

## FIBRA Macquarie México

Supplementary Information (BMV: FIBRAMQ)

Third Quarter 2022



## Important information



This document has been prepared by Macquarie Asset Management México, S.A. de C.V. ("MAM Mexico"), as manager, acting in the name and on behalf of CIBanco, S.A., Institución de Banca Múltiple ("CIBanco"), as trustee, of FIBRA Macquarie México ("FIBRA Macquarie").

As used herein, the name "Macquarie" or "Macquarie Group" refers to Macquarie Group Limited and its worldwide subsidiaries, affiliates and the funds that they manage. Unless otherwise noted, references to "we" "us", "our" and similar expressions are to MAM Mexico, as manager, acting in the name and on behalf of CIBanco, as trustee, of FIBRA Macquarie.

This document does not constitute an offer to sell or a solicitation of an offer to buy any securities in the United States, and securities may not be offered or sold in the United States absent registration or an exemption from registration under the U.S. Securities Act of 1933, as amended. This document is an outline of matters for discussion only and no representations or warranties are given or implied. This document does not contain all the information necessary to fully evaluate any transaction or investment, and you should not rely on the contents of this document. Any investment decision should be made based solely upon appropriate due diligence and, if applicable, upon receipt and careful review of any offering memorandum or prospectus.

This document includes forward-looking statements that represent our opinions, expectations, beliefs, intentions, estimates or strategies regarding the future, which may not be realized. These statements may be identified by the use of words like "anticipate," "believe," "estimate," "expect," "intend," "may," "plan," "will," "should," "seek," and similar expressions. The forward-looking statements reflect our views and assumptions with respect to future events as of the date of this document and are subject to risks and uncertainties.

Actual and future results and trends could differ materially from those described by such statements due to various factors, including those beyond our ability to control or predict. Given these uncertainties, you should not place undue reliance on the forward-looking statements. We do not undertake any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

No risk control mitigant is failsafe. Notwithstanding the mitigants described herein, losses may occur as a result of identified or unidentified risks. Past performance is no indication of future performance.

Certain information in this document identified by footnotes has been obtained from sources that we consider to be reliable and is based on present circumstances, market conditions and beliefs. We have not independently verified this information and cannot assure you that it is accurate or complete. The information in this document is presented as of its date. It does not reflect any facts, events or circumstances that may have arisen after that date. We do not undertake any obligation to update this document or correct any inaccuracies or omissions in it. Any financial projections have been prepared and set out for illustrative purposes only and do not in any manner constitute a forecast. They may be affected by future changes in economic and other circumstances and you should not place undo reliance on any such projections.

Recipients of this document should neither treat nor rely on the contents of this document as advice relating to legal, taxation or investment matters and are advised to consult their own professional advisers.

No member of the Macquarie Group accepts any liability whatsoever for a direct, indirect, consequential or other loss arising from any use of this document and/or further communication in relation to this document.

Any discussion in this document of past or proposed investment opportunities should not be relied upon as any indication of future deal flow.

The growth opportunities described herein are not necessarily reflective of all potential investments, which may have significantly different prospects and other terms and conditions. No assurance can be given that any such growth opportunities will be pursued by FIBRA Macquarie.

Qualitative statements regarding political, regulatory, market and economic environments and opportunities are based on our opinion,

belief and judgment. Such statements do not reflect or constitute legal advice or conclusions. Investment highlights reflect our subjective judgment of the primary features that may make investment in the relevant sector attractive. They do not represent an exclusive list of features, and are inherently based on our opinion and belief based on its own analysis of selected market and economic data and its experience in Mexico.

Other than Macquarie Bank Limited ABN 46 008 583 542 ("Macquarie Bank"), any Macquarie Group entity noted in this document is not an authorized deposit-taking institution for the purposes of the Banking Act 1959 (Commonwealth of Australia). The obligations of these other Macquarie Group entities do not represent deposits or other liabilities of Macquarie Bank. Macquarie Bank does not guarantee or otherwise provide assurance in respect of the obligations of these other Macquarie Group entities. In addition, if this document relates to an investment, (a) the investor is subject to investment risk including possible delays in repayment and loss of income and principal invested and (b) none of Macquarie Bank or any other Macquarie Group entity guarantees any particular rate of return on or the performance of the investment, nor do they guarantee repayment of capital in respect of the investment.



1	Highlights	4
2	Industrial portfolio	11
3	Retail portfolio	15
4	Development and expansions	20
5	Selected financial statements	23
6	Debt profile	32
7	AFFO calculation methodology	36
8	Appendix	39





# Highlights



## FIBRA Macquarie at a glance As at September 30, 2022

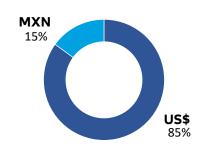


### Strategic focus

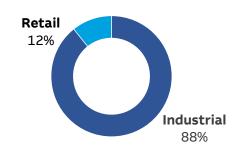
- FIBRA Macquarie focuses on the acquisition, development, ownership and management of industrial and retail real estate properties in Mexico
- Industrial properties administered by our internal property administration platform focused on providing high-quality customer service to current tenants and 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>

**NOI by currency** 



**NOI** by sector



#### Financial summary

Metric	Amount
Market capitalization EOP <sup>3</sup>	US\$910m / Ps. 18.48bn
Total assets (proportionately combined)	US\$2.6bn / Ps. 53.5bn
Regulatory LTV ratio / Real estate net LTV ratio <sup>4</sup>	32.2% / 34.2%
NOI (LTM) <sup>5</sup>	US\$182.5m / Ps. 3.72bn
Implied NOI cap rate (market cap-based) <sup>6</sup>	10.9%
3Q22 AFFO per certificate <sup>7</sup> / Distribution per certificate	Ps. 0.7097 / Ps. 0.5000
AFFO per certificate (LTM) <sup>7</sup> / Distribution per certificate (LTM)	Ps. 2.6551 / Ps. 1.9750
AFFO Yield / Distribution Yield (LTM) <sup>8</sup>	10.9% / 8.1%
ADTV (90-day) <sup>9</sup>	US\$0.86m / Ps. 17.25m

## Portfolio summary

				GLA	GLA
Туре	# of properties	# of tenants <sup>1</sup>	Occupancy	('000s sqm)	('000s sqft)
Industrial	238	284	97.0%	2,829	30,452
Retail <sup>2</sup>	17	668	91.0%	426	4,581
Total	255	952	96.2%	3,255	35,033







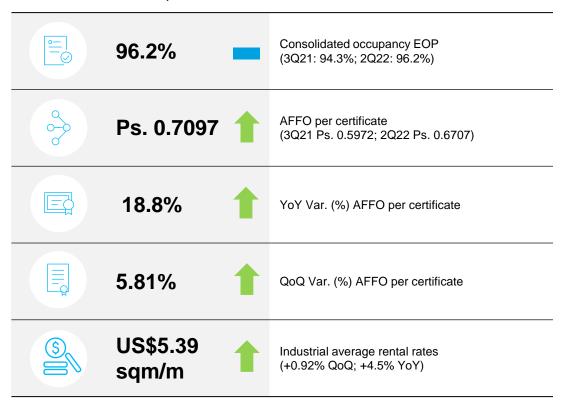


<sup>1.</sup> The number of tenants is calculated on a per property basis. 2. Includes 100% of the property information with respect to each of the nine retail properties held through a 50/50 joint venture. 3. FX: September 30, 2022: Ps. 20.3058, certificate price Ps. 24.27, Outstanding CBFIs: 761,288,719. 4. Regulatory LTV calculated as (total debt + interest payable) / total assets, Real estate net 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: 20.3890. 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 September 30, 2022 of Ps. 20.0581. 10. Calculated using NOI LTM as of September 30, 2022, and LTM FX rate of Ps. 20.3890.

## 3Q22 Executive summary



## **3Q22 Summary**



## **3Q22 Key metrics**

Ps. 540.3m	Consolidated AFFO (3Q21 Ps. 454.7 m – Ps. 0.5972 per certificate; 2Q22 Ps. 510.6m – Ps. 0.6707per certificate)
70.5%	3Q22 AFFO payout ratio (3Q21 79.5%)
34.2%	3Q22 Real estate net LTV Ratio (2Q22 33.8%)
Ps. 43.0	NAV per certificate (2Q22 Ps. 42.3)
Ps. 164.75 sqm/m	Retail average rental rates (+2.00% QoQ; +5.3% YoY)

## 3Q22 Key financial metrics



Consolidate d Doutfalls 1		Ps. m <sup>5</sup>			US\$m <sup>5,6</sup>	
Consolidated Portfolio <sup>1</sup>	3Q22	3Q21	Variance (%)	3Q22	3Q21	Variance (%)
otal revenues	1,092.6	1,000.6	9.2%	54.0	50.0	7.9%
Net Operating Income <sup>2</sup>	957.4	874.7	9.5%	47.3	43.7	8.2%
NOI per certificate <sup>3</sup>	1.2576	1.1490	9.5%	0.0621	0.0574	8.2%
NOI Margin <sup>4</sup>	87.6%	87.4%	21bps	87.6%	87.4%	21bps
Earnings before Interest, Tax , Depreciation & Amortization <sup>2</sup>	887.1	812.5	9.2%	43.8	40.6	7.9%
EBITDA per certificate <sup>3</sup>	1.1653	1.0672	9.2%	0.0576	0.0533	7.9%
EBITDA Margin <sup>4</sup>	81.2%	81.2%	0bps	81.2%	81.2%	0bps
Funds From Operations <sup>2</sup>	645.9	575.2	12.3%	31.9	28.7	11.0%
FO per certificate <sup>3</sup>	0.8484	0.7556	12.3%	0.0419	0.0378	11.0%
FO Margin <sup>4</sup>	59.1%	57.5%	163bps	59.1%	57.5%	163bps
Adjusted Funds From Operations <sup>2</sup>	540.3	454.7	18.8%	26.7	22.7	17.5%
AFFO per certificate <sup>3</sup>	0.7097	0.5972	18.8%	0.0351	0.0298	17.5%
AFFO Margin <sup>4</sup>	49.5%	45.4%	401bps	49.5%	45.4%	401bps
Earnings before Interest, Tax , Depreciation & Amortization for Real Estate <sup>2</sup>	885.6	811.7	9.1%	43.8	40.6	7.9%
BITDAre per certificate <sup>3</sup>	1.1633	1.0662	9.1%	0.0575	0.0533	7.9%
BITDAre Margin <sup>4</sup>	81.1%	81.1%	-6bps	81.1%	81.1%	-6bps
AMEFIBRA Funds From Operations <sup>2,5</sup>	651.4	577.1	12.9%	32.2	28.8	11.6%
AMEFIBRA FFO per certificate <sup>3</sup>	0.8557	0.7580	12.9%	0.0423	0.0379	11.6%
AMEFIBRA FFO Margin <sup>4</sup>	59.6%	57.7%	195bps	59.6%	57.7%	195bps

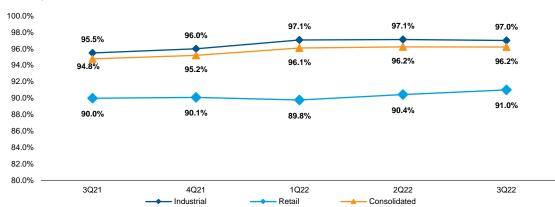
1. All results presented on economically proportionately combined basis. 2. For further details of the calculation methodology see the definition section in the Appendix. 3. Based on weighted average certificates outstanding during the respective period, 3Q22: 761,288,719 and 3Q21: 761,288,719. Margins 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: 3Q22: 20.2422; 3Q21: 20.0094.

