

# *CORPORATE PRESENTATION*

*1Q21*

# vesta



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# Vesta's Snapshot



# Fully-integrated industrial real estate owner, operator and developer:



- ✓ Well positioned in Mexico, one of the world's most attractive manufacturing and distribution hubs.
- ✓ Internally managed company, with strict focus on shareholders' return.
- ✓ Market benchmark offering innovative and customized solutions.
- ✓ Disciplined development approach to capture specific supply chain segments, generating consistently higher returns.
- ✓ Multiple value drivers: continually balance portfolio investments, asset recycling, share buybacks and dividends.

# 189

Class A industrial properties located in Mexico's key trade corridors and manufacturing centers

31.6 million sf total GLA

90.0% total occupancy rate

31.2 million sf stabilized portfolio

90.6% stabilized occupancy rate

29.5 million sf same store portfolio

91.1% same store occupancy rate

# 41.6

million sf of land reserves

with potential to develop over

18.7 million sf of incremental GLA

# 179

Tenants

4.5 yrs average contract life<sup>1</sup>

90% of contracts denominated in USD<sup>2</sup>

85% of rental income denominated in USD



## Inventory buildings

Buildings conform to standard industry specifications and are designed to be adapted for two or more tenants



## Built-to-suit ("BTS")

Buildings designed and built to meet the specific needs of clients.

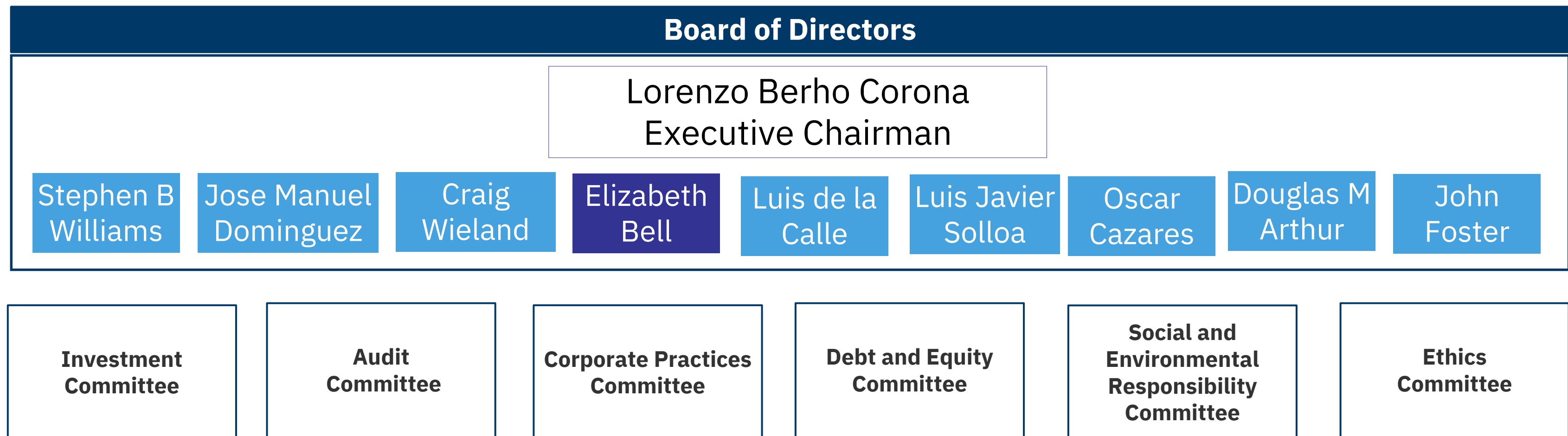


## Park-to-suit ("PTS")

Custom-designed and built industrial parks that meet the specific needs of supply chains.

Note: Figures as of March 31, 2021.  
(1) In terms of occupied GLA.  
(2) Based on number of contracts.

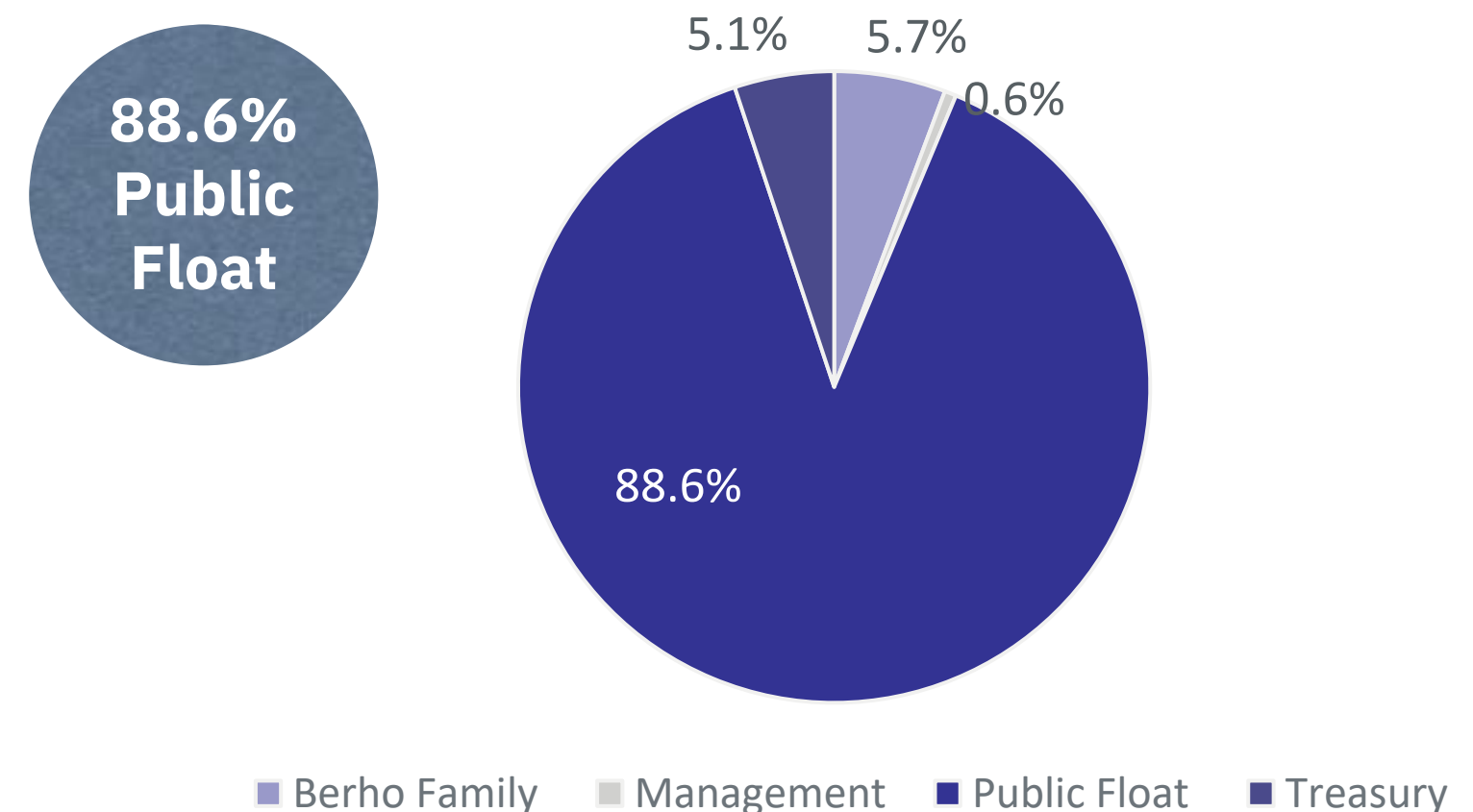
# Strong corporate governance with best-in-class governance practices, since inception



## Solid governance standards

- 10** Board members
- 80%** independent members
- 100%** Committees chaired by independent Board members
- Single Class of shares

## Shareholder structure<sup>1</sup>



# *Highlights*

1

Record-high results

2

Resilient balance sheet

3

Growth per share

4

Consistent dividend growth

5

Maximizing our stabilized portfolio

6

Level 3 Strategy

7

Attractive discount

8

Vesta Parks development strategy

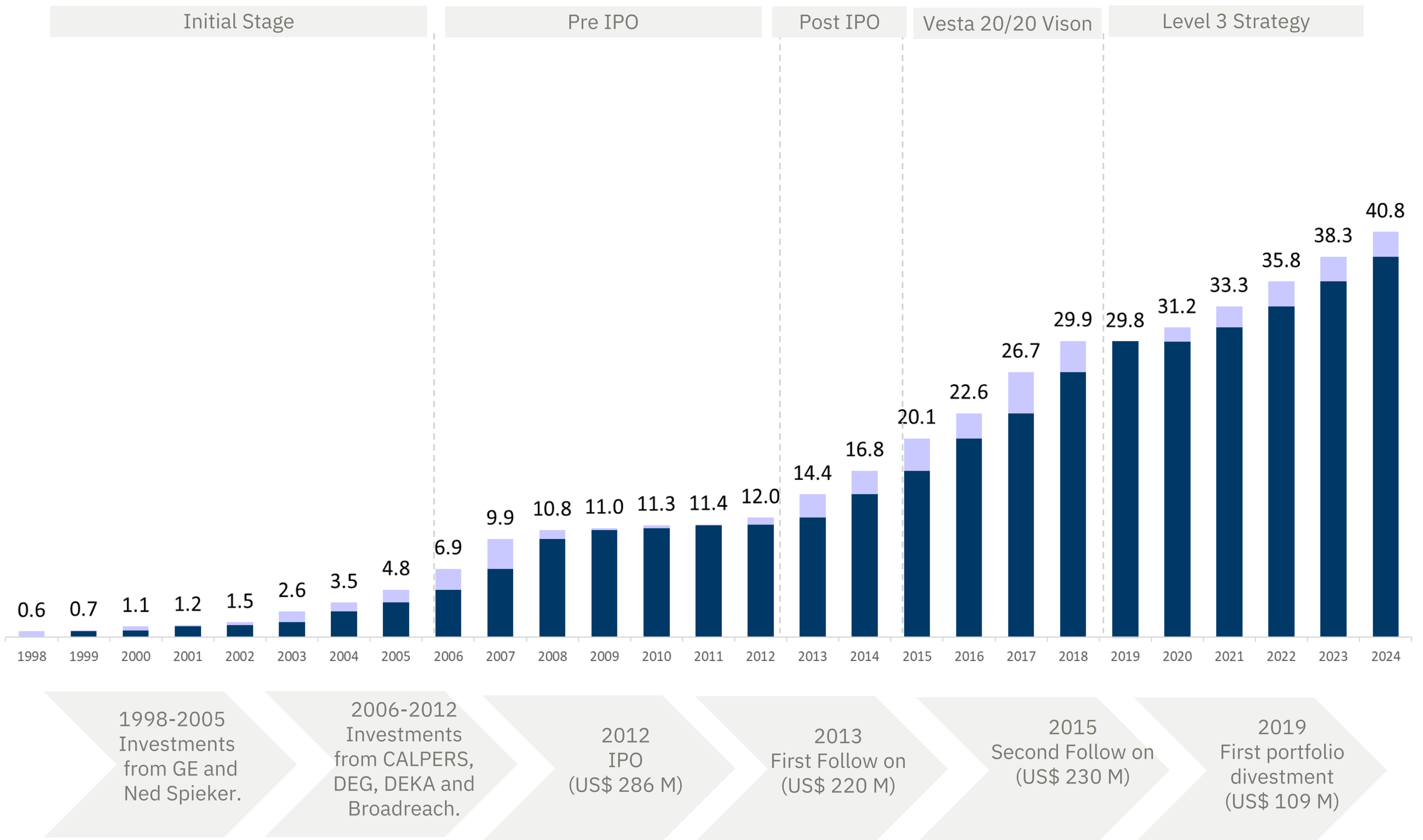
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Strong Commitment and Focus on ESG

# *Record-high Results*



# Strong foundation built and proved across key milestones that have consistently accelerated growth



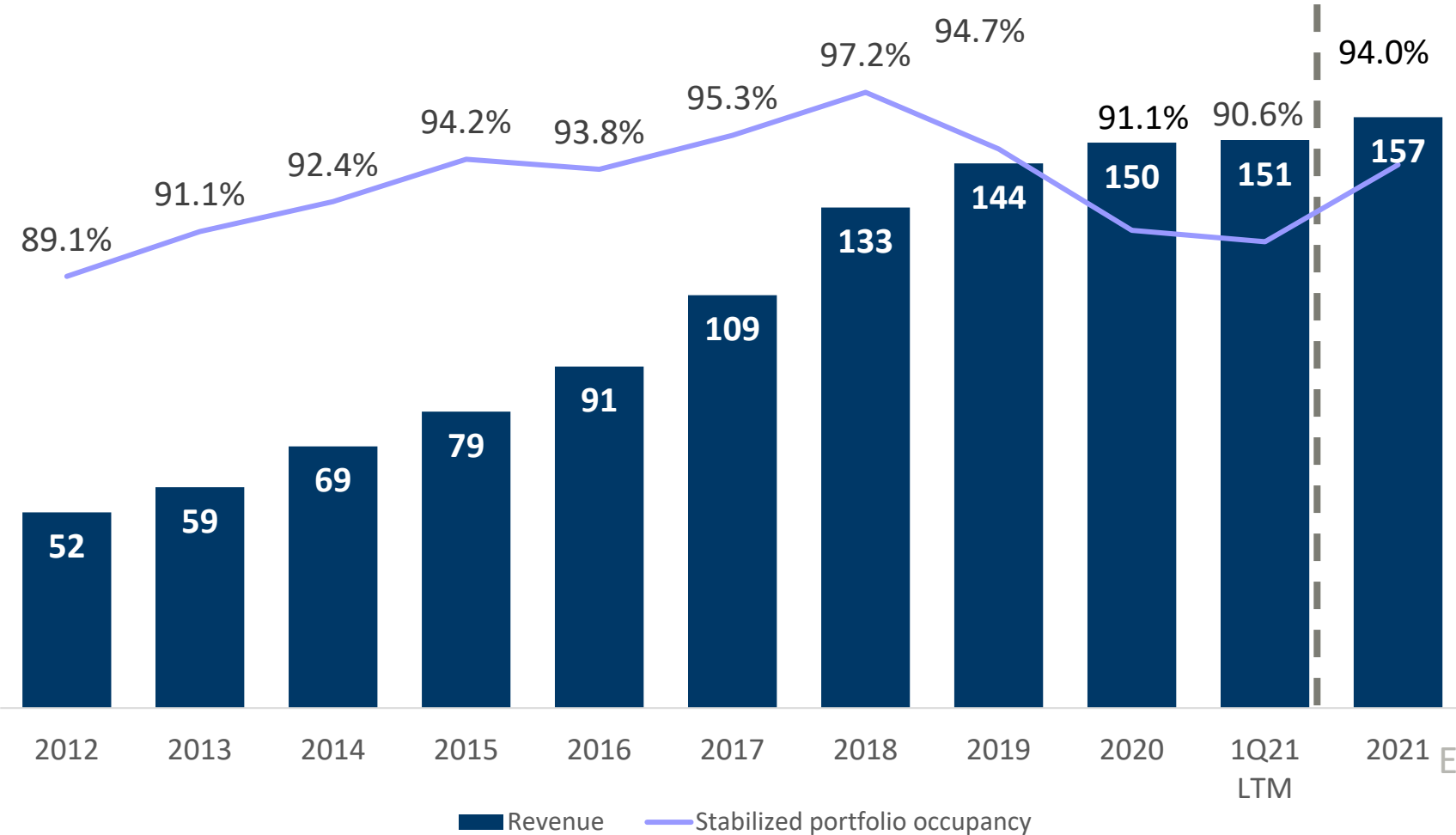
As of March 31, 2021, GLA was 31.6 million sf



