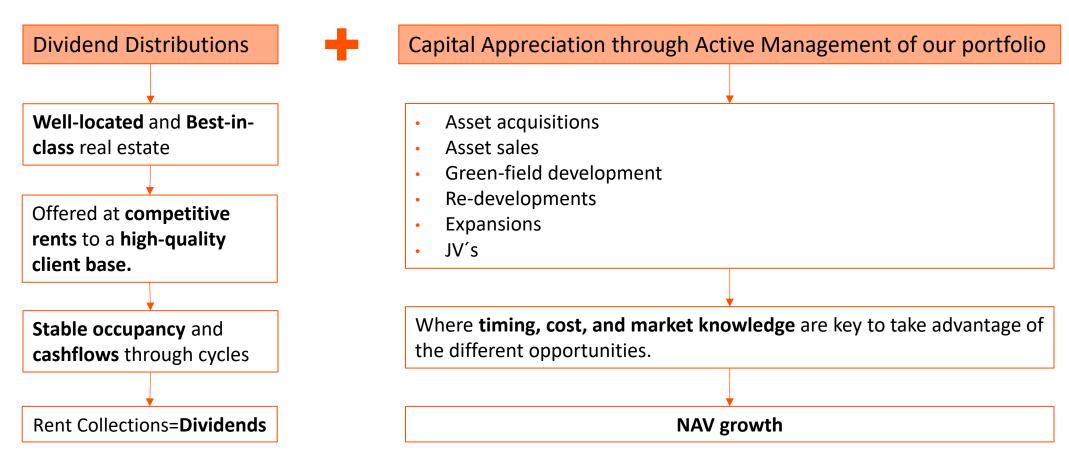
# FUN O

CORPORATE PRESENTATION 3Q24

### FUNO'S TOTAL RETURN FOCUS



**30%** Total Return Contribution

70%

Sustainable Shareholder Value Creation **Over Time** 

### HISTORY SPEAKS BY ITSELF

We have distributed more than 83 billion pesos or Ps. 25.8<sup>(1)</sup> per CBFI to our CBFI holders over 13 years. Almost equal to our current market cap.

Our NAV per CBFI has grown at a 7.9% CAGR over 13 years, while the average inflation was 4.47% over the same period.



