



Investor Update

January, 2015

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.



FUNO Today

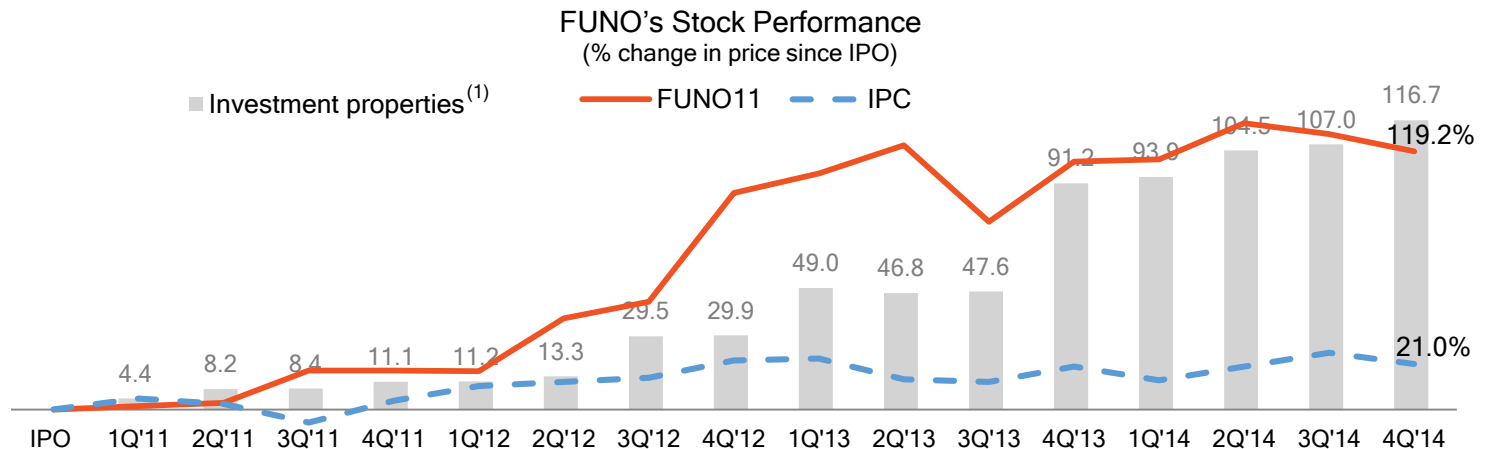
FUNO: Undisputed Mexican REIT Leader

FUNO is a Real Estate Investment Trust (“REIT” or “FIBRA” in Spanish) which aims to acquire, develop and operate a wide range of properties for leasing purposes

Market leader details

- ✓ Our founders and management team’s 40 years experience has enabled us to raise more than **Ps\$98 billion** to invest in real estate properties
- ✓ **Diversified portfolio** in terms of market segment, geographic location, tenant base and revenue generation
- ✓ High growth rates while maintaining **efficiency and profitability**
- ✓ **Presence** in 31 out of 32 states in Mexico

Unparalleled performance since IPO

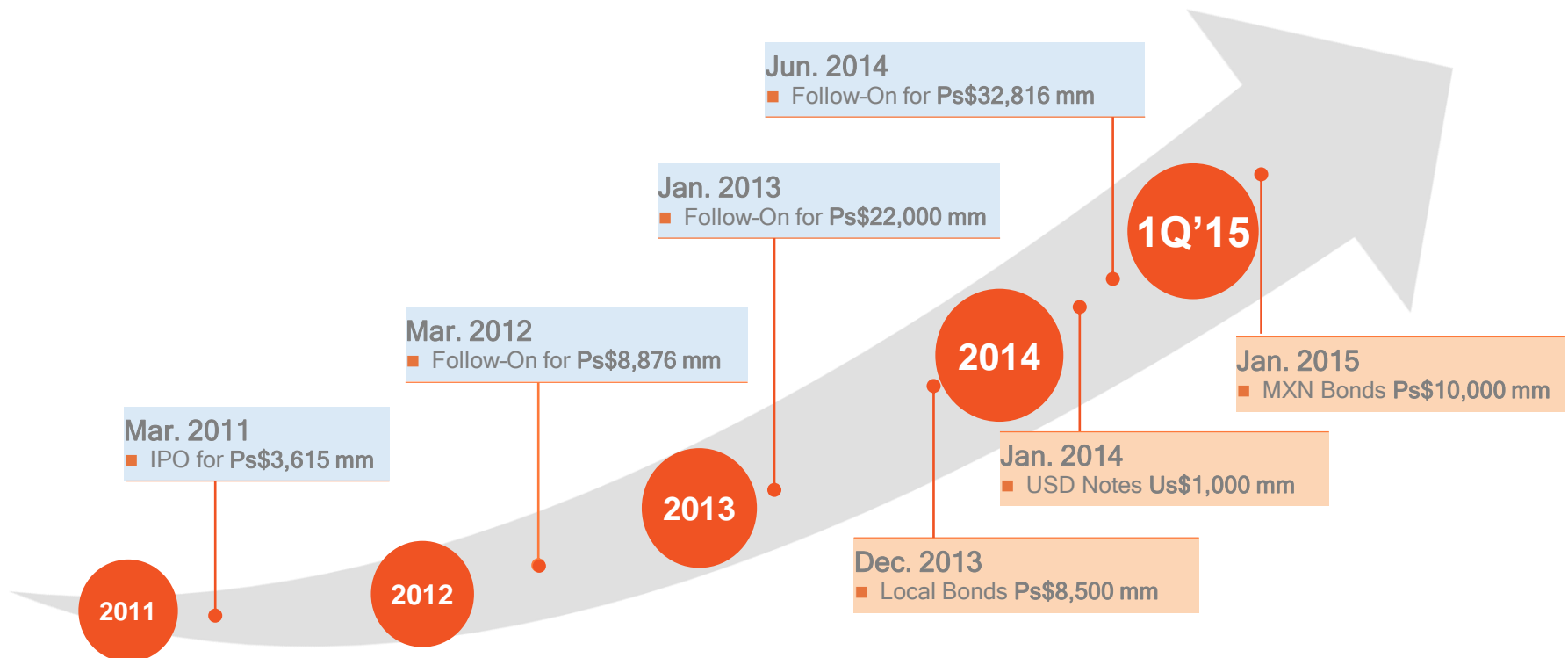


First Mexican market REIT and leader in Mexico's real estate sector

(1) Investment properties = Investment properties + Trust rights. Figures in billion pesos.

