

# FOURTH QUARTER

## 2022

### EARNINGS RELEASE



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## **GICSA ANNOUNCES CONSOLIDATED RESULTS FOR FOURTH QUARTER 2022**

Mexico City, May 03, 2023 – GRUPO GICSA, S.A.B. de C.V. ("GICSA" or "the Company") (BMV: GICSA), a leading Mexican company specializing in the development, investment, commercialization and operation of shopping malls, corporate offices and mixed-use properties, announced today its results for the fourth quarter ("4Q22") and for the twelve months ("2022") period ended December 31, 2022.

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

### **Main Highlights**

#### **Corporate**

- Under the strategies being implemented to reposition GICSA for long-term success and to improve its financial position, the Company implemented the following measures during the quarter:
  - As previously announced, in July 2022, the Company carried out a transaction for the sale of the Explanada Aguascalientes property for approximately Ps. 400 million. To date, the Company has received two payments of four installments, and used these proceeds to prepay Ps. 197.7 million of local bonds issued under the trading symbols GICSA 15, GICSA 17 and GICSA 19.
  - In December 2022, the Company signed an investment agreement with Liverpool to complete the construction of the Paseo Metepec shopping mall, as well as to carry out the commercialization and operations of the property. The stakes of both parties will be 50% each.
    - As part of this agreement, Liverpool will invest approximately Ps. 1,367.5 million, of which Ps. 980 million will be allocated to complete the construction of the shopping center and Ps. 387.5 million to complete its 50% ownership stake in the property. In December, GICSA received Ps. 687.5 million, of which Ps. 387.5 million was allocated to the prepayment of local bonds GICSA 15, GICSA 17 and GICSA 19, while Ps. 300 million will be allocated to resume the construction of the property. The remaining amount will be received as the construction progresses.
    - Once construction is completed and the shopping mall begins operations, GICSA will continue with its efforts to sell its stake in this property, with the objective of using the proceeds to prepay the local bonds GICSA 15, GICSA 17 and GICSA 19, according to the agreement with the bondholders.

#### **Operational**

- At the close of 4Q22, GICSA reported a total of 950,461 square meters of Gross Leasable Area (GLA) comprised of 17 properties in operation. Proportional GLA was 85%, equivalent to 811,336 square meters. These amounts represented decreases of 3% in total and proportional GLA, compared to 4Q21, and were due to the sale of the Lomas Altas property.

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- During 4Q22, 70 commercial spaces began operations, representing 20,649 square meters in relation to the portfolio in operation, an increase of 52% compared to 4Q21.
- During 4Q22, 54 new leases were signed, representing 14,659 square meters of the total portfolio.
- At the close of 4Q22, the occupancy rate in the total portfolio was 84%, and the adjusted occupancy rate was 83%. Both represented increases of 4% compared to 4Q21.
- At the close of 4Q22, the average rent per square meter within the portfolio in operation was Ps. 377, a decrease of 0.5%, compared to 4Q21.
- During the 4Q22, the number of visitors to the shopping malls within the portfolio in operation reached 20 million, an increase of 15% compared to 4Q21. The number of visitors was 94% of the pre-pandemic 4Q19 level.

## Financial

- Total 4Q22 revenue after the proportional recognition of the tenant Covid-19 support program was Ps. 914 million, an increase of 12% compared to 4Q21. For full-year 2022, corresponding revenue was Ps. 3,791 million, an increase of 6% compared to 2021.
- Consolidated and proportional NOI in 4Q22 were Ps. 718 million and Ps. 598 million, increases of 83% and 79%, respectively, compared to 4Q21. These increases were due to lower write-offs in 4Q22 compared to 4Q21. Consolidated and proportional NOI in 2022 were Ps. 3,066 million and Ps. 2,551 million, increases of 15% and 14%, respectively, compared to 2021.
- Consolidated and proportional EBITDA in 4Q22 were Ps. 450 million and Ps. 330 million, increases of 204% and 270%, respectively, compared to 4Q21. For full-year 2022, consolidated and proportional EBITDA were Ps. 2,789 million and Ps. 2,274 million, both represented increases of 22% and 23%, respectively, compared to 2021. These increases were due to the lower write-offs in account receivables and the delivery of Cero5Cien units.
- Total consolidated and proportional debt at the close of 4Q22 were Ps. 28,304 million and Ps. 25,877 million, decreases of 0.7% and 0.2%, respectively, compared to 4Q21. Both represented decreases of 2% compared to 3Q22. At the close of 4Q22, consolidated LTV was 38%.

## Pipeline

- At the close of 4Q22, the commercialization of properties under development and in stabilization (Explanada Culiacán, Masaryk 169 and Grand Outlet Riviera Maya) totaled 70,115 square meters, which represented 60% of the GLA.
- To date, 62 units of the Cero5Cien residential project have been sold, corresponding to 61% of the Gross Saleable Area (GSA), of which 21 units have been delivered to buyers to initiate the finishing work.





## **Comments by the Chief Executive Officer**

Dear Investors,

I am pleased to present GICSA's fourth quarter 2022 results, which demonstrate that we continue making steady progress with our strategy to reposition our Company for long-term success.

In line with the above, in December 2022 we signed an agreement with Liverpool to complete the construction of the Paseo Metepec shopping mall and to proceed with the commercialization and operations. The mall's construction is scheduled to resume in 1Q23.

As part of the agreement, both companies will have a 50% stake in the property and Liverpool will contribute the remaining funds needed to complete its construction, which is approximately Ps. 980 million and Ps. 387.5 million to complete its 50% ownership stake within the property. In December, the Company received Ps. 687.5 million, of which Ps. 387.5 million was allocated to the prepayment of local bonds GICSA 15, GICSA 17 and GICSA 19, while Ps. 300 million will be allocated to the construction. The remaining amount will be received as the construction progresses, reaching a total contribution of 50% of the value, equivalent to Ps. 1,367.5 million.

On the operational front, the number of visitors to GICSA's properties during the fourth quarter reached 94% of 4Q19 levels, while our tenants' sales increased 10% and 13%, respectively, compared to 4Q19 and 4Q21. Average rent per square meter was Ps. 377, and the adjusted occupancy rate within the portfolio in operation was 84%.

With respect to our commercialization activities in 4Q22, we signed 54 new leases, equivalent to 14,659 square meters, bringing the total number of new leases to 279 signed in 2022, equivalent to 78,764 square meters. Also, during the quarter, 70 new leases were opened, corresponding to 20,649 square meters, bringing total new leases opened during 2022 to 215 and totaling 52,236 square meters. Regarding the Cero5Cien residential project, 62 units have been sold to date.

Regarding our key financial indicators, consolidated and proportional NOI for 4Q22 were Ps. 718 million and Ps. 598 million, respectively, year-over-year increases of 83% and 79%. For the full year, the corresponding increases were 15% and 14%. Consolidated and proportional EBITDA for 4Q22 were Ps. 450 million and Ps. 330 million, year-on-year increases of 204% and 270%, respectively, and 22% and 23%, respectively, on a full-year basis.

As I've previously communicated, 2022 was a year in which we focused our efforts on mitigating the effects and consequences of the pandemic on our industry, as well as on meeting the maturities of corporate loans and reducing debt levels to improve GICSA's financial position.

As part of those efforts, in 2022 we restructured our five local bonds, prepaid Ps. 742 million in bank loans, restructured and prepaid the preferred equity instruments (Junior Notes), thereby reducing the Junior Notes to Ps. 1,605 million, and partially prepaid local bonds GICSA 15, GICSA 17 and GICSA 19 for approximately Ps. 585 million. On the operational side of our business, we recovered 3% of our occupancy levels, resulting in a 17% increase in operating cash flow.

While we are pleased with the progress we made during the year, we are aware that there is still a long way to go toward positioning our company for long term success. Our strategy continues to be focused on recovering our occupancy levels and reducing debt, in order to further increase operating cash flow and our cash position.

I reiterate again our appreciation for your confidence and continued trust in our strategy and GICSA.

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

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## GICSA Model

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

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

1. A portfolio of 17 properties in operation, which generates consistent and solid cash flow, with a GLA of 950,461 square meters in which GICSA has an 85% stake.
2. A portfolio of properties under development and to be developed, are foundations for the Company's growth; it is expected that the 2 properties currently under construction will add a total of 82,815 square meters of Gross Saleable Area and GLA of 58,013 square meters to the portfolio.
3. Four service companies, that cover the full real estate development cycle, provide service quality, operating efficiency, and eliminate fee leakages, and in which GICSA participates with 100% ownership.

