

TELECONFERENCE ON RESULTS

February 20 - 2020

Arkadin

Welcome to Pei's first investor conference call of 2020. Please give us your name and the name of your company. The conference will begin in __ minutes, thanks for waiting.

My name is [] and I will be your operator for today's call. At this time all participants are in silent mode.

Participants may ask questions through the web platform, or live through their phones. Questions will be answered at the end of the session. Please note that this conference call is being recorded.

From this moment, Mr. Jairo Alberto Corrales, Pei Asset Management's president, has the floor.

Jairo Corrales

Good morning everyone, we welcome you to Pei's first investor conference call of 2020, where we want to share with you the results of 2019.

SLIDE # 3 2019'S HIGHLIGHTS

After 12 years of the vehicle's operation, 2019 was a challenging period for the real estate management, given the expiration of the first contracts executed --valid for 10 years-- and the stabilization of recently built assets that entered the portfolio. Among the main achievements are the continuation of a large number of contracts, the relocation of certain spaces that was challenging, and strengthened relations with our tenants.

Secondly, the Eleventh and largest Issue of Equity Securities for COP 816,617 million in June, was overbid 1.71 times in excess, with Pei welcoming nearly 1,000 new investors. This boosted the secondary market, fostering the Security's liquidity.

And to close the year, the Second Issue of Ordinary Bonds in November was also an important milestone for the vehicle as ordinary bonds were placed in the market for one billion pesos. The bonds issued --overbid 1,6 times in excess--, were offered to the market in 3 series, one of them offering a 10-year fixed rate, achieving the goal of enhancing the vehicle's profitability.

SLIDE # 4 REAL ESTATE MANAGER

As managers, we continue to strengthen our work team with the creation of a commercial management office led by Alejandro Alzate, focused on the lease agreements' management and building close long-term relationships with our tenants. It is also worth noting, that we created the infrastructure area, which Pei Asset Management been outsourcing before.

To meet the market's, investors', tenants', and regulators' expectations, we are committed at Pei Asset Management with a sustainability work agenda based on six sustainable development goals closely related to the activity of the vehicle we manage.

I give the floor to Jimena Maya, Pei Asset Management's Investor Relations Manager, who will present in detail the year's highlights and metrics.

JIMENA MAYA

Thanks Jairo- Good morning everyone and welcome again.

SLIDE # 6 VACANCY

In connection with the portfolio's occupancy, its average physical vacancy was 5.8% and its average economic vacancy 5.4%. This result was achieved I spite of specific events throughout the year, among them, Itau's non-renewal of its agreement for Edificio Corporativo at Calle 27 of Bogotá and the restitution of the five warehouses leased by Redetrans in different municipalities of the country, which temporarily raised the vacancy to levels above 8% during the third quarter of the year. As for Edificio Corporativo at Calle 27, a new lease agreement was executed with another entity in the third quarter of the year, maintaining the lease rates and, thus reducing the vacancy's impact on the portfolio. As to the warehouses, delivery of the areas

was agreed to gradually take place during the year and, to date, 4 of them are leased to other companies in the logistics sector.

On the other hand, the economic vacancy closed at 6% for the fourth quarter, given the grace periods granted under certain agreements, thus reaching an annual average of 5.4%

SLIDE # 7 PEI'S V. MARKET'S VACANCY

Slide number 10 shows compares Pei's behavior that of the real estate market. In the corporate category, we see that Pei's vacancy levels remained lower than those of the market, standing at 1,8%, in contrast with the market's vacancy which was 10%. The vehicle's physical vacancy decreased in comparison to the previous quarter, given the relocation of Edificio Corporativo at Calle 27's total area and another area available in Torre Pacific. However, for this same reason the economic vacancy increased as a result of the grace period granted to the Edificio Corporativo at Calle 27's new tenant.

The corporate category has a current vacant area of 4,758 m2 of which 3,133 m2 are in the process of commercialization with 14 prospects.

The graph on the right shows an improvement in Pei's commercial category occupation, as a result of a larger occupation in shopping centers such as Plaza Central, where the vehicle's physical vacancy levels stood by the end of the year at 5.4%, below the market's vacancy that registered levels above 13% in the last 12 months.

Economic vacancy also decreased significantly compared to the previous quarter, given the end of the grace periods and an increase of the variable turnover resulting from the Christmas season. Currently the category shows a vacant area of 16,187 m2, of which 10,894 m2 are in the process of commercialization with 39 prospects.

SLIDE # 8 PEI'S V. MARKET'S VACANCY

Continuing to slide number 9, we have the comparison of the vacancy for the warehouse category, showing a significant decrease for Pei, from 12% to 7.8%, which remained below the market's vacancy that closed the year at 12.9%. The increase in occupation resulted from the lease of La Estrella and El Poblado warehouses --which were part of Redetrans's areas to retribute--, and the lease of an area at Cittium, which allowed such logistics park's occupancy to reach 98%. The

category has a current vacant area of 30,480 m², with 4 prospects currently negotiating the occupation of 29,911 m².

The Specialized category's behavior appears on the right side; though CityU is the most important asset, the category has been growing with other health sector assets that we have been incorporating to the portfolio.

In particular, CityU's physical vacancy increase was tied to the fact that we managed to take the December sample in the last quarter of 2019, period when students from outside of Bogotá return to their home cities for vacation and thus, do not rent the space. This behavior also reflected on the second quarter of 2019, with the same results, as the sample was taken in the month of July.

