# npei

### INVESTORS ORDINARY ASSEMBLY 2 0 2



Assembly

Ordinary

Investors

www.pei.com.co



# Is required to begin with the Assembly.

### of the 51% outstanding securities



2 0 2 4

**Dear Investor,** the information put for your consideration during today's Assembly has been available from the call's date in the following links:





https://pei.com.co/en/assemblies/







https://fiducoldex.com.co/seccion/asamblea-deinversionistas Dear Investor, if you are attending the Assembly in person, please scan the following QR code and enter your identification document to access the platform:



#### **INSTRUCTIONS FOR VIRTUAL AND IN-PERSON VOTING**

1

The technical desk will introduce the question activating the countdown available to vote for **1 minute and 30** seconds.

2

Upon the countdown's start, the relevant **question and answer options will appear on the screen.** 

3

**Click on the answer of your choice.** Please note that your vote cannot be changed once submitted.



#### **INTERVENTIONS BY IN-PERSON ATTENDEES**



Once on the platform, to make your intervention, click on "levantar la mano" (raise hand)

Please remember that the time for each intervention shall be **1 minute** 



WEBasamblea

Ver mensaie

Ver intervenciones

2

#### **INSTRUCTIONS FOR VIRTUAL PARTICIPATION**



Investors wishing to participate in the meeting may submit their questions in the designated "mensaje" (message) box. Please consolidate multiple questions into a single message, and they will be addressed in the order received

> Write your message and click on the button to deliver it.







# 01 Verification of Quorum

Rivana – Medellín

#### **THE BOARD**





Jairo Corrales CEO Pei Asset Management



Andrés Ruiz CFO & IRO Pei Asset Management



Lida Afanador Legal Representative of Investors Fiducoldex



Ana María Bernal Legal and Corporate Affairs Manager Pei Asset Management



Carlos Angulo Chairman of the PEI's Advisory Committee



Carlos Fradique Member PEI's Advisory Committee



**Edwin Díaz** Legal Representative Trustee Fiduciaria Corficolombiana 01 )



Verification of quorum.

05

Presentation for consideration and approval of the Strategic Plan (2024 update).

Reading and approval of the agenda.

06 }

07 >>>

Presentation for the consideration and approval of the Trustee's Management Report for the year 2023

**03** Appointment of the Chair, Secretary, and Minutes' Approval Commission.

**04**》

Presentation for Consideration and Approval of the Asset Manager's Report for the Year 2023. Submission for consideration and approval of PEI's year-end statement report (financial statements) as of December 31, 2023.

2 0 2 4

## VOTING

# Reading and approval of the agenda

The decision will be made by simple majority of those attending the Assembly.





01 ) Verification of quorum.

05

06

07 >>>

Presentation for consideration and approval of the Strategic Plan (2024 update).

02) Reading and approval of the agenda. Presentation for the consideration and approval of the Trustee's Management Report for the year 2023

03

Appointment of the Chair, Secretary, and Minutes' Approval Commission.

**04**》

Presentation for Consideration and Approval of the Asset Manager's Report for the Year 2023.

Submission for consideration and approval of PEI's year-end statement report (financial statements) as of December 31, 2023.



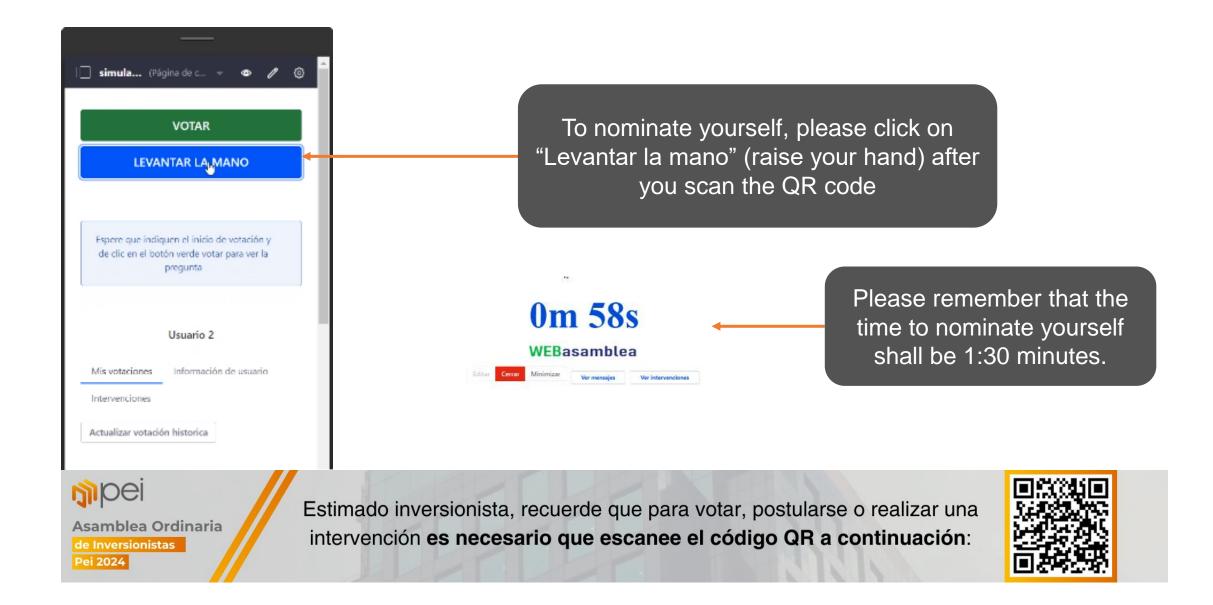
### 03 Appointment of the Chair, Secretary, and Minutes' Approval Commission.

City U - Bogotá

15

#### **NOMINATION OF IN-PERSON ATTENDEES**









To make the nomination, click the button "Postularme" (Nominate myself)



2 0 2 4

## NOMINATION

Appointment of the Chairman



2 0 2 4

## NOMINATION

Minutes' Approval Commission



WEBasamblea

mpei

2 0 2 4

## VOTING

### Appointment of the Chair, Secretary, and Minutes' Approval Commission.

The decision will be made by a simple majority of those attending the Extraordinary Assembly.





