# CORPORATE PRESENTATION FIRST QUARTER 2022

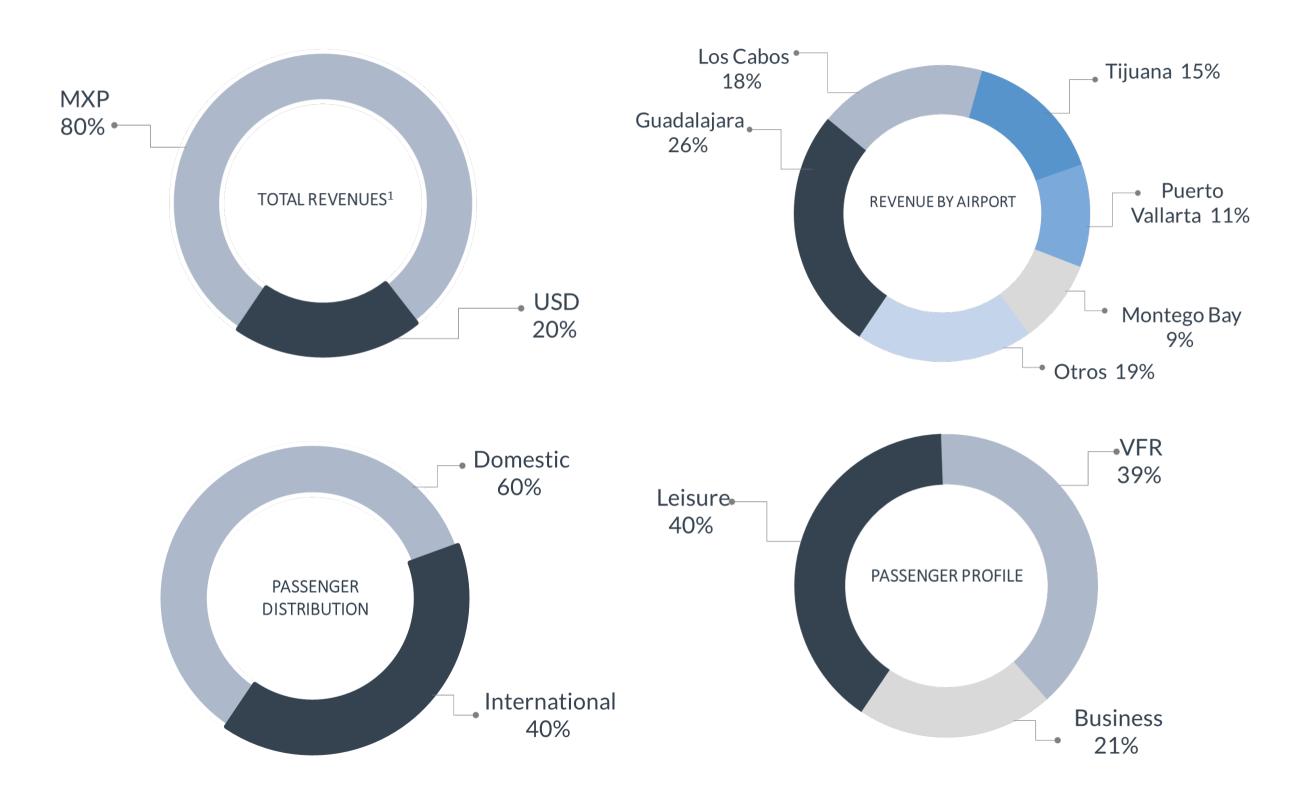








# GAP's Competitive advantages 2021



## 2021 - OUTSTANDING YEAR POST PANDEMIC

- > 88% recovery of traffic versus 2019, driven by remarkable performance of Tijuana airport
- > Positive rebalance of Mexican concessions, tariffs enacted in January 2021
- > Support to airlines and tenants through discounts and incentives
- ➤ Highest EBITDA in GAP's history
- > Return to previous shareholder distribution levels
- > Strong CAPEX deployment at our major airports
- > Our 14 airports are now generating clean energy, using solar panels

