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México

# FIBRA Macquarie México

Supplementary Information (BMV: FIBRAMQ)

Third Quarter 2023



# Important information

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# FIBRA Macquarie at a Glance

## As at September 30, 2023

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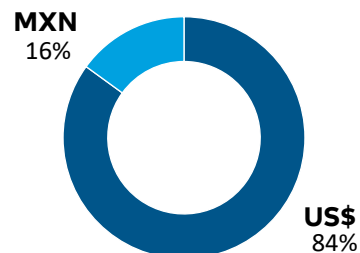


## Strategic focus

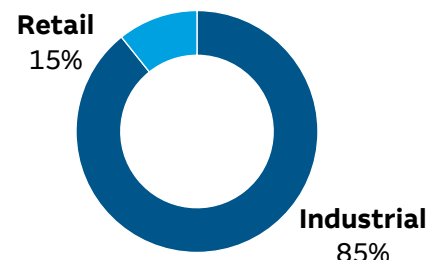
- FIBRA Macquarie focuses on the acquisition, development, ownership and management of industrial and retail real estate properties in Mexico
- Industrial properties administered by our internal property administration platform focused on providing high-quality customer service to current tenants and 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\$1.3bn / Ps. 22.2bn
Total assets (proportionately combined) <sup>3</sup>	US\$3.0bn / Ps. 53.1bn
Regulatory LTV ratio / Real Estate Net LTV <sup>4</sup>	30.8% / 33.5%
NOI (LTM) <sup>5</sup>	US\$204.4m / Ps. 3.7bn
Implied NOI cap rate (market cap-based) <sup>6</sup>	9.7%
AFFO per certificate <sup>7</sup> / Scheduled distribution per certificate (3Q23)	Ps. 0.6121 / Ps. 0.5250
AFFO per certificate (LTM) <sup>7</sup> / Scheduled distributions per certificate (LTM)	Ps. 2.6200 / Ps. 2.0750
AFFO Yield / Distribution yield (LTM) <sup>8</sup>	9.0% / 7.1%
ADTV (90-day) <sup>9</sup>	US\$2.0m / Ps. 34.4m







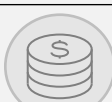

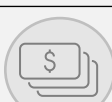







## Portfolio summary






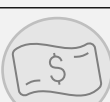





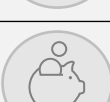

Type	# of properties	# of tenants <sup>1</sup>	Occupancy	GLA ('000s sqm)	GLA ('000s sqft)
Industrial	239	286	97.9%	2,874	30,939
Retail <sup>2</sup>	17	704	91.7%	429	4,613
Total	256	990	97.1%	3,303	35,552

1. 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, 2023: Ps. 17.6195, certificate price Ps. 29.21, 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: 18.2955. 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 scheduled distributions. 9. ADTV uses the average FX rate for the 90 trading days up to September 30, 2023 of Ps. 17.0582. 10. Calculated using NOI LTM as of September 30, 2023, and LTM FX rate of Ps. 18.2955.

# Executive Summary

## 3Q23 Key Metrics

	<b>US\$5.79 sqm/m</b> 	Industrial average rental rates (+1.2% QoQ; +7.5% YoY)
	<b>97.9%</b> 	Industrial occupancy EOP (-56 bps QoQ; +84 bps YoY)
	<b>16.3%</b> 	Industrial release spread - commercially negotiated (3Q23; 13.5% LTM)
	<b>US\$44.8m</b> 	Industrial Same Store NOI (US\$) (+4.1% QoQ; +9.8% YoY)
	<b>Ps. 174.79 sqm/m</b> 	Retail average rental rates (+1.0% QoQ; +6.1% YoY)
	<b>91.7%</b> 	Retail occupancy EOP (+37 bps QoQ; +70 bps YoY)
	<b>8.5%</b> 	Retail release spread - commercially negotiated (3Q23; 9.5% LTM)
	<b>Ps. 134.2m</b> 	Retail Same Store NOI (Ps.) (+1.8% QoQ; +9.5% YoY)

	<b>0.7m sqft</b>	Constructed GLA - lease ups in stabilization <sup>1</sup>
	<b>0 sqft</b>	Constructed GLA - deliveries (not leased) <sup>1</sup>
	<b>1.2m sqft</b>	GLA under construction - to be delivered
	<b>Ps. 1.1878</b> 	NOI per CBF (US\$: +0.1% QoQ; +12.1% YoY)
	<b>Ps. 0.6121</b> 	AFFO per CBF (US\$: -2.4% QoQ; +2.3% YoY)
	<b>Ps. 43.2</b> 	NAV per CBF (+5.2% QoQ; +0.6% YoY)
	<b>33.5%</b> 	Real Estate Net LTV (+29 bps QoQ; -72 bps YoY)
	<b>5.0x</b> 	Net Debt / EBITDA (2Q23: 5.1x ; 3Q22: 5.0x)

1. Includes MTY043, building leased up in October 2023



# 3Q23 Key financial metrics

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Consolidated Portfolio <sup>1</sup>	P.s. m <sup>5</sup> 3Q23	P.s. m <sup>5</sup> 3Q22	Variance (%)	US\$m <sup>5,6</sup> 3Q23	US\$m <sup>5,6</sup> 3Q22	Variance (%)
Total revenues	1,047.8	1,092.6	-4.1%	61.4	54.0	13.8%
<b>Net Operating Income<sup>2</sup> (inc. SLR)</b>	<b>904.3</b>	<b>957.4</b>	<b>-5.5%</b>	<b>53.0</b>	<b>47.3</b>	<b>12.1%</b>
NOI per certificate <sup>3</sup> (inc. SLR)	1.1878	1.2576	-5.5%	0.0696	0.0621	12.1%
NOI Margin <sup>4</sup> (inc. SLR)	86.3%	87.6%	-133bps	86.3%	87.6%	-133bps
<b>Net Operating Income<sup>2</sup> (exc. SLR)</b>	<b>902.9</b>	<b>939.4</b>	<b>-3.9%</b>	<b>52.9</b>	<b>46.4</b>	<b>14.0%</b>
NOI per certificate <sup>3</sup> (exc. SLR)	1.1860	1.2340	-3.9%	0.0695	0.0610	14.0%
NOI Margin <sup>4</sup> (exc. SLR)	86.2%	86.0%	18bps	86.2%	86.0%	18bps
<b>Earnings before Interest, Tax , Depreciation &amp; Amortization<sup>2</sup></b>	<b>829.9</b>	<b>887.1</b>	<b>-6.5%</b>	<b>48.7</b>	<b>43.8</b>	<b>11.0%</b>
EBITDA per certificate <sup>3</sup>	1.0901	1.1653	-6.5%	0.0639	0.0576	11.0%
EBITDA Margin <sup>4</sup>	79.2%	81.2%	-199bps	79.2%	81.2%	-199bps
<b>Funds From Operations<sup>2</sup></b>	<b>596.5</b>	<b>645.9</b>	<b>-7.6%</b>	<b>35.0</b>	<b>31.9</b>	<b>9.6%</b>
FFO per certificate <sup>3</sup>	0.7835	0.8484	-7.6%	0.0459	0.0419	9.6%
FFO Margin <sup>4</sup>	56.9%	59.1%	-219bps	56.9%	59.1%	-219bps
<b>Adjusted Funds From Operations<sup>2</sup></b>	<b>466.0</b>	<b>540.3</b>	<b>-13.8%</b>	<b>27.3</b>	<b>26.7</b>	<b>2.3%</b>
AFFO per certificate <sup>3</sup>	0.6121	0.7097	-13.8%	0.0359	0.0351	2.3%
AFFO Margin <sup>4</sup>	44.5%	49.5%	-498bps	44.5%	49.5%	-498bps
<b>Earnings before Interest, Tax , Depreciation &amp; Amortization for Real Estate<sup>2</sup></b>	<b>829.2</b>	<b>885.6</b>	<b>-6.4%</b>	<b>48.6</b>	<b>43.8</b>	<b>11.1%</b>
EBITDAre per certificate <sup>3</sup>	1.0892	1.1633	-6.4%	0.0639	0.0575	11.1%
EBITDAre Margin <sup>4</sup>	79.1%	81.1%	-192bps	79.1%	81.1%	-192bps
<b>AMEFIBRA Funds From Operations<sup>2,5</sup></b>	<b>604.2</b>	<b>651.4</b>	<b>-7.3%</b>	<b>35.4</b>	<b>32.2</b>	<b>10.1%</b>
AMEFIBRA FFO per certificate <sup>3</sup>	0.7936	0.8557	-7.3%	0.0465	0.0423	10.1%
AMEFIBRA FFO Margin <sup>4</sup>	57.7%	59.6%	-196bps	57.7%	59.6%	-196bps

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, 3Q23: 761,288,719 and 3Q22: 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: 3Q23: 17.0582; 3Q22: 20.2422.

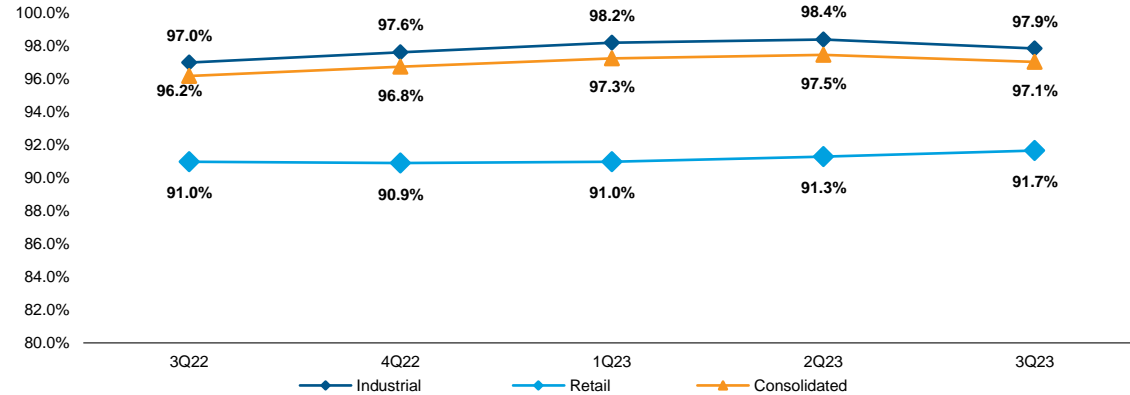
# 3Q23 Key Portfolio Metrics

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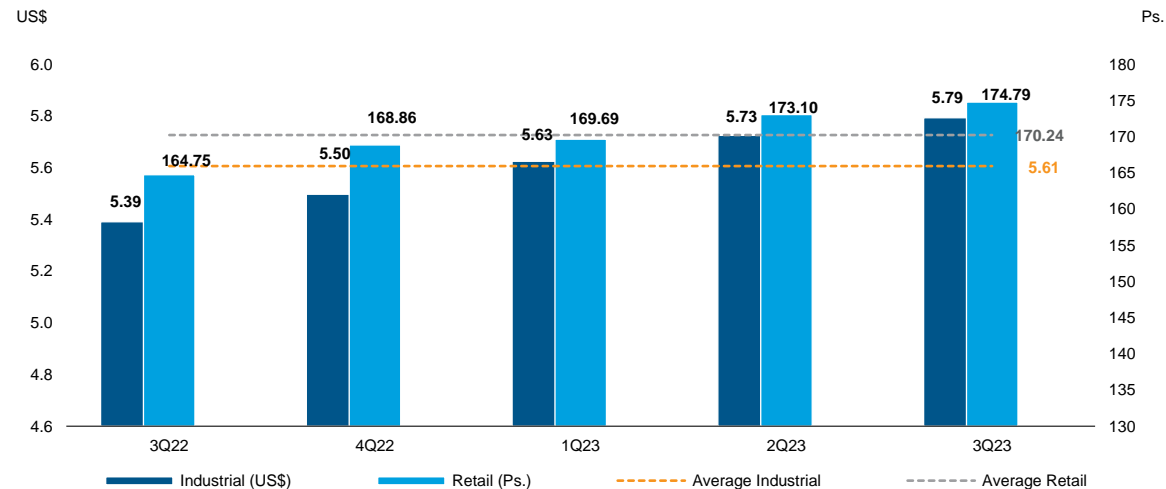
## Occupancy

(End of quarter)



