

Teleconference of TIN results 2025-1Q

Andres Lozano

Good morning everyone. My name is Andres Lozano, President of Titularizadora Colombiana. It is a pleasure to welcome you to our teleconference on the results of the real estate securitization program corresponding to the first quarter of 2025. Today I am joined by Carolina Martínez, Real Estate Manager of Titularizadora Colombiana, Ana María Salcedo, our Director of Investments and Market Development, and Gabriel Flores, Manager of Penta, who acts as the structurer and portfolio manager.

Together we will be sharing the main advances of the vehicle and answering your questions. At the close of this session. We continue navigating an uncertain and challenging market, with strong doubts in local fiscal matters and a highly volatile and changing external environment. However, despite the international and domestic noise, Colombia continues to be an attractive destination for investment and offers interesting opportunities around the development of the real estate sector.

This dynamic is accompanied by the downward trend in the monetary policy rate, the adjustment of inflation, the reactivation of consumption, and the appetite for alternative investment vehicles such as Tim. Additionally, I am pleased to share that in May we successfully carried out the migration of Tim from the fixed income board to the equity board. This is a key milestone that will allow us to offer potential benefits with greater liquidity, visibility, and transparency in price formation, as well as expand access to new international institutional investors and individuals.

As of May 12, 2025, our securities are traded under the same Tim ticker and as part of this process we implemented a 370-to-1 split to facilitate transactionality. This step reflects our commitment to best international practices and consolidates Tim as an innovative and competitive alternative in the Colombian capital market. Today's agenda includes the presentation of the main financial and operational results, a reading of the national real estate environment, and the strategic projections of the portfolio.

Allow me to highlight some differentiating factors that have been fundamental in Tim's solid performance. First, outstanding profitability. Tim reported a twelve-month profitability of 14.22% effective annual rate as of the end of March 2025, equivalent to CPI plus 8.69%. This performance positions it as one of the most profitable real estate vehicles in the Colombian market. Second, efficient operational management.

Our closeness with tenants has been key to maintaining healthy indicators: Economic vacancy of 2.64%, physical vacancy of 3.33%, and a past-due portfolio of 0.30%. The

latter is equivalent to 155 million pesos in receivables over a billing for the last twelve months close to 52,300,000,000 pesos. It is worth noting that our business models contemplate vacancies and past-due portfolio of up to 5%, which highlights the strength of the operation.

On the other hand, a commission structure better aligned with investors. Since January 2025, after the approval of the creditors' assembly held in December 2024, we adopted a commission on Innova and distributable cash flow with a cap of 1.15% on assets. This commission depends on dividend profitability and, consequently, on the operational and administrative efficiency of the vehicle.

Our goal for 2025 is to maintain a dividend close to 5.4%. In another area we have a very robust corporate governance. We maintain rigorous processes for the acquisition and management of the portfolio, supported by a solid and transparent governance scheme.

In sixth place, an expert master administration led by Titularizadora Colombiana. We have the coordination of specialized and independent agents in each stage of the securitization process. In seventh place, recognized disclosure standards. The IR seal granted by the Colombian Stock Exchange since October 2022 supports our commitment to transparency and proactive relationship with the market.

On the other hand, we have a positive evolution of the dividend. In the first quarter of 2025, this indicator increased by more than 166 basis points, closing at 5.27% on average for the quarter ending in March. This growth reflects the efficiency of the operation and our focus on delivering value through consistent cash flows to all our investors. Finally, active debt management.

We managed to reduce financial expense by 420 basis points compared to March 2024, thus optimizing profitability for investors. At the end of the quarter, the cost of debt was 9.81% effective annual rate, representing a decrease of 30.5% compared to the quarter of the previous period. We invite you to send your questions through Webcast for the final Q&A session, where we will be attentive to address your concerns.

Next, I leave you with Carolina Martínez, who will present the summary of management indicators and the report as of March 2025. Thank you very much for your attention and for joining us in this session.

Carolina Martínez

Thank you very much, Andrés. Good morning everyone. Thank you very much for

joining us in this session of our quarterly results. I will now present the management summary for the first quarter of 2025.

In performance indicators, we have a total of assets under management and managed area of 560 billion for the assets under management and in area 84,300 square meters, equivalent to 97 real estate assets. These indicators remain unchanged. There were no divestments in this three-month period of the year, and the return since the start of the vehicle, from October 2018 until today, is 13.404% effective annual rate.

An extremely outstanding return, just like that of the last 12 months, which is 14.22% effective annual, composed of CPI plus 8.69 of real return. Regarding economic and physical occupancy, it continues to be a success indicator for this vehicle. Economic occupancy is quite high at 97.36%, as is physical occupancy at 96.67%.

