















Company Overview

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International

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 forwardlooking 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.





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Long Serving
Experienced
Management

#### Fernando Chico Pardo

Chairman of the Board of Directors

with company since 2005

## Claudio Góngora Morales

General Counsel

with company since 1999

#### Carlos Trueba Coll

General Director of Cancún Airport

with company since 1998

#### Adolfo Castro Rivas

Chief Executive and Financial Officer Head of Investor Relations

with company since 2000

### Alejandro Pantoja López

Chief Infrastructure Officer

with company since 2001

#### Manuel Gutiérrez Sola

Chief Commercial Officer

with company since 2000

#### Héctor Navarrete Muñoz

General Director of Regional Airports

with company since 1999





## Investment Highlights

## Key value drivers



- Long-term concession investments in attractive locations in Mexico, the Caribbean and South America
- 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





23 years

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## Progress on ESG Performance

#### Continuous commitment to implement ESG Best Practices





# 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



Geographical

16 airports

presence



23 years

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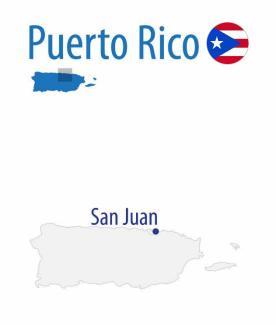
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Source: ASUR Company Filings

# ASUR Consolidated (Annual Figures) 66.3 25.6

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





Airport operations in attractive locations in Mexico, the Caribbean and South America



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

1 airport 10.3 M PAX (2022: 6.5% increase YOY vs 2021) 6 airports
16.5 M PAX
(2022: 56.8% increase YOY vs 202)

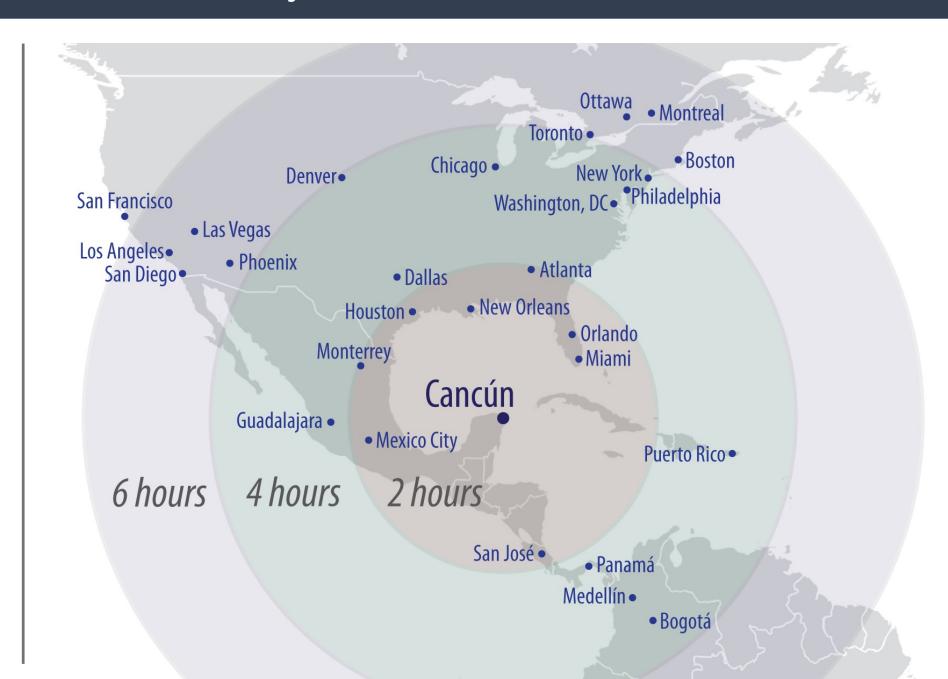


23 years

### Cancún: Close to major Canada, U.S., Mexico & Latin America destinations

Illustrative from various

flight times destinations



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## ASR LISTED NYSE. 23 years

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## Private airports / airport groups listed on global stock exchanges

