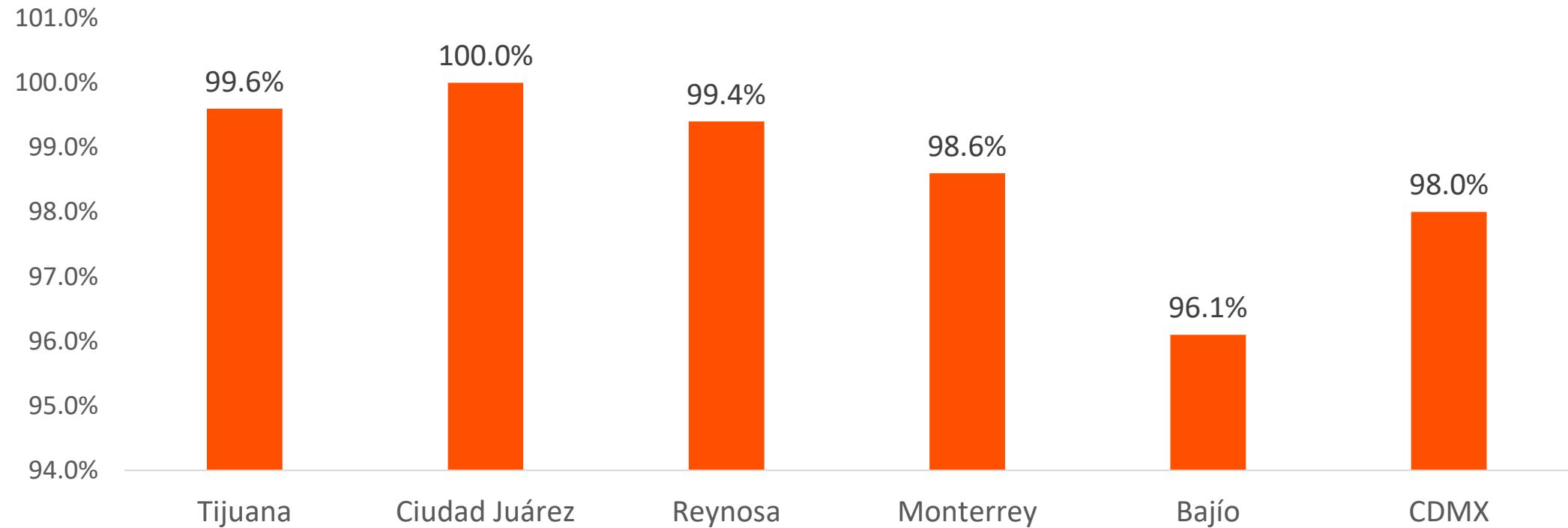


If Mexico captures **3% of China's GLA**,  
the Mexican industrial market would **double (2x)**.

# THE WORLD SUPPLY CHAINS ARE CHANGING



# INDUSTRIAL MARKET OCCUPANCY TRENDS



The effect of **NEARSHORING** is **REAL**, Mexico's **TOP** markets virtually **NO VACANCY**.