Broad Access to Capital Markets

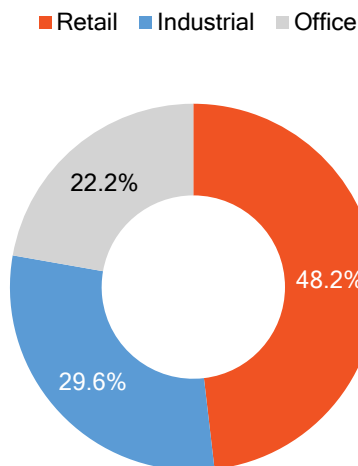
- ✓ FUNO has obtained more than **Ps. 98 billion** from the public markets



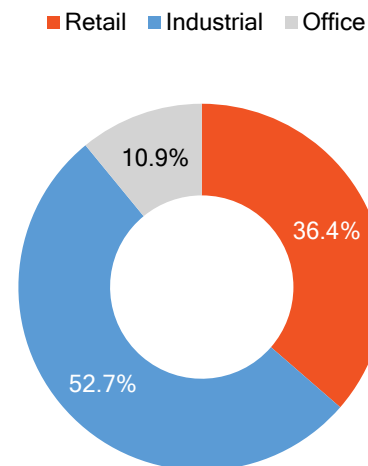
Broadly Diversified Property Portfolio

| Operating Metric | Retail | | Industrial | | Office | | FUNO |
|-------------------------|-----------|-------|------------|-------|-----------|-------|-----------|
| | (#) | (%) | (#) | (%) | (#) | (%) | (#) |
| ✓ No. of Operations | 277 | 60.9% | 102 | 22.4% | 76 | 16.7% | 455 |
| ✓ No. of Leases | 4,003 | 83.4% | 382 | 8.0% | 413 | 8.6% | 4,798 |
| ✓ GLA (m ²) | 2,164,835 | 36.4% | 3,136,000 | 52.7% | 650,406 | 10.9% | 5,951,240 |
| ✓ ABR ⁽¹⁾ | 3,874,590 | 48.2% | 2,382,714 | 29.6% | 1,788,955 | 22.2% | 8,046,259 |

Sectorial distribution by ABR ⁽¹⁾



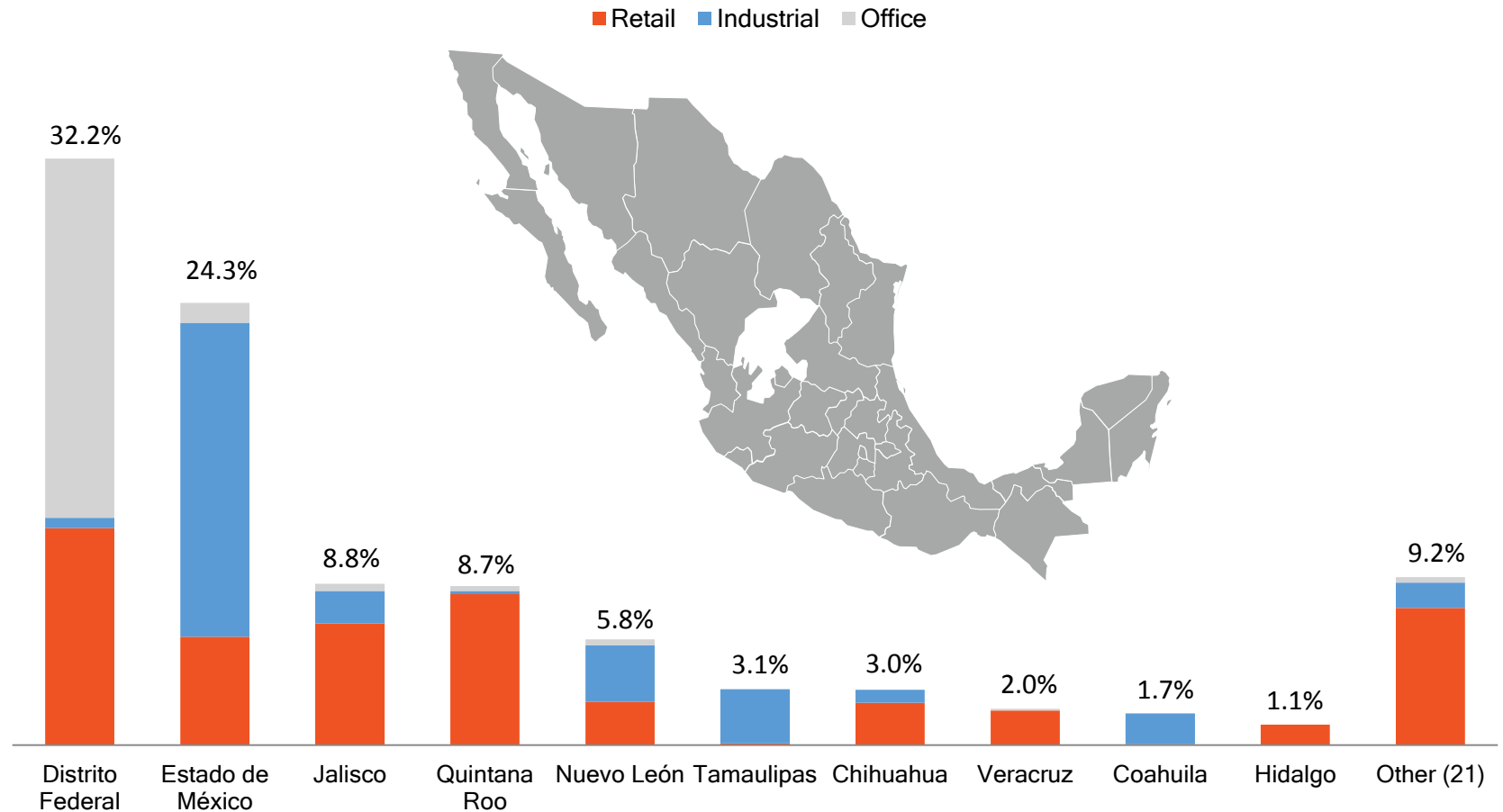
Sectorial distribution by GLA



(1) ABR= annualized base rent. Figures in '000 pesos.
Property portfolio information as of 4Q14

