



THIRD QUARTER 2021 EARNINGS REPORT



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Disclaimer

Mexico City, October 28th, 2021 – Terrafina® (“TERRA” or “the Company”) (BMV: TERRA13), a leading Mexican industrial real estate investment trust (“FIBRA”), externally advised by PGIM Real Estate and dedicated to the acquisition, development, leasing, and management of industrial real estate properties in Mexico, announced today its third quarter 2021 (3Q21) earnings results.

The figures in this report have been prepared in accordance with International Financial Report Standards (“IFRS”). Figures presented in this report are presented in millions of Mexican pesos and millions of U.S. dollars, unless stated otherwise. Additionally, figures may vary due to rounding.

This document may include forward-looking statements that may imply risks and uncertainties. Terms such as “estimate”, “project”, “plan”, “believe”, “expect”, “anticipate”, “intend”, and other similar expressions could be construed as previsions or estimates. Terrafina warns readers that declarations and estimates mentioned in this document or realized by Terrafina’s management imply risks and uncertainties that could change as a result of various factors that are out of Terrafina’s control. Future expectations reflect Terrafina’s judgment at the date of this document. Terrafina reserves the right or obligation to update the information contained in this document or derived from this document. Past or present performance is not an indicator of future results.

Operating and Financial Highlights as of September 30th, 2021

OPERATING

- As of September 30th, 2021, the **occupancy rate** was 94.0%, a 150-basis point decrease compared to the third quarter of 2020 (3Q20).
- **Renewal rate** for 3Q21 was 85.7%.
- 3Q21 **annualized average leasing rate** per square foot was US\$5.34, a 3.1% or US\$0.16 increase compared to 3Q20.
- In 3Q21, Terrafina reported a total of 39.5 million square feet (msf) of **Gross Leasable Area** (GLA) comprised of 275 properties and 293 tenants.
- 3Q21 **leasing activity** reached 3.0 msf, of which 21.4% corresponded to new leases, 47.9% to lease renewals and 30.7% to early renewals. Leasing activity was concentrated in the Querétaro, Chihuahua, Ramos Arizpe, Tijuana, Ciudad Juárez, Silao, Reynosa, Cuautitlán Izcalli, Huehuetoca, Toluca, Monterrey and Irapuato markets.

FINANCIAL

- 3Q21 **net collections** (rental revenues - uncollected revenues + collected revenues) reached US\$47.2 million, a 6.3% or US\$3.2 million decrease compared to 3Q20.
- 3Q21 **rental revenues** reached US\$46.7 million, a 6.4% or US\$3.2 million decrease compared to 3Q20.
- 3Q21 **NOI** was US\$45.3 million, a 5.7% or US\$2.7 million decrease compared to 3Q20.
- The **NOI margin** for 3Q21 was 93.8%, an 8-basis point increase compared to 3Q20.
- 3Q21 **EBITDA** reached US\$40.1 million, a 7.1% decrease or US\$3.1 million compared to 3Q20.
- The **EBITDA margin** for 3Q21 was 83.1%, a 122-basis point decrease compared to 3Q20.

- 3Q21 **adjusted funds for operations** (AFFO) reached US\$24.1 million, a decrease of 7.1% or US\$1.8 million compared to 3Q20.
- The **AFFO margin** for 3Q21 was 49.6%, a 59-basis point decrease compared to 3Q20.
- 3Q21 **distributions** totaled US\$16.9 million. As a result, Terrafina will distribute Ps.0.4266 per CBFI (US\$0.0213 per CBFI) for the July 1st to September 30th, 2021 period; considering the average share price of US\$1.54 for 3Q21 (Ps.30.88), Terrafina's annualized dividend yield for the quarter was 5.5%.

Operating and Financial Highlights

| Operating | Sep21 | Sep20 | Var. |
|---|-------|-------|----------|
| Number of Developed Properties | 275 | 289 | -14 |
| Gross Leasable Area (GLA) (msf) ¹ | 39.5 | 42.3 | -2.8 |
| Land Reserves (msf) | 5.5 | 5.7 | -0.1 |
| Occupancy Rate ² | 94.0% | 95.5% | -150 bps |
| Avg. Leasing Rent/ Square Foot (dollars) | 5.34 | 5.18 | 0.16 |
| Weighted Average Remaining Lease Term (years) | 3.9 | 3.7 | 0.2 |
| Renewal Rate ³ | 85.7% | 82.2% | 352 bps |

| Quarterly Financial | 3Q21 | 3Q20 | Var. | 3Q21 | 3Q20 | Var. |
|--|---|---------|----------|---|---------|----------|
| | | | | fx | 20.0083 | 22.1330 |
| | (millions of pesos unless otherwise stated) | | | (millions of dollars unless otherwise stated) | | |
| Net Collections ⁴ | 943.9 | 1,114.5 | -15.3% | 47.2 | 50.4 | -6.3% |
| Rental Revenues ⁵ | 934.2 | 1,103.6 | -15.3% | 46.7 | 49.9 | -6.4% |
| Other Operating Income | 28.7 | 29.7 | -3.3% | 1.4 | 1.3 | 6.8% |
| Cash-basis Revenues ⁶ | 966.7 | 1,134.2 | -14.8% | 48.3 | 51.3 | -5.7% |
| Cash-basis Revenues + Tenant Improvement Reimbursements ⁷ | 971.0 | 1,142.1 | -15.0% | 48.5 | 51.6 | -6.0% |
| Net Revenues | 967.6 | 1,131.5 | -14.5% | 48.4 | 51.2 | -5.5% |
| Net Operating Income (NOI)* | 906.8 | 1,063.4 | -14.7% | 45.3 | 48.0 | -5.7% |
| NOI Margin | 93.8% | 93.7% | 8 bps | 93.8% | 93.7% | 8 bps |
| EBITDA ^{8*} | 802.9 | 956.3 | -16.0% | 40.1 | 43.2 | -7.1% |
| EBITDA Margin | 83.1% | 84.3% | -122 bps | 83.1% | 84.3% | -122 bps |
| Funds from Operations (FFO)* | 597.3 | 690.0 | -13.4% | 29.9 | 31.2 | -4.2% |
| FFO Margin | 61.8% | 60.8% | 98 bps | 61.8% | 60.8% | 98 bps |
| Adjusted Funds from Operations (AFFO)* | 481.8 | 575.8 | -16.3% | 24.1 | 25.9 | -7.1% |
| AFFO Margin | 49.6% | 50.2% | -59 bps | 49.6% | 50.2% | -59 bps |
| Distributions | 337.2 | 489.5 | -31.1% | 16.9 | 22.0 | -23.5% |
| Distributions per CBF ⁹ | 0.4266 | 0.6191 | -31.1% | 0.0213 | 0.0279 | -23.5% |

(1) Millions of square feet. (2) Occupancy at the end of the period. (3) Indicates the lease renewal rate of the leases for the period, includes early renewals. (4) Net collections = rental revenue + uncollected revenue from the quarter + revenue collected from previous quarter. (5) Excluding accrued income as it is a non-cash item. (6) Net collections + reimbursable expenses + profit from JVs. This figure is used as denominator for NOI, EBITDA and FFO margin calculation. (7) Cash-basis revenues (as defined in note 6) + tenant improvement reimbursements are used as denominator for AFFO margin calculation. (8) Earnings before interest, taxes, depreciation and amortization. (9) Certificados Bursátiles Fiduciarios Inmobiliarios - Real Estate Investment Certificates. (*) Revenues and expenses have been adjusted for the calculation of the above-mentioned metrics. Please refer to the "3Q21 Financial Performance" and "Appendices" section available in this document.

Source: PGIM Real Estate – Asset Management and Fund Accounting

| Balance Sheet | Sep21 | Jun21 | Var. | f x | Sep21 | Jun21 | Var. |
|-------------------------|---|----------|--------|-----|---|---------|--------|
| | | | | | 20.3060 | 19.8027 | |
| | (millions of pesos unless otherwise stated) | | | | (millions of dollars unless otherwise stated) | | |
| Cash & Cash Equivalents | 853.5 | 975.9 | -12.5% | | 42.0 | 49.3 | -14.7% |
| Investment Properties | 49,430.3 | 46,996.9 | 5.2% | | 2,434.3 | 2,373.3 | 2.6% |
| Land Reserves | 870.1 | 848.5 | 2.5% | | 42.9 | 42.9 | 0.0% |
| Total Debt | 19,993.9 | 19,522.0 | 2.4% | | 984.6 | 985.8 | -0.1% |
| Net Debt | 19,140.5 | 18,546.1 | 3.2% | | 942.6 | 936.5 | 0.6% |

Figures in dollars in the Balance Sheet were converted using the closing exchange rate of the period.
Source: PGIM Real Estate – Asset Management and Fund Accounting

Comment by Alberto Chretin

Chief Executive Officer and Chairman of the Board

During the third quarter of 2021, Terrafina continued to attain solid operating and financial results. As part of our three-year strategic growth plan, the first phase covering 70% of the e-commerce development project in Tijuana was delivered, and we expect to finish the remaining 30% during a second phase in the fourth quarter. Moreover, we will continue with our development and asset sale activities to reach our 2021 objectives.

Another key accomplishment for the quarter was the replacement of our revolving credit facility and term loan with a US\$485 million sustainable credit facility. With this credit line, we kicked back the debt's maturity to July 2026, while we improved the average cost of debt. Also, this new facility is linked to a sustainability KPI ("square feet certified as green buildings"), which is in line with Terrafina's recently announced ESG goal of certifying 15% of its portfolio's GLA by 2030. This achievement was the result of the coordinated work with PGIM Real Estate to continue improving the cost of financing, strengthen Terrafina's roster of lenders, and boost its ESG positioning within the industrial real estate sector.

Moving on to our key operating results for the third quarter of 2021, leasing activity in the quarter comprised 3.0 million square feet, of which 2.3 million square feet were renewals and 632,000 square feet were new leases. Our average annualized rent per square foot was US\$5.34. The overall occupancy rate was 94.0%. By region, it was 95.5% for the North, 87.9% for the Bajío, and 95.4% for the Central region.

With respect to financial results, net collections reached US\$47.2 million, rental income was US\$46.7 million, Net Operating Income was US\$45.3 million with a margin of 93.8%, and we distributed US\$16.9 million, reflecting the new distribution policy of 70% of AFFO. The dividend rate was 5.5%, considering the average CBFJ price during the third quarter of 2021.

Regarding the liquidity of our balance sheet, the cash balance as of September 30th, 2021, was US\$42.0 million, on top of US\$300 million still available in the revolving credit line. Finally, leverage level remains stable at 36.4% (total debt to cost divided by total assets).

Thank you for your interest in Terrafina.