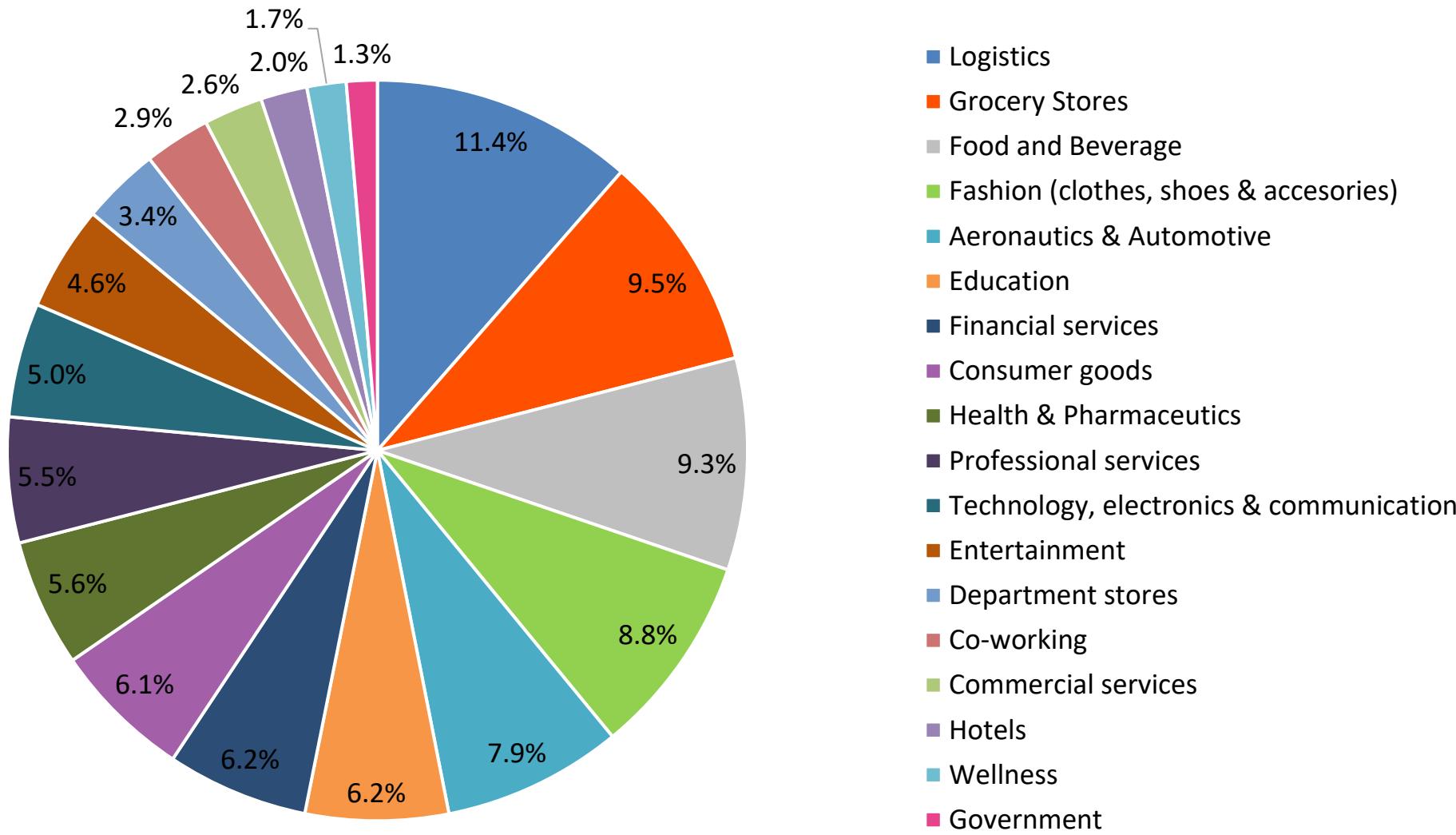
# FUNO'S LANDBANK

1 million sqm of shovel ready land strategically located to take advantage of future growth opportunities.



Market	SQM
Mexico City Metropolitan Area	669,477
Torreón	199,105
Aguascalientes	58,088
Tijuana	55,977
Monterrey	44,450
Ciudad Juárez	30,375
Reynosa/Matamoros	23,665
Querétaro	1,084
<b>Total</b>	<b>1,082,221</b>

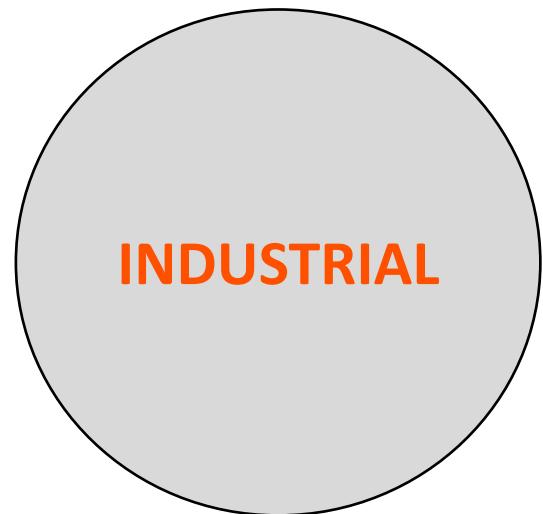
# FUNO'S PORTFOLIO EXPOSURE TO DIFFERENT INDUSTRIES



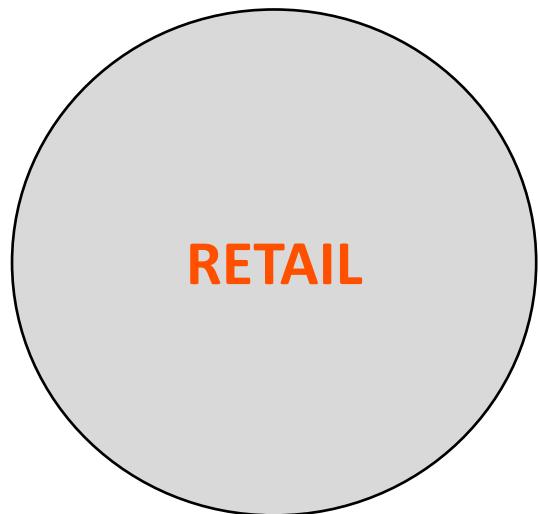
Calculation based on ABR (annual base rent)

