

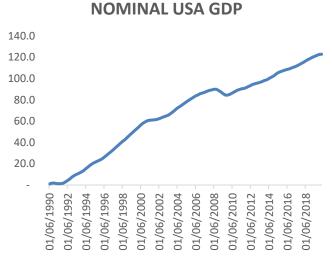
#### Disclaimer

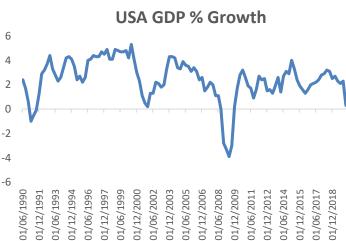
This supplemental information, together with other statements and information publicly disseminated by us, contains "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Such statements reflect management's current views with respect to financial results related to future events and are based on assumptions and expectations that may not be realized and are inherently subject to risks and uncertainties, many of which cannot be predicted with accuracy and some of which might not even be anticipated. Future events and actual results, financial or otherwise, may differ from the results discussed in the forward-looking statements. Risk factors and other factors that might cause differences, some of which could be material, include, but are not limited to, the impact of current lending and capital market conditions on our liquidity, ability to finance or refinance projects and repay our debt, the impact of the current economic environment on the ownership, development and management of our commercial real estate portfolio, general real estate investment and development risks, using modular construction as a new construction methodology, vacancies in our properties, further downturns in the real estate market, competition, illiquidity of real estate investments, bankruptcy or defaults of tenants, anchor store consolidations or closings, international activities, the impact of terrorist acts, our debt leverage and the ability to obtain and service debt, the impact of restrictions imposed by our credit lines and senior debt, the level and volatility of interest rates, effects of a downgrade or failure of our insurance carriers, environmental liabilities, conflicts of interest, risks associated with the sale of tax credits, risks associated with developing and managing properties in partnership with others, the ability to maintain effective internal controls, compliance with governmental regulations, in

# UNDESTANDING FUNO'S COUNTER-CYCLICAL BUSINESS MODEL

- Since IPO FUNO has been designed KNOWING we operate in a cyclical industry and are designed to withstand and overcome challenging times.
- We know and have always stated that we are certain that:
  - A cycle will happen
  - We don't know when or how it will happen
  - We will recover from the cycle.
- Over 200 combined years of experience in Mexico real estate have given our top management team an immense amount of knowledge on how to operate under stressed environments.

### CRISES AND RECOVERY, THE WAY THE WORLD WORKS







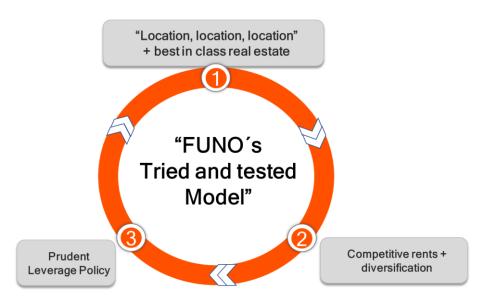


#### Two things we know:

- Real estate prices always follow an upward trend.
- During crises, real estate prices only drop when you have to sell.

F U N O

#### RATIONALE BEHIND FUNO'S BUSINESS MODEL



# Location, Location + Best in class real estate

 There is always going to be a need for well located and best in class real estate.

#### 2. Competitive Rents + Diversification

- Combine No. 1 above with lower than market average rents and the result is higher than market occupancy throughout the business cycle.
- Add to the above a broad diversification of sectors, tenants and geographies and you have the most stable cashflow profile in the industry over time AND through crises times.

#### 3. Prudent use of leverage

 FUNO's business model is supported by a consistent use of leverage. It is not just the amount that matters, but also the type, currency, rate and maturity that define prudence and financial prudence aims at the sustainability and viability of our business through time.



### Location, Location

Our portfolio is focused in the largest and most dynamic states of Mexico

Our top 5 states generate 80% of our ABR





# Location: Industrial portfolio

<u>Logistics</u>: Near to consumption enter and at the heart of the logistics center of Mexico.

