



Investor Presentation TIN 2024

Títulos
Inmobiliarios



TIN is an investment program whose purpose is the securitization of real estate assets that allows the investor to participate in the investment of equity securities backed by prime real estate properties.

The TIN investor will be entitled to receive income both from the monthly leases resulting from the economic exploitation contracts and the profitability from the commercial increase in price over time of the real estate portfolio.

1	Issuer	Titularizadora Colombiana S.A. at the sole expense and support of Universalidad TIN
2	Target market	Main Market
3	Overall Quota	COP 2 Billion Tranche 1: COP 162,750 MM Tranche 2: COP 105,000 MM Balance to be emitted COP 175.000 MM*
4	Type of Securities	Fungible participative securities Registered in the RNVE / iAAA Rating for Tranches 1 and 2 / Tranche 3 rating iAAA (pending issuance)
5	Term of securities	100 years extendable (Initial maturity 2118)
6	Offer modality	Tranche issuance program
7	Placement modality	Firm Demand through the BVC
8	Term of the Public Offering	The term was renewed by the SFC for 5 years as of September 9, 2021.
9	Placement Agents	    
10	Risk/Return Profile	Moderate risk. Monthly L/P yield
11	IR Issuer Certification	Certification to Issuers of Participation Securities. March 2024



*Value subject to asset value
Source: TIN Prospectus - Titularizadora Colombiana.
Information Date: 31/03/2024





Master Servicer

Responsible for the financial, legal and operational structuring of the program. Manages and coordinates the entire program and the parties involved.



Real Estate Portfolio Structurer and Agent

Responsible for structuring new real estate deals and maintaining the expected profitability of the portfolio.



Real Estate Manager

Responsible for the administration of real estate assets and economic exploitation contracts.



Legal Advisor

Securities Study – Legal due diligence of real estate properties. (Tranche 3)



Risk Rating Agency

Rating agency of the issue program securities.



Type of Property

- **Commerce**
 - Commercial premises
 - Big area premises
 - Malls
- **Industrial**
 - Warehouses
 - Industrial parks
- **Corporate Offices**
- **Trust Rights**



Type of Asset and Tenant

- **Stabilized Assets**
 - Completed with lease contract
 - High profile leases



Limits

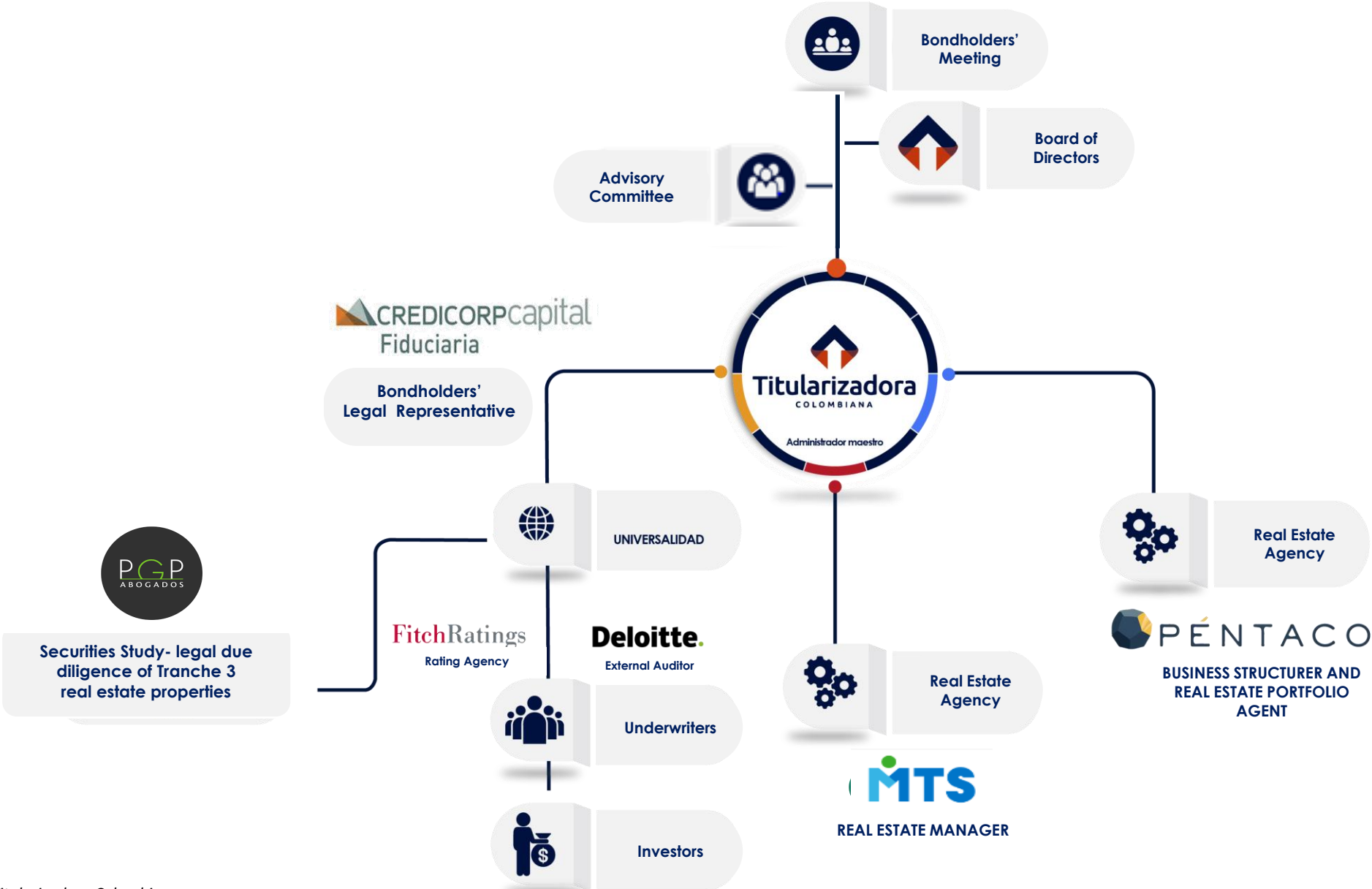
- **Tenant**
 - 30% of income
- **Economic Sector (ISIC Code)**
 - 50% value of assets.
- **City (% of assets)**
 - >1MM inhab.
 - (up to 50%, except Bogotá)
 - >500,000 inhab. (up to 30%)
 - >300,000 inhab. (up to 20%)
 - >Others (up to 15%)
- **Stabilization**
 - 5 years for stabilization
- **Type of Asset**
 - Up to 70% of the value of the assets for each type of asset