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







Fernando Chico Pardo & Grupo ADO

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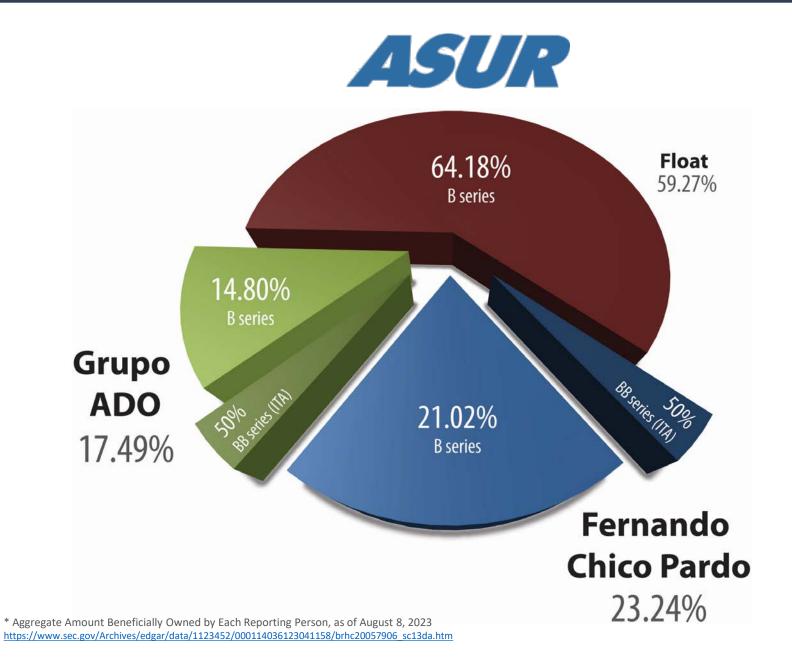
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## **Dual Till** System

Regulated + Non Regulated Revenues



**63.9%** Regulated Revenues Ps. 262.8 Ps. 251.6 **Aeronautical** Airline Fees: Landing, apron parking, overnight parking, use of boarding bridges, security, etc. Passenger Fees: **Domestic & International** Ps. 11.2 Non-Aeronautical 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 Car Parking Retail: Duty Free & Duty Paid **Ground Transport** Food & Beverages

- Advertising
- Banking & Foreign Exchange
- Car Rental

- **Teleservices**
- Others

Direct Commercial Operation (DCO)

**TOTAL** 

Ps. 411.0





## Visibility of capital expenditure requirements through 2023

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**MDP** Committed Investments

1999-2022:

million pesos

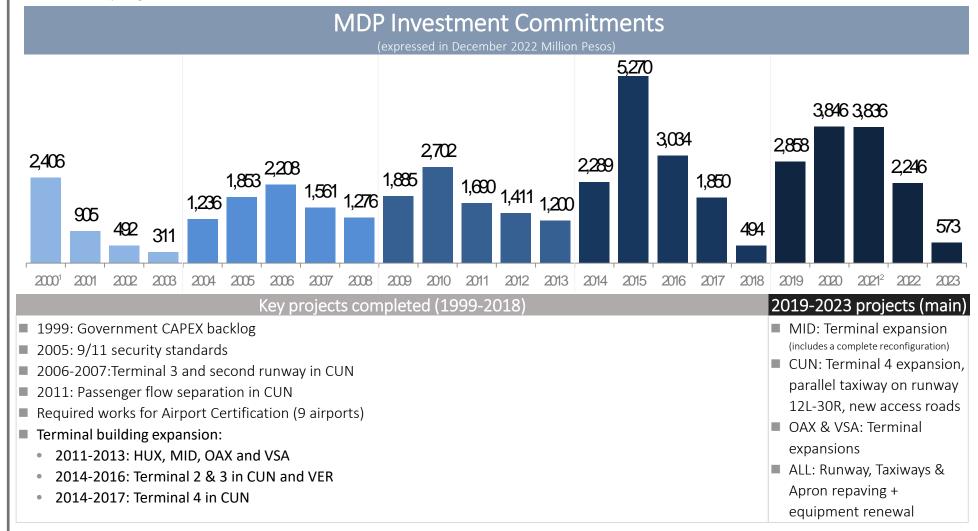
2023:

573

million pesos

46,859

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



<sup>&</sup>lt;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.



