

# ASUR

AEROPUERTOS DEL SURESTE



WORLD  
TRAVEL &  
TOURISM  
COUNCIL

ASUR  
AEROPUERTOS DEL SURESTE



Cancún International Airport



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*Some of the statements contained in this presentation discuss future expectations or state other forward-looking information. Those statements are subject to risks identified in this press release and in ASUR's filings with the SEC. Actual developments could differ significantly from those contemplated in these forward-looking statements. The forward-looking information is based on various factors and was derived using numerous assumptions. Our forward-looking statements speak only as of the date they are made and, except as may be required by applicable law, we do not have an obligation to update or revise them, whether as a result of new information, future or otherwise.*

Long Serving  
Experienced  
Management

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### Fernando Chico Pardo

Chairman of the Board of Directors

*with company since 2005*

### Adolfo Castro Rivas

Chief Executive and Financial Officer  
Head of Investor Relations

*with company since 2000*

### Claudio Góngora Morales

General Counsel

*with company since 1999*

### Alejandro Pantoja López

Chief Infrastructure Officer

*with company since 2001*

### Carlos Trueba Coll

General Director of Cancún Airport

*with company since 1998*

### Manuel Gutiérrez Sola

Chief Commercial Officer

*with company since 2000*

### Héctor Navarrete Muñoz

General Director of Regional Airports

*with company since 1999*

## Key value drivers



- Long-term concession investments in attractive locations in Mexico, the Caribbean and South America
- **Established** regulatory framework
- Track record of **consistent passenger growth**
- **Balanced mix** of international and domestic traffic
- Successful, market leading **commercial business strategy**
- Strong **cash flow** profile and solid **balance sheet**
- Special focus on **sustainability**: high **ESG** standards
- Robust **corporate governance** and **board of directors** with **experienced management**

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Sustainability  
is a key  
strategy in  
our business  
model



- Member of Bolsa Mexicana de Valores **sustainability index**
- Active participant of **United Nations Global Compact**, in Mexico and internationally
- Certified by **CEMEFI** as Socially Responsible Company (17<sup>th</sup> year)
- Airports' Environmental Management Systems certified under **ISO 14001**
- **Environmental Compliance** certification from Mexican Environmental Protection Agency
- Focus on **quality of life for employees and community relations**
- Strict standards of **corporate governance and business ethics**

## Continuous commitment to implement ESG Best Practices



Environment



Social



Governance

### Emissions

- Permanent program to monitor emissions (scopes 1 and 2)
- Level 2 certification under ACA (Airport Carbon Accreditation) program, due to reductions in our direct and indirect carbon emissions in all airports

### Conservation of Biodiversity

- Alliances with scientific research institutes for conservation of biodiversity in forested areas in the airports

### Energy

- Installation of solar panels at airports

### Water

- In process of installing rainwater capturing systems at airports

### Waste

- Separation and recycling programs

### Certifications

- ISO 14001 in all airports
- Environmental Compliance and Sustainable Tourism certification (Mexican Environmental Protection Agency) in all airports

### Welfare of our Workforce

- Health and safety: Promotion of health and safety standards with safety management systems and permanent campaigns on physical and emotional wellbeing
- Gender: commitment to increase proportion of women in the workforce
- Stability in the workplace: staff turnover of 5.9% (*average in México is 16.7%*)

### Humanitarian Support and Community Wellbeing

- Contributions to various civil associations in the southeast of Mexico relating to services for disabled people, health and education
- Alliances with civil associations to support the sustainable development of vulnerable groups in the communities where we operate

### Commitment to Customer Service

- Continuous improvement in airport service quality using passenger satisfaction surveys and other tools
- Safe, accessible facilities that are constantly being upgraded to ensure world-class service
- Improvements to complaints handling procedures

### Board of Directors:

- 11 members (64% independent members)
- 27% women, 73% men

### Corporate Governance

- Audit Committee (100% independent members)
- Nominations & Compensations Committee
- Operations Committee
- Acquisitions & Contracts Committee

### Creation of Sustainability Committee

- Promotion of balance between financial performance of the company and its contribution to sustainable development

### Transparency

- Reporting of ESG performance on platforms such as CDP, S&P, MCSI, CEMEFI

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**NYSE**  
**22 years**

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Geographical  
presence  
**16 airports**



a total of  
**66.3M PAX**  
(2022: 34.4% increase YOY vs 2021)

**Mexico**



**9 airports**  
**39.5M PAX**  
(2022: 35.6% increase YOY vs 2021)

**Puerto Rico**



**1 airport**  
**10.3M PAX**  
(2022: 6.5% increase YOY vs 2021)

**Colombia**



**6 airports**  
**16.5M PAX**  
(2022: 56.8% increase YOY vs 2021)

Source:  
ASUR Company Filings

Illustrative flight times from various destinations



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ASUR, GAP and Corporación America are the only Latin American Airport Groups listed on NYSE



Fernando  
Chico Pardo  
& Grupo ADO

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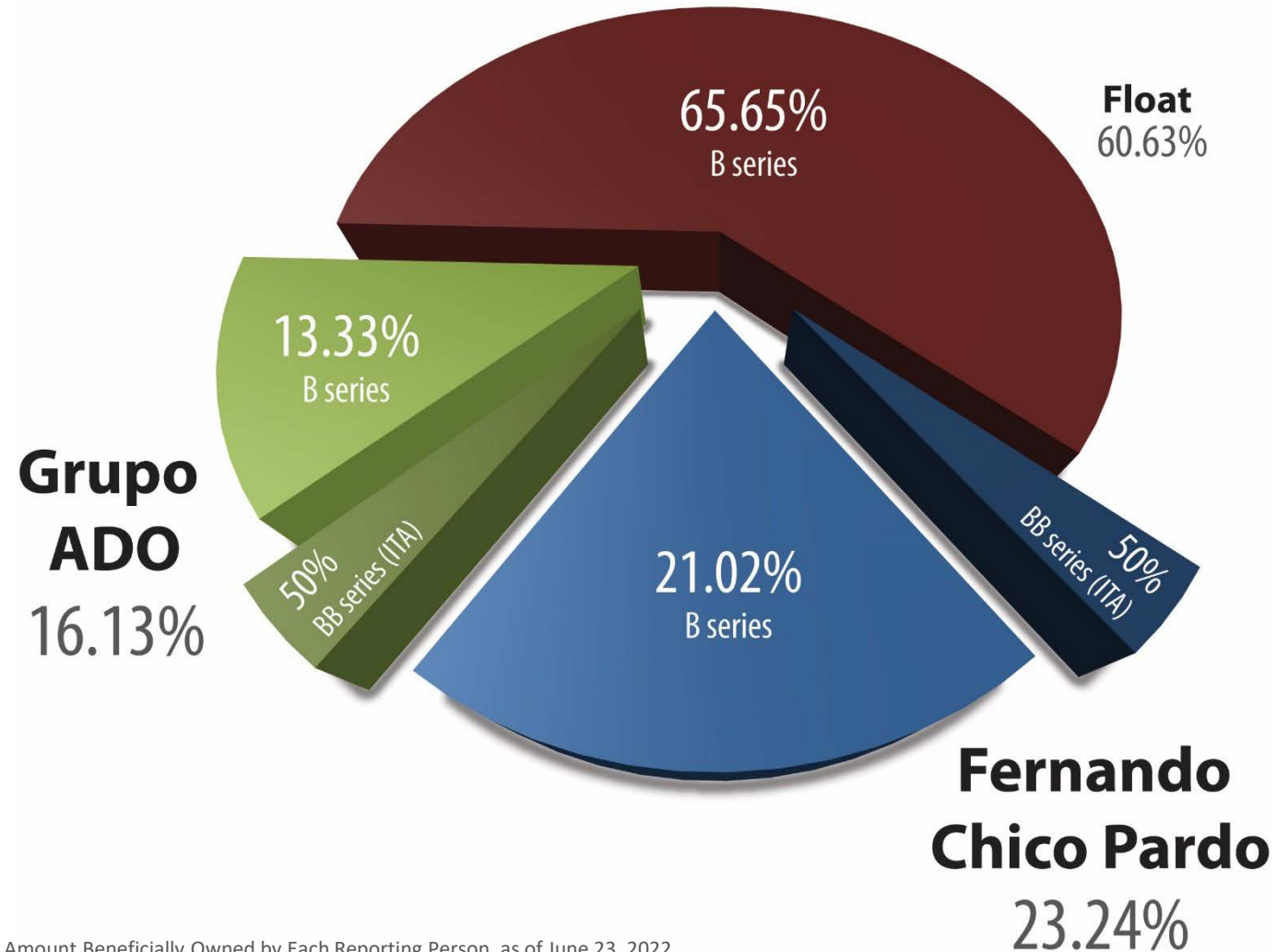
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\* Aggregate Amount Beneficially Owned by Each Reporting Person, as of June 23, 2022  
[https://www.sec.gov/Archives/edgar/data/1123452/000138713122007155/asur-sc13da\\_062322.htm](https://www.sec.gov/Archives/edgar/data/1123452/000138713122007155/asur-sc13da_062322.htm)



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Dual Till System

Regulated + Non Regulated Revenues

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**2022 Revenues per PAX**

**63.9%** **Regulated Revenues** **Ps. 262.8**

**Aeronautical** **Ps. 251.6**

**Airline Fees:**

- Landing, apron parking, overnight parking, use of boarding bridges, security, etc.

**Passenger Fees:**

- Domestic & International

**Non-Aeronautical** **Ps. 11.2**

**Fixed:**

- Complementary Services

**Variable:**

- Airport services, office rentals, ground support services, catering, etc.

**36.1%** **Non-Regulated Revenues** **Ps. 148.2**

**9 Commercial Business Lines**

- |                                 |  |
|---------------------------------|--|
| ■ Retail: Duty Free & Duty Paid | ■ Car Parking                            |
| ■ Food & Beverages              | ■ Ground Transport                       |
| ■ Advertising                   | ■ Teleservices                           |
| ■ Banking & Foreign Exchange    | ■ Others                                 |
| ■ Car Rental                    | <i>Direct Commercial Operation (DCO)</i> |

**TOTAL** **Ps. 411.0**

Note: 2022 Revenues per PAX (excluding Construction Services), expressed in nominal pesos as of Dec 2022; passenger traffic excludes transit and general aviation passengers ASUR adjusts specific tariffs / prices once every six months using the Mexican producer price index, excluding petroleum). Otherwise stated, figures from operations in Puerto Rico and Colombia are excluded.

