



# QUARTERLY RESULTS CALL

Q2 2024





# DISCLAIMER

An aerial photograph of a modern, multi-story office building with a glass facade, reflecting the sky and surrounding city. The building is situated in an urban environment with other buildings and a road visible in the background. The sky is blue with some clouds.

"The data and figures contained in this presentation are based on current facts, expectations, and forecast, which may be presented in a rounded and approximate manner for ease of reference.

They are subject to change over time. Neither **Pei** nor its Real Estate Manager, **Pei Asset Management S.A.S.**, assumes the obligation to update this information should new, previously unknown data become available, or any other factor affect the accuracy and detail of the same."



- 01** » Strategic Plan Update
- 02** » Second-quarter Business Results
- 03** » Capital Market Considerations
- 04** » 2024 Company Outlook
- 05** » Q&A Session



DELOITTE- BOGOTÁ



The background of the slide is an aerial photograph of a modern, multi-story office building with a glass facade. The building is the Alianza headquarters in Bogotá. The sky is blue with scattered white clouds. The text '01 Strategic Plan Update' is overlaid on the right side of the image.

# 01 Strategic Plan Update

Alianza - Bogotá



## INVESTOR BASE DIVERSIFICATION

- ➔ Entry to the **MSCI COLCAP** Index:
  - **Announcement:** May 21
  - **Entry:** May 31
  - **Position:** 10°
  - **Participation:** 2.86%
  - **Next rebalancing:** August
- ➔ Traded volume
  - **May: COP 232.21 billions**
  - **June: COP 102.29 billions**
- ➔ Entry of new international investors
  - **% Equity: 6.19%**
- ➔ Possible inclusion in other indexes like: S&P Colombia Select



## CAPITAL MARKETS

- ➔ **Funding Alternatives**
  - **Bonds (second market and main market)**
    - ✓ Reactivation of presence in the capital market
    - ✓ Increase debt duration
    - Inflationary situation generates high rates in the short term
  - **Títulos participativos (PEIS)**
    - ✓ Improvement in the capital structure
    - ✓ Decrease leverage
    - ✓ Decrease in interest expense and, effects on Cash Flow Distributable to Investors.
    - Security price with a discount compared to NAV



## ASSET MANAGEMENT

- ➔ **Portfolio Optimization**
  - 90th Street Tower Advance
    - Relocation of the tenant with m4<sup>1</sup>
    - Hiring of the consultant for the structuring of the project
- ➔ **Portfolio Emissions Reduction**
  - Measurement of GHG<sup>2</sup> emissions in **66% of assets<sup>3</sup>** of the portfolio
  - **GRIP<sup>4</sup>:** in Q3 the accompaniment of the program will begin
- ➔ Management of **\$1.8 Tn** of debt, along with a decrease of **212 bps in Kd** vs December 2023

1. M4: *Metros a la Cuatro* is the service of adaptation of the spaces of the vehicle, which, with the help of a third party that is in charge of the works and the administration, allows Pei to offer fully equipped and adequate spaces

2. Greenhouse Gas

3. It refers to the measurement of scope 2 (energy consumption in common areas) of the assets that are part of the vehicle's real estate portfolio

4. GRIP: Green Real Estate Investment Portfolios



A photograph of a modern, multi-story office building with a dark facade and a grid of windows, set against a cloudy sky. The building is the central focus of the image. In the foreground, there are trees and a street with some vehicles.

# 02 Second-quarter Business Results

Capital Towers - Bogotá



ASSETS UNDER MANAGEMENT

COP **9.55** Bn



GROSS LEASABLE AREA

**1,141,331<sup>1</sup>** m<sup>2</sup>



TENANTS

**1,438<sup>2</sup>**



INVESTORS

**6,209**

## DIVERSIFICATION BY SEGMENT CONSIDERING THE INVESTMENT PROPERTIES' VALUES

Shopping Centers

**42%**



Plaza Central

Retail Space

**3%**



Éxito Itagüí

Corporate

**34%**



Rivana

Logistics

**16%**



Hada International

Specialized

**5%**



Hotel Calablanca Barú  
Beach Resort

1. Does not include GLA of Calablanca, CityU housing and Boho.  
2. Number of tenants per brand. Does not include tenants of Calablanca, CityU housing and Boho due to seasonality in contracts.  
3. Calculated as the average per category LTM



## Real Estate Ratios 2023 Vs 2024

**Physical  
vacancy**

**5.93%**  
**+12 pbs**

**Economic  
vacancy**

**7.81%**  
**+24 pbs**



## Business Results 2023 Vs 2024

**Revenues**      **COP 376,203 M**      **+11.8%**

**NOI**              **COP 313,695 M**      **+12.3%**

**EBITDA**         **COP 269,347 M**      **+11.8%**

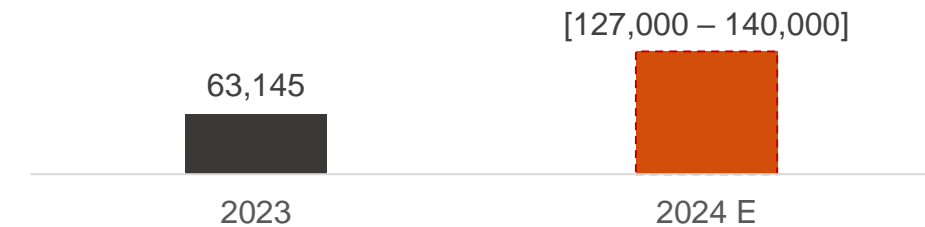


## Financial Ratios 2023 vs 2024

**NOI Margin**                      **83.38%**                      **+32pbs**

**EBITDA Margin**                      **71.60%**                      **-3 pbs**

## Cash Distributed to Investors (COP M)



**Marked  
DY<sup>1</sup>**                      **2.29%**                      **[4.31% - 4.77]<sup>2</sup>**

**Next  
CDI Payment** → **COP 38.016 M**  
**COP 888 / Security**      **August 15**

1. The equity dividend yield for 2023 was 1.1% and for 2024 it is expected to be between 1.9% and 2.5%.  
2. Estimates are made with the average market price of 2024 at the end of June:68,887.

