

# FIBRA Macquarie México

Supplementary Information (BMV:FIBRAMQ)

First Quarter 2022



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Highlights



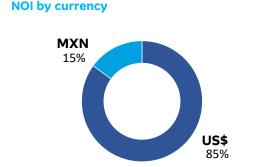
## As at March 31, 2022 FIBRA Macquarie at a glance

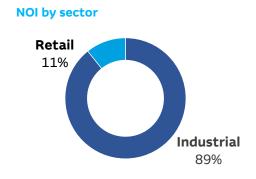


#### Strategic focus

- FIBRA Macquarie focuses on the acquisition, development, ownership and management of industrial and retail real estate properties in Mexico.
- Industrial properties administered by our internal property administration platform focused on providing high-quality customer service to current tenants and attracting new tenants.
- Retail properties that provide a range of basic services and are located in high density urban areas, primarily in the Mexico City Metropolitan Area.

#### Portfolio breakdown<sup>10</sup>





#### Financial summary

Amount
US\$907m / Ps. 18.13b
US\$2.5b / Ps. 50.42b
32.2% / 35.1%
US\$177m / Ps. 3.60b
10.6%
Ps. 0.6558 / Ps. 0.5000
Ps. 2.4785 / Ps. 1.9250
10.4% / 8.1%
US\$0.53m / Ps. 11.00m

#### Portfolio summary

				GLA	GLA
Туре	# of properties	# of tenants¹	Occupancy	('000s sqm)	('000s sqft)
Industrial	236	278	97.1%	2,776	29,884
Retail <sup>2</sup>	17	655	89.8%	425	4,577
Total	253	933	96.1%	3,202	34,461

<sup>1.</sup> The number of tenants is calculated on a per property basis. 2. Includes 100% of the property information with respect to each of the nine retail properties held through a 50/50 joint venture. 3. FX: March 31, 2022: Ps. 19.9942, certificate price Ps. 23.81, Outstanding CBFIs: 761,288,719. 4. Regulatory LTV calculated as (total debt + interest payable) / total assets, Net real estate LTV calculated as proportionally combined (debt + tenant security deposits - cash - deferred sales proceeds) / (fair market valued property values + land reserves + work in progress). 5. FX: Average rate - LTM: 20.3322. 6. Calculated as NOI LTM / Implied Operating RE Value; Implied Operating RE Value is calculated as market capitalization + proportionately combined (debt - cash - land reserves), at the end of the quarter 7. Calculated using weighted average outstanding CBFIs for the respective period. 8. Calculated using EOP market cap and LTM AFFO and distribution. 9. ADTV uses the average FX rate for the 90 trading days up to March 31, 2022 of Ps. 20.5791. 10. Calculated using NOI LTM as of March 31, 2022 and LTM FX rate of Ps. 20.3322.

## 1Q22 Executive summary

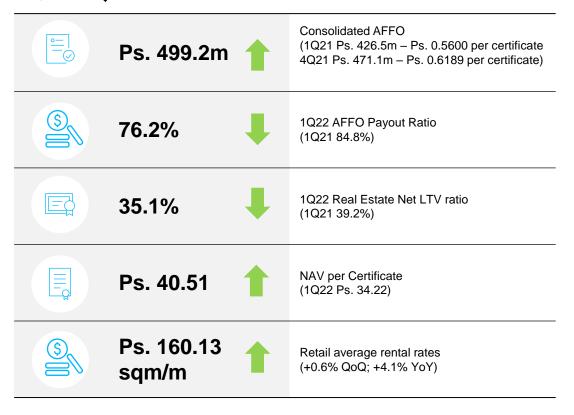


Strong momentum on industrial leasing activity driving closing occupancy higher to record 97.1%; Retail portfolio benefiting from lower discounts

#### **1Q22 Summary**



#### 1Q22 Key metrics



# 1Q22 Key financial metrics



		Ps. m <sup>5</sup>			US\$m <sup>5,6</sup>	
Consolidated Portfolio <sup>1</sup>			Variance			Variance
Consolidated Portrollo	1Q22	1Q21	(%)	1Q22	1Q21	(%)
Total revenues	1,053.8	994.1	6.0%	51.3	48.9	4.9%
Net Operating Income <sup>2</sup>	929.6	870.5	6.8%	45.3	42.8	5.7%
NOI per certificate <sup>3</sup>	1.2211	1.1430	6.8%	0.0595	0.0562	5.8%
NOI Margin <sup>4</sup>	88.2%	87.6%	65bps	88.2%	87.6%	65bps
Earnings before Interest, Tax , Depreciation & Amortization <sup>2</sup>	861.9	806.9	6.8%	42.0	39.7	5.8%
EBITDA per certificate <sup>3</sup>	1.1322	1.0595	6.9%	0.0552	0.0521	5.8%
EBITDA Margin <sup>4</sup>	81.8%	81.2%	63bps	81.8%	81.2%	63bps
Funds From Operations <sup>2</sup>	624.5	567.5	10.1%	30.4	27.9	9.0%
FFO per certificate <sup>3</sup>	0.8204	0.7451	10.1%	0.0400	0.0367	9.0%
FFO Margin <sup>4</sup>	59.3%	57.1%	219bps	59.3%	57.1%	219bps
Adjusted Funds From Operations <sup>2</sup>	499.2	426.5	17.1%	24.3	21.0	15.9%
AFFO per certificate <sup>3</sup>	0.6558	0.5600	17.1%	0.0320	0.0276	15.9%
AFFO Margin <sup>4</sup>	47.4%	42.9%	448bps	47.4%	42.9%	448bps
Earnings before Interest, Tax , Depreciation & Amortization for Real Estate <sup>2</sup>	861.1	806.4	6.8%	42.0	39.7	5.7%
EBITDAre per certificate <sup>3</sup>	1.1311	1.0588	6.8%	0.0551	0.0521	5.8%
EBITDAre Margin <sup>4</sup>	81.7%	81.1%	60bps	81.7%	81.1%	60bps
AMEFIBRA Funds From Operations <sup>2,5</sup>	626.4	567.9	10.3%	30.5	27.9	9.2%
AMEFIBRA FFO per certificate <sup>3</sup>	0.8228	0.7457	10.3%	0.0401	0.0367	9.2%
AMEFIBRA FFO Margin <sup>4</sup>	59.4%	57.1%	232bps	59.4%	57.1%	232bps

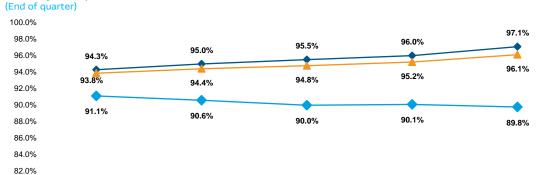
<sup>1.</sup> All results presented on economically proportionately combined basis. 2. For further details of the calculation methodology see the definition section in the Appendix. 3. Based on weighted average certificates outstanding during the respective period, 1Q22: 761,288,719 and 1Q21: 761,623,497. 4. Margins are calculated as a % of total revenues. 5. All amounts are expressed in Ps. millions or US\$ millions except for per certificate margins and metrics. 6. FX Average rates used: 1Q22: 20.5242; 1Q21: 20.3199.

# 1Q22 Key portfolio metrics





#### **Occupancy**



#### **Rental rates**

80.0%

(Average monthly rent per leased sqm, end of qtr)

1Q21



3Q21

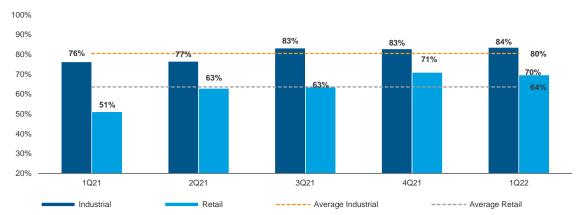
4Q21

---- Consolidated

1Q22

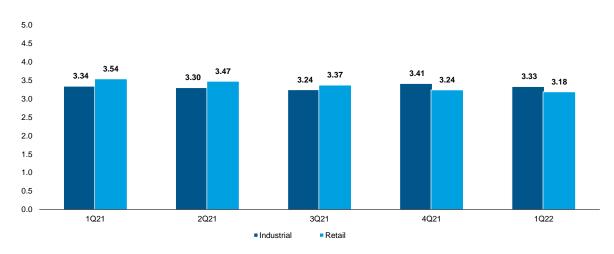
#### Retention rate<sup>1</sup>

(LTM by GLA)



#### Weighted average lease term

(In years by annualized rent, end of qtr)



# Capital management - Track record



	Ps.m	US\$m	
Capital sources	equiv.	equiv.	Highlights
Retained AFFO			• 1Q22 AFFO per certificate of Ps. 0.6558 (+6.0% QoQ and 17.1% YoY)
Retained AFFO - FY17-FY21	2,792.2	141.8	• Distribution/CBFI for 1Q22 of Ps. 0.5000/CBFI, in line with guidance
Retained AFFO - 1Q22	118.6	5.8	<ul> <li>Distribution 1.3x covered</li> <li>Proportionally consolidated base rents ~ 80% USD-denominated</li> </ul>
Retained AFFO - total	2,910.8	147.5	
Asset sales			• LTD sale value of ~US\$117.5m exceeds book value by aggregate 2.2%
FY17-FY21	2,207.7	115.7	The sale value of OSPITA.SITI exceeds book value by aggregate 2.270
1Q22	0.0	0.0	
Asset sales - total	2,207.7	115.7	
Surplus cash	59.5	2.6	
Capital sources - total	5,177.9	265.9	
	Ps.m	US\$m	
Capital allocations	equiv.	equiv.	Highlights
Expansions and developments			<ul> <li>LTD ~US\$137m invested/committed in expansions and developments</li> </ul>
Projects completed FY17-FY21 (100% of project cost)	965.0	49.8	• Additional 1.7m sqft of GLA completed with NOI yield of 11.8%
Projects completed and under development 2022	990.0	48.6	<ul> <li>Progressing on three new industrial developments - Monterrey for 180k sqft GLA and MCMA for 510k sqft GLA and 225k sqft GLA</li> </ul>
Expansions and developments - total	1,955.0	98.4	
Remodeling			
FY19-FY21 Remodeling 214.1 10.6		10.6	<ul> <li>Remodeling at City Shops Valle Dorado (MCMA) completed during 1Q22</li> </ul>
2022 Remodeling	2.7	0.1	The modeling at city shops valle bollado (MCMA) completed during 1022
Remodeling - Total	216.8	10.7	

