

# Investor Update BAML Global Real Estate Conference

New York

September 2015

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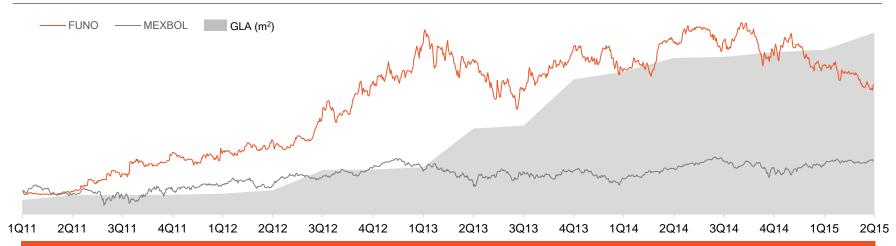
# **FUNO Today**

### FUNO: Undisputed Real Estate Leader

	Market Cap (Us. mm)	Avg. Daily Value Traded (Us. mm)
FUNO	7,300	17,532,336
VESTA	1,064	3,270,038
TERRAFINA	1,234	3,237,724
MACQUARIE	1,207	2,865,179
FIBRA PROLOGIS	1,072	1,274,753
<b>∐</b> GICSA	1,492	1,245,515

	Market Cap (Ps. mm)	Avg. Daily Value Traded (Us. mm)
Fibra <b>Hotel</b> <sub>mx</sub>	536	908,191
FIBRA <b>SHOP</b>	519	882,293
CAMPAGES HITTER	2,898	804,677
<b>t</b> fibra inn.	424	258,699
fibra <b>mty</b>	236	54,679
FIBRA HD	95	NA

#### FUNO's Performance vs Mexbol and GLA Evolution

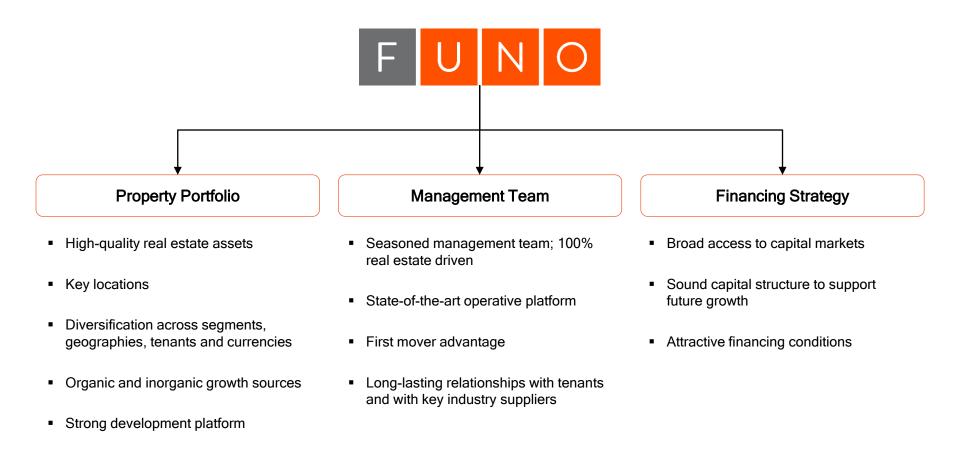


First and largest publicly-traded FIBRA in the Mexican market



### **FUNO's Competitive Advantages**

FUNO's leadership is highlighted by its unparalleled competitive advantages



### **FUNO's Strategy**

FUNO's strategy is designed to sustain a growth model and secure consistent cash flows

#### **Growth Focus**

#### + Inorganic

- Via third-party acquisitions
  - Stabilized
  - For development
- Via founders' contributions

#### + Organic

- Greenfield developments
- Brownfields or re-developments
- Property expansions and conversions
- Expansions for our current tenants



### **World-Class Operation**

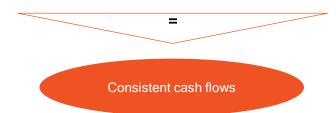
#### + Diversification

- Segments
- Geography
- Tenants
- Currencies

#### + High occupancies

- Competitive rents
- High-quality assets
- Key locations
- Long-lasting relationships with tenants

