



# Fibra Nova 1Q26 Earnings Conference Call Transcript

## Voice Announcer:

Good afternoon everyone. Welcome to Fibra Nova's first quarter 2026 earnings conference call. On this occasion, we are joined by Luis Carlos Piñón, Chief Financial Officer, who will share the most important strategic, financial and operational aspects of the quarter.

Before we begin, we remind you that this call will be recorded and available on Fibra Nova's investor relations site in [www.fibra-nova.com](http://www.fibra-nova.com). We also want to point out that statements about future events and projections made during this call are subject to risk and uncertainty and Fibra Nova has no express obligation to update them publicly. Without further ado, we give the floor to the administration.

## Luis Carlos Piñón, Director of Finance:

Hello, good afternoon everyone. My name is Luis Carlos Piñón, CFO of Fibra Nova. Thank you very much for joining us for the first quarter of 2026 earnings call. We are going to start by talking a little about how we see the market, how we are advancing in the new developments that Fibra Nova is carrying out, as well as the prospects we see for the following quarters and especially for the end of the year.

Well, starting with the market issue, well very much in tune with what we talked about last quarter. We continue to see a market, especially the industrial export industry in Mexico, quite slow. We continue to see that the decision-making of foreign companies that come to manufacture in Mexico is taking longer than we were historically used to seeing. That has caused the market to be slow. It has also caused there to be an oversupply of properties on the market, which surely once this is fixed, there will be a strong supply of spaces already built. That is, because in the first months of reactivation of the export industry, because at the end of the day, not necessarily for those of us who are developers it will immediately mean a possible increase in the placement of industrial spaces.

We believe that the issue of the slowness of decision-making or even the cancellation of some relocation projects to Mexico, has to do precisely with the uncertainty generated by the current government of the United States, also the effect of the renegotiation of the Free Trade Agreement, as well as conditions that we are experiencing as a country, which precisely generates some legal uncertainty with the reforms that have been made lately, security issues in certain regions of the country, as well as the lack of infrastructure also in certain regions of Mexico, especially electrical infrastructure.

So, this combination of several factors has caused us to see that the industry is slower than we would like, but nevertheless, in the particular case of Fibra Nova, we believe that we have a solid position in the industry, since we have managed to generate a brand that has allowed us to continue renewing contracts with our tenants and to continue obtaining contracts despite this challenging environment that I already mentioned. The real estate solution that Fibra Nova offers at the end of the day are world-class buildings and above all with all the infrastructure and services that our tenants demand. Given that, we believe that the position we have is still solid to continue capturing these market opportunities that, as I said, are not in the expectation that we would all like.

Additionally and corroborating what I already told you, we are still in competitions, companies that are deciding to relocate to Mexico continue to invite us to competitions. We have important offers in both Ciudad Juárez and Chihuahua. We see that some companies, especially from Taiwan, have a strong interest in locating themselves on the northern border of Mexico, in particular Ciudad Juárez, which has been in the electronics industry for many





years. So we continue to participate in contracts and, for its part, in the city of Chihuahua we see that North American companies and European companies continue to maintain an appetite to relocate to regions such as the city of Chihuahua, which provides a platform for logistics and manufacturing buildings, well, the truth is that it stands out against other regions of Mexico.

So that gives us confidence that the market, despite being slow, we continue to participate in competitions in which we are invited and we believe that in the following months it will continue to capitalize to cover the inventory buildings that we have and that precisely here I move on to the subject of explaining the new developments or what we are doing.

In the particular case of Ciudad Juárez, we continue to develop our land bank of just over 32 hectares that we have right now, which we are making investments in an inventory warehouse of just over 250 thousand feet, which we already have in competition, as I already mentioned, we hope to have good news in the following months and that possibly in addition to the placement of the inventory building that we are doing of 250 thousand feet could give themselves the opportunity to rent even more space because of the type of industry that is coming to Ciudad Juárez. So that gives us confidence that the market, despite the fact that it is slow, continues to advance and that at least in our land reserves in Ciudad Juárez we will be able to continue occupying them.

In the case of Chihuahua, we continue to develop the North Park with just over 55 hectares. We are currently developing two warehouses of just over 120 thousand feet each, of which one is already in the process of being contracted, so surely at the end of the next quarter that warehouse will already be out of inventory as a rented warehouse. And on the other hand, we have another inventory warehouse in the Bafar Technology Park, so we are estimating that in these weeks we are practically only left with three inventory buildings, one in Ciudad Juárez and two in the City of Chihuahua.