#### ASR MISTED NYSE

**23** years

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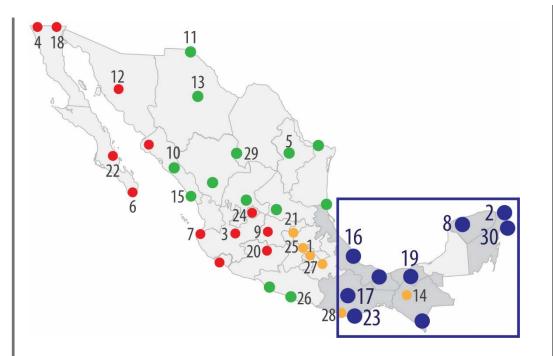
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## ASUR's airports are among the most frequented in Mexico

Mexican
Airports by
PAX
(thousand PAX)



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

لاد 22	dn	Δ'	Pa	ax ('000s	)	Var%	CAGR %
Rank 2022	Group	Airport	2019	2021	2022	22 vs.19	06-22
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	Bajio	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%

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







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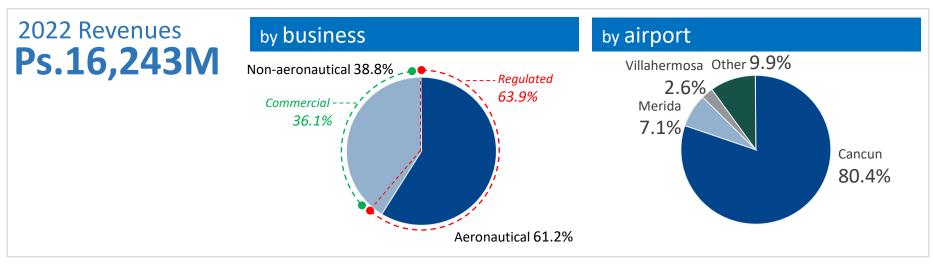
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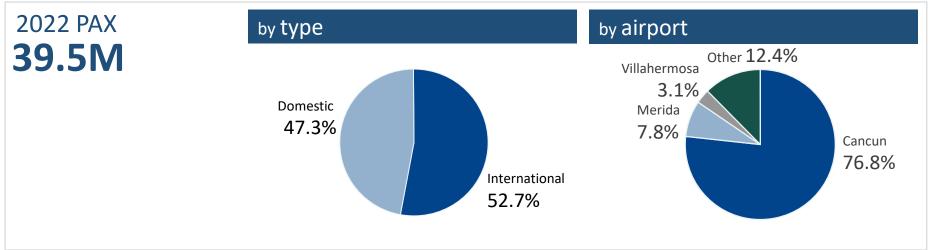
Strategic Matters

International

Total Revenue per PAX:

Ps.411.0





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.



## ASUR traffic evolution (México)

Total PAX

Domestic PAX

International PAX

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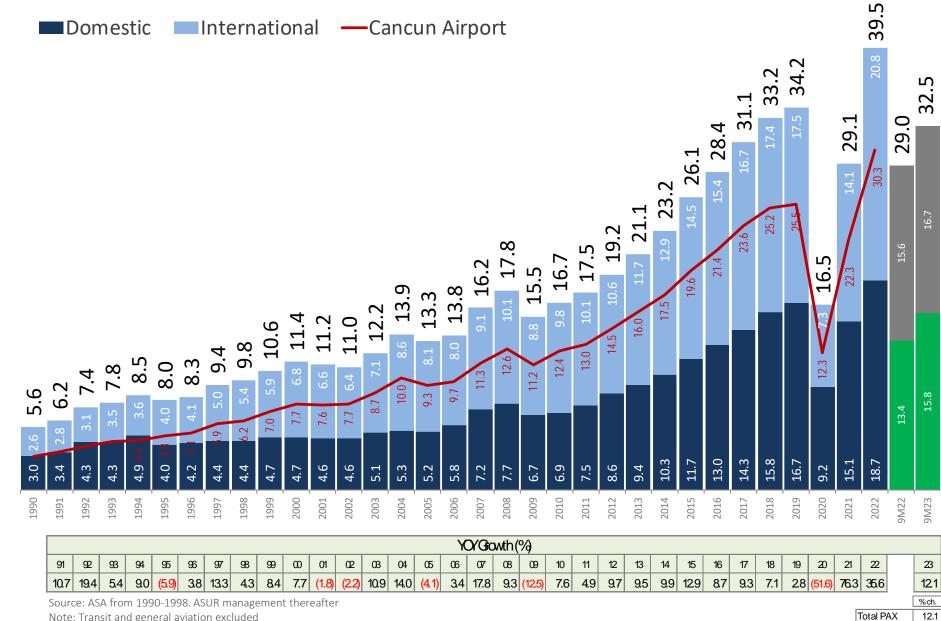
International

