



Mexico's Leading Sustainable Land Developer & Homebuilder



Replicable Impact Investment Platform

June 2023



Vinte in one slide

+54,949
developed &
sold homes in
20 years

**Supported
by Impact
Investors**



Stock listed in
Grupo BMV
since 2016 (&
10 long-term
debt bonds
since 2011)



1st to certify EDGE
homes worldwide in
2012 and current
leading homebuilder
worldwide in # of
EDGE homes.



2 awards on
Real Estate &
Water Categories

602
hectares in land
reserve for the
next 8 years

32 USD million annual
investments in infrastructure
and urbanization:

323 rain
collection
systems

9 water
treatment
plants

28 schools

9km
of roads

**Proptech
Strategy** 5,018
homes sold
through digital
media since
2017

**4 Proptech
Technology-1st
Investments:**
■ Homie
■ Casa Bravo
■ Yave
■ i-Ventas

New in-house iBuying
platform **Xante**
by Vinte

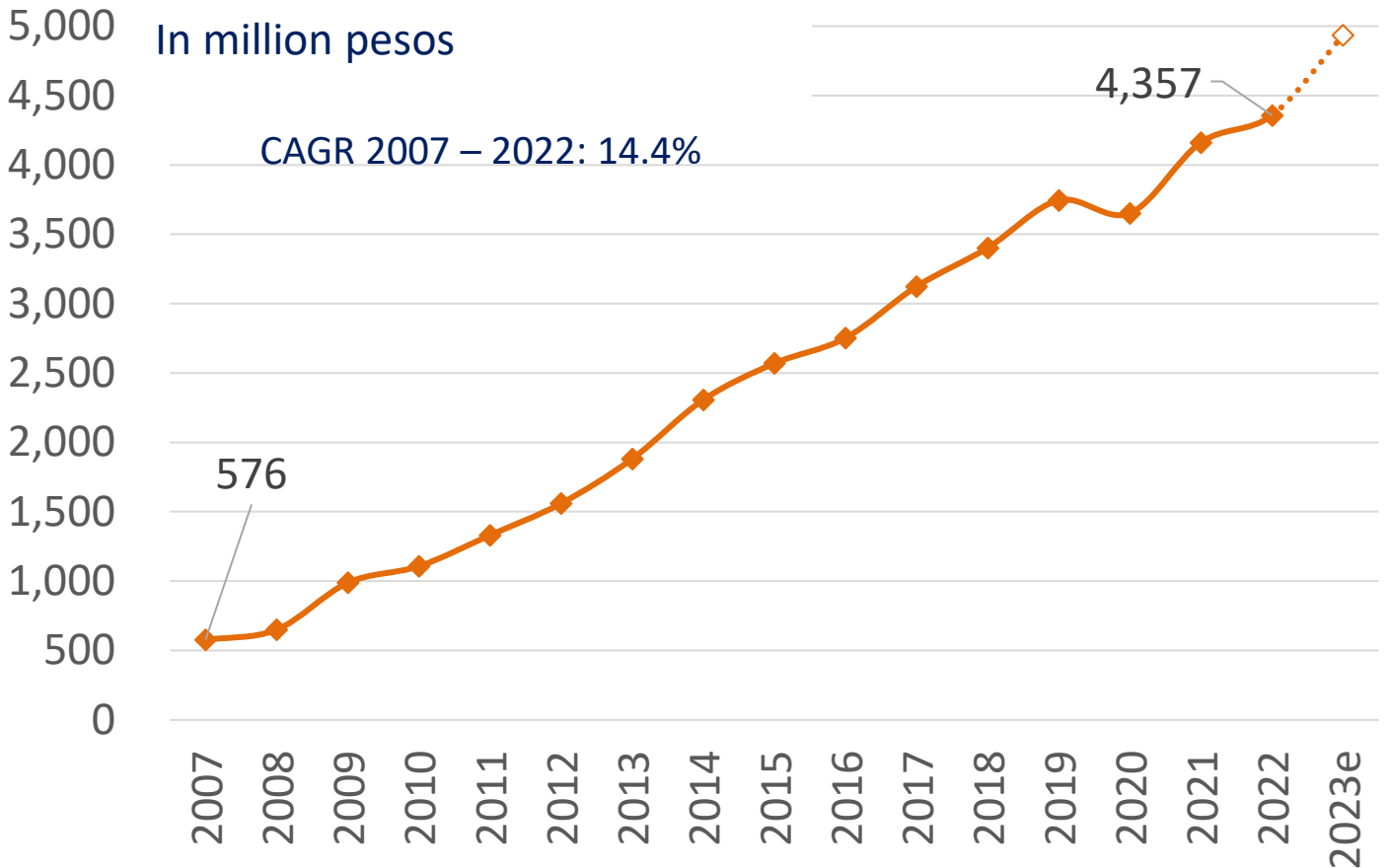


**4 years
measuring
ESG Profile**