### 2022 – The Future IS BUILT HERE

- Expecting robust passenger growth for the coming years:
  - 28% increase in seat capacity in 2026
  - Increase ~13k in room capacity in leisure destinations
  - Remittances growth
  - Potential increase in international traffic in Tijuana
- > Preparing infrastructure for future demand, in the airside and landside
- Expansions at all terminals, as well as new terminals in Tijuana, Guadalajara and Puerto Vallarta (from 280k Terminal sqm in 2019 to 590k Terminal sqm 2026e)
- > Developing commercial businesses; parking lots, hotels, VIP lounges
- Focus on transforming travel journey into a top experience for passengers
- ➤ ESG 2030 new goals

## Outstanding financial performance 1Q22



12.6 million

Passengers

- ↑ 69.9% vs 2021
- ↑ 5.8% vs 2019





 $\frac{2}{2}$ ,000 million  $\frac{2}{2}$  14.40 per share

Repurchase program & dividend per share approved at the Shareholders' meeting



 $\frac{8}{2}$  5,022 million

Revenues<sup>1</sup>

- ↑ 85.4% vs 2021
- ↑ 42.2% vs 2019



\$\frac{2}{2}\$,708 million EBITDA, Margin<sup>1</sup>73.8%

- ↑ 111.0% vs 2021
- ↑ 48.3% vs 2019



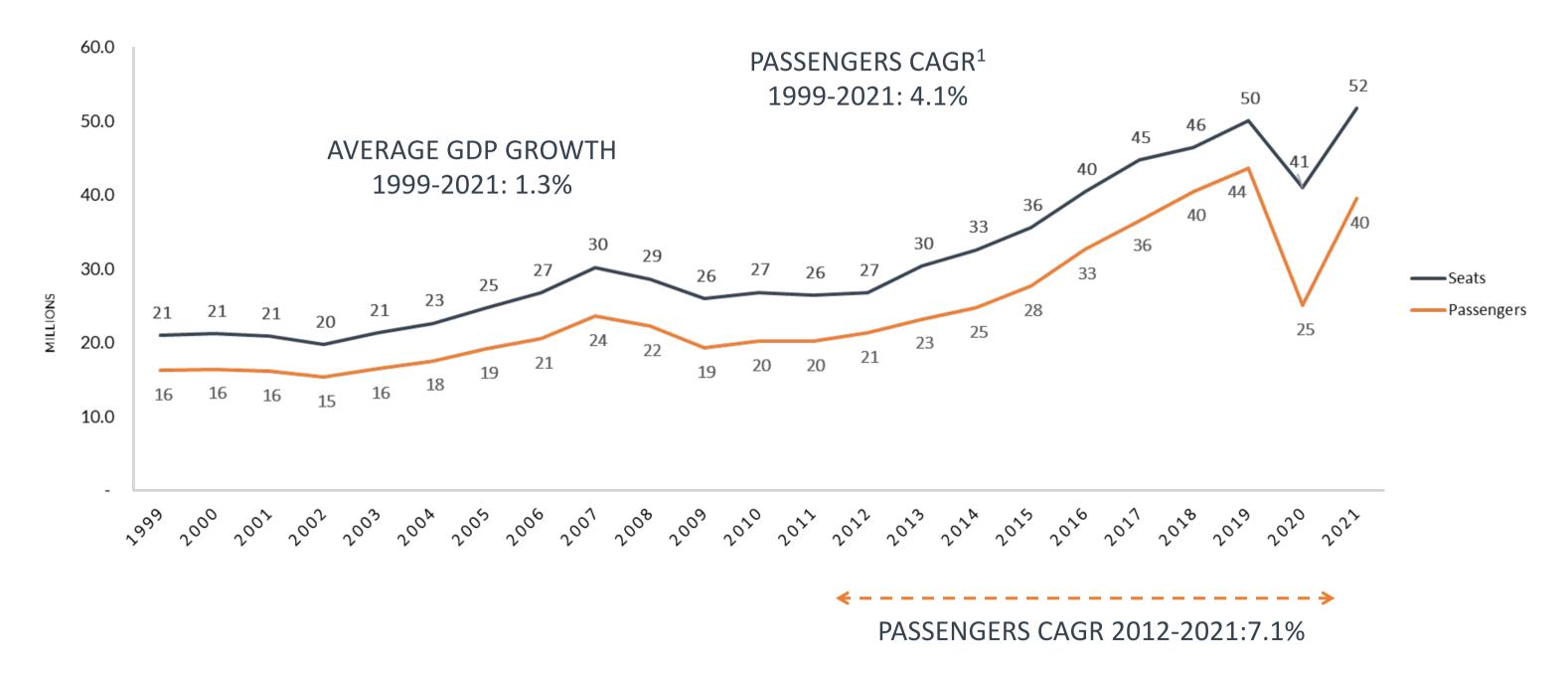
 $\frac{8}{2}$  2,327 million

