

Fibra Danhos

Investor Relations Presentation

1Q 2023



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Why Fibra Danhos?

- **Proven track record on Real Estate development**, with sustained growth and profitability.
- **Strong balance sheet**: sound financial structure with minimal leverage (9.3% LTV).
- **Premier quality assets** in retail and office segments. We strive for quality rather than quantity.
- **High exposure to a growing middle class and domestic consumption.**
- **Highest alignment of incentives.** Our Control Trust holds ~40% of the Outstanding CBFIs.
- **Investment Properties represent ~98% of Total Assets.**
- **Stable cashflow generation** with constant distributions of up to 10.1% dividend yield*.
- **Portfolio resiliency**, constant affluence and NOI margin under stressed economic environment.
- **Constantly exploring investment opportunities** that can enhance the value of our portfolio.
- **Efficient operation through a strict expense control.**
- **Robust corporate governance**, in line with best corporate practices.

Fibra Danhos' Financial & Operating Snapshot

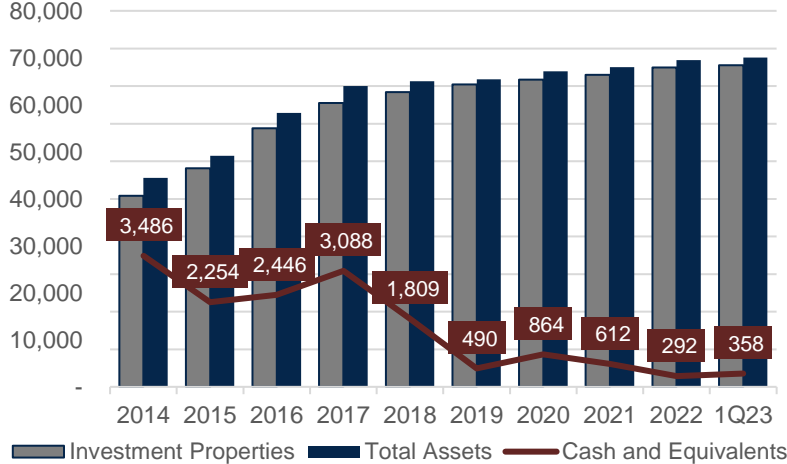
For three months ended				
Financial	March, 31st 2023	March, 31st 2022	March, 31st 2021	Change
Total Revenue	1,448,207,578	1,302,299,868	1,026,081,415	11.2%
Net Operating Income	1,132,486,999	1,050,331,090	846,464,090	7.8%
EBITDA	930,452,687	863,193,557	661,660,469	7.8%
Consolidated Net Income	804,607,405	777,900,030	598,409,908	3.4%
Non-controlling interest in Net Income	28,630,933	-	-	NA
FFO	764,365,118	786,830,176	583,299,253	-2.9%
AFFO	939,449,099	840,987,534	612,406,341	11.7%
AFFO per CBFI with economic rights	0.6079	0.5654	0.4187	7.5%
Distribution per CBFI with economic rights	0.6000	0.5800	0.4000	3.4%
AFFO payout ratio	98.7%	102.6%	95.5%	-388
Yield*	10.1%	9.9%	6.4%	14
Operating	March, 31st 2023	March, 31st 2022	March, 31st 2021	Change
Gross Leasable Area (000' sqm) ¹ ,	939.3	891.5	891.8	5.4%
Occupancy Total Properties	85.3%	85.2%	85.2%	9
Average Monthly Fixed Rent per sqm	468.1	407.9	386.6	14.8%
Delinquency Rate	2.05%	3.69%	5.15%	-164
Lease Spread (Operating Portfolio)	7.1%	1.8%	0.6%	528

¹ Considers 50% of Parque Tepeyac's GLA

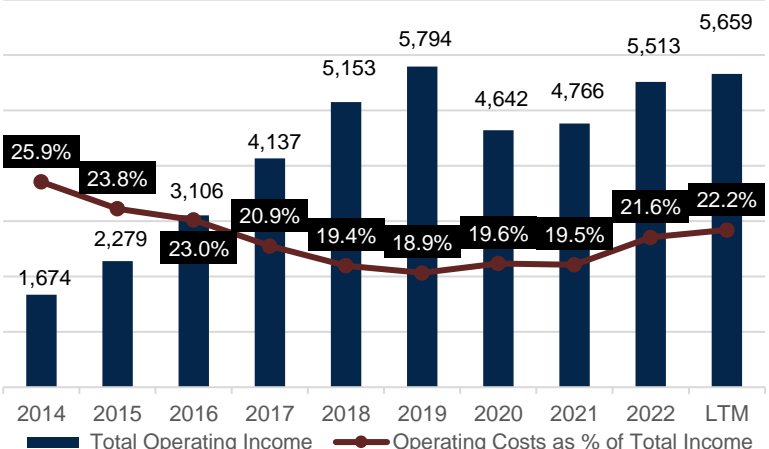
* LTM, based on the share price of Quarter end day.