Geographic Diversification

✓ FUNO has presence in 31 of 32 states in Mexico



High-Quality Tenants Diversification

✓ FUNO's properties are occupied by world-class tenants

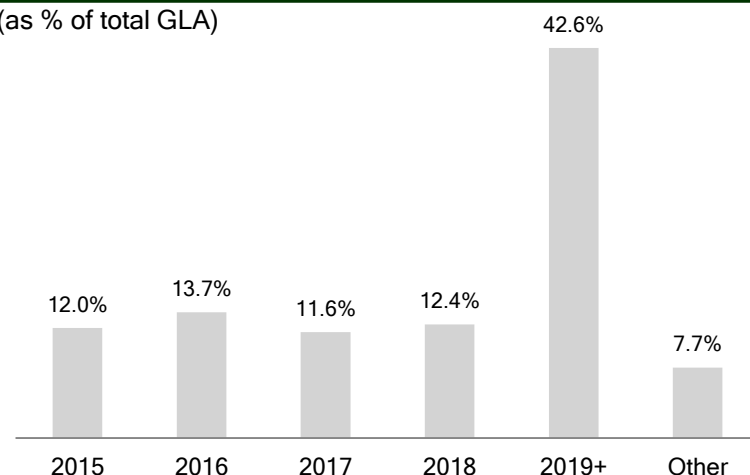


Top ten tenants

| Top ten tenants | | | |
|-----------------------|--------------|-----------------------|--------------|
| Industry | % GLA | Industry | % ABR |
| Retail Institution | 11.1% | Retail Institution | 10.4% |
| Financial Institution | 3.1% | Financial Institution | 6.2% |
| Education | 2.7% | Financial Institution | 3.9% |
| Consumer goods | 2.1% | Entertainment | 2.1% |
| Financial Institution | 1.9% | Hospitality | 1.6% |
| Logistics | 1.8% | Restaurants | 1.3% |
| Retail Institution | 1.8% | Logistics | 1.1% |
| Entertainment | 1.7% | Consumer goods | 1.0% |
| Consumer goods | 1.4% | Education | 0.9% |
| Education | 1.2% | Financial Institution | 0.9% |
| Total | 28.8% | Total | 29.5% |

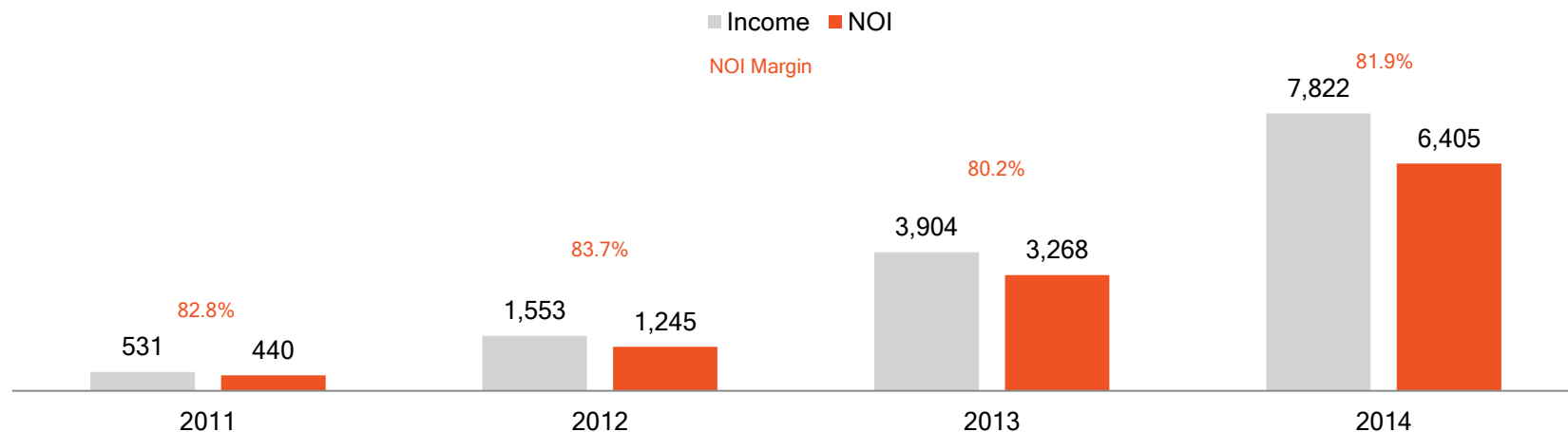
Lease expiration profile

(as % of total GLA)

