

Real Estate Administrator Management

2022 TIN PORTFOLIO

FEBRUARY 2023



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Technical - Operational Management

Preventive, Corrective and CAPEX Maintenance

According to the Maintenance Plan defined for 2022, a total of 268 **preventive maintenances** were scheduled, of which a total of 253 were executed and 15 were cancelled. This is due to the fact that either the property had already been leased and maintenance was still the responsibility of the Lessee (as in the case of the calle 143 property) or because the Lessee carried out the maintenance directly.

Additionally, a total of 21 **corrective maintenances or repairs** were performed, which were unforeseen by the operation and corresponded to repair work carried out by the Owner.

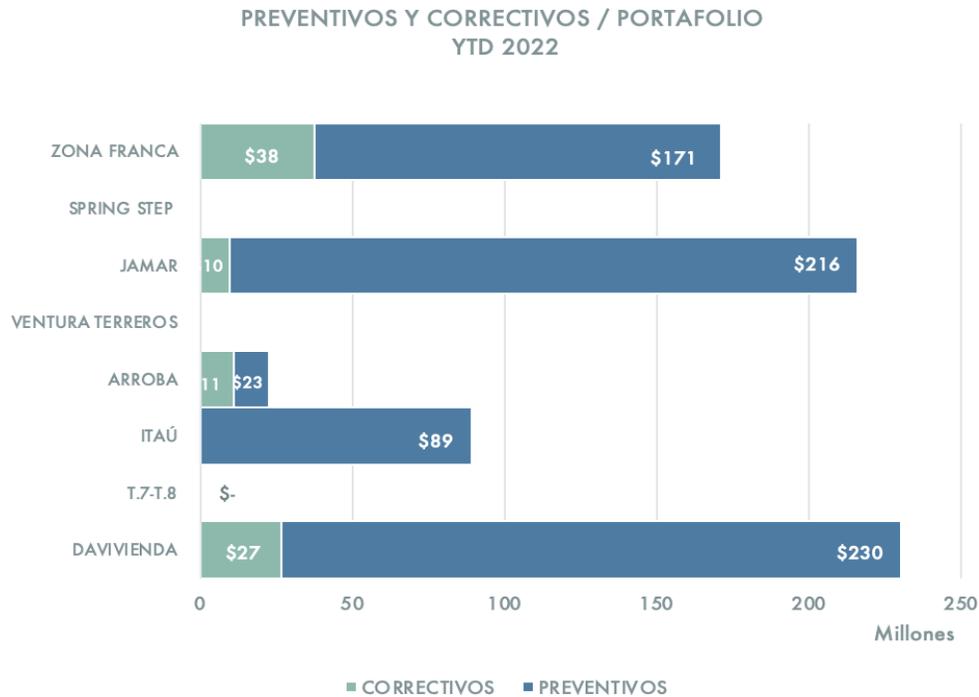
In total, the number of maintenances carried out satisfactorily during the year was 289.



The figure on the next page shows the distribution of preventive and corrective maintenance carried out by portfolio, where it can be seen that the portfolio with the highest allocation of resources for this item was Davivienda, due to its greater weight in the portfolio and number of stand-alone assets, followed closely by Jamar and Zona Franca, due to the nature of the properties, since they are warehouses and whose maintenance is generally more extensive.

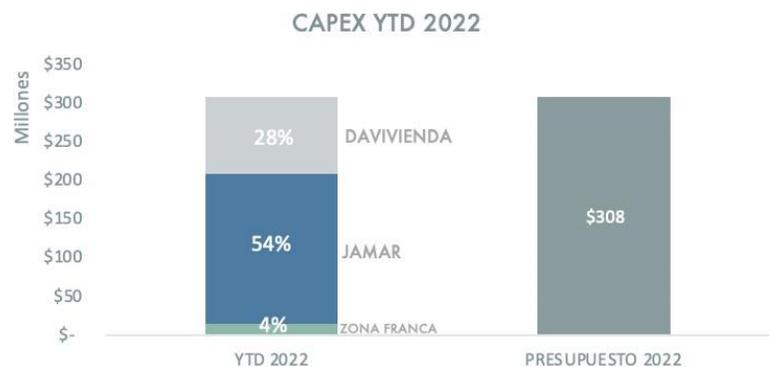
When it comes to corrective maintenance, the Zona Franca recorded the highest expenditure in this area in economic terms, followed by Davivienda and in last places, Jamar and Arroba. Itaú, on the other hand, had an excellent performance in terms of corrective measures and did not report any throughout the year.