MDP  
Committed  
Investments

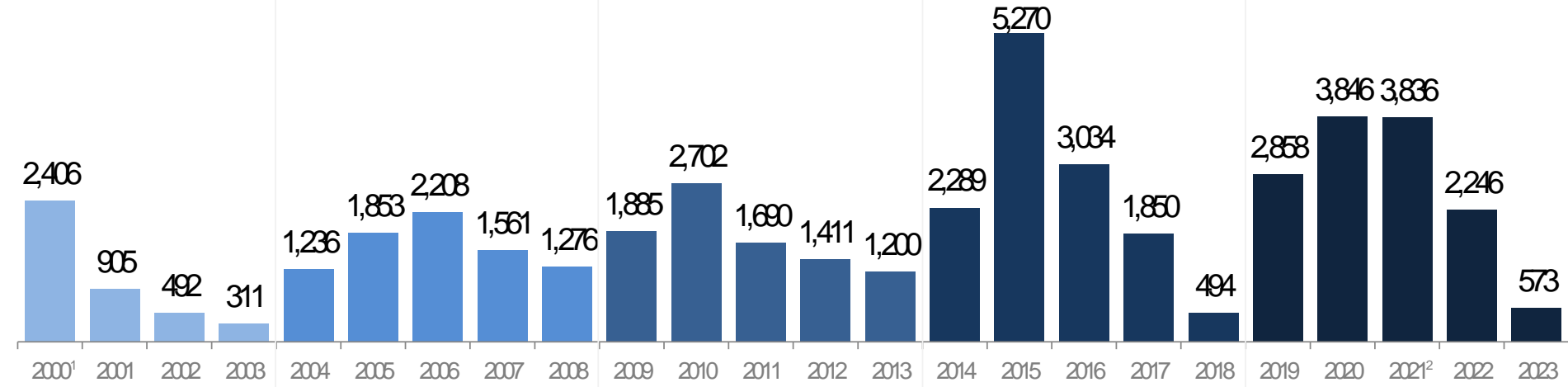
1999-2022:  
**46,859**  
million pesos

2023:  
**573**  
million pesos

Visibility on capital expenditure requirements, as maximum rate negotiated along with Master Development Plan (MDP) is a function of programmed CAPEX

## MDP Investment Commitments

(expressed in December 2022 Million Pesos)

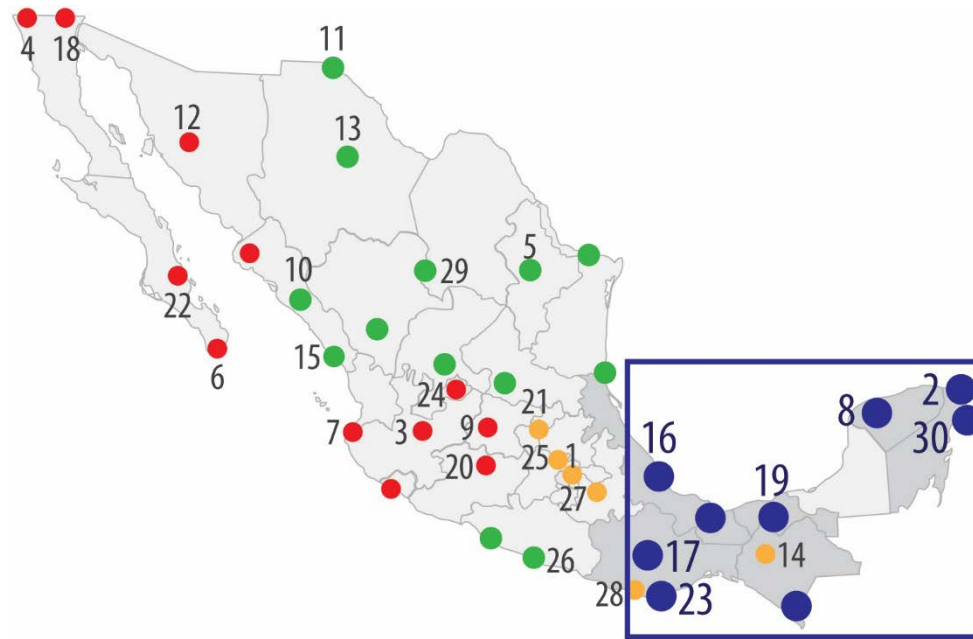


Key projects completed (1999-2018)	2019-2023 projects (main)
<ul style="list-style-type: none"> <li>1999: Government CAPEX backlog</li> <li>2005: 9/11 security standards</li> <li>2006-2007: Terminal 3 and second runway in CUN</li> <li>2011: Passenger flow separation in CUN</li> <li>Required works for Airport Certification (9 airports)</li> <li>Terminal building expansion:                             <ul style="list-style-type: none"> <li>2011-2013: HUX, MID, OAX and VSA</li> <li>2014-2016: Terminal 2 &amp; 3 in CUN and VER</li> <li>2014-2017: Terminal 4 in CUN</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>MID: Terminal expansion (includes a complete reconfiguration)</li> <li>CUN: Terminal 4 expansion, parallel taxiway on runway 12L-30R, new access roads</li> <li>OAX &amp; VSA: Terminal expansions</li> <li>ALL: Runway, Taxiways &amp; Apron repaving + equipment renewal</li> </ul>

<sup>1</sup> Committed investments from May 1999 to Dec 2000; <sup>2</sup> During 1Q'21, AFAC (Aeronautical Federal Agency) in Mexico approved the Extraordinary Revision (due to COVID-19 pandemic) of ASUR's MDP for 2019-2023. Committed investments according to the approved MDP, expressed in million pesos as of Dec. 2022 based on the Mexican construction price index in accordance with the terms of the MDP. Otherwise stated, figures from operations in Puerto Rico and Colombia are excluded.



## Mexican Airports by PAX (thousand PAX)



	2022			Total PAX 06-22 CAGR %
	Int PAX	Dom PAX	Total PAX	
ASUR AEROPUERTOS DEL SURESTE	20,823	18,701	39,524	6.8%
Grupo Aeroportuario del Pacífico	13,936	36,418	50,355	5.8%
OMA	2,714	20,507	23,221	4.3%
<b>All of Mexico <sup>1</sup></b>	<b>52,575</b>	<b>114,638</b>	<b>167,213</b>	<b>5.1%</b>

<sup>1</sup> According to the Communications and Transport Ministry's website

Source: Company financials, AICM website: Note: Selected airport sample includes ASUR, GAP, OMA and OHL concessions and the Mexico City airport; PAX traffic excludes transit and general aviation PAX

Rank 2022	Group	Airport	Pax ('000s)			Var % 22 vs.19	CAGR % 06-22
			2019	2021	2022		
1	AICM	Mexico City	50,304	36,028	46,201	-8.2%	4.0%
2	ASUR	Cancun	25,482	22,318	30,343	19.1%	7.4%
3	GAP	Guadalajara	14,824	12,209	15,574	5.1%	5.8%
4	GAP	Tijuana	8,917	9,666	12,308	38.0%	7.7%
5	OMA	Monterrey	11,177	8,270	10,943	-2.1%	4.7%
6	GAP	Los Cabos	5,339	5,466	6,843	28.2%	6.0%
7	GAP	Puerto Vallarta	4,931	4,054	6,123	24.2%	4.7%
8	ASUR	Merida	2,791	2,080	3,080	10.4%	7.2%
9	GAP	Bajío	2,747	2,101	2,582	-6.0%	5.3%
10	OMA	Culiacan	2,459	1,970	2,426	-1.3%	6.8%
11	OMA	Cd. Juarez	1,597	1,500	2,005	25.5%	6.8%
12	GAP	Hermosillo	1,840	1,516	1,909	3.7%	3.3%
13	OMA	Chihuahua	1,700	1,364	1,727	1.6%	6.2%
14		Tuxtla Gtz	1,496	1,187	1,590	6.3%	22.8%
15	OMA	Mazatlan	1,161	1,106	1,451	25.0%	3.6%
16	ASUR	Veracruz	1,476	1,103	1,334	-9.6%	3.9%
17	ASUR	Oaxaca	1,196	914	1,304	9.0%	6.2%
18	GAP	Mexicali	1,192	1,087	1,289	8.2%	6.2%
19	ASUR	Villahermosa	1,245	976	1,214	-2.5%	3.3%
20	GAP	Morelia	890	939	1,168	31.2%	4.4%
21		Querétaro	1,175	818	1,152	-2.0%	16.9%
22	GAP	La Paz	998	903	1,063	6.5%	5.7%
23	ASUR	Huatulco	892	692	971	8.8%	6.1%
24	GAP	Aguascalientes	848	785	918	8.3%	5.7%
25	AIFA	Santa Lucía	0	0	912	NA	NA
26	OMA	Acapulco	875	670	839	-4.1%	-1.1%
27	ASA	Puebla	762	566	791	3.9%	11.6%
28	ASA	P. Escondido	408	526	729	78.8%	16.2%
29	OMA	Torreon	709	537	670	-5.4%	3.1%
30	ASUR	Cozumel	546	532	663	21.4%	3.7%

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**22 years**

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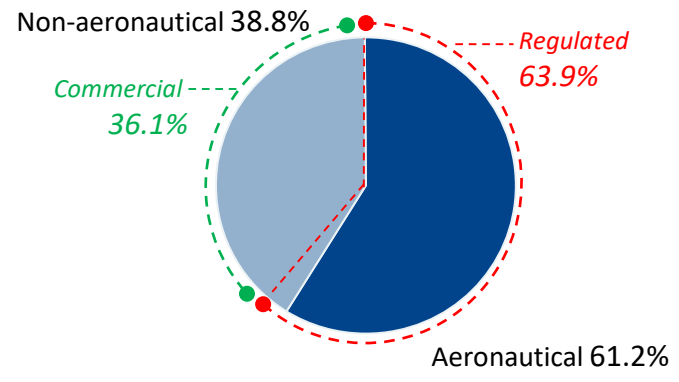
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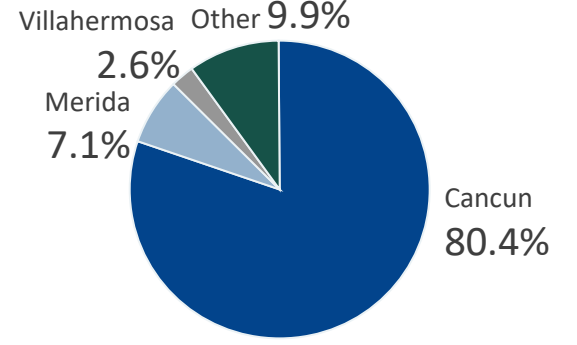
2022  
Total Revenue  
per PAX:  
**Ps.411.0**