# NEARSHORING IMPACT IN FUNO'S PORTFOLIO

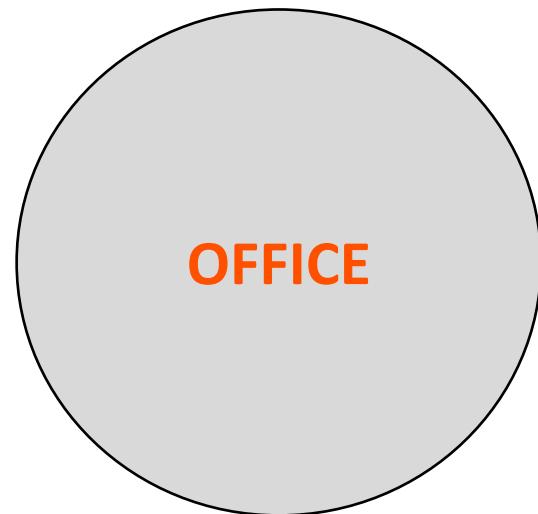
The impact of nearshoring will drive growth across FUNO given our portfolio diversification.



New manufactures moving to Mexico to serve the North America market.



Growing cities will require more grocery stores and shopping malls to serve basic necessities.



New companies moving to Mexico will require space to run their businesses (local offices).

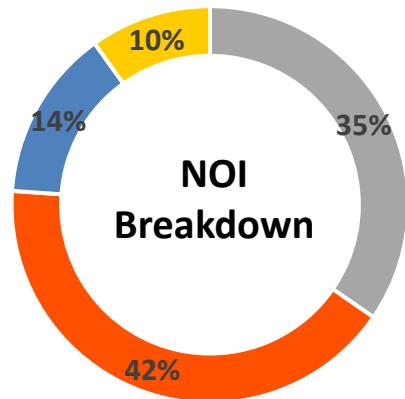
# FUNO AT A GLANCE

GLA: 118,663,908 sqft

613 operations

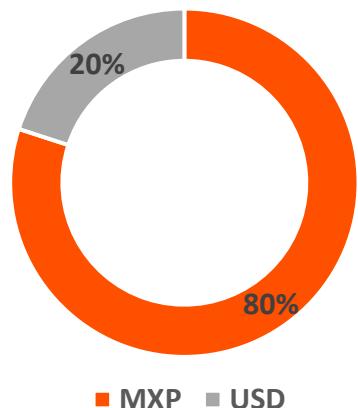
93.8% occupancy

4.2 years (Avg. Term)



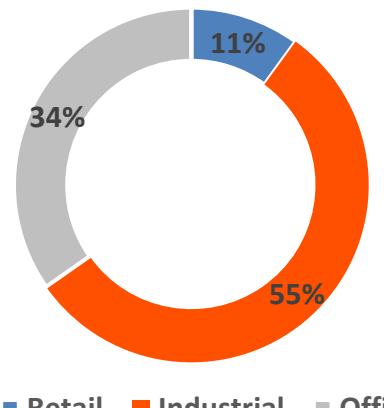
■ Industrial ■ Retail ■ Office ■ Others

Leases by currency



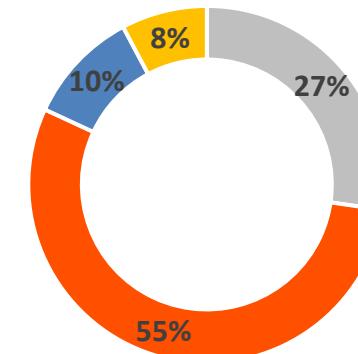
■ MXP ■ USD

USD leases by segment



■ Retail ■ Industrial ■ Office

GLA Breakdown



■ Retail ■ Industrial ■ Office ■ Others

# INDUSTRIAL PORTFOLIO

Logistics: Near to consumption center and at the heart of the logistics center of Mexico.

Light Manufacturing: In established industrial parks with excellent services. Mainly located in the northern part of Mexico.

State	GLA (000's sqft)
STATE OF MEXICO	36,249.7
NUEVO LEON	7,580.5
CHIHUAHUA	4,096.7
QUERETARO	3,527.3
TAMAULIPAS	2,890.6
JALISCO	2,852.3
BAJA CALIFORNIA	2,151.7
COAHUILA	1,184.8
PUEBLA	1,087.1
HIDALGO	669.4
MEXICO CITY	483.7
AGUASCALIENTES	467.4
ZACATECAS	331.5
QUINTANA ROO	325.4
GUANAJUATO	304.8
DURANGO	249.6
CHIAPAS	167.8
MORELOS	49.8
SONORA	48.4
<b>TOTAL</b>	<b>64,718.4</b>



# INDUSTRIAL PORTFOLIO



# TOP TENANTS - INDUSTRIAL

Fibra Uno's industrial portfolio has over 500 tenants who cherish their proximity to main highways, roads and connection points to the whole country.