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

State	GLA (000's sqm)
STATE OF MEXICO	2,781.6
NUEVO LEON	688.9
CHIHUAHUA	466.0
TAMAULIPAS	452.2
JALISCO	302.9
OUFRETARO	262.4
BAIA CALIFORNIA	187.3
COAHUII A	160.4
PUFBLA	101.0
HIDALGO	51.6
MEXICO CITY	44 9
AGUASCALIENTES	43.4
SAN LUIS POTOSI	32.3
7ACATECAS	30.8
OUINTANA ROO	30.2
GUANAJUATO	28.3
DURANGO	23.2
SONORA	16.0
CHIAPAS	15.6
MORELOS	4.6
TOTAL	5,723.5







# Location: Retail portfolio

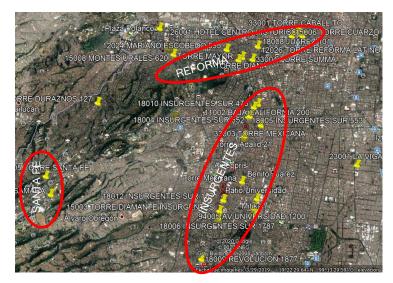
Retail: Close to the visitors and end users, in the heart of the communities we serve.



State	GLA (000's sqm)
MEXICO CITY	528.6
STATE OF MEXICO	478.7
QUINTANA ROO	261.6
JALISCO	234.9
NUEVO LEON	219.6
CHIAPAS	126.4
CHIHUAHUA	98.9
VERACRUZ	93.0
QUERETARO	83.6
SONORA	75.3
YUCATAN	70.3
GUERRERO	68.8
HIDALGO	58.1
GUANAJUATO	55.0
COAHUILA	48.7
NAYARIT	45.8
TLAXCALA	35.5
BAJA CALIFORNIA SUR	33.9
AGUASCALIENTES	33.8
OAXACA	27.3
TAMAULIPAS	24.6
TABASCO	23.9
SINALOA	17.6
MORELOS	15.2
COLIMA	13.2
SAN LUIS POTOSI	7.1
ZACATECAS	7.0
TOTAL	2,786.6

# Location: Office portfolio

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





State	GLA (000's sqm)
MEXICO CITY	980.7
STATE OF MEXICO	146.6
NUEVO LEON	57.5
JALISCO	54.9
QUERETARO	28.6
QUINTANA ROO	14.8
SONORA	5.7
VERACRUZ	5.0
TAMAULIPAS	4.1
BAJA CALIFORNIA	4.1
YUCATAN	4.0
AGUASCALIENTES	1.2
SINALOA	0.8
PUEBLA	0.7
COLIMA	0.4
TOTAL	1,309.0



### **Best in class Assets**

The only way to truly appreciate the quality of a Real Estate asset is to physically visit the asset. Here are a few pictures of our Best in class top quality real estate.

















