



F U N O

UBS GLOBAL REAL ESTATE CONFERENCE

NOVEMBER 2018

Disclaimer

This supplemental information, together with other statements and information publicly disseminated by us, contains “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Such statements reflect management’s current views with respect to financial results related to future events and are based on assumptions and expectations that may not be realized and are inherently subject to risks and uncertainties, many of which cannot be predicted with accuracy and some of which might not even be anticipated. Future events and actual results, financial or otherwise, may differ from the results discussed in the forward-looking statements. Risk factors and other factors that might cause differences, some of which could be material, include, but are not limited to, the impact of current lending and capital market conditions on our liquidity, ability to finance or refinance projects and repay our debt, the impact of the current economic environment on the ownership, development and management of our commercial real estate portfolio, general real estate investment and development risks, using modular construction as a new construction methodology, vacancies in our properties, further downturns in the real estate market, competition, illiquidity of real estate investments, bankruptcy or defaults of tenants, anchor store consolidations or closings, international activities, the impact of terrorist acts, our debt leverage and the ability to obtain and service debt, the impact of restrictions imposed by our credit lines and senior debt, the level and volatility of interest rates, effects of a downgrade or failure of our insurance carriers, environmental liabilities, conflicts of interest, risks associated with the sale of tax credits, risks associated with developing and managing properties in partnership with others, the ability to maintain effective internal controls, compliance with governmental regulations, increased legislative and regulatory scrutiny of the financial services industry, changes in federal, state or local tax laws, volatility in the market price of our publicly traded securities, inflation risks, litigation risks, cybersecurity risks and cyber incidents, as well as other risks listed from time to time in our reports filed with the Comisión Nacional Bancaria y de Valores. We have no obligation to revise or update any forward-looking statements, other than imposed by law, as a result of future events or new information. Readers are cautioned not to place undue reliance on such forward-looking statements.

Understanding FUNO's DNA

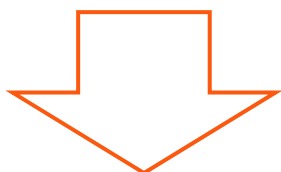
Total Return Focus → Sustainable Shareholder Value Creation Over Time

Dividend
Distributions

High Occupancy
Rent Collections
=
Dividends

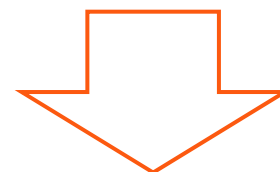
Capital Appreciation through Active Management
of our Assets and Opportunities