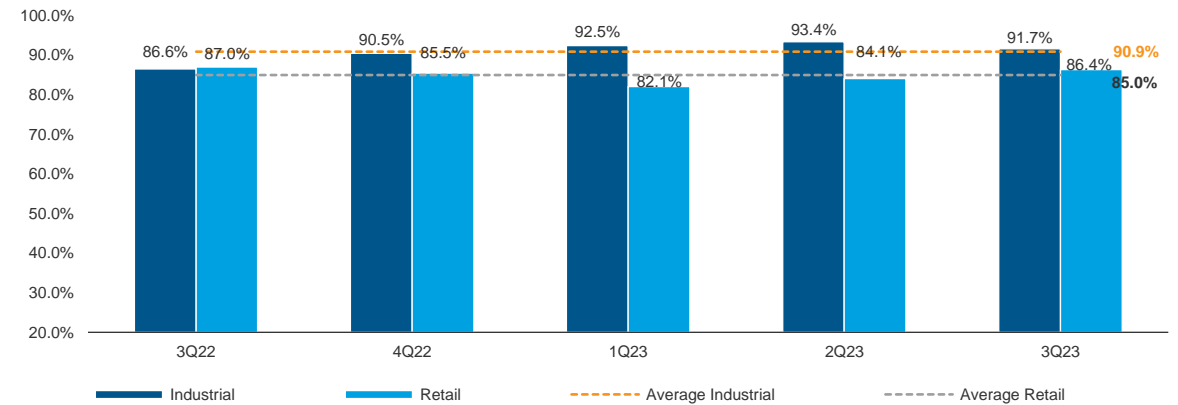
## Rental rates

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



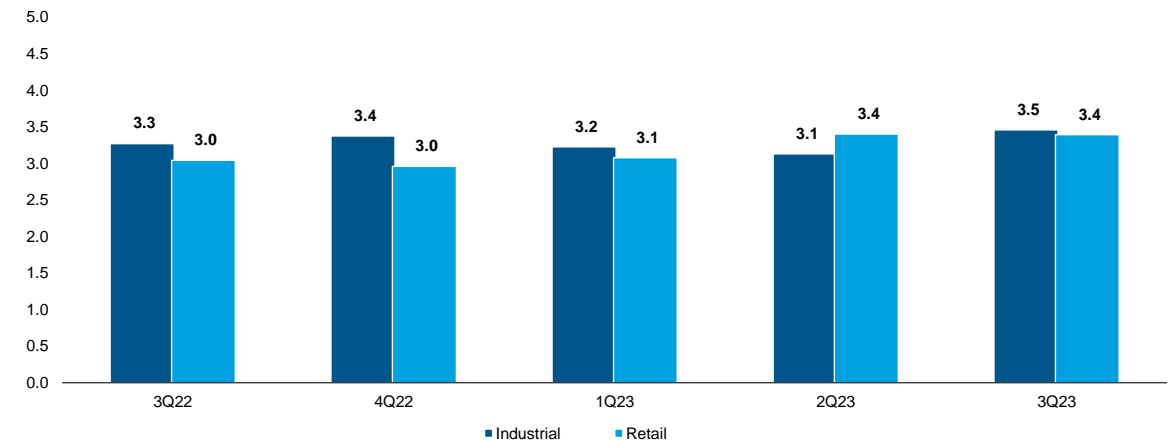
## Retention rate<sup>1</sup>

(LTM by GLA)



## Weighted average lease term

(In years by annualized rent, end of qtr)



<sup>1</sup> Retention rate 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 either when the renewal lease is signed or the customer moves out, as applicable.

# Lease Rental Rate Summary

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## Industrial portfolio lease summary

Considers leases that have been in place for at least 12 months through to 3Q23

	GLA (sqm '000s) as of Sep 30, 2023 <sup>2</sup>	ABR (US\$m) 3Q23	Rental Rate (US\$/sqm/m) 3Q22	Rental Rate (US\$/sqm/m) 3Q23	Weighted Average Rental Rate Increase 2Q23 (LTM) <sup>3</sup>	Weighted Average Rental Rate Increase 3Q23 (LTM) <sup>3</sup>	Weighted Average Rental Rate Increase 3Q23 <sup>4</sup>
Contractual Increases <sup>1</sup>	2,252.1	153.7	5.37	5.69	6.7%	5.9%	4.2%
US CPI-linked	971.0	67.1	5.44	5.76	7.0%	5.9%	3.5%
MX CPI-linked <sup>5</sup>	200.3	12.8	4.36	5.34	7.0%	6.4%	5.8%
Fixed % step up	655.4	46.6	5.78	5.93	2.4%	2.4%	2.4%
Capped rate increase	425.4	27.2	5.06	5.32	5.2%	5.3%	3.1%
Renewals	383.9	28.2	5.46	6.13	10.6%	12.3%	12.3%
Negotiated Renewals	335.0	24.9	5.47	6.20	12.1%	13.5%	16.3%
Contract Extensions	48.9	3.3	5.37	5.60	6.8%	4.2%	4.2%

## Retail portfolio lease summary

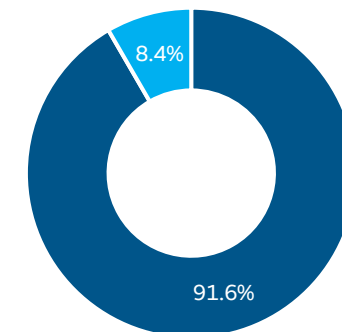
Considers leases that have been in place for at least 12 months through to 3Q23

	GLA (sqm '000s) as of Sep 30, 2023 <sup>2</sup>	ABR (Ps. m) 3Q23	Rental Rate (Ps./sqm/m) 3Q22	Rental Rate (Ps./sqm/m) 3Q23	Weighted Average Rental Rate Increase 2Q23 (LTM) <sup>3</sup>	Weighted Average Rental Rate Increase 3Q23 (LTM) <sup>3</sup>	Weighted Average Rental Rate Increase 3Q23 <sup>4</sup>
Contractual Increases – MX CPI-linked	231.3	440.3	147.64	158.65	8.6%	7.5%	6.5%
Renewals	41.5	106.1	197.61	213.31	7.0%	7.9%	8.5%
Negotiated Renewals	20.5	78.2	290.33	317.89	7.7%	9.5%	8.5%
Contract Extensions	21.0	27.9	106.94	111.06	5.4%	3.8%	n.a.

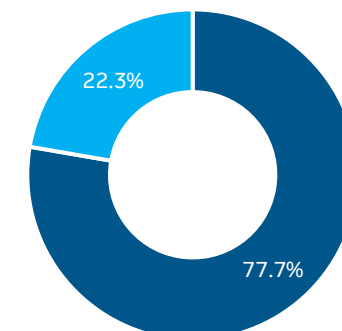
## Portfolio rental rate - indexation profile by quarter of escalation (% of ABR)<sup>6</sup>

Indexation Type by Quarter (%)	1Q	2Q	3Q	4Q	Total as of Sep 30, 2023	Total as of Sep 30, 2022	Var YoY (bps)
US CPI-linked Industrial portfolio	13.9%	9.7%	10.3%	7.2%	41.1%	37.8%	331 bps
MX CPI-linked Total portfolio	6.6%	2.8%	3.7%	9.1%	22.1%	20.4%	175 bps
MX CPI-linked Industrial portfolio	3.2%	0.6%	1.4%	2.0%	7.1%	6.9%	21 bps
MX CPI-linked Retail portfolio	3.4%	2.2%	2.4%	7.1%	15.1%	13.5%	155 bps
CPI-linked Total portfolio	20.5%	12.5%	14.1%	16.2%	63.2%	58.2%	506 bps
Fixed % step up Industrial portfolio	5.0%	8.1%	3.2%	5.0%	21.4%	26.4%	(504 bps)
Capped rate increase Industrial portfolio	5.5%	3.5%	0.8%	5.3%	15.1%	15.1%	(1 bps)
Capped rate increase Retail portfolio	0.2%	0.0%	0.0%	0.1%	0.3%	0.3%	(0 bps)
Total portfolio	31.2%	24.0%	18.1%	26.7%	100.0%	100.0%	0 bps

## Portfolio ABR composition by currency



## Industrial



## Consolidated

■ US\$ denominated  
■ Ps. denominated

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

1. 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, 2023. 3. Considers base rent contractual escalations or renewals as applicable, for the twelve-month period to September 30, 2023. 4. Considers base rent contractual escalations or renewals as applicable, for the three-month period to September 30, 2023. 5. FX rate adjusted for comparability purposes. 6. MXN leases converted to USD at an FX Rate of 17.6195. Considers proportionately combined ABR.





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# 01

## Growth Capex



# Growth capex projects

- ▶ 2.0m sqft of growth GLA under development or stabilization
- ▶ LTD US\$247m of expansions and development completed or committed at ~10.9% yield, totaling 3.8m sqft of GLA

Targeting stabilized NOI yield of 9% to 11%

Buildings under development/ stabilization: 7

GLA: 1,961K sqft of GLA

Total Investment: US\$159.8m

Locations:

Reynosa (143k sqft of GLA)

MCMA (734k sqft of GLA)

Tijuana (406k sqft of GLA)

Ciudad Juárez (267k sqft of GLA)

Monterrey (410k sqft of GLA)

Land bank for future industrial development:

Additional potential GLA of 3.0m sqft

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

	Land size	Completed	GLA under const. & stab. <sup>2</sup>	Completed + under const.	Additional potential GLA	Total potential GLA
MCMA <sup>1</sup>	1,580.7	-	734.2	734.2	-	734.2
Monterrey	2,216.0	183.0	410.3	593.3	210.6	803.9
Reynosa	523.6	-	143.5	143.5	95.4	238.9
Ciudad Juárez	5,868.1	-	266.8	266.8	2,192.4	2459.2
Tijuana	2,681.7	-	406.1	406.1	467.3	873.4
<b>Subtotal</b>	<b>12,870.1</b>	<b>183.0</b>	<b>1,960.9</b>	<b>2,144.0</b>	<b>2,965.7</b>	<b>5,109.7</b>
<b>Additional Expansions</b>	<b>n.a.</b>	<b>106.7</b>	<b>8.1</b>	<b>114.7</b>	<b>n.a.</b>	<b>114.7</b>
<b>Total</b>	<b>12,870.1</b>	<b>289.7</b>	<b>1,969.0</b>	<b>2,258.7</b>	<b>2,965.7</b>	<b>5,224.4</b>

1. MCMA; Mexico City Metropolitan Area, FIBRA Macquarie JV equity stake is 78.6% . 2. Under construction or stabilization.



# Industrial development and expansions

Project	City	Project Type	# of Projects	Incremental GLA ('000 sqft)	Investment (USDe\$ '000s)	NOI Yield <sup>1</sup>	Completion / Expected Completion	NOI Contribution Date	Initial Lease term (years)
<b>Delivered (inception to 2016)</b>									
<b>Total</b>			<b>13</b>	<b>498.7</b>	<b>25.2</b>	<b>11.9%</b>	Actual		<b>8.8</b>
<b>Delivered (2017 to date)</b>									
<b>Expansions</b>			<b>13</b>	<b>547.3</b>	<b>25.3</b>	<b>11.5%</b>	Actual		<b>8.3</b>
REY030	Reynosa	Development	1	145.3	8.0	11.1%	Actual	2Q17	5.0
JUA043 (LEED Certified)	Ciudad Juárez	Development	1	200.8	9.0	11.4%	Actual	4Q19	3.0
JUA044 (LEED Gold)	Ciudad Juárez	Development	1	217.5	10.7	11.3%	Actual	2Q20	10.0
MTY042 (LEED Platinum)	Monterrey	Development	1	183.0	12.7	10.4%	Actual	3Q22	10.0
<b>Total</b>			<b>17</b>	<b>1,293.9</b>	<b>65.7</b>	<b>11.2%</b>	<b>Actual</b>		<b>7.8</b>
<b>Total delivered projects</b>			<b>30</b>	<b>1,792.6</b>	<b>90.8</b>	<b>11.4%</b>	<b>Actual</b>		<b>8.1</b>
<b>Developments and expansions in progress</b>									
MEX008 (in stabilization)	MCMA	Development	1	509.6	35.6	11.8%	Estimate	2H23	10.0
MEX009	MCMA	Development	1	224.6	15.0	9%-11%	Target	2H23	n.a.
MTY043 (in stabilization)	Monterrey	Development	1	210.6	22.1	11.9%	Estimate	2H23	10.0
MTY044	Monterrey	Development	1	199.7	18.5	9%-11%	Target	1H24	n.a.
REY031	Reynosa	Development	1	143.5	9.9	9%-11%	Target	2H23	n.a.
TIJ031	Tijuana	Development	1	406.2	40.6	9%-11%	Target	1H24	n.a.
JUA045	Ciudad Juárez	Development	1	266.8	18.3	9%-11%	Target	2H23	n.a.
<b>Total</b>			<b>7</b>	<b>1,961.0</b>	<b>159.8</b>				<b>10.0</b>
<b>Total delivered projects + developments in progress</b>			<b>38</b>	<b>3,761.7</b>	<b>250.7</b>	<b>10.9%</b>			<b>9.9</b>

1. 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.