# Stable and predictable cash flows and profitability

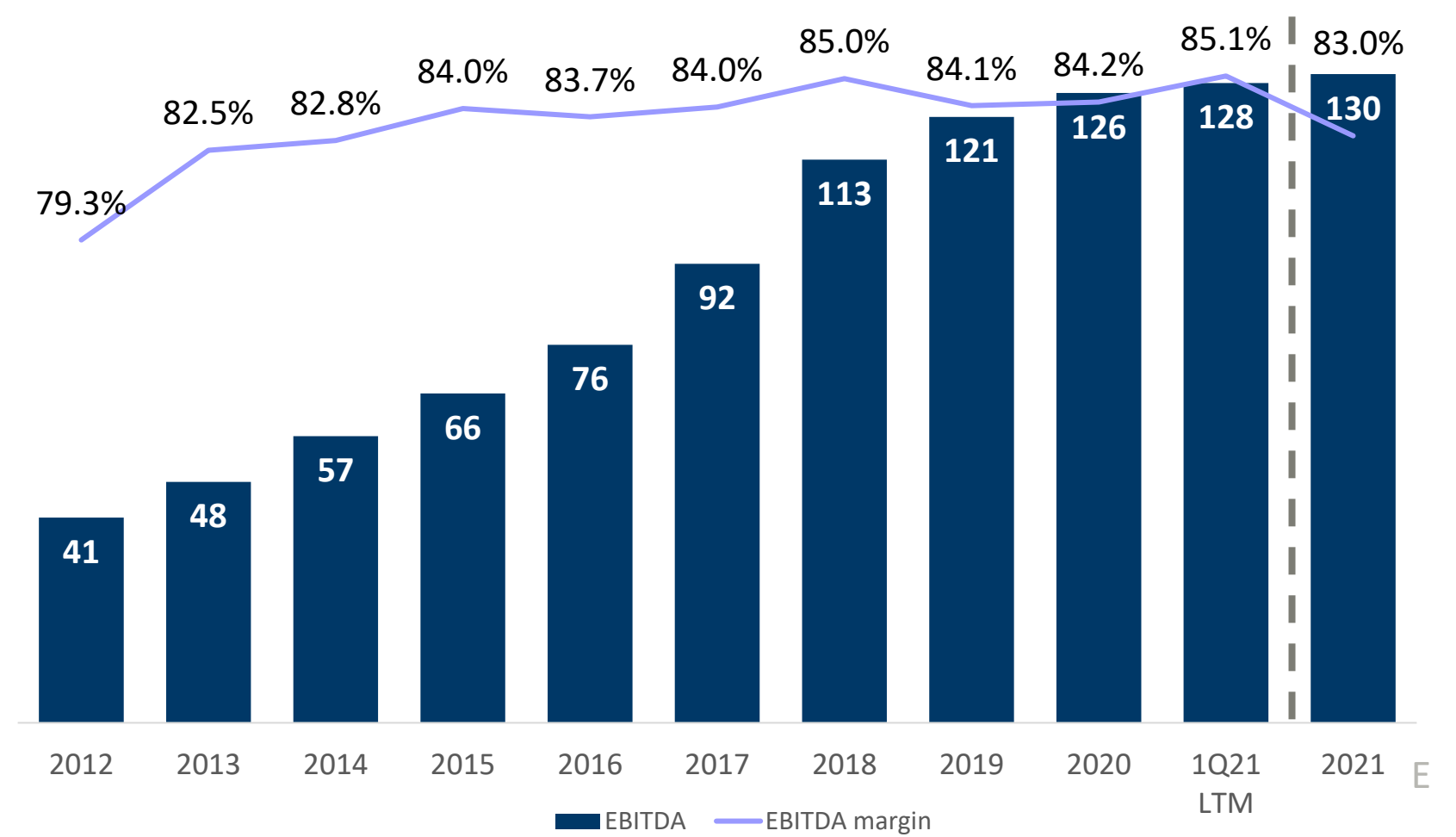
## Highly predictable rental income & stable occupancy rates

(US\$ in millions)



## Strong EBITDA growth with low margin volatility<sup>1</sup>

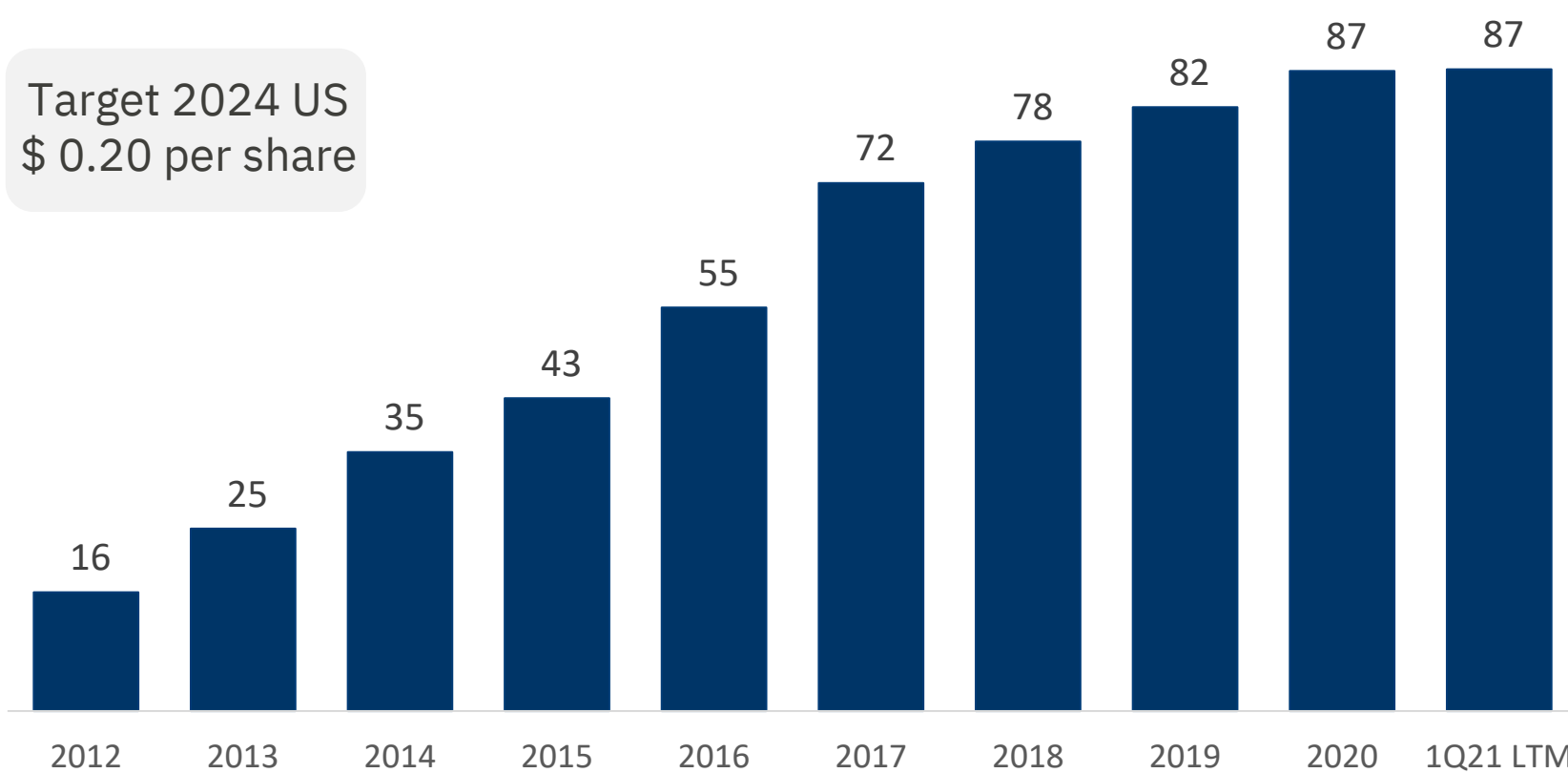
(US\$ in millions)



## Sustainable Adj FFO Growth<sup>2</sup>

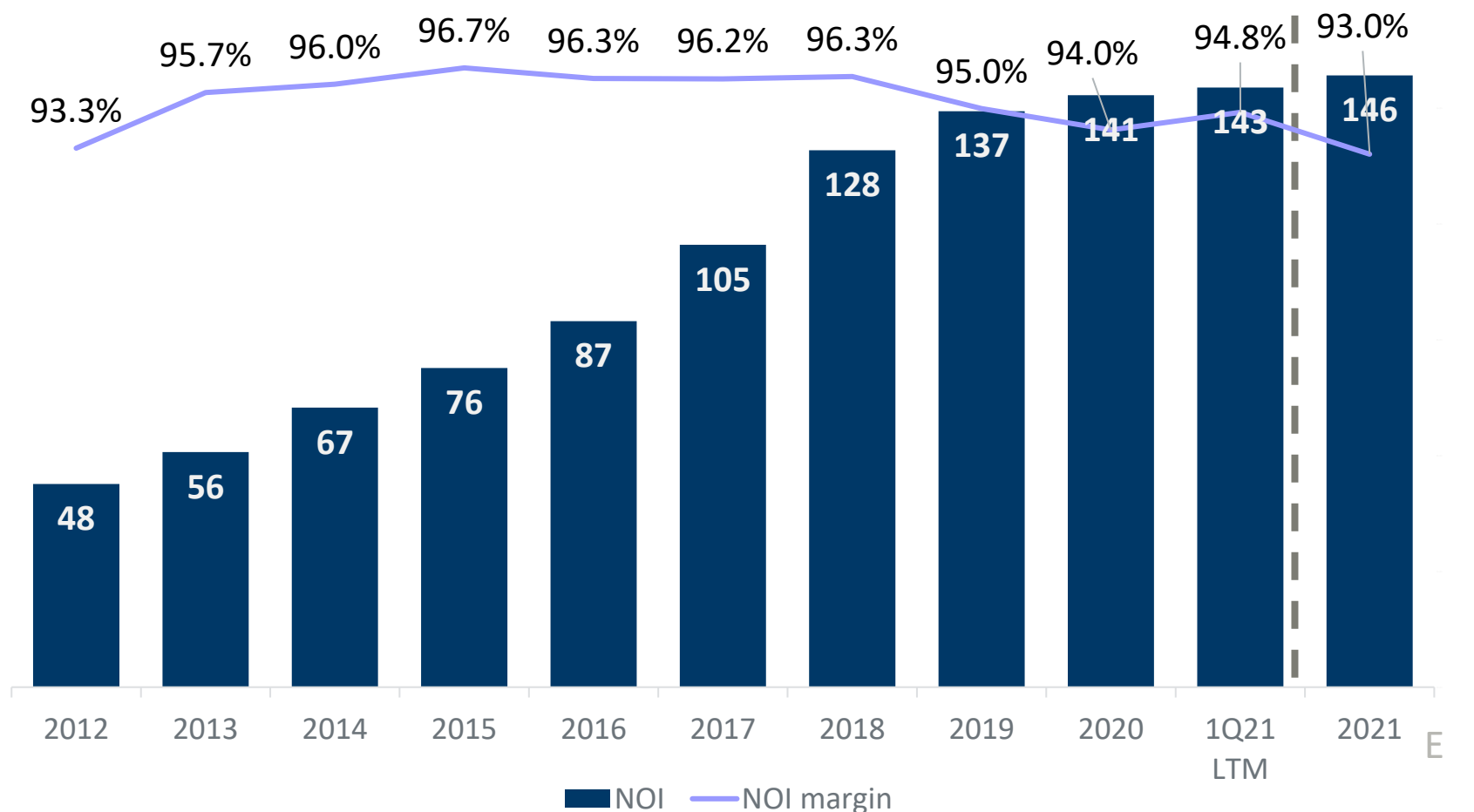
(US\$ in millions)

Target 2024 US \$ 0.20 per share



## Best in class NOI margin<sup>3</sup>

(US\$ in millions)



Figures as of March 31, 2021

- (1) EBITDA is defined as gross profit minus property operating costs (both for the properties that generated income during the year and for those that did not) and minus administration expenses.
- (2) AFFO is defined as EBITDA less finance costs less transaction costs on debt issuance. Expressed in pretax terms for comparative purposes.
- (3) NOI is defined as rental income minus the operating cost for the investment properties that generated income
- (4) EBITDA and NOI margins base on guidance 2021



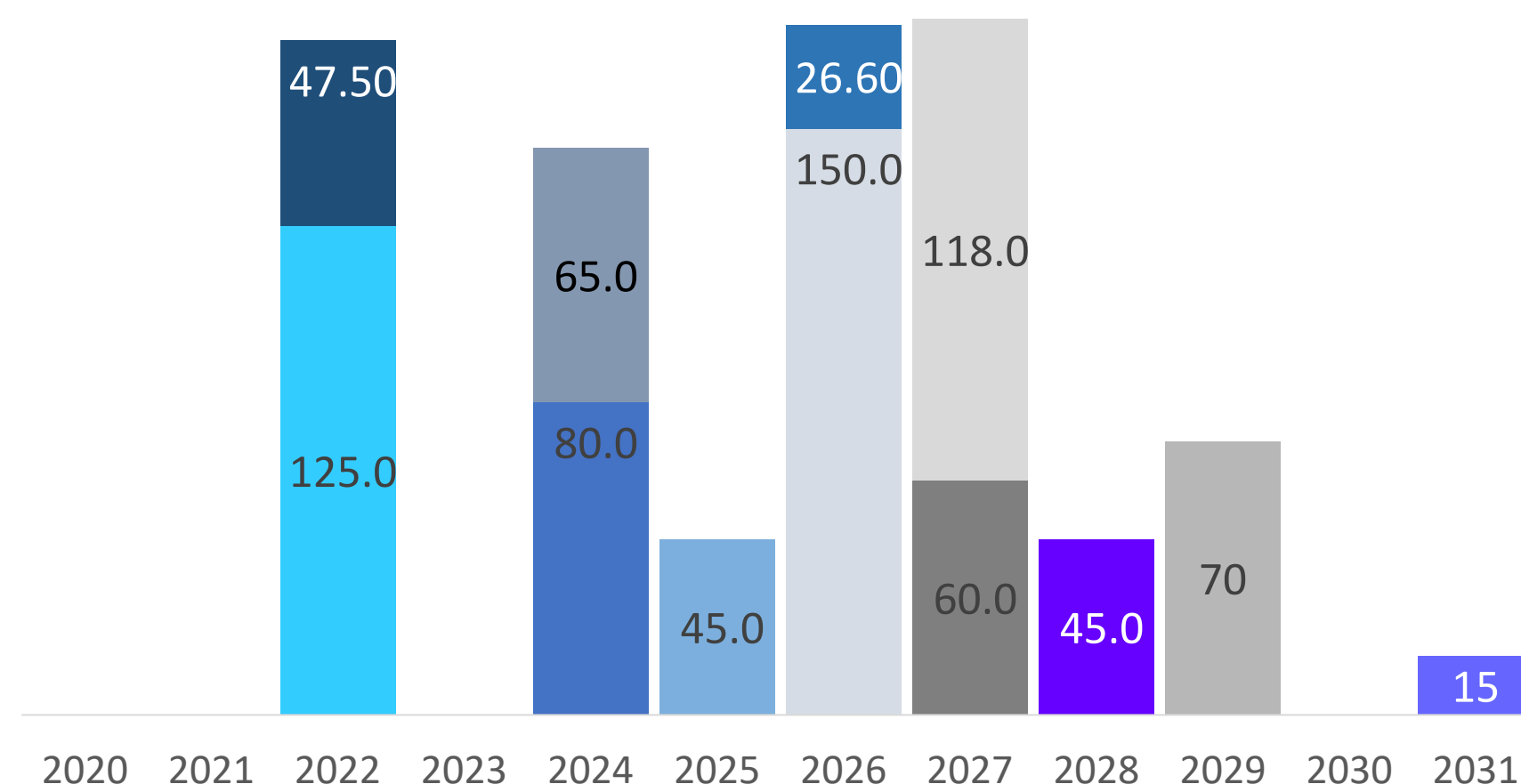
*Resilient  
Balance Sheet*



# Long-term debt at fixed rates, with sound liquidity position...

	31/03/2021	Rate	Maturity
<b>Secured Debt</b>			
MetLife I	\$47.5	4.35%	Apr-22
MetLife II	\$150.0	4.55%	Aug-26
MetLife III	\$118.0	4.75%	Nov-27
MetLife Top Off	\$26.6	4.75%	Aug-26
<b>Total Secured Debt</b>	<b>\$342.1</b>		
<b>Unsecured Debt</b>			
2017 Private Bond			
Tranche 1	\$65.0	5.03%	Sep-24
Tranche 2	\$60.0	5.31%	Sep-27
2018 Prudential Insurance Company			
Tranche 1	\$45.0	5.50%	May-25
Tranche 2	\$45.0	5.85%	May-28
2019 Private Bond			
Tranche 1	\$70.0	5.18%	Jun-29
Tranche 2	\$15.0	5.28%	Jun-31
Syndicated Loan	\$80.0	3.55%	Jul-24
Revolver Line	\$125.0	2.36%	Aug-22
<b>Total Unsecured Debt</b>	<b>\$505.0</b>		
<b>Total Debt</b>	<b>\$847.1</b>	<b>4.43%</b>	<b>4.8 years</b>
Common Equity (@ MXN\$34.1/share as of 06/30 @ MXM\$22.97/Ex.Rate)	\$1,179		
<b>Total Market Capitalization</b>	<b>\$2,026</b>		
Less: Cash and Cash Equivalents	\$100		
<b>Total Enterprise Value (TEV)</b>	<b>\$1,927</b>		
LTV	37.5%		
Net Debt / Total Assets	33.1%		
Secured Debt / Total Assets	15%		
Unsecured Debt/Total Assets	22%		
Net Debt / EBITDA	5.8x		
Encumbered Assets	34%		