# Capital management - Track record (continued)



	Ps.m	US\$m	
Capital allocations	equiv.	equiv.	Highlights
Certificates re-purchased for cancellation			
FY17-FY21	1,065.3	54.9	<ul> <li>LTD repurchase total 50.1m certificates at weighted average price of Ps. 21.28</li> </ul>
1Q22	0.0	0.0	<ul> <li>All re-purchased certificates cancelled or in process of being cancelled</li> </ul>
Certificates re-purchased for cancellation - total	1,065.3	54.9	
Debt repayment			<ul> <li>Regulatory LTV at 32.2% (-13 bps vs previous quarter)</li> </ul>
FY17-FY21	1,940.8	102.0	• ~4 years remaining tenor
Debt repayment - total	1,940.8	102.0	——————————————————————————————————————
Capital allocations - total	5,177.9	265.9	
Potential capital deployment opportunities - YTD	Ps.m	US\$m	
2022	equiv.	equiv.	Highlights
Progress payments remaining, for committed WIP projects	284.5	14.2	manufacturing and logistics sectors. Industrial land reserves of 440k sqm of which 147k sqm is field
Uncommitted - LOI and pipeline	7.0	0.4	through a JV trust (FIBRAMQ share of 71.6%). In addition, FIBRAMQ owns a MCMA retail property of 27k
Expansions and developments - total	291.5	14.6	sqm land size and 17k sqm building size that is not included in GLA and subject to potential redevelopment. Retail land reserves of 62.2k sqm, all held through a 50.0% JV trust
Buyback program - Remaining 2022-2023 program size	1,000.0	50.0	• Ps. 1.0bn buyback program authorized and available through to June 2023
Potential capital deployment opportunities - YTD 2022	1,291.5	64.6	



# 02

Industrial Portfolio



# Industrial portfolio: Operating highlights



Industrial portfolio continues to perform strongly, reaching a record occupancy of 97.1% and rental rate levels of US\$5.26 per sqm per month, resulting in record quarterly lease rental income of US\$41m.

#### Financial and operational metrics

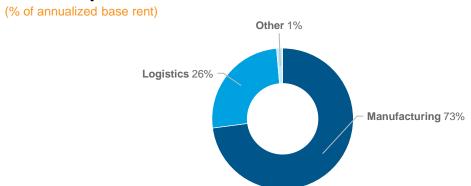
			Var (%) 1Q22		Var (%) 1Q22
Ps. millions; except operating stats1	1Q22	4Q21	vs 4Q21	1Q21	vs 1Q21
Selected financial metrics					
Revenues	\$896.2	\$890.4	0.7%	\$842.8	6.3%
Expenses	(\$74.3)	(\$82.4)	(9.8%)	(\$70.8)	4.9%
NOI	\$821.9	\$808.0	1.7%	\$772.0	6.5%
Selected operating and profitability metrics					
Occupancy (%) EOP	97.1%	96.0%	108 bps	94.3%	279 bps
Occupancy (%) Avg.	96.3%	95.5%	79 bps	93.9%	238 bps
GLA ('000s sqft) EOP	29,884.4	29,904.0	(0.1%)	29,954.7	(0.2%)
Weighted Avg Rental rate (US\$/sqm/m)	\$5.26	\$5.18	1.5%	\$5.07	3.7%
LTM Retention Rate (%, sqft) EOP	83.5%	82.8%	68 bps	76.6%	691 bps
WALT (yrs) EOP	3.3	3.4	(2.4%)	3.3	(0.3%)
NOI margin (%)	91.7%	90.7%	97 bps	91.6%	11 bps
BOP Avg FX (revenue)	20.61	20.85	(1.2%)	20.35	1.3%
EOP FX (balance sheet)	19.99	20.58	(2.9%)	20.60	(3.0%)
Avg FX (expenses)	20.52	20.75	(1.1%)	20.32	1.0%
Normalized below FFO items					
Tenant improvements	(\$30.8)	(\$29.7)	3.8%	(\$24.2)	27.5%
Leasing commissions	(\$21.5)	(\$24.0)	(10.5%)	(\$22.2)	(3.5%)
Normalized capex	(\$65.3)	(\$66.2)	(1.4%)	(\$62.5)	4.4%

<sup>1.</sup> All figures are rounded to the nearest decimal point. Any arithmetic inconsistencies are due to rounding.

### FIBRA Macquarie's industrial presence in Mexico

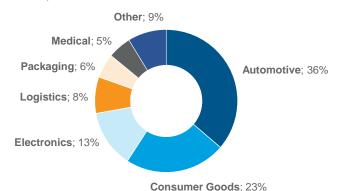


#### Use of space



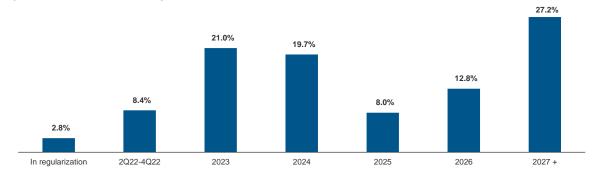
#### Presence in key industries

(% of annualized base rent)



#### Lease expiration profile

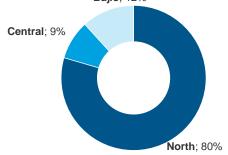




#### Presence in key markets

#### (% of annualized base rent)

#### (% of annualized base rent) **Bajio**; 12%





Leases currency

Top 10 customers represent approximately 24.6% of annualized base rent with a weighted average lease term remaining of 4.6 years.

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# Industrial leasing summary and regional overview



Continued strong new leasing activity with a total of 481k sqft; LTM retention of 83.5%

#### 1Q22 Industrial leasing highlights

Transaction	Market	GLA (sqft)	Industry	Country of domicile	Term (yrs)
New Lease	Saltillo	137,444	Auto parts	South Korea	5.1
New Lease	Monterrey	127,052	Consumer Goods	South Korea	4.0
New Lease	Ciudad Juárez	92,710	Metal Components	Germany	10.4
Renewal	Ciudad Juárez	135,839	Industrial Equipment	United States	10.0
Renewal	Querétaro	103,411	Auto Parts	<b>United States</b>	3.5
Renewal	Mexicali	63,775	Industrial Equipment	United States	13.0

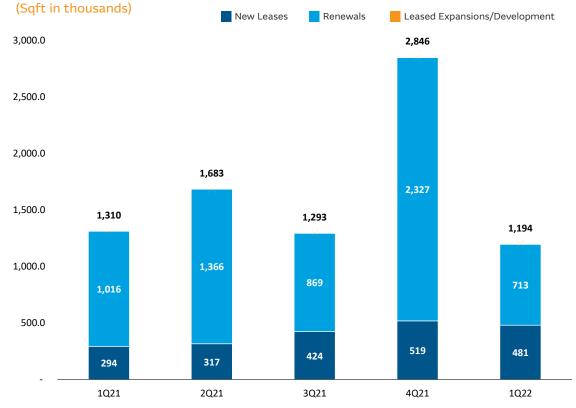
#### Regional overview

(As of March 31, 2022)

	North	Bajio	Central	Total
Number of Buildings	180	26	30	236
Number of Customers <sup>1</sup>	210	26	42	278
Square Meters '000s GLA	2,221.2	339.3	215.9	2,776.3
Occupancy EOP (%)	97.0%	98.8%	94.7%	97.1%
% Annualized Base Rent	79.6%	11.8%	8.7%	100.0%
Weighted Avg. Monthly US\$ Rent per Leased sqm² EoP	\$5.23	\$4.97	\$6.02	\$5.26

#### 1. Number of customers is calculated on a per property basis. 2. FX rate: 19.9942. 3. Based on lease signing date.

#### Industrial leasing activity<sup>3</sup>





# 03

Retail Portfolio



# Retail portfolio: Operating highlights



Retail portfolio remains resilient with total revenue increasing 2.5% QoQ and 4.1% YoY, high renewal volumes of 22.7k sqm; foot traffic increased 41.9% YoY but still 25.1% below 2019 levels

#### Financial and operational metrics

			Var (%) 1Q22		Var (%) 1Q22
Ps. millions; except operating stats <sup>1</sup>	1Q22	4Q21	vs 4Q21	1Q21	vs 1Q21
Selected financial metrics					
Revenues	\$157.6	\$153.8	2.5%	\$151.3	4.1%
Lease Rental Income <sup>2</sup>	\$123.9	\$122.2	1.5%	\$119.4	3.8%
Lease Variable Income <sup>3</sup>	\$22.1	\$18.3	20.6%	\$25.1	(11.8%)
Other Variable Income <sup>4</sup>	<i>\$0.0</i>	<i>\$0.0</i>	-	\$0.0	_
Expenses	(\$49.9)	(\$43.9)	13.6%	(\$52.8)	(5.6%)
NOI	\$107.7	\$109.9	(2.0%)	\$98.5	9.3%
Selected operating and profitability metrics					
Occupancy (%) EOP	89.8%	90.1%	(32 bps)	91.1%	(131 bps)
Occupancy (%) Avg.	89.8%	89.9%	(11 bps)	91.1%	(135 bps)
GLA ('000s sqm) EOP	425.2	425.1	0.0%	425.4	(0.1%)
Weighted Avg Rental rate (Ps./sqm/m)	\$160.13	\$159.25	0.6%	\$153.88	4.1%
LTM Retention Rate (%, sqft) EOP	69.6%	70.9%	(128 bps)	51.1%	1,853 bps
WALT (yrs) EOP	3.2	3.2	(1.6%)	3.5	(8.6%)
NOI margin (%)	68.4%	71.5%	(310 bps)	65.1%	324 bps
Foot and car park traffic <sup>5</sup>					
Foot traffic ('000s visitors)	2,299.9	2,503.5	(8.1%)	1,621.1	41.9%
Car traffic ('000s cars)	806.2	917.1	(12.1%)	749.9	7.5%
Normalized below FFO items					
Tenant improvements	(\$1.7)	(\$1.4)	20.9%	(\$1.2)	42.0%
Leasing commissions	(\$1.6)	(\$1.6)	(0.8%)	(\$1.7)	(9.1%)
Normalized capex	(\$1.9)	(\$1.9)	(1.6%)	(\$2.2)	(16.5%)

<sup>1.</sup> All figures are rounded to the nearest decimal point. Any arithmetic inconsistencies are due to rounding. Numbers are presented on a proportionally combined basis 2. Lease Rental Income includes Lease related income, straight line rent and early termination. 3. Lease Variable Income includes late fees, tenant recoveries and variable income. 4. Other Variable Income includes car parking income and other income. 5. Foot traffic data from the following wholly-owned properties: Coacalco Power Center, Tecamac Power Center, City Shops Valle Dorado, City Shops Del Valle, and San Roque. Car park traffic data from the following wholly-owned properties; Coacalco, Tecamac, City Shops Del Valle, and Plazaragoza.