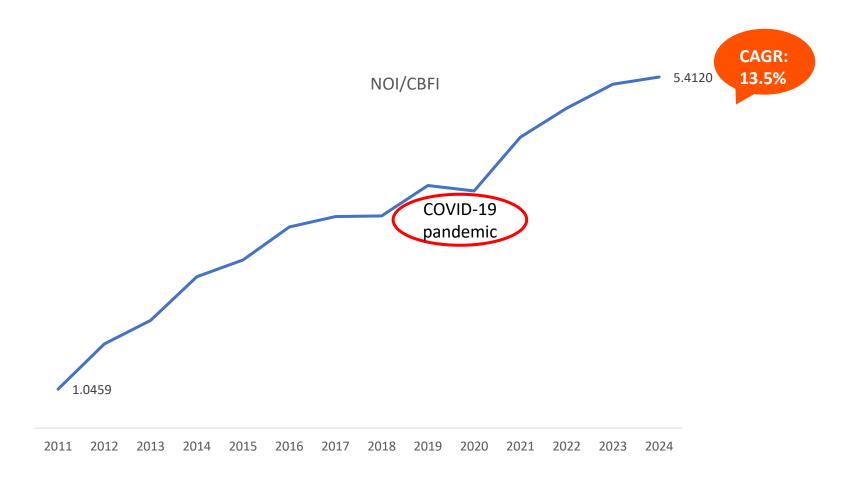


Dividend - NAV growth = Total Return



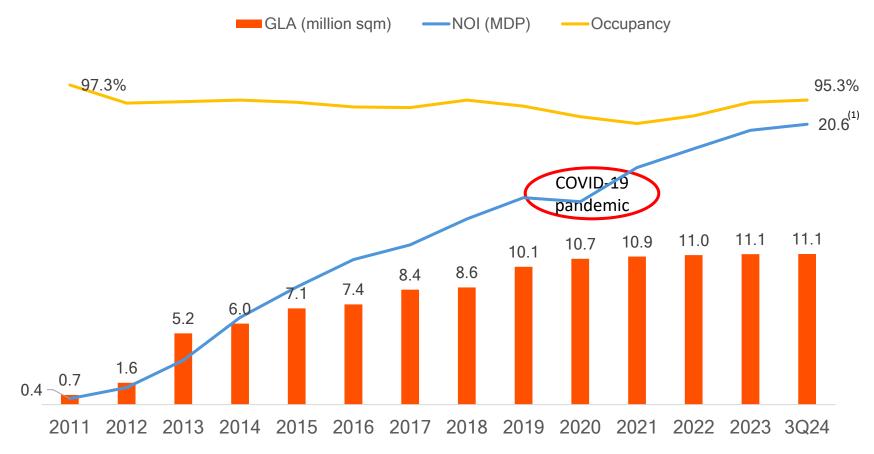
### HISTORY SPEAKS BY ITSELF

Our NOI per CBFI has grown over 5x since IPO, at a compound annual growth rate of 13.5%, even considering the effects of the worst crisis in the last 100 years.

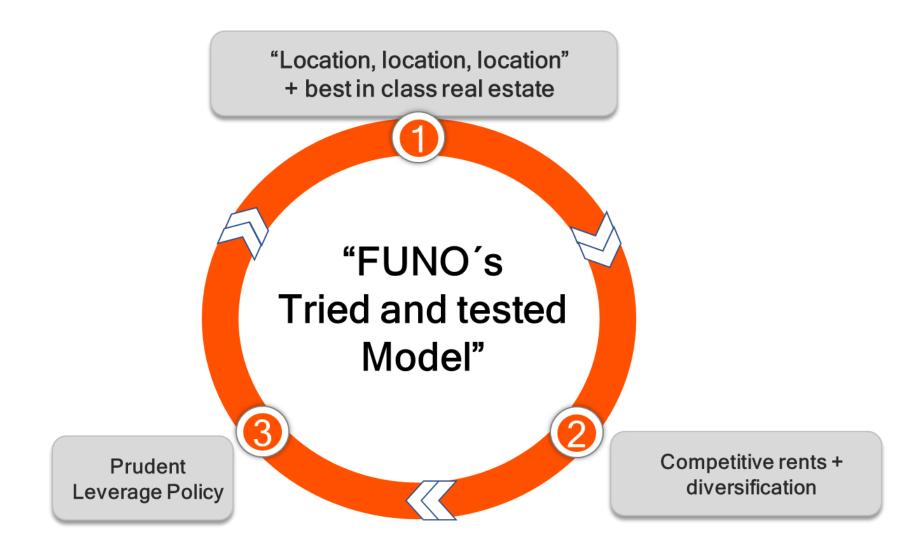


### HISTORY SPEAKS BY ITSELF

- Stable and healthy occupancy rate through the cycle.
- NOI remained **stable during the cycle** and continued to grow even considering the pandemic, asset sales, and GLA stabilization. Growing at 8.4% CAGR since year end 2020.



# COUNTER-CYCLICAL BUSINESS MODEL



### **FUNO AT A GLANCE**

Fibra uno is the largest, fully integrated, total return focus real estate company in Mexico and Latin America, desgined with a counter-cyclical business model.

