



UBS
GLOBAL REAL ESTATE CONFERENCE
LONDON, UK - NOVEMBER 2017

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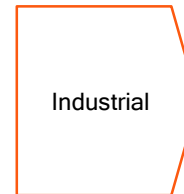
Why Real Estate is Attractive in Mexico?

- + Emerging middle-class with incipient growth in disposable income
- + Very large informal economy transitioning to formal segment
- + Consumer base substantially under-banked and under-levered
- + Outstanding demographic bonus
- + Competitive and skilled manufacturing capability
- + Structural reforms will impact Mexico's economy over the next 20 years
- + Absolute low rent levels, relative to construction costs and peers
- + Few cities that grow fast result in increased scarcity of prime located real estate
- + Significantly under-penetrated real estate in all segments we operate

Mexico is the 15th largest economy in the world and the 2nd largest in LatAm



- Severely underpenetrated segment in Mexico
- Consumption will continue to drive demand
- Mexico City is the gateway to LatAm for retailers



- Demand surpasses current supply
- Mexico is an even more competitive export platform
- Supply and demand will balance and grow sustainably



- Current inventory will not be enough
- Absorption has been record-high the last 3 years
- Tenants continue to demand Class A+ office space

= Attractive Macro Drivers



Mexico is still underpenetrated in real estate

Mexico is expected to be within the top-10 economies of the world

- ✓ Demand for high-quality real estate will continue to increase
- ✓ Good locations on high-growth cities will continue to drive scarcity
- ✓ Scarcity will continue to drive the value of real estate independent of rent levels
- ✓ Higher construction and replacement costs for real estate will stimulate rent prices towards higher levels

How is FUNO Built and Why?

FUNO was created based on an experience of more than 40 years in real estate



FUNO's goal is to generate the maximum amount of value over time



Property Value Appreciation Drivers

Land value

+

Construction value driven by replacement costs



Potential cash-flow generation...

Land value increases significantly in certain cities of Mexico mainly due to the combination of:

Location

+ Economic growth

+ Demographics

+ Legal requirements



...which leads to increases in land value well above inflation

Property Value Appreciation Drivers

Construction Value driven by Replacement Costs

Replacement costs have increased resulting in expected higher rent levels and higher current property value:

Corrugated steel rod	+ 15.4%
Steel	+ 16.9%
Concrete brick	+ 26.1%
Cement	+ 27.6%
Cable and wiring	+ 27.1%
Glass	+ 11.4%
Aluminum laminate	+ 20.4%
Copper piping	+ 21.2%
Steel plate	+ 47.5%

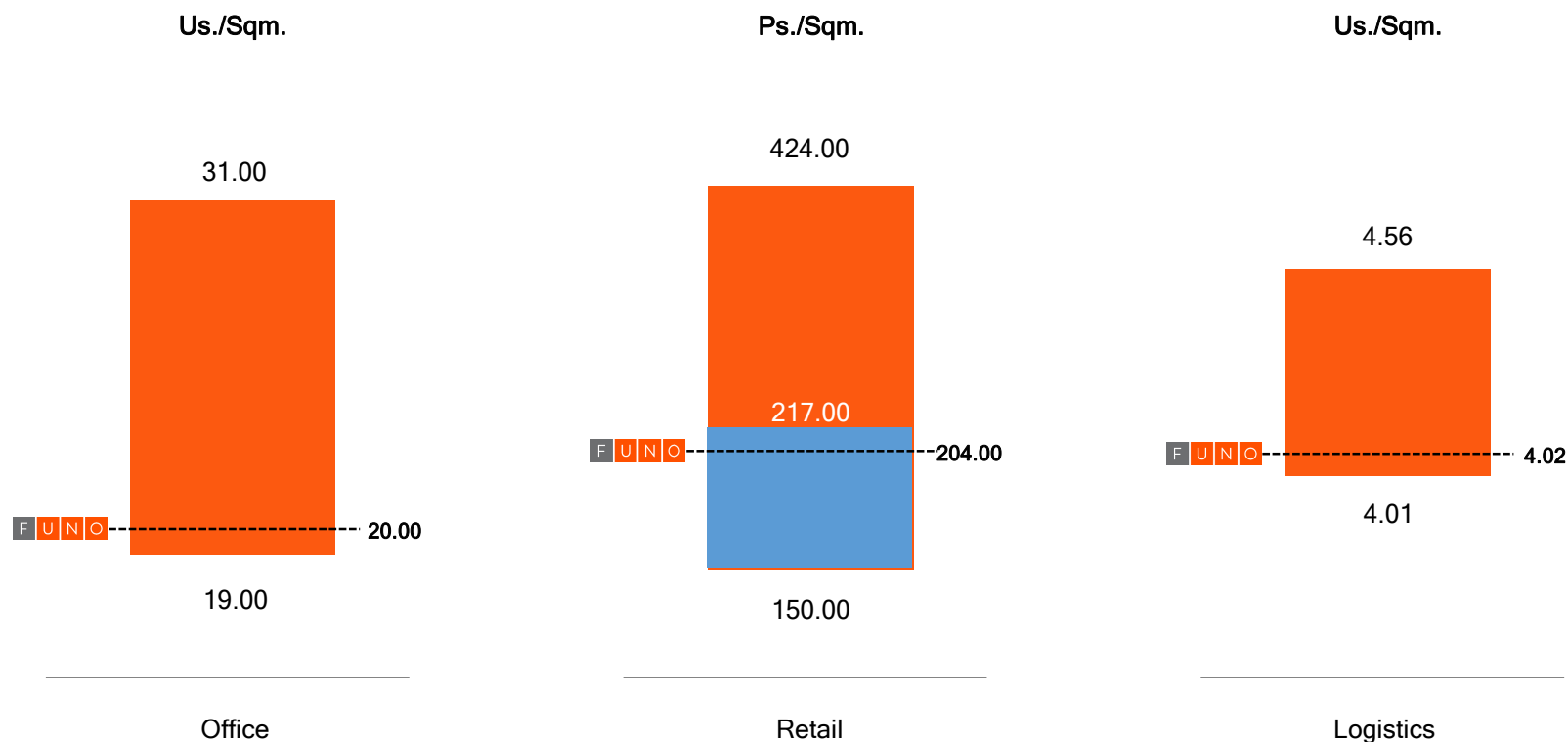
Competitive Rents

Attractive rent prices drive both occupancy and growth

Weighted average Monthly Rent Price¹ (FUNO vs. Market Price Range)

Market Price Range

Big Boxes Price Range



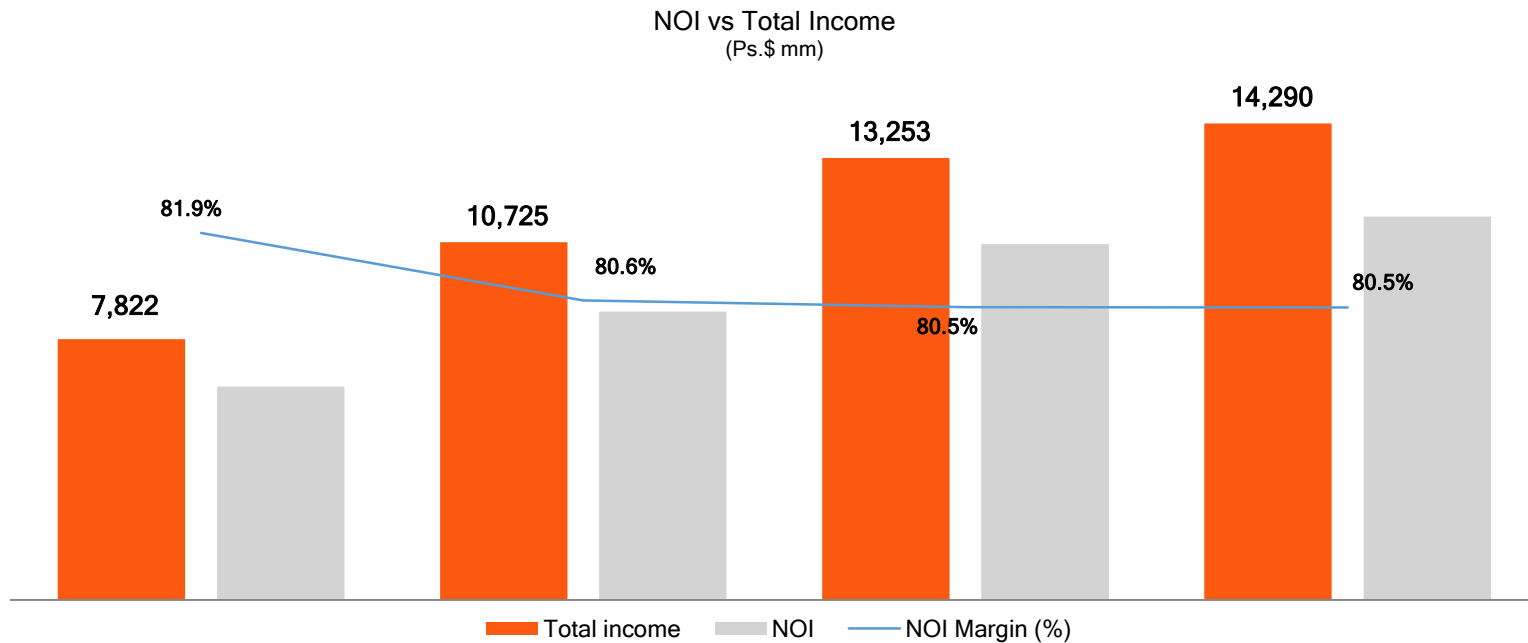
(1) Market average rent price and FUNO's average rent price calculated with FUNO's weight per subsegment
Source: Colliers International, Mexico Office Market Report, 2Q17/ Colliers International, Mexico Retail Market Report, 1S17/JLL, Mexico Industrial Market Report, 1S17