Sincerely,



Alberto Chretin
Chief Executive Officer and Chairman of the Board

Operating Highlights

| Highlights by Region | North | Bajío | Central | Total |
|--|-------|-------|---------|--------|
| <i>(as of September 30th, 2021)</i> | | | | |
| # Buildings | 192 | 54 | 29 | 275 |
| # Tenants | 188 | 64 | 41 | 293 |
| GLA (msf) | 25.4 | 8.0 | 6.1 | 39.5 |
| Land Reserves (msf) | 2.6 | 0.2 | 2.7 | 5.5 |
| Occupancy Rate | 95.5% | 87.9% | 95.4% | 94.0% |
| Average Leasing Rent / Square Foot (dollars) | 5.29 | 5.27 | 5.66 | 5.34 |
| Annualized Rental Base % | 64.7% | 18.8% | 16.5% | 100.0% |

Source: PGIM Real Estate – Asset Management



| Leasing Activity | 3Q21 | 3Q20 | Var. |
|---|------------|------------|------------|
| Operating Portfolio (msf): | | | |
| Renewals | 1.4 | 1.5 | -0.1 |
| Early Renewals | 0.9 | 0.7 | 0.2 |
| New Leases | 0.6 | 0.4 | 0.2 |
| Total Square Feet of Leases Signed | 3.0 | 2.6 | 0.4 |

Source: PGIM Real Estate – Asset Management

Operating Highlights (continued)

| Occupancy and Rents by Region | Occupancy Rate | Avg. Leasing Rent/ Square Foot (dollars) |
|----------------------------------|-------------------|--|
|----------------------------------|-------------------|--|

(as of September 30th, 2021)

| | | |
|--------------------------|--------------|-------------|
| North | 95.5% | 5.29 |
| Baja California | 100.0% | 5.85 |
| Tijuana | 100.0% | 5.85 |
| Sonora | 75.9% | 4.66 |
| Hermosillo | 75.9% | 4.66 |
| Chihuahua | 97.5% | 5.22 |
| Camargo | 100.0% | 3.00 |
| Casas Grandes | 100.0% | 4.40 |
| Chihuahua | 96.7% | 5.39 |
| Ciudad Juárez | 98.0% | 5.04 |
| Delicias | 100.0% | 6.24 |
| Coahuila | 92.2% | 5.30 |
| Arteaga | 100.0% | 5.44 |
| Ciudad Acuña | 100.0% | 5.40 |
| Monclova | 33.9% | 5.30 |
| Ramos Arizpe | 96.2% | 5.27 |
| Saltillo | 67.6% | 4.97 |
| Derramadero | 100.0% | 6.58 |
| San Pedro de las Colinas | 89.3% | 2.10 |
| Torreón | 100.0% | 4.39 |
| Nuevo León | 92.2% | 5.45 |
| Apodaca | 73.1% | 7.07 |
| Monterrey | 95.6% | 5.23 |
| Tamaulipas | 100.0% | 5.15 |
| Reynosa | 100.0% | 5.15 |
| Durango | 100.0% | 5.84 |
| Durango | 100.0% | 6.42 |
| Gómez Palacio | 100.0% | 3.23 |
| Bajío | 87.9% | 5.27 |
| San Luis Potosí | 79.1% | 5.03 |
| San Luis Potosí | 79.1% | 5.03 |
| Jalisco | 98.3% | 5.90 |
| Guadalajara | 98.3% | 5.90 |
| Aguascalientes | 100.0% | 4.00 |
| Aguascalientes | 100.0% | 4.00 |
| Guanajuato | 84.0% | 5.18 |
| Celaya | 100.0% | 5.35 |
| Irapuato | 81.8% | 5.79 |
| Silao | 83.2% | 4.89 |
| Querétaro | 100.0% | 5.15 |
| Querétaro | 100.0% | 5.15 |
| Central | 95.4% | 5.66 |
| State of Mexico | 94.8% | 5.82 |
| Cuautitlan Izcalli | 97.5% | 5.90 |
| Huehuetoca | 43.8% | 4.31 |
| Toluca | 95.1% | 5.58 |
| Mexico City | 100.0% | 9.86 |
| Azcapotzalco | 100.0% | 9.86 |
| Tabasco | 100.0% | 4.27 |
| Villahermosa | 100.0% | 4.27 |
| Total | 94.0% | 5.34 |

Source: PGIM Real Estate - Asset Management

| Maturities and Renewals by Region | Maturities (number of contracts) | % of Total Maturities | Renewals (number of contracts) | % of Total Renewals |
|--------------------------------------|--|--------------------------|--------------------------------------|------------------------|
|--------------------------------------|--|--------------------------|--------------------------------------|------------------------|

(as of September 30th, 2021)

| | | | | |
|--------------------------|-----------|---------------|-----------|---------------|
| North | 6 | 30.0% | 4 | 66.7% |
| Baja California | 2 | 10.0% | 2 | 100.0% |
| Tijuana | 2 | 10.0% | 2 | 100.0% |
| Sonora | 0 | 0.0% | 0 | 0.0% |
| Hermosillo | 0 | 0.0% | 0 | 0.0% |
| Chihuahua | 3 | 15.0% | 1 | 33.3% |
| Camargo | 0 | 0.0% | 0 | 0.0% |
| Casas Grandes | 0 | 0.0% | 0 | 0.0% |
| Chihuahua | 0 | 0.0% | 0 | 0.0% |
| Ciudad Juárez | 3 | 15.0% | 1 | 33.3% |
| Delicias | 0 | 0.0% | 0 | 0.0% |
| Coahuila | 0 | 0.0% | 0 | 0.0% |
| Arteaga | 0 | 0.0% | 0 | 0.0% |
| Ciudad Acuña | 0 | 0.0% | 0 | 0.0% |
| Monclova | 0 | 0.0% | 0 | 0.0% |
| Ramos Arizpe | 0 | 0.0% | 0 | 0.0% |
| Saltillo | 0 | 0.0% | 0 | 0.0% |
| Derramadero | 0 | 0.0% | 0 | 0.0% |
| San Pedro de las Colinas | 0 | 0.0% | 0 | 0.0% |
| Torreón | 0 | 0.0% | 0 | 0.0% |
| Nuevo León | 0 | 0.0% | 0 | 0.0% |
| Apodaca | 0 | 0.0% | 0 | 0.0% |
| Monterrey | 0 | 0.0% | 0 | 0.0% |
| Tamaulipas | 1 | 5.0% | 1 | 100.0% |
| Reynosa | 1 | 5.0% | 1 | 100.0% |
| Durango | 0 | 0.0% | 0 | 0.0% |
| Durango | 0 | 0.0% | 0 | 0.0% |
| Gómez Palacio | 0 | 0.0% | 0 | 0.0% |
| Bajío | 8 | 40.0% | 8 | 100.0% |
| San Luis Potosí | 0 | 0.0% | 0 | 0.0% |
| San Luis Potosí | 0 | 0.0% | 0 | 0.0% |
| Jalisco | 0 | 0.0% | 0 | 0.0% |
| Guadalajara | 0 | 0.0% | 0 | 0.0% |
| Aguascalientes | 0 | 0.0% | 0 | 0.0% |
| Aguascalientes | 0 | 0.0% | 0 | 0.0% |
| Guanajuato | 4 | 20.0% | 4 | 100.0% |
| Celaya | 0 | 0.0% | 0 | 0.0% |
| Irapuato | 1 | 5.0% | 1 | 100.0% |
| Silao | 3 | 15.0% | 3 | 100.0% |
| Querétaro | 4 | 20.0% | 4 | 100.0% |
| Querétaro | 4 | 20.0% | 4 | 100.0% |
| Central | 6 | 30.0% | 4 | 66.7% |
| State of Mexico | 6 | 30.0% | 4 | 66.7% |
| Cuautitlan Izcalli | 5 | 25.0% | 3 | 60.0% |
| Huehuetoca | 1 | 5.0% | 1 | 100.0% |
| Toluca | 0 | 0.0% | 0 | 0.0% |
| Mexico City | 0 | 0.0% | 0 | 0.0% |
| Azcapotzalco | 0 | 0.0% | 0 | 0.0% |
| Tabasco | 0 | 0.0% | 0 | 0.0% |
| Villahermosa | 0 | 0.0% | 0 | 0.0% |
| Total | 20 | 100.0% | 16 | 80.0% |

3Q21 OPERATING PERFORMANCE

Composition by Geographical Diversification

In 3Q21, the geographic diversification of Terrafina's properties (by GLA) was as follows: 64.3% in the Northern region, 20.4% in the Bajío, and 15.4% in the Central region.

| Geographic Distribution by Region and State | 3T21 | % del ARB Total al 3T21 | 3T20 | % del ARB Total al 3T20 |
|---|--------------|----------------------------|--------------|----------------------------|
| North | 25.38 | 64.3% | 26.53 | 62.7% |
| Baja California | 0.97 | 2.5% | 0.88 | 2.1% |
| Tijuana | 0.97 | 2.5% | 0.88 | 2.1% |
| Sonora | 0.33 | 0.8% | 0.33 | 0.8% |
| Hermosillo | 0.33 | 0.8% | 0.33 | 0.8% |
| Chihuahua | 14.29 | 36.2% | 14.94 | 35.3% |
| Chihuahua | 6.02 | 15.3% | 6.23 | 14.7% |
| Ciudad Juárez | 7.64 | 19.3% | 8.00 | 18.9% |
| Delicias | 0.52 | 1.3% | 0.52 | 1.2% |
| Camargo | 0.02 | 0.1% | 0.02 | 0.1% |
| Casas Grandes | 0.09 | 0.2% | 0.09 | 0.2% |
| Coahuila | 7.09 | 18.0% | 7.09 | 16.8% |
| Arteaga | 0.44 | 1.1% | 0.12 | 0.3% |
| Ciudad Acuña | 0.24 | 0.6% | 0.24 | 0.6% |
| Monclova | 0.35 | 0.9% | 0.35 | 0.8% |
| Ramos Arizpe | 4.35 | 11.0% | 4.67 | 11.0% |
| Saltillo | 0.44 | 1.1% | 0.44 | 1.0% |
| Derramadero | 0.73 | 1.8% | 0.73 | 1.7% |
| San Pedro de las Colinas | 0.15 | 0.4% | 0.15 | 0.4% |
| Torreón | 0.39 | 1.0% | 0.39 | 0.9% |
| Nuevo León | 1.86 | 4.7% | 2.05 | 4.9% |
| Apódaca | 0.28 | 0.7% | 0.28 | 0.7% |
| Monterrey | 1.58 | 4.0% | 1.77 | 4.2% |
| Tamaulipas | 0.47 | 1.2% | 0.47 | 1.1% |
| Reynosa | 0.47 | 1.2% | 0.47 | 1.1% |
| Durango | 0.38 | 1.0% | 0.78 | 1.8% |
| Durango | 0.31 | 0.8% | 0.71 | 1.7% |
| Gómez Palacio | 0.07 | 0.2% | 0.07 | 0.2% |
| Bajío | 8.04 | 20.4% | 9.51 | 22.5% |
| San Luis Potosí | 3.33 | 8.4% | 3.33 | 7.9% |
| San Luis Potosí | 3.33 | 8.4% | 3.33 | 7.9% |
| Jalisco | 1.64 | 4.2% | 1.65 | 3.9% |
| Guadalajara | 1.64 | 4.2% | 1.65 | 3.9% |
| Aguascalientes | 0.06 | 0.2% | 0.99 | 2.3% |
| Aguascalientes | 0.06 | 0.2% | 0.99 | 2.3% |
| Guanajuato | 1.57 | 4.0% | 1.57 | 3.7% |
| Celaya | 0.12 | 0.3% | 0.12 | 0.3% |
| Irapuato | 0.44 | 1.1% | 0.44 | 1.0% |
| Silao | 1.01 | 2.6% | 1.01 | 2.4% |
| Querétaro | 1.44 | 3.6% | 1.98 | 4.7% |
| Querétaro | 1.44 | 3.6% | 1.98 | 4.7% |
| Central | 6.06 | 15.3% | 6.25 | 14.8% |
| State of Mexico | 5.39 | 13.6% | 5.39 | 12.7% |
| Cuautitlan Izcalli | 4.26 | 10.8% | 4.26 | 10.1% |
| Toluca | 0.90 | 2.3% | 0.90 | 2.1% |
| Huehuetoca | 0.22 | 0.6% | 0.22 | 0.5% |
| Mexico City | 0.02 | 0.1% | 0.02 | 0.1% |
| Azcapotzalco | 0.02 | 0.1% | 0.02 | 0.1% |
| Tabasco | 0.65 | 1.6% | 0.65 | 1.5% |
| Villahermosa | 0.65 | 1.6% | 0.65 | 1.5% |
| Total | 39.49 | 100.0% | 42.29 | 100.0% |

Total Gross Leasable Area / million square feet. Potential leasable area of land reserves is not included.