- Acquisitions
- Developments
- Re-Developments



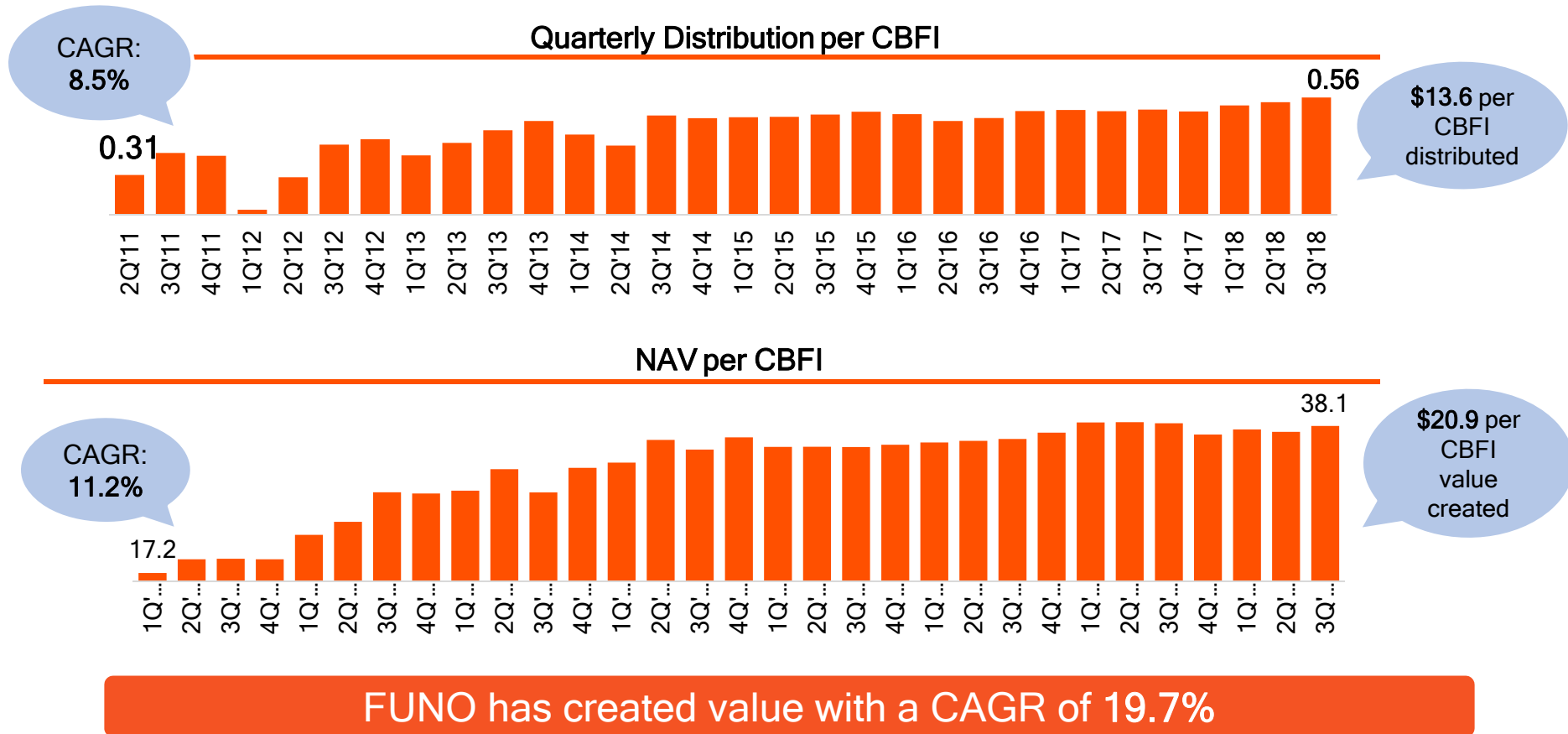
30%

Value Weight

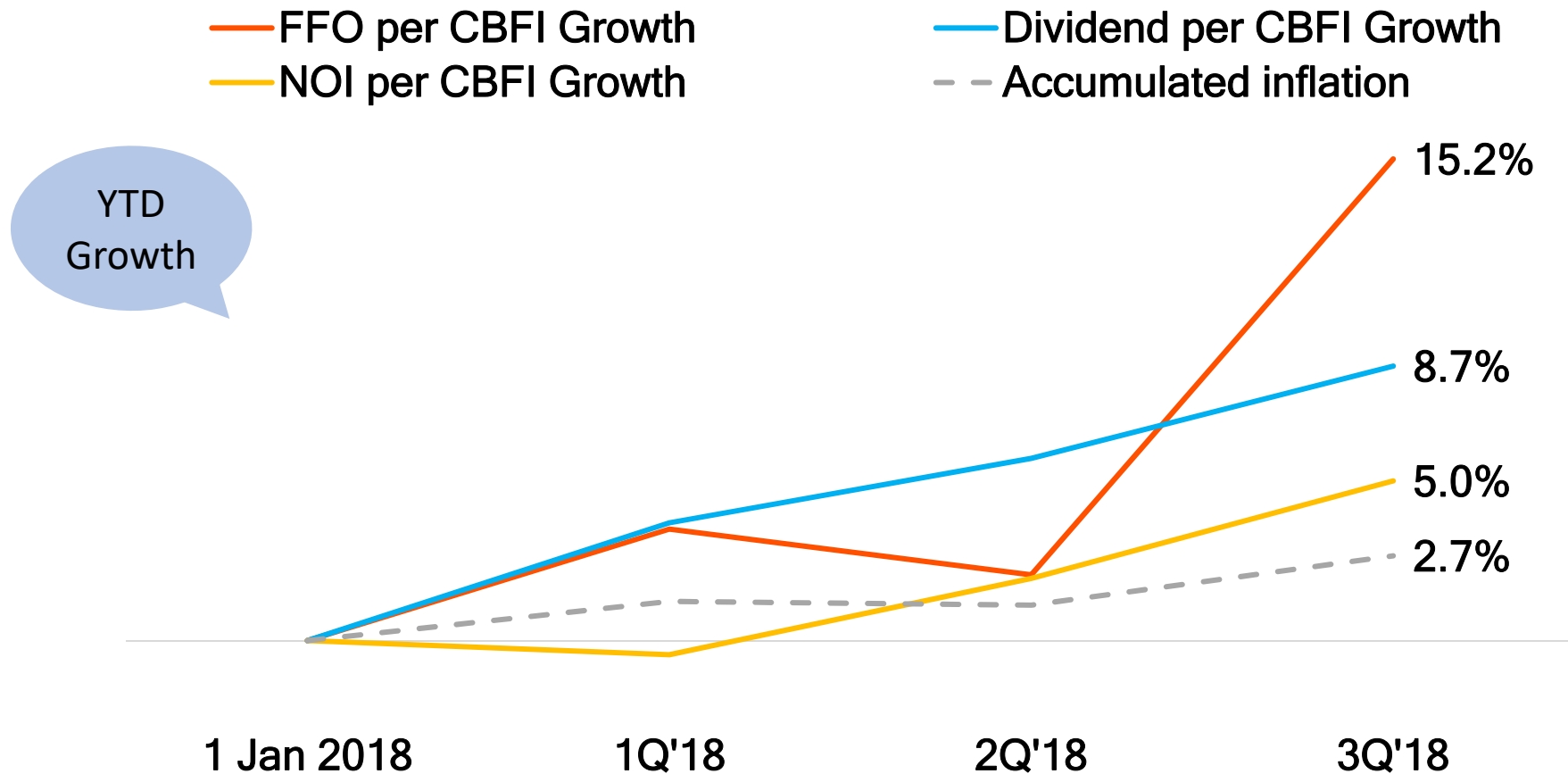


70%

Solid Dividend Distributions and Capital Appreciation

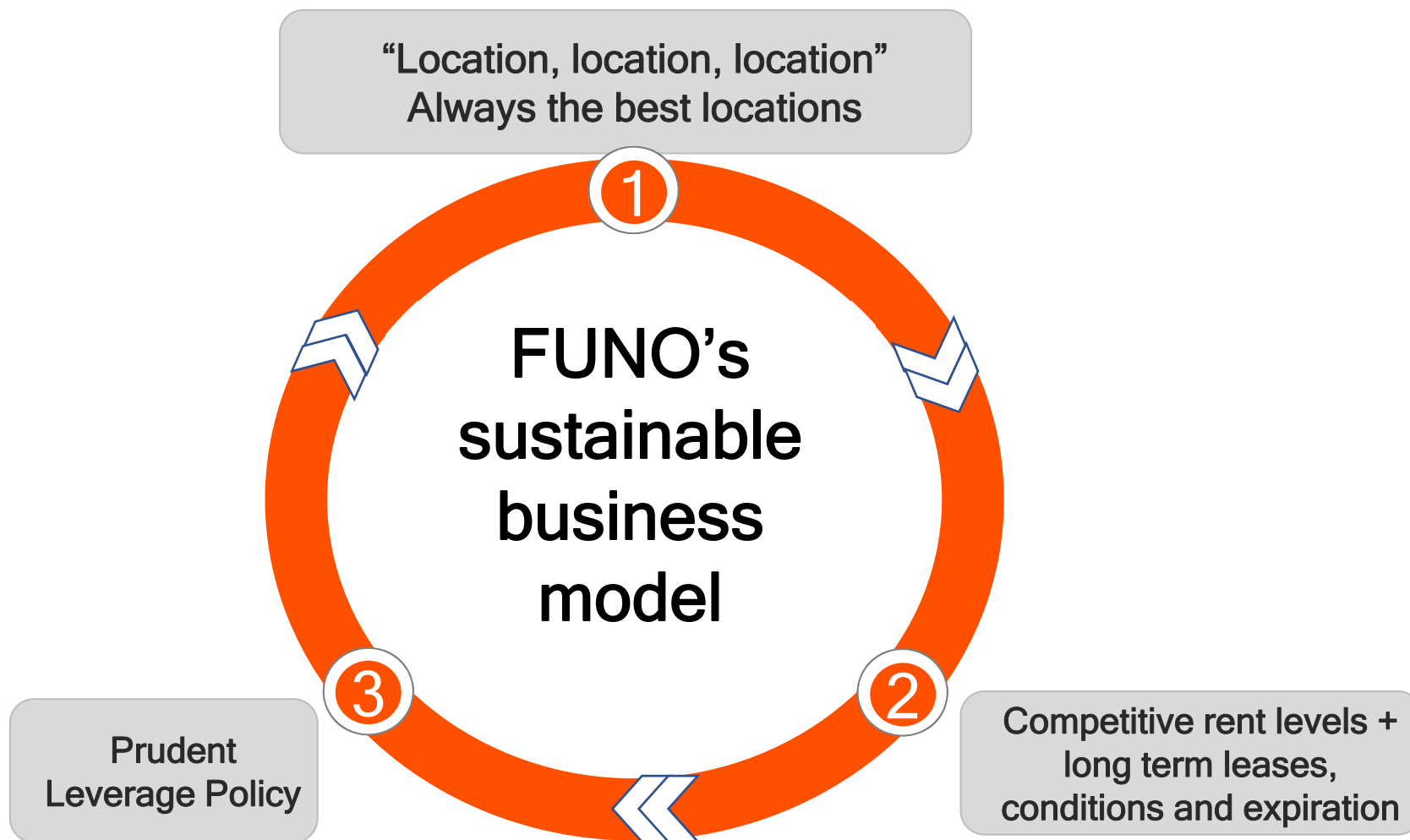


Focus on results



FUNO has delivered improved outputs per CBF despite persistent market volatility

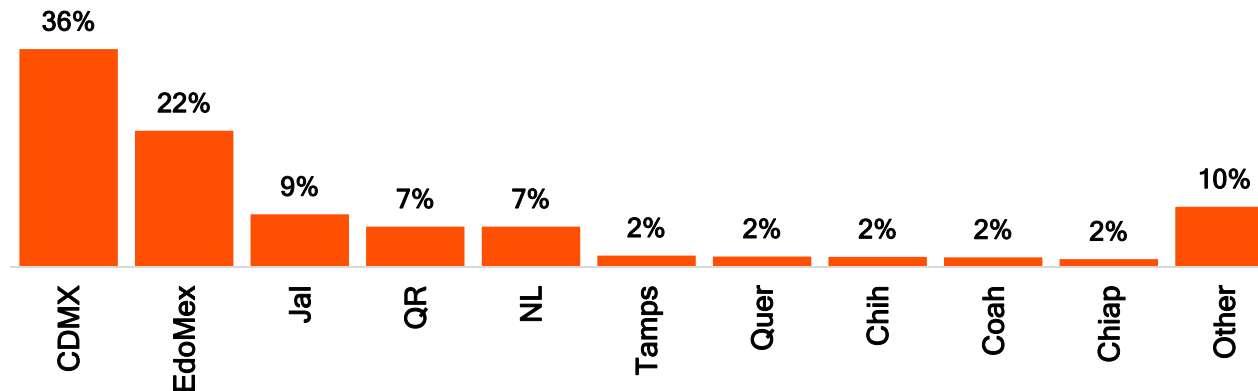
FUNO's Value Creation Pillars



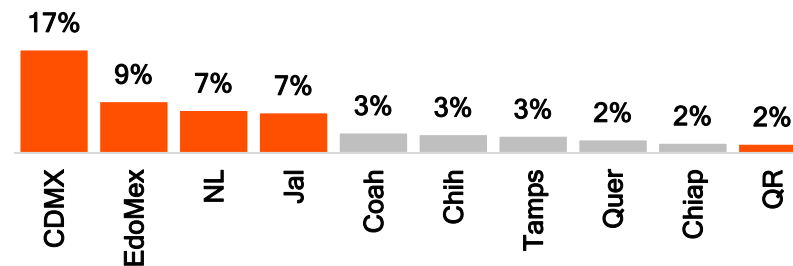
1. Location