**01** Verification of quorum.

05

06

07 >>>

Presentation for consideration and approval of the Strategic Plan (2024 update).

**02** Reading and approval of the agenda.

Presentation for the consideration and approval of the Trustee's Management Report for the year 2023

**03** Appointment of the Chair, Secretary, and Minutes' Approval Commission.



Presentation for Consideration and Approval of the Asset Manager's Report for the Year 2023. Submission for consideration and approval of PEI's year-end statement report (financial statements) as of December 31, 2023. The content of this document is the result of a prospective analysis and forecast by **Pei Asset Management** in its capacity as the real estate manager of **Patrimonio Autónomo Estrategias Inmobiliarias ("PEI")**. It is based on various potential variables and macroeconomic factors that are subject to change.

This document and all information derived from it are part of financial projections or assumptions of the vehicle, which should be analyzed by its recipients and/or addressees using their own due diligence criteria.

The recipient of this information must maintain strict confidentiality, as its content and scope are privileged information from a securities issuer, in accordance with the highest standards of good faith and professional business diligence. This information may not be used by its recipient and/or addressee for purposes other than those associated with the analysis of business opportunities that they may implement with PEI; any other use is prohibited.





### 04 Asset Manager's Report for the Year 2023

Torre Alianza - Bogotá

### PORTFOLIO SNAPSHOT

-

25

#### WHAT ARE REITs?





Investment structures listed with a stock exchange, where investments are collectively made in real estate assets underlying the relevant securities.

Securities listed with a stock exchange provide access to a diversified portfolio of real estate assets.

REITs are designed to distribute all the cash resulting from their operation to investors.



Emerged in the US in 1960, so that individuals could access the real estate sector.



In Colombia, PEI was the pioneer. PEI's first equity securities issuance in the market took place over 16 years ago, in February 2007.

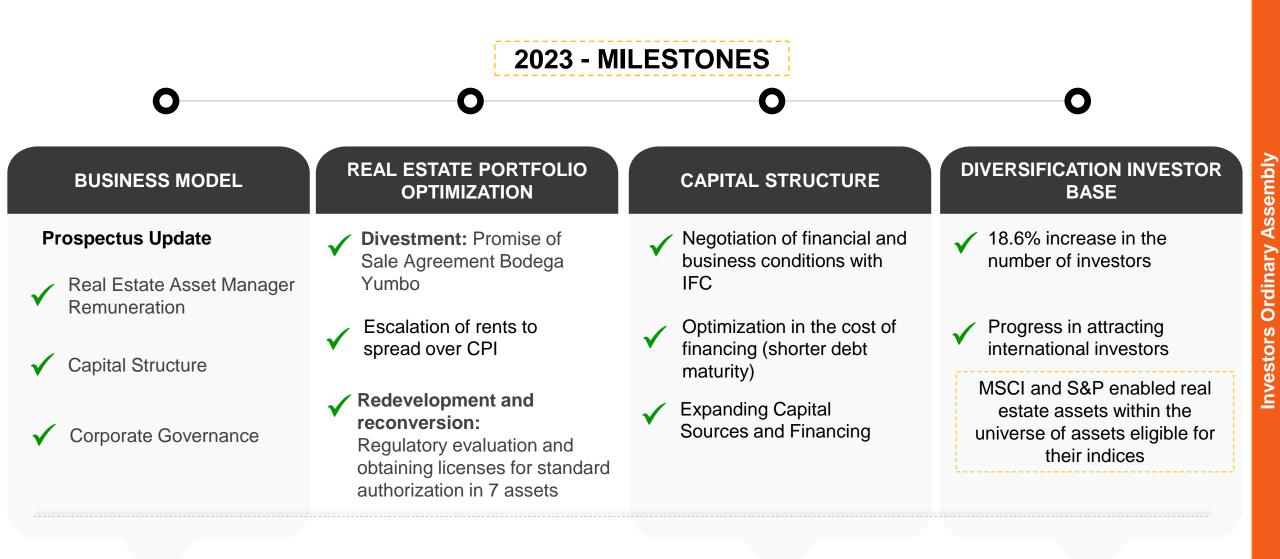


The REITs' profits stem from two sources: the cash flow distributed to investors and the underlying assets appreciation.

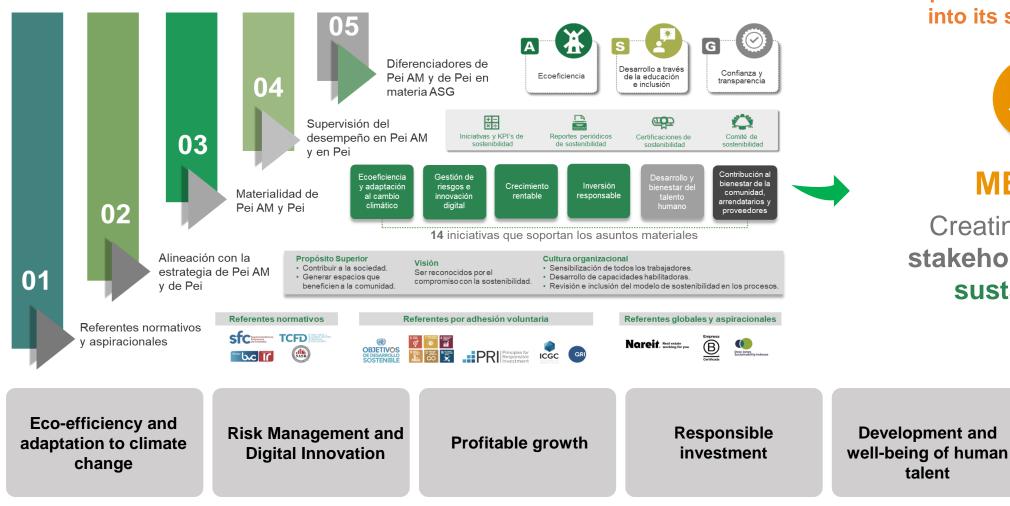




### **Strategy Progress**



Pei AM delved into the Corporate Sustainability Model



#### Pei incorporated a Sustainability Mega into its strategic plan



MEGA 3

Creating value for stakeholders through sustainability

Contribution to the

well-being of the

community, tenants

and suppliers

#### **SOSTENIBILIDAD**

# Environmental

#### **Carbon footprint measurement**

	<b>幽</b> 一一一一一一一一一一一一一一一一一一一一一一一一一一一一一一一一一一
<b>37</b>	<b>#4</b>
Assets <sup>1</sup>	Categories