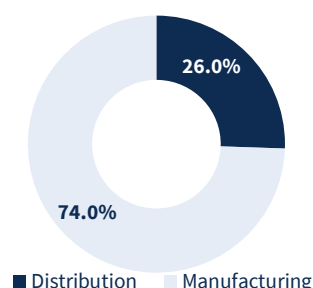
Source: PGIM Real Estate - Asset Management

Composition by Asset Type

At the end of 3Q21, 74.0% of Terrafina's portfolio was leased to tenants with manufacturing activities, while 26.0% was leased to tenants with distribution and logistics activities.

Composition by Asset Type as of 3Q21

(as a % of total GLA)



| Use of Property Diversification | 3Q21 | 3Q20 | Var. |
|---------------------------------|-------|-------|---------|
| Distribution | 26.0% | 25.1% | 82 bps |
| Manufacturing | 74.0% | 74.9% | -82 bps |

Source: PGIM Real Estate - Asset Management

Composition by Sector

As of September 30th, 2021, tenant diversification by industrial sector was as follows:

| Industrial Sector Diversification | 3Q21 | 3Q20 | Var. |
|-----------------------------------|---------------|---------------|----------|
| Automotive | 33.5% | 34.5% | -105 bps |
| Industrial Goods | 20.2% | 19.9% | 29 bps |
| Consumer Goods | 12.9% | 15.4% | -250 bps |
| Logistics and Trade | 11.9% | 10.2% | 163 bps |
| Aviation | 10.3% | 9.9% | 42 bps |
| Non-durable Consumer Goods | 2.2% | 2.0% | 18 bps |
| Electronics | 9.1% | 8.0% | 102 bps |
| Total | 100.0% | 100.0% | |

Source: PGIM Real Estate - Asset Management

Composition of Top Clients

Terrafina has a widely diversified tenant base that leases industrial properties throughout several of Mexico's main cities. For 3Q21, Terrafina's top client represented 3.6% of total revenues, while top 10 clients and top 20 clients represented 18.0% and 29.7% of total revenues, respectively.

| Top Clients | Leased Square Feet (million) | % Total GLA | % Total Revenues |
|--|------------------------------|-------------|------------------|
| <i>(as of September 30th, 2021)</i> | | | |
| Top Client | 1.43 | 3.9% | 3.6% |
| Top 10 Clients | 7.13 | 19.2% | 18.0% |
| Top 20 Clients | 11.07 | 29.8% | 29.7% |

Source: PGIM Real Estate - Asset Management

Occupancy

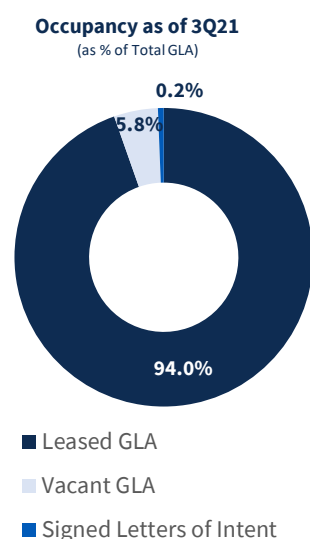
3Q21 occupancy rate was 94.0%, a 150-basis point decrease compared to 3Q20. Note these occupancy rate indicators reflect the rate as of quarter end.

For 3Q21, Terrafina's leasing activity reached 3.0 msf, 30.7% of which corresponded to new leases (including expansions), 47.9% were lease renewals and 30.7% were early lease renewals.

Leasing activity in 3Q21 mainly took place in the Querétaro, Chihuahua, Ramos Arizpe, Tijuana, Ciudad Juárez, Silao, Reynosa, Cuautitlán Izcalli, Huehuetoca, Toluca, Monterrey and Irapuato markets.

| Occupancy | 3Q21 | 3Q20 | Var. |
|--------------------------|---------------|---------------|----------|
| Leased GLA | 94.0% | 95.5% | -150 bps |
| Vacant GLA | 5.8% | 4.5% | 132 bps |
| Signed Letters of Intent | 0.2% | 0.0% | 22 bps |
| Total | 100.0% | 100.0% | |

Source: PGIM Real Estate - Asset Management



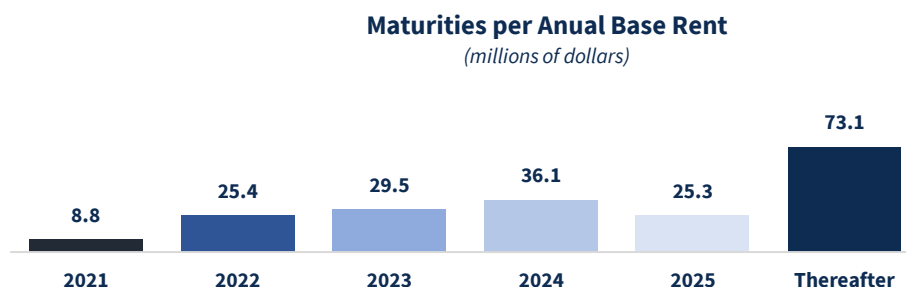
Lease Maturities

Terrafina had 293 tenants under leasing contracts at the end of 3Q21. These contracts have an average maturity of three to five years for logistics and distribution properties, and of five to seven years for manufacturing properties. Annual average maturities (as a percentage of annual base rents) will remain at levels of between 4% to 18% for the next five years.

The following table breaks down Terrafina's leasing maturity schedule for the upcoming years:

| | Annual Base Rent (millions of dollars) | % of Total | Occupied Square Feet (million) | % of Total |
|------------|---|------------|-----------------------------------|------------|
| 2021 | 8.8 | 4.4% | 1.67 | 4.5% |
| 2022 | 25.4 | 12.8% | 4.82 | 13.0% |
| 2023 | 29.5 | 14.9% | 5.52 | 14.9% |
| 2024 | 36.1 | 18.2% | 6.91 | 18.6% |
| 2025 | 25.3 | 12.8% | 4.61 | 12.4% |
| Thereafter | 73.1 | 36.9% | 13.58 | 36.6% |

Source: PGIM Real Estate - Asset Management



CAPITAL DEPLOYMENT

Capital Expenditure (CapEx)

Terrafina's CapEx is classified as recurring expenses that are based on upcoming lease maturities and property improvements. The main focus of these expenses is on renewals of leasing contracts and improvements in property conditions, while taking into account tenant requirements. Terrafina expects to apply CapEx towards vacant properties as well as towards the development of new GLA by means of expansions and/or new developments.

Additionally, it is important to consider that CapEx intended for expansions and new developments is not financed with Terrafina's operating cash flow, and therefore does not appear on the income statement.

Capital expenditure accounts are comprised as follows:

- 1) Resources used for tenant's property improvements, as well as recurring maintenance CapEx.
- 2) Broker and administrator fees (LC's).
- 3) CapEx for new developments, which—due to their nature—are generally capitalized.

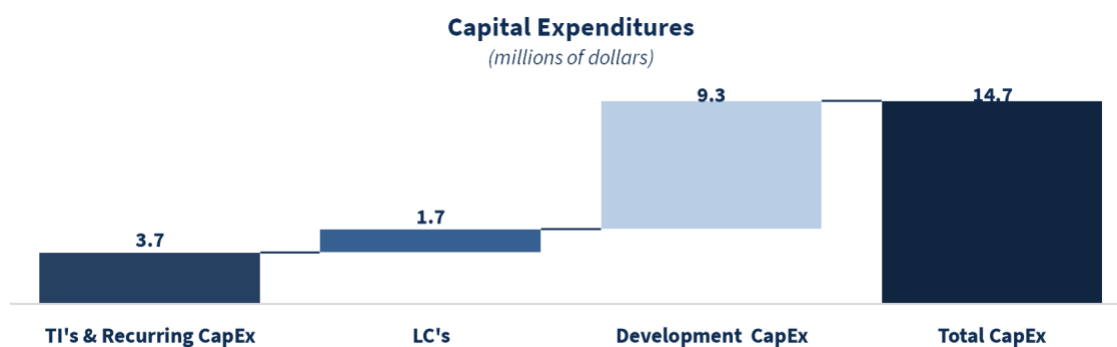
In 3Q21, Terrafina's investments in tenant improvements and recurring CapEx was US\$3.7 million. Total CapEx for 3Q21 is broken down in the following table:

| Capital Expenditures | 3Q21 (millions of pesos) | 3Q21 (millions of dollars) |
|------------------------|-----------------------------|-------------------------------|
| TI's & Recurring CapEx | 74.1 | 3.7 |
| LC's | 34.2 | 1.7 |
| Development CapEx | 186.8 | 9.3 |
| Total CapEx | 295.2 | 14.7 |

Maintenance expenses for vacant properties are included in the Tenant Improvements & Recurring Capex figures.

(1) CapEx for expansions/new developments.

Source: PGIM Real Estate - Asset Management



Land Reserves

Terrafina's land reserve as of September 30th, 2021 comprised nine land reserve properties, equivalent to 5.5 msf of potential GLA for the development of future industrial properties.

As of September 30th, 2021, Terrafina's land reserves were distributed as follows:

| Land Reserves | Square Feet (million) | Land at Cost (millions of pesos) | Land at Cost (millions of dollars) | Market Value (millions of pesos) | Market Value (millions of dollars) |
|---|-----------------------|-------------------------------------|---------------------------------------|-------------------------------------|---------------------------------------|
| (as of September 30 th , 2021) | | | | | |
| North | 2.59 | 514.6 | 25.3 | 681.9 | 33.6 |
| Bajío | 0.18 | 14.5 | 0.7 | 16.2 | 0.8 |
| Central | 2.74 | 594.9 | 29.3 | 172.0 | 8.5 |
| Total Land Portfolio | 5.51 | 1,124.0 | 55.3 | 870.1 | 42.9 |

Source: PGIM Real Estate - Asset Management and Fund Accounting

3Q21 FINANCIAL PERFORMANCE

Financial Results and Calculations

Terrafina's financial results are presented in Mexican pesos and U.S. dollars. Figures on the income statement for each period were converted to dollars using the average exchange rate for the third quarter of 2021 (Ps. 20.0083/dollar). For the balance sheet, figures were converted using the exchange rate at the close of September 30th, 2021 (Ps. 20.3060/dollar).