Key Financial Indicators

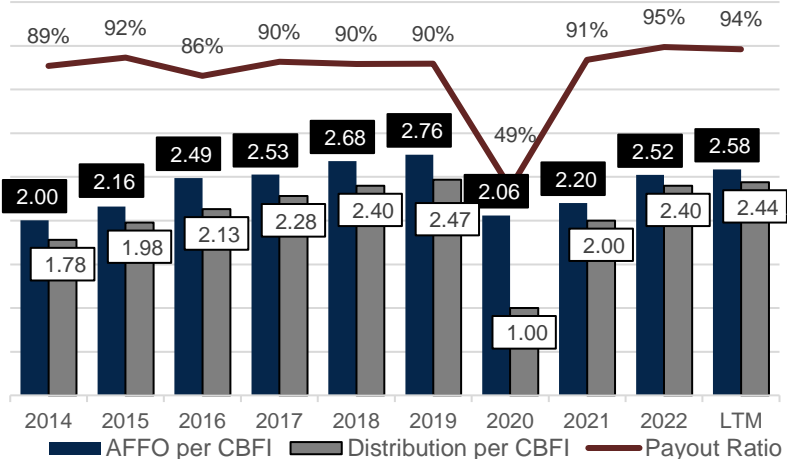
Total Assets, Investment & Cash



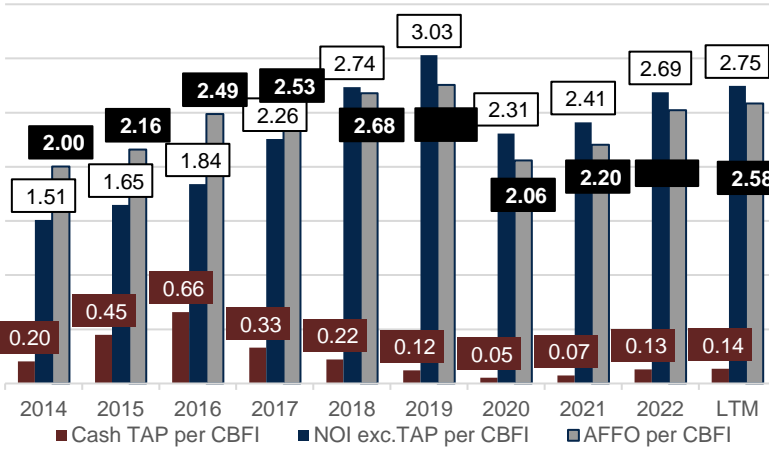
NOI & Operating Costs



AFFO & Distribution per share

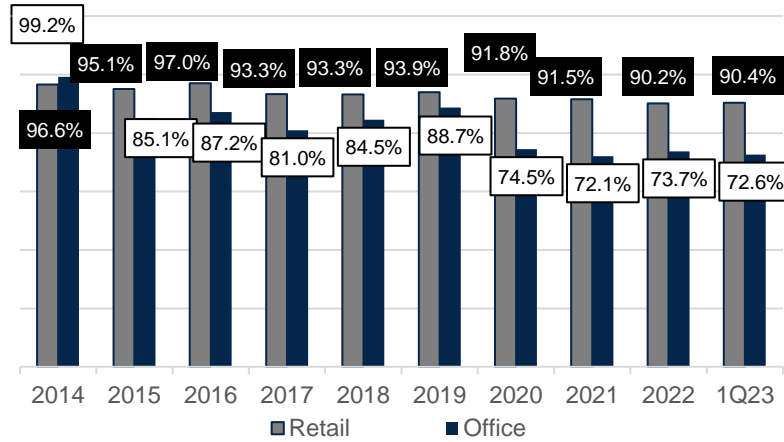


AFFO, NOI & Cash TAPs per share

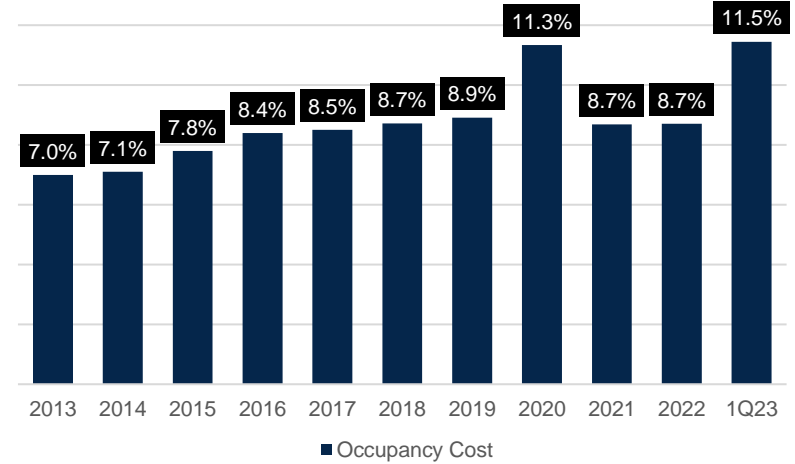


