# Transcript of the Fibra Nova 2Q26 conference

**Moderator:** Good afternoon, everyone. Welcome to Fibra Nova's second quarter 2026 results conference call.

Joining us on this occasion is Luis Carlos Piñón, Chief Financial Officer, who will share with us the quarter's most relevant strategic, financial, and operating highlights.

Before we begin, we would like to remind you that this call will be recorded and will be available on Fibra Nova's investor relations website at www.fibra-nova.com.

We would also like to point out that statements regarding future events and projections made during this call are subject to risks and uncertainties, and Fibra Nova assumes no express obligation to publicly update them.

Without further ado, I will turn the call over to management. Please go ahead.

**Luis Carlos Piñón:** Hello, good afternoon. Thank you very much for joining us for Fibra Nova's results conference call corresponding to the second quarter of 2026. If you could advance, please. One more. Thank you.

Well, to comment on the first part regarding the market, I am very pleased to announce that we continue to grow. We are pleased with the performance achieved despite a difficult environment. As we have been discussing throughout this year, we continue to see a decline in the arrival of foreign investment in Mexico. We see that decisions continue to be slower than expected.

So the number of bidding processes, the number of invitations we receive for real estate projects where Fibra Nova can act as landlord, we see that activity is low. Also at this time of year, during these months of July and August, many decision-makers go on vacation. North American and European companies honestly take these dates as vacation periods, so decisions on some of the bidding processes we currently have underway tend to be postponed for a few more weeks. So, in some way, we already know that the summer cycle is slower than other times of the year, but this comes together with what I mentioned at the beginning, that in general we see that the market has not reactivated. Despite that, we see that the industries that continue to demand the most space, particularly industrial space, continue to be electronics.

We see strong interest from Asian companies and some other North American companies that continue to have an appetite for opening production lines in Mexico, particularly in this sector. We believe this goes hand in hand with the entire wave of data center companies that are being established, particularly along the southern border of the United States, and we believe that, as part of the supply chain and logistics, it makes sense for these types of companies to come manufacture in Mexico, particularly in northern Mexico. We also see that among these companies that are interested in starting operations in Mexico, many of them are looking to purchase properties rather than lease them.

So that is why we have seen that another type of player is also entering the market, one that is not necessarily a potential customer for the profile we are looking for, since we are landlords. So many of the bidding processes have not been accepted by us given those circumstances. However, despite that, as I was telling you, we are very pleased because we continue to grow at double-digit rates in dollars.

So we see that Fibra Nova's business model, now with a little over nine years in the market, continues to be a proven model that allows us to continue growing, and in this regard I am proud to tell you that, as we announced in previous weeks, we were able to place two additional properties in the market, both in the city of Chihuahua. One was leased to Home Depot and the other was leased to another logistics company called JT Express. Both companies occupied buildings that we had in our industrial building inventory, which I had mentioned on the previous call were close to contract execution.

Fortunately, we were able to close those two properties as part of occupancy. That reduced the inventory buildings we had at the close of the previous quarter and therefore, as of today, we only have two buildings that are under construction and that will become inventory buildings. One of them is in Ciudad Juárez, with a little over 250 thousand square feet, and one in the city of Chihuahua, with a little over 120 thousand square feet.

These two buildings are currently involved in bidding processes, several bidding processes in the case of the city of Chihuahua, and we have high expectations of being able to announce in the coming months that these buildings have been placed. Additionally, something else that we viewed positively during the quarter is that, as I had already mentioned, we were going to begin seeing vacancies in some of our buildings, which was the case, and I will go into more detail on that shortly, but in one of the buildings where one of the tenants' lease agreements expired, we were able to place it practically immediately with another tenant, which I will be announcing in the coming weeks, specifically the name of the tenant, but as of today I already have the signed contract, so that helped us maintain a high occupancy rate as we historically have, and well, in some way that contrasts with what I have been telling you about a low-demand market.