Net Income

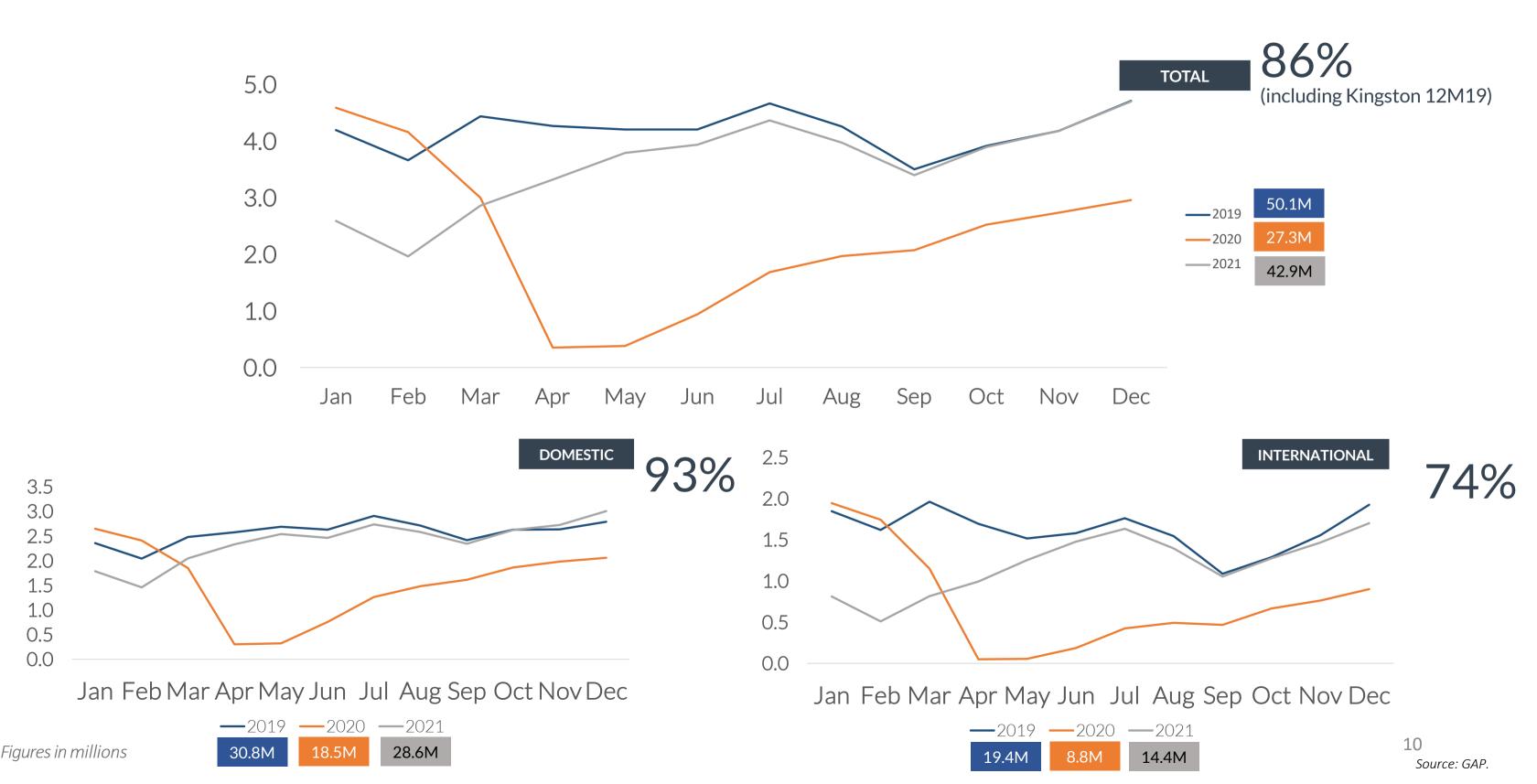
- ↑ 124.3% vs 2021
- ↑ 66.5% vs 2019



#### Passenger traffic evolution in Mexico



# Monthly traffic evolution 2019-2021



# Passenger traffic evolution by Airport

Airport	3M22	Change						
		vs 3M19	21 vs 20	20 vs 19	19 vs 18	18 vs 17	17 vs 16	16 vs 15
Guadalajara	3,330.3	-2.3%	50.7%	-45.3%	3.4%	12.1%	12.4%	16.4%
Tijuana	2,744.1	35.9%	53.2%	-29.2%	13.9%	10.3%	12.2%	30.0%
Los Cabos	1,637.6	12.9%	81.1%	-45.4%	6.9%	6.9%	15.6%	16.3%
Puerto Vallarta	1,559.8	-3.0%	62.5%	-49.8%	6.0%	5.4%	11.3%	13.1%
Montego Bay	928.1	-30.6%	60.3%	-65.8%	5.0%	6.1%	8.3%	4.3%
Guanajuato	557.9	-11.9%	52.7%	-49.6%	17.8%	19.6%	14.3%	14.7%
Hermosillo	401.8	-0.1%	58.5%	-47.5%	7.5%	7.1%	4.3%	15.7%
Mexicali	291.4	8.9%	57.8%	-42.2%	5.3%	41.6%	12.3%	20.2%
Morelia	263.9	24.8%	50.0%	-29.7%	23.0%	17.9%	15.5%	12.0%
La Paz	245.6	15.0%	60.5%	-43.1%	8.8%	9.2%	0.2%	24.1%
Kingston**	268.3	N/A	31.9%	54.0%	NA	NA	NA	NA
Aguascalientes	205.1	9.4%	66.8%	-44.6%	-1.2%	15.2%	8.7%	9.6%
Los Mochis	97.8	14.5%	72.1%	-45.4%	13.5%	-1.1%	0.3%	19.4%
Manzanillo	49.6	-18.6%	54.6%	-50.6%	1.3%	-5.2%	-6.8%	0.4%
Total	12,581.4	5.8%	57.1%	-43.9%	8.4%	10.4%	11.4%	16.5%

