



2Q22

**EARNINGS
CONFERENCE CALL**



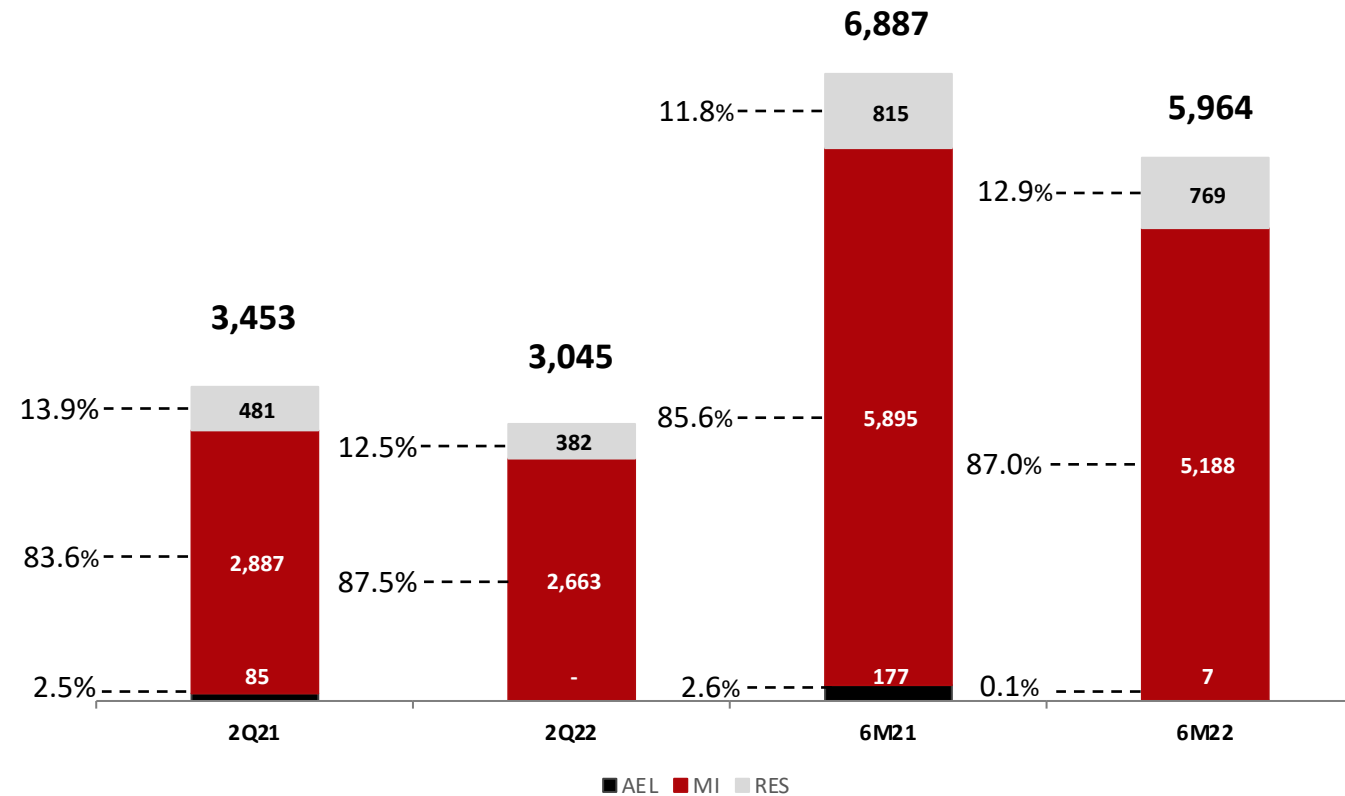
AGENDA

- 2Q22 Financial Results
- Outlook
- New Projects
- Q&A Session

Units Sold

of units and % of sales mix

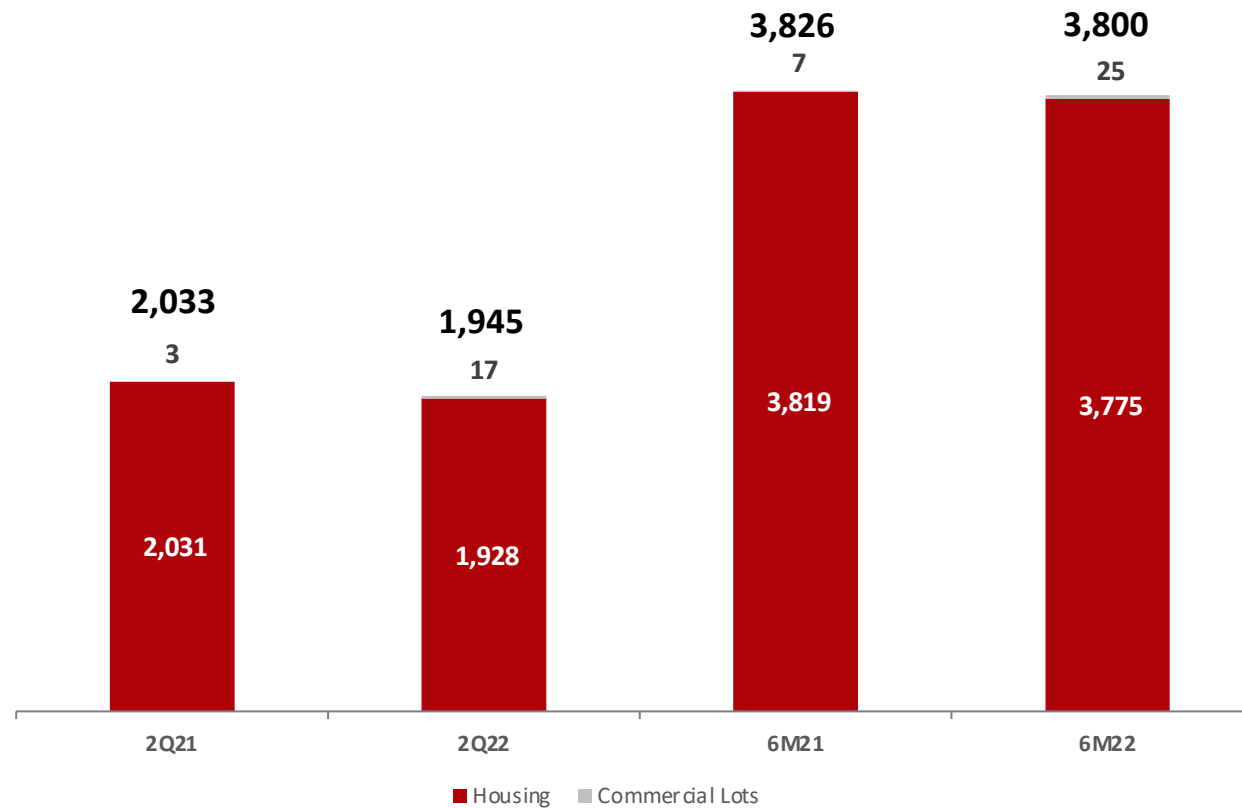