We see that there continues to be a great deal of vacant space in the northern and Bajío markets, so we believe that this low demand, together with a high supply of properties, will likely keep the market challenging over the next few quarters. But in Fibra Nova's case, fortunately, we continue to deliver and generate results with these two contracts and with this third one, which is the placement of a building that was going to become vacant and that we were able to place quickly in the market. And well, at the end of the day, during this quarter and looking at the outlook ahead, as I have already been announcing, occupancy has now reached 99% as a result of a tenant vacancy where we decided not to renew the lease, as we believed the property's use could provide us with better profitability with another type of tenant. This is the Teleperformance property in the city of Chihuahua, so that building became vacant beginning this quarter. However, as I was mentioning, we see significant opportunities to do business precisely with certain non-strategic land reserves or properties such as this one, which we could not only place in the rental market but even in the property sales market. So we find it very attractive that, at the end of the day, our buildings are high-quality buildings, and because of that I am also proud to tell you that this quarter we reached 500 thousand square meters certified under EDGE. So despite operating in a challenging environment, our effort to continue building high-quality facilities that can be certified under standards that meet all environmental requirements for energy savings, water savings, and construction materials that also generate savings allowed us to reach this milestone of 500 thousand square meters of roofed industrial buildings under this certification. I can also tell you that we continue working on the development of our industrial parks. As we have discussed on previous calls, we have sufficient land reserves to continue growing dollar-denominated contracts with foreign companies that want to manufacture in Mexico, with indexed triple-net contracts and corporate guarantees, which is the business model Fibra Nova has decided to pursue. In Ciudad Juárez and the city of Chihuahua, we can continue growing with the land reserves we have. Therefore, in recent days the Technical

Committee continued, or authorized us to continue, investing in these parks and to continue offering a quality product in the real estate sector.

I will stop here on the market and outlook section. Next, I will talk about how we performed financially during the quarter and over these first six months. Please go ahead. Well, regarding the quarterly results, our total revenues reached a little over 429 million pesos, which represented a little over 24 million dollars, of which 408 million came directly from leasing. These revenues represent growth of a little over 9.5% in pesos; however, in dollars, according to our functional currency, we had double-digit growth of almost 22%. This reflects what we have already mentioned, that we consistently continue to win bidding processes and place new lease agreements. In particular, the effect this quarter from these new contracts relates to those we obtained with tenants such as Emerson, Regal Rexnor, or Vistaprint, which continued to contribute to our growth in dollars.

On the other hand, we had certain expenses related to property management, which reached a little over 12.6 million, associated with the triple-net services we provide to our tenants in terms of maintenance, insurance, and previa. We also had administrative expenses that reached a little over 42 million pesos, which include all the expenses we use to manage Fibra Nova under an internal management structure, of which 11.5 million represented expenses reimbursable by tenants under the triple-net model. Therefore, we had interest expenses, which increased by a little over 23 million pesos during the quarter, reaching an increase of a little over 9.7% compared with the 21 million recorded in the same period last year.

This is aligned with a strategy of seeking financing to support growth. During the quarter, on the other hand, we had foreign exchange effects, which resulted in a gain of a little over 5 million pesos, and we also had a revaluation of investment properties of a little over 568 million. With this, our EBITDA for the quarter reached a little over 403 million, representing a margin of a little over 94% relative to the revenues we obtained.

We continue to maintain margins above the 90% level that we have historically maintained, and we do not foresee this changing in the future. We also had net income that reached a little over 954 million pesos, which increased compared with the 771 we reported in the prior year. This is mainly due to the different foreign exchange effects we had compared with last year and, well, the performance we had during the quarter.

On the other hand, regarding accumulated results for the first six months of the year, we reached a little over 825 million pesos, representing a 6% increase in pesos compared with the same period last year. This growth is due to the incorporation of new lease agreements, such as those I mentioned a moment ago, and this growth was also affected by the exchange rate, which we have been seeing throughout the year, as we have a lower exchange rate compared with what we had last year. Without this effect, rents would have grown by a little over 18% during this same period, considering rental revenues only.

Additionally, we had operating expenses that reached a little over 23 million pesos, representing 2.8% of our revenues, maintaining this NOI that we have historically kept below 3% of all expenses we use to manage the properties. We also had expenses reimbursed by tenants, which on an accumulated basis over these six months reached 36.7 million pesos, while the remainder are expenses that Management uses to operate. Financial expense amounted to a little over 43 million pesos compared with the 40 million recorded last year, representing an increase of a little over 8.4%. Additionally, on an accumulated basis over these six months, we obtained an accumulated benefit of 4.3 million pesos related to foreign exchange fluctuations, and a little over 723 million from revaluation effects on investment properties.

Accumulated net income amounted to a little over 1,499 million pesos, representing an 11% increase compared with the 1,348 recorded in 2025. This growth is basically explained by the organic growth of the Fibra, plus the foreign exchange effect we have experienced throughout these six months. Therefore, and no less importantly, EBITDA reached 815 million pesos during these first six months, representing a margin of a little over 98%.