Cities

Aspiration

2030 - 30%

2040 - 70%2050 - Neutral

#### **Solar panels**





Pei Asset Management as the administrator of Pei

- He was an active promoter of the creation of the • Real Estate Investment Chamber of ColCapital
- Is affiliated with Women In Connection
  - overnment
- Update of the Prospectus of Equity Securities: Independent member period up to 10 years Legal Representative of Investors ratification every 3 years
- Renewal of IR Recognition for Pei as an issuer



### MARKET CONTEXT

Canton of Call

0

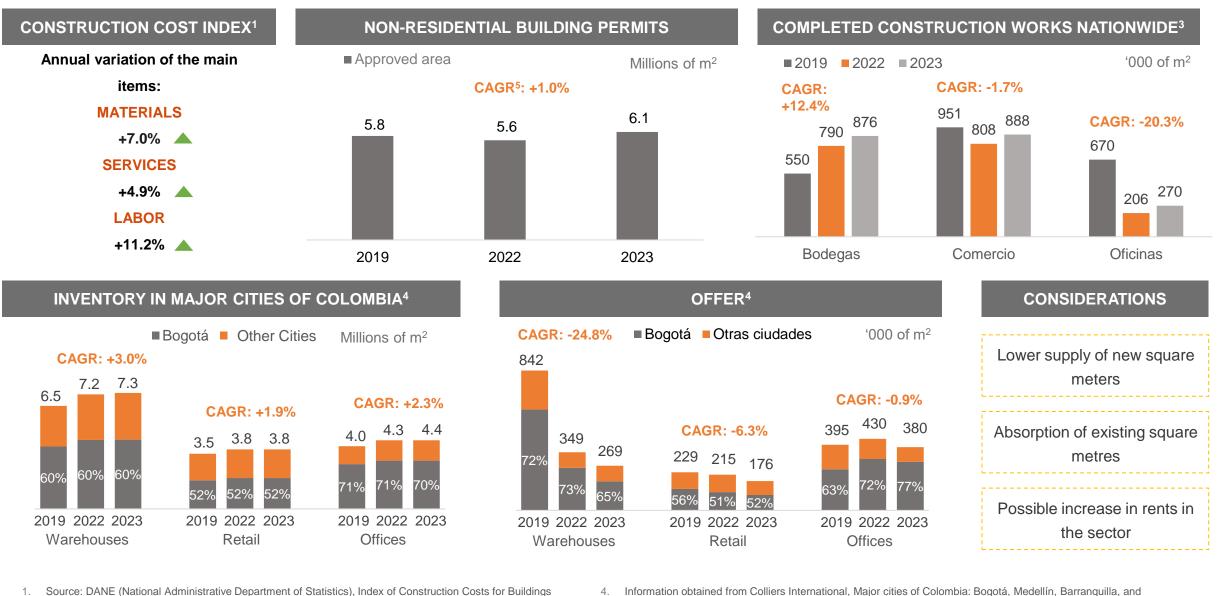
Ð

Ordina

Investors

#### **REAL ESTATE CONTEXT**



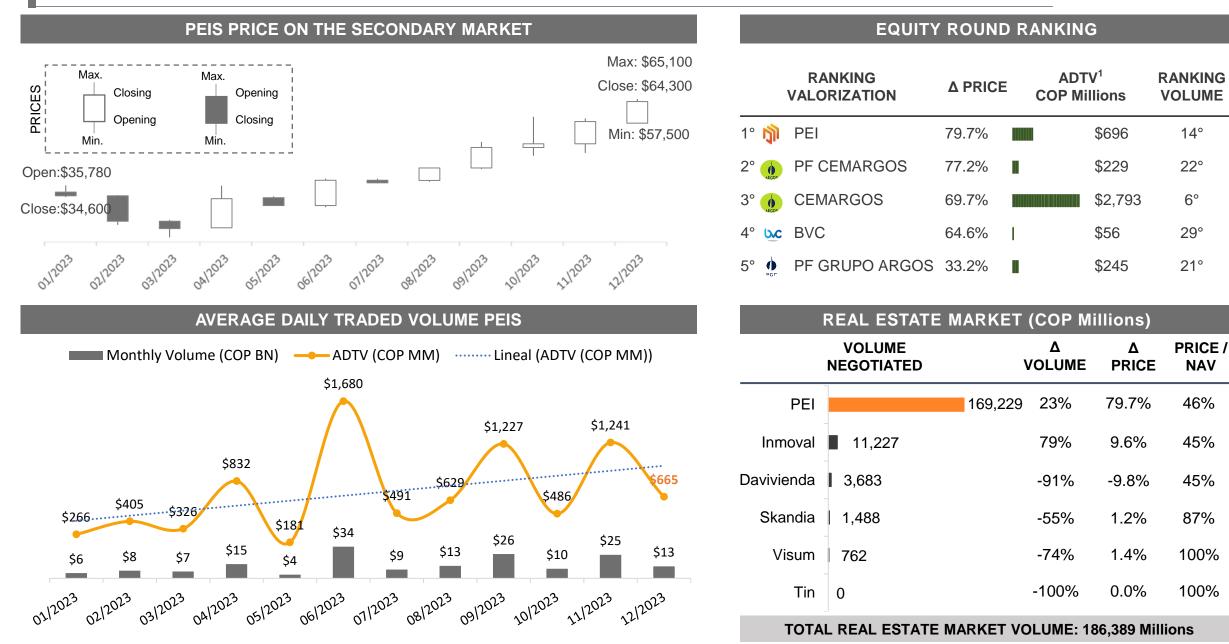


- (ICOCED). The services refer to finishing services, structure, installations, among others.
- 2. Source: DANE, total licensed area as of December of each year nationwide.
- 3. Source: DANE, area surveyed by construction status as of Q4 of each year nationwide.