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# 02

## Industrial Portfolio



# Industrial portfolio: Operating highlights

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## Financial and operational metrics

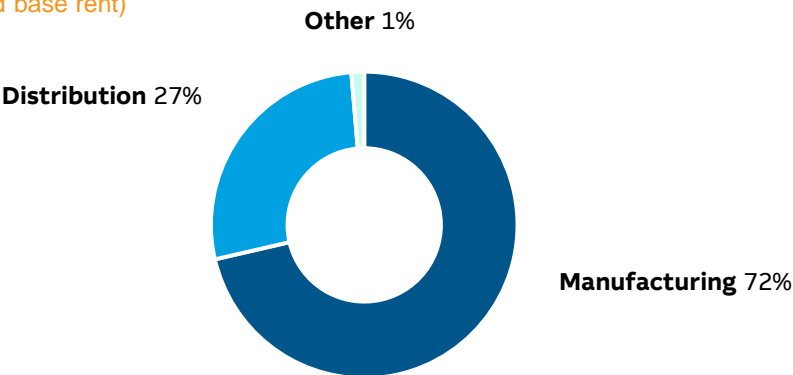
	3Q23	2Q23	Var (%) 3Q23 vs 2Q23	3Q22	Var (%) 3Q23 vs 3Q22
<b>Selected financial metrics (Ps. m)</b>					
Revenues	\$857.8	\$899.1	(4.6%)	\$927.7	(7.5%)
Expenses	(\$87.7)	(\$92.7)	(5.3%)	(\$85.0)	3.2%
NOI (inc. SLR)	\$770.1	\$806.4	(4.5%)	\$842.7	(8.6%)
NOI (exc. SLR)	\$774.7	\$805.68	(3.8%)	\$838.2	(7.6%)
<b>Normalized below FFO items (Ps. m)</b>					
Tenant improvements	(\$34.9)	(\$36.3)	(3.7%)	(\$31.4)	11.2%
Leasing commissions	(\$17.9)	(\$17.1)	4.7%	(\$14.7)	21.5%
Maintenance capex	(\$61.8)	(\$64.2)	(3.7%)	(\$61.8)	0.1%
Internal engineering & leasing costs	(\$11.6)	(\$11.3)	2.5%	(\$11.4)	1.5%
<b>Selected financial metrics (US\$ m)</b>					
Revenues	\$50.3	\$50.1	0.3%	\$45.9	9.6%
Expenses	(\$5.1)	(\$5.2)	(1.6%)	(\$4.2)	22.5%
NOI (inc. SLR)	\$45.1	\$45.5	(0.8%)	\$41.6	8.4%
NOI (exc. SLR)	\$45.4	\$45.5	(0.1%)	\$41.4	9.7%
<b>Normalized below FFO items (US\$ m)</b>					
Tenant improvements	(\$2.0)	(\$2.0)	0.0%	(\$1.6)	32.0%
Leasing commissions	(\$1.1)	(\$1.0)	8.7%	(\$0.7)	44.2%
Maintenance capex	(\$3.6)	(\$3.6)	0.1%	(\$3.1)	18.7%
Internal engineering & leasing costs	(\$0.7)	(\$0.6)	6.5%	(\$0.6)	20.5%
<b>Selected operating and profitability metrics</b>					
Occupancy (%) EOP	97.9%	98.4%	(56 bps)	97.0%	84 bps
Occupancy (%) Avg.	97.8%	98.2%	(39 bps)	97.1%	79 bps
GLA ('000s sqft) EOP	30,938.6	30,513.2	1.4%	30,452.5	1.6%
Weighted Avg rental rate (US\$/sqm/m)	\$5.79	\$5.73	1.2%	\$5.39	7.5%
LTM Retention Rate (% sqft) EOP	91.7%	93.4%	(176 bps)	86.6%	509 bps
WALT (yrs) EOP	3.5	3.1	10.5%	3.3	5.7%
NOI margin (inc. SLR, %)	89.8%	89.7%	8 bps	90.8%	(107 bps)
NOI margin (inc. SLR, %)	90.3%	89.6%	70 bps	90.3%	(4 bps)
BOP Avg FX (revenue)	16.85	17.94	(6.1%)	20.22	(16.7%)
EOP FX (balance sheet)	17.62	17.07	3.2%	20.31	(13.2%)
Avg FX (expenses)	17.06	17.72	(3.8%)	20.24	(15.7%)

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

# FIBRA Macquarie's industrial presence

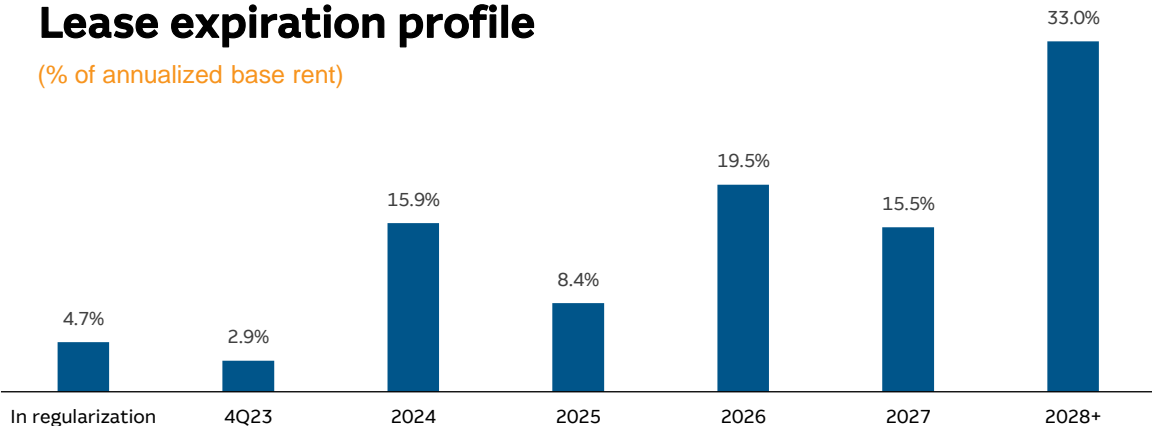
## Use of space

(% of annualized base rent)



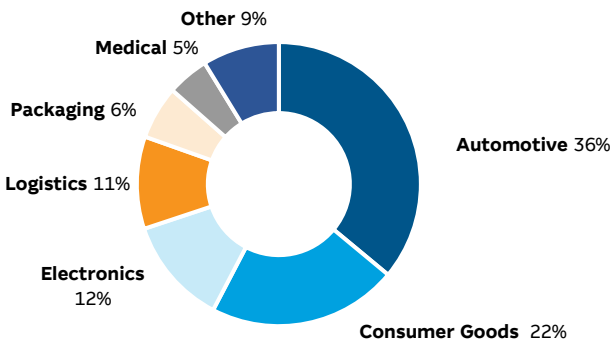
## Lease expiration profile

(% of annualized base rent)



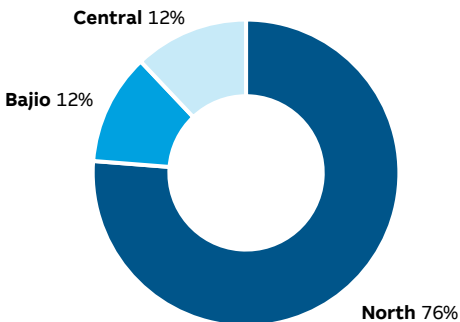
## Presence in key industries

(% of annualized base rent)



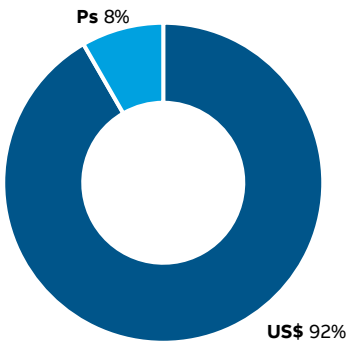
## Presence in key markets

(% of annualized base rent)



## Lease currency

(% of annualized base rent)



Top 10 customers represent approximately 24.3% of annualized base rent with a weighted average lease term remaining of 5.0 years



# Industrial leasing summary and regional overview

## 3Q23 Industrial leasing highlights

Transaction	Market	GLA (sqft)	Industry	Country of domicile	Term
New Lease	MCMA	509,595	Ecommerce	Argentina	10 years
New Lease	Saltillo	74,594	Electronics	Germany	5 years
New Lease	Puebla	56,511	Automotive	United States	5 years
Renewal	Nogales	397,358	Consumer Goods	United States	3 years
Renewal	Monterrey	637,000	Electronics	United States	5 years

## Regional overview

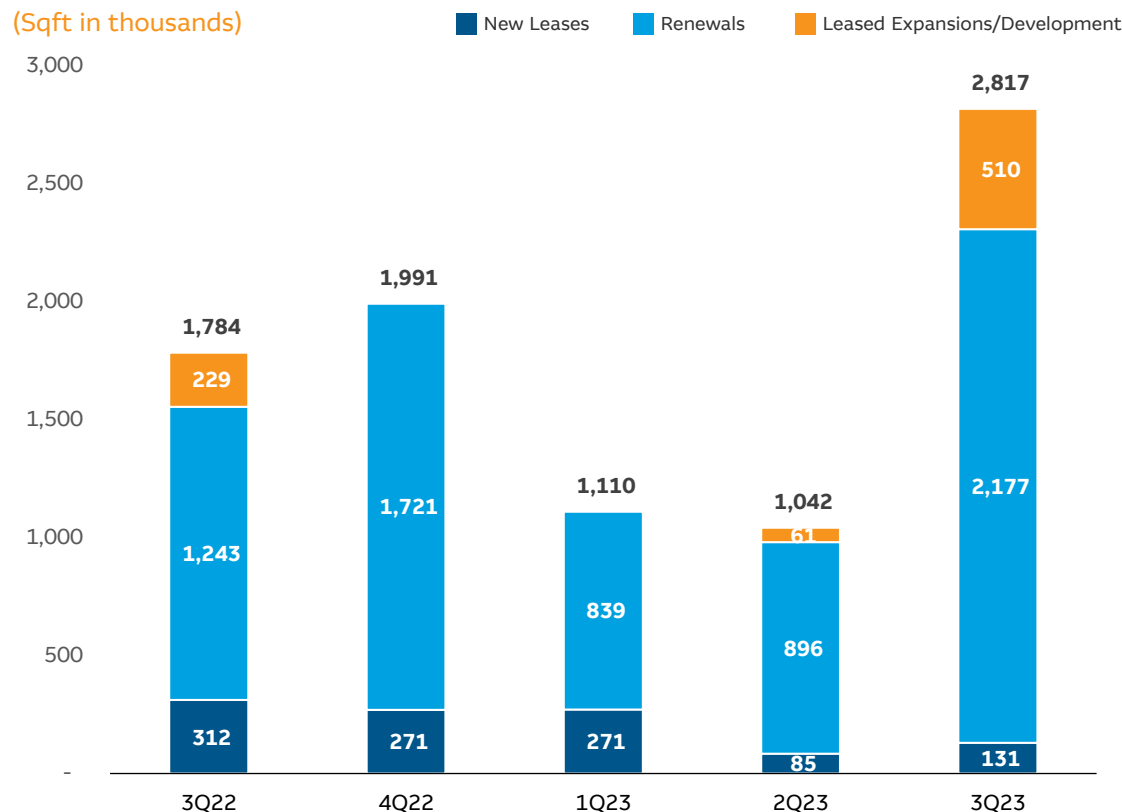
(As of September 30, 2023)

	North	Bajío	Central	Total
Number of Buildings	181	26	32	239
Number of Customers <sup>1</sup>	215	26	45	286
Square feet of GLA ('000s)	24,184.0	3,629.1	3,125.5	30,938.6
Occupancy EOP (%)	97.6%	100.0%	97.3%	97.9%
% Annualized Base Rent	76.2%	11.7%	12.0%	100.0%
Weighted Avg. Monthly US\$ Rent per Leased sqm EoP <sup>2</sup>	\$5.67	\$5.66	\$6.95	\$5.79

1. Number of customers is calculated on a per property basis. 2. FX rate: 17.6195. 3. Based on lease signing date.

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

(Sqft in thousands)





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# 03

## Retail Portfolio



# Retail portfolio: Operating highlights

## Financial and operational metrics

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<i>Ps. millions; except operating stats<sup>1</sup></i>	3Q23	2Q23	Var (%) 3Q23 vs 2Q23	3Q22	Var (%) 3Q23 vs 3Q22
<b>Selected financial metrics</b>					
Revenues	\$190.0	\$186.1	2.1%	\$164.9	15.2%
Lease Rental Income <sup>2</sup>	\$145.2	\$142.2	2.1%	\$127.3	14.1%
Lease Variable Income <sup>3</sup>	\$27.2	\$26.8	1.3%	\$23.5	15.7%
Other Variable Income <sup>4</sup>	\$17.6	\$17.1	3.2%	\$14.1	25.0%
Expenses	(\$55.8)	(\$54.0)	3.3%	(\$50.2)	11.1%
NOI (inc. SLR)	\$134.2	\$132.1	1.6%	\$114.7	17.0%
NOI (exc. SLR)	\$140.2	\$137.7	1.8%	\$128.0	9.5%
<b>Selected operating and profitability metrics</b>					
Occupancy (%) EOP	91.7%	91.3%	37 bps	91.0%	70 bps
Occupancy (%) Avg.	91.5%	90.9%	57 bps	90.8%	68 bps
GLA ('000s sqm) EOP	428.5	427.7	0.2%	425.6	0.7%
Weighted Avg Rental rate (Ps./sqm/m)	\$174.79	\$173.10	1.0%	\$164.75	6.1%
LTM Retention Rate (% sqft) EOP	86.4%	84.1%	224 bps	87.0%	(64 bps)
WALT (yrs) EOP	3.4	3.4	(0.3%)	3.0	11.5%
NOI margin (inc. SLR, %)	70.6%	71.0%	(35 bps)	69.5%	108 bps
NOI margin (exc. SLR, %)	73.8%	74.0%	(18 bps)	77.7%	(387 bps)
<b>Foot and car park traffic<sup>5</sup></b>					
Foot traffic ('000s visitors) <sup>5</sup>	2,674.4	2,586.6	3.4%	2,420.1	10.5%
Car park traffic ('000s cars)	935.0	960.7	(2.7%)	916.2	2.1%
<b>Normalized below FFO items</b>					
Tenant improvements	(\$0.2)	(\$0.2)	(0.7%)	(\$0.4)	(47.6%)
Leasing commissions	(\$2.0)	(\$1.9)	7.1%	(\$1.7)	18.1%
Normalized maintenance capex	(\$3.4)	(\$2.6)	29.7%	(\$2.1)	66.0%

1. 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 Plaza 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, Plazaragoza, and Plaza San Roque.