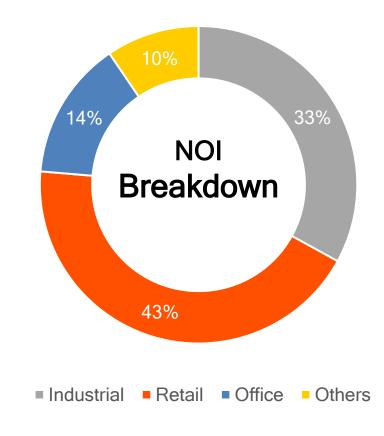
GLA: 119,414,161 sqft

613 operations

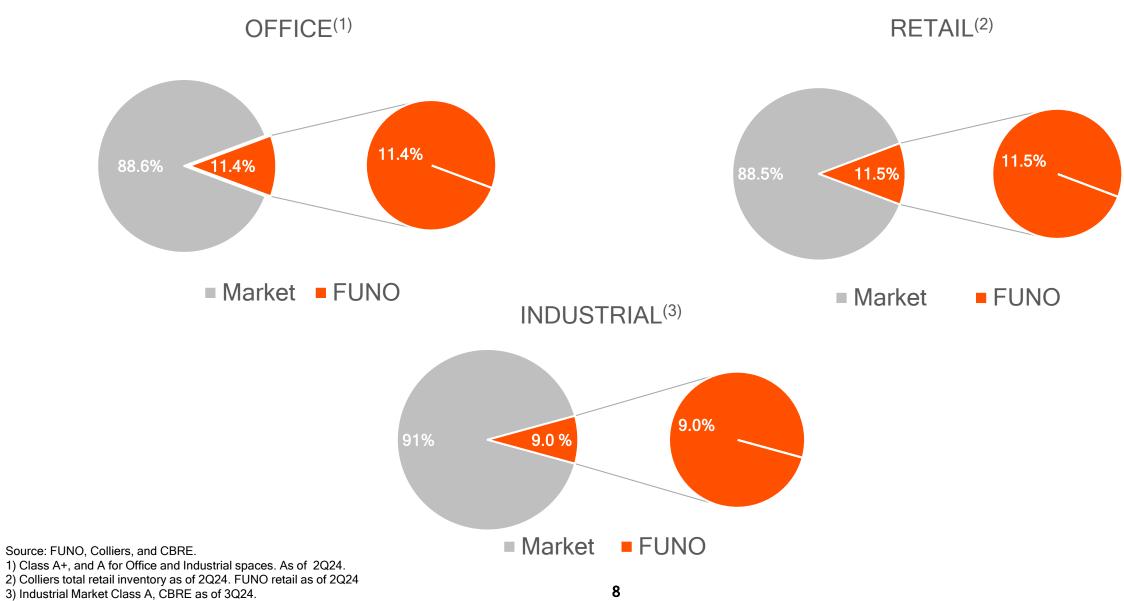
95.3% occupancy

3.9 years (Avg. Term)

13.9 million sqft (Land bank)



# MARKET SHARE



### TOP TENANTS

FUNO's portfolio is highly diversified not only by geography but also by quantity and type of tenants. It comprises over 2,900 tenants who cherish their key locations, the quality of their buildings, and their relationship with their real estate partner.

Тор	Sector	ARB %
1	Retail	7.9%
2	Education	3.7%
3	Commercial Bank	2.6%
4	Co-Working Space	2.5%
5	Services	1.5%
6	Government Entity	1.4%
7	Entertainment	1.4%
8	Restaurants	1.4%
9	Department Stores	1.1%
10	Logistics	0.8%
	Total	24.3%

















