Regarding the T.7-T.8, Ventura Terreros and Spring Step portfolios, it is clarified that they did not represent any cost in terms of maintenance and repairs, since they are located in Horizontal Properties, which have not yet involved an Investment by the Owner.



Lastly, with respect to **CAPEX projects**, a total of 7 projects were carried out for the following properties:

- Avda. Tercera (Davivienda)
- Envigado (Davivienda)
- 20 de Julio (Davivienda)
- La Mesa (Davivienda)
- Jamar – 2 Projects
- Zona Franca



Technical - Operational Management

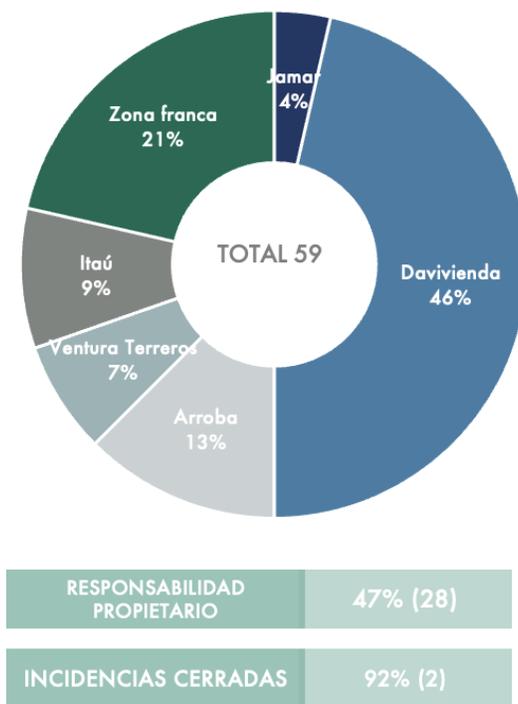
Incidents Reported in 2022

During 2022, a total of 59 incidents were reported by Lessees, of which 47%, which means 28, were entirely the responsibility of the Owner. 92% of them were closed/remedied, which means 2 incidents were in the process of being closed, since they were reported at the end of 2022.

For the remaining number of incidents, the responsibility to correct them corresponded to the PH of the property or to Lessees themselves. In the same way, Real Estate Administration has followed up on these regarding their execution and closing.

According to the figure, the Lessee with the highest reported incidents (46%) is Davivienda, followed to a lesser extent by Zona Franca Lessees (Ingecol, Alusud and Newrest) and Arroba (Kokoriko).