# Office Portfolio













# **Industrial Portfolio**

















# **Retail Portfolio**

















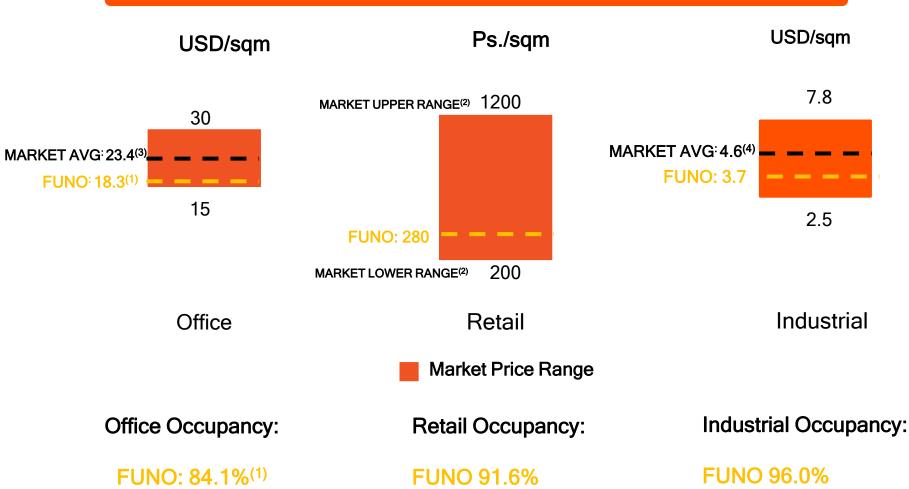




# **FUNO's Competitive Rents**

Market 81.3%<sup>(3)</sup>

#### Competitive Rent Drives Occupancy & Rent Growth



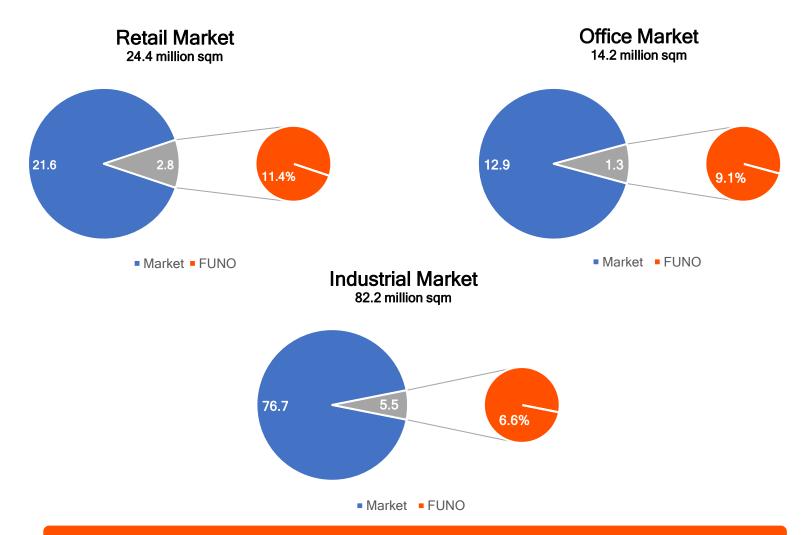
Market 85.6%<sup>(2)</sup>

<sup>(1)</sup> Excluding Centrumpark. Including Centrumpark FUNO's average rent and occupancy are 18 USD/sqm and 80.6% respectively. (2) Source: CBRE Mexico Retail September 2020. (3) Source: CBRE: Mexico city, Guadalajara and Monterrey Office MarketView Q1 2020. (4) CBRE: Mexico Industrial Insight 2019.



Market 95.7%<sup>(4)</sup>

### **FUNO's Operating Context**



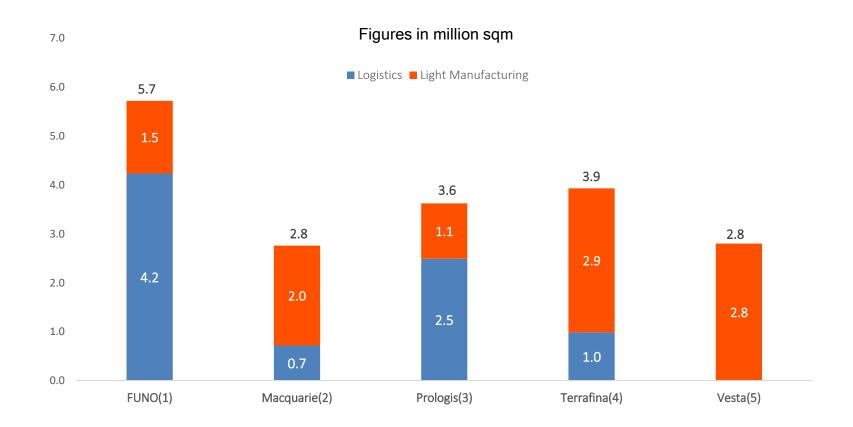
FUNO's competitive rents work because we are a small part of a larger market.

Source: CBRE MarketView Retail 3Q20. CBRE: Mexico city, Guadalajara and Monterrey Office MarketView Q1 2020. CBRE: Mexico Industrial Insight 2019.



### **Industrial Market**

✓ FUNO, indisputable leader in logistics.

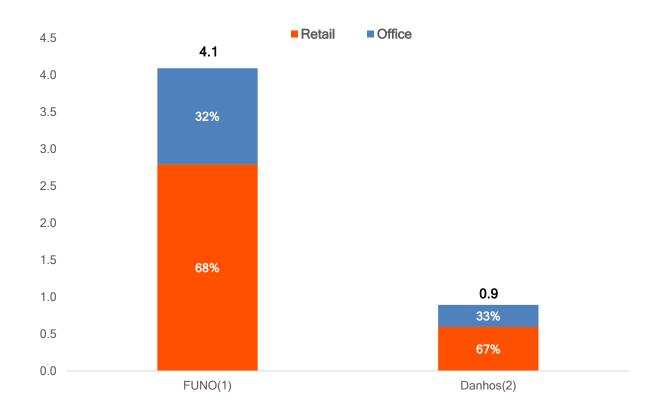


<sup>(1)</sup> As of 3Q20. %Base: ABR (2)Macquarie's 3Q20 report. % Base: ABR (3) Prologis' 3Q20 report. % Base: Net effective rents. (4) Terrafina's 3Q20 report. %Base: GLA. (5) Vesta's 3Q20 report. % Base: GLA.