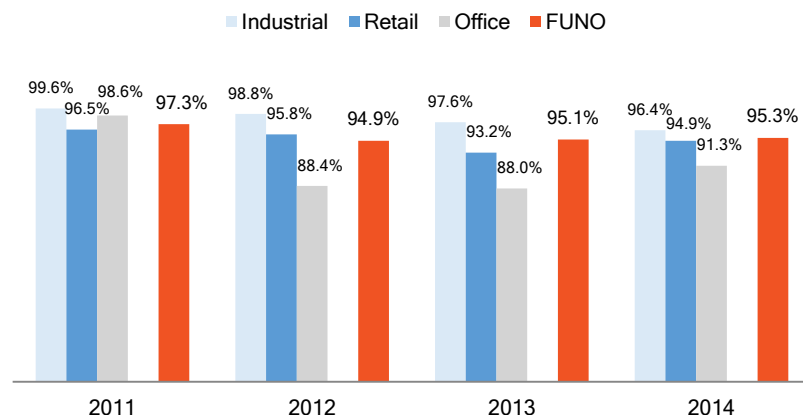


Strong Financial Performance

Income and net operating income ("NOI") ⁽¹⁾

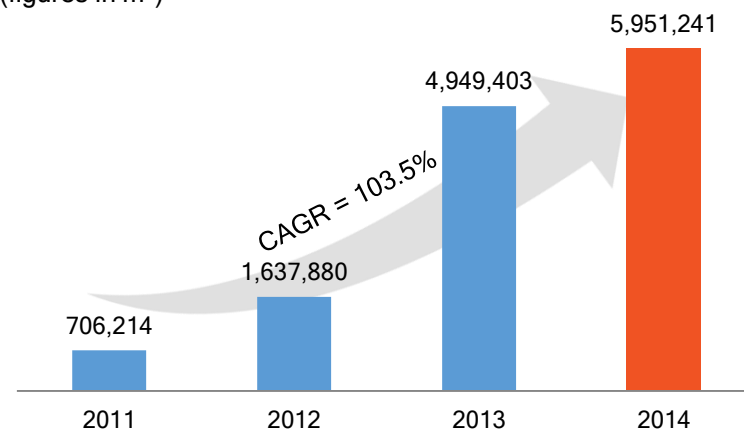


Historical occupation by segment



Historic GLA growth

(figures in m²)

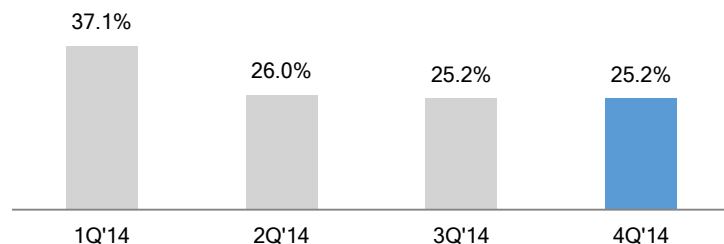


(1) Income and NOI figures in million pesos

Strong Credit Profile

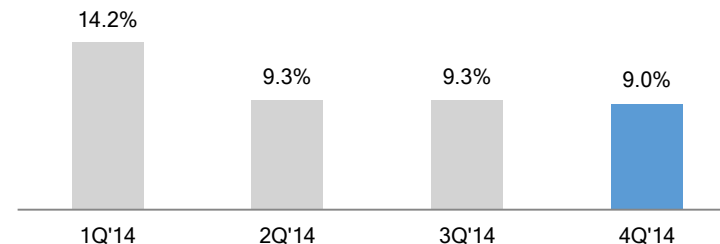
Loan-to-value ("LTV")⁽¹⁾

Max 60%



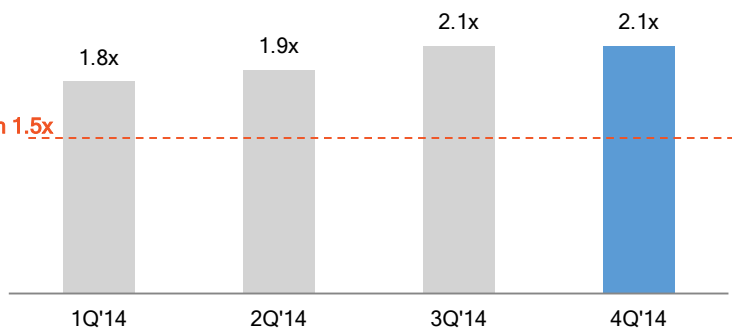
Secured debt limit⁽²⁾

Max 40%



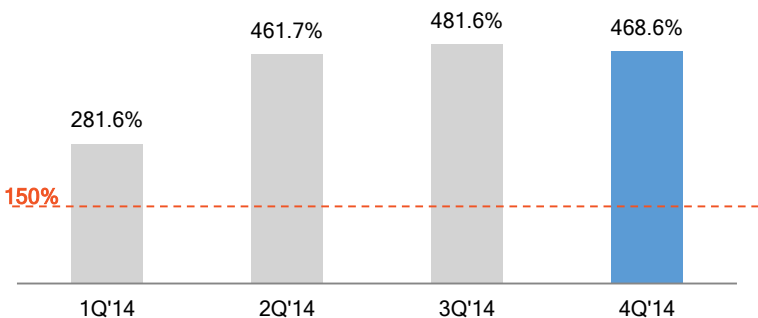
Debt service coverage ratio ("DSCR")⁽³⁾

Min 1.5x



Unencumbered assets coverage⁽⁴⁾

Min 150%



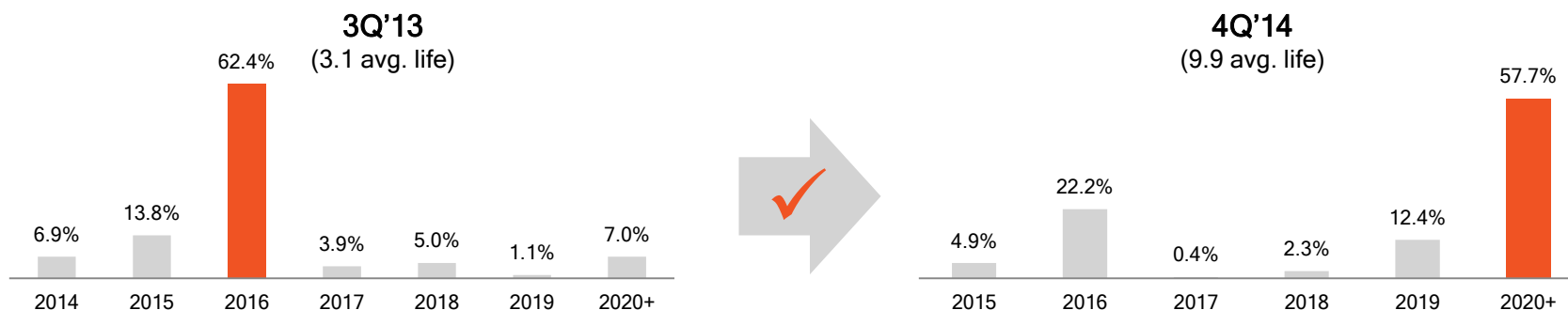
FUNO fully complies with the financial covenants of its US Notes and Local Bonds

- (1) LTV = Gross debt / Total Assets
- (2) Secured debt limit = Secured debt / Total Assets
- (3) DSCR = EBITDA / Debt Service (measured for last 12 months and excluding debt prepayments)
- (4) Unencumbered assets coverage = Unencumbered Assets / Unsecured Debt