INCIDENCIAS REPORTADAS 2022



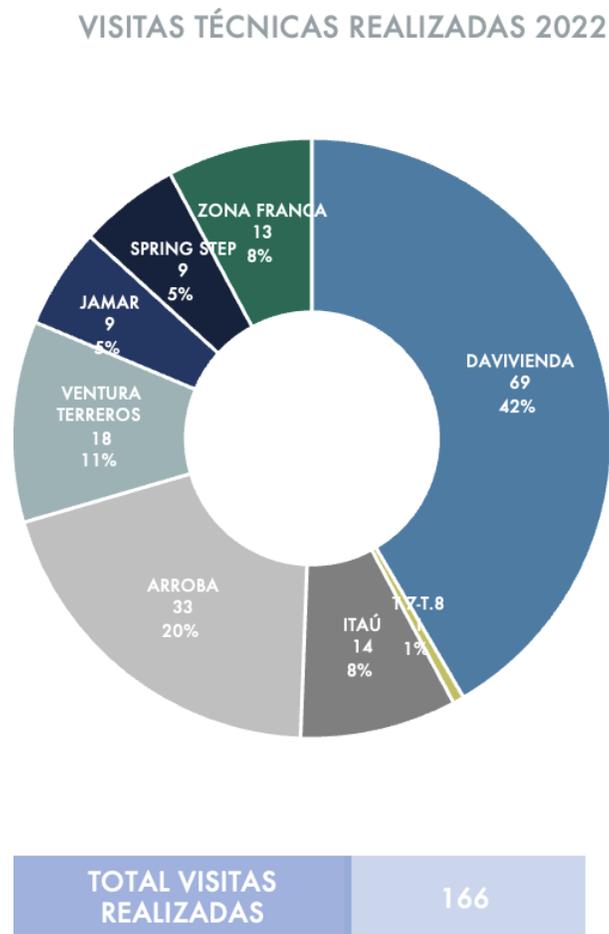
Technical - Operational Management

Technical Inspection Visits

Of all the 100 properties in the entire TIN Portfolio, all the corresponding technical inspection visits were successfully carried out during 2022.

In fact, a total of 166 visits were made in the year, since some properties required more attention for the specific reasons of each property or incidents presented.

Below is the distribution of visits carried out by portfolio:



Budget Execution Analysis

Operating Income in 2022

In 2022, a total of COP 36,831,383,037 was billed as rental income.

Said income was collected in its entirety for 100% of what was billed, and the delinquency of the portfolio as of December 31, 2022 was 0%.



The Net Operating Income at the end of the year exceeded the budget by 4%, which means by COP 1,433,049,756. This difference was mainly generated by the penalty Davivienda received for delivering the Edificio Davivienda Barranquilla property early and the artificial vacancy, which was not necessary to execute, as well as, to a lesser extent, for extraordinary income corresponding to default interest.

	YTD 2022	% VS PPTO
TOTAL INGRESOS OPERACIONALES	COP\$ 38.097.270.573	+4%

INGRESOS OPERACIONALES YTD 2022



Budget Execution Analysis

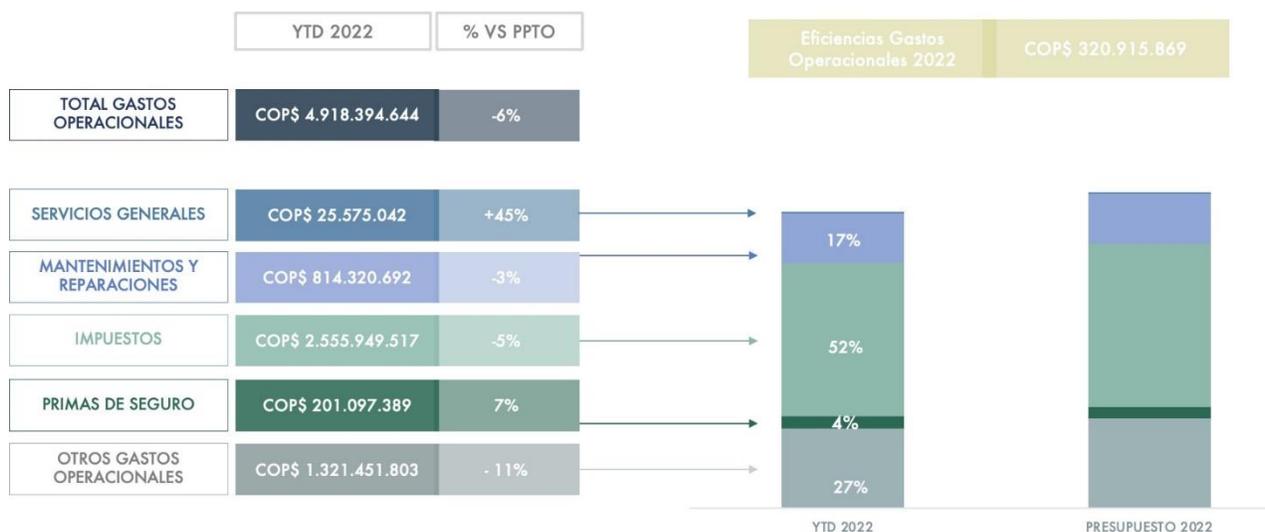
Operating Expenses in 2022

Throughout the year, a total of COP 4,918,394,644 was executed in the item of Operational Expenses, generating efficiencies of COP 320,915,869 above the 2022 Budget, which is equal to a -6% deviation.