Proven Track Record

High Occupancies

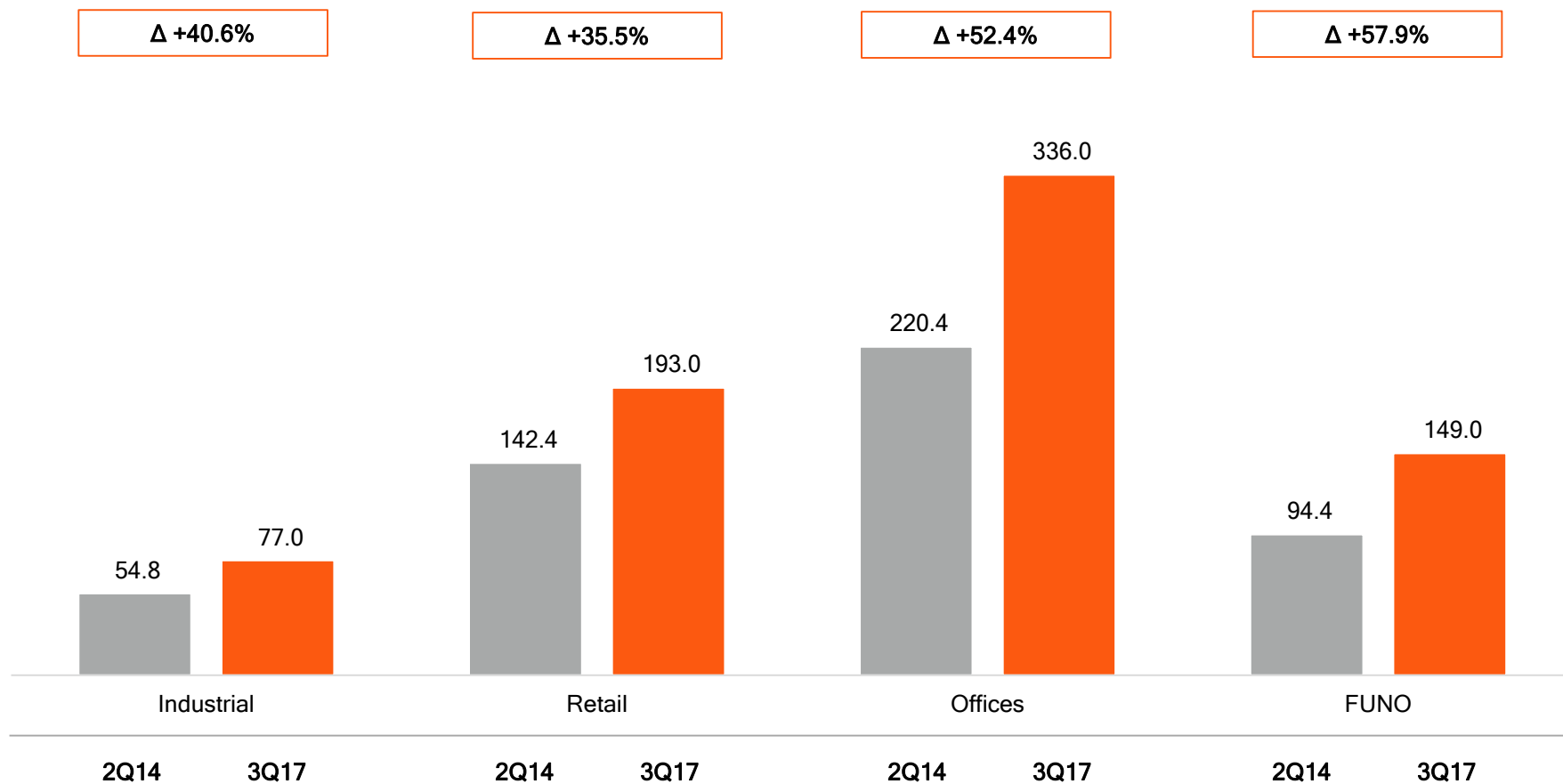
+

Stable Operating Margins



Growing Cash Flows

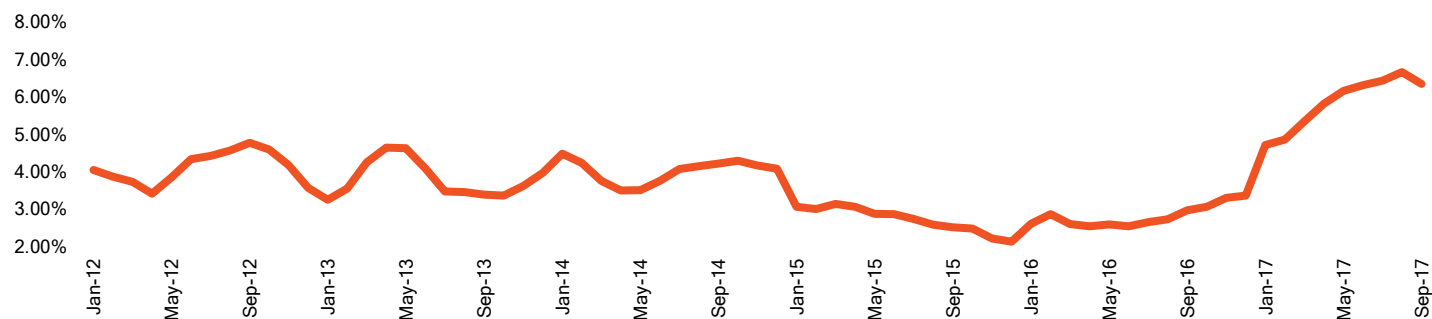
FUNO has consistently delivered Same-Stores-Rents growth well above average inflation growth of 3.9%



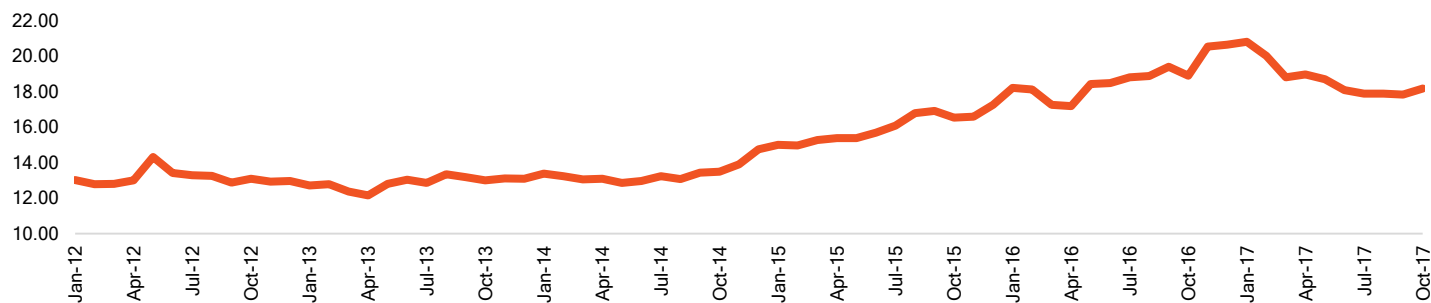
Inflation yet to Impact Majority of FUNO's Leases

60% of FUNO's leasing contracts have not reflected yet the increase in inflation rates