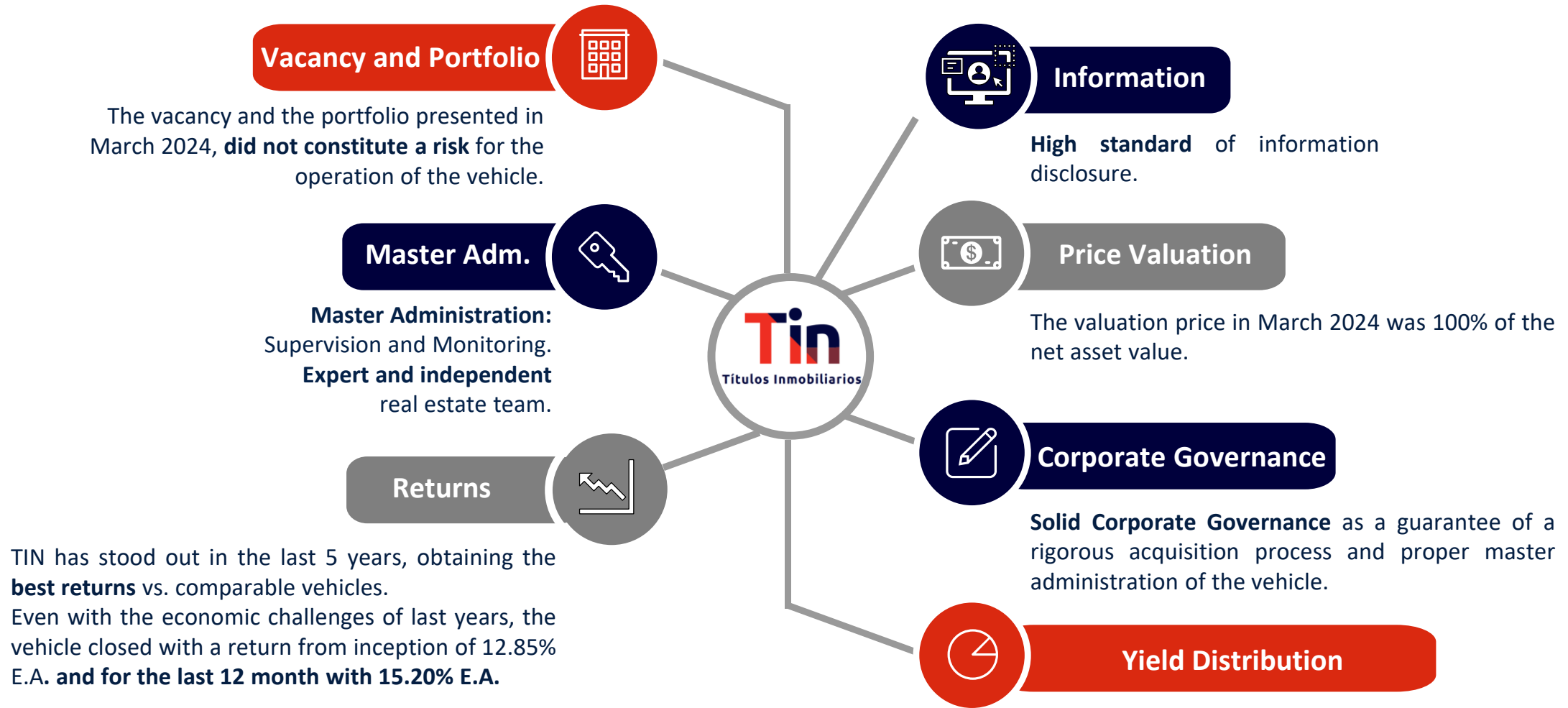
Type of Operation

- **Sale & LeaseBack**
 - Buy an asset and lease it back to the selling company.
- **Sale with Tenant**
 - Purchase an asset with existing tenants.
- **Build to Suit**
 - Build under a pre-lease agreement an asset tailored to the tenant's needs. It may not exceed 20% of the real estate assets.
- **New Developments**
 - In partnership with builders, buy buildings under construction, not yet available on the market.
- **Other Operations**
 - Other operations with stabilized assets.