Key Operating Indicators

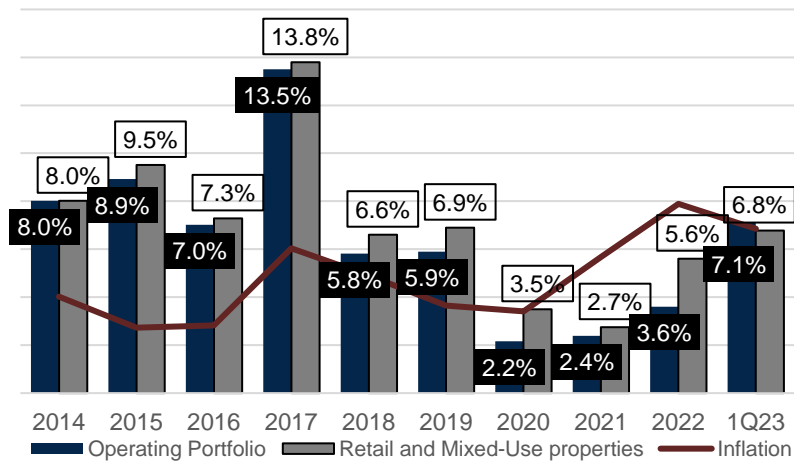
Occupancy by Property Type



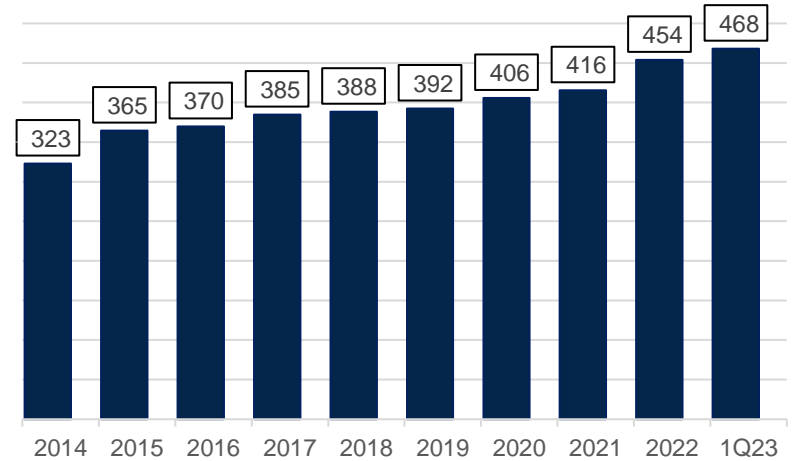
Occupancy Cost



Lease Spread

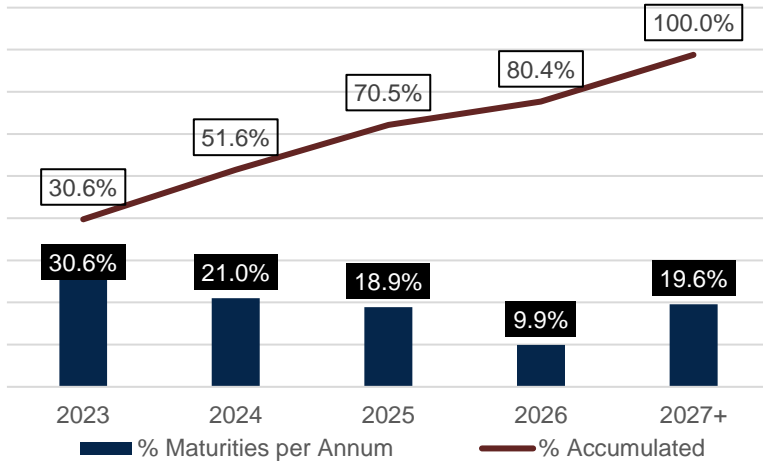


Avg. Monthly Fixed Rent per Square Meter



Key Operating Indicators (continued)

