

FOURTH QUARTER

2023

EARNINGS RELEASE



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GICSA ANNOUNCES CONSOLIDATED RESULTS FOR THE FOURTH QUARTER 2023

Mexico City, Mexico, February 27, 2024 – 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, today announces its fourth quarter ("4Q23") and full-year ("2023") results, ending December 31, 2023.

All figures comply with International Financial Reporting Standards ("IFRS") and are stated in thousands of Mexican pesos (Ps.) unless otherwise stated.

These financial results are unaudited and may be subject to future adjustments.

Highlights

Corporate

- In October 2023, Hurricane Otis impacted Acapulco's coast, affecting the La Isla Acapulco shopping mall. Over the next 3 to 5 years, we will collaborate closely with the insurance company to reconstruct the shopping mall and restore its occupancy.

Operational

- At the end of 4Q23, GICSA reported a Gross Leasable Area (GLA) of 939,756 square meters comprised of 17 operating properties, with the Company's proportional GLA at 85%, or 800,716 square meters.
- During 4Q23, 92 leased spaces commenced operations, contributing 28,490 square meters to the total portfolio, a 38% increase from the 20,649 square meters added in 4Q22.
- During 4Q23, 60 new leases were signed, accounting for 17,476 square meters of the total portfolio.
- At the end of 4Q23, the occupancy rate in the total portfolio was 86%, an increase of 300 bps. compared to 4Q22.
- At the end of 4Q23, the average rent per square meter in the operating portfolio was Ps. 371, making a decrease of 2%, from 4Q22 with a negative lease spread of 1.5%.
- During 4Q23, the number of visitors to the shopping malls in the operating portfolio totaled 22 million, a 12% increase from 4Q22.

Financial

- Total revenue for 4Q23 reached Ps. 1,077 million, an 18% increase over 4Q22.
- Consolidated and proportional NOI for 4Q23 were Ps. 814 million and Ps. 675 million, respectively, each increasing by 13% compared to 4Q22.



- Consolidated and proportional EBITDA for 4Q23 were Ps. 569 million and Ps. 430 million, up 27% and 30%, respectively, from 4Q22; however, annualized against year-end 2022, the increase is only 8% and 7%, respectively.
- Total consolidated and proportional debt at the end of 4Q23 were Ps. 27,336 million and Ps. 25,156 million, respectively, showing a decrease of 3% from 4Q22. The consolidated Loan-To-Value (LTV) ratio at the end of 4Q23 was 36%.

Pipeline

- At the end of 4Q23, 41,737 square meters of the properties under development were commercialized, representing to 69% of the GLA.
- To date, 66 units of the Cero5Cien residential project have been sold, corresponding to 65% of the Gross Saleable Area (GSA). Of these, 29 units have been delivered to their buyers to initiate the finishing work.



Comments by the Chief Executive Officer

2023 was a year where we focused on our CORR strategy, achieving some improvements in our main operating indicators; however, economic, and financial circumstances and events beyond our control continue to impact us in achieving our objectives.

In October 2023, Hurricane Otis severely impacted Acapulco's coast, affecting 80% of the city's infrastructure, including our La Isla Acapulco shopping mall. The damage caused to both property and our clients directly impacted income and this trend is expected to continue in the next 3 to 5 years, until the region's economy recovers and tourism in the area returns to its usual levels.

Turning to our operating results, the 4Q23 During 4Q23, we continued show progress. Visitor arrivals increased by 12% compared to the 4Q22, and tenant sales rose by 10% during the same period. Additionally, the occupancy rate of our operating portfolio increased from 84% to 87% year-over-year.

On the commercialization front, in 4Q23 we signed 60 new leases, totaling 17,476 square meters, and throughout 2023, we signed a total of 298 new leases, equivalent to 79,808 square meters. During this quarter, 92 new leases commenced operations, covering 28,490 square meters, and over the year, a total of 291 leases began operations, corresponding to 84,837 square meters.

On the other hand, these operating indicators are not reflected in our financial results because our prices did not increase in the same proportion, with our average price decreasing 2% compared to 4Q22 and our lease spread being a negative 1.5%.

Regarding financials, consolidated and proportional NOI for the fourth quarter increased 13% compared to 4Q22, with figures of Ps. 814 million and Ps. 675 million, respectively. For the full year, each metric climbed 11% over 2022. These figures are not in line with our expectations considering that in 2022 we were affected and has closures during the first quarter due to Covid-Ómicron.

Consolidated and proportional EBITDA for 4Q23 reached Ps. 569 million and Ps. 430 million, up 27% and 30%, respectively, compared to 4Q22; however, annualized against year-end 2022, the increase is only 8% and 7%, respectively.

In closing, I extend my heartfelt gratitude to the dedicated team at GICSA for their relentless efforts and commitment to achieving these results. I also want to thank our investors and partners for their support in the growth and recovery of our Company.

As always, we appreciate your trust and continued support.

Abraham Cababie Daniel
Chief Executive Officer of Grupo GICSA



GICSA Model

GICSA's business model is strategically focuses on capturing value throughout the entire project cycle of its businesses, including third-party projects. This approach enables the generation of additional revenue through services provided to third parties. The Company's C-Corp structure and business model are designed to eliminate fee leakage, thereby maximizing shareholder returns.

The three pillars of our business model are:

1. A portfolio of 17 operating properties, which generates consistent and solid cash flow. These properties encompass a GLA of 939,756 square meters in which GICSA holds an 85% stake.
2. A portfolio of properties under development and to be developed, are foundations for the Company's growth. The two properties currently under construction are expected to add a total of 82,439 square meters of Gross Saleable Area (GSA) and 60,136 square meters of GLA to the portfolio.
3. Service companies, which cover the entire real estate development cycle, provide service quality, operating efficiency, and eliminate fee leakage. GICSA owns 100% of these service entities.