## 3Q22 Key Portfolio Metrics



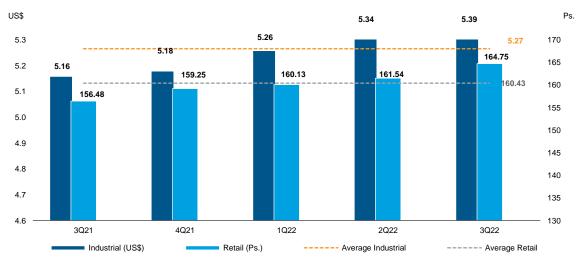
#### **Occupancy**

(End of quarter)



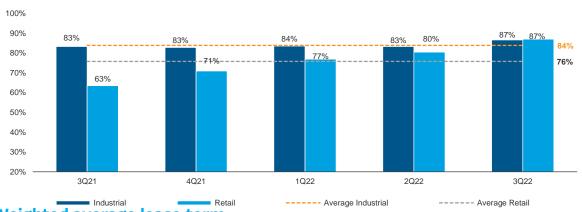
#### **Rental rates**

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



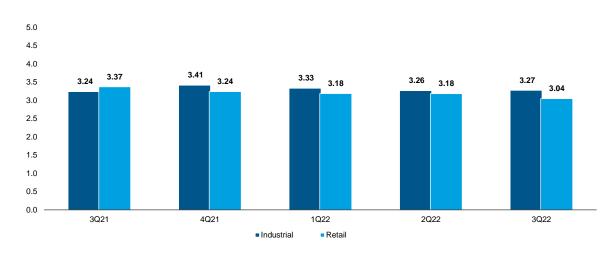
#### Retention rate<sup>1</sup>

(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			<ul><li>3Q22 AFFO per certificate of Ps. 0.71 (+5.8% QoQ and 18.8% YoY)</li></ul>		
Retained AFFO - FY17-FY21	2,792.2	141.8	• Distribution/CBFI for 3Q22 of Ps. 050/CBFI, in line with guidance		
			Distribution 1.4x covered		
Retained AFFO - FY22 (YTD)	408.2	20.1	<ul> <li>Proportionally consolidated base rents ~ 80% USD-denominated</li> </ul>		
Retained AFFO - total	3,200.4	161.9			
Asset sales			• LTD sale value of ~US\$117.5m exceeds book value by aggregate 2.2%		
FY17-FY21	2,207.7	115.7	VETD sale value of OSPIT7.5TH exceeds book value by aggregate 2.270		
FY22 (YTD)	0.0	0.0			
Asset sales - total	2,207.7	115.7			
Surplus cash	513.7	25.4			
Capital sources - total	5,921.7	303.0			
	Ps.m	US\$m			
Capital allocations	equiv.		Highlights		
Growth Capex		·	•LTD ~US\$175m invested/committed in expansions and developments		
Projects completed FY17-FY21 (100% of project	965.0	49.8	<ul> <li>Additional 3.2m sqft of GLA with projected NOI yield of ~11%</li> </ul>		
cost)	905.0	49.0	• Completed and leased new developed property in Monterrey of 183k sqft and completed expansion in		
Projects completed and under development FY22	1,709.7	84.6	Hermosillo of 46k sqft		
Cuanth Canan tatal	26746	1747	<ul> <li>Progressing on 6 new industrial developments - MCMA (2 buildings) of 510k sqft GLA and 225k sqft GLA,</li> <li>Monterrey of 211k sqft GLA, Ciudad Juárez of 267k sqft GLA and two expansions of 69k sqft combined</li> </ul>		
Growth Capex - total	2,674.6	134.3	• MCMA: July 2022 stabilized acquisition of 293k sqft multi-tenant property at 8.2% going-in cap rate		
Remodeling			,		
FY19-FY21 Remodeling	214.1	10.6	a Domadaling at City Chans Valla Davada (MCMA) completed during 1022		
FY22 Remodeling (YTD)	26.9	• Remodeling at City Shops Valle Dorado (MCMA) completed during 1Q22			
Remodeling - Total	241.0	11.9			

# Capital management - track record (continued)



Capital allocations	Ps.m	US\$m	Highlighte
Certificates re-purchased for cancellation	equiv.	equiv.	Highlights
FY17-FY21	1,065.3	54.9	All re-purchased certificates cancelled or in process of being cancelled
FY22 (YTD)	0.0	0.0	
Certificates re-purchased for cancellation - total	1,065.3	54.9	
Debt repayment			• Regulatory LTV at 32.2% (Flat QoQ)
FY17-FY22 (YTD)	1,940.8	102.0	
Debt repayment - total	1,940.8	102.0	• ~4 years remaining debt tenor
Capital allocations - total	5,921.7	303.0	
Potential capital deployment opportunities - FY22	Ps.m	US\$m	
(YTD)	equiv.	equiv.	Highlights
Growth capex payments remaining	913.0	45.7	Includes the remaining payments for the following projects:  • Apodaca: MTY043 (211k sqft) development project in progress  • MCMA: MEX008 (510k sqft) /MEX009 (225k sqft); completion expected in 4Q22  • Ciudad Juárez: Land acquisition (2022) 55 ha completed in May 2022, capacity of 10 buildings covering 2.5m sqft. Building 1 JUA045 (267k sqft) under development  • Started two new expansions 61k sqft in Querétaro and 8k sqft in San Luis Potosí
Expansions and developments - total	913.0	45.7	
Buyback program - Remaining 2021-2022 program size	1,000.0	50.0	Ps. 1.0bn buyback program authorized and available through to June 2023
Potential capital deployment opportunities - FY22 (YTD)	1,913.0	95.7	



# 02

Industrial Portfolio



# Industrial portfolio: Operating highlights



Industrial portfolio continues to perform strongly, maintaining occupancy levels at 97.0%

### Financial and operational metrics

			Var (%) 3Q22		Var (%) 3Q22
Ps. millions; except operating stats <sup>1</sup>	3Q22	2Q22	vs 2Q22	3Q21	vs 3Q21
Selected financial metrics					
Revenues	\$927.7	\$889.4	4.3%	\$849.6	9.2%
Expenses	(\$85.0)	(\$79.6)	6.7%	(\$73.5)	15.6%
NOI	\$842.7	\$809.8	4.1%	\$776.1	8.6%
Selected operating and profitability metrics					
Occupancy (%) EOP	97.0%	97.1%	(11 bps)	95.5%	152 bps
Occupancy (%) Avg.	97.1%	97.1%	(5 bps)	95.0%	205 bps
GLA ('000s sqft) EOP	30,452.5	29,931.1	1.7%	29,952.4	1.7%
Weighted Avg Rental rate (US\$/sqm/m)	\$5.39	\$5.34	0.9%	\$5.16	4.5%
LTM Retention Rate (%, sqft) EOP	86.6%	83.2%	334 bps	83.2%	334 bps
WALT (yrs) EOP	3.3	3.3	0.3%	3.2	1.1%
NOI margin (%)	90.8%	91.0%	(21 bps)	91.3%	(50 bps)
BOP Avg FX (revenue)	20.22	19.98	1.2%	19.93	1.5%
EOP FX (balance sheet)	20.31	19.98	1.6%	20.31	(0.0%)
Avg FX (expenses)	20.24	20.04	1.0%	20.01	1.2%
Normalized below FFO items					
Tenant improvements	(\$31.4)	(\$31.1)	0.9%	(\$26.6)	18.1%
Leasing commissions	(\$22.6)	(\$22.5)	0.5%	(\$24.0)	(5.7%)
Maintenance (inc. extraordinary capex)	(\$65.3)	(\$65.6)	(0.4%)	(\$64.9)	0.6%

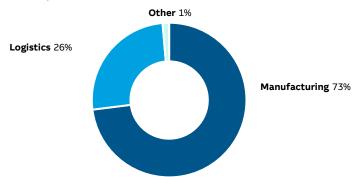
<sup>1.</sup> All figures are rounded to the nearest decimal point. Any arithmetic inconsistencies are due to rounding.