Inflation
Year-over-Year
End of period



FX rate
Ps\$ / Us\$
End of period



NOI vs Total Revenue

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

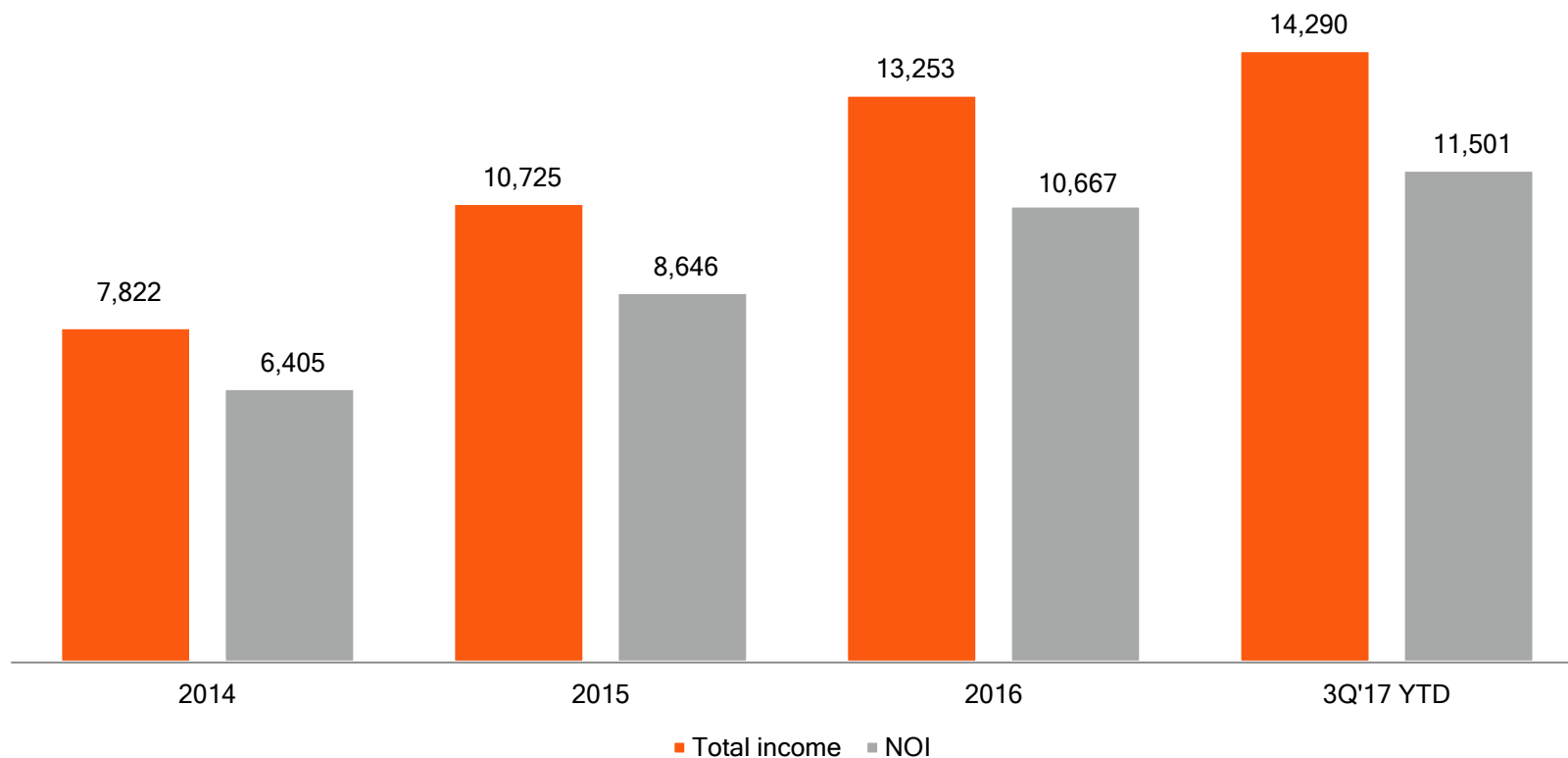
NOI Margin

81.9%

80.6%

80.5%

80.5%



Acquisitions Pipeline

✓ 4Q16 - 2Q20

✓ Ps. 32,000 mm

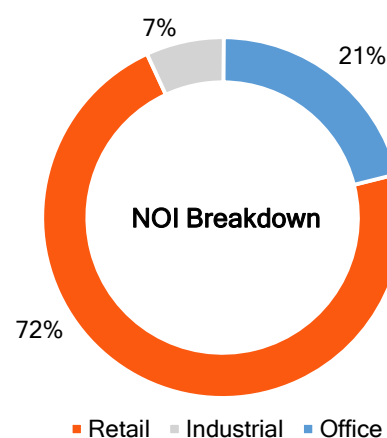
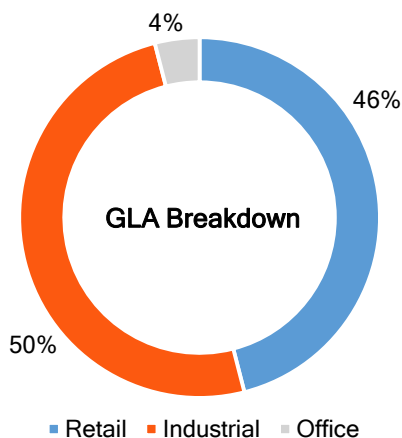
✓ Diversified

✓ NOI Ps. 2,295 mm

Portfolio	Segment	Total Investment (Ps. mm)	GLA (sqm)	NOI (Ps. mm)	Properties
Turbo ¹	<ul style="list-style-type: none"> ▪ Retail ▪ Industrial ▪ Office 	12,250	442,000	1,120	16
Apollo II	<ul style="list-style-type: none"> ▪ Retail 	10,800	362,781	1,012	18
Frimax ²	<ul style="list-style-type: none"> ▪ Industrial 	4,163	410,638	371	2
Total		27,213	1,216,178	2,503	36

1 - Already closed 2 properties: Park Tower Vallarta and Espacio Tollocan, totaling more than 64,000 sqm of GLA and Ps. 210 mm of anual NOI

2 - Already closed 1 property with 212,000 sqm of GLA and Ps. 169 mm of anual NOI



Acquisition: Apollo II

100% Retail portfolio located in 11 states of Mexico, consisting of 16 operating properties and 1 plot of land

Portfolio Overview

- Price: Ps. 7,874 mm
- 67% cash / 33% debt

Stabilized Properties

- GLA: 237,050 sqm
- Expected NOI: Ps. 570 mm (2018)
- Avg. Occupancy Rate: 93.2%

Future Development

- Est. GLA: 60,391 sqm
- Est. NOI: Ps. 246 mm
- Est. Capex: Ps. 1,318 mm

Portal San Ángel



Portal D-10



Portal Metepec



Portal Cuautitlán



Acquisition: Apollo II

Portal Vallejo



Portal Lomas Estrella



Portal Satélite (Under Development)



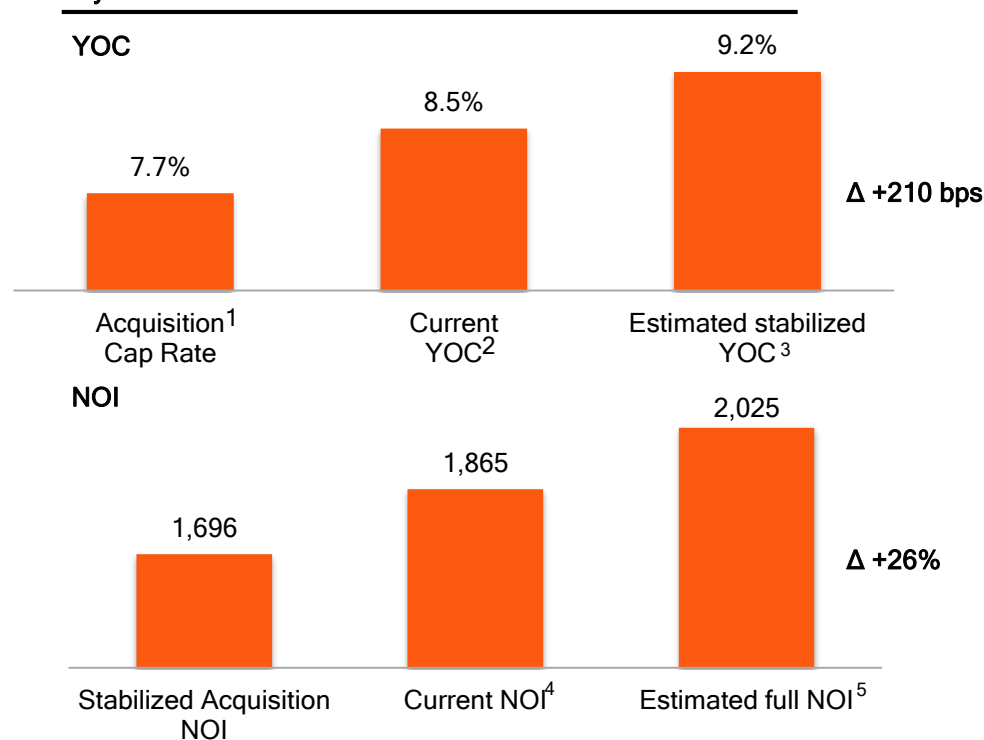
Acquisition Case Study - Apollo I Portfolio

Portfolio Overview

- Acquisition: December 2013
- Price: Ps. 23,155 mn
- Occupancy increase:
93.2% to 95.1%
- Revenues increased 9% CAGR
- Three hotels have been built on malls
- Redevelopment of one mall
- Significant improvement of tenant mix

- (1) Based on expected 2018 NOI of Ps 1,696 mn at acquisition
- (2) Based on current projected 2018 NOI of Ps 1,865 mn and acquisition cost
- (3) Considers NOI of 45 stabilized properties, 2 properties under stabilization and 2 land plots at acquisition cost
- (4) Current NOI: 45 stabilized properties, 2 properties under stabilization
- (5) Considers NOI of 45 stabilized properties, 2 properties under stabilization and 2 land plots

Key Metrics



Acquisition: Turbo Portfolio

Mixed use portfolio located in 5 states of Mexico, consisting of 18 properties: 6 industrial, 7 retail, 3 office and 2 hotels.