With regard to the economic vacancy, we have been working with the operator and the University to diversify the sources of income, in topics such as the offering short-term stays for both students and postgraduate professors requiring these services for periods between 2-3 weeks and the implementation of collaborative workspace services for newly graduate students with business initiatives, which implies an emphasis on the use of meeting and study rooms for such purposes.

SLIDE # 9 REAL ESTATE PORTFOLIO

The real estate assets portfolio remained stable by the end of December 2019, showing no significant changes. The graph on the upper left shows the portfolio's revenue from the 14,783 m² in 2019, corresponding to the Sanitas Tequendama Medical Center, the 11th floor of Edificio One Plaza Building in Medellín, and Nuestro Cartago Shopping Center.

Diversification per tenants and category remained stable throughout the year, though Itau's share decreases given the its non-renewal of the agreement on Edificio Corporativo at Calle 27.

SLIDE # 11 FINANCIAL FIGURES

The vehicle's accumulated operational income closed 2019 at COP 466,459MM, registering a 28% increase compared to the previous year, when they amounted to COP364,000 MM. This increase largely resulted from the Único Shopping Centers portfolio's revenue, which accounted for 59% of the additional income. The rest of the additional revenues' growth is explained by the increase of already existing leases and the portfolio's organic growth, which was 6.25%.

The NOI registered a 26% growth in 2019, with COP 385.408MM, compared to COP 307,000MM in 2018. The Operating Margin stood at 83% in 2019, reflecting the vehicle's operating expenses efficiency.

Consequently, EBITDA showed a 25% increase compared to the same metric in 2018, going from COP 248,000MM to COP 312,279MM in 2019. The EBITDA margin stood at 67%, with the vehicle maintaining its administrative expenses' stability.

Finally, the Distributable Cash Flow increased by 64% in 2019, compared to the previous year, with COP 269,085 million. This increase resulted from the vehicle's above-mentioned higher revenues, given the financial expenses' decrease and lower investments in working capital compared to the 2018.

SLIDE # 12 DEBT PORTFOLIO

As for the debt portfolio's behavior, the net debt portfolio registered COP 3,211 MM in the last quarter of the year, representing 1.07% of the revenues for the last 12 months. The debt's portfolio turnover remained in 1 day by the end 2019.

The amount of COP 3,211 MM corresponds to the debt portfolio representing a risk to the real estate assets portfolio's results. During the year, adjustments for bad debt were made in connection with tenants' debts having a low probability of collection, taking into account the implementation of IFRS 9.

SLIDE # 13 INDEBTEDNESS

Indebtedness showed a 6 percentage points decrease on the debt/assets metric, standing by the end of the year at 1.54bn.

On the other hand, the second bond's issue, which took place in November, allowed an increase of the fixed-rate debt portfolio's indexation from 9% in 2018 to 50% at the end of December 2019. This, as part of the objective of anchoring the rate levels and decrease the risk associated with fluctuating interest rates and inflation.

As to the service of the debt's behavior, a comparison of 2018 and 2019 shows a decrease of 18-basis points in the weighted average cost, explained by the placement of the ordinary bonds under the second issue, new credit facilities with

more competitive rates, and the prepayment of financial obligations with the resources from the issue of Tranche XI.

SLIDE # 14 PROFITABILITY

In connection with the vehicle's profitability, it is important to emphasize that Pei is an income-generating vehicle that permanently incorporates assets. This is why profitability should be assessed in 5 and 10-years periods, once the benefits of real estate assets' stabilization have already been reaped. With this in mind, it is worth noting that the profitability behavior for both 5 and 10-years periods has remained stable in recent years, standing at 11.83% and 11.53% respectively.

As to shorter periods profitability, the 12-month profitability by the end of December 2019 stood at 9.80%, remaining above several market benchmarks.

The Dividend Yield increased compared to the previous two years, closing 2019 at 5.25%. This increase materializes the economic benefits from the stabilization of assets acquired in previous years, which have already completed their stabilization process or that entered the portfolio fully occupied.

SLIDE # 16 A AND A+ OFFICE MARKET IN BOGOTÁ

In response to our investors' concerns, we want to share our market vision for the A and A+ offices portfolio, as developed by specialized companies such as Cushman, Colliers, and JLL. As evidenced from the data presented, the three sources agree that the inventory of premium offices in Bogotá has increased and been subject to high demand, generating a decrease in the category's vacancy. In 2019, 13 buildings --equivalent to 109,000 m2-- entered the inventory and said inventory is expected to grow by 12% in 2020 with projects such as Atrio, an asset whose acquisition Pei formalized in the first days of January.

SLIDE # 17 ATRIO

Pei has a 33.6% stake in Atrio, equivalent to 21,987 m2. The investment's final value amounted to COP 271,093 million, increasing to 34 the number of properties in the corporate assets portfolio.

The construction of the north tower was successfully completed by the end of 2019, following 57 months- construction process. This project offers a guaranteed income and preferred-flow scheme.

Atrio was designed by renowned architect Richard Rogers, responsible in recent decades for some of the most important buildings worldwide.

The asset was built under a mixed-use scheme; therefore, public space integrates with the commercial and office areas. Atrio seeks to contribute to the strengthening of the city's urban development and become Bogotá's new center.

I am also proud to tell you that Atrio was awarded the Core & Shell Gold LEED certificate, which distinguishes sustainable and environmentally friendly buildings.

JIMENA MAYA

CLOSING

We have covered with this a review of Pei's situation by the end of 2019. Thank you, once again, for your participation in this space, aimed at bringing the vehicle's management to investors and keeping them informed on the most relevant events and metrics related to the portfolio's and vehicle's results.

Thank you very much for your attention. Next, we will answer the participants' questions.