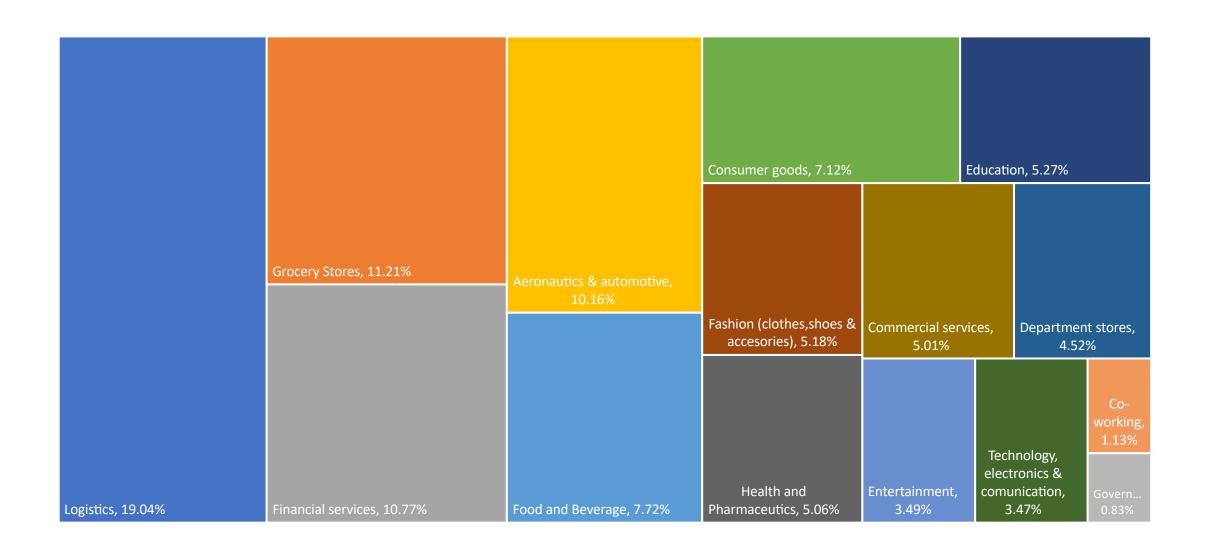






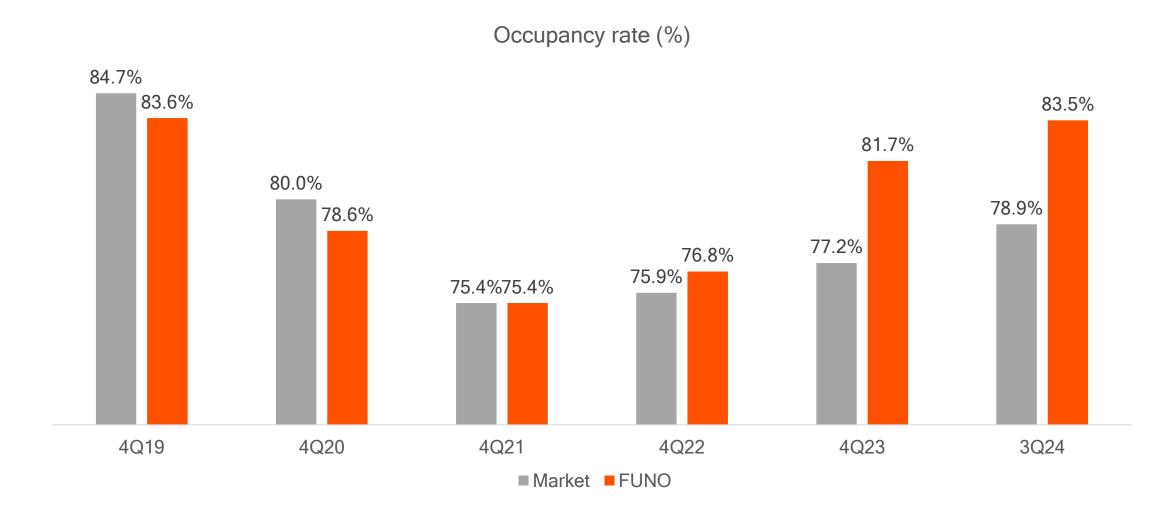


### PORTFOLIO DIVERSIFICATION BY INDUSTRY



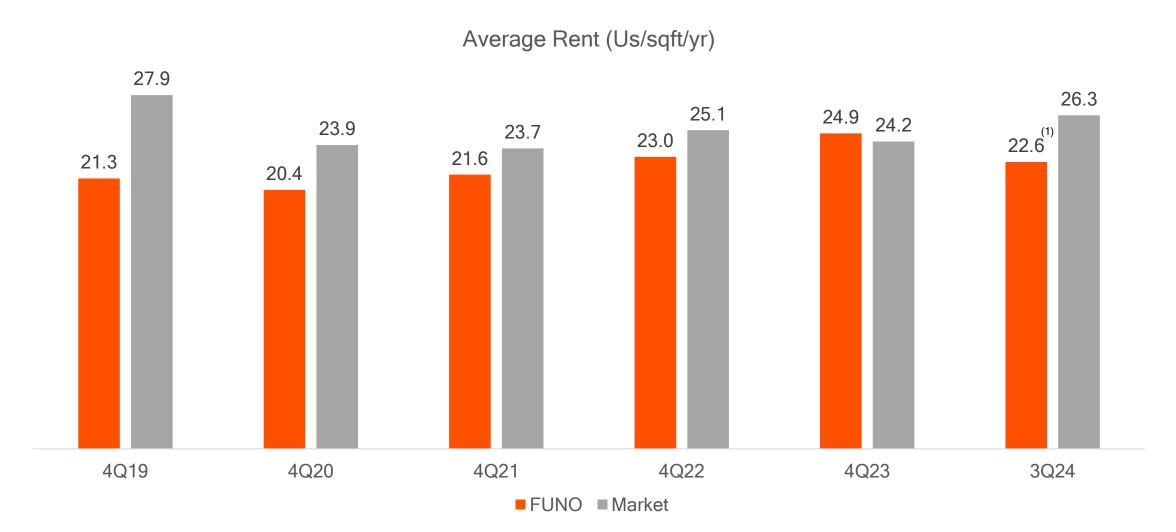


# OFFICE MARKET



Source: FUNO (3Q24) and Colliers, Office Class A/A+ as of 2Q24.