Lease Contract Maturities per Year

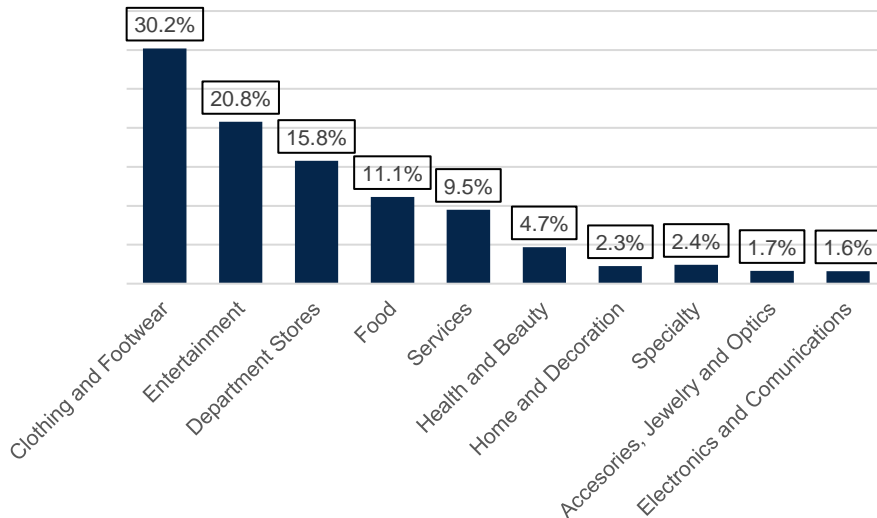


Concentration by Main Tenants

	GLA	Fixed Rent*	% GLA	% F.R.
TOP 5	229,130	46,209	27%	13%
TOP 10	401,244	100,757	48%	29%



Commercial Tenant Diversity

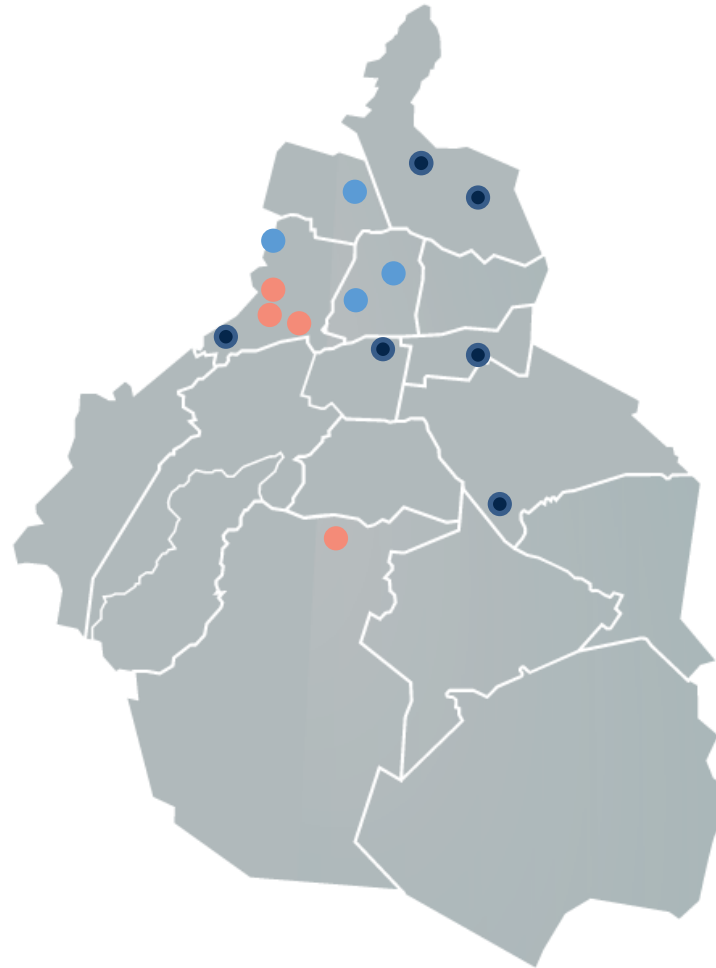


Key take aways

- Managed to retain a contract renewal rate of 96.9%.
- No individual tenant accounts for more than 4.4% or 7.0% in terms of Fixed Rent or GLA, respectively.
- We currently have 1,806 contracts with a well diversified mix of high-quality tenants operating in a wide range of businesses.