## Summary of Key Operational and Financial Indicators

Operating Ratios	4Q22	4Q21	Var. %
Gross Leasable Area (GLA in square meters)	950,461	975,763	(3%)
GICSA's Gross Leasable Area (GLA in square meters)	811,336	836,337	(3%)
% of participation in total GLA	85.4%	85.7%	(0.4%)
Occupancy rate	85.8%	82.5%	4%
Adjusted occupancy rate <sup>1</sup>	84.3%	78.8%	7%
Average duration of contracts (years)	3.48	3.50	(0.7%)
Average rent / square meters	Ps. 377	Ps. 379	(0.5%)
Lease spread	3.1%	4.2%	(27%)

<sup>1</sup> Adjusted occupancy rate: Excluding contractual occupancy GLA, discontinued operations and are no longer meeting their payment obligations (abandoned commercial spaces).

Financial Ratios (in millions of Pesos)	4Q22	4Q21	Var. %	2022	2021	Var. %
Revenues from properties <sup>2</sup>	Ps. 913,539	Ps. 812,684	12%	Ps. 3,791,366	Ps. 3,570,177	6%
Proportional revenues from properties <sup>2</sup>	Ps. 769,448	Ps. 676,002	14%	Ps. 3,156,567	Ps. 2,981,599	6%
Net Operating Income (NOI)	Ps. 718,068	Ps. 392,148	83%	Ps. 3,066,183	Ps. 2,657,473	15%
GICSA's proportional net operating income (NOI)	Ps. 598,021	Ps. 333,337	79%	Ps. 2,550,743	Ps. 2,234,068	14%
NOI margin over property revenues <sup>3</sup>	78.6%	48.3%	63%	80.9%	74.4%	9%
NOI margin over proportional property revenues <sup>3</sup>	77.7%	49.3%	58%	80.8%	74.9%	8%
EBITDA	Ps. 449,666	Ps. 147,898	204%	Ps. 2,788,907	Ps. 2,278,007	22%
GICSA's proportional EBITDA	Ps. 329,619	Ps. 89,087	270%	Ps. 2,273,467	Ps. 1,854,602	23%
Total consolidated debt <sup>4</sup>	Ps. 28,303,902	Ps. 28,497,263	(0.7%)	Ps. 28,303,902	Ps. 28,497,263	(0.7%)
Total consolidated debt in pesos <sup>4</sup>	Ps. 21,406,119	Ps. 21,006,342	2%	Ps. 21,406,119	Ps. 21,006,342	2%
Total consolidated debt in US dollars <sup>4</sup>	Usd. 356,263	Usd. 363,928	(2%)	Usd. 356,263	Usd. 363,928	(2%)
GICSA's proportional consolidated debt <sup>4</sup>	Ps. 25,877,155	Ps. 25,931,211	(0.2%)	Ps. 25,877,155	Ps. 25,931,211	(0.2%)
LTV <sup>5</sup>	38%	38%	(0.7%)	38%	38%	(0.7%)

<sup>2</sup> Total revenues from properties of the portfolio under operation and development.

<sup>3</sup> NOI / Revenues from properties.

<sup>4</sup> Excluding adjustments for accounting valuation.

<sup>5</sup> Total consolidated financial debt/Total Assets.

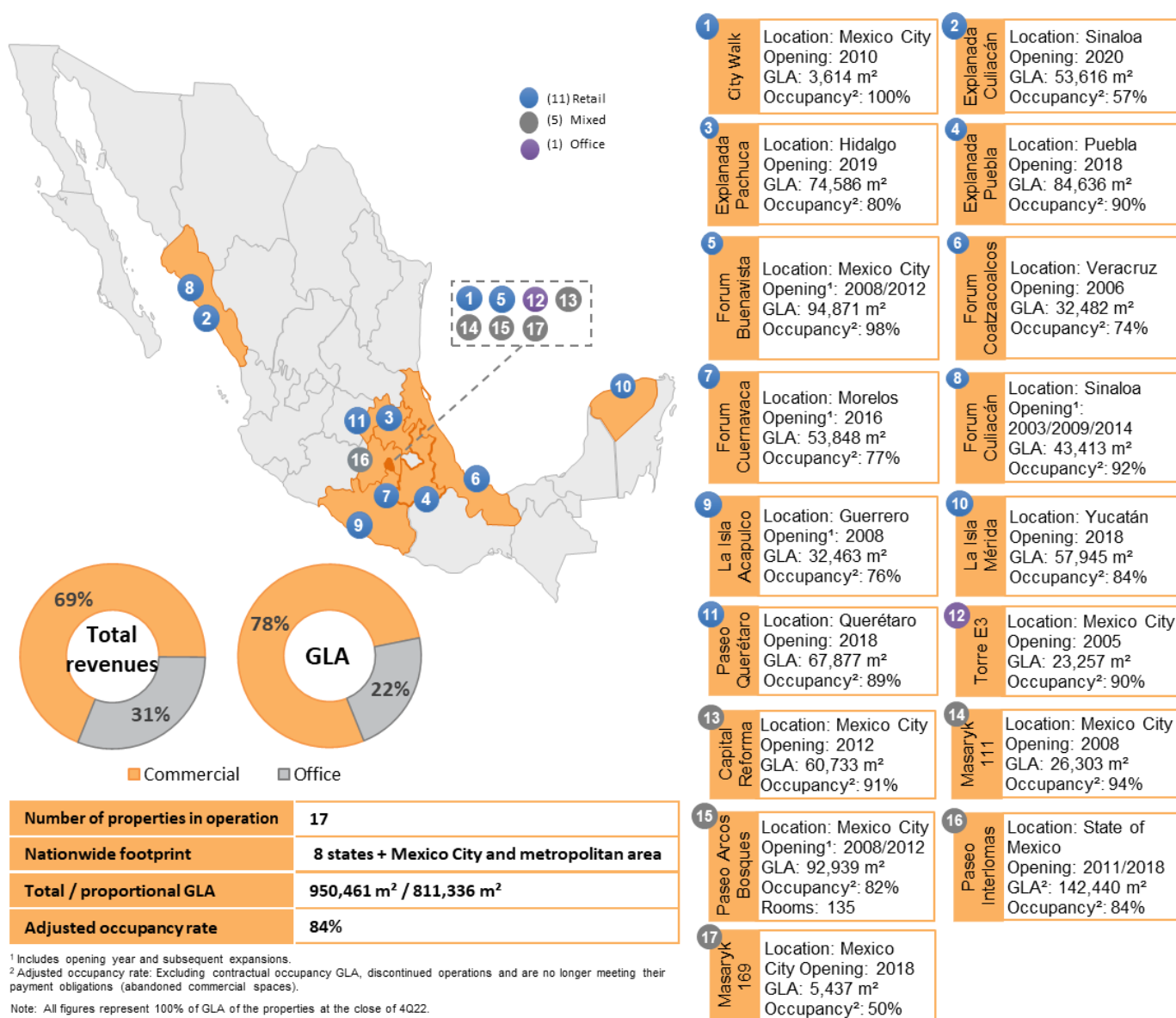


## Portfolio in Operation

At the close of December 31, 2022, GICSA had 17 properties in operation totaling 950,461 square meters of GLA, equivalent to eleven shopping malls, five mixed-use properties and one corporate office building. The breakdown of GICSA's total GLA is as follows: 63% is commercial properties, 34% is mixed-use properties (15% commercial use and 20% offices), and 2% is office space.

These properties are located in Mexico City and the surrounding metropolitan area, Acapulco, Culiacán, Cuernavaca, Puebla, Querétaro, Mérida, Pachuca and Coatzacoalcos. At the close of 4Q22, the portfolio in operation registered an adjusted occupancy rate of 84% and a total of 20 million visitors and 4 million vehicles.

## Geographical distribution of the portfolio in operation



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## Properties of the Portfolio in Operation

The following table presents a description of the properties in operation as of December 31, 2022:

Portfolio in operation	Location	Operations starting year	GLA (square meters)	GICSA's stake %	Proportional GLA (square meters)	GLA % total properties	Occupancy rate	Adjusted occupancy rate*	Parking spaces
<b>Stabilized properties</b>									
<b>Commercial use</b>									
City Walk	Mexico City	2010	3,614	100%	3,614	0.4%	100%	100%	141
Explanada Pachuca	Pachuca, Hgo.	2019	74,586	100%	74,586	8%	82%	80%	2,411
Explanada Puebla	Cholula, Pue.	2018	84,636	100%	84,636	9%	92%	90%	1,149
Forum Buenavista	Mexico City	2008	94,871	100%	94,871	10%	98%	98%	2,372
Forum Coatzacoalcas	Coatzacoalcas, Ver.	2006	32,482	50%	16,241	3%	76%	74%	1,674
Forum Cuernavaca	Cuernavaca, Mor.	2016	53,848	100%	53,848	6%	82%	77%	2,942
Forum Culiacán	Culiacán, Sin.	2003	43,413	100%	43,413	5%	92%	92%	2,553
La Isla Acapulco	Acapulco, Gro.	2008	32,463	84%	27,269	3%	82%	76%	1,854
La Isla Mérida	Mérida, Yuc.	2018	57,945	100%	57,945	6%	87%	84%	2,800
Paseo Querétaro	Querétaro, Qro.	2018	67,877	100%	67,877	7%	93%	89%	3,163
<b>Sub commercial use</b>			<b>545,735</b>	<b>96%</b>	<b>524,300</b>	<b>57%</b>	<b>89%</b>	<b>86%</b>	<b>21,059</b>
<b>Office use</b>									
Torre E3	Mexico City	2005	23,257	100%	23,257	2%	90%	90%	1,618
<b>Subtotal office use</b>			<b>23,257</b>	<b>100%</b>	<b>23,257</b>	<b>2%</b>	<b>90%</b>	<b>90%</b>	<b>1,618</b>
<b>Mix use</b>									
Capital Reforma	Mexico City	2012	60,733	100%	60,733	6%	91%	91%	2,080
Masaryk 111	Mexico City	2008	26,303	100%	26,303	3%	94%	94%	710
Paseo Arcos Bosques	Mexico City	2008	92,939	50%	46,469	10%	82%	82%	3,454
Paseo Interlomas	State of Mexico	2011	142,440	50%	71,220	15%	85%	84%	5,478
<b>Subtotal mix use</b>			<b>322,415</b>	<b>63%</b>	<b>204,725</b>	<b>34%</b>	<b>86%</b>	<b>86%</b>	<b>11,722</b>
<b>Total stabilized portfolio</b>			<b>891,407</b>	<b>84%</b>	<b>752,283</b>	<b>94%</b>	<b>88%</b>	<b>86%</b>	<b>34,399</b>
<b>Properties in stabilization</b>									
<b>Commercial use</b>									
Explanada Culiacán	Culiacán, Sin.	2020	53,616	100%	53,616	6%	57%	57%	1,877
Masaryk 169	Mexico City	2018	1,307	100%	1,307	0.1%	100%	100%	218
<b>Office use</b>									
Masaryk 169	Mexico City	2018	4,130	100%	4,130	0.4%	-	34%	-
<b>Total portfolio in stabilization</b>			<b>59,053</b>	<b>100%</b>	<b>59,053</b>	<b>6%</b>	<b>56%</b>	<b>56%</b>	<b>2,095</b>
<b>Total portfolio in operation</b>			<b>950,461</b>	<b>85%</b>	<b>811,336</b>	<b>100%</b>	<b>86%</b>	<b>84%</b>	<b>36,494</b>

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

The following table presents a breakdown of the commercial spaces that started operations during 4Q22 and 2022:

Properties	1Q22		2Q22		3Q22		4Q22		2022	
	Leases	GLA (m <sup>2</sup> )	Leases	GLA (m <sup>2</sup> )	Leases	GLA (m <sup>2</sup> )	Leases	GLA (m <sup>2</sup> )	Leases	GLA (m <sup>2</sup> )
Paseo Arcos Bosques	5	626	6	2,933	5	2,569	7	1,586	23	7,715
Capital Reforma	-	-	1	182	7	5,745	1	109	9	6,036
Paseo Querétaro	3	192	5	714	2	3,043	4	501	14	4,450
Forum Buenavista	6	892	5	692	4	963	9	1,252	24	3,799
Paseo Interlomas	3	400	2	215	2	170	12	2,824	19	3,609
Forum Cuernavaca	-	-	1	61	2	148	5	3,260	8	3,469
Explanada Puebla	5	421	6	472	7	609	8	1,636	26	3,138
Explanada Pachuca	3	621	2	216	2	237	4	1,831	11	2,905
Masaryk 169	-	-	1	1,307	-	-	2	1,421	3	2,728
La Isla Mérida	4	603	5	586	2	249	4	432	15	1,870
Forum Culiacán	2	81	2	1,426	4	255	1	4	9	1,766
Forum Coatzacoalcas	1	141	8	931	1	290	5	354	15	1,716
La Isla Acapulco	3	134	3	351	3	243	3	480	12	1,208
Masaryk 111	-	-	-	-	-	-	1	725	1	725
City Walk	-	-	1	341	-	-	-	-	1	341
Torre E3	-	-	1	275	-	-	-	-	1	275
<b>Total stabilized portfolio</b>	<b>35</b>	<b>4,111</b>	<b>49</b>	<b>10,702</b>	<b>41</b>	<b>14,521</b>	<b>66</b>	<b>16,415</b>	<b>191</b>	<b>45,750</b>
Explanada Culiacán	1	100	10	1,449	9	703	4	4,234	24	6,486
<b>Total portfolio in stabilization</b>	<b>1</b>	<b>100</b>	<b>10</b>	<b>1,449</b>	<b>9</b>	<b>703</b>	<b>4</b>	<b>4,234</b>	<b>24</b>	<b>6,486</b>
<b>Total portfolio in operation</b>	<b>36</b>	<b>4,211</b>	<b>59</b>	<b>12,151</b>	<b>50</b>	<b>15,224</b>	<b>70</b>	<b>20,649</b>	<b>215</b>	<b>52,236</b>



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The following table presents the financial results of the portfolio as of 4Q22 and 2022:

Portfolio in operation	Adjusted occupancy rate	Fixed rent (Ps. Thousands)				Total Revenue (Ps. Thousands)			NOI (Ps. Thousands)			Proportional NOI (Ps. Thousands)			Average rent per square meter		
	4Q22	4Q22	4Q21	Var. %	4Q22	4Q21	Var. %	4Q22	4Q21	Var. %	4Q22	4Q21	Var. %	4Q22	4Q21	Var. %	
Stabilized portfolio																	
Commercial use																	
City Walk	100%	4,502	2,529	78%	5,928	4,566	30%	4,832	(259)	1,967%	4,832	(259)	1,967%	484	437	11%	
Explanada Pachuca	80%	25,334	17,411	46%	36,927	26,829	38%	24,676	5,435	354%	24,676	5,435	354%	282	297	(5%)	
Explanada Puebla	90%	29,821	23,028	29%	43,611	31,957	36%	37,751	6,268	502%	37,751	6,268	502%	245	252	(3%)	
Forum Buenavista	98%	85,683	71,419	20%	120,451	110,634	9%	110,409	82,797	33%	110,409	82,797	33%	338	313	8%	
Forum Coatzacoalcos	74%	14,325	3,891	268%	27,303	14,531	88%	20,912	13,378	56%	10,456	6,689	56%	213	225	(6%)	
Forum Cuernavaca	77%	21,917	21,512	2%	34,420	32,403	6%	24,091	17,915	34%	24,091	17,915	34%	313	315	(0.8%)	
Forum Culiacán	92%	47,982	40,853	17%	70,163	63,522	10%	56,466	50,888	11%	56,466	50,888	11%	421	421	0.1%	
La Isla Acapulco	76%	12,341	12,269	0.6%	20,075	19,906	1%	11,963	8,141	47%	10,049	6,839	47%	233	218	7%	
La Isla Mérida	84%	24,981	18,883	32%	39,680	28,413	40%	21,012	12,130	73%	21,012	12,130	73%	335	355	(6%)	
Paseo Querétaro	89%	37,937	26,012	46%	58,090	42,550	37%	44,720	16,461	172%	44,720	16,461	172%	307	330	(7%)	
Subtotal commercial use	86%	304,822	237,806	28%	456,646	375,311	22%	356,832	213,155	67%	344,462	205,163	68%	308	309	(0.3%)	
Office use																	
Torre E3	90%	35,433	33,154	7%	43,978	41,364	6%	37,729	31,199	21%	37,729	31,199	21%	561	638	(12%)	
Subtotal office use	90%	35,433	33,154	7%	43,978	41,364	6%	37,729	31,199	21%	37,729	31,199	21%	561	638	(12%)	
Mix use																	
Capital Reforma	91%	63,322	57,635	10%	82,590	76,069	9%	58,925	14,442	308%	58,925	14,442	308%	528	527	0.1%	
Masanyk 111	94%	44,204	44,439	(0.5%)	53,874	53,686	0%	43,703	46,493	(6%)	43,703	46,493	(6%)	597	603	(1%)	
Paseo Arcos Bosques	82%	89,462	84,289	6%	135,379	120,122	13%	111,029	60,444	84%	55,514	30,222	84%	600	604	(0.7%)	
Paseo Interlomas	84%	79,345	82,573	(4%)	119,555	131,807	(9%)	104,806	40,660	158%	52,403	20,330	158%	339	333	2%	
Subtotal mix use	86%	276,334	268,936	3%	391,398	381,684	3%	318,462	162,039	97%	210,545	111,487	89%	471	468	0.8%	
Total stabilized portfolio	86%	616,589	539,895	14%	892,022	798,360	12%	713,023	406,393	75%	592,735	347,849	70%	378	380	(0.6%)	
Properties in stabilization																	
Commercial use																	
Explanada Culiacán	57%	12,668	11,706	8%	18,866	16,386	15%	5,856	(12,183)	148%	5,856	(12,183)	148%	295	319	(8%)	
Masanyk 169	50%	4,269	-	100%	5,051	-	100%	1,590	-	100%	1,590	-	100%	775	-	100%	
Total portfolio in stabilization	56%	16,937	11,706	45%	23,917	16,386	46%	7,446	(12,183)	161%	7,446	(12,183)	161%	342	319	7%	
Total operational portfolio	84%	633,526	551,601	15%	915,939	814,746	12%	720,469	394,210	83%	600,182	335,666	79%	377	379	(0.5%)	
Total projects under development	-	-	-	-	(2,401)	(2,062)	16%	(2,401)	(2,062)	16%	(2,161)	(2,329)	(7%)	-	-	-	
Total portfolio	84%	633,526	551,601	15%	913,539	812,684	12%	718,068	392,148	83%	598,021	333,337	79%	377	379	(0.5%)	