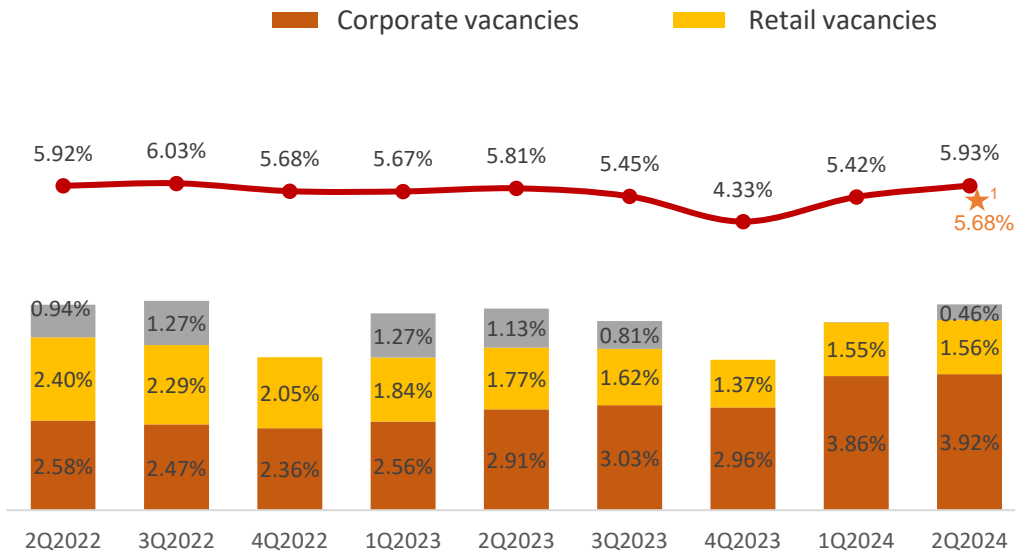


# Leasing Operations

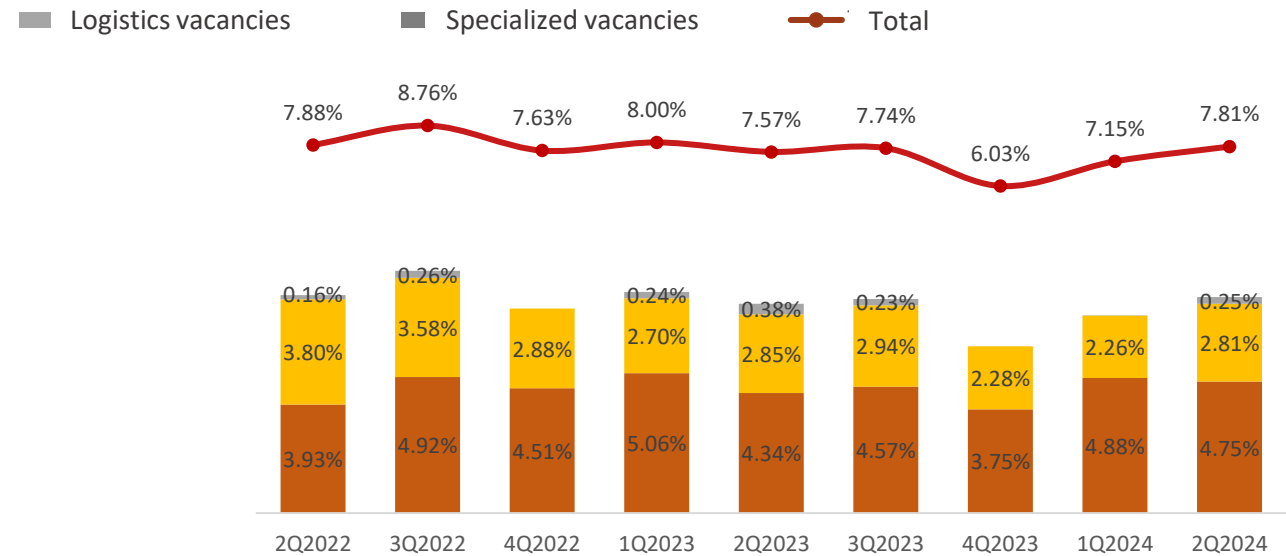


One Plaza - Medellín

## Physical Vacancy



## Economic Vacancy



### Tenant Retention (m<sup>2</sup>)

Q2 2024 **17,392 m<sup>2</sup>**  
2024 YTD **77,953 m<sup>2</sup>**



### Contract renewal

**97.6%**  
of the contracts during the year,  
according to their revenues



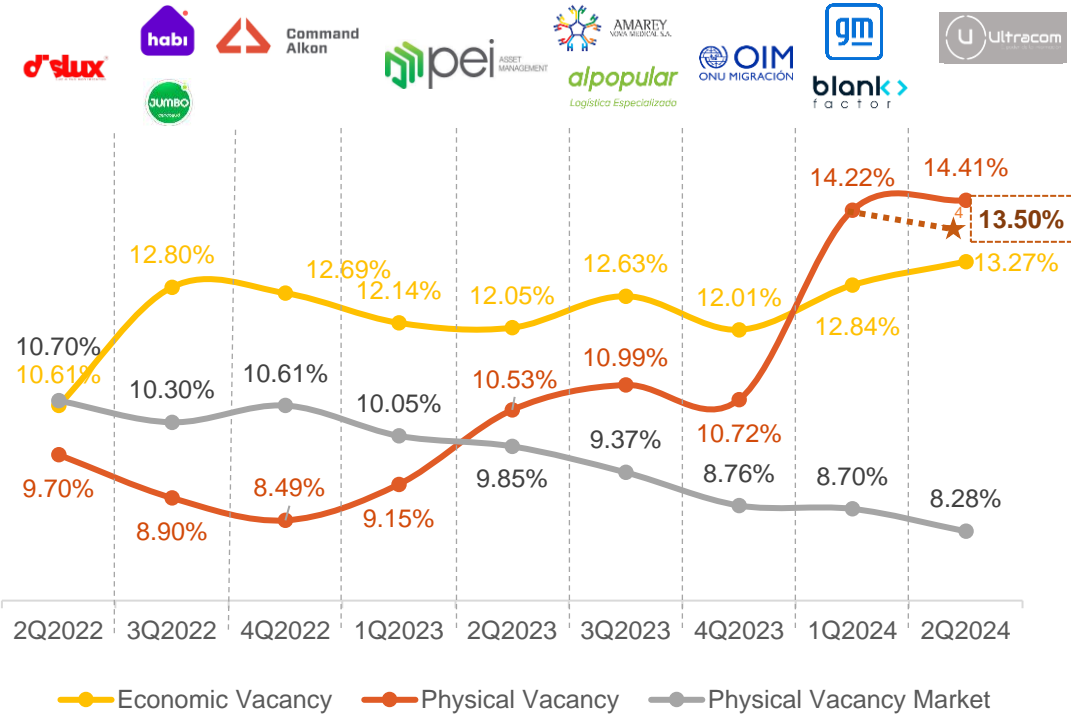
### Leased area (m<sup>2</sup>)