This difference mainly and proportionally occurred in the following items:

- Taxes:** Since this item represents a greater % of weight in the Execution of Operational Expenses, at 52%, it had a deviation of -5%, below budget, which is equal to COP 144,811,711. That is, COP 2,555,949,517 were executed of the COP 2,700,761,228 that had been budgeted.
- Other Operating Expenses:** This is the second item with the highest % weight in the Execution of Operating Expenses, at 27%. It had a deviation of -11%, below budget, which is equal to COP 169,906,148, mainly justified by the sub-item of *Legal Expenses* and *Other Professional Expenses*, which were not necessary to execute; and to a lesser extent, it was also due to *Administration Fees*, where a lower value was executed than was budgeted.
- Preventive and Corrective Maintenance (R&M):** Since this is the third most representative item of Budget Execution, at 17%, it had efficiencies of COP 27,787,679, which is equal to -3% below the budget. COP 842,108,573 was budgeted and COP 814,320,893 was executed.

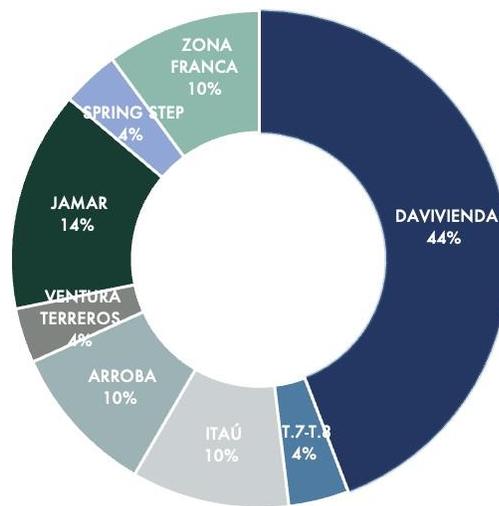
The breakdown of the budget items and amount executed, with its corresponding deviation from the 2022 Budget, is presented below:



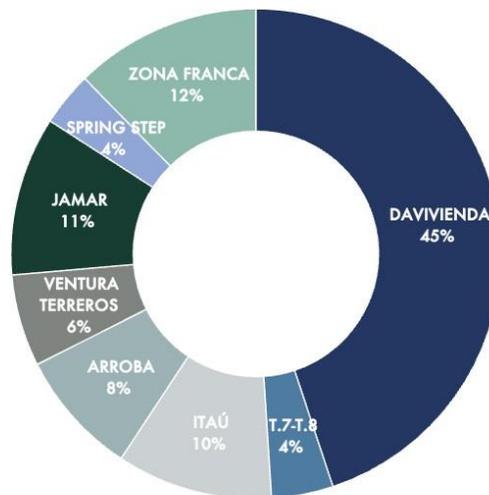
Budget Execution Analysis

Distribution of Operating Income and Expenses in 2022

The following figures show the distribution of Operating Income and Operating Expenses in 2022 by portfolio. It can be seen how, proportionally, the % between income and expenses are very even, and are even exactly the same amount in some cases. This is as a consequence of the % they represent of the total value of the TIN Portfolio.



DISTRIBUCIÓN INGRESOS OPERACIONALES 2022



DISTRIBUCIÓN GASTOS OPERACIONALES 2022

Budget Execution Analysis

Net Operating Income (NOI) in 2022

Finally, in the accumulated year and as a result of Net Income being above Budget by 4% and efficiencies in Operating Expenses being below budget by -6%, which was explained above, a positive Net Operating Income (NOI) was obtained, which amounted to COP 33,178,875,929 at the end of 2022.

Finally, this positive difference above the 2022 Budget by 5.6%, which is equal to COP 1,753,965,625, represents a final Profit Margin of 87%.



Thank you

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