Our portfolio is focused in the largest and most dynamic states of Mexico

Our top 5 states generate 81% of our ABR

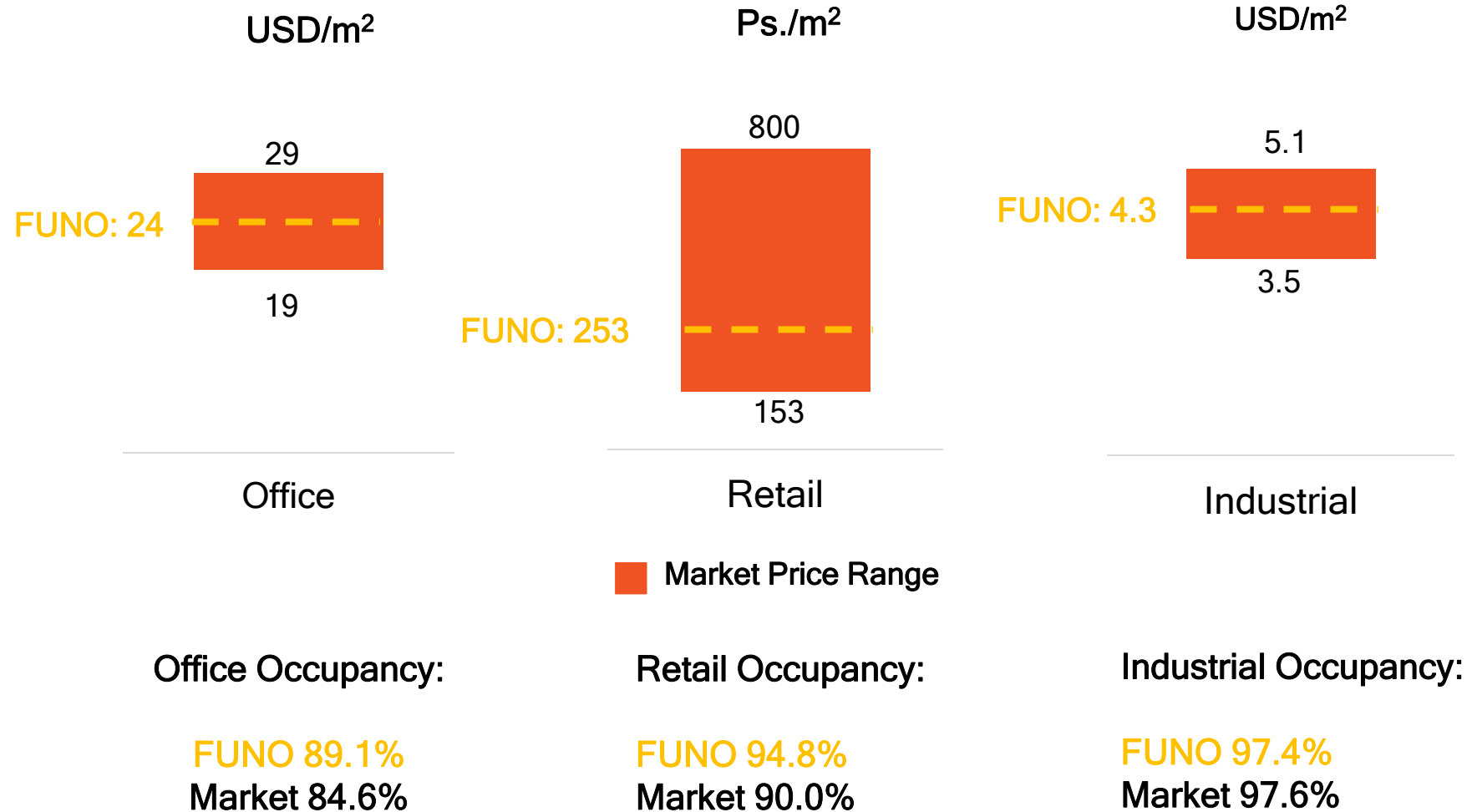


Our top 5 states generate 42% of Mexico's GDP share⁽¹⁾



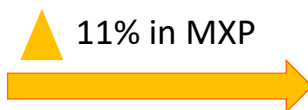
2. Competitive rent levels

Competitive Rent Drives Occupancy & Rent Growth



3. Prudent leverage policy

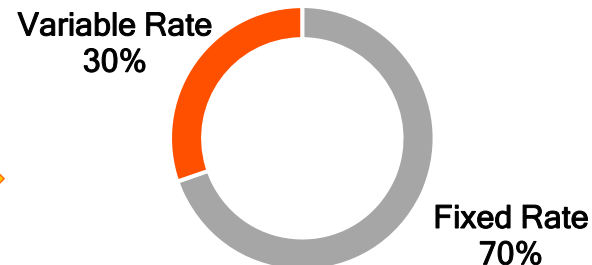
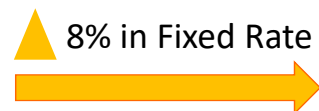
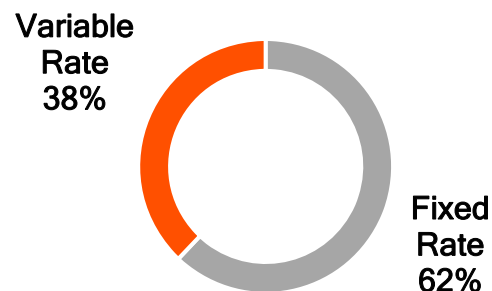
3Q'13 Debt Profile



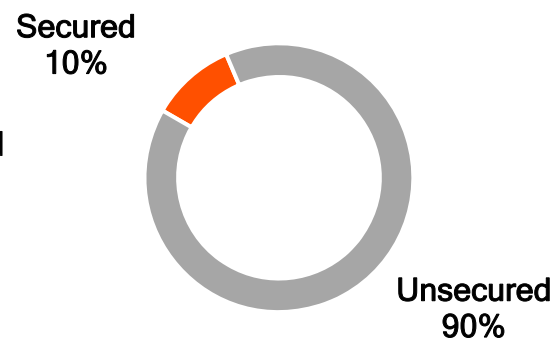