# **OFFICE MARKET**



### **TOP TENANTS - OFFICE**

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

Тор	Sector	ABR %
1	Co-Working Space	9.3%
2	Commercial Bank	8.0%
3	Government Entity	7.5%
4	Government Entity	3.1%
5	Commercial Bank	2.5%
6	Commercial Bank	2.2%
7	Services	1.4%
8	Government Entity	1.3%
9	Services	1.3%
10	Government Entity	1.0%
	Total	37.6%

































# FUNO'S OFFICE PORTFOLIO











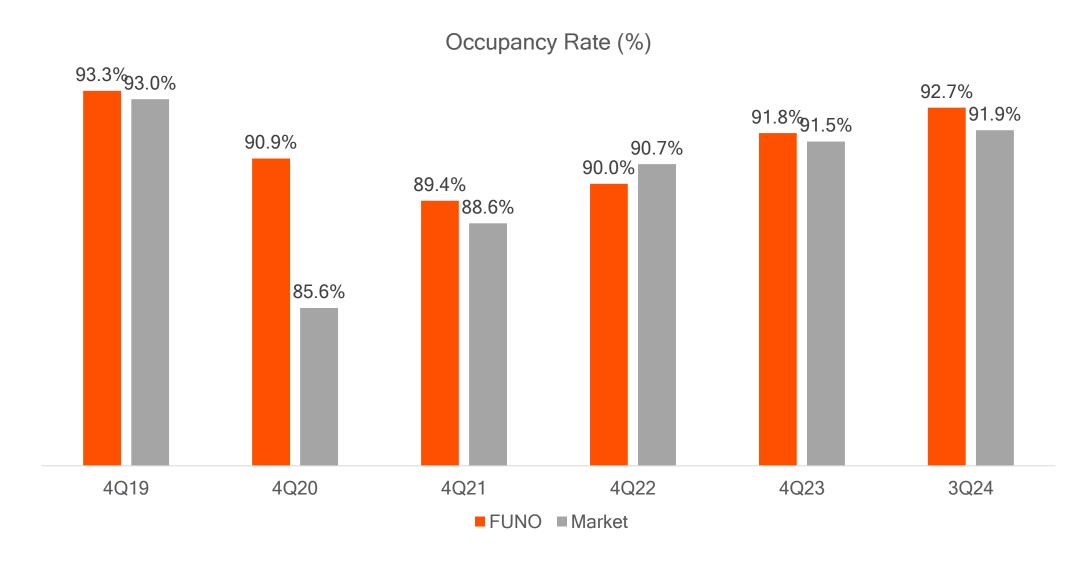




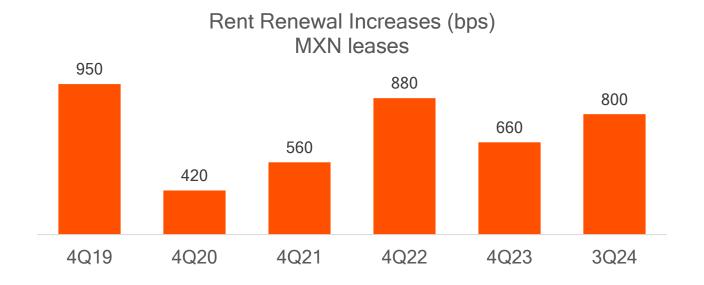


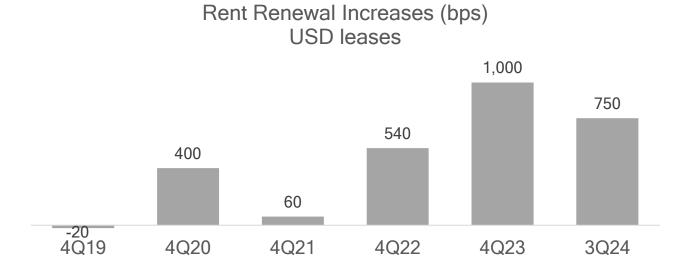


# RETAIL MARKET



### RETAIL MARKET





### TOP TENANTS - RETAIL

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

Тор	Sector	ABR%
1	Retail	17.6%
2	Entertainment	3.4%
3	Department Stores	2.5%
4	Restaurants	2.4%
5	Commercial Bank	1.8%
6	Services	1.8%
7	Department Stores	1.8%
8	Department Stores	1.7%
9	Entertainment	1.6%
10	Entertainment	1.1%
	Total	35.8%



