Portfolio Overview

- Price: Ps. 15,805 mm
- Pending Payment: Ps. 13,328 mm
- 55% cash / 45% CBFIs
- GLA: 560,043 sqm
 - 9 Retail²: 368,693 sqm
 - 6 Industrial: 162,677 sqm
 - 3 Office: 28,673 sqm
- Expected NOI¹: Ps. 1,323 mm



Antea

- Location; Queretaro, Queretaro
- Retail Property / Subsegment: Fashion Mall
- Anchor tenants: Palacio de Hierro, Liverpool, Massimo Dutti, Zara, Alsea, Cinepolis, Crate & Barrel



(1) NOI guaranteed by the seller for 2018 and 2019. Includes Park Tower Vallarta (acquired in 2016).

(2) Hotels GLA is included in Retail.

Acquisition: Turbo Portfolio

Queretaro Park



Uptown Mérida



Aldea Guanajuato



Corporativo GE II



Acquisition Case Study - Morado Portfolio

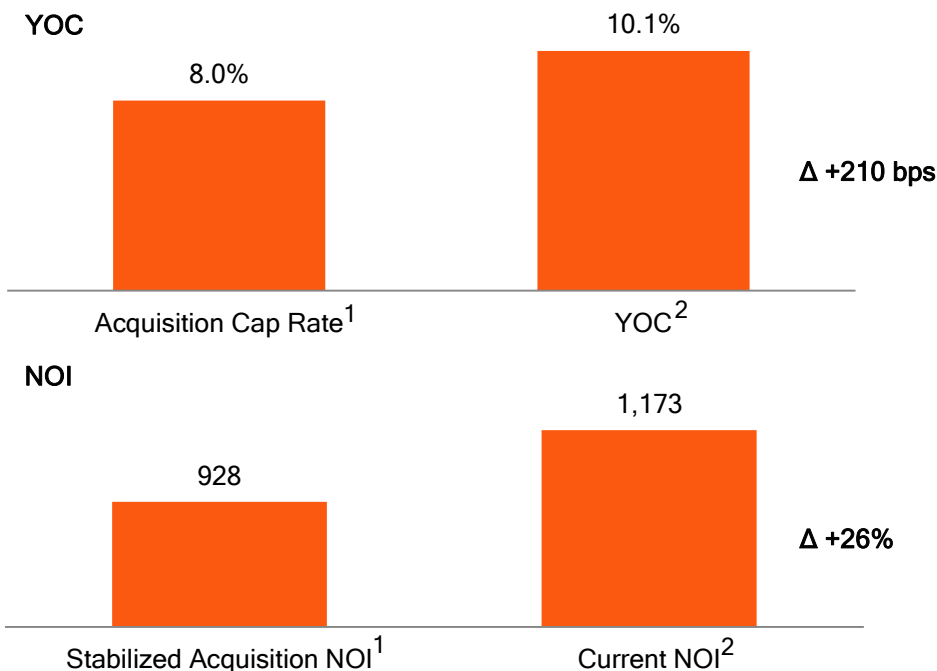
Portfolio Overview

- Acquisition: July 2012
- Price: Ps 11,600 mm
- 16 properties
- GLA: 537,584 sqm
 - 8 Retail (214,318 sqm)
 - 2 Industrial (217,126 sqm)
 - 6 Office (106,140 sqm)
- Occupancy increase:
87.0% to 90.2%
- Annual compounded revenue increase: 25%
- Expansion executed in La Isla Cancun
- Significant improvement of tenant mix

(1) Based on expected 2018 NOI of Ps 928 mn at acquisition

(2) Based on current projected 2018 NOI of Ps 1,173 mn

Key Metrics



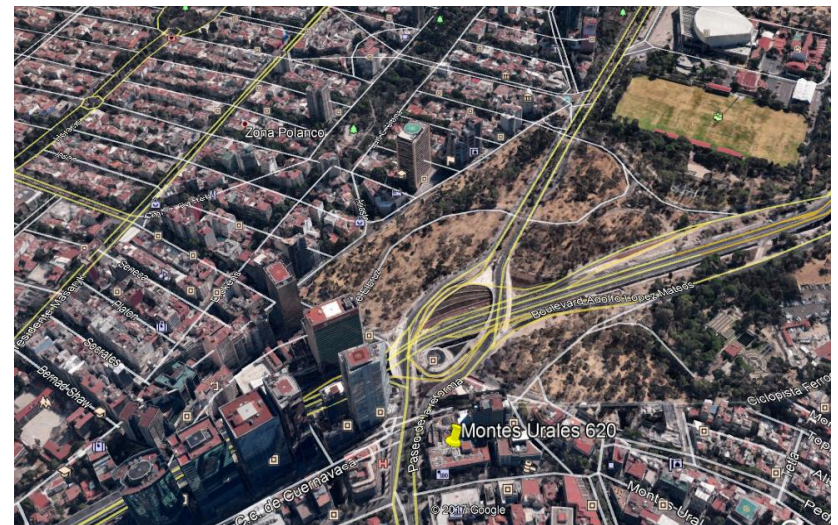
Recent Acquisition: Montes Urales

Acquisition Highlights

Property Type	Class A office building
Location	Paseo de la Reforma and Montes Urales Lomas de Chapultepec, Mexico City
Corridor	Lomas-Palmas
Land area (sqm)	5,760
GLA (sqm)	17,087
Acquisition Price	Us. 60 million
Price per land sqm	Us. 10,416
Comparables Price per land sqm	Us. 24,000
Leasing Status	<ul style="list-style-type: none">1,700 sqm are currently leased to a financial institutionFUNO has several indications of interest for the resto of the property

The absolute best corporate location in Mexico City

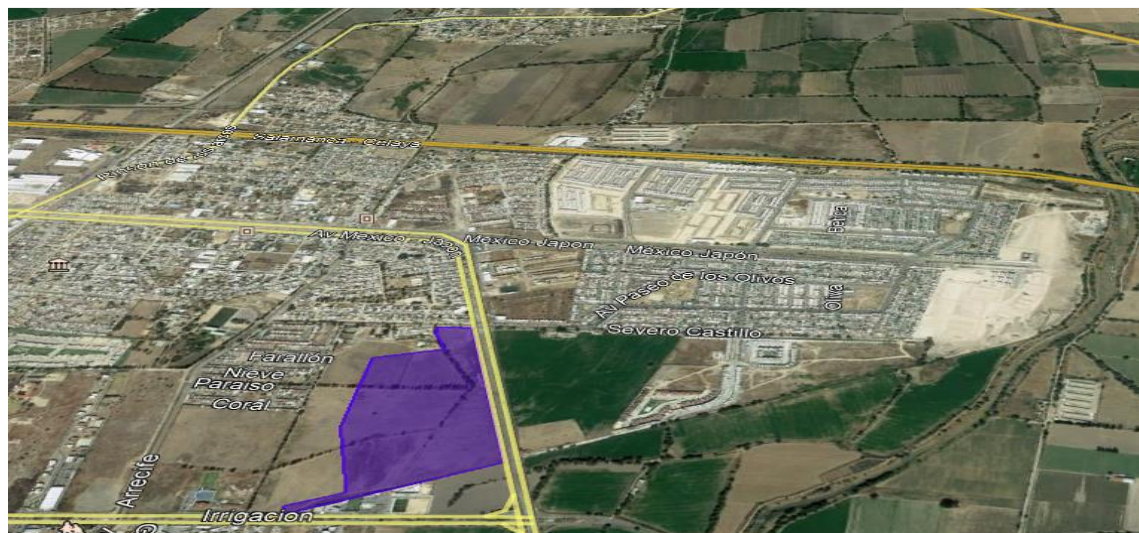
Super accretive transaction:
Acquisition price significantly lower than other transactions in
(land on a per sqm basis)



Divestment: Land Plot in Celaya (from Kansas Portfolio)