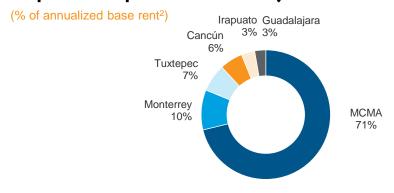
# FIBRA Macquarie's retail presence in Mexico



#### Retail portfolio highlights

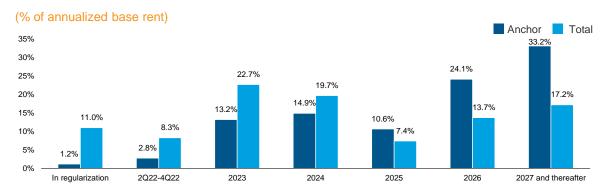
- Defensive portfolio primarily located in the top retail market of Mexico City Metropolitan Area (MCMA).
- Majority of leases are inflation protected and provide for recovery of common area maintenance and other property-related costs.
- 100% of the leases are denominated in Mexican Pesos.
- Customers include well-known names such as Walmart, H-E-B, Chedraui, Liverpool, The Home Depot, Alsea, Cinépolis, Cinemex and Sports World.

#### Important presence in key metro areas

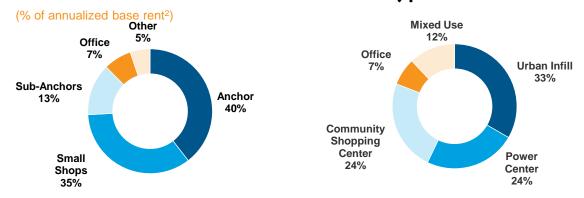


84% located in top three retail markets of Mexico<sup>1</sup>.

#### Well-balanced lease expiration profile



#### Balanced mix of tenant and center types



Top 10 customers represent approximately 45% of annualized base rent with a weighted average lease term remaining of 4.5 years.

# Retail leasing and regional overview



High renewal activity with 47 renewed leases totalling 22.7k sqm

#### 1Q22 Retail leasing highlights

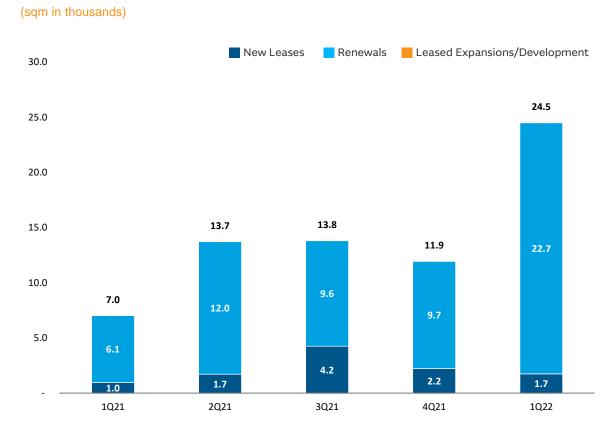
Transaction	<b>Shopping Center</b>	GLA (sqm)	Sector	Customer
New Lease	Multiplaza Ojo de Agua	535	Restaurant	Casa de Toño
Renewal	Tecamac	7,635	Entertainment	Fun Central
Renewal	Coacalco	6,848	Entertainment	Fun Central
Renewal	Valle Dorado	2,101	Home Supplies	Anixter
Renewal	Coacalco	1,156	Restaurant	Vips

#### Regional overview

(As of March 31, 2022)

	Major Metro Markets <sup>4</sup>	Other Regional Markets	Total
Number of Shopping Centers	12	5	17
Number of Customers <sup>1</sup>	488	167	655
Square Meters '000s GLA	343.4	81.8	425.2
Occupancy EOP (%)	89.3%	91.5%	89.8%
% Annualized Base Rent	83.5%	16.5%	100%
Weighted Avg. Monthly Rent per Leased sqm <sup>2</sup>	Ps.166.25 US\$8.32	Ps.135.02 US\$6.75	Ps.160.13 US\$8.01

#### Retail leasing activity<sup>3</sup>



<sup>1.</sup> Number of customers is calculated on a per property basis. 2. FX rate: 19.9942. 3. Based on lease signing date. 4. Refers to Mexico City, Monterrey and Guadalajara; excludes a non-operating MCMA property removed from GLA, currently undergoing a repositioning.

Note: information presented includes 100% of rental rates and GLA relating to properties held in a 50/50 joint venture.

# Retail segment overview



#### Wholly-owned portfolio

- Portfolio consists of eight properties:
  - Two power centers
  - Three urban infills
  - One community shopping center, and
  - One mixed-use property
  - One non-operating MCMA property not included in GLA, subject to repositioning
- Main anchors include Walmart, Sam's Club and The Home Depot

#### Joint venture portfolio

- Portfolio consists of nine properties:
  - Six community shopping centers
  - Two urban infills, and
  - One mixed-use property
- Main anchors include Walmart, Cinépolis and Chedraui

#### 1Q22 Operational metrics by portfolio

		Wholly-owned			Joint venture <sup>1</sup>	-	Total		
	1Q22	1Q21	Var	1Q21	1Q22	Var	1Q22	1Q21	Var
Occupancy EOP (%)	91.0%	93.5%	-245 bps	88.3%	88.3%	3 bps	89.8%	91.1%	-131 bps
Average monthly rental rate (in Ps. per sqm)	150.4	145.2	3.6%	171.8	164.6	4.4%	160.1	153.9	4.1%
Weighted average lease term remaining (years)	2.9	3.2	-9.0%	3.5	3.8	-8.6%	3.2	3.5	-8.6%
Total GLA (sqm thousands)	228.7	229.1	-0.2%	196.5	196.4	0.1%	425.2	425.4	-0.1%



04

Development and Expansions



# Development and expansions



# ~1.0m sqft of industrial GLA under construction. US\$137m of expansions and development completed or committed at ~11% yield.

Market / Shopping Center	# of Projects	Investment Type	Additional GLA ('000 sqft)	Investment (US\$e '000s)	Projected NOI Yield <sup>2</sup>	% of Completion	Completion / Expected Completion	Expansion Lease term (yrs)	Occupancy as of 1Q22 EOP
2014	3		126	7,301	11.8%	100%	N/A	10	100%
Industrial	3		126	7,301	11.8%	100%	N/A	10	100%
2015	3		92	4,830	11.1%	100%	N/A	6	100%
Industrial	3		92	4,830	11.1%	100%	N/A	6	100%
2016	11		414	17,441	12.3%	100%	N/A	10	100%
Industrial	7		281	13,024	12.3%	100%	N/A	9	100%
Retail	4		133	4,417	12.2%	100%	N/A	11	100%
2017	8		394	19,618	10.1%	100%	N/A	10	100%
Industrial	7		391	18,590	10.2%	100%	N/A	10	100%
Retail	1		3	1,028	8.2%	100%	N/A	6	100%
2018	3		110	5,131	13.5%	100%	N/A	5	100%
Industrial	3		110	5,131	13.5%	100%	N/A	5	100%
2019	3		271	11,954	13.7%	100%	N/A	5	100%
Industrial	2		247	11,342	11.6%	100%	N/A	5	100%
Retail	1		24	611	54.4%	100%	N/A	6	100%
2020	2		255	12,540	11.3%	100%	N/A	10	100%
Industrial	2		255	12,540	11.3%	100%	N/A	10	100%
2021	1		10	509	10.3%	100%	N/A	10	100%
Retail	1		10	509	10.3%	100%	N/A	10	100%
2022	6		986	57,892	9.0%-11.0%				
Industrial	4		963	56,991	9.0%-11.0%	62%	N/A	N/A	N/A
In Progress	4		963	56,991	9.0%- 11.0%	59%		N/A	N/A
MCMA		Development	510	28,550	9.0%-11.0%	49%	2H22	N/A	N/A
MCMA		Development	225	13,600	9.0%-11.0%	49%	2H22	N/A	N/A
Hermosillo		Expansion	46	2,020	11.8%	59%	2Q22	10	100%
Monterrey		Development	183	12,822	9.0%-11.0%	94%	2Q22	N/A	N/A
Retail	1	•	23	901	12.0%	100%	1Q22	10	73%
In Progress/Completed	1		23	901	12.0%	100%	1Q22	10	73%
Multiplaza del Valle (Guadalajara)		Expansion	23	901	12.0%	100%	1Q22	10	73%
Total	39	•	2,658	137,215	10.7 %		·		

<sup>1.</sup> Represents proportional investment for joint venture owned assets. 2. The NOI yield is presented on the basis of the agreed upon terms for the expansion or development and other leasing assumptions and does not reflect actual NOI yield, which may differ from the agreed upon terms.



05

Selected Financial Statements



# Detailed IFRS consolidated income statement by segment





(In Ps. millions unless otherwise stated)				Mar 31, 2022				Mar 31, 2021
(IT F S. ITIIIIOTIS diffess otherwise stated)		Wholly-owne	d		JV		Proportionally	Proportionally
	FIBRA	Industrial	Retail	Consolidated	Retail	Industrial	Combined	Combined
Lease related income	-	843.1	87.6	930.7	43.4	-	974.1	889.8
Tenant recoveries	-	43.4	10.3	53.7	6.1	-	59.9	66.0
Straight line rent	-	9.7	(5.6)	4.1	(1.5)	-	2.6	26.9
Car parking income	-	-	9.0	9.0	1.7	-	10.8	6.0
Late fee and early termination	-	-	0.0	0.0	0.0	-	0.0	2.3
Variable income (linked to tenant sales)	-	-	1.5	1.5	4.1	-	5.6	2.4
Marketing income	-	-	0.5	0.5	0.3	-	0.8	0.8
Total property related revenues	-	896.2	103.4	999.6	54.2	-	1,053.8	994.1
Property management expenses	-	(16.0)	(3.2)	(19.2)	(4.1)	-	(23.4)	(20.3)
Property maintenance	-	(10.4)	(6.1)	(16.5)	(6.1)	(0.0)	(22.6)	(28.5)
Industrial park fees	-	(10.7)	-	(10.7)	-	-	(10.7)	(10.5)
Painting expense	-	(1.6)	(0.1)	(1.8)	-	-	(1.8)	(2.1)
Property taxes	-	(14.2)	(5.8)	(20.0)	(1.0)	(0.2)	(21.2)	(19.6)
Property insurance	-	(6.2)	(0.4)	(6.7)	(0.3)	(0.0)	(7.0)	(6.2)
Security services	-	(2.4)	(3.9)	(6.3)	(2.4)	-	(8.7)	(8.9)
Property related legal and consultancy expenses	-	(1.3)	(0.3)	(1.6)	(0.7)	-	(2.2)	(3.3)
Tenant improvement amortization	-	(19.0)	-	(19.0)	(0.2)	-	(19.2)	(22.5)
Leasing commissions amortization <sup>1</sup>	-	(20.5)	(1.2)	(21.7)	(0.4)	-	(22.0)	(21.9)
Impairment of trade receivables	-	(9.6)	(5.3)	(14.9)	0.9	-	(14.0)	(14.2)
Other operating expenses	-	(3.3)	(7.2)	(10.5)	(3.9)	(0.0)	(14.4)	(12.2)
Total property related expenses	<u>-</u>	(115.1)	(33.6)	(148.7)	(18.2)	(0.3)	(167.2)	(170.1)

<sup>1.</sup> Leasing commissions amortization includes internal leasing services. 2. On September 14, 2020, FIBRAMQ acquired an initial 50.0% interest in a premium land parcel in the Mexico City Metropolitan Area through a new joint venture trust, with the remaining 50.0% contributed by the land-owner. This column reflects FIBRAMQ's proportionate share (71.6%) of revenue and expenses relating to the new joint venture trust.