Top	Sector	ABR %
1	Logistics	2.5%
2	Consumer goods	2.5%
3	Retail	2.4%
4	Consumer goods	2.0%
5	Logistics	1.7%
6	Consumer goods	1.4%
7	Retail	1.3%
8	Manufacturing	1.3%
9	Consumer goods	1.3%
10	Consumer goods	1.2%
<hr/>		
Total		17.6%



# RETAIL PORTFOLIO

**Retail:** Close to the visitors and end users, in the heart of the communities we serve.



State	GLA (000's sqft)
MEXICO CITY	6,860.2
STATE OF MEXICO	5,333.4
QUINTANA ROO	2,833.3
JALISCO	2,532.0
NUEVO LEON	2,517.6
QUERETARO	1,602.7
CHIAPAS	1,481.4
CHIHUAHUA	1,081.9
VERACRUZ	1,001.8
SONORA	812.4
YUCATAN	764.5
GUERRERO	763.1
GUANAJUATO	647.9
HIDALGO	623.7
COAHUILA	522.6
NAYARIT	482.9
BAJA CALIFORNIA SUR	399.5
TLAXCALA	394.8
AGUASCALIENTES	380.1
OAXACA	294.2
TAMAULIPAS	273.2
TABASCO	255.2
SINALOA	194.5
MORELOS	163.8
COLIMA	142.0
SAN LUIS POTOSI	76.9
ZACATECAS	75.4
<b>TOTAL</b>	<b>32,511.2</b>

# RETAIL PORTFOLIO



# TOP TENANTS - RETAIL

Fibra Uno's retail portfolio is highly diversified, not only by geography but also by quantity and type of tenants.

Top	Sector	ABR %
1	Retail	18.5%
2	Entertainment	3.7%
3	Department Stores	2.6%
4	Restaurants	2.4%
5	Department Stores	1.9%
6	Commercial Bank	1.9%
7	Entertainment	1.8%
8	Services	1.7%
9	Retail	1.6%
10	Entertainment	1.2%
Total		37.3%



INDITEX

ZARA ZARA HOME  
Bershka oysho   
Pull and Bear Massimo Dutti  
Kiddys Class UTERQÜE



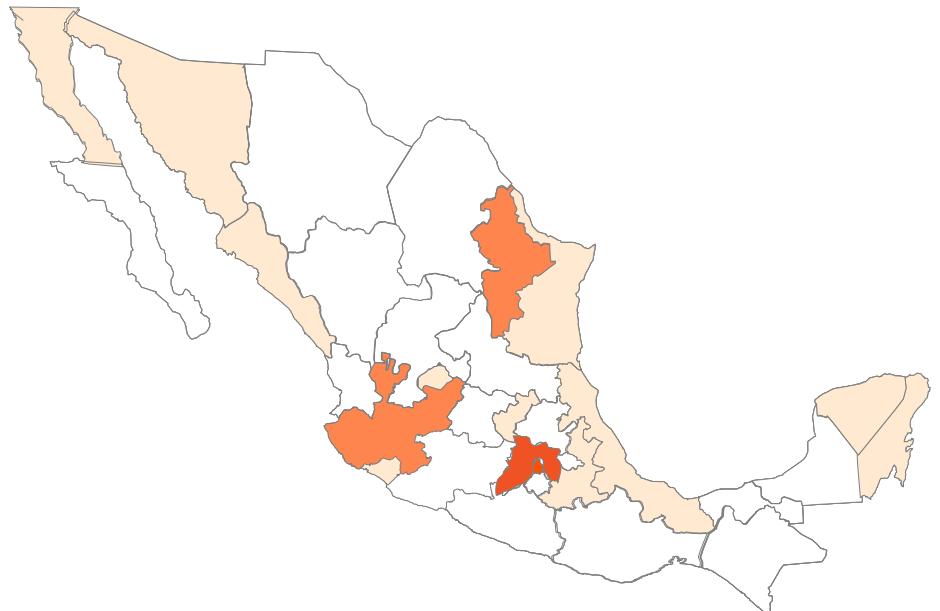
El Palacio de Hierro

SOY TOTALMENTE PALACIO®

# OFFICE PORTFOLIO

**Office:** In the top Mexico city's business corridors: *Reforma, Insurgentes, Lomas, and Santa Fe*. With some presence in key locations of *Guadalajara* and *Monterrey*.

- Almost 40% of our office portfolio is LEED Certified.

