

# vesta 1Q

## 2022 EARNINGS RESULTS

### Conference Call

Thursday, April 21, 2022  
12:00 p.m. (Mexico City Time)  
1:00 p.m. (Eastern Time)

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**Mexico City, April 20, 2022** – Corporación Inmobiliaria Vesta S.A.B. de C.V., (“Vesta”, or the “Company”) (BMV: VESTA), one of the leading pure-play industrial real estate companies in Mexico, today announced results for the first quarter ended March 31, 2022. All figures included herein were prepared in accordance with International Financial Reporting Standards (IFRS) and are stated in US dollars unless otherwise noted.

## Q1 2022 Highlights

- Vesta’s development pipeline continued to expand during the quarter; projects under construction reached 2.7 million sf in 1Q22 reflecting an estimated US\$ 150.7 million of investment with a 9.9% return on cost. During the quarter Vesta increased its development pipeline by 1.3 million sf and began construction on six inventory buildings in Monterrey, Tijuana, Guadalajara and Queretaro which are regions with continued strong demand and record-low vacancy.
- The Company increased its presence within target markets through strategically relevant land acquisitions. In Ciudad Juárez, Vesta acquired land to develop 1.25 million sf for its new Vesta Park Juárez Oriente on prime real estate located in close proximity to the commercial border crossing between Ciudad Juárez and El Paso. In Monterrey, Vesta acquired land to develop 1.35 million square feet for the Vesta Park Monterrey Apodaca Phase 2 while also securing land to ensure future expansion ahead of continued strong demand in the Monterrey area.
- First quarter 2022 leasing activity reached 2.2 million sf. This represented 1.3 million sf in lease renewals, 821,871 sf in new contracts with existing clients and a new lease signed with Amazon. 1Q22 total portfolio occupancy therefore increased to reached 93.8%, from 90.0% in 1Q21, stabilized occupancy increased to 94.3%, from 90.6% in 1Q21, and same store occupancy increased to 94.1%, from 91.1% in 1Q21.
- Vesta delivered strong financial results for the first quarter of the year with a 9.4% year on year revenue increase to US\$ 42.0 million, from US\$ 38.4 million in 1Q21. This increase is primarily due to a US\$ 2.55 million inflationary impact and a US\$ 4.20 million impact resulting from new revenue-generating contracts on 1Q22 results. 1Q22 NOI and EBITDA margins reached 96.2% and 84.3%, respectively.
- In line with the Company’s Level 3 Strategy, 1Q22 NAV per share increased 8.4% to US\$ 2.62, from US\$ 2.42 in 1Q21, while pretax FFO increased 11.7% to US\$ 25.0 million compared to US\$ 22.4 million in 1Q21. 1Q22 pretax FFO per share decreased 7.3% to US\$ 0.0360, from US\$ 0.0389 in 1Q21, due to a year on year comparison which encompassed Vesta’s follow on offering at the beginning of 2021.

<b>Financial Indicators (million)</b>	<b>1Q22</b>	<b>1Q21</b>	<b>Chg. %</b>
<b>Rental Income</b>	<b>42.0</b>	<b>38.4</b>	<b>9.4</b>
NOI	40.4	37.2	8.5
<b>NOI Margin %</b>	<b>96.2%</b>	<b>96.9%</b>	
EBITDA	35.4	33.4	5.9
<b>EBITDA Margin %</b>	<b>84.3%</b>	<b>87.1%</b>	
<i>EBITDA Per Share</i>	<i>0.0510</i>	<i>0.0581</i>	<i>(12.1)</i>
Total Comprehensive Income	55.3	13.5	na
<b>FFO Pretax</b>	<b>25.00</b>	<b>22.39</b>	<b>11.7</b>
<i>FFO Pretax Per Share</i>	<i>0.0360</i>	<i>0.0389</i>	<i>(7.3)</i>
<b>FFO</b>	<b>15.86</b>	<b>16.87</b>	<b>(6.0)</b>
<i>FFO Per Share</i>	<i>0.0229</i>	<i>0.0293</i>	<i>(22.0)</i>
<b>EPS</b>	<b>0.0797</b>	<b>0.0234</b>	<b>na</b>
Shares (average)	693.74	575.80	20.5

- Net Operating Income (NOI) increased 8.5% to US\$ 40.4 million in 1Q22, compared to US\$ 37.2 million in 1Q21. 1Q22 NOI margin was 96.2%; a 76-basis-point year on year decrease due to increased property costs.
- EBITDA increased 5.9% to US\$ 35.4 million in the 1Q22, as compared to US\$ 33.4 million in 1Q21. 1Q22 EBITDA margin was 84.3%; a 276-basis-point decrease due to higher administrative expenses as compared to the same quarter last year.
- 1Q22 pre-tax funds from operations (pre-tax FFO) increased 11.7% to US\$ 25.0 million, from US\$ 22.4 million for the same period in 2021. Pretax FFO per share was US\$ 0.0360 for the first quarter 2022, compared with US\$ 0.0389 for the same period in 2021; a 7.3% decrease. 1Q22 after tax FFO was US\$ 15.86 million, compared to US\$ 16.87 million in 1Q21. This decrease was due to higher taxes in 1Q22.
- 1Q22 total comprehensive gain was US\$ 55.3 million, versus US\$ 13.5 million for the same quarter in 2021. This increase was primarily due to an increase in investment property valuation.
- The total value of Vesta's investment property portfolio was US\$ 2.38 billion as of March 31, 2022; a 5.4% increase compared to US\$ 2.26 billion at the end of December 31, 2021.

