

ANNUAL REPORT 2021



Colombians' leading real estate investment vehicle

Investor Relations and Communications Management Office's Editorial

Dear PEI Investors,

Being aware that 2021 was an adjustments year for everyone, Pei Asset Management's Investor Relations Team is working to offer you information, spaces, and value-added experiences in connection with your investment in PEI.

Just as throughout PEI's history we have consolidated pillars and strengths enabling us to adapt the business to the new reality, the Investor Relations and Communications Management (IRCM) team continues to offer permanent contact, new communication formats, collective spaces offering news updates on the vehicle, individual meetings to address concerns, and the recurring Quarterly Results Teleconferences and Investors Assemblies' agenda to the almost 4.700 investors.

Given the long-term nature of investments as this one, we once more wish to reiterate investors our gratitude for their trust in Pei Asset Management's team and hereby present the results achieved in 2021, which reflect the real estate sector's resilience, the challenges posed by the so-called "new normality" –that we identify and adapt to on a daily basis–, and our accomplishments of year. These achievements reflect the real estate business's recovery, relying on the strengths that the vehicle has been consolidating throughout its history. We also welcome PEI's new investors which, during a year of transition like the one just ended, trusting on PEI's investment thesis and clear long-term vision decided to invest with us.

In 2021 we strengthened the team to offer not only additional, but timelier, more expedite, and easier to understand information. Knowing that we must cater to the different investor profiles and particular needs and preferences, we expanded our offering of spaces and types of information. We look forward to your continued engagement and feedback, to permanently improve our investors service model.

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1. Letter from the President

Dear Investors,

I want to start by thanking you for trusting the Real Estate Manager throughout 2021, which reflected in PEI's positive results. If we had to summarize what took place last year, the scenario was one of recovery and stabilization of the vehicle's real estate ratios.

In this sense, we achieved the placement of over 224.000 square meters, i.e., 20% of the portfolio's total area; the assets' traffic increased, with the shopping centers category exceeding the levels existing before the pandemic; the receivables' collection from the 2020 deferrals, closed the year at 1.4% of the revenues; the cash flow generation was continuous; and the operating margins were steady.

We also put in place a responsible investment policy that fosters all the sustainability and environmental care metrics within the investment opportunities' assessment process and forecasts the assets' significance in the long term.

Likewise, we satisfied the current investment commitments, acquiring strategic assets from different sectors. We strengthened our participation in the health sector with 2 new built-to-suit medical centers for *Grupo Sanitas* and the shopping centers categories through *Nuestro Bogota*, a mall whose innovative offerings consolidate the portfolio along with the *Nuestro* brand's existing locations in Monteria and Cartago. We additionally acquired a distribution center in Ibaguè for *Koba Colombia* and an office tower in Medellin, where *Tigo's* country's corporate headquarters will operate. Finally, we also acquired our first asset in the hotel sector: *Calablanca* hotel in Baru, operated by Accor under the Sofitel brand, a very important property in the specialized assets category.

In the financial field, the Colombian securities financial market faced important challenges in all categories in 2021, with all fixed income, variable income, and equity securities markets –where PEI is– being affected by the pandemic, the socio-political challenges that the country faced during the second quarter of the year, and the entry into force of the regulations on the valuation of equity securities portfolios at market prices, during the second half of the year.

In general, we perceive uncertainty in the market in connection with the real estate sector's recovery, making PEI's 2021 results to stand out, considering that, as mentioned earlier, they reflect a recovery trend that we expect to continue consolidating throughout 2022. This led to an atypical year in the market trades performance, which reflected on the security's liquidity and price drops in the secondary market with discounts of up to 30% with respect to its intrinsic value. In our role as manager, we have enabled mechanisms aimed at the TEIS's liquidity recovery, which will be a priority in 2022. By this, I am referring to the Securities' migration to the equities

trading session, the implementation of a securities-repurchase mechanism, the engagement of a liquidity provider, and a permanent and active assistance service to all of PEI's investors.

Undoubtedly, all these plans and results confirm the real estate market's strength and importance in Colombia, as well as PEI's consolidation opportunities as Colombia's top investment vehicle in the sector.

To all of you, thank you very much for being part of this long-term alternative.

Sincerely,

Jairo Corrales

President - Pei Asset Management

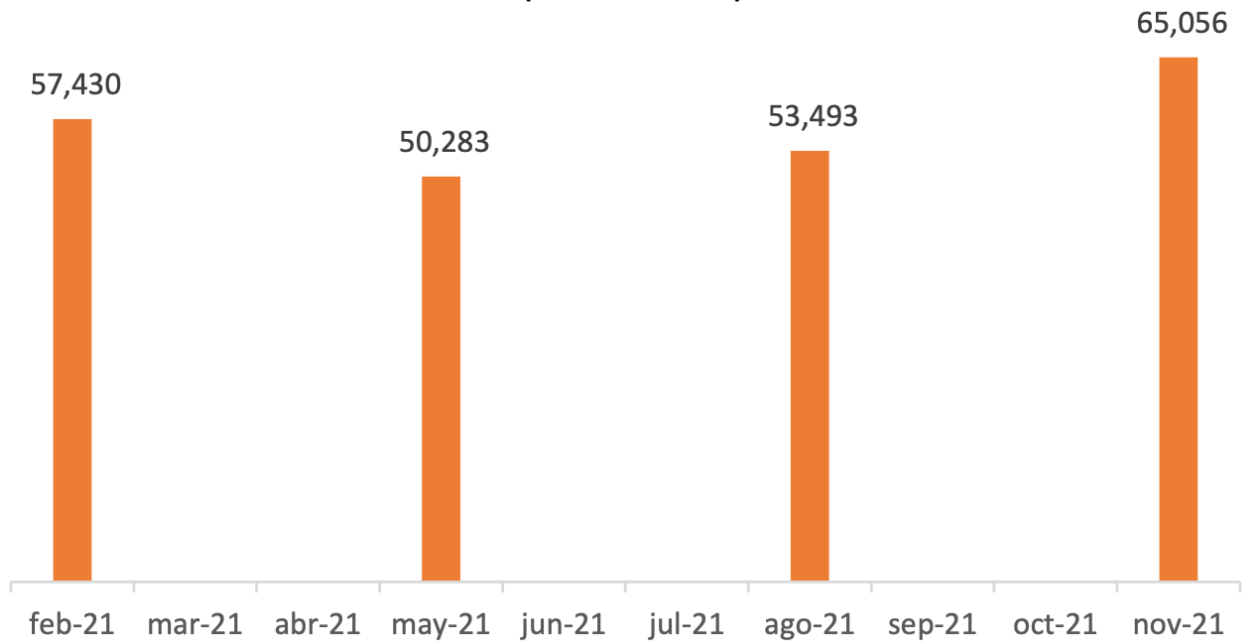
2. Vehicle's strengths

In 2021, the number of challenges experienced highlighted PEI's strengths, whose pillars have been built and designed up to the vehicle's 15 years anniversary in 2022.

In this first year of recovery after the pandemic, the management –led by the real estate manager–, continued to deepen the vehicle's strengths, all of which enabled it to successfully navigate the pandemic in 2020.

The cash flow generation from the assets' operation and exploitation was steady and kept growing throughout the year, in line with the business cycle, delivering investors over COP 226.000 million, equivalent to COP 524.457 per security, during the four quarters of the year.

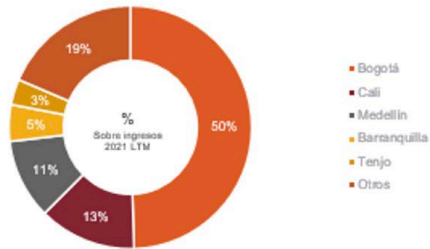
**Distributed Cash Flow – 2021
(COP thousands)**



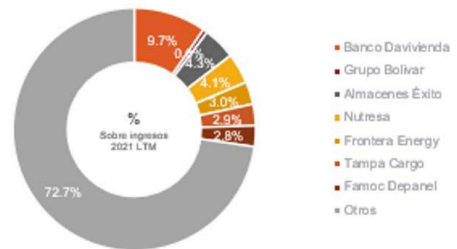
Another strength evidenced in 2021 is the vehicle's capital structure. The vehicle's access to the different alternatives within the capital market (equity securities, debt securities, and credit facilities with the financial sector) afforded the flexibility to manage the business's financing needs during the year. 2021's market conditions were not favorable for carrying out new equity securities issuances, causing an increased vehicle's indebtedness; however, the 37% leverage level is conservative within the real estate investments context and, additionally, because the credits offered lower rates and cost conditions –mainly during the first half of the year– a controlled financial expense throughout the year was possible.

Diversification, as a core attribute of the portfolio, cushioned the impact of the restrictions on the use of the real estate assets' spaces in 2020. Likewise, in 2021, the diversification reflected the reactivation and recovery at different rates, mostly the positive reaction of the commercial category with an increase of the visitors and buyers' traffic, along with a growth of the actual purchases and an increase close to 5% in sales/m², compared to 2019, before the pandemic.

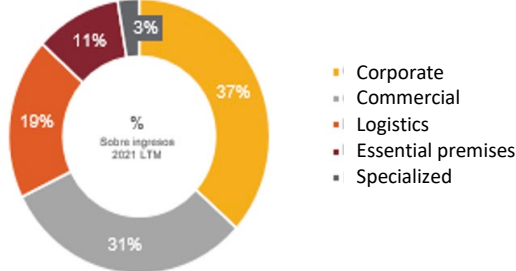
Diversification per location



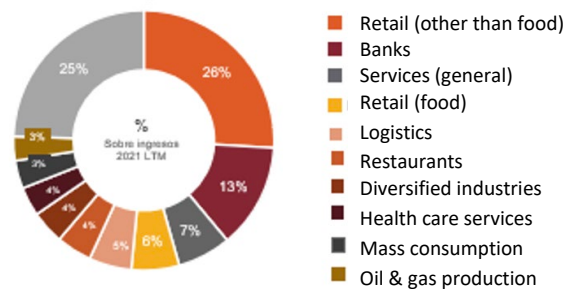
Diversification per tenant



Diversification per category

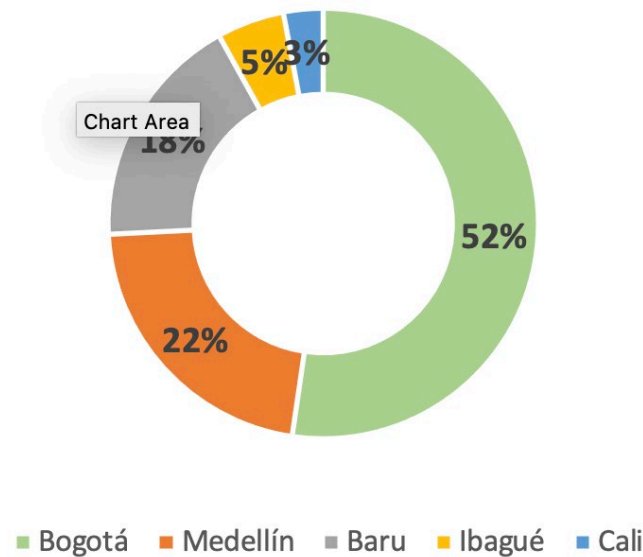


Diversification per economic sector

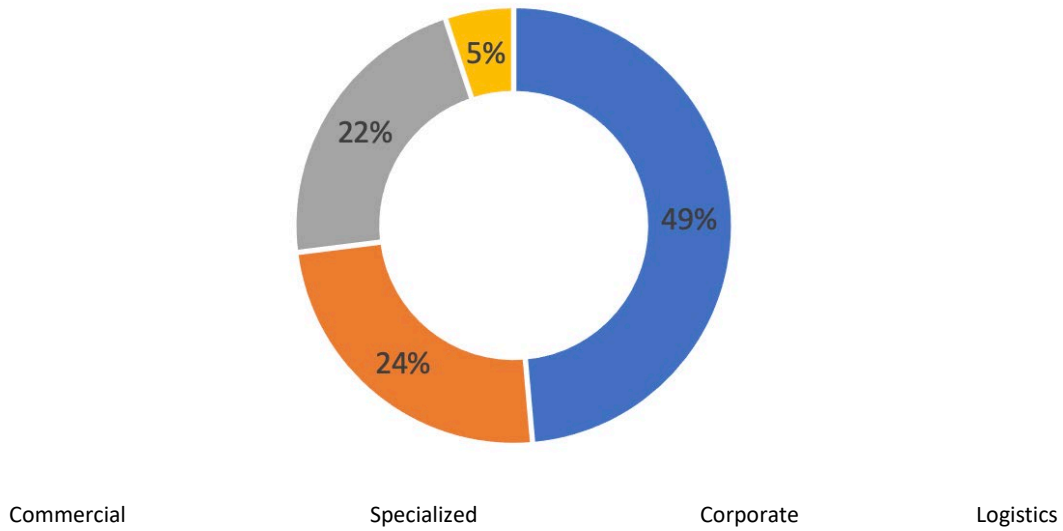


From the portfolio's composition standpoint, the assets acquired during the year increased the health and hospitality categories' share. Also, presence expanded to the municipality of Baru. The acquisitions made in 2021 are diversified as follows:

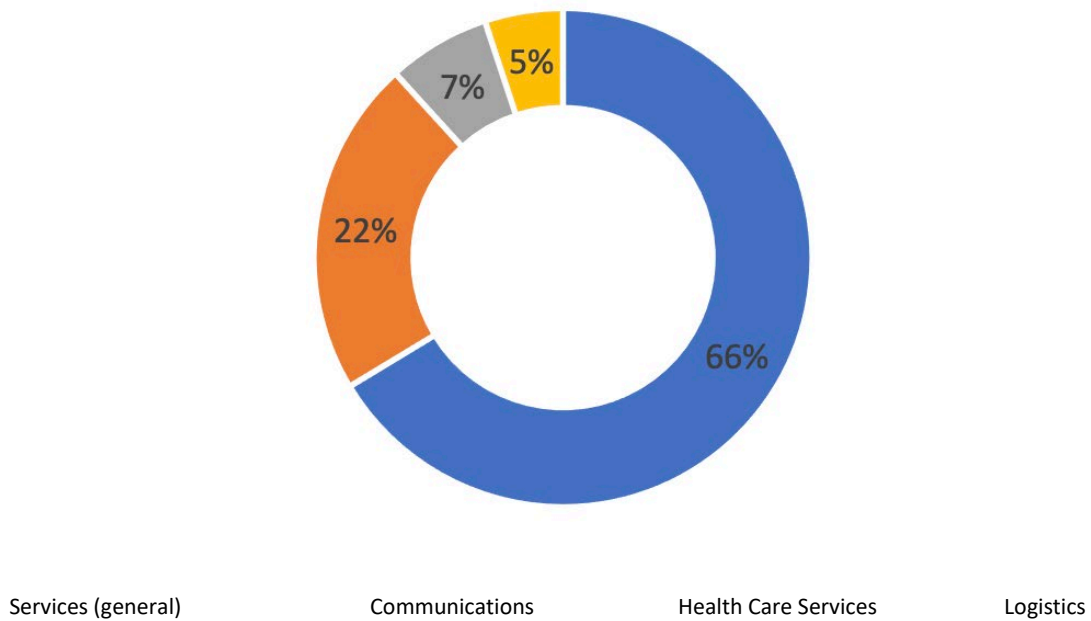
Geographic diversification – Acquisitions 2021



Diversification per category – Acquisitions 2021



Diversification per economic sector – Acquisitions 2021



Under the recovery scenario, the risk management hedging mechanisms were monitored and adjusted all over the year through preferential flows and guaranteed income schemes, the portfolio insurance program's strengthening, and prior analyses and follow-ups of the tenants' financial situation.