* MXN Thousands

Premier Quality & Iconic Properties



● Mixed Uses ● Offices ● Commercial

15
Operating Properties

2
Markets (MCMA & Puebla)

939,327*
Square Meters of GLA

85.3%
Portfolio Occupancy

15%
CAGR since IPO

- Considering 50% of Tepeyac's GLA.
- Note: Parque Puebla is not shown on the map

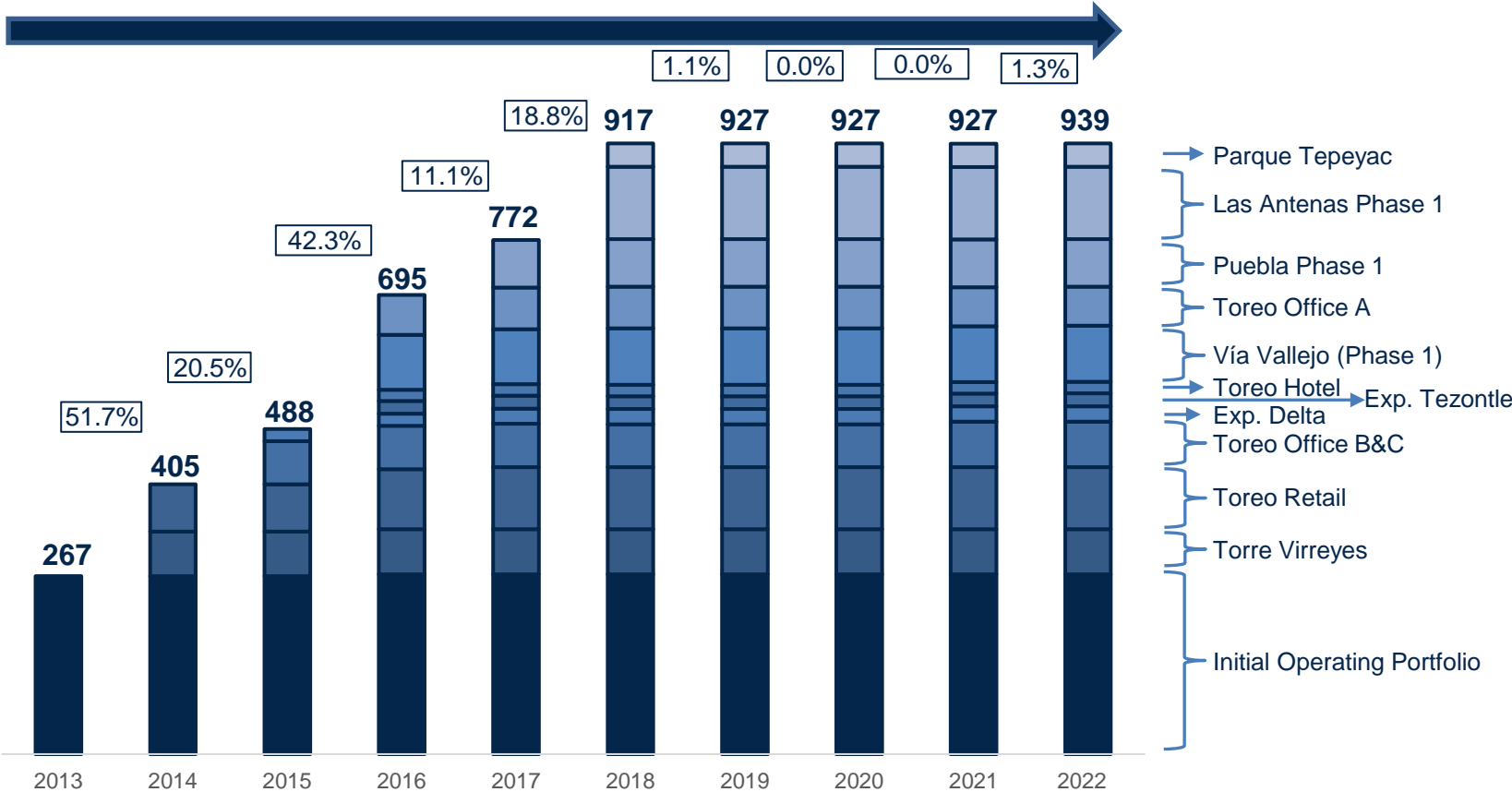
Evolution of our Portfolio

Increase in GLA throughout the years

- We have **more than tripled the GLA since our Initial Operating Portfolio (IPO)**.
- We are cautiously analyzing possible investment opportunities, **timing is key**.