Var. 2Q22 vs. 2Q21: **-11.8%**
 Var. 6M22 vs. 6M21: **-13.4%**



Revenues

PS\$(M)

Var. 2Q22 vs. 2Q21: -4.4%
 Var. 6M22 vs. 6M21: -0.7%

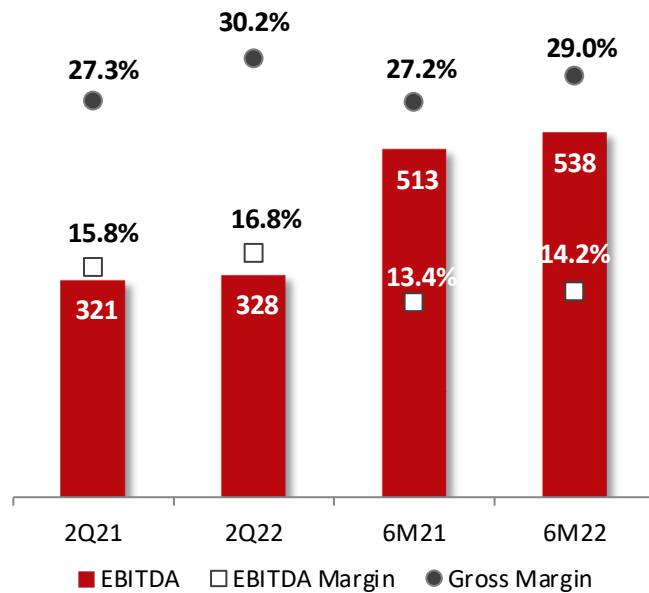


Profitability Indicators

EBITDA and Margins

PS\$(M)