# Statement by segment (cont'd) Detailed IFRS consolidated income



(In Ps. millions unless otherwise stated)

				Mar 31, 2022				Mar 31, 2021
		Wholly-o	wned		JV	/	Proportionally	Proportionally
	FIBRA	Industrial	Retail	Consolidated	Retail	Industrial	Combined	Combined
Management fees	(46.9)	-	-	(46.9)	-	-	(46.9)	(47.3)
Transaction related expenses	(0.8)	-	-	(0.8)	-	-	(0.8)	(0.5)
Professional, legal and general expenses	(19.0)	(0.6)	(0.3)	(19.9)	-	(0.1)	(20.0)	(15.8)
Finance costs	-	(203.6)	(23.8)	(227.4)	(12.3)	-	(239.7)	(241.3)
Interest income	3.0	0.6	0.5	4.1	0.4	0.3	4.8	2.8
Other income	-	-	-	-	-	-	-	(0.0)
Income tax expense (property management platform)	-	(0.6)	-	(0.6)	-	-	(0.6)	(0.5)
Foreign exchange gain/(loss)	309.6	156.1	0.0	465.7	-	(0.1)	465.6	(520.0)
Net unrealized FX (loss)/gain on investment property	-	(1,174.5)	-	(1,174.5)	-	(10.3)	(1,184.8)	1,173.9
Revaluation gain/(loss) on investment properties	-	153.9	0.2	154.2	9.3	-	163.5	248.8
Unrealized gain/(loss) on interest rate swaps	123.4	-	-	123.4	-	-	123.4	37.3
Total other operating income/(expense)	369.2	(1,068.6)	(23.3)	(722.7)	(2.7)	(10.2)	(735.6)	637.3
Profit/(loss) for the period per Interim Financial Statements	369.2	(287.6)	46.4	128.1	33.4	(10.5)	151.0	1,461.3

<sup>1.</sup> Leasing commissions amortization includes internal leasing services. 2. On September 14, 2020, FIBRAMQ acquired an initial 50.0% interest in a premium land parcel in the Mexico City Metropolitan Area through a new joint venture trust, with the remaining 50.0% contributed by the land-owner. This column reflects FIBRAMQ's proportionate share (71.6%) of revenue and expenses relating to the new joint venture trust.

Note: A proportionate share of revenue and expenses relating to respective joint ventures in the Retail portfolio (FIBRAMQ 50.0% interest) and the Industrial portfolio (FIBRAMQ 71.6% interest) has been included in the above.

# IFRS net profit to NOI¹ Adjustments by segment



(In Ps. millions unless otherwise stated)

·								
				Mar 31, 2022				Mar 31, 2021
		Wholly-owned	<u>t</u>		JV		Proportionally	Proportionally
for the 3 months ended	FIBRA	Industrial	Retail	Consolidated	Retail	Industrial <sup>3</sup>	Combined	Combined
Profit/(loss) for the period per Interim Financial Statements	369.2	(287.6)	46.4	128.1	33.4	(10.5)	151.0	1,461.3
Adjustment items:								
Management fees	46.9	-	-	46.9	-	-	46.9	47.3
Transaction related expenses	0.8	-	-	0.8	-	-	0.8	0.5
Professional, legal and general expenses	19.0	0.6	0.3	19.9	-	0.1	20.0	15.8
Finance costs	-	203.6	23.8	227.4	12.3	-	239.7	241.3
Interest income	(3.0)	(0.6)	(0.5)	(4.1)	(0.4)	(0.3)	(4.8)	(2.8)
Other income	-	-	-	-	-	-	-	0.0
Income tax expense (property management platform)	-	0.6	-	0.6	-	-	0.6	0.5
Foreign exchange (gain)/loss	(309.6)	(156.1)	(0.0)	(465.7)	-	0.1	(465.6)	520.0
Net unrealized FX loss/(gain) on investment property	-	1,174.5	-	1,174.5	-	10.3	1,184.8	(1,173.9)
Revaluation (gain)/loss on investment properties	-	(153.9)	(0.2)	(154.2)	(9.3)	-	(163.5)	(248.8)
Unrealized (gain)/loss on interest rate swaps	(123.4)	-	-	(123.4)	-	-	(123.4)	(37.3)
Net Property Income	(0.0)	781.1	69.8	850.8	36.0	(0.3)	886.6	824.0
Adjustment items:								
Tenant improvements amortization	-	19.0	-	19.0	0.2	-	19.2	22.5
Leasing commissions amortization <sup>2</sup>	-	20.5	1.2	21.7	0.4	-	22.0	21.9
Painting expense	-	1.6	0.1	1.8	-	-	1.8	2.1
Net Operating Income	(0.0)	822.2	71.1	893.3	36.6	(0.3)	929.6	870.5

<sup>1.</sup> NOI includes lease-related and other variable income, less property operating expenses (including property administration expenses). 2. Leasing commissions amortization includes internal leasing services. 3. On September 14, FIBRAMQ acquired an initial 50.0% interest in a premium land parcel in the Mexico City Metropolitan Area through a new joint venture trust, with the remaining 50.0% contributed by the land-owner. This column reflects FIBRAMQ's proportionate share of revenue and expenses relating to the new joint venture trust.

Note A: All figures are rounded to the nearest decimal point. Any arithmetic inconsistencies are due to rounding.

# Adjustments by segment FFO<sup>1</sup> and AFFO<sup>2</sup>



(In Ps. millions unless otherwise stated)

				Mar 31, 2022				Mar 31, 2021
		Wholly-ov	vned		JV		Proportionally	Proportionally
for the 3 months ended	FIBRA	Industrial	Retail	Consolidated	Retail	Industrial	Combined	Combined
Net Operating Income	(0.0)	822.2	71.1	893.3	36.6	(0.3)	929.6	870.5
Management fees	(46.9)	-	-	(46.9)	-	-	(46.9)	(47.3)
Professional, legal and general expenses	(19.0)	(0.6)	(0.3)	(19.9)	-	(0.1)	(20.0)	(15.8)
Transaction related expenses	(0.8)	-	-	(0.8)	-	-	(0.8)	(0.5)
EBITDA <i>re</i> <sup>3</sup>	(66.8)	821.6	70.8	825.6	36.6	(0.3)	861.9	806.9
Financial income	3.0	0.6	0.5	4.1	0.4	0.3	4.8	2.8
Interest expense <sup>4</sup>	-	(200.1)	(23.4)	(223.4)	(12.0)	-	(235.5)	(235.6)
Normalized debt costs	(5.8)	-	-	(5.8)	(0.3)	-	(6.1)	(6.1)
Income tax expense (property management platform)	-	(0.6)	-	(0.6)	-	-	(0.6)	(0.5)
FIBRAMQ Funds From Operations <sup>5</sup>	(69.6)	621.5	48.0	599.9	24.7	(0.0)	624.5	567.5
Maintenance capital expenditures <sup>6</sup>	-	(59.9)	(1.3)	(61.1)	(0.4)	-	(61.5)	(55.0)
Tenant improvements	-	(23.7)	(1.0)	(24.7)	(0.7)	-	(25.4)	(19.6)
Above-standard tenant improvements	-	(7.1)	-	(7.1)	-	-	(7.1)	(5.8)
Extraordinary maintenance capital expenditures	-	(1.5)	(0.2)	(1.7)	-	-	(1.7)	(5.9)
Leasing commissions	-	(13.5)	(1.2)	(14.8)	(0.4)	-	(15.1)	(17.5)
Internal platform engineering costs	-	(3.9)	-	(3.9)	-	-	(3.9)	(3.9)
Internal platform leasing costs	-	(7.9)	-	(7.9)	-	-	(7.9)	(6.5)
Straight lining of rents	-	(9.7)	5.6	(4.1)	1.5	-	(2.6)	(26.9)
Adjusted Funds From Operations	(69.6)	494.2	49.9	474.5	24.7	(0.0)	499.2	426.5
	(00.0)					(0.0)		
FIBRAMQ Funds From Operations	(69.6)	621.5	48.0	599.9	24.7	(0.0)	624.5	567.5
Add: Normalized debt costs	5.8	-	- (0.1)	5.8	0.3	-	6.1	6.1
Less: Amortization of debt costs per IFRS	-	(3.5)	(0.4)	(4.0)	(0.3)	-	(4.2)	(5.6)
AMEFIBRA Funds From Operations	(63.8)	618.0	47.6	601.8	24.7	(0.0)	626.4	567.9

<sup>1.</sup> FFO is equal to EBITDA plus interest income less interest less income tax expense and normalized financing costs. 2. AFFO is derived by adjusting FFO for normalized capital expenditure (including painting expense), tenant improvements, leasing commissions, internal leasing and engineering costs and straight-line rent adjustment. 3. EBITDAre includes NOI less FIBRA-level management fees, corporate expenses, professional & legal expenses and business development (transaction related) expenses. 4. Excludes amortization of upfront borrowing costs. 5. All items below FFO except straight lining of rents are calculated based on a cash basis three-year rolling average. 6. Excludes expansions, development and remodeling costs.

Note A: All figures are rounded to the nearest decimal point. Any arithmetic inconsistencies are due to rounding.

Note B: A proportionate share of revenue and expenses relating to respective joint ventures in the Retail portfolio (FIBRAMQ 50.0% interest) and the Industrial portfolio (FIBRAMQ 71.6% interest) has been included in the above.