# FIBRA Macquarie's retail presence

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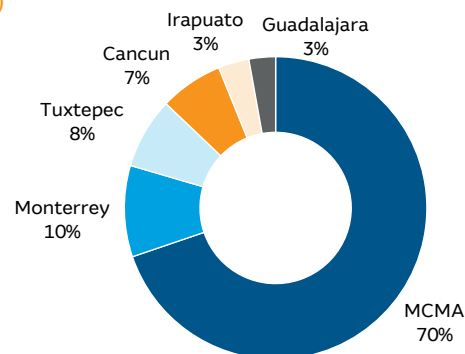


## Retail portfolio highlights

- Defensive portfolio primarily located in the top retail market of Mexico City Metropolitan Area (MCMA)
- All 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 Smart Fit

## Important presence in key metro areas

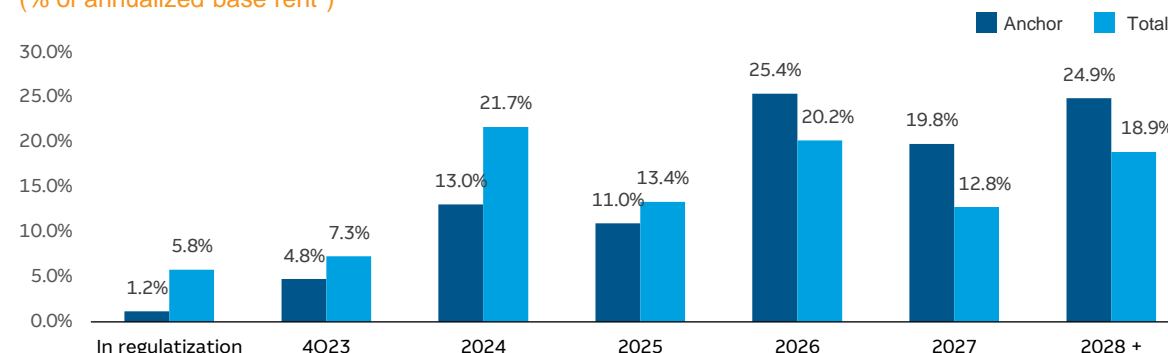
(% of annualized base rent<sup>2</sup>)



**82.4%** located in top three retail markets of Mexico<sup>1</sup>

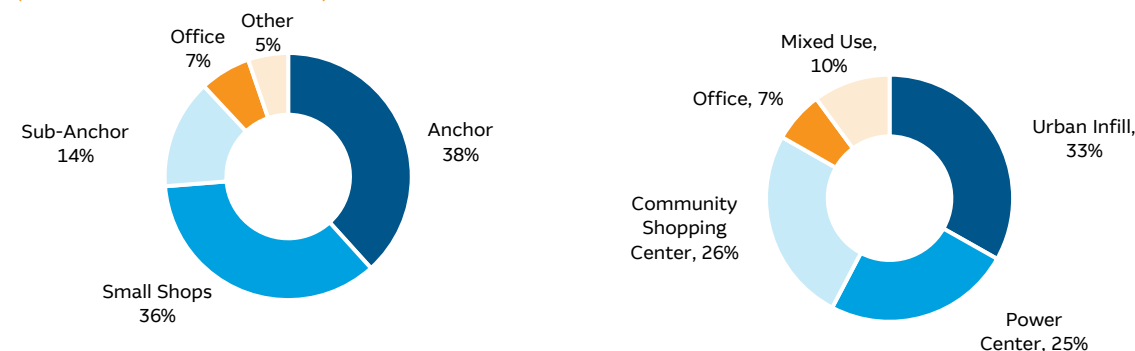
## Well-balanced lease expiration profile

(% of annualized base rent<sup>2</sup>)



## Balanced mix of tenant and center types

(% of annualized base rent<sup>2</sup>)



Top 10 customers represent approximately **44.0%** of annualized base rent with a weighted average lease term remaining of **5.5 years**

1. Refers to Mexico City Metropolitan Area, Monterrey and Guadalajara; by annualized base rent. 2. Includes 100% of rents from properties held in a 50/50 joint venture.

# Retail leasing and regional overview

## 3Q23 Retail leasing highlights

Transaction	Shopping Center	GLA (sqm)	Sector	Customer
New Lease	City Shops Valle Dorado	769	Office	Consulting
New Lease	Tecamac Power Center	748	Homewares	One Market
New Lease	Multiplaza Lindavista	2,484	Entertainment	PlayCity
Renewal	City Shops del Valle	1,876	Cinema	Cinemex
Renewal	City Shops del Valle	2,442	Homewares	Bed Bath & Beyond

## Regional overview

(As of September 30, 2023)

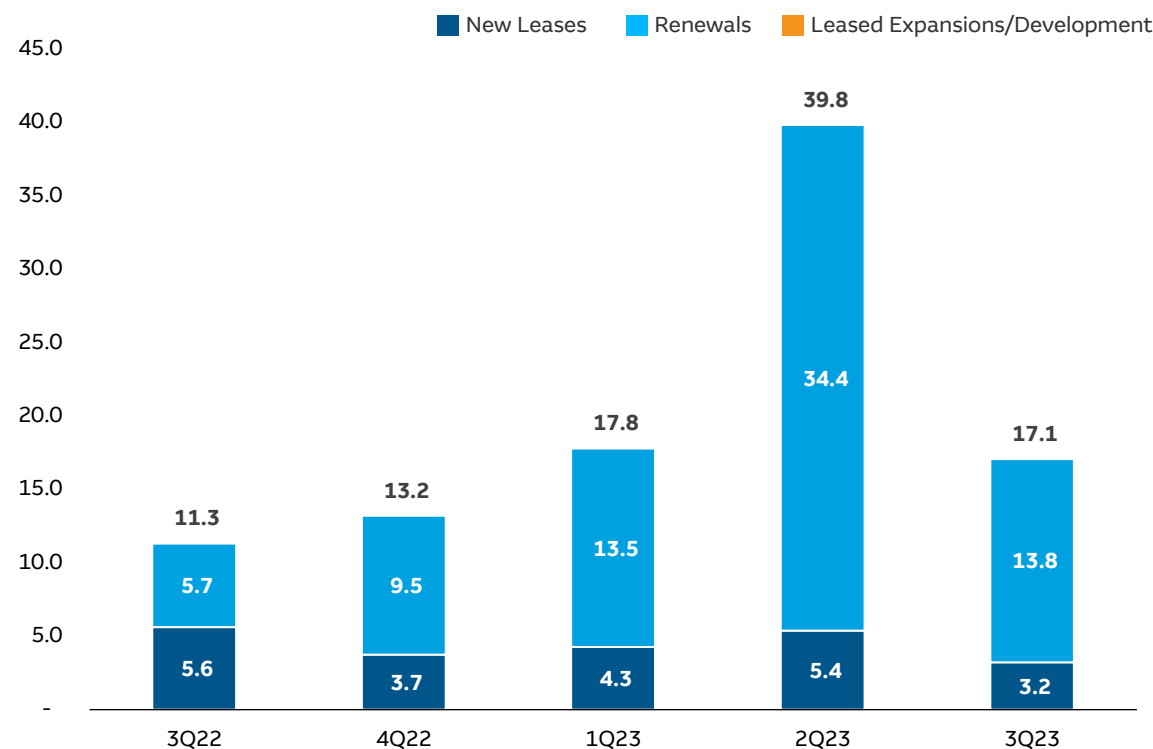
	Major Metro Markets <sup>4</sup>	Other Regional Markets	Total
Number of Shopping Centers	12	5	17
Number of Customers <sup>1</sup>	524	180	704
Square Meters '000s GLA	345.7	82.9	428.5
Occupancy EOP (%)	90.3%	97.4%	91.7%
% Annualized Base Rent	82.4%	17.6%	100%
Weighted Avg. Monthly Rent per Leased sqm <sup>2</sup>	Ps.181.20 US\$10.28	Ps.150.05 US\$8.52	Ps.174.79 US\$9.92

1. Number of customers is calculated on a per property basis. 2. FX rate: 17.6195. 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 leasing activity<sup>3</sup>

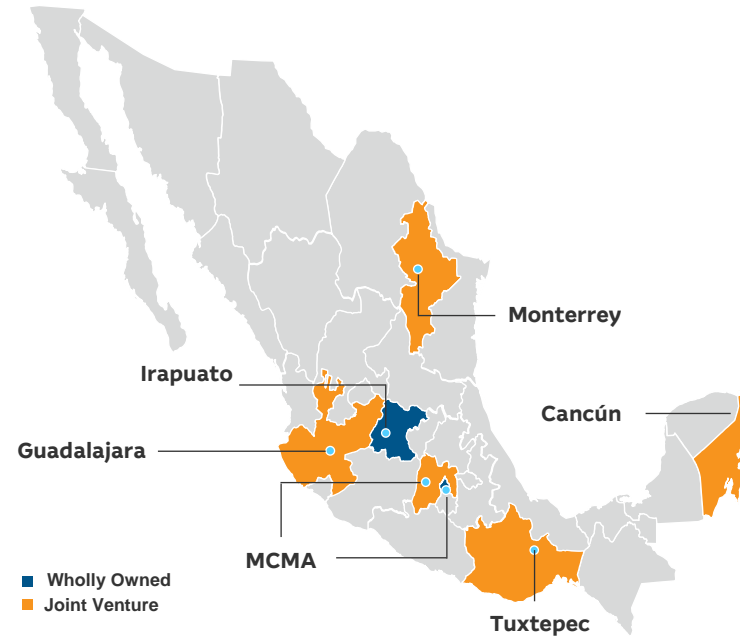
(sqm in thousands)



# Retail segment overview

## Wholly-owned portfolio

- Portfolio consists of 8 properties:
  - 2 power centers
  - 3 urban infills
  - 1 community shopping center
  - 1 mixed-use property
  - 1 non-operating MCMA property not included in GLA, subject to repositioning
- Main anchors:
  - Walmart
  - Sam's Club
  - The Home Depot



## Joint venture portfolio

- Portfolio consists of 9 properties:
  - 6 community shopping centers
  - 2 urban infills
  - 1 mixed-use property
- Main anchors:
  - Walmart
  - Cinépolis
  - Chedraui

## 3Q23 Operational metrics by portfolio

	Wholly-owned			Joint venture <sup>1</sup>			Total <sup>1</sup>		
	3Q23	3Q22	Var	3Q23	3Q22	Var	3Q23	3Q22	Var
Occupancy EOP (%)	92.5%	92.1%	39 bps	90.7%	89.6%	106 bps	91.7%	91.0%	70 bps
Average monthly rental rate (in Ps. per sqm)	162.1	153.8	5.4%	189.9	177.8	6.8%	174.8	164.8	6.1%
Weighted average lease term remaining (years)	2.8	2.7	7.0%	3.9	3.4	14.9%	3.4	3.0	11.5%
Total GLA (sqm thousands)	230.7	228.7	0.9%	197.9	196.9	0.5%	428.5	425.6	0.7%