Summary of Key Operational and Financial Indicators

Operating Ratios	4Q23	4Q22	Var. %
Gross Leasable Area (GLA) in square meters	939,756	950,461	(1%)
GICSA's Gross Leasable Area (GLA) in square meters	800,716	811,336	(1%)
% of participation in total GLA	85.2%	85.4%	(0.2%)
Occupancy rate	87.1%	84.3%	3%
Average duration of contracts (years)	3.31	3.48	(5%)
Average rent / square meters	Ps. 371	Ps. 377	(2%)

Financial Ratios (In thousands of pesos)	4Q23	4Q22	Var. %	2023	2022	Var. %
Revenues from properties ¹	Ps. 1,076,626	Ps. 913,539	18%	Ps. 4,276,105	Ps. 3,791,366	13%
Proportional revenues from properties ¹	Ps. 896,749	Ps. 769,448	17%	Ps. 3,558,293	Ps. 3,156,567	13%
Net Operating Income (NOI)	Ps. 814,195	Ps. 718,068	13%	Ps. 3,416,364	Ps. 3,066,183	11%
GICSA's proportional net operating income (NOI)	Ps. 674,770	Ps. 598,021	13%	Ps. 2,839,784	Ps. 2,550,743	11%
NOI margin over property revenues ²	75.6%	78.6%	(4%)	79.9%	80.9%	(1%)
NOI margin over proportional property revenues ²	75.2%	77.7%	(3%)	79.8%	80.8%	(1%)
EBITDA	Ps. 569,115	Ps. 449,666	27%	Ps. 3,016,373	Ps. 2,788,907	8%
GICSA's proportional EBITDA	Ps. 429,690	Ps. 329,619	30%	Ps. 2,439,794	Ps. 2,273,467	7%
EBITDA (excluding Cero5Cien)	Ps. 678,600	Ps. 613,203	11%	Ps. 3,076,185	Ps. 2,778,049	11%
GICSA's proportional EBITDA (excluding Cero5Cien)	Ps. 539,175	Ps. 493,156	9%	Ps. 2,499,606	Ps. 2,262,609	10%
Total consolidated debt ³	Ps. 27,336,129	Ps. 28,303,902	(3%)	Ps. 27,336,129	Ps. 28,303,902	(3%)
Total consolidated debt in pesos ³	Ps. 21,415,312	Ps. 21,406,119	0.04%	Ps. 21,415,312	Ps. 21,406,119	0.04%
Total consolidated debt in US dollars ³	Usd. 350,479	Usd. 356,263	(2%)	Usd. 350,479	Usd. 356,263	(2%)
GICSA's proportional consolidated debt ³	Ps. 25,156,019	Ps. 25,877,155	(3%)	Ps. 25,156,019	Ps. 25,877,155	(3%)
LTV ⁴	36%	38%	(6%)	36%	38%	(6%)

¹ Total revenues from properties of the portfolio under operation and development.

² NOI / Revenues from properties.

³ Excluding adjustments for accounting valuation.

⁴ Total consolidated financial debt / Total Assets.

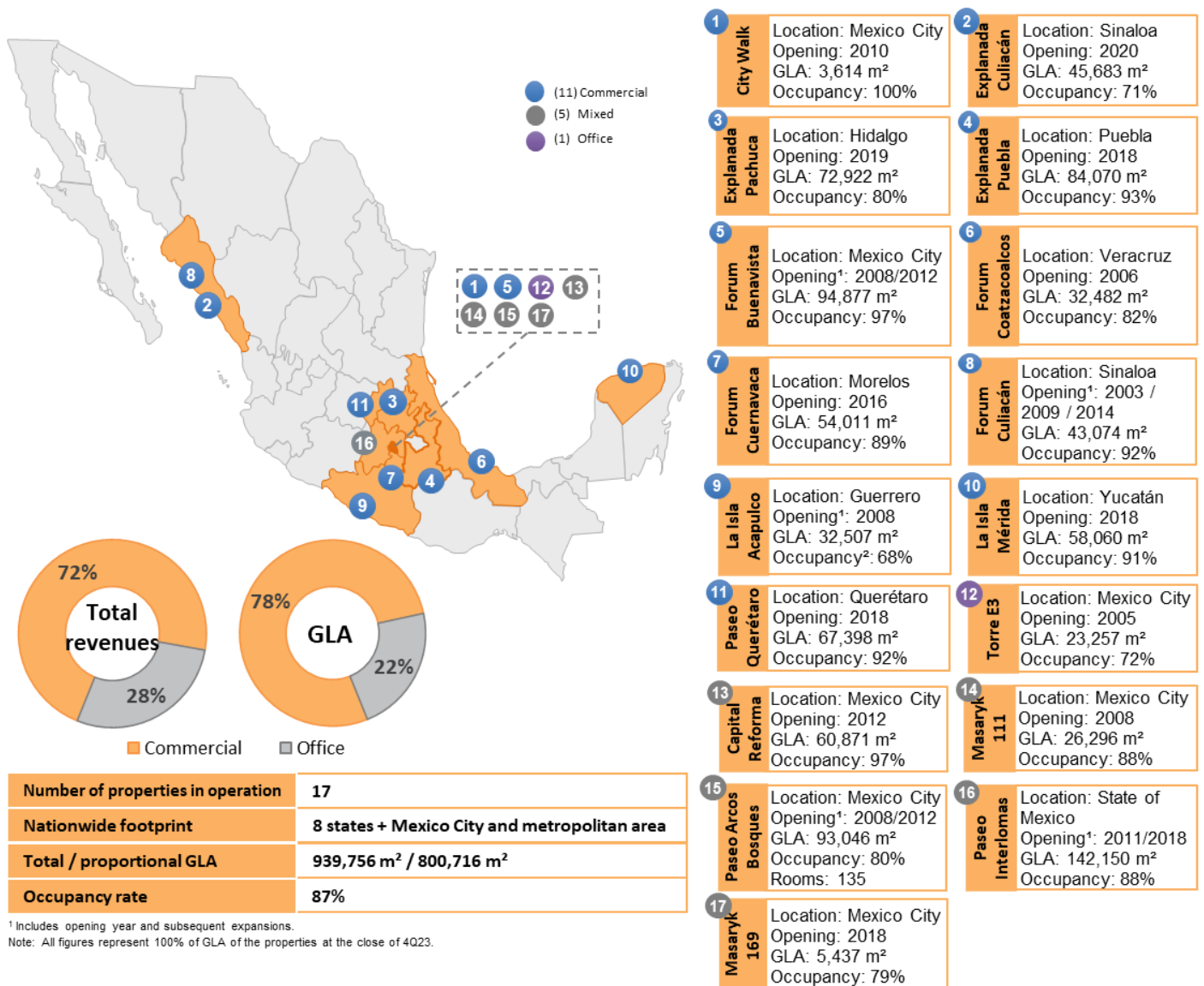


Portfolio in Operation

As of December 31, 2023, GICSA's operating portfolio included 17 properties, totaling 939,756 square meters of GLA. This portfolio comprises eleven shopping malls, five mixed-use properties, and one corporate office building. The operating portfolio breakdown is as follows: 63% in commercial properties, 35% in mixed-use properties (15% commercial use and 20% offices), and 2% in office space.

