



# 2Q23 EARNINGS RELEASE

## MESSAGE FROM THE CHIEF EXECUTIVE OFFICER

Dear Investors,

We are pleased to present Agrofibra's results for the second quarter of 2023. Throughout this period, our main objective has been to strengthen our position as the leading Real Estate Investment Trust (REIT) in Mexico's agri-food sector.

The agri-food sector in our country continues to demonstrate significant growth potential, fueled by the adoption of global best practices and consistent technological advancements, establishing this sector as a crucial driver of the nation's economic and social advancement. At Agrofibra, our knowledgeable team and strong corporate governance are well-equipped with the requisite expertise to successfully achieve our objectives and address emerging challenges.

During the second quarter of 2023, we generated leasing revenues totaling \$8,028 thousand pesos, resulting in a year-to-date accumulation of \$16,465 thousand pesos. The bulk of these revenues originate from greenhouse leases, a direct result of the strategic acquisition of Gear Alimentos. The success of this expansion has significantly strengthened our position within the sector.

During the second quarter, we have worked diligently to optimize administrative expenses and prepare for upcoming property acquisitions. For this period, administrative expenses amounted to \$13,223 thousand pesos, primarily allocated to administrative and operational services, as well as fees and subscriptions to the management company.

In 2Q23, Agrofibra recorded a net loss of \$1,352 thousand pesos; however, a net profit of \$2,666 thousand pesos was attained in the first half of the year.

By the end of the period, liabilities totaled \$16,724 thousand pesos, mainly consisting of short-term rent prepayments, taxes payable, and provisions for administrative expenses. We are actively working to maintain a strong financial balance and ensure the stability of our operations.

The total equity at the end of the quarter amounted to \$997,813 thousand pesos.

Overall, Agrofibra exhibited a strong performance during the first half of 2023. Aligned with our outcomes and objectives, we will continue in our efforts to consolidate our operations

and establish ourselves as a valuable strategic partner for the growth and success of our tenant producers. Simultaneously, we remain committed to delivering exceptional returns to our investors while identifying new opportunities for growth.

We truly appreciate your trust in Agrofibra and our team.

Sincerely,

***Jorge Guajardo**, Chief Executive Officer, Agrofibra*

## AGROFIBRA 2Q23 EARNINGS RELEASE

Mexico City, August 29, 2023 - AGROFIBRA (BIVA: AGRO22), ("Agrofibra" or "the Company"), the first *Fideicomiso de Inversión en Bienes Raíces* (FIBRA) focused on the agri-food sector in Mexico, whose main objective is to provide investors with an investment vehicle to generate attractive risk-adjusted returns, announced today its results for the second quarter of 2023, ended on June 30, 2023.

Agrofibra made its debut on the *Bolsa Institucional de Valores* (BIVA) on December 9, 2022.

## PORTFOLIO

Gear Alimentos, a hydroponic medium and high technology greenhouse, is currently the only property in the Company's portfolio:

- Hydroponic medium and high technology greenhouses that produce grape tomatoes.
- Investment of \$374,350 thousand pesos. As part of the consideration for the transaction, 3,661,937 Real Estate Trust Certificates (CBFIs) held in treasury were delivered, with a value of \$40 pesos per certificate.
- Automated drip irrigation systems (4 irrigation units and a storage network of 4 silos).
- Production units provide groundwater from 3 agricultural wells with a capacity of 275,800 cubic meters per year.
- Cooling chambers with an area of 200 square meters and a capacity of 60 pallets.
- Weather station for measuring temperature, wind speed and direction, rainfall sensor, and solar radiation.
- Electrical substation with backup capacity of 569 Kva (kilovolt-ampere).
- Total leasing income for 2Q23 was \$8,028 thousand pesos.

## FINANCIAL INFORMATION

### *Income Statement Analysis*

The table presents the financial information from the FIBRA's 2Q23 income statement and the accumulated figures for the 1H23.

Concept	2Q23	1H23
<b>Total Revenues</b>	\$ 8,028	\$ 16,465
<b>Total Administrative Expenses</b>	\$ 13,223	\$ 21,120
<b>Operating Income</b>	\$ (5,195)	\$ (4,655)
<b>Total Other Income and Expenses</b>	\$ 3,843	\$ 7,321
<b>Income before taxes</b>	\$ (1,352)	\$ 2,666
<b>Net Income</b>	\$ (1,352)	\$ 2,666

*(Figures in thousands of pesos)*

- In 2Q23, the Company recorded **leasing income** of \$8,437 thousand pesos.
- **Administrative expenses** for the Company totaled \$13,223 thousand pesos during 2Q23. These expenses mainly encompass payments for administrative and legal services, operational costs, as well as fees and subscriptions to the management company. The Company remains committed to optimizing these expenses and enhancing operational efficiency.
- Agrofibra ended the quarter with a **net loss** of \$1,352 thousand pesos.
- Regarding the **first half of 2023**, Agrofibra generated total revenues of \$16,465 thousand pesos, resulting in a net profit of \$2,666 thousand pesos.

### Balance Sheet Analysis

The table below contains the financial information from the FIBRA's 2Q23 balance sheet.