### **Retail and Office Market**

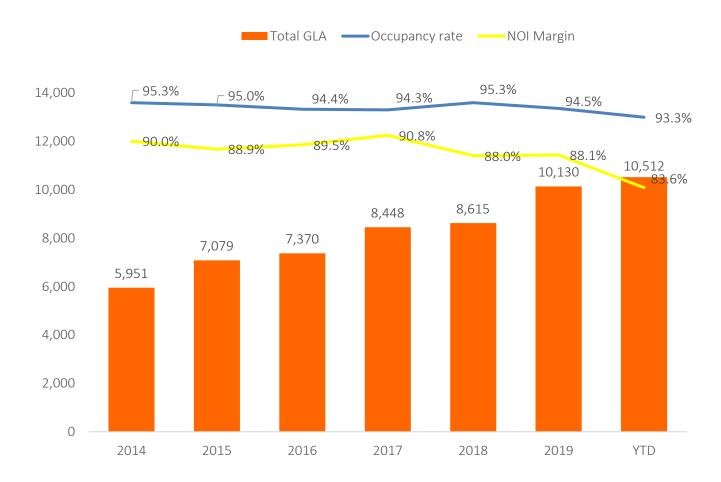
### Comparison vs Mexican peers

Figures in million sqm



# Competitive rent levels & high occupancy levels

Constant GLA growth with consistent high occupancy rate.



# Pre and Post COVID-19 operating results (2Q20)

							Δ%	∆%
		3Q20	2Q20	1Q20	4Q19	3Q19	3Q20vs2Q20	3Q20vs3Q19
Pre-COVID19 revenues	► Rental Revenues <sup>(1)</sup>	4,620.3	4,662.2	4,547.5	4,476.2	4,177.2	-0.9%	10.6%
2Q20 reliefs	➤ COVID-19 Reliefs	-315.5	-237.5				32.8%	100.0%
Reserve for future reliefs	COVID-19 Reserve	-313.0	-606.6				-48.4%	100.0%
	Rental Revenues <sup>(1)</sup> (post-COVID-19							
	support)	3,991.7	3,818.1	4,547.5	4,476.2	4,177.2	4.5%	-4.4%
Pre-COVID19 dividend	Dividend	109.9	91.4	90.4	91.5	92.6	20.2%	18.7%
2Q20 reliefs —	COVID-19 JV reliefs	-24.9	-23.3				7.2%	100.0%
	Dividend (post-COVID-19 support)	85.0	68.1	90.4	91.5	92.6	24.7%	-8.3%
	Management fees	21.1	34.3	48.0	40.3	43.6	-38.5%	-51.7%
	Total property Income	4,097.8	3,920.5	4,685.9	4,608.1	4,313.4	4.5%	-5.0%
	Administrative Expenses	-435.5	-426.1	-387.3	-354.3	-298.9	2.2%	45.7%
Pre-COVID19 maintenance	Tenant Reimbursements - operating							
reimbursements	expenses	-5.0	63.2	63.5	-10.6	-31.4	-107.9%	-84.1%
2Q20 maintenance reliefs	COVID-19 OPEX Reliefs	-16.4	-13.4				22.4%	100.0%
Reserve for future reliefs	COVID-19 OPEX Reserve	-18.4	-92.3				-80.1%	100.0%
	Tenant Reimbursements - operating							
	expenses	-39.8	-42.5	63.5	-10.6	-31.4	-6.3%	27.0%
	Property taxes	-142.0	-138.4	-133.6	-152.6	-143.0	2.6%	-0.7%
	Insurance	-72.2	-68.4	-68.4	-66.6	-65.5	5.5%	10.2%
	Total Operating Expenses	-689.5	-675.5	-525.8	-584.1	-538.8	2.1%	28.0%
NOI Pre-COVID19	NOI (pre-COVID-19 effects)	4,096.6	4,218.2	4,160.1	4,024.0	3,774.6	-2.9%	8.5%
	NOI (Post COVID-19 reliefs)	3,408.3	3,245.0	4,160.1	4,024.0	3,774.6	5.0%	-9.7%
NOI margin Pre-COVID19	NOI margin over Rental revenues (pre-							
5	COVID-19 effects)	86.6%	88.7%	89.7%	88.1%	88.4%	-2.1%	-1.8%
	NOI margin over Rental revenues (Post COVID-19 support)	83.6%	83.5%	89.7%	88.1%	88.4%	0.1%	-4.8%

# Understanding FUNO's financial prudence

Financial prudence is derived not only from the amount of leverage used in the business, but also the type of debt used, rate, maturity and currency. The combination of all of the factors above give FUNO an extremely solid yet flexible balance sheet structure.