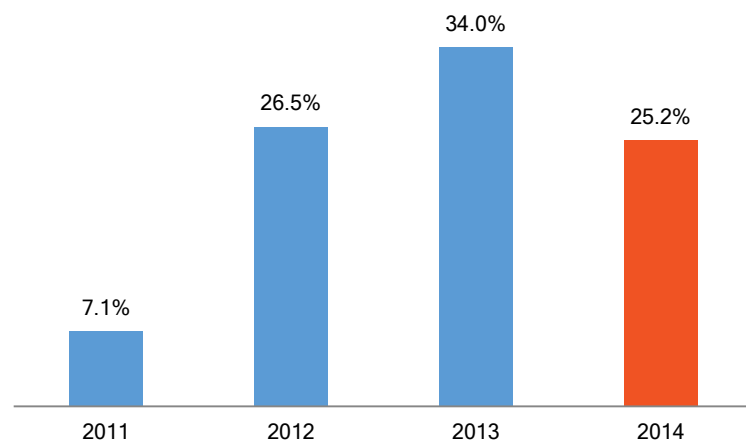
Sound Financial Position and Conservative Capital Structure

Debt maturity profile 3Q'13 vs. 4Q'14

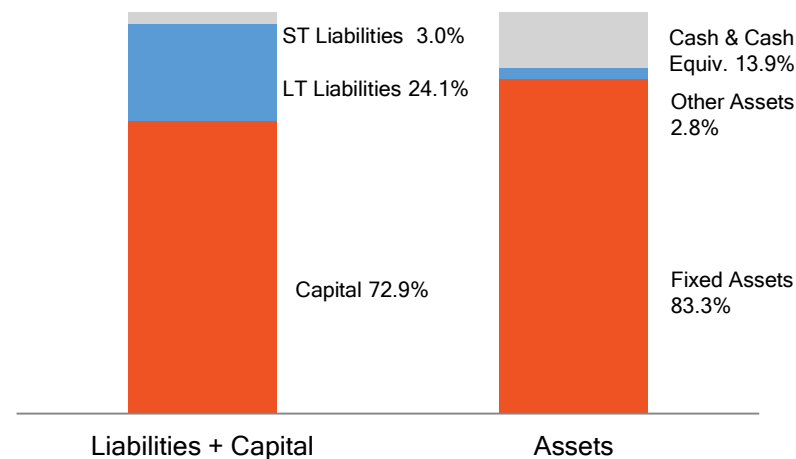
- As a result of the liability management conducted the last 18 months, FUNO has increased its debt's average life from 3.1 years (3Q'13) to 9.7 years (4Q'14) switching from secured short term debt to unsecured long term debt