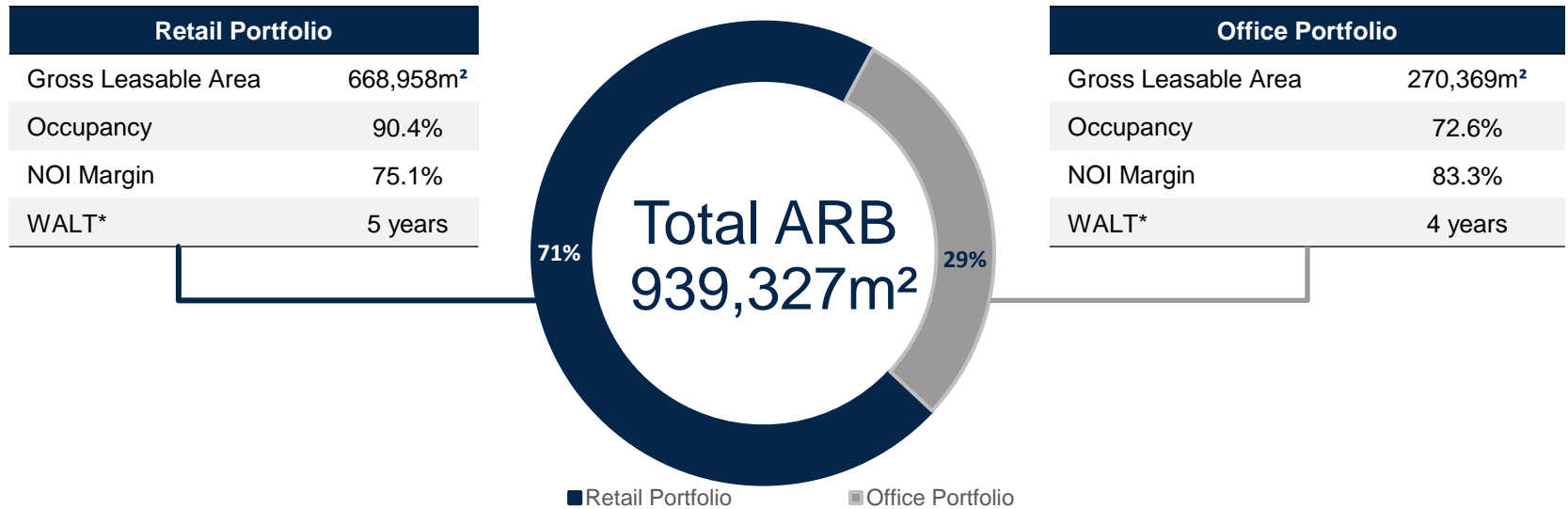
CAGR: 15%

GLA: 3.5x



Fibra Danhos' Portfolio

Asset type by GLA



Retail Market Overview

- Strong market with an **increasing inflow of visitors**, reaching pre-pandemic levels.
- Minimal tenant vacancy rates due to **premier quality and strategic locations** of our real state assets.
- Our shopping centers are **strategically located within densely populated areas**.

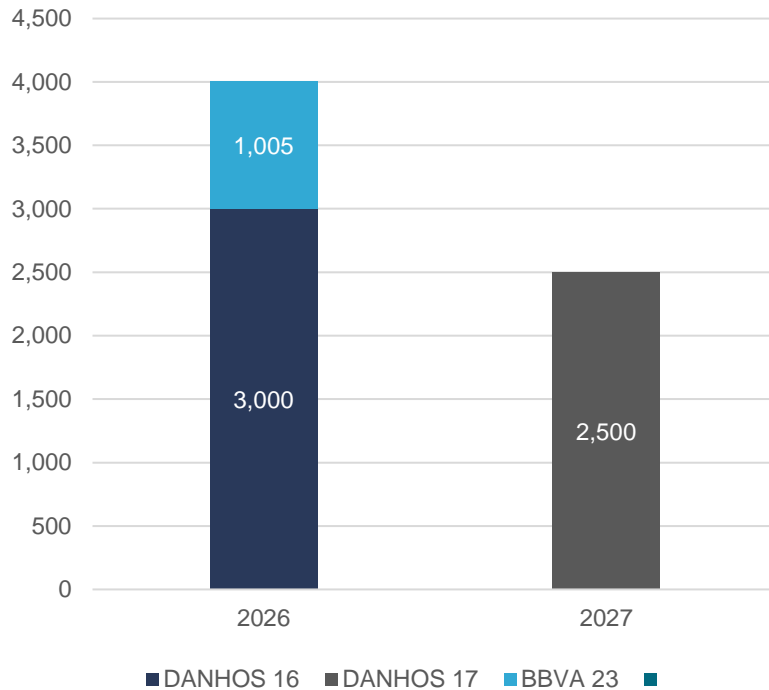
Office Market Overview

- Office sector has begun to show a gradual increase in occupancy rates.
- Torre Virreyes (25% of our office portfolio in terms of GLA) boasts one of the **highest rents per sqm in Mexico City** for an office building.