#### PRE-CRISIS STADISTICS AS OF 4Q19

Figures in million pesos

#### Debt Rate:

	4Q19 <sup>(1)</sup>	3Q20 <sup>(2)</sup>
Floating Rate	24%	26%
Fixed Rate	76%	74%

Currency:

	4Q19 <sup>(1)</sup>	3Q20 <sup>(2)</sup>
Dollar denominated debt	50%	58%
Peso denominated debt	50%	42%

#### Liens:

	4Q19 <sup>(1)</sup>	3Q20 <sup>(2)</sup>
Secured debt	8%	6%
Unsecured debt	92%	94%

#### Liquidity:

	4Q19 <sup>(1)</sup>	3Q20 <sup>(2)</sup>
Cash	3,043	18,373.9
Commited lines <sup>(3)</sup>	21,238	11,333.8
Approved lines <sup>(4)</sup>	9,000	9,000
Total	33,281	38,707.7

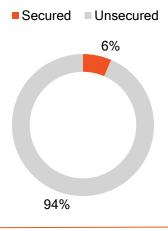
Total liquidity equivalent to 12.2% of assets.

#### Ratios:

	4Q19 <sup>(1)</sup>	3Q20 <sup>(2)</sup>
LTV	38.6%	42.1% <sup>(5)</sup>
USD natural hedge	1.3x	1.3x
DSCR	1.9x	1.6x

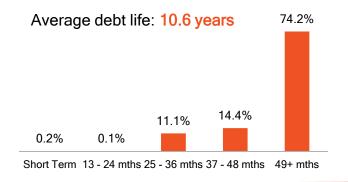
<sup>(1)</sup> Exchange rate: 18.8727 (2) Exchange rate: 22.3598 (3) Our committed revolving credit facility is for Ps. 13,500 million and Us. 410 million.(4) Unused as of August 2020. (5) Including our revolving credit facility LTV is 45.7%

### Understanding FUNO's financial prudence





Enables FUNO to have the flexibility to obtain secured loans. In crises times capital markets financing becomes impossible at ties, and difficult at best. Secured lending allow FUNO maximum flexibility to meet it's obligations.





Longer term debt provides FUNO with no maturities between now and December 2022, almost 26 months from now. Not having to refinance is critically important for the survival of a real estate company.

Figures in million pesos

Total cash
Total available lines
Total committed lines
Total Liquidity

\$ 18,373.9 \$ 9,000 \$ 11,333.8<sup>(1)</sup> **\$ 38,707.7** 



With NO maturities due in the next almost 26 months, FUNO has ample access to liquidity that maximizes the company's flexibility under prevailing uncertain times.



# **Understanding FUNO's DNA**

#### Long Term Total Return Focus → Sustainable Shareholder Value Creation

Dividend Distributions

High Occupancy Rent Collections

=

Dividends

Capital Appreciation through Active Management of our Assets and Opportunities

- Acquisitions
- Developments
- > Re-Developments



**Value Weight** 





# Adding Value Through Development

#### Retail

- 8 properties
- 210,550 sqm
- 5 states

#### Office

- 7 properties
- 322,950 sqm
- 2 states

#### Industrial

- 7 properties
- 711,912 sqm
- 1 state

#### **Mixed Use**

- 1 property
- 115,324 sqm
- 1 state









FUNO has developed 20 properties for more tan 1.3 million sqm of our current GLA.



### **CAPEX - 2020**

#### **RE-DEVELOMPENT**

Project	Segment	Pending CAPEX (Ps. mm)	CAPEX 2020	Stabilized NOI (Ps. mm)	Delivery Date
Galerias Valle Oriente (expansion)	Retail/Office/Others	618.0	882.0	185.0	4Q′21

#### **ACQUISITIONS PIPELINE**

Segment	Investment Pipeline 2020 (Ps. mm)	Stabilized NOI (Ps. mm)	Estimated closing date
Industrial	756 <sup>(2)</sup>	75.6	1Q21
Retail	1,355	106	4Q20
Others	0	0	
TOTAL	2,111	181.6	

#### **ASSETS RECYCLING PIPELINE**

Segment	Divestment <sup>(1)</sup> (Ps. mm)	Estimated closing date
Industrial	1,341.6	4Q20
Office	0	
Land		
TOTAL	1,341.6	

# Mitikah Update

Mitikah is ahead of schedule on units sold as well as pre-leasing

Residential	Retail	Office Space	
~85% units sold	~88% Leased	~94% Leased <sup>(1)</sup>	

As of 3Q20 construction's phase one is at 82.5% completed.