1. Represents 100% of total GLA, rental rates, WALT and occupancy for joint venture owned assets.



# 04

## Selected Financial Statements



# Detailed IFRS Consolidated Income Statement by Segment

FIBRA  
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(In Ps. Millions unless otherwise stated)

for the 3 months ended	Sep 30, 2023							Sep 30, 2022
	Wholly-owned			Consolidated	JV <sup>2</sup>		Proportionally	Proportionally
	FIBRA	Industrial	Retail		Retail	Industrial	Combined	Combined
Lease related income	-	801.0	101.8	902.8	49.4	1.6	953.8	1,022.1
Tenant recoveries	-	50.6	11.4	62.0	7.9	-	69.9	67.1
Straight line rent	-	(8.1)	(5.6)	(13.7)	(0.4)	12.8	(1.4)	(18.0)
Car parking income	-	-	13.4	13.4	2.6	-	16.0	13.1
Late fee and early termination	-	-	-	-	-	-	-	0.8
Variable income (linked to tenant sales)	-	-	2.7	2.7	5.2	-	7.9	6.4
Marketing income	-	-	0.8	0.8	0.8	-	1.6	1.0
<b>Total property related revenues</b>	-	843.4	124.5	968.0	65.5	14.4	1,047.8	1,092.6
Property management expenses	-	(20.4)	(3.9)	(24.3)	(2.8)	(0.0)	(27.2)	(25.1)
Property maintenance	-	(17.1)	(8.1)	(25.1)	(8.9)	-	(34.1)	(30.5)
Industrial park fees	-	(10.9)	-	(10.9)	-	-	(10.9)	(11.3)
Painting expense	-	(6.5)	(0.1)	(6.6)	-	-	(6.6)	(2.3)
Property taxes	-	(16.2)	(6.3)	(22.5)	(1.0)	(0.2)	(23.7)	(21.5)
Property insurance	-	(5.7)	(0.6)	(6.3)	(0.3)	(0.0)	(6.7)	(7.9)
Security services	-	(2.5)	(4.5)	(7.0)	(2.6)	-	(9.6)	(8.4)
Property related legal and consultancy expenses	-	(2.7)	(0.1)	(2.9)	(0.6)	-	(3.4)	(3.6)
Tenant improvement amortization	-	(34.9)	-	(34.9)	(0.2)	-	(35.1)	(20.5)
Leasing commissions amortization <sup>1</sup>	-	(22.8)	(1.8)	(24.5)	(0.9)	(0.0)	(25.5)	(24.4)
Impairment of trade receivables	-	(5.2)	(0.2)	(5.4)	(0.7)	(0.0)	(6.1)	(7.9)
Other operating expenses	-	(6.5)	(9.2)	(15.6)	(6.0)	(0.3)	(21.9)	(18.9)
<b>Total property related expenses</b>	-	(151.3)	(34.9)	(186.1)	(23.9)	(0.6)	(210.7)	(182.4)

1. 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 (78.6%) 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.

**Note B:** A proportionate share of revenue and expenses relating to (i) the nine retail properties held through the 50/50 Joint Venture with Grupo Frisa and (ii) the Industrial portfolio (FIBRAMQ 78.6% interest) have been included in the respective categories above.

# Statement by Segment (cont'd)

## Detailed IFRS Consolidated Income

FIBRA  
Macquarie  
México



(In Ps. Millions unless otherwise stated)

for the 3 months ended	Sep 30, 2023							Sep 30, 2022
	Wholly-owned			Consolidated	JV <sup>1</sup>		Proportionally	Proportionally
	FIBRA	Industrial	Retail		Retail	Industrial	Combined	Combined
Management fees	(58.9)	-	-	(58.9)	-	-	(58.9)	(46.6)
Transaction related expenses	(0.7)	-	-	(0.7)	-	-	(0.7)	(1.5)
Professional, legal and general expenses	(17.3)	(0.6)	(0.3)	(18.2)	(0.2)	(0.1)	(18.4)	(22.9)
Finance costs	-	(197.5)	(25.1)	(222.6)	(12.4)	-	(235.0)	(243.5)
Interest income	6.4	0.7	1.1	8.2	0.8	0.3	9.3	7.7
Other income	-	3.6	-	3.6	-	-	3.6	0.8
Foreign exchange (loss)/gain	(339.8)	(133.0)	(0.0)	(472.8)	-	0.6	(472.2)	(272.2)
Net unrealized FX gain on investment property	-	1,285.0	-	1,285.0	-	25.5	1,310.5	678.2
Revaluation gain/(loss) on investment properties	-	611.5	18.9	630.4	8.2	26.3	664.8	(102.6)
Unrealized gain on interest rate swaps	136.0	-	-	136.0	-	-	136.0	124.5
<b>Total other operating (expense)/income</b>	<b>(274.3)</b>	<b>1,569.7</b>	<b>(5.5)</b>	<b>1,290.0</b>	<b>(3.6)</b>	<b>52.6</b>	<b>1,339.0</b>	<b>122.0</b>
<b>(Loss)/Profit for the period per Interim Financial Statements</b>	<b>(274.3)</b>	<b>2,261.9</b>	<b>84.2</b>	<b>2,071.8</b>	<b>37.9</b>	<b>66.4</b>	<b>2,176.1</b>	<b>1,032.2</b>

1. 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 (78.6%) 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.

Note B: A proportionate share of revenue and expenses relating to (i) the nine retail properties held through the 50/50 Joint Venture with Grupo Frisa and (ii) the Industrial portfolio (FIBRAMQ 78.6% interest) have been included in the respective categories above.

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

FIBRA  
Macquarie  
México



(In Ps. Millions unless otherwise stated)

for the 3 months ended	Sep 30, 2023						Sep 30, 2022	
	Wholly-owned			Consolidated	JV <sup>3</sup>		Proportionally	Proportionally
	FIBRA	Industrial	Retail		Retail	Industrial	Combined	Combined
<b>(Loss)/Profit for the period per Interim Financial Statements</b>	<b>(274.3)</b>	<b>2,261.9</b>	<b>84.2</b>	<b>2,071.8</b>	<b>37.9</b>	<b>66.4</b>	<b>2,176.1</b>	<b>1,032.2</b>
<b>Adjustment items:</b>								
Management fees	58.9	-	-	58.9	-	-	58.9	46.6
Transaction related expenses	0.7	-	-	0.7	-	-	0.7	1.5
Professional, legal and general expenses	17.3	0.6	0.3	18.2	0.2	0.1	18.4	22.9
Finance costs	-	197.5	25.1	222.6	12.4	-	235.0	243.5
Interest income	(6.4)	(0.7)	(1.1)	(8.2)	(0.8)	(0.3)	(9.3)	(7.7)
Other income	-	(3.6)	-	(3.6)	-	-	(3.6)	(0.8)
Foreign exchange loss/(gain)	339.8	133.0	0.0	472.8	-	(0.6)	472.2	272.2
Net unrealized FX gain on investment property	-	(1,285.0)	-	(1,285.0)	-	(25.5)	(1,310.5)	(678.2)
Revaluation (gain)/loss on investment properties	-	(611.5)	(18.9)	(630.4)	(8.2)	(26.3)	(664.8)	102.6
Unrealized (gain) on interest rate swaps	(136.0)	-	-	(136.0)	-	-	(136.0)	(124.5)
<b>Net Property Income</b>	<b>0.0</b>	<b>692.2</b>	<b>89.7</b>	<b>781.8</b>	<b>41.5</b>	<b>13.8</b>	<b>837.1</b>	<b>910.2</b>
<b>Adjustment items:</b>								
Tenant improvements amortization	-	34.9	-	34.9	0.2	-	35.1	20.5
Leasing commissions amortisation <sup>2</sup>	-	22.8	1.8	24.5	0.9	0.0	25.5	24.4
Painting expense	-	6.5	0.1	6.6	-	-	6.6	2.3
<b>Net Operating Income</b>	<b>0.0</b>	<b>756.3</b>	<b>91.6</b>	<b>847.9</b>	<b>42.6</b>	<b>13.8</b>	<b>904.3</b>	<b>957.4</b>

1. 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, 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 (78.6%) 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.

Note B: A proportionate share of revenue and expenses relating to (i) the nine retail properties held through the 50/50 Joint Venture with Grupo Frisa and (ii) the Industrial portfolio (FIBRAMQ 78.6% interest) have been included in the respective categories above.

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

FIBRA  
Macquarie  
México



(In Ps. Millions unless otherwise stated)

for the 3 months ended	Sep 30, 2023						Sep 30, 2022	
	Wholly-owned			Consolidated	JV		Proportionally	Proportionally
	FIBRA	Industrial	Retail		Retail	Industrial	Combined	Combined
<b>Net Operating Income</b>	<b>0.0</b>	<b>756.3</b>	<b>91.6</b>	<b>847.9</b>	<b>42.6</b>	<b>13.8</b>	<b>904.3</b>	<b>957.4</b>
Management fees	(58.9)	-	-	(58.9)	-	-	(58.9)	(46.6)
Professional, legal and general expenses	(17.3)	(0.6)	(0.3)	(18.2)	(0.2)	(0.1)	(18.4)	(22.9)
Transaction related expenses	(0.7)	-	-	(0.7)	-	-	(0.7)	(1.5)
Other income	-	3.6	-	3.6	-	-	3.6	0.8
<b>EBITDAre<sup>3</sup></b>	<b>(76.8)</b>	<b>759.3</b>	<b>91.3</b>	<b>773.8</b>	<b>42.4</b>	<b>13.7</b>	<b>829.9</b>	<b>887.1</b>
Financial income	6.4	0.7	1.1	8.2	0.8	0.3	9.3	7.7
Interest expense <sup>4</sup>	-	(193.8)	(24.6)	(218.3)	(12.1)	-	(230.4)	(239.8)
Normalized debt costs	(12.0)	-	-	(12.0)	(0.3)	-	(12.3)	(9.2)
<b>FIBRAMQ Funds From Operations<sup>5</sup></b>	<b>(82.5)</b>	<b>566.3</b>	<b>67.7</b>	<b>551.6</b>	<b>30.9</b>	<b>14.0</b>	<b>596.5</b>	<b>645.9</b>
Normalized maintenance capital expenditures <sup>6</sup>	-	(60.4)	(2.3)	(62.7)	(0.8)	-	(63.5)	(62.4)
Normalized tenant improvements	-	(29.4)	-	(29.4)	(0.2)	-	(29.6)	(24.6)
Normalized above-standard tenant improvements	-	(5.5)	-	(5.5)	-	-	(5.5)	(7.2)
Normalized extraordinary maintenance capital expenditures	-	(1.5)	(0.3)	(1.8)	-	-	(1.8)	(1.5)
Normalized leasing commissions	-	(17.9)	(1.6)	(19.5)	(0.4)	-	(19.9)	(16.5)
Normalized internal platform engineering costs	-	(2.8)	-	(2.8)	-	-	(2.8)	(3.5)
Normalized internal platform leasing costs	-	(8.8)	-	(8.8)	-	-	(8.8)	(7.9)
Straight-line rent	-	8.1	5.6	13.7	0.4	(12.8)	1.4	18.0
<b>Adjusted Funds From Operations</b>	<b>(82.5)</b>	<b>448.2</b>	<b>69.1</b>	<b>434.8</b>	<b>29.8</b>	<b>1.3</b>	<b>466.0</b>	<b>540.3</b>
<b>FIBRAMQ Funds From Operations</b>	<b>(82.5)</b>	<b>566.3</b>	<b>67.7</b>	<b>551.6</b>	<b>30.9</b>	<b>14.0</b>	<b>596.5</b>	<b>645.9</b>
Add: Normalized debt costs	12.0	-	-	12.0	0.3	-	12.3	9.2
Less: Amortization of debt costs per IFRS	-	(3.7)	(0.5)	(4.2)	(0.3)	-	(4.6)	(3.7)
<b>AMEFIBRA Funds From Operations</b>	<b>(70.4)</b>	<b>562.5</b>	<b>67.3</b>	<b>559.4</b>	<b>30.8</b>	<b>14.0</b>	<b>604.2</b>	<b>651.4</b>

1. 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 (i) the nine retail properties held through the 50/50 joint venture with Grupo Frisa and (ii) the Industrial portfolio (FIBRAMQ 78.6% interest) have been included in the respective categories above.

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

(In Ps. millions unless otherwise stated)

for the 3 months ended	Sep 30, 2023						Sep 30, 2022
	Wholly-owned			Consolidated	JV		Proportionally Combined
	FIBRA	Industrial	Retail		Retail	Industrial <sup>2</sup>	
<b>(Loss)/Profit for the period per Interim Financial Statements</b>	<b>(274.3)</b>	<b>2,261.9</b>	<b>84.2</b>	<b>2,071.8</b>	<b>37.9</b>	<b>66.4</b>	<b>2,176.1</b>
<b>Adjustment items:</b>							
Tenant improvements amortization	-	34.9	-	34.9	0.2	-	35.1
Leasing commissions amortization <sup>1</sup>	-	22.8	1.8	24.5	0.9	0.0	25.5
Painting expense	-	6.5	0.1	6.6	-	-	6.6
Foreign exchange loss/(gain)	339.8	133.0	0.0	472.8	-	(0.6)	472.2
Net unrealized FX gain on investment property	-	(1,285.0)	-	(1,285.0)	-	(25.5)	(1,310.5)
Revaluation (gain)/loss on investment properties	-	(611.5)	(18.9)	(630.4)	(8.2)	(26.3)	(664.8)
Unrealized (gain) on interest rate swaps	(136.0)	-	-	(136.0)	-	-	(136.0)
<b>AMEFIBRA Funds From Operations</b>	<b>(70.4)</b>	<b>562.5</b>	<b>67.3</b>	<b>559.4</b>	<b>30.8</b>	<b>14.0</b>	<b>604.2</b>
Add: Normalized debt costs	(12.0)	-	-	(12.0)	(0.3)	-	(12.3)
Less: Amortization of debt costs per IFRS	-	3.7	0.5	4.2	0.3	-	4.6
<b>Funds From Operations, as modified by FIBRA Macquarie</b>	<b>(82.5)</b>	<b>566.3</b>	<b>67.7</b>	<b>551.6</b>	<b>30.9</b>	<b>14.0</b>	<b>596.5</b>

1. 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 (78.6%) 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.