On the other hand, as for the prospects that we see, especially for the following months, it is that well, we see that the exchange rate will continue to have, or the peso will continue to be appreciated against the dollar, so the dollarized income that when converted into pesos will generate some pressure on the issue of the exchange rate, given the strong parity that the peso is having. So we believe that in the following months this will continue, so our proportion of rents in dollars will no longer see as much growth, despite the fact that we continue to incorporate new tenants.

We are estimating, as I already mentioned, that we will be able to move all the inventory that we are developing right now, to be able to move it during this 2026, so we believe that by the end of the year we should be starting new projects for the construction of new inventory buildings in the land reserves that I already mentioned, since we do estimate that we could move all the current inventory.

In addition, we see, fortunately for the industry and in particular in the very diversified sector that Fibra Nova has, as you know, although we are a primarily industrial fiber, we have other segments that continue to have a different dynamism than the industrial export sector. In particular, we see that our tenant Grupo Bafar is having an increase in its investments related to real estate solutions that Fibra Nova will demand, so in the future we will be seeing a greater dynamism in the square meters that Fibra Nova rents from Grupo Bafar, given the strong growth that this group is having.

Additionally, we are seeing that with the changes in the relocation of demand and the challenges that we are suffering as a country and the uncertainty generated by what I already mentioned, especially in the signing of the treaty, it is likely that we will have some vacancies already this year, which we estimate will not exceed more than





3% unemployment at the end of this year. which will enable us to offer some more spaces in the market. We feel comfortable that the real estate offer we have at the end of the day, as I already mentioned, because they are new buildings, class A, with all the services and infrastructure, that we believe that it should not be difficult to move them in such a competitive market, but nevertheless our prime locations in the cities where we have a presence, because they should not have a complexity to place.

And here I stop at the prospects and market. Next, I am going to move forward with the topic of explaining the financial results we obtained in this first quarter.

Well, starting with the income statement, as you saw in the results we published at the end of last week, our total revenues reached 396 million pesos, of which 381 come directly from the leasing operation. This result represents a growth in pesos of only 2.5 percent. However, growth in dollars was reflected in just over 17 percent. If you remember, the average exchange rate in the first quarter of 2025 was above 20 pesos, while the average exchange rate for this first quarter of 2026 was below 18 pesos. So, the exchange effect makes us have sales only with a growth in pesos of 2.5 percent.

Linked to this, we reached an EBITDA of 412 million pesos, practically in line with what was obtained last year. However, we see that growth in dollars continues to occur at double digits, and this as a consequence allowed us to obtain free flows above 374 million pesos, which represent a 12 percent growth in pesos, while in dollars it reaches just over 28 percent. These results were also accompanied by a benefit in exchange rate issues, as they also had a lower exchange rate and had a 100 percent dollarized debt, since the issue of financial expenditure was also not impacted at the end of the day in the comparable quarter by quarter.

Additionally, in the quarter we recorded a revaluation of investment properties in our portfolio of just over 155 million pesos, and with this our net income in the quarter reached just over 545 million pesos. Well, we believe that in the end the result of the quarter was good given the circumstances. Our portfolio continues to grow, as growth in dollars is seen, so that makes us feel comfortable that we are on the right path.

Additionally, regarding the financial situation as of March 31, we had just over 496 million pesos in cash, of which we were able to make a strong and important deployment of investment in this quarter, given that investment properties reached just over 24 billion pesos, of which we allocated a little more than 1,179 million to the development of the industrial parks that we already mentioned in Ciudad Juárez and in Chihuahua, which has meant that our investment deployment remains aligned with what we had initially predicted.

For its part, debt stood at just over 7,483 million at the end of the quarter, with an average cost above 5%. This represents a Loan to Value of 30%, a debt service coverage ratio of 24 times and a leverage of 1.4 times. On the other hand, in the quarter that just ended, we distributed for the benefit of our investors just over 364 million pesos, of which they represented just over 61 cents per certificate. We believe that the performance we have had in the quarters has given us a strong boost, in addition to the exchange rate conditions that have been prevailing in Mexico, a strong boost to the price of the certificate that has had a growing rally in the last 12 months.

And finally, how do we see the theme of the year-end guide? Well, we estimate that revenues could be growing 10%, if the exchange rate does not continue to fall further, but with the projections we have, we could be growing 10%. Our EBITDA margins, as we have historically maintained, above 90%, as well as distribution or generation via free flow would be close to 81%. We continue to see CAPEX above 2,000 million pesos, which we believe could be developed in the following months, as I already mentioned, given the absorption that we expect to have of the inventory warehouses, plus the possible warehouses that we could begin to develop at the end of this year.