#### + Prudent leverage

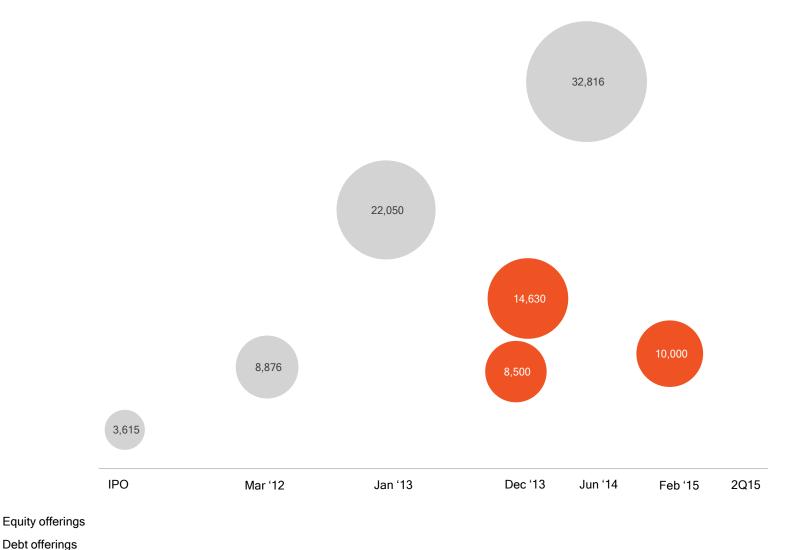


FUNO's strategy has proven to be successful, showing sustainable growth for more than 18 quarters



# **Broad Access to Capital Markets**

FUNO has obtained more than Ps. 100 billion from capital markets through 7 public offerings



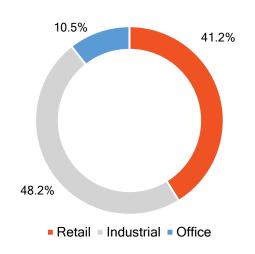
# **Diversification by Segments**

	Ret	tail	Indus	trial	Offic	<u>ces</u>	Total FUNO
Properties	312	63.3%	101	20.5%	80	16.2%	493
GLA <sup>1</sup>	2,749.4	41.2%	3,217.2	48.2%	703.4	10.5%	6,669.9
ABR <sup>2</sup>	5,157	52.3%	2,554	25.9%	2,155	21.8%	9,865

### Segment diversification by ABR



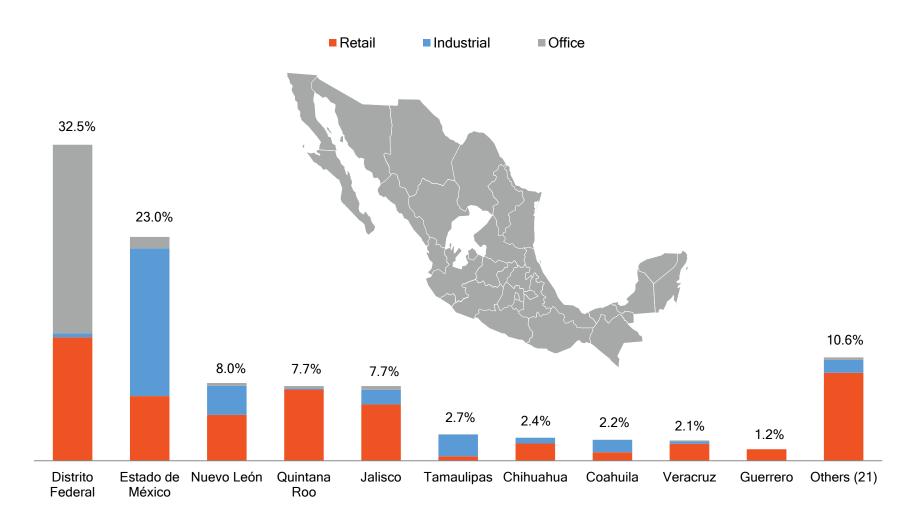
### Segment diversification by GLA





# **Diversification by Geography**

FUNO's portfolio geographic diversification on an annualized base rent basis



### **Diversification by Tenants**

FUNO's tenants are world-class companies that operate under a variety of industries





































NAVISTAR\*



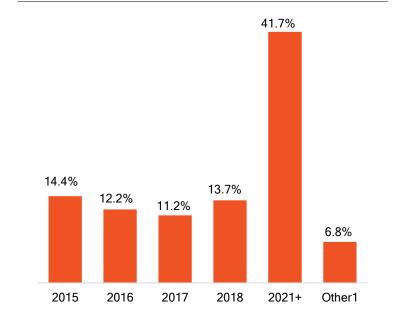




#### **Top-10 Tenants**

Industry	%ABR	Industry	%GLA
Retail	10.9%	Retail	14.7%
Financial	8.7%	Financial	3.6%
Financial	4.5%	Education	3.5%
Education	3.1%	Financial	2.6%
Entertainment	3.0%	Entertainment	2.5%
Food & Beverage	1.6%	Retail (Dept. stores)	1.6%
Hospitality	1.5%	Consumer godos	1.6%
Parking	1.3%	Consumer goods	1.3%
Telecomm	1.1%	Logistics	1.3%
Entertainment	1.0%	Entertainment	1.3%