These properties are located in Mexico City and its metropolitan area, Acapulco, Culiacán, Cuernavaca, Puebla, Querétaro, Mérida, Pachuca and Coatzacoalcos. By the close of the 4Q23, the operating portfolio achieved an occupancy rate of 87%, attracting a total of 22 million visitors, and accommodating 4 million vehicles.

Geographical Distribution of the Portfolio in Operation





Properties of the Portfolio in Operation

The table below presents a detailed description of the operating properties as of December 31, 2023:

Portfolio in operation	Location	Operations starting year	GLA (m ²)	GICSA's stake %	Proportional GLA (m ²)	% of total GLA	Occupancy rate	Parking spaces
Stabilized properties								
Commercial use								
City Walk	Mexico City	2010	3,614	100%	3,614	0.4%	100%	143
Explanada Culiacán	Culiacán, Sin.	2020	45,683	100%	45,683	5%	71%	1,877
Explanada Pachuca	Pachuca, Hgo.	2019	72,922	100%	72,922	8%	80%	2,411
Explanada Puebla	Cholula, Pue.	2018	84,070	100%	84,070	9%	93%	1,208
Forum Buenavista	Mexico City	2008	94,877	100%	94,877	10%	97%	2,372
Forum Coatzacoalcos	Coatzacoalcos, Ver.	2006	32,482	50%	16,241	3%	82%	1,674
Forum Cuernavaca	Cuernavaca, Mor.	2016	54,011	100%	54,011	6%	89%	2,942
Forum Culiacán	Culiacán, Sin.	2003	43,074	100%	43,074	5%	92%	2,553
La Isla Acapulco	Acapulco, Gro.	2008	32,507	84%	27,306	3%	68%	1,757
La Isla Mérida	Mérida, Yuc.	2018	58,060	100%	58,060	6%	91%	2,800
Paseo Querétaro	Querétaro, Qro.	2018	67,398	100%	67,398	7%	92%	3,163
Subtotal commercial use			588,698	96%	567,256	63%	88%	22,900
Office use								
Torre E3	Mexico City	2005	23,257	100%	23,257	2%	72%	1,618
Subtotal office use			23,257	100%	23,257	2%	72%	1,618
Mix use								
Capital Reforma	Mexico City	2012	60,871	100%	60,871	6%	97%	2,080
Masaryk 111	Mexico City	2008	26,296	100%	26,296	3%	88%	710
Masaryk 169	Mexico City	2018	5,437	100%	5,437	1%	79%	218
Paseo Arcos Bosques	Mexico City	2008	93,046	50%	46,523	10%	80%	3,427
Paseo Interlomas	State of Mexico	2011	142,150	50%	71,075	15%	88%	5,478
Subtotal mix use			327,800	64%	210,203	35%	87%	11,913
Total portfolio in operation			939,756	85%	800,716	100%	87%	36,431

The table below outlines the spaces that commenced operations during 4Q23:

Properties	1Q23		2Q23		3Q23		4Q23		2023	
	Leases	GLA (m ²)	Leases	GLA (m ²)	Leases	GLA (m ²)	Leases	GLA (m ²)	Leases	GLA (m ²)
Paseo Interlomas	9	843	11	11,257	10	1,531	8	2,703	38	16,334
La Isla Mérida	2	4,666	4	1,386	5	749	5	1,059	16	7,860
Forum Cuernavaca	3	500	5	1,855	2	175	10	3,961	20	6,491
Paseo Arcos Bosques	5	1,510	3	1,165	10	2,122	3	1,282	21	6,079
Capital Reforma	3	972	2	1,614	1	1,845	4	1,106	10	5,537
Explanada Puebla	5	408	11	1,834	4	291	6	2,354	26	4,887
Explanada Pachuca	3	193	4	216	7	3,627	3	547	17	4,583
Paseo Querétaro	1	99	1	406	7	2,270	7	1,204	16	3,979
Forum Coatzacoalcos	2	150	1	71	1	59	4	3,023	8	3,303
Explanada Culiacán	4	367	2	102	6	1,377	5	302	17	2,148
Masaryk 169	-	-	-	-	1	1,288	1	507	2	1,795
Forum Buenavista	2	127	4	373	4	427	3	259	13	1,186
Forum Culiacán	1	95	2	257	4	252	3	254	10	858
Torre E3	1	756	-	-	-	-	-	-	1	756
La Isla Acapulco	1	65	2	226	4	398	-	-	7	689
City Walk	1	312	-	-	1	56	-	-	2	368
Total portfolio in operation	43	11,063	52	20,762	67	16,467	62	18,561	224	66,853
Grand Outlet Riviera Maya	-	-	-	-	37	8,055	30	9,929	67	17,984
Total portfolio under development	-	-	-	-	37	8,055	30	9,929	67	17,984
Total portfolio	43	11,063	52	20,762	104	24,522	92	28,490	291	84,837



Leasing Contract Characteristics

GICSA has a solid management track record, ensuring the strategic diversification by industry of high-quality tenants, as management considers that this type of tenant can help shield the Company from the adverse impacts of market cycles that may affect specific industries or sectors.

At the close of 4Q23, GICSA's property portfolio comprised 1,875 leasing contracts. These contracts are with tenants who not only have high credit ratings but are also diversified in terms of industry and geographic location, contributing a healthy mix within revenue stream for the Company.