Concept	2Q23
Cash and Cash Equivalents	\$ 620,801
Other Assets	\$ 19,386
Investment Properties	\$ 374,350
Current Liabilities	\$ 6,724
Total Capital	\$ 997,813

*(Figures in thousands of pesos)*

- The company has the necessary **liquidity** to continue with the initial portfolio acquisition plan.

## RELEVANT EVENTS

- Agrofibra informs the investing public that in a Technical Committee meeting held on May 26, 2023, the Annual Report of Audited Financial Statements for the year 2022 was approved.
- Agrofibra announces changes in its Technical Committee and informs investors that on May 26, 2023, Federico Bernaldo de Quiroz González-Pacheco resigned from it.

## ABOUT AGROFIBRA

Agrofibra (BIVA: AGRO) is the first specialized FIBRA in the agri-food sector in Mexico, offering investors a unique and accessible alternative to generate attractive risk-adjusted returns. It has a team with extensive experience in the agricultural, real estate, and financial sectors, making it a differentiated option in the market with high potential for organic growth. Agrofibra aims to promote investment in the Mexican farmland and provide a financing option for local producers.

## LEGAL NOTICE

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**FINANCIAL STATEMENTS***Consolidated Income Statement*

As of June 30, 2023

(In thousands of Mexican pesos)

Concept	2Q23	1H23
<b>Income</b>		
Leasing income from greenhouses (+)	6,415	13,165
Leasing income from land (+)	1,613	3,300
<b>Total Revenues</b>	<b>8,028</b>	<b>16,465</b>
<b>Administrative Expenses</b>		
Administrative expenses (-)	13,223	21,120
<b>Total Costs</b>	<b>13,223</b>	<b>21,120</b>
<b>Operating Income</b>	<b>(5,195)</b>	<b>(4,655)</b>
<b>Other Income and Expenses</b>		
Interest expense (+)	3,843	7,930
Other financial income and expenses (+)	-	609
<b>Total Other Income and Expenses</b>	<b>3,843</b>	<b>7,321</b>
<b>Income Before Taxes</b>	<b>(1,352)</b>	<b>2,666</b>
Taxes (-)	-	-
<b>Net Income</b>	<b>(1,352)</b>	<b>2,666</b>



## Balance Sheet

As of June 30, 2023

(In thousands of Mexican pesos)

ASSETS	2Q23	LIABILITIES AND EQUITY	2Q23
<b>Current Assets</b>		<b>Short-term Liabilities</b>	
Cash and Cash Equivalents	620,801	Accounts payable	7,065
Related Parties	102	Accrued expenses and tax payables	753
Recoverable Taxes and Other Accounts	19,284	Payable distributions	8,906
<b>TOTAL CURRENT ASSETS</b>	<b>640,187</b>	<b>TOTAL SHORT-TERM LIABILITIES</b>	<b>16,724</b>
<b>Fixed and Long-Term Assets</b>		<b>Long-term Liabilities</b>	
Investment Properties	374,350	Bank loans	-
<b>TOTAL FIXED AND LP ASSETS</b>	<b>374,350</b>	<b>TOTAL LONG-TERM LIABILITIES</b>	<b>-</b>
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<b>TOTAL ASSETS</b>	<b>1,014,537</b>	<b>TOTAL LIABILITIES</b>	<b>16,724</b>
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		<b>Trust's Equity</b>	
		Trust equity	1,119,121
		Deferred expenses	(123,974)
		<b>Total EQUITY</b>	<b>995,147</b>
		Net income (loss) for the year	2,666
		<b>TOTAL CAPITAL</b>	<b>997,813</b>
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<b>TOTAL ASSETS</b>	<b>1,014,537</b>	<b>TOTAL LIABILITIES AND EQUITY</b>	<b>1,014,537</b>

## Cash Flow Statement

As of June 30, 2023

(In thousands of Mexican pesos)

Concepto	2Q23	1H23
<b>Cash flows from operating activities:</b>		
Consolidated net deficit for the year	(1,352)	2,666
Income taxes	-	-
Interest income	(3,234)	(7,321)
<b>Changes in working capital:</b>		
(Increase) decrease in:		
Recoverable taxes and other accounts receivables	(1,829)	(3,743)
Related parties accounts receivables	-	-
Increase (decrease) in:		
Accounts payable	4,552	(3,126)
Accrued expenses and tax payables	5	-
<b>Net cash generated from operating activities</b>	<b>(1,846)</b>	<b>11,512</b>
<b>Cash flows from investing activities:</b>		
Acquisition of investment properties	-	-
Bank interest receivable	3,234	7,321
<b>Net cash generated from investing activities</b>	<b>3,234</b>	<b>7,321</b>
<b>Cash flows from financing activities:</b>		
Proceeds from IPO	-	(464)
Over-allotment from IPO	-	-
Deferred expenses	-	-
<b>Net cash generated from financing activities</b>	<b>-</b>	<b>(464)</b>
<b>Net increase in cash and cash equivalents</b>	<b>1,388</b>	<b>(4,655)</b>
Cash and cash equivalents at the beginning of the year	619,413	625,456
<b>Cash and cash equivalents at the end of the year</b>	<b>620,801</b>	<b>620,801</b>