## FIBRA Macquarie's industrial presence in Mexico



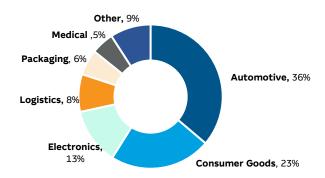
## Use of space

(% of annualized base rent)

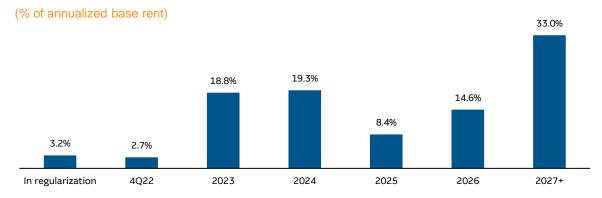


## **Presence in key industries**

(% of annualized base rent)

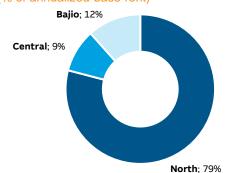


## Lease expiration profile



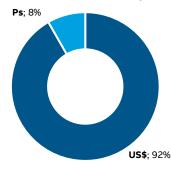
#### **Presence in key markets**

(% of annualized base rent)



#### Lease currency

(% of annualized base rent)



Top 10 customers represent approximately 22.4% of annualized base rent with a weighted average lease term remaining of  $4.2\ \text{years}$ 

# Industrial leasing summary and regional overview



## **3Q22 Industrial leasing highlights**

Transaction	Market	GLA (sqft)	Industry	Country of domicile	Term (yrs)
New Lease	Monterrey	183,051	Electric V. Tier 1	<b>United States</b>	10.5
New Lease	Monterrey	54,769	Metal Plating	<b>United States</b>	10.8
New Lease	Monterrey	29,389	Logistics	Mexico	2.3
Renewal	Ciudad Juarez	270,300	Electronics	Germany	3.0
Renewal	Nuevo Laredo	205,888	Medical	<b>United States</b>	5.0

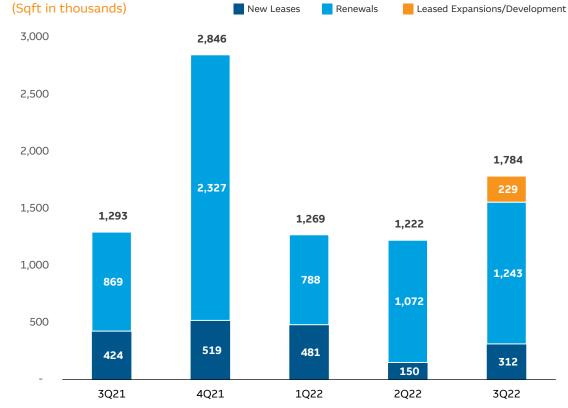
## **Regional overview**

(As of September 30, 2022)

	North	Bajio	Central	Total
Number of Buildings	181	26	31	238
Number of Customers <sup>1</sup>	213	26	45	284
Square Meters '000s GLA	2,246.8	339.3	243.0	2,829.1
Occupancy EOP (%)	96.9%	98.8%	95.3%	97.0%
% Annualized Base Rent	79.1%	11.6%	9.4%	100.0%
Weighted Avg. Monthly US\$ Rent per Leased sqm EoP <sup>2</sup>	\$5.37	\$5.11	\$5.98	\$5.39

<sup>1.</sup> Number of customers is calculated on a per property basis. 2. FX rate: 20.3058. 3. Based on lease signing date.

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





# 03

Retail Portfolio



## Retail portfolio: Operating highlights



Retail portfolio remains resilient with NOI (exc. SLR) up 34.9% YoY

## Financial and operational metrics

			Var (%) 3Q22		Var (%) 3Q22
Ps. millions; except operating stats <sup>1</sup>	3Q22	2Q22	vs 2Q22	3Q21	vs 3Q21
Selected financial metrics					
Revenues	\$164.9	\$159.2	3.6%	\$151.0	9.2%
Lease Rental Income <sup>2</sup>	\$127.3	\$123.9	2.8%	\$120.0	6.1%
Lease Variable Income <sup>3</sup>	\$23.5	\$22.0	6.8%	\$20.2	16.4%
Other Variable Income <sup>4</sup>	\$14.1	\$13.3	5.7%	\$10.8	30.1%
Expenses	(\$50.2)	(\$49.9)	0.7%	(\$52.3)	(4.1%)
NOI (inc. SLR)	\$114.7	\$109.3	4.9%	\$98.7	16.2%
NOI (exc. SLR)	\$128.0	\$119.8	6.9%	\$94.9	34.9%
Selected operating and profitability metrics					
Occupancy (%) EOP	91.0%	90.4%	55 bps	90.0%	100 bps
Occupancy (%) Avg.	90.8%	90.2%	59 bps	90.1%	73 bps
GLA ('000s sqm) EOP	425.6	425.8	(0.1%)	425.3	0.1%
Weighted Avg Rental rate (Ps./sqm/m)	\$164.75	\$161.54	2.0%	\$156.48	5.3%
LTM Retention Rate (%, sqft) EOP	87.0%	80.5%	653 bps	63.5%	2,351 bps
WALT (yrs) EOP	3.0	3.2	(4.4%)	3.4	(9.7%)
NOI margin (inc. SLR, %)	69.5%	68.7%	87 bps	65.3%	420 bps
NOI margin (exc. SLR, %)	77.7%	75.3%	240 bps	62.9%	1,480 bps
Foot and car park traffic <sup>5</sup>					
Foot traffic ('000s visitors)	2,420.1	2,320.9	4.3%	1,799.6	34.5%
Car traffic ('000s cars)	916.2	911.3	0.5%	831.6	10.2%
Normalized below FFO items					
Tenant improvements	(\$0.4)	(\$1.4)	(71.6%)	(\$1.4)	(72.2%)
Leasing commissions	(\$1.7)	(\$1.7)	(0.2%)	(\$1.6)	4.9%
Normalized capex	(\$2.1)	(\$1.8)	15.9%	(\$1.8)	14.1%

<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, marketing 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 Power Center, Tecamac Power Center, City Shops Valle Dorado, City Shops Del Valle, and Plazaragoza.

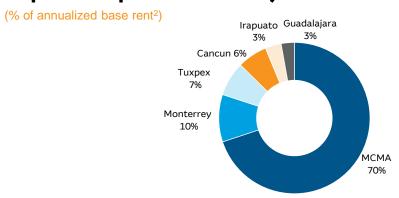
## FIBRA Macquarie's retail presence in Mexico



## Retail portfolio highlights

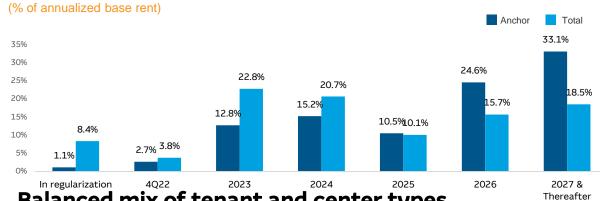
- Defensive portfolio primarily located in the top retail market of Mexico City Metropolitan Area (MCMA)
- Majority of leases are inflation protected and provide for recovery of common area maintenance and other property-related costs
- 100% of the leases are denominated in Mexican Pesos
- Customers 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



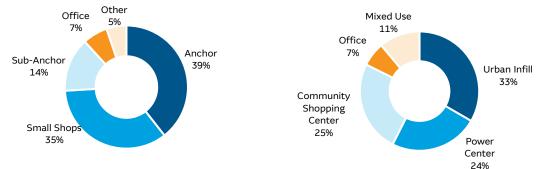
82.8% located in top three retail markets of Mexico<sup>1</sup>

## Well-balanced lease expiration profile



## Balanced mix of tenant and center types

(% of annualized base rent2)



Top 10 customers represent approximately 44.5% of annualized base rent with a weighted average lease term remaining of 4.2 years

## Retail leasing and regional overview



## **3Q22 Retail leasing highlights**

Transaction	<b>Shopping Center</b>	GLA (sqm)	Sector	Customer
New Lease	Coacalco	1,700	Non-Essential	Home Asia
New Lease	Coacalco	1,000	Restaurant	Pockets Billiards
New Lease	Multiplaza Tuxpec	554	Restaurant	Plaza China
Renewal	Tecmac	1,700	Home Supplies	Office Max
Renewal	Multiplaza Cancun	521	Non-Essential	Tiendas Quality

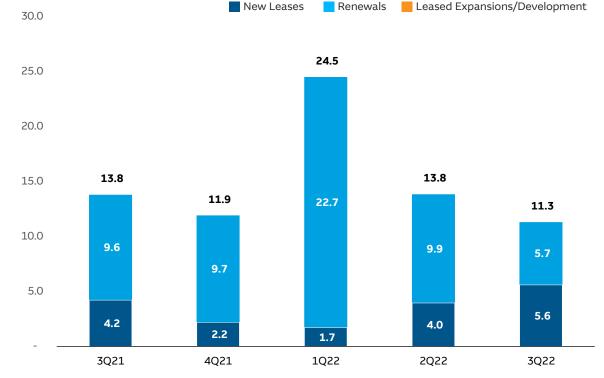
## **Regional overview**

(As of September 30, 2022)

	Major Metro Markets <sup>4</sup>	Other Regional Markets	Total
Number of Shopping Centers	12	5	17
Number of Customers <sup>1</sup>	495	173	668
Square Meters '000s GLA	343.2	82.3	425.55
Occupancy EOP (%)	90.1%	94.6%	91.0%
% Annualized Base Rent	82.8%	17.2%	100%
Weighted Avg. Monthly Rent per Leased sqm <sup>2</sup>	Ps.170.86 US\$8.41	Ps.140.48 US\$6.92	Ps.164.75 US\$8.11

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

(sqm in thousands)



<sup>1.</sup> Number of customers is calculated on a per property basis. 2. FX rate: 20.3058. 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

## **3Q22 Operational metrics by portfolio**

		Wholly-owned			Joint venture	1	Total		
	3Q22	3Q21	Var	3Q22	3Q21	Var	<b>3Q22</b>	3Q21	Var
Occupancy EOP (%)	92.1%	91.5%	59 bps	89.6%	88.2%	148 bps	91.0%	90.0%	100 bps
Average monthly rental rate (in Ps. per sqm)	153.8	146.0	5.3%	177.8	169.2	5.1%	164.8	156.5	5.3%
Weighted average lease term remaining (years)	2.7	3.0	(11.4%)	3.4	3.7	-8.3%	3.0	3.4	(9.7%)
Total GLA (sqm thousands)	228.7	228.8	(0.1%)	196.9	196.5	0.2%	425.6	425.3	0.1%



04

Development and Expansions



## Development and expansions



## ~1.5m sqft of industrial GLA completed or under development YTD. US\$175m of expansions and development completed or committed at ~11% yield