Historic LTV ⁽¹⁾



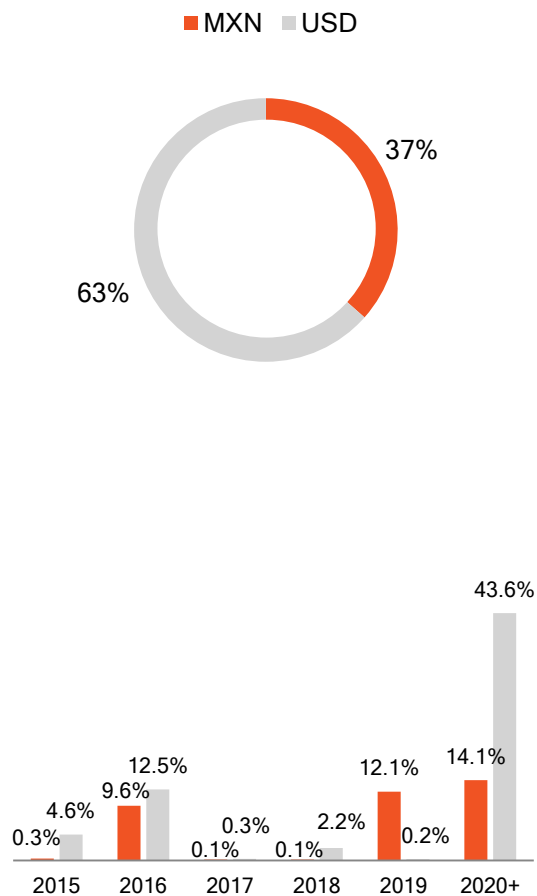
Conservative capital structure



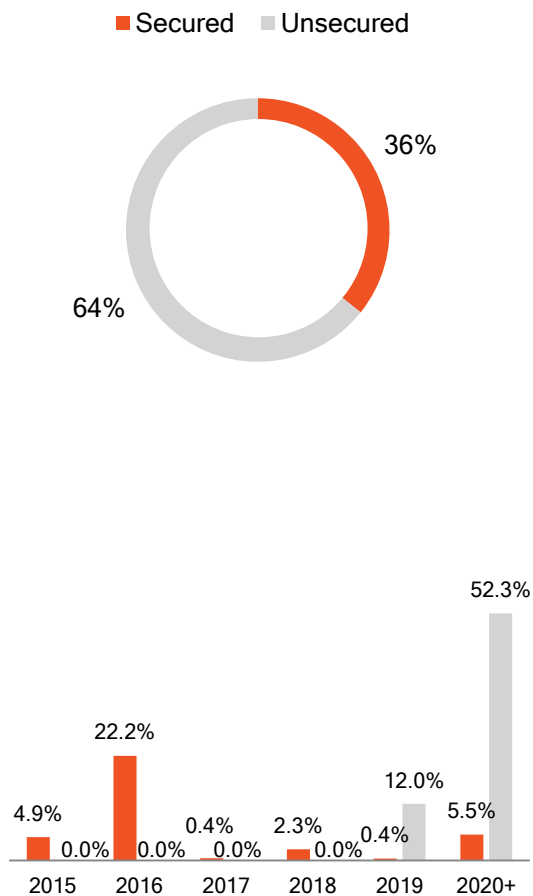
(1) LTV = Gross debt / Total Assets

Debt Maturity Profile as of 4Q'14

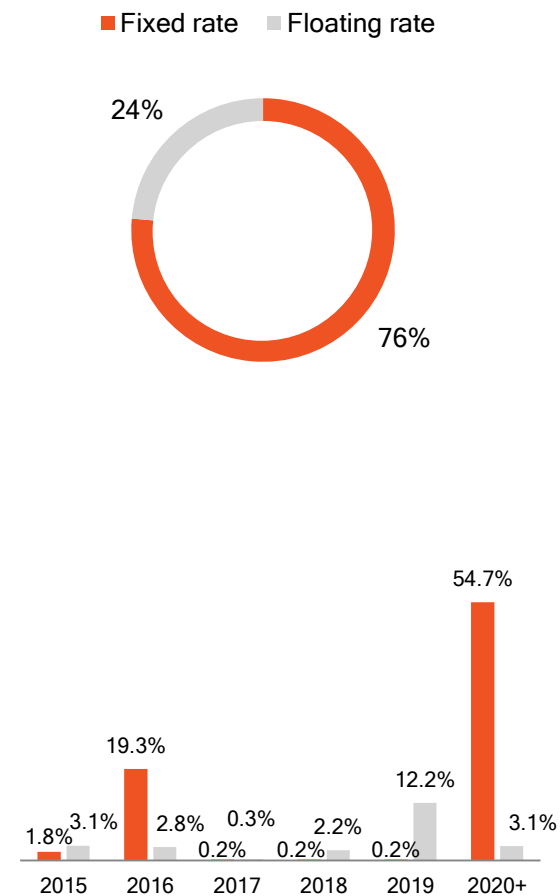
Mexican Pesos vs. US Dollars



Secured vs. Unsecured



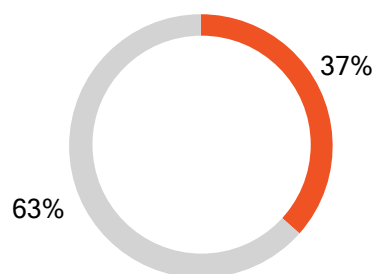
Fixed rate vs. Floating rate



Pro-forma Debt Maturity Profile as of 4Q'14

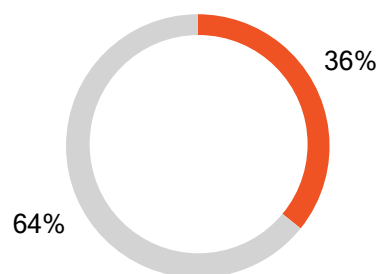
Mexican Pesos vs. US Dollars

■ MXN ■ USD



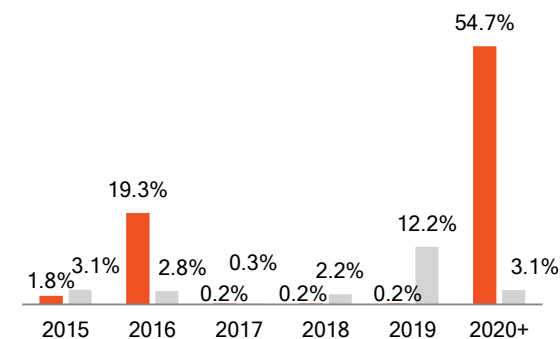
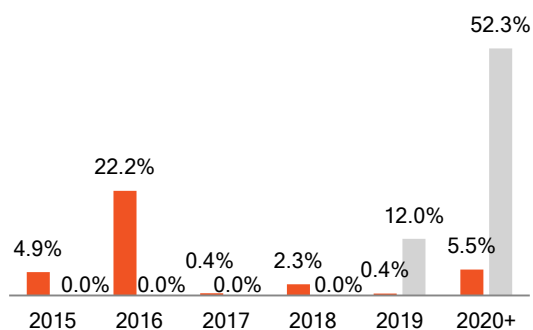
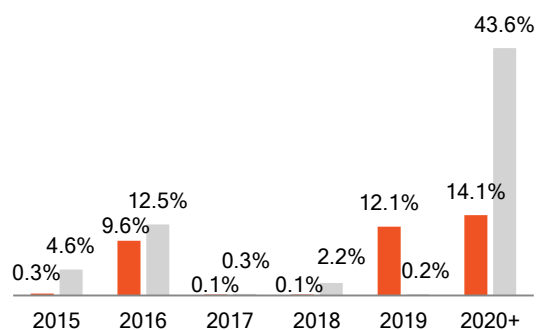
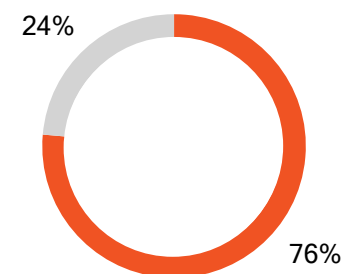
Secured vs. Unsecured

■ Secured ■ Unsecured



Fixed rate vs. Floating rate

■ Fixed rate ■ Floating rate



Development Pipeline

- ✓ FUNO has significant organic growth potential from their integrated development platform

Development pipeline description

(As of 4Q'14)

| | Total CapEx (Ps\$ Thousands) | CapEx to Date (Ps\$ Thousands) | Estimated Yearly Stabilized NOI (Ps\$ Thousands) | Total GLA | Estimated Completion Date |
|------------|---------------------------------|-----------------------------------|--|-----------|------------------------------|
| Industrial | 3,410,000 | 1,871,307 | 502,200 | 750,000 | 2015 |
| Retail | 1,601,000 | 1,154,000 | 333,400 | 169,899 | 2015 - 2016 |
| Office | 4,072,000 | 2,181,676 | 778,024 | 242,350 | 2015 - 2018 |
| Total | 9,083,000 | 5,206,983 | 1,613,624 | 1,162,249 | 2015 - 2018 |