**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 78.6% interest) has been included in the above.



# Net Assets by Segment

FIBRA  
Macquarie  
México



(In Ps. Millions unless otherwise stated)	Sep 30, 2023							Sep 30, 2022
	Wholly-owned			Consolidated	JV		Proportionally	Proportionally
	FIBRA	Industrial	Retail		Retail	Industrial	Combined	Combined
Current assets								
Cash and cash equivalents	385.0	68.9	51.3	505.2	13.6	13.5	532.3	722.6
Trade receivables, net <sup>1</sup>	-	18.4	1.8	20.2	2.6	0.0	22.7	28.8
Other receivables	-	0.0	-	0.0	-	-	0.0	0.0
Other assets	43.9	31.2	9.8	84.9	3.9	55.8	144.6	86.7
Total current assets	429.0	118.4	62.9	610.2	20.1	69.3	699.6	838.1
Non-current assets								
Other receivables	-	-	-	-	-	-	-	-
Restricted cash	-	14.6	-	14.6	10.2	-	24.8	28.0
Other assets	-	156.2	26.6	182.8	18.2	16.9	217.9	265.0
Goodwill	-	841.6	-	841.6	-	-	841.6	841.6
Investment properties	-	43,619.5	4,399.7	48,019.2	1,705.3	1,255.6	50,980.1	51,470.5
Derivative financial instruments	-	354.7	-	354.7	-	-	354.7	186.8
Total non-current assets	-	44,986.5	4,426.3	49,412.9	1,733.7	1,272.5	52,419.1	52,792.0
Total assets	429.0	45,104.9	4,489.2	50,023.1	1,753.8	1,341.8	53,118.7	53,630.1
Current liabilities								
Trade and other payables	100.9	389.9	37.3	528.1	21.8	1.8	551.6	543.8
Interest-bearing liabilities	0.0	-	-	0.0	556.4	-	556.4	5,080.7
Other liabilities	-	3.3	-	3.3	-	-	3.3	3.7
Tenant deposits	-	20.4	2.1	22.6	-	-	22.6	26.1
Total current liabilities	100.9	413.6	39.5	553.9	578.1	1.8	1,133.8	5,654.3

**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 78.6% interest) has been included in the above.

**1.** 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)	Sep 30, 2023						Sep 30, 2022
	Wholly-owned			Consolidated	JV		Proportionally
	FIBRA	Industrial	Retail		Retail	Industrial	Combined
<b>Non-current liabilities</b>							
Trade and other payables	-	-	-	-	-	-	49.8
Tenant deposits	-	281.1	29.6	310.7	18.1	8.1	348.3
Interest-bearing liabilities	11,124.9	4,994.8	-	16,119.7	-	-	12,467.2
Deferred income tax	-	25.7	-	25.7	-	-	26.5
Other liabilities	-	5.1	-	5.1	-	-	8.4
<b>Total non-current liabilities</b>	<b>11,124.9</b>	<b>5,306.8</b>	<b>29.6</b>	<b>16,461.3</b>	<b>18.1</b>	<b>8.1</b>	<b>12,900.3</b>
<b>Total liabilities</b>	<b>11,225.8</b>	<b>5,720.4</b>	<b>69.0</b>	<b>17,015.2</b>	<b>596.2</b>	<b>9.9</b>	<b>18,554.6</b>
<b>Net (liabilities)/assets</b>	<b>(10,796.8)</b>	<b>39,384.5</b>	<b>4,420.2</b>	<b>33,007.9</b>	<b>1,157.6</b>	<b>1,332.0</b>	<b>35,075.5</b>

**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 78.6% interest) has been included in the above.

# 3Q23 Key financial metrics by segment

FIBRA  
Macquarie  
México



Metric	Ps. m							US\$m						
	Wholly-Owned			Consol	Joint Venture		Prop Combined	Wholly-Owned			Consol	Joint Venture		Prop Combined
	FIBRA	Industrial	Retail		Retail	Industrial <sup>2</sup>		FIBRA	Industrial	Retail		Retail	Industrial <sup>2</sup>	
Total revenues	0.0	843.4	124.5	968.0	65.5	14.4	1,047.8	0.0	49.4	7.3	56.7	3.8	0.8	61.4
NOI	(0.0)	756.3	91.6	847.9	42.6	13.8	904.3	(0.0)	44.3	5.4	49.7	2.5	0.8	53.0
NOI Margin	n/a	89.7%	73.5%	87.6%	65.1%	96.0%	86.3%	n/a	89.7%	73.5%	87.6%	65.1%	96.0%	86.3%
EBITDAre <sup>1</sup>	(76.8)	759.3	91.3	773.8	42.4	13.7	829.9	(4.5)	44.5	5.4	45.4	2.5	0.8	48.7
EBITDAre Margin	n/a	90.0%	73.3%	79.9%	64.8%	95.5%	79.2%	n/a	90.0%	73.3%	79.9%	64.8%	95.5%	79.2%
FFO	(82.5)	566.3	67.7	551.6	30.9	14.0	596.5	(4.8)	33.2	4.0	32.3	1.8	0.8	35.0
FFO Margin	n/a	67.1%	54.4%	57.0%	47.2%	97.6%	56.9%	n/a	67.1%	54.4%	57.0%	47.2%	97.6%	56.9%
AFFO	(82.5)	448.2	69.1	434.8	29.8	1.3	466.0	(4.8)	26.3	4.1	25.5	1.7	0.1	27.3
AFFO Margin	n/a	53.1%	55.5%	44.9%	45.6%	8.8%	44.5%	n/a	53.1%	55.5%	44.9%	45.6%	8.8%	44.5%
AMEFIBRA defined FFO	(70.4)	562.5	67.3	559.4	30.8	14.0	604.2	(4.1)	33.0	3.9	32.8	1.8	0.8	35.4
AMEFIBRA defined FFO Margin	n/a	66.7%	54.0%	57.8%	47.1%	97.6%	57.7%	n/a	66.7%	54.0%	57.8%	47.1%	97.6%	57.7%

1. 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 17.0582, which is the average FX for the quarter. Interest expense for unsecured debt is allocated between unencumbered Industrial and Retail assets based on the proportion of 3Q23 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 78.6% interest) has been included in the above.



FIBRA  
Macquarie  
México

# 05

## Debt Profile



# Debt overview

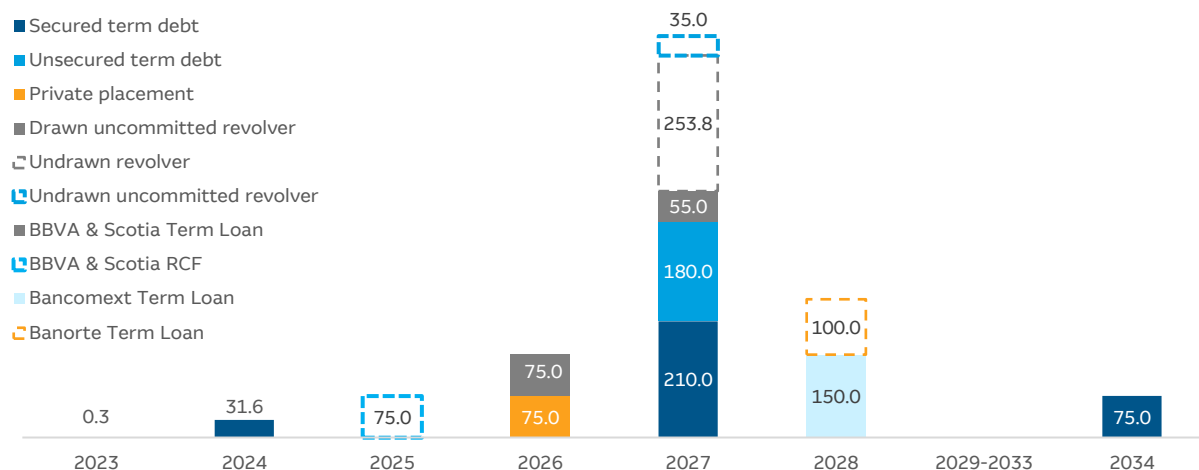
FIBRA  
Macquarie  
México



## Overview

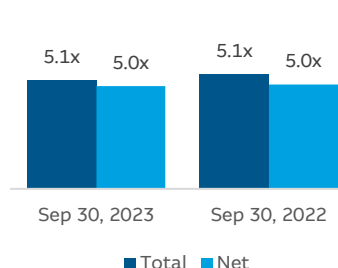
- CNBV Regulatory LTV of 30.8% and Regulatory Debt Service Coverage Ratio of 5.2x
- Real Estate net LTV of 33.5% and weighted average cost of debt of 5.6% per annum
- Liquidity of US\$359m available via undrawn committed revolver and surplus cash
- 69.7% of property assets are unencumbered<sup>1</sup>
- Average debt tenor remaining of 4.3 years

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

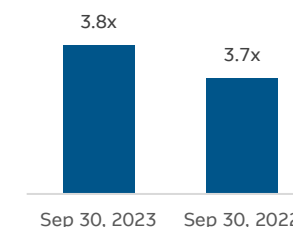


## Key debt ratios<sup>2</sup>

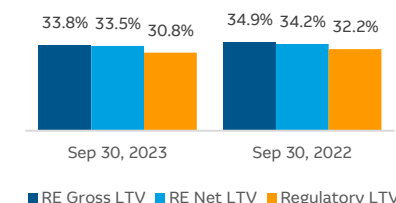
Total and net debt  
to EBITDA<sup>3</sup>



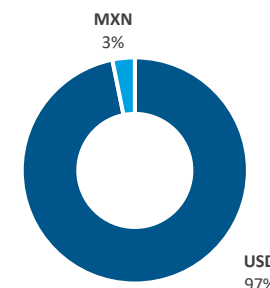
Interest coverage<sup>4</sup>



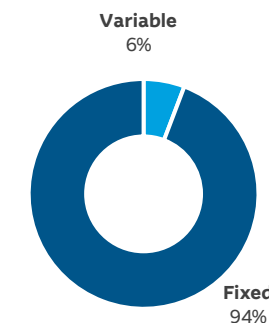
Real estate gross<sup>5</sup>, net  
and regulatory LTV



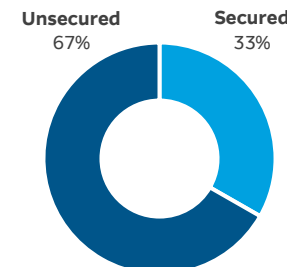
By currency



By interest rate type



By security type  
(secured debt / unsecured debt)










1. Percentage of investment properties value. 2. Proportionately combined result, including interest rate swap on variable rate term loans, as applicable, FX: Ps. 17.6195 per US\$. 3. Debt/EBITDA calculated using LTM EBITDA (3Q23) using an average FX rate of 18.2955 along with EoP debt balances converted to USD at an FX rate of 17.6195. 4. 3Q23 LTM NOI / 3Q23 LTM interest expense. 5. Gross debt / total RE assets per latest independent valuation adjusted for FX and land at cost - on a proportionally combined basis, excludes surplus cash reserves. Net real estate LTV ratio calculated as (debt - cash - sales proceeds receivable + escrow deposits) / (total properties at market value + land reserves) proportionally combined.