VEHICLE STRUCTURE AND PARTICIPANTS



Source: TIN Prospectus – Titularizadora Colombiana.



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Information Date: 31/03/2024

* Dividend Yield: Distributed income for the month on the average value of the security for the month

** Past-due portfolio based on operating income of the last 12 months

The TIN real estate securities are participative securities and, therefore, will not have a guaranteed return, but will have a variable return that will depend on the performance of the investments that make up Universalidad.





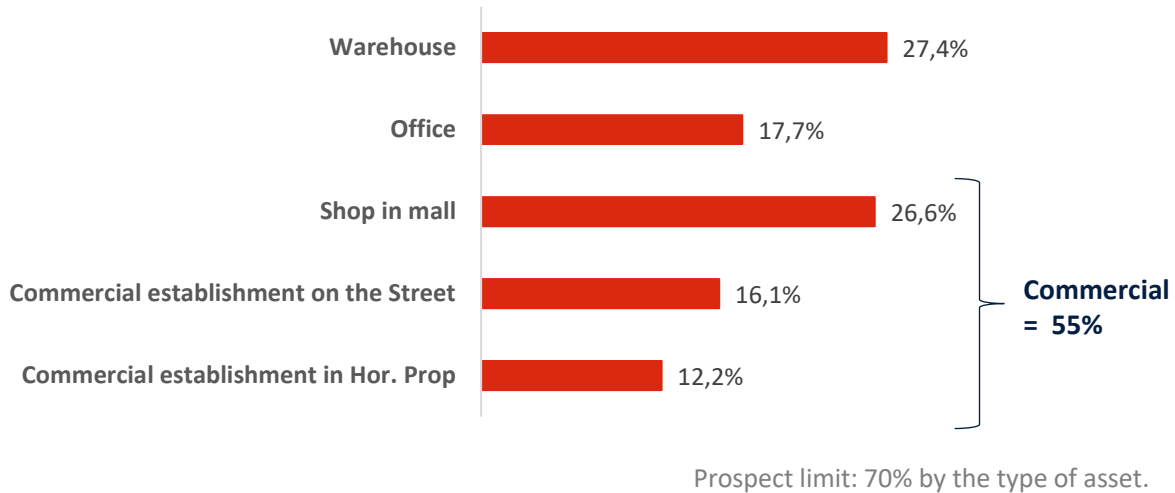
Indicators as at Jun 30, 2024.

** Outstanding lease balance on operating income of previous 12 months.

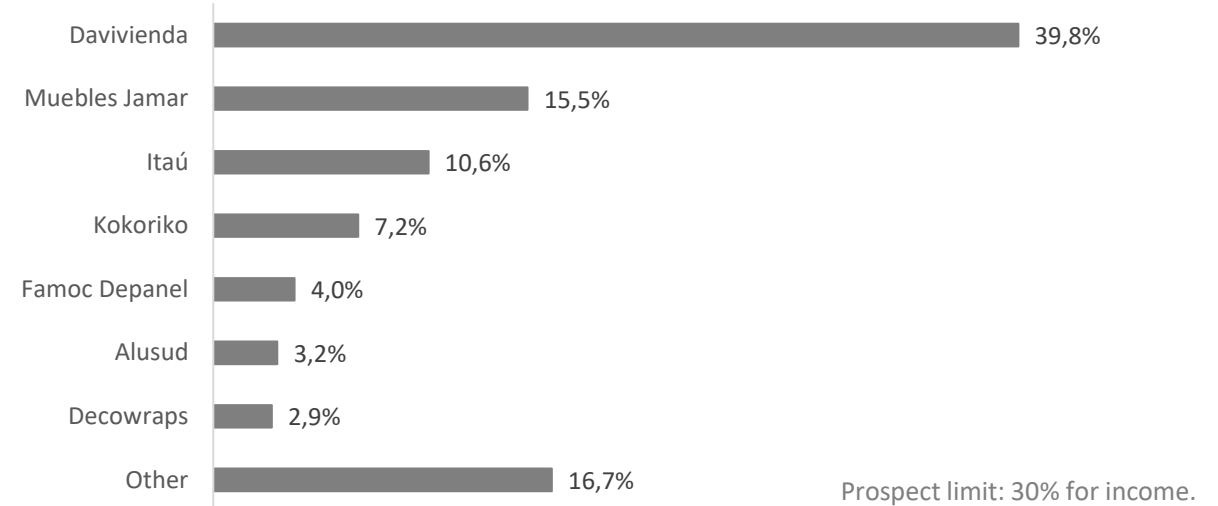
*** Yields distributed average Year to date. Yield distribution in the month on the average security value for the month. LTM: Last 12 Months



