

CORPORATE
PRESENTATION



BUSINESS FUNDAMENTALS



- One of the most relevant Real Estate developers in Mexico
- Residential, resort and commercial segments
- Portfolio of projects that are icons of Real Estate development in Mexico
- Integrated business process:
 - Find land reserves
 - Conceptualize what can be developed
 - Run the development and commercialization
 - Lay the groundwork for the proper operation of the developments, and if applies, operate them
- Company managed by Cash Flow through the following guidelines:
 - Optimizing projects development through time
 - Synchronize inflows and outflows
 - Minimize overhead expenses through specialized service contracts with outsourcing
 - Project development and investment by stages
 - Project financing by presales



STRATEGY



- **Leadership:** Being a leader and stay in the forefront for the high economic level Real Estate market in Mexico, focused on domestic and foreign customers
- **Diversification:** Find a balance in the projects portfolio mix, performing an ongoing analysis of market segments, looking for new investment opportunities
- **Innovation:** Innovate as a way to maximize the potential and define a specific sales strategy for each development, using customers base for new projects
- **Strategic Alliances:** Develop unique and large scale projects with globally recognized brands
- **Integration:** Being inclusive of different activities in the Real Estate process with a compact structure supported with experienced executives and with the outsourcing of specialists and services
- **Excellent image and reputation:** Take advantage of the prestige and recognition, of nearly 40 years in the market



BUSINESS OPPORTUNITIES

Take advantage of Tourism Market Generators

- Climate, culture, geography, proximity to the U.S.
- Baby boomers and retired people
- Legal status of land, title insurance
- Property value in Mexico

Take advantage of Real Estate and Housing Market Generators

- Population growth
- Demand for gated communities

Growing up with a balanced portfolio of projects, exploring new opportunities in the following market segments:

- Residential Touristic Projects
- Investment in hotels
- Commercial and Industrial buildings
- Investment in offices



A low-angle, upward-looking photograph of a modern skyscraper. The building is constructed from light-colored concrete and features a dense grid of windows. A prominent architectural feature is a large, rectangular void in the upper section of the building, supported by thick concrete columns. The sky is blue with scattered white clouds.

DEVELOPED PROJECTS

BOSQUES DE LAS LOMAS

Mexico City

1,500 acres

5,000 residential units

Period of sales: Late 60's – late 90's

- Residential and commercial high level development located in the west area of Mexico City, that represents the origin of DINE's vision
- It anticipated the needs of the residential market



ARCOS BOSQUES CORPORATIVO



Mexico City

2.4 million sqft of GLA

11,000 parking spaces

- One of the largest office complex of its kind in Mexico City, a symbol of modern architecture
- Located in Bosques de las Lomas, the west area of Mexico City
- This project was conceived under a comprehensive master plan with the highest specifications



SANTA FE SHOPPING MALL



Mexico City

400 tenants, 6 anchor stores

8,000 parking spaces

2.5 million sqft of GLA

- One of the largest malls in Latin America, built on 59,000 m², which was the anchor of the Santa Fe area
- Operations started in 1993
- Located in Santa Fe, west area of Mexico City
- It has excellent access that communicate with residential and corporate highest level areas
- Functional architectural design that included:
 - 3 anchor stores: El Palacio de Hierro, Liverpool and Saks Fifth Avenue
 - Movie theaters and restaurants



CURRENT PROJECTS

PUNTA MITA



PUNTA MITA



Residential Tourist Project

Estimated horizon: 1994 - 2030

Location: State of Nayarit (Pacific Coast)

Area: 700 Ha

- Projected sales of the development over its entire lifespan: amount to over USD \$2.5 BN
- DINE is the master developer and land owner of the project which includes:
 - 4 luxury hotels, currently Four Seasons and St. Regis and 2 other to be developed
 - 2 Championship Golf Courses, designed by Jack Nicklaus
 - 4 beach clubs, a tennis center, a pier, and other world class amenities



PUNTA IXTAPA



PUNTA IXTAPA



Residential Tourist Project

Estimated horizon stage 1: 1992 - 1996

Estimated horizon stage 2: 2007 -2021

Location: State of Guerrero (Pacific Coast)

Area: 39 Ha

Total density: 244 units

- Tourist residential development located in the Mexican Pacific coast, 30 minutes from the international airport in Ixtapa – Zihuatanejo
- Is a tropical paradise with spectacular views in a community with a natural, exclusive and secure environment. Including 3 stunning beach clubs, where you can enjoy access to 6 private beaches
- The project is divided into 2 stages and includes:
 - First stage: 180 units of lots, villas, and houses, fully completed
 - Second stage: 64 apartments