The table below shows the breakdown of lease contracts by tenant category, expressed as a percentage of GLA and fixed rent:

Distribution of lease contracts by business	% of GLA	% of fixed rents
Women and men apparel	15.9%	17.5%
Entertainment and sports	30.1%	16.3%
Restaurants	9.6%	15.8%
Accessories, jewelry and opticians	4.3%	7.2%
Fast food	3.1%	6.7%
Sport apparel and footwear	3.6%	6.1%
Department stores	14.1%	6.1%
Cellphone companies and communications	2.2%	4.9%
Health & beauty	2.1%	4.7%
Home and decoration	3.9%	4.5%
Services	3.3%	4.1%
Women and men footwear	1.3%	2.5%
Self-service stores	4.3%	1.5%
Others	1.4%	1.1%
Children's apparel and toys	0.7%	1.1%
Total	100%	100%

The next table shows GICSA's top 10 tenants, detailing their contribution as a percentage of the total fixed rent:

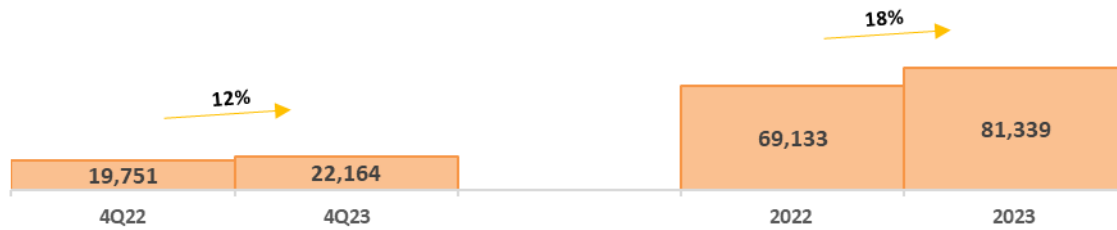
Main tenants based of monthly fixed rent	% of fixed rents
Inditex group	2.9%
Cinemex	2.3%
El Palacio de Hierro	1.7%
Unifin	1.7%
Axo group	1.7%
Cinépolis	1.3%
Coppel	1.3%
Kavak	1.1%
Chubb	1.1%
Alsea group	1.1%
Total	16.3%



Number of Visitors

During 4Q23, shopping malls within GICSA's operating portfolio welcomed 22 million visitors. This represents a 12% increase compared to the same period past year.

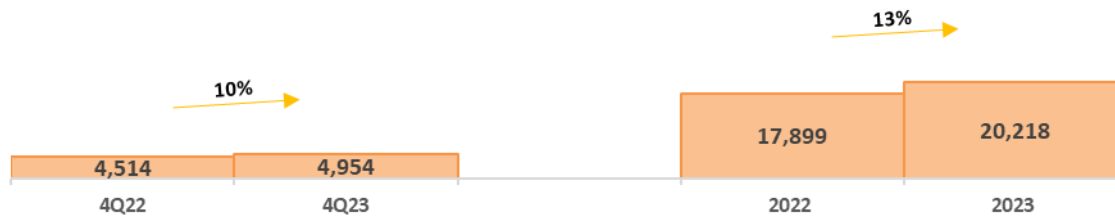
Number of visitors in commercial centers



Tenants' Sales

During 4Q23, tenants' sales within the operating portfolio amounted to Ps. 4,954 million. This figure marks a 10% increase from 4Q22.

Tenants' sales

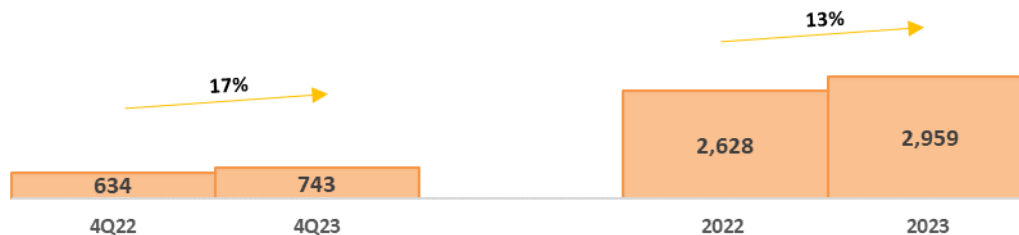


Fixed Rental Revenues

At the end of 4Q23, the average monthly rent per square meter of the operating portfolio stood at Ps. 371.

The fixed rental revenue from this portfolio reached Ps. 743 million in 4Q23, representing a 17% increase from 4Q22. The fixed rent revenue breakdown by currency was 78% in Mexican pesos and 22% in U.S. dollars.

Fixed rental revenues





Maturity contract

The following table provides information on lease maturities in the operating portfolio at the end of 2023:

Year	Number of leases that expire	GLA of leases that expire	% GLA that expire
2024	451	109,043 m ²	14.6%
2025	418	136,690 m ²	18.3%
2026	363	107,077 m ²	14.4%
2027	289	134,244 m ²	18.0%
2028	166	74,992 m ²	10.1%
+ 2029	188	183,350 m ²	24.6%

In 2024, approximately 15% of the GLA of the operating portfolio is due for contract renewal. As of December 31, 2023, no individual tenant represented more than 4% of the GLA and 3% of the fixed rent in GICSA's operating portfolio.

The following table details the breakdown of lease maturities in the operating portfolio by segment as of the end of 2023:

Year	Number of leases that expire	GLA of leases that expire	% GLA that expire
2024	421	95,071 m ²	16.6%
2025	371	109,399 m ²	19.1%
2026	322	83,162 m ²	14.5%
2027	245	83,201 m ²	14.5%
2028	143	54,266 m ²	9.5%
+ 2029	164	148,090 m ²	25.8%
Total Commercial	1,666	573,188 m²	100%
2024	30	13,973 m ²	8.1%
2025	47	27,291 m ²	15.8%
2026	41	23,915 m ²	13.9%
2027	44	51,044 m ²	29.6%
2028	23	20,726 m ²	12.0%
+ 2029	24	35,260 m ²	20.5%
Total Office	209	172,208 m²	100%



Commercialization

Detailed information on contracts signed during the 4Q23 is presented in the following table:

Properties	1Q23		2Q23		3Q23		4Q23		2023	
	Leases	GLA (m ²)	Leases	GLA (m ²)	Leases	GLA (m ²)	Leases	GLA (m ²)	Leases	GLA (m ²)
Paseo Interlomas	12	2,512	12	3,863	7	980	8	4,175	39	11,530
Paseo Arcos Bosques	7	2,535	7	1,602	8	2,667	5	2,295	27	9,099
Forum Cuernavaca	5	2,101	5	748	7	4,232	4	505	21	7,585
La Isla Mérida	4	1,386	8	2,685	6	1,765	4	664	22	6,499
Capital Reforma	2	3,299	1	160	1	357	4	1,124	8	4,940
Explanada Culiacán	4	815	3	651	4	2,807	5	395	16	4,668
Paseo Querétaro	4	431	4	783	5	1,026	8	1,493	21	3,733
Forum Coatzacoalcos	1	59	1	2,301	1	147	5	1,155	8	3,663
Explanada Puebla	7	374	6	780	5	2,069	2	204	20	3,427
Forum Culiacán	1	94	3	649	3	187	5	2,333	12	3,263
Forum Buenavista	6	725	3	175	7	1,208	2	420	18	2,528
Masaryk 169	1	1,288	-	-	1	507	-	-	2	1,795
La Isla Acapulco	3	267	6	726	2	78	-	-	11	1,072
Explanada Pachuca	4	371	4	292	3	105	2	200	13	968
Masaryk 111	1	120	-	-	-	-	1	825	2	945
City Walk	-	-	1	56	-	-	-	-	1	56
Total portfolio in operation	62	16,377	64	15,472	60	18,135	55	15,787	241	65,771
Grand Outlet Riviera Maya	11	4,127	19	4,593	22	3,628	5	1,689	57	14,037
Total portfolio under development	11	4,127	19	4,593	22	3,628	5	1,689	57	14,037
Total portfolio	73	20,504	83	20,065	82	21,763	60	17,476	298	79,808



Portfolio Under Development

Projects Under Construction

GICSA is currently developing three projects, showing significant progress in both construction and commercialization. The Company continues analyzing investment opportunities throughout Mexico to strengthen its property portfolio and expand its presence in the country, including acquisitions, developments, the consolidation of existing projects, and third-party services.

The table below shows the progress status for the projects currently under construction:

Project	GLA	Estimated total investment ¹	Investment Capex as of 4Q23 ¹	Capex pending investments at 4Q23 ¹	Work progress	Estimated opening date
Commercial Use						
Grand Outlet Riviera Maya	60,136 m ²	Ps. 2,269,249	Ps. 2,034,713	Ps. 234,536	99.5%	First half of 2024
Paseo Metepec	55,114 m ²	Ps. 2,735,000	Ps. 2,165,493	Ps. 569,507	75%	Second half of 2026
Subtotal commercial use	115,250 m²	Ps. 5,004,249	Ps. 4,200,206	Ps. 804,043	87%	
Residential Use						
Cero5Cien*	82,439 m ²	Ps. 5,917,288	Ps. 5,515,720	Ps. 401,568	86%	First half of 2025
Subtotal residential use	82,439 m²	Ps. 5,917,288	Ps. 5,515,720	Ps. 401,568	86%	
Total	197,688 m²	Ps. 10,921,537	Ps. 9,715,925	Ps. 1,205,612	87%	

¹ Figures are expressed in thousands of Mexican pesos (Ps.).

*Gross Saleable Area (GSA).

Status of Commercialization of Projects

As of the date of this earnings release, the commercialization of properties under construction has achieved 95,716 square meters of signed GLA and GSA, representing 67% of the total GLA and GSA.

The commercialization progress of the current construction projects as follows:

Project	Total commercial spaces	Total commercial spaces under contract		Total Leasable Area (m ²)	Total area under contract	
			%		(m ²)	%
Commercial Use						
Grand Outlet Riviera Maya	183	138	75%	60,136 m ²	41,737 m ²	69%
Subtotal commercial use	183	138	75%	60,136 m²	41,737 m²	69%
Residential Use						
Cero5Cien*	104	66	63%	82,439 m ²	53,979 m ²	65%
Subtotal residential use	104	66	63%	82,439 m²	53,979 m²	65%
Total	287	204	71%	142,574 m²	95,716 m²	67%

*Gross Saleable Area (GSA).

The following section provides information about each 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 property will have a total GLA of approximately 60,136 square meters to be developed by GICSA and approximately 90,000 square meters, including development by a business partner which contributed land to the project. As of December 31, 2023, 69% of the rentable area was signed with major global brands, such as: BCBG Maxazria, Banana Outlet, BBW, I Shop, Armani Outlet, Armani Exchange, American Eagle, Hackett, Lacoste, Carolina Herrera, Purificacion Garcia, Hugo Boss, Adolfo Dominguez, Zegna and Emenegildo Zegna, Faconnable, True Religion, Original Penguin, Tommy Hilfiger, Adidas, Nike, Levi's, Dolce & Gabbana, Pandora, Carter's, Diesel, GAP, Psycho Bunny and Reebok. In addition, it has a wide range of entertainment, such as: mini-golf, go-karts, ice rink, batting cages, laser tag, climbing walls and casino.



Location	Riviera Maya, Quintana Roo
GLA	60,136 m ²
Estimated total investment ¹	Ps. 2,269,249
Capex to date ¹	Ps. 2,034,713
Expected delivery date	First half of 2024

¹ Figures are expressed in thousands of Mexican pesos (Ps.)

	Contribution to work as a percentage	As of September 30, 2023	As of December 31, 2023
Excavation and foundation	18%	100%	100%
Civil work	41%	100%	100%
Installations and equipment	24%	97%	98%
Finishes and facade	17%	100%	100%
Work progress	100%	99.2%	99.5%

For more information: <https://www.gicsa.com.mx:8281/propiedades/comercial/grand-outlet-riviera-maya>



CERO5CIEN RESIDENCIAL

The Cero5Cien residential project is 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 is being developed on more than 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 104 units. As of December 31, 2023, 66 units had been sold, corresponding to 65% of GSA. The delivery of the project is expected to be completed during 2025.