Terrafina uses best accounting practices when measuring the FIBRA's (REIT) performance results by providing relevant metrics to the financial community. Throughout the following financial performance section, additional calculations are available. These metrics must not be considered individually to evaluate Terrafina's results. The recommendation is to use them in conjunction with other International Financial Reporting Standards metrics to measure the Company's performance.

In this earnings report, Terrafina presents additional metrics such as Net Operating Income (NOI), Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA), Funds from Operations (FFO), and Adjusted Funds from Operations (AFFO). Each breakdown calculation is available in this document.

In addition, Terrafina recommends reviewing the Appendices as a reference to different items of Terrafina's financial statement. This information is available in the last section of this document.

Past performance is not a guarantee or reliable indicator of future results.

Same-Store Results

The following table shows Terrafina's 3Q21 same-store highlights and consolidated information:

| | Consolidated 3Q21 | Same-Store ¹ 3Q20 | Var. |
|---|----------------------|---------------------------------|----------|
| Number of Properties | 275 | 275 | 0 |
| Occupancy Rate | 94.0% | 95.6% | -160 bps |
| Gross Leasable Area (GLA) (msf) | 39.5 | 39.5 | 0.0 |
| Avg. Leasing Rent / Square Foot (dollars) | 5.34 | 5.29 | 0.05 |

(1) Same properties information evaluates the performance of the industrial properties without including recent acquisitions, developments or dispositions closed in a twelve-month period.

Source: PGIM Real Estate - Asset Management and Fund Accounting

| | Consolidated 3Q21 | Same - Store 3Q20 | Var. | Consolidated 3Q21 | Same - Store 3Q20 | Var. |
|--------------------------------|---|----------------------|----------|---|----------------------|----------|
| | (millions of pesos unless otherwise stated) | | | (millions of dollars unless otherwise stated) | | |
| Net Collections | 943.9 | 1,048.3 | -10.0% | 47.2 | 46.9 | 0.6% |
| Rental Revenues | 934.2 | 1,037.1 | -9.9% | 46.7 | 47.4 | -1.4% |
| Net Operating Income | 906.8 | 999.5 | -9.3% | 45.3 | 45.2 | 0.4% |
| NOI Margin | 93.8% | 95.0% | -119 bps | 93.8% | 95.0% | -119 bps |
| EBITDA | 802.9 | 896.3 | -10.4% | 40.1 | 40.5 | -0.9% |
| EBITDA Margin | 83.1% | 85.2% | -214 bps | 83.1% | 85.2% | -214 bps |
| FFO | 597.3 | 630.0 | -5.2% | 29.9 | 28.5 | 4.7% |
| FFO Margin | 61.8% | 59.9% | 189 bps | 61.8% | 59.9% | 189 bps |
| Adjusted Funds from Operations | 481.8 | 514.5 | -6.4% | 24.1 | 23.1 | 4.2% |
| AFFO Margin | 49.6% | 48.4% | 122 bps | 49.6% | 48.4% | 122 bps |
| Distributions per CBF1 | 0.4266 | 0.5532 | -22.9% | 0.0213 | 0.0248 | -14.2% |

(1) Some properties information evaluates the performance of the industrial properties without including recent acquisitions / dispositions and developments closed in a twelve-month period.

Source: PGIM Real Estate - Asset Management and Fund Accounting

Net Collections

In 3Q21, Terrafina reported net collections of US\$47.2 million, a 6.3% or US\$3.2 million decrease compared to 3Q20. With the intention of aligning NOI, EBITDA, FFO and AFFO to Terrafina's cash flow generation, the method of calculation for these metrics will be made starting from net collections. This calculation is equal to rental revenue (invoices), minus uncollected revenue from the quarter, plus revenue collected from the quarter.

Rental Revenues

In 3Q21, Terrafina reported rental revenues of US\$46.7 million, a 6.4% or US\$3.2 million decrease compared to 3Q20.

Rental revenues do not include accrued revenues as these are a non-cash item.

Other Operating Income

In 3Q21, other operating income totaled US\$1.4 million, a 6.8% or US\$0.1 million increase compared to 3Q20.

Other operating income mainly stemmed from tenant refunds from triple-net leases. Expenses reimbursable to Terrafina mainly included electricity, property taxes, insurance costs and maintenance.

Net revenues reached US\$48.4 million in 3Q21, a decrease of US\$2.8 million, or 5.5% compared to 3Q20.

| Revenues | 3Q21 | 3Q20 | Var. % | 3Q21 | 3Q20 | Var. % |
|--|---------------------|----------------|---------------|-----------------------|-------------|--------------|
| | (millions of pesos) | | | (millions of dollars) | | |
| Net Collections ¹ | 943.9 | 1,114.5 | -15.3% | 47.2 | 50.4 | -6.3% |
| Rental Revenue | 934.2 | 1,103.6 | -15.3% | 46.7 | 49.9 | -6.4% |
| Uncollected Revenue from the Quarter | -55.8 | -94.2 | -40.8% | -2.8 | -4.2 | -34.2% |
| Collected Revenue from the Previous Quarter | 65.5 | 105.2 | -37.7% | 3.3 | 4.7 | -30.4% |
| Accrued Income ² | 4.7 | -1.7 | -376.1% | 0.2 | -0.1 | -397.0% |
| Other Operating Revenues | 28.7 | 29.7 | -3.3% | 1.4 | 1.3 | 6.8% |
| Reimbursable Expenses as Revenues ³ | 7.8 | 16.0 | -51.5% | 0.4 | 0.7 | -46.5% |
| Reimbursable Tenant Improvements | 4.3 | 7.9 | -45.2% | 0.2 | 0.4 | -39.5% |
| Other non-cash Income | 16.6 | 5.8 | 187.0% | 0.8 | 0.3 | 218.8% |
| Net Revenue ⁴ | 967.6 | 1,131.5 | -14.5% | 48.4 | 51.2 | -5.5% |

(1) Net collections = rental revenue - uncollected revenue from the quarter + revenue collected from the previous quarter. (2) Straight line rent adjustment.

(3) Triple net leases expenses reimbursed to Terrafina from its tenants. (4) Rental revenue + accrued income + other operating revenues.

Source: PGIM Real Estate - Fund Accounting

For additional information regarding the revenue breakdown used to calculate additional metrics presented in this earnings report, please refer to *Annex 1* in the last section of this document.

Real Estate Expenses

In 3Q21, real estate expenses totaled US\$13.3 million. These expenses mainly corresponded to repair and maintenance, property taxes and insurance. Starting on 3Q21, property tax expenses, which were usually booked in the first quarter of the year, will be distributed throughout all quarters of the year.

It is also important to differentiate between expenses that are directly related to the operation and those that are for the maintenance of the industrial portfolio; the latter are used in the NOI calculation.

The remainder of the accounts included in real estate expenses are considered non-recurring expenses and are used to calculate EBITDA and AFFO.

For additional information regarding the real estate expenses breakdown, please refer to *Annex 2* in the last section of this document.

Net Operating Income (NOI)

In 3Q21, NOI totaled US\$45.3 million, 5.7% or US\$2.7 million decrease compared to 3Q20. NOI margin decreased by 8 basis points reaching 93.8% compared to 93.7% in 3Q20.

The following table displays the NOI calculation for 3Q21:

| Net Operating Income | 3Q21 | 3Q20 | Var. % | 3Q21 | 3Q20 | Var. % |
|---|---|----------------|---------------|--|--------------|--------------|
| | (millions of pesos unless otherwise stated) | | | (millions of dollars otherwise stated) | | |
| Net Collections ¹ | 943.9 | 1,114.5 | -15.3% | 47.2 | 50.4 | -6.3% |
| Other Operating income ² | 22.7 | 19.8 | 15.1% | 1.1 | 0.9 | 26.5% |
| Net Revenues for NOI Calculation | 966.7 | 1,134.2 | -14.8% | 48.3 | 51.3 | -5.7% |
| Repair and Maintenance | -4.4 | -10.6 | -57.9% | -0.2 | -0.5 | -54.3% |
| Property Taxes | -20.1 | -24.8 | -19.0% | -1.0 | -1.1 | -10.4% |
| Property Management Fees | -19.3 | -21.9 | -12.0% | -1.0 | -1.0 | -2.7% |
| Electricity | -1.4 | -2.0 | -31.0% | -0.1 | -0.1 | -24.5% |
| Property Insurance | -7.7 | -6.3 | 22.0% | -0.4 | -0.3 | 34.9% |
| Security | -4.5 | -3.2 | 41.4% | -0.2 | -0.1 | 55.8% |
| Other Operational Expenses | -2.5 | -2.1 | 17.7% | -0.1 | -0.1 | 29.6% |
| Real Estate Operating Expenses for NOI Calculation | -59.9 | -70.9 | -15.5% | -3.0 | -3.2 | -6.9% |
| Net Operating Income ³ | 906.8 | 1,063.4 | -14.7% | 45.3 | 48.0 | -5.7% |
| NOI Margin | 93.8% | 93.7% | 8 bps | 93.8% | 93.7% | 8 bps |

(1) Net collections = rental revenue - uncollected revenue from the quarter + revenue collected from the previous quarter.

(2) Excludes tenant improvements which are income calculation generated by the operation of the property, independent of external factors such as financing and income taxes. NOI is the result of Net Revenues (includes rental income and triple net leases expenses reimbursements) minus Real Estate Operating Expenses (costs included in 'AFFO')

(3) The incurred during the operation and maintenance of the industrial portfolio.

Source: PGIM Real Estate - Fund Accounting

Fees and Administrative Expenses (G&A)

Fees and administrative expenses for 3Q21 totaled US\$5.4 million, a 2.3% or US\$0.1 million increase compared to 3Q20.

The following table breaks down total G&A for 3Q21:

| G&A | 3Q21 | 3Q20 | Var. % | 3Q21 | 3Q20 | Var. % |
|---|---|---------------|--------------|---|-------------|-------------|
| | (millions of pesos unless otherwise stated) | | | (millions of dollars unless otherwise stated) | | |
| External Advisor Fees ¹ | -62.4 | -67.9 | -8.2% | -3.1 | -3.1 | 1.5% |
| Professional and Consulting Services | -10.8 | -16.9 | -35.8% | -0.5 | -0.8 | -29.5% |
| Payroll, Admin. Fees and Other Expenses | -34.5 | -31.5 | 9.8% | -1.7 | -1.4 | 21.1% |
| Total G&A | -107.8 | -116.3 | -7.3% | -5.4 | -5.3 | 2.3% |

(1) PLA Administradora Industrial, S. de R.L. de C.V., is a Mexican affiliate of PREI, and Advisor as per the Advisory Contract.

Source: PGIM Real Estate - Fund Accounting

Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA)

In 3Q21, EBITDA totaled US\$40.1 million, a decrease of US\$3.1 million, or 7.1%, compared to 3Q20. The EBITDA margin was 83.1%, a 122-basis point decrease compared to 3Q20.