- 4. Information obtained from Colliers International, Major cities of Colombia: Bogotá, Medellín, Barranquilla, and Cali (corresponding to other cities).
- 5. CAGR: Compound Annual Growth Rate.

#### **CAPITAL MARKET BEHAVIOR AND COMPETING FUNDS**





1. ADTV: Daily Average Volume

34



We carried out a basic exercise that shows the disconnection between the value of the managed real estate portfolio and the value of the security in the secondary market at the end of 2023 (\$64,300) traded at 45.9% of the NAV

	Valuation by Fundamentals		Secondary Market Price		
	Value	<u>\$/m²</u>	Value	<u>\$/m²</u>	<u>Caprate</u>
CORPORATE	COP\$ 3.0 Bn	9.4 M	COP\$ 1.9 Bn	6.1 M	10.2%
SHOPPING CENTERS	COP\$ 3.5 Bn	11.4 M	COP\$ 2.3 Bn	7.4 M	9.2%
LOGISTIC	COP\$ 1.5 Bn	3.7 M	COP\$ 1.0 Bn	2.4 M	9.9%
TOTAL PORTFOLIO	COP\$ 9.28 Bn	7.9 M	COP\$ 5.9 Bn	5.2 M	9.8%

Messages key

- The secondary market price does not reflect a replacement cost of the assets taking into account the technical specifications of the assets.
- Currently, a COP\$ 10 M operation sets a price for an equity of COP\$ 5.97 Bn, that is, a 0.0002% stake in the securities determines the value of the real estate portfolio in the secondary market.

### PORTFOLIO MANAGEMENT REPORT

H

Nuestro Bogotá Shopping Center

**Ordinary Assembly** 

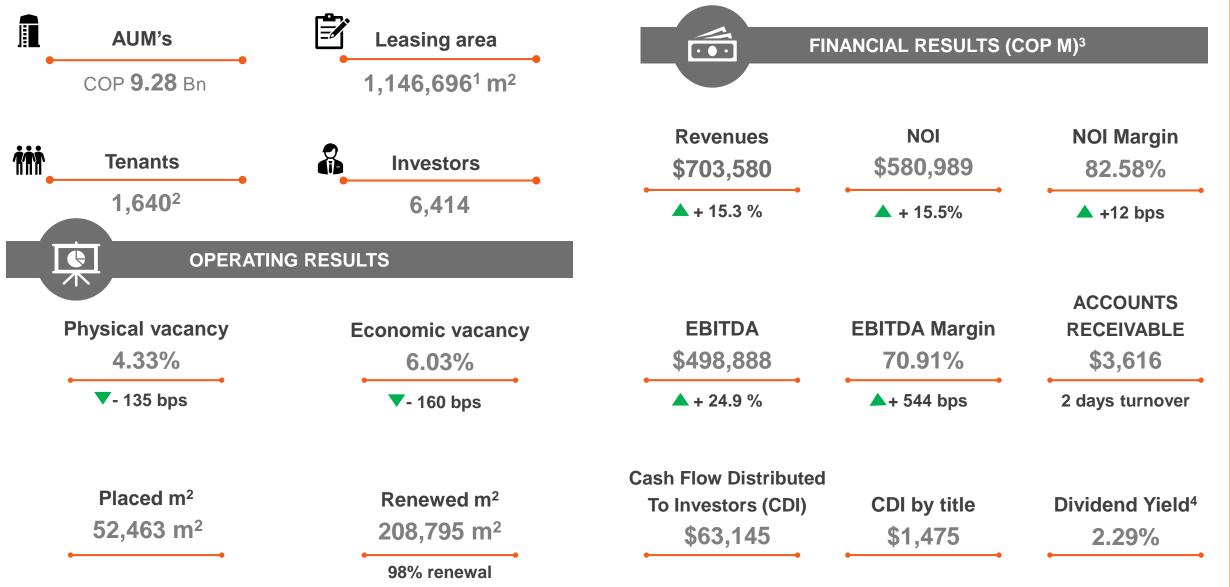
nvesi

36

IMA

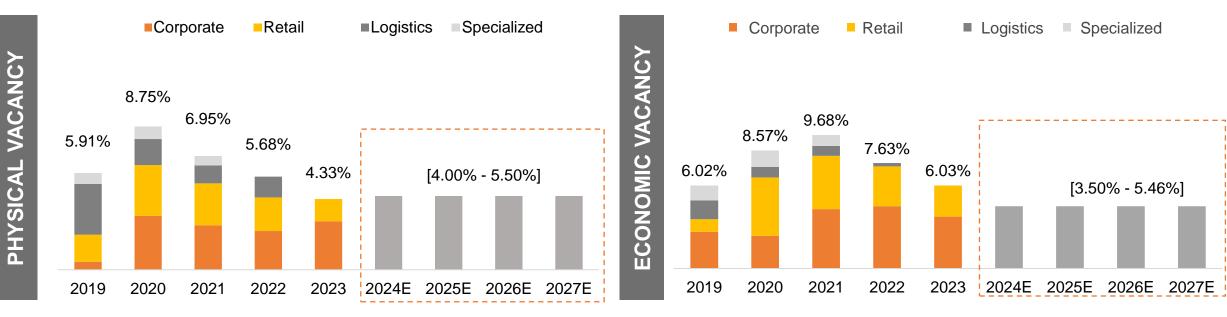
PORTFOLIO SUMMARY 2023 vs 2022

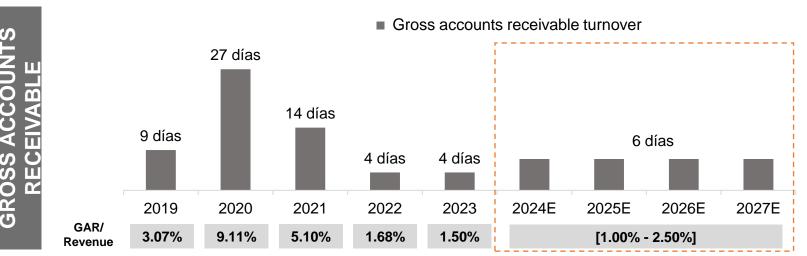




- 1. Does not include GLA of Calablanca, CityU housing AND Boho
- 2. Includes tenants by brand who can be in more than one property. Does not include tenants of Calablanca, CityU housing and Boho due to seasonality in contracts
- 3. All the figures except for the percentages and the CDI per title are in millions of pesos.
- 4. Market dividend yield calculated as equity at closing market value (64,300) and a base of outstanding securities of 42,810,749.