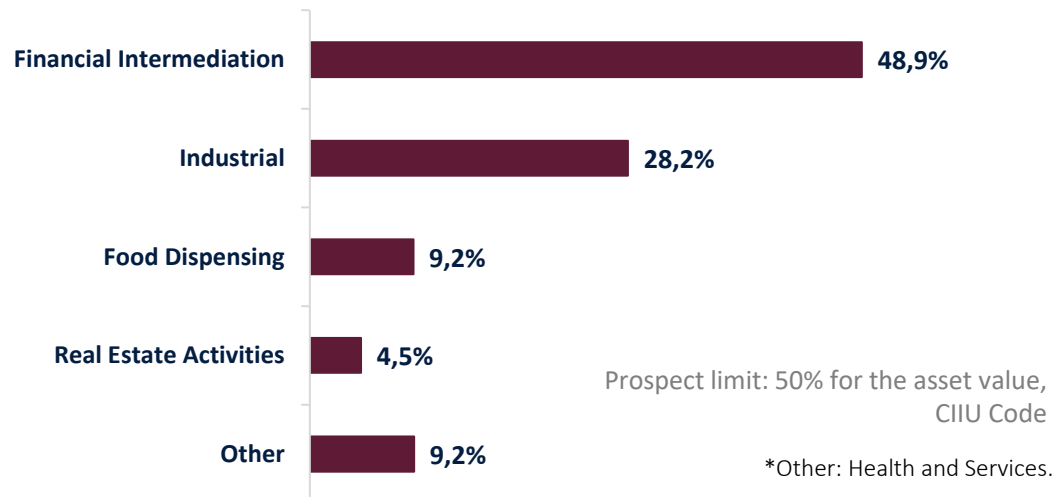
By Type of Real Estate Property



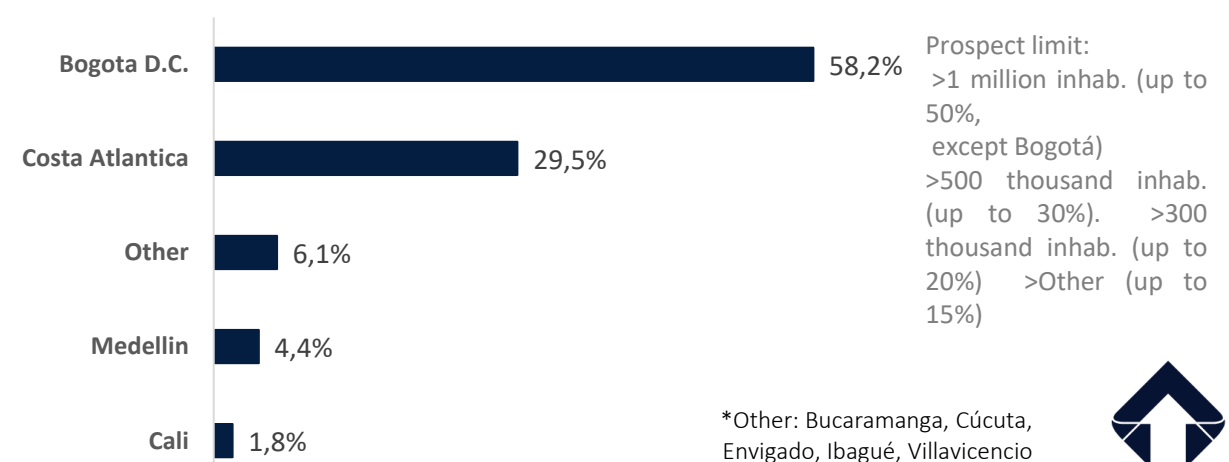
By Lessee**



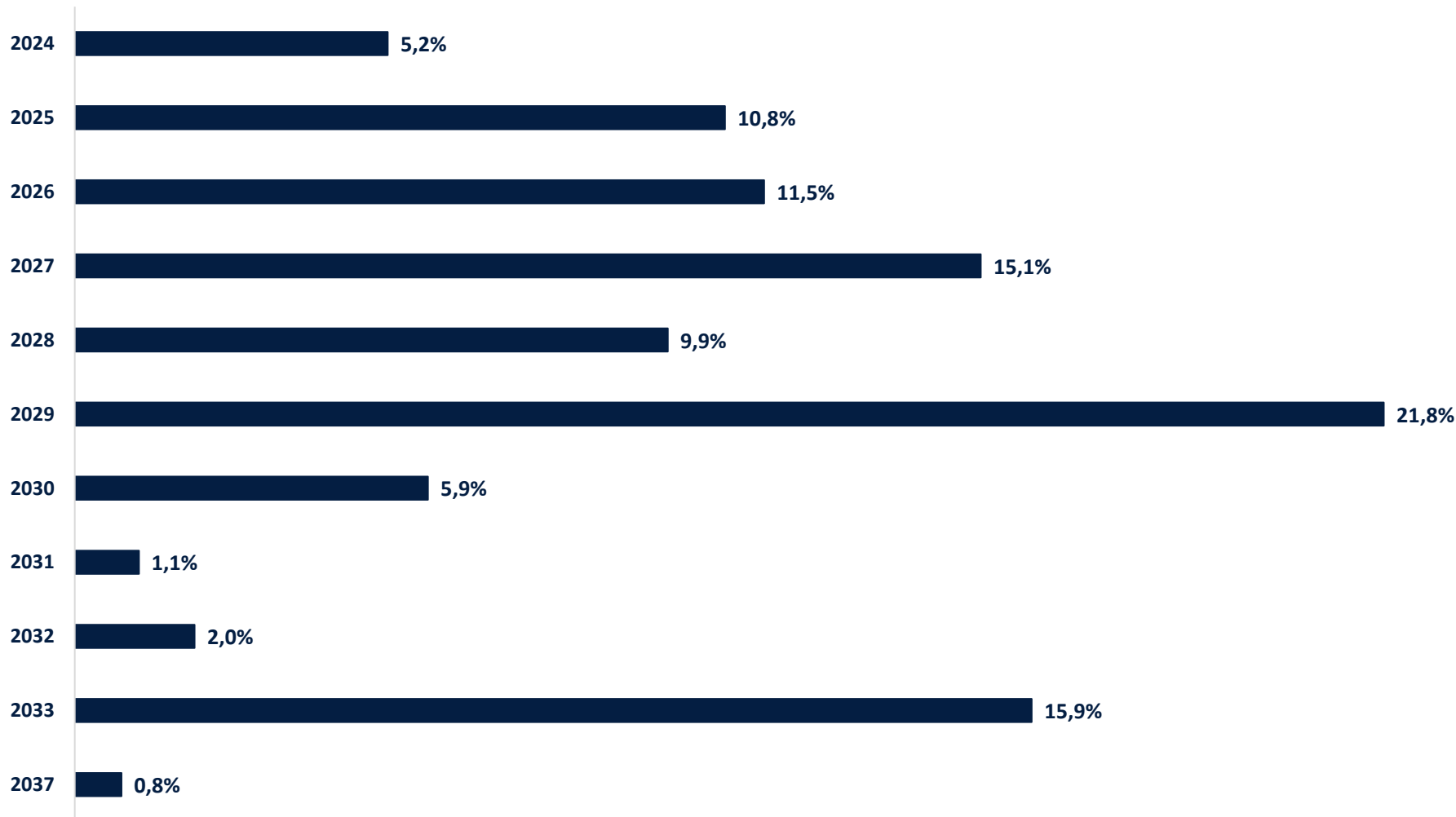
By Economic Sector



By Geographic Location



Lease Contracts



2,32%
Economic Vacancy