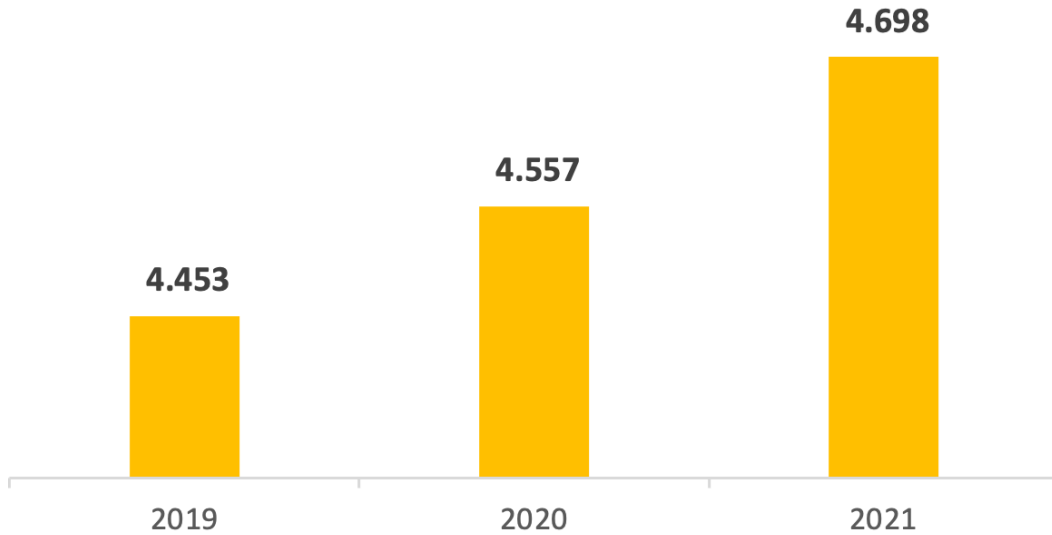
2.1 Investment Thesis

- **First** real estate investment vehicle in **Colombia**, structured under the **REITs** model.
- Consolidated from its inception as a **leader** in the country's **real estate sector**.
- **Long-term calling**, 99 years extendable for up to 99 more years.
- PEI has consolidated solid and long-term relationships with over **2.000 tenants**, providing comprehensive value-added solutions to their needs.
- Participates in different real estate assets categories and **manages over 2.000 lease agreements**, with a tenants' retention ratio exceeding 87%.
- PEI is the **largest institutional owner** of shopping malls and corporate offices in the country.
- An **Expert Real Estate Manager** with an extensive track record in real estate investments and in-depth knowledge of the **real estate and financial markets**.
- The Real Estate Manager has developed a **Sustainability model** with actions and programs incorporated into both PEI portfolio's **investment policy** and **assets management**.

One of PEI's main investment principles is its long-term call, associated with that of the real estate's rental business, aimed at capitalizing the assets' stabilization, appreciation, and commercial exploitation in horizons ranging between 5 and 10 years, overcoming the possible cycles that any specific economic sector may be exposed to, or major challenges such as the one unleashed by the Covid-19 pandemic.

In 2021, PEI continued to consolidate robust long-term relationships with first-rate tenants, reaching nearly 1.900 tenants in the different categories and partnering with over 600 new allies compared to the end of 2020. The measures adopted during the last 18 months, through which an ever-increasing range of comprehensive and value-added solutions are offered to the current and prospective tenants' real estate needs, highlights PEI's purpose to act as a business ally.

PEI's Investors Evolution



Through these principles, PEI has managed to participate and stand out as a country leader in the different real estate categories, currently managing over 2.600 contracts –an increase exceeding the 700 lease agreements closed in 2021–, reaching a tenant retention ratio close to 90%.

The Real Estate Manager's track record and deep knowledge of the financial and real estate markets is part of what has enabled us to face the challenges arising in the recent months and make the appropriate decisions that, throughout 2021, reflected in the core business metrics' gradual recovery.

Colombia's leading real estate investment vehicle		
TECHNICAL DATA SHEET – EQUITY SECURITIES (TEIS) PROGRAM		
ISSUER:	Estrategias Inmobiliarias Trust	MANAGEMENT AGENT: Fiduciaria Corficolombiana
MANAGEMENT AGENT:	Pei Asset Management S.A.S.	INVESTORS LEGAL REPRESENTATIVE: Fiducoldex
SECURITIES OFFERED:	Equity securities registered with the ISNR and the BVC Fungible, with preemption rights	FIRST ISSUE: February 2007
SIN:	COV34 (listed with the Colombian Stock Exchange)	RATING AGENCY: BRC Standard & Poors S&P Global
LEGAL STRUCTURE:	Real Estate Securitization Trust	
CURRENCY:	Colombian Pesos COP	
INVESTMENT'S MAXIMUM AMOUNT:	1 Security (one Security)	
VALIDITY:	99 years extendable for an additional equal term Long term investment horizon	

INVESTMENT POLICY		
Permitted Investments		
Commercial-use real estate assets located in Colombia with an attractive income generation and/or appreciation potential, diversified under several criteria aimed at maintaining a moderate risk profile. PEI has embraced a responsible investment policy that incorporates ESG factors in the investments decision-making process.		
Exposure Limits:		
Per Tenant:	≤ 20%	Per Real Estate Category: ≤70%
Per City:	≤ 85% Bogota; ≤ 50% Medellin and Cali; ≤ 30% Others	
Insurance Program: All Risk Policy (all material damage risk) / Tort Liability		
RISKS		
Vacancy	Receivables from Tenants	Lack of Liquidity
Hedging schemes for new assets: Global Fixed Sum, Guaranteed Rent, Preferential Flow		
Limit on Assets Under Development- AUM: ≤ 15% of projected AUM for one year and ≤ 40% long-term projected AUM. PEI bears no construction-related risks.		
CAPITAL STRUCTURE		
Equity securities issuance and placement program	AUTHORIZED AMOUNT: COP 5bn	ISSUED AMOUNT: 3.9 bn
Debt securities issuance and placement program	AUTHORIZED AMOUNT: COP 3bn	ISSUED AMOUNT: 1 bn
INDEBTEDNESS LIMIT		
TOTAL DEBT: ≤ 40% AUD.	SHORT-TERM DEBT: ≤ 35% AUD.	LONG-TERM DEBT: ≤ 35% AUD.
INVESTORS' COMPOSITION		
INSTITUTIONAL		RETAIL
Pension Funds	Insurance Companies	Others
		Individuals
		Entities
SECURITIES' YIELDS		
DISTRIBUTABLE CASH FLOW (DCF)		DISTRIBUTABLE CASH FLOW'S PAYMENT MECHANISM
	<ul style="list-style-type: none"> Operating income Operating expense Net responsible expense NOI Portfolio expense EBITDA Net financing expense Financing and working capital DCF 	<ul style="list-style-type: none"> Quarterly payment on the tenth (10th) business day of February, May, August, and November The investor owning the security receives the DCF on the day before the payment date The amount paid is subject to any relevant tax and withholding-related discounts, depending on each investor's taxable nature
	PORTFOLIO'S APPRECIATION	
SALE OF ASSETS		
Any funds from the sale of assets may be: - Reinvested within the following 12 months in PEI; - Distributed to Investors		
CORPORATE GOVERNANCE		
1. Advisory Committee 9 Members	5 Independent members 4 members from the Real Estate Manager	
2. Information disclosure	Relevant information disclosure mechanism SIMEV – FSC	
3. Vehicle's decisions	Indebtedness:	Advisory Committee
	Investments:	Advisory Committee
	Amendments to the Rules:	IGA 80% of the TEIS

3. Executive Summary – 2021



*Los activos adquiridos han sido previamente aprobados por el Comité Asesor y han cumplido con las condiciones de la sección "2.3.1 Inversiones Admisibles" del Prospecto.

*Los metros cuadrados de Rivana y Calablanca comenzarán a generar ingresos a partir de 2022.

* The assets acquired were previously approved by the Advisory committee and complied with the conditions in "Section 2.3.1 Permitted Investments" of the Prospectus.

* Rivana and Calablanca's square meters will start to generate income as of 2022.

Real estate portfolio:

- Physical Vacancy 2021: 6.9% / Economic Vacancy 2021: 9.7%
- GLA's Absorption in 2021: 122 thousand m²
- Net receivables = 1.4% of the annual revenues
- Assets' traffic growth

Portfolio's financial results:

- Revenue recovery +8% compared to 2019
- NOI Margin: 82% / EBITDA Margin: 63%
- Gradual growth of the cash flow paid in the last 5 quarters
- Dividend Yield 2021: 4.8%

PEI's Equity Securities (TEIS) Secondary market:

- 63% decrease in trading volume for PEI and 67% decrease in trading volume for the total real estate vehicles
- 20% price discount in 2021
- Profitability: Distributable Cash Flow / Appraisals
- Conversations with BVC and the SBC to list the TEIS in the equities trading session.

Appreciation at market prices:

- Not optional, regulated by the Financial Superintendency of Colombia under Circular 006 of 2021.
- Mandatory as of June 1, 2021

Acquisitions 2021:

- Diversified acquisitions in all portfolio's categories and by geographic location, reaching 150 assets, 31 cities, and 1.15M square meters.
- The health sector's portfolio consolidated through partnering with *Grupo Sanitas*, reaching a total of 4 assets in Cali and Bogota.
- Fulfillment of the investment commitments in connection with 6 assets, for COP 672 thousand million.
- Venture in the hotel sector, with a first luxury hotel operated by Accor group's Sofitel chain.

Sustainability:

- Identification of stakeholders and material sustainability issues.
- The Real Estate Manager set goals framed in the strengthening of its ESG practices.
- Implementation of the Responsible Investment Policy.
- A COP 380 MM investment to optimize the assets' use of resources.
- Periodic update of the vehicle's Strategic Risks assessment.

4. Management 2021: Recovery of the vehicle's main metrics within the context of a new and challenging juncture

- a. Macroeconomic analysis and real estate environment by category

Colombia's macroeconomic environment

2021 posed great challenges for the Colombian economy, which in addition to the difficulties stemming from the pandemic, the vaccination plan, and the different fiscal challenges inherited from 2020, faced a new social outburst characterized by social demonstrations and rallies during the second quarter of the year, which slowed down the recovery process that began in 2021. This, notwithstanding the GDP's growth -14.4% annual growth at the end of the third quarter-

By sector, commercial showed the best results in 2021 with a 33.8% growth compared to the third quarter of 2020. Commercial undoubtedly benefited the most from the end of quarantines and the economy's activation. Likewise, Industry showed an 18.8% growth compared to the same period of 2020, as well as artistic activities (32% y/y), greatly benefitting from the end of the quarantines. According to DANE's measurements, all economic sectors experienced growths above 0% in 2021, with the statistical factor favoring most sectors as the 2020's contraction was quite significant. Accordingly, exceeding this year's production levels has been easier.

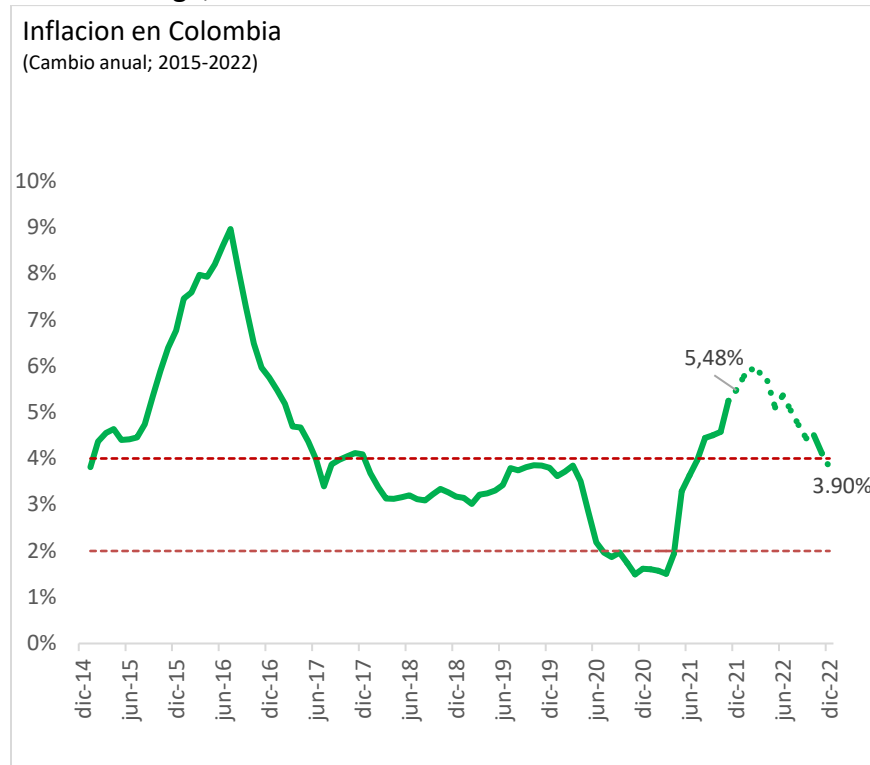
There is concern, however, on the construction sector's performance, which in spite of being one of the hardest hit in 2020, barely grew 0.8% from the third quarter of one year to the other (y/y). While construction of buildings (housing, offices, and commerce) grew 8.9% y/y, the poor results of the quarter resulted from a y/y -12.8% contraction in civil works (roads, aqueducts, airports, among others).

In 2020, inflation in Colombia closed at its lowest historic level, registering 1.62% at the end of the year. Although the inflation's downward trend continued until March 2021, it is worth highlighting some elements that, in 2020, led to this historical low. For example, the economy's closure resulting from the quarantines generated a global inflation slowdown (logical, after a sharp drop in demand). This slowdown was harsher in Colombia, given the measures adopted by the National Government: i) Three days without VAT during the year; ii) The rental prices' freeze throughout the country; iii) Several subsidies granted for basic utilities; and iv) A significant reduction of the gasoline price that is still in place, despite the oil price's quick recovery. All the above led Colombian inflation to remain among the lowest in the world, until the first quarter of 2021.

These pandemic-driven benefits came to an end in April, when inflation first increased in over 8 months. Although the market had anticipated an inflation's upward correction during the year (in December 2020, inflation was projected to be close to 3.2% in December 2021), the social turmoil experienced from that month onwards caused a sharp increase of inflation. In May, specifically, the different roads closures, stemming from the social protests, created food shortages in a number of cities in the country, driving food prices up and inflation to rise from 3.97% in April to 9.51% in May.

The strong acceleration in food inflation led to a significant increase of the total inflation, which in August 2021 exceeded the Central Bank's target range, standing above 4% for the first time in over five years. In fact, inflation maintained a strong acceleration in the second half of the year and, in spite of a slight relief experienced thanks to the three days without VAT at the end of 2021, inflation stood at 5.63%, its highest level since 2016.

Inflation in Colombia Annual change; 2015-2022



Given the inflation's acceleration during the second half of the year, the Central Bank reacted swiftly and anticipated an increase of its intervention rate. The rate's first change took place in September, just after inflation surpassed the upper limit of the target range (under the Colombian Constitution, the Central Bank is required to maintain inflation between 2%-4%), after the Central Bank's board of directors increased the repo rate from 1.75% to 2.00% and, subsequently, following its October and December meetings, after it ordered consecutive increases of 50bps¹, closing 2021 with an intervention rate of 3.00%.