Var. 2Q22 vs. 2Q21: 2.2%
Var. 6M22 vs. 6M21: 4.9%



Average Sales Price

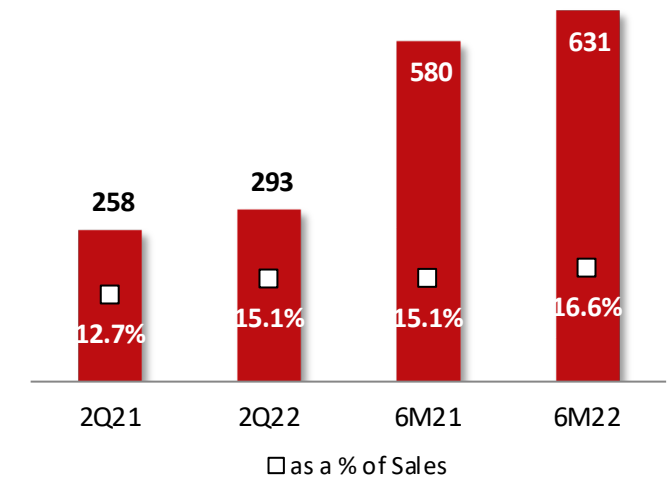
Var. 2Q22 vs. 2Q21: 7.6%
Var. 6M22 vs. 6M21: 14.1%

	PS\$(K)	2Q21	2Q22	6M21	6M22
AEL		283.4	-	283.3	299.4
Middle Income		442.9	486.7	439.9	480.4
Residential		1,513.5	1,652.8	1,443.0	1,665.1
Average Sales Price per Unit		588.1	633.0	554.5	632.9

SG&A

PS\$(M)

Var. 2Q22 vs. 2Q21: 13.5%
Var. 6M22 vs. 6M21: 8.9%



Working Capital Cycle

The working capital cycle registered as of June 30, 2022, was **294 days**, 18 days more than the 276 days registered at the end of the same month of the year 2021, derived from the increase of investment in inventory in process as preparation for the second half of the year.

	June 2021		June 2022	
	PS\$ (M)	Days	PS\$ (M)	Days
Trade Accounts Receivable	642	30	713	35
Inventory (Work in Progress)	3,545	226	3,989	273
Inventory (Land Reserves)	1,862	119	1,579	108
Suppliers	1,521	97	1,750	120
Customer Advances	35	2	38	2
Working Capital	4,493	276	4,493	294
LTM Sales	7,847		7,483	
LTM Cost of Goods Sold	5,712		5,319	