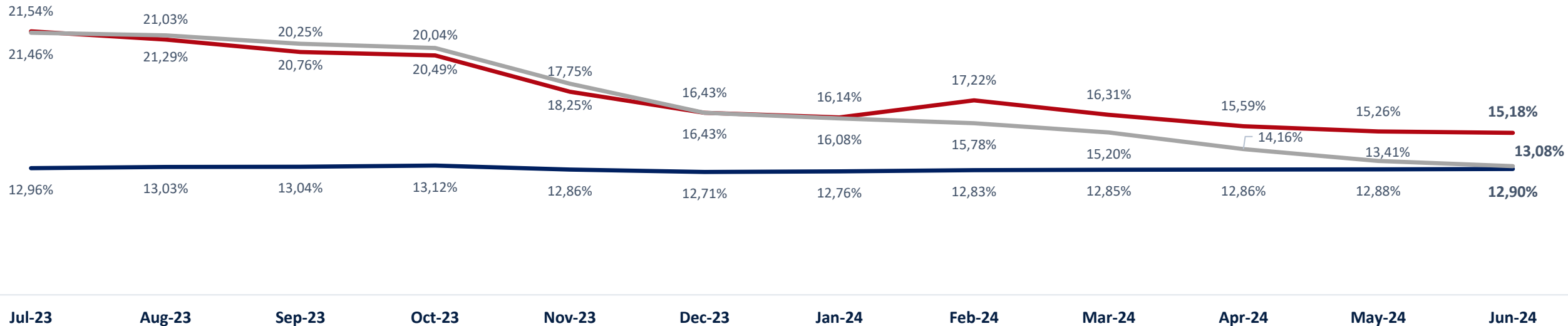
39
No. Lessees



4,68 years
Weighted average of
remaining time of lease
contracts.



Return



— Since the Beginning — YTD* — LTM**



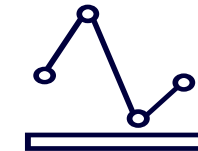
12,90% AE
Return Since Inception
October 2018 – June 2024