2022 Revenues  
**Ps.16,243M**

**by business**

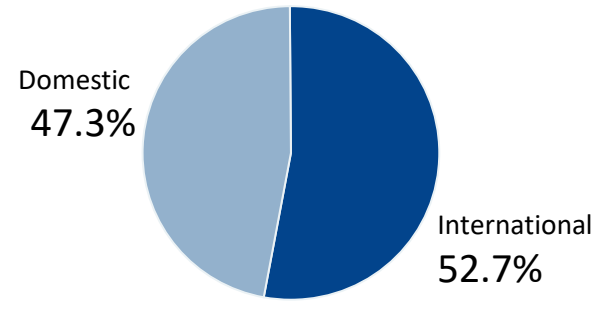


**by airport**

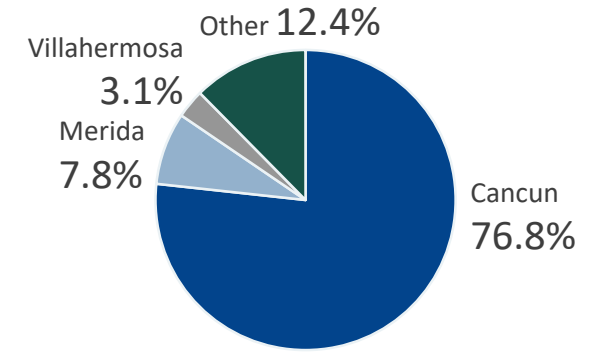


2022 PAX  
**39.5M**

**by type**



**by airport**



Source: Company filings; Note: Non-aeronautical revenues are derived from leasing of space in airports to airlines, restaurants, retailers and other commercial tenants and access fees collected from third parties providing complementary services (such as catering, handling, and ground transport). Commercial revenues are all non-aeronautical and include revenues related to retail (duty free & duty paid), food & beverages, advertising, banking & foreign exchange, car rental, car parking, ground transport, teleservices and others. Revenues from Construction Services are not included. PAX traffic excludes transit and general aviation. Otherwise stated, figures from operations in Puerto Rico and Colombia are excluded.



**ASR LISTED NYSE**

**22 years**

1990 – 2022  
TOTAL PAX  
CAGR:  
**6.3%**

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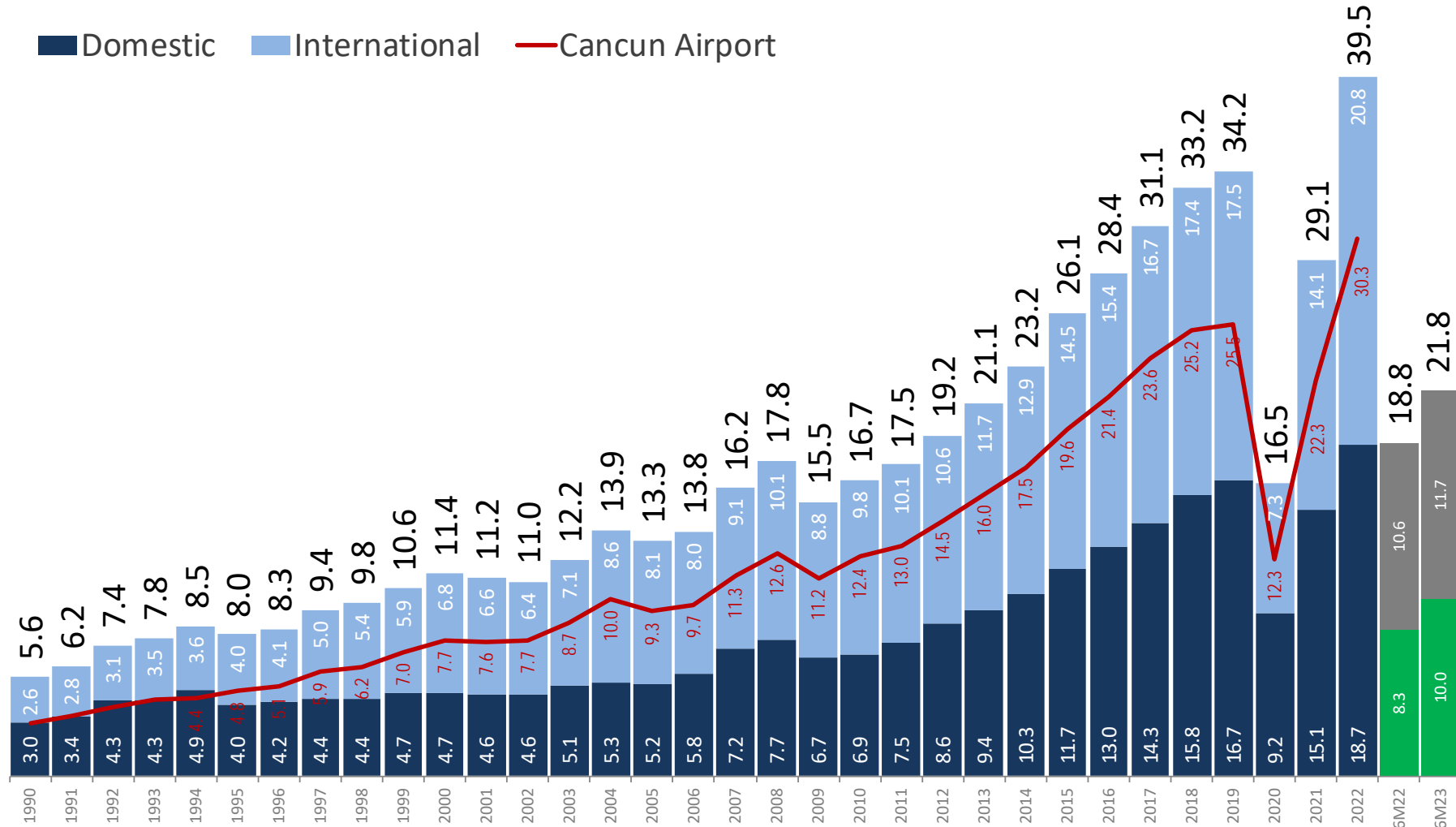
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YOY Growth (%)	91	92	93	94	95	96	97	98	99	00	01	02	03	04	05	06	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	23
	10.7	19.4	5.4	9.0	(5.9)	3.8	13.3	4.3	8.4	7.7	(1.8)	(2.2)	10.9	14.0	(4.1)	3.4	17.8	9.3	(12.5)	7.6	4.9	9.7	9.5	9.9	12.9	8.7	9.3	7.1	2.8	(51.6)	76.3	35.6	15.6

Source: ASA from 1990-1998. ASUR management thereafter  
 Note: Transit and general aviation excluded  
 Otherwise stated, figures from operations in Puerto Rico and Colombia are excluded.

	% ch.
Total PAX	15.6
Domestic PAX	21.6
International PAX	10.9

CAGR '90-'22 (INT'L): **6.7%**  
 CAGR '90-'22 (DOM): **5.9%**  
 CAGR '90-'22 (Cancun): **7.5%**



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## Passenger traffic by Origin – Destination (million PAX)



Region	99	00	01	02	03	04	05	06	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	% Change 22 vs. 21	% of total 2022 <sup>1</sup>	% CAGR 99-22
Mexico	5.0	5.0	4.9	4.8	5.3	5.6	5.5	5.9	7.4	8.1	7.0	7.2	7.7	8.9	9.7	10.7	12.1	13.3	14.8	16.3	17.1	9.4	15.4	<b>19.1</b>	24.0	48.4	6.0
USA	4.1	4.6	4.5	4.4	4.9	5.9	5.6	5.3	6.0	6.5	5.9	6.2	6.2	6.2	6.8	7.6	8.8	9.4	10.1	10.2	9.7	4.8	10.8	<b>13.2</b>	22.6	33.4	5.2
Europe	0.7	0.9	0.9	0.8	1.0	1.3	1.2	1.3	1.4	1.5	1.0	1.2	1.3	1.5	1.7	1.7	1.7	1.8	1.9	2.0	2.1	0.4	0.8	<b>2.2</b>	164.7	5.6	5.3
Canada	0.3	0.4	0.5	0.6	0.7	0.8	0.8	0.8	1.0	1.3	1.3	1.5	1.7	1.8	1.8	1.9	2.0	2.1	2.2	2.4	2.7	1.1	0.5	<b>2.1</b>	313.8	5.3	8.9
Latin America	0.5	0.5	0.5	0.3	0.3	0.3	0.3	0.3	0.3	0.4	0.3	0.5	0.6	0.9	1.1	1.3	1.6	1.8	2.1	2.3	2.5	0.7	1.5	<b>2.8</b>	86.0	7.1	7.6
<b>ASUR</b>	<b>10.6</b>	<b>11.4</b>	<b>11.3</b>	<b>10.9</b>	<b>12.2</b>	<b>13.9</b>	<b>13.4</b>	<b>13.6</b>	<b>16.1</b>	<b>17.8</b>	<b>15.5</b>	<b>16.7</b>	<b>17.5</b>	<b>19.2</b>	<b>21.1</b>	<b>23.2</b>	<b>26.1</b>	<b>28.4</b>	<b>31.1</b>	<b>33.2</b>	<b>34.2</b>	<b>16.5</b>	<b>29.1</b>	<b>39.5</b>	<b>35.6</b>	<b>100</b>	<b>5.9</b>

<sup>1</sup>Note: % of total refers to 2021 figure

Note: Excludes transit and general aviation;

Otherwise stated, figures from operations in Puerto Rico and Colombia are excluded.