4.8 years average maturity & 4.4% average interest rate

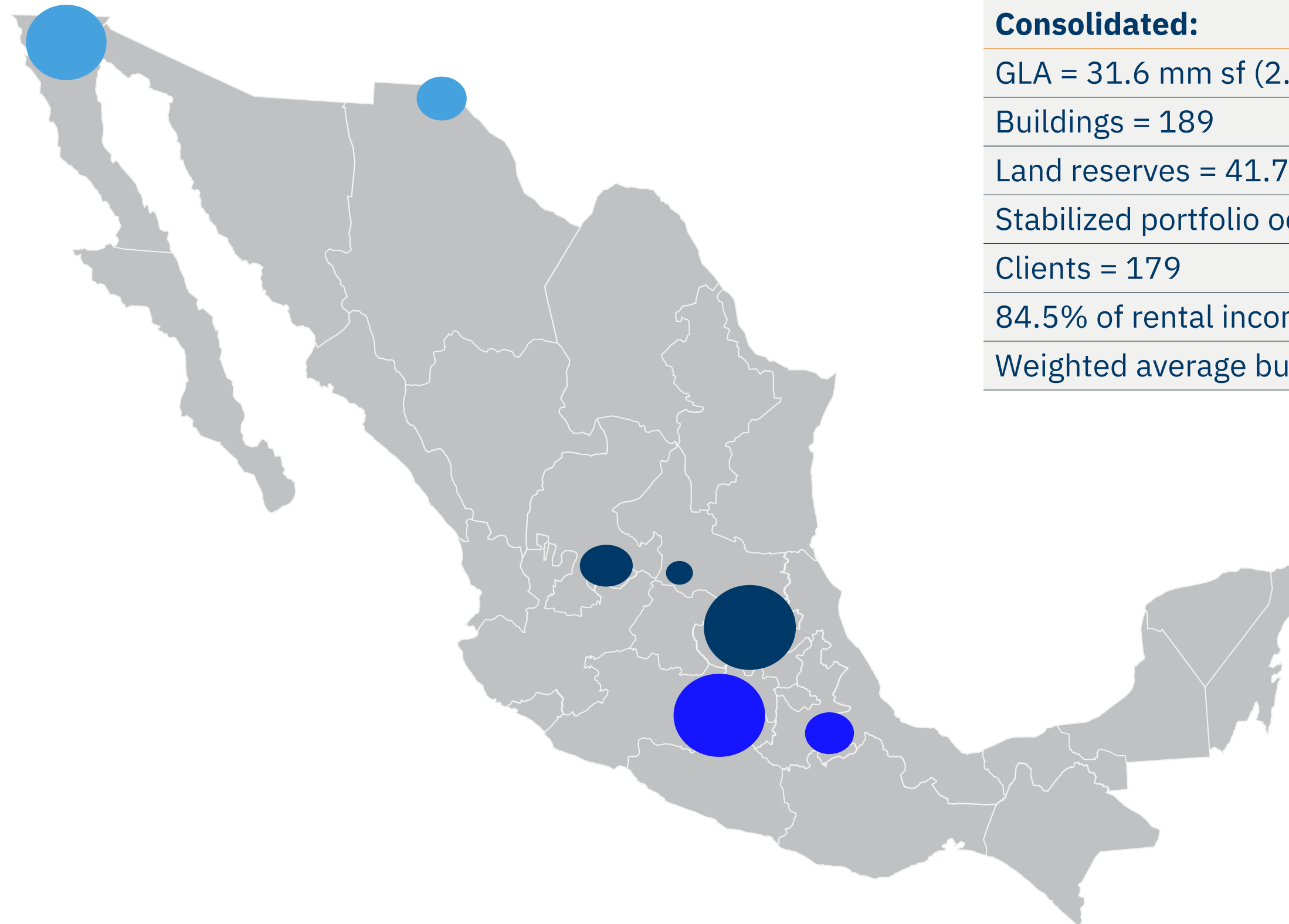


## Sound liquidity position

- ✓ **Cash reserves:**
  - US\$ 100 M as of March 31, 2021
- ✓ **Idle debt capacity:**
  - Current LTV of 38% vs 40% maximum leverage internal policy
- ✓ **Revolver line:**
  - Revolver lines of US\$ 150 M with 2022 maturity
  - The revolver has been disposed during 2020 as a precautionary measure
- ✓ **Fitch credit rating of BBB-**
- ✓ **Average annual CAPEX of US\$ 120 M**

# ...one of the largest and most modern industrial portfolios in Mexico...

(As of March 31, 2021, % of GLA)



## Consolidated:

GLA = 31.6 mm sf (2.93 mm m<sup>2</sup>)

Buildings = 189

Land reserves = 41.7 mm sq.ft (3.9 mm m<sup>2</sup>)

Stabilized portfolio occupancy 1Q21 = 90.6%

Clients = 179

84.5% of rental income is denominated in USD

Weighted average building age = 10.0 years

## North 30%

Surface area sq. ft: 9,361,517  
 Number of buildings: 71  
 Number of clients: 73  
 Land bank acres: 178.73

## Bajío 48%

Surface area sq. ft: 15,227,219  
 Number of buildings: 84  
 Number of clients: 75  
 Land bank acres: 769.76

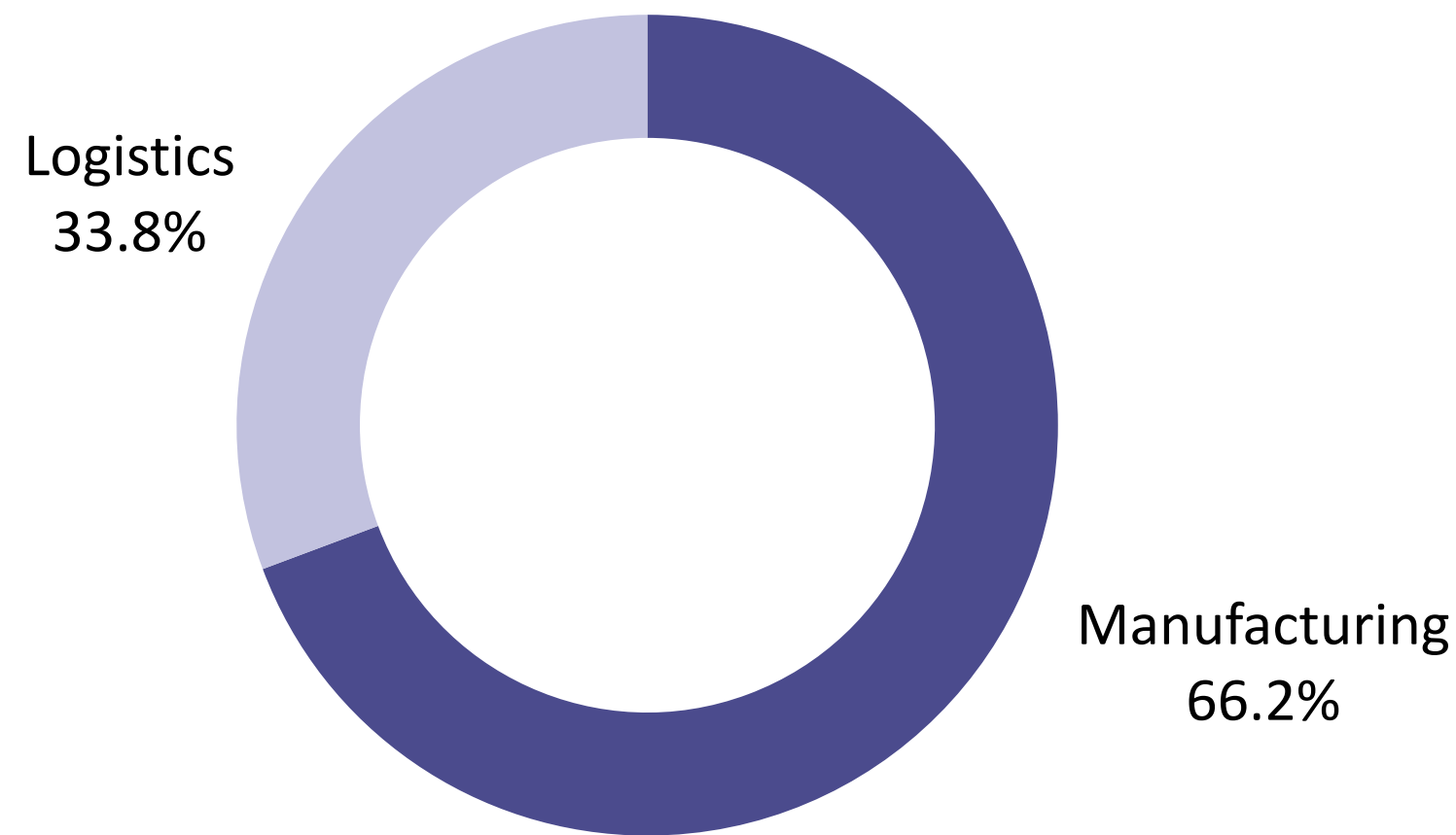
## Central 22%

Surface area sq. ft: 7,003,125  
 Number of buildings: 34  
 Number of clients: 31  
 Land bank acres: 7.63

# ...high-quality client base increasingly diversified by industry and geography with balanced combination of growth and defensive sectors ...

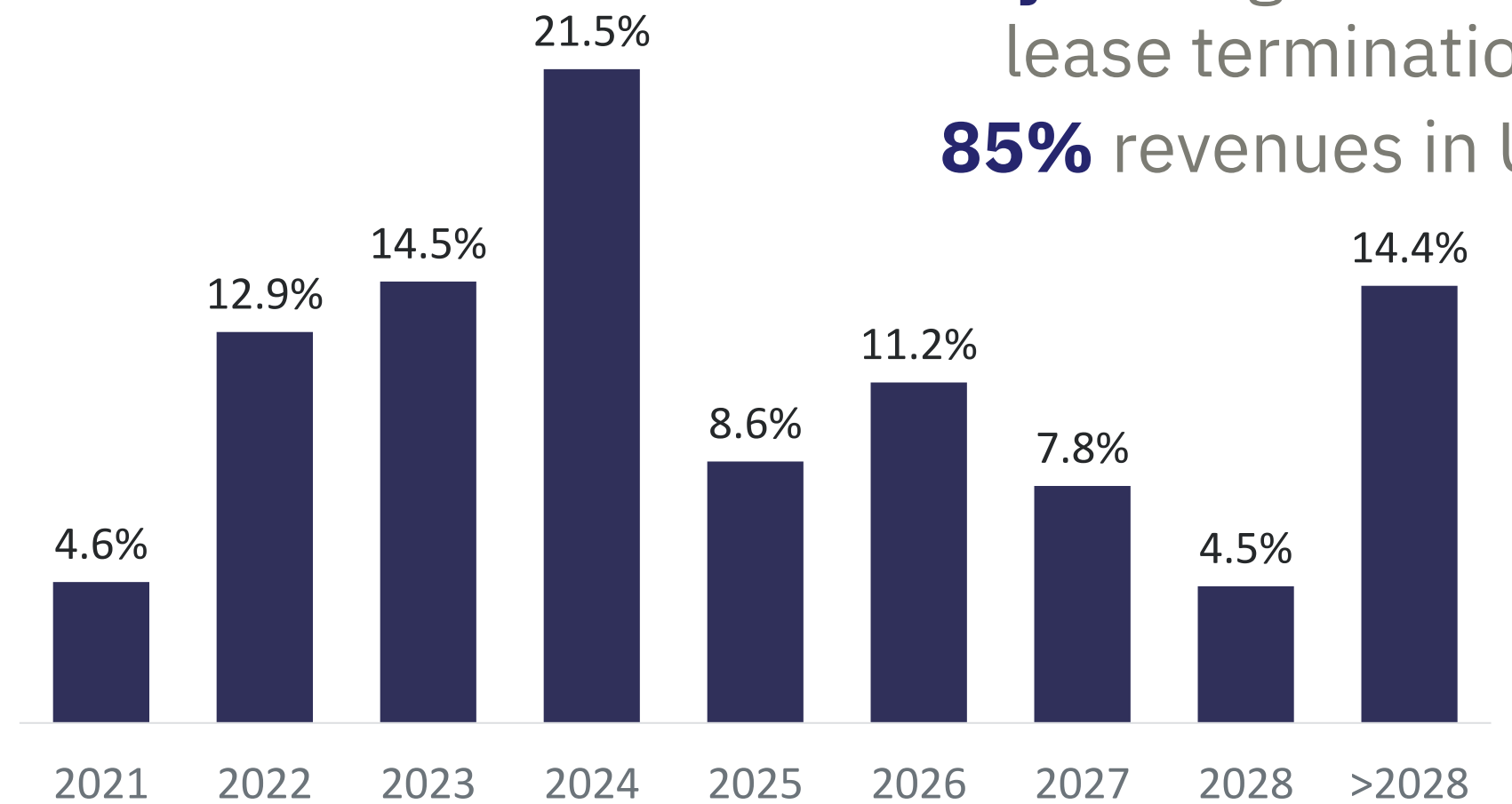
## Balanced portfolio use

(% of Occupied GLA, as of March 31, 2021)



## Long-term and staggered lease maturity profile<sup>1</sup>

(% of Occupied GLA, as of March 31, 2021)



**4.5 yrs** weighted average lease termination<sup>2</sup>

**85%** revenues in USD

## Well diversified portfolio of tenants

Country										
Tenant										
% of GLA	5.7%	4.3%	3.9%	3.5%	3.4%	2.1%	1.9%	1.7%	1.6%	1.6%
Lease term remaining Years <sup>3</sup>	3	5	6	7	3	10	4	3	3	3
Credit rating	Aa3	Baa3	NA	NA	Baa3	Ba1	Caa2	Baa2	Ba1	BBB-