Real Estate Report by categories

Commercial Category - Bogota

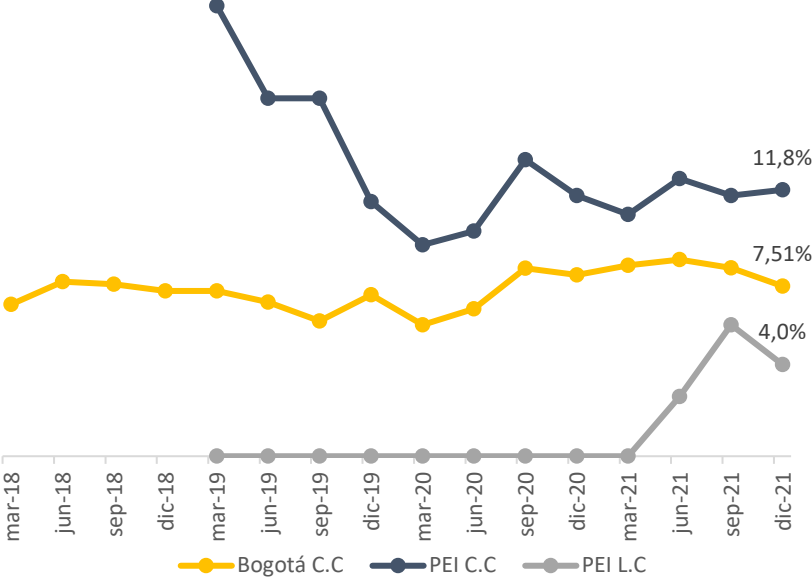
In 2021, the shopping centers' inventory reached 1.9 million square meters, representing a 3% annual increase, driven by *Nuestro Bogota's* start of operations, which added a total 57.000 square meters to the city's inventory. Although 2021's performance suggests an acceleration of the commercial premises supply's growth rate, the market is still feeling the impact of the pandemic's 2020 shock, considering that the shopping centers' inventory in Bogota was growing at an average annual rate of 11%.

¹ Bps: Basis points. Is the unit of measurement used to quantify the variation between two percentages. 1 bp corresponds to a 0.01% change.

The Shopping Centers' vacancy rate in Bogota dropped for three consecutive quarters, closing 2021 at 7.5%. Thus, the vacancy rate at the end of 2021 stood below the one registered at the end of 2020 (8%), being quite close to the 7.12% recorded in December 2019 before the pandemic began. The physical vacancy of PEI's Shopping Centers portfolio in Bogota stood at 11.8%, remaining relatively stable throughout the year and close to the 11.5% level observed by the end of 2020. On the other hand, the physical vacancy rate of PEI's commercial premises portfolio stood at 4% by the end of 2021.

Vacancy Rate - Bogota

Tasa de vacancia Bogota
(2018-2021)



The average rental price per square meter stood at COP 110.500 in December 2021, exceeding the COP 107.900 registered in 2020, but still below the COP 115.000 registered at the end of 2019. Following the decline observed in 2020, the average rental prices in Bogota showed a clear recovery in 2021, even reaching in June the levels observed before the pandemic. Better economic dynamics in the country during the third quarter, in tandem with better results managing the pandemic (on average, 1.300 new cases per day during the third quarter of the year vs. 20.000 during the second quarter) drove this metric's positive change.

Commercial Category - Medellin

At the end of 2021, the commercial premises' inventory remained stable at 942 thousand square meters, driving the annual growth rate to stand at 0%. Thus, the commercial premises offering in Medellin completed almost 2 years with no inventory changes. Actually, the annual growth rate of Medellin's inventory has steadily dropped since March 2019.

Medellin's vacancy rate stood at 4.93% in December 2021, with a slight increase compared to the 4.70% registered in December 2020. Medellin was clearly unable to fully consolidate a recovery of its vacancy rate, which consistently increased from 3.0% in December 2019 to 4.7% in December 2020. Although shopping centers in Medellin have not managed to reach the levels existing before the pandemic, its vacancy is the lowest among Colombia's four main cities. While the vacancy rate of PEI's first shopping center in Medellin (*El Tesoro 4*) was 6.1% in December 2021, the vacancy rate of PEI's commercial premises in Medellin has been at 0% for the last 3 years.

In contrast, Medellin's average rental price per square meter remains at good levels, standing at COP 95.400 in December 2021, above the COP 89.700 registered in December 2020 but below the average COP 103.200 at the end of 2019, just before the pandemic started. While during the first three quarters of 2020 the average rental prices showed resilience in the face of the pandemic, they significantly dropped in the last quarter of the year, decreasing from COP 99.300 in September 2020 to COP 89.700 in December 2020. However, from the beginning of 2021, prices have shown a strong recovery, reaching a 7.4% annual growth rate in December.

Commercial Category - Cali

Cali's shopping centers inventory reached 388 thousand square meters in 2021, representing an annual increase of 10%. This city had the largest increase in shopping centers' inventory. This increase in the total square meters allocated to the shopping centers in commercial category resulted from the expansion of two important malls in the city: *Cosmo Centro* and *Jardin Plaza*, which added a total 34.000 square meters. Accordingly, the supply of commercial premises in Cali maintains the same good dynamics existing since the beginning of 2021, reaching in December the highest annual growth rate in the last 4 years.

Furthermore, the shopping centers' vacancy rate in Cali stood at 14.4%, its highest level in the last four years. Between 2020 and 2021, Cali's physical vacancy rate increased from 13.5% to

14.4%, continuing to move farther apart from the 12% rate existing before the pandemic and showing the highest vacancy rate among the four main cities in Colombia. The vacancy rate of PEI's portfolio in Cali at the end of 2021 stood at 0%, both for shopping centers and commercial premises.

The average rental price per square meter in Cali stood at COP 62.700 in December 2021, with prices remaining stable throughout the year. After dropping from COP 97.526 in December 2019 to COP 71.300 in March 2020, a new growth dynamic has not been possible, notwithstanding the lower mobility levels resulting from the restrictions imposed to manage the Covid-19, which should generate a higher demand for commercial premises and, in turn, pressure an increase in rental prices.

Commercial Category - Barranquilla

Barranquilla's shopping centers inventory stood at 381 thousand square meters in 2021, the same level as 2020, being the only of the four main cities in Colombia showing zero growth in 2021. In fact, Barranquilla's last inventory increase was in 2019, when *Mall Plaza Buenavista* was opened, contributing nearly 54.000 square meters of leasable area to the inventory. A decrease of the available area was even observed during the last two years, between September and December 2020.

Although Barranquilla's shopping centers inventory remained stable in 2021, the physical vacancy rate increased. At the end of 2021, the average vacancy rate was 6.54%, above the 5.3% registered at the end of 2020 or the 5.2% registered for the whole of 2020. As for PEI's portfolio, vacancy stood at 0% both for shopping centers and commercial premises.

The average rental price per square meter in Barranquilla was COP 95.400 in December 2021, exceeding the average price at the end of 2020, which was COP 89.700, but standing below the COP 103.242 registered in 2019 before the pandemic.

Corporate Category - Bogota

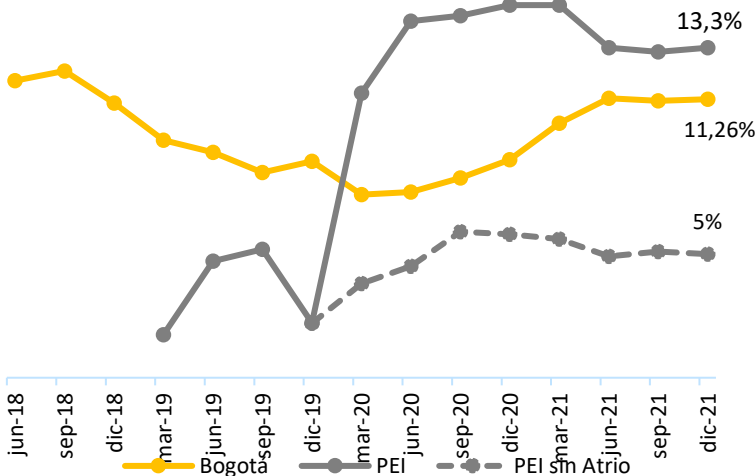
Bogota's offices inventory reached 3 million square meters in 2021, representing a 3.9% increase compared to 2020. This annual growth meant a 116 thousand square meters increase compared to the figures registered at the end of 2020, reflected in the *Andino*, *Salitre*, *Chico* and *Centro Internacional* corridors, and driven by the opening of *Sequoia Plaza*, *Gold 8*, *FIC 9211*, *Torre Atrio*, *Gold 9*, and *85 Square*. In fact, 2021 showed a change in the inventory's growth, because from

the first quarter of 2018 the offices supply showed a consistently decreasing trend that accentuated during the pandemic.

The vacancy rate in Bogota was not good, standing at 11.3% at the end of 2021 and getting worse in contrast to the 8.8% registered at the end of 2020. Although the vacancy increase between 2020 and 2021 is worrying, it is worth noting that during the last three quarters of 2021, vacancy remained stable and ended a physical vacancy's upward trend that lasted for five consecutive quarters. Nevertheless, the 11.3% registered in December is far from the 8.8% recorded in December 2019 before the pandemic started. On the other hand, PEI's portfolio vacancy in Bogota stood at 13.3% at the end of 2021; although this means a better performance compared to the 15.1% registered in 2020, this was largely driven by *Atrio's* incorporation to the portfolio in 2020: without considering this asset, PEI's vacancy rate at the end of 2021 stood at 5%, less than half of the market's average.

Vacancy Rate – Bogota

Tasa de vacancia Bogota (2018-2021)



Average rental prices per square meter stood at COP 65.600 in December 2021, their highest level in the last 5 years. Following the average price drops resulting from the pandemic in 2020, price has increased for four consecutive quarters. In fact, Bogota price's growth rate stood at 9% compared to end of 2020. Class A+ buildings in the city recorded prices increases close to 11.2%, closing the last quarter of the year at an average price of COP 77.900 per square meter and driving the city's prices above COP 80.000 in buildings such as *Atrio*, *Sequoia Plaza*, *Torre 8 (Cemsa)*, and *Oxo Center*.

Corporate Category - Medellin

Medellin's office inventory reached 778 thousand square meters in 2021, representing an annual increase of 4.2%, the largest among the four main cities in Colombia. The city's inventory increase was driven by the entry of Cross Business Center in the second quarter of 2021. Also, with *Cross Business Center*, Class A offices now represent almost 60% of the total inventory.

Medellin's vacancy rate remained relatively stable in 2021, closing the year at 6.68%, a marginal reduction compared to the 7% registered at the end of 2020. The vacancy rate at the end of 2021 was below the 9.5% recorded at the end of 2019. In general, Medellin has proven to have the greatest resilience among the four main cities in the country, because in spite of the challenges posed by the Covid-19 and the national protests in the middle of the year, its physical vacancy never exceeded 8%. On the other hand, PEI's portfolio in Medellin maintained a 0% vacancy throughout the year.

The average rental price per square meter in Medellin stood at COP 49.800 in December 2021, its highest level since 2017. The average price remained practically static in the last three quarters of 2021, following the significant increase recorded between the first and second quarters of the year. Medellin's price performance differed from that in other cities, because in spite of the effects from the pandemic, rental prices increased in the first three quarters of 2020 and the only decline thereof –between December 2020 and March 2021– was quickly corrected in the second quarter of 2021. The rental prices increase may be explained by the reduction of the corporate spaces available for rent, mainly in Class A buildings in *El Poblado* and *Las Palmas*.

Corporate Category - Barranquilla

Barranquilla's office inventory reached 245 thousand square meters in 2021, representing an annual increase of 4%. Although the annual growth of Barranquilla's offices inventory has been positive, supply has not increased at all during the last three quarters. Even so, this performance is typical of the recent years where supply increases only in the first quarter of the year and remains stable for the rest of the year.

At the end of 2021 the vacancy rate in Barranquilla stood at 16.3%, reaching its lowest point since 2018; in fact, 20.3% is below the last 5 years' average of 20.5 %. Even so, Barranquilla is the city with the highest vacancy rate among the four main cities in the country, historically doubling that of the rest of the cities.

Barranquilla's average rental price per square meter was COP 42.700 in December 2021. The average price slightly varied between the second and fourth quarters of the year, dropping from COP 43.800 to COP 42.700. However, it is one of the highest prices registered in the last four years, exceeding the COP 38.000 registered in 2020. Although rental prices considerably decreased in 2020, they have already surpassed those observed before the pandemic.

Corporate Category - Cali

At the end of the third quarter of 2021, Cali's office inventory remained at 164 thousand square meters, representing a 0% annual increase. Thus, the offices supply in Valle del Cauca's capital city has not increased during the last eight quarters, i.e., since the beginning of 2020.

Additionally, Cali's office vacancy rate increased up to 11.9%, its highest level in the last four years. Furthermore, the offices vacancy upward trend has remained practically uninterrupted since March 2020 when the quarantines began to contain the Covid-19 pandemic. However, it is also worth noting that Cali's offices vacancy rate has remained relatively stable for the last four years, despite the shock from the pandemic, fluctuating within a range between 9% and 12%. PEI's corporate portfolio physical vacancy in Cali has remained at 0% for the last two years.

Cali's average rental price per square meter stood at COP 49.400 in December 2021. The average price increase compared to the end of 2020, when it stood at COP 38.000; the price at the end of 2021 even exceeded that of 2019, before the pandemic started. In March 2020 the price per square meter reached the highest in the last 5 years before the full effect of the pandemic was felt. From then on, Cali experimented a significant reduction of the rental prices and, despite 2021's good performance, the highest price reached in 2020 has not been surpassed yet.

Logistics Category - Bogota

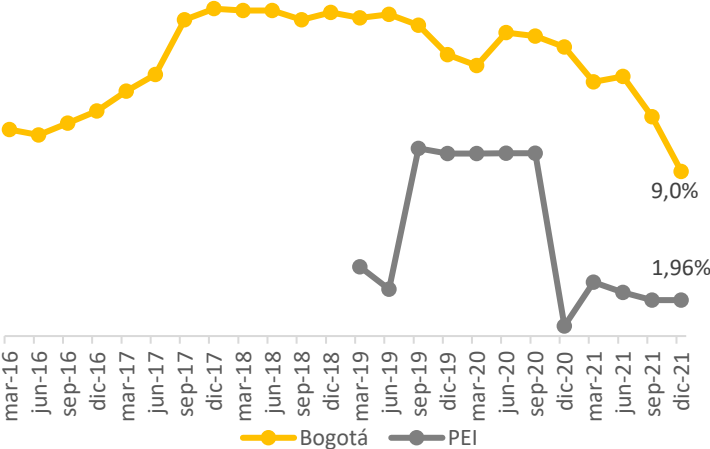
The warehouses inventory exceeded 4 million square meters in 2021, representing an annual increase of 1.6% in the four corridors of Bogota and its metropolitan area: *Calle 80*; *Funza*; *Mosquera*, and *Tocancipa*. This variation was driven by *Parque Logistico Calle 80-LATAM's* GLA, which increased its inventory by 72% (going from 47.000 m² to nearly 81.100 m²). However, so

far, growth in 2021 has not yet reached the levels observed before the pandemic, when the supply of warehouses was increasing at an average annual rate of 2.4%.