It should be remembered that this difference between economic and physical corresponds to the fact that many times contracts have exit clauses that imply that the tenant must pay some additional rents, which we allocate to the vehicle and deliver monthly in the dividend so that it does not impact the cash flow as much. That is why sometimes physical vacancy is much higher than economic.

Regarding the past-due portfolio, we also have a minimal portfolio of 0.30%, equivalent to 155 million pesos. These are, uh, particularly delays of days in the payment by a couple of tenants who, due to administrative matters internally, take longer to pay. But they are never in a, uh, let's say, concerning arrears; rather, this is a matter of days.

Regarding the secondary market, in this quarter there were no transactions. Let us remember that we carried out our migration to the equity board on May 12, which is why this is not included in this cut-off we are presenting to you. The dividend for the last 12 months is 4.76%, and in March we closed it at 5.18%.

Regarding our debt structure, capital is at 138,936,000,000, and the weighted average cost of debt we have is very low, at 9.81%. We are 100% in variable rate; currently, use is at 35% of the value of the assets we have approved by prospectus, and we have it at 25.27%.

Regarding the distribution of the real estate portfolio, let us remember that a few months ago we made an adjustment with the assembly to define new limits in the prospectus regarding the type of property. Here, our prospectus limit today is 60% per asset type. We have a greater concentration in retail premises with 54.8%, within the established limit; offices 17.6% and warehouses 27.6%.

To delve a little deeper into our acquisition policy, we are focusing today much more on industrial use in free-trade warehouses and industrial parks in the search for acquisitions, as well as in retail premises, but in shopping centers. We are not giving as much relevance within the portfolio acquisitions to street-front retail or retail in condominium properties, for reasons we have already explained to you, which were due to the 2021 disturbances, where, although we did not suffer damage to our real estate assets, we saw that many assets in the city, mostly in Bogotá and Cali, suffered damage. Therefore, within our policy, we prefer to focus on retail in shopping centers.

And regarding offices, we seek corporate offices to a lesser extent. These offices must already meet some fundamental requirements, among them that the tenant be triple-A, that they be long-term contracts with strict exit clauses, and that it be an absolutely outstanding asset within the city.

Returning now to the portfolio distribution, let us talk about distribution by tenant. We have a limit in the prospectus of 30% of income. Today, Davivienda is slightly exceeding this limit, at 39.5%. However, with the issuance we have already discussed with you in past sessions, and which we have prepared and rated, we hope to continue, uh, diluting this concentration that Davivienda has as a tenant.

The idea is that we can reactivate the market this year, that we can have issuances and acquisitions. We are already opening our eyes to new acquisitions, so we will be able to, uh, stabilize this indicator. Regarding the distribution by economic sector, we have the stabilization of this prospectus limit, which is 50% of the value of the assets by code, and the geographic distribution is likewise stabilized. Our limit in the prospectus goes by population limit, and here we are meeting all the indicators.

Next.

Our security value: The results observed in the first quarter of 2025 show that we had an increase in the security value over the last 12 months of 8.88% for this cut-off. Our security had not yet migrated to equity; we had not yet done the split, so it was at a value of \$7,947,483. Today, our security, after migrating, is above \$21,000, which is equivalent to a split we applied to the security of 370.

In follow-up to appraisals for this first quarter of 2025, we have 114 appraisals scheduled. We have advanced in 34 appraisals, equivalent to 30% of the total appraisals, and compared with the previous year, with the first quarter of 2024, we have had an increase of 4.14% in our asset value. We went from 234,569,000,000 to 244,278,000,000.

We carry out this exercise, as always, with our four independent appraisers, which we rotate annually to give more transparency to this exercise.

And this is a very important point we want to highlight: over its life, since 2018, there have been five divestments, all of which have generated profit for our investors. We have never divested in a rush, nor have we divested below book value or below the appraisal value—always above these two values—generating added value for our investors, delivering outstanding returns, and highlighting that today the net asset value continues to be reflected in the market value.

For this reason, then, I show you: we have had five divestments in total from April 29, 2022, to May 13, 2025. These five assets had outstanding returns. Notice the differences in this table we show regarding the first asset: we had positive differences versus book value of 17% and versus appraisal of 20%. For asset two, 26% and 28%, respectively.

For asset three, 10% and 11%; asset four, 14% and 17%; and asset five, which was the last one we divested, which is an asset we had in the city of Bogotá, located on Calle 122, above Avenida 19, which was leased to Davivienda. We made the divestment; Davivienda's contract had the first purchase option in case we were to divest, and Davivienda exercised this purchase option—they bought the property from us.