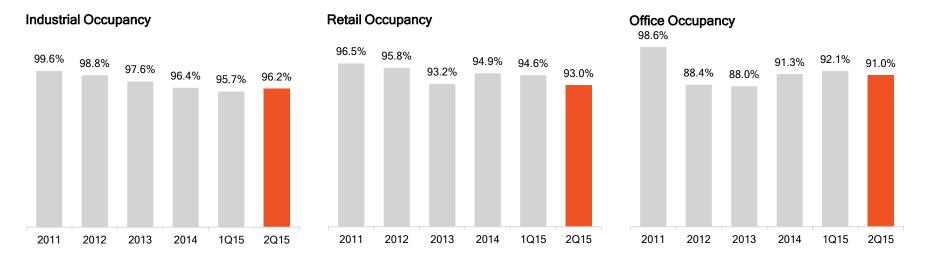
#### Lease Expiration Profile (% of ABR)

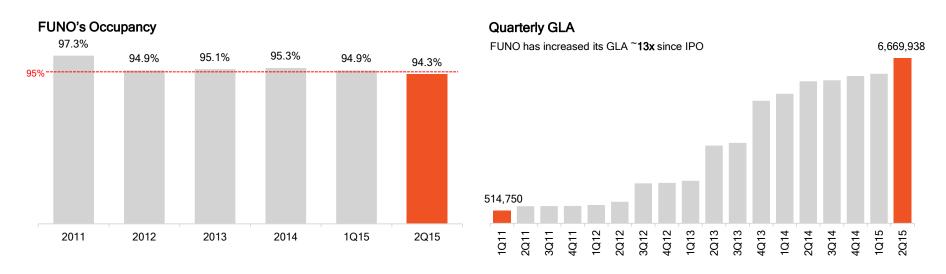




### **High Occupancy Rates**

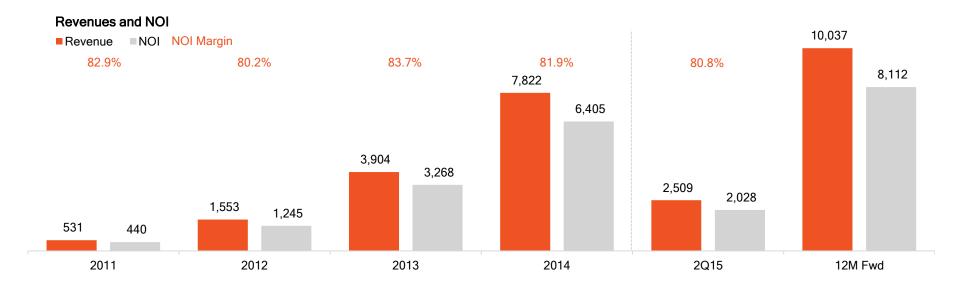
FUNO has been able to maintain high occupancy rates despite its tremendous growth