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

CAGR '90–'22 (Cancun): **7.5%** 

1990 - 2022TOTAL PAX CAGR:





Note: Transit and general aviation excluded

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



## ASUR has a balanced mix of domestic and international traffic

Passenger traffic by Origin – Destination (million PAX)

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International

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	19.1	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	13.2	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	2.2	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	2.1	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	2.8	86.0	7.1	7.6
ASUR	10.6	11.4	11.3	10.9	12.2	13.9	13.4	13.6	16.1	17.8	15.5	16.7	17.5	19.2	21.1	23.2	26.1	28.4	31.1	33.2	34.2	16.5	29.1	39.5	35.6	100	5.9

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

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

Note: Excludes transit and general aviation;



## Historically, traffic has recovered and grown after exogenous events

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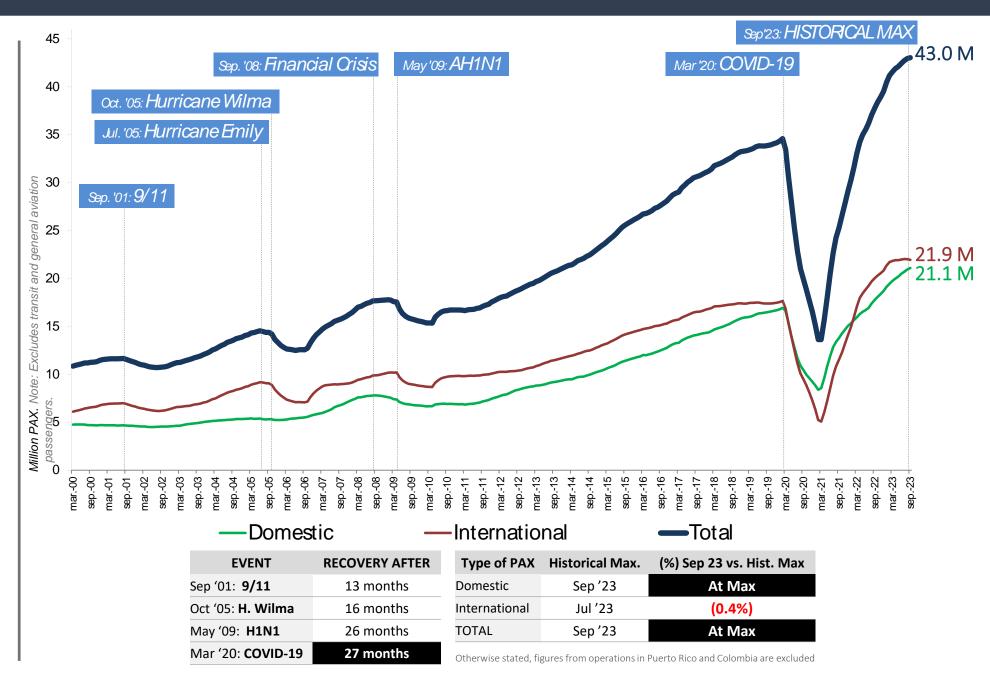
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Passenger traffic during last 12months at each specific date (million PAX)







2023 Industry

Estimates:

available

airplanes

Last update: Jan 2023

377

## After 15 years, 49 additional airplanes available in Mexico

#### ASR MISTED NYSE

23 years

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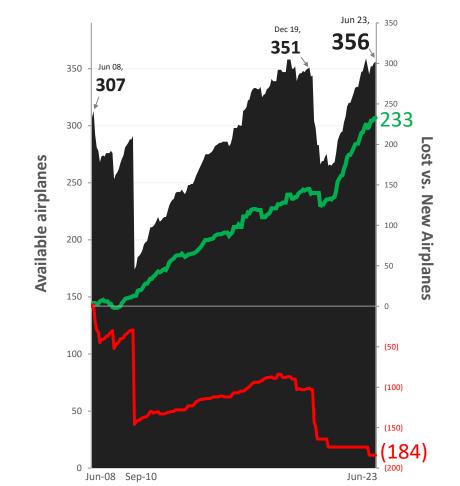
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Source: www.airfleets.net www.aerotransport.org