This, as we have been discussing, includes the impact of the services we have charged our tenants, which we account for as other income and which are non-recurring. However, the way we manage Fibra Nova has allowed all this cash flow that we receive from services or property sales to ultimately be recognized as part of Fibra Nova's comprehensive results. Regarding the balance sheet, I can tell you that as of June 30 we closed with a little over 287 million pesos in cash, while accounts receivable reached 152 million pesos, related precisely to these services that we have been charging tenants as part of TripleNet services, as well as improvements billed to our tenants. In addition, within these 152 million we can add a little over 66 million pesos in accounts receivable related to VAT, recoverable taxes, which we expect to recover over the coming months.

Additionally, I can tell you that as part of the bankruptcy process of tenant First Brand Group, the company, we have decided that, although the lease agreement remains in effect, we made the decision to continue reserving all rents while the legal proceedings involving this tenant continue. Therefore, at the end of the day, the financial effects of these revenues are being penalized. Therefore, if the resolution were favorable, as we expect, at the end of the day we would have to recognize that benefit.

But at the end of the day, regardless of what happens, the company decided to continue reserving those rents so that, while the legal proceedings are resolved, for the time being they do not generate a higher financial impact than they already have. With respect to investment properties and the investments we have made throughout this semester, we can tell you that we have already reached a value of a little over 24 billion pesos in investment properties, of which 1,118 are projects we have under development, mainly in Ciudad Juárez and Chihuahua, as well as the changes requested by tenants we have recently signed. Therefore, during the year we have made investments of a little over 974 million pesos.

With respect to debt, at the close of this quarter it stood at a little over 7.5 billion pesos, with an average cost of 5.23. We maintain solid financial indicators with a loan-to-value of 30%, a debt coverage ratio of a little over 34 times, and leverage of 1.4. Another noteworthy event during the quarter is that we refinanced part of our short-term debt. We obtained a 150 million loan with the Inter-American Development Bank and the German Development Bank for seven years, which allowed us to refinance a large portion of the debt that, at the close of the previous quarter, was classified as short term. So this significantly improved our financial position for the coming months.

On the other hand, during this quarter we distributed dividends to our investors of a little over 369 million pesos, representing 62 cents per certificate, which was distributed during the quarter as part of Fibra Nova's dividend policy. Next slide, please. Well, let me talk a little about our results guidance.

We continue to believe that we will maintain steady growth this year, and we expect growth in pesos of 10%. However, as we have already seen, we believe growth in dollars will be above 20%. We believe the EBITDA margin will be around 94%.

We see that the 10% momentum from these improvements or charges to tenants for improvements will decrease during the quarter, sorry, over the next two quarters, so based on what we see today we estimate an EBITDA margin of 94%, while the distributable margin or free cash flow would be close to 81%. We estimate that investments will be around two billion pesos. We made a slightly downward projection compared with what we had been presenting in previous quarters, given what I already mentioned, that we see lower activity than desired.

So we believe this is consistent with continuing to maintain profitable growth, but with a somewhat slower outlook as tenants continue to invite us to participate in their expansion projects or as we continue winning bidding processes with new tenants. But well, we believe that at the end of the day Fibra Nova's business model, as I have been mentioning, continues to be quite resilient. We continue growing despite this challenging environment.

We have a portfolio of very solid tenants that, as I mentioned, continue to invite us to grow alongside their projects. We believe vacancy will remain at very minimal levels because our tenants continue to renew with us. At the end of the day, these new contracts that we have been signing and announcing throughout this year will allow us next year, with a full 12 months of rent, to continue growing at double-digit rates in dollars, and at the end of the day the land reserves we have in the parks, both in Chihuahua and Juárez, will continue to provide us with an outlook for double-digit growth in dollars over the next four years.

With this, I turn the call over to the operator to open the question-and-answer session.

**Moderator:** Ladies and gentlemen, to ask a question, please use the raise hand function in your Zoom tool.

Our first question comes from Martín Lara of Miranda Global Research. Go ahead, Martín.

**Martín Lara:** How are you, Luis Carlos? Good afternoon. Thank you for the call and congratulations on the results.

Could you give us the characteristics of the two new contracts you announced, particularly the rent per square foot and when they will begin? And the second question would be, why did rent per square foot increase so much in the logistics segment?

**Luis Carlos Piñón:** Yes, thank you very much, Martín. Yes, look, I was telling you that these contracts are precisely logistics projects that came to both projects I was mentioning just now. These projects have terms of 5 years and 10 years, respectively.