# Historically, traffic has recovered and grown after exogenous events

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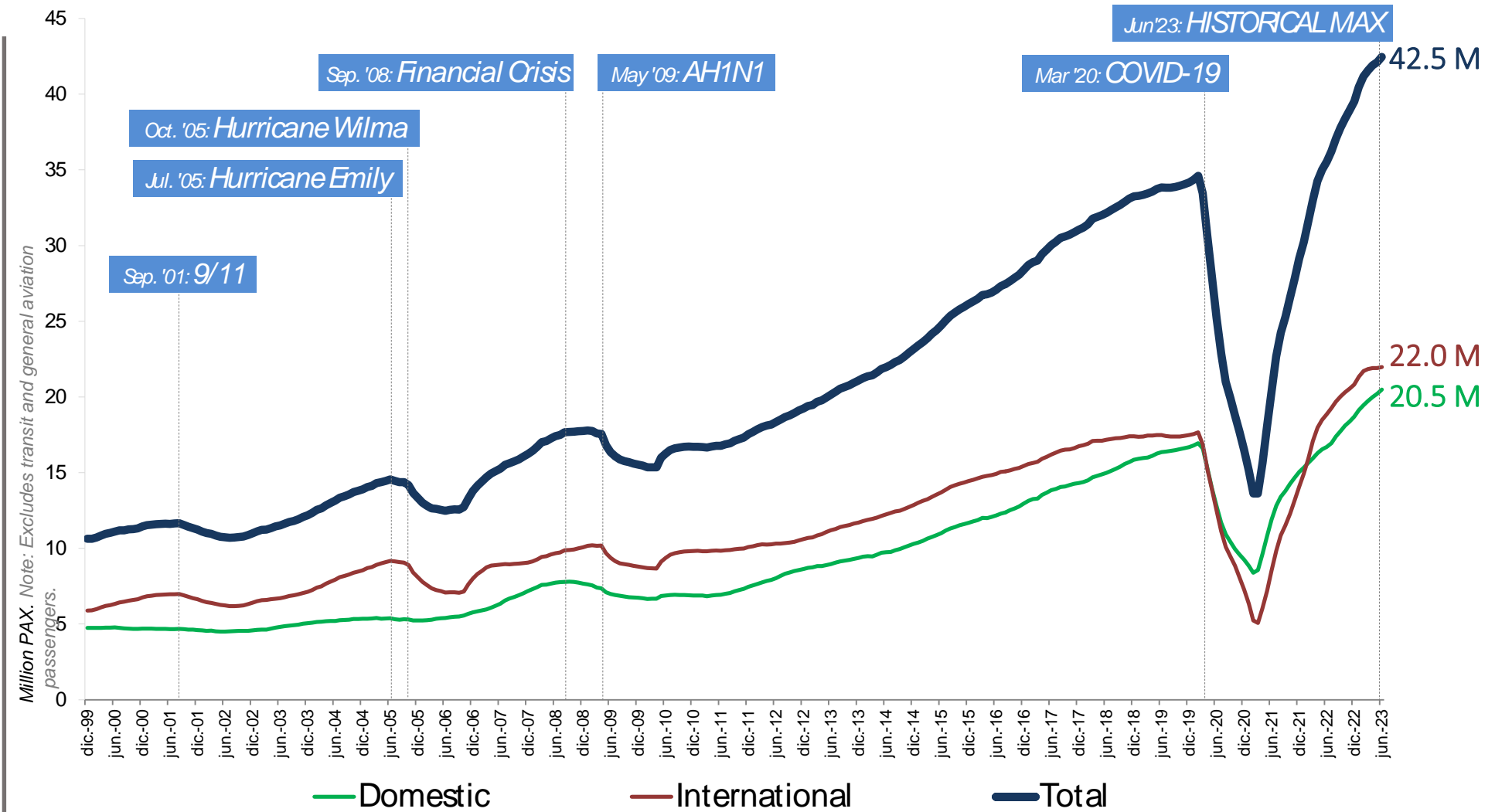
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Passenger traffic during last 12-months at each specific date (million PAX)



EVENT	RECOVERY AFTER	Type of PAX	Historical Max.	(%) Jun 23 vs. Hist. Max
Sep '01: <b>9/11</b>	13 months	Domestic	Jun '23	<b>At Max</b>
Oct '05: <b>H. Wilma</b>	16 months	International	Jun '23	<b>At Max</b>
May '09: <b>H1N1</b>	26 months	TOTAL	Jun '23	<b>At Max</b>
Mar '20: <b>COVID-19</b>	<b>27 months</b>			

Otherwise stated, figures from operations in Puerto Rico and Colombia are excluded



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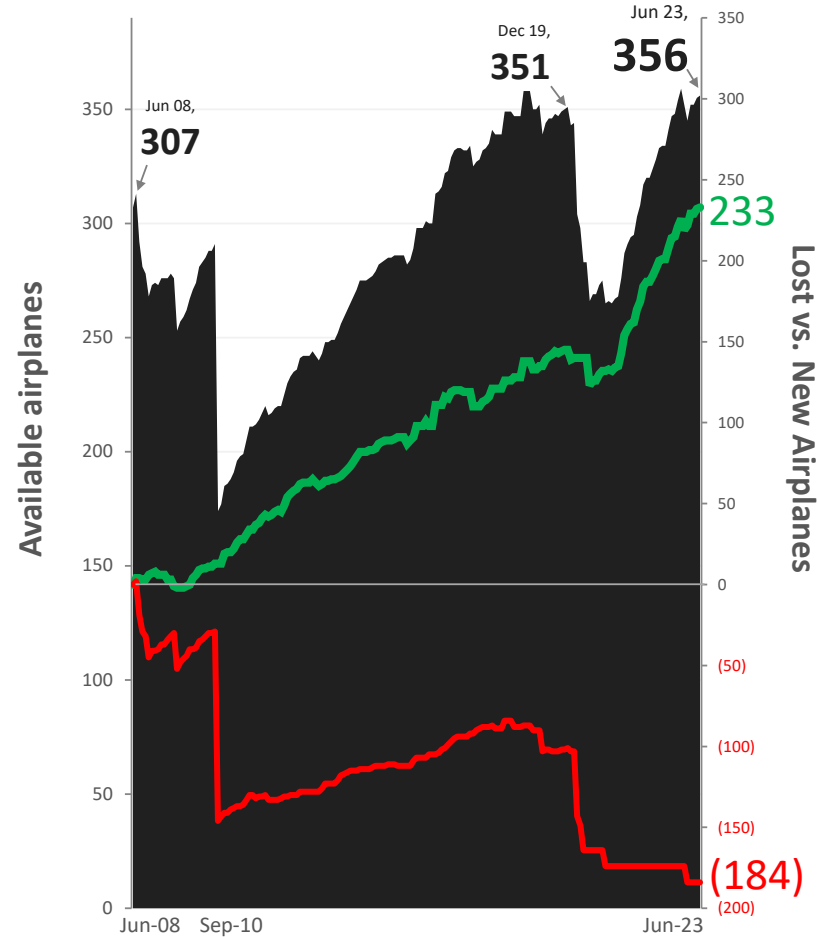
2023 Industry  
Estimates:

**377**  
available  
airplanes

Last update: Jan 2023

Source:  
[www.airfleets.net](http://www.airfleets.net)  
[www.aertransport.org](http://www.aertransport.org)

## Available Airplanes in Mexico



■ Available airplanes  
— New airplanes - existing airlines  
— Lost airplanes - suspended airlines

### a) Existing Airlines

	jun-08	dic-19	jun-23	New Airplanes	Var. % Jun 23/Jun 08
VOLARIS	17	81	122	105	618%
AEROMEXICO	94	128	150	56	60%
VIVAAEROBUS	7	36	71	64	914%
MAGNICHARTERS	5	12	7	2	40%
TAR	0	11	6	6	100%
<b>Subtotal</b>	<b>123</b>	<b>268</b>	<b>356</b>	<b>233</b>	<b>189%</b>

### b) Suspended Airlines

	jun-08	dic-19	jun-23	Lost Airplanes	Date Suspended
INTERJET	11	73	0	(11)	Dec 20
MEXICANA	78	0	0	(78)	Sep 10
AEROMAR	14	10	0	(14)	Feb 23
ALMA	15	0	0	(15)	Nov 08
AEROCALIFORNIA	22	0	0	(22)	Aug 08
AVOLAR	8	0	0	(8)	Sep 08
ALADIA	3	0	0	(3)	Oct 08
AVIACSA	26	0	0	(26)	Aug 09
NOVA AIR	3	0	0	(3)	Sep 08
GLOBAL AIR	4	0	0	(4)	Jan 19
<b>Subtotal</b>	<b>184</b>	<b>83</b>	<b>0</b>	<b>(184)</b>	

	jun-08	dic-19	jun-23	Var. Airplanes	Var. % Jun 23/Jun 08
<b>Total Net</b>	<b>307</b>	<b>351</b>	<b>356</b>	<b>49</b>	<b>16%</b>



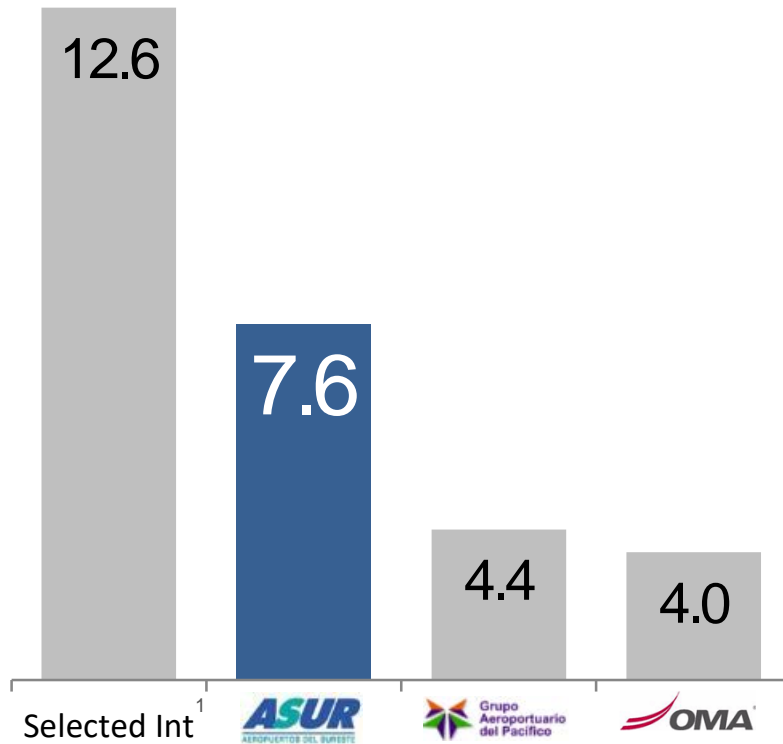
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Nominal CAGR 2000 – 2022: **20.1%**; (Mexican CPI CAGR 2000-2021: 4.5%)