#### PERFORMANCE AND FORECAST PEI 2019 - 2027<sup>1</sup>





On average, a gross portfolio turnover of 6 days is expected, with an expected amount aligned with the increase in revenues over the next four years.

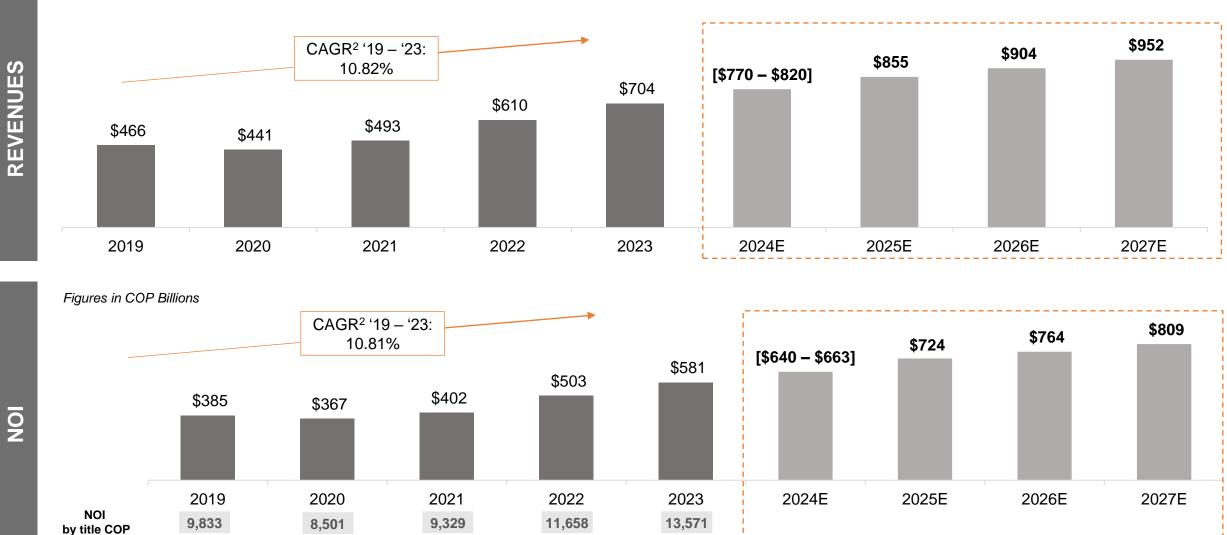
1. The projections do not contemplate divestments or new acquisitions