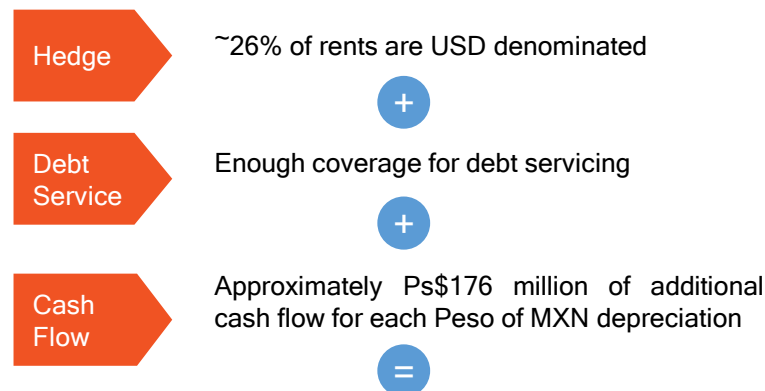
Market Prospects

Potential Impact of Recent Market Movements

Macro landscape

- ✓ A cheaper Peso will keep stimulating foreign investment
- ✓ Mexico becomes an even more competitive manufacturing destination
- ✓ Lower oil prices drive higher consumption among American population, which improves economic conditions in the U.S.; and therefore, in Mexico
- ✓ Oil extraction in the Gulf of Mexico could be profitable even at prices of Us\$40-50

FUNO's landscape



FUNO is poised to continue delivering good results

"Mexico will be impacted negatively by the drop in oil prices, but in a small magnitude given its exposure to manufacturing; on the other hand it will have an impact on its public finances that will not be sensed on 2015 because of the hedge that Mexican authorities bought."

-Alejandro Werner

Director of the Western Hemisphere Department, International Monetary Fund
Interview for El Economista, December 17, 2014

- For every Us\$10 of oil price drop, Mexican GDP will decrease approximately 0.2 bps
- If oil prices are between Us\$60-70 in 2016, the Mexican government is expected to decrease its revenue by Us\$6-9 billion
- Mexico imports ~50% of its fuels, so a reduced oil price should improve public finances by selling fuel at relatively higher prices
- Efficient oil companies know that extracting oil from deep waters of the Gulf of Mexico is profitable even at prices of Us\$40-50

-BBVA Research, December 2014

Sensitivity Analysis

Exchange rate and interest rates sensitivity analysis

We conducted a sensitivity analysis in which we built three scenarios and measured the impact we had in our Rental Income and in our Interest Expenses for our 2015 projections

Scenarios

1

MXN vs USD
FX rate increase by
Ps. 1.00

2




Floating interest
rate increase by
100 bps

3



Scenarios
1 & **2**
combined

Results




1

 Rent revenue Ps. 252 M
 Interest expense Ps. 76 M
 Net increase Ps. 176 M

2

Rent revenue Unaltered
 Interest expense Ps. 65 M
 Net decrease Ps. 65 M

3

 Rent revenue Ps. 252 M
 Interest expense Ps. 143 M
 Net increase Ps. 110 M

FUNO's financial position is resilient to adverse changes in exchange and interest rates.

Current Office Market Landscape

Recent office market dynamics

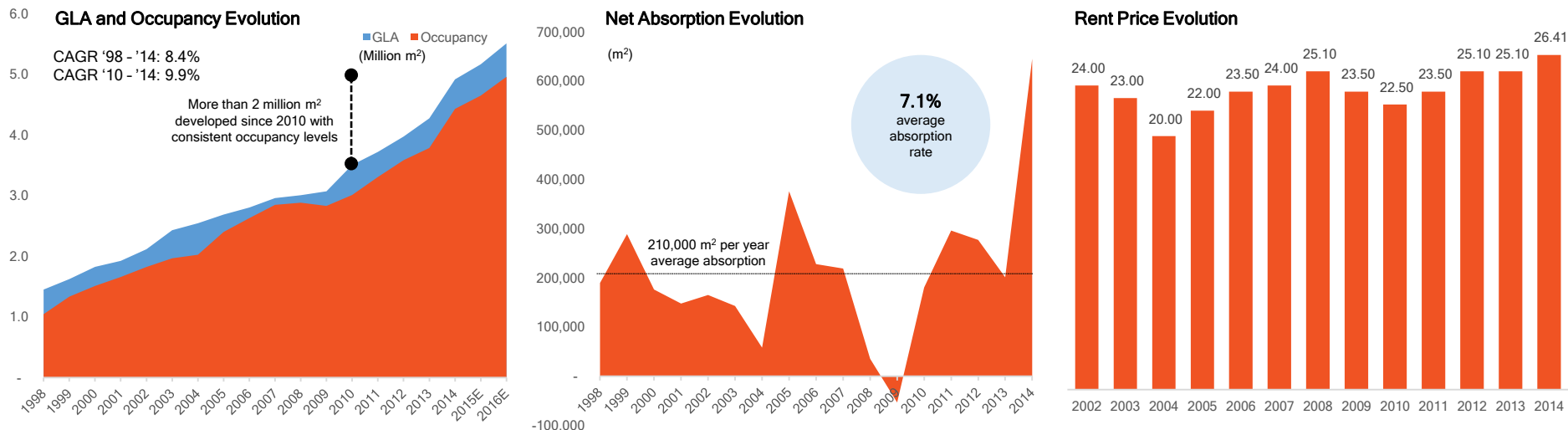
- Roughly 5 million m² by 2014-YE
- 89.9% occupancy rate
- 210,000 m² average yearly net absorption (1998-2014)
- +645,000 of net absorption in 2014
- 7.1% net absorption rate
- Current average price of Us\$26.41 m² per month
- 11 submarkets within Mexico City's metro area
- +2 million m² developed since 2010

Office market prospects

| 2015 | 2016 |
|---|---|
| ▪ 11 new buildings | ▪ 8 new buildings |
| ▪ +258,000 m ² of new GLA | ▪ +345,000 m ² of new GLA |
| ▪ Price: Us\$27.66 m ² per month | ▪ Price: Us\$31.56 m ² per month |

Demand for office space is covered for 2015 and 2016

Office market evolution



Source: CBRE MarketView, Coldwell Banker Commercial Blue Brief. Considers A and A+ office buildings

FUNO in the Office Market

GLA breakdown

| | |
|----------------------------------|------------------------|
| Total GLA | 555,902 m ² |
| Rojo Portfolio | 62,713 m ² |
| Total GLA Ex Rojo ⁽¹⁾ | 493,190 m ² |
| Mexico City | 437,160 m ² |
| Monterrey | 15,738 m ² |
| Guadalajara | 15,183 m ² |
| Southeast | 25,108 m ² |