With this divestment, we had a 9.6% positive deviation with respect to book value and 12.9% with respect to appraisal. In total, these divestments have represented to our investors, for the positive deviation with respect to book value, 12.3% for the portfolio, and with respect to appraisal, 14.5%.

Well then, in this case it is worth noting that the universality has never sold at a discount on any occasion. Nor is it our flagship policy to discount. We have always sought to protect our investors' investments, also protect our tenants, and make transparent transactions, generating added value for the investor.

Now, to finish, I will present the debt status. As of this same quarter of 2024, as of March 31, 2024, we had a total of financial debt of 136,882,000,000. Today we have 138,936,000,000. This difference of 2 billion more corresponds to a loan that we request every year for the payment of property taxes. This loan is paid month by month; principal is amortized and interest is paid. We have done this since the start of the vehicle.

As of March 31, 2024, we had 25% fixed rate and 74% variable rate; today we are 100% in variable rate, and this variable rate is with IBR. The average cost of debt we had as of March 31, 2024 was 14.01%. And notice how we were able to reduce the cost of debt

in one year: today our debt is at 9.81% effective annual rate—we were able to reduce it by 420 basis points, which is equivalent to 30.5% of the cost of debt.

Regarding the debt limit, last year we were at 26.54%, and today we are at 25.27%. This is also a decrease of 127 basis points and 4.79%.

How have we achieved all this? It has been very active debt management with renewal of loans at 100% variable rate, taking advantage of the decrease in interest rates that were expected, periodically quoting interest rates with allied banks and with other banks, and evaluating new debt alternatives such as synthetic loans, analyzing interest rates lower than those presented in the domestic market.

All of this in order to manage a much lower cost for our investors, which is reflected in profitability.

Well, I will now leave you with Ana María Salcedo, Director of Investments and Investor Relations, so she can present the financial results.

Ana María Salcedo Salcedo

Thank you very much, Carolina. Good morning everyone, and let's move on to this chapter of the vehicle's financial results. The following is perhaps the most important slide, where we can see the different margins and the main balance sheet items, with the impact and the variations. Here, it is basically worth mentioning that 6.8% increase in operating income.

Uh, this is a very healthy and very positive increase, mainly due to the indexation of lease contracts to CPI. Even though the CPI for the period was 5.09, we had, let's say, better performance in these leases, which in some cases are indexed to slightly higher CPI rates, and this generates this greater, uh, performance in operating income, which is very positive and is the origin of why we can have good results—even if, in the end, in the part of distribution of returns to investors, we see...

Additionally, let's look at the operational variables: very healthy economic occupancy at 97.36% and a portfolio index of 0.30, also very healthy and below the structural assumptions of the vehicle, which continue to offer, let's say, a very good—being the origin of good profitability for investors. Let's now talk a little about the margins.

We have the NOI margin... today it went from 9,804,000,000 to 10,196,000,000, which in the NOI item increased 4% in value in this period, even below CPI, which, as I mentioned, was 5.09, basically due to operational efficiencies in items such as maintenance, property administration fees, reimbursements of utilities, and insurance. It is worth mentioning that the NOI margin decreased from 92% to 89%.

The vehicle's historical margin is closer to 89%, and we see that at these levels it will stabilize over this year and the coming years. And basically this occurred because the first quarters of this year and last year are not so comparable, uh, considering that in the property tax calendar we had payments in cities such as Barranquilla and Cali that fell into this first quarter of 2025 and which, in 2024, had not occurred, and this generated a variation, making the two quarters not entirely comparable.

Consequently, there is a reduction in the margin in this first quarter of 2025, and going forward we expect it to stabilize more at these levels. Something similar happens with the EBITDA margin—the origin of what happens in NOI also impacts this EBITDA margin, and that is why we see a reduction in this margin from 79% to 72%.

And here, that commission, that discount in the management fee charged in 2024, also has an impact, and because of the change in fees implemented at the end of last year in the Extraordinary Assembly, it no longer applies in 2025 and thus has this impact on the EBITDA margin; going forward, we expect it to stabilize more at these levels, which are the vehicle's historical levels.

Now, let's talk about the financial part. Here we have the financial cost, which evolved positively. Notice a lower amount paid in financial interest, minus 13.2%. Basically, this arises from a decrease in this debt cost—it was a substantial and considerable decrease, from 14.01 effective annual at the close of the first quarter last year, down to 9.81 effective annual. This clearly reflects a decline in rates that has generally been occurring in the market, but it also reflects the preferential access Titularizadora now has, which it passes on to the vehicle.