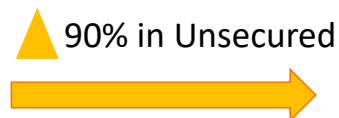
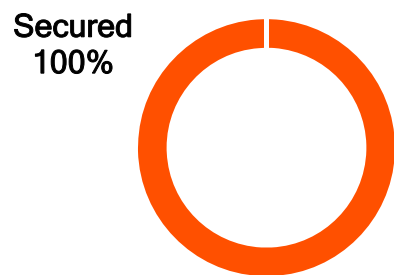
3Q'18 Debt Profile



Natural hedge to USD fluctuations



Less exposure to volatility in interest rates

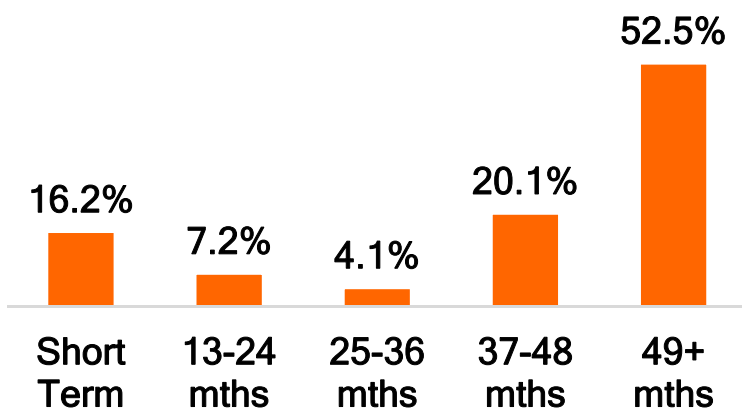


9 out of 10 properties are unencumbered

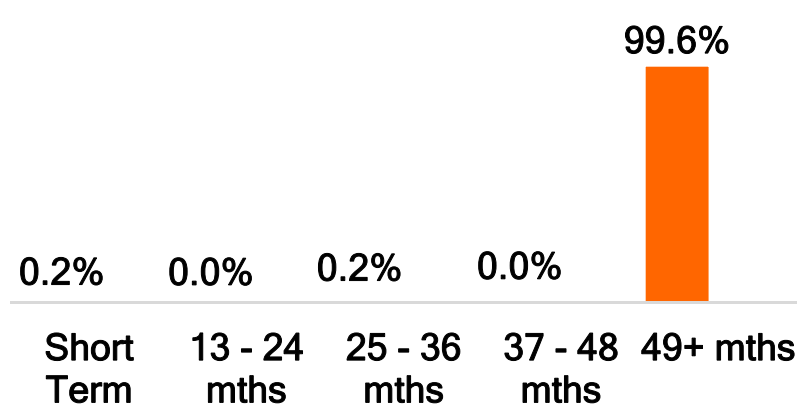
3. Prudent leverage policy

Our debt strategy is long term based

3Q'13 Debt Maturity



3Q'18 Debt Maturity



Average Cost of Debt	5.43%
Average Life of Debt	3.1 years
Foreign Exchange Rate	12.2 Ps./USD