Free Cash Flow

Var. 2Q22 vs. 2Q21: **-59.1%**
 Var. 6M22 vs. 6M21: **-60.8%**

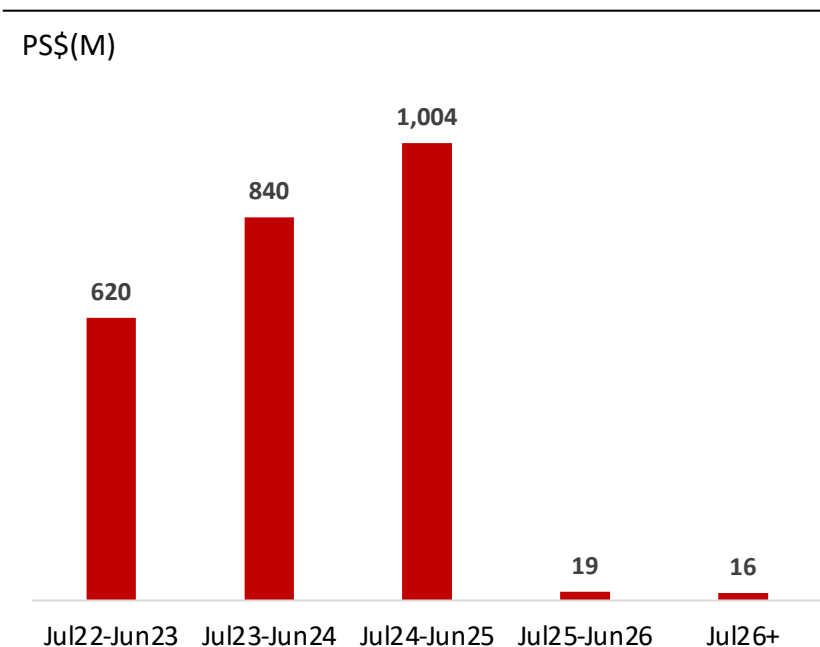
PS\$ (M)	2Q21	2Q22	6M21	6M22
EBITDA	321	328	513	538
(+) Land included in COGS	153	128	279	261
(+/-) Changes in Working Capital	356	(77)	551	(161)
Cash Interest	(116)	(98)	(251)	(227)
Cash Taxes	(35)	(30)	(85)	(56)
Land CAPEX	(220)	(70)	(463)	(145)
Equipment CAPEX	0.5	7	1	4
Free Cash Flow	460	188	546	214

Debt Indicators

Debt and Financial Ratios

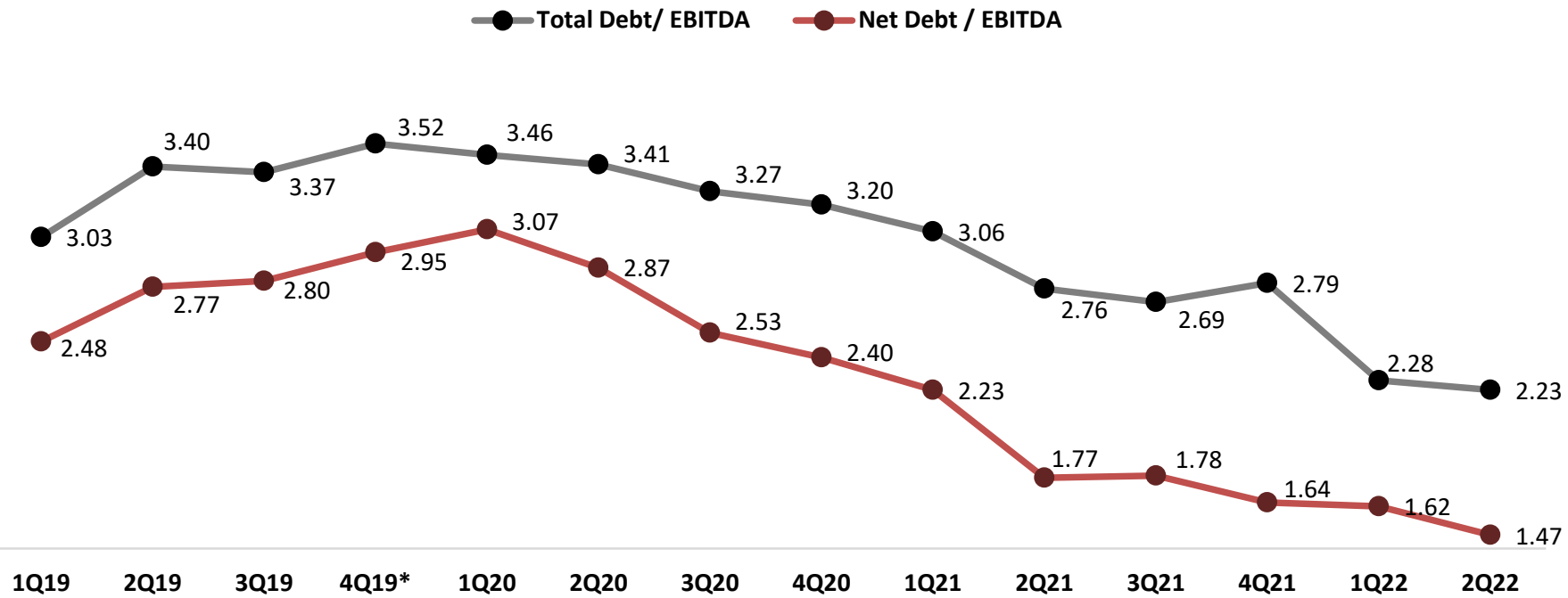
PSS\$(M)	
TOTAL DEBT	2,499
CASH AND CASH EQUIVALENTS	1,027
NET DEBT	1,472
TOTAL DEBT*/ LTM EBITDA	2.23
NET DEBT / LTM EBITDA	1.47
Available Cash Flow to total debt service	1.40
Assets to total debt **	2.94
* Total Debt: The exchange rate used for the conversion of the USD portion of the syndicated loan is 19.17 MXP/USD, which was agreed in the derivatives contract.	
** Assets: (Cash, cash equivalents and restricted cash + Short and long-term Accounts Receivable + Inventories + Land Held for future development) / Total Debt	