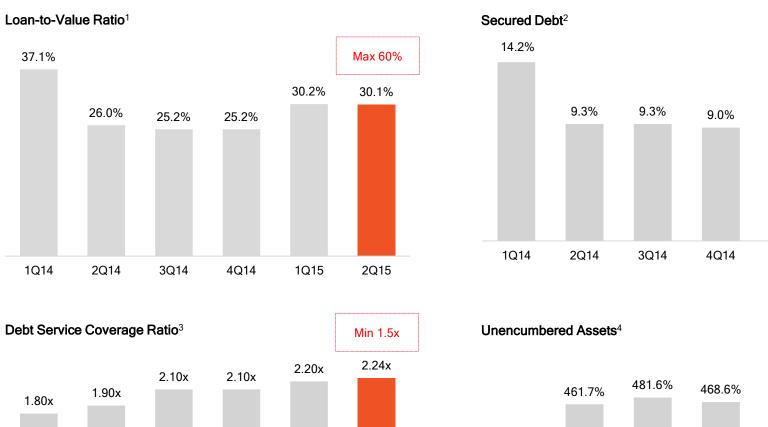


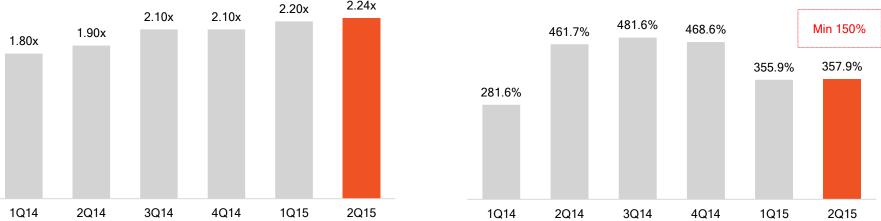
### **Sound Financial Performance**





# **Strong Credit Profile**





Max 40%

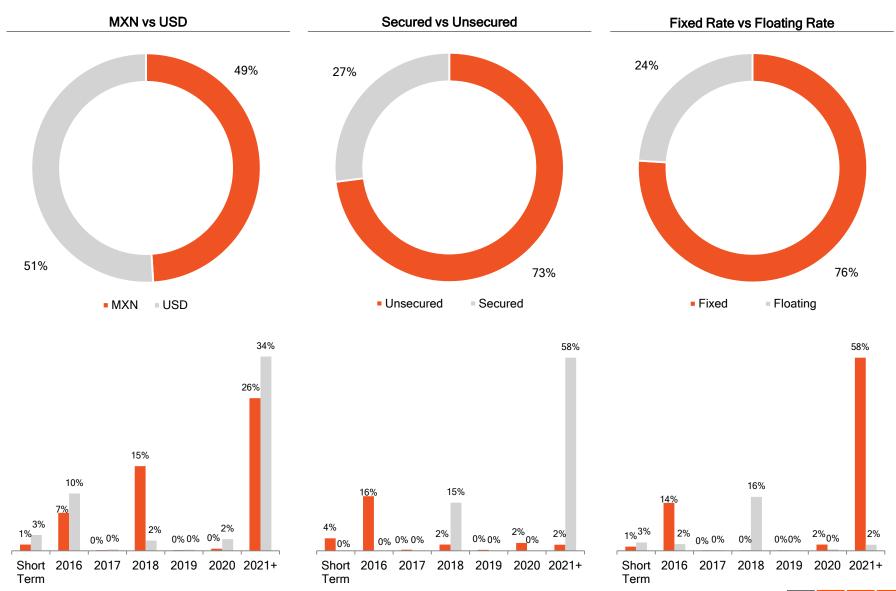
8.1%

2Q15

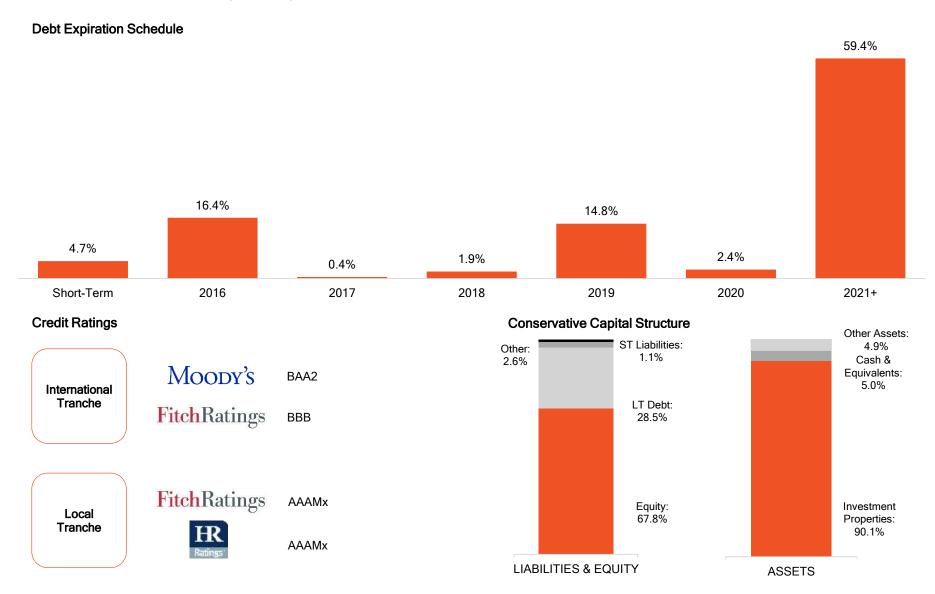
8.5%

1Q15

### **Debt Profile**



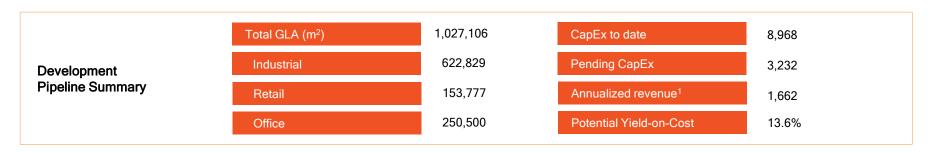
### Debt Profile (cont'd)



### **Development Pipeline**

FUNO has significant organic growth potential through its integrated development platform