# Letter from the CEO

## Pipeline Is Accelerating, Driven by Strong Market Dynamics

Vesta began 2022 with benefit of continued favorable dynamics in our operating environment, driven by the important changes we've seen in today's landscape. Major brands and retailers across the U.S. and Europe remain focused on bringing manufacturing closer to home amid the ongoing global supply chain crisis, with Mexico in pole position to gain from this pivot in strategy.

At this point, global supply chain challenges have been with us for over two years, and few sectors have been left untouched. Clogged ports, sea containers trapped in the wrong places while many industries have been crippled by a complex crisscrossing supply chain. This situation is exacerbated by inflation and increasing commodities prices, resulting in the urgent need for supply chains to become more regional versus the world's prior global dynamic. The price of shipping an ocean container also skyrocketed during the first quarter of the year, making it more crucial than ever for businesses to nearshore their manufacturing. We believe this could indeed signal the end of globalization as we know it.

Vesta is taking advantage of the current environment, strategically deploying capital during the first quarter of 2022 through the construction of six new inventory buildings to reach a development pipeline of 2.7 million square feet, reflecting an estimated US\$ 150.7 million investment with a 9.9% return on cost. We also increased our presence in northern Mexico's most dynamic markets through land acquisitions: for the second phase of our Vesta Park Apodaca in Monterrey and with a new 1.25 million square foot park, Vesta Park Juárez Oriente, in Ciudad Juárez.

Our strategic focus to increase Vesta's presence within key metro area markets and growth industries, particularly in e-commerce, resonated in our first quarter 2022 results. We established a new relationship with Amazon, the first lease of what we expect to be continued strong repeat business through a long-term partnership with the world's e-commerce powerhouse.

Leasing activity reached 2.2 million square feet in the first quarter 2022; 821,871 square feet in new contracts with companies such as Eaton Corporation, Gates Corporation, Daewoo, Continental AG, Dräxlmaier Group and Amazon, to name a few. We signed 1.35 million square feet in lease renewals and a spec to suit contract with Mueller Industries in Monterrey.

I would also like to highlight our strong first quarter financial results. Vesta achieved US\$ 42.0 million in revenues; a 9.4% year on year increase. First quarter 2022 NOI reached US\$ 40.4 million, with a 96.2% margin, and US\$ 35.4 million in EBITDA with an 84.3% margin.

Vesta ended the first quarter 2022 with a total portfolio which reached 31.4 million square feet with total portfolio occupancy increasing to 93.8%, from 90.0% for the same period last year.

We are therefore extremely pleased to share this quarter's continued outstanding results, which demonstrate that Vesta remains uniquely well positioned to capitalize on today's regionalization dynamics, supply chain and nearshoring opportunities and which ensures our continued growth and evolution. As always, we will anticipate market dynamics and trends to identify exciting new growth opportunities.

Our team and I are steadfastly committed to driving Vesta's optimal performance.

Thank you for your continued support.

Lorenzo D. Berho  
CEO



# First Quarter Financial Summary

## Consolidated Statutory Accounts

The accompanying consolidated condensed interim financial statements have been prepared based on International Accounting Standards (IFRS).

The financial statements presented were also prepared using an historical cost basis, excluding investment properties and financial instruments at the end of each reporting period. Historical cost is largely based on the fair value of the consideration given in exchange for assets. First quarter 2022 results are presented in comparison to the same period of the prior year and on an adjusted basis based on the same accounting rules.

## Revenues

Consolidated Interim and Annual Statements of Profit and Other Comprehensive Income (million)	1Q22	1Q21	Chg. %
<b>Revenues</b>			
Rental income	41.99	38.39	9.4
<b>Operating Costs</b>	<b>(2.12)</b>	<b>(1.45)</b>	<b>46.5</b>
Related to properties that generate rental income	(1.60)	(1.17)	36.5
Related to properties that did not generate rental income	(0.52)	(0.27)	89.8
<b>Gross profit</b>	<b>39.87</b>	<b>36.95</b>	<b>7.9</b>
<b>Net Operating Income</b>	<b>40.39</b>	<b>37.22</b>	<b>8.5</b>

Vesta's 1Q22 rental revenues increased 9.4% to US\$ 41.99 million, from US\$ 38.39 million in 1Q21. The US\$ 3.6 million rental revenue increase was primarily due to: [i] a US\$ 4.20 million, or 11.0%, increase from renting space in 1Q22 which had previously been vacant in 1Q21; [ii] a US\$ 2.55 million, or 6.7%, increase related to inflationary adjustments in 1Q22 on rented property; and [iii] a US\$ 0.27 million, or 14.1%, increase in reimbursements for expenses paid by Vesta on behalf of clients but not considered to be rental revenue.

These results were partially offset by: [i] a US\$ 2.08 million, or 5.4% decrease related to the properties sold at the end of 2021; [ii] a US\$ 1.19 million, or 3.1%, decrease related to lease agreements which expired and were not renewed during 1Q22; [iii] a US\$ 0.03 million, or 0.1%, decrease related to lease agreements which were renewed during 1Q22 at a lower rental rate in order to retain certain client relationships; [iv] a US\$ 0.04 million decrease due to management expenses related to the portfolio sold in 2019 which is no longer active; and [v] a US\$ 0.07 million, or 0.2%, decrease in rental income due to the conversion of peso-denominated rental income into US dollars.