## 2022 commercial revenue per PAX

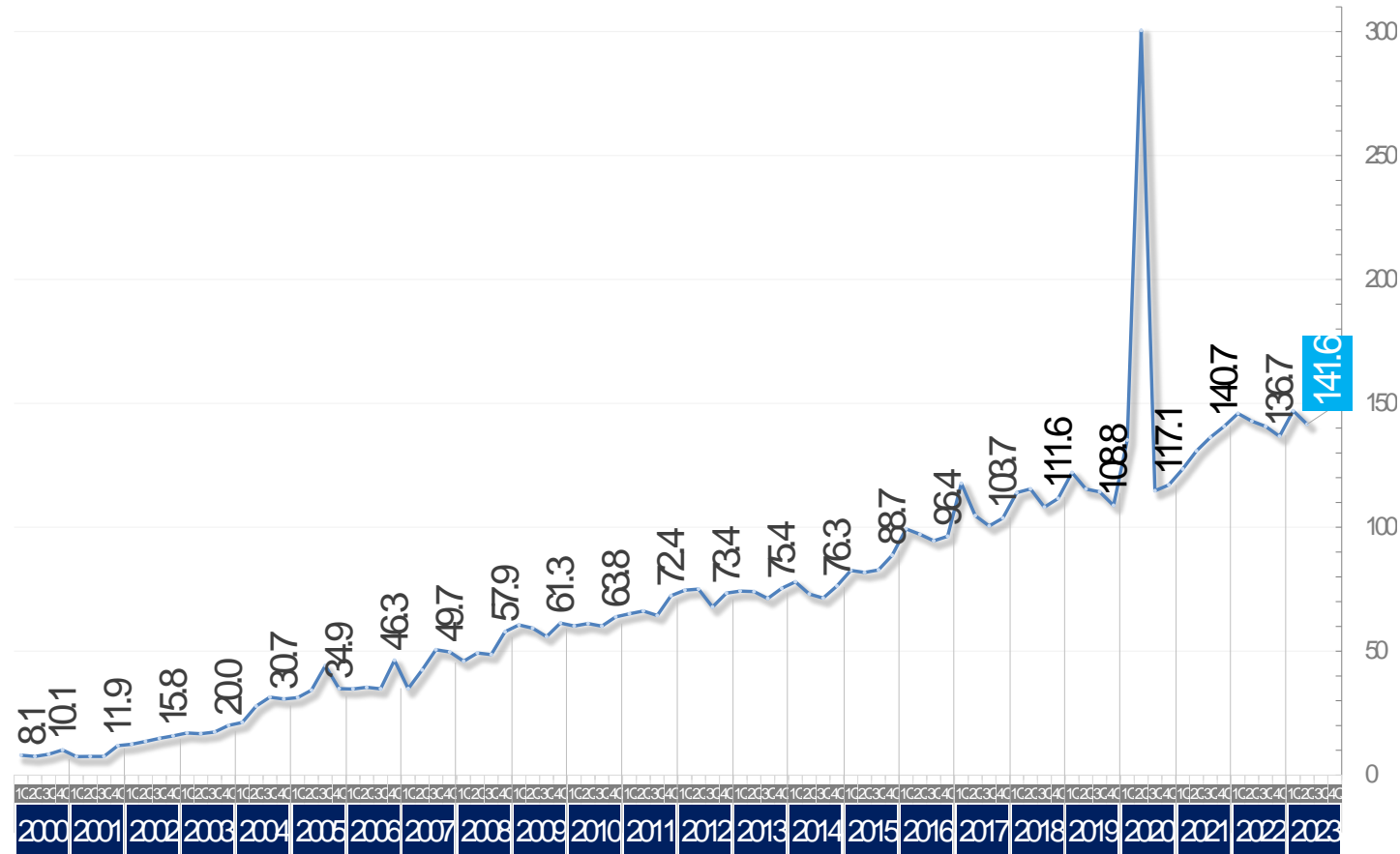
vs. peers (US\$/PAX) – converted at a 2022 average FX of Ps. 19.4715/US\$ for Mexican Airports



<sup>1</sup> Int. Avg. includes figures for Fraport, Copenhagen Airports and Vienna Airport; Note: OMA commercial revenues exclude revenues from Cargo, NH Hotel (Mexico City Airport), Hilton Garden Inn Hotel (Monterrey Airport) & Aero Ind. Park; GAP commercial exclude revenues from Montego Bay & Kingston operations; Amounts converted to US\$ at a 2022 average FX of Ps. 19.4715/US\$ (banxico.org.mx), where applicable

## Commercial revenues per passenger per quarter evolution

(Pesos / Passenger in Mexican pesos as of date reported)



Note: Commercial revenue per passenger recorded in 3Q'05 reflects a one time payment from Dufry Mexico of Ps.39.5mm; Commercial revenue recorded in 4Q'06 reflects a one time payment of Ps.19.1mm from Aldeasa for a new concession contract at Terminal 3 in Cancun International. Passenger traffic in Mexico decreased 94.2% in 2Q'20 vs 2Q'19, reflecting the impact of the COVID-19 pandemic. Passenger traffic excludes transit and general aviation; Commercial revenue per passenger CAGR based on full year 2021 and full year 2021 figures. Otherwise stated, figures from operations in Puerto Rico and Colombia are excluded



**ASR**  
**LISTED**  
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**22 years**

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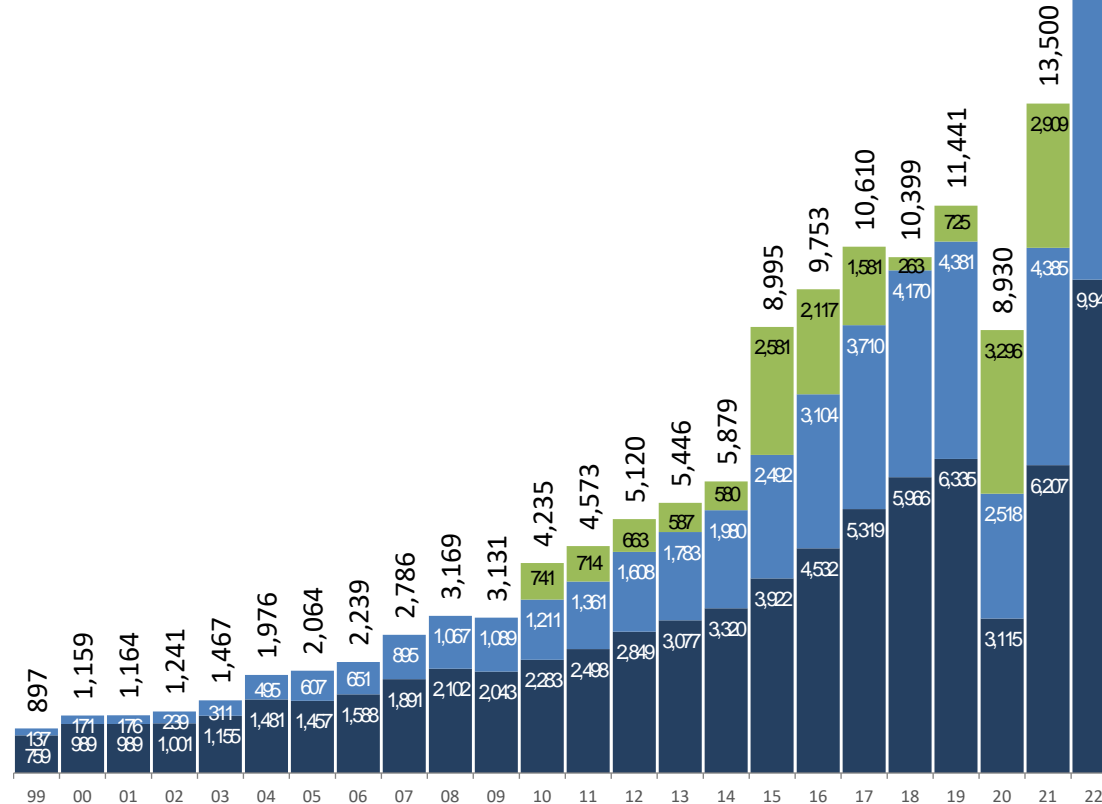
International

Total Revenues CAGR 1999 – 2022: **13.4%**

*(Not including Revenues from Construction Services)*

## 1999 – 2022 Revenues

- Aeronautical
- Non-Aeronautical
- Construction

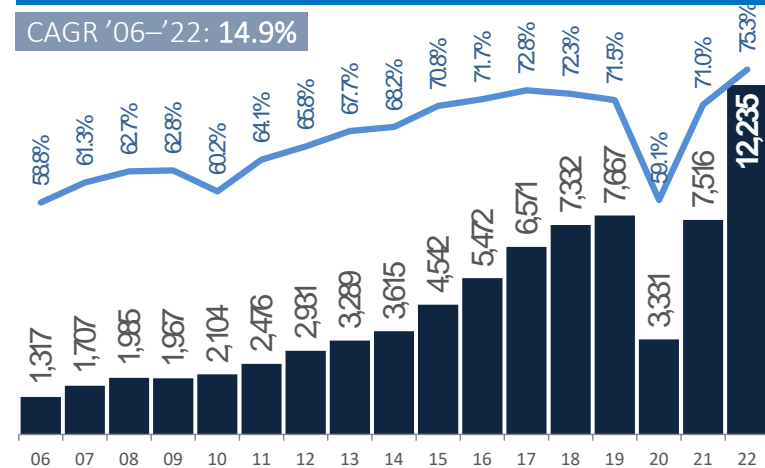


Figures for 2010 - 2022 reflect adoption of MIFRS-17

Note: From 1999 to 2007 figures in nominal Mexican pesos adjusted for inflation as of Dec. 31<sup>st</sup> of each year

## EBITDA & EBITDA Margin (Ps. Mm)

CAGR '06-'22: 14.9%



EBITDA means net income before: provision for taxes, deferred taxes, profit sharing, non-ordinary items, participation in the results of associates, comprehensive financing cost and D&A. EBITDA should not be considered as an alternative to net income, as an indicator of our operating performance or as an alternative to cash flow as an indicator of liquidity. Our management believes that EBITDA provides a useful measure that is widely used by investors and analysts to evaluate our performance and compare it with other companies. EBITDA is not defined under U.S. GAAP or IFRS and may be calculated differently by different companies. 2010 - 2022 EBITDA margin calculated w/o Rev. from Constr. Serv. for comparability with previous periods.

## Growth rates: '99 – '22 CAGR (%)

Passenger traffic	<b>5.9%</b>
Total revenues	<b>13.4%</b>
EBITDA	<b>15.1%</b>
Net income	<b>19.1%</b>
Mexican CPI	<b>4.7%</b>

Source for Mexican CPI: Inegi; Note: CAGRs calculated in Mexican peso terms; Revenues from Construction Serv. not included; PAX figures exclude PAX in transit or general aviation. Otherwise stated, figures from operations in PR and Colombia are excluded.