On a positive note, the vacancy rate in Bogota decreased from 13.9% at the end of 2020 to 9% in the last quarter of 2021, leaving behind the vacancy’s modest increase observed between the first and second quarters of the year (going from 13.9% to 14.2%), impacted by the social unrest experienced in the country. Excluding the second quarter’s performance, the vacancy rate has completed seven quarters in decline and, in fact, exceeded the levels observed in 2019 before the pandemic. Furthermore, PEI’s portfolio physical vacancy in Bogota stood at 1.96% at the end of the year, completing four quarters decreasing and below the level reached at the end of 2019 (2.5%).

Vacancy Rate - Bogota

Tasa de vacancia Bogota
(2018-2021)



The average rental price per square meter stood at COP 16.700 at the end of 2021, its highest level in the last 5 years. After the average price drop caused by the pandemic during the last quarter of 2020, prices increased for a whole year. The rental price increased 15.2% in Bogota between 2020 and 2021.

Logistics Category - Medellin

Medellin’s warehouses inventory reached 925 thousand square meters in 2021, including the warehouses located in *Sabaneta*, *Bello*, *Itagüi*, and *Rionegro*. This growth of up to 925 thousand square meters amounted to a 6% annual increase, the largest among Colombia’s four main cities, and was driven by the A-specifications warehouses performance, which increased their GLA by

18% after new industrial spaces in existing parks located in 4 corridors were completed, adding nearly 73.600 new square meters.

On another positive note, Medellín's vacancy rate, stood at 5.0% at the end of 2021, following a downward trend lasting for six consecutive quarters. In fact, this quarter's result shows the best performance since June 2019, with the vacancy levels seemingly overcoming the contingency caused by the pandemic. If the trend observed so far continues, we may return to the good average vacancy levels observed in 2016, corresponding to 3.3%. Moreover, PEI's portfolio physical vacancy in the city and its neighboring areas has been standing at 0% since December 2019.

The average rental price per square meter in Medellín stood at COP 18.400 in December 2021. Thus, rental prices in the city are the highest among Colombia's four main cities, maintaining strong dynamics with an annual growth rate of 15.2% (also the highest annual growth rate among the four major cities).

Logistics Category - Cali

Cali and its metropolitan area's (including *Yumbo*, *Palmaseca*, and *Palmira*) warehouses inventory reached 538 thousand square meters in 2021, representing an annual increase of 5%. Cali's supply of warehouses thus managed to complete three consecutive quarters of growth, after stagnating since September 2018. The *Palmaseca* free trade zone recorded the largest inventory increase with over 11.800 square meters. Even so, the supply of warehouses in *Valle del Cauca*'s capital city has not yet managed to recover the levels observed in 2017, when supply amounted to 572 thousand square meters.

Additionally, Cali's warehouses vacancy rate decreased to 2.7%, its lowest level in the last five years. Moreover, its warehouses vacancy in the last semester of the year ended an almost uninterrupted upward trend from September 2019. Thus, Cali ranks as the city with the lowest physical vacancy rate among the four main cities in Colombia, with the vacancy rate of September 2021 corresponding to almost half of that of Medellín or Barranquilla.

The average rental price per square meter in Cali stood at COP 13.600 in December 2021. Although the price at the end of 2021 was below that of 2020 (COP 13.900), it exceeded the price registered before the pandemic started (in December 2019, the average rental price was COP 12.400 per square meter). Finally, the rental price per square meter in Cali and its neighboring areas has shown little volatility since 2017.

Logistics Category - Barranquilla

Barranquilla's warehouse inventory reached 1.2 million square meters in 2021, corresponding to a 1% annual increase. Barranquilla and its metropolitan area's inventory increase was driven by *Parque Logístico BAQ* and *Centro Logístico Stock Caribe* industrial parks entry into operation in the first and third quarters of the year, respectively.

Like the rest of the country, Barranquilla's vacancy rate showed positive results, standing at 7.4% in the last quarter of 2021, a significant decrease compared to the 11.7% registered at the end of 2020, and an even better figure than the one registered two years ago, in December 2019, when physical vacancy stood at 10.9%.

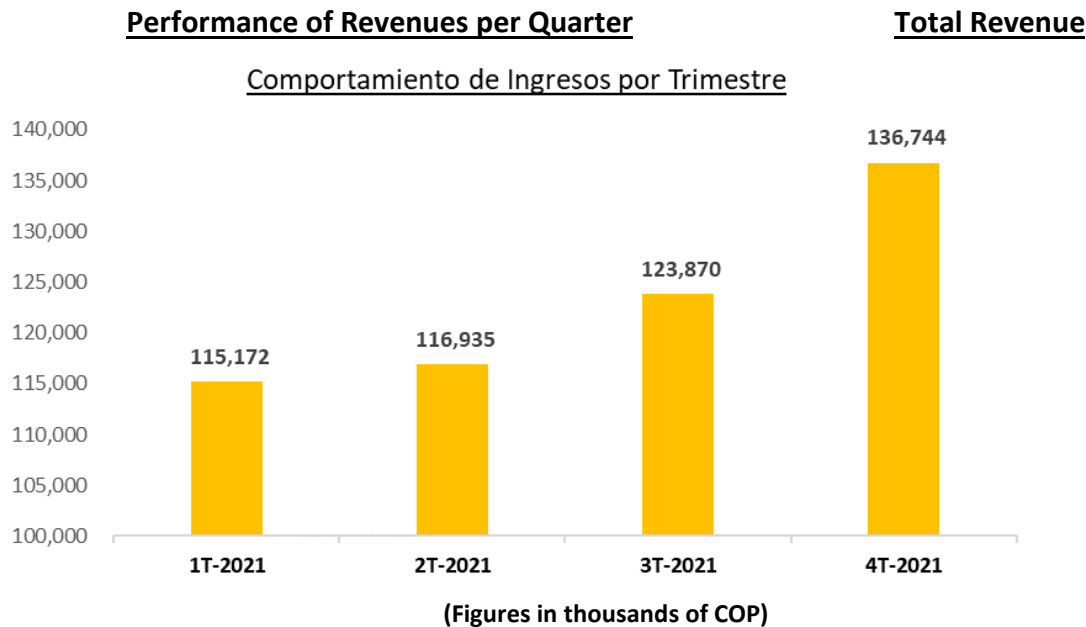
The average rental price per square meter in Barranquilla amounted to COP 16.400 in December 2021, standing above the COP 15.500 registered at the end of 2020. In fact, though rental prices considerably decreased throughout 2020, this year they have already exceeded those recorded before the pandemic, as the average rental prices in December 2019 stood at COP 15.390.

b. Financial Ratios

COSTS STRUCTURE INCOME	ESTRUCTURA DE COSTOS	
	+ INGRESOS <ul style="list-style-type: none"> ◊ Arrendamiento y concesión de inmuebles ◊ Parqueadero ◊ Mercadeo y publicidad ◊ Ingresos financieros ◊ Otros 	Lease and concession of assets Parking Marketing and advertising Financial revenues Others
OPERATING EXPENSE	- GASTOS DE OPERACIÓN <ul style="list-style-type: none"> ◊ Impuesto predial ◊ Seguros ◊ Avalúos ◊ Honorarios de operadores especializados ◊ Gastos de reparaciones y mantenimiento ◊ Gastos reembolsables Netos de los activos ◊ Otros 	Property tax Insurance Appraisals Specialized operators' fees Repair and maintenance expense Assets' net reimbursable expenses Others
NET OPERATING PROFIT	= NOI ¹ = UTILIDAD OPERACIONAL <ul style="list-style-type: none"> ◊ Ingresos facturables, menos gastos operacionales 	Billable income minus operating expense
ADMINISTRATIVE EXPENSE	- GASTOS ADMINISTRATIVOS <ul style="list-style-type: none"> ◊ Gastos del vehículo: comisión de administración inmobiliaria, comisión de agente de manejo, costos de mantenimiento del programa de emisión BVC, Deceval, honorarios del Comité Asesor. 	Vehicle's expense: real estate management fee, management agent's fee, BVC issuance program's maintenance costs, Deceval, Advisory Committee's fees
NET FINANCIAL EXPENSE	= EBITDA ² <ul style="list-style-type: none"> ◊ NOI, menos gastos administrativo 	NOI less administrative expenses
WORK CAPITAL INVESTMENT	- GASTOS FINANCIEROS NETOS <ul style="list-style-type: none"> ◊ Rendimientos de excedentes de tesorería ◊ Intereses de obligaciones financieras ◊ Gastos bancarios 	Profits from treasury surplus Interest from financial liabilities Banking expenses
DISTRIBUTABLE CASH FLOW	+/- INVERSIÓN EN CAPITAL DE TRABAJO <ul style="list-style-type: none"> ◊ Variación de activos corrientes y pasivos corrientes 	Current assets and current liabilities' variation
	= FLUJO DE CAJA DISTRIBUIBLE <ul style="list-style-type: none"> ◊ Monto final disponible para entregar a los Inversionistas, producto del resultado de la operación del portafolio. 	Final amount available for delivery to Investors, resulting from the portfolio's operation

Income

Operating income in 2021 totaled COP 492.725 million, representing a 12% increase compared to 2020. As the graph below shows, revenue has consistently and incrementally recovered throughout the year.



The commercial category experimented the most significant revenue increase, driven by over 50% less reliefs granted to the tenants compared to 2020 and the businesses' reactivation, which contributed a greater share of variable income.

The logistics portfolio registered a 7% higher turnover compared to 2020, derived from the vacancy's correction in the category. Likewise, the specialized assets segment experimented a 34% growth in income, driven by the new health assets' incorporation to the portfolio.

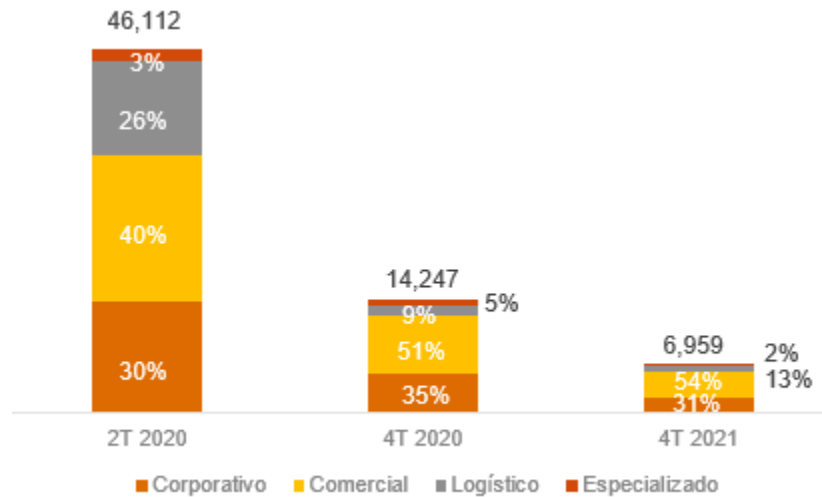
Receivables

Gross receivables by the end of December 2021 closed at COP 25.174 MM, 37% below the corresponding figure for 2020. Similarly, net receivables (current receivables less accounting provisions) decreased by COP 7.288 MM, compared to 2020, reaching COP 6.959 MM at the end of the year. From the above, COP 3.069 MM correspond to net current receivables and COP 4.219 MM to net overdue receivables.

Current receivables decreased by 69%, mainly resulting from deferred payments and payment arrangements reached in connection with the commercial, logistics, and corporate categories. On the other hand, overdue receivables decreased by 27%, as *Plaza Central*, *Atlantis*, and *Jardin Plaza Cali* shopping centers' overdue receivables were paid.

Also, it is worth mentioning that net receivables at the end of 2021 represented 1.41% of the year's operating income, equivalent to a 5 days-receivables turnover.

Net receivables by Category



Expenses

So far in 2021, the vehicle's total operating expenses increased by 21%, compared to 2020, reaching **COP 90.226 million**. The repair and maintenance works in the buildings, carried out taking advantage of the quarantine periods' reduction and restrictions put into place due to the pandemic, explain this increase. Additionally, the specialized operators' fees directly relate to the shopping centers' collection and revenues, and explain the close to 57% increase compared to 2020.

NOI

The accumulated NOI for the year showed a 10% increase compared to 2020, reaching **COP 402.494 million**. This, mainly associated with the NOI's 39% growth in the commercial category and 36% growth in the specialized category, resulting from the better revenues obtained in 2021.

Moreover, the NOI margin stood at 82%, showing a non-material decrease of 1.4 percentage points² (pp) compared to the same period of 2020.

² Pp: Percentage points. The measure used to compare two percentages. 1 pp corresponds to a 1% difference between two percentages.

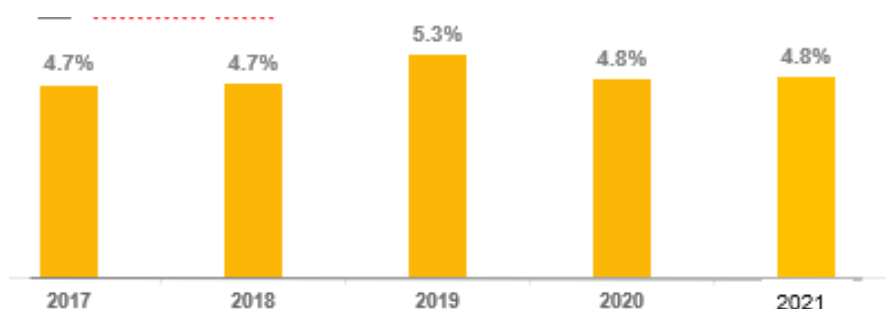
EBITDA

The EBITDA, i.e., after discounting the portfolio's administrative expenses, reached **COP 310.434 million** in 2021, representing a 9% increase compared to 2020.

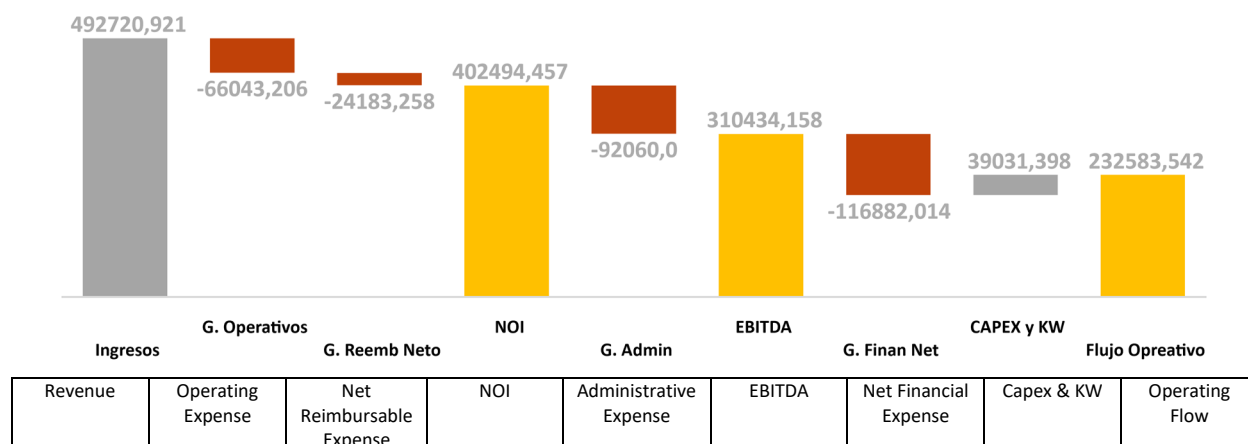
This, mainly resulting from the NOI's increase by **COP 35.750 million (+10%)**, partially offset by the portfolio expenses. In this connection, the portfolio expenses particularly refer to the administrative expenses of the properties acquired so far during the year: *Sanitas Toberin, Sanitas Versalles, Nuestro Bogota, El Tesoro 4, Jardin Plaza Norte, Rivana, and Hotel Calablanca*, which contributed 84.093 m2 to the leasable area. Additionally, the **TIS** and lease-related commissions increased by **COP 2.347 million**, mostly associated with a **COP 2.137 million** increase in TIS and lease commissions to reduce, particularly, the Corporate category's vacancy.