82.6% of Vesta's first quarter 2022 revenues were denominated in US dollars and are indexed to the US Consumer Price Index (CPI), a decrease from 84.5% in first quarter 2021. Contracts denominated in pesos are adjusted annually based on the equivalent Mexican consumer price index, the "Indice Nacional de Precios al Consumidor" (INPC).



## Property Operating Costs

Vesta's 1Q22 total operating costs reached US\$ 2.12 million, compared to US\$ 1.45 million in 1Q21; a US\$ 0.67 million, or 46.5%, increase in costs from both occupied and vacant properties.

During the first quarter 2022, costs related to investment properties generating rental revenues amounted to US\$ 1.60 million, compared to US\$ 1.17 million for the same period in 2021. This was primarily attributable to an increase in other property related expenses, an increase which is explained by the fact that 2021 other property expenses benefitted from a decrease in the allowance for bad accounts payable, which partially offset the expenses.

Costs from investment properties which did not generate rental revenues during the first quarter 2022 increased to US\$ 0.51 million, from US\$ 0.27 million for the same period of 2021. This was primarily due to an increase in maintenance costs and other property related expenses as Vesta increased the number of industrial parks within its portfolio.

## Net Operating Income (NOI)

First quarter Net Operating Income increased 8.5% to US\$ 40.39 million year on year, while the 1Q22 NOI margin decreased 76 basis points to 96.2%, due to increased costs related to properties that generate rental income.

## Administrative Expenses

<b>Consolidated Interim and Annual Statements of Profit and Other Comprehensive Income (million)</b>	<b>1Q22</b>	<b>1Q21</b>	<b>Chg. %</b>
Administration Expenses	(6.11)	(4.93)	23.9
Long-term incentive (non-cash)	1.65	1.42	16.1
Depreciation	(0.35)	(0.39)	(10.1)
<b>EBITDA</b>	<b>35.41</b>	<b>33.44</b>	<b>5.9</b>

1Q22 administrative expenses totaled US\$ 6.11 million, compared to US\$ 4.93 million in the first quarter of 2021; a 23.9% increase. The increase is primarily due to an increase in employee benefits during 1Q22 resulting from a one-off expense due to the retirement of some company employees. During the quarter Vesta also implemented a pension fund retirement reserve, and had an adjustment to the Company's short-term bonus as well as an increase in Vesta's employee long-term incentive plan.

The share-based payment of Vesta's compensation plan expense amounted to US\$ 1.65 million for 1Q22. For more detailed information on Vesta's expenses, please see Note 16 within the Company's Financial Statements.

## Depreciation

Depreciation during the first quarter of 2022 was US\$ 0.35 million, compared to US\$ 0.39 million in the first quarter of 2021, due to depreciation of Vesta's offices and office equipment and the amortization of operating systems used by the Company.

## EBITDA

1Q22 EBITDA increased 5.9% to US\$ 35.41 million, from US\$ 33.44 million in the 1Q21, while the EBITDA margin decreased 276-basis-points to 84.3%, as compared to 87.1% for the same period of last year. This decrease was due to higher costs and administrative expenses compared to 2021.

## Other Income and Expense

Consolidated Interim and Annual Statements of Profit and Other Comprehensive Income (million)	1Q22	1Q21	Chg. %
<b>Other Income and Expenses</b>			
Interest income	0.04	0.02	127.9
Other (expenses) income	0.03	0.09	(72.6)
Transaction cost on debt issuance	0.00	0.00	na
Interest expense	(10.41)	(11.05)	(5.8)
Exchange gain (loss)	(0.99)	0.50	na
Gain in sell properties	0.57	4.30	(86.8)
Gain on revaluation of investment properties	38.20	(3.72)	na
<b>Total other income (expenses)</b>	<b>27.43</b>	<b>(9.85)</b>	na

Total 1Q22 other income reached US\$ 27.43 million, compared to US\$ 9.85 million in other expenses at the end of the 1Q21. This increase was primarily due to a higher revaluation gain.

1Q22 interest income increased to US\$ 0.04 million year on year, from US\$ 0.02 million in 1Q21, due to higher interest rates.

Other expenses for the quarter resulted in a US\$ 0.03 million gain in 1Q22 due to the net result of the Company's other accounting expenses.

1Q22 interest expense decreased to US\$ 10.41 million, compared to US\$ 11.05 million for the same quarter last year. This decrease reflects a more favorable interest rate resulting from the Company's debt restructuring.

Vesta's 1Q22 foreign exchange loss was US\$ 0.99 million, compared to a US\$ 0.50 million gain in 1Q21. The 1Q22 loss relates primarily to sequential currency movement in Vesta's dollar-denominated debt balance during 1Q22 within WTN, the Company's only subsidiary that uses the Mexican peso as its functional currency.

Vesta sold a small portion of land in Queretaro during the 1Q22 which resulted in a US\$ 0.57 million gain.

The valuation of investment properties in 1Q22 resulted in a US\$ 38.20 million gain, compared to a US\$ 3.72 million loss in the first quarter of 2021. This increase was a result of improved lease contract renewal terms, improved discount rates and capitalization, as well as Vesta's successful leasing of certain buildings and industrial building developments during the quarter.