Investors Ordinary Assembly

81.8%

**M**pei

Figures in COP Billions



82.6%

82.5%

1. The projections do not contemplate divestments or new acquisitions

**83.1**%

82.6%

2. Compound Annual Growth Rate

NOI Margin

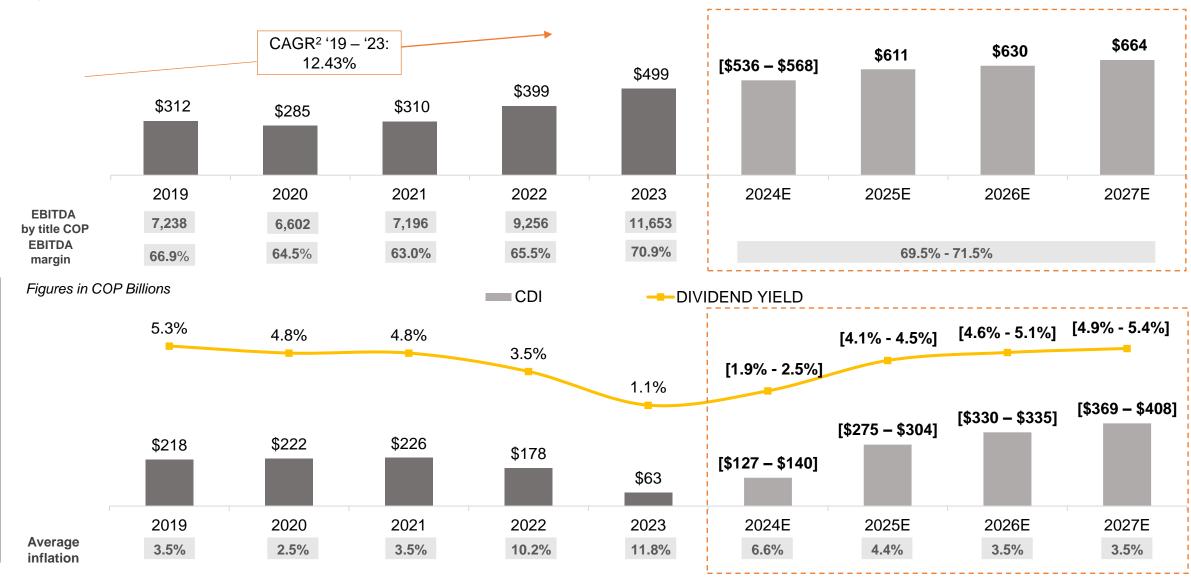
81.5% - 85.0%

mpei

Figures in COP Billions

EBITDA

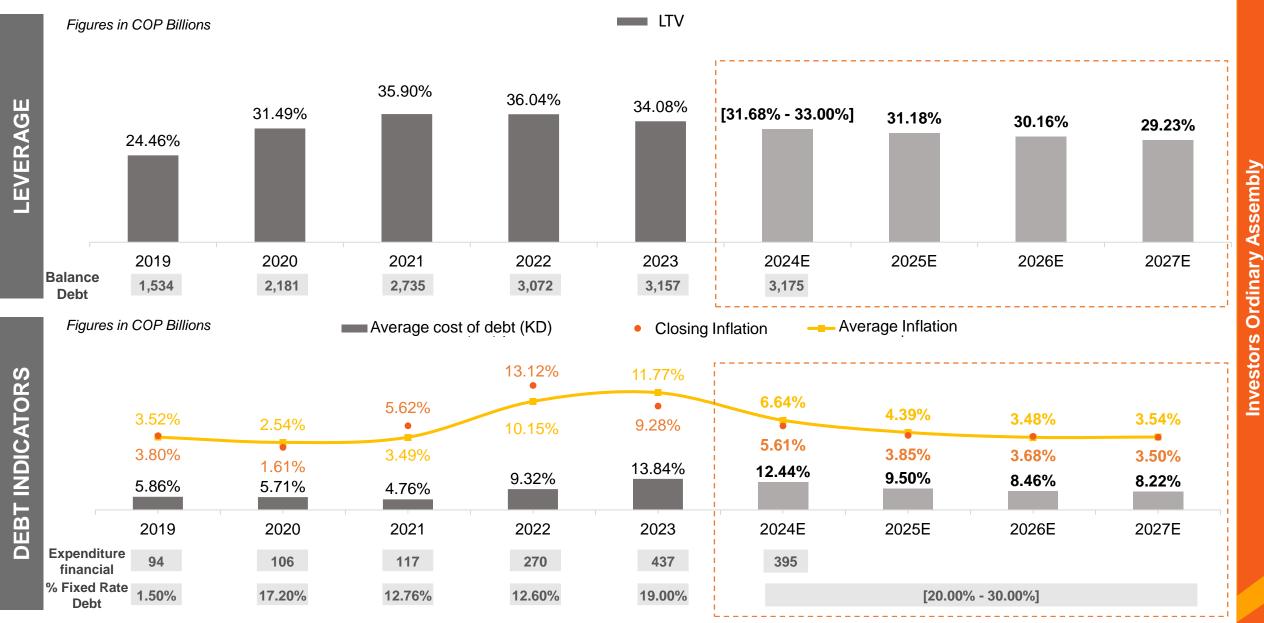
CDI<sup>3</sup> AND DIVIDEND YIELD



The projections do not contemplate divestments or new acquisitions
 Compound Annual Growth Rate

3. CDI (2024-2027) forecast caused (Unpaid)

#### PERFORMANCE AND FORECAST<sup>1</sup> PEI 2019 - 2027



1. The projections do not include divestments or new acquisitions.

Ordinary

Investors

2 0 2 4

# INTERVENTION

Asset Management's Report for 2023



2 0 2 4

# VOTING

Asset Management's Report for 2023

The decision will be taken by a simple majority of those attending the Assembly



WEBasamblea

01 )



Verification of quorum.

05

06

07 >>>

Presentation for consideration and approval of the Strategic Plan (2024 update).

**02** Reading and approval of the agenda.

Presentation for the consideration and approval of the Trustee's Management Report for the year 2023

**03** Appointment of the Chair, Secretary, and Minutes' Approval Commission.

**04**》

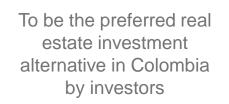
Presentation for Consideration and Approval of the Asset Manager's Report for the Year 2023. Submission for consideration and approval of PEI's year-end statement report (financial statements) as of December 31, 2023.