Q2 2024 **2,364 m<sup>2</sup>**  
2024 YTD **5,462 m<sup>2</sup>**

1. Tenant Lease Agreement at Atrio Building in the Corporate Category for 2,828 m<sup>2</sup>



## PEI's Vacancy<sup>1</sup> vs Market's Vacancy<sup>2</sup>



**310,413 m<sup>2</sup>**  
 Total leasable area<sup>3</sup>

**536 m<sup>2</sup>**  
 Leased area Q1 2024

## Retail management



**Vacant Area**

44,723 m<sup>2</sup>



**Prospected Area**

51,818 m<sup>2</sup>



**Number of Prospects**

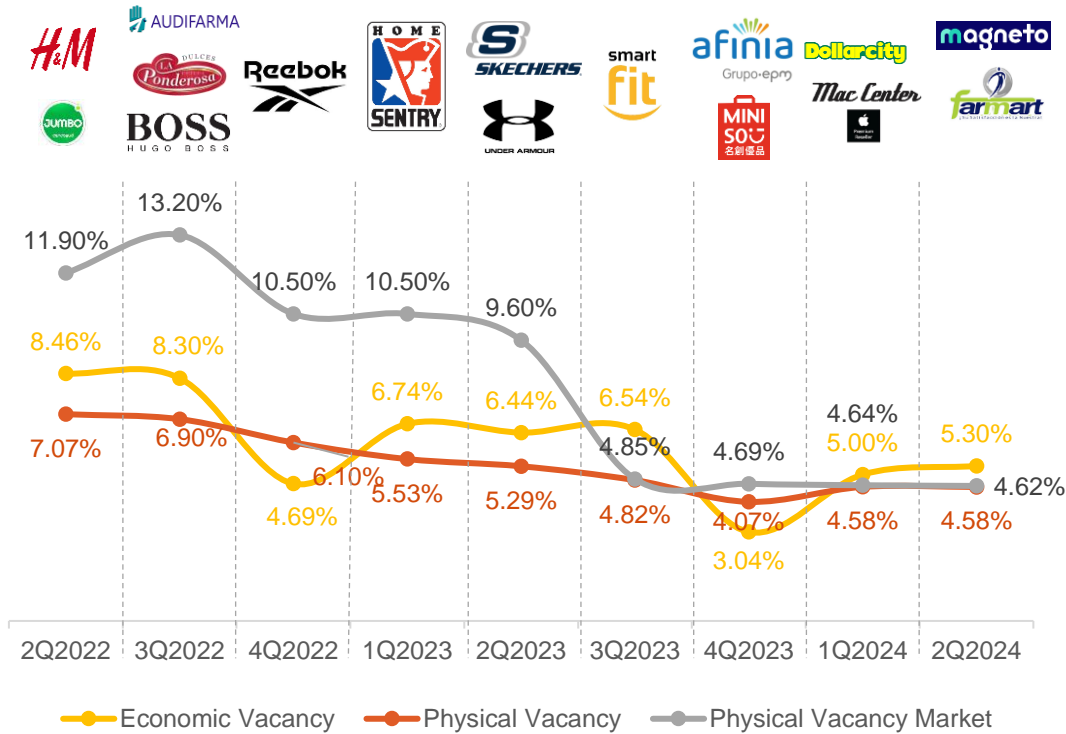
15

**Vacant Area Moves 1Q24 vs Q224**

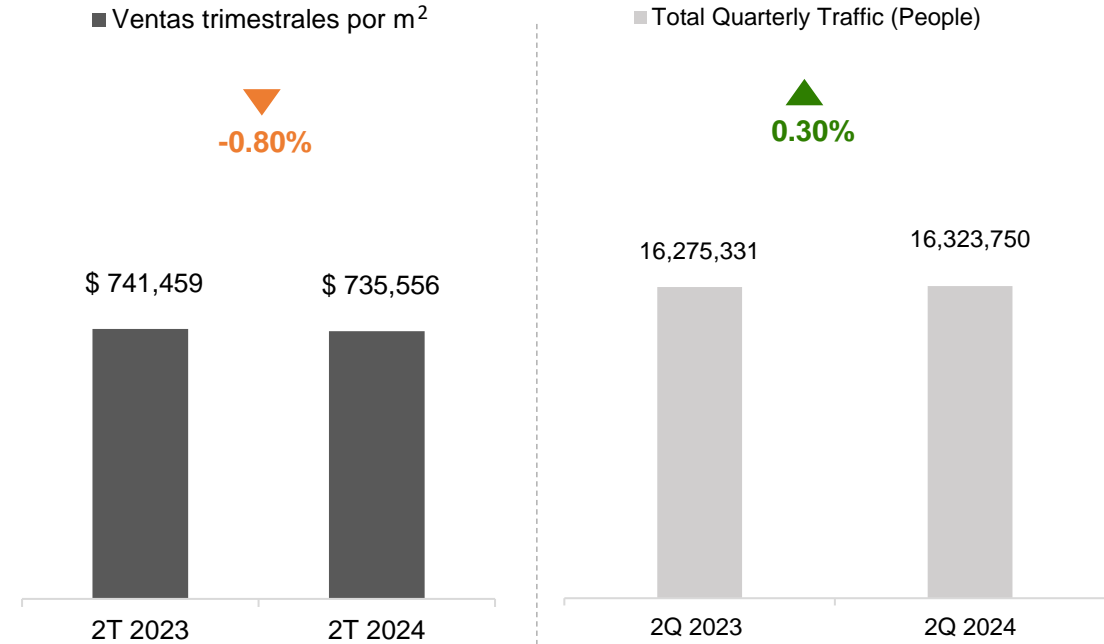
**Carvajal**  
 753 m<sup>2</sup>

- Information at the end of each quarter.
- Physical market vacancy information for Bogota, Medellin, Cali and Barranquilla taken from: Colliers International Market Report for Q1 2024.
- Corresponding to the leasable area of PEI.
- Tenant Lease Agreement at Atrio Building in the Corporate Category for 2,828 m<sup>2</sup>.

## PEI's Vacancy<sup>1</sup> vs Market's Vacancy<sup>2</sup>



## Sales and traffic<sup>4</sup> Q224 vs Q223



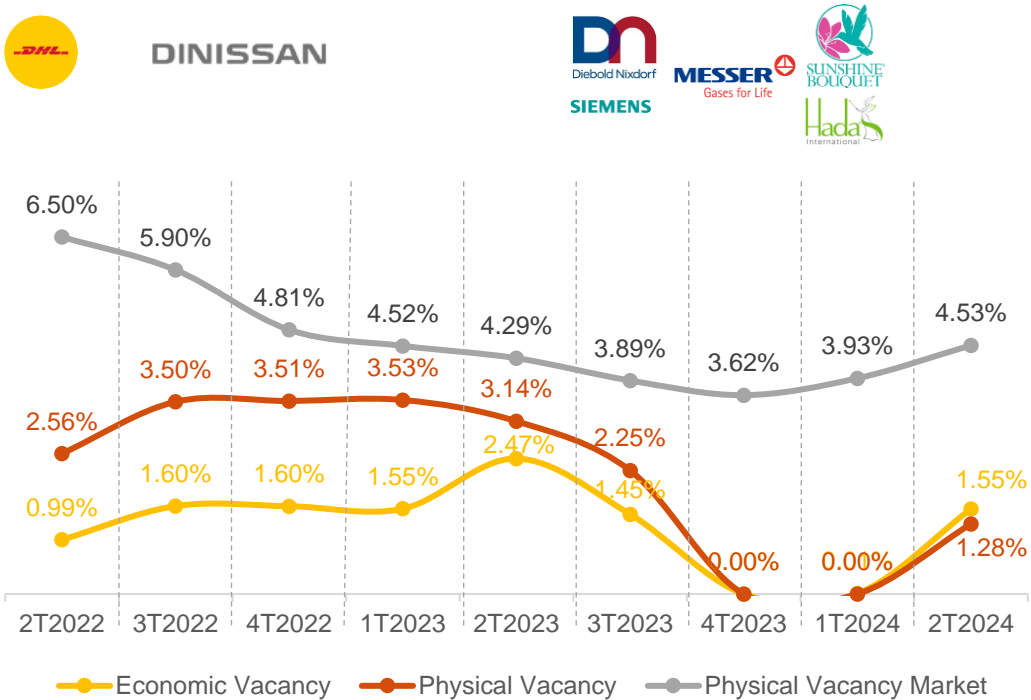
**387,447 m<sup>2</sup>**  
Total leasable area<sup>3</sup>

**4,926 m<sup>2</sup>**  
Leased area Q2 2024

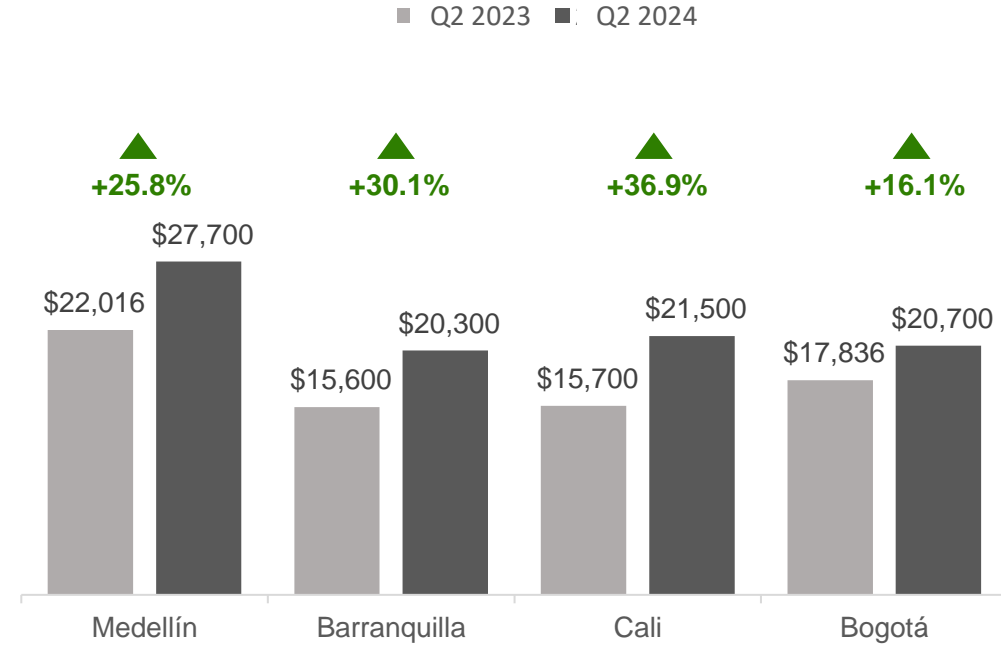
1. Information at the end of each quarter.  
 2. Physical market vacancy information for Bogota, Medellin, Cali and Barranquilla taken from: Colliers International Market Report for Q2 2024.  
 3. Corresponding to the leasable area of PEI.  
 4. Information on shopping centers (Plaza Central, Atlantis, Jardín Plaza Cali, Jardín Plaza Cúcuta, Portafolio Nuestro).