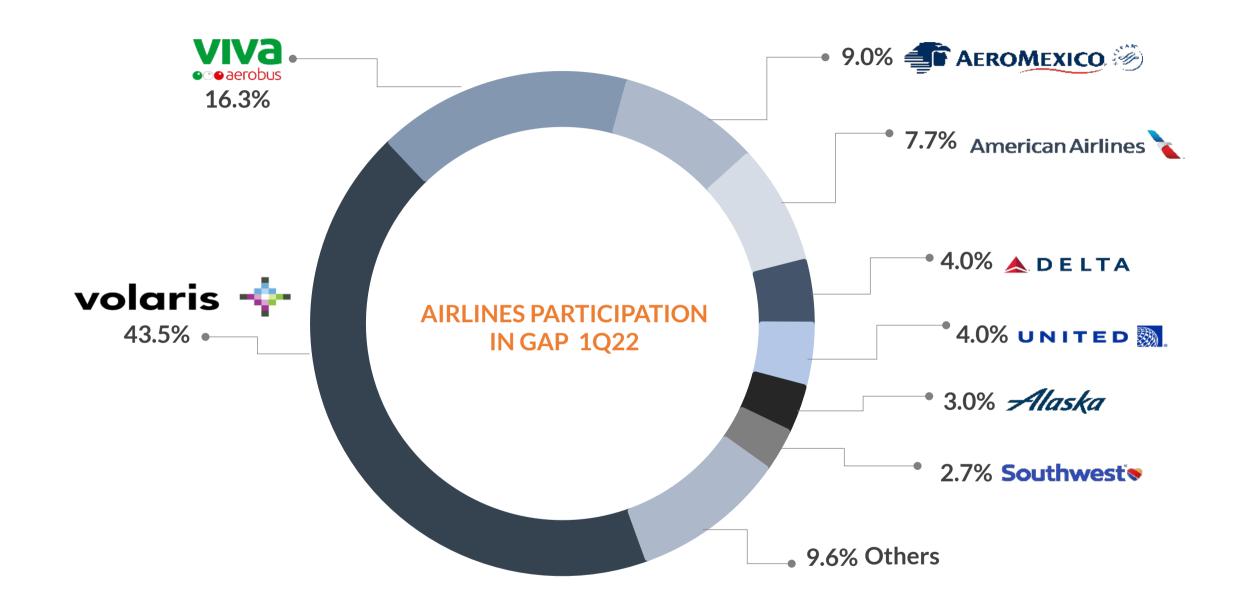
Figures expressed in thousands

Domestic
vs 3M19
11.3%

International vs 3M19 5.8%

<sup>11</sup> 

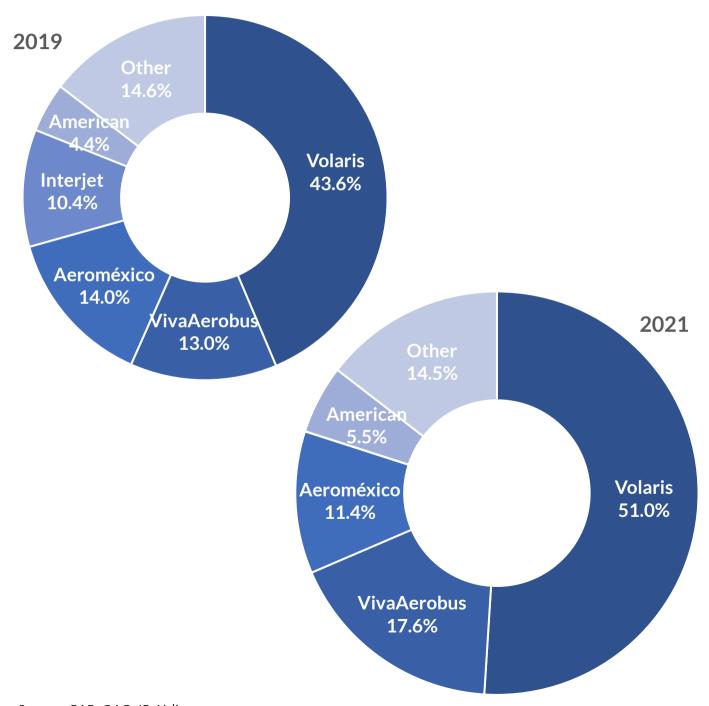
# Diversifications of carriers 1Q22

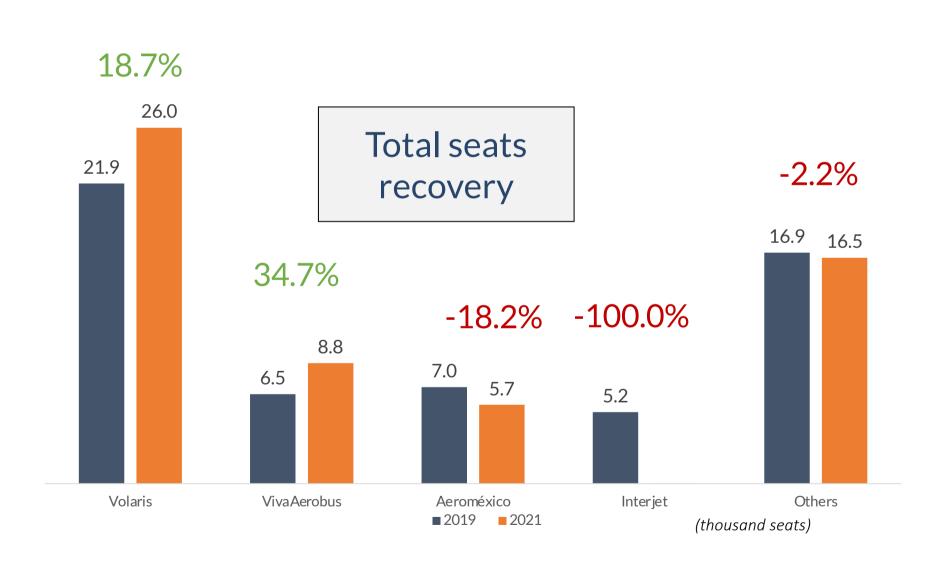


## Airlines recovery at GAP Mexican airports 2021 vs 2019

#### Market Share by Airline 2019-2021

#### Seats Offering & Growth 2021 vs 2019



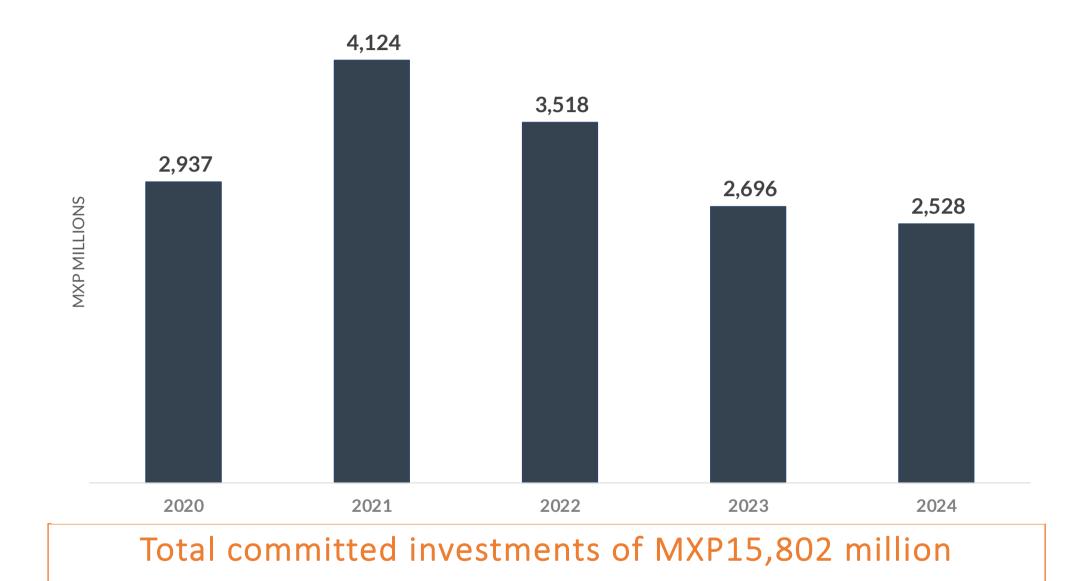


13



# MASTER DEVELOPMENT PROGRAM 2020-2024

#### MDP Mexico 2020-2024



<sup>\*</sup>Figures expressed in pesos as of December 31, 2017