<u>Project</u>	<u>Segment</u>	GLA (m²)	CapEx to Date	<u>Pending</u> <u>CapEx</u>	Annualized Base Revenue (A)	Additional Revenue (B)	Total Revenue (A+B)	<u>Yield on</u> <u>Cost</u>	<u>Delivery</u>
Delaware	Office	70,000	-	1,400.0	-	251.2	251.2	17.9%	TBD
La Viga	Office	102,000	936.3	163.7	51.4	198.6	250.0	22.7%	2Q16
Diana	Office	31,500	1,300.0	-	-	130.0	130.0	10.0%	4Q15
Berol	Industrial	100,000	1,125.4	172.6	-	144.0	144.0	11.1%	2Q16
Gustavo Baz I	Industrial	70,000	582.6	457.4	-	60.0	60.0	5.8%	3Q16
Xochimilco	Retail	30,000	433.0	17.0	-	50.4	50.4	11.2%	4Q16
Torre Latino	Office	35,000	1,185.9	180.1	-	147.4	147.4	10.8%	4Q15
Mariano Escobedo	Office	12,000	175.0	225.0	-	60.5	60.5	15.1%	3Q17
San Martín Obispo I	Industrial	163,081	765.9	34.1	141.2	35.8	177.0	22.1%	2015
San Martín Obispo II	Industrial	84,748	509.6	220.4	48.8	45.2	94.0	12.9%	2015
La Purísima	Industrial	205,000	528.9	111.1	113.5	41.5	155.0	24.2%	2015
Revolución	Retail	27,810	289.1	59.0	-	28.2	28.2	8.1%	2015-2016
Tlalpan	Retail	95,967	1,136.7	192.0	-	114.1	114.1	8.6%	2015-2016



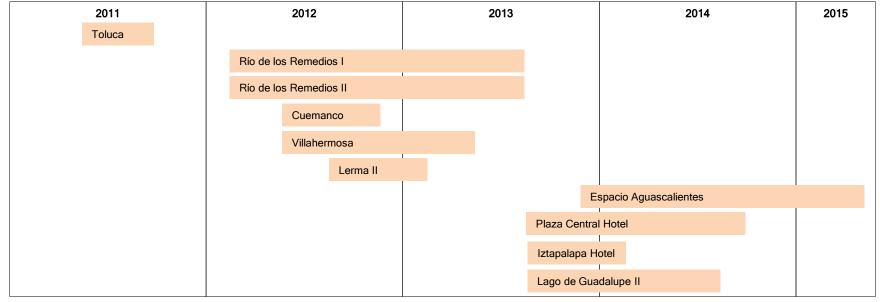


### **Development Background**

Property	Segment	Occupancy	Total CapEx	Total GLA (m <sup>2</sup> )	Expected Annual Stabilized Revenue	Yield on Cost
Plaza Central Hotel	Retail	100%	165.0	7,500	19.9	12.1%
Toluca	Retail	100%	260.0	15,023	28.0	10.8%
Río de los Remedios I	Industrial	100%	306.1	31,909	36.6	12.0%
Río de los Remedios II	Retail	99.8%	428.9	44,710	45.0	10.5%
Cuemanco	Retail	100%	781.0	44,641	86.3	11.1%
Villahermosa	Retail	89%	552.0	22,341	58.7	10.6%
Lerma II	Industrial	100%	752.0	118,658	83.0	11.0%
Iztapalapa Hotel	Retail	100%	93.0	4,635	9.6	10.4%
Lago de Guadalupe II	Industrial	100%	128.0	20,000	16.8	13.1%
Espacio Aguascalientes	Retail	72%	339.0	24,656	49.4	14.6%

Total CapEx	\$ 3,805
Total GLA (m²)	334,072
Industrial	170.567
Retail	163,506
Occupancy @ 1Q15	97.1%
Annual Stabilized Revenue	\$ 433.0
Yield-on-Cost	11.4%

#### **Historical Development Calendar**



All figures in million pesos



### Annexes

- Activity since Follow-On
- Development Case Studies
- Recent Acquisitions
- Real Estate Development Vehicle