The following shows the EBITDA calculation for 3Q21:

| EBITDA | 3Q21 | 3Q20 | Var. % | 3Q21 | 3Q20 | Var. % |
|--|--|---------------|-----------------|--|--------------|-----------------|
| | <i>(millions of pesos unless otherwise stated)</i> | | | <i>(millions of dollars unless otherwise stated)</i> | | |
| Net Collections ¹ | 943.9 | 1,114.5 | -15.3% | 47.2 | 50.4 | -6.3% |
| Other Operating Income ² | 22.7 | 19.8 | 15.1% | 1.1 | 0.9 | 26.5% |
| Real Estate Expenses for EBITDA Calculation | -63.1 | -73.4 | -14.1% | -3.2 | -3.3 | -5.3% |
| Real Estate Operating Expenses for NOI Calculation | -59.9 | -70.9 | -15.5% | -3.0 | -3.2 | -6.9% |
| Advertising | -0.1 | -0.3 | - | 0.0 | 0.0 | - |
| Admin. Property Insurance Expenses | -0.9 | -0.8 | 3.8% | 0.0 | 0.0 | 14.3% |
| Other Admin. Real Estate Expenses | -2.3 | -1.4 | 58.4% | -0.1 | -0.1 | 72.8% |
| Fees and Admin. Expenses | -100.6 | -104.5 | -3.7% | -5.0 | -4.7 | 6.4% |
| External Advisor Fees | -62.4 | -67.9 | -8.2% | -3.1 | -3.1 | 1.5% |
| Legal, Admin. and Other Professional Fees | -27.6 | -22.7 | 21.7% | -1.4 | -1.0 | 34.6% |
| Trustee Fees | -2.6 | -3.7 | -30.6% | -0.1 | -0.2 | -24.0% |
| Payroll | -7.2 | -8.4 | -14.3% | -0.4 | -0.4 | -5.8% |
| Other Expenses | -0.8 | -1.7 | -49.8% | 0.0 | -0.1 | -44.6% |
| EBITDA ³ | 802.9 | 956.3 | 17.5% | 40.1 | 43.2 | -7.1% |
| EBITDA Margin | 83.1% | 84.3% | -122 bps | 83.1% | 84.3% | -122 bps |

(1) Net collections = rental revenue - uncollected revenue from the quarter + revenue collected from the previous quarter. (2) Excludes tenant improvements reimbursements which is included in AFFO calculation. (3) Earnings before interest, taxes, depreciation and amortization.

Source: PGIM Real Estate - Fund Accounting

For additional information regarding the commissions and administrative expenses breakdown used for the calculation of EBITDA and AFFO, please refer to *Annex 3* located in the last section of this document.

Financing Expenses

In 3Q21, financing expenses totaled US\$15.0 million, a increase of 16.1% or US\$2.1 million compared to 3Q20.

| Financial Expenses | 3Q21 | 3Q20 | Var. % | 3Q21 | 3Q20 | Var. % |
|--------------------|---------------------|---------------|-------------|-----------------------|--------------|--------------|
| | (millions of pesos) | | | (millions of dollars) | | |
| Interest Paid | -206.2 | -267.2 | -22.8% | -10.3 | -12.1 | -14.7% |
| Borrowing Expenses | -94.3 | -19.2 | 391.1% | -4.7 | -0.9 | 432.3% |
| Recurring | 0.0 | 0.0 | - | 0.0 | 0.0 | - |
| Non-recurring | -94.3 | -19.2 | 391.1% | -4.7 | -0.9 | 432.3% |
| Interest Income | 0.5 | 0.9 | -44.0% | 0.0 | 0.0 | -37.9% |
| Total | -299.9 | -285.5 | 5.1% | -15.0 | -12.9 | 16.1% |

Source: PGIM Real Estate - Fund Accounting

Funds from Operations (FFO) and Adjusted Funds from Operations (AFFO)

In 3Q21, FFO decreased by US\$1.3 million or 4.2% compared to 3Q20, reaching US\$29.9 million. The FFO margin was 61.8%, a 98-basis points increase compared to 3Q20. Additionally, AFFO was US\$24.1 million, a decrease of US\$1.8 million, or 7.1% compared to 3Q20. The AFFO margin was 49.6%, a decrease of 59 basis points versus 3Q20.

| Funds from Operations (FFO) | 3Q21 | 3Q20 | Var. % | 3Q21 | 3Q20 | Var. % |
|--|---|--------------|---------------|---|-------------|--------------|
| | (millions of pesos unless otherwise stated) | | | (millions of dollars unless otherwise stated) | | |
| EBITDA | 802.9 | 956.3 | -16.0% | 40.1 | 43.2 | -7.1% |
| Finance Cost ¹ | -205.7 | -266.3 | -22.8% | -10.3 | -12.0 | -14.6% |
| Funds from Operations (FFO) | 597.3 | 690.0 | -13.4% | 29.9 | 31.2 | -4.2% |
| FFO Margin | 61.8% | 60.8% | 98 bps | 61.8% | 60.8% | 98 bps |
| Tenant Improvements | -74.1 | -69.8 | 6.3% | -3.7 | -3.2 | 15.5% |
| Leasing Commissions | -34.2 | -32.6 | 5.0% | -1.7 | -1.5 | 13.4% |
| Other Non-Recurring ² | -7.1 | -11.8 | -39.8% | -0.4 | -0.5 | -33.9% |
| Adjusted Funds from Operations (AFFO) | 481.8 | 575.8 | -16.3% | 24.1 | 25.9 | -7.1% |
| AFFO Margin | 49.6% | 50.2% | -59 bps | 49.6% | 50.2% | -59 bps |

(1) Net Operational Interest Expenses comprised by interest paid, recurring borrowing expenses and other interest income. (3) Related to acquisitions, dispositions, legal expenses, and others.

Source: PGIM Real Estate - Fund Accounting

Comprehensive Income

Comprehensive Income for 3Q21 amounted to US\$70.2 million, compared to US\$10.6 million in 3Q20.

The following table presents Comprehensive Income calculations for 3Q21:

| Comprehensive Income | 3Q21 | 3Q20 | Var. % | 3Q21 | 3Q20 | Var. % |
|--|--|----------------|----------------|--|-------------|---------------|
| | <i>(millions of pesos unless otherwise stated)</i> | | | <i>(millions of dollars unless otherwise stated)</i> | | |
| Net Revenues | 967.6 | 1,131.5 | -14.5% | 48.4 | 51.2 | -5.5% |
| Real Estate Expenses | -266.6 | -207.7 | 28.3% | -13.3 | -9.5 | 40.6% |
| Fees and Other Expenses | -107.8 | -116.3 | -7.3% | -5.4 | -5.3 | 2.3% |
| Net Income (Loss) from Fair Value Adjustment on Investment Properties | 1,034.0 | 744.9 | - | 51.7 | 34.4 | 50.1% |
| Net Income (Loss) from Fair Value Adjustment on Financial Derivative Instruments | 8.4 | 2.3 | - | 0.4 | 0.1 | - |
| Net Income (Loss) from Fair Value Adjustment on Borrowings | -207.0 | 121.3 | - | -10.3 | 5.6 | - |
| Realized Gain (Loss) on Financial Derivative instruments | -8.4 | -2.7 | - | -0.4 | -0.1 | - |
| Foreign Exchange Gain (loss) | -1.5 | 1.5 | - | -0.1 | 0.0 | - |
| Operating Profit | 1,418.8 | 1,674.8 | - | 70.9 | 76.5 | - |
| Financial Income | 0.5 | 0.9 | -44.0% | 0.0 | 0.0 | -37.9% |
| Financial Expenses | -300.5 | -286.4 | 4.9% | -15.0 | -13.0 | 15.9% |
| Net Financial Cost | -299.9 | -285.5 | 5.1% | -15.0 | -12.9 | 16.1% |
| Share of Profit from Equity Accounted Investments | 36.4 | 71.8 | - | 1.8 | 3.3 | -45.1% |
| Net Profit (Loss) | 1,155.3 | 1,461.1 | -20.9% | 57.7 | 66.9 | -13.7% |
| Items Reclassified after Net Profit (Loss) - Foreign Exchange Adjustments | 751.5 | -699.6 | -207.4% | 0.0 | 0.0 | - |
| Changes in the Fair Value Adjustment on Loans through Other Comprehensive Income | 254.9 | -1,262.7 | - | 12.6 | -56.2 | - |
| Comprehensive Income | 2,161.6 | -501.2 | -531.3% | 70.2 | 10.6 | 559.9% |

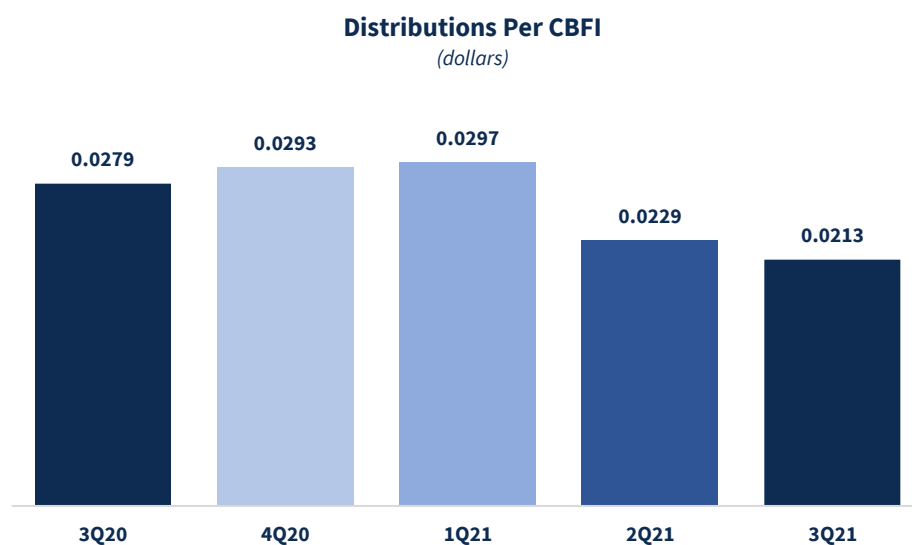
Source: PGIM Real Estate - Fund Accounting

Distributions per CBFIs

In 3Q21, Terrafina distributed US\$16.9 million, or US\$0.0213 per CBFi. 70% of the AFFO generated in the quarter corresponds to the paid distributions.

| Distributions | | | | | | |
|--|---------------|---------------|---------------|---------------|---------------|----------------|
| <i>(millions of pesos unless otherwise stated)</i> | 3Q20 | 4Q20 | 1Q21 | 2Q21 | 3Q21 | Var.% |
| Total Outstanding CBFIs ¹ (millions of CBFIs) | 790.6 | 790.6 | 790.6 | 790.6 | 790.6 | 0.0% |
| CBFi Price ² | 27.79 | 29.95 | 29.89 | 30.65 | 30.88 | 11.1% |
| Distributions | 489.5 | 478.0 | 476.4 | 363.4 | 337.2 | -31.1% |
| Distributions Per CBFi | 0.6191 | 0.6045 | 0.6026 | 0.4597 | 0.4266 | -31.1% |
| FX Rate USD/MXN (average closing period) | 22.13 | 20.63 | 20.33 | 20.04 | 20.01 | -9.6% |
| Distributions (millions of dollars) | 22.0 | 23.1 | 23.5 | 18.1 | 16.9 | -23.5% |
| Distributions Per CBFi (dollars) | 0.0279 | 0.0293 | 0.0297 | 0.0229 | 0.0213 | -23.5% |
| Annualized Distribution Yield³ | 8.9% | 8.1% | 8.1% | 6.0% | 5.5% | -339 pb |