## PEI's Vacancy<sup>1</sup> vs Market's Vacancy<sup>2</sup>



## Market price<sup>2</sup> m<sup>2</sup>

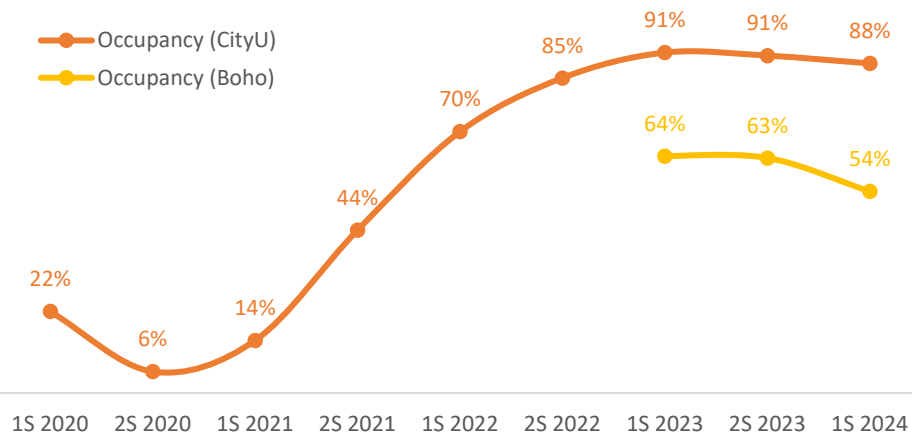


**408,391 m<sup>2</sup>**  
Total leasable area<sup>3</sup>

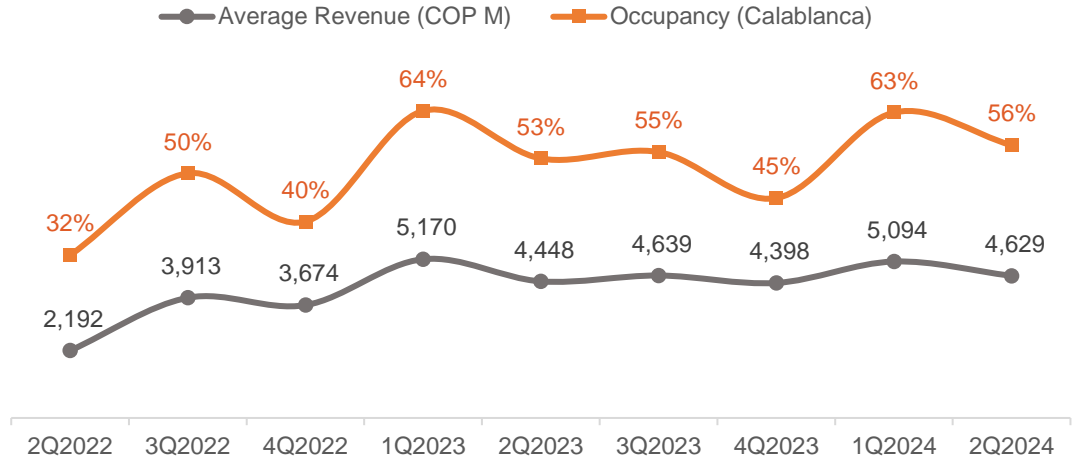
1. Information at the end of each quarter.  
 2. Physical market vacancy information for Bogota, Medellin, Cali and Barranquilla taken from: Colliers International Market Report for Q2 2024.  
 3. Corresponding to the leasable area of PEI.

## Hospitality

### CityU & Boho Occupancy<sup>1</sup>



### Calablanca's Occupancy



## Specialized

### Health-related Assets

Leasing area: **19,501 m<sup>2</sup>**

Occupation: **100%**



Toberín

Ciudad Jardín

Popayan<sup>2</sup>

Versalles

Tequendama

### Education-related Assets

Leasing area: **15,580 m<sup>2</sup>**

Occupation: **100%**



1. Half-yearly average excluding holiday periods  
 2. The activation of this project in development took place in April 2023  
 3. The Keralty group, as a tenant of the Pei, has 29,754 m<sup>2</sup> of leased area and has a share of the portfolio's revenues of 3.0%, distributed as follows: Medical Centers: 1.46%, EPS Sanitas: 0.94%, Prepaid Medicine: 0.62% and Clínica Colsanitas: 0.02%