*Weighted Average Lease Term

Financial strategy long term debt

LT debt maturity profile



Key take aways

- Public debt (CEBURES) program for up to Ps. 8 bn.
- Committed, unsecured green credit facility of Ps. 2 bn.
- 100% unsecured and peso denominated debt.
- AAA rated on local scale (Fitch México & HR Ratings)

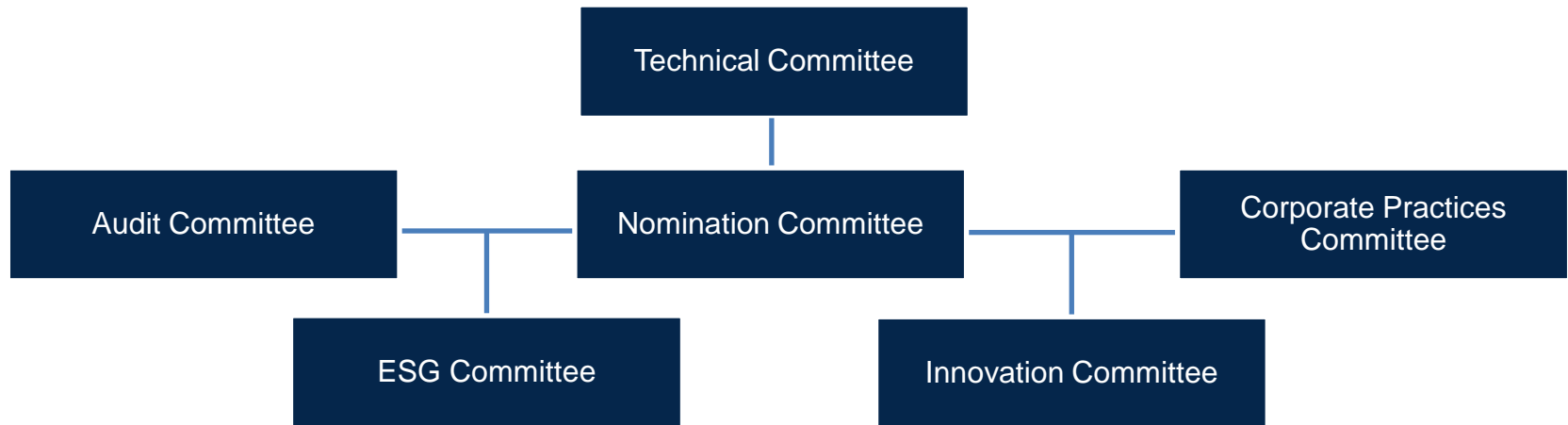
Relevant debt covenants

Covenant as of 1Q 2023	Ratio	Limit
Loan to Value (total debt/total assets)	9.3%	50%
Leverage Level	1.13x	2.0x
Secure Debt Limit	0%	40%
Debt Service Coverage Ratio (AFFO)	6.55x	1.5x Min
Unencumbered Assets to Unsecured Debt	1,058%	150%

Long term debt summary

Debt	Institution / Issuance	Currency	Interest Rate	Issuance	Maturity	Tenor (years)	Balance
Bond	Local (DANHOS 16)	MXN	Fixed 7.80%	11-Jul-16	29-Jun-26	3.26	\$ 3,000,000,000
Bond	Local (DANHOS 17)	MXN	Fixed 8.54%	10-Jul-17	28-Jun-27	4.26	\$ 2,500,000,000
Credit	BBVA México	MXN	Variable TIIE + 1.20%*	NA	25-Mar-26	2.99	\$ 1,005,000,000
			Avg. 8.82%			Avg. 3.14	\$ 6,505,000,000

Corporate Governance in line with highest standards



Technical Committee is the highest governing body and is comprised of eleven members, three of whom are independent.

- Highest alignment of incentives with minority shareholders.
- Our Control Trust holds ~40% of the Outstanding CBFIs.
- The annual dilution from fee payments is approximately 1% due to the Advisory Fee.
- Independent members represent 27.3% of our Technical Committee.

Advisory and Leasing Administration Fees

- Advisory Fee**
- Externally advised but “synthetically internalized”
 - First Fibra to pay Advisor’s Fees with CBFIs at period’s VWAP
 - Our Advisor is exclusive to Fibra Danhos
 - 1.0% of Investment Properties with CBFIs

- Leasing Adm. Fee**
- 2.0% of total invoiced revenues
 - Deducted from NOI, operating cost

Fibra Danhos' ESG Commitments

Key Takeaways



21.8% of our GLA is Leed certified.



1,073 solar panels installed between Parque Tepeyac and Parque Delta.