### Profit Before Income Taxes

<b>Consolidated Interim and Annual Statements of Profit and Other Comprehensive Income (million)</b>	<b>1Q22</b>	<b>1Q21</b>	<b>Chg. %</b>
<b>Profit Before Income Taxes</b>	<b>60.84</b>	<b>21.77</b>	<b>179.4</b>
<b>Income Tax Expense</b>	<b>(11.64)</b>	<b>(7.46)</b>	na
Current Tax	(9.14)	(5.52)	na
Deferred Tax	(2.50)	(1.94)	na
<b>Profit for the Period</b>	<b>49.20</b>	<b>14.31</b>	<b>na</b>
Valuation of derivative financial instruments	0.00	0.72	na
Exchange differences on translating other functional currency operations	6.10	(1.55)	na
<b>Total Comprehensive Income for the period</b>	<b>55.30</b>	<b>13.47</b>	<b>na</b>

Due to the above factors, 1Q22 profit before income tax amounted to US\$ 60.84 million, compared to US\$ 21.77 million in the same quarter last year.

### Income Tax Expense

During the 1Q22, the Company reported an income tax expense of US\$ 11.64 million, compared to a US\$ 7.46 million expense in the prior year period. The 1Q22 current tax expense was US\$ 9.14 million, compared to US\$ 5.52 million expense in 1Q21. This increase is due to higher operating taxes.

Deferred taxes primarily reflect: [i] the effect of the exchange rate used to convert taxable assets on the Company's balance sheet from Mexican pesos (including the monetary value of Vesta's investment properties and the tax loss benefits to amortize) into U.S. dollars at the end of first quarter 2022 and 2021; [ii] the impact of an inflation benefit on the tax base of the Company's fiscal assets, in keeping with income tax laws; and, [iii] the recognition of the fair value of investment properties for accounting purposes, as tax assessed on these assets is based on their historical cost which is then appreciated.

### First Quarter 2022 Gain

Due to the factors described above, the Company's first quarter 2022 profit was US\$ 49.20 million, compared to US\$ 14.31 million profit in the first quarter 2021.

### Total Comprehensive Income (Loss) for the Period

Vesta closed the first quarter 2022 with US\$ 55.30 million in total comprehensive income gain, compared to US\$ 13.47 million gain at the end of the first quarter of 2021, due to the factors previously described. This gain was partially increased by a US\$ 6.10 million gain in functional currency operations.





## Funds from Operations (FFO)

<b>FFO Reconciliation (million)</b>	<b>1Q22</b>	<b>1Q21</b>	<b>Chg. %</b>
Total Comprehensive Income for the period	55.30	13.47	310.4
<b>Adjustments</b>			
Exchange differences	(6.10)	1.55	na
Gain on revaluation of investment properties	(38.20)	3.72	na
Gain in sell properties	(0.57)	(4.30)	na
Long-term incentive (non-cash)	1.65	1.42	16.1
Exchange Gain (Loss)	0.99	(0.50)	(298.1)
Depreciation	0.35	0.39	na
Other income	(0.03)	(0.09)	na
Valuation of derivative financial instruments	0.00	(0.72)	na
Interest income	(0.04)	(0.02)	127.9
Income Tax Expense	11.64	7.46	na
<b>Pretax FFO</b>	<b>25.00</b>	<b>22.39</b>	<b>11.7</b>
<b>Pretax FFO per share</b>	<b>0.0360</b>	<b>0.0389</b>	<b>(7.3)</b>
Current Tax	(9.14)	(5.52)	65.5
<b>FFO Attributable</b>	<b>15.86</b>	<b>16.87</b>	<b>(6.0)</b>
<b>FFO per share</b>	<b>0.0229</b>	<b>0.0293</b>	<b>(22.0)</b>

1Q22 Funds from Operations (FFO) attributable to common stockholders totaled to a US\$ 15.86 million, or US\$ 0.0229 per share, gain compared with a US\$ 16.87 million, or US\$ 0.0293 per share, gain for 1Q21.

1Q22 pretax operating FFO, which excludes current taxes, totaled US\$ 25.00 million; a 11.7% increase compared with US\$ 22.39 million in 1Q21.

The current tax associated with the Company's operations resulted in a US\$ 9.14 million expense. The exchange-rate related portion of the current tax represented a US\$ 0.57 million loss, and the current operating tax represented a US\$ 8.57 million expense.

<b>Current Tax Expense</b>	<b>1Q22</b>
Operating Current Tax	(8.57)
Exchange Rate Related Current Tax	(0.57)
Portfolio sold	NA
<b>Total Current Tax Expense</b>	<b>(9.14)</b>
<b>Adjusted FFO</b>	<b>16.43</b>

## Capex

Investing activities during the first quarter of 2022 were primarily related to payments for works in progress in the construction of new buildings in the Northern and Bajio regions with a US\$ 81.55 million total investment in the 1Q22.



## Debt

As of March 31, 2022, the Company's overall balance of debt was US\$ 933.16 million, of which US\$ 3.36 million is related to short-term liabilities and US\$ 929.80 million is related to long-term liabilities. The secured portion of the debt is approximately 36% of total debt and is guaranteed by some of the Company's investment properties, as well as by the related income derived from these properties. As of 1Q22, 100% of Vesta's debt was denominated in US dollars and almost 100% of its interest rate was fixed.

## Stabilized Portfolio

Vesta currently reports stabilized portfolio occupancy and same store occupancy as management believes these metrics are useful indicators of the performance of the Company's operating portfolio. The additional metrics are intended to reflect market practices and assist in comparing Vesta's performance with the performance of its public industrial real estate peers.

Under the "operating portfolio" calculation, the measure will include properties that have reached 80% occupancy or have been completed for more than one year, whichever occurs first.