Property Overview

- Acquisition Date: April 2015
- Price: Ps. 113.4 mm.
- Book Value¹: Ps. 113.4 mm.
- Expected Sale Date: 4Q17



Total Return Focus

- ✓ Assuming an investment of 100% of all equity offerings
- ✓ Considering fully diluted distributions per CBF
- ✓ Considering liquidation of company at its stated NAV

FUNO has delivered a
13.2% IRR to date

Illustrating FUNO's Approach to Real Estate Investing

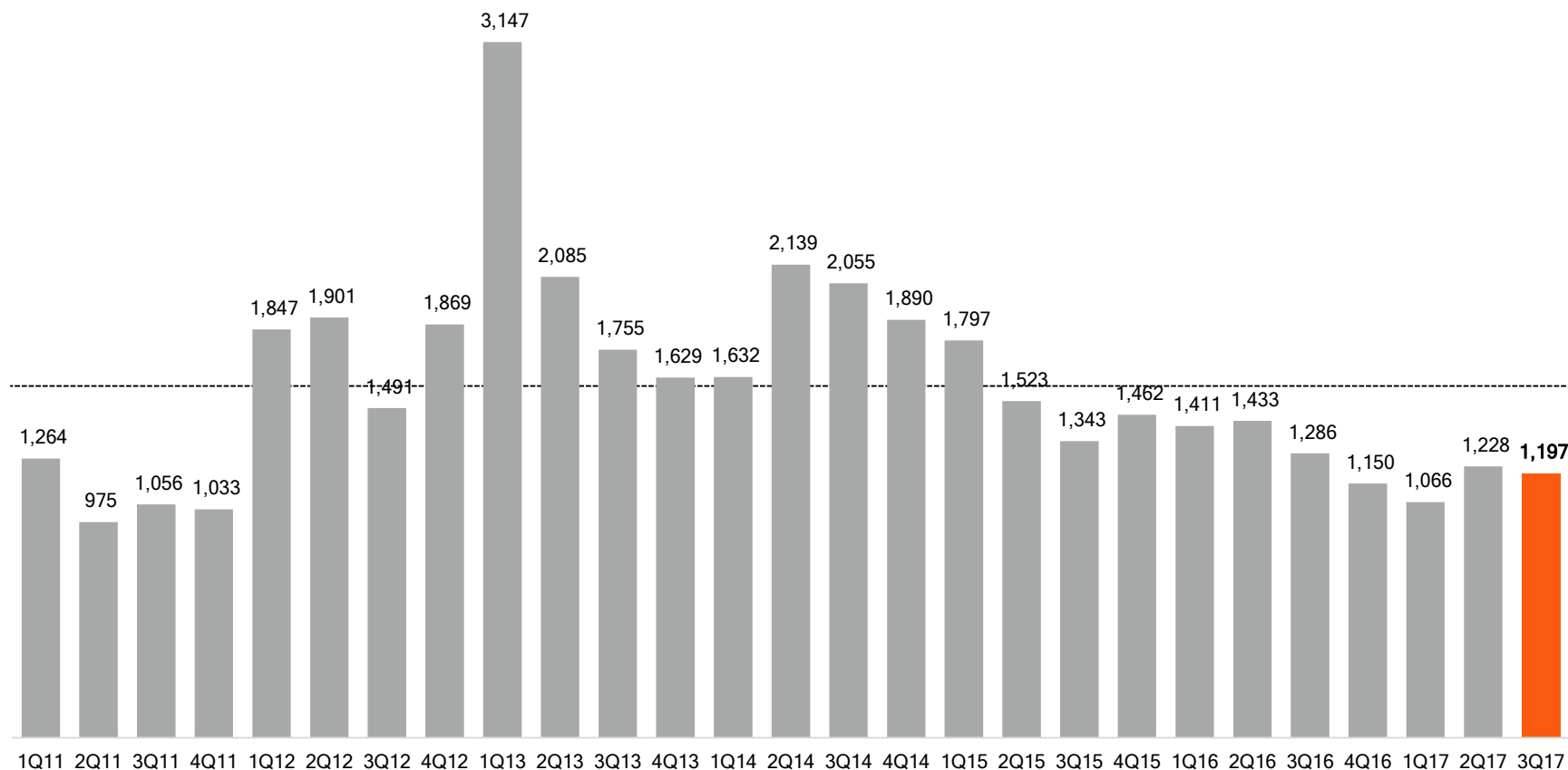
Asset	Acquisition Price	Current Appraisal Value	Appreciation	Total Rents Received	Appreciation / Rents	Appreciation + Rents
Reforma 99 ¹	313.8	668.3	354.5	136.0	2.6x	490.5
Morado	11,600.0	16,428.6	4,828.6	3,400.1	1.4x	8,228.7
Apollo	23,155.0	29,560.0	6,405.0	3,539.9	1.8x	9,944.9
Total	35,068.8	46,656.9	11,588.1	7,076.0	1.6x	18,664.1

Our focus lies on maximizing property appreciation over time while extracting a reasonable cash flow along the way

¹ Reforma 99 is part of the Initial Portfolio
Figures in Ps. Million as of 3Q16

Enterprise Value per Square Meter

FUNO trades at a discount of 31.1% of its historical average value per square meter in terms of USD



Book Value per CBF1 Historic Growth

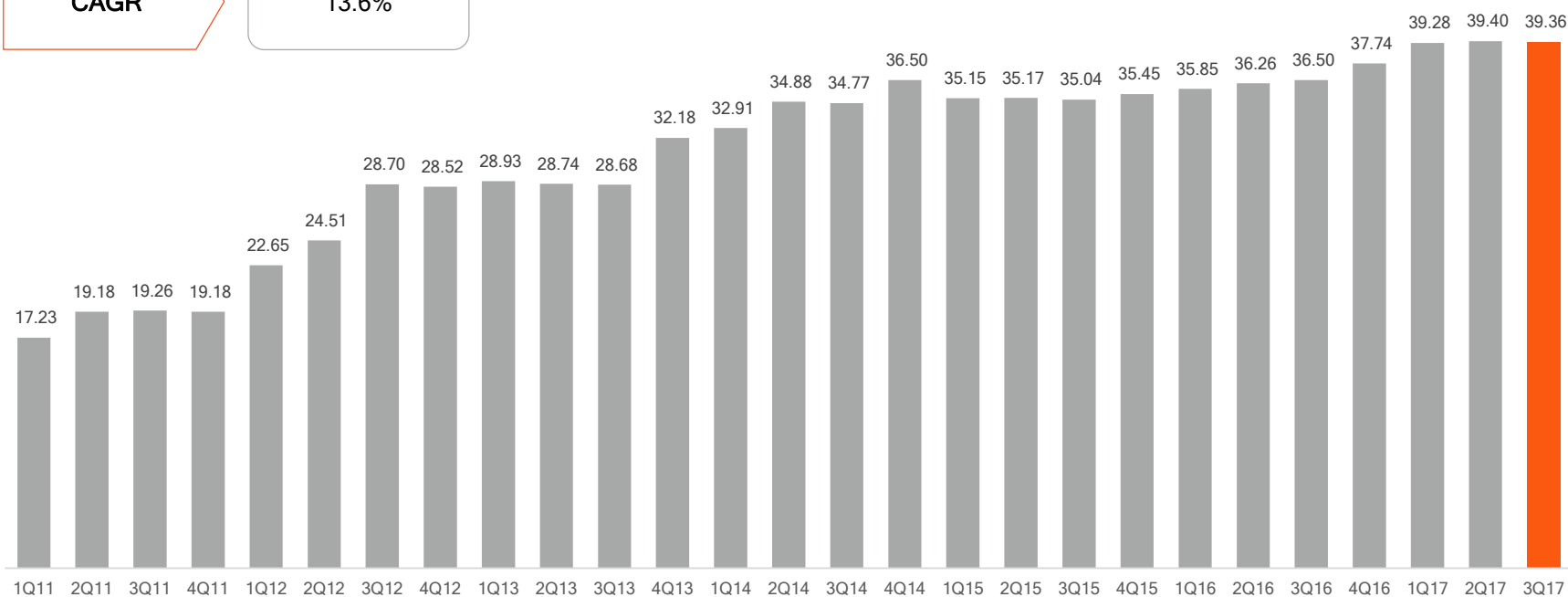
FUNO has consistently increased its book value on a per share basis