Debt Maturity Profile



Debt Indicators

Historic Debt Ratios



*This and the previous quarters are periods before pandemic

OUTLOOK

FOVISSSTE WILL HAVE A CONTINUOUS REGISTRATION PROCESS FOR CREDIT APPLICATION

It was approved to change the scoring system for the registration of FOVISSSTE credit applications for the continuous registration process, which will be characterized by meeting the demand permanently for all beneficiaries who meet the legal requirements. The credit application will be through the FOVISSSTE website where users can follow up the process. This new modality is expected to begin in October with the applications for the 2023 Credit Program.

IMPLEMENTATION OF THE NEW INFONAVIT RULES

As of May 2, the new INFONAVIT rules came into effect, where urban consolidation zones prevail. The Company's projects meet the requirements of these new regulations in order to be financed through a loan from the institute.

GREAT PLACE TO WORK

On June 1, the ranking of certified companies within Great Place to Work was released, where the Company received the 35th place of the companies within the category of 500 to 5,000 employees, continuously improving since 2018, year in which Javer was in the 66th place.

OUTLOOK

INAUGURATION OF THE FIRST CLASSROOM

Together with Construyendo y Creciendo A.C., the first classroom was inaugurated in a project in Nuevo León, aiming that construction workers and the community can complete their basic and high school studies valid by the Ministry of Public Education (SEP or Secretaría de Educación Pública in Spanish) and take curricular value courses.

NEW DEVELOPMENTS

During the second quarter, Javer inaugurated 5 projects, all from the middle-income and residential segments, and expects to open another 3 during the second half of 2022.

GUIDANCE

Due to the favorable results, Javer confirms its 2022 guidance with growth in revenues and an increase of 3% in EBITDA.



Cima Serena III

El Salto, Jalisco

Middle-Income

Total units: 2,546



Torre Luna II

Salinas Victoria, Nuevo León

Middle-Income

Total units: 522



Vista Reina

Tonalá, Jalisco

Middle-Income

Total units: 1,323

NEW PROJECTS



Privada Belterra

Juárez, Nuevo León

Residential

Total units: 205



Valle Condesa Sector Britania

Juárez, Nuevo León

Residential

Total units: 260

NEW PROJECTS

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Javer cautions potential investors that forward looking statements are not guarantees of future performance and are based on numerous assumptions and that Javer's actual results of operations, including the Company's financial condition and liquidity and the development of the Mexican mortgage finance industry, may differ materially from the forward-looking statements contained in this press release. In addition, even if Javer's results of operations are consistent with the forward-looking statements contained in this press release, those results or developments may not be indicative of results or developments in subsequent periods.

Important factors that could cause these differences include, but are not limited to: risks related to Javer's competitive position; risks related to Javer's business and Company's strategy, Javer's expectations about growth in demand for its products and services and to the Company's business operations, financial condition and results of operations; access to funding sources, and the cost of the funding; changes in regulatory, administrative, political, fiscal or economic conditions, including fluctuations in interest rates and growth or diminution of the Mexican real estate and/or home mortgage market; increases in customer default rates; risks associated with market demand for and liquidity of the notes; foreign currency exchange fluctuations relative to the U.S. Dollar against the Mexican Peso; and risks related to Mexico's social, political or economic environment.