### Available Airplanes in Mexico



Available airplanes

New airplanes - existing airlines

Lost airplanes - suspended airlines

a) Existing Airlines							
	jun-08 dic-19 jun-23 Ne		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%		
Subtotal	123	268	356	233	189%		

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				
Subtotal	184	83	0	(184)					

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





## Successful commercial strategy

## ASR DISTED NYSE

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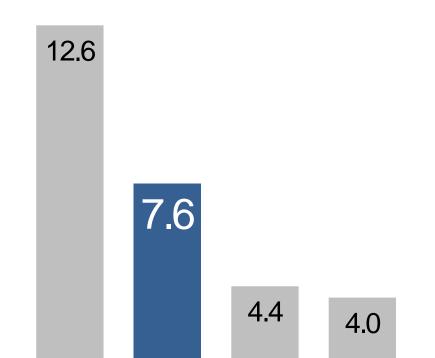
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Selected Int

2022 commercial revenue per PAX

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



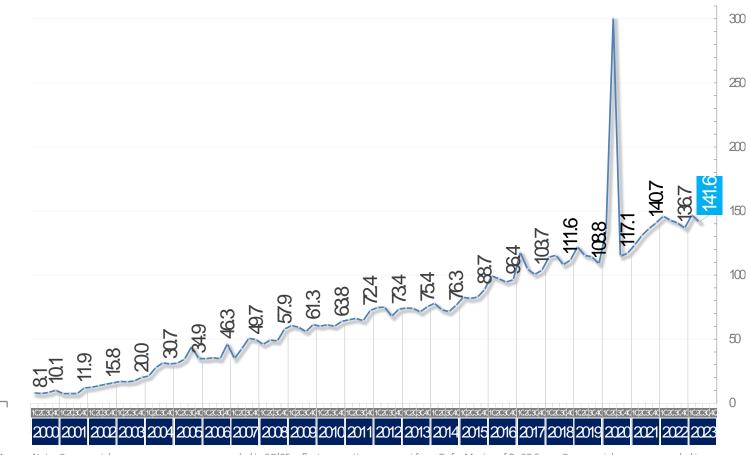
<sup>1</sup> Int. Avg. includes figures for Fraport, Copenhagen Airports and Vienna Airport; Note: OMA commercial revenues exclude revenues from Cargo, NH Hotel (Mexico City Airport), Hilton Garden Inn Hotel (Monterrey Airport) & Aero Ind. Park; GAP commercial exclude revenues from Montego Bay & Kingston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

OMA

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

#### 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





## Track record of consistent revenue growth and profitability

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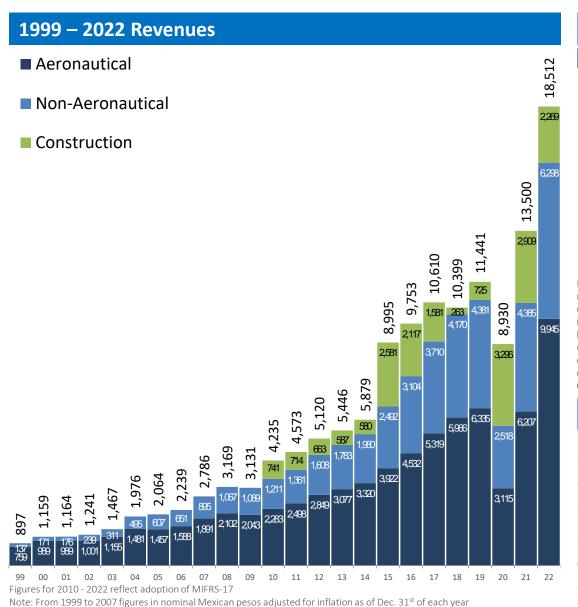
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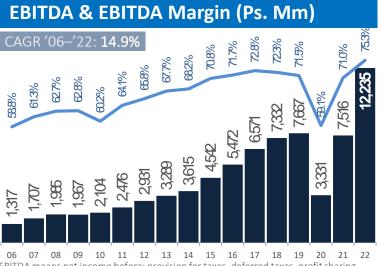
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Total Revenues CAGR 1999 – 2022: 13.4%

(Not including Revenues from Construction Services)





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 CA	GR (%)
Passenger traffic	5.9%
Total revenues	13.4%
EBITDA	15.1%
Net income	19.1%
Mexican CPI	4.7%

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.