# FINANCIAL PERFORMANCE

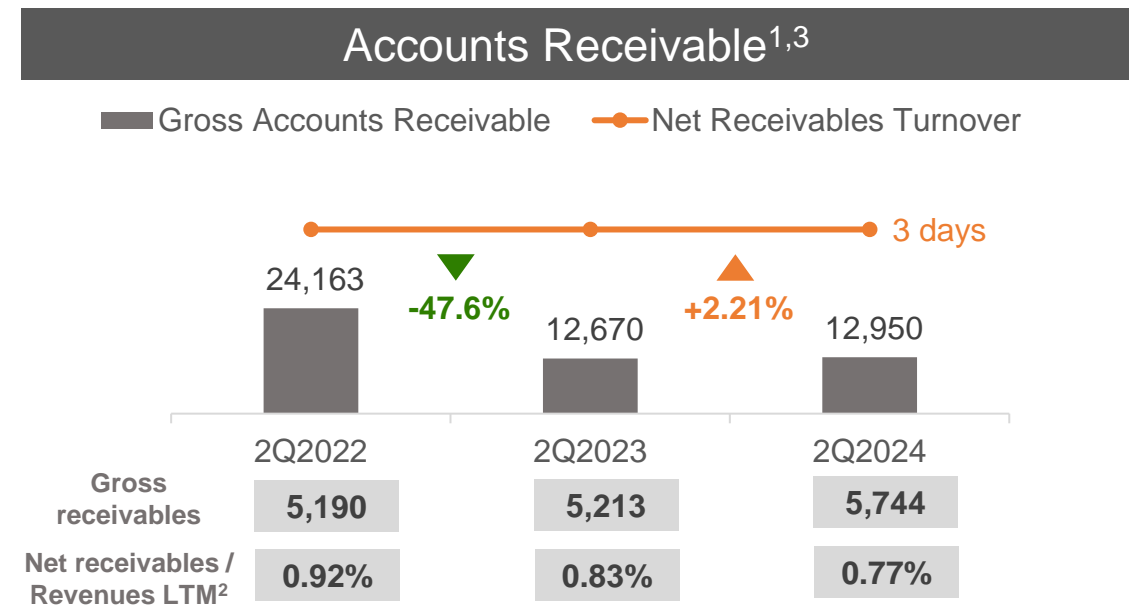
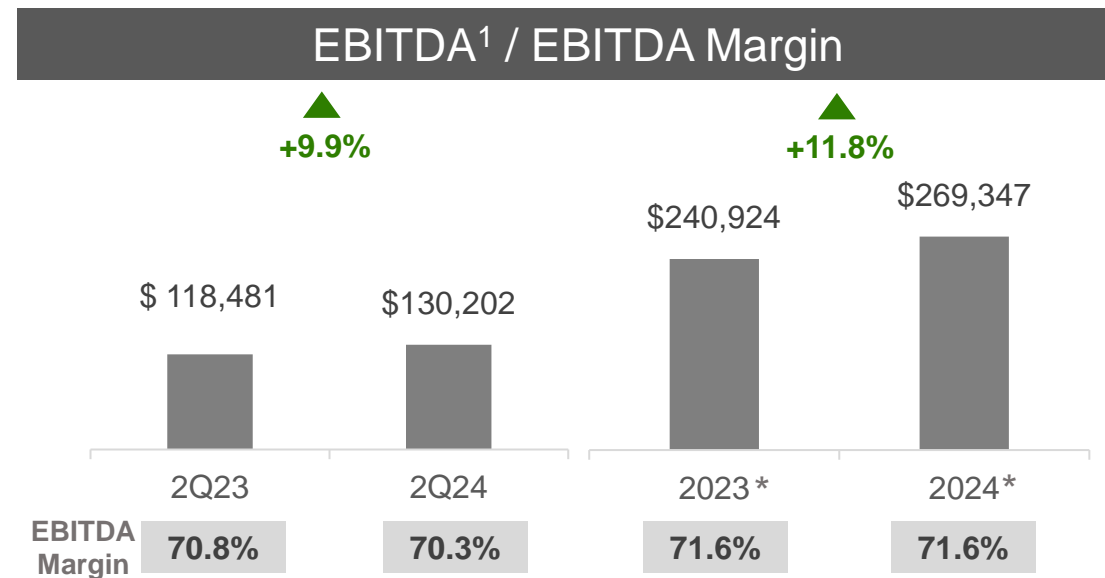
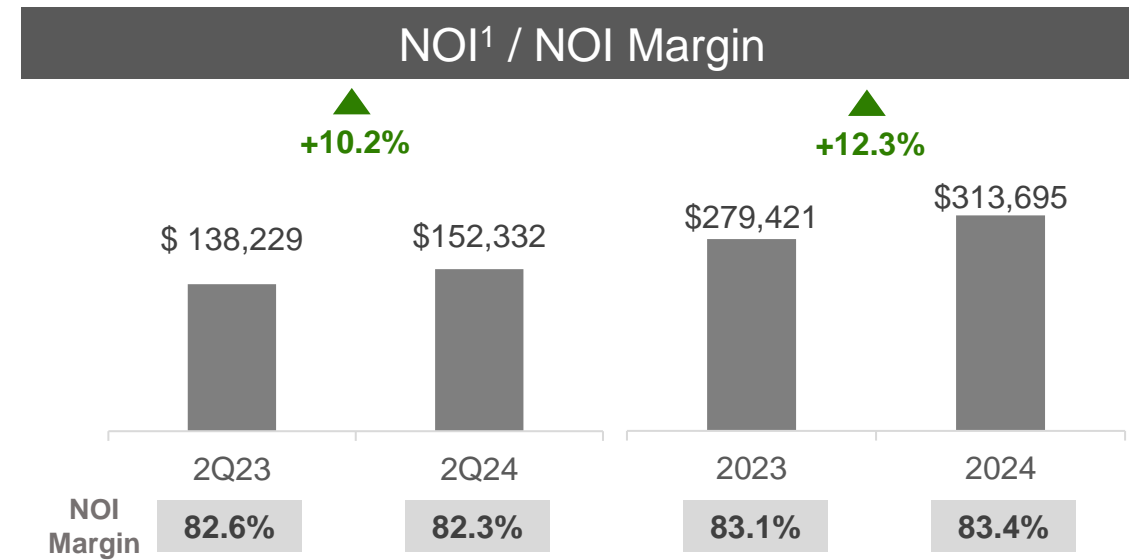
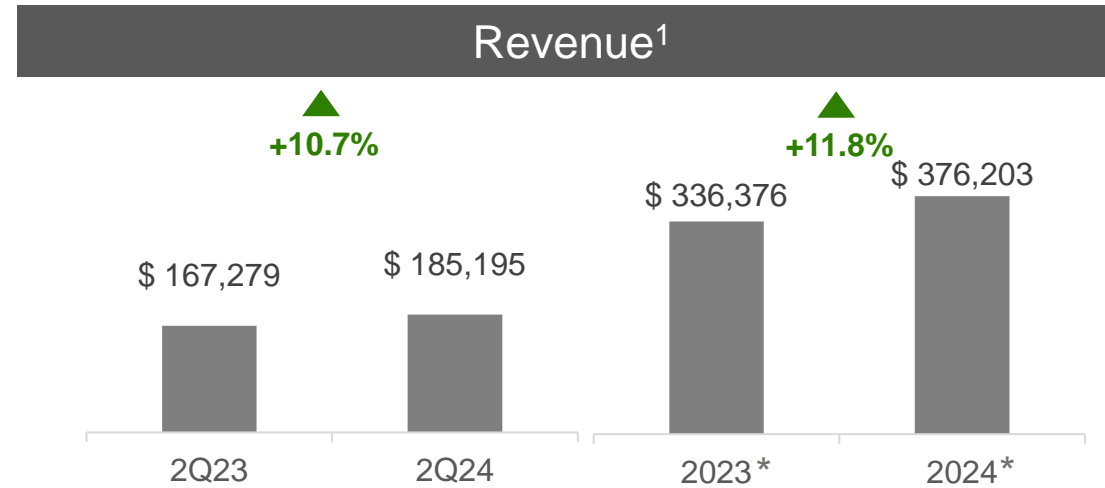