(In Ps. millions unless otherwise stated)				Mar 31, 2022				Mar 31, 2021
_		Wholly-owned	d		JV		Proportionally	Proportionally
for the 3 months ended	FIBRA	Industrial	Retail	Consolidated	Retail	Industrial	Combined	Combined
Profit/(loss) for the period per Interim Financial Statements	369.2	(287.6)	46.4	128.1	33.4	(10.5)	151.0	1,461.3
Adjustment items:								
Tenant improvements amortization	-	19.0	-	19.0	0.2	-	19.2	22.5
Leasing commissions amortization	-	20.5	1.2	21.7	0.4	-	22.0	21.9
Painting expense	-	1.6	0.1	1.8	-	-	1.8	2.1
Foreign exchange (gain)/loss	(309.6)	(156.1)	(0.0)	(465.7)	-	0.1	(465.6)	520.0
Net unrealized FX loss/(gain) on investment property	-	1,174.5	-	1,174.5	-	10.3	1,184.8	(1,173.9)
Revaluation (gain)/loss on investment properties	-	(153.9)	(0.2)	(154.2)	(9.3)	-	(163.5)	(248.8)
Unrealized (gain)/loss on interest rate swaps	(123.4)	-	-	(123.4)	-	-	(123.4)	(37.3)
AMEFIBRA Funds From Operations	(63.8)	618.0	47.6	601.8	24.7	(0.0)	626.4	567.9
Add: Normalized debt costs	(5.8)	-	-	(5.8)	(0.3)	-	(6.1)	(6.1)
Less: Amortization of debt costs per IFRS		3.5	0.4	4.0	0.3		4.2	5.6
Funds From Operations, as modified by FIBRA Macquarie	(69.6)	621.5	48.0	599.9	24.7	(0.0)	624.5	567.5

# Net assets by segment



(In Ps. Millions unless otherwise stated)

				Mar 31, 2022				Mar 31, 2021
		Wholly-owne			JV		Proportionally	Proportionally
	FIBRA	Industrial	Retail	Consolidated	Retail	Industrial	Combined	Combined
Current assets								
Cash and cash equivalents	196.6	104.5	39.7	340.8	24.1	44.5	409.3	266.6
Trade receivables, net	(0.0)	21.1	2.0	23.1	5.5	0.2	28.8	38.1
Other receivables	-	0.0	-	0.0	-	-	0.0	16.7
Other assets	4.7	66.1	20.4	91.3	8.2	25.5	124.9	100.0
Investment property held for sale	-	-	-	-	-	-	-	-
Total current assets	201.3	191.8	62.1	455.1	37.8	70.2	563.1	421.4
Non-current assets								
Other receivables	-	-	-	-	-	-	-	-
Restricted cash	-	16.5	-	16.5	10.9	-	27.4	27.5
Other assets	-	193.0	76.3	269.3	26.6	-	295.9	296.3
Goodwill	-	841.6	-	841.6	-	-	841.6	841.6
Investment properties	-	40,981.0	5,006.3	45,987.3	1,867.4	810.0	48,664.7	44,436.9
Derivative financial instruments	-	25.9	-	25.9	-	-	25.9	-
Total non-current assets	-	42,893.2	5,082.8	47,976.0	1,888.8	814.8	50,679.6	43,969.7
Total assets	561.8	43,020.8	5,150.8	48,733.5	1,921.7	849.7	51,504.9	45,003.2
Current liabilities								
Trade and other payables	220.6	235.3	37.9	493.7	23.8	0.4	518.0	699.1
Interest-bearing liabilities	199.9			199.9	4.9		204.9	4.5
Other liabilities		4.0		4.0			4.0	3.5
Tenant deposits		10.5	0.9	11.4			11.4	15.7
Total current liabilities	420.5	249.8	38.7	709.0	28.8	0.4	738.2	722.9

Note: A proportionate share of revenue and expenses relating to respective joint ventures in the Retail portfolio (FIBRAMQ 50.0% interest) and the Industrial portfolio (FIBRAMQ 71.6% interest) has been included in the above.

<sup>1.</sup> Includes gross receivables net of provision for doubtful debt and other adjustment items.

# Net assets by segment (cont'd)



(In Ps. Millions unless otherwise stated)

				Mar 31, 2022				Mar 31, 2021			
		Wholly-owne	d		JV		Proportionally	Proportionally			
	FIBRA	Industrial	Retail	Consolidated	Retail	Industrial	Combined	Combined			
Non-current liabilities											
Trade and other payables	-	-	-	-	-	-	-	-			
Tenant deposits	-	298.6	24.3	322.9	16.5	-	339.3	337.4			
Interest-bearing liabilities	10,075.0	5,663.1	-	15,738.1	558.7	-	16,296.8	16,768.0			
Deferred income tax	-	26.5	-	26.5	-	-	26.5	22.6			
Other liabilities	-	10.1	-	10.1	-	-	10.1	13.4			
Derivative financial instruments	-	-	-	-	-	-	-	173.8			
Total non-current liabilities	10,075.0	5,998.3	24.3	16,097.6	575.2	-	16,672.8	17,315.1			
Total liabilities	10,495.6	6,248.1	63.0	16,806.6	604.0	0.4	17,410.9	18,038.1			
Net (liabilities)/assets	(10,294.3)	36,001.8	5,081.7	30,789.2	1,338.6	879.8	33,007.6	27,985.7			

# 1Q22 Key financial metrics by segment



				Ps. m							US\$m			
	Who	olly-Owned			Joint Vent	ture	Prop_	Wł	nolly-Owned			Joint Vent	ture	Prop
Metric	Fund	Industrial	Retail	Consol	Retail In	dustrial <sup>2</sup>	Combined	Fund	Industrial	Retail	Consol	Retail In	dustrial <sup>2</sup>	Combined
Total revenues	0.0	896.2	103.4	999.6	54.2	0.0	1,053.8	0.0	43.7	5.0	48.7	2.6	0.0	51.3
NOI	0.0	822.2	71.1	893.3	36.6	(0.3)	929.6	0.0	40.1	3.5	43.5	1.8	(0.0)	45.3
NOI Margin	n/a	91.7%	68.8%	89.4%	67.6%	N/A	88.2%	n/a	91.7%	68.8%	89.4%	67.6%	N/A	88.2%
EBITDAre <sup>1</sup>	(66.8)	821.6	70.8	825.6	36.6	(0.3)	861.9	(3.3)	40.0	3.5	40.2	1.8	(0.0)	42.0
EBITDAre Margin	n/a	91.7%	68.5%	82.6%	67.6%	N/A	81.8%	n/a	91.7%	68.5%	82.6%	67.6%	N/A	81.8%
FFO	(69.6)	621.5	48.0	599.9	24.7	(0.0)	624.5	(3.4)	30.3	2.3	29.2	1.2	(0.0)	30.4
FFO Margin	n/a	69.3%	46.4%	60.0%	45.6%	N/A	59.3%	n/a	69.3%	46.4%	60.0%	45.6%	N/A	59.3%
AFFO	(69.6)	494.2	49.9	474.5	24.7	(0.0)	499.2	(3.4)	24.1	2.4	23.1	1.2	(0.0)	24.3
AFFO Margin	n/a	55.1%	48.3%	47.5%	45.6%	N/A	47.4%	n/a	55.1%	48.3%	47.5%	45.6%	N/A	47.4%
AMEFIBRA defined FFO	(63.8)	618.0	47.6	601.8	24.7	(0.0)	626.4	(3.1)	30.1	2.3	29.3	1.2	(0.0)	30.5
AMEFIBRA defined FFO Margin	n/a	69.0%	46.0%	60.2%	45.5%	N/A	59.4%	n/a	69.0%	46.0%	60.2%	45.5%	N/A	59.4%

<sup>1.</sup> For further details of the calculation methodology see the definition section in the Appendix.

Note A: Peso amounts have been translated into US\$ at an average rate of 20.5242 which represents the average FX for the quarter. Interest expense for unsecured debt is allocated between unencumbered Industrial and Retail assets based on the proportion of 1Q22 asset valuation of the respective unencumbered assets in the unsecured pool.

Note B: A proportionate share of revenue and expenses relating to respective joint ventures in the Retail portfolio (FIBRAMQ 50.0% interest) and the Industrial portfolio (FIBRAMQ 71.6% interest) has been included in the above.



O6
Debt Profile



### Debt overview

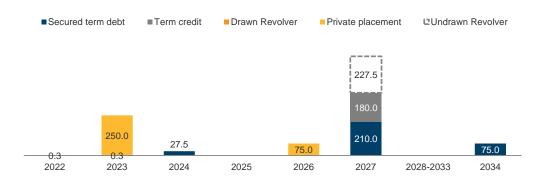


FIBRAMQ continues to maintain covenant headroom, including on a forecast basis. Revolver remained partly drawn (US\$10m as of March 31, 2022), with an adequate free cash balance remaining. Real Estate Net LTV of 35.1% and Net Debt/EBITDA of 5.0x.

#### Refinancing overview

- On April 5, 2022, we closed a US\$425m refinancing transaction incorporating sustainability features to the new credit facilities
- The overall transaction resulted in a decrease of 50 bps in applicable margin interest rates and a only US\$129 of the new US\$180 Term Loan was hedged at an all-in SWAP rate of 2.23%
  - After the transaction, 92% of debt remains with fixed interest rates
- The transaction allowed FIBRA Macquarie to stretch its average debt tenor by 0.7 years going from 3.8 to 4.5 years
- After de transaction, 70.8% of assets remain unencumbered1

#### Loan expiry profile (pro forma)<sup>2,3</sup>



#### Refinancing pro forma<sup>3</sup> debt metrics

	Actual	Pro forma	
Metric	March 31, 2022	April 5, 2022	Variance
Total Debt	828.3	836.0	7.7
Weighted average cost of debt (p.a.)	5.4%	5.2%	(17 bps)
Debt tenor (weighted avg)	3.8	4.5	0.7
Total revolver	243.0	245.0	2.0
Undrawn revolver	233.0	227.5	-5.5
Drawn revolver	10.0	17.5	7.5
Real Estate Gross LTV	35.2%	35.5%	32.78
Real Estate Net LTV	35.1%	35.4%	32.68
Net Debt to EBITDA	5.0	5.1	0.0
Fixed-rate debt - % of total debt	98.8%	91.8%	(699 bps)
Specific Transaction Metrics (Term Loan)			
Term Loan size (US\$m)	180.0	180.0	0.0
Weighted Avg Debt tenor (years)	2.0	5.0	3.0
Weighted average interest expense rate (p.a.)	4.5%	3.9%	(63 bps)
Hedged portion (US\$m)	180.0	129.0	-51.0
Specific Transaction Metrics (RCF)			
Loan size	243.0	245.0	2.0
Drawn revolver	10.0	17.5	7.5
Debt tenor (weighted avg)	2.0	5.0	3.0
US\$ Tranche Weighted average interest Expense (p.a.)	3.0%	2.5%	(49 bps)
MX\$ Tranche Weighted average interest Expense (p.a.)	9.0%	8.5%	(50 bps)