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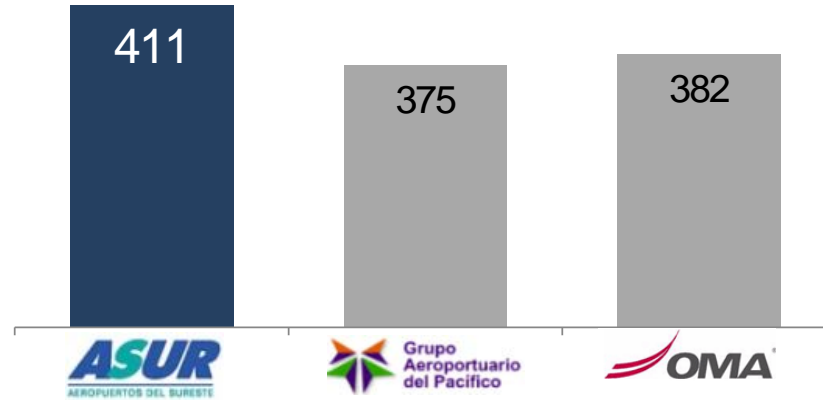
Strategic Matters

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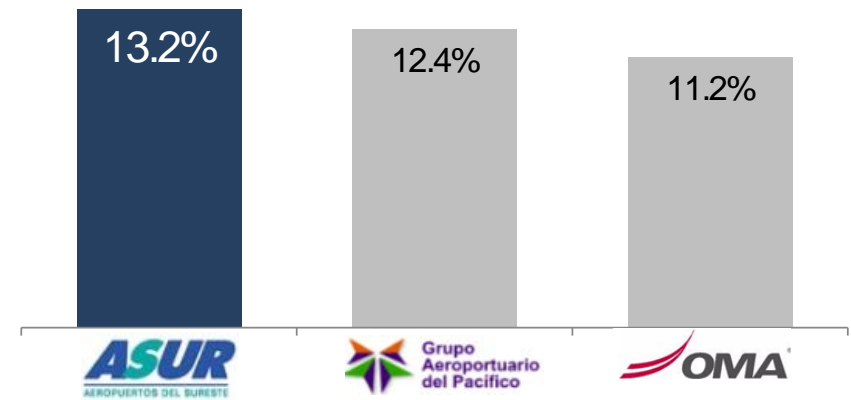
ACI has named Cancun as the **best airport in Latin America** for 4 consecutive years



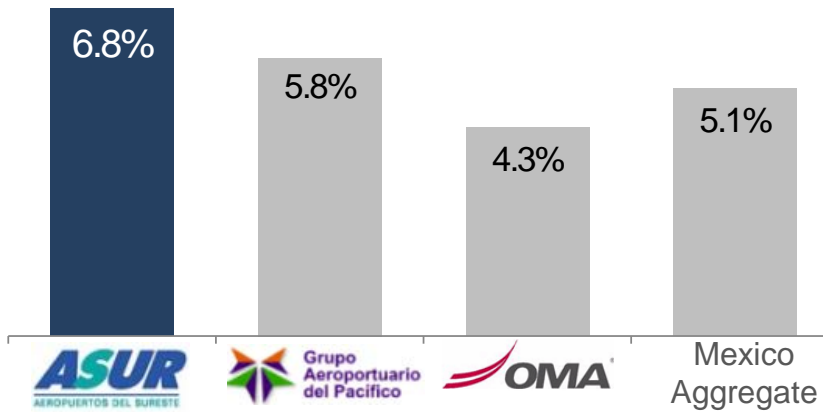
**Revenue per PAX in 2022**



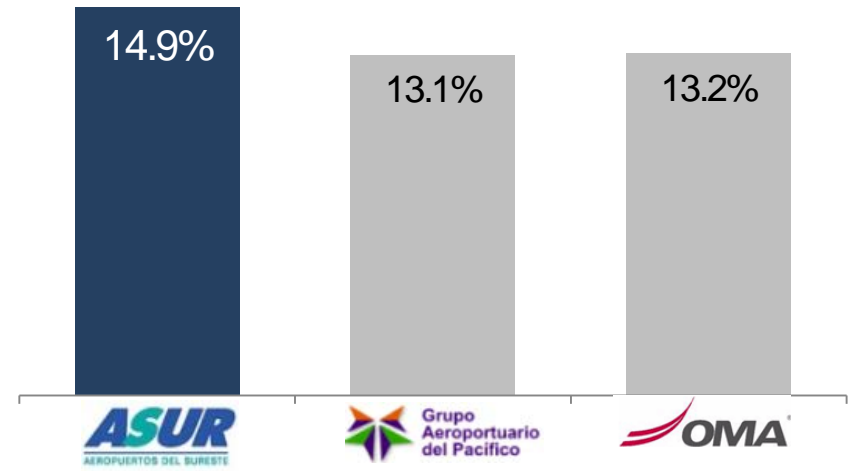
**CAGR in Revenues 2006 – 2022 (%)**



**CAGR in PAX Traffic 2006 – 2022 (%)**



**CAGR in EBITDA 2006 – 2022 (%)**



NOTES:

1. Revenues from Construction services are excluded for ASUR, GAP & OMA.
2. ASUR figures exclude 2022 PAX, revenues & EBITDA from its participation in San Juan Airport Operations (Puerto Rico) & Airplan (Colombia)
3. GAP figures exclude 2022 PAX, revenues & EBITDA from Montego Bay & Kingston Airport Operations.
4. OMA figures exclude 2022 PAX, revenues & EBITDA from Cargo, NH Hotel (Mexico City Airport), Hilton Garden Inn Hotel (Monterrey Airport) & Aero Industrial Park.

**ASR**  
LISTED  
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**22 years**

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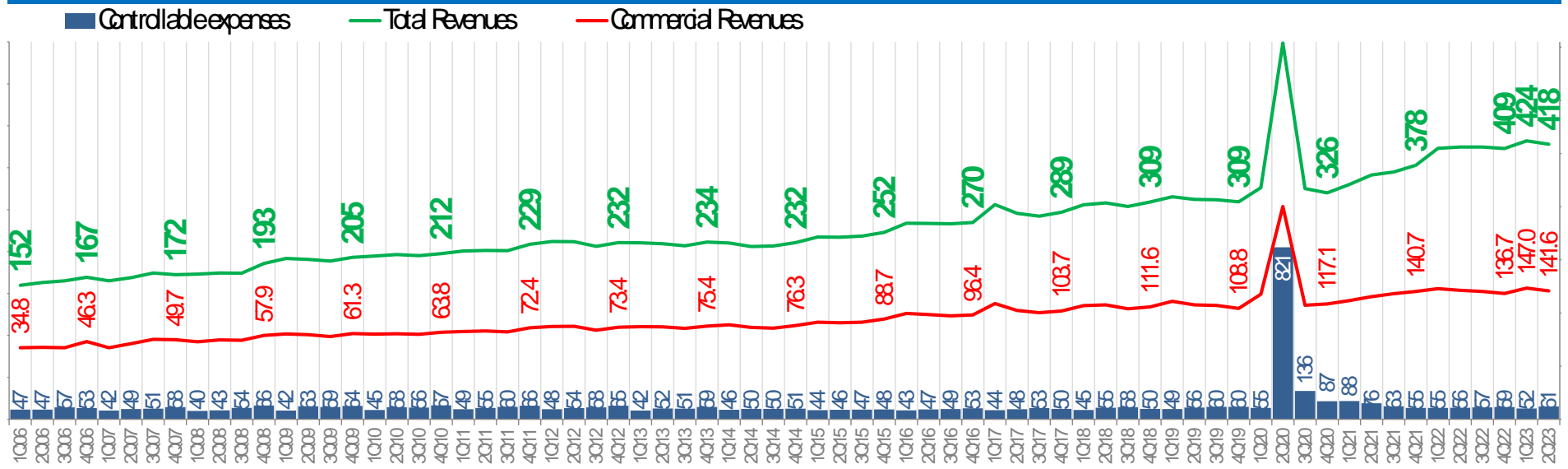
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Revenues have grown at a faster rate than total costs and PAX traffic

## Revenue and cost per PAX comparison (Nominal Pesos / PAX)



NOTE: Total Revenue per passenger does not include revenues from construction services. Controllable expenses per passenger exclude: D&A, Concession Fee, Technical Assistance and Cost of Sales from Direct Commercial Operation. Controllable expenses 3Q'10: Does not reflect the Ps.128.0 million increase in the reserve for doubtful accounts resulting from the bankruptcy announced by Grupo Mexicana de Aviación. Controllable expenses 2020: Does not reflect the Ps. 65.5 million increase in the reserve for doubtful accounts resulting from the bankruptcy announced by Interjet (2Q'20 Ps. 21.6 million, 3Q'20 Ps 21.6 million and 4Q'20 Ps 22.3 million); Passenger traffic in Mexico decreased 94.2% in 2Q'20 vs 2Q'19, reflecting the impact of the COVID-19 pandemic.

## 2022 operating cost breakdown (%)



2022 OPEX for Operations in Mexico equal: \$4,928.1M pesos (Puerto Rico and Colombia excluded)

## Growth rates: '06 – '22 CAGR (%)

Passenger traffic	6.8%	Cost of services	8.4%
Revenues	13.2%	Administrative services	7.0%
EBITDA	14.9%	Total costs	8.1%
Net Income	18.7%	Mexican inflation (CPI)	4.5%
		Mexican GDP growth	1.5%

Growth rates in Mexican peso terms; Mexican inflation growth rate calculated as the % change in CPI indexed to 2006; total costs include concession fee, technical assistance, administrative services, costs of services and D&A; PAX traffic excludes Transit and G.A. PAX. Otherwise stated, figures from operations in Puerto Rico and Colombia are excluded.