*(1) Number of CBFIs at the end of each period (2) Average closing price for the period. (3) Annualized distribution per share divided by the average CBFi price of the quarter.
Source: PGIM Real Estate - Fund Accounting*



Debt

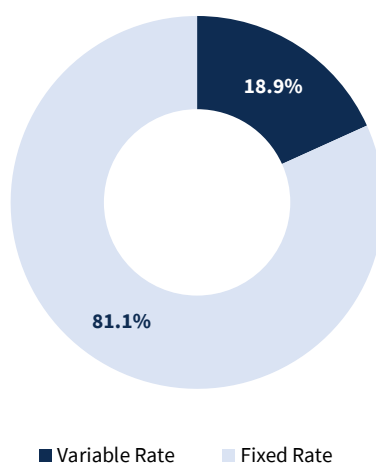
As of September 30th, 2021, Terrafina's total debt reached US\$942.6 million. The average cost of Terrafina's long-term debt was 4.45%. All Terrafina's debt is denominated in U.S. dollars.

| Outstanding Debt | | | | | | | | |
|--|----------|-------------------|---------------------|---------------|---------------|-----------|------------------|----------------------------|
| | Currency | Millions of pesos | Millions of dollars | Interest Rate | Terms | Maturity | Extension Option | Derivatives |
| <i>(as of September 30th, 2021)</i> | | | | | | | | |
| Long Term Debt | | | | | | | | |
| Metlife | Dollars | 3,045.9 | 150.0 | 4.75% | Interest Only | Jan 2027 | - | - |
| BBVA Term Loan | Dollars | 3,774.2 | 185.9 | Libor + 2.30% | Interest Only | July 2026 | - | US\$105M swap ³ |
| ¹ Senior Notes (2022) | Dollars | 1,903.1 | 93.7 | 5.25% | Interest Only | Nov 2022 | - | - |
| ² Senior Notes (2029) | Dollars | 11,270.8 | 555.0 | 4.962% | Interest Only | Jul 2029 | - | - |
| Total Debt | | 19,993.9 | 984.6 | | | | | |
| Net Cash | | 853.5 | 42.0 | | | | | |
| Net Debt | | 19,140.5 | 942.6 | | | | | |

(1) Value at Cost: US\$90 million / Ps.1,848.5 million. (2) Value at Cost: US\$500 million / Ps.10,253.8 million (3) Interest rate Cap: 2.75%. (3) Interest rate Swap fixed rate: 1.768%
Source: PGIM Real Estate - Fund Accounting and Transactions

Interest Rate Breakdown

(as of September 30th, 2021)



The following tables show leverage and debt service coverage as of September 30th, 2021:

| Loan-to-Value (LTV) | | |
|---|---------------------|-----------------------|
| (as of September 30 th , 2021) | (millions of pesos) | (millions of dollars) |
| Total Assets | 51,944.7 | 2,558.1 |
| Total Debt (historical cost) | 18,922.3 | 931.9 |
| Loan-to-Value ¹ | 36.4% | |

(1) Total Debt recorded at historic cost divided by Total Assets.
Source: PGIM Real Estate - Fund Accounting and Capital Markets

| Debt Service Coverage Ratio (DSCR) | | | |
|--|-----------------------------------|---------------------|-----------------------|
| | period | (millions of pesos) | (millions of dollars) |
| Cash & Cash Equivalents | September 30 th , 2021 | 853.5 | 42.0 |
| Recoverable Taxes | Σ next 6 quarters | 94.4 | 4.6 |
| EBIT ¹ after distributions | Σ next 6 quarters | 3,081.3 | 154.0 |
| Available Credit Line | September 30 th , 2021 | 5,940.8 | 300.0 |
| Debt Service Coverage Ratio (DSCR) ² | | | |
| | | 3.5x | |

(1) Earnings Before Interest and Taxes
(2) (Cash & Cash Equivalents + Recoverable Taxes + EBIT After Distributions + Available Credit Line) / (Interest Payments + Principal Payments + Recurring CAPEX + Development Expenses)
Source: PGIM Real Estate - Fund Accounting and Capital Markets

Additionally, as of September 30th, 2021, Terrafina was in full compliance with its debt covenants related to the bond issuances maturing in 2022 and 2029 as follows:

| Unsecured Bond Covenants | | |
|--|-----------|----------------|
| (as of September 30 th , 2021) | Terrafina | Bond Covenants |
| Loan-to-Value (LTV) ¹ | 38.8% | ≤ 60% |
| Debt Service Coverage Ratio (DSCR) ² | 3.9x | ≥ 1.5x |
| Secured Debt to Gross Assets Limitation | 5.9% | ≤ 40% |
| Unencumbered Assets to Unsecured Debt Limitation | 258.1% | ≥ 150% |

(1) Total Debt divided by Total Assets (without accounts receivable). (2) (Net Income/Loss + Interest on Debt + Unrealized Gain /Loss of fair value changes) / (all interest and principal payments on Debt)
Source: PGIM Real Estate - Capital Markets

GUIDANCE

Terrafina expects to reach the following full-year (same-store) results as part of its 2021 guidance:

| 2021 Guidance | |
|--|--|
| Year-end occupancy | 94% - 95% |
| Distribution payout ratio ¹ | 70% |
| Annual distribution per CBFi | \$0.0830 US cents - \$0.0840 US cents |
| CAPEX per square foot (Total GLA) | \$0.30 US cents - \$0.33 US cents |

(1) Relative to 2021 Adjusted Funds from Operations (AFFO)

ANALYST COVERAGE

At the end of 3Q21, the following banks and institutions published research reports on Terrafina:

| | |
|----------------|------------------|
| - Banorte | - HSBC |
| - Barclays | - Interacciones |
| - BBVA | - Invex |
| - BofA | - Itaú BBA |
| - BTG Pactual | - JPMorgan |
| - BX+ | - Monex |
| - Citi Banamex | - Morgan Stanley |
| -Credit Suisse | - Scotiabank |
| | - Santander |

ABOUT TERRAFINA

Terrafina (BMV:TERRA13) is a Mexican real estate investment trust formed primarily to acquire, develop, lease and manage industrial real estate properties in Mexico. Terrafina's portfolio consists of attractive, strategically located warehouses and other light manufacturing properties throughout the Central, Bajío and Northern regions of Mexico. It is internally managed by highly-qualified industry specialists and externally advised by PGIM Real Estate.

Terrafina owns 284 real estate properties, including 275 developed industrial facilities with a collective GLA of approximately 39.5 million square feet and 9 land reserve parcels, designed to preserve the organic growth capability of the portfolio. Terrafina's objective is to provide attractive risk-adjusted returns for the holders of its certificates through stable distributions and capital appreciations. Terrafina aims to achieve this objective through a successful performance of its industrial real estate and complementary properties, strategic acquisitions, access to a high level of institutional support, and an effective management and corporate governance structure. For more information, please visit www.terrafinamx

About PGIM Real Estate

As one of the largest real estate managers in the world with \$195.4 billion in gross assets under management and administration¹, PGIM Real Estate strives to deliver exceptional outcomes for investors and borrowers through a range of real estate equity and debt solutions across the risk-return spectrum. PGIM Real Estate is a business of PGIM, the \$1.7 trillion global asset management business of Prudential Financial, Inc. (NYSE: PRU).

PGIM Real Estate's rigorous risk management, seamless execution, and extensive industry insights are backed by a 50-year legacy of investing in commercial real estate, a 140-year history of real estate financing², and the deep local expertise of professionals in 31 cities globally. Through its investment, financing, asset management, and talent management approach, PGIM Real Estate engages in practices that ignite positive environmental and social impact, while pursuing activities that strengthen communities around the world. For more information visit www.pgimrealstate.com.

¹ As of June 30, 2021. Includes \$43.3 billion U.S. dollars in assets under management (AUA).

² Includes legacy lending through PGIM's parent company, PFI.

About PGIM and Prudential Financial, Inc.

PGIM, the global asset management business of Prudential Financial, Inc. (NYSE: PRU), ranks among the top 10 largest asset managers in the world¹ with more than \$1.7 trillion in assets under management as of June 30, 2021. With offices in 16 countries, PGIM's businesses offer a range of investment solutions for retail and institutional investors around the world across a broad range of asset classes, including public fixed income, private fixed income, fundamental equity, quantitative equity, real estate and alternatives. For more information about PGIM, visit pgim.com.

Prudential's additional businesses offer a variety of products and services, including life insurance, annuities and retirement-related services. For more information about Prudential, please visit news.prudential.com.

Prudential Financial, Inc. of the United States is not affiliated in any manner with Prudential plc, incorporated in the United Kingdom or with Prudential Assurance Company, a subsidiary of M&G plc, incorporated in the United Kingdom.

¹ Prudential Financial, Inc. (PFI) is the 10th largest investment manager (out of 527 firms surveyed) in terms of global assets under management based on Pensions & Investments' Top Money Managers list published on June 1, 2020. This ranking represents global assets under management by PFI as of March 31, 2020.



Conference Call

TerraFina
(BMV: TERRA13)

**Cordially invites you to participate in its
Third Quarter 2021 Conference Call**

Friday, October 29th, 2021

11:00 a.m. Eastern Time

10:00 a.m. Central Time

To access the call, please dial:

from within the U.S. +1--888-506-0062

from outside the U.S. +1-973-528-0011

from Mexico (toll free) 55-8526-2489

Conference access code: 895216

Audio Webcast Link

<https://www.webcaster4.com/Webcast/Page/2133/43066>

To access the conference replay please dial:

U.S. +1-877-481-4010

International (outside the US) +1-919-882-2331

Passcode: 43066

ANNEXES

Annex 1 – Implied Cap Rate

Terrafina's implied cap rate and under NAV (Net Asset Value) Calculations are shown in the following tables:

| Implied Cap Rate | |
|--|----------------|
| 3Q21 Average Price (dollars) ¹ | 1.54 |
| (x) CBFIs (million of certificates) | 790.6 |
| (=) Market Capitalization | 1,220.2 |
| (+) Total Debt | 984.6 |
| (-) Cash | 42.0 |
| (=) Enterprise Value | 2,162.8 |
| (-) Landbank | 42.9 |
| (=) Implied Operating Real Estate Value | 2,119.9 |
| Net Operating Income (NOI) 2021e | 177.0 |
| Implied Cap Rate | 8.3% |

Figures expressed in millions of dollars unless otherwise stated.