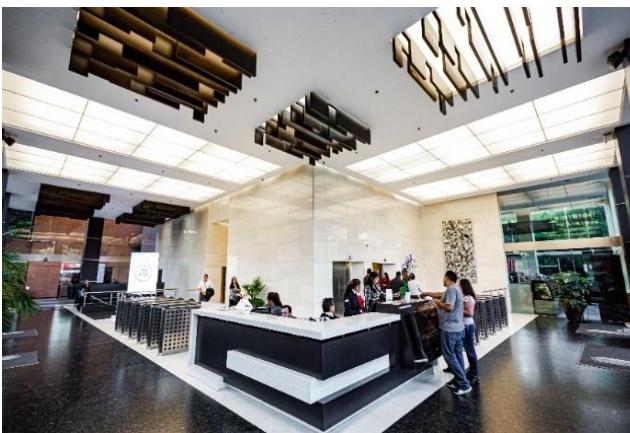
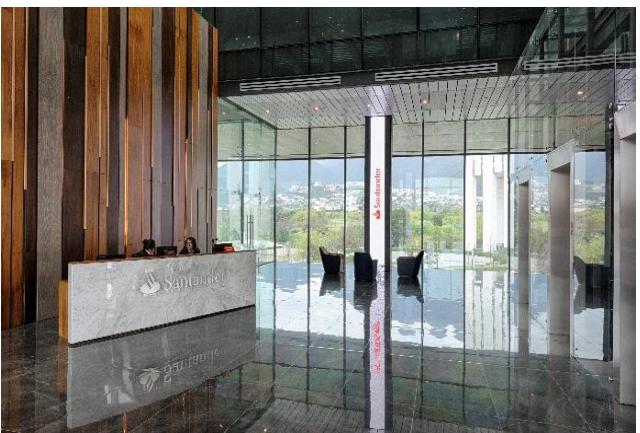
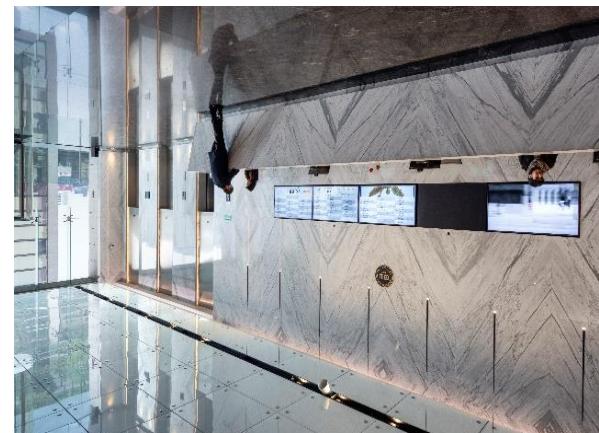


State	GLA (000's sqft)
MEXICO CITY	10,617.4
JALISCO	611.3
NUEVO LEON	459.8
QUINTANA ROO	160.0
STATE OF MEXICO	95.3
QUERETARO	72.6
SONORA	61.5
BAJA CALIFORNIA	43.6
VERACRUZ	41.2
YUCATAN	26.5
TAMAULIPAS	15.5
AGUASCALIENTES	13.4
SINALOA	8.8
PUEBLA	7.1
COLIMA	4.1
<b>TOTAL</b>	<b>12,238.1</b>

# OFFICE PORTFOLIO



# OFFICE PORTFOLIO



## TOP TENANTS - OFFICE

Fibra Uno's office portfolio has irreplaceable buildings on prime locations which are one of the main attractions to our tenants.

Top	Sector	ABR %
1	Co-Working Space	14.0%
2	Government Entity	8.3%
3	Comercial Bank	7.0%
4	Government Entity	3.5%
5	Comercial Bank	2.2%
6	Comercial Bank	2.0%
7	Services	1.5%
8	Services	1.3%
9	Pharmaceutical	1.1%
10	Services	1.1%
<hr/>		
Total		42.2%