This is due to these credit facilities, where we have seen that, although some rates and some margins have increased, in TIN's case we have managed to keep them very competitive, uh, being the origin of these good financial results for the vehicle. And this brings us to the part of distribution of returns and dividend yield, where we see an increase in this dividend yield margin, going from 32% to 48% of operating income.

Basically, notice that the distribution of returns had an almost 60% increase: 5,465,000,000 pesos were distributed in the quarter, and this represents a very favorable dividend for investors, uh, passing on this lower financial cost and all these operational efficiencies to investors in this cash-flow variable, which is so relevant. In the specific Davivienda indicator, the year-to-date average, we see an increase between one period and the other—we went from 3.61 last year to 5.27 this year, this first quarter of 2025, uh, representing an increase in this indicator of 166 basis points.

Well, moving on, in the next slide we basically see the balance sheet snapshot: in assets, similar to previous periods, what has the greatest weight are investment properties with 549,798,000,000 pesos, and in liabilities, it is mainly equity; in the liabilities part we only have financial obligations as the most relevant item, and in equity, the securities issued.

But additionally, notice that profit-for-the-period item, where the revaluation of these properties enters, as well as the returns distributed in the following April period, which has been a very relevant revaluation for investors. In the next slide we see a bit of the profitability results; we always show this since the vehicle's start.

In 2018 it was 13.04%. Now we see that this has been a growing return: 55% represented by revaluations, 45% represented by cash flow, as is also the case for stabilized properties with lease contracts. And we also see the comparison of the last 12 months in total return—let's focus on the bar on the right of the first quarter: 14.22% was the nominal effective annual total return, corresponding 60% to revaluation and 40% to cash flow.

Notice that these return compositions have been stabilizing a bit more, with the cash-flow portion growing more, as is appropriate. And in real return, which is on the right, we also see a real return that is growing in this comparison period between 2024 and 2025—for this 2025 period it was CPI plus 8.69, well above...

Basically here we see a reduction in CPI; as total return has remained high, it has led us to have a very favorable real return for investors, increasing 1.38% in the period in these two comparison periods. In the next slide, we see a bit of the evolution of total returns in each quarter from 2021 until now, and here it is worth noting how in that period of high inflations, uh, this vehicle also managed to yield a total return above 20%, as we see there, uh, protecting investors and being a defensive investment in these high-inflation periods, where not all investments had this positive real return.

Notice also the return since inception, which is the blue line—it has been increasing and shows very good behavior from the vehicle's start toward levels of 13.04. Recently, the last 12 months' return is 14.22, and, uh, we basically see a very positive evolution of these indicators. In the next slide we can see a bit more of the last 12 months' return and the real return of 8.69.

This real return, as already mentioned, comes from two factors: one, inflation decreasing (the gray area), and on the other hand, the vehicle's total return increasing—and this leads us to increase this real return for investors, even above the value promise made before the vehicle's start, where we spoke of returns between 6% and 7.5%; we are around 100–120 basis points above this value promise.

Next, we see this yield indicator, which is so important for investors—it is the cash return, which is what we actually pay to investors, to which investors are most sensitive. We see a sustained increase in this dividend, which in the last period, as of March, is at 5.18, with an average of 5.27.

As I was saying, this is well above what we had last year—166 basis points higher—and reflects this value promise that a good part of the return comes from cash and

can be distributed to investors. The dividend outlook for this year is also positive, and we expect it to remain around these 5% levels or a little above.

In the next slide we see this return comparison with other vehicles; here we always mention, we do not calculate for other vehicles, we take the information each one calculates and publishes on their websites and technical sheets—and for the fifth consecutive year, TIN has the highest return among comparable vehicles, uh, in this case also presenting a positive real return and generating a much higher return even than vehicles with a slightly higher risk–return profile.

So here we once again fulfill this value promise. Next, let's talk a little about the secondary market—here, in 2025, we have a first quarter with no transactions. Last year we did have some transactions, some of which set market price; as mentioned in the previous teleconference, that weighted average price for 2024 ended at 76.4%, which in any case, compared to all scales, is above the levels at which other vehicles in this asset class are trading.

And in the first quarter of 2025, we did not yet have, uh, any market transactions, so there was no negotiated amount. In the next slide we see the investors, and here, basically, as there were no transactions, investors remained at a total of 488 investors. The proportion between the different segments also remained the same.

Here, just to recall, the retail segment—basically individuals—is considered in this segment, with a weight of 13%, and other legal entities 17%, together making up 30% of the vehicle holders by amount. The rest corresponds to institutional investors, where mainly insurers have the largest participation, followed by pension funds, and in third place, trust companies.