(1) Average certificate price of Ps.30.88 and exchange rate of Ps.20.04

| Cap Rate Calculation with NAV | |
|--|----------------|
| (+) Investment Properties (excluding landbank) | 2,391.4 |
| (+) Land | 42.9 |
| (+) Cash | 42.0 |
| (-) Total Debt and Liabilities | 984.6 |
| (=) NAV | 1,491.7 |
| (/) CBFIs (million of certificates) | 790.6 |
| (=) NAV per CBFi (dollars) | 1.89 |
| CBFI Price (NAV calculation) | 1.89 |
| (x) CBFIs (million shares) | 790.6 |
| (=) Market Cap | 1,491.7 |
| (+) Total Debt and Liabilities | 984.6 |
| (-) Cash | 42.0 |
| (=) Enterprise Value | 2,434.3 |
| (-) Landbank | 42.9 |
| (=) Implied Operating Real Estate Value | 2,391.4 |
| Net Operating Income (NOI) 2020e | 177.0 |
| Implied Cap Rate | 7.4% |

Annex 2 – Revenues

Terrafina's revenues are mainly classified as rental revenues and other operating reimbursable revenues.

Additionally, there are accounting revenues that must be registered according to IFRS; however, these are considered non-cash items and therefore are excluded from the principal calculations.

Reimbursable tenant improvements are included in the tenant improvement expenses for the AFFO calculation.

| Revenues | | 3Q21 | 3Q20 | 3Q21 | 3Q20 |
|------------------|--|---------------------|----------------|-----------------------|-------------|
| | | (millions of pesos) | | (millions of dollars) | |
| NOI calculation | Net Collections ¹ | 943.9 | 1,114.5 | 47.2 | 50.4 |
| NOI calculation | Rental Revenue | 934.2 | 1,103.6 | 46.7 | 49.9 |
| NOI calculation | Uncollected Revenue from the Quarter | -55.8 | -94.2 | -2.8 | -4.2 |
| NOI calculation | Collected Revenue from the Previous Quarter | 65.5 | 105.2 | 3.3 | 4.7 |
| Non-cash | Accrued Income ² | 4.7 | -1.7 | 0.2 | -0.1 |
| | Other Operating Revenues | 28.7 | 29.7 | 1.4 | 1.3 |
| NOI calculation | Reimbursable Expenses as Revenues ³ | 7.8 | 16.0 | 0.4 | 0.7 |
| AFFO calculation | Reimbursable Tenant Improvements | 4.3 | 7.9 | 0.2 | 0.4 |
| Non-cash | Other non-cash income | 16.6 | 5.8 | 0.8 | 0.3 |
| | Net Revenue | 967.6 | 1,131.5 | 48.4 | 51.2 |
| NOI calculation | Share of Profit from Equity Accounted Investments ⁴ | 15.0 | 3.8 | 0.7 | 0.2 |

(1) Net collections = rental revenue - uncollected revenue from the quarter + revenue collected from the previous quarter.

(2) Straight line rent adjustment

(3) Triple net leases expenses reimbursed to Terrafina from its tenants. (4) Profit from Joint-venture developments.

Source: PGIM Real Estate - Fund Accounting

Annex 3 – Real Estate Expenses

Real estate expenses are comprised of recurring figures related to operations (used for the Net Operating Profit calculation) as well as non-recurring figures used for the calculation of metrics such as Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA), Funds from Operations (FFO), and Adjusted Funds from Operations (AFFO).

The following table presents the breakdown of real estate expenses, which are used for the calculation of several metrics.

| Real Estate Expenses | | 3Q21 | 3Q20 | 3Q21 | 3Q20 |
|-----------------------------------|--------------------------|---------------------|---------------|-----------------------|-------------|
| | | (millions of pesos) | | (millions of dollars) | |
| | Repair and Maintenance | -82.9 | -88.2 | -4.1 | -4.0 |
| NOI calculation | Recurring | -4.4 | -10.6 | -0.2 | -0.5 |
| AFFO calculation | Non-recurring | -78.4 | -77.6 | -3.9 | -3.6 |
| | Property Taxes | -21.3 | -42.6 | -1.1 | -1.9 |
| NOI calculation | Operating | -20.1 | -24.8 | -1.0 | -1.1 |
| Non-cash | Non-operating | -1.2 | -17.8 | -0.1 | -0.8 |
| NOI calculation | Property Management Fees | -19.3 | -21.9 | -1.0 | -1.0 |
| NOI calculation | Electricity | -1.4 | -2.0 | -0.1 | -0.1 |
| AFFO calculation | Brokers Fees | -34.2 | -32.6 | -1.7 | -1.5 |
| | Property Insurance | -8.5 | -7.1 | -0.4 | -0.3 |
| NOI calculation | Operating | -7.7 | -6.3 | -0.4 | -0.3 |
| EBITDA calculation | Administrative | -0.9 | -0.8 | 0.0 | 0.0 |
| NOI calculation | Security | -4.5 | -3.2 | -0.2 | -0.1 |
| EBITDA calculation | Advertising | -0.1 | -0.3 | 0.0 | 0.0 |
| | Other Expenses | -102.9 | -3.5 | -5.1 | -0.2 |
| NOI calculation | Operational-related | -2.5 | -2.1 | -0.1 | -0.1 |
| Non-cash | Non-operational Related | -98.2 | 0.0 | -4.9 | 0.0 |
| EBITDA calculation | Administrative | -2.3 | -1.4 | -0.1 | -0.1 |
| Non-cash | Bad Debt Expense | 8.6 | -6.2 | 0.4 | -0.3 |
| Total Real Estate Expenses | | -266.6 | -207.7 | -13.3 | -9.5 |

Source: PGIM Real Estate - Fund Accounting

Annex 4 – Fees and Administrative Expenses

Fees and administrative expenses include figures used for the calculation of metrics such as Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA), Funds from Operations (FFO), Adjusted Funds from Operations (AFFO).

Terrafina's fees and administrative expenses breakdown is available in the following table and indicates the figures used for the calculation of these metrics:

| Fees and Administrative Expenses | | 3Q21 | 3Q20 | 3Q21 | 3Q20 |
|---------------------------------------|----------------------------|---------------------|---------------|-----------------------|-------------|
| | | (millions of pesos) | | (millions of dollars) | |
| EBITDA calculation | External Advisor Fees | -62.4 | -67.9 | -3.1 | -3.1 |
| | Legal Fees | -4.7 | -10.3 | -0.2 | -0.5 |
| EBITDA calculation | Recurring | 0.0 | 0.0 | 0.0 | 0.0 |
| AFFO calculation | Non Recurring | -4.7 | -10.3 | -0.2 | -0.5 |
| | Other Professional Fees | -6.1 | -6.6 | -0.3 | -0.3 |
| EBITDA calculation | Recurring | -3.7 | -5.1 | -0.2 | -0.2 |
| AFFO calculation | Non Recurring | -2.4 | -1.6 | -0.1 | -0.1 |
| | Administrative Fees | -23.9 | -17.6 | -1.2 | -0.8 |
| EBITDA calculation | Recurring | -23.9 | -17.6 | -1.2 | -0.8 |
| Non Operational related | Non Recurring ¹ | 0.0 | 0.0 | 0.0 | 0.0 |
| EBITDA calculation | Payroll | -7.2 | -8.4 | -0.4 | -0.4 |
| EBITDA calculation | Trustee Fees | -2.6 | -3.7 | -0.1 | -0.2 |
| EBITDA calculation | Other Expenses | -0.8 | -1.7 | 0.0 | -0.1 |
| Total Fees and Admin. Expenses | | -107.8 | -116.3 | -5.4 | -5.3 |

(1) Nonoperational related administrative fees.

Source: PGIM Real Estate - Fund Accounting

Annex 5 – Reconciliation

| Reconciliation of Net Profit (Loss) to FFO, EBITDA and NOI | | |
|--|---|---|
| | 3Q21 <i>(millions of pesos)</i> | 3Q21 <i>(millions of dollars)</i> |
| Comprehensive Income (Loss) | 2,161.6 | 36.9 |
| <i>Add (Deduct) Currency Translation Adjustment:</i> | | |
| Currency Translation Adjustment | -751.5 | 33.4 |
| Changes in the Fair Value Adjustment on Loans through Other Comprehensive Income | -254.9 | -12.6 |
| <i>Add (Deduct) Cost of Financing Adjustment:</i> | | |
| Non-recurring Borrowing Expenses | 94.3 | 4.7 |
| <i>Add (Deduct) Non-Cash Adjustment:</i> | | |
| Foreign Exchange Adjustments | 1.5 | 0.1 |
| Realized gain (loss) on Financial Derivative Instruments | 8.4 | 0.4 |
| Fair Value Adjustment on Borrowings | 207.0 | 10.3 |
| Fair Value Adjustment on Financial Derivative Instruments | -8.4 | -0.4 |
| Fair Value Adjustment on Investment Properties | -1,034.0 | -51.7 |
| Net gain (loss) from disposal of investment properties | 0.0 | 0.0 |
| <i>Add (Deduct) Expenses Adjustment:</i> | | |
| Non-recurring Repair and Maintenance | 78.4 | 3.9 |
| Non-operating Property Taxes | 1.2 | 0.1 |
| Brokers Fees | 34.2 | 1.7 |
| Bad Debt Expense | -8.6 | -0.4 |
| Other Non-Cash Expenses | | |
| Non Recurring Legal Fees | 4.7 | 0.2 |
| Non-recurring Other Professional Fees | 2.4 | 0.1 |
| <i>Add (Deduct) Revenues Adjustment:</i> | | |
| Uncollected Revenue from the Quarter | -55.8 | -2.8 |
| Collected Revenue from the Previous Quarter | 65.5 | 3.3 |
| Fair Value on Investment Properties JVs | | |
| Accrued Income | -4.7 | -0.2 |
| Other Non-cash Income | -16.6 | -0.8 |
| Reimbursable Tenant Improvements | -4.3 | -0.2 |
| <i>Add (Deduct) Non-operational Administrative Fees</i> | | |
| Non-administrative Fees | 0.0 | 0.0 |
| FFO | 597.3 | 29.8 |
| <i>Add (Deduct) Cost of Financing Adjustment:</i> | | |
| Interest Paid | 206.2 | 10.3 |
| Recurring Borrowing Expenses | 0.0 | 0.0 |
| Interest Income | -0.5 | 0.0 |
| EBITDA | 802.9 | 40.1 |
| <i>Add (Deduct) Expenses Adjustment:</i> | | |
| External Advisor Fees | 62.4 | 3.1 |
| Recurring Legal Fees | 0.0 | 0.0 |
| Other Recurring Professional Fees | 3.7 | 0.2 |
| Administrative Fees | 23.9 | 1.2 |
| Payroll | 7.2 | 0.4 |
| Trustee Fees | 2.6 | 0.1 |
| Other Expenses | 0.8 | 0.0 |
| Advertising | 0.1 | 0.0 |
| Administrative Property insurance | 0.9 | 0.0 |
| Other Administrative Expenses | 2.3 | 0.1 |
| NOI | 906.8 | 45.3 |
| <i>Add (Deduct) Expenses Adjustment:</i> | | |
| Recurring Repair and Maintenance | 4.4 | 0.2 |
| Operating Property Taxes | 20.1 | 1.0 |
| Property Management Fees | 19.3 | 1.0 |
| Electricity | 1.4 | 0.1 |