# FUNO'S RETAIL PORTFOLIO









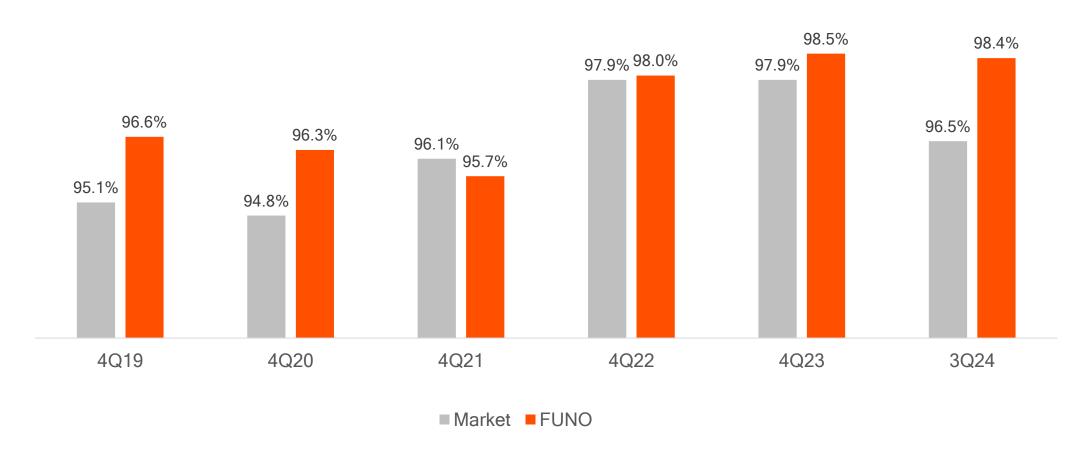






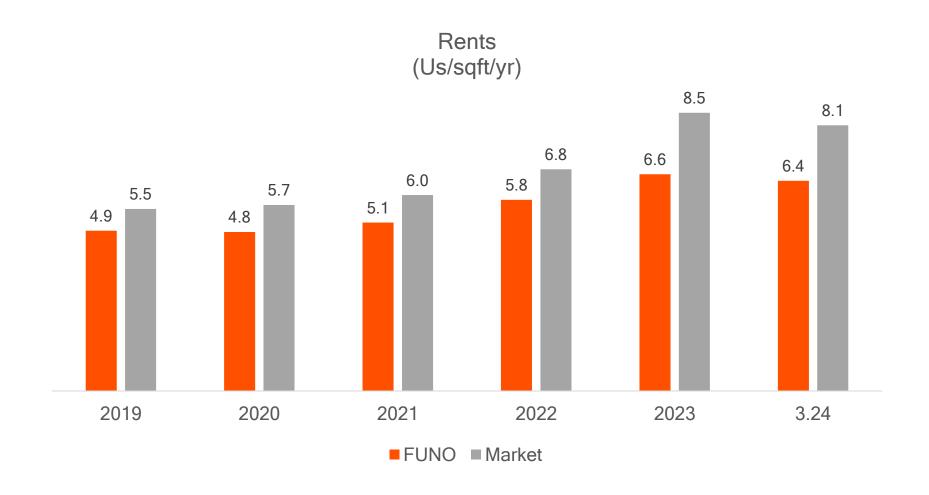
# INDUSTRIAL MARKET

### Occupancy rate



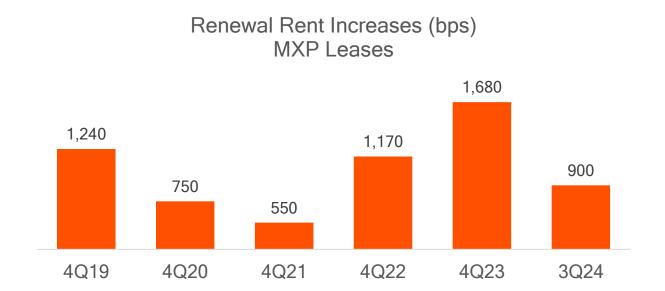
Source: FUNO (3Q24) and CBRE Industrial Class A as of 3Q24.

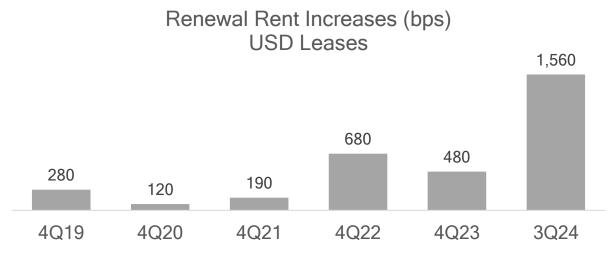
# INDUSTRIAL MARKET



Source: CBRE and FUNO as of 3Q24.

# INDUSTRIAL MARKET





### **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.

Тор	Sector	ABR %
1	Logistics	2.4%
2	Consumer goods	2.4%
3	Retail	2.2%
4	Consumer goods	1.9%
5	Logistics	1.6%
6	Logistics	1.3%
7	Consumer goods	1.3%
8	Manufacturing	1.2%
9	Retail	1.2%
10	Consumer goods	1.2%
	Total	16.7%

































# FUNO'S INDUSTRIAL PORTFOLIO













### WHAT ABOUT NEXT?

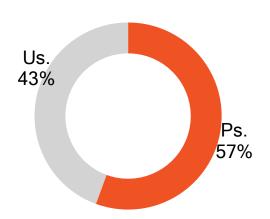
### The Carve out of our industrial portfolio continues to be our priority.

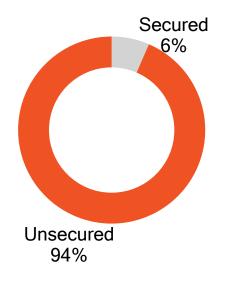
- Our Objective is to carve-out our industrial portfolio into an internalized pure-play industrial vehicle.
- The vehicle will be able to develop the available land bank as long as capital for development is available to NEXT.
- We can do this through:
  - The IPO of a FIBRA:
    - We continue to work with the authorities to register the vehicle in the National REITS Registry.
  - The IPO of a Non-FIBRA vehicle:
    - With the potential to grow the vehicle with the benefit of reinvesting its cash flow generation, as it is not obligated to distribute dividends.
    - Implies a change in fiscal regime.
  - Other strategic alternatives.

# DEBT PROFILE

### DEBT PROFILE AS OF TODAY

- Average Life of Debt: 7.6 years
- Average Cost of Debt<sup>(1)</sup>: 9.71%
- LTV 3Q24: 42.3%
- DSCR: 1.6x
- Sustainability linked RCF for Ps. 13.5 billion + Us. 410 million