## ASUR has positively differentiated itself ...

**CAGR in Revenues 2006 – 2022 (%)** 



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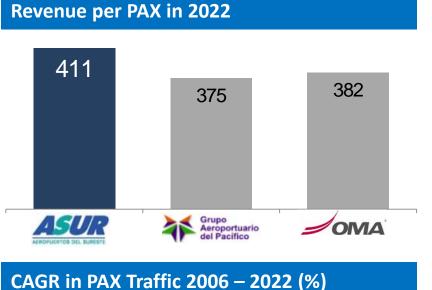
Financial <u>Information</u>

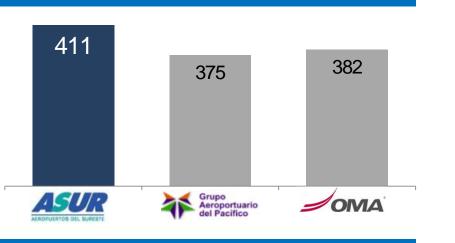
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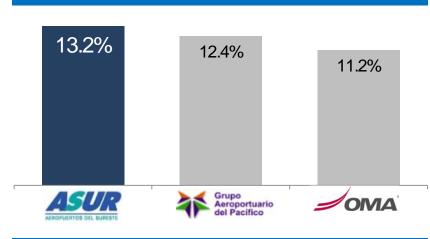
International

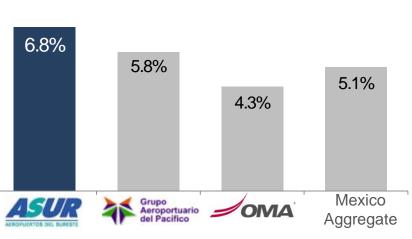
ACI has named Cancun as the best airport in Latin America for 4 consecutive years

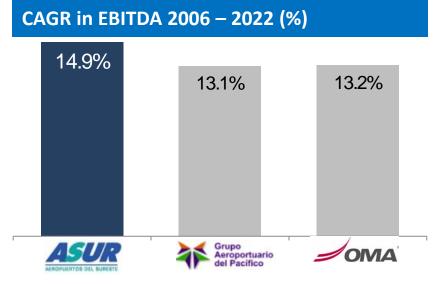












- Revenues from Construction services are excluded for ASUR, GAP & OMA
- ASUR figures exclude 2022 PAX, revenues & EBITDA from its participation in San Juan Airport Operations (Puerto Rico) & Airplan (Colombia)
- GAP figures exclude 2022 PAX, revenues & EBITDA from Montego Bay & Kingston Airport Operations.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





## Operating leverage as passenger traffic grows

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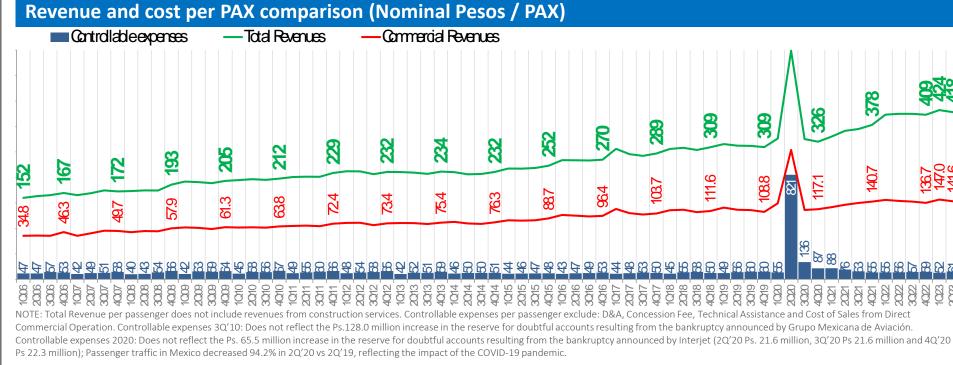
Commercial Revenues

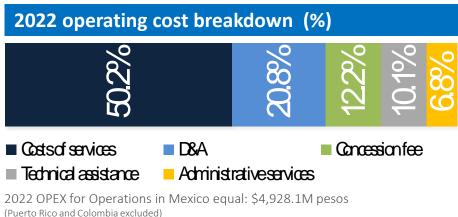
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Revenues have grown at a faster rate than total costs and PAX traffic





EBITDA	14.9%	Total costs	8.1%
Net Income	18.7%	Mexican inflation (CPI)	4.5%
		Mexican GDP growth	1.5%
· ·	,	tion growth rate calculated as the %	0

**6.8%** Cost of services

**13.2%** Administrative services

8.4%

7.0%

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.