| | | |
|---|--------------|-------------|
| Property Operating Insurance | 7.7 | 0.4 |
| Security | 4.5 | 0.2 |
| Other Operational Expenses | 2.5 | 0.1 |
| <i>Add (Deduct) Revenues Adjustment:</i> | | |
| Other Non-Cash Income | 16.6 | 0.8 |
| Accrued Income | 4.7 | 0.2 |
| Uncollected Revenue from the Quarter | 55.8 | 2.8 |
| Collected Revenue from the Previous Quarter | -65.5 | -3.3 |
| Reimbursable Tenant Improvements | 4.3 | 0.2 |
| Share of Profit from Equity Accounted Investments | -15.0 | -0.7 |
| Net Revenue | 967.6 | 48.4 |

| Reconciliation of Net Profit (Loss) to AFFO | | |
|---|----------------------------|------------------------------|
| | 3Q21 | 3Q21 |
| | <i>(millions of pesos)</i> | <i>(millions of dollars)</i> |
| Comprehensive Income (Loss) | 2161.6 | 36.9 |
| <i>Add (Deduct) Cost of Financing Adjustment:</i> | | |
| Exchange Rate Adjustments | -751.5 | 33.4 |
| Changes in the Fair Value Adjustment on Loans from Other Comprehensive Income Results | -254.9 | -12.6 |
| <i>Add (Deduct) Cost of Financing Adjustment:</i> | | |
| Non-recurring Borrowing Expenses | 94.3 | 4.7 |
| <i>Add (Deduct) Non-cash Adjustment:</i> | | |
| Foreign Exchange Adjustments | 1.5 | 0.1 |
| Realized gain (loss) on Financial Derivative Instruments | 8.4 | 0.4 |
| Fair Value Adjustment on Borrowings | 207.0 | 10.3 |
| Fair Value Adjustment on Financial Derivative Instruments | -8.4 | -0.4 |
| Fair Value Adjustment on Investment Properties | -1034.0 | -51.7 |
| Net gain (loss) from disposal of investment properties | 0.0 | 0.0 |
| <i>Add (Deduct) Expenses Adjustment:</i> | | |
| Non-operating Property Taxes | 1.2 | 0.1 |
| Bad Debt Expense | -8.6 | -0.4 |
| Other Non-Cash Expenses | | |
| <i>Add (Deduct) Revenues Adjustment:</i> | | |
| Uncollected Revenue from the Quarter | -55.8 | -2.8 |
| Collected Revenue from the Previous Quarter | 65.5 | 3.3 |
| Fair Value on Investment Properties JVs | -21.3 | -1.1 |
| Accrued Income | -4.7 | -0.2 |
| Other Non-Cash Income | -16.6 | -0.8 |
| <i>Add (Deduct) Non-operational Administrative Fees</i> | | |
| Non-administrative Fees | 0.0 | 0.0 |
| AFFO | 481.8 | 24.1 |

FINANCIAL STATEMENTS

| Income Statement | 3Q21 | 3Q21 |
|--|----------------------|------------------------|
| | (thousands of pesos) | (thousands of dollars) |
| Rental revenues | 938,900 | 46,924 |
| Other operating income | 28,683 | 1,434 |
| Real estate operating expenses | -168,435 | -8,419 |
| Other operating expenses related to investment properties | -98,154 | -4,906 |
| Fees and other expenses | -107,759 | -5,385 |
| Net gain (loss) from fair value adjustment on investment properties | 1,034,047 | 51,682 |
| Net gain (loss) from fair value adjustment on borrowings | -207,008 | -10,346 |
| Net gain (loss) unrealized from fair value on financial derivate instruments | 8,383 | 419 |
| Realized gain (loss) on financial derivate instruments | -8,394 | -420 |
| Foreign exchange (loss) gain | -1,467 | -73 |
| Operating profit | 1,418,796 | 70,909 |
| Finance income | 528 | 26 |
| Finance cost | -300,477 | -15,027 |
| Net Finance cost | -299,949 | -15,000 |
| Share of profit from equity accounted investments | 36,431 | 1,821 |
| Net Profit for the period | 1,155,278 | 57,730 |
| Exchange rate gain (loss) from functional to reporting currency | 751,450 | 0 |
| Changes in the fair value adjustment on loans at fair value through other comprehensive income | 254,857 | 12,551 |
| Total Comprehensive income for the period | 2,161,585 | 70,281 |

| Balance Sheet | Sep-30 th -21 (thousands of pesos) | Sep-30 th -21 (thousands of dollars) |
|---|--|--|
| Assets | | |
| Non-current assets | | |
| Investment properties | 49,430,336 | 2,434,272 |
| (Cost: 30/09/2021 - Ps.42,057,747, US\$2,071,198; 30/06/2021 - Ps.41,870,997, US\$2,114,408) | | |
| Investments in joint venture | 815,095 | 40,141 |
| Deferred rents receivable | 255,408 | 12,578 |
| Other accounts receivable | 137,472 | 6,770 |
| Restricted cash | 31,919 | 1,572 |
| Current assets | | |
| Other accounts receivable | 203,099 | 10,002 |
| Recoverable taxes | 94,407 | 4,649 |
| Prepaid expenses | 32,251 | 1,588 |
| Deferred charges receivable | 12,755 | 628 |
| Accounts receivable | 78,490 | 3,865 |
| (Net of allowance for doubtful accounts: 30/09/2021 -Ps. 135,936, US\$6,694; 30/06/2021 - Ps. 139,382, US\$7,039) | | |
| Cash and cash equivalents | 853,450 | 42,029 |
| Total assets | 51,944,682 | 2,558,095 |
| Net assets attributable to Investors | | |
| Net contributions | 18,701,218 | 1,556,093 |
| Retained earnings | 2,090,503 | -32,254 |
| Currency translation adjustment | 9,937,010 | - |
| Own credit risk reserve | 264,954 | 2,493 |
| Total net assets (Net Equity) | 30,993,685 | 1,526,331 |
| Liabilities | | |
| Non-current liabilities | | |
| Loans | 19,838,346 | 976,970 |
| (Cost: 31/09/2021 - Ps. Ps. 18,766,764, US\$924,198; 31/06/2021 - Ps. 17,898,831, US\$903,858) | | |
| Financial derivative instruments | 7,884 | 388 |
| Tenant deposits | 316,491 | 15,586 |
| Accounts payable | 111,252 | 5,479 |
| Current liabilities | | |
| Trade and other payables | 430,726 | 7,662 |
| Loans | 155,581 | 21,212 |
| (Cost: 09/30/2021 - Ps. 155,581, US\$7,662; 06/30/2021 - Ps. 534,503, US\$26,991) | | |
| Tenant deposits | 90,717 | 4,468 |
| Total liabilities (excluding net assets attributable to the Investors) | 20,950,997 | 1,031,764 |
| Total net assets and liabilities | 51,944,682 | 2,558,095 |

| Cash Flow Statement | Sep-21 | Sep-21 |
|---|----------------------|------------------------|
| | (thousands of pesos) | (thousands of dollars) |
| Cash flows from operating activities | | |
| Profit (loss) for the period | 3,839,613 | 57,730 |
| Adjustments: | | |
| Net loss (gain) unrealized from fair value adjustment on investment properties | -1,377,948 | -51,682 |
| Net loss (gain) realized from fair value adjustment on loans | -1,054,034 | 10,346 |
| Net loss (gain) unrealized from fair value adjustment on financial derivative instruments | -24,999 | -419 |
| Net loss (gain) realized from disposal of investment properties | -30,338 | -1,494 |
| Bad debt expenses | 15,347 | -427 |
| Interest expenses on loans | 654,731 | 10,993 |
| Interest income on bank accounts | -2,139 | -26 |
| Share of profit from equity accounted investments | -53,120 | -1,821 |
| Decrease (increase) deferred rents receivable | -17,494 | -233 |
| Decrease (increase) in accounts receivable | 28,857 | 1,470 |
| Decrease (increase) in recoverable taxes | 67,854 | -1,675 |
| Decrease (increase) in recoverable value added tax | 71,440 | 563 |
| Decrease (increase) in prepaid expenses | -1,580 | 1,239 |
| Decrease (increase) in other assets | -125,871 | -3,343 |
| Decrease (increase) in tenant deposits | 8,887 | -778 |
| (Decrease) in accounts payable | 146,769 | 7,560 |
| Net cash (used in) generated from operating activities | 2,145,975 | 28,002 |
| Cash flows from investing activities | | |
| Acquisition of investment properties | -254,748 | -12,545 |
| Improvements of investment properties | -360,472 | -9,334 |
| Dispositions of investment properties | 51,513 | - |
| Interest income on bank accounts | 2,139 | 26 |
| Investments in joint venture | 30,279 | 811 |
| Net cash (used in) generated from investing activities | -276,541 | -21,042 |
| Cash flows from financing activities | | |
| Received payments | 3,735,280 | 185,000 |
| Principal payments on loans | -3,744,393 | -178,961 |
| Interest payments on loans | -753,158 | -16,022 |
| Distributions to investors | -1,317,776 | -18,269 |
| Net cash (used in) generated from financing activities | -2,080,047 | -213,252 |
| Net (decrease) in cash and cash equivalents | -631,069 | -7,252 |
| Cash and cash equivalents at the beginning of the period | 1,443,720 | 50,796 |
| Exchange effects on cash and cash equivalents | 40,799 | - |
| Cash and cash equivalents at the end of the period | 853,450 | 43,544 |

Attributable to Investors

Statement of Changes in Equity

(thousands of pesos)

| | Net contributions | Currency translation adjustment | Own credit risk reserve | Retained earnings | Net assets |
|---|-------------------|---------------------------------|-------------------------|-------------------|-------------------|
| Balance at January 1, 2021 | 18,701,218 | 9,419,599 | 975,122 | -431,334 | 28,664,605 |
| Capital Contribution, Net of Issuing Costs | - | - | - | - | - |
| Distributions to Investors | - | - | - | -1,317,776 | -1,317,776 |
| Comprehensive Income | | | | | |
| Net loss for the period | - | - | - | 3,839,613 | 3,839,613 |
| Other Comprehensive Income | | | | | |
| Currency conversion adjustments | - | 517,411 | - | - | 517,411 |
| Fair value loan adjustments | - | - | -710,168 | - | -710,168 |
| Total Comprehensive (loss) income | - | 517,411 | -710,168 | 3,839,613 | 3,646,856 |
| Net Assets as of September 30th, 2021 | 18,701,218 | 9,937,010 | 264,954 | 2,090,503 | 30,993,685 |

(thousands of dollars)

| | | | | | |
|---|------------------|----------|---------------|----------------|------------------|
| Balance at January 1, 2021 | 1,556,093 | - | -10,058 | -71,715 | 1,474,320 |
| Capital Contribution, Net of Issuing Costs | - | - | - | - | - |
| Distributions to Investors | - | - | - | -18,269 | -18,269 |
| Comprehensive Income | | | | | |
| Net loss of the period | - | - | - | 57,730 | 57,730 |
| Other Comprehensive Income | | | | | |
| Currency conversion adjustments | - | - | - | - | - |
| Fair value loan adjustments | - | - | 12,551 | - | 12,551 |
| Total Comprehensive (loss) income | - | - | 12,551 | 57,730 | 70,281 |
| Net Assets as of September 30th, 2021 | 1,556,093 | - | 2,493 | -32,254 | 1,596,612 |