# CNBV regulatory ratios



Leverage ratio <sup>1</sup>					Ps.'000
Bank debt <sup>1</sup>					16,030,632
Bonds					-
Total assets					49,814,613
Leverage ratio =	<u>16,030,632</u> 49,814,613	=	32.2%		
					Ps.'000
Debt service cove	rage ratio ( ICD t )			t=0	$\sum_{t=1}^{6} t=1$
AL <sub>0</sub>	Liquid assets			385,270	
IVA t	Value added tax receivable			-	-
UO t	Net operating income after dividends			-	1,864,527
LR o	Revolving debt facilities				4,658,578
t	Estimated debt interest expense			-	871,753
P t	Scheduled debt principal amortization			-	-
K t	Estimated recurrent capital expenditures			-	299,299
D t	Estimated non-discretionary development costs			-	18,357
ICD <sub>t</sub> =	<u>385,270 + 1,864,527 + 4,658,578</u> 871,753 + 299,299 + 18,357	=	5.8x	(Regulatory Minimum 1.0x)	

<sup>1.</sup> Bank Debt associated with the Retail JV is accounted for using the equity accounting method pursuant to IFRS, and so is classified in Total Assets, not in Bank Debt. Industrial JV assets are included at 100% value in Total Assets, pursuant to IFRS.

### Debt Disclosure





# Outstanding loans as at March 31, 2022, pre-April 2022 refinancing of US\$425m equivalent five-year sustainability-linked unsecured credit facility

#### Debt associated with wholly-owned properties

		Balance		Interest type	Interest		Security	Commencement	Maturity
Lenders	Ccy	US\$ mm <sup>1</sup>	Ps. mm <sup>1</sup> (Fi	xed/ Variable)	rate p.a.	Amortization <sup>3</sup>	type	date	date
Various Banks through a Credit Facility - Term Loan	USD	180.0	3,599.0	Fixed <sup>2</sup>	4.44%	Interest Only	Unsecured	5-Apr-19	1-Apr-24
Various Banks through a Credit Facility -	USD	10.0	199.9	Variable 3	30-day LIBOR + 2.50%	Interest Only	Unsecured	5-Apr-19	1-Apr-24
Revolving Credit Facility <sup>7</sup>	Ps.	-	-	Variable	TIIE 28 day + 2.25%				
Various Insurance Companies through a Note Purchase and Guaranty Agreement - Term Loan	USD	250.0	4,998.6	Fixed	5.55%	Interest Only	rest Only Unsecured	30-Jun-16	30-Jun-23
	USD	75.0	1,499.6	Fixed	5.44%	litterest Offiy		30-Sep-16	30-Sept-26
Metropolitan Life Insurance Company - Term Loan	USD	210.0	4,198.8	Fixed	5.38%	Interest Only	Guaranty Trust, among others <sup>4</sup>	13-Sep-17	1-Oct-27
Metropolitan Life Insurance Company - Term Loan	USD	75.0	1,499.6	Fixed	5.23%	Interest Only	Guaranty Trust, among others <sup>4</sup>	22-May-19	1-Jun-34
Total		800.0	15,995.4						

#### Debt associated with JV Trusts<sup>5</sup>

	_	Balance	Balance	(Fixed/	Interest		'A	Commencement	Maturity
Lenders	Ссу	US\$ mm <sup>1</sup>	Ps. Mm <sup>1</sup>	Variable)	rate p.a.	Amortization	type⁴	date	date
Metropolitan Life Insurance Company - Term Loan	Ps.	28.3	565.8	Fixed	8.50%	Principal and Interest <sup>6</sup>	Guaranty Trust, among others	6-Dec-16	1-Jan-24
Total		28.3	565.8						
Total Wholly-Owned + JV Proportionate Share		828.3	16,561.2						

Interest type

<sup>1.</sup> Excludes upfront borrowing costs which, if capitalized, are amortized over the term of the relevant loan. FX: Ps.19.9942 per USD. 2. Fixed by a corresponding interest rate swap. Term loan has a variable interest type calculated at 90-day LIBOR+2.50% p.a. spread. 3. Interest only, subject to compliance with certain debt covenants. 4. Lenders have recourse only to the properties, cash flows and other reserves constituted under the facilities, except under certain limited circumstances in which the lenders have recourse to FIBRA Macquarie's proportionate share. 6. 27 years amortization of principal starting in 2020. 7. As of March 31, 2022, the Revolving Credit Facility had available undrawn commitments of USD170.0 million (USD tranche) and Ps.1.3 billion (Peso tranche) totaling to USDe233.0 million. Note: All interest rates are exclusive of withholding taxes.

### Debt Disclosure





# Outstanding loans as at April 5, 2022 post-refinancing of US\$425m equivalent five-year sustainability-linked unsecured credit facility

#### Debt associated with wholly-owned properties

		Balance	Balance	Interest type	Interest		Security	Commencement	Maturity
Lenders	Ccy	US\$ mm <sup>1</sup>	Ps. mm <sup>1</sup> (F	ixed/ Variable)	rate p.a.	Amortization <sup>3</sup>	type	date	date
Various Banks through a Credit Facility -	USD	129.0	2,579.3	Fixed <sup>2</sup>	3.83%	Interest Only	Unsecured	5-Apr-22	1-Apr-27
Term Loan	USD	51.0	1,019.7	Variable	90-day SOFR + 2.00%				
Various Banks through a Credit Facility - Revolving Credit Facility <sup>7</sup>	USD	17.5	199.9	Variable	30-day SOFR + 2.00%	Interest Only	Unsecured	5-Apr-22	1-Apr-27
	Ps.	-	-	Variable	TIIE 28 day + 1.75%	Tricerese Orliy	Orisecurea	J API EE	1 Apr 27
Various Insurance Companies through a Note Purchase and Guaranty Agreement - Term Loan	USD	250.0	4,998.6	Fixed	5.55%	Interest Only	Unsecured	30-Jun-16	30-Jun-23
	USD	75.0	1,499.6	Fixed	5.44%			30-Sep-16	30-Sept-26
Metropolitan Life Insurance Company - Term Loan	USD	210.0	4,198.8	Fixed	5.38%	Interest Only	Guaranty Trust, among others <sup>4</sup>	13-Sep-17	1-Oct-27
Metropolitan Life Insurance Company - Term Loan	USD	75.0	1,499.6	Fixed	5.23%	Interest Only	Guaranty Trust, among others <sup>4</sup>	22-May-19	1-Jun-34
Total		807.5	16,145.3						

#### Debt associated with JV Trusts<sup>5</sup>

	6	Balance	Balance	(Fixed/	Interest			Commencement	Maturity
Lenders	Ссу	US\$ mm <sup>1</sup>	Ps. Mm <sup>1</sup>	Variable)	rate p.a.	Amortization	type⁴	date	date
Metropolitan Life Insurance Company - Term Loan	Ps.	28.3	565.8	Fixed	8.50%	Principal and Interest <sup>6</sup>	Guaranty Trust, among others	6-Dec-16	1-Jan-24
Total		28.3	565.8						
Total Wholly-Owned + JV Proportionate Share		835.8	16,711.2						

Interest type

<sup>1.</sup> Excludes upfront borrowing costs which, if capitalized, are amortized over the term of the relevant loan. FX: Ps.19.9942 per USD. 2. U\$\$129.0 million fixed by a corresponding interest rate swap. 3. Interest only, subject to compliance with certain debt covenants. 4. Lenders have recourse only to the properties, cash flows and other reserves constituted under the facilities, except under certain limited circumstances in which the lenders have recourse to FIBRA Macquarie's proportionate share. 6. 27 years amortization of principal starting in 2020. 7. As of April 5, 2022, the Revolving Credit Facility had available undrawn commitments of USD162.5 million (Peso tranche) and Ps.1.3 billion (Peso tranche) totaling to USDe225.5 million. Note: All interest rates are exclusive of withholding taxes.



07

AFFO Calculation Methodology



# AFFO calculation methodology



### **Definitions**

NOI Item	Definition
Repairs and maintenance expense (R&M)	Scheduled or unscheduled work to repair minor damage or normal wear and tear, as well as make-ready expenses. Typically, low value.
FFO Items	
Transaction related expenses	Relates to business development expenses incurred during the quarter, which are expensed to P&L in accordance with IFRS.
Normalized financing costs	Incurred in connection with raising, refinancing or extinguishing loan facilities. Calculated based upon actual cash expenses in respect of each loan facility, amortized daily over the original tenor of the relevant debt facility.
AFFO items	
Normalized maintenance capex	Expenditure related to sustaining and maintaining existing property. Typically scheduled on a recurring basis based on warranty and useful life needs. Higher value than R&M. Often recoverable through the lease at cost.
Normalized extraordinary capex	Rare, unscheduled major capital works to repair damage or to replace items arising from unforeseen events such as natural disasters, accidents and vandalism. Typically eligible for insurance claims, which are netted against the costs.
Normalized tenant improvements (TIs)	Have similar characteristics to maintenance capex, except that the expenditure is typically one-off and is recovered through the lease generating a return.
Above-Standard Tenant Improvements (ASTIs)	Specialized, non-standard tenant improvements that would usually not be valued by another tenant or replaced/maintained after current lease. Cost is generally recovered through lease generating a return.
Third-party leasing commissions	Third-party broker costs paid on new and renewal leases.
Property management platform leasing-related expenses	Costs incurred by FIBRAMQ's internal property management platform related to leasing existing GLA.
Property management platform engineering-related expenses	Costs incurred by FIBRAMQ's internal property management platform related to sustaining and maintaining existing GLA. Based on expenses allocable to maintenance capex and TIs.
Excluded from AFFO	
Expansions	Investment related to the addition of new GLA for an existing property. Includes relevant internal and third-party costs.
Development	Investment related to the addition of land and related construction of new GLA. Includes relevant internal and third-party costs.
Remodeling costs	Significant appearance and/or structural changes made with the aim of increasing property usefulness and appeal. Includes relevant internal and third-party costs. Includes any material conversion of property use.