Top global 9% rated
by Sustainalytics

11
completed
developments

17 current
developments for
41,752 new homes

Total Revenue In million pesos



**ROE
19%**
15-year avg.

**\$757 million pesos
EBITDA**
17.4% Margin 2022

**Consecutive dividend
payments for 15 years**

We are the homebuilder with more EDGE homes certified in the world.



EDGE is a green building certification system focused on making buildings more resource-efficient. An innovation of IFC, EDGE empowers emerging markets to scale up resource-efficient buildings in a fast, easy, and affordable way.

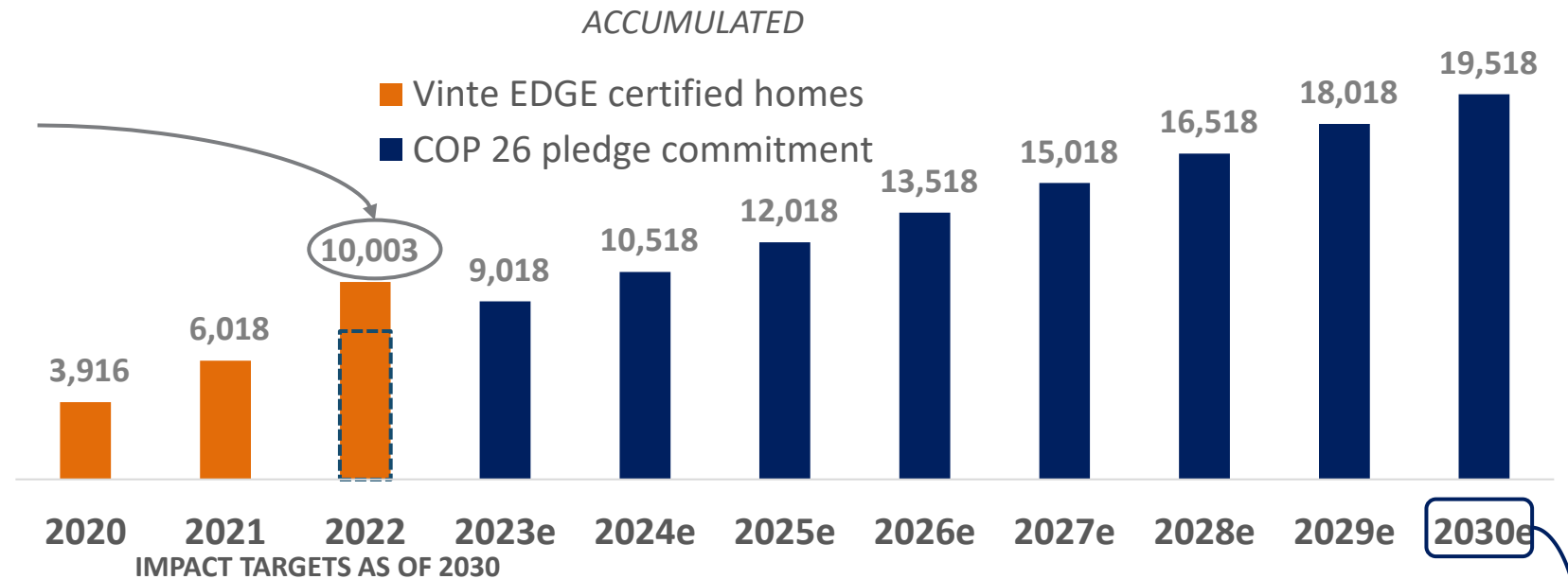
Vinte – EDGE Certified Houses Snapshot



CURRENT IMPACT

CO₂ Annual Saving (Tons/Yr)	People Benefited	
6,944	35,585	
Energy Produced Through Materials (GJ)	VINTE Communities	Total cities
2,054,841	14	8
Water Consumption Savings (M₃/Yr)	VINTE EDGE Houses	
560,660	10,003	
Energy Savings (%)	EDGE ADVANCED Houses	
34%	898	