So the composition remained unchanged, since there were no transactions to change it. Next. Well, here we would like to talk about something that happened after the March 31 cut-off of the quarter, but we think it is very relevant to mention—the result of this process of migration to the equity board, which also came with a split.

We completed this process in May, migrating the securities to the equity board of the exchange, where they will continue to be traded. Basically, what this allows us to do is strengthen alignment with international best practices for these vehicles and broaden the reach to institutional, international, and retail investors.

Here, recall that the approval was given in the extraordinary holders' assembly we held in December 2024, and at that time, from December last year, we began the entire operational and legal process with the various infrastructure providers, basically the exchange and Deceval, with whom it had to be done. Execution took place on May 12, 2025.

And on this day, TIN began trading on the equity board, specifically in the other equity instruments board, with a mnemonic change, and now you will find it with the mnemonic TIN. As part of this process, a split was carried out—a 370-to-1 split. This simply increased the number of securities in circulation without affecting in any way either the profitability or the percentage participation each investor had in the vehicle.

Basically, this was done to better standardize the security's value compared to what we see in this equity board, where the prices of each security and share are much lower. This will also allow us to have greater potential transactionality and probably greater diversification of investors, and a greater entry of investors such as retail, who will now be able to buy more securities compared to the previous value, which was around 8 million pesos.

Next, here we see some of the reasons why it was done, which we presented to investors in the assembly and in various teleconferences—basically, to have greater visibility and alignment with international standards, access to a broader and more diversified investor base (as this lower security value allows more investors to access them), potential inclusion in stock indices as there is more transactionality, greater liquidity and ease in purchase-sale operations, and also greater transparency in price formation.

By trading in a 100% transactional system, we no longer have over-the-counter trades that have somewhat less transparent price formation—now it will always be a transactional system, and the market and investors will be able to see the bid–offer, how it is forming.

Here is a little more information on the split, which we already mentioned, but basically we see that in the first days of the migration the balance is positive—there have been more bid–offer points on the screen, a few transactions that have not set price, but we see the offer at high levels, very close to net asset value, and little by little we see that this stabilization period will take place and we will have greater transactionality and prices much more aligned with the vehicle’s operational results and profitability.

With this, we hope to be very close to the market and investors, keeping them informed on how this trading evolves, as this stabilization period passes, and we expect these five benefits to materialize very soon for the good of investors and the vehicle.

Next, a bit more on the split we already mentioned—it is that change in the mnemonic, that change in securities in circulation, which obviously increases. The ISIN also changes, nominal values change, and the reference price with which it began was \$21,680. Again, we recall that this had no impact on profitability or investor participation.

Next, I give the floor to Gabriel Flores, Manager of Penta Co, who is the manager of the real estate portfolio, so he can talk to us a bit more about the real estate market, and we remind you that you can send your questions through the webcast to answer them in the last part of questions and answers. Thank you very much.

Gabriel Flores

Thank you, Ana María. Good morning everyone. We are going to give you a brief summary of the real estate market. The first thing I want to talk about is the evolution of licensed area by region. We can see, first of all, that 2024 was structurally low—there are no peaks—and 2025 shows some rebound: in the last four quarters,

14,200,000 square meters were approved, which is 14% less than in the four quarters prior to this.

In the first quarter, the area approved in this first quarter is 17% less than the average of the first quarters of the last ten years, 13% less than the average of the last five years, and 3% greater than the average of the last five years. In general, we see economic cycles that have been shortening.

Between 2011 and 2017, we had a cycle whose peak was in 2015, and starting in 2018 we see micro-cycles that are lasting approximately three years—micro-cycles of one year of rise and two of decline—and we see that in 2024 we had the lowest point, with a high point in 2025, and we expect a high first quarter, and we will have to see how the year ends up developing. But we definitely see micro-cycles today compared to the longer cycles we were previously seeing, and we would believe that with the winds of presidential elections next year...

We are seeing changes and a different dynamic in the market that I will now discuss. If we look at the evolution of licensed private area by sector, we see an office sector that in the last four quarters fell 8% compared to the four previous quarters, and compared to the ten- and five-year historical averages for first quarters, we see declines of 34% and 48%, respectively.

We also see in the industrial sector, in those same five- and ten-year historical averages, a drop of 62% and 71%. And in the retail sector, we see only a 1% drop, but compared to the five- and ten-year historical averages for first quarters, we see declines of 74% and 82%.

If we now look only at the office sector, we see that from 2017 onwards it reached a sort of plateau, at least in first-quarter operations, with a peak in 2023, but really with a sector that had winds of significant change in 2020 and 2022, but which has not managed to return to the growth path it once had—especially, as we have already mentioned, due to all the structural changes happening in the office sector.