1 million sqm GBA

Total Stabilized GLA: 337,410 sqm

# Ability to create value - Mitikah Investment Cost

**FUNO's Investment** 

Land Acquisition Price

Rents Collected (Colorado Portfolio)

**Total Cost** 

Helios Fee Structure

**Fund Management Fee** 

**Development Fee** 

Total Fee Income

**Total Asset Cost (Net of Fees)** 

1.25% on Ps. 6,000 mm

3% on Ps. 21,000 mm

Figures in Ps. mm

Cost

4,400

-600

3,800

Cost

750

630

1,380

2,420

COST

MITIKAH's NOI

YOC

2,420

 $1,240^{(1)}$ 

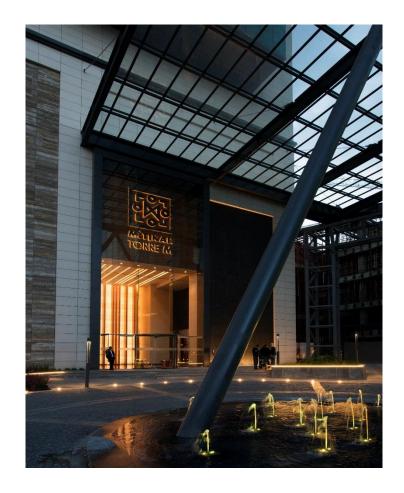
51.2%

FUNO's 62% ownership



# Mitikah - Torre M

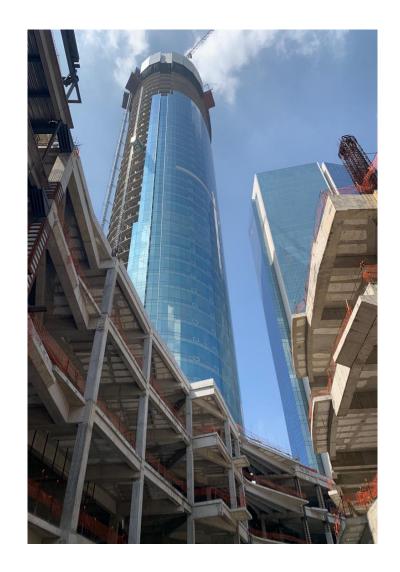






# Mitikah - Condo Tower







# Mitikah - Retail Area

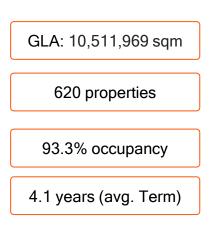


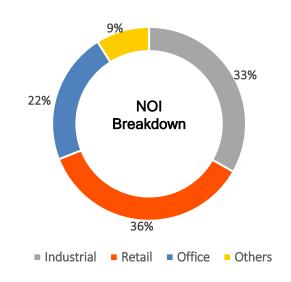




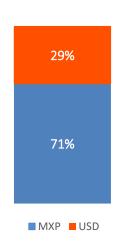
### About us

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





#### Leases by curency









#### **TOP TENANTS - RETAIL**

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

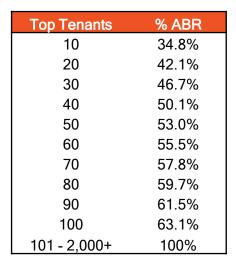




















Cinépolis.

















### **TOP TENANTS - OFFICE**

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



**Deloitte.** 



Top Tenants	% ABR
10	36.1%
20	44.6%
30	49.8%
40	53.8%
50	56.9%
60	59.1%
70	61.1%
80	62.7%
90	64.1%
100	65.3%
100 - 450+	100%

























### **TOP TENANTS - INDUSTRIAL**

Fibra Uno's industrial portfolio has over 450 tenants who cherish their proximity to main highways, roads and connection points to the whole country.