As I already mentioned, we feel comfortable since we have solid tenants, although most of them continue to renew us, we continue to receive invitations for their expansion projects. We have a pipeline of rents for the future, which continue to exceed the seven-year average term remaining in the contracts, which makes us have a long-term perspective, that we have stabilized rents for many more years and that we have enough land banks to continue maintaining double-digit growth for Fibra Nova. With this, I stop and reiterate Fibra Nova's commitment to a strategy aimed at organic growth, with discipline in our operating model and, above all, a focus on profitability for our investors.

With this we conclude the presentation of the results of the quarter and open the question and answer session.

## Q&A Session

### Moderator:

Ladies and gentlemen, to ask the question please use the raise hand function of your Zoom tool. Our first question comes from Carlos Alcaraz of Apalache Research. Go ahead, Carlos, please.

### Carlos Alcaraz, Apalache Research:

Hello, how are you? Thank you very much for the space for questions and congratulations on the results. My first question related to the situation of First Brand Group, this entity that is in a process of restructuring, to know if you could give us an update on the issue that you have with this tenant and if it is the vacant space estimated towards the end of the year that would be left to that of this tenant. And my second question is related to the Juárez II project. These 37 hectares, if you could give us the breakdown of how much of the CAPEX that they are projected to spend in 2026 corresponds to this development and when they expect the first phase of the project to begin contributing to the NOI and revenues.

### Luis Carlos Piñón:

Thank you very much, Carlos. Well, look, with the issue of one of our tenants that is related to, it is a subsidiary of First Brand Group, as you know, it is a company that declared bankruptcy at the end of September of last year. This tenant as of March 31 has been paying us the rents at 100%. That is, at the close of... however, we see that given the circumstances that these companies are suffering and seeing what is happening especially in certain places where we have a presence and where other developers have rented properties to that same group, we are approaching and talking with them to reach an agreement and retake the position of the building. But as I repeat, until March 31 at least they were still paying our rent.

However, we believe that with the long-term model we have, it would be desirable for us to reach an agreement with them in the short term. We will be informing you as these talks progress, especially for the next talk next quarter. Yes, we are considering that if at the end of the year we could have that and other tenants who have announced their desires to... well, they had already scheduled contract expirations and we have had communication with them that it is their desire not to renew. So, that is why I commented on it, that we are estimating an unemployment at the end of the year that is no more than 3% measured in income. In other words, we believe that the impact should not be so great given that we also continue to incorporate new incomes throughout the year.

And with respect to what you were asking us about the investments in Juárez II, our 37-hectare land bank, this year in that park alone we are allocating a little more than 700 million pesos in the issue of initial development, which includes the construction of the 250 thousand foot warehouse that I already mentioned, as well as the





park's infrastructure. We have commented on it, we are a fiber that likes to have infrastructure of all kinds for our tenants. We are currently developing an electrical substation on that same property with a nearby capacity of 40 megawatts, for which we have all the authorizations from the authorities in Mexico and the Federal Electricity Commission, which is under construction and we hope that in the following months its commissioning will begin. So, these 700 million pesos contemplate these two things: both the inventory and the completion of the infrastructure that we are developing. And now, with the question of the generation of NOI, yes, it will surely be reflected until 2027.

**Carlos Alcaraz:**

Ok, perfect. Then they would already be estimating tenants for the last quarter of this year.

**Luis Carlos Piñón:**

Yes, that's right.

**Carlos Alcaraz:**

Ok, perfect. Thank you very much and again congratulations on the results.

**Moderator:**

Thank you, Carlos. Our next question comes from Martín Lara of Miranda Research. Go ahead, Martín, please.

**Martín Lara, Miranda Research:**

How are you, Luis Carlos? Good afternoon. Congratulations on the results. I have a question from the guide you just presented. They mentioned that they expect a growth in revenues of 10%, but it was 2.5% in the first quarter. And the margins look very conservative compared to what they also bring in the first quarter? What can they tell us about that?

**Luis Carlos Piñón:**

Yes, look, in the pipeline that we bring we are expecting that some project leases will start in the second quarter, some with Grupo Bafar, of which we started last year, some that have already been announced as a distribution center in La Paz, plus expansions in distribution centers in the city of Chihuahua. So, those are income in pesos, they do not have an exchange rate affectation. So, as I already mentioned, if the exchange rate did not continue to fall, we could believe that we would achieve that growth.

As for the margins, as you pointed out, if you remember, last year we had a lot of extraordinary income due to the improvements that the tenants asked us for. Right now, although in the first quarter we had an important component of that, we believe that in the following quarters that rhythm or that dynamism of what we had been having will decrease. That's why margins are declining. But well, in the next quarter we could make some adjustments if we see that there is a significant change in the exchange rate.

**Martín Lara:**

Ok, and another question. Of the short-term debt that is more than 2,800 million pesos, what do you plan to do?