VINTE CERTIFIED HOUSING AND COMMITMENT TARGETS ACCUMULATED



TOTAL TONS OF CO₂ EMISSION SAVINGS	TOTAL M₃ OF WATER SAVINGS	TOTAL GIGAJOULES SAVINGS OF EMBEDDED ENERGY IN MATERIALS
80,910	7,149,736	4,072,489

READ

Real Estate Assessment of Developers – Assessment Report

Assignment country: Mexico

Client/developer: Vinte Viviendas Integrales, S.A.B. de C.V.

Assessor: PwC Advisory SAS

February 2022

Now defined as:



Business
Assessment



Creating Markets, Creating Opportunities



4.2. Snapshot of assessment findings*

Operational competence percent **: **93%**
Operational competence level: **Excellent**

	Competence level	Competence %
Financial Management	Excellent	100%
Business Management	Excellent	90%
Project Operations	Excellent	97%
Organization Management	Very good	84%

Top 5 key strengths of Vinte**

These are five of the indicators where Vinte got the highest scores i.e., scored 5 in these indicators.

- Firm has showcased excellent accounting and reporting practices – **Financial Management**
- Strong in-house capabilities to perform tasks internally - **Business Management**
- Firm has a diversified product portfolio – **Business Management**
- Complies with all the health and safety norms to ensure a safe workplace – **Project Operations**
- Excellent training and development engagements – **Organization Management**

Top 3 key areas for enhancement of Vinte***

These are five of the indicators where Vinte got the lowest scores i.e., 'scored 1 or 2 in these indicators'.

- **Revenue from affordable housing as percent of total real estate revenue** – As the firm generates only 10-30% of its revenue from the affordable housing segment, it should devise strategies to increase its participation in the segment. (**Business Management**)
- **Focus on hiring more Human Resource personnel** – Since the number of HR personnel in the firm is low, the firm should try to hire more people with the relevant experience to ensure consistency in implementation of policies and attract the best talents in the market. (**Organization Management**)
- **Focus on gender equality for technical positions** – Focus on hiring new female talents and encourage existing female employees to take up technical positions by providing them opportunities to upskill. (**Organization Management**)

* Refer Annex 2 for details of the data and evidence shared by Vinte.

** Refer Annex 4 for explanations of competence percent and level.

*** Refer Annex 5 for guidance on how strengths and areas for enhancement are identified.

ASHA

Affordable and Socially sustainable Housing Application

Now defined as:



Comprehensive Assessment Report

Developer: Vinte

Project: Real Granada

Assessor-Coach: Arup/Affordable Housing Institute

Contact Person: Tobias Contreras



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ARUP

June 29, 2023

Executive Summary

- Vinte's housing development, Real Granada, was assessed through the Affordable and Socially Sustainable Application (ASHA) tools, namely the Rapid Assessment and the Comprehensive Assessment. These assessments were conducted based on evidence and rationale provided by the developer and additional research conducted by the Assessor-Coach.
- Vinte's development, Real Granada, is located in a suburban area/urban periphery, called Tecamac, Mexico. The development comprises more than 500 housing units, all intended to be sold to low-middle income households. The project is at the operations phase. Mexico City's city center is approximately an hour and 20 minute-drive (by car) from the development.
- Overall, Real Granada performed well in the ASHA Comprehensive Assessment with a 3.7 out of 5 and average scores in all project stages ranging from 2.7 to 4.5 out of 5.
- Real Granada achieved its best performance at the operations stage, particularly in promoting health outcomes during this stage.
- Real Granada excelled in enhancing neighborhood safety, mitigating exposure to environmental hazards, providing affordable utilities and maintenance, promoting mixed-use development and local employment/supply chain, and designing inclusive, safe, and high-quality units.
- We recommend that some improvements be made to the project definition stage on the topics of the diversity of housing, appropriate stakeholder engagement, and access to housing finance; the planning and design stage on the appropriate stakeholder engagement topic; and the construction stage on the sound construction management topic.

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