The Capital Development program for our Jamaican airports is under review

# Guadalajara Second Runway and Second Terminal

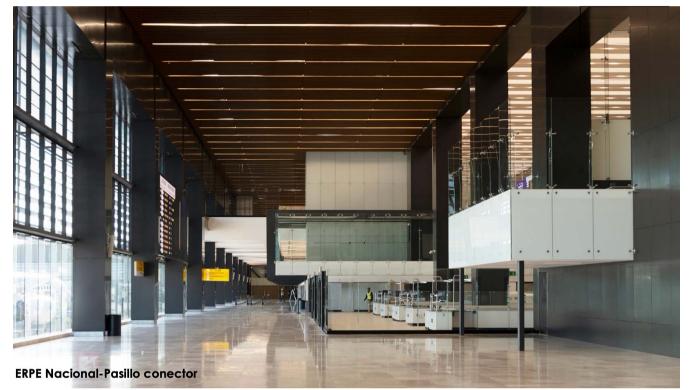
- Infrastructure development to meet future demand and ensure a seamless connection process, includes:
- Second runway
- New aprons
- New terminal building (will start in this quinquennium and will continue in the next five year-period)
- Popportunity to transform Guadalajara Airport into a HUB, driven by its outstanding domestic and international connectivity:
- More direct routes to U.S. than Mexico City (28)