Distributable Cash Flow

The Distributable Cash Flow reached historic levels in 2021, amounting to COP 226 thousand million and achieving a 39% growth compared to 2020. 2021 is the first year that returns were paid in all quarters, considering that before the first half of 2020 payments were made every six months. 2021's dividend yield reached 4.8%, calculated upon the equity value, and has remained at the same levels for the last 5 years. If the security's market price is considered, this rate rises to 6.3%.



Historical Dividend Yield¹

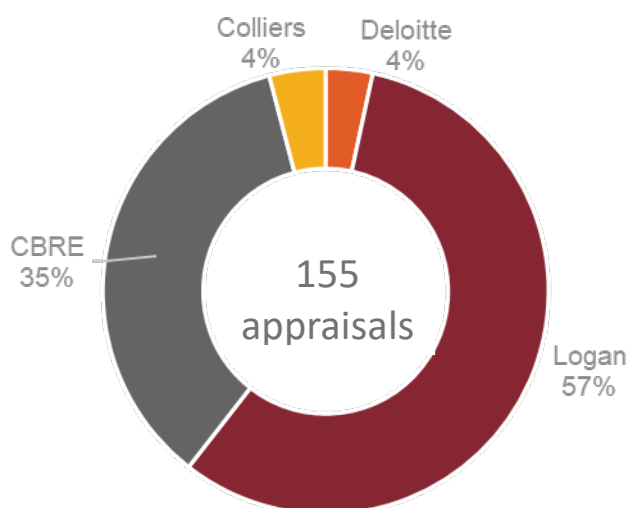


Breakdown of the Distributable Cash Flow - 2021³

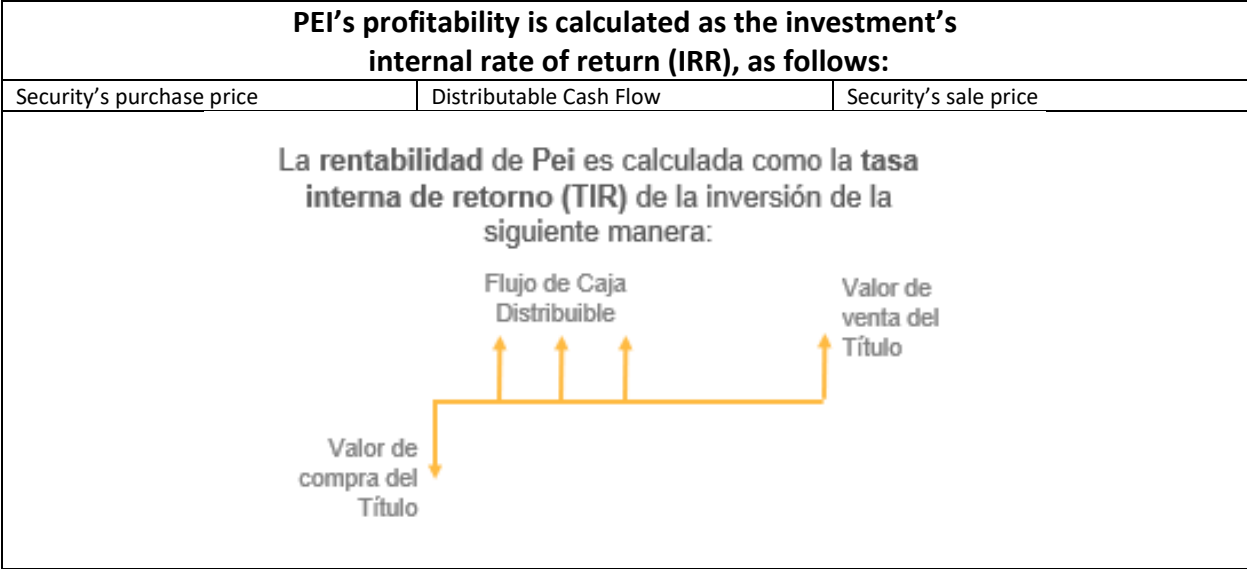
Profitability

The vehicle's total profitability is made up of the flow paid to investors, on the one hand, and the assets' appreciation in the period according to their commercial appraisal update.

So far during the year, Colliers, CBRE, Logan Valuation, and Deloitte –the independent appraisal firms approved by the Advisory Committee– have complied with the real estate assets' appraisals schedule.



³ The Distributable Cash Flow paid to PEI's investors in 2021 amounted to COP 226.262 million. However, the DCF accrued, i.e., reported in 2021's accounting, was COP 232.584 million corresponding to the DCF paid in May, August, and November 2021, and February 2022.



The cash flow generation component increased 37% throughout 2021, compared to 2020, amounting a total COP 226.262 million in cash flow paid, equivalent to COP 524.457 per security during the year. The dividend yield rate in 2021 was 4.81%.

$$\frac{\text{Distributable Cash Flow 2021}}{\text{Security's Average Equity Value 2021}} = \frac{524.457}{10.906.481} = 4.81\%$$

The assets' appraisal conducted by the independent appraisal firms combines several methodologies (future flows discount, replacement cost, direct capitalization, market comparables, among others) and emphasizes the discounted free cash flow. 155 appraisals were conducted in 2021, considering the portfolio assets at the beginning of the year and the acquisitions made during the period.

The first appraisals update round, following the pandemic, was completed in the first quarter of the year, showing devaluation in said quarter. As of April, several factors such as the businesses' reactivation, an increase of the assets' occupation, lower economic reliefs, and an increase of the CPI reflected in an appreciation of the assets' aggregate value for the year of COP 114.806 million.

The portfolio's aggregate total return closed the year at a 6.47% E.A., composed 23% by appreciation and 77% by cash flow distributions.

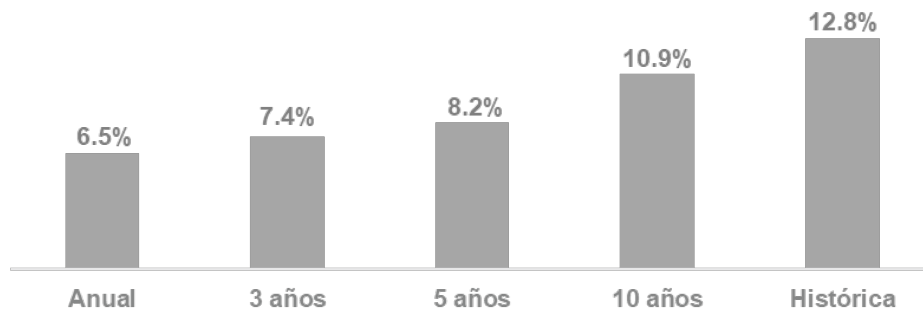
Historical returns over longer horizons remained stable, above double digits, in a range between 11% to 13% depending on the investment period.



LOGAN



Deloitte.



Yearly – years – Historic

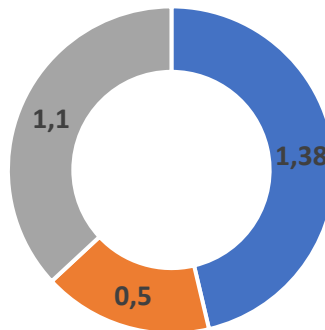
Returns at equity value per term

Capital Structure and Indebtedness

By its very nature, real estate investment is demanding in terms of capital requirements. PEI has diversified funding sources as follows:

Financing sources per available limits (COP Bn)

Cupos disponibles fuentes de financiación (COP Bn)



■ Emisión de Títulos ■ Emisión de Bonos ■ Deuda Bancos

Securities issues; Bonds issues; Debt with banks

- Access to the capital market through the Equity Securities (TEIS) Issuance Program, with an approved limit of COP 5 Bn.

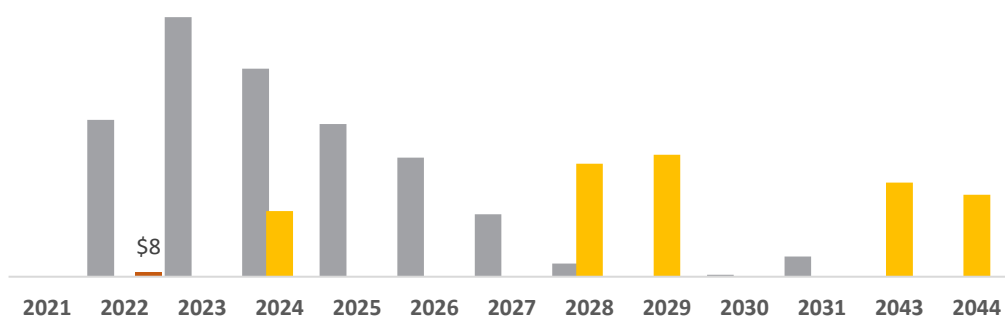
No TEIS were issued in 2021, so at the end of the year PEI's available limit for new issues of equity securities amounted to COP 1.38 Bn.

- Access to the capital market through the Debt Securities Issuance Program.

No bonds were issued during the year, and the ordinary 3-year bonds series, issued in 2018 for COP 116 thousand million, were redeemed. Following their maturity, in August 2021, they were replaced with bank financing.

- Credit facilities with financial entities for COP 2.85 Bn, of which COP 1.75 Bn have been used as of December 2021.

Debt maturity profiles 4Q 2021³ (figures in COP MM)



Total indebtedness closed 2021 at COP 2.74 Bn, of which 89% was long-term debt and 11% short-term, equivalent to a loan-to-value ratio (net debt to assets ratio) of 35.9 %, 4.1% below the indebtedness limit established in the prospectus.

In connection with the debt service, the debt portfolio's average interest rate dropped by more than 52 basis points, from 5.87% EA in 2020 to 5.35% EA in 2021. At the end of December 2021, 49% of the portfolio was indexed to the CPI, 38% to the IBR, and 13% to a fixed rate.

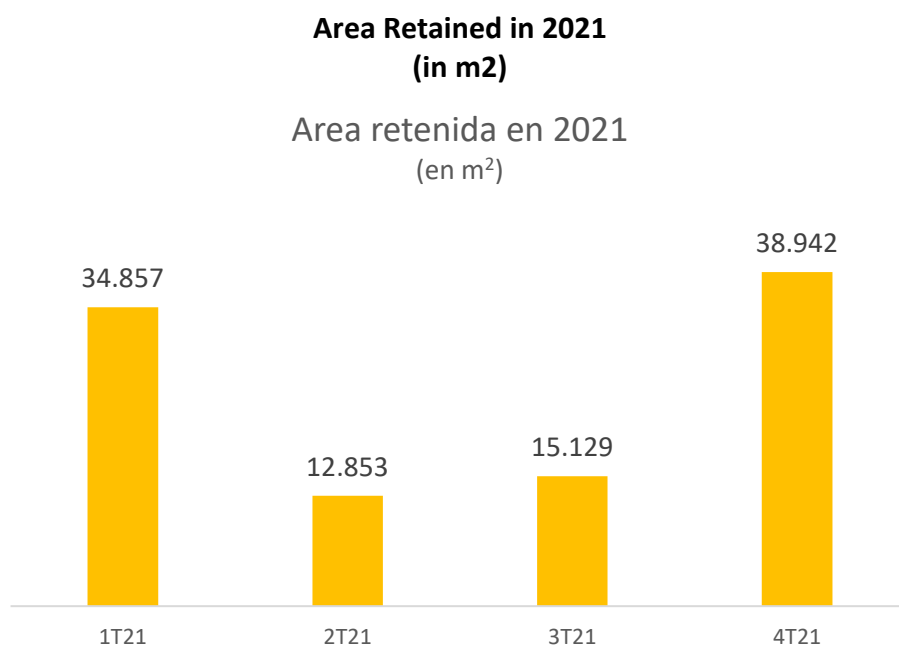
c. Real Estate Ratios

Up to date, PEI has acquired high standard-assets located in over 30 cities and municipalities throughout the country, in four different categories. PEI's portfolio registered COP 7.6 billion in assets under management and a leasable area exceeding 1.13 million m2 at the end of 2021.

Commercial Management

2021 showed recovery in all the portfolio's categories. After a challenging 2020, the pandemic brought restrictions especially to the commercial and corporate categories, requiring Pei Asset Management's commercial and assets management teams to work on strengthening the relationships with tenants and implementing initiatives aimed at addressing their needs with the least impact on the business results, and adapting innovative proposals aimed at offering added value to the existing and prospective tenants through the attraction of new customers.

Understanding the changes in the people's, organizations', and communities' habits due to the pandemic was a key factor in structuring the new business strategies. PEI's close approach and permanent support to the tenants enabled it to retain 92% of the contracts due to expire in 2021, all of which represented 101.781 m2, equivalent to COP 6.575 million in revenues for the year.



Throughout the year, both the commercial team and specialized operators renewed 948 agreements under the different categories. University residences showed an important recovery, gaining over 330 new tenants for the specialized category. These new tenants, along with those occupying the assets acquired during the year, added a total 1.876 tenants in the 150 assets of the portfolio by the end of 2021.

All categories gained new tenants, generating corrections in the portfolio's vacancy. In 2021, *Materiales Emo*, the second largest construction materials manufacturer in the country, became part of the logistics portfolio, as well as *Koba Colombia* with the D1 stores' regional distribution center near Ibagué, also in the logistics category. In the commercial category, important clients such as *Seratta Gourmand Market* in the *Atlantis* shopping center, occupied 2.700 m² of the fourth floor for fine dining restaurants. Also, certain brands expanded into intermediate cities: *KFC* to *Jardin Plaza Cucuta* shopping center with the first store in Cucuta and *Central Cevicheria* restaurant to *Nuestro Monteria* shopping center in Monteria. Finally, *Decathlon* opened a new store in the 4th Stage of *El Tesoro* shopping center in Medellín, which is the first one in the country exceeding 400 m².

In the corporate category, the strategy was twofold: On the one hand, the current clients' retention by renewing any contracts close to expire and the search for new tenants, focusing on the economic sectors strengthened by the pandemic experienced during the last 18 months and understanding the schemes under which they would return back to the offices. In 2021, 9 new corporate tenants, categorized as AAA, became part of the portfolio, mostly in Bogotá and Medellín. *Asurion*, a multinational of the communications sector; *Amazon Web Services*, a multinational of the technology sector; and *Abbott* in the pharmaceutical sector, are some of 2021's new brands, several under asset reserve premiums aligned with commercial hedging schemes structured by the Real Estate Manager. With this strategy, in terms of absorption, PEI leased about 50% of the spaces in Bogotá during the year, contributing half of the capital city's absorption in one year.

Finally, in the specialized category, 3 built-to-suit medical centers entered the already stabilized portfolio occupied by *Grupo Sanitas*, while *CityU* –which was significantly affected by the pandemic and the universities closures– reached 735 contracts by the end of 2021, recording the highest occupancy since it became part of the portfolio in 2017- *CityU*'s projection for the first half of 2022 is to achieve over 1.100 agreements.

During the year, 224.353 m² were leased, representing 101.781 m² retained and 122.572 m² absorbed. The year closed with an additional 16.432 m² under advanced stages of negotiation, mainly in the corporate and commercial categories.