<u>.</u>	•			•					
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 2Q2 EOP
2014	3	Туре	126	7,301	11.8%	100.0%	N/A	10	100.0%
Industrial	3		126	7,301	11.8%	100.0%	N/A	10	100.0%
2015	3		92	4,830	11.1%	100.0%	N/A	6	100.0%
Industrial	3		92	4,830	11.1%	100.0%	N/A N/A	6	100.0%
2016	11		414	4,630 17,441	12.3%	100.0%	N/A	10	100.0%
Industrial	7		281	13,024	12.3%	100.0%	N/A	9	100.0%
Retail	1		133	4,417	12.2%	100.0%	N/A N/A	11	100.0%
2017	8		394	19,618	10.1%	100.0%	N/A	10	100.0%
Industrial	o 7		391	18,590	10.2%	100.0%	N/A	10	100.0%
Retail	1		3	1,028	8.2%	100.0%	N/A N/A	6	100.0%
2018	7		110	5,131	13.5%	100.0%	N/A N/A	5	100.0%
Industrial	3		110			100.0%	•	5	100.0%
2019	3		271	5,131 11,954	13.5% 13.7%	100.0%	N/A N/A	5 5	100.0%
	2			,			•	<b>3</b>	
Industrial	2		247	11,342	11.6%	100.0%	N/A	5	100.0%
Retail 2020	2		24 255	611	54.4%	100.0%	N/A	6	100.0% 100.0%
	2			12,540	11.3%	100.0%	N/A	10	
Industrial	۷		255	12,540	11.3%	100.0%	N/A N/A	10	100.0%
2021	1		10	509	10.3%	100.0%	,	10	100.0%
Retail	1		10	509	10.3%	100.0%	N/A	10	100.0%
2022	6		986	57,892	9.0%-11.0%				
Industrial	8		1,509	94,998	9.0%-11.0%	49%		10	100.0%
In Progress/Completed	8		1,509	94,998	9.0%-11.0%	49%		10	100.0%
MCMA <sup>1</sup>		Development	510	28,550	9.0%-11.0%	64%	4Q22	N/A	N/A
MCMA <sup>1</sup>		Development	225	13,600	9.0%-11.0%	64%	4Q22	N/A	N/A
Hermosillo		Expansion	46	2,020	11.8%	100%	3Q22	10	100.0%
Monterrey		Development	183	12,822	10.4%	100%	3Q22	7	100.0%
Monterrey		Development	211	15,400	9.0%-11.0%	18%	1H23	NA	NA
San Luis Potosi		Expansion	8	613	14.6%	0%	1Q23	7	100.0%
Queretaro		Expansion	61	3,366	13.8%	0%	1Q23	10	100.0%
Ciudad Juárez		Development	267	17,086	9.0%-11.0%	5%	2H22	N/A	N/A
Retail	1	F	23	901	12.0%	100.0%	1Q22	10	73%
In Progress/Completed	1		23	901	12.0%	100.0%	1Q22	10	73.0%
Multiplaza del Valle (Guadalajara)		Expansion	23	901	12.0%	100.0%	1Q22	10	73.0%
Total	43		3,205	175,222	10.7%			8	99.6%

<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. Note: There is no guarantee FIBRA Macquarie will pursue any of the potential expansions or developments described herein or, if such an expansion or development is pursued, that FIBRA Macquarie will be successful in executing it. In addition, there can be no assurance the expansions or developments will be available or achieved on the terms described herein or otherwise or that any expansion or development performs as expected.

## **Growth capex projects**

- 1.3m sqft of growth GLA in progress- 229k sqft of GLA delivered YTD
- 293k sqft GLA opportunistic acquisition closed

#### Targeting stabilized NOI yield of 9% to 11%

Buildings under development: 4

GLA: 1,212K sqft

Total Investment: US\$95.0m

Locations:

MCMA (734k sqft of GLA)

Ciudad Juárez (267k sqft of GLA) Monterrey (211k sqft of GLA)

Land bank for future industrial development:

Expansion projects completed and in progress: 3

Incremental GLA: 115K sqft

US\$6.0m of investment at ~13.2%

#### Industrial acquisition in MCMA

GLA: 293K sqft (100% Occupied)

Total investment: Ps. 319.7m

#### Land bank by location ('000s sqft)

				Completed	Additional	Total
		(	GLA under	+ under	potential	potential
	Land size C	ompleted	const.	const.	GLA	GLA
MCMA <sup>1</sup>	1,580.7	-	734.2	734.2	-	734.2
Monterrey	2,216.0	183.0	210.6	393.6	393.6	787.3
Reynosa	523.6	-	-	-	253.6	253.6
Ciudad Juárez	5,868.1	-	266.8	266.8	2,192.3	2,459.2
Subtotal	10,188.4	183.0	1,211.6	1,394.7	2,839.6	4,234.3
<b>Additional Expansions</b>	NA	45.9	68.9	114.7	NA	114.7
Total	10,188.4	228.9	1,280.5	1,509.4	2,839.6	4,349.0









05

Selected Financial Statements



# Detailed IFRS Consolidated Income Statement by Segment





				Sep 30, 2022				Sep 30, 2021	
	Who	lly-owned		3ep 30, 2022	JV		Proportionally	Proportionally	
(In Ps. Millions unless otherwise stated)	FIBRA	Industrial	Retail	 Consolidated	Retail	Industrial <sup>2</sup>	Combined	Combined	
Lease related income	TIBRA	881.9	94.7	976.7	45.5	-	1,022.1	921.7	
Tenant recoveries		50.0	10.4	60.4	6.7	<del>-</del>	67.1	64.0	
						<u> </u>			
Straight line rent	<u>-</u>	(4.6)	(12.6)	(17.1)	(0.8)	-	(18.0)	0.2	
Car parking income	<u>-</u>		11.0	11.0	2.0	-	13.1	9.8	
Late fee and early termination	-	0.3	0.3	0.6	0.2	-	0.8	0.1	
Variable income (linked to tenant sales)	-	-	2.2	2.2	4.2	-	6.4	3.8	
Marketing income	-	-	0.6	0.6	0.4	-	1.0	1.1	
Total property related revenues	-	927.7	106.7	1,034.4	58.2	-	1,092.6	1,000.6	
Property management expenses	-	(19.3)	(3.3)	(22.6)	(2.5)	-	(25.1)	(21.9)	
Property maintenance	-	(15.7)	(7.4)	(23.0)	(7.5)	(0.0)	(30.5)	(25.8)	
Industrial park fees	-	(11.3)	-	(11.3)	-	-	(11.3)	(10.1)	
Painting expense	-	(2.1)	(0.1)	(2.3)	=	-	(2.3)	(4.7)	
Property taxes	-	(14.4)	(5.9)	(20.3)	(1.0)	(0.2)	(21.5)	(19.7)	
Property insurance	-	(6.9)	(0.7)	(7.6)	(0.3)	(0.0)	(7.9)	(6.7)	
Security services	-	(2.0)	(4.0)	(6.0)	(2.3)	-	(8.4)	(8.2)	
Property related legal and consultancy expenses	-	(1.9)	(1.4)	(3.3)	(0.2)	-	(3.6)	(3.0)	
Tenant improvement amortization	-	(20.2)	-	(20.2)	(0.2)	-	(20.5)	(17.7)	
Leasing commissions amortization <sup>1</sup>	-	(22.4)	(1.5)	(23.9)	(0.5)	-	(24.4)	(25.3)	
Impairment of trade receivables	-	(7.9)	0.8	(7.1)	(0.9)	-	(7.9)	(15.7)	
Other operating expenses	-	(5.3)	(7.7)	(13.1)	(5.8)	(0.0)	(18.9)	(14.6)	
Total property related expenses	-	(129.5)	(31.4)	(160.9)	(21.2)	(0.3)	(182.4)	(173.5)	

<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 (73.85%) of revenue and expenses relating to the new joint venture trust.

## Statement by Segment (cont'd) Detailed IFRS Consolidated Income



				Sep 30, 2022				Sep 30, 2021	
	Who	lly-owned			JV		Proportionally	Proportionally	
(In Ps. Millions unless otherwise stated)	FIBRA	Industrial	Retail	Consolidated	Retail	Industrial <sup>2</sup>	Combined	Combined	
Management fees	(46.6)	-	-	(46.6)	-	-	(46.6)	(50.5)	
Transaction related expenses	0.2	(1.7)	-	(1.5)	-	-	(1.5)	(0.7)	
Professional, legal and general expenses	(21.6)	(0.6)	(0.3)	(22.4)	(0.4)	(0.1)	(22.9)	(18.7)	
Finance costs	-	(206.5)	(24.4)	(230.9)	(12.5)	-	(243.5)	(239.0)	
Interest income	5.5	0.7	0.8	7.0	0.5	0.2	7.7	3.6	
Other income	-	0.8	-	0.8	-	-	0.8	7.7	
Income tax expense (property management platform)	-	-	-	-	-	-	-	0.0	
Foreign exchange (loss)/gain	(169.0)	(103.2)	(0.0)	(272.3)	-	0.1	(272.2)	(407.9)	
Net unrealized FX gain/(loss) on investment property	-	672.5	-	672.5	-	5.8	678.2	914.7	
Revaluation gain/(loss) on investment properties	-	652.5	(666.6)	(14.0)	(88.6)	-	(102.6)	380.0	
Unrealized gain/(loss) on interest rate swaps	124.5	-	-	124.5	-	-	124.5	7.9	
Total other operating (expense)/income	(107.1)	1,014.6	(690.4)	217.0	(101.1)	6.0	122.0	596.9	
(Loss)/profit for the period per Interim Financial Statements	(107.1)	1,812.8	(615.1)	1,090.5	(64.1)	5.7	1,032.2	1,424.0	

<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 (73.85%) of revenue and expenses relating to the new joint venture trust.