Region	1Q21		Growth SF SF	1Q22	
	Stabilized Portfolio			Stabilized Portfolio	
	SF	%		SF	%
Central Mexico	6,867,511	22.0%	139,780	7,007,291	22.5%
Bajio	15,227,219	48.8%	-377,617	14,849,602	47.7%
North	9,078,485	29.1%	175,022	9,253,507	29.7%
<b>Total</b>	<b>31,173,214</b>	<b>100%</b>	<b>-62,815</b>	<b>31,110,400</b>	<b>100%</b>

	1Q21		1Q22	
	Occupancy SF	% Total	Occupancy SF	% Total
Central Mexico	6,003,622	87.4%	6,741,024	96.2%
Bajio	13,482,269	88.5%	13,409,078	90.3%
North	8,770,061	96.6%	9,196,835	99.4%
<b>Total</b>	<b>28,255,952</b>	<b>90.6%</b>	<b>29,346,936</b>	<b>94.3%</b>

## Same Store Portfolio

Based on the updated calculation, this metric will only include properties within the Company's portfolio which have been stabilized for the entirety of two comparable periods. This amended definition is intended to reflect market best practices and aid in the comparison of Vesta's performance with the performance of

its publicly traded industrial real estate peers. Vesta has provided below a reconciliation of the updated definition versus the prior definition.

Region	1Q21		Growth SF	1Q22	
	Same Store Portfolio			Same Store Portfolio	
	SF	%		SF	%
Central Mexico	6,485,605	22.0%	386,072	6,871,677	23.1%
Bajio	14,203,853	48.1%	341,496	14,545,350	48.8%
North	8,856,503	30.0%	-470,351	8,386,153	28.1%
<b>Total</b>	<b>29,545,962</b>	<b>100%</b>	<b>257,218</b>	<b>29,803,180</b>	<b>100%</b>

	1Q21		1Q22	
	Occupancy SF	% Total	Occupancy SF	% Total
Central Mexico	5,621,716	86.7%	6,605,410	96.1%
Bajio	12,694,386	89.4%	13,104,826	90.1%
North	8,604,962	97.2%	8,329,481	99.3%
<b>Total</b>	<b>26,921,064</b>	<b>91.1%</b>	<b>28,039,716</b>	<b>94.1%</b>

### Total Portfolio

As of March 31, 2022, the Company's portfolio was comprised of 190 high-quality industrial assets, with a total GLA of 31.4 million ft<sup>2</sup> (2.91 million m<sup>2</sup>) and with 82.6% of the Company's income denominated in US dollars. The majority of Vesta's properties are located in markets representing the most significant economic growth in the country, such as the Northern, Central and Bajio regions. Vesta's tenants are predominantly multinational companies, and the Company has balanced industry exposure to sectors such as e-commerce/online retail, food and beverage, automotive, aerospace, and logistics, among others.

Region	4Q21		Growth SF	1Q22	
	Existing Portfolio			Total Portfolio	
	SF	%		SF	%
Central Mexico	7,007,291	22.5%	0	7,007,291	22.3%
Bajio	14,771,316	47.5%	78,286	14,849,602	47.3%
North	9,303,139	29.9%	206,819	9,509,958	30.3%
<b>Total</b>	<b>31,081,746</b>	<b>100%</b>	<b>285,105 *</b>	<b>31,366,851</b>	<b>100%</b>

\* Adjusted by changes in the initial size of the portfolio.

## Total Vacancy

Vesta's property portfolio had a 6.2% vacancy rate as of March 31, 2022.

	4Q21		1Q22	
	Vacant SF	% Total	Vacant SF	% Total
Central Mexico	345,618	4.9%	266,267	3.8%
Bajío	1,372,420	9.3%	1,440,524	9.7%
North	106,304	1.1%	245,712	2.6%
<b>Total</b>	<b>1,824,342</b>	<b>5.9%</b>	<b>1,952,503</b>	<b>6.2%</b>

## Projects Under Construction

Vesta is currently developing 2,697,839 ft<sup>2</sup> (234845 m<sup>2</sup>) in inventory buildings.

Projects under Construction							
Project	GLA (SF)	GLA (m <sup>2</sup> )	Investment <sup>(1)</sup> (thousand USD)	Type	Expected Termination Date	City	Region
Mega Región 01	195,591	18,171	10,897	Inventory	Jun-22	Tijuana	North Region
Mega Región 02	139,199	12,932	8,774	Inventory	Jun-22	Tijuana	North Region
Mega Región 03	157,713	14,652	10,960	Inventory	Oct-22	Tijuana	North Region
Mega Región 04	222,974	20,715	13,791	Inventory	Oct-22	Tijuana	North Region
VPLT-04	118,597	11,018	5,681	Inventory	Jun-22	Juárez	North Region
Apodaca 01	297,418	27,631	14,697	Inventory	Aug-22	Monterrey	North Region
Apodaca 02	279,001	25,920	14,504	Inventory	Dec-22	Monterrey	North Region
GDL 01**	379,756	35,280	21,064	Inventory	Jun-22	GDL	Bajío Region
GDL 03	220,800	20,513	12,426	Inventory	May-22	GDL	Bajío Region
GDL 05	346,824	32,221	21,367	Inventory	Dec-22	GDL	Bajío Region
Querétaro 4	169,984	15,792	8,248	Inventory	Sep-22	QRO	Bajío Region
Querétaro 5	169,984	15,792	8,247	Inventory	Nov-22	QRO	Bajío Region
<b>Total</b>	<b>2,697,839</b>	<b>234,845</b>	<b>142,408</b>				

(1) Investment includes proportional cost of land and infrastructure.

\* TBD subject to final tenant negotiation

\*\* Adjusted due to final leasing terms

## Land Reserves

The Company had 44.05 million square feet of land reserves as of March 31, 2022.