# **Activity since Follow-On**

# Acquisitions Closed since Follow-On

Stabilized Acquisitions								
Portfolio	Date	Price	Debt	Equity	Cash	VAT & Closing Costs	Expected NOI	ImpliedCap Rate
Corporativo San Mateo	Jul '14	121.0	-	121.0	-	9.4	10.5	8.7%
Hilton Centro Histórico	Jul '14	1,167.9	402.3	765.6	-	214.8	107.7	9.2%
R-15 Galerías Guadalajara	Jul '14	3,459.0	-	2,720.0	739.0	740.3	284.3	8.2%
R-15 Península Vallarta	Jul '14	260.0	-	202.8	57.2	55.6	21.8	8.4%
Corporativo La Viga	Jul '14	412.2	-	-	412.2	89.2	35.0	8.5%
P4 I & II	Oct '14	280.0	-	-	280.0	42.8	24.3	8.7%
Samara	Dec '14	5,586.0	1,232.0	4,354.0	-	978.2	460.0	8.2%
Florida	Mar '15	640.1	-	-	640.1	127.2	57.2	8.9%
Utah	Mar '15	1,010.7	<del>-</del>	-	1,010.7	181.0	89.3	8.8%
Kansas	May '15	10,452.0	_	-	10,452.0	1,531.2	832.0	8.0%
Indiana	Jun '15	3,040.0	_	-	3,190.0	695.9	259.2	8.5%
Oregon	Jun '15	1,625.0	_	1,626.0	_	263.0	135.9	8.5%
					16,781.2	4,928.5	2,290.3	8.3%

Developments							
Portfolio	Date	Price	Additional Investment	Total Investment	VAT	Expected NOI	Implied Cap Rate
La Viga	Jul '14	-	500.0	500.0	-	190.0	38.0%
R-15 La Isla II	Dec '14	409.5	1,990.5	2,400.0	-	240.0	10.0%
Buffalo	May '15	2,820.0	3,863.0	6,683.0	245.7	1,043.0	15.6%
		3,229.5			245.7	1,473.0	





# **Development Case Studies**

### Case Study - Corporativo La Viga

### Acquisition of a stabilized asset + redevelopment

#### What did FUNO acquire?

- Bargain-priced asset
- Included one office tower with 60% occupancy, one tower partially demolished, and one partially-built tower with structural damage.

#### What did FUNO do?

- Leveled 600+ foundations
- Restructured the towers to comply with construction code
- Build a new tower with three additional stories
- Remodeled facade and common areas.

#### What is the property's current status?

- Compliant with construction code
- Currently closing a leasing contract with a government agency







GLA (m²)
Occupancy
Price
Redevelopment CapEx
Current NOI

	Operating Tower
	38,250
	60%
	412.2
	_
	35.0 <sup>(1)</sup>
-	

New Tower	Total Project
67,750	106,000
100%	85.5%
-	412.2
687.8	687.8
215.0 <sup>(2)</sup>	250.0



Cap Rate

22.7%



# Case Study - Plaza Central Hotel

### Redevelopment

#### Overview

SEARS Formerly a SEARS retail store

Redevelopment to a Fabricas de Francia retail store, a food court, and business-class hotel

Former GLA	13,000 m2
Occupancy	100%
Revenue	3.9

### **Current Figures**





Current combined GLA	7,500 m <sup>2</sup>
Occupancy	100%
Expected Revenue	19.9
Redevelopment CapEx	165
Expected yield-on-cost	12.1%
Revelopment period	12 months













# Case Study - Cuemanco Redevelopment

#### Overview

Formerly Hermanos Vazquez distribution center Redevelopment to a Power Center



Former GLA	101,000 m <sup>2</sup> (land)
Occupancy	0%
Revenue	No revenue
Acquistion Price	485

#### **Current Figures**

Current GLA	44,641 m²
Redevelopment CapEx	296
Occupancy	100%
Expected Revenue	86.3
Tenants	48
Yield-on-cost	11.1%
Stabilization period	13 monts



















# Case Study - Toluca

### Green-field development

#### Overview

Fibra Uno's first development project Development of a Walmart Supercenter in Toluca







GLA	15,023 m <sup>2</sup>
Occupancy	100%
Expected revenue	27.4
Development CapEx	260
Expected yield-on-cost	10.5%
Development timeframe	6 months





# Case Study - Río de los Remedios

Redevelopment

#### Overview

Redevelopment of an industrial property from VITRO into an industrial property with a retail component

Former Land/GLA

155,000 m<sup>2</sup> / 40,000 m<sup>2</sup>

#### **Current Figures**

	<u>inaustriai</u>	Ret
GLA (m <sup>2</sup> )	31,909	44,7
Occupancy	100%	99.8
Revenue	36.6	45
Redevelopment CapEx <sup>(1)</sup>	306.1	428
Yield-on-cost	12.0%	10.5





Vitro.