**Deloitte.**



**Aon**



**L'ORÉAL**



**wework**

**Uber**



**volaris**



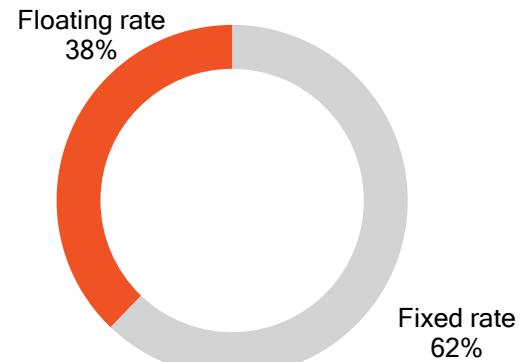
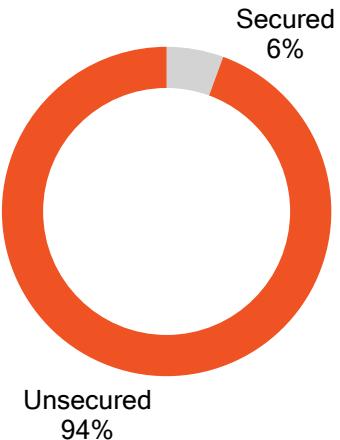
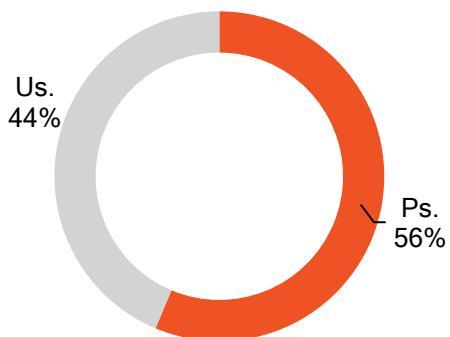
## CURRENT FINANCIAL SITUATION

# DEBT PROFILE AS OF TODAY

- Net Debt as of 2Q23: Ps. \$124,419.9 M
- Average Life of Debt: 7.8 years
- Average Cost of Debt<sup>(1)</sup>: 8.74%
- LTV 2Q23: 40.0%
- Net Debt / EBITDA<sup>(2)</sup>: 6.8x

## • CREDIT RATING

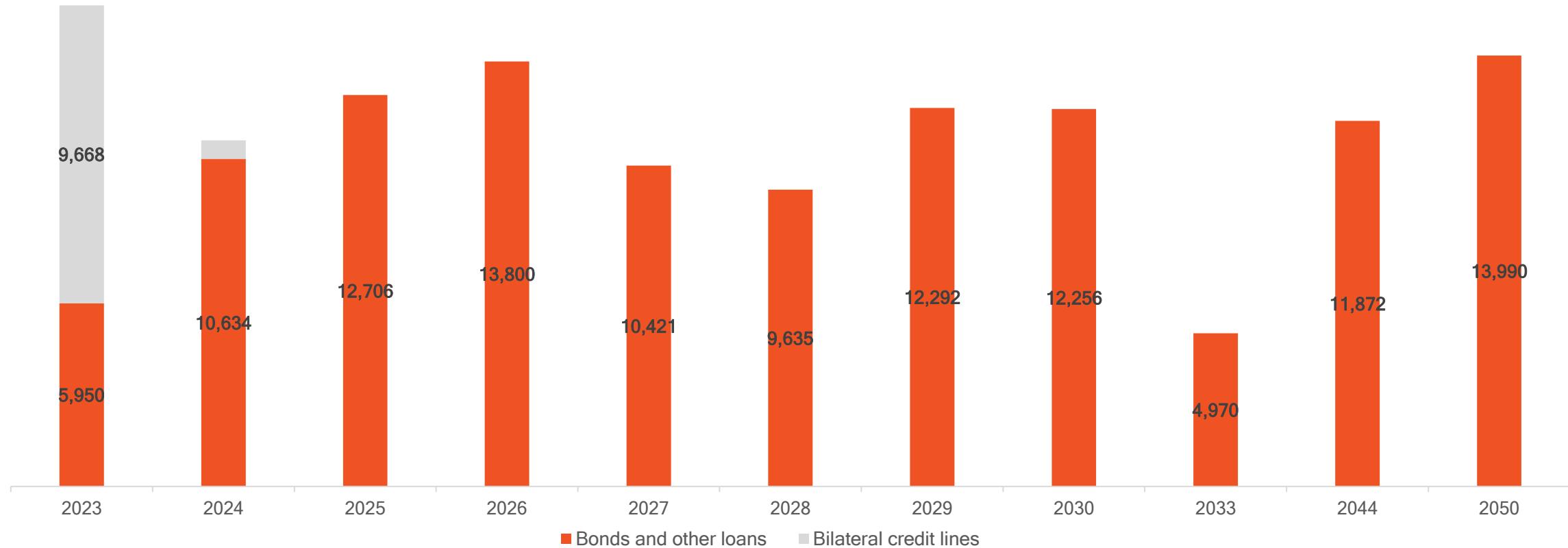
International	Outlook
MOODY's	BAA2
FitchRatings	BBB-
Local	
FitchRatings	AAA (Mx)
HR Ratings <sup>®</sup>   Credit Rating Agency	AAA (Mx)



(1) Includes the effect of financial derivatives. (2) 2Q23 EBITDA x 4

# MATURITY PROFILE

Ps. million



# INVESTMENT PROPERTIES VALUATION

There are three different methodologies third-party appraisers use:

## Rent capitalization (DCF)

- Compound effect of inflation in our revenues, as 99% of our contracts are linked to inflation (USD & MXN).
- Interest rate increase is simple and only affects 30% of our debt.