55,3%
Capital Appreciation
44,7%
Cash Flow Yield



13,08% AE
LTM Return:
Jul. 2023 – Jun. 2024

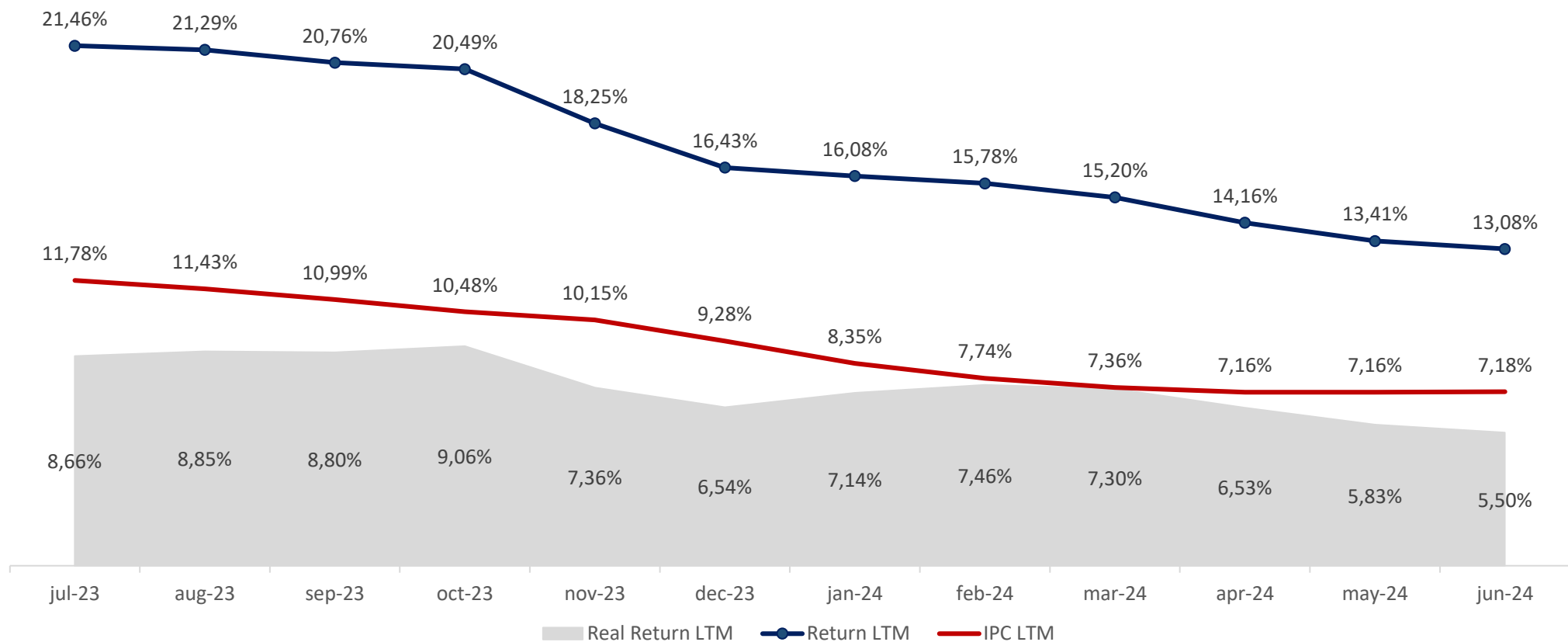


15,18% AE
Year-to-Date Return:
Jan. 2024 – Jun. 2024

* YTD: Year-to-date
** LTM: Last 12 Months



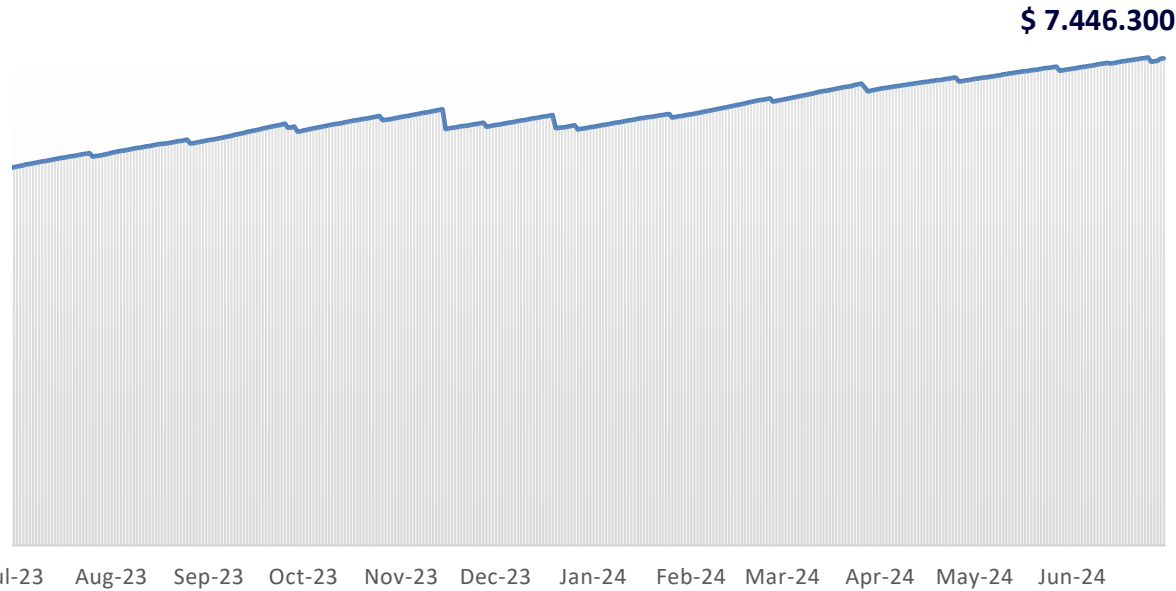
Return LTM



* LTM: Last 12 Months



TIN Security Value



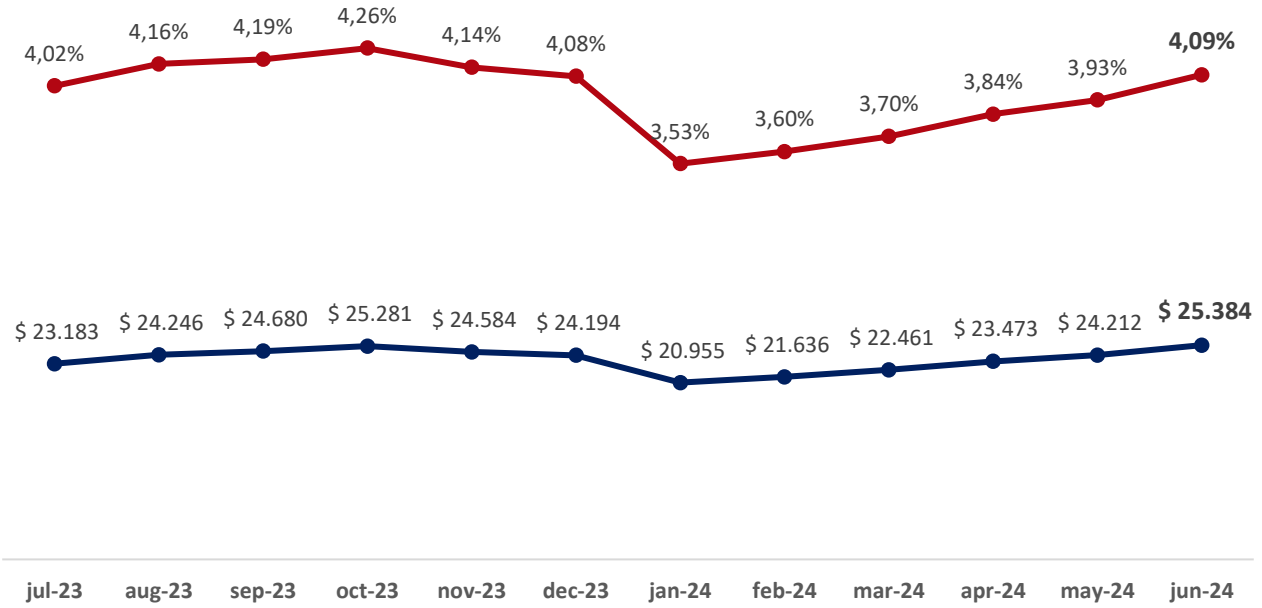
7.466.300

Security Value on June 30, 2024.