## IFRS net profit to NOI<sup>1</sup> Adjustments by Segment



(In Ps. Millions unless otherwise stated)

(III PS. Millions unless otherwise stated)								
				Sep 30, 2022				Sep 30, 2021
	Who	lly-owned			JV		Proportionally	Proportionally
for the 3 months ended	FIBRA	Industrial	Retail	Consolidated	Retail	Industrial <sup>3</sup>	Combined	Combined
(Loss)/profit for the period per Interim Financial Statements	(107.1)	1,812.8	(615.1)	1,090.5	(64.1)	5.7	1,032.2	1,424.0
Adjustment items:								
Management fees	46.6	-	-	46.6	-	-	46.6	50.5
Transaction related expenses	(0.2)	1.7	-	1.5	-	-	1.5	0.7
Professional, legal and general expenses	21.6	0.6	0.3	22.4	0.4	0.1	22.9	18.7
Finance costs	-	206.5	24.4	230.9	12.5	-	243.5	239.0
Interest income	(5.5)	(0.7)	(0.8)	(7.0)	(0.5)	(0.2)	(7.7)	(3.6)
Other income	-	(0.8)	-	(0.8)	-	-	(0.8)	(7.7)
Income tax expense (property management platform)	-	-	-	-	-	-	-	(0.0)
Foreign exchange loss/(gain)	169.0	103.2	0.0	272.3	-	(0.1)	272.2	407.9
Net unrealized FX (gain)/loss on investment property	-	(672.5)	-	(672.5)	-	(5.8)	(678.2)	(914.7)
Revaluation (gain)/loss on investment properties	-	(652.5)	666.6	14.0	88.6	-	102.6	(380.0)
Unrealized (gain)/loss on interest rate swaps	(124.5)	-	-	(124.5)	-	-	(124.5)	(7.9)
Net Property Income	0.0	798.2	75.3	873.5	37.0	(0.3)	910.2	827.1
Adjustment items:								
Tenant improvements amortization	-	20.2	-	20.2	0.2	-	20.5	17.7
Leasing commissions amortisation <sup>2</sup>	-	22.4	1.5	23.9	0.5	-	24.4	25.3
Painting expense	-	2.1	0.1	2.3	-	-	2.3	4.7
Net Operating Income	0.0	843.0	77.0	920.0	37.7	(0.3)	957.4	874.7

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

<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.

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



(In Ps. Millions unless otherwise stated)

			Sep 30, 2022				Sep 30, 2021	
Who	olly-owned			JV		Proportionally	Proportionally	
FIBRA	Industrial	Retail	Consolidated	Retail	Industrial	Combined	Combined	
0.0	843.0	77.0	920.0	37.7	(0.3)	957.4	874.7	
(46.6)	-	-	(46.6)	-	-	(46.6)	(50.5)	
(21.6)	(0.6)	(0.3)	(22.4)	(0.4)	(0.1)	(22.9)	(18.7)	
0.2	(1.7)	-	(1.5)	-	-	(1.5)	(0.7)	
-	0.8	-	0.8	-	-	0.8	7.7	
(68.0)	841.6	76.7	850.2	37.3	(0.3)	887.1	812.5	
5.5	0.7	0.8	7.0	0.5	0.2	7.7	3.6	
-	(203.5)	(24.1)	(227.5)	(12.2)	-	(239.8)	(234.6)	
(9.0)	-	-	(9.0)	(0.3)	-	(9.2)	(6.2)	
-	-	-	-	-	-		0.0	
(71.5)	638.8	53.5	620.8	25.2	(0.1)	645.9	575.2	
-	(60.5)	(1.6)	(62.1)	(0.3)	-	(62.4)	(59.7)	
-	(24.2)	-	(24.2)	(0.4)	-	(24.6)	(22.4)	
-	(7.2)	-	(7.2)	-	-	(7.2)	(5.7)	
-	(1.3)	(0.1)	(1.5)	-	-	(1.5)	(3.1)	
-	(14.7)	(1.4)	(16.2)	(0.3)	-	(16.5)	(18.6)	
-	(3.5)	-	(3.5)	-	-	(3.5)	(3.9)	
-	(7.9)	-	(7.9)	-	-	(7.9)	(7.0)	
-	4.6	12.6	17.1	0.8	-	18.0	(0.2)	
(71.5)	524.1	62.9	515.4	25.0	(0.1)	540.3	454.7	
(71.5)	638.8	57.5	620.8	25.2	(0.1)	645.9	575.2	
· · · · · · · · · · · · · · · · · · ·	-				(0.1)		6.2	
-	(3.0)	(0.3)			-		(4.4)	
(62.6)	635.8	53.1	626.3	25.2	(0.1)	651.4	577.1	
	FIBRA  0.0 (46.6) (21.6) 0.2 - (68.0) 5.5 - (9.0) - (71.5) (71.5) - (71.5) (71.5) - (71.5)	0.0       843.0         (46.6)       -         (21.6)       (0.6)         0.2       (1.7)         -       0.8         (68.0)       841.6         5.5       0.7         -       (203.5)         (9.0)       -         -       -         (71.5)       638.8         -       (60.5)         -       (24.2)         -       (7.2)         -       (14.7)         -       (3.5)         -       (7.9)         -       4.6         (71.5)       638.8         9.0       -         -       (3.0)	FIBRA         Industrial         Retail           0.0         843.0         77.0           (46.6)         -         -           (21.6)         (0.6)         (0.3)           0.2         (1.7)         -           -         0.8         -           (68.0)         841.6         76.7           5.5         0.7         0.8           -         (203.5)         (24.1)           (9.0)         -         -           -         (203.5)         (24.1)           (9.0)         -         -           -         (60.5)         (1.6)           -         (60.5)         (1.6)           -         (24.2)         -           -         (7.2)         -           -         (1.3)         (0.1)           -         (1.3)         (0.1)           -         (1.47)         (1.4)           -         (7.9)         -           -         4.6         12.6           (71.5)         524.1         62.9           (71.5)         638.8         53.5           9.0         -         -           -	FIBRA         Industrial         Retail         Consolidated           0.0         843.0         77.0         920.0           (46.6)         -         -         (46.6)           (21.6)         (0.6)         (0.3)         (22.4)           0.2         (1.7)         -         (1.5)           -         0.8         -         0.8           (68.0)         841.6         76.7         850.2           5.5         0.7         0.8         7.0           -         (203.5)         (24.1)         (227.5)           (9.0)         -         -         (9.0)           -         -         (9.0)         -         -         (9.0)           -         -         (203.5)         (24.1)         (227.5)         (9.0)         -         -         (9.0)           -         -         (203.5)         (24.1)         (227.5)         (9.0)         -         -         (9.0)         -         -         (9.0)         -         -         (9.0)         -         -         (9.0)         -         -         (24.2)         -         (24.2)         -         (24.2)         -         (24.2)         -	Wholly-owned         JV           FIBRA         Industrial         Retail         Consolidated         Retail           0.0         843.0         77.0         920.0         37.7           (46.6)         -         -         (46.6)         -           (21.6)         (0.6)         (0.3)         (22.4)         (0.4)           0.2         (1.7)         -         (1.5)         -           -         0.8         -         0.8         -           -         0.8         -         0.8         -           (68.0)         841.6         76.7         850.2         37.3           5.5         0.7         0.8         7.0         0.5           -         (203.5)         (24.1)         (227.5)         (12.2)           (9.0)         -         -         (9.0)         (0.3)           -         (20.3.5)         (24.1)         (227.5)         (12.2)           (9.0)         -         -         (9.0)         (0.3)           -         (60.5)         (1.6)         (62.1)         (0.3)           -         (60.5)         (1.6)         (62.1)         (0.3)           -	Wholly-owned   FIBRA   Industrial   Retail   Consolidated   Retail   Industrial	Note	

<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 73.85% interest) has been included in the above.

# Reconciliations of profit/loss per interim financial statements to FFO and AMEFIBRA FFO



(In Ps. millions unless otherwise stated)				Sep 30, 2022				Sep 30, 2021	
	Who	lly-owned			JV	Proportionally	Proportionally		
for the 3 months ended	FIBRA	Industrial	Retail	Consolidated	Retail	Industrial <sup>3</sup>	Combined	Combined	
(Loss)/profit for the period per Interim Financial Statements	(107.1)	1,812.8	(615.1)	1,090.5	(64.1)	5.7	1,032.2	1,424.0	
Adjustment items:									
Tenant improvements amortization	-	20.2	-	20.2	0.2	-	20.5	17.7	
Leasing commissions amortization	-	22.4	1.5	23.9	0.5	-	24.4	25.3	
Painting expense	-	2.1	0.1	2.3	-	-	2.3	4.7	
Foreign exchange loss/(gain)	169.0	103.2	0.0	272.3	-	(0.1)	272.2	407.9	
Net unrealized FX (gain)/loss on investment property	-	(672.5)	-	(672.5)	-	(5.8)	(678.2)	(914.7)	
Revaluation (gain)/loss on investment properties	-	(652.5)	666.6	14.0	88.6	-	102.6	(380.0)	
Unrealized (gain)/loss on interest rate swaps	(124.5)	-	-	(124.5)	-	-	(124.5)	(7.9)	
AMEFIBRA Funds From Operations	(62.6)	635.8	53.1	626.3	25.2	(0.1)	651.4	577.1	
Add: Normalized debt costs	(9.0)	-	-	(9.0)	(0.3)	-	(9.2)	(6.2)	
Less: Amortization of debt costs per IFRS	-	3.0	0.3	3.4	0.3	-	3.7	4.4	
Funds From Operations, as modified by FIBRA Macquarie	(71.5)	638.8	53.5	620.8	25.2	(0.1)	645.9	575.2	

## Net Assets by Segment



				Sep 30, 2022				Sep 30, 2021								
(I - D - MOII I I I I - I - I)	Who	lly-owned			JV		Proportionally	Proportionally								
(In Ps. Millions unless otherwise stated)	FIBRA	Industrial	Retail	Consolidated	Retail	Industrial	Combined	Combined								
Current assets																
Cash and cash equivalents	517.5	119.6	49.5	686.6	12.3	23.6	722.6	520.0								
Trade receivables, net	(0.0)	5.9	15.5	21.5	7.2	0.2	28.8	12.1								
Other receivables	-	0.0	-	0.0	-	-	0.0	0.0								
Other assets	17.3	54.6	8.9	80.7	5.4	0.6	86.7	49.3								
Investment property held for sale	-	-	-	-	-	-	-	_								
Total current assets	534.8	180.1	73.9	788.8	24.9	24.4	838.1	581.5								
Non-current assets																
Other receivables	-	-	-	-	-	-	-	-								
Restricted cash	-	16.8	-	16.8	11.2	-	28.0	27.4								
Other assets	-	186.8	54.5	241.3	23.6	-	265.0	294.0								
Goodwill	-	841.6	-	841.6	-	-	841.6	841.6								
Investment properties	-	44,643.1	4,169.3	48,812.4	1,743.2	914.9	51,470.5	45,010.2								
Derivative financial instruments	-	186.8	-	186.8	-	-	186.8	-								
Total non-current assets	-	45,875.1	4,223.8	50,099.0	1,778.1	914.9	52,792.0	46,173.3								
Total assets	534.8	46,055.3	4,297.8	50,887.8	1,803.0	939.3	53,630.1	46,754.8								
Current liabilities																
Trade and other payables	135.2	375.9	38.1	549.3	21.1	(26.6)	543.8	687.1								
Interest-bearing liabilities	5,075.5	-	-	5,075.5	5.2	-	5,080.7	207.8								
Other liabilities	-	3.7	-	3.7	-	-	3.7	3.9								
Tenant deposits	-	24.1	1.9	26.1	-	-	26.1	21.2								
Total current liabilities	5,210.7	403.8	40.1	5,654.6	26.2	(26.6)	5,654.3	920.0								