FUNO's office portfolio details

| | |
|-----------------------|---|
| Buildings | 33 |
| Submarkets | 8 in Mexico City 3 outside Mexico City |
| GLA Under Development | 98,000 m ² |
| Developments | Torre Diana and Torre Latino |
| GLA in Reforma | 119,277 m ² |
| Occupancy | 90% |

FUNO's exposure

- ✓ Less than 10% of total market share
- ✓ Roughly 16% share of expected development for '15 and '16
- ✓ 2 new buildings under development in a highly-demanded submarket
- ✓ Rent prices below average
- ✓ 27% market share in Reforma
- ✓ Higher-than-average occupancy rate
- ✓ Only 19% of total annualized revenues are derived from office properties

FUNO is a broadly diversified FIBRA

⁽¹⁾ Rojo Portfolio is excluded for analysis purposes because it represents branches and offices of Banco Santander that are leased under a 20-year contract



FUNO Outlook

Acquisitions Outlook

- ✓ Expect a Cap Rate decompression of ~50 bps during 2015
- ✓ Expect volatility to continue through 2015 providing interesting opportunities in the market
- ✓ Expect that at least 85% of the acquisitions closed during 2015 will be of stabilized assets
- ✓ Currently analyzing a Ps\$50 billion+ pipeline of potential acquisitions for 2015-16.

Outlook Summary

- ✓ Expect to maintain leverage below 40% LTV
- ✓ Expect NOI margins to continue at ~82%
- ✓ Expect to conclude ~60% of current projects under development during 2015
- ✓ Expect a dividend per CBF I growth of ~10% without new equity



Annexes

Acquisition Agreement - Utah Portfolio

Utah Portfolio

- On January 12th 2015, FUNO signed an agreement to acquire an office property in Mexico City
- 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

- Purchase price of Us\$67.9 mm
 - 100% occupancy
 - NOI of Us\$6 mm
 - GLA of 16,348 m2
-
- This acquisition is subject to approval of COFECE



Acquisition Agreement - Oregon Portfolio

Oregon Portfolio

- On January 8th 2015, FUNO signed an acquisition agreement to purchase three stabilized and consolidated shopping centers in Mexico City
- The property has Ps\$400 million of debt, and the selling party has the option to pay the debt before settling the transaction. If this option is not exercised, FUNO will pay the debt before closing the acquisition
- This transaction will be paid with CBFIs and could include a cash component (in case that FUNO pays the debt)

3 shopping centers

- Purchase price of Ps\$1,305.9 mm
- 99% occupancy
- NOI of Ps\$110.9 mm
- GLA of 32,786 m²

- This acquisition is subject to approval of the COFECE



Acquisition Agreement - Florida Portfolio

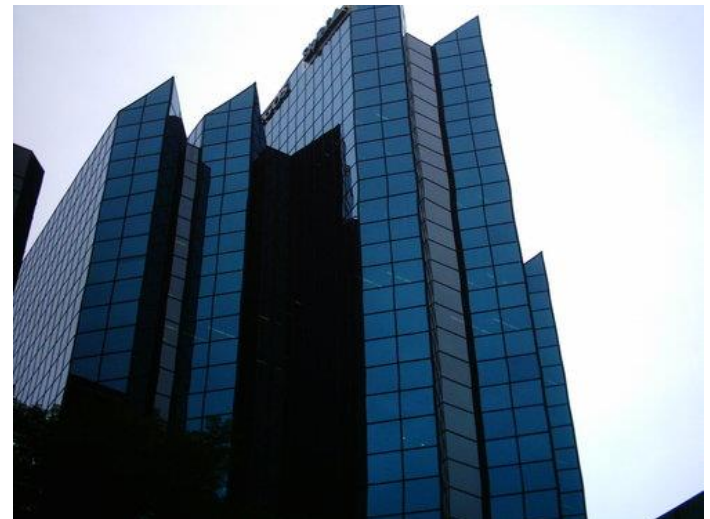
Florida Portfolio

- 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 property has no debt and the acquisition will be paid 100% with cash

Office building

- Purchase price of Ps\$640.1 mm
- 100% occupancy
- NOI of Ps\$57.2 mm
- GLA of 21,755 m²

- This acquisition is subject to approval of COFECE







Acquisition Agreement - Kansas Portfolio

Kansas Portfolio

- On December 1st 2014, FUNO signed the purchase of a portfolio of 19 properties located in seven states throughout Mexico for a total price of Ps\$10,500 million.

19 properties

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



Acquisition Agreement - Indiana Portfolio

Indiana Portfolio

- On October 29th 2014, FUNO reached an agreement to acquire 13 branches of ICEL University, of which 11 are located in the metropolitan area of Mexico City, 1 in Cuernavaca, Morelos and 1 in Guadalajara, Jalisco
- As part of this acquisition agreement, ICEL University has agreed to lease all 13 properties for a 10 year term

13 Properties

- Purchase price of Ps\$3,040 mm
 - 100% occupancy
 - NOI of Ps\$247.0 mm
 - GLA of 148,000 m²
- We expect to generate good synergies with ICEL University as we can offer them space to further grow their network in our vast portfolio of properties throughout Mexico
 - Also, FUNO negotiated the right to further develop the excess land in any of the properties



Acquisition Agreement - P4 Portfolio

P4 Portfolio

- On October 1st 2014, FUNO reached an agreement to acquire four office buildings located in the Insurgentes corridor, one of Mexico's most prominent

| 4 properties | | |
|--|---|---|
| 2 fully acquired | + | 2 pending conditions ⁽¹⁾ |
| <ul style="list-style-type: none"> Purchase price of Ps\$280 mm 98% occupancy NOI of Ps\$24.3 mm GLA of 11,675 m² | | <ul style="list-style-type: none"> Purchase price of Ps\$288 mm 98% occupancy NOI of ~Ps\$25.0 mm GLA of ~ 8,311 m² |
| | = | 4 properties |
| | | <ul style="list-style-type: none"> Purchase price of Ps\$568 mm 98% occupancy NOI of ~Ps\$49.3 mm GLA of ~ 19,986 m² |



- This acquisition is pending approval by COFECE

(1) Subject to the vendors meeting certain conditions set by FUNO before closing the acquisitions.

FUNO