# ...strong tenant credit profile...

**Logistics**

**Automotive**

3.2% E-commerce

Logistics  
33.8%

Automotive  
25.7%

Energy 4.3%

Recreational  
Vehicles 7.5%

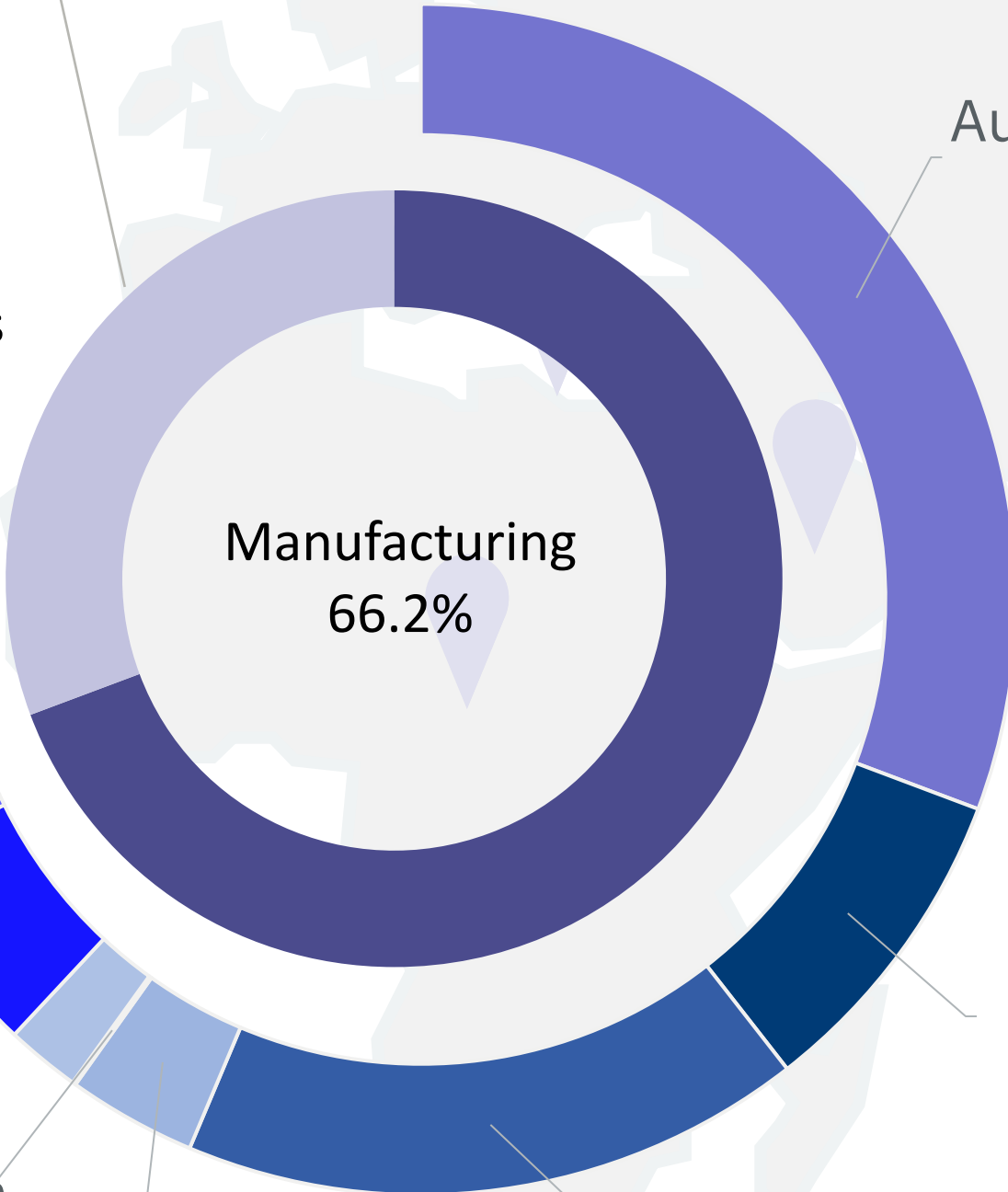
Medical  
Devices 1.8%

Paper 0.1%

Plastics 2.9%

Other 16.3%

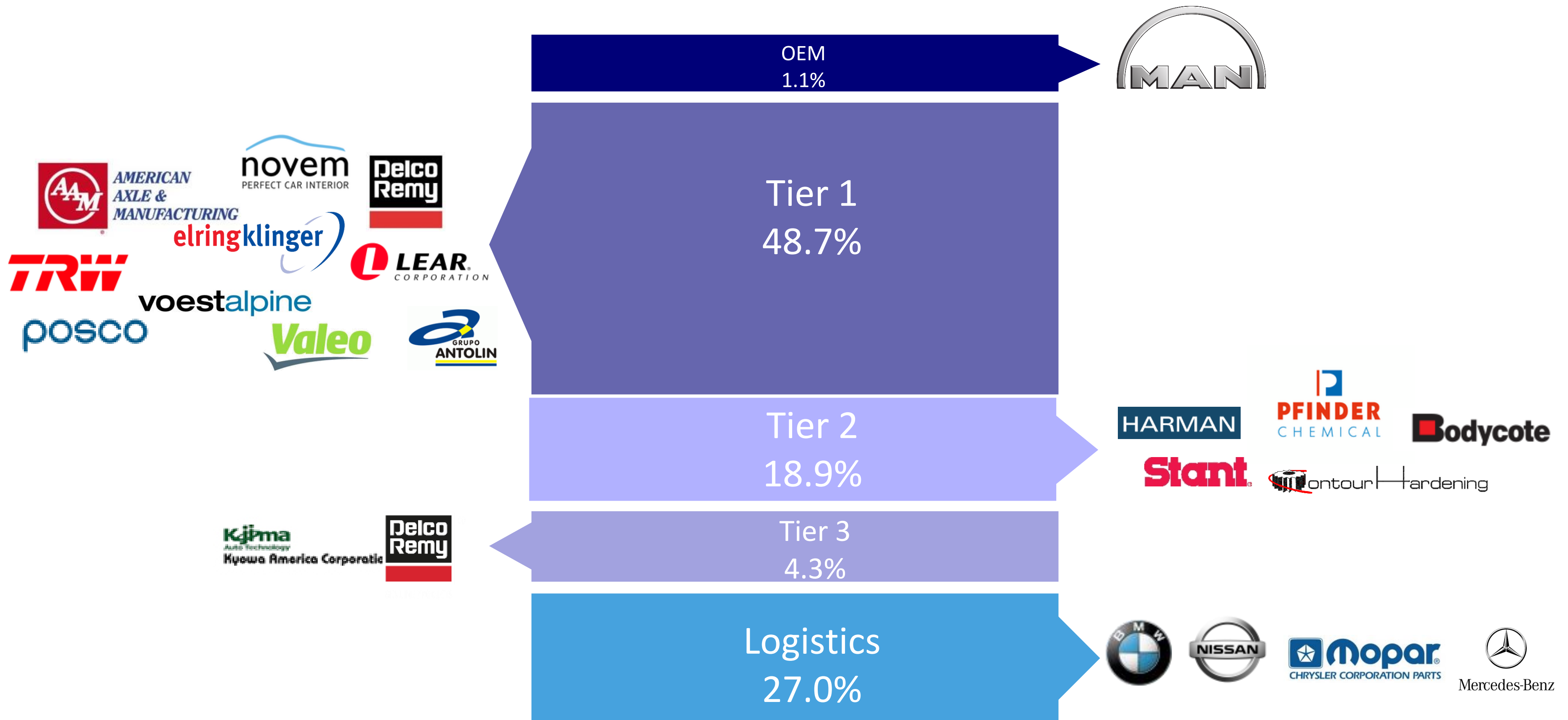
Aerospace  
7.7%



**Aerospace**

# ...exposure to most stable business component of automotive supply chain...

**Post-crisis outcome:** Tier 1 manufacturers have strengthened with a significant reduction of OEM suppliers driven by market consolidation where only the best and most profitable survived.



Calculated over the sum of occupied manufacturing automotive and logistics of automotive industries GLA

vesta

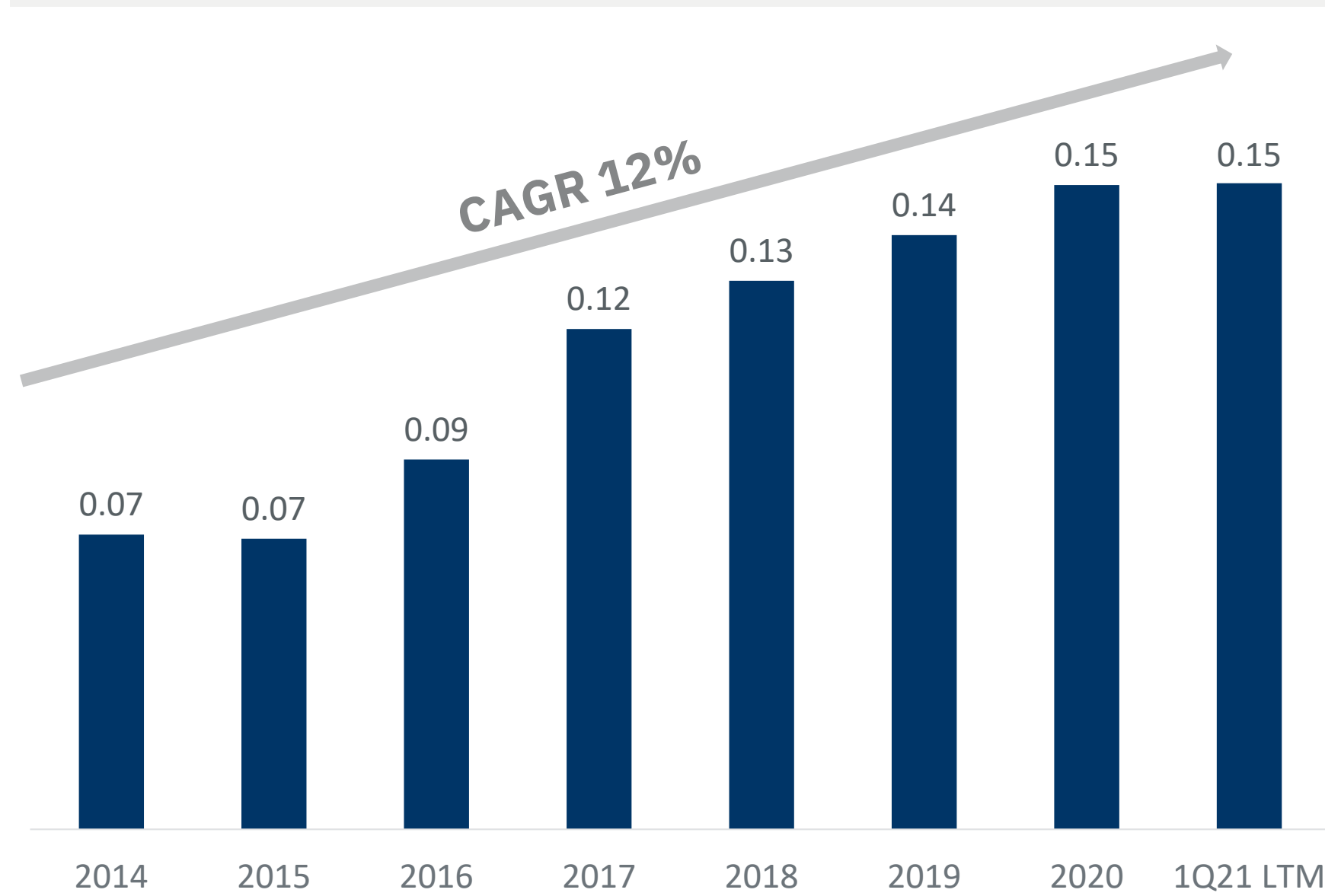
*Growth without  
dilution*



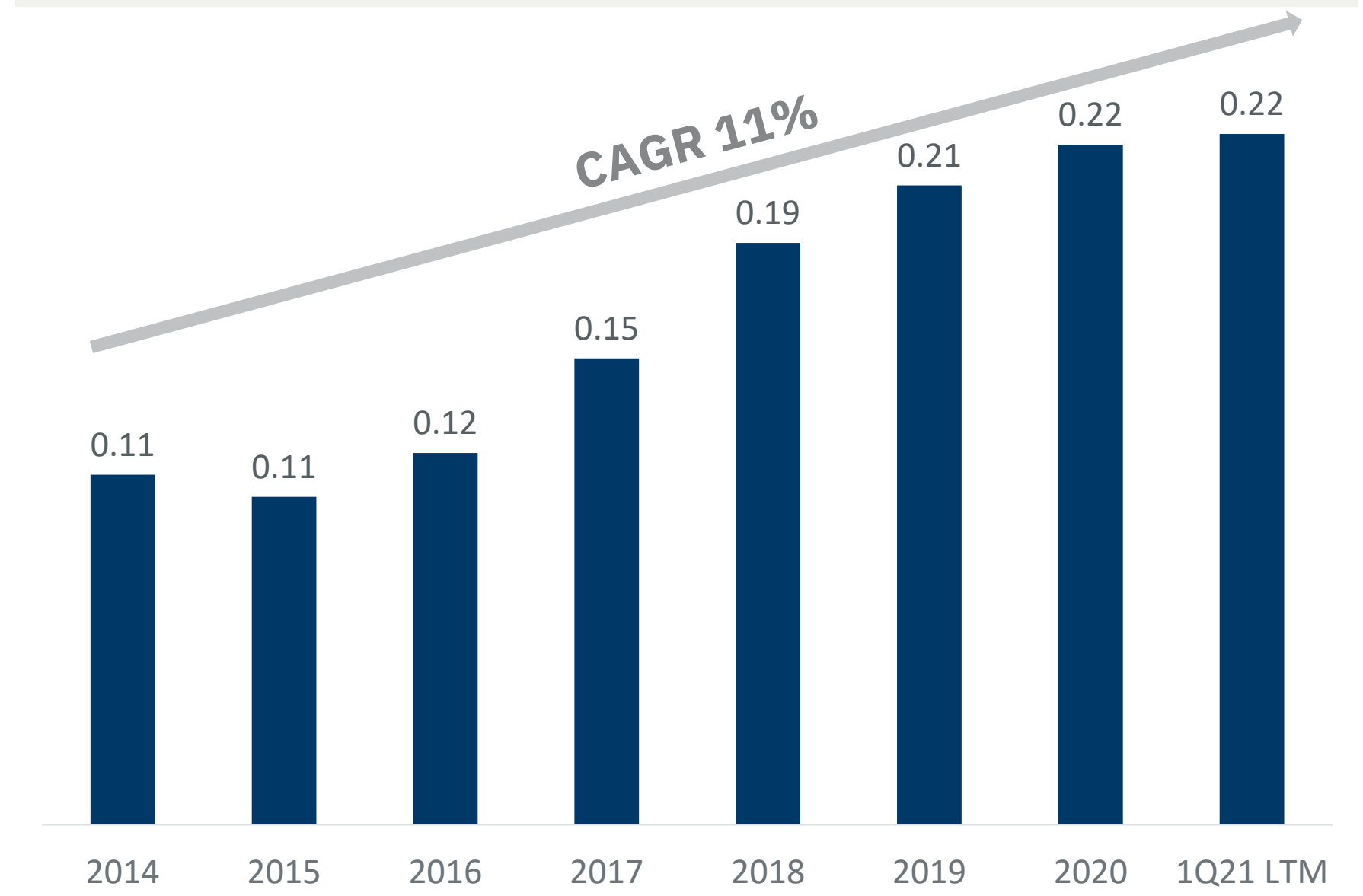


# Strong buy-back program helps drive key financial metrics

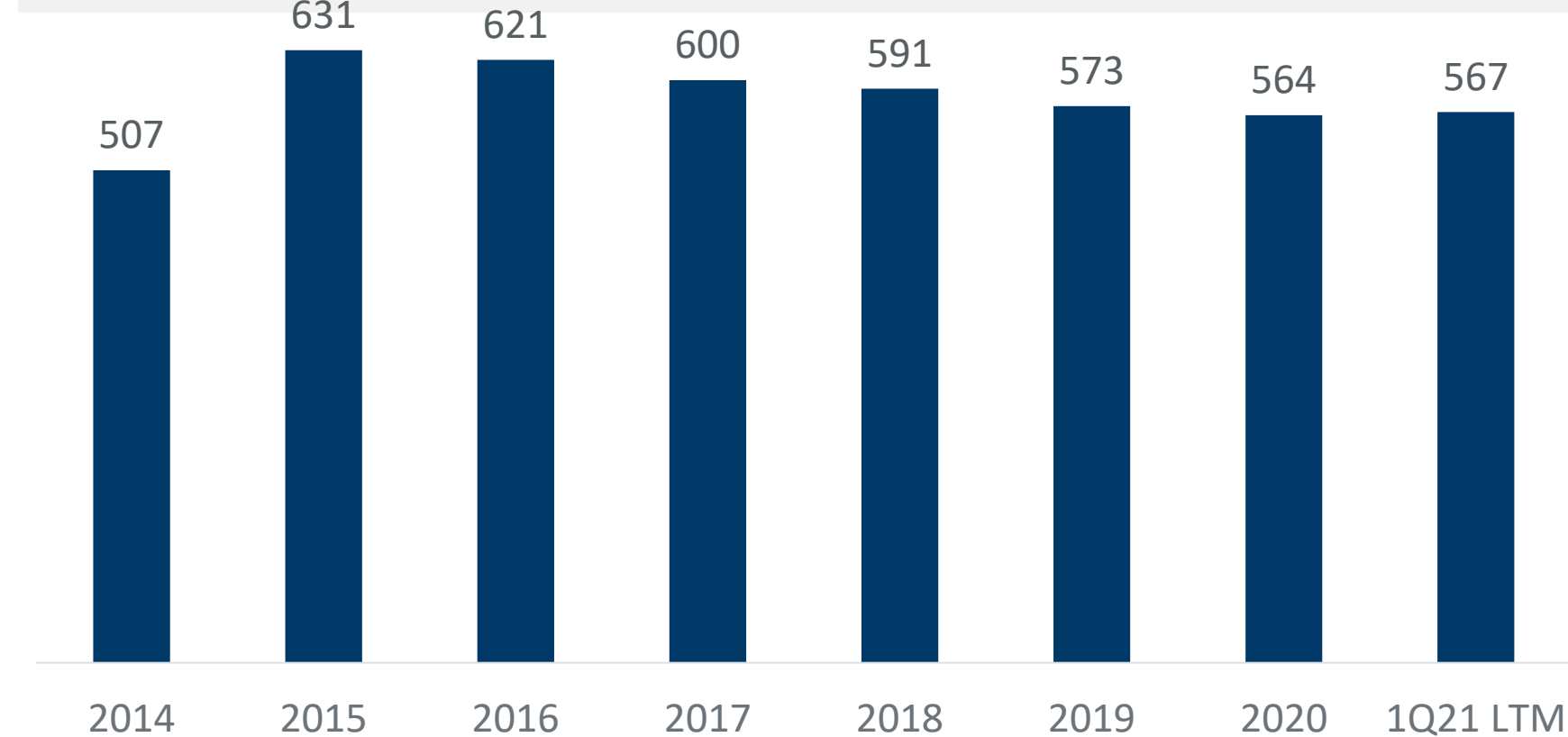
Increasing FFO per share



Increasing EBITDA per share



Decreasing shares outstanding



US\$ 70 M buy-back fund as of March 2021

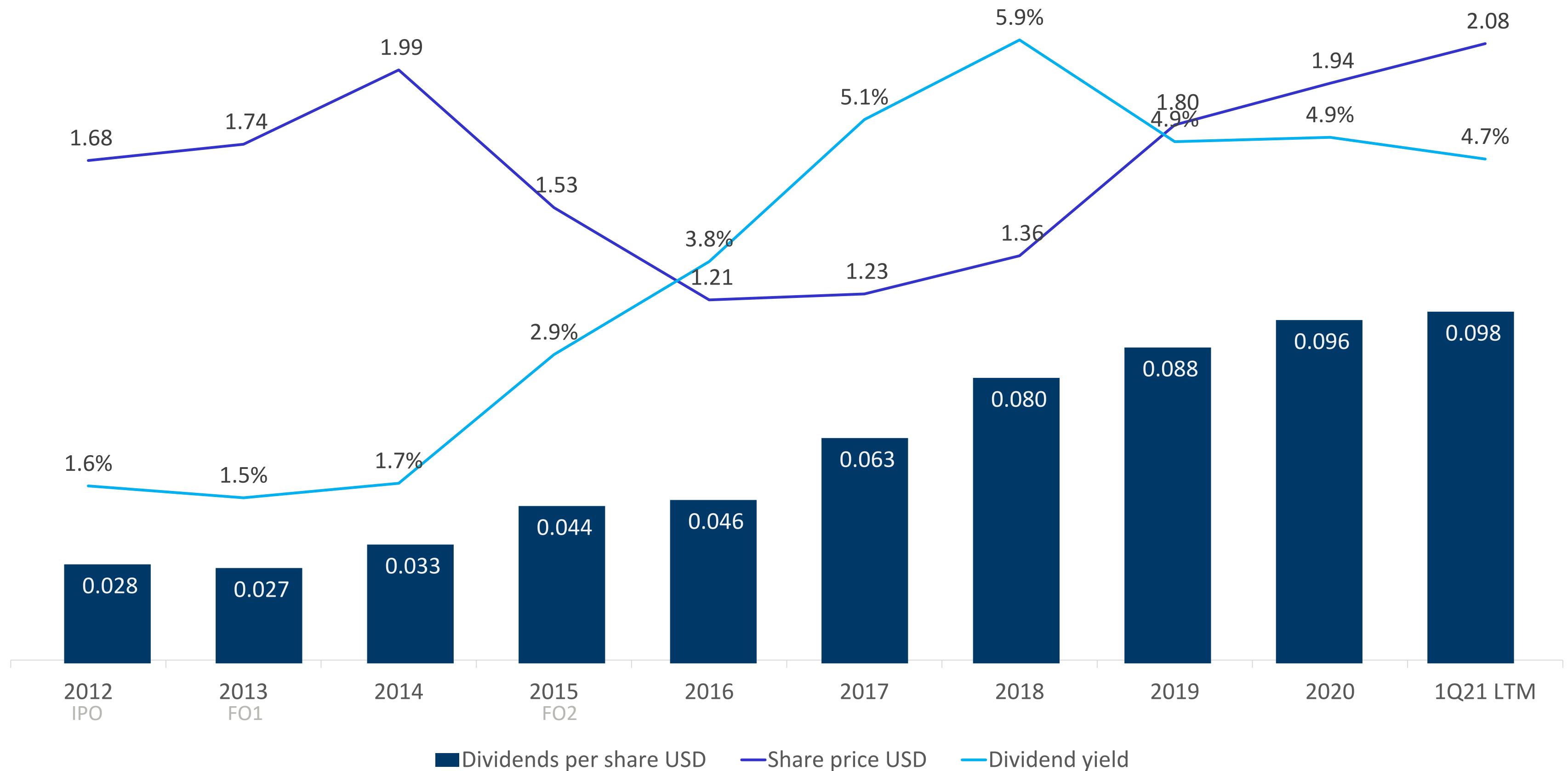
Shares will be cancelled within the buy-back program

Attractive discount to NAV

*Consistent dividend  
growth*



# Accretive development and acquisitions, plus accelerated leasing activity and divestments drive strong FFO results and pay attractive dividend yield



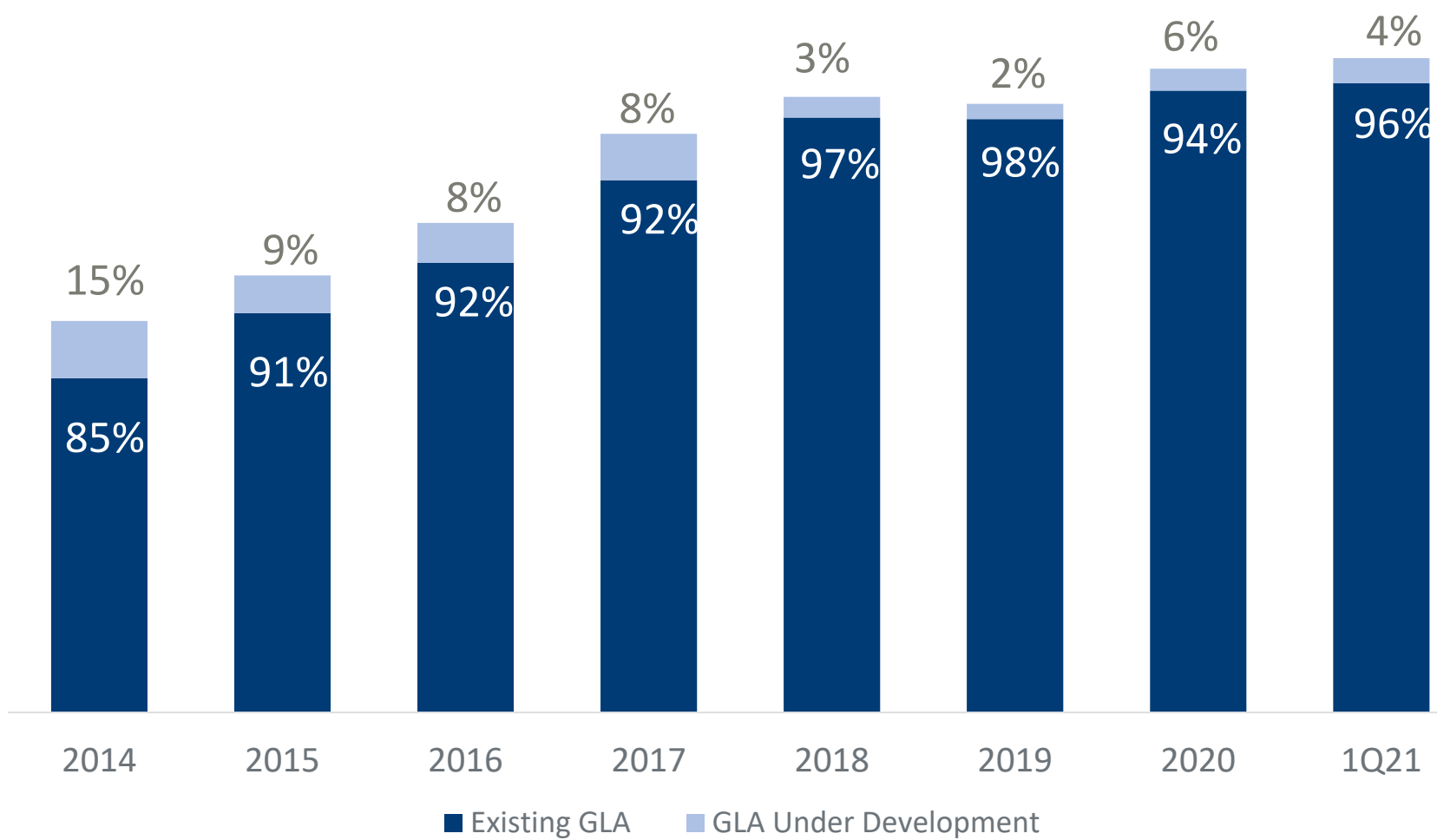
• The dividend yield for 2021 is calculated with the dividend declared in the shareholders meeting on March 2021

*Maximizing our  
stabilized portfolio*

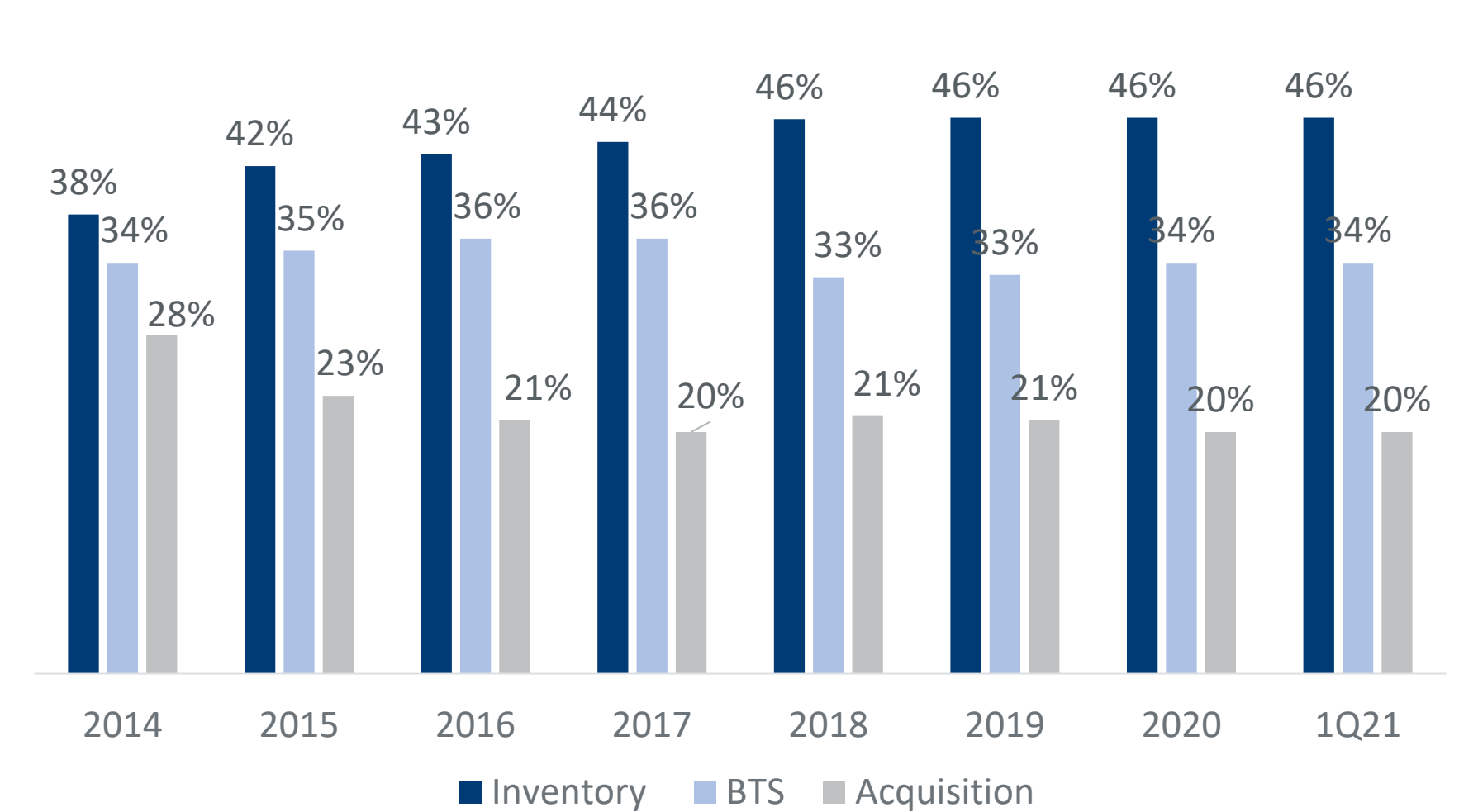


# The development of our portfolio tends to decrease as our stabilized GLA increases while development costs remain flat

GLA under construction



Growth derived from various types of buildings



Project	GLA	Total Investment	Delivery date	Cap Rate	Type
VPLT-02- Exp	49,632	\$4,562	sep-21	9.6%	Inventory
VPLT-05	256,052	\$12,284	nov-21	10.4%	Inventory
Alamar	320,207	\$18,914	nov-21	11.6%	Inventory
GDL 01	405,509	\$19,397	dec-21	10.7%	Inventory
Mercado Libre F3	225,966	\$13,685	nov-21	9.8%	BTS
	<b>1,257,366</b>	<b>68,842</b>		<b>11.3%</b>	

\* Existing GLA is defined as vacant GLA plus stabilized GLA.

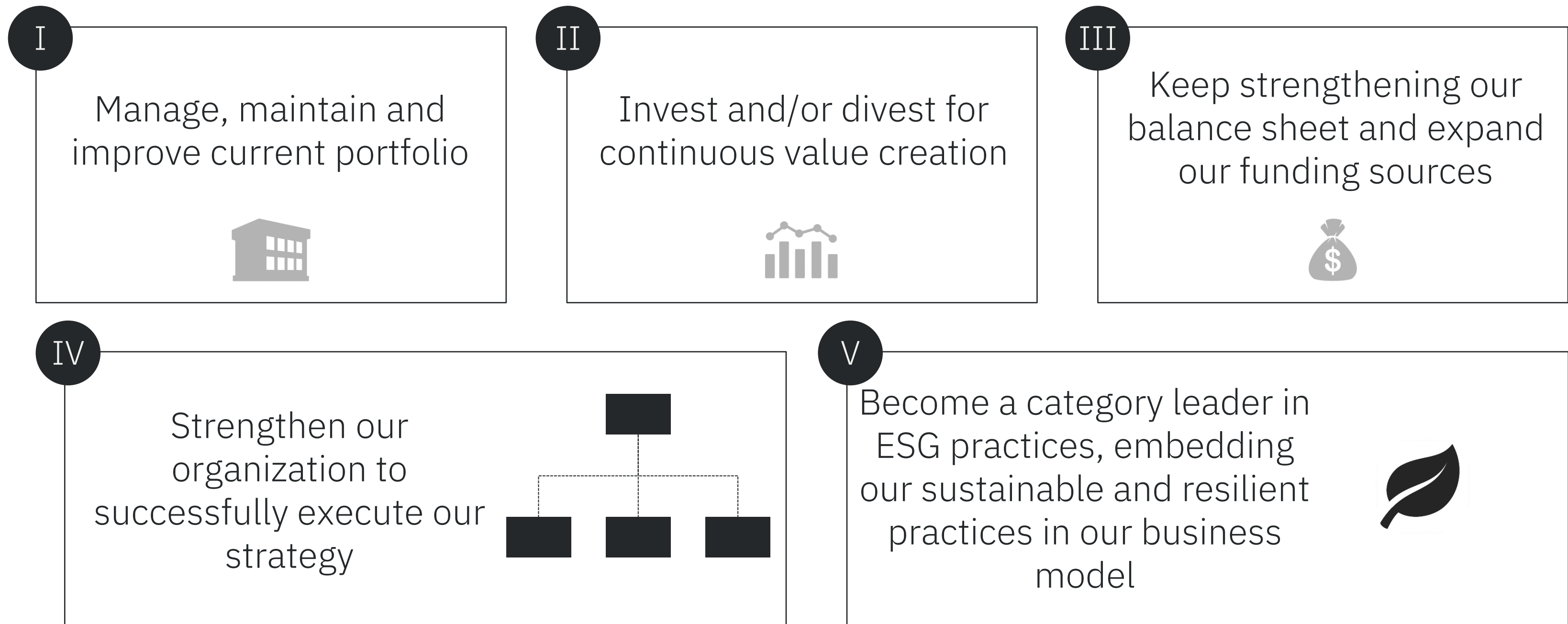
# *Level 3 Strategy*



# Business Strategy Overview

Our strategy will be structured around five key business components, which in turn require us to strengthen some elements of our organizational structure

Becoming a World-Class Fully Integrated Industrial Real Estate Company



Overall 2024 Performance Targets

Pre-tax FFO per Share

+US\$0.20

NAV per Share

+US\$3.0

# Level 3 Strategy Takeaways

## Our Business Model

- Fully integrated real estate company that creates value throughout the business cycle



## Our Strategic Focus

- Manage, maintain and improve current portfolio
- Invest and / or divest for continuous value creation
- Further strengthen our balance sheet and expand our funding sources
- Continue building the best talent and organization

## Our Differentiating Factors

- Leading market knowledge
  - Talent
- Strong governance and alignment of interests
  - Profitability per share



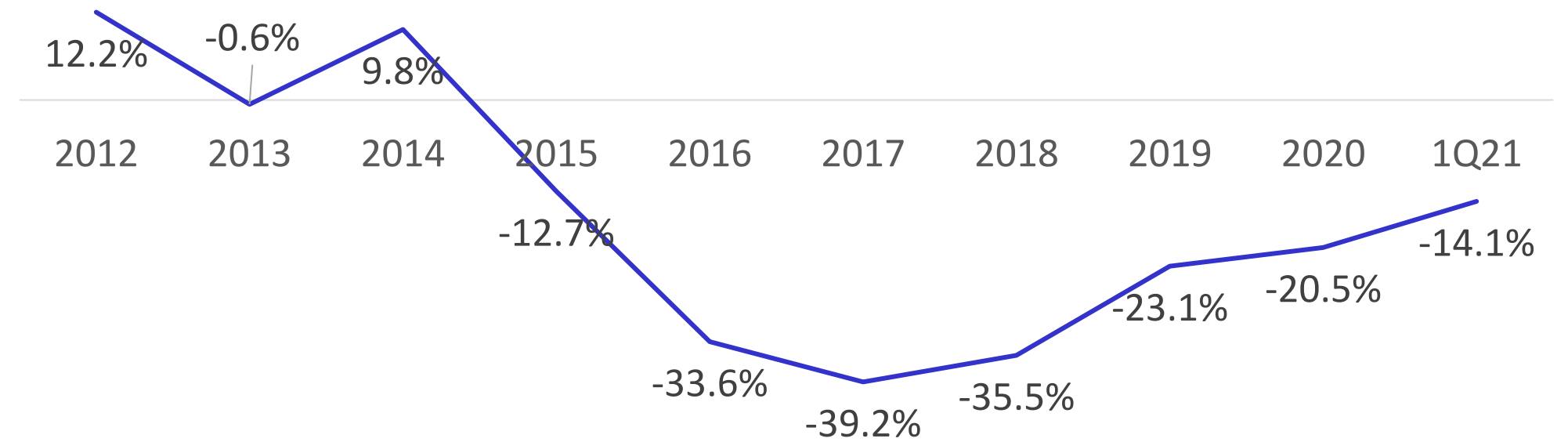
*Attractive discount*



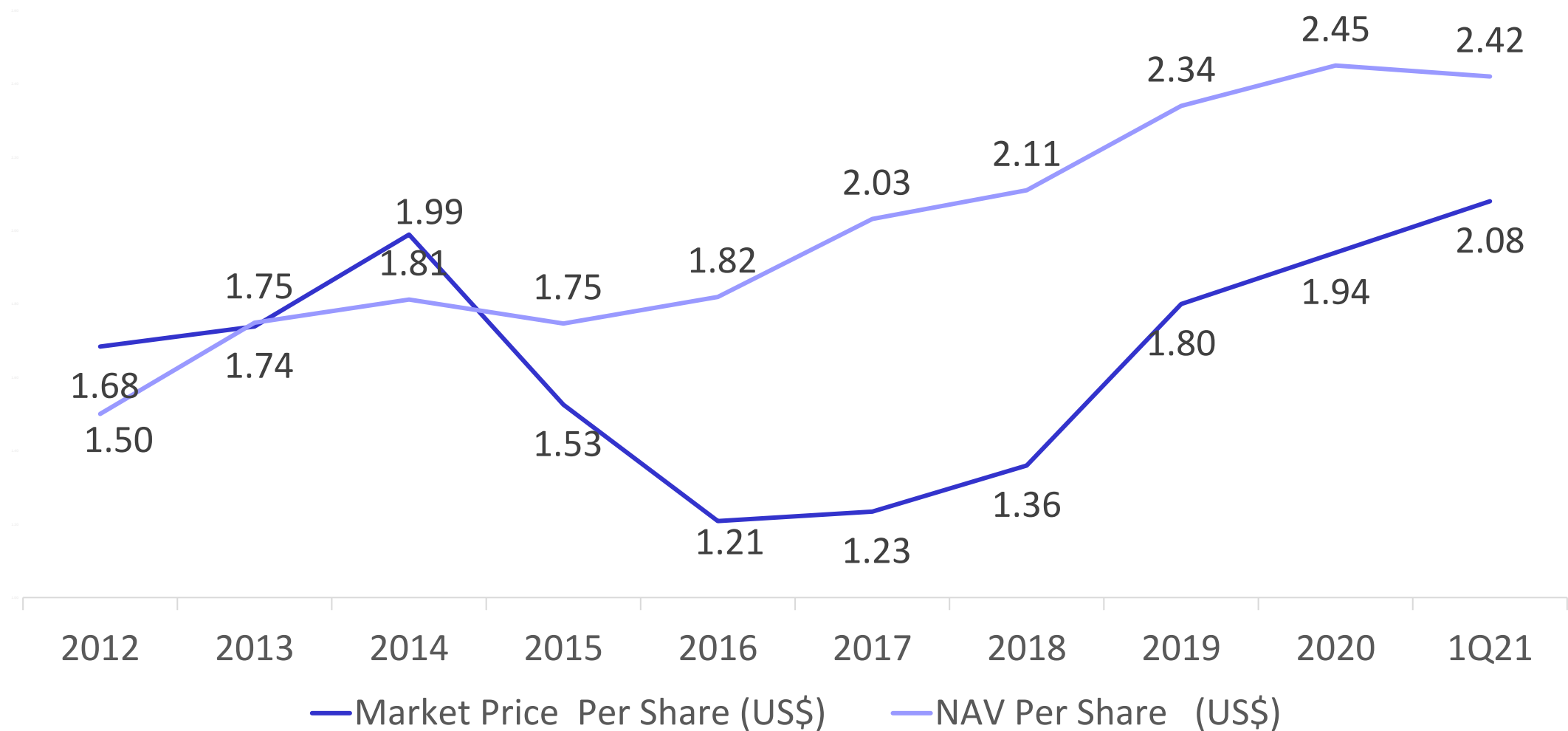
# Higher Book Net Asset Value vs Market Price

Figures in US\$ M	1Q20	1Q21	% change
Properties	1,901	1,961	3.2%
Land	157	177	12.7%
Cash	123	99	-19.5%
Debt Cash Collateral	4	5	25.0%
Net Recoverable VAT	2	3	na
<b>Assets</b>	<b>2,188</b>	<b>2,244</b>	<b>2.6%</b>
Remaining CAPEX	(43)	(16)	-62.8%
Debt	(800)	(840)	5.0%
Tenant Deposit	(13)	(15)	15.4%
<b>Liabilities</b>	<b>(856)</b>	<b>(871)</b>	<b>1.8%</b>
<b>Net Asset Value</b>	<b>1,332</b>	<b>1,373</b>	<b>3.1%</b>

Average Discount/Premium



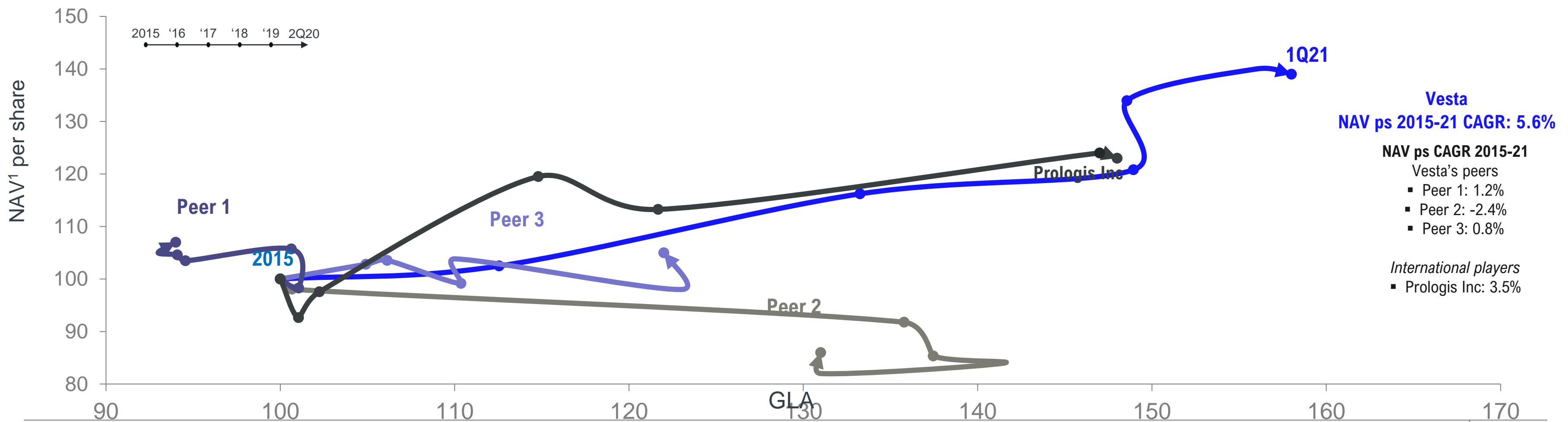
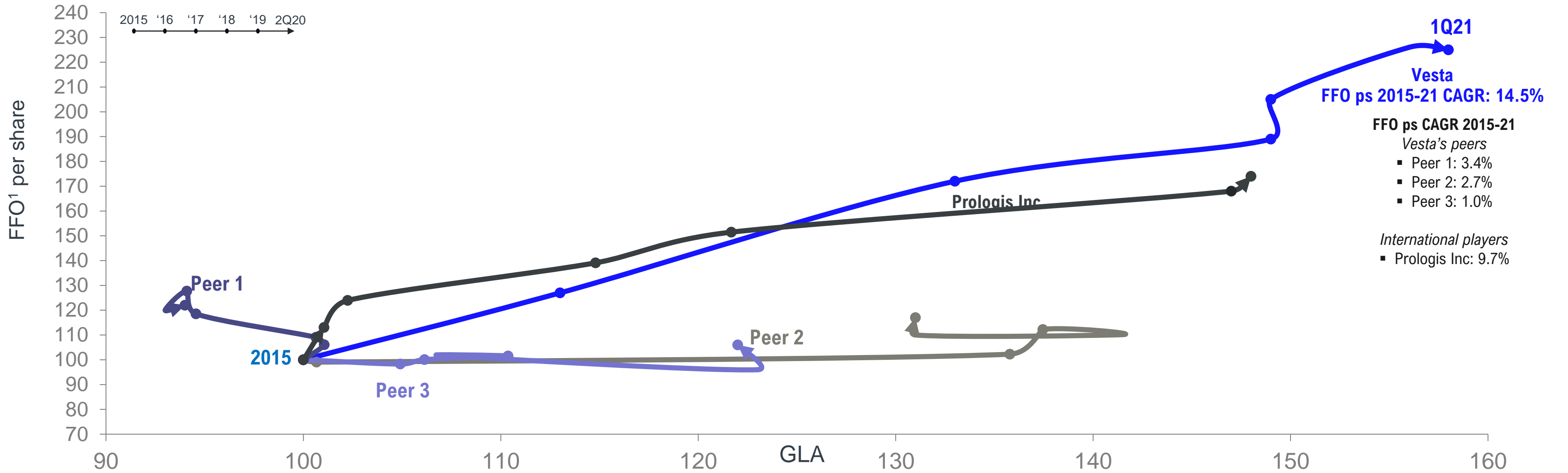
NAV vs share price



# Focus on profitability...

## Growth paths for leading industrial real estate public companies

Index base year 2015=100

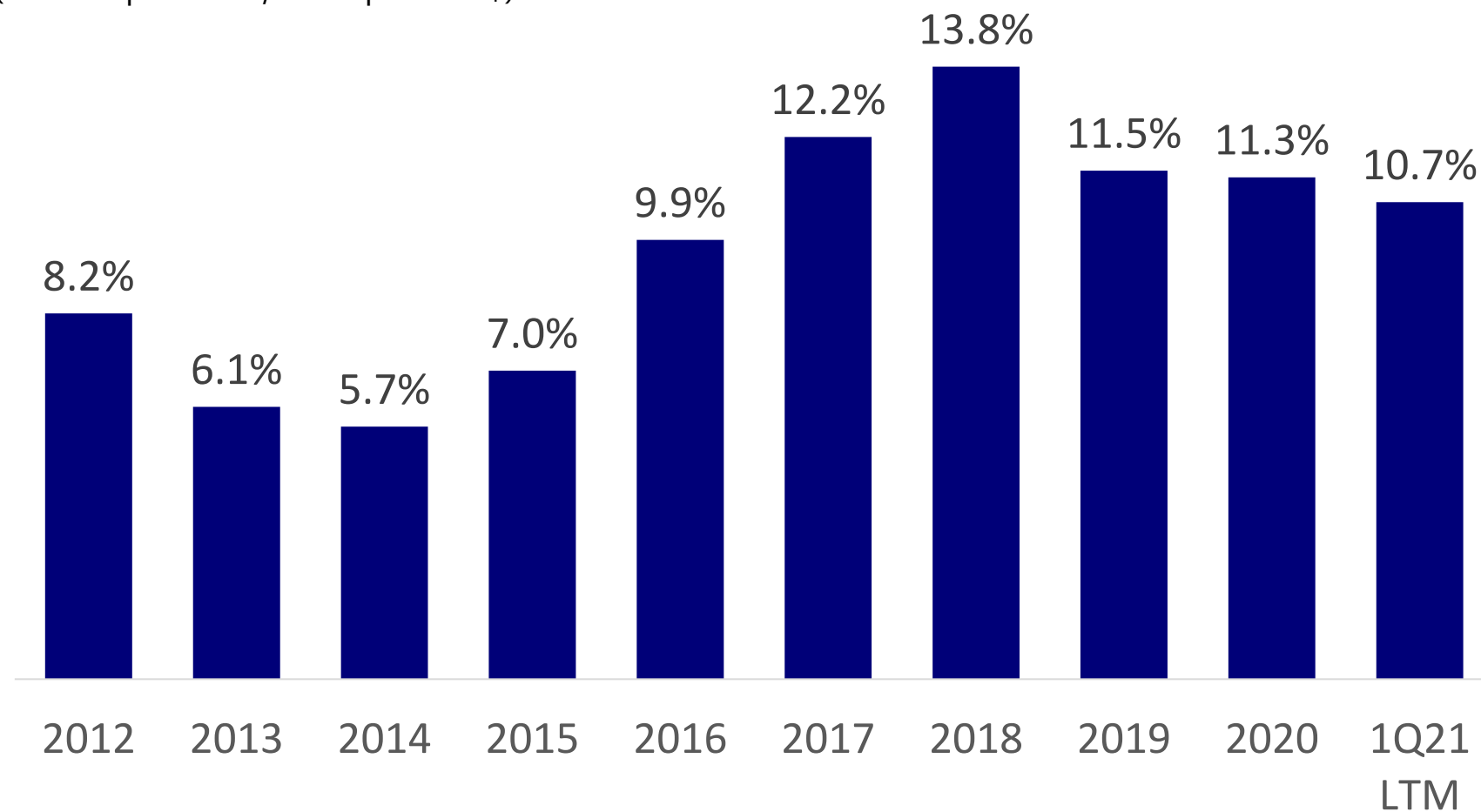


Sources: Companies reports

# Higher yields, even as price per share rises

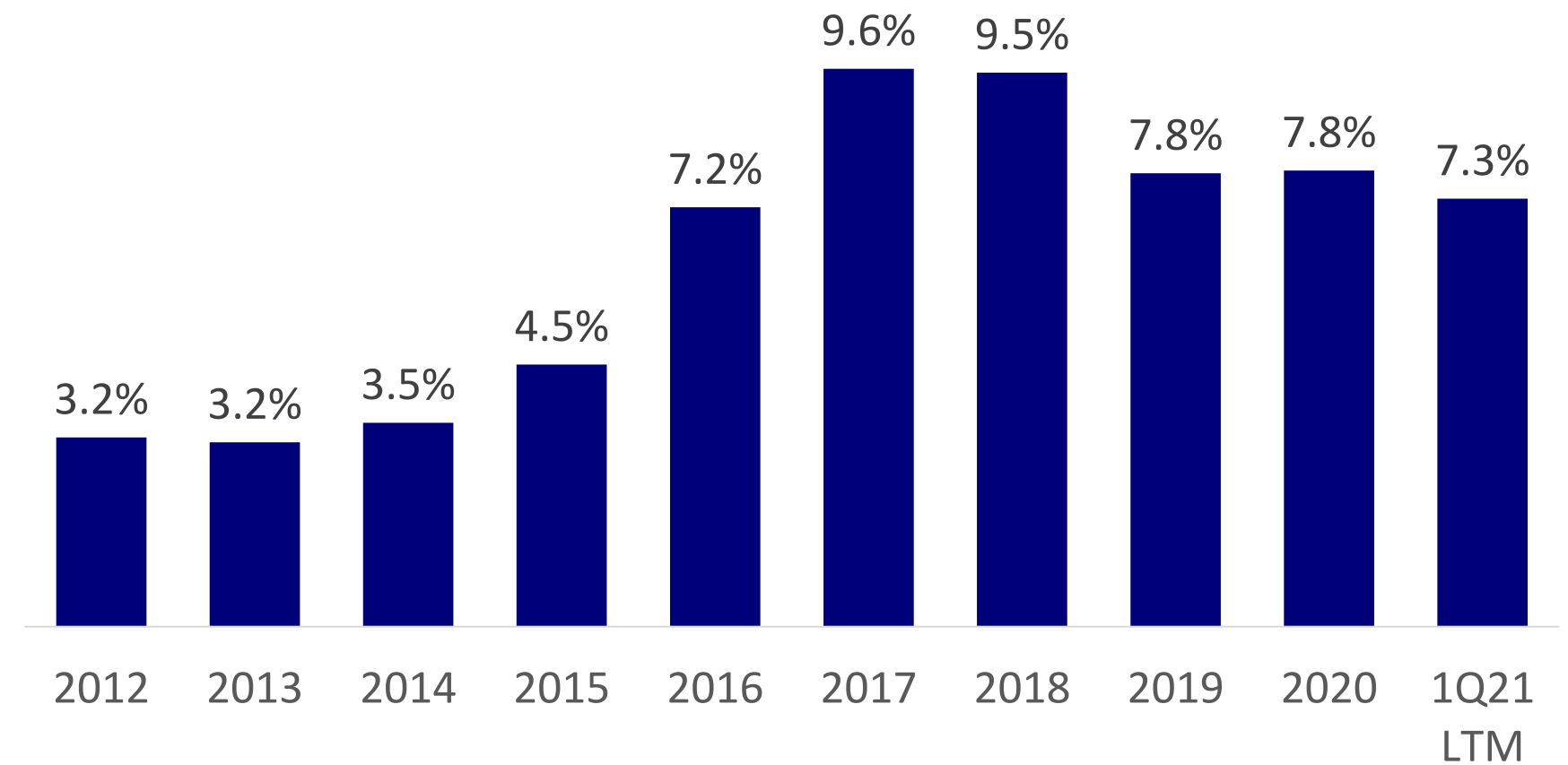
## EBITDA yield

(EBITDA per share/share price US\$)



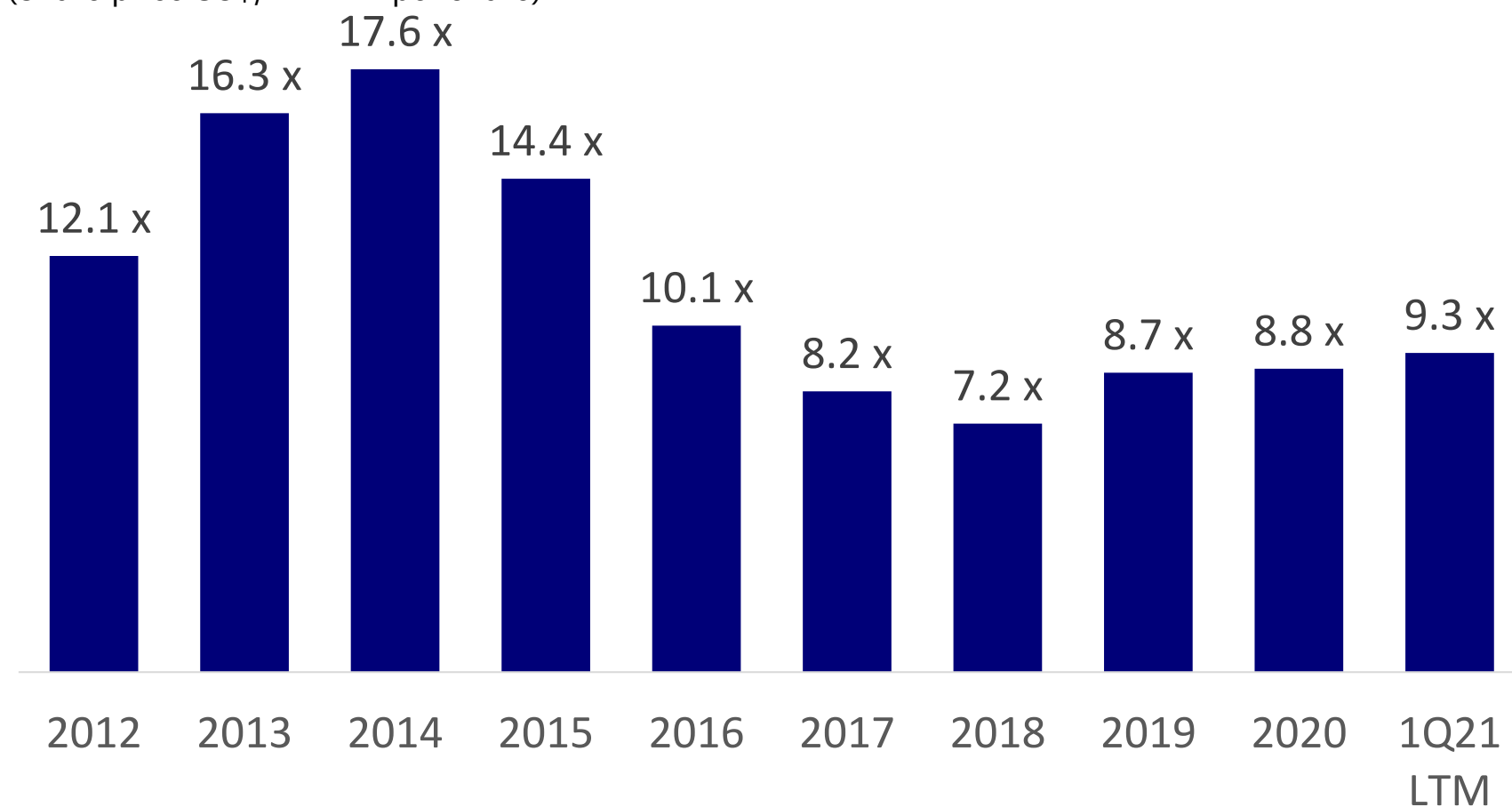
## Adjusted FFO yield

(Adjusted FFO per share/share price US\$)



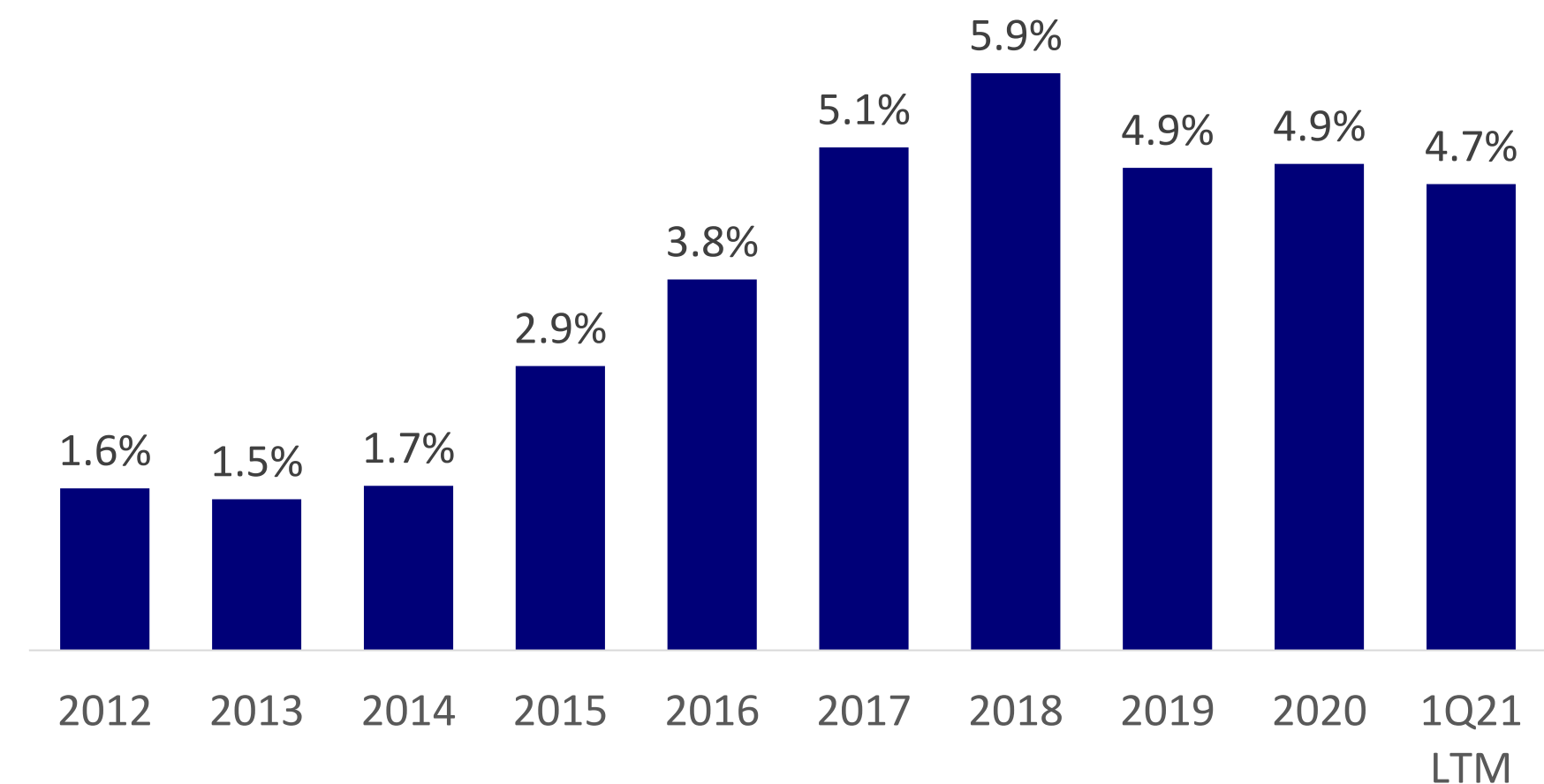
## EBITDA multiple

(Share price US\$/EBITDA per share)



## Dividend yield

(Dividend per share/share price US\$)



*Vesta Parks growth strategy*



# Continued Organic Growth through **VESTA** PARK development Strategy

- ✓ **VESTA** PARK is a sustainable gated industrial park with state-of-the-art class A buildings designed for advanced light manufacturing and logistics operations of world-class multinational companies
- ✓ Strategically located, with access to ports, airports, highways, borders and key cities within Mexico
- ✓ Parks configuration allows construction of inventory, turn-key and built-to-suit buildings with cutting-edge standards catering to tenants' specific needs
- ✓ Full-service facilities designed with core sustainability features such as energy conservation, clean energy generation, and recycling, among others

North			
City	Park Name	GLA (000's sf)	Stage
TJ	Lagoeste	552	✓
TJ	Tijuana III	619	✓
TJ	VP Alamar	602	35%
CDJ	VP Juarez Sur	720	66%
MTY	VP Guadalupe	450	0%
<b>Total GLA</b>		<b>2,943</b>	

Bajío			
City	Park Name	GLA (000's sf)	Stage
AGS	Douki Seisan Park	2,143	✓
QRO	Aerospace Park	2,163	✓
AGS	VP Aguascalientes	2,953	38%
GDL	VP Guadalajara	1,702	0%
QRO	VP Queretaro	4,000	12%
SMA	VP San Miguel A.	2,773	71%
GUA	VP Guanajuato	1,692	75%
SLP	VP San Luis Potosi	2,000	37%
<b>Total GLA</b>		<b>19,425</b>	

Central			
City	Park Name	GLA (000's sf)	Stage
TOL	Toluca I	1,000	✓
TOL	Toluca II	1,432	✓
TOL	Coecillo	660	✓
TLX	Tlaxcala	667	70%
PUE	VP Puebla	1,137	75%
<b>Total GLA</b>		<b>4,896</b>	



# Focus on ESG



# Commitment and Focus on ESG

We Contribute to our clients' and suppliers' competitiveness and society's well-being, while minimizing our environmental impact and related climate change risks.  
All our ESG initiatives are aligned with Vesta's Level 3 Strategic Plan



**ecovadis**  
Business Sustainability Ratings



Signatory of:  
**PRI** Principles for Responsible Investment

Member of  
**Dow Jones Sustainability Indices**  
Powered by the S&P Global CSA

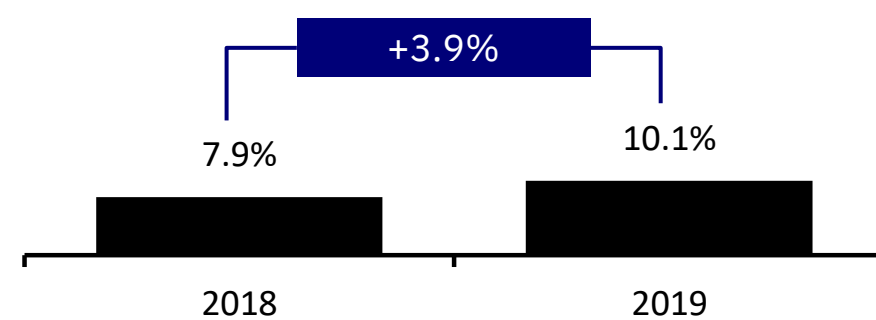


## Key Performance Indicators

LEED Certification



(% of GLA)



Water Consumption



**107,047 m<sup>3</sup>**

in our offices and common areas

Energy Consumption



Total energy consumption was 0.92 kWh per sqm within 1,421,593 kWh and 16.7mm sqf of offices and common areas

Waste



**vesta**

241 tons  
Hazardous



177,875 tons  
Non-Hazardous



Tenants

244 tons  
Hazardous



644,257 tons  
Non-Hazardous



Emissions

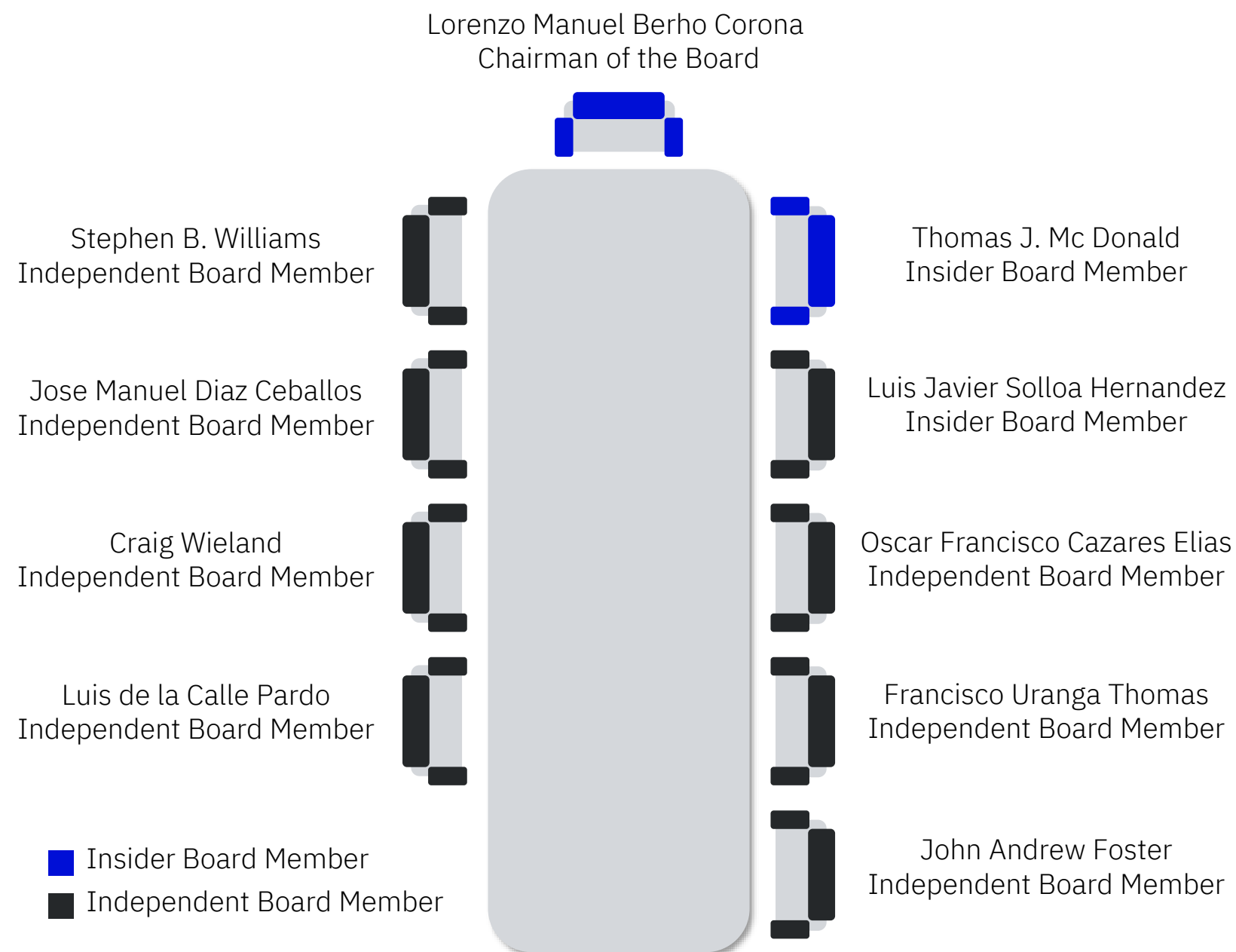
CO<sub>2</sub>

Scope 1	Scope 2	Scope 3
50 tons Derived from diesel fuel use	718 tons Derived from Vesta's energy consumption	126,908 tons Derived from tenants energy consumption