### 05 Strategic Plan (2024 Update)

COLUMN T

Deloitte - Bogotá





To be the real estate ally of tenants, recognized for high standards of service



Creating value for stakeholders through sustainability



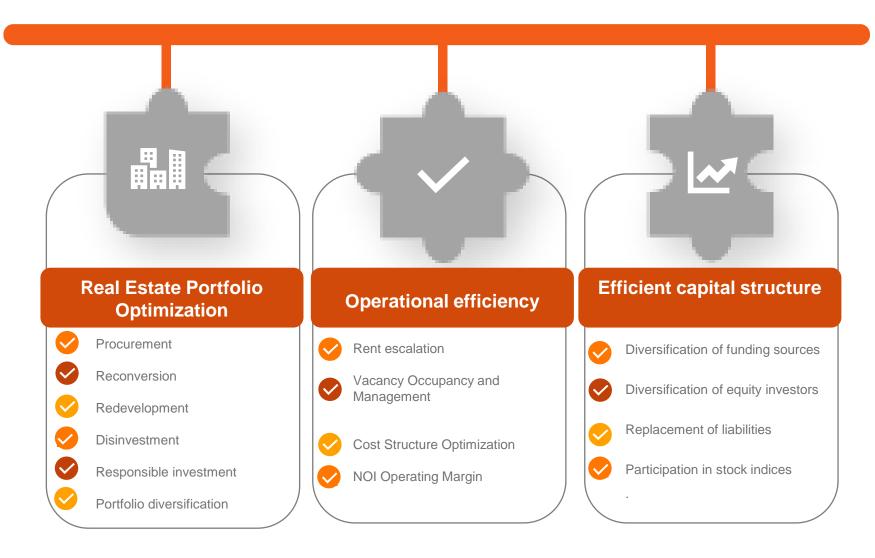


#### 03 STI



To be the preferred real estate investment alternative in Colombia by investors





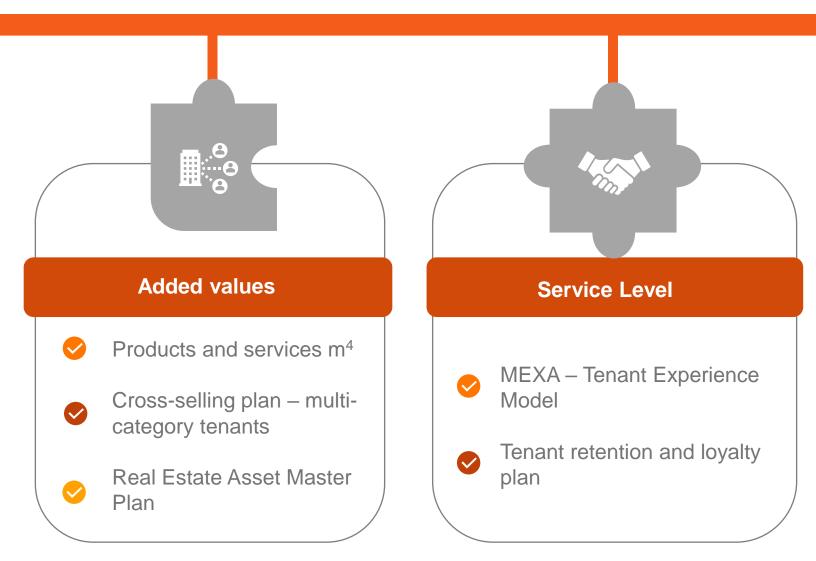


#### 03 STRATEGIC INITIATIVES



To be the real estate ally of tenants, recognized for high standards of service





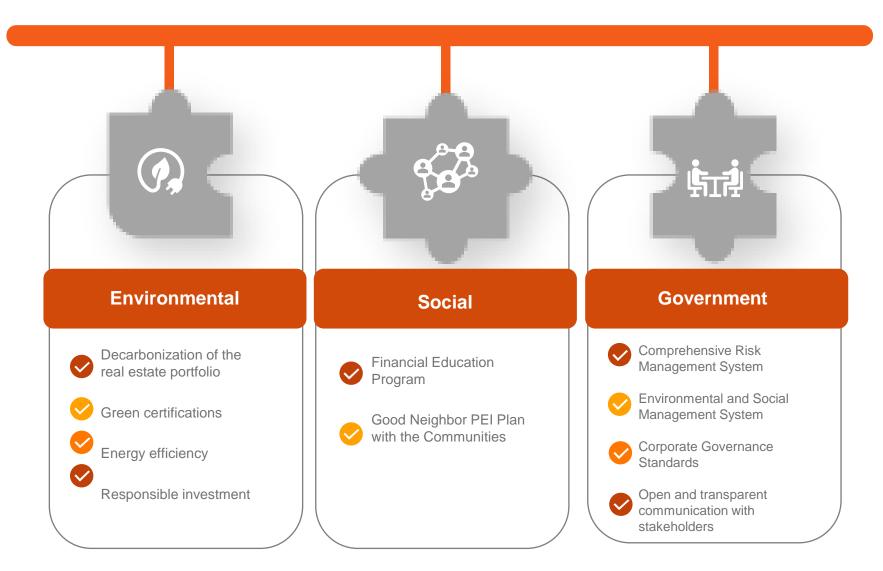


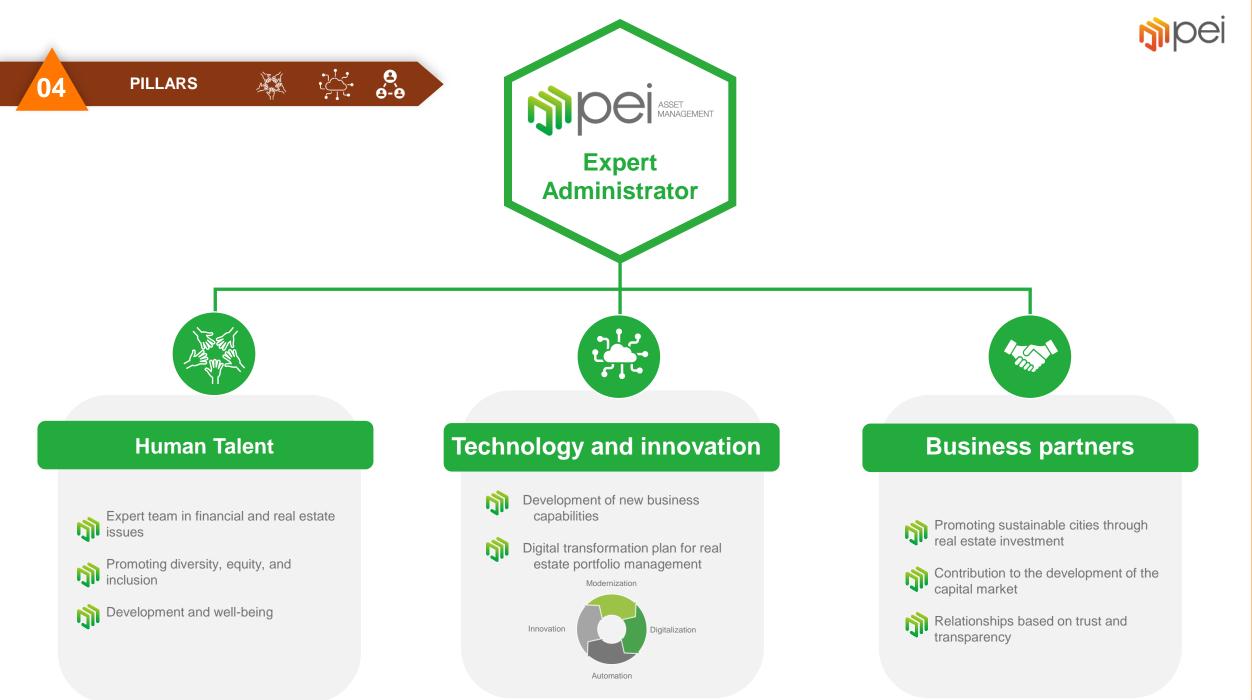
### 03 STRATEGIC INITIATIVES



Creating value for stakeholders through sustainability







2 0 2 4

# **INTERVENTION**

Strategic Plan (2024 Update)



WEBasamblea

2 0 2 4

# VOTING

Strategic Plan (2024 Update)

The decision will be taken by a simple majority of those attending the Assembly



WEBasamblea



**01** Verification of quorum.

05 >>

Presentation for consideration and approval of the Strategic Plan (2024 update).

**02** Reading and approval of the agenda.

06

07 >>

Presentation for the consideration and approval of the Trustee's Management Report for the year 2023

**03** Appointment of the Chair, Secretary, and Minutes' Approval Commission.

04

Presentation for Consideration and Approval of the Asset Manager's Report for the Year 2023. Submission for consideration and approval of PEI's year-end statement report (financial statements) as of December 31, 2023.



### 06 Trustee's Management Report for the year 2023

Capital Towers - Bogotá



Asset Management

## TRUSTEE

### PATRIMONIO AUTÓNOMO ESTRATEGIAS INMOBILIARIAS MARCH 2024

Fiduciaria Corficolombiana, a leader in articulating responsible businesses and investments that contribute to the growth and sustainable development of the country.