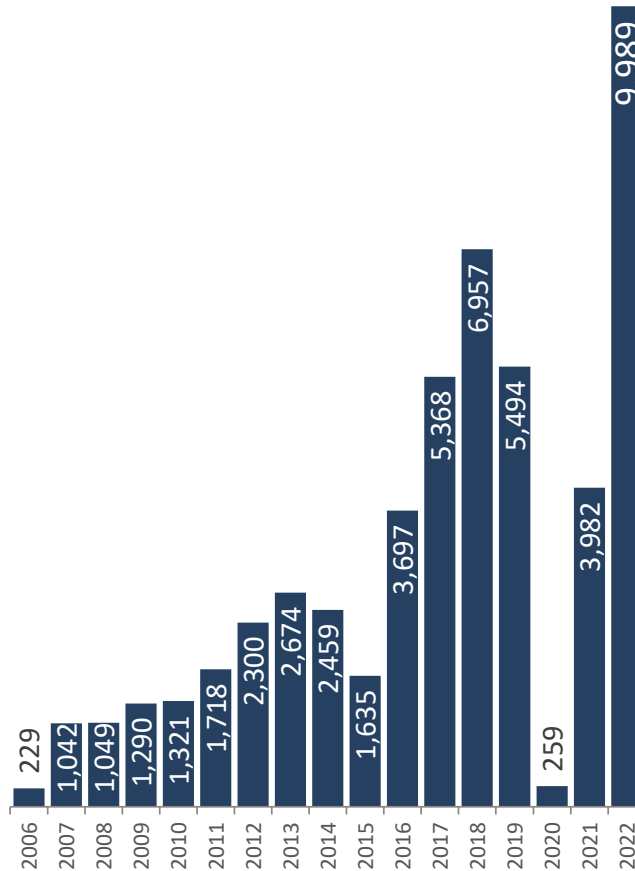


**ASR**  
**LISTED**  
**NYSE**

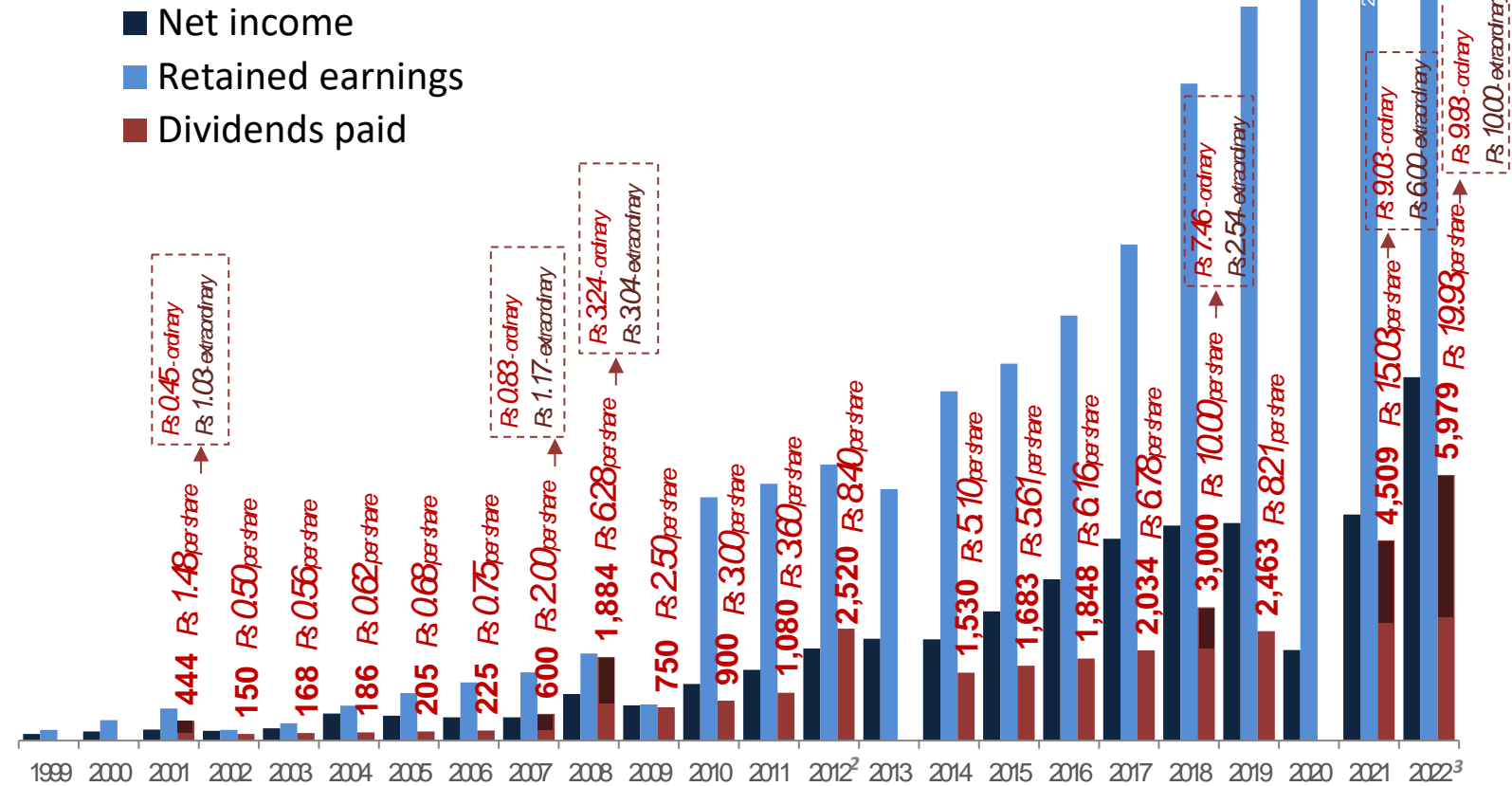
## Dividends evolution 1999 - 2022

**22** years

### EBITDA – CAPEX (Ps. million)



### Net Income, retained earnings and dividends evolution (Ps. thousands) <sup>1</sup>



Note: Retained Earnings for the years 2010 - 2022 reflect the adoption of IFRS.

<sup>1</sup> Note: Figures in nominal Mexican pesos for the respective year; for illustrative purposes, dividend in each year in the chart above relates to the dividend paid in nominal pesos in the year thereafter, i.e. dividend shown in year (x) in the chart above is actually the dividend paid in year (x+1) according to ASUR financial statements; <sup>2</sup> Note: 4.00 pesos per share paid in May 2013; 4.40 pesos per share paid in December 2013. <sup>3</sup> Note: Ordinary \$9.93 pesos per share paid in May 2023 and Extraordinary \$10.00 pesos per share payable in November 2023, net dividend approved by the Annual General Shareholders Meeting held on April 26th, 2023. Otherwise stated, figures from operations in Puerto Rico and Colombia are excluded.

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## High Corporate Governance Standards

- Sarbanes-Oxley compliant
- Four committees led by board members
- Audit committee comprised of 3 independent members of the board of directors

### Seven out of eleven board members are independent <sup>1</sup>

	Board of Directors	Audit Committee	Operations Committee	Nominations & Comp. Committee	Acquisitions & Cont. Committee
<b>Fernando Chico Pardo</b> Founder and President of Promecap	President		X	X	President
<b>José Antonio Pérez Antón</b> CEO of Grupo ADO	X		X	X	
<b>Bárbara Garza Lagüera Gonda<sup>1</sup></b> Alternate member Board of Directors of FEMSA	X			President	
<b>Ricardo Guajardo Touche<sup>1</sup></b> Former president of BBVA Bancomer	X	President <sup>1</sup>	X		
<b>Francisco Garza Zambrano<sup>1</sup></b> Former President of CEMEX North America	X	X	President		
<b>Guillermo Ortiz Martinez<sup>1</sup></b> Former Governor of Mexico Central Bank for 12 yrs.	X	X			
<b>Rasmus Christiansen <sup>1</sup></b> Former CEO of Copenhagen Airports International	X		X		X
<b>Pablo Chico Hernández</b> Director SSA Marine	X				
<b>Aurelio Pérez Alonso</b> Deputy Chief Executive Officer of Grupo ADO	X				X
<b>Heliane Steden<sup>1</sup></b> Managing Director at Merrill Lynch	X				
<b>Diana M. Chávez<sup>1</sup></b> Ex. Director and Chairperson of the Board of CIFAL	X				



## Short & Long Term Objectives



- Further develop our commercial business
- Improve our passenger volumes
- World Class service – ASQ Program
- Improve capital structure
- Monitor new business opportunities

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## Puerto Rico & Colombia

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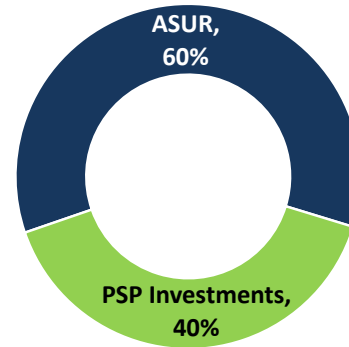
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## AEROSTAR

AIRPORT HOLDINGS LLC

Country: **Puerto Rico (US)**  
Start of Operations: **Feb 27<sup>th</sup>, 2013**  
Ownership:



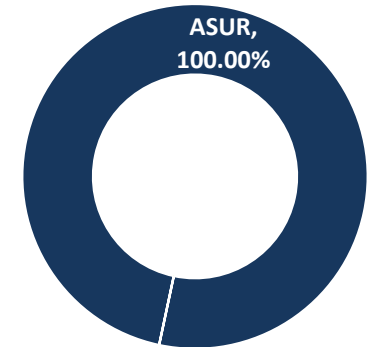
Airports:

- **SJU: Luis Muñoz Marin (SAN JUAN)**

## airplan

OPERADORA  
DE AEROPUERTOS  
CENTRO NORTE

Country: **Colombia**  
Start of Operations: **Oct 19<sup>th</sup>, 2017**  
Ownership:



Airports:

- **MDE: José María Córdova (RIONEGRO)**
- **EOH: Olaya Herrera (MEDELLÍN)**
- **MTR: Los Garzones (MONTERÍA)**
- **UIB: El Caraño (QUIBDÓ)**
- **APO: Antonio Roldan B. (CAREPA)**
- **CZU: Las Brujas (COROZAL)**



10 years of  
successful  
operation in  
San Juan,  
Puerto Rico

**AEROSTAR**  
AIRPORT HOLDINGS LLC



**AEROSTAR**  
AIRPORT HOLDINGS LLC

- Luis Munoz Marin International Airport (SJU), in San Juan Puerto Rico (10.3M PAX during 2022) is the largest and busiest airport in the Caribbean.
- Feb 27<sup>th</sup>, 2013 initiated with the operation of the airport:
  - Term of 40 years
  - Upfront payment of \$615M USD
  - Airlines serving LMM will collectively make aggregate payments of \$62M USD/yr for the first five years; years 6-40 the payment will be increased annually by the U.S. CPI
  - Revenue-sharing payments to PRPA: fixed at \$2.5M USD first five years; 5% of gross airport revenues (years 6-30); 10% of gross airport revenues (years 31-40)
  - Minimal Capital Improvement projects: \$34M USD
  - Consolidation: Equity method up to may 2017
- May 26<sup>th</sup>, 2017: ASUR increases its participation to 60%.
- Jun 1<sup>st</sup>, 2017: ASUR begins consolidating its operations in Aerostar line by line.

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Total Passenger Traffic 2022: **10.3M**

**AEROSTAR**  
AIRPORT HOLDINGS LLC

- SJU accounts for over 89.5% of Puerto Rican passenger traffic *(as of the end of 2022)*
- Approximately 83% of enplanements are origin and destination (“O&D”)
- SJU is served by a strong and diverse group of 35 airlines
- Aerostar works closely with the airlines and the Puerto Rico Tourism Company in the development of new routes and expansion of services to existing destinations
- September 21, 2017: Hurricane Maria hits Puerto Rico.