TIIE 28
4.0%

Average Cost of Debt	7.84%
Average Life of Debt	9.9 years
Foreign Exchange Rate	18.7 Ps./USD

TIIE 28
8.1%

3. Prudent leverage policy

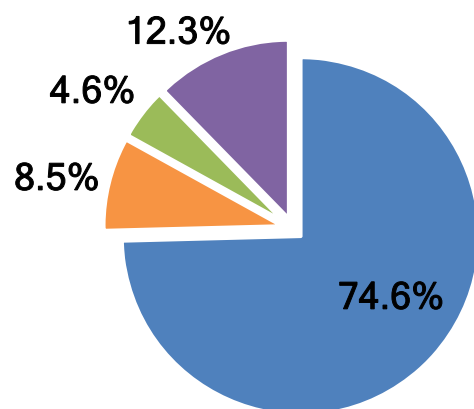
Impact of interest expense in FFO generation

<i>Ps. per CBFi</i>	4Q13	3Q18	Growth %	CAGR
NOI per CBFi	0.54	0.87	Δ63%	11%
FFO per CBFi	0.41	0.56	Δ35%	7%
Interest Expense per CBFi	0.18	0.30	Δ68%	12%
LTV	34.3%	32.6%	Δ(5%)	(1%)

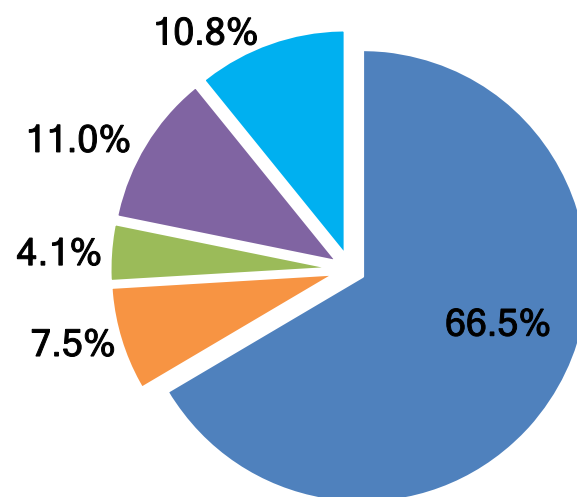
Adding Value Through Development

Approx. 25.4% of our NOI is generated by properties that have been developed, re-developed or expanded

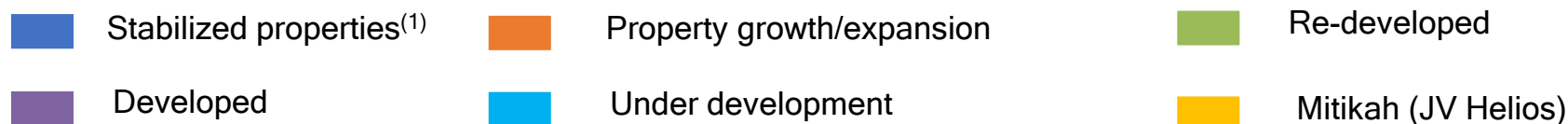
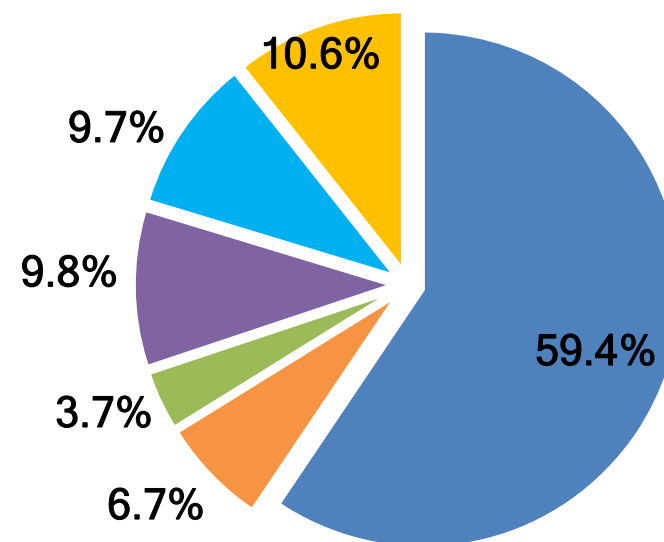
2018E
Stabilized Portfolio
Ps.13.8 bn



Pro-Forma 2021
Current Development + Acq.
Ps.18.6 bn



Pro-Forma 2023
+ Mitikah
Ps. 19.8 bn⁽²⁾



Portfolio under development

8

Properties

643,761.5

Sqm of additional GLA

Ps. 1.8 bn

Expected additional revenue

Ps. 7 bn

Pending CapEx

12%

Expected yield-on-cost

Mariano Escobedo

Render



Actual Photos



Midtown Jalisco

Render



Actual Photo



La isla cancún 2



Tepozpark / Frimax - First Phase out of 350,000 sqm



Sales Price vs NAV - Capturing Value Creation (Short Term)

Location, Location, Location!

- ✓ Land Plot in Celaya (from Kansas Portfolio)
- ✓ UAG Property (Retail Operating Property)
- ✓ Reforma 155 (Office Operating Property)
- ✓ Land Plot in Monterrey (from California Portfolio)



Total Sales:

Sale Price: Ps. 1,451.2 mm

Book Value: Ps. 1,058 mm

Price vs NAV: 1.32x

Due to its **location** and **conservative** property valuations FUNO is able to sell non-core assets around **32%** above Book Value.