One Plaza - Medellín

# FINANCIAL OVERVIEW



\* YTD: Year to date

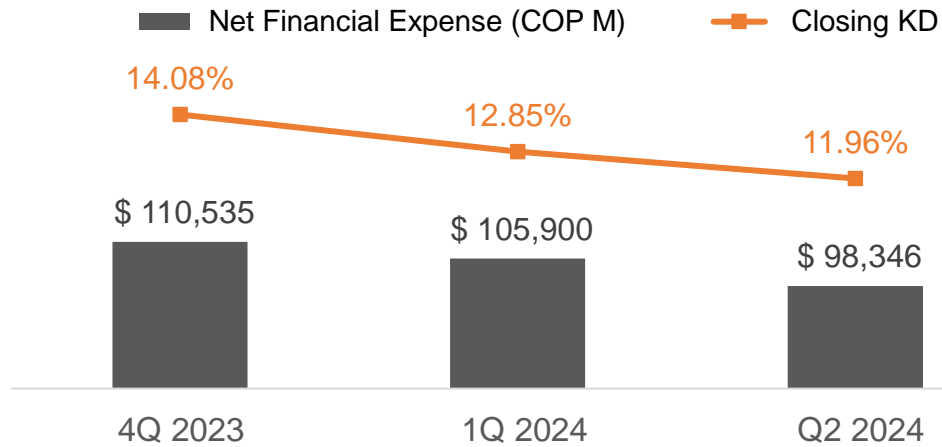


1. Figures in COP million and at the end of each quarter

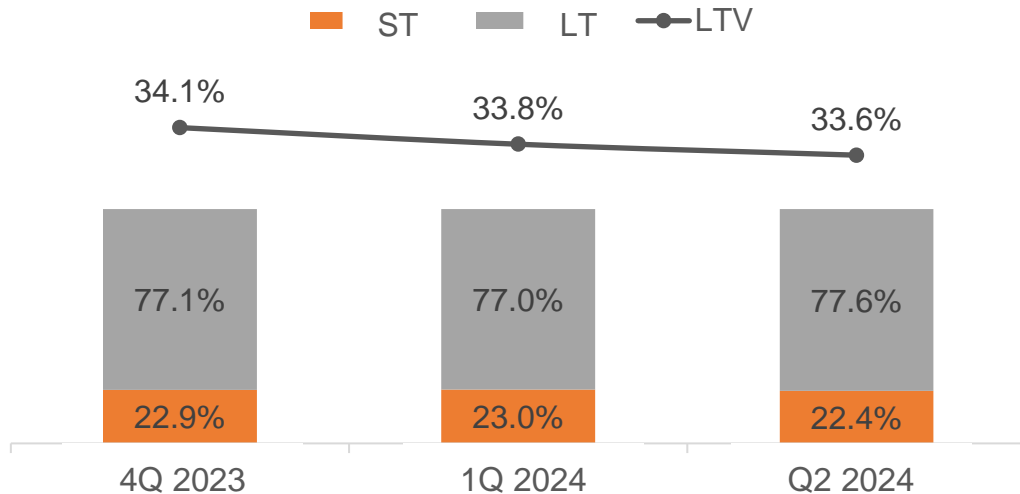
2. LTM: Last Twelve months

3. The portfolio value for Q22024 includes collection of COP 3,209 million received in the first week of July, mainly for reconciliations and payments made during the non-business days of the end of June

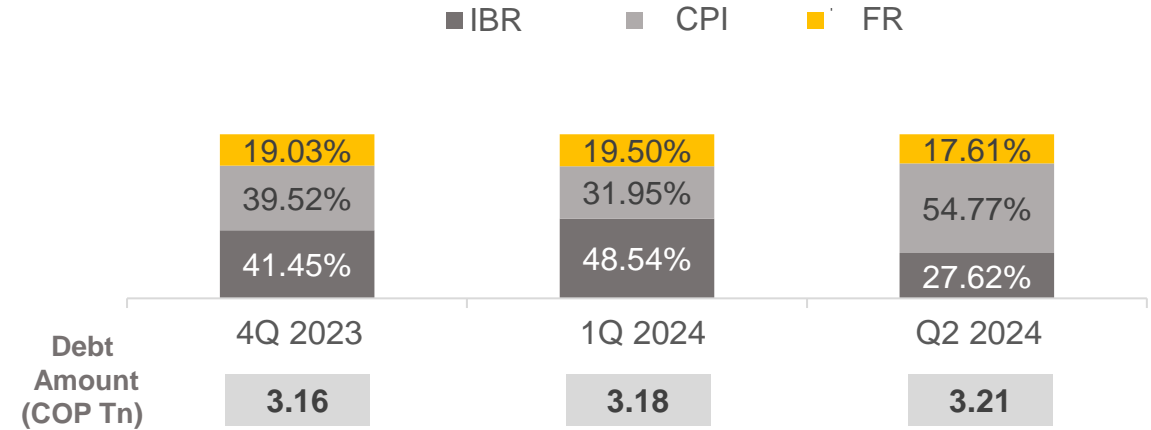
## Financial Expense and Cost of Debt



## Level of Indebtedness<sup>2</sup>



## Indexation of Debt



## Highlights

**\$1.8 Tn** of debt managed in short- and long-term debt renewals. 46% in CPI, 42% in IBR and 12% in FR, with competitive spreads compared to recent years.

**212 bps reduction** in the cut-off cost of debt for June 2024 vs December 2023.

**48 bps reduction** in the debt-to-asset ratio (LTV) of June vs December 2023.

1. Cifras en billones de pesos.  
2. Endeudamiento Financiero según la definición del Prospecto de PEIS



03

# Capital Market Considerations

Nutresa - Palermo

## MSCI COLCAP INDEX

<b>Launch</b>	May 28, 2021.
<b>Main objective</b>	Provide <b>an indexing instrument</b> to the Colombian market.
<b>Composition</b>	At least <b>25 securities and 20 issuers</b> listed on the Colombia Stock Exchange (BVC).
<b>Metric</b>	<b>Market capitalization</b> adjusted for securities that are in free circulation <sup>1</sup> , <b>international investment capacity and liquidity.</b>
<b>Rebalancing</b>	Rebalancing is carried out <b>quarterly</b> in the months of February, May, August and November.

05/21/2024
05/31/2024

Announcement of the inclusion of PEI in the MSCI COLCAP Index.

Inclusion of PEI in the MSCI COLCAP Index.

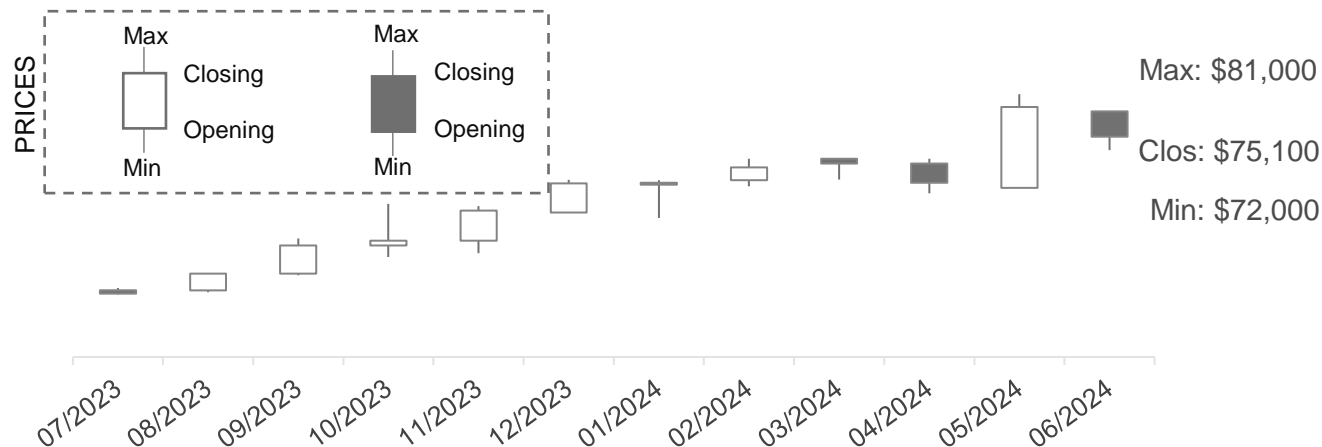
PEI was included in the **10th** position of the index with a share of **2.86%**

Security behavior from announcement to index entry  
(May 21-31)

	<b>Traded volume</b>	➔	COP 206,080 M
	<b>Traded Securities</b>	➔	1,756,552
	<b>% Volume traded in the market</b>	➔	16.4%