Occupancy

The portfolio's occupancy in 2021 performed in a fairly positive manner and showed a constant recovery as the year progressed. The portfolio's average occupancy during the year stood at 91%, compared to the historical average rate of 93%. Although the portfolio's occupancy during the

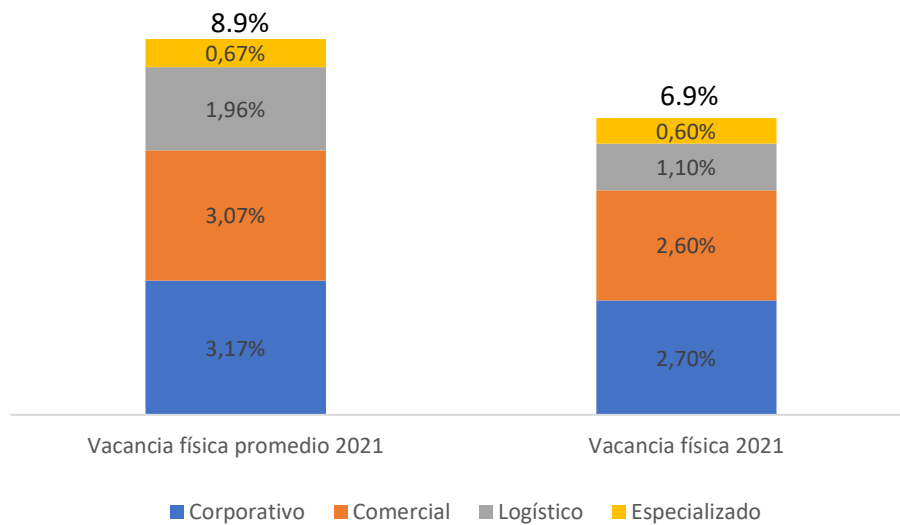
first quarter of 2021 reached 87% in February 2021, this metric corrected by nearly 600 bp¹ (basis points) during the year, closing 2021 at 93%. It worth remembering that, during the pandemic, PEI's lease agreements had no structural impact whatsoever, nor were their obligations suspended.

At the beginning of the year, the logistics category's occupancy was impacted, reaching a 14.6% vacancy peak in March 2021 after *Alfacer* returned the area leased in *La Cayena* free trade zone. This client was declared under liquidation during the first quarter of the year. Thanks to the Real Estate Manager's proactive management, the 40.000 m² were leased to *Industrias y Materiales Emo* after 6 months, during the second quarter of 2021. Also, *Hada International*², which rents its administrative building and the production plant, expanded within the logistics park, consolidating 200 new company jobs. The boom for logistics spaces, leveraged by the thriving electronic commerce industry, promoted *DHL*'s lease agreement in September 2021. *DHL*'s lease of 15.000 m² in *Parque Quadratto*, increased the logistics category's occupancy to 97%, equivalent to barely a 3% physical vacancy.

In the commercial category, *DollarCity* and *Smart Language Academy* became part of our new tenants, with over 1.600 m² on the 4th floor of the PEI's area at the *Santa Fe* shopping center in Medellin. On the other hand, Colombia's first *Hello Park* stores opened in both *Nuestro Monteria* and *Plaza Central*. The above, together with other important openings, drove the year's average occupancy to exceed 90%. Moreover, *Nuestro Bogota* opened at a 70% and thanks to the joint work of the operator and the Real Estate Manager's commercial management team, the year closed with an 83% occupancy. At *Nuestro Cartago*, vacancy increased temporarily because the anchor store –*Almacenes La 14*– was replaced by an *Exit* store under a "super WOW" format expected to open in June 2022 and reach a 93% occupancy.

El Tesoro's 4th Stage of in Medellin hosting *Decathlon* and *Jardin Plaza Cali*'s new north stage hosting 60 brands in 9.000 m² of leasable area, in addition to Cali's first H&M store, drove the year's occupancies to close above 90%.

The average physical vacancy for the year was 8.9%, while vacancy stood at 6.9%, exceeding the vacancy's expected projections, as published throughout the year.

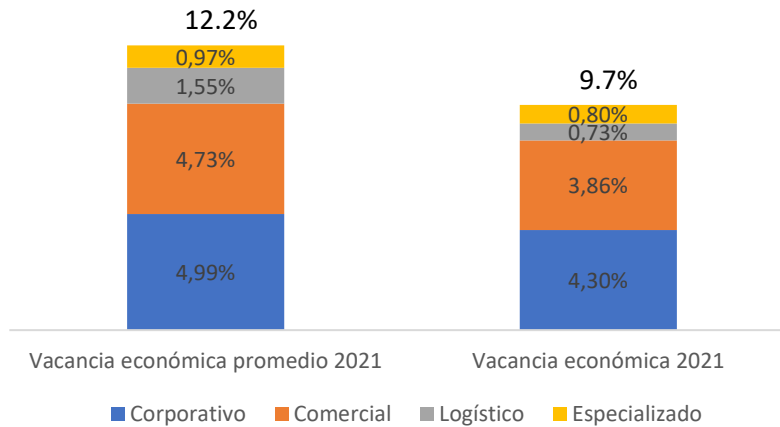


Average Physical Vacancy - Physical Vacancy
 Corporate – Commercial – Logistics – Specialized

Economic vacancy, measured as the portfolio’s actual income to expected income, performed well throughout the year, closing at 9.7%. In May 2021, this ratio reached 14%, mainly driven by *El Tesoro 4’s* expansion during the second quarter of 2021. This, added to the socio-political turmoil between April and May, particularly affected the city of Cali, temporarily increasing *Jardin Plaza Cali* shopping center’s vacancy level by 230 bps in those months. Because the grace periods granted ended, *Materiales Emo* engaged in adaptations to the premises leased, and *Suppla* made a hedging payment, economic vacancy in the logistics and retail categories corrected by 640 bps from the second semester, closing the year at 7.7%.

In the Commercial category, *Dollarcity’s* opening at *Atlantis Plaza* shopping center, Decathlon’s opening at *El Tesoro* in Medellin, and over 60 brands’ opening at *Jardin Plaza Cali*, including Cali’s first H&M store, derived in a corrected total economic vacancy ratio.

Thus, the average economic vacancy for the year stood at 12.2%, while the vacancy at the end of the year was 9.7%, exceeding the projections published throughout the year.

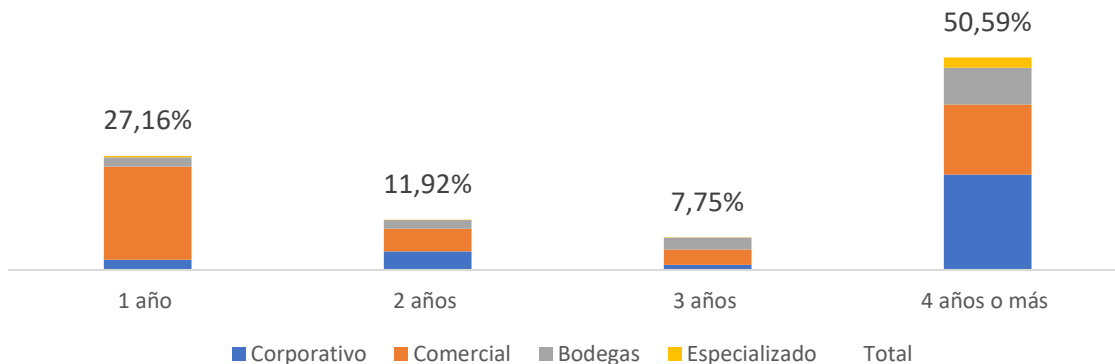


Average Economic Vacancy - Physical Vacancy
 Corporate – Commercial – Logistics – Specialized

Agreements' Term

The average term of the portfolio's total agreements closed at 5.9 years in 2021, similar to the end of 2019. This ratio, measured for each of the categories, reached 6.6 years for the corporate portfolio, 6.5 years for logistics, 5.5 years for specialized assets, and 4.6 years for the commercial category, which by its very nature has shorter-term agreements.

At the end of 2021, the portfolio had 2.661 valid agreements, with over half of them expiring after 4 years, as follows: About 34% with terms exceeding 5 years and 11% expiring after 10 years, considering the vehicle's long-term call. The commercial category has the largest number of agreements expiring after 12 months, given the rotation dynamics of the almost 400 tenants in small and intermediate-sized premises, corresponding to nearly COP 10.6 thousand MM. It is important to bear in mind that one-year term agreements for about COP 6.400 million have been retained during the last 2 years.



Retention

Another important ratio for the business is that of the tenants' retention. Tenants are retained through close and dynamic relationships with them. These relationships are built upon the foundation of being the tenants' real estate allies, a critical feature particularly in 2021, as several companies expressed their needs for new real estate proposals and added values in the use of the spaces, as a result of the necessary adaptations of certain real estate spaces, mainly offices and commercial.

The agreements' renewal recovered significantly and consistently during the second half of 2021, with the retention ratio standing between 94% and 99% in August and closing the year at an average retention rate of 92%. Retention levels include renewals with the most significant tenants' under each category.

Meters to the Power of 4

In light of the real estate users' new expectations, Pei Asset Management –the vehicle's real estate manager–, designed and launched a value-added strategy to commercialize the real estate spaces.

Through the "Meters to the Power of Four" (m4) strategy, the value proposal for tenants was expanded, seeking to offer complete flexibility to adapt the real estate products to their needs. With this, clients will be able to count on real estate spaces with adjustments and furniture included in the rental fee and may even request additional services to supplement the physical assets in their daily operation, depending on their business needs.

As part of the m4 strategy, over 28.500 m2 of private area with expanded value offer services were the subject of agreements with new tenants. These areas are in Bogota, Medellin, and Barranquilla, and include corporate, industrial, and commercial clients for whom real estate solutions were adapted to suit their needs in terms of the space's design, adjustments, furniture and shelving in the case of logistics assets, and the facility's management (including equipment maintenance services, cleaning and cafeteria services, supplies, stationery, and meeting rooms' reservations and management, among others).

Investments in the Assets

Among the permanent activities under PEI's annual operating plan are the improvements to the real estate assets, aimed at generating value for tenants and additional income for the portfolio. For example, 2.919 solar panels were installed at *Plaza Central* and *Ideo Cali*; the roof of the warehouse at Bogota's industrial zone was changed; the adaptations made to the Mosquera

warehouse, and the fine-tuning of the 41.000 m2 warehouse at *La Cayena* free trade zone delivered by *Alfacer* in the first half of 2021, with a COP 7.000 million investment.

Several investment projects were carried out in the assets during the year for COP 25.148 million, distributed as follows:

- Commercial - COP 3.942 million
- Logistics and Industrial - COP 18.199 million
- Corporate - COP 2.748 million
- Specialized - COP 259 million

Main projects:

Roof change of the Bogota's industrial zone warehouse

Investment: COP 3.433 million

Completion date and duration of the works: September 2021 / 10 months

Description: The entire roof of the property (23.193 m2) was changed from asbestos cement to UPVC, the glass skylights were replaced for acrylic, and lifelines were installed, improving the asset's operating conditions.



Adaptation of the Mosquera warehouse

Investment: COP 4.587 million

Completion date and duration of the works: November 2021 / 16 months

Description: Painting, bathrooms' remodeling, lighting and ceiling adjustments, facade washing, roof repair, and change of external fence. Pavement of 6.400 m2 of the maneuvering yard. *Servientrega*, the warehouse's new tenant requested in the facilities' improvement.



Adaptation of the Cayena Free Zone warehouse

Investment: COP 4.216 million

Completion date of the works: September 2021 / 7 months

Description: General maintenance of the property's physical infrastructure and equipment (metal structures, floors, walls, facades, roofs, exterior areas, ejector pumps, and dock platforms).

d. Acquisitions 2021

2021's acquisitions mostly involved assets under current investment commitments, upon finishing their construction.

These acquisitions referred to all asset categories, combining the new assets with stake increases in others not completely owned by PEI, thus consolidating the portfolio's diversification tenet.

The acquisitions amounted to COP 793.265 million, corresponding to 84.093 m² of leasable area, with the most representative corresponding to the purchase of a warehouse in the *Strategik* industrial park (logistics category), built-to-suit for *Koba*, the company managing the D1 chain stores in March 2021. On the other hand, *Nuestro Bogota* shopping center was added to the portfolio in April 2021 (Commercial category), with a 52% share owned by PEI and two new medical centers in association with *Grupo Sanitas* were added in June and September 2021, thus completing four medical centers in Cali and Bogota. Also, at the end of the year, two new assets were added to the portfolio: *Torre Rivana Business Park* (Corporate category) was opened in Medellin, becoming *Tigo's* general management headquarters and *Calablanca* Hotel in the

municipality of *Baru*, constituting PEI's first venture into the hotel sector with a 187-key asset, operated by Accor group under its Sofitel brand. Both *Rivana* and *Calablanca* are expected to start generating income as of 2022.

Furthermore, certain transactions referring to PEI's interest increase in assets not completely owned thereby, amounted to COP 121 thousand million. PEI continues to consolidate its participation in these assets.

ACQUISITIONS – 2021

Location	Category	% PEI	Leaseable Area (m²)
Ibagué	Logístico	28%	13,251
Cali	Especializado	100%	3,600
Bogotá	Especializado	100%	6,176
Bogotá	Comercial	52%	58,000
Barú	Especializado	60%	187
Medellín	Corporativo	82%	21,316

e. Capital Market Dynamics

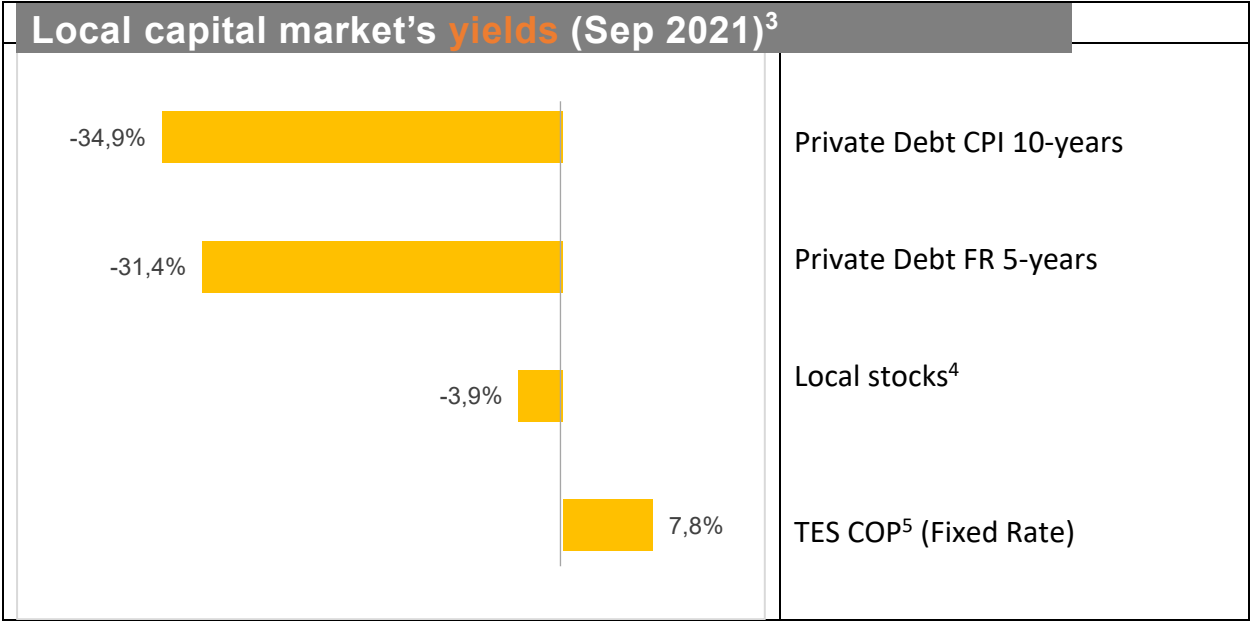
Fixed income transactions in Colombia's stock market decreased in 2021 by over 25%, close to 20% in equities, and over 66% in connection with real estate securities.