- 33 domestic routes
- 29 international routes
- ➤ Total investment of MXP 6,330 millions\*

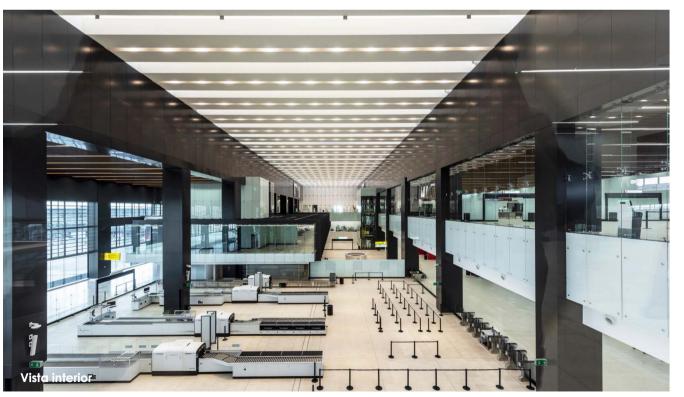




# Tijuana Terminal Processor Building

- ➤ Building that will enable international passengers in transit to go through Tijuana Airport in a fast way without being processed by Mexican Authorities (+39,500 sqm)
- Possibility to develop international routes from/to Asia, U.S. and Latin America
- Total investment in Tijuana of MXP 2,980\* millions
- Construction already commenced and will start operations during second quarter of 2022