**BV/CBF1
Growth**

128.4%

CAGR

13.6%



NOI & FFO per Share

NOI and FFO per share has grown at a CAGR of 22.3% and 12.5% respectively

NOI per CBF1

\$1.05

\$1.68

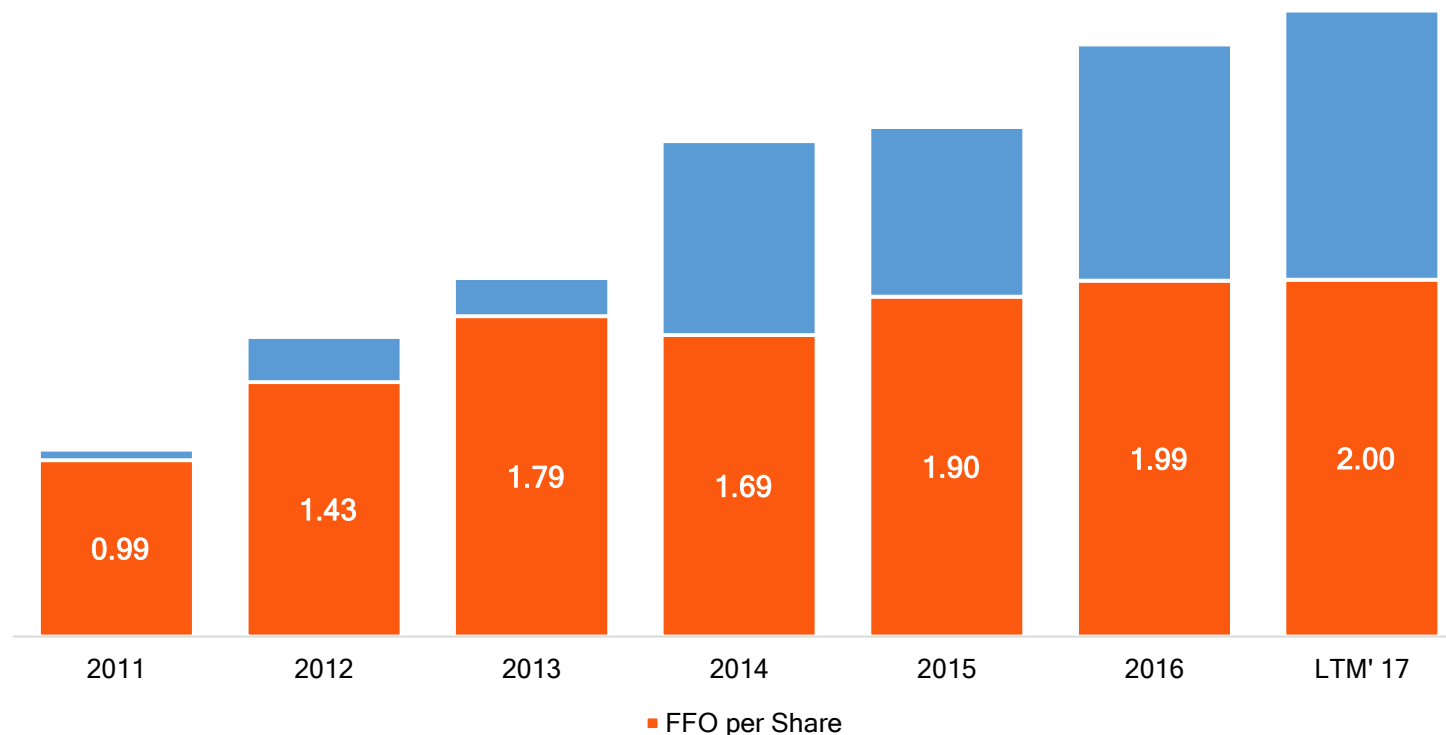
\$2.01

\$2.77

\$2.85

\$3.31

\$3.51



Additional Growth Via Development

Totally funded development pipeline that will start contributing further rents at attractive yields

7

Properties

452,858

Sqm of additional GLA

Ps. 1.5 bn

Additional revenue

Ps. 10.8 bn

CapEx invested

Ps. 2.2 bn

Total capEx

11%

Yield on cost¹

	Project	Portfolio	Total GLA (sqm)	Segment	Pending CapEx (Ps.mm)	Additional Revenue (Ps.mm)	Estimated Delivery
FUNO	La Viga ²	Individual	102,000	Office	132.1	171.3	4Q17
	Berol / Centrum Park ²	G30	48,052	Industrial	0	128.8	4Q17
	Torre Cuarzo	Individual	72,000	Office + Retail	214.7	362.0	3Q17
	Tlalpan	Apolo	95,967	Retail	163.7	114.0	4Q17
	Espacio Toluca	Turbo	17,839	Retail	41.4	53.0	4Q17
	Midtown Jalisco	Individual	105,000	Office + Retail	2,811.2	579.4	2Q18
	Mariano Escobedo ³	G30	12,000	Office	40.5	61.0	3Q18
	Total		452,858		2,220.8	1,444.8	

	Project	Portfolio	Total GLA (sqm)	Segment	Pending CapEx (Ps.mm)	Additional Revenue (Ps.mm)	Estimated Delivery
HELIOS	Mitika ⁴	Buffalo + Colorado	337,410	Retail + Office	6,727.3	1,992.0	2Q24

1 - Includes the portion of the developments that is already operational

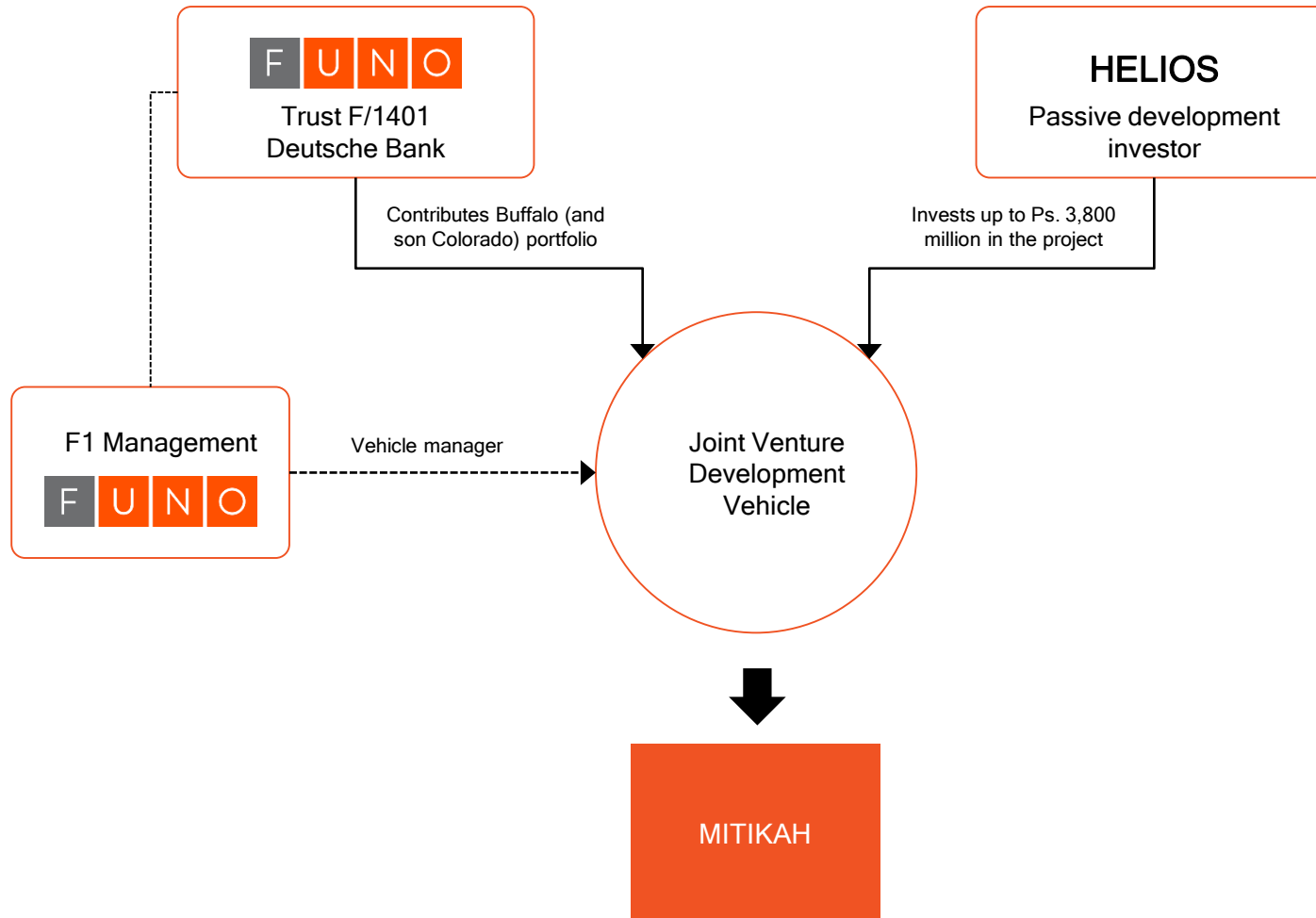
2- A portion of the property is already operational

3- Excludes the value of land

4- Excludes land value and considers the whole project; FUNO estimates to end with approximately 63% of ownership of Mitika