Top Tenants	% ABR
10	16.7%
20	27.3%
30	35.4%
40	41.8%
50	47.2%
60	51.9%
70	56.1%
80	59.8%
90	63.0%
100	66.0%
100 - 450+	100%

















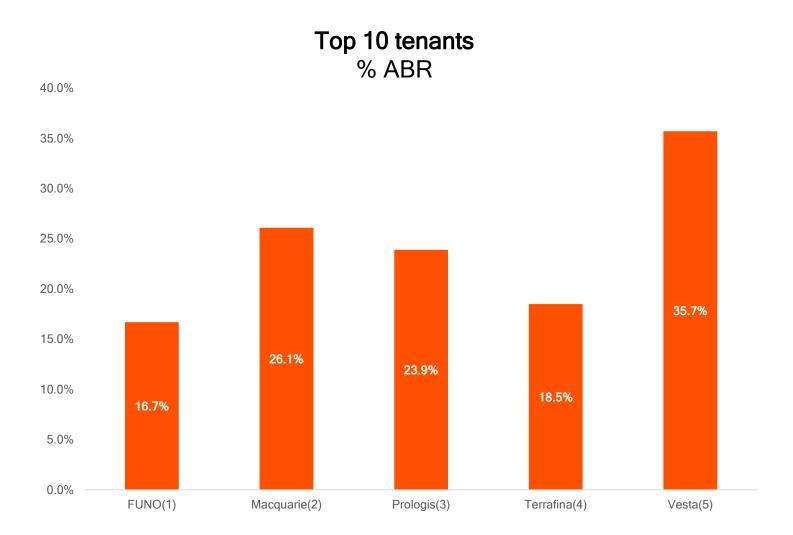








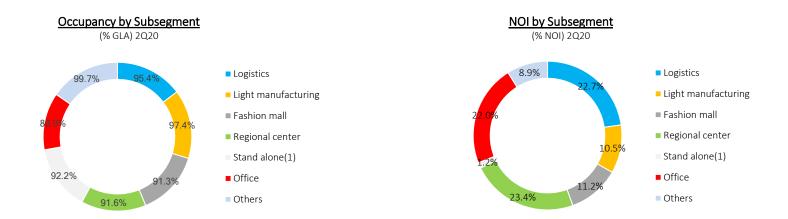
### Industrial tenant diversification vs peers





# **Subsegment Breakdown**

Subsegment <sup>(3)</sup>	Total GLA <sup>(5)</sup>	Occupied GLA <sup>(5)</sup>	% Occupancy (5)	\$/sqm/month	NOI <sup>(4)</sup> 3Q20
	(000 sqm)	(000 sqm)		(Ps.)	(Ps. 000)
Logistics	4,207.8	4,015.8	95.4%	87.0	914,488.5
Light manufacturing	1,506.5	1,466.7	97.4%	106.4	424,196.8
Fashion mall	611.1	557.7	91.3%	362.3	452,892.1
Regional center	1,935.2	1,772.6	91.6%	227.8	940,722.5
Stand alone (1)	174.6	161.0	92.2%	117.1	49,221.6
Office	1,195.3	966.4	80.9%	390.0	887,190.8
Others	692.9	691.0	99.7%	205.9	359,343.1
Total	10,323.3	9,631.1	93.3%	171.2	4,028,055.3

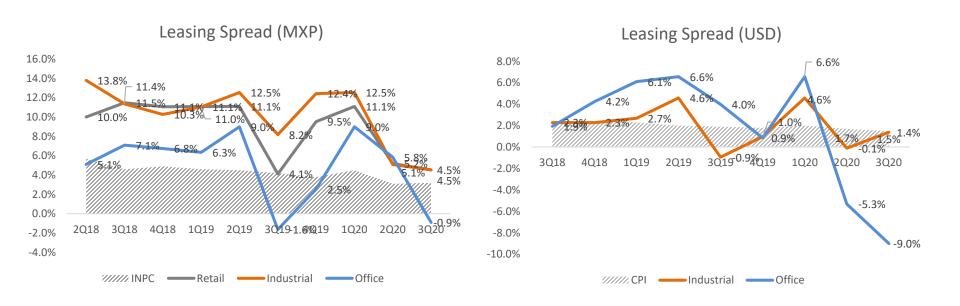


(1) Properties from the Red Portfolio are classified as *Others*, with the exception of Office buildings (2) Office NOI includes 100% of Centro Bancomer as we consolidate Mitikah; however, only 62% corresponds to FUNO.(3) Classification different from segment classification. (4) NOI at property level. (5) It does not consider *In Service* SQM.



# **Leasing Spread**

Leasing Spread is the change in rent price per sqm of our different segments. It considers contracts that suffered changes compared to the same contracts in the previous year.



Note: As Retail USD leases are not representative, they're not included in the USD leasing spread.