If we move into the warehouse sector, we see a national vacancy of 3.2%—really the best-performing sector nationwide. There has not been much construction, which means there has not been an impressive increase in supply. It has grown, but not structurally, which is why we see absorption that has been positive.

We believe that this 3% is as if there were no vacancy—meaning there are warehouses that are no longer even calculated. We see a vacancy in prime warehouses of more than 1.6%, which is really very, very low. Therefore, we see this as one of the sectors that will have an important rebound as all those change factors that have affected construction up to today start to shift.

By “change factors” I mean interest rates, which have remained very high; raw materials, which, as you know, saw a large increase a couple of years ago and did not drop back when conditions changed; private investment, which has been falling—really, all those traditional investors in real estate assets today are either investing outside Colombia or not investing at all; and political factors that have affected investment.

But now, with the prospect of elections next year, we are seeing construction companies buying lots, multinationals looking for space, and therefore, as the second half of the year brings at least a clearer view of next year’s elections, we will surely see a reactivation of several of these sectors—both in licensing and leasing.

Here it is important, in the warehouse sector, to note that in terms of prices, if you take the national average of 15,000 pesos per square meter in 2021 and apply inflation to 2025, you would be near 19,500 pesos per square meter. Today, the actual price is higher—this reflects the limited supply.

We see, in the medium term, a sector on the coast that should be extremely successful. As we have said before, Barranquilla, Santa Marta, and Cartagena, geographically, are at the same latitude as Costa Rica, and therefore their distance to the United States is relatively shorter than from Valle or Buenaventura. In that sense, we see that this area has important competitive advantages going forward, and we

see that significant development is coming—development that has already begun and that we believe will continue.

If we look at the office sector's behavior, we see a relatively stable vacancy that has been around 10% in recent years, also a sector where there has not been much construction, with a relatively low increase in inventory, positive absorption, and an average price today below inflation growth. If we do the same 2021–2025 inflation-adjusted exercise, the price should be above the 62,650 pesos we see here.

The reality is that there is not enough demand for these spaces. We do see very specific areas—such as Chicó—where vacancy is, I would say, below 2%, and therefore we believe there will be office development in certain specific areas like these, where prices are above average, vacancy is low, and today such space is scarce.

If we move to the retail premises sector, we have always talked about that metric of square meters per 100 inhabitants, which is what we see internationally as an adequate value—around 35 square meters per 100 inhabitants.

Colombia in general is at 19, therefore well below. But if we go, for example, to the north of Bogotá, we are at 52 square meters per 100 inhabitants, and although I don't have it here, if we go to El Poblado in Medellín, that ratio is about 250 square meters per 100 inhabitants—reflecting Medellín's role as a commercial hub for both international and national buyers.

But it also reflects that it is an extremely saturated area in terms of shopping centers. While vacancy is relatively controlled in Bogotá, we see that there is still space to build, but the reality is that the market today does not give room to continue developing shopping centers. Therefore, in Bogotá at least, we see stabilization.

Obviously there are some projects—such as [names omitted in original]—that will surely alter this measure somewhat, but structurally, if we look at the evolution of

shopping center square meters versus sales, we see that until 2012 (and even earlier in our data) that proportionality between sales and new square meters built was relatively in line.

The reality is that from 2012 onward, many more square meters were built, and sales did not follow that evolution, nor have they, despite some efforts where we believe there could have been more recovery. The reality is that if the trend continues, it would take about 13 years to once again see those two lines cross, which confirms our idea that our position is not necessarily to invest in a new shopping center, but to consolidate our position in established shopping centers.

And in that sense, Bogotá and its vacancy reflect what I am saying: the chart below shows a vacancy today at 10.5%, which is actually lower than the national average. In the country, secondary cities have higher vacancy, and Bogotá's figure really reflects just a couple of shopping centers with higher vacancy, because in established centers, vacancy is below 5–4%.

This will be sustainable as long as consumption remains. We believe that today consumption is being kept relatively artificially high—in Colombia we see that the usury rate has dropped, and therefore credit card rates have also dropped, as we can see in the top chart, and that has helped keep vacancy under control.

As long as investment does not increase, this artificially maintained consumption will tend to disappear—hence the importance of understanding what will happen next year in the elections. We will have more visibility on this in the second half of the year, but it definitely confirms our idea of investing in established shopping centers.

With this, I conclude this market summary and move on to the portfolio projection.