	<i>December 31, 2021</i>	<i>March 31, 2022</i>	
<b>Region</b>	<b>Gross Land Area (SF)</b>	<b>Gross Land Area (SF)</b>	<b>% Chg.</b>
Tijuana	2,194,385	1,457,477	-34%
Monterrey	2,520,612	5,713,082	127%
Juárez	0	4,028,539	NA
San Luis Potosí	3,811,268	3,811,268	0%
Querétaro	6,347,976	5,571,099	-12%
Guanajuato	3,358,171	3,358,171	0%
Aguascalientes	12,947,870	12,947,870	0%
SMA	3,870,234	3,870,234	0%
Guadalajara	3,871,666	3,196,048	-17%
Puebla	92,548	92,548	0%
<b>Total</b>	<b>39,014,730</b>	<b>44,046,336</b>	<b>12.90%</b>

## Subsequent Events

### Dividends:

During the Company's Annual General Shareholders Meeting held on March 24, 2022, Vesta shareholders approved a US\$ 57.43 million-dollar dividend, to be paid in quarterly installments at the closing exchange rate of the day prior to payment. The quarterly dividend per share will be determined based on the outstanding number of shares on the distribution date.

<b>Dividend Payout (millions)</b>	<b>2021</b>	<b>2022</b>
<b>Plus (Loss)/ Minus (Profit)</b>	127.50	256.03
Depreciation	1.48	1.60
Foreign Exchange Loss (Profit)	0.17	1.11
Non cash share compensation plan 2015	3.68	5.55
Gain (Loss) on revaluation of investment properties	-45.37	-164.65
Gain in sell properties	0.00	-13.99
<b>Total Non cash adjustments</b>	<b>-40.04</b>	<b>-170.38</b>
Available cash	87.46	85.66
Principal Payment	-1.26	-2.88
Taxes Paid in Cash	-3.52	-4.20
Maintenance Reserve	-3.00	-2.00
<b>Total Cash Adjustment</b>	<b>-7.78</b>	<b>-9.08</b>
Distributable Cash	79.68	76.58
<b>Dividend Recommendation</b>	<b>55.78</b>	<b>57.43</b>
Dividend Ratio	70.0%	75.0%

Vesta paid a cash dividend for the first quarter 2021 equivalent to PS\$ 0.4143 per ordinary share on April 13, 2022. The dividend was paid through the S.D. Indeval S.A. de C.V. Institución para el Depósito de Valores (INDEVAL). This amount was provisioned within the Company's financial statements at the end of the first quarter 2021 as an account payable.

<b>Dividends per share</b>	
1Q22	0.4143

## Appendix: Financial Tables

Consolidated Interim and Annual Statements of Profit and Other Comprehensive Income (million)	1Q22	1Q21	Chg. %
<b>Revenues</b>			
Rental income	41.99	38.39	9.4
<b>Operating Costs</b>	<b>(2.12)</b>	<b>(1.45)</b>	<b>46.5</b>
Related to properties that generate rental income	(1.60)	(1.17)	36.5
Related to properties that did not generate rental income	(0.52)	(0.27)	89.8
<b>Gross profit</b>	<b>39.87</b>	<b>36.95</b>	<b>7.9</b>
<b>Net Operating Income</b>	<b>40.39</b>	<b>37.22</b>	<b>8.5</b>
Administrative Expenses	(6.11)	(4.93)	23.9
Long-term incentive (non cash)	1.65	1.42	16.1
Depreciation	(0.35)	(0.39)	(10.1)
<b>EBITDA</b>	<b>35.41</b>	<b>33.44</b>	<b>5.9</b>
<b>Other Income and Expenses</b>			
Interest income	0.04	0.02	127.9
Other (expenses) income	0.03	0.09	(72.6)
Transaction cost on debt issuance	0.00	0.00	na
Interest expense	(10.41)	(11.05)	(5.8)
Exchange gain (loss)	(0.99)	0.50	na
Gain in properties sold	0.57	4.30	(86.8)
Gain on revaluation of investment properties	38.20	(3.72)	na
<b>Total other income (expenses)</b>	<b>27.43</b>	<b>(9.85)</b>	na
<b>Profit Before Income Taxes</b>	<b>60.84</b>	<b>21.77</b>	<b>179.4</b>
<b>Income Tax Expense</b>	<b>(11.64)</b>	<b>(7.46)</b>	na
Current Tax	(9.14)	(5.52)	na
Deferred Tax	(2.50)	(1.94)	na
<b>Profit for the Period</b>	<b>49.20</b>	<b>14.31</b>	<b>na</b>
Valuation of derivative financial instruments	0.00	0.72	na
Exchange differences on translating other functional currency operations	6.10	(1.55)	na
<b>Total Comprehensive Income for the period</b>	<b>55.30</b>	<b>13.47</b>	<b>na</b>
Shares (average)	693.74	575.80	20.5
EPS	0.0797	0.0234	na

**Consolidated Statements of Financial Position (million)**                      **March 31, 2022**                      **December 31, 2020**