At the end of the day, they are foreign companies that already have a very significant operating base in Mexico and that are seeing that, in order to strengthen their logistics networks, in this case they decided and favored us by locating in our industrial parks because of their location and the infrastructure we provide. As you correctly mentioned, we are seeing rents above 8 dollars per square foot in this segment. As you know, these are Class A buildings; as I was mentioning, they are EDGE-certified buildings, and of the 500 thousand meters I mentioned just now that are certified, 70% are obtaining EDGE Advanced certification, which means that the building has characteristics that are far superior to a standard building.

So we are seeing that companies are favoring us because of the brand we have built in the market, the characteristics of our properties, and the locations of our industrial parks. And this rent, at the end of the day, is consistent with the market where we are located and the sector we are serving.

**Martín Lara:** Perfect, and when would it begin?

**Luis Carlos Piñón:** Rent collections are scheduled to begin at the start of the fourth quarter of this year.

**Martín Lara:** And what about the rent per square foot in logistics?

**Luis Carlos Piñón:** Look, at the end of the day, as you know, we build standard buildings, so if we looked at the standard building, as I was telling you, in these cases we are obtaining rents of a little over 8 dollars and 50 cents per square foot. In some industrial buildings it tends to increase depending on the level of equipment the building has, but in this case it is around that level.

**Martín Lara:** Okay, perfect, thank you very much.

**Luis Carlos Piñón:** Thank you, Martín.

**Moderator:** Once again, we remind you that if you would like to ask a question, please use the raise hand function in your blue tool.

Our next question comes from Carlos Alcaraz of Appalachia Research. Go ahead, Carlos, please.

**Carlos Alcaraz:** Hello, how are you? Thank you for the call and for the opportunity to ask questions. A couple of them. The first is related to leverage: whether you are planning to increase Loan to Value or make an additional debt placement during the second half of the year. And the second question is related to the property you mentioned: could it be sold? I would like to know whether you could provide some color on the amounts you would be looking to receive for this asset and the sale horizon you would be considering as well.

**Luis Carlos Piñón:** Yes, thank you. Thank you, Carlos. Well, look, regarding leverage, we are indeed looking to restructure our debt, the short-term debt we still have, which as of today is a little over 50 million dollars.

And regarding the investment CAPEX that we mentioned just now, close to 2 billion pesos, what we still have left to deploy, which would be another 50 million, plus some amortizations we have over the coming months, or during this second half of the year. We are indeed looking to carry out some debt placement. We are still looking at levels and amounts, but we are exploring a debt placement.

And regarding the sale of properties, such as the one I mentioned, or non-strategic reserves, the reality is that this is something we are just beginning to explore, given that our Technical Committee has already authorized us to pursue this avenue, under which we could monetize some of our non-strategic properties. Under this model, we believe we can continue moving forward. But we certainly believe transactions could be completed before year-end. Right now I can tell you that I do not have more color because we have only just begun the process of exploring this.

**Carlos Alcaraz:** Okay. And a couple of follow-up questions. First, would this debt placement be carried out during the next few months, or would it be until early 2027? And the second follow-up question, given this committee approval, would this be, let's say, a business line that we might see becoming a constant for the Fibra going forward?

**Luis Carlos Piñón:** Yes. Well, continuing with the debt topic, if we see attractive market conditions, we would be looking to do something before the end of the year. Yes. Something in the range of 100 to 150 million dollars before year-end.

And regarding this as a sales business avenue, I would say no. The approval was not in that sense, but rather the possibility that, for certain non-strategic properties, if the maximized return value we could obtain, given that the building has already been amortized through several years of rent, given the market, the location, and the characteristics of the property, if a more profitable approach is to sell it, we would take that opportunity, but not really as a business avenue. I mean, at the end of the day, we are in the business of leasing, developing, and attracting foreign investment to Mexico.

However, as I already mentioned, it may be that for certain properties and under certain very specific characteristics, profitability could be higher through a sale.

**Carlos Alcaraz:** Okay, perfect. Noted, thank you very much and congratulations on the results.

**Luis Carlos Piñón:** Thank you, Carlos.

**Moderator:** Since there are no further questions, I would like to turn the call back over to management for closing remarks.

**Luis Carlos Piñón:** Well, I would like to thank you once again for joining us for Fibra Nova's second quarter 2026 results conference call.

We believe we have a fairly solid business model that will allow us to continue growing despite this challenging environment, and it will be a pleasure for us to have you continue joining us on these calls in the coming quarters. Thank you very much.

**Moderator:** This concludes our call for today. You may disconnect.