# **Corporate Governance**

#### **Philosophy**

FUNO's philosophy is one of absolute respect and fair treatment, to all stakeholders, who not only trust in us, but also invest in our organization. We are committed to our tenants, CBFI holders, to the people and enterprises we make businesses with and to all communities we operate it; as well as with our employees. Hence, we believe in the implementation of the highest ethical standards to continue delivering positive impacts for all.

#### **Technical Committee**

FUNO is a Trust Fund, hence our Technical Committee is the equivalent to the Board of Directors.

5 Independent Members <sup>(1)</sup>	7 Proprietary		
Rubén Goldberg	Moisés El-mann		
Herminio Blanco	André El-mann		
Ignacio Trigueros	Max El-mann		
Antonio Franck	Abude Attié		
Alberto Mulás	Isidoro Attié		
	Elías Sacal		
	Jaime Kababie		

#### **Committees**

- ✓ Audit Committee 100% Independent
- ✓ Practices Committee 100% independent
- ✓ Nomination and compensation committee 60% independent

#### Advisor's alignment

Founding families own around **30%** of Fibra Uno, fostering **alignment** with CBFIs holders.

#### **CBFIs holders assembly**

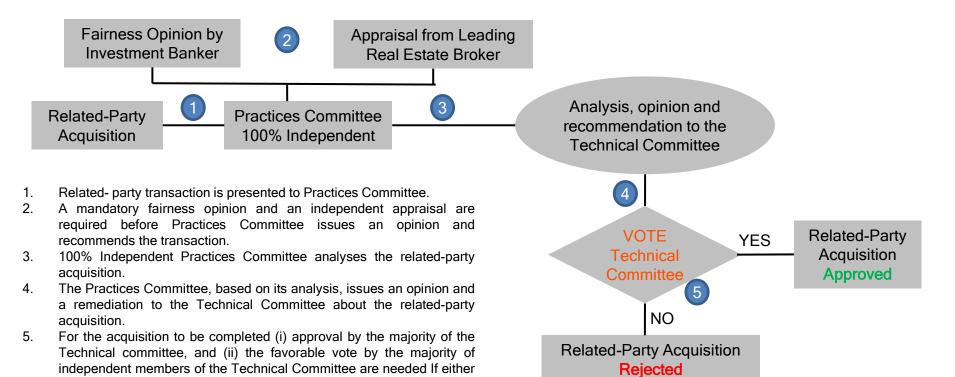
To the extent possible we aim for:

- We unbundle topics to be voted individually.
- Compensations are approved and disclosed in our annual CBFIs holder's assembly.
- We published relevant information 30 days prior to the assembly.



# **Corporate Governance**

#### **Related-Party Transactions**



#### **Additional FUNO rights**

Whenever the controlling families sell a Real Estate asset, FUNO has the first right to buy.

of those requirements is not met, the acquisition is rejected.

Whenever the controlling families wish to acquire an asset, it must first offer the they to FUNO.

There is a commitment from the controlling families to transfer all their Real Estate<sup>(1)</sup> for lease to FUNO.



### ESG 2030 Goals

- ✓ Reduce energy intensity by 5% by 2023.
- Reduce water consumption 30% by 2030.
- Zero Waste by 2030.
- Reduce 20% of energy intensity by 2030.
- ✓ Increase our LEED Certified sqm to 1 million.
- Zero work related accidents
- Zero fatalities
- √ 5% of FUNO's workforce comes from minority groups other than women by 2023.
- √ 100% of our properties have implemented a flagship Social Initiative by 2028
- √ 100% of our property managers have taken the FUNO way training by 2023.

# Our approach

6 strategic action lines



#### **ESG** current activities:

- Water stress analysis (performed in 2019)
- Climate change risk assessment consisting of 3 phases and considers 2 pathways of the IPCC (Intergovernmental Panel of Climate Change).
  - Follows TCFD guidelines.
- Energy and water management programs, to reduce our consumption and intensity with specific focus on retail and offices.
  - Retrofitting.
  - Submetering.
  - BMS.
  - Remote Monitoring and automation.
- Waste management initiatives to be implemented in phases; working with 5 of our most relevant tenants.



### **ESG** current activities:

 Analyzing building certifications schemes (LEED, BOMA and EDGE) for office and industrial segments.







- Working on engagement initiatives to reduce turnover rate.
  - Include vulnerable groups.
  - Company wide social projects.
- Diversity at workplace.
- Ethics line.
- Certified supplier scheme.





### **Our Credentials**



Global Emerging Markets Index







MILA Index (Peru, Chile, Colombia & Mexico)





### Guidelines we follow:









# Additional entities we report to:













