# THIRD QUARTER 2021 EARNINGS RELEASE

GICSA | CONSTRUYENDO EXPERIENCIAS

ESR Empresa Socialmente Responsable


**Investor relations contact:**

| Claudia Chávez | Yinneth Lugo | |
|---|---|---|
| +52 (55) 51 48 04 00 ext. 4609 | +52 (55) 51 48 0402 | +52 (55) 51 48 0400 |
| cchavez@gicsa.com.mx | ylugo@gicsa.com.mx | inversionistas@gicsa.com.mx |

GICSA

# GICSA ANNOUNCES CONSOLIDATED RESULTS FOR THIRD QUARTER 2021

Mexico City, October 26, 2021 – GRUPO GICSA, S.A.B. de C.V. ("GICSA" or "the Company") (BMV: GICSA), a leading Mexican company specializing in the development, investment, commercialization and operation of shopping malls, corporate offices and mixed-use properties, announced today its results for the third quarter ("3Q21") and for the nine months ("9M21") ended September 30, 2021.

All figures have been prepared in accordance with International Financial Reporting Standards ("IFRS") and are stated in millions of Mexican pesos (Ps.).

GICSA's financial results presented in this report are unaudited and therefore may be subject to adjustments in the future.

## Main Highlights

### Corporate

- During the quarter, GICSA carried out a more thorough inventory of commercial spaces under lease, which allowed the Company to identify clients which, even though they are currently under lease contracts, discontinued their operations and are no longer meeting their payment obligations (abandoned commercial spaces). As such, this has impacted occupancy, invoicing, collections, and accounts receivable.
    - In the 3Q21, the Company is disclosing the concept of adjusted occupancy rate, a calculation that excludes abandoned commercial spaces, which represents an adjustment of -4% to the quarter´s contractual occupancy rate and -12% compared to 2019. This adjustment reduced the occupancy rate from 87% to 82% in our stabilized portfolio, and from 82% to 78%, including properties under stabilization (Explanada Culiacan, Lomas Altas and Masaryk 169).
    - The adjustment's impact on the annual invoicing was a decrease of 15% compared to pre-pandemic levels.
    - Out of this invoicing, 84% of the collection was recovered during the quarter. The combined effect on the decreases in adjusted occupancy rate and percentage of collections have represented an annual impact on the Company´s cash flow of approximately Ps. 1.1 billion, a decrease of 23% compared to pre-pandemic levels.
    - The recognition of the adjusted occupancy rate requires the Company to legally document the aforementioned abandonment of commercial spaces in order to stop the invoicing process. Accordingly, this is reflected as an increase in accounts receivable, which was Ps. 1.3 billion at the end of the 3Q21.
        - Out this amount, the Company estimates to recover approximately Ps. 600 million, with the remaining Ps. 700 million to be written off in the subsequent quarters, as abandoned commercial spaces and agreements under the tenant Covid-19 support program are documented, negatively impacting revenues in the income statement.

- In order to compensate the negative effects caused by the pandemic, and given the upcoming maturities of corporate loans, the Company continue working closely with Lazard and its bondholders on an analysis of GICSA's debt structure and the monetization of non-productive assets, to reposition our Company for the long term.

- During 3Q21, GICSA signed 61 agreements under the tenant Covid-19 support program for approximately Ps. 197 million in credit notes.

  - In accordance with IFRS 16, Ps. 56 million was recognized in the income statement in 3Q21. The remaining balance is carried in the balance sheet and will be gradually amortized in accordance with the remaining term of each contract.

## Operational

- GICSA reported a total of 995,047 square meters of Gross Leasable Area (GLA) comprised of 18 properties in operation at the close of 3Q21. Proportional GLA was 86%, equivalent to 855,663 square meters. This represented an increase of 9% in total GLA and 11% in proportional GLA, compared to 3Q20, mainly due to the addition of Lomas Altas and Explanda Culiacán to the Company's property portfolio.

- During 3Q21, GICSA opened 44 new doors (4,742 square meters) in relation to the portfolio in operation, a decrease of 20% compared to 2Q21.

- During 3Q21, GICSA signed 68 new doors (9,308 square meters) in relation to the portfolio, a decrease of 3% compared to 2Q21.

- At the close of 3Q21, the occupancy rate of the stabilized portfolio was 87%, and 82% of the total portfolio. The adjusted occupancy rate of the stabilized portfolio was 82% and 78% of the total portfolio.

- At the close of 3Q21, the renewal rate of the stabilized portfolio was 99%.

- At the close of 3Q21, the average rent per square meter of the stabilized portfolio was Ps. 373 and Ps. 372 of the total portfolio, decreases of 3% and 4%, respectively, compared to 3Q20.

- At the close of 3Q21, the lease spread of shopping malls within the stabilized portfolio was 4.4%, while in 3Q20 was 4.2% and during 3Q19, prior to the pandemic was 5.7%.

- At the close of 3Q21, the number of visitors to properties within the commercial portfolio reached 13 million, an increase of 52% compared to 3Q20 and a decrease of 2% compared to 2Q21. It is important to note that prior to the pandemic in 3Q19 the number of visitors was 18 million.

GICSA

## Financial

- Fixed rental revenues in 3Q21, after the proportional recognition of the tenant Covid-19 support program, was Ps. 637 million, a decrease of 22% compared to 3Q20.
- Total revenue in 3Q21, after the proportional recognition of the tenant Covid-19 support program, was Ps. 930 million, a decrease of 11% compared to 3Q20.
- Consolidated and proportional NOI in 3Q21, were Ps. 762 million and Ps. 645 million, decreases of 9% and 7%, respectively, compared to 3Q20.
- Consolidated and proportional EBITDA in 3Q21, were Ps. 702 million and Ps. 585 million, respectively, decreases of 11% and 10%, compared to 3Q20.
- Consolidated and proportional financial debt at the close of 3Q21 were Ps. 28,048 million and Ps. 25,503 million, respectively, increases of 2%, compared to consolidated debt in 3Q20. Consolidated LTV was 37%.



## Comments by the Chief Executive Officer

Dear Investors,

Despite the progress of the vaccination process in Mexico, during the first two months of this quarter we observed another increase in cases and ensuing health restrictions, which set back the progress of our operating and financial results.

The ongoing intermittency in health restrictions in the cities where we operate, keeps us in constant negotiations with our clients and business partners in order to maintain our occupancy and renewal rates at stable and long-term levels. In addition, we have several pending negotiations with clients to grant as well as recognize discounts agreed upon in previous quarters.

During this quarter, we took on the task of carrying out a more thorough inventory of our commercial spaces under lease, which led us to identify a number of clients that, despite being under contract currently, discontinued operations and are not meeting their payment obligations (abandoned commercial spaces). These are reflected in an adjusted occupancy rate that we now disclose. This rate was 78% in the total portfolio and 82% in the stabilized portfolio, an adjustment of -4% to the quarter's contractual occupancy rate and a decrease of 12% compared to the pre-pandemic occupancy rate.

The recognition of the adjusted occupancy rate requires us to legally document the abandonment of these commercial spaces in order to halt related billing. As such, we will be able to report the actual revenues in the income statement. This adjustment results in an increase in accounts receivable, which was Ps. 1.3 billion at the quarter end, which we anticipate writing off as uncollectable receivables of approximately Ps. 700 million in subsequent quarters.

These combined effects, the decreases of the adjusted occupancy rate and accounts receivable, have represented an annual impact in our annual cash flow, which has decreased by approximately Ps. 1.1 billion. This represents a decrease of 23% compared to pre-pandemic figures, resulting from a 15% reduction in annual invoicing and with a recovery rate of 84% of collections on this basis.

With regard to the Covid-19 support program, since the beginning of the pandemic we have granted discounts of Ps. 753 million to tenants, of which Ps. 197 million were granted in 3Q21. A total of Ps. 347 million has been recognized in our income statements during 2020 and 9M21. The remaining balance will be recognized, in accordance with accounting standards, during the remaining term of each contract.

With respect to commercialization of our properties, we signed 68 new doors during the quarter, a decrease of 3% compared to 2Q21. In addition, 44 new doors were opened.

In 3Q21, consolidated and proportional NOI were Ps. 762 million and Ps. 645 million, decreasing 9% and 7% compared to 3Q20. Consolidated and proportional EBITDA for 3Q21 were Ps. 702 million and Ps. 585 million, respectively.

In order to compensate the negative effects caused by the pandemic, and given the upcoming maturities of corporate loans, we continue working closely with Lazard and our bondholders on an analysis of GICSA's debt structure and the monetization of non-productive assets, to reposition our Company for the long term. We are convinced that the soundness of our portfolio and the experience of our team will allow us to reverse these effects in the medium term. We thank our bondholders for their support and the trust they have placed in the Company.

According to the classification of the epidemiological color-code system established by the authorities in Mexico, more than 80% of our properties have green light status currently, which bodes well for an encouraging future. However, this health crisis continues to show us that the situation can change at any time, so we must remain vigilant to any new challenges that may arise.

Our more than 30 years experience in the industry, the quality of our assets and the resilience of the Company gives us confidence that by implementing the right measures, we will be able to recover liquidity as well as our historically high occupancy levels to provide the greatest benefit to our investors and business partners in the long-term.

I wish to express once again our appreciation for your confidence and ongoing support.

**Abraham Cababie Daniel**
**Chief Executive Officer of Grupo GICSA**



## GICSA Model

GICSA's business model is focused on capturing value throughout the project cycle for its businesses as well as third-party projects, and subsequently generating additional revenue from services to third parties. The Company´s C-Corp structure and business model eliminate fee leakage, helping maximize shareholder returns.

**The three pillars of our business model are:**

1. A portfolio of 18 properties in operation, which generates consistent and solid cash flow, with a GLA of 995,047 square meters in which GICSA has an 86% stake.
2. A portfolio of properties under development and to be developed, are foundations for the Company´s growth; it is expected that the two properties currently under construction will add a total of 74,405 square meters of saleable area and GLA of 58,013 square meters to the existing portfolio.
3. Four service companies, that cover the full real estate development cycle, provide service quality, operating efficiency, and eliminate fee leakages, and in which GICSA participates with 100% ownership.

## Summary of Key Operational and Financial Indicators

| Operating Ratios | 3Q21 | 3Q20 | Var. % |
|---|---|---|---|
| Gross Leasable Area (GLA in square meters) | 995,047 | 912,068 | 9% |
| GICSA's Gross Leasable Area (GLA in square meters) | 855,663 | 772,856 | 11% |
| % of participation in total GLA | 86% | 85% | 1% |
| Occupancy rate[1] | 86.9% | 89.0% | (2%) |
| Adjusted occupancy rate[1,2] | 82.5% | - | - |
| Average duration of contracts *(years)* | 2.8 | 3.0 | (7%) |
| Average rent[1] / square meters | Ps. 373 | Ps. 386 | (3%) |
| Renewal rate | 99.1% | 98.0% | 1% |
| Lease spread | 4.4% | 4.2% | 6% |

[1] Excludes portfolio in stabilization

[2] Adjusted occupancy rate: Excluding contractual occupancy GLA, discontinued operations and are no longer meeting their payment obligations (abandoned commercial spaces).

| Financial Ratios (In millions of Pesos) | 3Q21 | 3Q20 | Var. % |
|---|---|---|---|
| Revenues from properties[3] | Ps. 930,338 | Ps. 1,040,882 | (11%) |
| Proportional revenues from properties[3] | Ps 784,131 | Ps 857,411 | (9%) |
| Net Operating Income (NOI) | Ps. 762,000 | Ps. 834,600 | (9%) |
| GICSA's proportional net operating income (NOI) | Ps. 644,983 | Ps. 690,443 | (7%) |
| *NOI margin over property revenues* [4] | *82%* | *80%* | *2%* |
| *NOI margin over proportional property revenues* [4] | *82%* | *81%* | *2%* |
| EBITDA | Ps. 702,439 | Ps. 792,122 | (11%) |
| GICSA's proportional EBITDA | Ps. 585,422 | Ps. 647,964 | (10%) |
| Total consolidated debt | Ps. 28,047,652 | Ps. 27,574,399 | 2% |
| Total consolidated debt in pesos | Ps. 20,816,271 | Ps. 20,223,104 | 3% |
| Total consolidated debt in US dollars | Usd. 356,120 | Usd. 327,345 | 9% |
| GICSA´s proportional debt | Ps. 25,502,896 | Ps. 24,914,226 | 2% |
| LTV[5] | 37% | 38% | (2%) |

[3] Total revenues from properties of the portfolio under operation and development.

[4] NOI /Revenues from properties.

[5] Total consolidated debt/Total Assets.

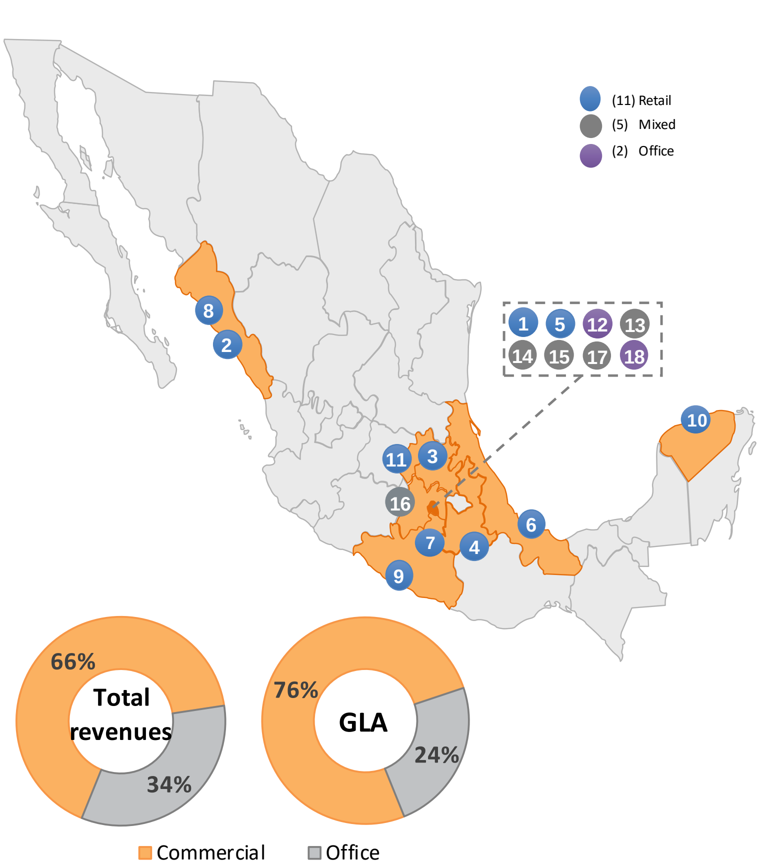


## Portfolio in Operation

At the close of September 30, 2021, GICSA had 18 properties in operation totaling 995,047 square meters of GLA, equivalent to eleven shopping malls, five mixed-use properties and two corporate office buildings. The breakdown of GICSA´s total GLA is as follows: 62% is commercial properties, 33% is mixed-use properties (14% commercial use and 19% offices), and 5% is office space.

These properties are located in Mexico City and the surrounding metropolitan area, Acapulco, Culiacán, Cuernavaca, Puebla, Querétaro, Mérida, Pachuca and Coatzacoalcos. At the close of 3Q21, the average occupancy rate of GICSA's stabilized properties was 87%, with the portfolio in operation reaching 13 million visitors and 3 million vehicles during third quarter.

### Geographical distribution of the portfolio in operation




| | | | | | | |
|---|---|---|---|---|---|---|
| # | Property | Location | Opening | GLA | Occupancy | |
| 1 | City Walk | Mexico City | 2010 | 3,506 m² | 100% | |
| 2 | Explanada Culiacán | Sinaloa | 2020 | 53,582 m² | 54% | |
| 3 | Explanada Pachuca | Hidalgo | 2019 | 74,754 m² | 75% | |
| 4 | Explanada Puebla | Puebla | 2018 | 84,824 m² | 91% | |
| 5 | Forum Buenavista | Mexico City | Opening[1]: 2008/2012 | 94,916 m² | 98% | |
| 6 | Forum Coatzacoalcos | Veracruz | 2006 | 32,368 m² | 71% | |
| 7 | Forum Cuernavaca | Morelos | Opening[1]: 2016 | 58,121 m² | 82% | |
| 8 | Forum Culiacán | Sinaloa | Opening[1]: 2003/2009/2014 | 39,974 m² | 92% | |
| 9 | La Isla Acapulco | Guerrero | Opening[1]: 2008 | 33,492 m² | 83% | |
| 10 | La Isla Mérida | Yucatán | 2018 | 57,573 m² | 91% | |
| 11 | Paseo Querétaro | Querétaro | 2018 | 81,163 m² | 92% | |
| 12 | Torre E3 | Mexico City | 2005 | 23,257 m² | 81% | |
| 13 | Capital Reforma | Mexico City | 2012 | 60,716 m² | 91% | |
| 14 | Masaryk 111 | Mexico City | 2008 | 26,294 m² | 100% | |
| 15 | Paseo Arcos Bosques | Mexico City | Opening[1]: 2008/2012 | 92,105 m² | 77% | Rooms: 135 |
| 16 | Paseo Interlomas | State of Mexico | 2011/2018 | GLA[2]: 143,577 m² | 86% | |
| 17 | Masaryk 169 | Mexico City | 2018 | 5,564 m² | 23% | |
| 18 | Lomas Altas | Mexico City | 2020 | 29,263 m² | - | |

| | |
|---|---|
| Number of properties in operation | 18 |
| Nacional presence | 8 states + Mexico City and metropolitan area |
| Total / proportional GLA | 995,047 m² / 855,663 m² |
| Occupancy rate[2] | 87% |

[1] Includes opening year and subsequent expansions
[2] Explanada Culiacán, Masaryk 169 and Lomas Altas projects are in the stabilization process and are not including in the occupancy rate.

Note: All figures represent 100% of propierties of 3Q21

## Properties of the Portfolio in Operation

The following table presents a description of the properties in operation as of September 30, 2021:

| Portfolio in operation | Location | Operations starting year | GLA (square meters) | GICSA's stake % | Proportional GLA (square meters) | GLA % total properties | Occupancy rate | Adjusted occupancy rate* | Parking spaces |
|---|---|---|---|---|---|---|---|---|---|
| **Stabilized properties** | | | | | | | | | |
| ***Commercial use*** | | | | | | | | | |
| City Walk | Mexico City | 2010 | 3,506 | 100% | 3,506 | 0.4% | 100% | 84% | 141 |
| Explanda Pachuca | Pachuca, Hgo. | 2019 | 74,754 | 100% | 74,754 | 8% | 75% | 71% | 2,411 |
| Explanada Puebla | Cholula, Pue. | 2018 | 84,824 | 100% | 84,824 | 9% | 91% | 79% | 2,000 |
| Forum Buenavista | Mexico City | 2008 | 94,916 | 100% | 94,916 | 10% | 98% | 97% | 2,372 |
| Forum Coatzacoalcos | Coatzacoalcos, Ver. | 2006 | 32,368 | 50% | 16,184 | 3% | 71% | 69% | 1,674 |
| Forum Cuernavaca | Cuernavaca, Mor. | 2016 | 58,121 | 100% | 58,121 | 6% | 82% | 78% | 2,974 |
| Forum Culiacán | Culiacán, Sin. | 2003 | 39,974 | 100% | 39,974 | 4% | 92% | 88% | 2,553 |
| La Isla Acapulco | Acapulco, Gro. | 2008 | 33,492 | 84% | 28,133 | 3% | 83% | 82% | 1,854 |
| La Isla Mérida | Mérida, Yuc. | 2018 | 57,573 | 100% | 57,573 | 6% | 91% | 83% | 2,800 |
| Paseo Querétaro | Querétaro, Qro. | 2018 | 81,163 | 100% | 81,163 | 8% | 92% | 87% | 3,163 |
| **Sub commercial use** | | | **560,689** | **96%** | **539,147** | **56%** | **88%** | **83%** | **21,942** |
| ***Office use*** | | | | | | | | | |
| Torre E 3 | Mexico City | 2005 | 23,257 | 100% | 23,257 | 2% | 81% | 81% | 1,618 |
| **Subtotal office use** | | | **23,257** | **100%** | **23,257** | **2%** | **81%** | **81%** | **1,618** |
| ***Mix use*** | | | | | | | | | |
| Capital Reforma | Mexico City | 2012 | 60,716 | 100% | 60,716 | 6% | 91% | 80% | 2,065 |
| Masaryk 111 | Mexico City | 2008 | 26,294 | 100% | 26,294 | 3% | 100% | 100% | 710 |
| Paseo Arcos Bosques | Mexico City | 2008 | 92,105 | 50% | 46,053 | 9% | 77% | 74% | 3,454 |
| Paseo Interlomas | State of Mexico | 2011 | 143,577 | 50% | 71,789 | 14% | 86% | 84% | 5,478 |
| **Subtotal mix use** | | | **322,692** | **63%** | **204,850** | **32%** | **86%** | **82%** | **11,707** |
| **Total stabilized portfolio** | | | **906,638** | **85%** | **767,254** | **91%** | **87%** | **82%** | **35,267** |
| **Properties in stabilization** | | | | | | | | | |
| ***Commercial use*** | | | | | | | | | |
| Explanada Culiacán | Culiacán, Sin. | 2020 | 53,582 | 100% | 53,582 | 5% | 54% | 49% | 1,877 |
| Masaryk 169 | Mexico City | 2018 | 1,307 | 100% | 1,307 | 0.1% | 100% | 100% | 219 |
| ***Office use*** | | | | | | | | | |
| Masaryk 169 | Mexico City | 2018 | 4,257 | 100% | 4,257 | 0.4% | - | - | - |
| Masaryk 169 | Mexico City | 2018 | 29,263 | 100% | 29,263 | 2.9% | - | - | 982 |
| **Total portfolio in stabilization** | | | **88,409** | **100%** | **88,409** | **9%** | **34%** | **31%** | **3,078** |
| **Total portfolio in operation** | | | **995,047** | **86%** | **855,663** | **100%** | **82%** | **78%** | **38,345** |

*Adjusted occupancy rate: Excluding contractual occupancy GLA, discontinued operations and are no longer meeting their payment obligations (abandoned commercial spaces).

The following table presents a description of the commercial spaces opened under new contracts during 3Q21 and 9M21:

| Properties | 1Q21 | 2Q21 | 3Q21 | 9M21 |
|---|---|---|---|---|
| ***Commercial Use*** | | | | |
| Paseo Interlomas | 3 | 13 | 4 | 20 |
| Forum Cuernavaca | 4 | 5 | 8 | 17 |
| Forum Buenavista | 2 | 7 | 7 | 16 |
| Explanada Puebla | 5 | 5 | 5 | 15 |
| Forum Culiacán | 4 | 6 | 5 | 15 |
| La Isla Mérida | 5 | 4 | 1 | 10 |
| La Isla Acapulco | 1 | 3 | 4 | 8 |
| Explanada Pachuca | 3 | 3 | 2 | 8 |
| Paseo Querétaro | 2 | 4 | 1 | 7 |
| Paseo Arcos Bosques | - | 1 | 2 | 3 |
| Masaryk 111 | - | - | 1 | 1 |
| **Total stabilized portfolio** | **29** | **51** | **40** | **120** |
| Explanada Culiacán | 4 | 4 | 4 | 12 |
| **Total portfolio in stabiization** | **4** | **4** | **4** | **12** |
| **Total commercial spaces opened** | **33** | **55** | **44** | **132** |



The following table presents the financial results of the portfolio as of 3Q21:

| Portfolio of properties in operation | Occupancy rate | Fixed rent (Ps. Thousands) | | | Total Revenue (Ps. Thousands) | | | NOI (Ps. Thousands) | | | Proportional NOI (Ps. Thousands) | | | Average rent by square meter | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 3Q21 | 3Q21 | 3Q20 | Var. % | 3Q21 | 3Q20 | Var. % | 3Q21 | 3Q20 | Var. % | 3Q21 | 3Q20 | Var. % | 3Q21 | 3Q20 | Var. % |
| **Stabilized portfolio** | | | | | | | | | | | | | | | | |
| ***Commercial use*** | | | | | | | | | | | | | | | | |
| City Walk | 100% | 3,320 | 3,758 | (12%) | 4,146 | 4,423 | (6%) | 3,209 | 3,720 | (14%) | 3,209 | 3,720 | (14%) | 454 | 434 | 4% |
| Explanada Pachuca | 75% | 25,703 | 32,920 | (22%) | 37,730 | 41,390 | (9%) | 29,810 | 34,565 | (14%) | 29,810 | 34,565 | (14%) | 292 | 298 | (2%) |
| Explanada Puebla | 91% | 33,866 | 40,322 | (16%) | 48,919 | 49,210 | (0.6%) | 41,741 | 41,881 | (0.3%) | 41,741 | 41,881 | (0.3%) | 244 | 248 | (1%) |
| Forum Buenavista | 98% | 68,152 | 93,792 | (27%) | 108,889 | 117,567 | (7%) | 98,015 | 84,567 | 16% | 98,015 | 84,567 | 16% | 304 | 284 | 7% |
| Forum Coatzacoalcos | 71% | 10,048 | 13,035 | (23%) | 19,801 | 20,086 | (1%) | 14,456 | 8,212 | 76% | 7,228 | 4,106 | 76% | 229 | 256 | (11%) |
| Forum Cuernavaca | 82% | 24,934 | 31,692 | (21%) | 36,314 | 40,577 | (11%) | 28,314 | 34,785 | (19%) | 28,314 | 34,785 | (19%) | 315 | 320 | (2%) |
| Forum Culiacán | 92% | 41,122 | 43,828 | (6%) | 61,772 | 60,042 | 3% | 53,666 | 52,977 | 1% | 53,666 | 52,977 | 1% | 409 | 381 | 7% |
| La Isla Acapulco | 83% | 13,210 | 14,534 | (9%) | 22,542 | 20,366 | 11% | 13,857 | 9,197 | 51% | 11,640 | 7,725 | 51% | 216 | 198 | 9% |
| La Isla Mérida | 91% | 24,734 | 37,946 | (35%) | 36,767 | 51,953 | (29%) | 25,581 | 41,394 | (38%) | 25,581 | 41,394 | (38%) | 347 | 389 | (11%) |
| Paseo Querétaro | 92% | 35,400 | 52,116 | (32%) | 48,965 | 66,095 | (26%) | 36,718 | 52,341 | (30%) | 36,718 | 52,341 | (30%) | 321 | 320 | 0.2% |
| **Subtotal commercial use** | **88%** | **280,489** | **363,944** | **(23%)** | **425,846** | **471,710** | **(10%)** | **345,367** | **363,638** | **(5%)** | **335,922** | **358,060** | **(6%)** | **302** | **299** | **1%** |
| ***Office use*** | | | | | | | | | | | | | | | | |
| Torre E 3 | 81% | 35,567 | 41,571 | (14%) | 43,716 | 51,973 | (16%) | 37,231 | 46,039 | (19%) | 37,231 | 46,039 | (19%) | 638 | 677 | (6%) |
| **Subtotal office use** | **81%** | **35,567** | **41,571** | **(14%)** | **43,716** | **51,973** | **(16%)** | **37,231** | **46,039** | **(19%)** | **37,231** | **46,039** | **(19%)** | **638** | **677** | **(6%)** |
| ***Mix use*** | | | | | | | | | | | | | | | | |
| Capital Reforma | 91% | 75,570 | 92,474 | (18%) | 122,195 | 114,799 | 6% | 107,083 | 92,840 | 15% | 107,083 | 92,840 | 15% | 502 | 546 | (8%) |
| Masaryk 111 | 100% | 36,756 | 45,049 | (18%) | 45,282 | 53,531 | (15%) | 38,114 | 46,392 | (18%) | 38,114 | 46,392 | (18%) | 597 | 636 | (6%) |
| Paseo Arcos  Bosques | 77% | 97,508 | 130,966 | (26%) | 128,694 | 155,918 | (17%) | 102,237 | 130,726 | (22%) | 51,119 | 65,363 | (22%) | 604 | 667 | (9%) |
| Paseo Interlomas | 86% | 94,580 | 142,657 | (34%) | 142,622 | 184,432 | (23%) | 118,823 | 146,447 | (19%) | 59,412 | 73,223 | (19%) | 331 | 328 | 0.8% |
| **Subtotal mix use** | **86%** | **304,414** | **411,146** | **(26%)** | **438,793** | **508,681** | **(14%)** | **366,257** | **416,405** | **(12%)** | **255,727** | **277,819** | **(8%)** | **460** | **490** | **(6%)** |
| **Total stabilized portfolio** | **87%** | **620,469** | **816,661** | **(24%)** | **908,354** | **1,032,364** | **(12%)** | **748,855** | **826,082** | **(9%)** | **628,879** | **681,918** | **(8%)** | **373** | **386** | **(3%)** |
| **Portfolio in process of stabilization** | | | | | | | | | | | | | | | | |
| ***Commercial use*** | | | | | | | | | | | | | | | | |
| Explanada Culiacán | 54% | 16,462 | - | 100% | 26,957 | - | 100% | 18,119 | - | 100% | 18,119 | - | 100% | 330 | - | 100% |
| **Total portfolio in process of stabilization** | **54%** | **16,462** | **-** | **100%** | **26,957** | **-** | **100%** | **18,119** | **-** | **100%** | **18,119** | **-** | **100%** | **330** | **-** | **100%** |
| **Total operational portfolio** | **85%** | **636,931** | **816,661** | **(22%)** | **935,312** | **1,032,364** | **(9%)** | **766,974** | **826,082** | **(7%)** | **646,999** | **681,918** | **(5%)** | **372** | **386** | **(4%)** |
| **Total projects under development** | **-** | **-** | **-** | **-** | **(4,974)** | **8,518** | **(158%)** | **(4,974)** | **8,518** | **(158%)** | **-2,015** | **8,524** | **(124%)** | **-** | **-** | **-** |
| **Total portfolio** | **85%** | **636,931** | **816,661** | **(22%)** | **930,338** | **1,040,882** | **(11%)** | **762,000** | **834,600** | **(9%)** | **644,983** | **690,443** | **(7%)** | **372** | **386** | **(4%)** |

Proportional NOI" is the net operating income related to GICSA's direct or indirect stake.

The following table presents the composition of the operating income of the portfolio:

| Composition of total income | 3Q21 | 3Q20 |
|---|---|---|
| Fixed rent | 68.5% | 78.5% |
| Variable rent | 3.0% | 0.4% |
| Key money | 1.3% | 2.5% |
| Parking lot | 4.4% | 1.6% |
| Maintenance and advertising | 14.7% | 15.1% |
| Services and others | 8.1% | 2.0% |
| **Total income** | **100%** | **100%** |

*Calculation based on the properties of total portfolio.



## Leasing contract characteristics

GICSA has a solid management track record, which ensures the diversification by industry of high-quality tenants, as management consider that this type of tenant can help shield the Company from low market cycles that can affect particular industries or sectors.

At the close of 3Q21, GICSA's property portfolio had 1,923 leasing contracts with tenants with high credit ratings and diversified in terms of industry and geographic location, providing a healthy mix within the Company´s revenue stream.

The following table shows the distribution of lease contracts by tenant category as a percentage of revenues based on GLA and fixed rent:

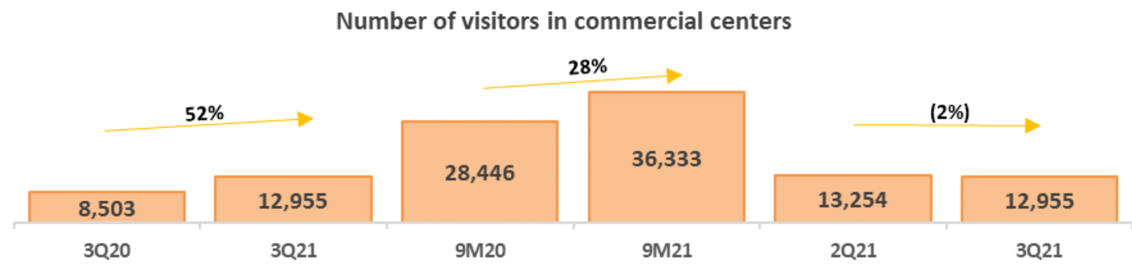
| Participation of GLA and average fixed rents | % of GLA | % of fixed rents |
|---|---|---|
| Women and men apparel | 15.8% | 18.9% |
| Entertainment and sports | 33.6% | 17.6% |
| Restaurants | 8.5% | 13.3% |
| Fast food | 3.7% | 8.3% |
| Health & beauty | 3.5% | 8.0% |
| Department stores | 14.5% | 6.1% |
| Sport appareal and footwear | 3.9% | 5.9% |
| Others | 3.4% | 5.5% |
| Home and decoration | 4.1% | 5.5% |
| Cellphone companies and communications | 1.5% | 3.1% |
| Women and men footwear | 1.4% | 2.9% |
| Services | 1.4% | 2.4% |
| Children´s apparel and toys | 0.9% | 1.5% |
| Self-service stores | 3.7% | 1.1% |
| **Total** | **100%** | **100%** |

The following table shows GICSA´s top 10 tenants as a percentage, in terms of fixed rent:

| Main tenants based of monthly fixed rent | % of fixed rents |
|---|---|
| Inditex group | 3.3% |
| Cinemex | 2.0% |
| Unifin | 1.9% |
| Axo group | 1.8% |
| El Palacio de Hierro | 1.7% |
| Avon | 1.5% |
| IB group | 1.2% |
| Cinépolis | 1.2% |
| Procter & Gamble | 1.2% |
| Coppel | 1.1% |
| **Total** | **17.0%** |

## Number of visitors

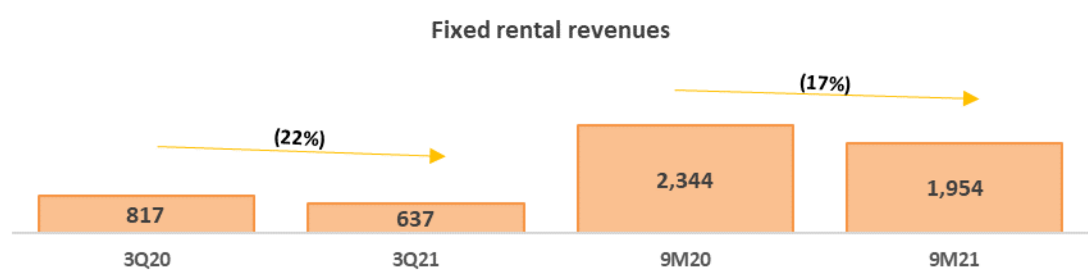
During 3Q21 and 9M21 the number of visitors in the commercial portfolio properties reached 13 and 36 million visitors, respectively.




## Fixed rental revenues

Average monthly fixed rent per square meter of the stabilized portfolio was Ps. 373 in 3Q21, a 3% decrease compared to Ps. 386 per square meter in 3Q20.

Fixed rental revenues for the portfolio of properties in operation after the proportional recognition of the tenant Covid-19 support program was Ps. 637 million in 3Q21, 22% lower compared to 3Q20. Fixed rental revenues as a percentage were 75% in Mexican pesos and 25% in U.S. dollars.





## Maturity contract

The following table shows information related to the maturities of lease contracts at operating properties at the close of 3Q21:

| Year | Number of leases that expire | GLA of maturity contract | % the GLA that expire |
|---|---|---|---|
| 2021 | 159 | 49,624 m² | 6.8% |
| 2022 | 433 | 145,956 m² | 20.0% |
| 2023 | 477 | 122,803 m² | 16.9% |
| 2024 | 485 | 116,396 m² | 16.0% |
| 2025 | 151 | 68,260 m² | 9.4% |
| + 2026 | 218 | 225,540 m² | 31.0% |

Per the table above, contracts set to expire in 2021 represent 7% of GLA of the portfolio in operation. As of September 30, 2021, none of GICSA´s tenants individually represented more than 4% and 3% of the operating portfolio GLA and fixed rent, respectively.

The following table shows information related to the maturities of lease contracts at operating properties by segment at the close of 3Q21:

| Year | Number of leases that expire | GLA of maturity contract | % the GLA that expire |
|---|---|---|---|
| 2021 | 144 | 42,640 m² | 7.5% |
| 2022 | 403 | 115,259 m² | 20.4% |
| 2023 | 441 | 94,658 m² | 16.7% |
| 2024 | 453 | 94,055 m² | 16.6% |
| 2025 | 124 | 52,714 m² | 9.3% |
| + 2026 | 181 | 165,799 m² | 29.3% |
| **Total Commercial** | **1,746** | **565,125 m²** | **100%** |
| 2021 | 15 | 6,984 m² | 4.3% |
| 2022 | 30 | 30,697 m² | 18.8% |
| 2023 | 36 | 28,145 m² | 17.2% |
| 2024 | 32 | 22,341 m² | 13.7% |
| 2025 | 27 | 15,546 m² | 9.5% |
| + 2026 | 37 | 59,741 m² | 36.5% |
| **Total Office** | **177** | **163,454 m²** | **100%** |

## Contract renewals

At the close of 3Q21, GICSA renewed 77,418 square meters of GLA in stabilized properties, with an annual renewal rate of 99%.

## Lease spread

Lease spread is defined as the difference in the level of fixed rent based on expired leases to the new level of rental revenues from new leases or renewed leases. The 3Q21 calculation was based on 108,405 square meters of contracts at shopping malls and consistent with this definition.

At the close of 3Q21, the lease spread for shopping malls in stabilized properties was 4.4%.

## Commercialization

The following table shows a breakdown of commercial spaces and GLA under contract during 3Q21 and 9M21:

| Properties | 1Q21 | | 2Q21 | | 3Q21 | | 9M21 | |
|---|---|---|---|---|---|---|---|---|
| | Commercial spaces | GLA ($m^2$) | Commercial spaces | GLA ($m^2$) | Commercial spaces | GLA ($m^2$) | Commercial spaces | GLA ($m^2$) |
| La Isla Mérida | 4 | 245 | 6 | 6,449 | 4 | 125 | 14 | 6,818 |
| Forum Buenavista | 4 | 1,261 | 6 | 566 | 11 | 1,389 | 21 | 3,216 |
| Paseo Interlomas | 5 | 1,049 | 10 | 1,472 | 4 | 576 | 19 | 3,097 |
| Paseo Querétaro | 3 | 342 | 3 | 988 | 5 | 1,535 | 11 | 2,865 |
| Paseo Arcos Bosques | 1 | 1,043 | 2 | 199 | 5 | 1,041 | 8 | 2,284 |
| Explanada Puebla | 4 | 175 | 7 | 614 | 6 | 518 | 17 | 1,308 |
| Masaryk 169 | 0 | 0 | 0 | 0 | 1 | 1,307 | 1 | 1,307 |
| Forum Culiacán | 3 | 440 | 6 | 702 | 2 | 84 | 11 | 1,226 |
| La Isla Acapulco | 6 | 673 | 4 | 331 | 1 | 42 | 11 | 1,046 |
| Forum Cuernavaca | 4 | 559 | 6 | 250 | 2 | 143 | 12 | 951 |
| Explanada Pachuca | 4 | 469 | 4 | 299 | 2 | 114 | 10 | 882 |
| Masaryk 111 | 0 | 0 | 4 | 529 | 0 | 0 | 4 | 529 |
| City Walk | 1 | 56 | 0 | 0 | 2 | 416 | 3 | 471 |
| Forum Coatzacoalcos | 0 | 0 | 0 | 0 | 2 | 209 | 2 | 209 |
| **Total stabilized portfolio** | **39** | **6,312** | **58** | **12,398** | **47** | **7,498** | **144** | **26,208** |
| Explanada Culiacán | 5 | 441 | 5 | 784 | 2 | 195 | 12 | 1,420 |
| **Total portfolio in stabilization** | **5** | **441** | **5** | **784** | **2** | **195** | **12** | **1,420** |
| **Total operational portfolio** | **44** | **6,753** | **63** | **13,181** | **49** | **7,693** | **156** | **27,628** |
| Grand Outlet Riviera Maya | 2 | 400 | 7 | 603 | 19 | 1,615 | 28 | 2,618 |
| **Total properties under construction** | **2** | **400** | **7** | **603** | **19** | **1,615** | **28** | **2,618** |
| **Total commercialization** | **46** | **7,153** | **70** | **13,785** | **68** | **9,308** | **184** | **30,246** |



# Portfolio under development

## Projects under construction

Currently, GICSA has 2 projects under development, with a solid progress in terms of construction and commercialization. GICSA continues analyzing investment opportunities throughout Mexico to strengthen its portfolio and expand its presence in the country, including acquisition opportunities, developments, the consolidation of existing projects, as well as opportunities for third-party services.

The following table shows a breakdown of the work progress for projects that are currently under construction:

| Project | GLA | Estimated total investment[1] | Investment Capex as of 3Q21[1] | Capex pending investments at 3Q21[1] | Work progress | Estimated opening date |
|---|---|---|---|---|---|---|
| ***Commercial Use*** | | | | | | |
| Grand Outlet Riviera Maya | 58,013 $m^2$ | Ps. 2,269,249 | Ps. 908,658 | Ps. 1,360,591 | 35% | First half of 2023 |
| **Sub total comercial** | **58,013 $m^2$** | **Ps. 2,269,249** | **Ps. 908,658** | **Ps. 1,360,591** | **35%** | |
| ***Residential Use*** | | | | | | |
| Cero5Cien* | 74,405 $m^2$ | Ps. 5,388,861 | Ps. 4,376,784 | Ps. 1,012,077 | 50% | Second half of 2021 / First half of 2022 |
| **Sub total residential** | **74,405 $m^2$** | **Ps. 5,388,861** | **Ps. 4,376,784** | **Ps. 1,012,077** | **50%** | |
| **Total** | **132,418 $m^2$** | **Ps. 7,658,110** | **Ps. 5,285,442** | **Ps. 2,372,668** | **43%** | |

[1] Figures are expresses in thousands of mexican pesos (Ps.)

*Salable square meters

## Status of commercialization of projects

As of the date of this report, the commercialization of properties in the stabilization process and under development registered progress of 56,947 square meters of GLA under contract, representing 39% of GLA.

The following table shows the commercialization progress of projects in stabilization process and under development:

| Project | Total commercial spaces | Total commercial spaces under contract | | Total Leasable Area | Total area under contract | |
|---|---|---|---|---|---|---|
| | | | % | ($m^2$) | ($m^2$) | % |
| ***Commercial Use*** | | | | | | |
| Masaryk 169[1] | 1 | 1 | 100% | 1,307 $m^2$ | 1,307 $m^2$ | 100% |
| Explanada Culiacán[1] | 202 | 136 | 67% | 53,582 $m^2$ | 28,668 $m^2$ | 54% |
| Grand Outlet Riviera Maya | 176 | 103 | 59% | 58,013 $m^2$ | 26,971 $m^2$ | 46% |
| **Subtotal commercial use** | **379** | **240** | **63%** | **112,902 $m^2$** | **56,947 $m^2$** | **50%** |
| ***Office use*** | | | | | | |
| Masaryk 169[1] | - | - | - | 4,257 $m^2$ | - | - |
| Lomas Altas1 | - | - | - | 29,263 $m^2$ | - | - |
| **Subtotal office use** | **-** | **-** | **-** | **33,520 $m^2$** | **-** | **-** |
| **Total** | **379** | **240** | **63%** | **146,422 $m^2$** | **56,947 $m^2$** | **39%** |

[1] In stabilization

The following section provides information about every project under construction and development based on estimates and expectations. This information provides a general overview of GICSA's property developments. The information included in this section may change or be modified in the future due to external factors. Therefore, these amounts should be regarded as estimates, and not as final figures.

## Properties under construction

### Grand Outlet Riviera Maya

With over 33 million visitors and a population of nearly 1 million inhabitants, Riviera Maya is the ideal place for the world's largest Outlet "*Malltertainment*", a place where international visitors can enjoy unlimited shopping, international cuisine and the best entertainment options.

The Grand Outlet Riviera Maya project will is located in a privileged area of the state of Quintana Roo in the Riviera Maya, just a few steps away from the beach and Cancún International Airport. This innovative project will form part of GICSA's new product category, *Malltertainment*, which is revolutionizing the shopping mall experience and industry in Mexico.

The development will have a total GLA of approximately 58,013 square meters to be developed by GICSA and approximately 90,000 square meters, including the development by our business partner, which contributed land to the project. As of September 30, 2021, 46% of leasable area was under contract with important global brands, such as: Coach, Brooks Brothers, Rapsodia, Hugo Boss, Madaluxe, Dolce & Gabbana, Salvatore Ferragamo, Armani Outlet, BCBG, True Religion, Katsuya, Stk, Melting Pot, Aéropostale, Adidas, Abercrombie, Levi´s, Calvin Klein, Joes, Shutz, Karen Millen and Tommy Hilfiger.

| | |
|---|---|
| Location | Riviera Maya, Quintana Roo |
| GLA | 58,013 m² |
| Estimated total investment [1] | Ps. 2,269,249 |
| Capex to date[1] | Ps. 908,658 |
| Expected delivery date | First half of 2023 |

[1] Figures are expressed in thousands of mexican pesos (Ps.)

| | Contribution to work as a percentage | At June 30, 2021 | At September 30, 2021 |
|---|---|---|---|
| Excavation and foundation | 18% | 98% | 98% |
| Civil work | 41% | 30% | 38% |
| Installations and equipment | 24% | 5% | 7% |
| Finishes and facade | 17% | 0% | 0.3% |
| **Work progress** | **100%** | **31%** | **35%** |

Video link: http://www.gicsa.com.mx/en/portfolio/project-detail/grand-outlet-malltertainment-riviera-maya



The Cero5Cien residential project will be located in Lomas de Vista Hermosa, one of Mexico´s most exclusive residential areas and therefore experiencing high demand for properties focused on the ultra-high-end segment of the market.

The philosophy behind the project is to create a development in which residents live each day in their own personal paradise, with extraordinary amenities and in a privileged location. The project will be developed on 55,000 square meters of land, of which only 35% will be built upon, with the remainder used for amenities, green spaces and lakes.

Cero5Cien will have 105 units. As of September 30, 2021, 53 units had been pre-sold, or 50% of planned units. The completion of the project is estimated to take place during 2021.

| | |
|---|---|
| Location | Mexico City |
| GLA | 74,405 m² |
| Estimated total investment [1] | Ps. 5,388,861 |
| Capex to date[1] | Ps. 4,376,784 |
| Expected delivery date | Second half of 2021 / First half of 2022 |

[1] Figures are expressed in thousands of mexican pesos (Ps.)

| | Contribution to work as a percentage | At June 30, 2021 | At September 30, 2021 |
|---|---|---|---|
| Excavation and foundation | 10% | 84% | 85% |
| Civil work | 34% | 59% | 62% |
| Installations and equipment | 16% | 13% | 16% |
| Finishes and facade | 40% | 37% | 45% |
| **Work progress** | **100%** | **45%** | **50%** |



## Statement of Financial Position

For periods ended September 30, 2021, and December 31, 2020.

(Figures in thousands of Pesos)

| Statements of Financial Position | September 2021 | December 2020 | Variation |
|---|---|---|---|
| **Assets** | | | |
| ***Current assets*** | | | |
| Cash and cash equivalents | 632,480 | 778,191 | (19%) |
| Restricted cash | 683,703 | 693,652 | (1%) |
| Accounts and notes receivable- net | 1,332,313 | 1,222,553 | 9% |
| Accounts receivable (contingency) | 406,554 | 250,855 | 62% |
| Real Estate Inventory | 1,018,053 | 649,762 | 57% |
| Tax credits | 2,341,625 | 2,261,579 | 4% |
| Advances for project developments | 152,111 | 184,772 | (18%) |
| Related parties | 1,072,937 | 976,162 | 10% |
| **Total current assets** | **7,639,776** | **7,017,526** | **9%** |
| ***Non-current assets*** | | | |
| Investment properties | 58,874,996 | 57,694,331 | 2% |
| Real Estate Inventory | 2,784,762 | 2,784,762 | 0% |
| Property, furniture and equipment – net | 601,576 | 675,257 | (11%) |
| Advances for project developments | 467,363 | 534,031 | (12%) |
| Investment in associates and in joint ventures | 866,537 | 857,807 | 1% |
| Derivative Financial Instruments | 0 | 3,973 | (100%) |
| Deferred income taxes provision | 2,882,737 | 2,882,737 | 0% |
| Assets by right of use | 881,274 | 895,685 | (2%) |
| Guarantee deposits and prepayments | 147,749 | 127,076 | 16% |
| **Total non-current assets** | **67,506,994** | **66,455,659** | **2%** |
| **Total assets** | **75,146,770** | **73,473,185** | **2%** |
| **Liabilities and stockholders´ equity** | | | |
| ***Current liabilities*** | | | |
| Suppliers | 735,982 | 747,667 | (2%) |
| Current portion of long-term local bank loans | 775,208 | 976,630 | (21%) |
| Current portion of long-term local bonds | 2,030,879 | 1,132,383 | 79% |
| Rent, security deposit and key money | 13,475 | 20,784 | (35%) |
| Related parties | 117,084 | 117,084 | 0% |
| Lease contract creditors | 79,973 | 78,445 | 2% |
| Income tax payable | 1,028,686 | 986,812 | 4% |
| **Total current liabilities** | **4,781,287** | **4,059,805** | **18%** |
| ***Non-current liabilities*** | | | |
| Long-term bank loans | 17,866,499 | 17,058,883 | 5% |
| Stock Certificates | 7,293,045 | 7,671,030 | (5%) |
| Provision and Employee benefits | 28,998 | 36,268 | (20%) |
| Lease contract creditors | 918,517 | 885,916 | 4% |
| Tenant deposits, rent and key money | 1,501,611 | 1,410,054 | 6% |
| Derivative Financial Instruments | 82,021 | 366,988 | (78%) |
| Long-term income tax payable | 509,208 | 519,571 | (2%) |
| Deferred income tax provision | 10,668,415 | 10,357,105 | 3% |
| **Total non-current liabilities** | **38,868,314** | **38,305,815** | **1%** |
| **Total liabilities** | **43,649,601** | **42,365,620** | **3%** |
| Capital stock | 636,605 | 636,605 | 0% |
| Stock repurchase | (282,452) | (282,452) | 0% |
| Retained earnings | 9,595,667 | 9,595,667 | 0% |
| Premium in capital | 16,385,726 | 16,029,893 | 2% |
| **Controlling interest** | **26,335,546** | **25,979,713** | **1%** |
| Non- controlling interest | 5,161,623 | 5,127,852 | 0.7% |
| **Total stockholders' equity** | **31,497,169** | **31,107,565** | **1%** |
| **Total liabilities and stockholders' equity** | **75,146,770** | **73,473,185** | **2%** |

GICSA

## Consolidated Statement of Comprehensive Income

For periods ended September 30, 2021, and September 30, 2020.

(Figures in thousands of Pesos)

| Consolidated Statement of Comprehensive Income | 3Q21 | 3Q20 | Variation 3Q21 vs 3Q20 |
|---|---|---|---|
| ***Revenues*** | | | |
| Rental income and key money | 802,675 | 894,374 | (10%) |
| Discount rental income and key money (contingency) | (53,592) | (36,842) | 45% |
| Maintenance and advertising income | 133,954 | 153,259 | (13%) |
| Discount maintenance and advertising (contingency) | (2,228) | (1,300) | 71% |
| Parking income and operating services | 63,141 | 29,340 | 115% |
| Revenues from real estate services | 4,836 | 5,125 | (6%) |
| **Total operating revenue** | **948,786** | **1,043,956** | **(9%)** |
| Revenues from construction services executed for third parties | 4,577 | 6,001 | (24%) |
| Revenues from the sale of real estate inventories | 13,001 | 77,690 | (83%) |
| **Total Other Operating Revenue** | **17,578** | **83,691** | **(79%)** |
| **Total revenue** | **966,364** | **1,127,647** | **(14%)** |
| Cost of execution of work for third party | (4,579) | (6,001) | (24%) |
| Cost for sale of real estate inventories | (8,945) | (59,496) | (85%) |
| **Total Costs** | **(13,524)** | **(65,497)** | **(79%)** |
| Real Estate services expenses | (2,048) | (2,567) | (20%) |
| Operating expenses from owned properties | (201,390) | (197,474) | 2% |
| Administrative expenses | (61,421) | (78,199) | (21%) |
| Amortization and depreciation | (28,595) | (14,616) | 96% |
| Other expenses (income) net | (141,521) | (3,818) | 3,607% |
| **Total Expenses** | **(434,975)** | **(296,674)** | **47%** |
| **Total costs and expenses** | **(448,499)** | **(362,171)** | **24%** |
| **Operating income before valuation effects** | **517,865** | **765,476** | **(32%)** |
| Fair value adjustments to investment properties | 456,715 | 244,417 | 87% |
| Results of associates and joint venture | 11,172 | 8,392 | 33% |
| **Operating profit** | **985,752** | **1,018,285** | **(3%)** |
| Finance income | 43,627 | 575,964 | (92%) |
| Finance costs | (523,496) | (627,688) | (17%) |
| Foreign exchange gains - Net | (243,729) | 111,243 | (319%) |
| **Finance (costs) income - Net** | **(723,598)** | **59,519** | **(1,316%)** |
| **Income before income tax** | **262,154** | **1,077,804** | **(76%)** |
| Deferred Income Taxes | (188,939) | (184,352) | 2% |
| **Consolidated net profit** | **73,215** | **893,452** | **(92%)** |
| ***Consolidated net profit attributable to*** | | | |
| Controlling interest | (38,914) | 529,248 | (107%) |
| Non-controlling interest | 112,129 | 364,204 | (69%) |
| | **73,215** | **893,452** | **(92%)** |

## NOI – EBIDTA Reconciliation

The following table shows the reconciliation of NOI and EBITDA with the income statement, as of September 30, 2021, and September 30, 2020.

(Figures in thousands of pesos)

| Reconciliation between NOI and EBITDA | 3Q21 | 3Q20 | Var. % |
|---|---|---|---|
| ***Operating income before valuation effects/Total revenues minus costs and expenses*** | ***517,865*** | ***765,476*** | ***(32%)*** |
| ***Minus*** | | | |
| Revenues from property management to third parties | 0 | 0 | 0% |
| Revenues from construction work services to third parties[1] | 4,577 | 6,001 | (24%) |
| Revenues from sale of real estate inventories[2] | 0 | 0 | 0% |
| Other revenues (expenses) | (141,521) | (3,818) | 3,607% |
| Revenues from Forum Coatzacoalcos[3] | 5,344 | 11,874 | (55%) |
| ***Plus*** | | | |
| Expenses for third party property management | 0 | 0 | 0% |
| Cost of execution of work for third party[1] | 4,579 | 6,001 | (24%) |
| Cost of sale for real estate inventories[2] | 0 | 0 | 0% |
| Amortization and depreciation | 28,595 | 14,616 | 96% |
| Other revenues | 0 | 0 | 0% |
| Forum Coatzacoalcos costs[3] | 19,801 | 20,086 | (1%) |
| **EBITDA** | **702,439** | **792,122** | **(11%)** |
| ***Minus*** | | | |
| Corporate expenses | (63,617) | (60,672) | 5% |
| Profit from real estate inventories[2] | 4,056 | 18,194 | (78%) |
| **NOI** | **762,000** | **834,600** | **(9%)** |
| ***Minus*** | | | |
| Adjusted NOI attributable to non-controlling participation | 117,017 | 144,158 | (19%) |
| **Adjusted proportional NOI** | **644,983** | **690,443** | **(7%)** |
| ***Plus*** | | | |
| Corporate expenses | (63,617) | (60,672) | 5% |
| Profit from real estate inventories[2] | 4,056 | 18,194 | (78%) |
| **Adjusted proportional EBITDA** | **585,422** | **647,964** | **(10%)** |

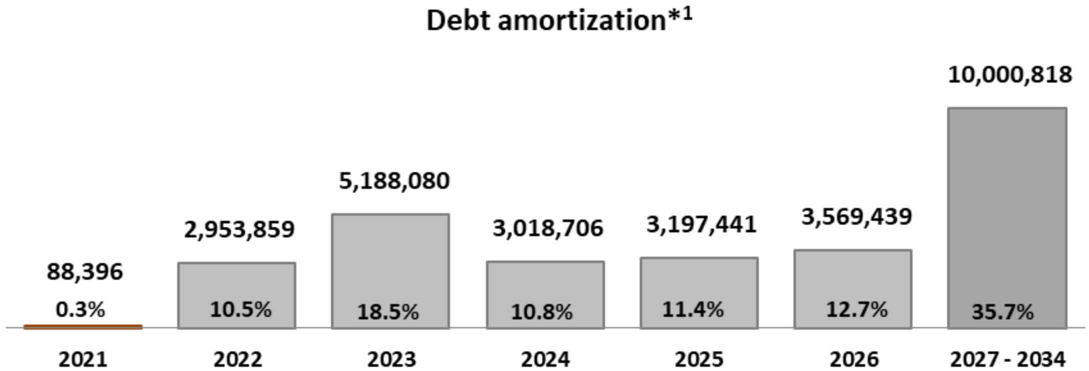
1. We incur in costs and expenses related to real estate for our development projects and projects to develop provided to third parties, which are registered as revenues in the Statement Comprehensive Income for services, maintenance and advertising items.

2. Revenues and cost associated to sale of non-recurring real estate inventories.

3. GICSA registers the results of Forum Coatzacoalcos under the equity method. These adjustments correspond to a consolidation of 100% of the results for purposes of presentation of pro-forma adjusted EBITDA.



## Debt Position Breakdown




| Debt Analysis | 3Q21 | 2Q21 | Var. % |
|---|---|---|---|
| Tota consolidated debt* | 28,047,652 | 27,735,463 | 1% |
| Total consolidated debt in pesos* | 20,816,271 | 20,691,001 | 0.6% |
| Total consolidated debt in dollars* | 356,120 | 355,732 | 0.1% |
| GICSA's proportinal debt* | 25,502,896 | 25,224,333 | 1% |
| Loan-Value ratio[2] | 37% | 37% | 0.4% |
| % Local Currency (Ps.) | 74% | 75% | (0.5%) |
| % Foreign currency (Dlls) | 26% | 25% | 2% |

* Thousands of pesos.

[1] Excluding adjustments for accounting valuation.

[2] Total consolidated debt / Total Assets.

| Acredited / Property | Expiration due date | Current balance | | Base rate | Margin | GICSA´s Participation | Proportional debt balance | |
|---|---|---|---|---|---|---|---|---|
| | | MXN | USD | | | | MXN | USD |
| Capital Reforma | 31-May-24 | - | 109,578,454 | Libor 1M | 2.35 | 100% | - | 109,578,454 |
| Paseo Arcos Bosques | 01-Jun-26 | - | 150,000,000 | Libor 1M | 3.35 | 50% | - | 75,000,000 |
| Paseo Interlomas | 15-Dec-27 | 2,067,386,030 | - | TIIE 28D | 3.25 | 50% | 1,033,693,015 | - |
| **Sub total simple credit** | | **2,067,386,030** | **259,578,454** | | | **65%** | **1,033,693,015** | **184,578,454** |
| Paseo Interlomas Expansion | 12-Nov-21 | 15,000,000 | - | TIIE 28D | 4.00 | 100% | 15,000,000 | - |
| Explanada Culiacán | 24-Oct-24 | 608,300,780 | - | TIIE 28D | 4.00 | 100% | 608,300,780 | - |
| Lomas Altas | 14-Oct-25 | 414,559,587 | - | TIIE 28D | 4.00 | 100% | 414,559,587 | - |
| Grand Outlet Riviera Maya | 18-Jun-36 | 286,593,980 | - | TIIE 91D | 3.00 | 100% | 286,593,980 | - |
| **Sub total of credit for properties under construction** | | **1,324,454,347** | **-** | | | **100%** | **1,324,454,347** | **-** |
| Class A-1 Senior | 18-Dec-34 | 7,200,000,000 | - | 9.50% | - | 100% | 7,200,000,000 | - |
| Class A-1 Senior | 18-Dec-34 | - | 100,000,000 | 4.80% | - | 100% | - | 100,000,000 |
| Class A-2 Senior | 18-Dec-34 | 428,980,000 | - | 9.90% | - | 100% | 428,980,000 | - |
| **Sub total international loans** | | **7,628,980,000** | **100,000,000** | | | **100%** | **7,628,980,000** | **100,000,000** |
| GICSA 19 | 24-Mar-22 | 1,699,588,318 | - | TIIE 28D | 5.3 | 100% | 1,699,588,318 | - |
| GICSA 15 | 01-Dec-22 | 548,218,627 | - | 9.08% | 2.25 | 100% | 548,218,627 | - |
| GICSA 16U | 16-Oct-23 | 3,586,343,030 | - | 6.95% | 1.00 | 100% | 3,586,343,030 | - |
| GICSA 17 | 08-Dec-23 | 915,577,508 | - | TIIE 28D | 5.35 | 100% | 915,577,508 | - |
| GICSA 18U | 13-Nov-25 | 2,457,105,769 | - | 8.98% | 1.00 | 100% | 2,457,105,769 | - |
| **Sub total stock certificates** | | **9,206,833,252** | **-** | | | **100%** | **9,206,833,252** | **-** |
| Exitus | 06-Jun-22 | 86,954,545 | - | - | - | 100% | 86,954,545 | - |
| Sofoplus | 25-Nov-22 | 100,000,000 | - | 18% | - | 100% | 100,000,000 | - |
| Ficein | 17-Feb-23 | 99,000,000 | - | TIIE 28D | 8.00 | 100% | 99,000,000 | - |
| Ficein | 17-Feb-23 | - | 5,000,000 | 4.25% | - | 100% | - | 5,000,000 |
| Fondo H | 23-Feb-23 | 100,000,000 | - | 17.00% | - | 100% | 100,000,000 | - |
| **Sub total Corporate loans** | | **385,954,545** | **5,000,000** | | | **100%** | **385,954,545** | **5,000,000** |
| **Total debt before adjustments to accounting valuation** | | **20,613,608,174** | **364,578,454** | | | **91%** | **19,579,915,159** | **289,578,454** |
| **Total adjustments for accounting valuation** | | **202,662,499** | **(8,458,037)** | **-** | **-** | **100%** | **201,882,185** | **(7,834,229)** |
| **Total consolidated debt** | | **20,816,270,673** | **356,120,417** | | | **91%** | **19,781,797,344** | **281,744,225** |

GICSA concluded 3Q21 with an indebtedness level of Ps. 28,048 million and total assets of Ps. 75,147 million, corresponding to LTV (Loan To Assets) of 37%. The funding mix is comprised of 41% floating and 59% fixed.



## Statement of Financial Position

### Main Assets

#### Cash and Cash Equivalents.

Cash and cash equivalents at the close of 3Q21 was Ps. 632 million, a 19% decrease compared to Ps. 778 million at the close of 2020. The decrease was mainly due to the principal payment of Ps. 150 million in CEBURES, local bond GICSA 17, investments in real estate, and the payment of annual and provisional taxes during 2021.

#### Account and Notes Receivable – net.

At the close of 3Q21, accounts and notes receivable were Ps. 1,739 million, an increase of 18% compared to Ps. 1,473 million at the end of 2020, due to an increase in accounts receivable and agreements signed with tenants as part of GICSA´s Covid-19 support program.

#### Real Estate Inventories

At the close of 3Q21, the balance of real estate inventories was Ps. 1,018 million, a 57% increase compared to Ps. 650 million reported at the close of 2020, mainly due to construction progress at the Cero5Cien residential project.

#### Investment Properties

At the close of 3Q21, Investment Properties increased to Ps. 58,875 million, from Ps. 57,694 million at the close of 2020, mainly due to investments in projects under development and the re-valuation of properties in operation.

### Main Liabilities

#### Current portion of local bonds (CEBURES)

At the close of 3Q21, the current portion of local bonds (CEBURES) increased by 79%, due to the reclassification of the local bond GICSA19 from long-term to short-term.

#### Derivative Financial Instruments

At the close of 3Q21, derivative financial Instruments were Ps. 82 million, a decrease of 78% compared to Ps. 363 million at the close of 2020. The decrease was mainly due to the mark-to-market valuation effects related to interest rate swaps.



## Consolidated Statement of Comprehensive Income

### Total Operating Revenue

At the close of 3Q21, total operating revenue was Ps. 949 million, a decline of 9% compared to Ps. 1,044 million in 3Q20, as a result of discounts granted to tenants under GICSA´s Covid-19 support program. Also due to the program, there was a decline in revenues from entertainment, hotel and real estate services decreased.

At the close of 3Q21, Ps. 56 million was recorded as discounts granted tenants under the Covid-19 support program. These discounts are recognized in accordance with the IFRS 16 amendment, which stipulates that any modification and/or discount to a lease contract related to a Covid-19 contingency will be recognized in accordance with the remaining term of each contract.

### Total Other Operating Revenue

At the close of 3Q21, total other operating revenue was Ps. 18 million, a decrease of 79% compared to Ps. 84 million in 3Q20, due to the adjustment in the recognition of revenues associated with the Cero5Cien residential project.

### Total Costs and Expenses

At the close of 3Q21, total costs were Ps. 13 million, a decrease of 79% compared to 3Q20, due to the adjustment in the recognition of costs associated with the Cero5Cien residential project.

At the close of 3Q21, total operating and corporate expenses decreased by 1%, from Ps. 297 million in 3Q20 to Ps. 293 million in 3Q21. During the same period, other expenses increased by Ps. 141 million, following the recognition of the land sale located in Leon, Guanajuato.

### Operating Profit before Valuation Effects

At the close of 3Q21, operating profit before valuation effects decreased 32% to Ps. 518 million. The decrease was mainly due to the recognition related to GICSA´s Covid-19 support program for tenants and lower income recognition associated with the Cero5Cien residential project.

### Net Operating Income (NOI)

Consolidated and proportional NOI in 3Q21, were Ps. 762 million and Ps. 645 million, respectively, decreases of 9% and a decrease of 7%, compared to 3Q20.

### Consolidated EBITDA

Consolidated and proportional EBITDA in 3Q21, were Ps. 702 million and Ps. 585 million, respectively, decreases of 11% and 10%, compared to 3Q20.

GICSA

## Conference call

*GICSA cordially invites you to its*

*Third Quarter 2021 Conference call*

**Wednesday, October 27, 2021**
11:00 AM Eastern time
10:00 AM Mexico City Time

**Presenting for G*ICSA***:
Mr. Isaac Cababie - Deputy Executive Director
Mr. Diódoro Batalla - Chief Financial Officer

**To access the call, please dial:**
1 (877) 830-2597 from within the U.S.
1 (785) 424-1744 from outside the U.S.

**Passcode: 44272**

## Analyst coverage

| | | |
|---|---|---|
| Actinver | Pablo Duarte León | pduarte@actinver.com.mx |
| BBVA Bancomer | Francisco Chávez Martínez | f.chavez@bbva.com |
| J.P. Morgan | Adrián Huerta | adrian.huerta@jpmorgan.com |
| Morgan Stanley | Nikolaj Lippmann | nikolaj.lippmann@morganstanley.com |

## About the Company

GICSA is a leading company in the development, investment, commercialization and operation of shopping malls, corporate offices and mixed used well known for their high-quality standards, which transform and create new development spaces, lifestyles and employment in Mexico, in accordance with its history and executed projects. As of September 30, 2021, the Company owned 18 income-generating properties, consisting of eleven shopping malls, five mixed use projects (which include five shopping malls, five corporate offices and one hotel), and two corporate office buildings, representing a total Gross Leasable Area (GLA) 995,047 square meters, and a Proportional GLA of 855,663 square meters. Since June 2015, GICSA is listed on the Mexican Stock Exchange under the ticker (BMV: GICSA B).

## Forward-Looking Statements

This press release may contain forward-looking statements and involve risk and uncertainty. The words "estimates", "anticipates", "projects", "plans", "believes", "expects", "seeks" and similar expressions, are intended to identify forward-looking statements. Grupo GICSA warns readers that declarations and/or estimates mentioned in this document, or stated by Grupo GICSA's management team, are subject to a number of risks and uncertainties that could be in function of various factors that are out of Grupo GICSA's control. Future expectations reflect Grupo GICSA's judgement at the date of this document. Grupo GICSA reserves the right or obligation to update information contained in the report or derived from it. Past or present performance is not an indicator of future performance.

Grupo GICSA warns that a significant number of factors may cause actual results to differ materially from estimates, objectives, expectations, and intentions expressed in this report. Neither the Company or any of its subsidiaries, affiliates, directors, executives, agents or employees may be held responsible before third parties (including shareholders) for any investment, decision, or action taken in relation to the information included in this document, or by any special damage or similar that may result.