The TEIS liquidity during 2021 in the secondary market decreased by 66%, compared to 2020, consolidating a total trading volume of COP 172.510 million and registering a historical trading minimum of 2.627 million pesos in August. Despite the foregoing, PEI remained among the 20 stocks with the highest stock market activity in the country (compared to stocks listed with the Colombian Stock Exchange) and recorded a 61% real estate securities' trading volume in the market. The ADTV (average daily trading volume) ratio dropped from COP 1.949 million in 2020 to COP 704 million in 2021.

Throughout the year, several events had an impact on the market dynamics, among the main ones: the financial markets' contraction and the market's uncertainty in the face of the real estate

sector’s recovery, the protests and strikes that the country experienced in April and May, and the change in the methodology for valuing equity securities during the second half of the year.

Also, both the trading volume and the products’ returns were affected: the 10-year CPI private debt and the 5-years Fixed Rate registered negative returns above 30%, and several local stocks reported negative returns.

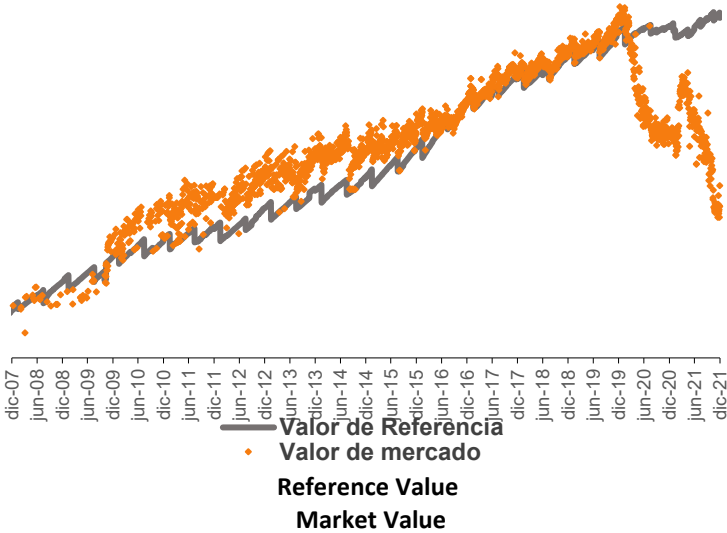


One of 2021’s significant milestones was the change in the Equity Securities’ valuation methodology, which came into force on June 1, as regulated by the Financial Superintendency of Colombia through Circular 006 of 2021. The change applies to the equity securities issued by closed collective investment funds, private equity funds, trusts, or under securitization processes registered with the Securities and Issuers National Registry (*Registro Nacional de Valores y Emisores - RNVE*). The new valuation methodology aims at recognizing the variable nature of the underlying assets and provides investors, at all times, with greater visibility on the value of their investments in the market.

The mandatory change implies that the securities’ valuation, formerly based on the equity value reported by the issuer, will now rely on their market value. Non-monitored investors will note

the change through the statements issued by the stockbroker companies, which in turn are supervised by the Financial Superintendency of Colombia.

It is worth mentioning that the change itself does not imply any loss or profit in the investment; such a loss or profit only materializes upon closing a purchase or sale transaction in connection with the Securities.



Average Daily Price v. Historical Equity Value

As a result of the change, the TEIS’s price in the secondary market dropped; later, at the end of the first quarter of the year, rebounded, and continued to rise during the second half of the year, reaching levels above 69% of its equity value. During the year, the annual weighted average price was 83.5% of its equity value.

The migration to the equity market is among the strategies implemented by the Manager to obtain a greater exposure before international investors and thus foster the Security’s liquidity, while promoting a greater transparency in its price formation –by evidencing any purchase and sale intentions–.

The implementation of a liquidity provision program and a Securities repurchase mechanism are also projected. Though these measures cannot guarantee results, they seek to promote the recovery of the security’s liquidity.

f. Real estate portfolio by categories

Commercial
Properties: 84

Stake in GLA: 33%

Share in revenues: COP 209.929 million

GLA: 371.276 m2

Agreements duration: 4.6 years

Representative assets: *Nuestro* Portfolio (Bogota, Monteria, Cartago), *Jardin Plaza* (Cali and Cucuta)

Corporate

Properties: 35

Stake in area: 26%

Share in revenues: COP 176.737 million

GLA: 298.038 m2

Agreements duration: 6.6 years

Representative assets: *Atrio* (Bogota), *Rivana* (Medellin)

Logistics

Properties: 27

Stake in area: 37%

Share in revenues: COP 90.257 million

GLA: 411.715 m2

Agreements duration: 6.5 years

Representative assets: *Hada* (Barranquilla), *Cittium* (Tenjo)

Specialized

Properties: 6

Stake in area: 4%

Share in revenues: COP 17.184 million

GLA: 46.238 m2

Agreements duration: 5.5 years

Representative assets: *CityU* (Bogota) / *Sanitas* Portfolio (Cali and Bogota)

g. Agenda with Investors

In 2021, communications with investors and the market in general shifted. The Covid-19 juncture promoted the use of new formats to deliver messages to the investors and stakeholders, share information on a more regular basis, and be permanently available to address the investors' concerns. During the year, the Investor Relations and Communications Management Office conducted the usual teleconferences and meetings under the investor relations agenda and, additionally, implemented innovative investor communication services such as webinars, monthly video reports, explanatory brochures on specific topics, and educational capsules of general interest on YouTube.

Teleconferences

In 2021, four (4) results teleconferences were held. On average during the year, 173 participants attended the teleconferences, reaching a 74% of the equity. During the teleconferences, Investors had the chance to resolve concerns on each period's results and the secondary market's performance; regularly monitor the main categories' evolution; learn about the assets acquired throughout the year, the vehicle's main news, most relevant metrics, and the vehicle's management in the face of the situations stemming from the pandemic in 2020 and the vaccination plan in 2021, the sociopolitical situation of the country in the middle of the year and the change in the securities' valuation methodology, implemented as of the second half of 2021.

Assemblies

Until before the 2020 pandemic, PEI's Investors Assemblies were historically held in person at any of the portfolio's assets. In the context of last year's situation, PEI's Investors General Assembly was held virtually on April 16, 2021, being broadcasted from the *Capital Towers* auditorium in Bogota, to facilitate all investors' access and participation, and comply with the protocols on quorum and decision-making.

During the Ordinary Assembly, the regular agenda was completely discussed, all relevant items thereof approved, and the investors' concerns answered. The Assembly's quorum was 77% of the equity, corresponding to 330.371 TEIS of the 431.422 outstanding.

Website - Investors Portal

Examining a year as special as 2020, the website was a fundamental communication channel for all PEI's stakeholders. Therefore, in addition to its periodical update with the management reports addressed to investors, the Investor Relations and Communications team developed, among others, a section with an explanatory booklet describing the change in the Securities

valuation methodology and the main components of this initiative promoted by the Financial Superintendency of Colombia (SFC), an explanation of the methodologies applied by pricing service providers, an illustrative video of how the Securities' equity value is calculated, a set of frequently asked questions, and a broader video version of the monthly report with a more dynamic update of the vehicle's main metrics. Finally, as of the third quarter of 2021, a file with the vehicle's historical information, including its financial figures and the main relevant ratios to analyze the portfolio's performance and evolution, was made available. The goal is to provide tools with organized and easily accessible information for external analysts and the market in general to structure financial models, projections, and sensitivity analyzes in connection with the investment management's key variables and their evaluation and follow-up of PEI as an investment alternative for their portfolios and those of their end-customers.

Webinars

In addition to the previously mentioned communication spaces where the vehicle manager regularly delivers information to investors, in 2021 we strived to strengthen our relationships with the different stakeholders through new formats. During the year, different entities such as Pension Fund Managers, Stock Brokerage Companies, and the media invited Pei Asset Management's team to participate in webinars and forums discussing the real estate industry's situation in Colombia and its executives forecasts following the consequences and challenges unleashed by the pandemic in 2020, as well as PEI's evolution and recovery throughout the year. In these spaces, the public had the chance to solve their concerns, remember the vehicle's investment thesis, delve into the strategies implemented by the Real Estate Manager, and follow the recovery results obtained during the year.

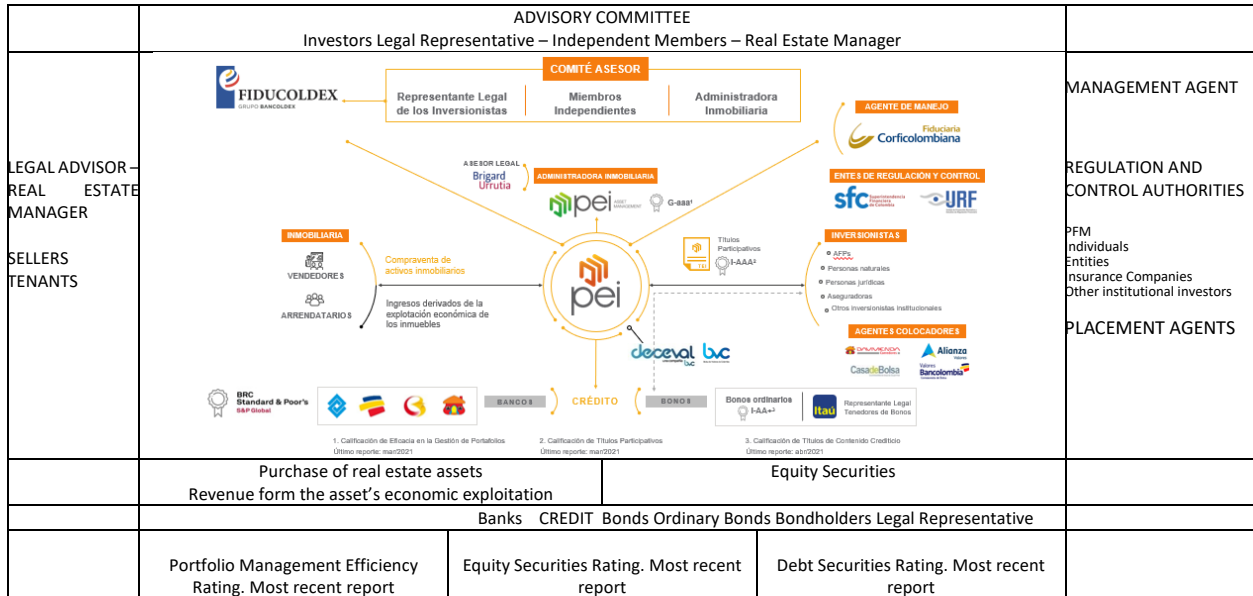
Meetings with investors

During the year, the Real Estate Manager strived to attend all meetings with investors and maintain permanent communication with the market and its players, institutional investors, retail investors, the Stock Brokerage Companies' commercial force, market analysts, and PEI's indirect investors through collective portfolios and voluntary pension funds, structured and managed by some of PEI's direct institutional investors. During the year, nearly 1.700 investor requests were satisfied, 1.266 referring to tax certificates and 417 to financial and real estate issues, among others.

In the different spaces mentioned, nearly 1.800 final clients of Voluntary Pension Funds (VPF) such as *Fidudavivienda*, *Porvenir*, *Proteccion*, and *Skandia* participated. Almost 100 business advisors from Stock Brokerage Companies were trained, and customized spaces were opened for the different types of PEI's Securities investors : 15 meetings with VPFs, an equal number with insurance investors as *Suramericana*, *Seguros Bolivar*, *Seguros del Estado*, *Allianz*, and *Seguros La*

Equidad, among others, and around 5 individual meetings with retail investors were held per month.

5. Structure: The structure behind Colombia’s top real estate investment vehicle is the following:



Main Players and Roles

1.

- i. Real Estate Manager: Pei Asset Management S.A.S. has an expert and dedicated team in charge of PEI’s real estate portfolio management, the assets’ conservation and administration, and the promotion, structuring, and placement of new tranches, which must be submitted to the Advisory Committee’s approval. Its webpage periodically informs Investors on the security’s performance and any other activities referred to in the real estate management agreement.
- ii. Placement Agents: The Stock Brokerage Companies designated by PEI’s Advisory Committee to place the securities issued.
- iii. Management Agent: *Fiduciaria Corficolombiana*, acting as PEI’s spokesperson and manager.
- iv. Investors General Assembly: The assembly made up by PEI’s Securities investors, with the quorum and under the conditions set forth in the prospectus.

- v. Ordinary Bondholders General Assembly: The assembly where the Ordinary Bondholders validly and legally adopt resolutions on said Ordinary Bonds.
- vi. Brigard Urrutia Abogados: The vehicle's legal advisor, in charge of all matters concerning its structure, the legal structuring of eligible investments, and any other legal matters having to do with the PEI Trust.
- vii. *Bolsa de Valores de Colombia*: *Bolsa de Valores de Colombia S.A.*, the Colombian Stock Exchange, a private institution incorporated to manage the Colombian equities, derivatives, and fixed income stock markets.
- viii. Advisory Committee: The decision-making body on any permitted investments, the Issuance Program's compliance, the purchase and sale of real estate assets, and PEI's financial indebtedness, among others.
- ix. *Deposito Centralizado de Valores de Colombia - DECEVAL S.A.*: The Centralized Securities Depository of Colombia is the entity acting as manager for the Equity Securities and Ordinary Bonds Program.
- x. Trustor: Pei Asset Management S.A.S.
- xi. Investors: Any individuals and public or private entities, national or foreign, acquiring TEIS Equity Securities.
- xii. Investors Legal Representative: *Fiduciaria de Comercio Exterior - Fiducoldex* or the entity selected by the Investors General Assembly to replace it, in charge of collectively representing PEI's Investors.
- xiii. Ordinary Bondholders: Any persons acquiring Ordinary Bonds.

5.2. Investors Assembly

The Investors Assembly is PEI's highest governing body, made up by the individuals and entities holding PEI's Equity Securities, with the quorum and conditions provided for in the prospectus.

5.3. Investors Legal Representative

To guarantee the Investors' participation in the vehicle's governance, an independent third party –selected by the Investors Assembly with a special majority– represents them. The Investors Legal Representative is a member of PEI's Advisory Committee.

At the end of 2020, the Investors Assembly appointed *Fiduciaria Colombiana de Comercio Exterior - Fiducoldex* as the Investors Legal Representative, replacing *Fiduciaria Colmena*.

Fiduciaria Colmena has been performing its duties, among them, providing support during the Investors General Assembly held in April 2021, publishing the vehicle's quarterly reports, monitoring the investors' requests, and publishing the most relevant PEI's information at <https://fiducoldex.com.co/seccion/PEI>.

5.4. Advisory Committee

PEI's Advisory Committee is responsible for the chief decisions on the vehicle's acquisitions, indebtedness, and issuances, and generally directs and supervises the vehicle's performance.