PUNTA GORDA



PUNTA GORDA



Land Reserve

Estimated horizon: 2021 - 2040

Location: Los Cabos, Baja California Sur

Area: 750 Ha

Total density: 650 units

- Sole undeveloped property of its size in Los Cabos
- The preliminary master plan includes a resort development besides sea-view villas, single-family lots, a private golf course, and beach clubs, among other amenities



BOSQUES DE SANTA FE



BOSQUES DE SANTA FE



Residential Project

Estimated horizon: 1998 - 2022

Location: Santa Fe, Mexico City

Area: 107 Ha

Total density: 675 units

- Located in glen, it is a closed high level residential community. Its natural beauty, a private club and its closeness to the best residential, commercial and corporate zone, offers its residents a privileged life quality in a framework of privacy and security
- The project consists of 196 single-family lots, 479 departmental units, 9 hole golf course, club house and huge green areas





LA ESTADÍA



Residential Project

Estimated horizon: 2016 -2022

Location: State of Mexico

Area: 4.2 Ha

Total density: 41 units

- Rinconada de la Estadía is a development located in the State of Mexico, within the residential subdivision. It offers the beauty, design and distinguished characteristic of our projects.
- Spaces with a great distribution to capture wonderful views within a bright colorful forest
- Stages:
 - 1st stage 95% sold.
13 houses.
450 approx. Construction and land of 600m2
 - 2nd stage newly launched lots, around 650m2
14 lots.



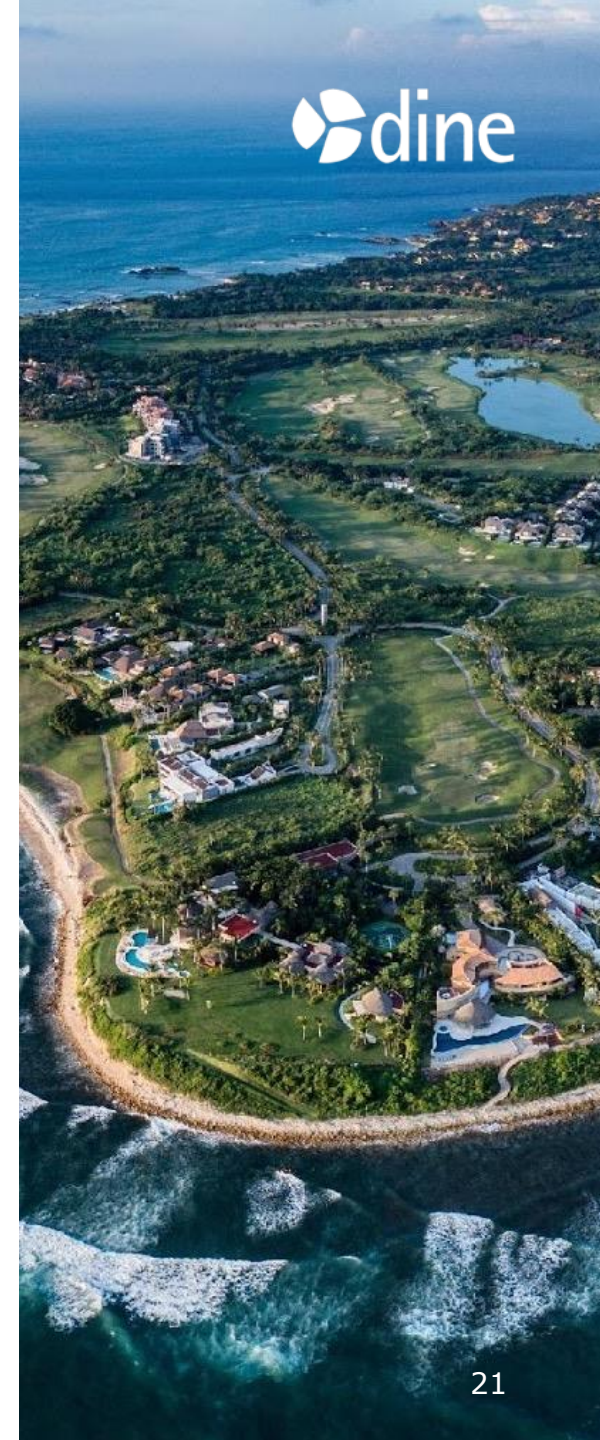
FINANCIAL HIGHLIGHTS 2020

Million pesos	2020
Sales	761.2
Operating Cash Flow ¹	90.5
Real State Inventories	3,637.0
Equity	3,463.7

1. Operating Cash Flow comprises income from collection minus expenditures in project investments and operating expenses.



FOOTPRINT



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