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 73.85% 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)



				Sep 30, 2022			Sep 30, 2021		
	Who	lly-owned			JV		Proportionally	Proportionally	
(In Ps. Millions unless otherwise stated)	FIBRA	Industrial	Retail	Consolidated	Retail	Industrial	Combined	Combined	
Non-current liabilities									
Trade and other payables	-	49.8	-	49.8	-	-	49.8	-	
Tenant deposits	-	307.4	24.5	331.9	16.5	-	348.3	332.3	
Interest-bearing liabilities	6,158.0	5,752.9	-	11,910.9	556.3	-	12,467.2	16,538.2	
Deferred income tax	-	26.5	-	26.5	-	-	26.5	22.6	
Other liabilities	-	8.4	-	8.4	-	-	8.4	12.2	
Derivative financial instruments	-	-	-	-	-	-	-	148.4	
Total non-current liabilities	6,158.0	6,145.1	24.5	12,327.5	572.8	-	12,900.3	17,053.6	
Total liabilities	11,368.7	6,548.9	64.5	17,982.1	599.0	(26.6)	18,554.6	17,973.6	
Net (liabilities)/assets	(10,833.9)	39,506.4	4,233.2	32,905.7	1,203.9	965.9	35,075.5	28,781.2	

## 3Q22 Key financial metrics by segment



				Ps. m							US\$m			
	Wh	olly-Owned			Joint Vent	ure	Prop_	Wł	nolly-Owned			Joint Ve	nture	Prop
Metric	FIBRA	Industrial	Retail	Consol	Retail In	dustrial <sup>2</sup>	Combined	FIBRA	Industrial	Retail	Consol	Retail I	Industrial <sup>2</sup>	Combined
Total revenues	0.0	927.7	106.7	1,034.4	58.2	0.0	1,092.6	0.0	45.8	5.3	51.1	2.9	0.0	54.0
NOI	(0.0)	843.0	77.0	920.0	37.7	(0.3)	957.4	(0.0)	41.6	3.8	45.4	1.9	(0.0)	47.3
NOI Margin	n/a	90.9%	72.1%	88.9%	64.8%	N/A	87.6%	n/a	90.9%	72.1%	88.9%	64.8%	N/A	87.6%
EBITDAre <sup>1</sup>	(68.0)	841.6	76.7	850.2	37.3	(0.3)	887.1	(3.4)	41.6	3.8	42.0	1.8	(0.0)	43.8
EBITDAre Margin	n/a	90.7%	71.9%	82.2%	64.0%	N/A	81.2%	n/a	90.7%	71.9%	82.2%	64.0%	N/A	81.2%
FFO	(71.5)	638.8	53.5	620.8	25.2	(0.1)	645.9	(3.5)	31.6	2.6	30.7	1.2	(0.0)	31.9
FFO Margin	n/a	68.9%	50.1%	60.0%	43.4%	N/A	59.1%	n/a	68.9%	50.1%	60.0%	43.4%	N/A	59.1%
AFFO	(71.5)	524.1	62.9	515.4	25.0	(0.1)	540.3	(3.5)	25.9	3.1	25.5	1.2	(0.0)	26.7
AFFO Margin	n/a	56.5%	58.9%	49.8%	43.0%	N/A	49.5%	n/a	56.5%	58.9%	49.8%	43.0%	N/A	49.5%
AMEFIBRA defined FFO	(62.6)	635.8	53.1	626.3	25.2	(0.1)	651.4	(3.1)	31.4	2.6	30.9	1.2	(0.0)	32.2
AMEFIBRA defined FFO Margin	n/a	68.5%	49.8%	60.6%	43.3%	N/A	59.6%	n/a	68.5%	49.8%	60.6%	43.3%	N/A	59.6%

<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 20.2422 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 3Q22 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 73.85% interest) has been included in the above.



O6
Debt Profile



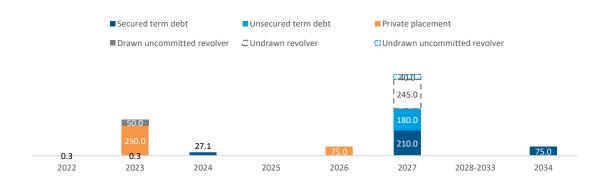
## Debt overview



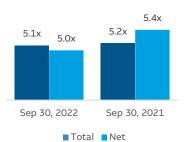
#### Overview

- Regulatory LTV of 32.3% and Regulatory Debt Service Coverage Ratio of 1.2x
- Real Estate net LTV of 34.2% and weighted average cost of debt of 5.2% per annum
- Liquidity of US\$280m available via committed undrawn revolver and surplus cash
- 70.7% of property assets are unencumbered<sup>1</sup>
- Average debt tenor remaining of 4.0 years

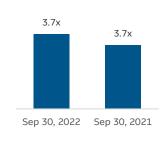
## Loan expiry profile(US\$m)<sup>2</sup>



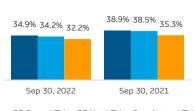
## Key debt ratios<sup>2</sup> Total and net debt to EBITA<sup>3</sup>



#### Interest coverage<sup>4</sup>

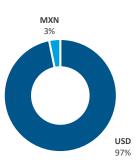


Real estate gross<sup>5</sup>, net and regulatory LTV

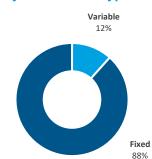


■ RE Gross LTV ■ RE Net LTV ■ Regulatory LTV

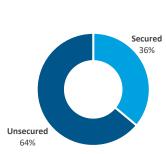




#### By interest rate type



### By security type (secured debt / unsecured debt)



## CNBV Regulatory Ratios



CNBV Regulatory	y Ratio <sup>1</sup>				Ps.'000
Bank debt <sup>1</sup>					17,094,529
Bonds					-
Total assets					53,031,078
Leverage ratio =	17,094,529	_	32.2%		
	53,031,078		32.270		
					Ps.'000
CNBV debt servi	ce coverage ratio ( ICD t )			t=0	$\sum_{t=1}^{6} t=1$
AL <sub>0</sub>	Liquid assets			710,265	
IVA t	Value added tax receivable			-	-
UO t	Net operating income after dividends			-	2,071,073
LR o	Revolving debt facilities				4,954,664
l t	Estimated debt interest expense			-	963,484
P t	Scheduled debt principal amortization			-	5,000,000
K t	Estimated recurrent capital expenditures			-	268,816
D t	Estimated non-discretionary development costs			-	165,660
ICD <sub>t</sub> =	710,265 + 2,071,073 + 4,954,664		4.0	(Dartalata ya Minisayara 1 0a)	
	963,484 + 5,000,000 + 268,816 + 165,660		1.2x	(Regulatory Minimum 1.0x)	

## Debt Disclosure



## Outstanding loans as at September 30, 2022

#### Debt associated with wholly-owned properties

	Balance	Balance	Interest type	Interest		Security	Commencement	Maturity
Ccy	US\$ mm <sup>1</sup>	Ps. mm <sup>1</sup>	(Fixed/ Variable)	rate p.a.	Amortization <sup>4</sup>	type	date	date
USD	129.0	2,619.4	Fixed <sup>2</sup>	4.23%			5 4 00	1 . 0 .
USD	51.0	1,035.6	Variable <sup>3</sup>	90-day SOFR + 0.15% + 2.00%	Interest Only	Unsecured	5-Apr-22	1-Apr-27
USD	-	-	Variable	30-day SOFR + 0.10% + 2.00%	Interest Only Unsecured	5-Apr-22	1-Apr-27	
Ps.	-	=	Variable	28-day TIIE + 1.75%	•		•	·
USD	50.0	1,015.3	Variable	30-day SOFR + 1.40 <b>%</b>	Interest Only	Unsecured	28-Jun-22	28-Jun-27
USD	250.0	5,076.5	Fixed	5.55%	Interest Only Unsecured	30-Jun-16	30-Jun-23	
USD	75.0	1,522.9	Fixed	5.44%		Orisecureu	30-Sep-16	30-Sept-26
USD	210.0	4,264.2	Fixed	5.38%	Interest Only	Guaranty Trust, among others <sup>5</sup>	13-Sep-17	1-Oct-27
USD	75.0	1,522.9	Fixed	5.23%	Interest Only	Guaranty Trust, among others <sup>5</sup>	22-May-19	1-Jun-34
	840.0	17,056.9						
	USD USD USD Ps. USD USD USD USD	Ccy         US\$ mm¹           USD         129.0           USD         51.0           USD         -           Ps.         -           USD         50.0           USD         250.0           USD         75.0           USD         75.0           USD         75.0	Ccy         US\$ mm¹         Ps. mm¹           USD         129.0         2,619.4           USD         51.0         1,035.6           USD         -         -           Ps.         -         -           USD         50.0         1,015.3           USD         250.0         5,076.5           USD         75.0         1,522.9           USD         210.0         4,264.2           USD         75.0         1,522.9	Ccy         US\$ mm¹         Ps. mm¹         (Fixed/ Variable)           USD         129.0         2,619.4         Fixed²           USD         51.0         1,035.6         Variable³           USD         -         -         Variable           Ps.         -         -         Variable           USD         50.0         1,015.3         Variable           USD         250.0         5,076.5         Fixed           USD         75.0         1,522.9         Fixed           USD         75.0         1,522.9         Fixed           USD         75.0         1,522.9         Fixed	Ccy         US\$ mm¹         Ps. mm¹         (Fixed/ Variable)         rate p.a.           USD         129.0         2,619.4         Fixed²         4.23%           USD         51.0         1,035.6         Variable³         + 0.15% + 2.00%           USD         -         -         Variable³         30-day SOFR + 0.10% + 2.00%           Ps.         -         -         Variable³         28-day TIIE + 1.75%           USD         50.0         1,015.3         Variable³         30-day SOFR + 1.40%           USD         250.0         5,076.5         Fixed         5.55%           USD         75.0         1,522.9         Fixed         5.44%           USD         210.0         4,264.2         Fixed         5.38%           USD         75.0         1,522.9         Fixed         5.23%	Ccy         US\$ mm¹         Ps. mm¹         (Fixed/ Variable)         rate p.a.         Amortization⁴           USD         129.0         2,619.4         Fixed²         4.23%         90-day SOFR 90-day SOFR 90-day SOFR 10.15% + 2.00%         Interest Only           USD         51.0         1,035.6         Variable 30-day SOFR + 0.10% + 2.00%         Interest Only           USD         -         -         Variable 28-day TIIE + 1.75%         Interest Only           USD         50.0         1,015.3         Variable 30-day SOFR + 1.40%         Interest Only           USD         250.0         5,076.5         Fixed 5.55%         Interest Only           USD         75.0         1,522.9         Fixed 5.38%         Interest Only           USD         75.0         1,522.9         Fixed 5.23%         Interest Only	Ccy         US\$ mm¹         Ps. mm¹         (Fixed/ Variable)         rate p.a.         Amortization⁴         type           USD         129.0         2,619.4         Fixed²         4.23% 90-day SOFR 90-day SOFR 10 10 10 10 10 10 10 10 10 10 10 10 10	Ccy         US\$ mm¹         Ps. mm¹         (Fixed/ Variable)         rate p.a.         Amortization⁴         typé         date           USD         129.0         2,619.4         Fixed²         4.23% 90-day SOFR 1nterest Only         Interest Only         Unsecured         5-Apr-22           USD         -         -         Variable 30-day SOFR + 2.00% 1nterest Only         Interest Only         Unsecured         5-Apr-22           Ps.         -         -         Variable 28-day TIIE + 1.75%         Interest Only         Unsecured         28-Jun-22           USD         50.0         1,015.3         Variable 30-day SOFR + 1.40% Interest Only         Unsecured         28-Jun-22           USD         250.0         5,076.5         Fixed         5.55% Interest Only         Unsecured         30-Jun-16           USD         75.0         1,522.9         Fixed         5.38% Interest Only         Guaranty Trust, among others5         13-Sep-17           USD         75.0         1,522.9         Fixed         5.23% Interest Only         Guaranty Trust, among others5         22-May-19