1. Shares restricted or held by key shareholders, such as the government or founders, are excluded.

## PEIS price on the secondary market

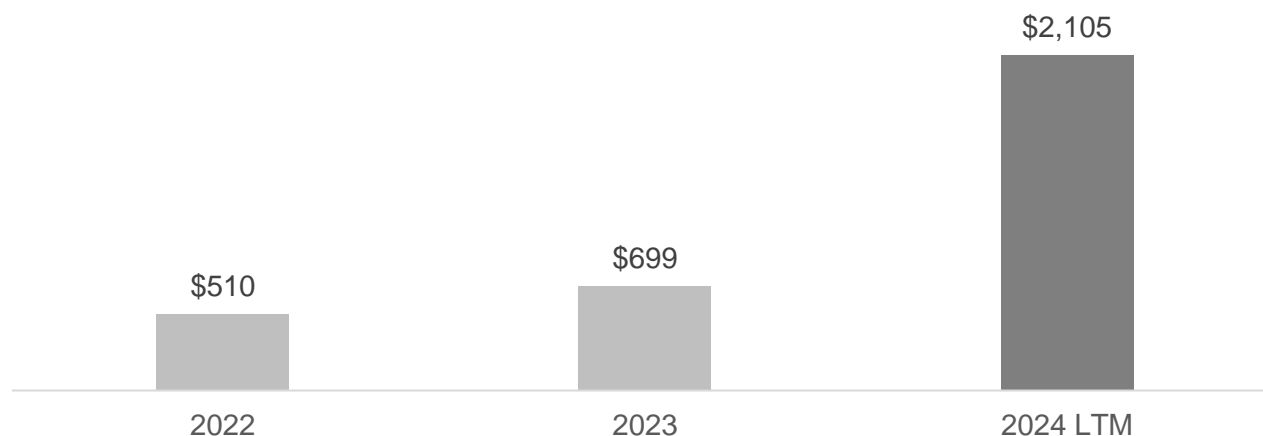


## Equities ranking

	RANKING VALORIZATION	Δ PRICE	ADTV COP M	VOLUME RANKING
1°	PF GRUPO SURA	80.9%	\$2,834	10°
2°	MINEROS	75.2%	\$689	18°
3°	PF CEMARGOS	73.3%	\$509	21°
4°	PROMIGAS	54.3%	\$234	25°
14°	PEI	16.8%	\$3,399	8°

## Average Daily Trading Volume PEIS (COP M)

■ ADTV Annual



## Highlights



So far this year, the price of the security in the secondary market **increased by 16.8%**, reaching **COP 75,100** at the end of June.



The average daily trading volume (ADTV) LTM is COP 2,105 M. Likewise, the ADTV for the first half of 2024 is **COP 3,399 M.**

1. Figures in COP million and at the end of each quarter  
2. LTM: Last Twelve months



A high-angle photograph of a modern skyscraper with a dark glass facade, reflecting the sky and surrounding city. The building is situated in an urban environment with other buildings and hills in the background under a cloudy sky.

# 04 2024 Company Outlook

Capital Towers - Bogotá

	2024E	Take Aways
<b>REVENUE</b> (Figures in COP Billions)	[770-800]	Operating income will include inflation adjustments for 2022 and 2023
<b>NOI MARGIN</b>	[81.5%-83.5%]	Operating profitability margins expected to be maintained
<b>PHYSICAL VACANCY</b>	[4.5%-5.5%]	Levels of physical vacancy are estimated to be in line with the historical levels of the PEI, given the reduction in the entry of new square meters into the market
<b>MARKET DIVIDEND YIELD<sup>1</sup></b>	[4.3%-4.8%]	A recovery in dividend yield is expected as a result of the readjustment of lease contracts and the gradual normalization of financial expenses
<b>BOOK VALUE DIVIDEND YIELD</b>	[1.9%-2.5%]	
<b>PROFITABILITY</b>	[11%-13%]	The return on equity is estimated to be in ranges between 11% and 13% depending on inflation levels

1. Estimates are made with the average market price of 2024 at the end of June: 68,887.



The background of the slide is a photograph of a modern, multi-story glass skyscraper. The building's facade is highly reflective, mirroring the sky and surrounding environment. The sky is filled with soft, white clouds, and the overall lighting is bright and airy. In the distance, other buildings and a hilly landscape are visible. A solid orange horizontal bar is positioned at the bottom of the slide, partially overlapping the building's base.

# 05 Q&A Session



# THANK YOU



 [www.pei.com.co](http://www.pei.com.co)

 Calle 28 # 13a – 75. Piso 34. Bogotá, Colombia

 Tel: +57 311 2195779

 [inversionistas@pei.com.co](mailto:inversionistas@pei.com.co)





# APPENDIX

Nutresa - Palermo

# COLOMBIA REAL ESTATE MARKET OUTLOOK



\* Información a 1T 2024

## CONSTRUCTION COST INDEX<sup>1</sup>

Annual variation of the main

items:

**MATERIALS**

+2.7% ▲

**SERVICES**

+1.2% ▲

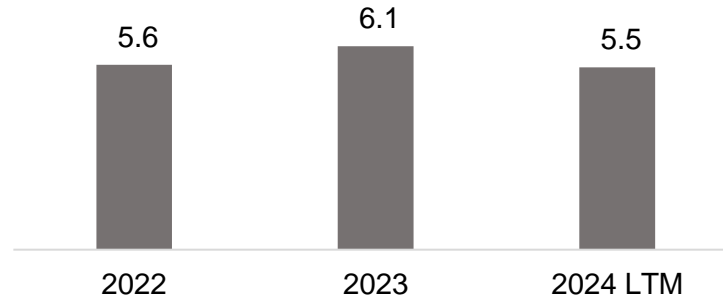
**LABOR**

+8.2% ▲

## NON-RESIDENTIAL BUILDING PERMITS<sup>2</sup>

■ Approved area Millions m<sup>2</sup>

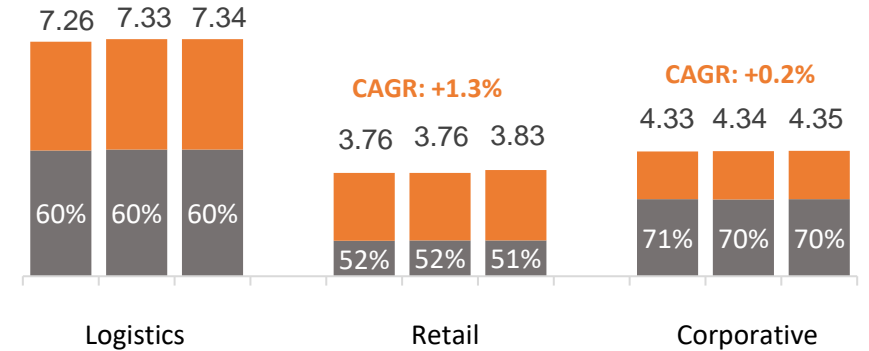
CAGR<sup>5</sup>: +1.0%



## INVENTORY IN MAJOR CITIES OF COLOMBIA<sup>3,4</sup>

■ Bogotá ■ Other cities Millions m<sup>2</sup>

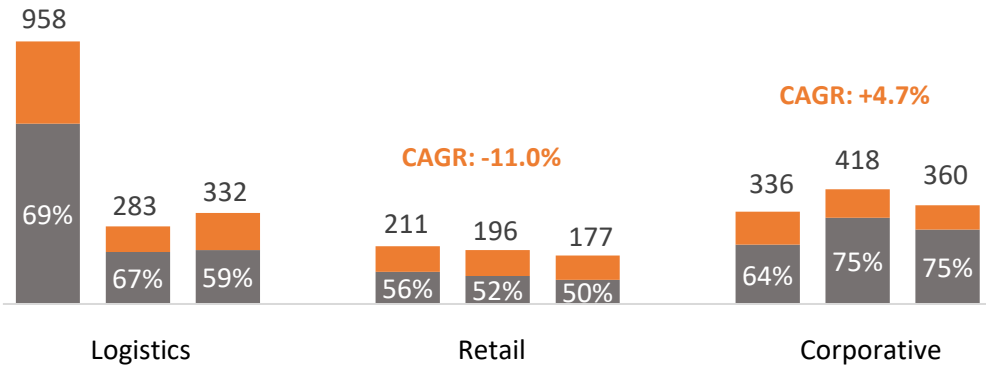
CAGR: +0.7%



## AVAILABLE SPACES IN MAJOR CITIES OF COLOMBIA<sup>3,4</sup>

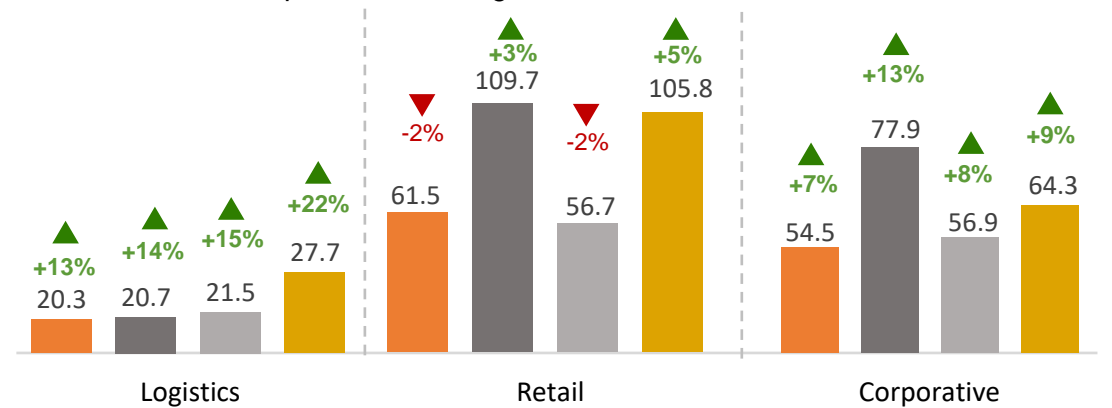
■ Bogotá ■ Other cities Thousands of m<sup>2</sup>

CAGR: -50.6%



## RENTAL PRICE PER m<sup>2</sup> (COP 000')<sup>3,4</sup>

■ Barranquilla ■ Bogotá ■ Cali ■ Medellín



1. Source: DANE (National Administrative Department of Statistics), Building Construction Cost Index (ICOCED) as of May-24. Services refer to services of finishes, structure, installations, among others.

2. Source: DANE, total licensed area at the national level as of December for 2022 and 2023, for 2024 the information is as of May-24.

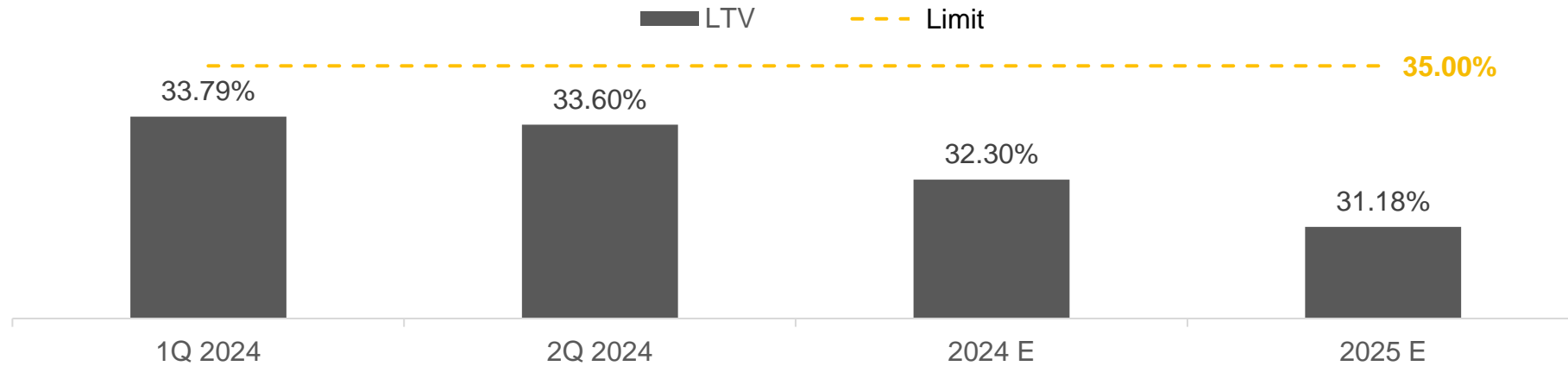
3. Information obtained from Colliers International. Main cities in Colombia: Bogotá, Medellín, Barranquilla and Cali (correspond to other cities). The holds include Class A+, A, B and ZF. The offices include class A+, A and B. Commerce includes outlet, specialty center, community, neighborhood, regional, and super regional types.

4. CAGR: Compound Annual Growth Rate (Dec-22 to Jun-24)



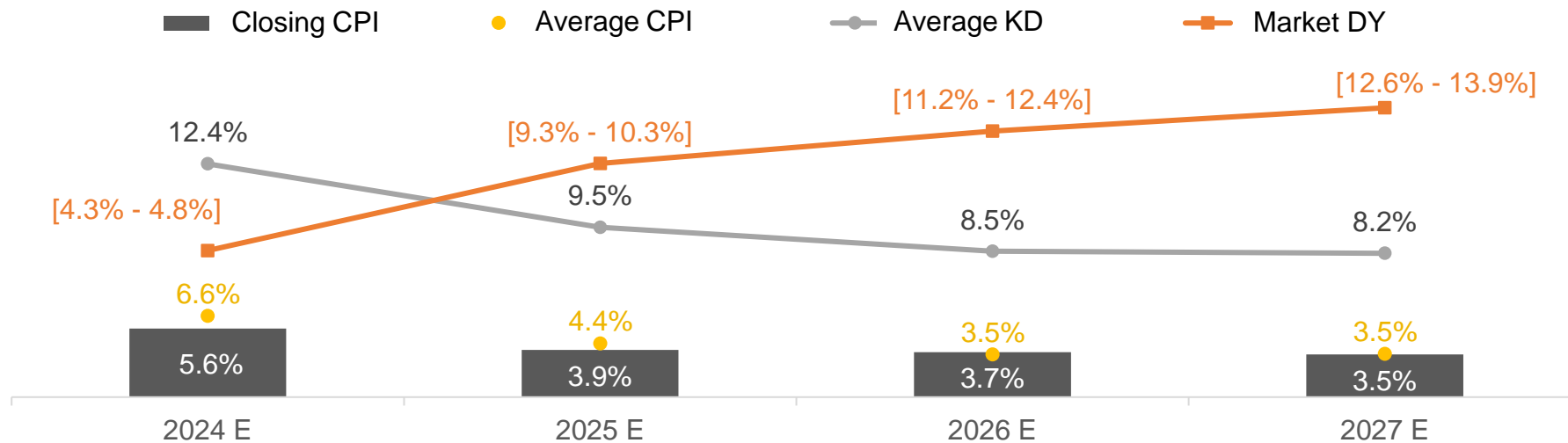
## Level and limit of indebtedness<sup>1</sup>

Forecast<sup>2</sup> 2024 -2027



## CPI, Cost of Debt and Dividend yYeld<sup>2</sup>

Forecast<sup>2</sup> 2024 -2027



1. Financial Indebtedness as defined in the Prospectus of PEIS.  
 2. CPI projections based on the Banrep survey March 2024. They do not incorporate potential divestments or acquisitions.  
 3. Estimates are made with the average market price of 2024 at the end of June: 68,887.

**FEB 8**

Conference of  
Results  
4Q 2023



**MAY 9**

Conference of  
Results  
1Q 2024



**AUG 8**

Conference of  
Results  
Q2 2024



**NOV 7**

Conference of  
Results  
3Q 2024



**FEB 14**

DCF's Payment  
4Q 2023



**MAY 16**

DCF's Payment  
4Q 2023



**AUG 15**

DCF's Payment  
4Q 2023



**NOV 18**

DCF's Payment  
4Q 2023



The General Investors' Meeting was held on March 22