8,64%

LTM Security Value's Increase
\$ 6.872.682 (Security Value July. 1, 2023)

Dividend Yields & Returns



Legend: ● Dividend per Security ● Update Dividend Yield



3,96%

Average DY LTM:
07/2023 – 06/2024



3,78%

Average DY YTD:
01/2024 – 06/2024

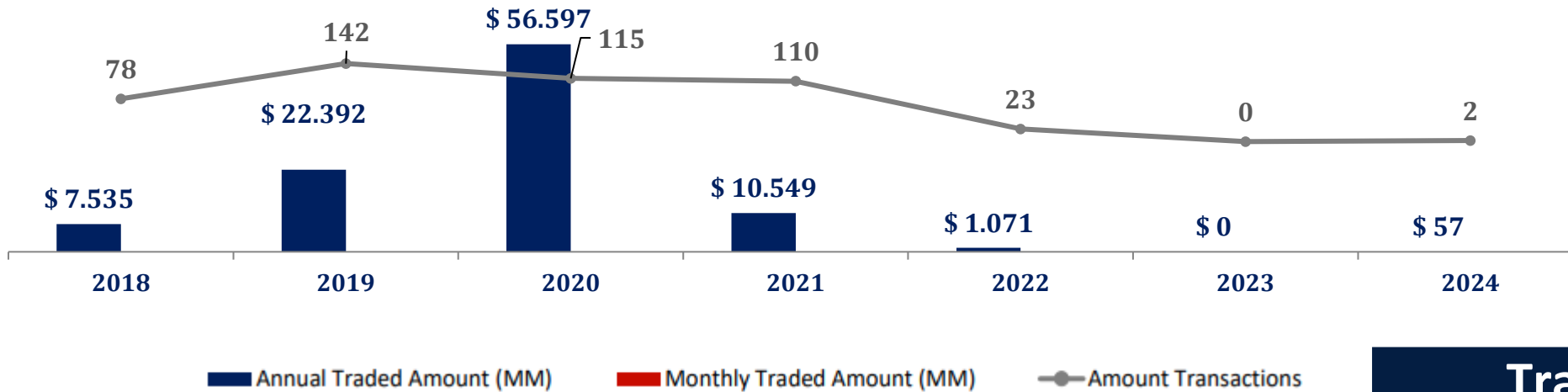


4,09%

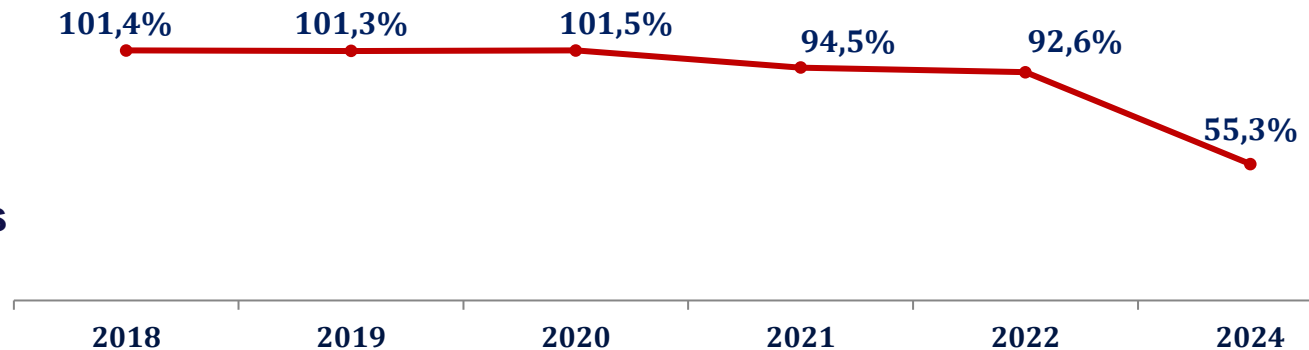
DY Previous month:
06/2024



Total Traded Amount (COP Millions)