In 2025 we have been reactivating the purchase pipeline—we never stopped it. However, we have been reactivating the possibility of acquisitions because we see, on the horizon, with all the changes generated both in the fixed-income and equity

markets, as well as these political-change winds and the final definitions being made in terms of reforms, an environment that should favor acquisition reactivation.

In this sense, we are looking at retail assets worth over 100 billion pesos, and in the industrial sector, assets worth over 45 billion pesos. If these acquisitions were to happen, we would have a portfolio with significant variations compared to what we have today.

For example, in shopping center retail, we would go from 26% to 35%, and we would maintain warehouses at 28%, reducing offices from 18% to 14%—and as we have repeatedly said, we have not stopped looking at them because there could be good opportunities. However, as a sector in reorganization, we prefer to remain very cautious about investing in it.

At the tenant level, I think this would be one of the most important achievements because we would reduce Davivienda from 39% to 29%, thus meeting the prospectus objectives that limit a tenant to 30%. Moving to distribution by economic sector, one of the important points is that we would reduce financial intermediation from 50% to 39%—this value is already within prospectus limits, but we would achieve greater diversification and increase retail from 3% to 17%.

And by geographic distribution, one achievement would be to increase our participation in Medellín from 4% to 10%.

With this I finish, and I hand it back to Ana María. Thank you very much.

Ana María Salcedo

Thank you very much. And now let's move on to the question-and-answer session, and we remind you that you can send your questions through the platform so we can

have them here and answer them. The first question we have is for Andrés, and it is as follows:

We have seen a significant recovery in distributable cash flow and, consequently, in the dividend. What is your dividend projection for 2025?

Andres Lozano

Thank you for the question. Yes, indeed we have had very positive trends in terms of the impact on the dividend and distributable cash flow for investors. So, during this first quarter, we achieved a significant reduction in debt cost, which obviously directly impacts how much cash flow is distributed. We went from a 14% effective annual debt cost in the first quarter of 2024 to a 9.81% effective annual debt cost for the first quarter of 2025.

This represents a decrease of 420 basis points, which directly and positively impacts the investors' dividend. If we look at what the dividend yield was in the first quarter of 2024, we are talking about an average annualized 3.61%, and during this first quarter of 2025 we reached an average annualized 5.27%. This represents an increase of 166 basis points, which is clearly very relevant and positive for all our investors.

We have a projection for the close of 2025 of 5.43%, still with a favorable trend, as we continue with this positive debt-management strategy. In addition to the issue of debt cost, I would like to emphasize two points: first, the optimization of operating expenses, which is also an area we are constantly managing as efficiently as possible; and second, obviously, to the extent that we have positive growth in operating income, investors will also see a positive impact on their.

Ana María Salcedo

Thank you, Andrés. The next question is related to acquisitions and issuances, and it is for Carolina. It says: Regarding acquisitions and issuances, how are you focusing this investment policy in 2025 to continue with PIB growth?

Carolina Martinez

Thank you, Ana. Well, this point is very interesting. Supported by the downward trend in interest rates, together with the Board of Directors we already have a very clear guideline, which is to resume acquisitions.

We see very important opportunities in the market, with very significant discounts, and this, combined with the drop in interest rates, represents for us positive leverage

that benefits the vehicle and investor profitability. So we are already resuming acquisitions, and to this we add that we currently have a third tranche already prepared, rated, and ready since 2021.

So we have good news for you: the idea is to go out this year with an issuance of a third tranche.

Ana María Salcedo

Thank you. A third question says: Will returns or payments to investors change with this migration? And the answer is NO. Returns and payments will not change. Payments will continue to be monthly. That is a differentiating factor and an advantage we have had since the beginning—having these monthly payments to investors, coming from the rental flows and from the real estate assets—and that will remain unchanged.

What is new in this move to equity trading is that we will have, similar to all securities that trade in equity, an ex-distribution period.

What does this ex-distribution period mean? Basically, the returns for each month will be paid to the holder of the securities four days before the payment date. This always happens in equities; as payments are monthly, it is very easy to identify, and whoever trades the securities in this period—the four days before payment—will not be entitled to the payment of returns.

We will mark this in the TIN calendars that are published on the website, and again, since it is monthly and happens every month, it is much easier for the market to get used to these ex-distribution periods. The next question is for Gabriel: How have you seen the behavior of appraisals, taking into account capitalization rates and discount rates?

Gabriel Flores

Thank you very much, Ana. First of all, to remind you that within TIN we make an annual schedule to have a uniform distribution of appraisals throughout the year, so there are no large batches of appraisals updated in the same month. That said, at the end of the first quarter, we have already updated 30% of the appraisals, very much in line with CPI, and with the drop in rates, we have seen a very interesting recovery, both at the discount rate and capitalization rate levels.