# Solid Corporate Governance

## Board of Directors



- ✓ 8 of 10 Directors are independent
- ✓ All 6 Board Committees are chaired by an independent director
- ✓ Single class of shares (one share, one vote)
- ✓ Vesta's Code of Ethics serves as a guide to regulate the conduct of all employees and other stakeholders
- ✓ Stakeholder Engagement Program based on materiality analysis

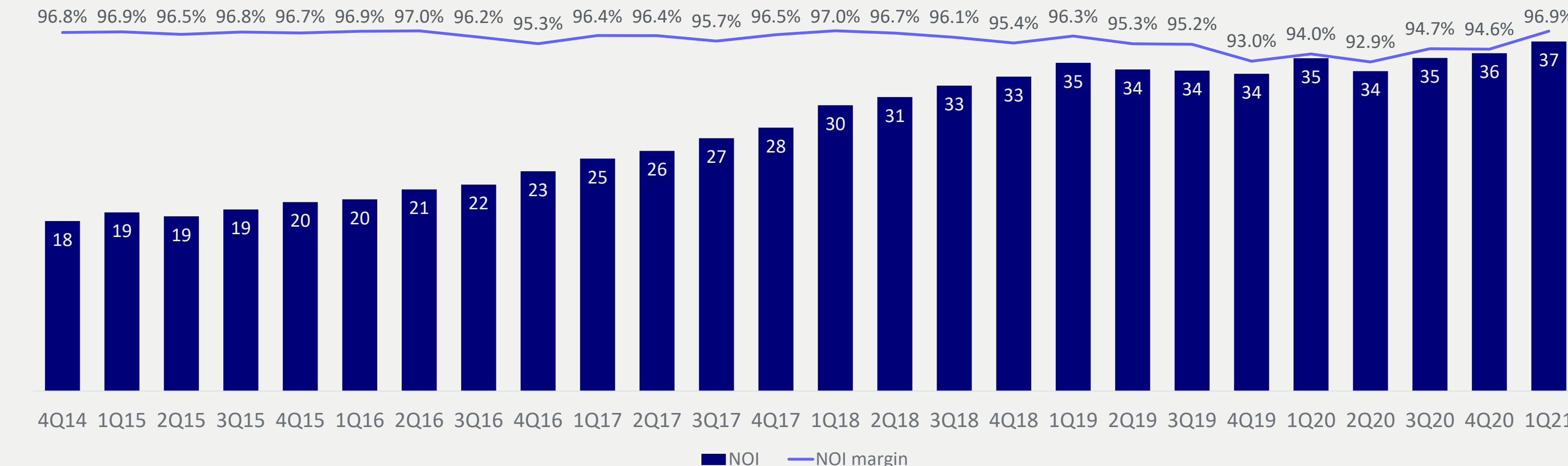
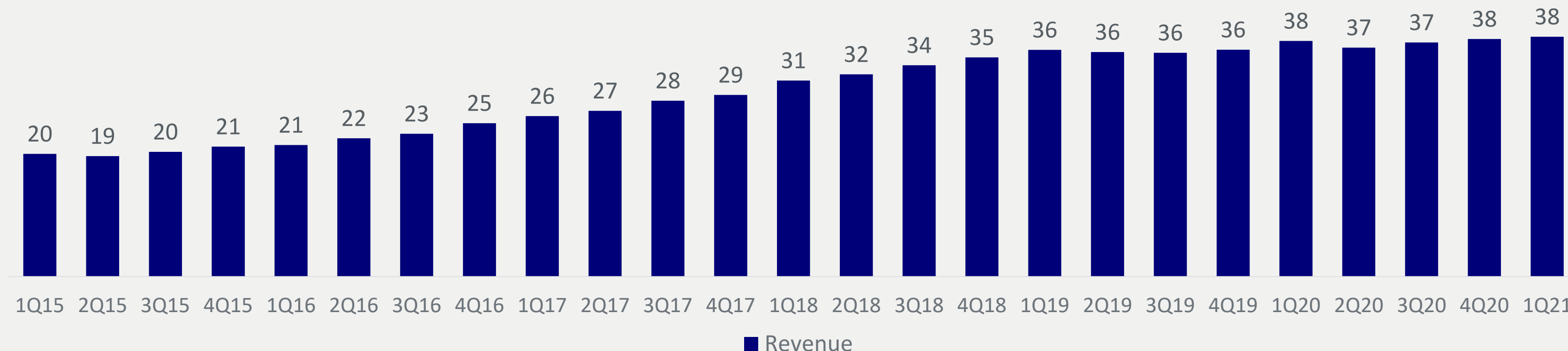
## Committees

Audit	<ul style="list-style-type: none"> <li>• Review and analysis of quarterly and annual financial statements                             <ul style="list-style-type: none"> <li>• Review of compliance with tax obligations</li> </ul> </li> <li>• Analysis, approval and follow-up of Company's operating budget</li> </ul>
Corporate Practices	<ul style="list-style-type: none"> <li>• Evaluation and approval of salaries and executive performance-based compensation plan</li> <li>• Composition of the Company's board and committees</li> <li>• Review of corporate policy regarding transactions with related parties</li> </ul>
Investments	<ul style="list-style-type: none"> <li>• Approval of investment budget and deployment plan</li> <li>• Evaluation of potential acquisitions of buildings and land bank                             <ul style="list-style-type: none"> <li>• Follow-up and review of investments performance</li> </ul> </li> </ul>
Ethics	<ul style="list-style-type: none"> <li>• Review and verification of employees compliance with the Company's Code of Ethics                             <ul style="list-style-type: none"> <li>• Improvement of human resources policies</li> </ul> </li> <li>• Controversy resolution regarding any employee disputes that take place within the corporate scope</li> </ul>
Social Responsibility and Environmental	<ul style="list-style-type: none"> <li>• Drafting of policies and procedures to settle Vesta's ESG Stakeholder Commitment Program</li> <li>• Preparation of ESG recommendations guide for tenants                             <ul style="list-style-type: none"> <li>• Collection of ESG related data</li> </ul> </li> <li>• Inclusion of "green clause" for in lease contracts</li> </ul>
Debt and Equity	<ul style="list-style-type: none"> <li>• Review and approval of debt and equity transactions regarding the Company's funding and capital structure</li> <li>• Evaluation of market conditions that could lead to potential debt and equity transactions to reinforce the Company's performance</li> </ul>

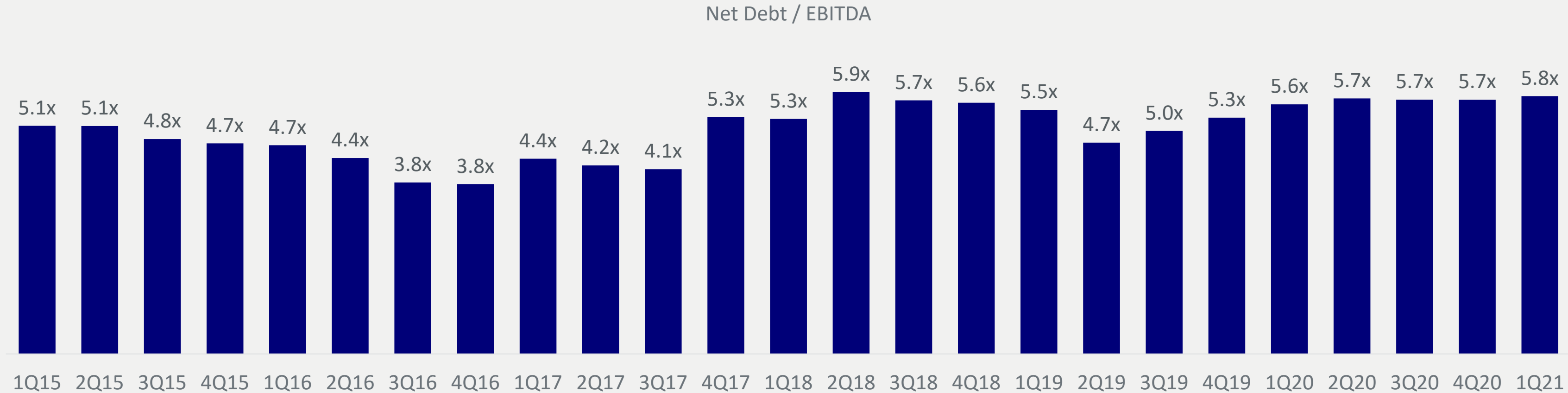
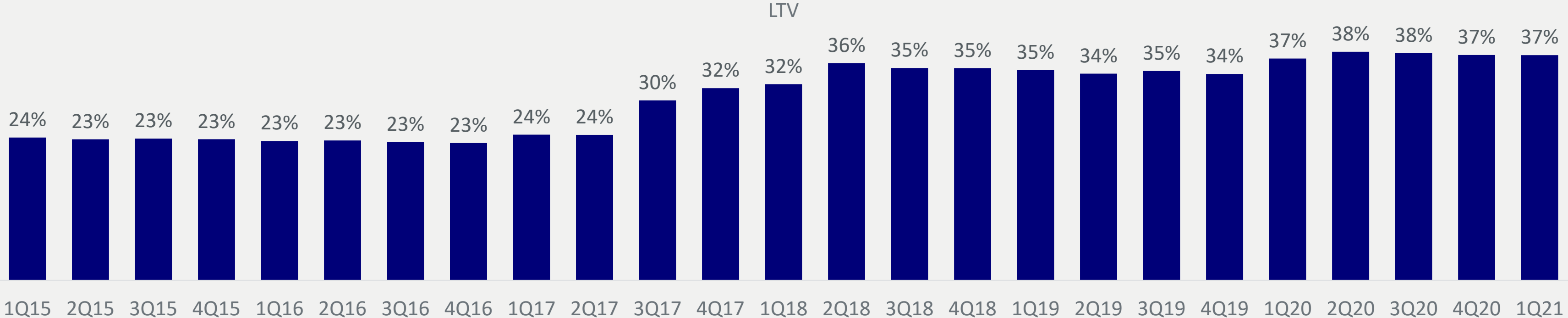
*Appendix*



# Historical Results

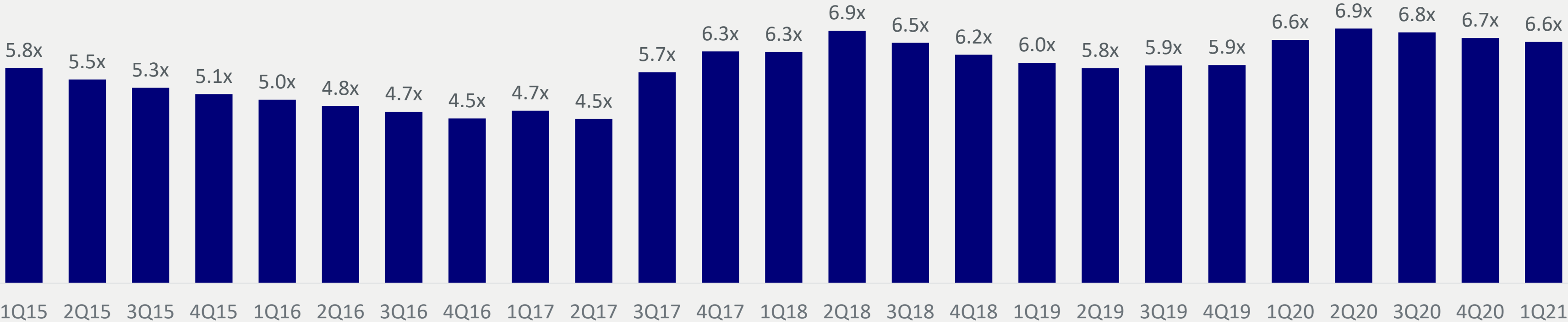


# Historical Results



# Historical Results

Debt/EBITDA



EBITDA/Interest Expense



# Case Studies

**Querétaro Aerospace Park**

**Construction start 2006**

**GLA 2.18 million sf**

**13 buildings**



# Case Studies

**Douki Seisan Park**  
**Construction start 2013**  
**GLA 2.13 million sf**  
**8 buildings**



# Case Studies

**Vesta Park Toluca II**  
**Construction start 2013**  
**GLA 1.47 million sf**  
**6 buildings**





# High occupancy and growing new deliveries

(1Q21)

	MARKET	MARKET SIZE	AVAILABLE	VACANCY	MIN. ASKING PRICE (US/SF)	MAX. ASKING PRICE (US/SF)	UNDER CONSTRUCTION	UNDER CONSTRUCTION BTS	GROSS ABSORPTION	NET ABSORPTION	NEGATIVE ABS	*SF DELIVERED	*INDUSTRIAL GROWTH
CENTRAL	Chihuahua	24,721,013 SF	1,049,545 SF	4.25%	0.39	0.42	0 SF	0 SF	0 SF	-131,032 SF	131,032 SF	46,478 SF	0.19%
	Juarez	66,501,542 SF	1,310,746 SF	1.97%	0.42	0.45	743,945 SF	1,154,560 SF	1,886,149 SF	1,475,217 SF	410,932 SF	108,805 SF	0.16%
	Monterrey	123,992,772 SF	7,029,887 SF	5.67%	0.40	0.43	2,591,850 SF	531,127 SF	1,664,277 SF	40,244 SF	1,624,033 SF	1,466,441 SF	1.18%
NORTH EAST	Saltillo	42,213,341 SF	2,194,768 SF	5.20%	0.40	0.43	473,987 SF	394,280 SF	735,183 SF	675,891 SF	59,292 SF	393,761 SF	0.93%
	Matamoros	19,845,554 SF	462,595 SF	2.33%	0.37	0.40	150,000 SF	0 SF	0 SF	-150,000 SF	150,000 SF	150,000 SF	0.76%
	Reynosa	34,474,357 SF	767,591 SF	2.23%	0.40	0.43	162,500 SF	0 SF	373,038 SF	-113,931 SF	486,969 SF	727,275 SF	2.11%
	Nuevo Laredo	13,090,035 SF	434,192 SF	3.32%	0.34	0.36	0 SF	0 SF	0 SF	0 SF	0 SF	0 SF	0.00%
WEST	Tijuana	77,911,134 SF	594,229 SF	0.76%	0.52	0.56	996,114 SF	211,552 SF	1,233,494 SF	1,003,409 SF	230,085 SF	101,228 SF	0.13%
	Mexicali	29,916,083 SF	974,724 SF	3.26%	0.36	0.39	174,346 SF	0 SF	335,341 SF	335,341 SF	0 SF	0 SF	0.00%
BAJIO	Guanajuato	49,472,291 SF	4,003,843 SF	8.09%	0.39	0.41	381,288 SF	375,101 SF	511,018 SF	392,903 SF	118,115 SF	430,566 SF	0.87%
	Queretaro	39,900,210 SF	3,493,443 SF	8.76%	0.34	0.43	406,882 SF	192,675 SF	312,821 SF	-435,569 SF	748,390 SF	836,168 SF	2.10%
	San Luis Potosi	26,353,393 SF	1,892,547 SF	7.18%	0.35	0.42	65,795 SF	0 SF	319,296 SF	207,296 SF	112,000 SF	0 SF	0.00%
	Aguascalientes	35,485,528 SF	350,436 SF	0.99%	0.39	0.42	0 SF	0 SF	164,020 SF	164,020 SF	0 SF	112,000 SF	0.32%
	Guadalajara	53,028,297 SF	750,804 SF	1.42%	0.44	0.47	373,929 SF	284,331 SF	1,820,708 SF	1,820,708 SF	0 SF	0 SF	0.00%
CENTRAL	Mexico City	100,135,415 SF	6,315,789 SF	6.31%	0.49	0.50	3,202,677 SF		1,576,258 SF	649,069 SF	927,189 SF	498,728 SF	0.50%
	Toluca	36,862,265 SF	2,134,901 SF	5.79%	0.42	0.44	0 SF	646,000 SF	311,345 SF	311,345 SF	0 SF	0 SF	0.00%
	Puebla / Tlaxcala	20,053,288 SF	773,428 SF	3.86%	0.40	0.43	184,895 SF	0 SF	223,288 SF	223,288 SF	0 SF	0 SF	0.00%
<b>TOTAL MEXICO</b>		<b>793,956,518 SF</b>	<b>34,533,468 SF</b>	<b>4.35%</b>	<b>0.40</b>	<b>0.43</b>	<b>9,908,208 SF</b>	<b>3,789,626 SF</b>	<b>11,466,236 SF</b>	<b>6,468,199 SF</b>	<b>4,998,037 SF</b>	<b>4,871,450 SF</b>	<b>0.61%</b>

\* Includes.- New Inventory, BTS, Expansion - 2021

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*Thank you!*

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