

FIBRA Macquarie México

Fact sheet



FIBRA Macquarie México (FIBRA Macquarie) (BMV: FIBRAMQ12) is a real estate investment trust (*fideicomiso de inversión en bienes raíces* or FIBRA) listed on the Mexican stock exchange (*Bolsa Mexicana de Valores*). FIBRA Macquarie focuses on the acquisition, ownership, leasing and management of industrial and retail real estate properties in Mexico.

FIBRA Macquarie seeks to provide investors with attractive risk-adjusted total returns based on robust cash flow generation, superior capital allocation and operational excellence.

At a glance

- Focus on ownership of **stabilized properties** with **development capability** to access growth opportunities
- Portfolio of **236 industrial properties and 17 retail properties**, located in 20 cities across 16 Mexican states
- Gross leasable area (GLA) of **3.2m square meters**
- **Total asset value of US\$2.2b**
- Market capitalization of **~US\$942m**
- Participant in **GRESB**, the global ESG benchmark for real estate

Highlights

- **High-quality** portfolio in prime industrial and consumer markets
- **Scalable** internal property administration platform
- Strong track record of **disciplined capital deployment**
- Consistently solid operational and financial **performance**
- **Flexible balance sheet & strong cash flow** supporting future growth
- **Experienced management** supported by quality institutional platform.

Key operating metrics (1Q21)

	Industrial	Retail	Consolidated
GLA ('000 sqm.)	2,783	425	3,208
Properties	236	17	253
Customers	278	654	932
Occupancy	94.3%	91.1%	93.8%
WALT (years)	3.3	3.5	3.4
USD Rents (PC ⁵)	93.1%	0.0%	79.8%

Key debt metrics

	1Q21
Regulatory LTV	35.9%
Regulatory DSCR	5.7x
Net Debt to EBITDA (Annualized 1Q21)	5.1x
% Fixed Rate Debt	100%
Debt Tenor Remaining	4.8 years
Weighted Avg. Cost of Debt	5.5% p.a.
Liquidity Reserves	~US\$254.1m

Key financial metrics

	Industrial	Retail	Consolidated
Revenue	Ps. 842.8m	Ps. 151.3m	Ps. 994.1m
NOI	Ps. 772.0m	Ps. 98.5m	Ps. 870.5m
AFFO	NA	NA	Ps. 426.5m
NOI Margin	91.6%	65.1%	87.6%
AFFO Margin	NA	NA	42.9%
Asset Value (PC ⁵)	Ps. 39,441.0m	Ps. 6,455.1m	Ps. 46,023.7m

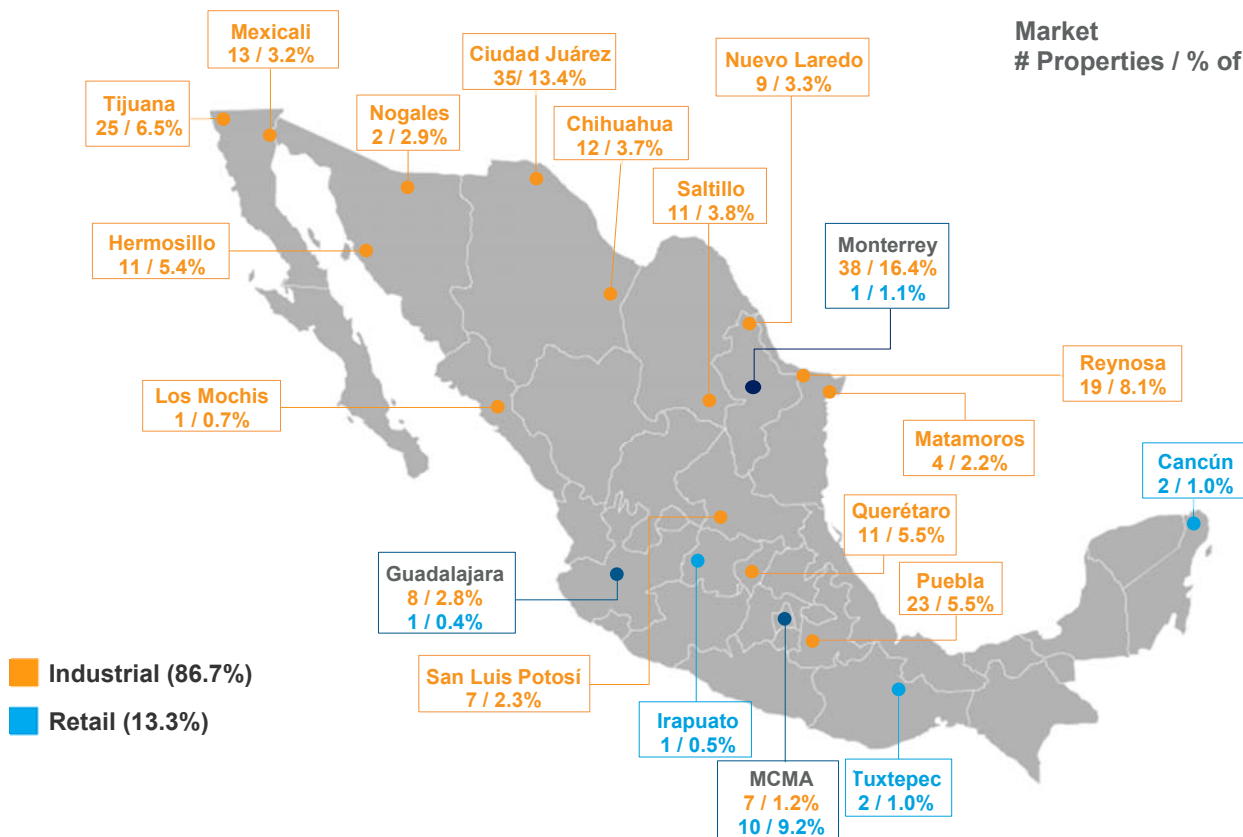
Other key metrics

	1Q21	LTM
AFFO per certificate	Ps. 0.5600	Ps. 2.4022
Distribution per certificate	Ps. 0.4750	Ps. 1.9000
NAV per certificate	Ps. 34.22	
Discount to NAV	25.5%	
Implied NOI Cap Rate		10.2%
AFFO Yield (Annualized 1Q21)	8.8%	
Distribution Yield (Annualized 1Q21)	7.5%	



Portfolio by location

Market
Properties / % of Total GLA



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Notes and Important Information

- All financial and operational metrics are as of March 31, 2021.
- For definitions of NOI, AFFO, DSCR, WALT, GLA, NAV and other key metrics, please consult the Supplementary Information pack available on FIBRAMQ's website at www.fibramacquarie.com
- Nine of the retail properties in the portfolio are held through a 50/50 joint venture
- MCMA means Mexico City Metropolitan Area
- PC means Proportionally Combined

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