## Comparable transactions

- Latest transactions in the industrial segment were close at range of a 6% - 7% cap rate. At an average of ~Us. 810 per sqm.
- There are not many transactions in the retail and office segments. In the 3Q22, FUNO sold a portfolio of 23 properties (stand-alone retail and bank branches) at a 6.8% cap rate.

## Replacement cost

Cost of construction's raw materials has increased significantly in the last 2 years.

- Steel rebar
- Concrete / cement
- Aluminum
- Elevators / escalators
- Among others

On average, the cost of develop a new property cost around 25%-35% more than pre-pandemic levels. Including financial cost.

**All three methodologies point towards an increase in the value of our investment properties.**



Whenever **construction cost increase, rent increase** in the same proportion.

The question is not **if**, but **when**?

It depends on the supply-demand dynamic of each of the segments:

**Industrial**



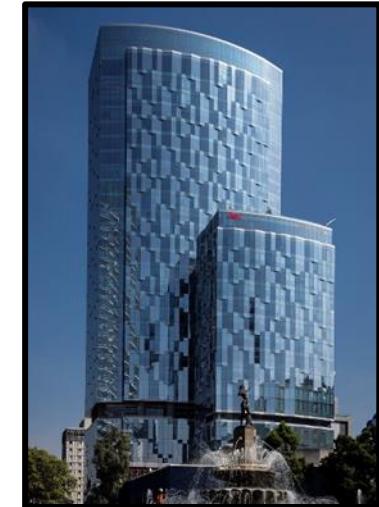
Strong demand, tight market. Currently seeing rent increases above inflation.

**Retail**

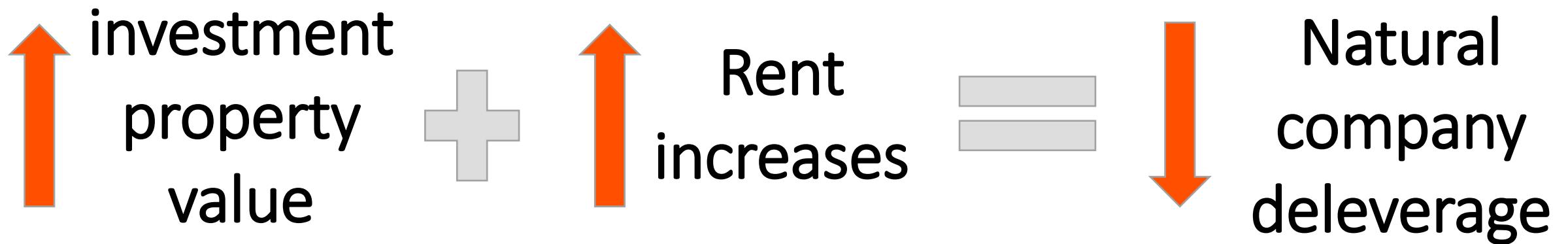


80% of tenants selling 20% above pre-pandemic levels. Rent increases above inflation.

**Office**



In recovery path from the pandemic. Occupancy gains first, rent recovery last.



In addition, FUNO is actively doing asset recycling

## HISTORIC ASSET RECYCLING

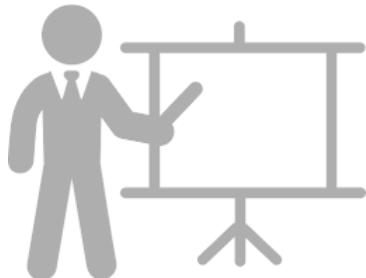
- In 2017, we started recycling non-essential properties of our portfolio.
- Since we started, by segment, we have sold:

<b>Office</b>	<b>Ps. \$566 M</b>	<b>1.34x BV</b>
<b>Retail</b>	<b>Ps. \$552 M</b>	<b>1.42x BV</b>
<b>Industrial</b>	<b>Ps. \$6,757 M</b>	<b>1.25x BV</b>
<b>Others</b>	<b>Ps. \$1,729 M</b>	<b>1.19x BV</b>
<hr/>		
<b>TOTAL</b>	<b>Ps. \$9,604 M</b>	<b>1.25x BV</b>

# GOVERNANCE 2023



- Update our Board Members and C-Suite succession plan
- Increase by 10% Gender Diversity at the Board Level



- Training Board Members on ESG matters



- New compensation plan to be presented in 2024, will include ESG criteria.