The Advisory Committee currently consist of nine members: four executives from the Real Estate Manager, four independent members, and the Investors Legal Representative. Pei Asset Management designates the independent members for two year-periods, and the Investors Legal Representative and Management Agent jointly ratify their designations.

Pei Asset Management considers the Advisory Committee's independent applicants business track record, reputation, and experience.

Mr. Andres Raul Guzman, *Fiducoldex's* President, shall attend the Advisory Committee as the new Investors Legal Representative.

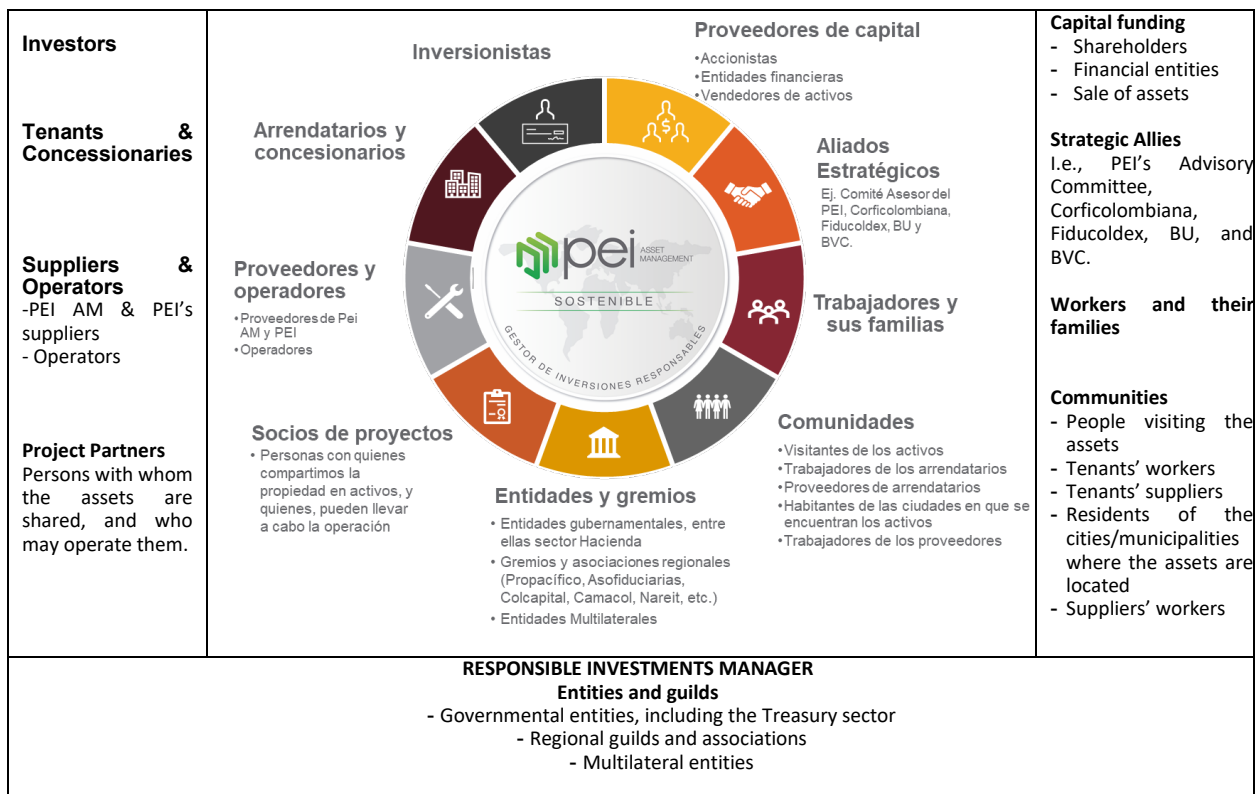
INDEPENDENT MEMBERS	<p>SOL BEATRIZ ARANGO Executive in the real and mass consumption sectors in Latin America, with 30+ years of experience in strategy, international expansions and corporate development, new business models, ESG sustainability criteria, risk management, and organizational policies to boost competitiveness. Her trajectory as a member of boards of directors and advisory boards in the real, financial, retail, and education sectors, as well as in guilds and public-private missions make her a complete professional.</p>	<p>CARLOS ANGULO LADISH A partner at <i>Estrategias Corporativas S.A.</i>, advising Colombian and regional companies in connection with transactions for over COP 3.000 MM. His experience focuses on advising private sector companies on mergers, acquisitions, and associations with financial and strategic partners. Mr. Angulo worked for 8 years at Goldman, Sachs & Co. in New York and currently serves as PEI's Advisory Committee chair.</p>	MEMBERS FOR THE REAL ESTATE MANAGER
	<p>JULIO MANUEL AYERBE Former President for <i>Organizacion Corona S.A.</i>, currently partner of <i>Ayerbe Abogados</i>, and a member of <i>Organizacion Corona S.A.</i>, <i>Corona Industrial S.A.S.</i>, <i>Homecenter de Colombia S.A.</i>, <i>Banco Colpatria & Mercantil Colpatria's</i> Boards of Directors and <i>MAS Equity Partners' investment committee</i>.</p>	<p>JAIRO ALBERTO CORRALES Pei Asset Management's President since 2009. He has structured the acquisition of over 500.000m2 in the commercial, corporate, logistics and specialized categories. He was involved in Isagen's corporate headquarters structuring in Medellin,</p>	
	<p>MARIA VICTORIA RIAÑO Business manager graduate and MBA from <i>Universidad de los Andes</i>. She serves as <i>Equion Energy's</i> President and has worked with important companies as <i>Ecopetrol</i> and <i>Fiduciaria Previsora</i>. She is a former member of 13 boards of directors, among them, for <i>Grupo Bolivar</i>, <i>Terpel</i>, and <i>Colgas</i>.</p>	<p>CARLOS FRADIQUE-MÉNDEZ Partner at <i>Brigard Urrutia</i>, with 25+ years of experience advising a number of companies on Capital Markets, Banking & Finance, Derivatives & Structured Products, and Taxes, Customs and Foreign Exchange.</p>	
	<p>ROBERTO HOLGUIN Currently serves as a member of <i>Banco Davivienda Colombia's</i>, <i>Constructora Bolivar's</i>, and <i>Grupo Energia de Bogota's</i> Boards of Directors, and <i>Universidad de Bogota Jorge Tadeo Lozano's</i> Investments Council's vicechair. He is also a member of <i>Grupo Bolivar's</i> Investments Committee.</p>	<p>ANA MARIA BERNAL RUEDA Ms. Bernal has been involved in a number of transactions in the financial and private capital funds industries. Her experience focuses on financial and corporate law. Ms. Bernal worked with the Financial Superintendency of Colombia, as <i>Holcim's</i> in-house Legal Counsel, and as an associate with <i>Philippi Prieto Carrizosa Ferrero DU & Uria's</i> and <i>Dentons Cardenas y Cardenas's</i> Capital Markets, Banking & Finance, and M&A practice areas.</p>	

In 2021, the Advisory Committee held its meetings abiding by the monthly planned schedule, with an average attendance of 93%. Furthermore, 3 additional meetings of the Strategic Advisory Committee and a session of the Strategic Risk Advisory Committee were held.

6. Sustainability:

To be a more sustainable company, PEI AM has implemented an entire sustainability strategy, considering the management of other organizations in the sector and the United Nations Organization’s 17 Sustainable Development Goals. PEI’s knowledge of its stakeholders enables it to identify and understand their material issues and any relevant existing gaps. This, in order to have an input to define PEI AM’s material issues and make a material-issues matrix defining and prioritizing them.

PEI AM has identified the main stakeholders and material issues supporting PEI AM and PEI’s management, as illustrated below. For more information on PEI’s Sustainability management, please visit the 2021 Sustainability report on PEI’s website.



Identification of PEI’s Stakeholders

<p>Ecoefficiency & adapting to climate change</p> <ol style="list-style-type: none"> 1. Non-polluting and renewable energies 2. Carbon footprint 3. Water management 4. Waste management <p>Risks management & digital innovation</p> <ol style="list-style-type: none"> 5. Risk management 6. Corporate governance, compliance, and ethics 7. Innovation, digitalization, and information security <p>Profitable Growth</p> <ol style="list-style-type: none"> 8. Economic development and contribution to the capital market's growth 	<p>Ecoeficiencia y adaptación al cambio climático</p> <ol style="list-style-type: none"> 1. Energías renovables y no contaminantes. 2. Huella de carbono. 3. Gestión del agua. 4. Gestión de los residuos. <p>Gestión de riesgos e innovación digital</p> <ol style="list-style-type: none"> 5. Gestión de riesgos. 6. Gobierno Corporativo, cumplimiento y ética. 7. Innovación, digitalización y seguridad de la información. <p>Crecimiento rentable</p> <ol style="list-style-type: none"> 8. Desarrollo económico y contribución al crecimiento del mercado de capitales. 	<p>Desarrollo y Bienestar del Talento Humano</p> <ol style="list-style-type: none"> 9. Bienestar y compromiso del talento. 10. Desarrollo profesional y plan de carrera. 11. Diversidad, equidad e inclusión. <p>Contribución al bienestar de la comunidad, arrendatarios y proveedores</p> <ol style="list-style-type: none"> 12. Desarrollo de arrendatarios y proveedores. 13. Impacto social (donaciones, desarrollo del territorio y compromiso cívico). <p>Inversión responsable</p> <ol style="list-style-type: none"> 14. Integración de factores ASG en la selección de activos. 	<p>Human Talent's Development & Wellbeing</p> <ol style="list-style-type: none"> 9. Talent's wellbeing and engagement 10. Professional development and career plan 11. Diversity, equity, and inclusion <p>Contributing to the community's, tenants', and suppliers' wellbeing</p> <ol style="list-style-type: none"> 12. Tenants' and suppliers' development 13. Social impact (donations, land's development, and citizenship commitment) <p>Responsible Investment</p> <ol style="list-style-type: none"> 14. Integration of the ESG factors in any asset's selection
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Definition of PEI AM's material issues

For more information on Sustainability management, please visit the 2021 Sustainability report published on PEI's website.

7. Corporate Governance

PEI's corporate governance mainly refers to the Advisory Committee, a corporate body responsible for making the decisions on any permitted investments, the issuance program, the purchase and sale of real estate assets, the trust's financial indebtedness, and the way in which the yields must be distributed. The Advisory Committee is generally in charge of monitoring the vehicle's performance.

PEI AM's Corporate Governance consist of the shareholders general assembly and two (2) legal representatives who serve as the Executive Director and President of the Company, and are responsible for the Company and PEI's management, along with an expert team led by the Financial Vice-presidency and seven (7) management offices:

The Investor Relations and Communications Management Office, the Legal and Corporate Affairs Management Office, the Investment Management Office, the Strategy and New Businesses Management Office, the Commercial Management Office, the Human Talent Management Office, and the Assets Management Office.

In an effort to incorporate good Corporate Governance practices, during the last years the Manager has voluntarily completed the Country Code Survey. The Country Code Survey is available on PEI's Investors Portal.

Transactions with Related Stakeholders

Under good transparency practices in the vehicle's transactions management, real estate investment transactions and lease agreements with companies linked to the Real Estate Manager or any member of the Advisory Committee, need to be previously disclosed so that the members of the Committee may properly act, consistently with the relevant policies in force.

In 2021, PEI executed agreements with tenants such as *Cinecolombia*, *Bogota Beer Company*, *Decameron*, *Koba*, and *Industria Grafica Latinoamerica*. In the commercial category, two contracts were executed with *Cinecolombia*, referring to *Plaza Central* and *Nuestro Bogota* shopping centers, which generated income for COP 126 million a month; two contracts were also executed with *Bogota Beer Company*, for COP 16 million per month, referring to *Plaza Central* and *CityU*; another contract was executed with *Decameron*, amounting to COP 6.8 million per month and referring to *Plaza Central*.

With respect to the logistics category, a contract referring to an area of 13.521 m² was executed with *Koba* for COP 277 million per month; and another one with *Industria Grafica Latinoamerica*, referring to an area of 8.393 m² for COP 274 million per month.

At the end of December 2021, 31 of the 4.698 investors has business relationships with the Real Estate Manager. Their interest in the vehicle corresponded to 1.900 securities, equivalent to 0.44% of the total TEIS outstanding. Under PEI's policies, these investors declared that their investment had non-speculative purposes.

For more information on PEI's Corporate Governance, please refer to the 2021 Sustainability report published on PEI's website or visit the Corporate Governance section on PEI's Investors Portal.

8. Real Estate Manager

Pei Asset Management is a company specialized in the structuring and comprehensive management of investment vehicles in Colombia. Since 2009, Pei Asset Management has been awarded the highest Portfolio Management Efficiency Rating - G-aaa by BRC Standard & Poor's S&P Global.

Pei Asset Management has been committed with the welfare of society for 15 years, by democratizing investment opportunities, creating physical spaces that benefit community, and leveraging the growth of its allies.

As part of its sustainable investments management in 2021, the investment policy was updated incorporating responsible principles and becoming an affiliate of the ICGC, which in turn reinforced Corporate Governance in 2021.

Its expert team, consisting of 121 employees at the end of 2021, works daily to build and maintain long-term relationships with investors, tenants, and stakeholders.

The Real Estate Manager's team members are the following:

- Jairo Alberto Corrales Castro:

Position: President

Years of experience: +21

Education: Civil Engineer with a Specialization in Finance from *Universidad de los Andes*. Diploma on Shopping Centers' Management and Marketing at the International Council of Shopping Centers in Buenos Aires - Argentina.

Years with Pei Asset Management: 11

- Andres Felipe Ruiz Vesga

Position: Financial and Administrative Vicepresident

Years of experience: +17

Education: Professional in Finance from the University of North Carolina. Columbia University's Value Investors Program. Executive MBA from Cornell University.

Years with Pei Asset Management: 4

- Jimena Maya Muñoz

Position: Investor Relations Manager

Years of experience: +20

Education: Industrial Engineer from *Universidad de los Andes*. MBA from INALDE.

Years with Pei Asset Management: 10

- Alexander Alzate:

Position: Commercial Manager

Years of experience: +13

Education: Lawyer with a Master in Business Law from *Universidad Externado de Colombia*.

Years with Pei Asset Management: 3

- Ana Maria Bernal Rueda:

Position: Legal and Corporate Affairs Manager

Years of experience: +15

Education: Lawyer specialization in Capital Markets Law from *Pontificia Universidad Javeriana* and a specialization in Business Law from *Universidad de los Andes*. Master in Public Administration from Harvard University and Master of Laws from Cornell University.

Years with Pei Asset Management: 4

- Luisa Gonzalez Buendia:

Position: Investments Manager

Years of experience: +11

Education: Economist from *Universidad de los Andes*. MBA from INSEAD in Singapore and Fontainebleau, France.

Years with Pei Asset Management: 6

- Maria Alejandra Cardozo:

Position: Strategy and New Businesses Manager

Years of experience: +11

Education: Professional in Finance and International Relations from *Universidad Externado*. MBA from IE Business.

Years with Pei Asset Management: 7

- Ivan Dario Parra:

Position: Asset Management Manager

Years of experience: +11

Education: Professional in International Relations with a Diploma in Management and Financial Administration and Real Estate Management from *Universidad Jorge Tadeo Lozano*.

Years with Pei Asset Management: 4

Gina Castro

Position: Human Talent Manager

Years of experience: +13

Education: Psychologist from *Universidad del Bosque* with a specialization in Human Management and Organizational Development from *Universidad del Rosario* and a certification in Change Management

Years with Pei Asset Management: 4