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

Portfolio of properties in operation	Adjusted occupancy rate	Fixed rent (Ps. Thousands)				Total Revenue (Ps. Thousands)			NOI (Ps. Thousands)			Proportional NOI (Ps. Thousands)			Average rent by square meter		
		4Q22	2022	2021	Var. %	2022	2021	Var. %	2022	2021	Var. %	2022	2021	Var. %	2022	2021	Var. %
Stabilized portfolio																	
Commercial use																	
City Walk	100%	14,983	13,423	12%	20,008	17,742	13%	16,171	10,580	53%	16,171	10,580	53%	484	437	11%	
Explanada Pachuca	80%	99,586	101,145	(2%)	147,519	142,788	3%	114,727	100,825	14%	114,727	100,825	14%	282	297	(5%)	
Explanada Puebla	90%	108,814	110,766	(2%)	165,311	152,405	8%	136,648	103,972	31%	136,648	103,972	31%	245	252	(3%)	
Forum Buenavista	98%	330,130	275,400	20%	480,444	423,485	13%	436,784	351,276	24%	436,784	351,276	24%	338	313	8%	
Forum Coatzacoalcos	74%	57,291	43,814	31%	106,830	83,115	29%	76,412	55,245	38%	38,206	27,622	38%	213	225	(6%)	
Forum Cuernavaca	77%	85,231	98,888	(14%)	132,092	143,270	(8%)	101,801	109,071	(7%)	101,801	109,071	(7%)	313	315	(0.8%)	
Forum Culiacán	92%	189,763	159,114	19%	299,128	259,408	15%	260,908	224,992	16%	260,908	224,992	16%	421	421	0.1%	
La Isla Acapulco	76%	54,541	47,935	14%	96,048	85,648	12%	61,777	50,375	23%	51,893	42,315	23%	233	218	7%	
La Isla Mérida	84%	92,038	93,340	(1%)	149,344	146,181	2%	90,965	98,387	(8%)	90,965	98,387	(8%)	335	355	(6%)	
Paseo Querétaro	89%	143,075	134,103	7%	219,234	197,775	11%	167,046	136,738	22%	167,046	136,738	22%	307	330	(7%)	
Subtotal commercial use	86%	1,175,453	1,077,929	9%	1,815,959	1,651,818	10%	1,463,238	1,241,460	18%	1,415,148	1,205,777	17%	308	309	(0.3%)	
Office use																	
Torre E3	90%	133,713	139,497	(4%)	167,785	172,326	(3%)	140,808	143,732	(2%)	140,808	143,732	(2%)	561	638	(12%)	
Subtotal office use	90%	133,713	139,497	(4%)	167,785	172,326	(3%)	140,808	143,732	(2%)	140,808	143,732	(2%)	561	638	(12%)	
Mix use																	
Capital Reforma	91%	287,179	288,332	(0.4%)	369,048	392,537	(6%)	300,695	290,545	3%	300,695	290,545	3%	528	527	0.1%	
Masaryk 111	94%	176,152	169,299	4%	212,980	203,846	4%	179,930	176,003	2%	179,930	176,003	2%	597	603	(1%)	
Paseo Arcos Bosques	82%	414,754	406,119	2%	575,731	517,621	11%	471,867	382,789	23%	235,933	191,395	23%	600	604	(0.7%)	
Paseo Interlomas	84%	371,746	375,761	(1%)	558,521	557,934	0.1%	465,050	401,575	16%	232,525	200,788	16%	339	333	2%	
Subtotal mix use	86%	1,249,830	1,239,511	0.8%	1,716,280	1,671,939	3%	1,417,541	1,250,912	13%	949,083	858,730	11%	471	468	0.8%	
Total stabilized portfolio	86%	2,558,997	2,456,937	4%	3,700,024	3,496,083	6%	3,021,588	2,636,104	15%	2,505,039	2,208,239	13%	378	380	(0.6%)	
Portfolio in process of stabilization																	
Commercial use																	
Explanada Culiacán	57%	56,408	48,753	16%	79,680	72,846	9%	39,330	20,120	95%	39,330	20,120	95%	295	319	(8%)	
Masaryk 169	50%	12,774	-	100%	14,706	-	100%	8,309	-	100%	8,309	-	100%	775	-	100%	
Total portfolio in process of stabilization	56%	69,181	48,753	42%	94,386	72,846	30%	47,639	20,120	137%	47,639	20,120	137%	342	319	7%	
Total operational portfolio	84%	2,628,178	2,505,690	5%	3,794,410	3,568,929	6%	3,069,227	2,656,224	16%	2,552,678	2,228,359	15%	377	379	(0.5%)	
Total projects under development																	
	-	-	-	-	(3,044)	1,249	(344%)	(3,044)	1,249	(344%)	(1,935)	5,709	(134%)	-	-	-	
Total portfolio	84%	2,628,178	2,505,690	5%	3,791,366	3,570,177	6%	3,066,183	2,657,473	15%	2,550,743	2,234,068	14%	377	379	(0.5%)	

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

The following table presents the composition



# FOURTH QUARTER 2022 EARNINGS RELEASE



## Leasing contract characteristics

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

At the close of 4Q22, GICSA's property portfolio had 1,871 leasing contracts with tenants with high credit ratings and diversified in terms of industry and geographic location, providing a healthy mix within the Company's revenue stream.

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

Participation of GLA and average fixed rents	% of GLA	% of fixed rents
Women and men apparel	17.1%	18.3%
Restaurants	9.8%	16.1%
Entertainment and sports	30.7%	15.8%
Accessories, jewelry and opticians	3.5%	6.8%
Sport apparel and footwear	3.8%	6.4%
Fast food	2.5%	6.4%
Department stores	13.8%	5.7%
Cellphone companies and communications	2.5%	5.1%
Health & beauty	2.1%	4.9%
Home and decoration	3.4%	4.5%
Services	3.1%	3.8%
Women and men footwear	1.1%	2.3%
Self-service stores	4.4%	1.5%
Children's apparel and toys	0.8%	1.3%
Others	1.5%	1.2%
<b>Total</b>	<b>100%</b>	<b>100%</b>

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

Main tenants based of monthly fixed rent	% of fixed rents
Inditex group	2.8%
Cinemex	1.9%
Unifin	1.9%
Kavak	1.7%
El Palacio de Hierro	1.7%
Axo group	1.7%
Procter & Gamble	1.3%
Cinépolis	1.3%
Coppel	1.2%
Avon	1.1%
<b>Total</b>	<b>16.4%</b>

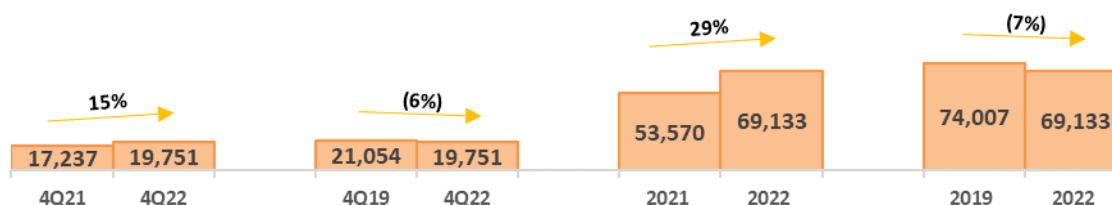
# FOURTH QUARTER 2022 EARNINGS RELEASE



## Number of visitors

During 4Q22 the number of visitors to the shopping malls within the portfolio in operation reached 20 million visitors, an increase of 15% compared to the same period of last year.

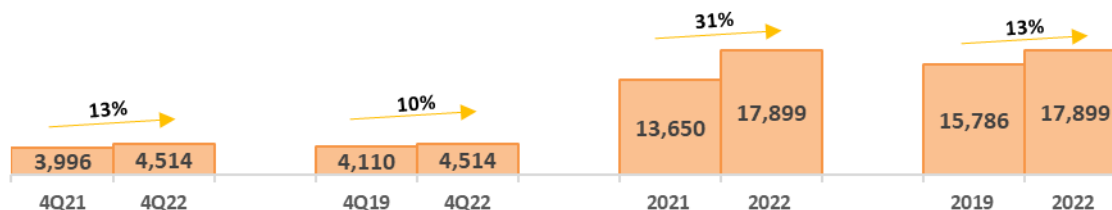
Number of visitors in commercial centers



## Tenants' sales

During 4Q22, tenants' sales within the portfolio in operation were Ps. 4,514 million, an increase of 13% compared to 4Q21.