# Debt Disclosure

## Outstanding loans as at September 30, 2023

### Debt associated with wholly-owned properties

Lenders	ESG component	Ccy	Balance US\$ m <sup>1</sup>	Balance Ps. mm <sup>1</sup>	Interest type (Fixed/ Variable)	Interest rate p.a.	Amortization <sup>2</sup>	Security type	Commencement date	Maturity date
Various Insurance Companies through a Note Purchase and Guaranty Agreement - Term Loan		USD	75.0	1,321.5	Fixed	5.71%	Interest Only	Unsecured	30-Sep-16	30-Sept-26
Various Banks through a Credit Facility - Committed Revolving Credit Facility		USD	-	-	Variable	30-day SOFR + 1.925% <sup>3</sup>	Interest Only	Unsecured	09-Dec-22	09-Dec-26
Various Banks through a Credit Facility - Term Loan		USD	75.0	1,321.5	Fixed	5.81% <sup>4</sup>	Interest Only	Unsecured	09-Dec-22	09-Dec-26
Various Banks through a Credit Facility - Committed Revolving Credit Facility		USD	-	-	Variable	30-day SOFR + 2.05% <sup>5</sup>	Interest Only	Unsecured	5-Apr-22	1-Apr-27
		Ps.	-	-	Variable	28-day TIIE + 1.70% <sup>5</sup>				
Various Banks through a Credit Facility - Term Loan		USD	180.0	3,171.5	Fixed	4.64% <sup>6</sup>	Interest Only	Unsecured	5-Apr-22	1-Apr-27
BBVA México - Revolving Credit Facility <sup>7</sup>		USD	55.0	969.1	Variable	30-day SOFR + 1.40%	Interest Only	Unsecured	28-Jun-22	28-Jun-27
Metropolitan Life Insurance Company - Term Loan		USD	210.0	3,700.1	Fixed	5.38%	Interest Only	Guaranty Trust, among others <sup>8</sup>	13-Sep-17	1-Oct-27
Banorte - Term Loan		USD	100.0	1,762.0	Fixed	5.78% <sup>9</sup>	Interest Only	Unsecured	14-Jun-23	14-Jun-28
Bancomext - Term Loan		USD	150.0	2,642.9	Fixed	5.67% <sup>10</sup>	Interest Only	Unsecured	15-Jun-23	23-Jun-28
Metropolitan Life Insurance Company - Term Loan		USD	75.0	1,321.5	Fixed	5.23%	Interest Only	Guaranty Trust, among others <sup>8</sup>	22-May-19	1-Jun-34
<b>Total</b>			<b>920.0</b>	<b>16,209.9</b>						

### Debt associated with JV Trusts<sup>11</sup>

Lender	Ccy	Balance US\$ m <sup>1</sup>	Balance Ps. mm <sup>1</sup>	Interest type (Fixed/ Variable)	Interest rate p.a.	Amortization	Security type	Commencement date	Maturity date
Metropolitan Life Insurance Company - Term Loan	Ps.	31.6	556.7	Fixed	8.50%	Principal and Interest <sup>12</sup>	Guaranty Trust, among others <sup>8</sup>	6-Dec-16	1-Jan-24
<b>Total</b>		<b>31.6</b>	<b>556.7</b>						
<b>Total Wholly-Owned + JV Proportionate Share</b>		<b>951.6</b>	<b>16,766.6</b>		<b>5.56%</b>				

**1.** Excludes upfront borrowing costs which, if capitalized, are amortized over the term of the relevant loan. FX: Ps. 17.6195 per USD. **2.** Interest only, subject to compliance with certain debt covenants. **3.** As of September 30, 2023, the Committed Revolving Credit Facility had available undrawn commitments of US\$75.0 million with a variable interest type calculated at 30-day SOFR + 0.10% SOFR adj + 1.825% p.a. spread (includes ESG adj). Three-year committed revolving credit facility, which can be extended for one additional year. **4.** Fixed by a corresponding interest rate swap. Term loan has a variable interest type calculated at 90-day SOFR + 0.15% SOFR adj + 1.90% p.a. spread (includes ESG adj). **5.** As of September 30, 2023, the Committed Revolving Credit Facility had available undrawn commitments of US\$180.0 million (USD tranche) and Ps.1.3 billion (Peso tranche) totaling to USDe253.8 million. The variable interest type calculated at 30-day SOFR + 0.10% adj + 1.95% p.a. spread (includes ESG adj) and 28-day TIIE + 1.70% (includes ESG adj) respectively **6.** Fixed by a corresponding interest rate swap. Term loan has a variable interest type calculated at 90-day SOFR + 0.15% SOFR adj + 1.95% p.a. spread (includes ESG adj). **7.** As of September 30, 2023, the BBVA México - Revolving Credit Facility had an undrawn uncommitted amount of US\$35.0 million. **8.** 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. **9.** Fixed by a corresponding interest rate swap. Term loan has a variable interest type calculated at 90-day SOFR + 1.95% p.a. spread. **10.** Fixed by a corresponding interest rate swap. Term loan has a variable interest type calculated at 90-day SOFR + 1.85% p.a. spread. **11.** Amounts stated represent FIBRA Macquarie's proportionate share. **12.** 27 years amortization of principal starting in 2020. **Note:** All interest rates are inclusive of applicable withholding taxes.



# CNBV Regulatory Ratios

FIBRA  
Macquarie  
México



		3Q23	
		Ps.'000	
Leverage ratio			
Bank debt <sup>1</sup>		16,179,161	
Bonds		-	
Total assets		52,522,499	
Leverage ratio =		$\frac{16,179,161}{52,522,499}$	= 30.8%
Debt service coverage ratio (ICD <sub>t</sub> ) <sup>2</sup>			
		t=0	Ps.'000 $\sum_{t=1}^4$
AL <sub>0</sub>	Liquid assets	518,689	-
IVA <sub>t</sub>	Value added tax receivable	-	-
UO <sub>t</sub>	Net operating income after dividends	-	1,300,872
LR <sub>0</sub>	Revolving debt facilities	-	5,792,593
I <sub>t</sub>	Estimated debt interest expense	-	946,699
P <sub>t</sub>	Scheduled debt principal amortization	-	-
K <sub>t</sub>	Estimated recurrent capital expenditures	-	267,166
D <sub>t</sub>	Estimated non-discretionary development costs	-	255,289
ICD <sub>t</sub> =		$\frac{518,689 + 1,300,872 + 5,792,593}{946,699 + 267,166 + 255,289}$	= 5.2x (Regulatory Minimum 1.0x)
RE LTV =		Gross Debt	= US\$ 951,595,046 33.8%
		2Q23 External Valuation + E&D WIP at Cost	= US\$ 2,812,131,205
Net RE LTV =		Net debt + Tenant deposits	= US\$ 941,946,578 33.5%
		2Q23 External Valuation + E&D WIP at Cost	= US\$ 2,812,131,205

1. 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.

2. Assuming no extraordinary distribution.

# 06

## 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 relative to maintenance capex.
<b>FFO Items</b>	
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.
<b>AFFO items</b>	
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.
<b>Excluded from AFFO</b>	
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

Actual cash deployment for the three months ended	3Q23 Ps. m	3Q22 Ps. m	Var (%)
Financing costs	-	-	NA
Maintenance capital expenditures	(43.1)	(48.7)	(11.5%)
Tenant improvements	(13.8)	(12.8)	8.1%
Above-standard tenant improvements	(0.7)	(1.5)	(50.6%)
Extraordinary maintenance capital expenditures, net of insurance proceeds	(0.9)	0.5	(269.6%)
Leasing commissions	(24.3)	(11.1)	119.9%
Internal platform engineering costs	(4.0)	(1.5)	168.2%
Internal platform leasing costs	(10.2)	(5.3)	93.1%
<b>Subtotal FFO/AFFO Adjustments<sup>1</sup></b>	<b>(97.2)</b>	<b>(80.3)</b>	<b>21.0%</b>
Normalized methodology			
<b>Subtotal FFO/AFFO Adjustments<sup>1</sup></b>	<b>(144.2)</b>	<b>(132.7)</b>	<b>8.6%</b>

1. Excludes straight linings of rents.



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México

# 07

## Appendix



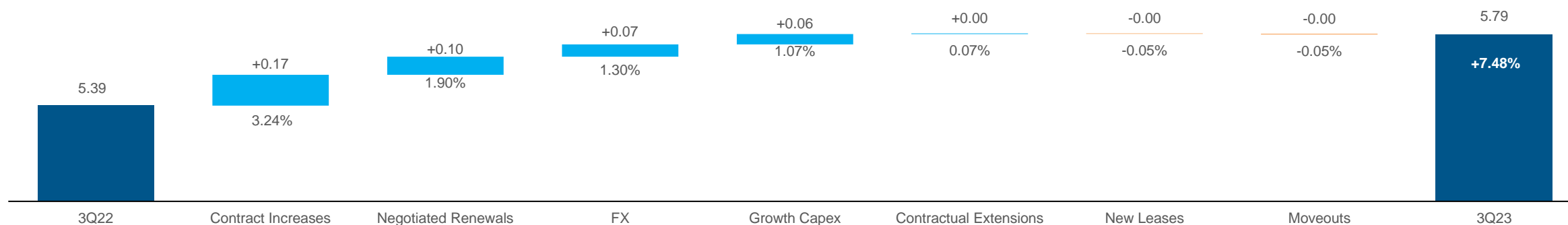
# Rental Rate Bridges

## Year-on-Year

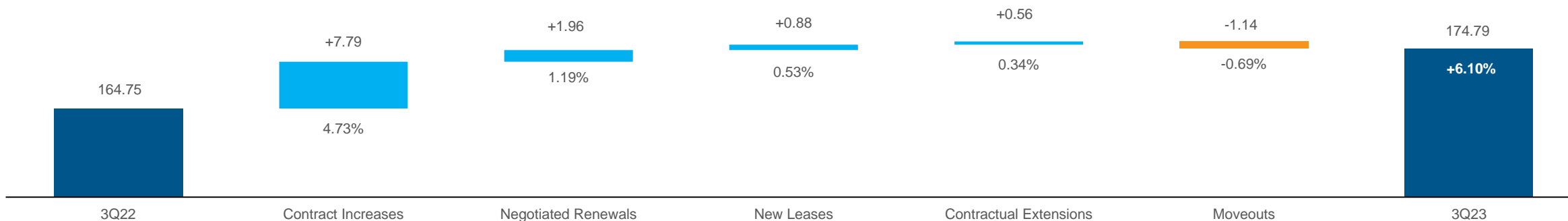
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### Industrial rental rate bridge from 3Q22 to 3Q23 (US\$/sqm/m)



### Retail rental rate bridge from 3Q22 to 3Q23 (Ps./sqm/m)

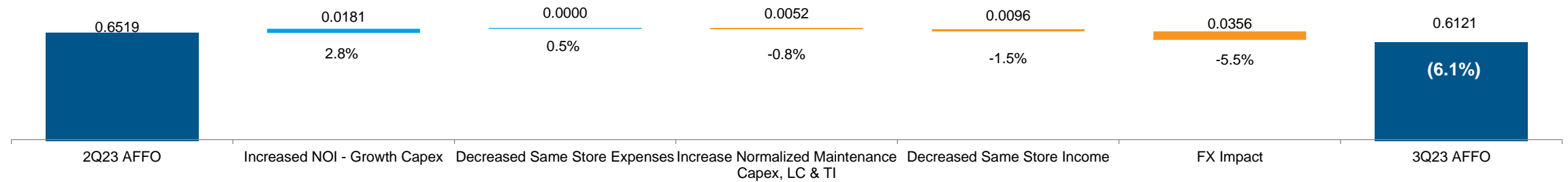


# 3Q23 Quarterly AFFO per Certificate Bridges

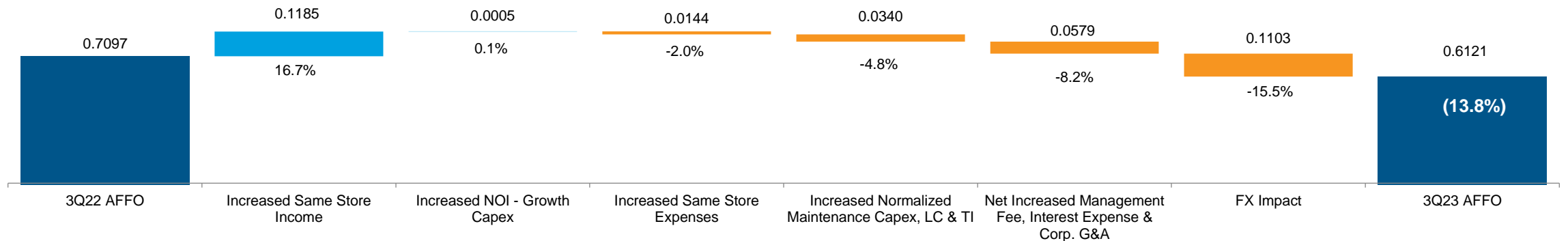
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## AFFO per certificate in Ps. 2Q23 to 3Q23



## AFFO per certificate in Ps. 3Q22 to 3Q23





# Same Store NOI<sup>1</sup>

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## Industrial Portfolio Same Store