Creating value throughout Buyback

- FUNO sold assets @ 1.32x NAV
- NAV = Ps. \$38.1

	Sold Assets	Buyback	Accretion
Price per CBFi	\$50.3	\$27.6	\$22.7
CBFi (#)		42,194,229	
Value Creation (Ps. mm)			\$957.8

- FUNO has created value for **\$957.8 million pesos** throughout Buyback

Growth to meet Tenant's Needs

Since our inception, we've been growing alongside our tenants



2011

3Q'18



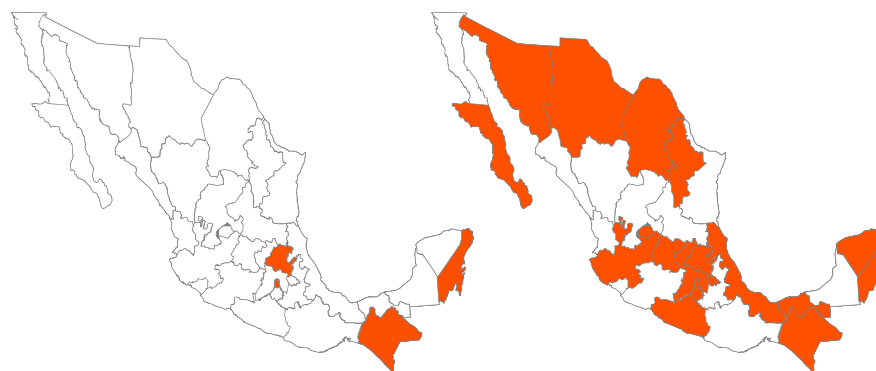
of States: 3
GLA: 21,849 m²

of States: 22
GLA: 900,641 m²

Δ 40.2x

2011

3Q'18



of States: 4
GLA: 20,032 m²

of States: 20
GLA: 134,858 m²

Δ 5.7x

Growth to meet Tenant's Needs



2011

3Q'18



of States: 3
GLA: 1,501m²

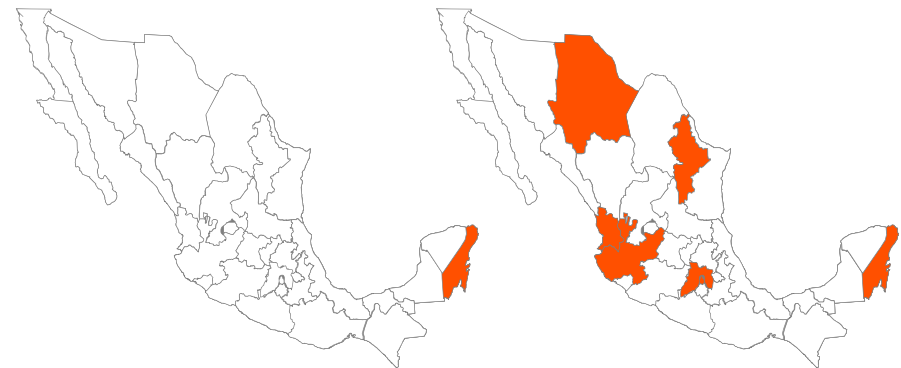
of States: 23
GLA: 125,825m²

Δ 82.8x



2011

3Q'18



of States: 1
GLA: 24,031m²

of States: 8
GLA: 118,722m²

Δ 4.0x

New Strategic Alliances - Size Does Matter



Placement of 75 new modules



Installation over the next 4 months



Minimal use of our GLA



+320 ATMs available



In 25 cities of 18 states



Annual service to +400 million people

ANNUAL ADDITIONAL FFO Ps. \$65 MILLION

FUNO's capital investment = zero

Mitikah Project Update

Mitikah is ahead of schedule on units sold as well as pre-leasing

	Retail	Office	Residential ³	Total
Expected GLA / GSA (sqm)	115,710	247,876	83,068	446,654
Estimated NOI¹ (MXN\$mm)	662	1,123	n.a.	1,785
Estimated Residential Revenue (MXN\$mm)	n.a.	n.a.	5,597	5,597
Avg. Rent Price² / sqm (MXN\$)	574	455	—	—
Expected Sale Price / sqm (MXN\$)	—	—	70,000	—
Pre-Leased / Units Sold⁴	67%	57%	74%	



¹ Estimated annual net operating income based on the base case scenario.

² Est. MXN\$/sqm based on the base case scenario.

³ The residential project is being developed exclusively by the partner of FUNO on the JV project.

⁴ Occupancy of Mitikah's Phase I.

Ability to create value - Mitikah Investment Cost

Figures in Ps. mm

FUNO's Investment		Cost
Land Acquisition Price		4,400
Rents Collected (Colorado Portfolio)		-600
Total Cost		3,800
Helios Fee Structure		Cost
Fund Management Fee	1.25% on Ps. 6,000 mm	750
Development Fee	3% on Ps. 21,000 mm	630
Total Fee Income		1,380
Total Asset Cost (Net of Fees)		2,420

	COST	MITIKAH's NOI	YOC
FUNO's 62% ownership	2,420	1,148 ⁽¹⁾	47.4%

	COST	FUNO's Stake @ 7% CapRate	Value Creation
FUNO's Net Capital Investment (including Promote)	1,289	20,948 ⁽¹⁾	16.3 x

Leasing Spread

Leasing Spread is the change in rent price per sqm of our different segments. It considers contracts that suffered changes compared to the same contracts in the previous year.