Tenants' sales



## Fixed rental revenues

The average monthly fixed rent per square meter of the stabilized portfolio was Ps. 378 and Ps. 377 of the portfolio in operation in 4Q22, decreases of 0.6% and 0.5%, respectively, compared to 4Q21.

Fixed rental revenues for the portfolio of properties in operation after the proportional recognition of the tenant Covid-19 support program was Ps. 634 million in 4Q22, an increase of 15% compared to 4Q21. Fixed rental revenues as a percentage were 75% in Mexican pesos and 25% in U.S. dollars.

Fixed rental revenues



# FOURTH QUARTER 2022 EARNINGS RELEASE



## Maturity contract

The following table shows information related to the maturities of lease contracts at operating properties at the close of 2022:

Year	Number of leases that expire	GLA of maturity contract	% the GLA that expire
2023	393	92,883 m <sup>2</sup>	12.6%
2024	516	129,113 m <sup>2</sup>	17.5%
2025	416	137,032 m <sup>2</sup>	18.5%
2026	201	70,497 m <sup>2</sup>	9.5%
2027	121	114,450 m <sup>2</sup>	15.5%
+ 2028	224	195,114 m <sup>2</sup>	26.4%

Per the table above, contracts set to expire in 2023 represent 13% of GLA of the portfolio in operation. As of December 31, 2022, none of GICSA's tenants individually represented more than 4% and 3% of the operating portfolio GLA and fixed rent, respectively.

The following table, shows information related to the maturities of lease contracts within the portfolio in operation by segment at the close of 2022:

Year	Number of leases that expire	GLA of maturity contract	% the GLA that expire
2023	379	77,958 m <sup>2</sup>	13.8%
2024	476	108,193 m <sup>2</sup>	19.1%
2025	368	106,121 m <sup>2</sup>	18.8%
2026	172	49,147 m <sup>2</sup>	8.7%
2027	87	65,706 m <sup>2</sup>	11.6%
+ 2028	194	158,006 m <sup>2</sup>	28.0%
<b>Total Commercial</b>	<b>1,676</b>	<b>565,132 m<sup>2</sup></b>	<b>100%</b>
2023	14	14,925 m <sup>2</sup>	8.6%
2024	40	20,920 m <sup>2</sup>	12.0%
2025	48	30,911 m <sup>2</sup>	17.8%
2026	29	21,349 m <sup>2</sup>	12.3%
2027	34	48,744 m <sup>2</sup>	28.0%
+ 2028	30	37,108 m <sup>2</sup>	21.3%
<b>Total Office</b>	<b>195</b>	<b>173,957 m<sup>2</sup></b>	<b>100%</b>



# FOURTH QUARTER 2022 EARNINGS RELEASE



## Lease spread

Lease spread is defined as the difference in the level of fixed rent based on expired leases to the new level of rental revenues from new leases or renewed leases. The 4Q22 calculation was based on 106,833 square meters of contracts at shopping malls and consistent with this definition.

At the close of 4Q22, the lease spread for shopping malls in stabilized properties was 3.1%.

## Commercialization

The following table shows a breakdown of GLA signed during 4Q22 and 2022:

Properties	1Q22		2Q22		3Q22		4Q22		2022	
	Leases	GLA (m <sup>2</sup> )	Leases	GLA (m <sup>2</sup> )	Leases	GLA (m <sup>2</sup> )	Leases	GLA (m <sup>2</sup> )	Leases	GLA (m <sup>2</sup> )
Paseo Arcos Bosques	11	5,118	4	924	4	692	4	1,361	23	8,095
Explanada Pachuca	3	889	5	2,211	9	516	3	3,448	20	7,064
Capital Reforma	-	-	7	5,840	4	652	-	-	11	6,492
Paseo Querétaro	6	2,204	4	1,508	3	680	2	1,731	15	6,122
Forum Buenavista	7	2,802	9	2,476	6	500	2	164	24	5,943
Explanada Puebla	7	3,215	9	872	7	462	7	813	30	5,362
Forum Culiacán	6	1,378	2	404	2	2,933	2	158	12	4,873
Paseo Interlomas	5	427	7	2,192	8	857	8	741	28	4,216
Forum Cuernavaca	1	1,571	4	449	1	254	5	370	11	2,645
Forum Coatzacoalcos	6	397	3	506	3	155	5	1,244	17	2,302
La Isla Mérida	1	124	5	1,324	3	174	1	96	10	1,717
La Isla Acapulco	1	114	3	243	6	1,342	-	-	10	1,699
Masaryk 169	-	-	1	1,413	1	8	-	-	2	1,421
Torre E3	1	275	-	-	-	-	1	756	2	1,031
City Walk	-	-	1	665	-	-	1	312	2	977
Masaryk 111	-	-	-	-	-	-	1	725	1	725
<b>Total stabilized portfolio</b>	<b>55</b>	<b>18,514</b>	<b>64</b>	<b>21,027</b>	<b>57</b>	<b>9,224</b>	<b>42</b>	<b>11,919</b>	<b>218</b>	<b>60,684</b>
Explanada Culiacán	13	1,531	8	5,035	5	419	2	53	28	7,039
<b>Total portfolio in stabilization</b>	<b>13</b>	<b>1,531</b>	<b>8</b>	<b>5,035</b>	<b>5</b>	<b>419</b>	<b>2</b>	<b>53</b>	<b>28</b>	<b>7,039</b>
<b>Total portfolio in operation</b>	<b>68</b>	<b>20,045</b>	<b>72</b>	<b>26,062</b>	<b>62</b>	<b>9,643</b>	<b>44</b>	<b>11,972</b>	<b>246</b>	<b>67,722</b>
Grand Outlet Riviera Maya	6	2,512	7	2,526	10	3,306	10	2,687	33	11,032
<b>Total portfolio under construction</b>	<b>6</b>	<b>2,512</b>	<b>7</b>	<b>2,526</b>	<b>10</b>	<b>3,306</b>	<b>10</b>	<b>2,687</b>	<b>33</b>	<b>11,032</b>
<b>Total portfolio</b>	<b>74</b>	<b>22,557</b>	<b>79</b>	<b>28,588</b>	<b>72</b>	<b>12,950</b>	<b>54</b>	<b>14,659</b>	<b>279</b>	<b>78,754</b>



## Portfolio under development

### Projects under construction

Currently, GICSA has 3 projects under development, with a solid progress in terms of construction and commercialization. GICSA continues analyzing investment opportunities throughout Mexico to strengthen its portfolio and expand its presence in the country, including acquisition opportunities, developments, the consolidation of existing projects, as well as opportunities for third-party services.

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

Project	GLA	Estimated total investment <sup>1</sup>	Investment Capex as of 4Q22 <sup>1</sup>	Capex pending investments at 4Q22 <sup>1</sup>	Work progress	Estimated opening date
<b>Commercial Use</b>						
Grand Outlet Riviera Maya	58,013 m <sup>2</sup>	Ps. 2,269,249	Ps. 1,656,563	Ps. 612,686	83%	First half of 2023
Paseo Metepec	55,114 m <sup>2</sup>	Ps. 2,735,000	Ps. 1,755,000	Ps. 980,000	47%	First quarter of 2024
<b>Sub total comercial</b>	<b>113,127 m<sup>2</sup></b>	<b>Ps. 5,004,249</b>	<b>Ps. 3,411,563</b>	<b>Ps. 1,592,686</b>	<b>65%</b>	
<b>Residential Use</b>						
Cero5Cien*	82,815 m <sup>2</sup>	Ps. 5,567,288	Ps. 4,831,290	Ps. 735,998	66%	Second half of 2022 / First half of 2023
<b>Sub total residencial</b>	<b>82,815 m<sup>2</sup></b>	<b>Ps. 5,567,288</b>	<b>Ps. 4,831,290</b>	<b>Ps. 735,998</b>	<b>66%</b>	
<b>Total</b>	<b>195,942 m<sup>2</sup></b>	<b>Ps. 10,571,537</b>	<b>Ps. 8,242,853</b>	<b>Ps. 2,328,684</b>	<b>65%</b>	

<sup>1</sup> Figures are expressed in thousands of Mexican pesos (Ps.)

\*Gross Saleable Area

### Status of commercialization of projects

As of the date of this report, the commercialization of properties in stabilization process and under development registered progress of 120,682 square meters of GLA under contract, representing 60% of the GLA and GSA.