## AFFO calculation methodology (continued)



### Lower cash deployment of below-FFO items on a YoY basis

### Quarterly cash deployment vs normalized methodology

Actual cash deployment for the three months ended	1Q22 Ps. m	1Q21 Ps. m	Var (%)
Financing costs	-	-	NM
Maintenance capital expenditures	(49.5)	(83.3)	(40.6%)
Tenant improvements	(45.9)	(30.9)	48.8%
Above-standard tenant improvements	(6.7)	(12.2)	(45.4%)
Extraordinary maintenance capital expenditures, net of insurance proceeds	-	(14.6)	NM
Leasing commissions	(12.4)	(22.9)	(45.7%)
Internal platform engineering costs	(3.7)	(3.7)	(0.6%)
Internal platform leasing costs	(12.0)	(11.7)	2.1%
Subtotal FFO/AFFO Adjustments <sup>1</sup>	(130.3)	(179.3)	(27.4%)
Normalized methodology			
Subtotal FFO/AFFO Adjustments <sup>1</sup>	(131.0)	(110.8)	18.3%

<sup>1.</sup> Excludes straight linings of rents.



08
Appendix



# Lease rental rate summary<sup>1</sup>



#### Industrial portfolio lease summary

Considers leases that have been in place for at least 12 months through to 1Q22

	GLA (sqm '000s) as of Mar 31, 2022 <sup>2</sup>	ABR (US\$m) 1Q22	Rental Rate (US\$/sqm/mo) 1Q21	Rental Rate (US\$/sqm/mo) 1Q22	Weighted Average Rental Rate Increase 1Q22 (LTM) <sup>3</sup>	Weighted Average Rental Rate Increase 1Q22 <sup>4</sup>
Contractual Increases	1,983.3	126.8	5.10	5.33	4.5%	5.8%
US CPI-linked	799.5	51.5	5.10	5.37	5.3%	6.8%
MX CPI-linked <sup>5</sup>	149.2	6.9	3.51	3.84	6.2%	7.0%
Fixed % step up	656.8	45.9	5.63	5.83	2.3%	2.6%
Capped rate increase	377.9	22.5	4.79	4.95	3.7%	3.5%
Renewals	458.8	28.6	4.63	5.20	12.2%	13.7%

#### Retail portfolio lease summary

Considers leases that have been in place for at least 12 months through to 1Q22

	GLA (sqm '000s) as of Mar 31, 2022 <sup>2</sup>	ABR (Ps. m) 1Q22	Rental Rate (Ps./sqm/mo) 1Q21	Rental Rate (Ps./sqm/mo) 1Q22	Weighted Average Rental Rate Increase 1Q22 (LTM) <sup>3</sup>	Weighted Average Rental Rate Increase 1Q22 <sup>4</sup>
Contractual Increases – MX CPI-linked	224.9	386.4	135.21	143.14	5.9%	7.1%
Renewals	44.4	97.1	181.25	182.51	0.7%	(0.8%)

### Portfolio rental rate - indexation profile by quarter of escalation (% of ABR)6

Indexation Type by Quarter (%)	1Q	<b>2Q</b>	3Q	4Q	Total
US CPI-linked Industrial portfolio	12.4%	8.3%	7.6%	9.3%	37.7%
MX CPI-linked Total portfolio	5.6%	3.3%	2.4%	8.8%	20.1%
MX CPI-linked Industrial portfolio	2.3%	1.2%	0.5%	2.0%	6.1%
MX CPI-linked Retail portfolio	3.3%	2.1%	1.9%	6.8%	14.0%
CPI-linked Total portfolio	18.0%	11.6%	10.1%	18.1%	57.8%
Fixed % step up Industrial portfolio	6.9%	8.0%	4.3%	8.0%	27.3%
Capped rate increase Industrial portfolio	6.2%	3.6%	0.8%	4.3%	14.9%
Total portfolio	31.1%	23.3%	15.2%	30.4%	100.0%

### Lease rental rate highlights

- Contractual lease increases resulted in a 5.8% annual increase during the quarter, in respect of those leases with an annual rent escalation date occurring in 1Q22
- As of 1Q22, 57.8% of the total portfolio had leases linked to inflation
- Industrial portfolio lease renewals benefited from favorable market dynamics with a 13.7% annual increase in rental rates upon renewal
- Retail portfolio leases are 100% linked to Mexican CPI
- Fixed % step up leases have a pre-defined annual increase for the duration of the lease contract
- Capped rate leases have a maximum increase based on the lower of CPI or a fixed percentage increase

Note: all figures are reported as of the end of their respective quarter.

<sup>40</sup> 

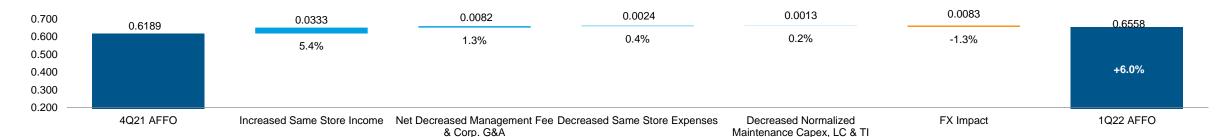
# 1Q22 quarterly AFFO per certificate bridges





AFFO per certificate increase mainly driven by higher same store income derived from higher increased occupancy on the industrial portfolio and lower rent concessions on the retail portfolio. Quarterly AFFO per certificate is now exceeding FIBRAMQ's pre-pandemic quarterly run rate (FY19: Ps. 0.64/quarterly average).

#### AFFO per certificate in Ps. 4Q21 to 1Q22



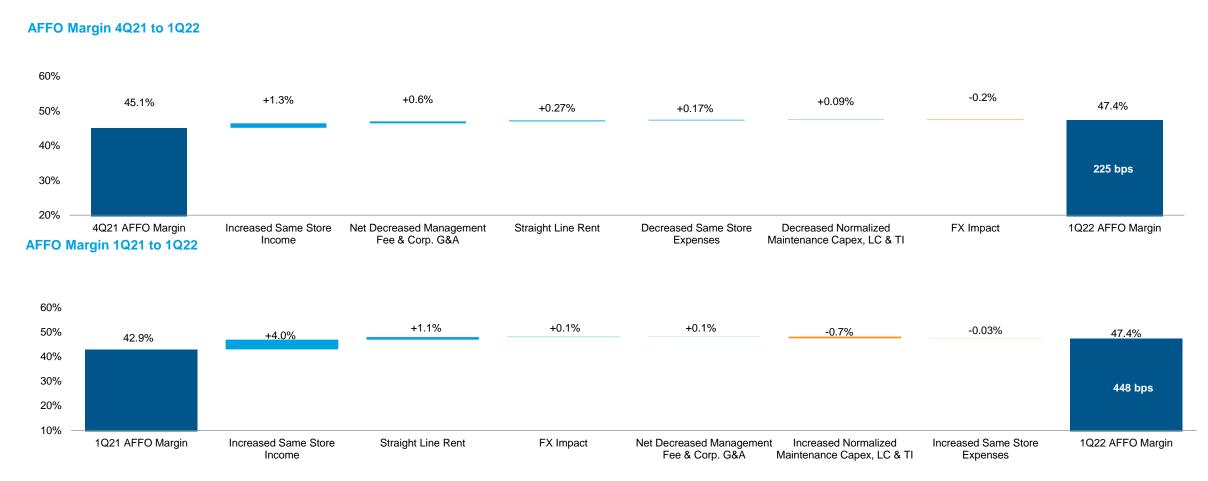
#### AFFO per certificate in Ps. 1Q21 to 1Q22



# 1Q22 quarterly AFFO margin bridges



AFFO margin increase driven by higher Industrial and Retail portfolio same store income, reaching its highest level since the onset of the pandemic



### Rental rate bridges Year-on-Year



Industrial rental rate increases driven by contractual increases and continued positive leasing renewal spreads; Retail rental rates benefiting from higher Mexican CPI for existing leases whilst leasing renewals were flat in real terms.

#### Industrial rental rate bridge from 1Q21 to 1Q22 (US\$)



#### Retail rental rate bridge from 1Q21 to 1Q22 (Ps.)



## Rental rate bridges Quarter-on-Quarter



4Q21

Moveouts

Industrial rental rates and Retail rental rates are benefiting from higher Mexican CPI indexation and renewal lease spreads, reaching another record level.

#### Industrial rental rate bridge from 4Q21 to 1Q22 (US\$)

150

3Q21

Contract Increases



Renewals

**New Leases** 

# Accounts receivable, rent discounts and cash collections



### Accounts receivables summary

% of gross AR provisioned	88.2%	92.3%	(410 bps)	84.5%	364 bps
Net accounts receivable	26.8	15.9	69.0%	35.2	(23.9%)
Provision for doubtful debts	(199.4)	(188.8)	5.6%	(192.1)	3.8%
Gross accounts receivable	226.2	204.7	10.5%	227.4	(0.5%)
Total FIBRAMQ					
% of gross AR provisioned	94.2%	93.2%	98 bps	91.1%	310 bps
Net accounts receivable	6.8	7.7	(11.9%)	11.2	(39.3%)
Provision for doubtful debts	(110.1)	(105.7)	4.1%	(114.4)	(3.8%)
Gross accounts receivable	116.9	113.4	3.0%	125.6	(6.9%)
Retail portfolio					
% of gross AR provisioned	81.7%	91.1%	(936 bps)	76.4%	530 bps
Net accounts receivable	20.0	8.2	145.4%	24.0	(16.7%)
Provision for doubtful debts	(89.3)	(83.1)	7.5%	(77.8)	14.9%
Gross accounts receivable	109.4	91.2	19.9%	101.8	7.4%
Industrial portfolio					
	Ps. m	Ps. m	%	Ps. m	%
(proportionately combined, excl. VAT)	31-Mar-22	31-Dec-21	(QoQ)	31-Mar-21	(YoY)
	As at	As at	Variance	As at	Variance

### Rent discounts and cash collection profile

Proportionally combined, excl. VAT	1Q22	4Q21	Variance (QoQ)	1Q21	Variance (YoY)
	Ps. m	Ps. m	%	Ps. m	%
Rent discounts granted					
Industrial portfolio	-	-	n/a	-	n/a
Retail portfolio	3.2	9.6	(66.4%)	29.1	(88.9%)
Total	3.2	9.6	(66.4%)	29.1	(88.9%)
Cash collections					
Base rent cash collections (current and prior periods collected during the quarter)					
Industrial portfolio	836.8	825.6	1.4%	793.1	5.5%
Retail portfolio	128.3	130.1	(1.4%)	91.9	39.6%
Total	965.1	955.7	1.0%	885.0	9.1%
Total cash collections (base rent and others) (current and prior periods collected during the quarter)					
Industrial portfolio	1,025.8	971.2	5.6%	970.7	5.7%
Retail portfolio	161.3	162.7	(0.9%)	122.9	31.2%
Total	1,187.1	1,134.0	4.7%	1,093.5	8.6%
% of base rent invoiced and collected during the quarter					
Industrial portfolio	98.1%	97.7%	48 bps	99.1%	(96 bps)
Retail portfolio	88.8%	92.4%	(367 bps)	86.1%	264 bps
Income cash collections as a % of income scheduled for collection	96.9%	97.0%	(13 bps)	97.7%	(80 bps)