Location	Mexico City
Gross Saleable Area (GSA)	82,439 m ²
Estimated total investment ¹	Ps. 5,917,288
Capex to date ¹	Ps. 5,515,720
Expected delivery date	First half of 2025

¹ Figures are expressed in thousands of Mexican pesos (Ps.)

	Contribution to work as a percentage	As of September 30, 2023	As of December 31, 2023
Excavation and foundation	10%	98%	98%
Civil work	34%	94%	94%
Installations and equipment	16%	82%	83%
Finishes and facade	40%	75%	78%
Work progress	100%	84.6%	86.2%

For more information: <https://www.cero5cien.mx/>



Statement of Financial Position

For the periods ended on December 31, 2023, and December 31, 2022.

(Figures in thousands of Pesos)

Statements of Financial Position	December 2023	December 2022	Variation
Assets			
Current assets			
Cash and cash equivalents	392,649	712,607	(45%)
Restricted cash	667,138	759,314	(12%)
Accounts and notes receivable - net	699,199	728,434	(4%)
Discounts to amortize (Contingency)	121,254	290,246	(58%)
Real Estate Inventory	952,249	860,009	11%
Tax credits	2,518,939	2,437,888	3%
Advances for project developments	363,624	272,858	33%
Related parties	909,481	753,024	21%
Assets available for sale	0	391,000	(100%)
Total current assets	6,624,533	7,205,380	(8%)
Non-current assets			
Investment properties	62,591,972	59,541,775	5%
Real Estate Inventory	2,808,302	2,773,211	1%
Property, furniture and equipment - net	484,604	507,352	(4%)
Advances for project developments	215,770	326,426	(34%)
Investment in associates and in joint ventures	1,057,635	1,044,430	1%
Derivative Financial Instruments	0	4,165	(100%)
Deferred income taxes provision	2,574,129	2,622,946	(2%)
Assets by right of use	642,342	661,555	(3%)
Guarantee deposits and prepayments	187,636	264,350	(29%)
Total non-current assets	70,562,390	67,746,210	4%
Total assets	77,186,923	74,951,590	3%
Liabilities and stockholders' equity			
Current liabilities			
Suppliers	465,962	441,017	6%
Current portion of long-term local bank loans	782,062	595,405	31%
Current portion of long-term local bonds	116,253	65,572	77%
Current portion of rent, guarantee deposits, key money and tenants down payment	1,140,786	1,350,453	(16%)
Related parties	126,434	117,084	8%
Insurance advance	97,014	0	100%
Lease contract creditors	80,511	80,072	0.5%
Income tax payable	1,929,478	1,437,991	34%
Total current liabilities	4,738,500	4,087,594	16%
Non-current liabilities			
Long-term bank loans	16,337,083	17,973,941	(9%)
Long-term local bonds	10,345,124	9,863,508	5%
Provision and Employee benefits	38,446	31,111	24%
Lease contract creditors	870,148	903,995	(4%)
Rent, guarantee deposits, key money and tenants down payment	843,019	791,131	7%
Long-term income tax payable	509,208	509,208	0%
Deferred income tax provision	10,530,024	9,997,329	5%
Total non-current liabilities	39,473,052	40,070,223	(1%)
Total liabilities	44,211,552	44,157,817	0.1%
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	17,868,939	16,157,306	11%
Controlling interest	27,818,759	26,107,126	7%
Non- controlling interest	5,156,612	4,686,647	10%
Total stockholders' equity	32,975,371	30,793,773	7%
Total liabilities and stockholders' equity	77,186,923	74,951,590	3%



Consolidated Statement of Comprehensive Income

For the periods ended on December 31, 2023, and December 31, 2022.

(Figures in thousands of Pesos)

Consolidated Statement of Comprehensive Income	4Q23	4Q22	Variation	2023	2022	Variation
Revenues						
Rental income and key money	879,463	768,539	14%	3,507,439	3,233,136	8%
Discount rental income and key money (contingency)	(31,647)	(64,855)	(51%)	(167,527)	(288,468)	(42%)
Maintenance and advertising income	154,045	137,556	12%	618,659	573,225	8%
Discount maintenance and advertising (contingency)	(713)	(1,550)	(54%)	(3,201)	(8,646)	(63%)
Revenues from own properties services	134,206	112,874	19%	459,829	396,961	16%
Revenues from real estate services	4,214	3,580	18%	15,286	13,074	17%
Total operating revenue	1,139,568	956,144	19%	4,430,485	3,919,282	13%
Revenues from construction services executed for third parties	394,121	5,367	7,243%	399,077	8,597	4,542%
Revenues from the sale of real estate inventories	227,253	164,681	38%	574,418	912,457	(37%)
Total Other Operating Revenue	621,374	170,048	265%	973,495	921,054	6%
Total revenue	1,760,942	1,126,192	56%	5,403,980	4,840,336	12%
Cost of execution of work for third party	(398,056)	(5,142)	7,641%	(403,013)	(8,372)	4,714%
Cost for sale of real estate inventories	(336,738)	(328,218)	3%	(634,230)	(901,599)	(30%)
Total Costs	(734,794)	(333,360)	120%	(1,037,243)	(909,971)	14%
Real Estate services expenses	(1,731)	(2,989)	(42%)	(6,011)	(6,769)	(11%)
Operating expenses from owned properties	(318,276)	(268,917)	18%	(1,105,092)	(967,288)	14%
Administrative expenses	(97,155)	(99,886)	(3%)	(262,452)	(251,527)	4%
Allowance for doubtful account	(63,884)	7,939	905%	(63,884)	7,939	905%
Amortization and depreciation	(25,280)	(29,328)	(14%)	(102,004)	(119,016)	(14%)
Other expenses (income) net	(61,481)	(56,851)	8%	(95,659)	(363,347)	(74%)
Total Expenses	(567,807)	(450,032)	26%	(1,635,102)	(1,700,008)	(4%)
Total costs and expenses	(1,302,601)	(783,392)	66%	(2,672,345)	(2,609,979)	2%
Operating income before valuation effects	458,341	342,800	34%	2,731,635	2,230,357	22%
Fair value adjustments to investment properties	214,695	300,649	(29%)	1,980,904	695,172	185%
Results of associates and joint venture	7,315	13,780	(47%)	45,773	48,166	(5%)
Operating profit	680,351	657,229	4%	4,758,312	2,973,695	60%
Finance income	33,363	505,073	(93%)	147,032	580,399	(75%)
Finance costs	(708,526)	(837,298)	(15%)	(2,833,081)	(3,070,772)	(8%)
Foreign exchange gains - Net	223,573	313,464	(29%)	853,565	343,632	148%
Finance (costs) income - Net	(451,590)	(18,761)	2,307%	(1,832,484)	(2,146,741)	(15%)
Income before income tax	228,761	638,468	(64%)	2,925,828	826,954	254%
Deferred income taxes	86,905	149,358	(42%)	(581,512)	(104,891)	454%
Current Income Tax	(162,717)	(140,503)	16%	(162,717)	(140,503)	16%
Consolidated net profit	152,949	647,323	(76%)	2,181,599	581,560	275%
Consolidated net profit attributable to:						
Controlling interest	34,933	546,985	(94%)	1,711,633	183,121	835%
Non-controlling interest	118,016	100,338	18%	469,966	398,439	18%
	152,949	647,323	(76%)	2,181,599	581,560	275%