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

Project	Total commercial spaces	Total commercial spaces under contract	%	Total Leasable Area (m <sup>2</sup> )	Total area under contract (m <sup>2</sup> )	%
<b>Commercial Use</b>						
Masaryk 169 <sup>1</sup>	1	1	100%	1,307 m <sup>2</sup>	1,307 m <sup>2</sup>	100%
Explanada Culiacán <sup>1</sup>	199	119	60%	53,616 m <sup>2</sup>	30,490 m <sup>2</sup>	57%
Grand Outlet Riviera Maya	183	127	69%	58,013 m <sup>2</sup>	36,897 m <sup>2</sup>	64%
<b>Subtotal commercial use</b>	<b>383</b>	<b>247</b>	<b>64%</b>	<b>112,936 m<sup>2</sup></b>	<b>68,694 m<sup>2</sup></b>	<b>61%</b>
<b>Office use</b>						
Masaryk 169 <sup>1</sup>	-	-	-	4,130 m <sup>2</sup>	1,421 m <sup>2</sup>	34%
<b>Subtotal office use</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>4,130 m<sup>2</sup></b>	<b>1,421 m<sup>2</sup></b>	<b>34%</b>
<b>Residential Use</b>						
Cero5Cien*	105	62	59%	82,815 m <sup>2</sup>	50,567 m <sup>2</sup>	61%
<b>Sub total residencial</b>	<b>105</b>	<b>62</b>	<b>59%</b>	<b>82,815 m<sup>2</sup></b>	<b>50,567 m<sup>2</sup></b>	<b>61%</b>
<b>Total</b>	<b>488</b>	<b>309</b>	<b>63%</b>	<b>199,881 m<sup>2</sup></b>	<b>120,682 m<sup>2</sup></b>	<b>60%</b>

<sup>1</sup> In stabilization

\*Gross Saleable Area

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



## Properties under construction

### Grand Outlet Riviera Maya



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

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

The development will have a total GLA of approximately 58,013 square meters to be developed by GICSA and approximately 90,000 square meters, including the development by our business partner which contributed land to the project. At December 31, 2022, 64% of leasable area was under contract with important global brands, such as: Armani Outlet, Dolce & Gabbana, Salvatore Ferragamo, BCBG, True Religion, Ermenegildo Zegna, Carolina Herrera, Halston, Vilebrequin, Mercado Norte, Crocs, Amorino, Hugo Boss, Purificación García, Madaluxe, Rapsodia, Joes, Shutz, Karen Millen, Log-On, Gear Central, Chanfle y Recontra Chanfle, Ishop, Aéropostale, Adidas, Levi's, Calvin Klein and Tommy Hilfiger.



Location	Riviera Maya, Quintana Roo
GLA	58,013 m <sup>2</sup>
Estimated total investment <sup>1</sup>	Ps. 2,269,249
Capex to date <sup>1</sup>	Ps. 1,656,563
Expected delivery date	First half of 2023

<sup>1</sup> Figures are expressed in thousands of Mexican pesos (Ps.)

	Contribution to work as a percentage	At September 30, 2022	At December 31, 2022
Excavation and foundation	18%	100%	100%
Civil work	41%	89%	96%
Installations and equipment	24%	57%	63%
Finishes and facade	17%	28%	60%
Work progress	100%	73%	83%

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



# FOURTH QUARTER 2022 EARNINGS RELEASE



## CERO5CIEN RESIDENCIAL

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

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

Cero5Cien will have 105 units. As of December 31, 2022, 62 units had been sold, corresponding to 61% of Gross Saleable Area (GSA). The delivery of the project is expected to be completed during 2023.



Location	Mexico City
Gross Saleable Area (GSA)	82,815 m <sup>2</sup>
Estimated total investment <sup>1</sup>	Ps. 5,567,288
Capex to date <sup>1</sup>	Ps. 4,831,290
Expected delivery date	Second half of 2022 / First half of 2023

<sup>1</sup> Figures are expressed in thousands of mexican pesos (Ps.)

	Contribution to work as a percentage	At September 30, 2022	At December 31, 2022
Excavation and foundation	10%	95%	98%
Civil work	34%	77%	81%
Installations and equipment	16%	40%	47%
Finishes and facade	40%	52%	54%
Work progress	100%	63%	66%

# FOURTH QUARTER 2022 EARNINGS RELEASE



## Statement of Financial Position

For the periods ended in December 31, 2022, and December 31, 2021.

(Figures in thousands of Pesos)

Statements of Financial Position	December 2022	December 2021	Variation
<b>Assets</b>			
<b>Current assets</b>			
Cash and cash equivalents	712,607	444,876	60%
Restricted cash	759,314	942,873	(19%)
Accounts and notes receivable- net	728,434	877,283	(17%)
Discounts to amortize (Contingency)	290,246	388,000	(25%)
Real Estate Inventory	860,009	758,735	13%
Tax credits	2,437,888	2,513,506	(3%)
Advances for project developments	272,858	129,391	111%
Related parties	753,024	938,255	(20%)
Assets available for sale	391,000	0	100%
<b>Total current assets</b>	<b>7,205,380</b>	<b>6,992,919</b>	<b>3%</b>
<b>Non-current assets</b>			
Investment properties	59,541,775	59,303,008	0.4%
Real Estate Inventory	2,773,211	2,954,636	(6%)
Property, furniture and equipment – net	507,352	583,234	(13%)
Advances for project developments	326,426	538,468	(39%)
Investment in associates and in joint ventures	1,044,430	1,042,835	0.2%
Derivative Financial Instruments	4,165	0	100%
Deferred income taxes provision	2,622,946	3,157,578	(17%)
Assets by right of use	661,555	876,471	(25%)
Guarantee deposits and prepayments	264,350	276,986	(5%)
<b>Total non-current assets</b>	<b>67,746,210</b>	<b>68,733,216</b>	<b>(1%)</b>
<b>Total assets</b>	<b>74,951,590</b>	<b>75,726,135</b>	<b>(1%)</b>
<b>Liabilities and stockholders' equity</b>			
<b>Current liabilities</b>			
Suppliers	441,017	521,775	(15%)
Current portion of long-term local bank loans	595,405	943,860	(37%)
Current portion of long-term local bonds	65,572	2,776,590	(98%)
Current portion of rent, guarantee deposits and key money	1,350,453	17,125	7,786%
Related parties	117,084	117,084	0%
Lease contract creditors	80,072	80,737	(0.8%)
Income tax payable	1,437,991	1,293,179	11%
<b>Total current liabilities</b>	<b>4,087,594</b>	<b>5,750,350</b>	<b>(29%)</b>
<b>Non-current liabilities</b>			
Long-term bank loans	17,973,941	18,303,057	(2%)
Long-term local bonds	9,863,508	6,953,543	42%
Provision and Employee benefits	31,111	34,201	(9%)
Lease contract creditors	903,995	919,062	(2%)
Rent, guarantee deposits, key money and tenants down payment	791,131	1,766,024	(55%)
Derivative Financial Instruments	0	28,976	(100%)
Long-term income tax payable	509,208	509,208	0%
Deferred income tax provision	9,997,329	10,427,069	(4%)
<b>Total non-current liabilities</b>	<b>40,070,223</b>	<b>38,941,140</b>	<b>3%</b>
<b>Total liabilities</b>	<b>44,157,817</b>	<b>44,691,490</b>	<b>(1%)</b>
Capital stock	636,605	636,605	0%
Stock repurchase	(282,452)	(282,452)	0%
Premium on subscription of stocks	9,595,667	9,595,667	0%
Accumulated profit	16,157,306	15,978,065	1%
<b>Controlling interest</b>	<b>26,107,126</b>	<b>25,927,885</b>	<b>0.7%</b>
Non- controlling interest	4,686,647	5,106,760	(8%)
<b>Total stockholders' equity</b>	<b>30,793,773</b>	<b>31,034,645</b>	<b>(0.8%)</b>
<b>Total liabilities and stockholders' equity</b>	<b>74,951,590</b>	<b>75,726,135</b>	<b>(1%)</b>



# FOURTH QUARTER 2022 EARNINGS RELEASE



## Consolidated Statement of Comprehensive Income

For the periods ended in December 31, 2022, and December 31, 2021.