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

Total Total Wholly-Owned + JV Proportionate Share		27.7 <b>867.7</b>	563.5 <b>17,620.4</b>			meerese	among others		
Metropolitan Life Insurance Company - Term Loan	Ps.	27.7	563.5	Fixed	8.50%	Principal and Interest <sup>7</sup>	Guaranty Trust, among others	6-Dec-16	1-Jan-24
Lenders  Metropolitan Life Insurance Company, Torre	Ссу	US\$ mm <sup>1</sup>	Ps. Mm <sup>⊥</sup>	(Fixed/ Variable)	rate p.a.	Amortization	type <sup>5</sup>	date	date
		Balance	Balance	Interest type	Interest		Security	Commencement	Maturity

<sup>1.</sup> Excludes upfront borrowing costs which, if capitalized, are amortized over the term of the relevant loan. FX: Ps.20.3058 per USD. 2. US\$129.0 million fixed by a corresponding interest rate swap 3. US\$51.0 million has a variable interest type calculated at 90-day SOFR + 0.15% SOFR adjustment + 2.00% p.a. spread. 4. Interest only, subject to compliance with certain debt covenants. 5. Lenders have recourse only to the properties, cash flows and other reserves constituted under the facilities, except under certain limited mirror in continuous mirror of principal starting in 2020. 8. As of September 30, 2022, the Committed Revolving Credit Facility had an undrawn uncommitted amount of USD42.0 million. 9. As of September 30, 2022, the BBVA México - Revolving Credit Facility had an undrawn uncommitted amount of USD40.0 million. Wote: All interest rates are exclusive of applicable 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 (cont'd)



Quarterly cash deployment vs normalized methodology	3Q22	3Q21	
Actual cash deployment for the three months ended	Ps. m	Ps. m	Var (%)
Financing costs	-	-	NM
Maintenance capital expenditures	(48.7)	(86.4)	(43.6%)
Tenant improvements	(12.8)	(42.9)	(70.2%)
Above-standard tenant improvements	(1.5)	(1.8)	(18.6%)
Extraordinary maintenance capital expenditures, net of insurance proceeds	0.5	15.6	(96.5%)
Leasing commissions	(11.1)	(16.3)	(32.0%)
nternal platform engineering costs	(1.5)	(0.9)	65.2%
internal platform leasing costs	(5.3)	(2.9)	81.6%
Subtotal FFO/AFFO Adjustments <sup>1</sup>	(80.3)	(135.5)	(40.8%)

(132.7)

(126.6)

Subtotal FFO/AFFO Adjustments<sup>1</sup>

Normalized methodology

4.8%

<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 3Q22

	GLA (sqm '000s) as of Sep 30, 2022 <sup>2</sup>	ABR (US\$m) 3Q22	Rental Rate (US\$/sqm/mo) 3Q21	Rental Rate (US\$/sqm/mo) 3Q22	Weighted Average Rental Rate Increase 2Q22 (LTM) <sup>3</sup>	Weighted Average Rental Rate Increase 3Q22 (LTM) <sup>3</sup>	Weighted Average Rental Rate Increase 2Q22 <sup>4</sup>	Weighted Average Rental Rate Increase 3Q22 <sup>4</sup>
Contractual Increases	2,007.4	130.9	5.18	5.43	4.6%	4.9%	4.3%	4.9%
US CPI-linked	725.8	48.7	5.22	5.60	6.7%	7.3%	8.2%	8.8%
MX CPI-linked⁵	193.2	10.2	4.08	4.41	8.2%	8.2%	7.9%	7.9%
Fixed % step up	710.8	49.4	5.65	5.79	2.4%	2.4%	2.4%	2.6%
Capped rate increase	377.6	22.5	4.78	4.96	3.7%	3.9%	3.7%	3.9%
Renewals	428.4	28.1	5.00	5.47	10.0%	9.4%	13.4%	10.0%

#### Retail portfolio lease summary

Considers leases that have been in place for at least 12 months through to 3Q22

	GLA (sqm '000s) as of Sep 30, 2022 <sup>2</sup>	ABR (Ps. m) 3Q22		Rental Rate (Ps./sqm/mo) 3Q22		Weighted Average Rental Rate Increase 3Q22 (LTM) <sup>3</sup>	Weighted Average Rental Rate Increase 2Q22 <sup>4</sup>	Weighted Average Rental Rate Increase 3Q22 <sup>4</sup>
Contractual Increases – MX CPI-linked	227.6	414.4	141.08	151.72	6.4%	6.7%	7.0%	7.5%
Renewals	43.0	93.1	176.12	180.38	6.5%	6.8%	(0.2%)	2.4%

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

Indexation Type by Quarter (%)	1Q	2Q	3Q	4Q	Total
US CPI-linked Industrial portfolio	13.4%	8.2%	7.7%	8.5%	37.8%
MX CPI-linked Total portfolio	5.6%	3.3%	2.8%	8.7%	20.4%
MX CPI-linked Industrial portfolio	2.5%	1.2%	1.0%	2.1%	6.9%
MX CPI-linked Retail portfolio	3.1%	2.1%	1.8%	6.5%	13.5%
CPI-linked Total portfolio	19.0%	11.5%	10.5%	17.2%	58.2%
Fixed % step up Industrial portfolio	6.7%	9.0%	4.1%	6.7%	26.4%
Capped rate increase Industrial portfolio	5.7%	4.2%	1.0%	4.2%	15.1%
Capped rate increase Retail portfolio	0.1%	0.0%	0.0%	0.1%	0.3%
Total portfolio	31.5%	24.7%	15.6%	28.1%	100.0%

#### Lease rental rate highlights

- Contractual lease increases in the industrial portfolio resulted in a 4.9% annual increase during the quarter, in respect of those leases with an annual rent escalation date occurring in 3Q22
- As of 3Q22, 58.2% of the total portfolio had leases linked to inflation
- Industrial portfolio lease renewals benefited from favorable market dynamics with a 10.0% annual increase in rental rates upon renewal
- Retail portfolio leases are 100% linked to Mexican CPI
- Fixed % step up leases have a predefined 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>1.</sup> Actual invoicing of leases has a 2-month lag between actual inflation due to the difference in the temporality of invoicing and inflation data being published by official sources. 2. Considers leases in place as at September 30, 2022, that were subject to a contractual escalation or renewals as applicable, for the twelve-month period to September 30, 2022. 3. Considers contractual escalations or renewals as applicable, for the twelve-month period to September 30, 2022. 4. Considers contractual escalations or renewals as applicable, for the three-month period to September 30, 2022. 5. FX rate adjusted for comparability purposes. 6. MXN leases converted to USD at an FX Rate of 20.3058. Considers proportionately combined ABR.

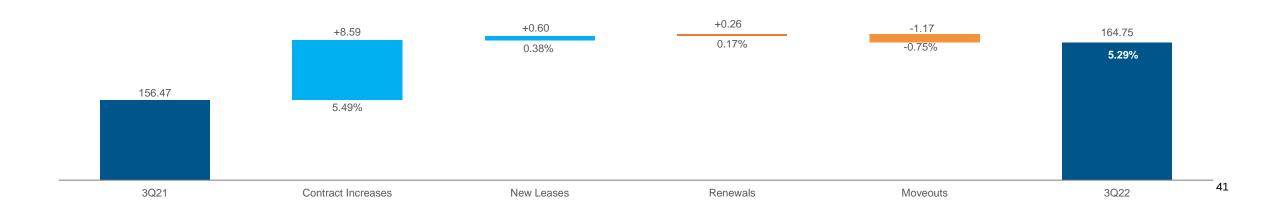
## Rental Rate Bridges Year-on-Year



#### Industrial rental rate bridge from 3Q21 to 3Q22 (US\$/sqm/month)



#### Retail rental rate bridge from 3Q21 to 3Q22 (Ps./sqm/month)



# Rental Rate Bridges Quarter-on-Quarter



#### Industrial rental rate bridge from 2Q22 to 3Q22 (US\$/sqm/month)



#### Retail rental rate bridge from 2Q22 to 3Q22 (Ps./sqm/month)



# 3Q22 Quarterly AFFO per Certificate Bridges



#### AFFO per certificate in Ps. 2Q22 to 3Q22 (Ps. / CBFI)

3Q21 AFFO

Increased Same Store

Income

**FX** Impact



Net Increased Financing

Cost, Income Tax & Corp.