Joint-Venture Development Structure

The JV between FUNO and HELIOS was formalized on December 19, 2016



Analyzing the Investment on Mitikah

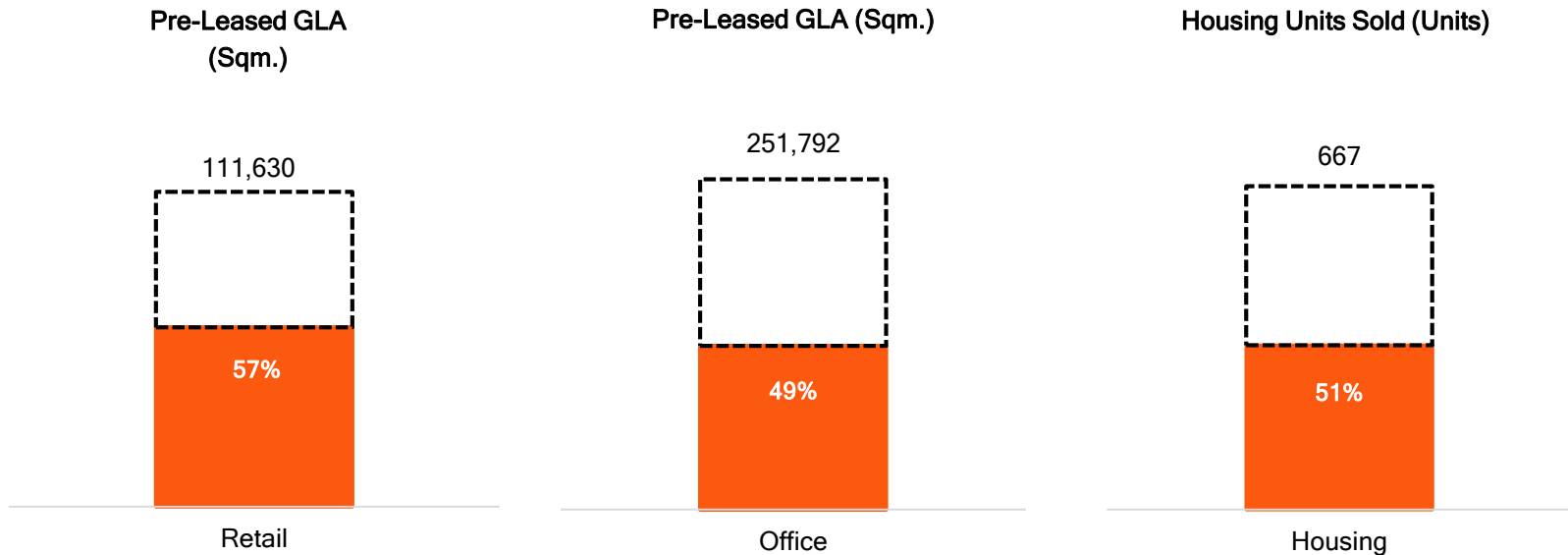
FUNO will contribute both the Colorado and Buffalo portfolios to the Mitikah Project

	Total Amount (Ps. mm)
Colorado portfolio acquisition price	1,636
+ Buffalo portfolio acquisition price	2,816
FUNO's original investment	4,452
- NOI generated since acquisitions	697
= FUNO's net investment	3,755
Value of both portfolios @ contribution to HELIOS	6,000
Value created to date	2,173

Increase of 60% of value over original investment

Mitkah Today

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



We have recently leased Universidad 1200 (Colorado Portfolio) to Mexico's Ministry of Education

The Mitikah Project

Key Financial Highlights

Segment	GLA ¹ (sqm)	Stabilized Expected NOI ² (Ps. mm)
Office	207,463	1,224
Retail	129,912	983
Residential	83,739	NA
Total	421,114	2,207

Total Investment Cost

Category	Investment ³ (Ps. mm)
Contributed projects	6,000
Total construction cost	12,886
Capitalized interest expenses	486
Total investment	19,372

¹ Gross leasable área and area for sale in the case of the residential component

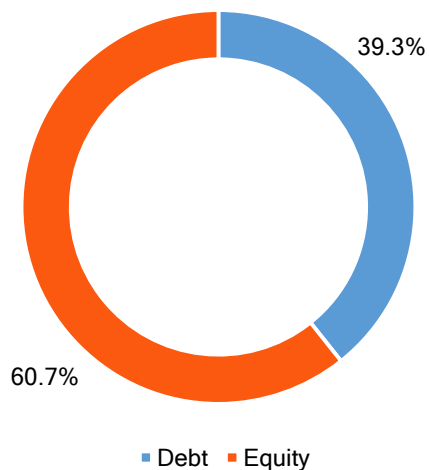
² Expected stabilized NOI for 2025

³ Assumes a full cash-sweep debt amortization once the properties are operating

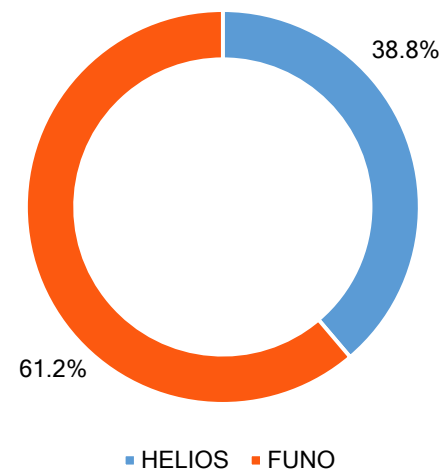
Joint-Venture Development CapEx & Structure

Project financing	Total Amount (Ps. mm)
Contributed portfolios (Colorado+Buffalo)	6,000
HELIOS' cash	3,800
Leverage ¹	6,342
Re-invested cash flow	3,641
Total investment for Mitikah	19,783

Capital Structure



Initial Ownership²



¹ Assumes a full cash sweep debt amortization once the properties are operating, as well as a reinvestment of all the cash flows from the project during the construction period

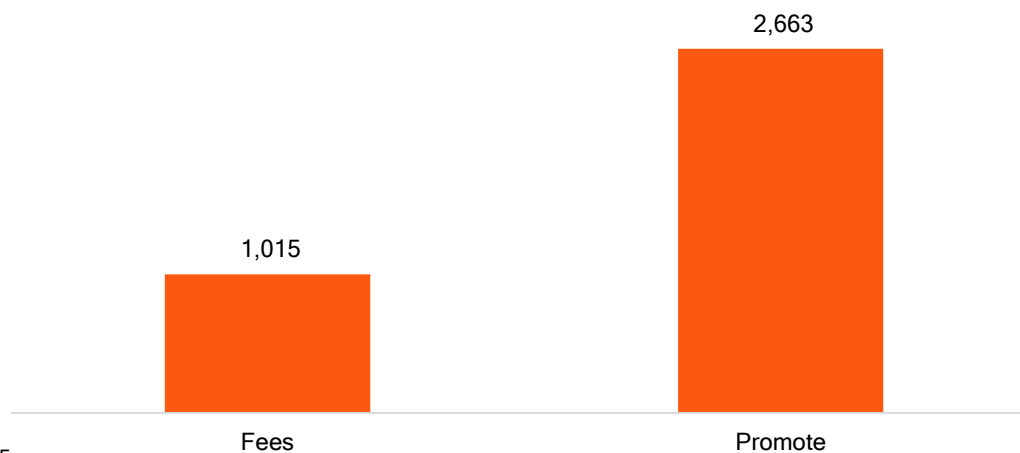
² Does not take into account capitalized fees. Expected FUNO's ending equity stake: 63.6%

The Impact of Joint-Venture Development Fees on FUNO

Fee Structure

Fee	%	Counterparty	Base
Management fee	1.25%	HELIOS	Total fund size
Development fee	3.00%	Mitikah	Total project cost
Promote	20.0%	HELIOS	Above 10.0% hurdle rate

FUNO's Expected Impact of Fees from Mitikah¹



¹ Assumes investment exit in 2025
Figures in Ps. million

Investing in Mitikah with HELIOS

Creating Value with Mitikah

	Total Amount (Ps. mm)
FUNO's net investment	3,755
Total collected cash flows by FUNO	4,083
Mitikah's expected value @ 2025 ¹	17,550
Promote	2,663
Debt outstanding @ 2025 ¹	0
Net value creation	20,541

- ✓ Value creation equivalent to Ps. 2,282 million per year vs a Ps. 3,755 net investment
- ✓ Expected value creation is **9.4x** compared to value created to date on both Colorado and Buffalo portfolio

FUNO is focused on creating sustainable long-term real estate value!!!