(Figures in thousands of Pesos)

Consolidated Statement of Comprehensive Income	4Q22	4Q21	Variation 4Q22 vs 4Q21	2022	2021	Variation 2022 vs 2021
<b>Revenues</b>						
Rental income and key money	768,539	723,831	6%	3,233,136	3,126,570	3%
Discount rental income and key money (contingency)	(64,855)	(94,466)	(31%)	(288,468)	(287,184)	0.4%
Maintenance and advertising income	137,556	128,538	7%	573,225	543,444	5%
Discount maintenance and advertising (contingency)	(1,550)	(2,984)	(48%)	(8,646)	(10,205)	(15%)
Parking income and operating services	112,874	92,870	22%	396,961	254,407	56%
Revenues from real estate services	3,580	8,028	(55%)	13,074	24,037	(46%)
<b>Total operating revenue</b>	<b>956,144</b>	<b>855,817</b>	<b>12%</b>	<b>3,919,282</b>	<b>3,651,069</b>	<b>7%</b>
Revenues from construction services executed for third parties	5,367	2,951	82%	8,597	14,818	(42%)
Revenues from the sale of real estate inventories	164,681	121,764	35%	912,457	200,367	355%
<b>Total Other Operating Revenue</b>	<b>170,048</b>	<b>124,715</b>	<b>36%</b>	<b>921,054</b>	<b>215,185</b>	<b>328%</b>
<b>Total revenue</b>	<b>1,126,192</b>	<b>980,532</b>	<b>15%</b>	<b>4,840,336</b>	<b>3,866,254</b>	<b>25%</b>
Cost of execution of work for third party	(5,142)	255	(2,116%)	(8,372)	(14,576)	(43%)
Cost for sale of real estate inventories	(328,218)	(292,752)	12%	(901,599)	(351,101)	157%
<b>Total Costs</b>	<b>(333,360)</b>	<b>(292,497)</b>	<b>14%</b>	<b>(909,971)</b>	<b>(365,677)</b>	<b>149%</b>
Real Estate services expenses	(2,989)	(3,134)	(5%)	(6,769)	(9,046)	(25%)
Operating expenses from owned properties	(268,917)	(192,972)	39%	(967,288)	(765,753)	26%
Administrative expenses	(99,886)	(112,533)	(11%)	(251,527)	(261,104)	(4%)
Write-off accounts and notes receivable	0	(173,128)	100%	0	(173,128)	100%
Allowance for doubtful account	7,939	(68,542)	112%	7,939	(68,542)	112%
Amortization and depreciation	(29,328)	(36,519)	(20%)	(119,016)	(153,541)	(22%)
Other expenses (income) net	(56,851)	(454,845)	(88%)	(363,347)	(576,849)	(37%)
<b>Total Expenses</b>	<b>(450,032)</b>	<b>(1,041,673)</b>	<b>(57%)</b>	<b>(1,700,008)</b>	<b>(2,007,963)</b>	<b>(15%)</b>
<b>Total costs and expenses</b>	<b>(783,392)</b>	<b>(1,334,170)</b>	<b>(41%)</b>	<b>(2,609,979)</b>	<b>(2,373,640)</b>	<b>10%</b>
<b>Operating income before valuation effects</b>	<b>342,800</b>	<b>(353,638)</b>	<b>197%</b>	<b>2,230,357</b>	<b>1,492,614</b>	<b>49%</b>
Fair value adjustments to investment properties	300,649	309,035	(3%)	695,172	841,252	(17%)
Results of associates and joint venture	13,780	11,559	19%	48,166	39,197	23%
<b>Operating profit</b>	<b>657,229</b>	<b>(33,044)</b>	<b>2,089%</b>	<b>2,973,695</b>	<b>2,373,063</b>	<b>25%</b>
Finance income	505,073	44,071	1,046%	580,399	165,322	251%
Finance costs	(837,298)	(678,352)	23%	(3,070,772)	(2,172,751)	41%
Foreign exchange gains - Net	313,464	(222,681)	241%	343,632	(554,726)	162%
<b>Finance (costs) income - Net</b>	<b>(18,761)</b>	<b>(856,962)</b>	<b>(98%)</b>	<b>(2,146,741)</b>	<b>(2,562,155)</b>	<b>(16%)</b>
<b>Income before income tax</b>	<b>638,468</b>	<b>(890,006)</b>	<b>172%</b>	<b>826,954</b>	<b>(189,092)</b>	<b>537%</b>
Deferred income taxes	149,358	516,185	(71%)	(104,891)	204,875	(151%)
Current Income Tax	(140,503)	(88,703)	58%	(140,503)	(88,703)	58%
<b>Consolidated net profit</b>	<b>647,323</b>	<b>(462,524)</b>	<b>240%</b>	<b>581,560</b>	<b>(72,920)</b>	<b>898%</b>
<b>Consolidated net profit attributable to</b>						
Controlling interest	546,985	(407,661)	234%	183,121	(51,828)	453%
Non-controlling interest	100,338	(54,863)	283%	398,439	(21,092)	(1,989%)
	<b>647,323</b>	<b>(462,524)</b>	<b>240%</b>	<b>581,560</b>	<b>(72,920)</b>	<b>898%</b>



# FOURTH QUARTER 2022 EARNINGS RELEASE



## NOI – EBITDA Reconciliation

The following table shows the reconciliation of NOI and EBITDA with the income statement, for the periods ended in December 31, 2022, and December 31, 2021.

(Figures in thousands of pesos)

Reconciliation between NOI and EBITDA	4Q22	4Q21	Var. %	2022	2021	Var. %
<b>Operating income before valuation effects/Total revenues minus costs and expenses</b>	<b>342,800</b>	<b>(353,638)</b>	<b>197%</b>	<b>2,230,357</b>	<b>1,492,614</b>	<b>49%</b>
<b>Minus</b>						
Revenues from construction work services to third parties <sup>1</sup>	5,367	2,951	82%	8,597	14,818	(42%)
Other revenues (expenses)	(56,851)	(454,845)	(88%)	(363,347)	(576,849)	(37%)
Revenues from Forum Coatzacoalcos <sup>3</sup>	6,391	1,154	454%	30,419	27,870	9%
<b>Plus</b>						
Cost of execution of work for third party <sup>1</sup>	5,142	(255)	2,116%	8,372	14,576	(43%)
Amortization and depreciation	29,328	36,519	(20%)	119,016	153,541	(22%)
Forum Coatzacoalcos costs <sup>3</sup>	27,303	14,531	88%	106,830	83,115	29%
<b>EBITDA</b>	<b>449,666</b>	<b>147,898</b>	<b>204%</b>	<b>2,788,907</b>	<b>2,278,007</b>	<b>22%</b>
<b>Minus</b>						
Corporate expenses	(104,866)	(73,262)	43%	(288,134)	(228,732)	26%
Profit from real estate inventories <sup>2</sup>	(163,537)	(170,988)	(4%)	10,858	(150,734)	107%
<b>NOI</b>	<b>718,068</b>	<b>392,148</b>	<b>83%</b>	<b>3,066,183</b>	<b>2,657,473</b>	<b>15%</b>
<b>Minus</b>						
Adjusted NOI attributable to non-controlling participation	120,047	58,811	104%	515,440	423,404	22%
<b>Adjusted proportional NOI</b>	<b>598,021</b>	<b>333,337</b>	<b>79%</b>	<b>2,550,743</b>	<b>2,234,068</b>	<b>14%</b>
<b>Plus</b>						
Corporate expenses	(104,866)	(73,262)	43%	(288,134)	(228,732)	26%
Profit from real estate inventories <sup>2</sup>	(163,537)	(170,988)	(4%)	10,858	(150,734)	107%
<b>Adjusted proportional EBITDA</b>	<b>329,619</b>	<b>89,087</b>	<b>270%</b>	<b>2,273,467</b>	<b>1,854,602</b>	<b>23%</b>

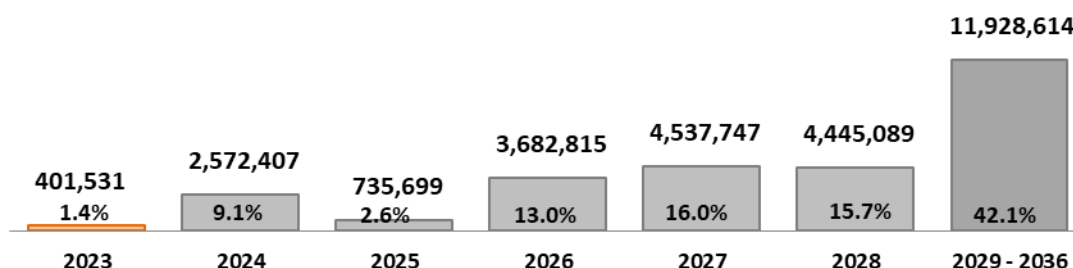
1. We incur in costs and expenses related to real estate for our development projects and projects to develop provided to third parties, which are registered as income in our Statement of Comprehensive Income for services, maintenance and advertising items.
2. Revenues and Costs from sale of non-recurring real estate inventories.
3. GICSA registers the results of Forum Coatzacoalcos under the equity method. These adjustments correspond to a consolidation of 100% of the results for purposes of presentation of pro-forma adjusted EBITDA.

# FOURTH QUARTER 2022 EARNINGS RELEASE



## Debt Position Breakdown

### Total consolidated debt amortization\*<sup>1</sup>



Debt Analysis	4Q22	3Q22	Var. %
Total consolidated debt <sup>1*</sup>	28,303,902	28,858,489	(2%)
Total consolidated debt in pesos <sup>1*</sup>	21,406,119	21,610,437	(0.9%)
Total consolidated debt in dollars <sup>1*</sup>	356,263	356,945	(0.2%)
GICSA's proportional consolidated debt <sup>1*</sup>	25,877,155	26,348,692	(2%)
Loan-Value ratio <sup>2</sup>	38.0%	38.9%	(2%)
% Local Currency (Ps.)	75.6%	75.9%	(0.4%)
% Foreign currency (DlIs)	24.4%	24.1%	1%

\* Thousands of pesos.