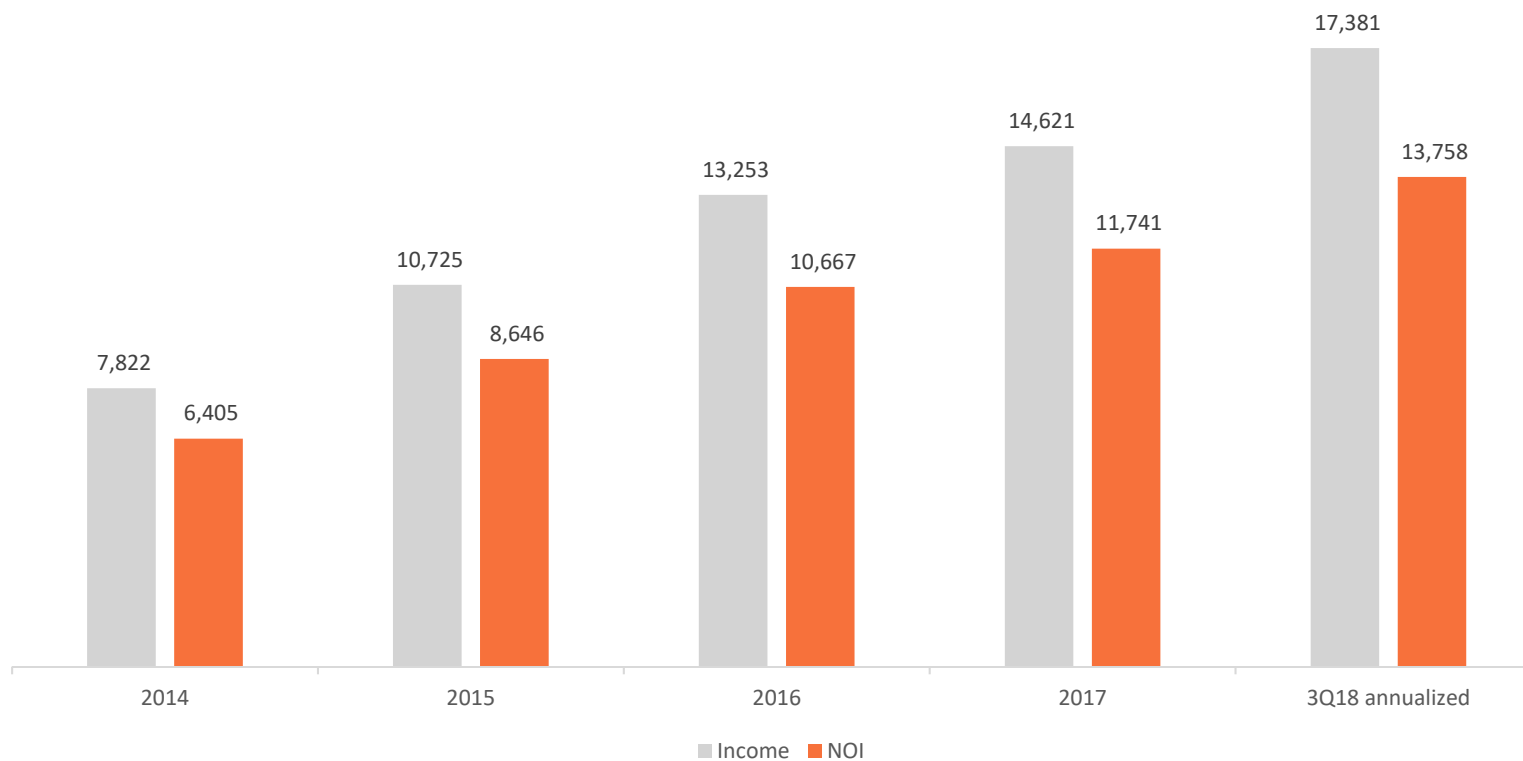
LEASE SPREAD 3Q 2018										
Currency	Segment	# de cases	Annualized Revenue (000's)	2018 SQM	\$ / SQM 2017 (000's)	\$/SQM 2018 (000's)	% Var \$ / SQM 2018 vs 2017	12 months weighted average inflation	% Variation vs Inflation	
MXP	Retail	1,111	706,976	150,348	\$ 351.5	\$ 392	11.5%	4.6%	6.9%	
	Industrial	38	312,849	371,843	\$ 63.0	\$ 70	11.4%	4.6%	6.8%	
	Office	56	298,521	104,786	\$ 221.7	\$ 237	7.1%	4.6%	2.5%	
Total MXP		1,205	1,318,346	626,977	\$ 160.6	\$ 175	9.1%	4.6%	4.6%	
USD	Retail	107	5,253	7,457	\$ 55	\$ 59	6.6%	2.4%	4.2%	
	Industrial	10	5,637	98,082	\$ 5	\$ 5	2.3%	2.4%	-0.1%	
	Office	16	2,307	9,810	\$ 19	\$ 20	1.9%	2.4%	-0.5%	
Total USD		133	13,197	115,350	\$ 9.2	\$ 10	4.1%	2.4%	1.7%	

NOI vs Total Revenue

Proven track record: Stable operating margins despite tremendous growth in GLA

NOI CAGR

21.1%



FUNO at a Glance

The absolute best property portfolio in Mexico and LatAm, impossible to replicate...

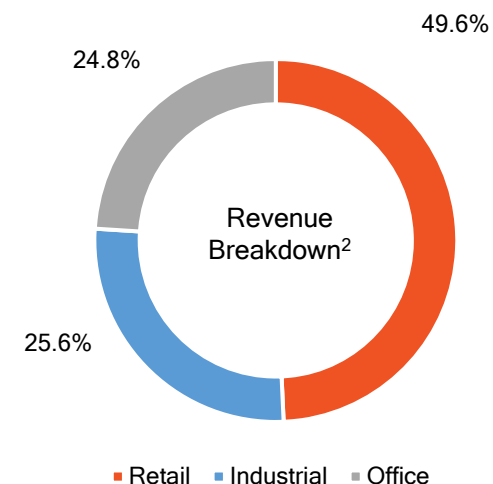
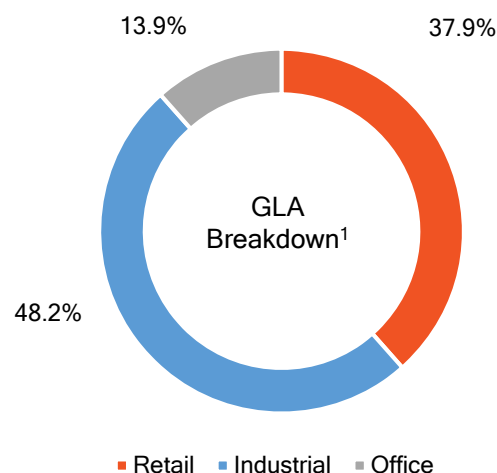
GLA: 8,454,283 sqm

535 properties

557 operating units

95.4% occupancy

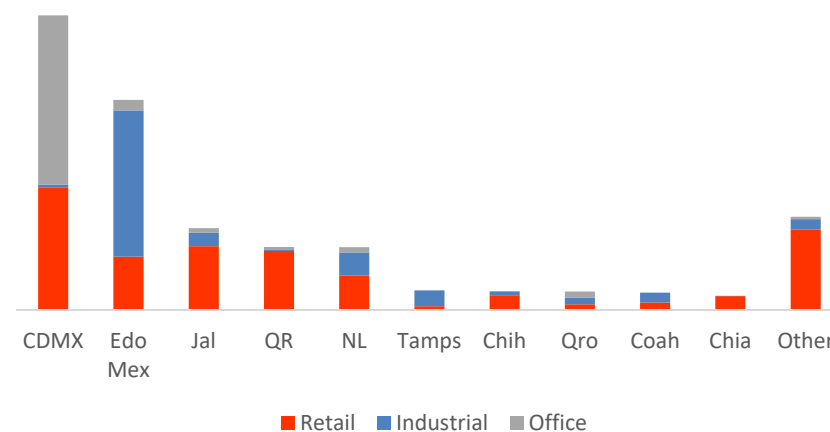
4.5 years (avg. Term)



... with broad diversification across segments, geographies, sectors and tenants...