11.1%

















# Case Study - Villahermosa Development

#### Overview

Acquisition of an incomplete retail property from a third party

GLA	22,341 m <sup>2</sup>
Occupancy	0%
Expected revenue <sup>(1)</sup>	58.7
Development CapEx	520.0
Expected yield-on-cost	11.3%
Development timeframe	18 months









### **Current Figures**

Current anual revenue	46.4
Occupancy	89.0%
Yield-on-cost @ current figures	8.9%









# Case Study - Lerma II

### Green-field development

#### Overview

Development of an industrial park

GLA	118,658 m <sup>2</sup>
Occupancy	100%
Expected revenue	83.0
Development CapEx	752.0
Expected yield-on-cost	11.0%
Development timeframe	18 months









#### **Current Figures**

Current anual revenue	90
Occupancy	100%
Current yield-on-cost	12.0%







### Case Study - Iztapalapa Hotel

### New development within existing property

#### Overview

Development of a business-class hotel

GLA	4,635 m <sup>2</sup>
Occupancy	100%
Expected revenue	9.6
Development CapEx	93
Yield-on-cost	10.4%
Development timeframe	12 months









# Case Study - Lago de Guadalupe II Development

#### Overview

Development of an industrial property of mini-warehouses

GLA	20,000 m <sup>2</sup>
Occupancy	100%
Expected revenue	16.8
Development CapEx	128.0
Yield-on-cost	13.1%
Development timeframe	18 months



Current anual revenue	20.0
Occupancy	100%
Current yield-on-cost	15.6%





# Case Study - Espacio Aguascalientes

### Green-field development

#### Overview

Development of a shopping center in the city of Aguascalientes

GLA	24,656 m <sup>2</sup>
Occupancy	72%
Expected revenue <sup>(1)</sup>	Ps. 49.4 mm
Development CapEx	Ps. 339.0 mm
Yield-on-cost	14.6%
Development timeframe	24 months





















# **Recent Acquisitions**

### **Oregon Portfolio**

- On January 8, 2015 FUNO executed an acquisition agreement for three stabilized and consolidated shopping malls in Mexico City.
- These malls are located in densely populated áreas with heavy traffic levels and good economic dymanics.
- The acquisition closed on June 12, 2015.
- The transaction was paid 100% with CBFIs and the properties had no debt.

#### **Three Shopping Centers**

Acquisition Price: Ps\$1,626 mm

Occupancy: 98.2%

Annual NOI: Ps\$135.9 mm

■ GLA: 34,103 m<sup>2</sup>









### Indiana Portfolio

- On October 29, 2014 FUNO announced the execution of an acquisition agreement for 13 urban university campuses from Universidad ICEL.
- 11 of them are located within Mexico City's metropolitan área, 1 in the city of Cuernavaca and 1 in the city of Guadalajara.
- As part of the agreement, ICEL signed a sale-and-lease-back, triple-net contract for 10 years.
- The acquisition closed on June 9, 2015.

#### 13 University Campuses

Acquisition Price: Ps\$3,190 mm

Occupancy: 100%

Annual NOI: Ps\$259.2 mm

■ GLA:185,521 m2

- Furthermore, as part of the agreement, FUNO has the right to develop on the excess land within the campuses.
- This allows FUNO to achieve interesting synergies with ICEL by offering even more space to lease within the existing properties throughout Mexico.









### **Buffalo Portfolio**

- On February 24, 2015, FUNO executed an acquisition agreement for Mitikah, a mixed-use project in the southern parto of Mexico City.
- Te acquisition closed on May 13, 2015.
- Mitikah's location will complement the acquisition of the Colorado Protfolio (Centro Bancomer, BBVA's current headquarters), allowing FUNO to achieve significant synergies.
- Mitikah's project is a change of paradigm for the population of the área for its scale and potential real estate offering.
- It is the largest real estate project currently in Mexico and one of the most important in LatAm.

#### **Mixed-Use Project**

- Acquisition price: Us\$185 mm
- Potential GLA: ~131,000 m<sup>2</sup>









### Kansas Portfolio

- On December 1st 2014, FUNO signed the purchase of a portfolio of 19 properties located in seven states throughout Mexico.
- The acquisition closed on May 6, 2015.
- Acquisition price: Ps.\$10,452 mm.
- The acquisition was paid 100% with cash and the properties have no debt.

### 19 properties

10 stabilized shopping centers	<ul><li>8 power centers</li><li>2 fashion malls</li><li>8 cities</li><li>7 states</li></ul>	GLA Occupancy Expected NOI Cap Rate	297,064 m <sup>2</sup> 92% Ps\$742 mm 8.52%
5 adjacent land for expansion	In 5 shopping centers for possible immediate expansion	Area Expected GLA Purchase price	165,081 m <sup>2</sup> 85,000 m <sup>2</sup> Ps\$557 mm
2 power centers in process of stabilization	2 power centers 2 cities 2 states	GLA Expected NOI Purchase price	46,286 m <sup>2</sup> Ps\$90 mm Ps\$903 mm
7 land for future development	7 cities 6 states	Area Purchase price	719,814 m <sup>2</sup> Ps\$336 mm





















### **Acquisition Agreement - Utah Portfolio**

- On January 12th 2015, FUNO signed an agreement to acquire an office property in Mexico City.
- The acquisition closed on March 2, 2015.
- The property has a premium location being placed the Reforma-Lomas corridor.
- The acquisition price is USD \$67.9 million that will be paid 100% with cash. The property has no debt.