<sup>1</sup> Excluding adjustments for accounting valuation.

<sup>2</sup> Total consolidated financial debt / Total Assets.

Acredited / Property	Expiration due date	Current balance		Base rate	Margin	GICSA's Participation	Proportional debt balance	
		MXN	USD				MXN	USD
Capital Reforma	03-Jun-24	-	106,262,833	Libor 1M	2.35	100%	-	106,262,833
Paseo Arcos Bosques	01-Jun-26	-	150,000,000	Libor 1M	3.35	50%	-	75,000,000
Paseo Interlomas	15-Dec-27	1,949,267,889	-	TIIE 28D	3.50	50%	974,633,945	-
<b>Sub total simple credit</b>		<b>1,949,267,889</b>	<b>256,262,833</b>			<b>65%</b>	<b>974,633,945</b>	<b>181,262,833</b>
Explanada Cullacán	10-Jul-28	539,429,198	-	TIIE 28D	4.00	100%	539,429,198	-
Grand Outlet Riviera Maya	18-jun-36	1,283,990,500	-	TIIE 91D	3.00	100%	1,283,990,500	-
Grand Outlet Riviera Maya	18-jun-36	164,093,008	-	TIIE 91D	2.70	100%	164,093,008	-
<b>Sub total of credit for properties under construction</b>		<b>1,987,512,706</b>	<b>-</b>			<b>100%</b>	<b>1,987,512,706</b>	<b>-</b>
Class A-1 Senior	18-Dec-34	7,200,000,000	-	9.50%	-	100%	7,200,000,000	-
Class A-1 Senior	18-Dec-34	-	100,000,000	4.80%	-	100%	-	100,000,000
Class A-2 Senior	18-Dec-34	428,980,000	-	9.90%	-	100%	428,980,000	-
<b>Sub total international loans</b>		<b>7,628,980,000</b>	<b>100,000,000</b>			<b>100%</b>	<b>7,628,980,000</b>	<b>100,000,000</b>
GICSA 19	24-Mar-27	1,604,740,291	-	10.00%	-	100%	1,604,740,291	-
GICSA 15	01-Dec-27	538,871,707	-	10.00%	-	100%	538,871,707	-
GICSA 18U	13-Nov-28	2,749,387,119	-	9.48%	-	100%	2,749,387,119	-
GICSA 17	08-Dec-28	860,523,000	-	10.00%	-	100%	860,523,000	-
GICSA 16U	16-Oct-30	4,086,835,983	-	9.48%	-	100%	4,086,835,983	-
<b>Sub total stock certificates</b>		<b>9,840,358,101</b>	<b>-</b>			<b>100%</b>	<b>9,840,358,101</b>	<b>-</b>
<b>Total consolidated debt</b>		<b>21,406,118,696</b>	<b>356,262,833</b>			<b>91%</b>	<b>20,431,484,752</b>	<b>281,262,833</b>
<b>Total adjustments for accounting valuation</b>		<b>299,727,749</b>	<b>(5,648,817)</b>			<b>100%</b>	<b>295,360,858</b>	<b>(5,568,592)</b>
<b>Total consolidated financial debt</b>		<b>21,705,846,445</b>	<b>350,614,016</b>			<b>91%</b>	<b>20,726,845,610</b>	<b>275,694,241</b>

GICSA concluded 4Q22 with a consolidated financial debt of Ps. 28,494 million and total assets of Ps. 74,952 million, corresponding to LTV (Loan To Value) of 38%. The funding mix is comprised of 31% floating and 69% fixed.



## Statement of Financial Position

### Main Assets

#### Cash and Cash Equivalents.

At the close of 4Q22, cash and cash equivalents were Ps. 713 million, an increase of 60% compared to Ps. 445 million at the close of 2021. The increase in GICSA's cash position was due to Ps. 300 million of funds received from Liverpool to resume the construction of the Paseo Metepec shopping mall.

#### Restricted Cash.

Restricted cash was Ps. 759 million, a decrease of 19% compared to Ps. 943 million at the close of 2021, mainly due to the release of collections from the Cero5cien project.

#### Accounts and note receivable – Net.

Accounts and Note Receivables were Ps. 728 million in 4Q22, a decrease of 17% compared to Ps. 877 million at the close of 2021, mainly due for the documentation of abandoned commercial spaces for write-off their invoicing as well as higher recovery of collection.

#### Short-term and long-term real estate inventories.

At the close of 4Q22, the balance of real estate inventories was Ps. 3,633 million, a 2% decrease compared to Ps. 3,713 million reported at the close of 2021. The decrease was mainly due to the recognition of costs in the construction of the Cero5Cien residential project.

#### Short-term and long-term advances for project developments.

As of 4Q22, the balance was Ps. 599 million, a decrease of 10% compared to the Ps. 668 million at the close of 2021. In the short term, the balance increased by 266% due to the reclassification of the advances for the Grand Outlet Riviera Maya property and the Cero5Cien residential project from long-term to short-term, as construction of both projects are estimated to conclude in 2023.

#### Assets available for sale.

Assets available for sale were Ps. 391 million in 4Q22. This item is a result of a transaction for the sale of Explanada Aguascalientes signed in July 2022. The amount of this transaction will be payable in four equal installments and the proceeds used to partially prepay local bonds issued under the trading symbols GICSA 15, GICSA 17 and GICSA 19.

### Main Liabilities

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

At the close of 4Q22, the current portion of GICSA's local bonds were Ps. 66 million, a decrease of 98% compared to Ps. 2,777 million at the close of 2021. This was mainly due to the restructuring of these bonds, resulting in the bonds' maturities being extended and the bonds being reclassified from short-term to long-term. The decrease in the current portion was also due to extraordinary partial prepayments.

#### Short-term and long-term bank loans.

At the close of 4Q22, short-term and long-term bank loans were Ps. 18,569 million, a decrease of 4% compared to Ps. 19,247 million at the close of 2021. The decrease was due to prepayment of certain bank loans.





## Consolidated Statement of Comprehensive Income

### Revenues

#### Total operating revenue.

At the close of 4Q22, total operating revenue was Ps. 956 million, an increase of 12% compared to Ps. 856 million at the close of 4Q21. The increase was mainly due to i) an increase in write-offs of account receivables and higher discounts granted to tenants under the Covid-19 support program, both in 4Q21, resulting in a year-on-year comparison against a lower-than-normal revenue base, ii) an increase in rental income and key money, due to the signing of new leases during the period, and iii) an increase in revenues from services at owned properties and in advertising sales.

#### Total other operating revenue.

Total other operating revenue was Ps. 170 million, an increase of 36% compared to Ps. 125 million at the close of 4Q21. This was mainly due to lower recognition of revenues from the Cero5Cien residential project.

### Cost and Expenses

#### Total costs and expenses.

At the close of 4Q22, total costs and expenses were Ps. 783 million, a decrease of 41% compared to Ps. 1,334 million at the close of 4Q21. The increase was mainly due to: i) recognition of the land sale in Leon, Guanajuato, ii) the write-off of certain accounts receivables in 4Q21, iii) a decrease in estimated uncollectable receivables, and iv) an adjustment in the recognition of costs associated with the Cero5Cien residential project.

# FOURTH QUARTER 2022 EARNINGS RELEASE



## Conference call

***GICSA cordially invites you to its  
Fourth Quarter Conference call***

**Tuesday, February 28, 2023**

12:00 PM Eastern time

11:00 AM Mexico City Time

**Presenting for GICSA:**

Diódoro Batalla - Chief Financial Officer

**To access the call, please dial:**

1 (800) 895 3361 U.S. participants

1 (785) 424 1062 International participants

**Passcode: 44272**

## Analyst coverage

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Punto Casa de bolsa	Armando Rodriguez	<a href="mailto:armando.rodriguez@signumreseach.com">armando.rodriguez@signumreseach.com</a>



## About the Company

GICSA is a leading company in the development, investment, commercialization and operation of shopping malls, corporate offices and mixed used well known for their high-quality standards, which transform and create new development spaces, lifestyles and employment in Mexico, in accordance to its history and executed projects. As of December 31, 2022, the Company owned 17 income-generating properties, consisting of eleven shopping malls, five mixed use projects (which include five shopping malls, five corporate offices and one hotel), and one corporate office building, representing a total Gross Leasable Area (GLA) 950,461 square meters, and a Proportional GLA of 811,336 square meters. Since June 2015, GICSA is listed on the Mexican Stock Exchange under the ticker (BMV: GICSA B).

## Forward-Looking Statements

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

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