**Growth rates: '06 – '22 CAGR (%)** 

Passenger traffic

Revenues

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



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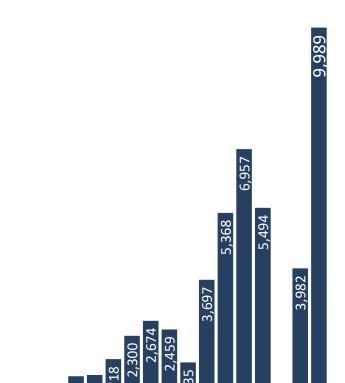
International

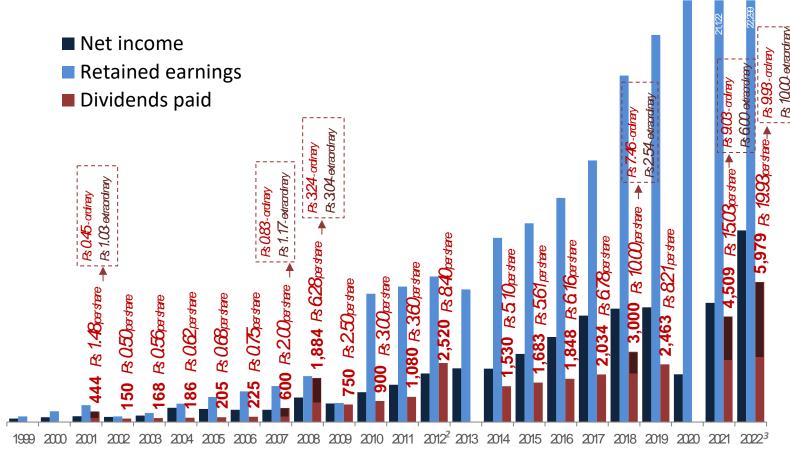
## Profitability indicators

Dividends evolution 1999 - 2022

EBITDA — CAPEX (Ps. million)

Net Income, retained earnings and dividends evolution (Ps. thousands) 1





2012 Note: Retained Earnings for the years 2010 - 2022 reflect the adoption of IFRS

2013 2014 2015

2016

2017

2021

1 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; Note: 4.00 pesos per share paid in December 2013. 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.





23 years

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## Robust corporate governance and board of directors

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



Short & Long Term Objectives

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







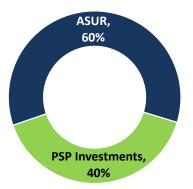


Puerto Rico & Colombia

## AEROSTAR AIRPORT HOLDINGS LLC

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

Ownership:



#### Airports:

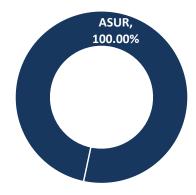
SJU: Luis Muñoz Marin (SAN JUAN)



Country: Colombia

Start of Operations: Oct 19th, 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)

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10 years of successful operation in San Juan, Puerto Rico





- 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.



## Aerostar: Passenger Traffic Information



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AEROSTAR AIRPORT HOLDINGS LLC

Total Passenger Traffic 2022: 10.3M

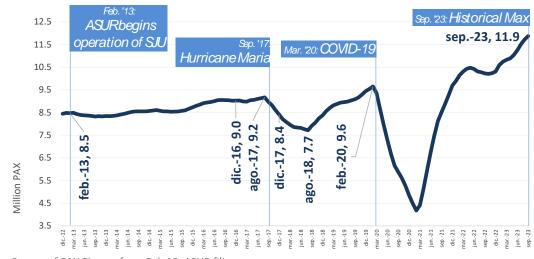
- SJU accounts for over 89.5% of Puerto Rican passenger traffic (as of the end of 2022)
- Approximately 83% of enplanements are origin and destination ("O&D")
- SJU is served by a strong and diverse group of 35 airlines
- Aerostar works closely with the airlines and the Puerto Rico Tourism Company in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

Sammary of Fassenger frame								
	Ann	%						
	2021	2022	Change					
Total PAX	9,684,227	10,310,990	6.5					
Domestic PAX	9,138,875	9,404,031	2.9					
International PAX	545,352	906,959	66.3					
	bn -	Son	0/					