In discount rates, we are seeing a drop of around 150 basis points, going from 13% to 11.5%, and capitalization rates from 8% to 7.5%, which has allowed us, as I already mentioned, to maintain a level very close to CPI.

Ana María Salcedo

Thank you, Gabriel. The next question for Carolina says: How have the vehicle's historical divestments behaved? How many have been carried out in recent years, and what percentage have been against the market and versus the current appraisal?

Carolina Martínez

Of course. Thank you, Ana. Well, the divestment of assets is a tool we have in the prospectus that can support the process of debt reduction or share repurchase. In this last four-year period, in which we have seen significant markdowns in property prices, we have not wanted to divest in a hurry; rather, we have wanted to preserve the assets' book value, and the only divestments we have made—five in total—have always been with a profit for the investor.

So, between 2022 and 2025, we made five divestments for a total value of 17,500,000,000 pesos. This represented an average increase of 12.3% compared to book value and an increase of 14.5% compared to the current appraisal value. Therefore, our investment policy will remain focused on protecting investors. Divestments will not be made at discounts, but only when they represent added value for the asset and for investors.

Thank you. The next question is also related to the securities and equity trading: Does the move to the equity board mean that the securities are now shares? And here again the answer is NO. The nature of the securities does not change. We were created in 2018 as a participation security and will always remain a participation security. We will never have the nature of a share.

The only thing this means is that transactions in the securities, which were previously carried out in the fixed-income board, will now be carried out in the equity board—specifically in the board called Other Equity Instruments. But in reality, the nature of the security will not change. The reason for this, as we have already discussed extensively, is that we believe it gives us greater visibility, greater liquidity, greater transactionality, and aligns us much more with international standards. But the nature remains as a participation security.

Well, the next question says: We see a recomposition of return by cash flow and by appreciation.

Ana María Salcedo

What is this change due to? Carolina, could you help us with the question?

Carolina Martínez

Well, this recomposition is very positive. Let's say that the vehicle's return comes from two important components: one is the appreciation that comes from the annual update of appraisals, and the other from the daily CPI indexation and the cash flow, which is what we receive from rents or the economic exploitation of the assets.

The ideal traditional composition for this cash flow and appreciation is that appreciation be 40% and cash flow 60%. With all this CPI surge we had, this composition was very affected. In 2024 we had a composition of 33% cash flow and 67% appreciation. With all the movements we have had—divestments, capital repayments, review and follow-up of appraisals—and now with the CPI adjustment, we have seen a transformation of this composition, and as of March 2025 we have a composition of 60% appreciation and 40% cash flow.

Ana María Salcedo

Thank you, Gabriel. This question is for you: Taking into account the plan presented, which sectors do you see as most favorable for 2025?

Gabriel Flores

Thank you very much, Ana. If you remember, in our assembly we presented which sectors we wanted to invest in, and in that sense, I think they remain the same today: the industrial sector and the commercial sector.

In the industrial sector, in the medium and long term, we see huge opportunities, mainly on the coast—in Bogotá as well, but mainly in Cartagena, Santa Marta, and Barranquilla. And in the commercial sector, we see great interest in consolidating our positions, as we have already mentioned in the presentation, more focused on shopping centers than on street-front retail, where today we see different risks we want to avoid.

Ana María Salcedo

Thank you very much. Thank you, Gabriel. Here's one more question, also related to what has happened in the secondary market: How have you seen the dynamics of operations after the migration to the equity board, and what do you expect going forward?

So here's what we see, and we have seen in the information—which is also public through the Stock Exchange: the migration was on May 12; on Monday the 12th we started on the equity board, and basically we have seen a couple of operations that have been for small amounts that have not set price, but that have been carried out. That same day, May 12, there was an operation of ten units at a price of 92.5% of the vehicle's net asset value, and later, on May 16, we again had transactions—three operations that took place at prices of 92.3% and 92.2%.

In general, as I said before, no operation has set price, and therefore we have the same reference price as on day one of the migration. What do we expect going forward? We expect transactionality to increase more and more, for this trading in the securities to stabilize, for there to be more liquidity, for us to see a trading screen with more bids and more offers eventually. But we have also seen that the offer has been very close to net asset values, so we have not really seen a strong selling intention, and we hope this stabilization period we are still in will continue.

We will continue to monitor it and present it in these investor relations spaces. We have no more questions for today, so we thank you all for participating in this event. We invite you to join us again in August for our next teleconference, and remember that you can consult all the documents from this teleconference and much more information that we publish monthly on our website. Thank you again.

Goodbye.