<b>ASSETS</b>		
<b>CURRENT</b>		
Cash and cash equivalents	342.50	452.82
Financial assets held for trading	0.00	0.00
Accounts receivable- net	12.96	19.38
Operating lease receivable	6.52	9.04
Due from related parties	0.00	0.00
Prepaid expenses	4.30	0.48
Guarantee deposits made	0.00	0.00
<b>Total current assets</b>	<b>366.28</b>	<b>481.72</b>
<b>NON-CURRENT</b>		
Investment properties	2,384.90	2,263.17
Leasing Terms	1.22	1.34
Office equipment - net	1.67	2.12
Derivative financial instruments	0.00	0.00
Guarantee Deposits made	11.77	11.51
<b>Total non-current assets</b>	<b>2,399.56</b>	<b>2,278.15</b>
<b>TOTAL ASSETS</b>	<b>2,765.84</b>	<b>2,759.87</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>		
<b>CURRENT LIABILITIES</b>		
Current portion of long-term debt	3.36	2.88
Financial leases payable-short term	0.44	0.46
Accrued interest	6.76	3.84
Accounts payable	6.16	3.01
Income tax payable	0.00	27.84
Dividends payable	57.43	13.94
Accrued expenses	3.05	15.25
<b>Total current liabilities</b>	<b>77.21</b>	<b>67.23</b>
<b>NON-CURRENT</b>		
Long-term debt	929.80	930.65
Financial leases payable-long term	0.82	0.92
Derivative financial instruments	0.00	0.00
Guarantee deposits received	16.13	15.87
Deferred income taxes	294.78	291.58
<b>Total non-current liabilities</b>	<b>1,241.53</b>	<b>1,239.02</b>
<b>TOTAL LIABILITIES</b>	<b>1,318.74</b>	<b>1,306.24</b>
<b>STOCKHOLDERS' EQUITY</b>		
Capital stock	483.23	482.86
Additional paid-in capital	467.62	466.23
Retained earnings	538.98	547.21
Share-base payments reserve	0.99	7.15
Foreign currency translation	(43.72)	(49.83)
Valuation of derivative financial instruments	0.00	0.00
<b>Total shareholders' equity</b>	<b>1,447.10</b>	<b>1,453.63</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>2,765.84</b>	<b>2,759.87</b>



<b>Consolidated Statements of Cash Flows (million)</b>	<b>March 31, 2022</b>	<b>March 31, 2021</b>
<b>Cash flow from operating activities:</b>		
Profit before income taxes	61.03	21.77
Adjustments:		
Depreciation	0.23	0.26
Depreciation of right of use assets	0.12	0.10
Gain on revaluation of investment properties	(38.20)	3.72
Effect of foreign exchange rates	0.80	(0.50)
Interest income	(0.04)	(0.02)
Interest expense	10.07	10.79
Amortization of debt emission expenses	0.33	0.25
Share based compensation	1.65	1.42
Gain in sale of investment property	(0.57)	(4.30)
<b>Working capital adjustments</b>		
(Increase) decrease in:		
Operating lease receivables- net	2.52	(0.31)
Recoverable taxes	6.42	(3.64)
Prepaid expenses	(3.82)	(2.08)
Guarantee Deposits made	0.26	(0.01)
(Increase) decrease in:		
Accounts payable	3.15	0.99
Guarantee Deposits received	(0.25)	0.72
Accrued expenses	(12.19)	(1.44)
Income Tax Paid	(36.28)	(5.17)
<b>Net cash generated by operating activities</b>	<b>(4.76)</b>	<b>22.57</b>
<b>Cash flow from investing activities</b>		
Purchases of investment property	(81.55)	(25.61)
Acquisition of office furniture	0.00	0.00
Sale of investment property	0.91	7.49
Financial assets held for trading	0.00	0.02
Interest received	0.04	0.02
<b>Net cash used in investing activities</b>	<b>(80.60)</b>	<b>(18.08)</b>
<b>Cash flow from financing activities</b>		
Interest paid	(7.47)	(10.42)
Loans obtained	0.00	0.00
Loans Paid	(0.37)	0.00
Cost of debt issuance	0.00	0.00
Dividends paid	(13.94)	(13.53)
Repurchase of treasury shares	(6.04)	0.00
Equity issuance	0.00	0.00
Costs of equity issuance	(0.14)	0.00
Repayments of finance leases	0.00	0.00
<b>Net cash (used in) generated by financing activities</b>	<b>(27.97)</b>	<b>(23.95)</b>
<b>Effects of exchange rates changes on cash</b>	<b>3.01</b>	<b>(1.83)</b>
<b>Net Increase in cash and cash equivalents</b>	<b>(110.32)</b>	<b>(21.30)</b>
<b>Cash, restricted cash and cash equivalents at the beginning of period</b>	<b>453.56</b>	<b>121.28</b>
<b>Cash, restricted cash and cash equivalents at the end of period</b>	<b>343.24</b>	<b>99.98</b>