G&A

Increased Same Store

Expenses

Increased Normalized

Maintenance Capex, LC & TI

Increased NOI - Growth

Capex

3Q22 AFFO

# 3Q22 Quarterly AFFO Margin Bridges



#### **AFFO Margin 2Q22 to 3Q22 (%)**



# Accounts receivable, rent discounts and cash collections



## Accounts receivables summary

% of gross AR provisioned	93.8%	86.1%	773 bps	84.9%	890 bps
Retail portfolio					
Gross accounts receivable	121.7	118.5	2.6%	129.9	(6.4%)
Provision for doubtful debts	(101.4)	(109.6)	(7.4%)	(119.9)	(15.4%)
Net accounts receivable	20.3	9.0	125.5%	10.0	101.7%
% of gross AR provisioned	83.4%	92.4%	(907 bps)	92.3%	(892 bps)
Total FIBRAMQ					
Gross accounts receivable	230.8	227.3	1.6%	223.8	3.2%
Provision for doubtful debts	(203.8)	(203.2)	0.3%	(199.6)	2.1%
Net accounts receivable	27.0	24.1	12.0%	24.2	11.6%
% of gross AR provisioned	88.3%	89.4%	(109 bps)	89.2%	(89 bps)

## Rent discounts and cash collection profile

Proportionally combined, excl. VAT	3Q22	2Q22	Variance (QoQ)	3Q21	Variance (YoY)
	Ps. ´000	Ps. ´000	%	Ps. ´000	%
Rent discounts granted					
Industrial portfolio	-	-	n/a	-	n/a
Retail portfolio	-	0.1	n/a	12.9	n/a
Total	-	0.1	n/a	12.9	n/a
Cash collections					
Base rent cash collections (current and prior					
periods collected during the quarter)					
Industrial portfolio	881.5	827.6	6.5%	802.9	9.8%
Retail portfolio	128.2	132.1	(2.9%)	108.0	18.7%
Total	1,009.7	959.7	5.2%	910.9	10.8%
Total cash collections (base rent and others) (current and prior periods collected during the					
quarter)					
Industrial portfolio	1,038.8	996.0	4.3%	946.1	9.8%
Retail portfolio	164.1	167.1	(1.8%)	139.0	18.0%
Total	1,203.0	1,163.1	3.4%	1,085.2	10.9%
% of base rent invoiced and collected during the					
quarter					
Industrial portfolio	98.4%	97.0%	131 bps	98.8%	(40 bps)
Retail portfolio	90.3%	91.0%	(70 bps)	86.3%	392 bps
Income cash collections as a % of income scheduled for collection	97.3%	96.2%	105 bps	97.2%	8 bps
1. The deferred rent will be collected during 3023					

## Same Store NOI



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

				9 Months ended	9 Months ended	Var (%)
Industrial Portfolio - Same Store <sup>1</sup>	3Q22	3Q21	Var (%)	Sep 30, 2022 (YTD22)	Sep 30, 2021 (PCP)	YTD22 vs PCP
Net Operating Income <sup>2</sup>	Ps. 834.7m	Ps. 776.1m	7.6%	Ps. 2,458.2m	Ps. 2,330.9m	5.5%
Net Operating Income Margin	90.8%	91.3%	(51 bps)	91.2%	91.4%	(19 bps)
Number of Properties	236	236	0	236	236	0
GLA ('000s sqft) EOP	29,976.9	29,952.4	0.1%	29,976.9	29,952.4	0.1%
GLA ('000s sqm) EOP	2,784.9	2,782.7	0.1%	2,784.9	2,782.7	0.1%
Occupancy EOP	97.0%	95.5%	147 bps	97.0%	95.5%	147 bps
Average Monthly Rent (US\$/sqm) EOP	5.39	5.16	4.5%	5.39	5.16	4.5%
Customer Retention LTM EOP	86.6%	83.2%	334 bps	86.6%	83.2%	334 bps
Weighted Avg Lease Term Remaining (years) EOP	3.2	3.2	(0.2%)	3.2	3.2	(0.2%)
Percentage of US\$ denominated Rent EOP	92.3%	92.2%	11 bps	92.3%	92.2%	11 bps

#### **Retail Portfolio Same Store**

Retail Portfolio - Same Store <sup>1</sup>	3Q22	3Q21	Var (%)	9 Months ended Sep 30, 2022 (YTD22)	9 Months ended Sep 30, 2021 (PCP)	Var (%) YTD22 vs PCP
Net Operating Income <sup>2</sup>	Ps. 114.7m	Ps. 98.7m	16.2%	Ps. 331.7m	Ps. 293.7m	12.9%
Net Operating Income Margin	69.5%	65.3%	420 bps	68.9%	66.0%	284 bps
Number of Properties	17	17	0	17	17	0
GLA ('000s sqft) EOP	4,580.6	4,578.0	0.1%	4,580.6	4,578.0	0.1%
GLA ('000s sqm) EOP	425.6	425.3	0.1%	425.6	425.3	0.1%
Occupancy EOP	91.0%	90.0%	100 bps	91.0%	90.0%	100 bps
Average Monthly Rent (US\$/sqm) EOP	\$164.75	\$156.48	5.3%	\$164.75	\$156.48	5.3%
Weighted Avg Lease Term Remaining (years) EOP	3.0	3.4	(9.7%)	3.0	3.4	(9.7%)

## Consolidated Same Store NOI



9 Months ended

#### **Consolidated Same Store**

TOTAL PORTFOLIO - SAME STORE <sup>1</sup>	3Q22	3Q21	Var (%)	Sep 30, 2022 (YTD22)	9 Months ended Sep 30, 2021 (PCP)	Var (%) YTD22 vs PCP
Net Operating Income <sup>2</sup>	Ps. 949.3m	Ps. 874.7m	8.5%	Ps. 2,789.9m	Ps. 2,624.6m	6.3%
Net Operating Income Margin	87.6%	87.4%	17 bps	87.8%	87.6%	19 bps
Number of Properties	253	253	0	253	253	0
GLA ('000s sqft) EOP	34,557	34,530	0.1%	34,557	34,530	0.1%
GLA ('000s sqm) EOP	3,210	3,208	0.1%	3,210	3,208	0.1%
Occupancy EOP	96.2%	94.8%	141 bps	96.2%	94.8%	141 bps
Average Monthly Rent (US\$/sqm) EOP	\$5.73	\$5.48	4.7%	\$5.73	\$5.48	4.7%
Weighted Avg Lease Term Remaining (years) EOP	3.2	3.3	(1.9%)	3.2	3.3	(1.9%)
Percentage of US\$ denominated Rent EOP	75.9%	75.9%	6 bps	75.9%	75.9%	6 bps

# GLA distribution by market



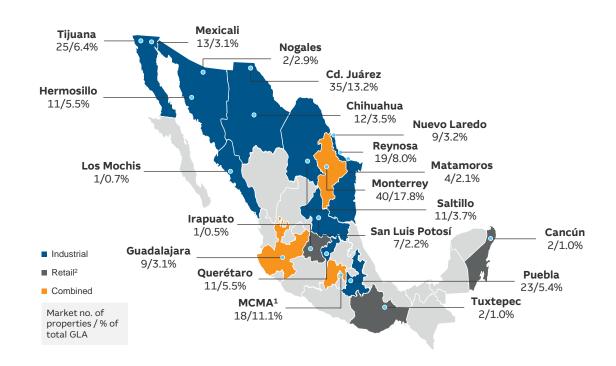
## **Diversified portfolio**

Owning both Industrial and Retail assets provides greater growth opportunity.

		GLA (sqm 000's)							
	Industrial	%	Retail <sup>2</sup>	%	Total	%			
Monterrey	545	19.3%	35	8%	580	17.8%			
Ciudad Juárez	429	15.1%	-	-	429	13.2%			
MCMA <sup>1</sup>	67	2.4%	296	69%	362	11.1%			
Reynosa	259	9.2%	-	-	259	8.0%			
Tijuana	207	7.3%	-	-	207	6.4%			
Querétaro	178	6.3%	-	-	178	5.5%			
Puebla	176	6.2%	-	-	176	5.4%			
Hermosillo	179	6.3%	-	-	179	5.5%			
Saltillo	122	4.3%	-	-	122	3.7%			
Chihuahua	115	4.1%	-	-	115	3.5%			
Nuevo Laredo	105	3.7%	-	-	105	3.2%			
Mexicali	101	3.6%	-	-	101	3.1%			
Guadalajara	89	3.2%	13	3%	103	3.1%			
Nogales	93	3.3%	-	-	93	2.9%			
San Luis Potosí	72	2.6%	-	-	72	2.2%			
Matamoros	69	2.4%	-	-	69	2.1%			
Cancún	-	-	34	8%	34	1.0%			
Гихtерес	-	-	33	8%	33	1.0%			
Los Mochis	22	0.8%	-	-	22	0.7%			
rapuato	-	-	15	4%	15	0.5%			
Total	2,829	100%	425	100%	3,255	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 EBITDAre. For prior periods EBITDA excluded transaction related expenses.
- Earnings Before Interest, Taxes, Depreciation and Amortization for Real Estate (EBITDAre) EBITDAre is a non-GAAP financial measure. FIBRAMQ computes EBITDAre in accordance with standards established by the National Association of Real Estate Investment Trusts, or NAREIT, which may not be comparable to EBITDAre reported by other FIBRAs that may not compute EBITDAre in accordance with the NAREIT definition, or that interpret the NAREIT definition differently than FIBRAMQ does. EBITDAre 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 3Q21 and 3Q22 have been owned and operated since, and remain so, from July 1, 2021 until September 30, 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 September 30, 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 8.75% and 11.25% for retail properties.
  - The discount rates applied a range of between 8.00% and 11.25% for industrial properties and 10.25% and 13.25% for retail properties.