Top 10 by Revenue	% ABR
WAL-MART	8.6%
ICEL	3.6%
SANTANDER	2.8%
SEP	2.3%
CINEMAS	1.7%
WEWORK	1.5%
ALSEA	1.4%
COPEMSA	1.3%
FIESTA-INN	1.0%
HILTON	1.0%
AS OF 3Q'18	25.2%

ABR Distribution by Geography



Prime Locations and High-Quality Assets - Industrial

FUNO strives to own and develop high-quality real estate assets in prime locations across high-ranking cities in Mexico...

Industrial

Newly developed, high-tech Industrial parks located on key logistics and manufacturing corridors

- Logistics: 84.7% of industrial GLA
- Light manufacturing: 15.3% of industrial GLA
- Strong footprint in Mexico City and its Metropolitan Area
- Super-prime locations across the most important logistics corridors and export markets
- Proximity to main highways, roads and connection points to the whole country
- State-of-the-art buildings
- One of the youngest portfolios in the country, average building age: less than 4 years
- Segment occupancy: 97.4%



Prime Locations and High-Quality Assets - Retail

... and to have high-quality assets on those locations with below-market rent prices...

Retail

The best options for shopping in different formats and on several cities across the country

- Diversified portfolio across all the subsegments of retail
- Prime locations in primary and secondary cities with high-traffic
- Significant footprint in Mexico City and its Metropolitan Area
- Strong exposure to large retailers and significant components of entertainment options
- The only shopping centers in Chetumal, Celaya, Taxco, Tuxtla Gutiérrez, Downtown Cancun, Cozumel, Tepic, Aguascalientes
- The largest fashion mall in Guadalajara, Chihuahua, Cancun, Monterrey, Saltillo, Iguala and Chilpancingo
- Several stand-alones with enormous re-conversión potential
- **450,000,000 pers's./year: consolidated FUNO's shopping mall's traffic.**



Prime Locations and High-Quality Assets - Offices

... ensuring high occupancies throughout the cycle and guaranteeing stable cash flows

Office

Iconic and irreplaceable office buildings
on the most important corporate
corridors in Mexico City

FUNO in the Reforma Corridor:

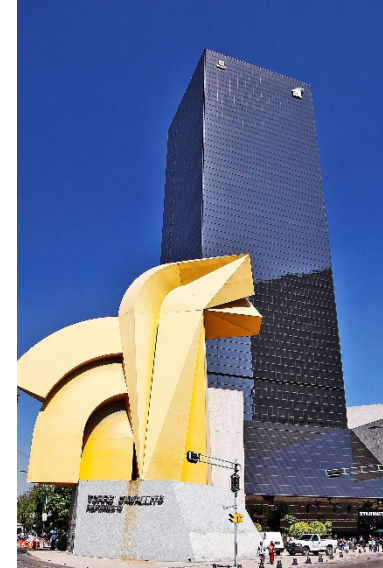
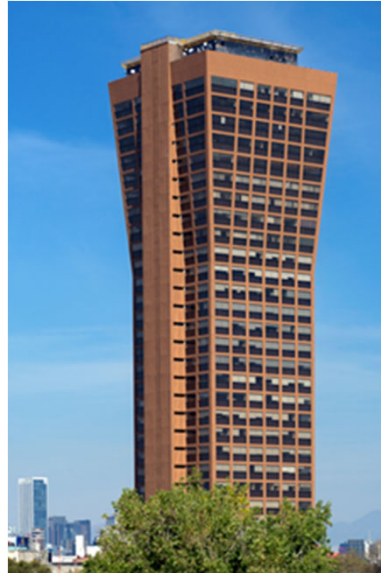
- 7 iconic, irreplaceable buildings on prime locations
- 206,000 sqm of office GLA
- 29.3% of market share

FUNO in the Santa Fe Corridor

- 3 iconic, irreplaceable buildings on prime locations
- More than 128,000 sqm of office GLA
- 11.2% of corridor market share
- 96.3% occupancy rate

FUNO in the Insurgentes Corridor:

- More than 121,000 sqm of office GLA
- 13 buildings across the corridor
- 17.5% market share in the corridor
- Largest avenue in Mexico and FUNO's buildings scattered across several neighborhoods



Subsegment Breakdown

Subsegment	Total GLA (000 m ²)	Occupied GLA (000 m ²)	% Occupancy	\$/sqm/month (Ps.)	NOI 3Q18 (Ps. 000)
Logistics	3,440.3	3,372.5	98.0%	76.8	671,848.6
Light manufacturing	622.9	583.4	93.7%	101.8	168,862.1
Fashion mall	511.8	479.8	93.7%	341.4	512,108.2
Regional center	1,474.8	1,382.8	93.8%	209.8	919,980.9
Neighborhood center	468.5	441.3	94.2%	211.7	247,971.6
Stand alone ⁽¹⁾	804.5	775.3	96.4%	170.3	359,176.6
Offices ⁽¹⁾	950.3	855.7	90.0%	354.3	567,738.4
Total general	8,273.2	7,890.8	95.4%	165.0	3,447,686.5

World-Class Sustainability Strategy

FUNO's scale and footprint comes with an even larger commitment towards sustainability

2016

- ✓ FUNO joined the United Nations' Global Compact
 - ✓ Best international practice (Human Rights, Labor Practices and Environment)
- ✓ Eco-efficient properties and developments
 - ✓ Reduce our overall building energy intensity
 - ✓ Efficient water consumption
 - ✓ Monitoring waste and emissions
- ✓ FUNO reports under the Global Reporting Initiative
 - ✓ Best international practices
- ✓ Code of Ethics & whistleblowing mechanism
 - ✓ Operated by a third party



Deloitte.

Overall improvement and positive impact on people, communities and cities

World-Class Sustainability Strategy

2017

- ✓ Code of Ethics & whistleblowing mechanism
 - ✓ Operated by a third party
- ✓ Fundación FUNO started operations
 - ✓ Committed to aid in the construction of more than 2,000 houses in the areas affected by the recent earthquakes
- ✓ FUNO is member of the Dow Jones Sustainability MILA Pacific Alliance Index
 - ✓ One of only three real estate companies in the index
 - ✓ Assessed by Robeco SAM



MEMBER OF
**Dow Jones
Sustainability Indices**
In Collaboration with RobecoSAM

2018

- ✓ FUNO is member of the FTSE4Good Index Series; designed to measure the performance of companies demonstrating strong Environmental, Social and Governance (ESG) practices.
 - ✓ Assessed by FTSE Russell.



FTSE4Good

Overall improvement and positive impact on people, communities and cities