Consolidated Statements of Changes in Stockholders' Equity (million)	Capital Stock	Additional Paid-in Capital	Retained Earnings	Share-based payment reserve	Foreign Currency Translation	Valuation of derivative financial instruments	Total Stockholders' Equity
<b>Balances as of January 1, 2021</b>	<b>422.44</b>	<b>297.06</b>	<b>429.05</b>	<b>7.99</b>	<b>(44.98)</b>	<b>(2.89)</b>	<b>1108.66</b>
Equity issuance	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Vested shares	1.65	4.74	0.00	(6.39)	0.00	0.00	0.00
Share-based payments	0.00	0.00	0.00	1.42	0.00	0.00	1.42
Dividends declared	0.00	0.00	(55.78)	0.00	0.00	0.00	(55.78)
Repurchase of shares	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Comprehensive income (loss)	0.00	0.00	14.31	0.00	(1.55)	0.72	13.47
<b>Balances as of March 31, 2021</b>	<b>424.09</b>	<b>301.81</b>	<b>387.58</b>	<b>3.02</b>	<b>(46.53)</b>	<b>(2.18)</b>	<b>1067.78</b>
<b>Balances as of January 1, 2022</b>	<b>482.86</b>	<b>466.23</b>	<b>547.21</b>	<b>7.15</b>	<b>(49.83)</b>	<b>0.00</b>	<b>1453.63</b>
Equity issuance	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Vested shares	2.01	5.80	0.00	(7.81)	0.00	0.00	0.00
Share-based payments	0.00	0.00	0.00	1.65	0.00	0.00	1.65
Dividend payments	0.00	0.00	(57.43)	0.00	0.00	0.00	(57.43)
Repurchase of shares	(1.64)	(4.40)	0.00	0.00	0.00	0.00	(6.04)
Comprehensive income	0.00	0.00	49.39	0.00	5.91	0.00	55.30
<b>Balances as of March 31, 2022,</b>	<b>483.23</b>	<b>467.62</b>	<b>539.17</b>	<b>0.99</b>	<b>(43.91)</b>	<b>0.00</b>	<b>1447.10</b>

## Financial Derivative Instruments

This derivative contract was cancelled in 2Q21 due to the Company's pre-payment of the underlying credit.

## Notes and Disclaimers

**Interim Consolidated Condensed Financial Statements:** The figures presented within this release for the three-month periods ending March 31, 2022 and 2021 have not been audited.

**Exchange Rate:** The exchange rates used for the figures expressed in US dollars (US\$) were:

Date	Exchange Rate
<b>Balance Sheet</b>	
March 31, 2021	20.605
March 31, 2022	19.994
<b>Income Statement</b>	
1Q21 (average)	20.320
1Q22 (average)	20.524

**Prior period:** Unless otherwise stated, the comparison of operating and financial figures compares the same prior year period.

**Percentages** may not sum to total due to rounding.

**Net Operating Income (NOI)** is calculated as: rental income minus the operating cost for the investment properties that generated income.

**EBITDA** represents rental revenue minus the operating cost of the investment properties minus the administrative costs, except for the long-term incentive plan. The rental cost and administrative cost do not include depreciation or amortization.

**Funds from Operations (FFO)** are calculated as: the total comprehensive gain/loss in the period minus the conversion effect of the foreign operations, income tax, gain (loss) due to the revaluation of investment properties, foreign exchange gain (loss), other income (expenses), interest income, depreciation of other assets and paid taxes in cash.

**Build to Suit (BTS):** a building tailor-made in design and construction in order to meet client-specific needs.

**Inventory buildings:** buildings constructed in accordance with standard industry specifications, for those clients that do not require a BTS Building.

### Analyst Coverage

In compliance with the internal regulation of the BMV, article 4.033.01 Frac. VIII, Vesta is covered by analysts at the following brokers:

- Barclays Bank Mexico, S.A.



- Bradesco BBI Research
- BTG Pactual US Capital LLC
- Banco Invex, S.A.
- Casa de Bolsa Credit Suisse S.A. de C.V.
- Casa de Bolsa Santander S.A. de C.V.
- Citigroup Global Markets Inc.
- GBM Grupo Bursátil Mexicano S.A. de C.V.
- Grupo Financiero Interacciones S.A. de C.V.
- Grupo Signum, S.A. de C.V.
- HSBC México S.A. de C.V.
- Itaú Corretora de Valores S.A
- J.P. Morgan Casa de Bolsa, S.A. de C.V.
- Scotia Inverlat Casa de Bolsa S.A. de C.V.
- Goldamn Sachs

## About Vesta

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Vesta is a best-in-class, fully integrated real estate company that owns, manages, acquires, sells, develops and re-develops industrial properties in Mexico. As of March 31, 2022, Vesta owned 190 properties located in modern industrial parks in 15 states of Mexico totaling a GLA of 31.4 million ft<sup>2</sup> (2.91 million m<sup>2</sup>). The Company has multinational clients, which are focused in industries such as e-commerce/retail, aerospace, automotive, food and beverage, logistics, medical devices, and plastics, among others. For additional information visit: [www.vesta.com.mx](http://www.vesta.com.mx).

## Note on Forward-Looking Statements

This report may contain certain forward-looking statements and information relating to the Company that reflects the current views and/or expectations of the Company and its management with respect to its performance, business and future events. Forward looking statements include, without limitation, any statement that may predict, forecast, indicate or imply future results, performance or achievements, and may contain words like “believe,” “anticipate,” “expect,” “envisages,” “will likely result,” or any other words or phrases of similar meaning. Such statements are subject to a number of risks, uncertainties and assumptions. Some of the factors that may affect outcomes and results include, but are not limited to: (i) national, regional and local economic and political climates; (ii) changes in global financial markets, interest rates and foreign currency exchange rates; (iii) increased or unanticipated competition for our properties; (iv) risks associated with acquisitions, dispositions and development of properties; (v) tax structuring and changes in income tax laws and rates; (vi) availability of financing and capital, the levels of debt that we maintain; (vii) environmental

uncertainties, including risks of natural disasters; (viii) risks related to the outbreak and spread of COVID-19 and the measures that governments, agencies, law enforcement and/or health authorities implement to address it; and (ix) those additional factors discussed in reports filed with the Bolsa Mexicana de Valores. We caution you that these important factors could cause actual results to differ materially from the plans, objectives, expectations, estimates and intentions expressed in this presentation and in oral statements made by authorized officers of the Company. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates. The Company undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise except as may be required by law.