### FIDUCIARIA CORFICOLOMBIANA

Is a subsidiary of Corporación Financiera Colombiana S.A., controlled by Grupo Aval, the largest financial group in Colombia and Central America

We are an entity specialized in the provision of fiduciary services, with a history of more than 30 years in the market, advising and establishing relationships of trust with our clients, through a professional, agile and personalized service





INFRASTRUCTURE



#### **CAPITAL MARKETS**



#### RESULTS

- Operating Income \$104,004 Mill
- Net Income \$17,491 Mill
- Assets Under Management \$60 Bill
- Balances in FIC's \$4.9 Bill

### RECOGNITIONS

Trustee 2023



#### **MANAGEMENT REPORT 2023**

TRUSTEE PATRIMONIO AUTÓNOMO ESTRATEGIAS INMOBILIARIAS













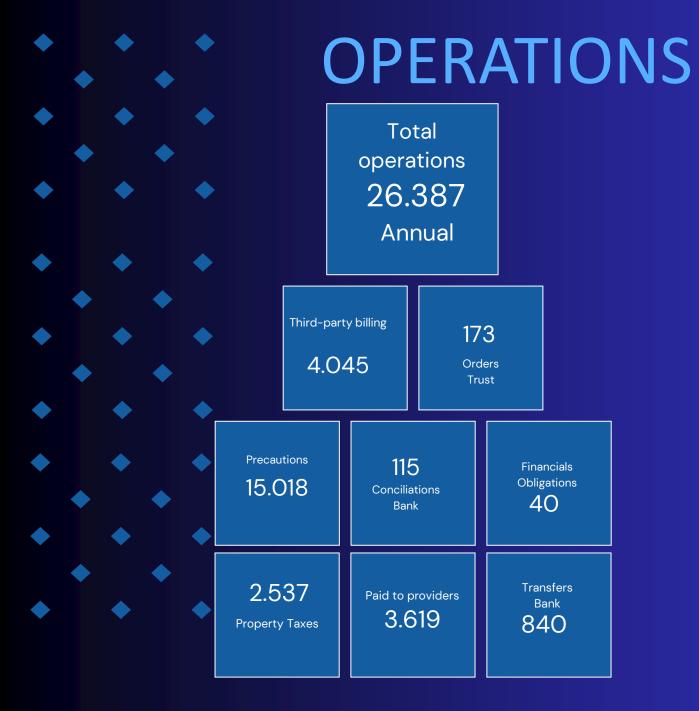








**RELEVANT INFORMATION** 









• Update information and unit value on the PEI and Fiduciaria websites

1.468

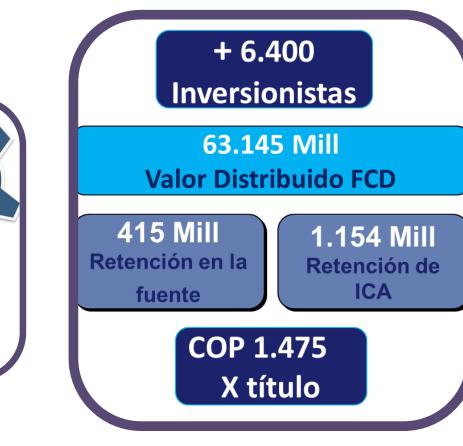
Solicitudes Inversionistas

Price Provider Monitoring

Certificados

Tributarios y Otros Reportes

187.620





### CONTRACT MANAGEMENT

- Procurement contracts
- Lease Agreements
- Other
- Considerations
- Negotiating intentions
- Communications
- Settlements
- Powers
- Other necessary for the operation of the business





2 0 2 4

# **INTERVENTION**

Trustee's Management Report for the year 2023



2 0 2 4

# VOTING

**Trustee's Management Report for the year 2023** 

The decision will be taken by a simple majority of those attending the Assembly



WEBasamblea

01 )



Verification of quorum.

05

Presentation for consideration and approval of the Strategic Plan (2024 update).

**02** Reading and approval of the agenda.

**06**}

07

Presentation for the consideration and approval of the Trustee's Management Report for the year 2023

**03** Appointment of the Chair, Secretary, and Minutes' Approval Commission.

**04**》

Presentation for Consideration and Approval of the Asset Manager's Report for the Year 2023. Submission for consideration and approval of PEI's year-end statement report (financial statements) as of December 31, 2023.

65



# 07

PEI's year-end statement report (financial statements) as of December 31, 2023

Capital Towers - Bogotá



Asset Management

### STATES FINANCIAL 2023

### TRUSTEE

### PATRIMONIO AUTÓNOMO ESTRATEGIAS INMOBILIARIAS





#### **Autonomous Wealth Real Estate Strategies**

Financial Statements as of December 31, 2023			
(COP million) Statement of Financial Position		Comprehensive Inc Statements	ome
CURRENT ASSETS	103.929	Current Assets	COP 756.085
NON-CURRENT ASSETS	9.176.256	<b>Operating Expenses</b>	COP 173.967
TOTAL ASSETS	COP 9.280.185	Administrative Expenses	COP 83.527
CURRENT LIABILITIES NON-CURRENT LIABILITIES	859.671 2.445.751	Valuation IP	COP 656.994
TOTAL LIABILITIES	COP 3.305.422	Other Income And Expenses	COP 5.811
TOTAL EQUITY	COP 5.974.763	<b>Financial Expense</b>	COP 437.645
	Judged by Ernst & Young Audit SAS No exceptions for the year 2023	Period utility	COP 723.751

Asset Management

Fiduciaria 🗨

Investors Ordinary Assembly

# INVESTORS ORDINARY ASSEMBLY

2 0 2 4

# **INTERVENTION**

PEI's year-end statement report (financial statements) as of December 31, 2023



2 0 2 4

# VOTING

PEI's year-end statement report (financial statements) as of December 31, 2023

The decision will be taken by a simple majority of those attending the Assembly





EEP



# THANK YOU

Calle 28 #13ª - 75, piso 34. Bogotá, Colombia Tel: (+601 ) 744 8999 inversionistas@pei.com.co

SOFITEL



www.pei.com.co