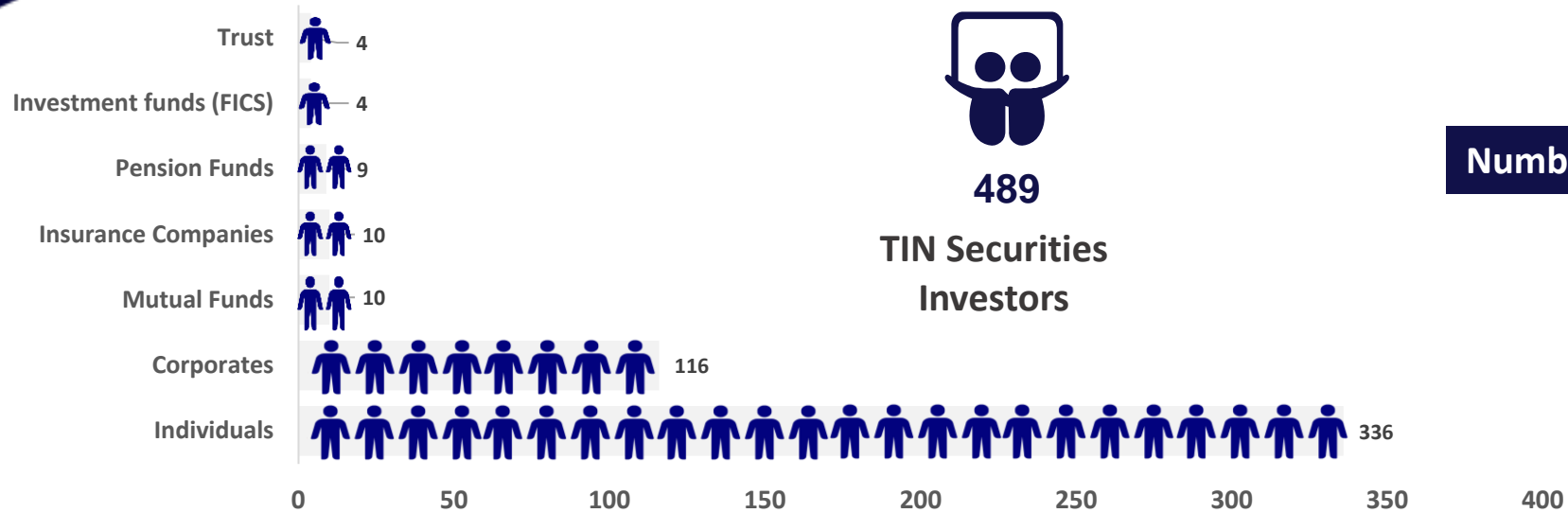
Trade Price (weighted average)*



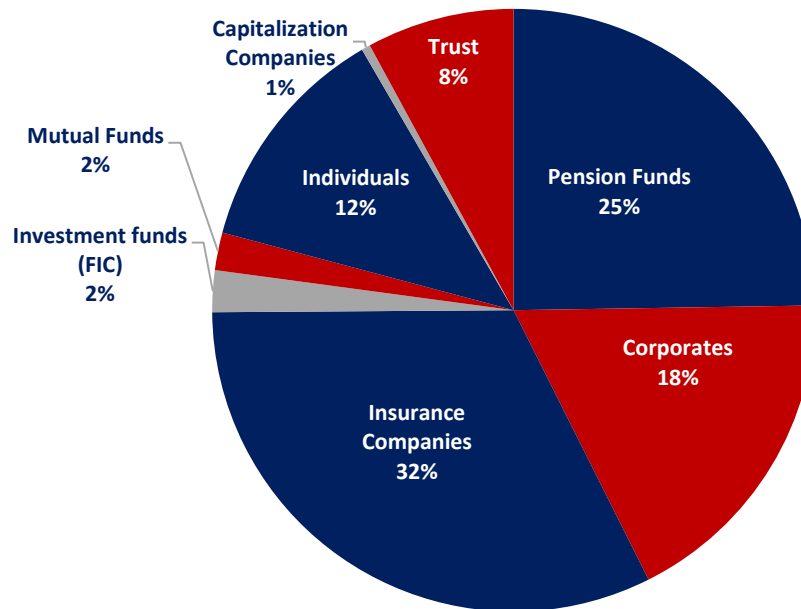
100%
Valuation Price**

52.605
Outstanding TIN securities

*WAP: Weight average price
** Precia's valuation Price Jun 30 2024



Investors per amount



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*The source of the figures and calculations included in this presentation is Titularizadora Colombiana SA **unless otherwise indicated**. Likewise, the figures contained in this presentation are as of March 31, 2024 unless otherwise indicated. In the case of commercial appraisals of real estate assets, it is reported that they are those in force as of March 31 2024. The information of the real estate sector is as of 31 march 2024.*

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