Summary of Passenger Traffic

	Jan -	%	
	2022	2023	Change
Total PAX	7,714,993	9,276,974	20.2
Domestic PAX	7,041,345	8,304,336	17.9
International PAX	673,648	972,638	44.4

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



Source of PAX Figures from Feb 13: ASUR filings



## Aerostar: Financial Information 6M 2023





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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 mo	nths	% Charge
	2022	2023	% Change
	Consolidated	Consolidated	
TOTAL Passengers (thousand)	5,174	6,106	18.0
Total Revenues	2,013,794	2,047,559	1.7
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)
Total Revenues w/o Construction Revenues	1,860,267	1,930,754	3.8
Operating Costs and Expenses (exc. Construct. Costs) **	822,075	953,514	16.0
Comprehensive Financing Result (Cost)	(216,235)	(220,950)	2.2
EBITDA	1,081,293	1,053,944	(2.5)
Adjusted ⊞ITDA Margin **	58.1%	54.6%	(354 bps)
000 of Mexican Psat an avg. Exch. rate of 18 6711			

000 of Mexican Psat an avg. Exch. rate of 18.6711

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

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

<sup>\*\*</sup> The increase primarily due to the recovery of expenses under the ORRSAA Act for an amount of Ps.252.3 million in 2Q23, compared to a benefit of Ps.175.2 million in 2Q22. Excluding this effect, expenses would have increased 10.9%



## Aerostar: Commercial Information 6M 2023



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Aerostar Commercial Revenues per Passenger for

6M'23:

\$145.6

(Mexican pesos per passenger)

AEROSTAR

AIRPORT HOLDINGS LLC

AEROSTAR: Commercial Revenues						
	6 months		% 6 mo		nths	%
	2022	2023	Change	2022	2023	Change
	Consolidated	Consolidated		Consolidated	Consolidated	

#### **TOTAL**

Commercial Revenues	797,479
000	174,627
vithout DCO	622,852

CA.	SSEN	11.3FF	<b>T</b>
			•

(5.5)	145.6	154.1
1.7	34.3	33.8
(7.6)	111.3	120.4

TOTAL: Thousands of Mexican pesosat an average exchange rate of 17.7012;

PERPASSENGER: Mexican pesosat an average exchange rate of 17.7012;

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

889,014

209.510

679.504

11.5

20.0

9.1

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









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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%.



## Airplan: Passenger Traffic Information



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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
- March 2023: Suspension of operations of two local airlines in Colombia

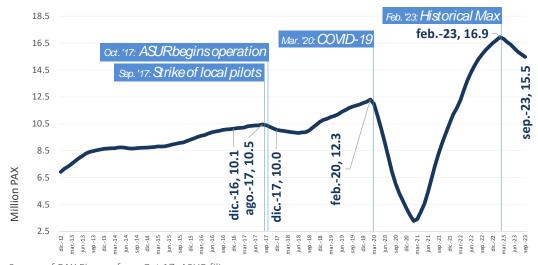
#### **Summary of Passenger Traffic**

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

	Jan - Sep		%
	2022	2023	Change
Total PAX	12,048,267	11,011,229	(8.6)
Domestic PAX	10,056,838	8,850,024	(12.0)
International PAX	1,991,429	2,161,205	8.5

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



## Airplan: Financial Information 6M 2023



23 years

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Airplan Total Revenues for 6M'23: **AIRPLAN:** 

\$1,235,224

(thousands of Mexican pesos, excluding Construction Revenues)



Main Financial Data				
	6 moi	6 months		
	2022	2023	% Change	
	Consolidated	Consolidated		
TOTAL Passengers (thousand)	7,913	7,543	(4.7)	
Total Revenues	1,300,319	1,242,014	(4.5)	
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	
Total Revenues w/o Construction Revenues	1,298,414	1,235,224	(4.9)	
Operating Costs and Expenses (exc. Construct. Costs)	720,233	693,189	(3.8)	
Comprehensive Financing Result (Cost)	192,263	46,360	(75.9)	
EBITDA	774,944	720,382	(7.0)	
Adjusted BITDA Margin **	59.7%	58.3%	(136 bps)	

Thousands of Mexican pesosat an average exchange rate of 250.0574 COP/ MXP

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

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

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