#### Office Building

Acquisition price: Us\$67.9 mm

Occupancy: 100%

Annual NOI: Us\$6 mm

■ GLA: 16,348 m<sup>2</sup>



### Florida Portfolio

- On January 7th 2015, FUNO signed an agreement to acquire an office property located in the Insurgentes corridor, one of Mexico's most prominent
- FUNO considers that this building is a landmark in the area given its location and design.
- The acquisition closed on March 2, 2015.
- The property has no debt and the acquisition will be paid 100% with cash

#### Office building

Acquisition price: Ps\$640.1 mm

Occupancy: 100%

■ NOI: Ps\$57.2 mm

■ GLA: 21,755 m<sup>2</sup>











# Real Estate Development Vehicle "HELIOS"

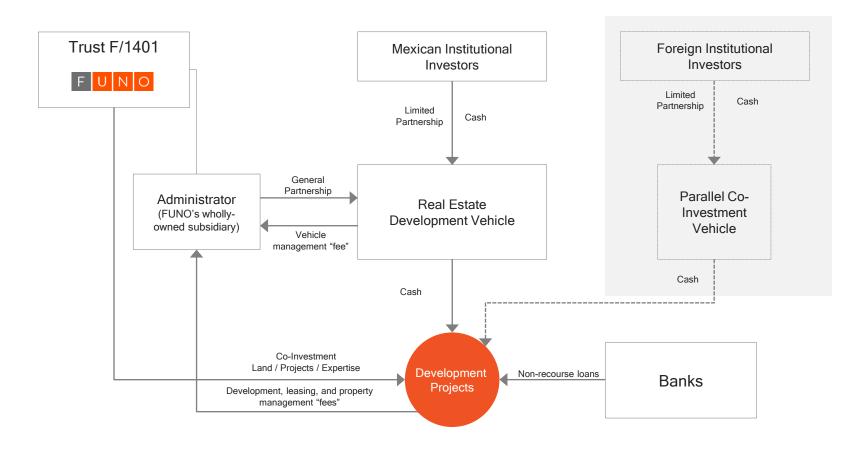
### **Termsheet**

Issuer	Fideicomiso F/2353, Banco INVEX, S.A., Institución de Banca Múltiple, INVEX Grupo Financiero		
Ticker	F1CC15		
General Partner	F1 Administración, S.C.		
Secutity Type	Certificados Bursátiles Fiduciarios Inmobiliarios (CBFIs), not suject to FIBRAs regime		
Offering Structure	Public offering in Mexico under the capital calls mechanism		
Committed Amount / 1st Capital Call	Ps. \$6,000 million / Ps. \$1,200 million (equivalent to 20% of total committed amount)		
Offering Date	June 26, 2015		
Term	10 years		
Use of Proceeds	Development of large-scale, mixed-use real estate projects in Mexico		
Preferent Return	10%		
Common Representative	monex		
Structuring Agents	BBVA Bancomer Evercore		
Bookrunners	BBVA Bancomer Evercore Casa de Bolsa		



### The Vehicle

The vehicle is a trust whithin which FUNO participates as general partner while institutional investors participate as limited partners



### Vehicle's Fees

Fee	Overview	Counterparty	Base
Management Fee 1.25%	<ul> <li>Management fees will be paid as follows:</li> <li>i) 1.25% over the máximum amount issued during the investment period and on any extensions</li> <li>ii) 1.25% of total invested amount after investment period and any extensions</li> </ul>	Vehicle	i) Maximum issuance amount ii) Total invested amount
Development Fee 3.00%	Manager will charge 4.00% over total investment cost of each project including land, development costs, but excluding fees	Project	Total project cost
3.00% Leasing Fee 2.00%	Manager will charge a percentage of leasing income as follows:  (i) 4.00% for leases of up to 5 years of term  (ii) 2.00% for the exceeding term above 5 years	Project	Leasing income
Asset Management Fee 3.00%	3.00% of gross monthly income of each project	Project	Gross monthly income
Promote 20%	20% of remainder after paying a preferred return of 10% to institutional investors (no catch-up)	Vehicle	Remainder