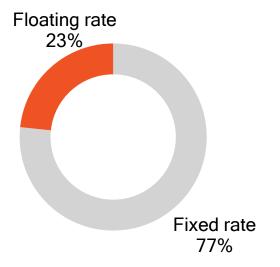
### CREDIT RATING

International		Outlook
Moody's	Baa3	Stable
Fitch Ratings	BBB-	Stable

### Local





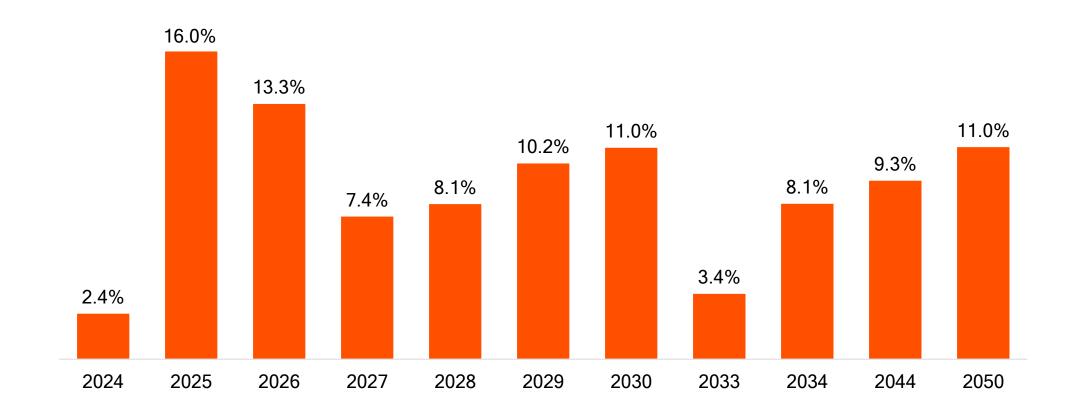


(2) YTD

<sup>(1)</sup> Includes the effect of financial derivatives.

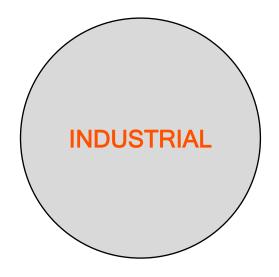
# MATURITY PROFILE<sup>(1)</sup>

We are working on refinancing the short-term debt to extend our maturity profile.

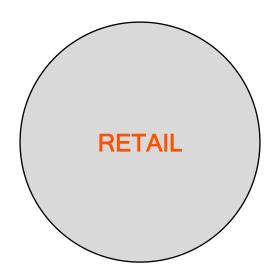


### NEARSHORING'S IMPACT ON FUNO'S PORTFOLIO

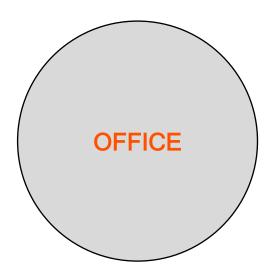
Given the diversification of FUNO's portfolio, the impact of nearshoring will drive all of FUNO's segments



New manufacturing companies relocating to Mexico to serve the needs of the North American market



Growing cities will require more retail centers and shopping malls to meet the basic needs of their population



New companies entering Mexico will require space to manage their businesses (local offices)

### **GOVERNANCE 2025**



Board refreshment and C-Suite succession plan



Internalization of the Advisor





Increase by 20% Gender Diversity at the Board Level



Training Board Members on ESG matters





 New compensation plan approved in 2024 now include ESG criteria.



### 2030 ESG STRATEGY

#### **ENERGY**

Consume 20% of renewable energy on our properties

### WASTE

Zero waste

### **BIODIVERSITY**

Rehabilitate/Reforest /Maintain 50 km of green areas

### SAFETY

Zero accidents

### **DIVERSITY**

20% of our employees belong to a priority group\*

### **GENDER EOUALITY**

Increase the percentage of women on the Board

### **TRAINNING**

Provide continuous ESG trainning to Board members

















### SCIENCE BASED TARGET

Reduce our total emissions by 67% tCO<sub>2</sub>e



### **CERTIFICATIONS**

Certify 4.4 million sqm LEED, BOMA or EDGE = 37.7%



### **SOCIAL**

Invest Ps. 160 million in projects with social impact in order to create positive effects in at least 300 communities where we operate



### **DEBT**

Have a sustainable or sustainability-linked of the 100% new debt



### **INDEPENDENCE**

Increase the % of independent board members in the technical committee



# CORPORATE GOVERNANCE CONTINUITY

Update the succession plan for all of FUNO's government entities

<sup>\*</sup> People with disabilities, single parents, LGBTQ+, indigenous groups, migrants.

### **NET ZERO STRATEGY 2050**



<sup>(1)</sup> The EDGE certification includes embedded carbon.

# RECENT ESG ACCOMPLISHMENTS

Sustainable Finance

Mechanisms ~Us. 3.5 bn

- S&P recognized FUNO® as top best 15% worldwide on ESG practices.
  - ESG PEGIONAL TOP RATED

5 SBTi approved and NET ZERO commitment by 2050.

Member of the S&P Sustainability Yearbook

4 MSCI BBB BBB A AAA AAA