### Industrial Portfolio - Same Store

	3Q23	3Q22	Var (%)	9 Months ended Sep 30, 2023 (YTD23)	9 Months ended Sep 30, 2022 (PCP)	Var (%) YTD23 vs PCP
Net Operating Income (Ps. m; inc. SLR)	Ps. 746.8m	Ps. 824.9m	(9.5%)	Ps. 2,354.5m	Ps. 2,441.0m	(3.5%)
Net Operating Income (Ps. m; exc. SLR)	Ps. 763.7m	Ps. 825.6m	(7.5%)	Ps. 2,380.2m	Ps. 2,447.4m	(2.7%)
Net Operating Income (US\$m; inc. SLR)	US\$43.8m	US\$40.7m	7.4%	US\$132.1m	US\$120.4m	9.7%
Net Operating Income (US\$m; exc. SLR)	US\$44.8m	US\$40.8m	9.8%	US\$133.6m	US\$120.7m	10.6%
Net Operating Income Margin (inc. SLR)	89.8%	90.8%	(107 bps)	89.9%	91.2%	(125 bps)
Net Operating Income Margin (exc. SLR)	90.3%	90.3%	(4 bps)	90.2%	91.2%	(104 bps)
Number of Properties	236	236	0	236	236	0
GLA ('000s sqft) EOP	29,953.5	29,976.9	(0.1%)	29,953.5	29,976.9	(0.1%)
GLA ('000s sqm) EOP	2,782.8	2,784.9	(0.1%)	2,782.8	2,784.9	(0.1%)
Occupancy EOP	97.8%	97.0%	82 bps	97.8%	97.0%	82 bps
Average Monthly Rent (US\$/sqm) EOP	5.74	5.39	6.5%	5.74	5.39	6.5%
Customer Retention LTM EOP	91.7%	86.6%	509 bps	91.7%	86.6%	509 bps
Weighted Avg Lease Term Remaining (years) EOP	3.3	3.2	1.0%	3.3	3.2	1.0%
Percentage of US\$ denominated Rent EOP	92.2%	91.7%	48 bps	92.2%	91.7%	48 bps

## Retail Portfolio Same Store

### Retail Portfolio - Same Store

	3Q23	3Q22	Var (%)	9 Months ended Sep 30, 2023 (YTD23)	9 Months ended Sep 30, 2022 (PCP)	Var (%) YTD23 vs PCP
Net Operating Income (Ps. m; inc. SLR)	Ps. 134.2m	Ps. 114.7m	17.0%	Ps. 392.3m	Ps. 331.7m	18.3%
Net Operating Income Margin (inc. SLR)	70.6%	69.5%	108 bps	70.6%	68.9%	177 bps
Net Operating Income (Ps. m; exc. SLR)	Ps. 140.2m	Ps. 128.0m	9.5%	Ps. 411.9m	Ps. 362.6m	13.6%
Net Operating Income Margin (exc. SLR)	73.8%	77.7%	(387 bps)	74.2%	75.3%	(113 bps)
Number of Properties	17	17	-	17	17	-
GLA ('000s sqft) EOP	4,612.6	4,580.6	0.7%	4,612.6	4,580.6	0.7%
GLA ('000s sqm) EOP	428.5	425.6	0.7%	428.5	425.6	0.7%
Occupancy EOP	91.7%	91.0%	70 bps	91.7%	91.0%	70 bps
Average Monthly Rent (US\$/sqm) EOP	\$174.79	\$164.75	6.1%	\$174.79	\$164.75	6.1%
Weighted Avg Lease Term Remaining (years) EOP	3.4	3.0	11.5%	3.4	3.0	11.5%

1. Same Store includes all properties that have been part of the portfolio for the entirety of this period and the prior comparable period.

# Consolidated Same Store NOI<sup>1</sup>

## Consolidated Same Store

Total Portfolio - Same Store	3Q23	3Q22	Var (%)	9 Months ended Sep 30, 2023 (YTD23)	9 Months ended Sep 30, 2022 (PCP)	Var (%) YTD23 vs PCP
Net Operating Income (Inc. SLR)	Ps. 881.0m	Ps. 939.5m	(6.2%)	Ps. 2,746.9m	Ps. 2,772.7m	(0.9%)
Net Operating Income Margin (Inc. SLR)	86.2%	87.6%	(135 bps)	86.6%	87.8%	(122 bps)
Net Operating Income (Exc. SLR)	Ps. 903.9m	Ps. 953.6m	(5.2%)	Ps. 2,792.1m	Ps. 2,810.1m	(0.6%)
Net Operating Income Margin (Exc. SLR)	87.3%	88.4%	(113 bps)	87.4%	88.8%	(140 bps)
Number of Properties	253	253	0	253	253	0
GLA ('000s sqft) EOP	34,566	34,557	0.0%	34,566	34,557	0.0%
GLA ('000s sqm) EOP	3,211	3,210	0.0%	3,211	3,210	0.0%
Occupancy EOP	97.0%	96.2%	80 bps	97.0%	96.2%	80 bps
Average Monthly Rent (US\$/sqm) EOP	\$6.27	\$5.73	9.4%	\$6.27	\$5.73	9.4%
Weighted Avg Lease Term Remaining (years) EOP	3.3	3.2	2.9%	3.3	3.2	2.9%
Percentage of US\$ denominated Rent EOP	73.8%	75.4%	(165 bps)	73.8%	75.4%	(165 bps)

1. Same Store includes all properties that have been part of the portfolio for the entirety of this period and the prior comparable period.

# GLA distribution by market

## Diversified portfolio

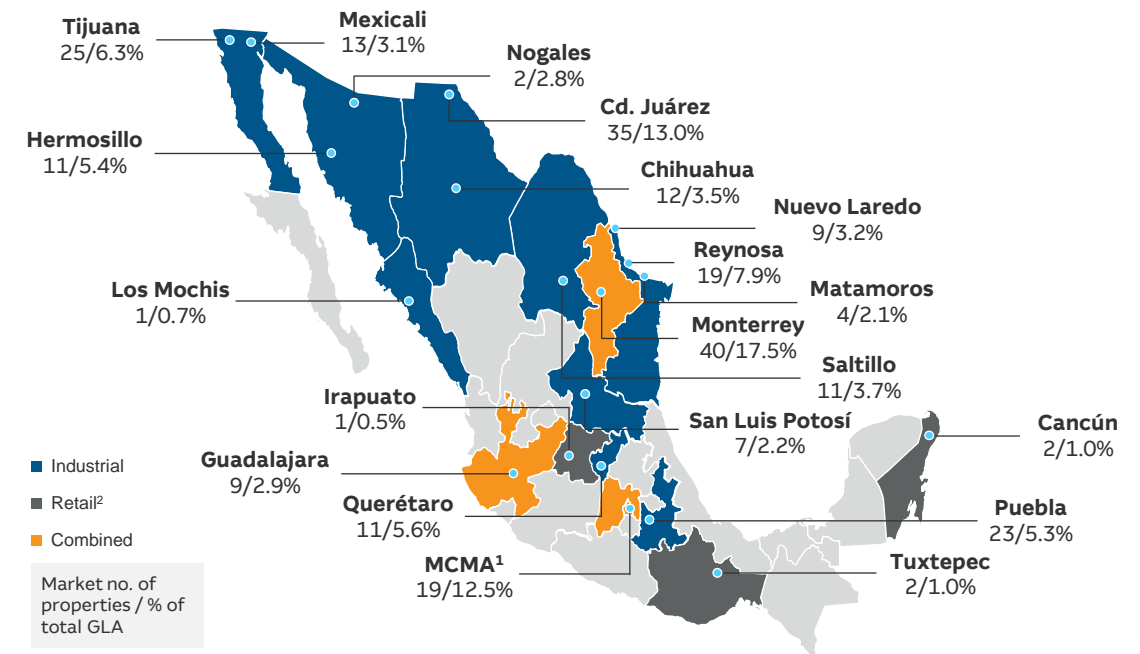
Owning both Industrial and Retail assets provides greater growth opportunity.

City	Region	GLA (sqm 000's)					
		Industrial	%	Retail <sup>2</sup>	%	Total	%
Monterrey	North	545	19.2%	35	8.1%	580	17.5%
Ciudad Juárez	North	429	15.1%	-	-	429	13.0%
MCMA <sup>1</sup>	Central	114	2.3%	298	69.4%	412	12.5%
Reynosa	North	259	9.2%	-	-	259	7.9%
Tijuana	North	207	7.3%	-	-	207	6.3%
Querétaro	Bajío	183	6.5%	-	-	183	5.6%
Puebla	Central	176	6.2%	-	-	176	5.3%
Hermosillo	North	179	6.3%	-	-	179	5.4%
Saltillo	North	122	4.3%	-	-	122	3.7%
Chihuahua	North	115	4.1%	-	-	115	3.5%
Nuevo Laredo	North	105	3.7%	-	-	105	3.2%
Mexicali	North	101	3.6%	-	-	101	3.1%
Guadalajara	Bajío	81	3.1%	13	3.1%	95	2.9%
Nogales	North	93	3.3%	-	-	93	2.8%
San Luis Potosí	Bajío	72	2.5%	-	-	72	2.2%
Matamoros	North	69	2.4%	-	-	69	2.1%
Cancún	South	-	-	34	8.0%	34	1.0%
Tuxtepec	South	-	-	34	7.8%	34	1.0%
Los Mochis	North	22	0.8%	-	-	22	0.7%
Irapuato	Bajío	-	-	15	3.6%	15	0.5%
<b>Total</b>		<b>2,874</b>	<b>100.0%</b>	<b>429</b>	<b>100.0%</b>	<b>3,303</b>	<b>100%</b>

<b>North</b>	2,247	79.3%	35	8.1%	2,281	69.1%
<b>Central</b>	290	8.6%	298	69.4%	588	17.8%
<b>Bajío</b>	337	12.2%	29	6.7%	366	11.1%
<b>South</b>	-	-	68	15.8%	68	2.0%
<b>Total</b>	<b>2,874</b>	<b>100.0%</b>	<b>429</b>	<b>100.0%</b>	<b>3,303</b>	<b>100.0%</b>

## Key market presence

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



1. Mexico City Metropolitan Area (MCMA). 2. Includes nine retail joint venture properties at 100%. Note: All figures are rounded to the nearest decimal point. Any arithmetic inconsistencies are due to rounding.

# Portfolio Distribution by Markets

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## Industrial

City	Total Number of Properties	Total Number of Tenants	Occupancy	GLA (000's sqft)	GLA (000's sqm)	% Industrial GLA	Average Monthly Rent per Leased m <sup>2</sup> (US\$) <sup>1</sup>
Monterrey	39	47	99.6%	5,865.6	544.9	19.0%	5.75
Ciudad Juárez	35	38	100.0%	4,613.4	428.6	14.9%	5.57
Reynosa	19	22	93.1%	2,792.2	259.4	9.0%	5.78
Tijuana	25	34	100.0%	2,231.5	207.3	7.2%	5.94
Hermosillo	11	13	100.0%	1,925.5	178.9	6.2%	6.46
Querétaro	11	12	100.0%	1,974.6	183.4	6.4%	4.99
Puebla	23	30	96.4%	1,899.3	176.5	6.1%	6.47
Saltillo	11	10	87.3%	1,312.8	122.0	4.2%	4.66
Chihuahua	12	13	100.0%	1,242.6	115.4	4.0%	5.21
MCMA	9	15	98.7%	1,226.2	113.9	4.0%	7.68
Nuevo Laredo	9	10	100.0%	1,125.3	104.5	3.6%	5.76
Mexicali	13	21	81.7%	1,091.5	101.4	3.5%	4.81
Nogales	2	2	100.0%	1,004.5	93.3	3.2%	6.09
Guadalajara	8	7	100.0%	876.9	81.5	2.8%	6.68
San Luis Potosí	7	7	100.0%	777.5	72.2	2.5%	6.22
Matamoros	4	4	100.0%	744.0	69.1	2.4%	4.78
Los Mochis	1	1	100.0%	235.2	21.9	0.8%	6.14
<b>Total</b>	<b>239</b>	<b>286</b>	<b>97.9%</b>	<b>30,938.6</b>	<b>2,874.3</b>	<b>100.0%</b>	<b>5.79</b>

## Retail

City	Total Number of Properties	Total Number of Tenants	Occupancy	GLA (000's sqft)	GLA (000's sqm)	% Retail GLA	Average Monthly Rent per Leased m <sup>2</sup> (Ps.) <sup>1</sup>
MCMA	10	405	91.3%	3,204.9	297.7	69.5%	10.00
Monterrey	1	79	79.0%	373.6	34.7	8.1%	13.80
Cancún	2	90	97.8%	366.1	34.0	7.9%	7.94
Tuxtepec	2	70	96.9%	360.8	33.5	7.8%	9.04
Irapuato	1	20	97.8%	165.0	15.3	3.6%	8.67
Guadalajara	1	40	98.2%	142.2	13.2	3.1%	8.69
<b>Total</b>	<b>17</b>	<b>704</b>	<b>91.7%</b>	<b>4,612.6</b>	<b>428.5</b>	<b>100.0%</b>	<b>9.92</b>

1. FX rate: 17.6195

# 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).

1. AFFO may be calculated in a different manner by other market participants thereby limiting its usefulness as a comparative measure. The use of AFFO in the analysis of the financial performance of FIBRA Macquarie should be in addition to and not in lieu of other financial measures as required under IFRS.

# 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 3Q22 and 3Q23 have been owned and operated since, and remain so, from July 1, 2022 until September 30, 2023. 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, 2023. The key assumptions are as follows:
  - The range of reversionary capitalization rates applied to the portfolio were between 7.00% and 10.25% for industrial properties and 9.25% and 11.00% for retail properties.
  - The discount rates applied a range of between 8.50% and 11.75% for industrial properties and 11.75% and 13.50% for retail properties.