# RECENT ESG ACCOMPLISHMENTS

1 Sustainable Finance Mechanisms Us. \$2,540 M

2 EDGE Champion

3 S&P recognized FUNO® as top best 15% worldwide on ESG practices



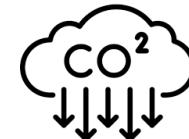
4 Accomplished 3/6 environmental KPI

5 SBT established by FUNO. SBTi review in process

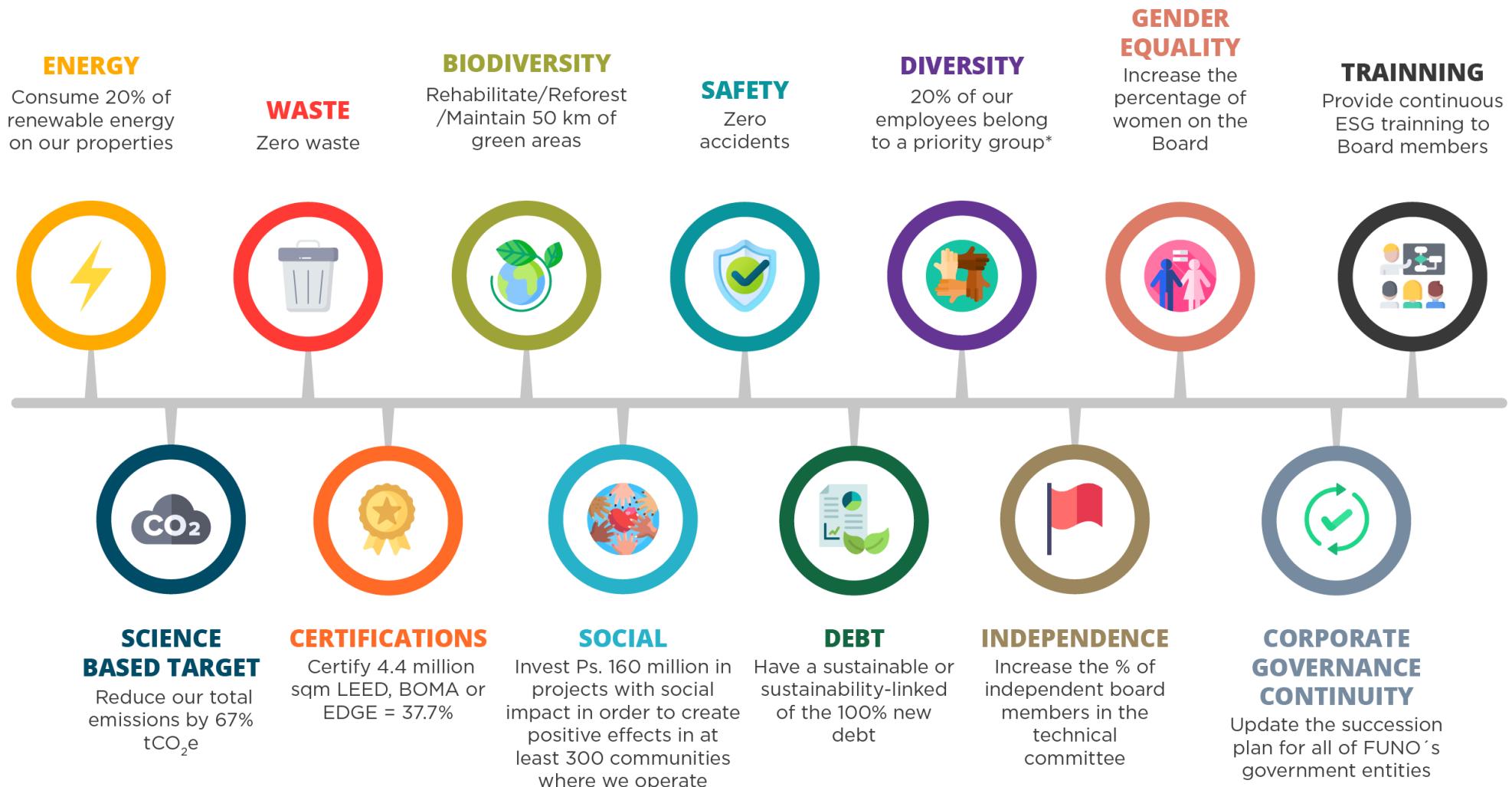


# ESG HIGHLIGHTS

- ~13 million sqft certified (Including LEED, BOMA, Well and Edge).
- We have reduced our energy consumption by 59% since 2017.
- We have reduced our water consumption by 70% since 2017.
- We have reduced our emissions into the atmosphere by 69% since 2017.
- We recycle 17% of the waste generated in our properties throughout the country.
- We have invested 682.5 million pesos in social projects for our communities.
- We have supported 155 civil society organizations.
- At FUNO, 31% of our collaborators are women and 69% are men.



# ESG STRATEGY 2030



\* People with disabilities, single parents, LGBTQ+, indigenous groups, migrants.