NOI – EBIDTA Reconciliation

The following table shows the reconciliation of NOI and EBITDA with the income statement, for the periods ended on December 31, 2023, and December 31, 2022.

(Figures in thousands of pesos)

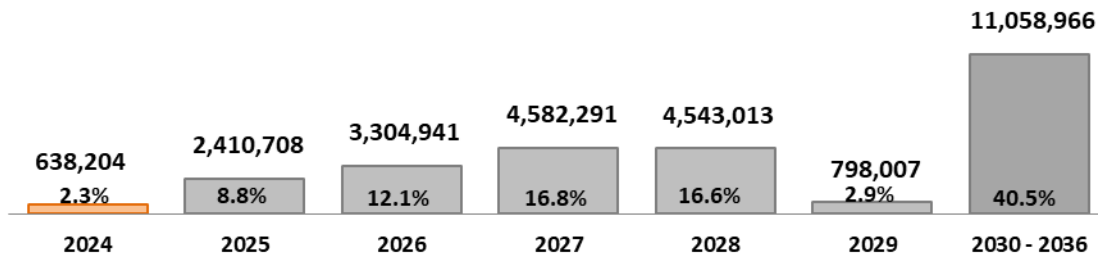
Reconciliation between NOI and EBITDA	4Q23	4Q22	Variation	2023	2022	Variation
Operating income before valuation effects / Total revenues minus costs and expenses	458,341	342,800	34%	2,731,635	2,230,357	22%
Minus						
Revenues from construction work services to third parties ¹	394,121	5,367	7,243%	399,077	8,597	4,542%
Other revenues (expenses)	(61,481)	(56,851)	8%	(95,659)	(363,347)	(74%)
Forum Coatzacoalcos expenses ³	12,269	6,391	92%	40,416	30,419	33%
Plus						
Expenses of execution of work for third party ¹	398,056	5,142	7,641%	403,013	8,372	4,714%
Amortization and depreciation	25,280	29,328	(14%)	102,004	119,016	(14%)
Revenues from Forum Coatzacoalcos ³	32,347	27,303	18%	123,555	106,830	16%
EBITDA	569,115	449,666	27%	3,016,373	2,788,907	8%
Minus						
Corporate expenses	(135,595)	(104,866)	29%	(340,179)	(288,134)	18%
Profit from real estate inventories ²	(109,485)	(163,537)	(33%)	(59,812)	10,858	(651%)
NOI	814,195	718,068	13%	3,416,364	3,066,183	11%
Minus						
Adjusted NOI attributable to non-controlling participation	139,425	120,047	16%	576,579	515,440	12%
Adjusted proportional NOI	674,770	598,021	13%	2,839,784	2,550,743	11%
Plus						
Corporate expenses	(135,595)	(104,866)	29%	(340,179)	(288,134)	18%
Profit from real estate inventories ²	(109,485)	(163,537)	(33%)	(59,812)	10,858	(651%)
Adjusted proportional EBITDA	429,690	329,619	30%	2,439,794	2,273,467	7%

1. GICSA incurs costs and expenses associated with providing real estate services for its projects under development and those to be developed for third parties. These are recognized as income in the statement of comprehensive income under services, maintenance, and advertising items.
2. One-time proceeds from the sale of real estate inventories.
3. GICSA records the results of Forum Coatzacoalcos using the equity method. For the purpose of presenting adjusted pro-forma EBITDA, these adjustments correspond to a consolidation of 100% of the results.



Debt Position Breakdown

Total consolidated debt amortization^{1*}



Debt Analysis	4Q23	3Q23	Var. %
Total consolidated debt ^{1*}	Ps. 27,336,129	Ps. 27,493,300	(0.6%)
Total consolidated debt in pesos ^{1*}	Ps. 21,415,312	Ps. 21,290,894	0.6%
Total consolidated debt in dollars ^{1*}	Usd. 350,479	Usd. 352,019	(0.4%)
GICSA's proportional consolidated debt ^{1*}	Ps. 25,156,019	Ps. 25,240,532	(0.3%)
Loan-Value ratio ²	35.7%	36.1%	(1%)
% Local Currency (Ps.)	78.3%	77.4%	1%
% Foreign currency (Dils.)	21.7%	22.6%	(4%)

* Figures in Thousands.

¹ Excluding adjustments for accounting valuation.