### Same Store NOI



### Industrial 1Q22 NOI increased 6.6% YoY; Retail NOI increased 7.2% YoY

#### **Industrial Portfolio Same Store**

				3 Months ended	3 Months ended	Var (%)
Industrial Portfolio - Same Store <sup>1</sup>	1Q22	1Q21	Var (%)	Mar 31, 2022 (YTD22)	Mar 31, 2021 (PCP)	YTD22 vs PCP
Net Operating Income <sup>2</sup>	Ps. 814.5m	Ps. 763.9m	6.6%	Ps. 814.5m	Ps. 763.9m	6.6%
Net Operating Income Margin	91.8%	91.6%	18 bps	91.8%	91.6%	18 bps
Number of Properties	235	235	0	235	235	0
GLA ('000s sqft) EOP	28,789.0	29,737.2	(3.2%)	28,789.0	29,737.2	(3.2%)
GLA ('000s sqm) EOP	2,674.6	2,762.7	(3.2%)	2,674.6	2,762.7	(3.2%)
Occupancy EOP	97.0%	94.2%	281 bps	97.0%	94.2%	281 bps
Average Monthly Rent (US\$/sqm) EOP	5.25	5.06	3.8%	5.25	5.06	3.8%
Customer Retention LTM EOP	83.5%	76.3%	725 bps	83.5%	76.3%	725 bps
Weighted Avg Lease Term Remaining (years) EOP	3.3	3.3	0.1%	3.3	3.3	0.1%
Percentage of US\$ denominated Rent EOP	92.3%	93.0%	(70 bps)	92.3%	93.0%	(70 bps)

### **Retail Portfolio Same Store**

Retail Portfolio - Same Store <sup>1</sup>	1Q22	1Q21	Var (%)	3 Months ended Mar 31, 2022 (YTD22)	3 Months ended Mar 31, 2021 (PCP)	Var (%) YTD22 vs PCP
Net Operating Income <sup>2</sup>	Ps. 107.7m	Ps. 100.5m	7.2%	Ps. 107.7m	Ps. 100.5m	7.2%
Net Operating Income Margin	68.4%	66.4%	198 bps	68.4%	66.4%	198 bps
Number of Properties	16	16	0	16	16	0
GLA ('000s sqft) EOP	4,576.7	4,579.3	(0.1%)	4,576.7	4,579.3	(0.1%)
GLA ('000s sqm) EOP	425.2	425.4	(0.1%)	425.2	425.4	(0.1%)
Occupancy EOP	89.8%	91.1%	(131 bps)	89.8%	91.1%	(131 bps)
Average Monthly Rent (US\$/sqm) EOP	\$160.13	\$153.88	4.1%	\$160.13	\$153.88	4.1%
Weighted Avg Lease Term Remaining (years) EOP	3.2	3.5	(8.6%)	3.2	3.5	(8.6%)

# GLA distribution by market



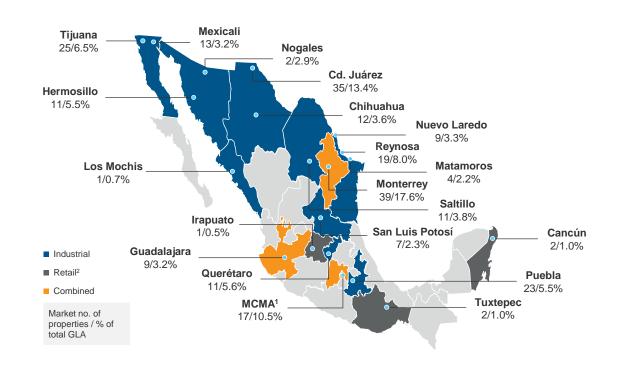
### **Diversified portfolio**

Owning both Industrial and Retail assets provides greater growth opportunity.

		GLA (sqm 000's)							
	Industrial	%	Retail <sup>2</sup>	%	Total	%			
Monterrey	528	19%	35	8%	563	17.6%			
Ciudad Juárez	429	15%	-	-	429	13.4%			
MCMA <sup>1</sup>	39	1%	296	70%	335	10.5%			
Reynosa	255	9%	-	-	255	8.0%			
Tijuana	207	7%	-	-	207	6.5%			
Querétaro	178	6%	-	-	178	5.6%			
Puebla	176	6%	-	-	176	5.5%			
Hermosillo	175	6%	-	-	175	5.5%			
Saltillo	122	4%	-	-	122	3.8%			
Chihuahua	115	4%	-	-	115	3.7%			
Nuevo Laredo	105	4%	-	-	105	3.3%			
Mexicali	101	4%	-	-	101	3.2%			
Guadalajara	89	3%	13	3%	103	3.2%			
Vogales	93	3%	-	-	93	2.9%			
San Luis Potosí	72	3%	-	-	72	2.3%			
Matamoros	69	2%	-	-	69	2.2%			
Cancún	-	-	33	8%	33	1.0%			
Гихtерес	-	-	33	8%	33	1.0%			
os Mochis	22	1%	-	=	22	0.7%			
rapuato	-	-	15	4%	15	0.5%			
Γotal	2,776	100%	425	100%	3,202	100%			

### Key market presence

Industrial assets in strategic manufacturing markets and retail assets in high density urban areas.



### **Definitions**



- Adjusted funds from operations (AFFO)<sup>1</sup> is equal to FFO less straight-line rent, normalized maintenance capex, normalized above-standard tenant improvements, normalized extraordinary capex, normalized tenant improvement, normalized third-party leasing commissions and normalized leasing and engineering-related costs incurred by the internal property management platform, all based upon the rolling three year average of actual cash expenditure.
- AMEFIBRA defined Funds from operations (FFO) is equal to EBITDA plus interest income less interest expense, income tax and amortization of debt costs (in accordance with IFRS). Alternatively, it would be equal to FIBRA Macquarie defined FFO less normalized debt costs plus amortization of debt costs (in accordance with IFRS).
- Development Portfolio includes properties that are under development and properties that are developed but have not met Stabilization.
- Earnings before interest, tax, depreciation and amortization (EBITDA) Prospectively from 4Q20 EBITDA includes NOI less FIBRA-level management fees, corporate expenses, administrative expenses, transaction related expenses, professional and legal expenses, therefore, EBITDA is equal to EBITDA re. For prior periods EBITDA excluded transaction related expenses.
- Earnings Before Interest, Taxes, Depreciation and Amortization for Real Estate (EBITDA re) EBITDA re is a non-GAAP financial measure. FIBRAMQ computes EBITDA re in accordance with standards established by the National Association of Real Estate Investment Trusts, or NAREIT, which may not be comparable to EBITDA re reported by other FIBRAS that may not compute EBITDA re in accordance with the NAREIT definition, or that interpret the NAREIT definition differently than FIBRAMQ does. EBITDA re is defined as EBITDA (see definition above) less transaction related expenses.
- Funds from operations (FFO) is equal to EBITDA plus interest income less interest expense, income tax and normalized financing costs.
- Gross leasable area (GLA) is the total area of a building which is available for lease to external parties.
- Net operating income (NOI) includes lease-related income and other variable income, less property operating expenses (including property administration expenses).
- **Net tangible asset value** is calculated by subtracting goodwill, derivative financial instruments, straight line rent asset, unamortized debt costs, unamortized tenant improvements (including above-standard tenant improvements) and unamortized leasing commissions, from net assets as per IFRS.
- Occupancy is the total GLA which has been leased to a tenant under a binding agreement, as a percentage of total GLA. We do not include any GLA as leased which is not subject to binding arrangements. Occupancy percentage is calculated as the total area leased to customers divided by the total GLA.
- Operating Portfolio represents properties that have reached Stabilization.
- Real estate gross LTV is stated on a proportionately combined basis and is calculated as (gross debt) / (total RE assets per latest independent valuation adjusted for FX + land at cost).
- Real estate net LTV is stated on a proportionately combined basis and is calculated as (gross debt unrestricted cash asset sales receivable + tenant security deposits) / (total RE assets per latest independent valuation adjusted for FX + land at cost).

### Other important information



- **Redevelopments** (generally projects which require capital expenditures exceeding 25% of the gross cost basis) are placed in the operating portfolio upon the earlier of reaching 90% occupancy or twelve months from the completion of renovation construction.
- Regulatory LTV is calculated as defined by the CNBV (Comisión Nacional Bancaria y de Valores) (total IFRS consolidated debt + interest payable) / total IFRS consolidated assets.
- Regulatory Debt Service Coverage Ratio (DSCR) is calculated as per the methodology defined by the CNBV (Comisión Nacional Bancaria y de Valores) which reflects the inclusion of four quarters of forecast information.
- Reporting Standards: our financial statements are prepared in accordance with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board.
- Retention is calculated on the basis of renewed leases as a percentage of total expiring leases. For the purpose of this calculation, leases are deemed to expire in the period corresponding to when either the renewal lease is signed or the customer moves out, as applicable.
- Rounding: where appropriate, figures in this presentation have been rounded to the nearest decimal point. Arithmetic inconsistencies are due to this rounding.
- Same store metrics are calculated based on those properties which have been owned for a minimum period of 15 months. All properties included in same store for 1Q21 and 1Q22 have been owned and operated since, and remain so, from January 1, 2021 until March 31, 2022. Expansions of these properties are included.
- Stabilization is defined as the earlier of when a property that was developed has been completed for one year or is 90% occupied. Upon Stabilization, a property is moved into our Operating Portfolio.
- **Straight-line rent** is a requirement under IFRS to recognize a non-cash adjustment for the difference between the monthly rent invoiced and the average monthly rent amount (i.e. total income of all payments over the lease, including fixed escalations and rent free periods, divided by the total lease term).
- Valuations: our investment properties are included in the IFRS financial statements at fair value, supported by an internal valuation as at March 31, 2022. The key assumptions are as follows:
  - The range of reversionary capitalization rates applied to the portfolio were between 7.25% and 10.25% for industrial properties and 8.50% and 11.00% for retail properties.
  - The discount rates applied a range of between 8.00% and 11.25% for industrial properties and 9.75% and 12.75% for retail properties.