17

\*Figures expressed in pesos as of December 31, 2017

## Puerto Vallarta New Terminal Building

- ➤ New terminal building under the concept "Net-Zero" energy
- ➤ 8 additional aprons
- ➤ 15 additional boarding gates
- Opportunity to develop more commercial offer
- Total investment of MXP 3,026 millions\*
- > +42,000 sqm
- Construction will start in 2022 and conclude during 2024







# Los Cabos Terminal expansion

- Expansion of international Terminal Building (+10,500 sqm)
- 28 additional aprons
- Two additional boarding gates
- Opportunity to develop more commercial offer
- ➤ Total investment of MXP 1,579 millions\*
- Construction already commenced and will conclude during 2022







# ENVIRONMENTAL, SOCIAL & CORPORATE GOVERNANCE

# Sustainability Achievements



UN Global Compact

GAP is adhered to the Global Compact, supporting its ten principles, since 2020.



Environmental Management System ISO 14001-2015. 12 airports certified.



PROFEPA Environmental Quality

All GAP airports in México, are part of this voluntary program, which recognizes compliance with legal requirements and the implementation of best practices in the industry.



National Registry of Emissions.

Reporting annually in this registry and verify every 3 years, the consolidated emission reports in accordance with the NMX-SAA-14064-3-IMNC standard.



Airport Carbon Accreditation (ACI). We participate in the ACA program aimed at calculating the carbon footprint and reducing CO<sub>2</sub> emissions. We have 13 accredited airports, 3 for demonstrating reduction and the rest for their emission mapping.



UN Sustainable Development Goals (SDG) We have initiatives and projects that contribute primarily to 11 of the 17 goals

## Sustainability Achievements



ISO 9001:2015 Quality
Management System
We have 12 certified airports



Super Empresas - Expansión
We participate in this ranking,
positioning ourselves within the TOP
15, as a company where everyone
wants to work.



### Expansión Socially Responsible Company

We participated for the 13th consecutive year in this program for our social responsibility initiatives.



Bloomberg Gender-Equality Index Since January 2022, we have been included in this index, due to our initiatives aimed at achieving gender equality.



#### CDP

We participated for the 2nd time in the CDP survey on climate change.



500 companies against corruption - Expansion
Positioned on position 1 since 2021.

#### S&P Global

#### S&P Global CSA

For the first time, we actively participated in S&P's Global Corporate Sustainability Assessment (CSA), leveraging our sustainability reporting to meet their requirements.



#### Sustainability Index

Since 2021, GAP is part of the sustainability index, as a result of its participation in the S&P CSA.

#### Social Commitments

- ➤ GAP Foundation has the purpose of improving the social well-being of the communities close to GAP airports through educational initiatives: GAP Schools and Community Training Centers
- Fig. GAP Schools are schools at the primary and secondary level that provide excellent education and food at no cost, currently there are three schools in the communities near the Guadalajara and Los Cabos airports, with 1,071 students in 2021, jointly
- Community Training Centers provide semi-formal and formal education to the airport community that promote job skills and personal development, reaching 8,322 students in 2021
- > Donations for more than MXP 200.0 million in the last five years
- Socially Responsible Company Distinction for the twelfth consecutive year
- In 2022, we were included for the first time in the Gender Equality Index by Bloomberg





### Corporate Governance

- > GAP complies with the **best national and international Corporate Governance practices** to maximize value creation, optimize decision-making and promote a culture of compliance and accountability.
- The Board of Directors is responsible for the administration of the Company. The directors are elected for a term of one year at the Annual Ordinary Shareholders' Meeting
- Currently, our Board is made up of 11 members, of which 7 are independent (63%), complying with Mexican legislation
- Four Committees: Operating, Acquisitions, Nomination and Compensations, and Audit and Corporate Practices. The four Committees have been set up by the Board of Directors to support their responsibilities, on a technical basis and in order to achieve greater efficiency and transparency
- > 100% attendance at Board meetings and their respective committees during 2021
- > 27% of the Board of Directors are women