² 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
Grupo GICSA	31-Jan-25	50,000,000	-	19%	-	100%	50,000,000	-
Capital Reforma	02-Jun-25	-	103,464,567	SOFR 1M	2.46448	100%	-	103,464,567
Paseo Arcos Bosques	01-Jun-26	-	148,764,438	SOFR 1M	3.46448	50%	-	74,382,219
Paseo Interlomas	15-Dec-27	1,847,067,621	-	TIE 28D	3.50	50%	923,533,810	-
Subtotal simple credit		1,897,067,621	252,229,005			65%	973,533,810	177,846,786
Explanada Culliacán	10-Jul-28	498,429,198	-	TIE 28D	4.00	100%	498,429,198	-
Grand Outlet Riviera Maya	18-Jun-36	1,271,150,595	-	TIE 91D	3.00	100%	1,271,150,595	-
Subtotal of credit for properties under construction		1,769,579,793	-			100%	1,769,579,793	-
Class A-1 Senior	18-Dec-34	7,074,000,000	-	9.50%	-	100%	7,074,000,000	-
Class A-1 Senior	18-Dec-34	-	98,250,000	4.80%	-	100%	-	98,250,000
Class A-2 Senior	18-Dec-34	421,472,850	-	9.90%	-	100%	421,472,850	-
Subtotal international loans		7,495,472,850	98,250,000			100%	7,495,472,850	98,250,000
GICSA 19	24-Mar-27	1,666,087,081	-	8.00%	-	100%	1,666,087,081	-
GICSA 15	01-Dec-27	547,347,752	-	9.00%	-	100%	547,347,752	-
GICSA 18U	13-Nov-28	2,861,614,614	-	9.48%	-	100%	2,861,614,614	-
GICSA 17	08-Dec-28	876,003,947	-	9.00%	-	100%	876,003,947	-
GICSA 16U	16-Oct-30	4,302,138,465	-	9.48%	-	100%	4,302,138,465	-
ii stock certificates		10,253,191,858	-	-	-	100%	10,253,191,858	-
Total consolidated debt		21,415,312,122	350,479,005			92%	20,491,778,311	276,096,786
Total adjustments for accounting valuation		333,726,347	(5,288,048)	-	-	98%	338,761,357	(5,410,215)
Total consolidated financial debt		21,749,038,468	345,190,956			92%	20,830,539,668	270,686,571

GICSA closed 4Q23 with total consolidated financial debt of Ps. 27,581 million and total assets amounting to Ps. 77,187 million, resulting in an LTV ratio of 36%. Of the total debt, 29% is at floating rates, and 71% at fixed rates.



Statement of Financial Position

Main Assets

Cash and Cash Equivalents.

As of 4Q23, cash and cash equivalents totaled Ps. 393 million, a 45% decrease from Ps. 713 million at the end of 2022. The variation primary resulted from investments in properties under development.

Discounts to Amortize (Contingency).

As of 4Q23, the balance was Ps. 121 million, representing a 58% decrease from Ps. 290 million at the end of 2022, following a recognition of Ps. 170 million in the income statement during 2023.

Assets available for sale.

This item, resulting from the sale of Explanada Aguascalientes in July 2022, was finalized and perfected in July 2023, leading to its removal from the balance sheet.

Investment properties.

As of 4Q23, the balance stood at Ps. 62,592 million, a 5% increase from Ps. 59,542 million at the end of 2022. This increase is mainly due to the revaluation of operating properties and progress in constructing the Grand Outlet Riviera Maya project.

Main Liabilities

Current Portion of Rent, Guarantee Deposits, Key Money, and Tenants Down Payment.

At 4Q23, the balance was Ps. 1,141 million, a 16% decrease from Ps. 1,350 million at the end of 2022. This change was due to the utilization of resources contributed by Liverpool for the construction of the Paseo Metepec shopping mall.

Insurance Advances.

As of 4Q23, the balance was Ps. 97 million. This item arose from funds received for the reconstruction of the La Isla Acapulco shopping mall, damaged by Hurricane Otis.

Long-term Bank Loans.

At 4Q23, the balance was Ps. 16,337 million, a 9% decrease from Ps. 17,974 million at the end of 2022, attributed to the regular repayment of principal on bank loans and exchange rate effects.

Accumulated profit.

As of 4Q23, the balance was Ps. 17,869 million, an 11% increase from Ps. 16,157 million at the end of 2022. This increase is due to the net income attributable to the controlling interest for the year 2023.



Consolidated Statement of Comprehensive Income

Revenues

Total operating revenue.

As of 4Q23, the balance reached Ps. 1,140 million, marking a 19% increase from Ps. 956 million in 4Q22. This growth primarily resulted from the signing of new lease contracts, a reduction in discounts recognized, and increased revenues from services on the Company's properties and advertising.

Total other operating revenue.

As of 4Q23, the balance stood at Ps. 621 million, which represent an increase of 3.7x compared to Ps. 170 million in 4Q22. This growth was driven by an increase in revenue recognition at the Cero5Cien residential project and Paseo Metepec, the project that is under development in collaboration with Liverpool, as a result of further progress in construction.

Cost and Expenses

Total costs and expenses.

As of 4Q23, the balance was Ps. 1,303 million, a 66% increase from Ps. 783 million in 4Q22. The breakdown is as follows:

At the end of 4Q23, costs amounted to Ps. 735 million, up by 120%, primarily due to increased progress in the Cero5Cien and Paseo Metepec projects, leading to higher cost recognition.

Expenses saw a 26% rise compared to 4Q22, attributable to increased occupancy and visitor numbers in operating properties, and expenses related to the soft opening of the Grand Outlet Riviera Maya.

Financial income.

As of 4Q23, the balance was Ps. 33 million, a 93% decrease from Ps. 505 million in 4Q22. This reduction was largely due to the recognition in 4Q22 of the restructuring of junior notes in October 2022.

Financial costs.

As of 4Q23, the balance was Ps. 709 million, a 15% decrease from Ps. 837 million in 4Q22. This decrease is attributed to lower interest rates and the reduction of principal on bank loans, resulting in less interest payable.

Foreign Exchange gains, net.

As of 4Q23, the balance was Ps. 224 million, a 29% decrease from Ps. 313 million in 4Q22, mainly due to the appreciation of the Mexican peso against the U.S. dollar.



Conference call

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

Wednesday, February 28, 2024

12:00 PM New York Time

11:00 AM Mexico City Time

Presenting for GICSA:

Diódoro Batalla - Chief Financial Officer

To access the Conference Call, please register at the following link:

https://us02web.zoom.us/webinar/register/WN_nmWNY5a7So2hXJelrarrGw

If you prefer to participate via telephone, please dial:

+52 558 659 6002 from Mexico

+1 929 205 6099 from U.S. (New York)

Passcode: 823 1028 6462

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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 with its history and executed projects. As of December 31, 2023, 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) 939,756 square meters, and a proportional GLA of 800,716 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.