## Summary of Passenger Traffic

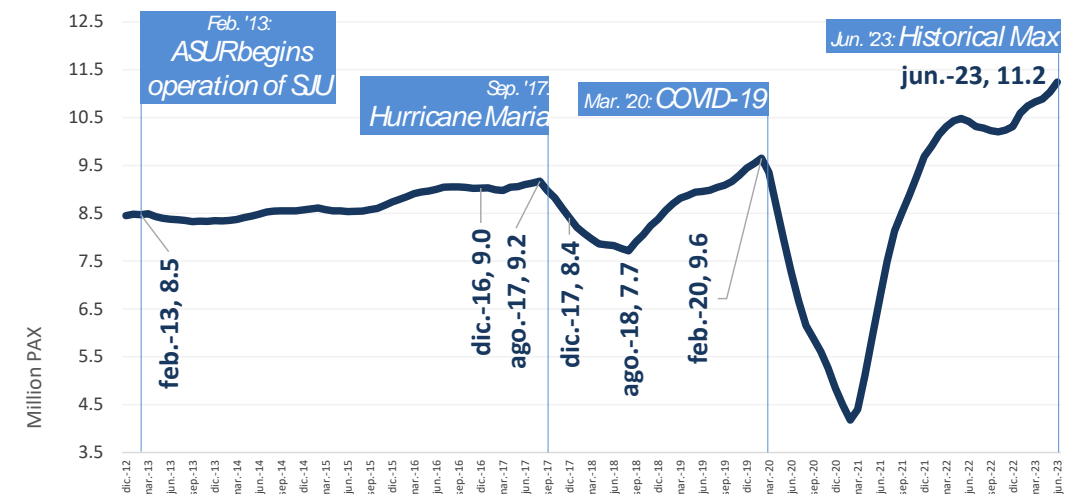
	Annual		% Change
	2021	2022	
<b>Total PAX</b>	<b>9,684,227</b>	<b>10,310,990</b>	<b>6.5</b>
Domestic PAX	9,138,875	9,404,031	2.9
International PAX	545,352	906,959	66.3

	Jan - Jun		% Change
	2022	2023	
<b>Total PAX</b>	<b>5,174,214</b>	<b>6,105,897</b>	<b>18.0</b>
Domestic PAX	4,755,038	5,492,755	15.5
International PAX	419,176	613,142	46.3

Passenger figures include transit and general aviation passengers.

## PAX traffic during last 12-months *(at each specific date)*



Source of PAX Figures from Feb 13: ASUR filings

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Aerostar  
 Total  
 Revenues for  
 6M'23:

## \$1,930,754

(thousands of Mexican  
 pesos, excluding  
 Construction Revenues)

**AEROSTAR**  
 AIRPORT HOLDINGS LLC

## AEROSTAR: Main Financial Data

	6 months		% Change
	2022	2023	
	Consolidated	Consolidated	
<b>TOTAL Passengers (thousand)</b>	<b>5,174</b>	<b>6,106</b>	<b>18.0</b>
<b>Total Revenues</b>	<b>2,013,794</b>	<b>2,047,559</b>	<b>1.7</b>
Aeronautical	1,057,131	1,037,234	(1.9)
Non-Aeronautical	803,136	893,520	11.3
- Commercial Revenues	797,479	889,014	11.5
- Commercial revenues per PAX	154.1	145.6	(5.5)
Construction Revenues	153,527	116,805	(23.9)
<b>Total Revenues w/o Construction Revenues</b>	<b>1,860,267</b>	<b>1,930,754</b>	<b>3.8</b>
<b>Operating Costs and Expenses (exc. Construct. Costs) **</b>	<b>822,075</b>	<b>953,514</b>	<b>16.0</b>
Comprehensive Financing Result (Cost)	(216,235)	(220,950)	2.2
<b>EBITDA</b>	<b>1,081,293</b>	<b>1,053,944</b>	<b>(2.5)</b>
Adjusted EBITDA Margin **	58.1%	54.6%	(354 bps)

000 of Mexican Ps at an avg. Exch. rate of 18.6711

\* Adjusted EBITDA Margin excludes the effect of IFRIC12 with respect to the construction of or improvements to concessioned assets, and is calculated by dividing EBITDA by total revenues less construction services revenues

\*\* The increase primarily due to the recovery of expenses under the CRRSAA Act for an amount of Ps252.3 million in 2Q23, compared to a benefit of Ps175.2 million in 2Q22. Excluding this effect, expenses would have increased 10.9%

Figures presented in the table above compare Aerostar's independent results for the 6-month period ended June 30, 2023 and 2022

Aerostar  
Commercial  
Revenues per  
Passenger for  
6M'23:  
**\$145.6**

*(Mexican pesos per  
passenger)*



## AEROSTAR: Commercial Revenues

	6 months		% Change	6 months		% Change
	2022	2023		2022	2023	
	Consolidated	Consolidated		Consolidated	Consolidated	
<b>TOTAL</b>				<b>PER PASSENGER</b>		
<b>Commercial Revenues</b>	<b>797,479</b>	<b>889,014</b>	<b>11.5</b>	<b>154.1</b>	<b>145.6</b>	<b>(5.5)</b>
DCO	174,627	209,510	20.0	33.8	34.3	1.7
without DCO	622,852	679,504	9.1	120.4	111.3	(7.6)

TOTAL: Thousands of Mexican pesos at an average exchange rate of 17.7012;

PERPASSENGER: Mexican pesos at an average exchange rate of 17.7012;

DCO = Direct Commercial Operation. Represents ASUR's direct operation in its convenience stores in Puerto Rico; Commercial Revenues exclude Other aeronautical revenues (fuel farm / flowage - base and excess rent)

Figures presented in the table above compare Aerostar's independent results for the 6-month period ended June 30, 2023 and 2022

- Consistent growth in commercial revenues from an increased number of concessions, optimized passenger flow and improved product offerings.
- Around \$170M USD invested in modernizing terminal offerings through new concession concepts, self-operating Convenience Stores, and updated parking and car rental facilities



Oct 19, 2017:  
ASUR begins  
the operation  
of Airplan



- This acquisition is an important strategic addition that allows ASUR to enter the South American market by offering airport services through six airports in Colombia:
  - RIONEGRO - Jose Maria Cordoba
  - MEDELLÍN - Olaya Herrera
  - MONTERIA - Los Garzones
  - QUIBDÓ - El Caraño
  - CAREPA - Antonio Roldan B.
  - COROZAL - Las Brujas
  
- Oct 19th, 2017: ASUR begins consolidating its operations in Airplan line by line.
- May 25, 2018: ASUR acquires the remaining 7.58% of Airplan bringing its ownership stake in the company to 100%.

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Total Passenger Traffic 2022: **16.5M**

- Traffic at Airplan airports accounts for 18.7% of passenger traffic in Colombia (as of Dec 2021, source: aerocivil.gov.co – latest update) *(Bogota Airport, the busiest one in the country accounts for 34.9%, Cali for 9.3% and Cartagena for 8.2%)*
- Airplan is the second-largest airport concession holder in Colombia, with 16.5 million passengers in 2022
- September 20, 2017: Strike of local pilots at a major international carrier



## Summary of Passenger Traffic

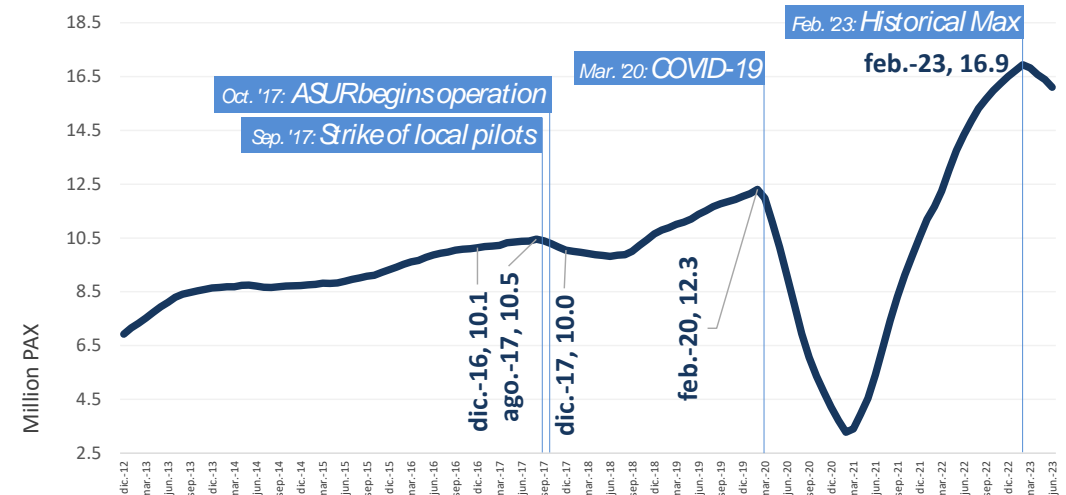
	Annual		% Change
	2021	2022	
<b>Total PAX</b>	<b>10,530,105</b>	<b>16,506,196</b>	<b>56.8</b>
Domestic PAX	8,984,220	13,718,590	52.7
International PAX	1,545,885	2,787,606	80.3

	Jan - Jun		% Change
	2022	2023	
<b>Total PAX</b>	<b>7,678,932</b>	<b>7,274,928</b>	<b>(5.3)</b>
Domestic PAX	6,467,279	5,899,180	(8.8)
International PAX	1,211,653	1,375,748	13.5

Passenger figures exclude transit and general aviation passengers, as reported by ASUR.

## PAX traffic during last 12-months (at each specific date)



Source of PAX Figures from Oct 17: ASUR filings




**ASR**  
 LISTED  
 NYSE

**22** years

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Airplan  
 Total  
 Revenues for  
 6M'23:

## \$1,235,224

(thousands of Mexican pesos, excluding Construction Revenues)



## AIRPLAN: Main Financial Data

	6 months		% Change
	2022	2023	
	Consolidated	Consolidated	
<b>TOTAL Passengers (thousand)</b>	<b>7,913</b>	<b>7,543</b>	<b>(4.7)</b>
<b>Total Revenues</b>	<b>1,300,319</b>	<b>1,242,014</b>	<b>(4.5)</b>
Aeronautical	978,396	919,179	(6.1)
Non-Aeronautical	320,018	316,045	(1.2)
- Commercial Revenues	319,656	313,616	(1.9)
- Commercial revenues per PAX*	40.4	41.6	3.0
Construction Revenues	1,905	6,790	256.4
<b>Total Revenues w/o Construction Revenues</b>	<b>1,298,414</b>	<b>1,235,224</b>	<b>(4.9)</b>
<b>Operating Costs and Expenses (exc. Construct. Costs)</b>	<b>720,233</b>	<b>693,189</b>	<b>(3.8)</b>
Comprehensive Financing Result (Cost)	192,263	46,360	(75.9)
<b>EBITDA</b>	<b>774,944</b>	<b>720,382</b>	<b>(7.0)</b>
<b>Adjusted EBITDA Margin **</b>	<b>59.7%</b>	<b>58.3%</b>	<b>(136 bps)</b>

Thousands of Mexican pesos at an average exchange rate of 250.0574 COP/ MXP

\* For the purpose of calculation, 234.13 and 267.9 thousand transit and general aviation PAX are included in 6M22 and 6M23.

\*\* Adjusted EBITDA Margin excludes the effect of IFRIC12 with respect to the construction of or improvements to concessioned assets, and is calculated by dividing EBITDA by total revenues less construction services revenues

Figures presented in the table above compare Airplan's independent results for the 6-month period ended June 30, 2023 and 2022