A 5 bp saving was obtained on the spread of our Green Revolving Credit Line, due to the compliance of an energy related KPI.



Started working with an ESG data intelligence platform to measure our scope 1 and 2 GHG in real-time.



We are currently developing an SDG Linked Sustainable Bond Framework.



An ESG committee was created to strengthen company management and underscore the importance of ESG in our business model.



Alliance formed with the Tecnológico de Monterrey to create sustainable building challenges with college students.



18% of our technical committee are women, in line with our commitment to maintaining gender equality in senior management.

Organization Memberships, Rankings and Recognitions



New Development: Parque Tepeyac

Leasing Progress

	March 31 st , 2023		December 31 st , 2022	
	GLA (m ²)	% of GLA	GLA (m ²)	% of GLA
Executed Lease agreements	72,045	80.5%	71,014	79.4%
Lease agreements in the process of being executed	2,578	2.9%	1,552	1.7%
Letters of Intent	4,778	5.3%	11,741	13.1%
Total	79,401	88.7%	84,307	94.2%



- Parque Tepeyac serves the demand of the northeastern part of Mexico City. Its commercial zone (in red) holds close to 700,000 inhabitants.
- The area near the property has a high population density, mostly with a medium socioeconomic level

Fibra Danhos Portfolio



Fibra Danhos Portfolio	Opening Year	State / Municipality	GLA	% of GLA	Occupancy	Parking Spaces
Current Operating Portfolio						
<i>Retail</i>						
1. Parque Alameda	2003	Cuauhtémoc, CDMX	15,755	1.7%	91.3%	308
2. Parque Delta	2005/2016 (expansion)	Benito Juárez, CDMX	70,831	7.5%	98.5%	2,999
3. Parque Duraznos	2000	Miguel Hidalgo, CDMX	19,326	2.1%	81.0%	1,002
4. Parque Las Antenas	2018	Iztapalapa, CDMX	108,847	11.6%	89.0%	4,351
5. Parque Lindavista	2006	Gustavo A. Madero, CDMX	41,595	4.4%	98.3%	2,254
6.1 Reforma 222 (Comercial)	2007	Cuauhtémoc, CDMX	24,291	2.6%	93.2%	1,438
7.1 Parque Puebla	2017	Puebla, Puebla	71,360	7.6%	69.0%	3,404
7.2 Puebla (Hotel)	2019	Puebla, Puebla	9,596	1.0%	100.0%	70
8. Parque Tezontle	2007/2015 (expansion)	Iztapalapa, CDMX	68,313	7.3%	98.4%	3,045
9.1 Toreo Parque Central (Comercial)	2014	Naucalpan, Estado de México	92,722	9.9%	94.9%	3,400
9.2 Toreo (Hotel)	2016	Naucalpan, Estado de México	17,297	1.8%	100.0%	400
10. Vía Vallejo	2016	Iztapalapa, CDMX	84,285	9.0%	92.7%	4,499
15. Parque Tepeyac*	2022	Gustavo A. Madero, CDMX	44,739	4.8%	78.6%	2,000
Subtotal Retail			668,958	71.2%	90.4%	29,170
<i>Office</i>						
6.2 Reforma 222 (Office)	2007	Cuauhtémoc, CDMX	20,402	2.2%	54.6%	288
9.3 Toreo (Torres B y C)	2016	Naucalpan, Estado de México	68,682	7.3%	78.4%	1,314
9.4 Toreo (Torre A)	2017	Naucalpan, Estado de México	58,560	6.2%	39.0%	1,315
11. Parque Esmeralda	2000	Tlalpan, CDMX	34,151	3.6%	100.0%	1,636
12. Torre Virreyes	2015	Miguel Hidalgo, CDMX	67,912	7.2%	94.4%	2,251
13. Urbitec	2009	Miguel Hidalgo, CDMX	12,879	1.4%	34.0%	316
14. Parque Virreyes	1989	Miguel Hidalgo, CDMX	7,783	0.8%	75.4%	251
Subtotal Office			270,369	28.8%	72.6%	7,371
Total Portfolio			939,327	100.0%	85.3%	36,541
15. Parque Tepeyac**	2022	Gustavo A. Madero, CDMX	89,479	9.1%	78.6%	4,000
Subtotal/ Weighted Avg. Retail			713,697	72.5%	89.8%	31,170
Subtotal/ Weighted Avg. Office			270,369	27.5%	72.6%	7,371
Total Portfolio**			984,066	100.0%	85.0%	38,541

* Fibra Danhos is entitled to 50% of the ARB.
 ** Includes the entire ARB of Parque Tepeyac.