**Luis Carlos Piñón:**





Yes, look, we have several months in restructuring talks. The reality is that we have been waiting or enduring the possible decrease in rates. We believe that the conditions we have right now... We are already in talks to restructure 150 million dollars that will be restructured in the long term. We are estimating a period of seven years of credit restructuring, of everything we bring in the short term. So, that will be closing in the quarter that we are currently running, so in the conversation that we have in the coming months of the end of the second quarter, we will be talking more openly about how the conditions were already closed and that you can see in the balance sheet this restructuring of the debt towards the long term.

**Martín Lara:**

Perfect, and one last one. How do you see the growth and FFO margin that was quite good in the first quarter?

**Luis Carlos Piñón:**

Well, look, our projections are still that we should be keeping this above 80%. We don't see that... Although I was telling you, margins are tightening a little due to, I'm going to call it, a decrease in the dynamism of the generation of extraordinary income, but we believe that the generation of cash flow should be maintained or return to the amounts we historically had. So we believe that the distribution of certificates will remain very similar to what we have seen in the past quarters or even the last one that we have just decreed. That is, close to 62 cents per share. We are going to be around in that over the next few quarters and that represents us, as I was saying, a little more than 80% of the flow to be distributed.

**Martín Lara:**

Ok, thank you very much.

**Luis Carlos Piñón:**

You, Martín. Thank you.

**Moderator:**

Our next question comes from Anton Montercorten of GBM. Go ahead, Anton, please.

**Anton Mortenkotter, GBM:**

I don't think they listened to me. That's it. Perfect. Hello, thank you very much for the call. I have two questions, one very simple one, nothing more. What is the exchange rate implicit in the guide you share? And the other is related to the unemployment that they mentioned. How are you thinking about the strategy of releasing these properties and what risks can you see? I mean, understanding a little bit the type of product that you develop, do you think that it has taken time to find a tenant or that in some of those properties you have to make some additional investment to be able to adapt to the possible demand you are seeing? I don't know, I'd like to understand how they're thinking about it. Thank you very much.

**Luis Carlos Piñón:**

Yes, thank you. Look, right now we are estimating in our guide an exchange rate of 17.80. This is the one we had estimated, but as I was saying, if it were to go below those levels, then yes, we will surely have to make some adjustments in the guide.





And as for the question, Anton, related to the possible vacancy that we could have in the following months, well, look, we believe that the product is good, they are located in, as I was saying, in prime locations. We don't see... One of the properties that we are seeing possibly vacated could give us an improvement in the new rent, so to speak, given the current market conditions. In the event that we reach an agreement with the tenant First Brand, then that is a new warehouse. If you remember, it was just leased in the middle of last year. So, it is a warehouse that is 100% new and so we believe that we should not be incurring costs, I am going to call it maintenance, to be able to put it on the market. In fact, in some informal conversations with some brokers, we have already been talking about this possibility and to minimize the time that we could have left vacant, in our projections we are typically estimating six months for the purposes of once we stop charging rent to a tenant, to be able to place him in a new one.

**Anton Mortenkotter:**

Super, very clear, thank you.

**Luis Carlos Piñón:**

No, thank you very much, Anton.

**Moderator:**

Once again, if you would like to ask a question, please use the raise hand feature in your Zoom tool. Our next question comes from Andrés Aguirre of GBM. Go ahead, Andrés, please.

**Andrés Aguirre, GBM:**

Hello, Luis Carlos, thank you very much for the call and congratulations on the results. In relation to your CAPEX guidance of around 2,400 million for the year, how are you planning to fund the investment? Would this be mainly via debt or are you thinking of a capital raise? Thank you very much.

**Luis Carlos Piñón:**

Thank you, well, look, right now we are evaluating a possible debt issuance. The truth is that we are seeing with the banks what conditions exist, we are competing with many banks to see what would be the most appropriate option for us and as you know we privilege the profitability in general of the fiber. For us, the issue of the rate is important, especially the term, so we are looking for the right mix, but we do not rule out a possible debt issuance at the end of this year if the conditions were to be like this. In case we do not see an opportune window for us given the rating we have, we will surely continue to fund it via bank debt.

**Andrés Aguirre:**

Very clear, thank you very much.

**Moderator:**

As there are no further questions, I would like to return the call to address for the close of this conference.

**Luis Carlos Piñón:**





Well, thank you all for your interest in the results of Fibra Nova in the first quarter, thank you for joining us and we hope that you continue to join us in the next talk about the results of the following quarters and above all that you continue on our social networks so that you can hear what we are doing day by day. Thank you all very much.

**Voice Announcer:**

With this we end our call today. You can disconnect.