¹ Assumes an 8.0% exit cap rate
Figures in Ps. million

FUNO at a Glance

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

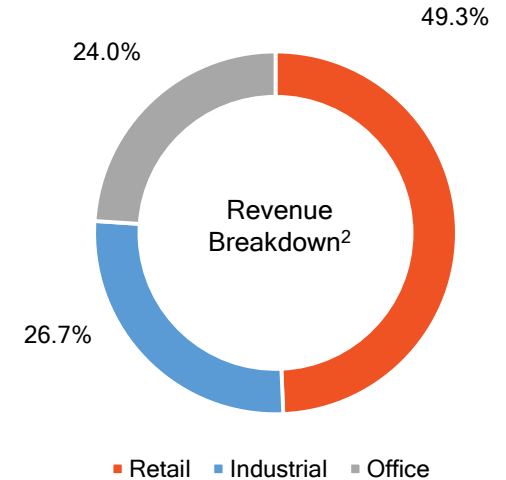
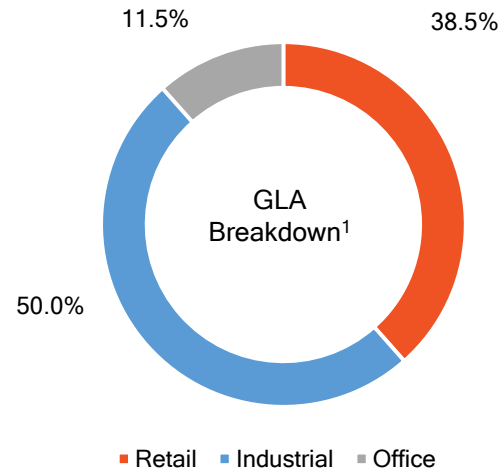
GLA: 7,734,584 sqm

500 properties

521 operating units

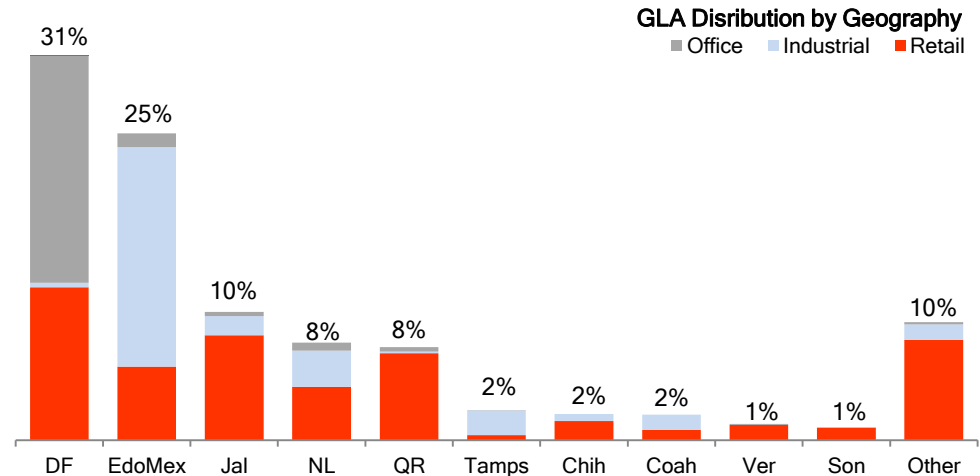
93.6% occupancy

4.4 years (avg. Term)



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

Top-10 by Revenue	% of Revenues
Walmart	8.3%
ICEL	3.9%
Santander	2.8%
Cinopolis	1.7%
Alsea	1.6%
Copemsa	1.2%
Hilton	1.1%
Fiesta Inn	1.1%
Zimag	0.8%
SAT	0.8%
Total	23.2%



Subsegment Breakdown

Segment	Subsegment	GLA (000 sqm)	Occupancy	Ps.\$/sqm/month	NOI 3Q17 ² (Ps. mm)	% of Total GLA	% of Total 3Q17 NOI ²
Industrial	Logistics	3,234.3	95.2%	72.30	642.5	41.8%	22.1%
	Light manufacturing	622.9	93.0%	95.80	149.7	8.1%	5.1%
Retail	Fashion mall	453.3	94.3%	328.00	446.9	5.9%	15.4%
	Regional center	1,334.9	90.4%	193.80	652.9	17.3%	22.5%
	Neighborhood center	360.9	92.4%	207.70	186.9	4.7%	6.4%
	Stand alone ¹	880.9	99.1%	145.80	369.8	11.4%	12.7%
Office	Office ¹	847.4	87.6%	327.4	458.9	11.0%	15.8%
Total		7,734.6	93.6%	150.7	2,907.6		

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

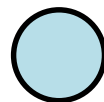
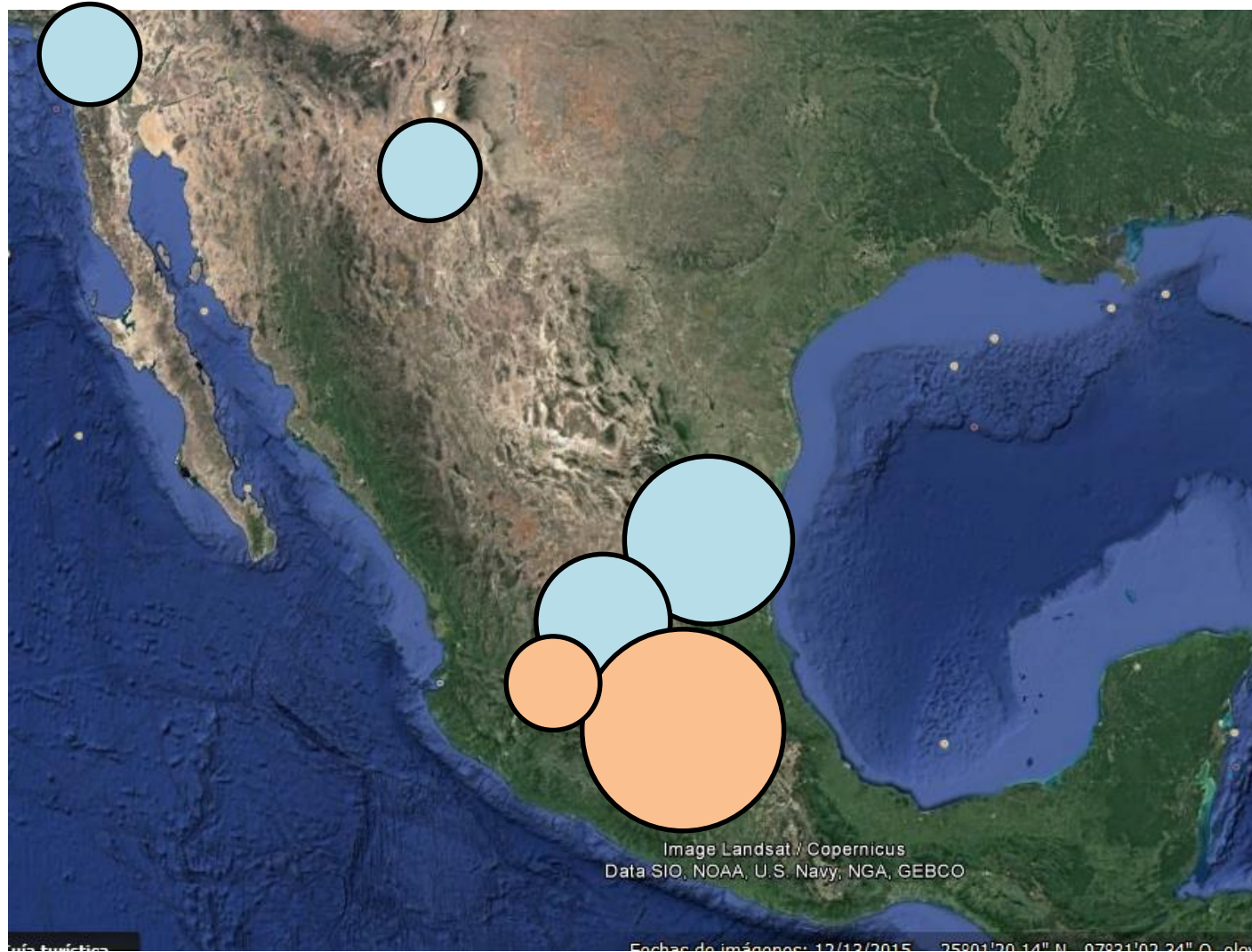
Newly developed, high-tech Industrial parks located on key logistics and manufacturing corridors



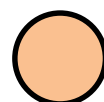
- Logistics: 83.9% of industrial GLA
- Light manufacturing: 16.1% of industrial GLA
- Strong footprint in Mexico City and its Metropolitan Area
- Super-prime locations across the most important logistics corridors and export markets
- Proximity to main highways, roads and connection points to the whole country
- State-of-the-art buildings
- One of the youngest portfolios in the country, average building age: less than 4 years
- FUNO's occupancy: 94.9%
- Segment occupancy: 94.5%



Industrial Map

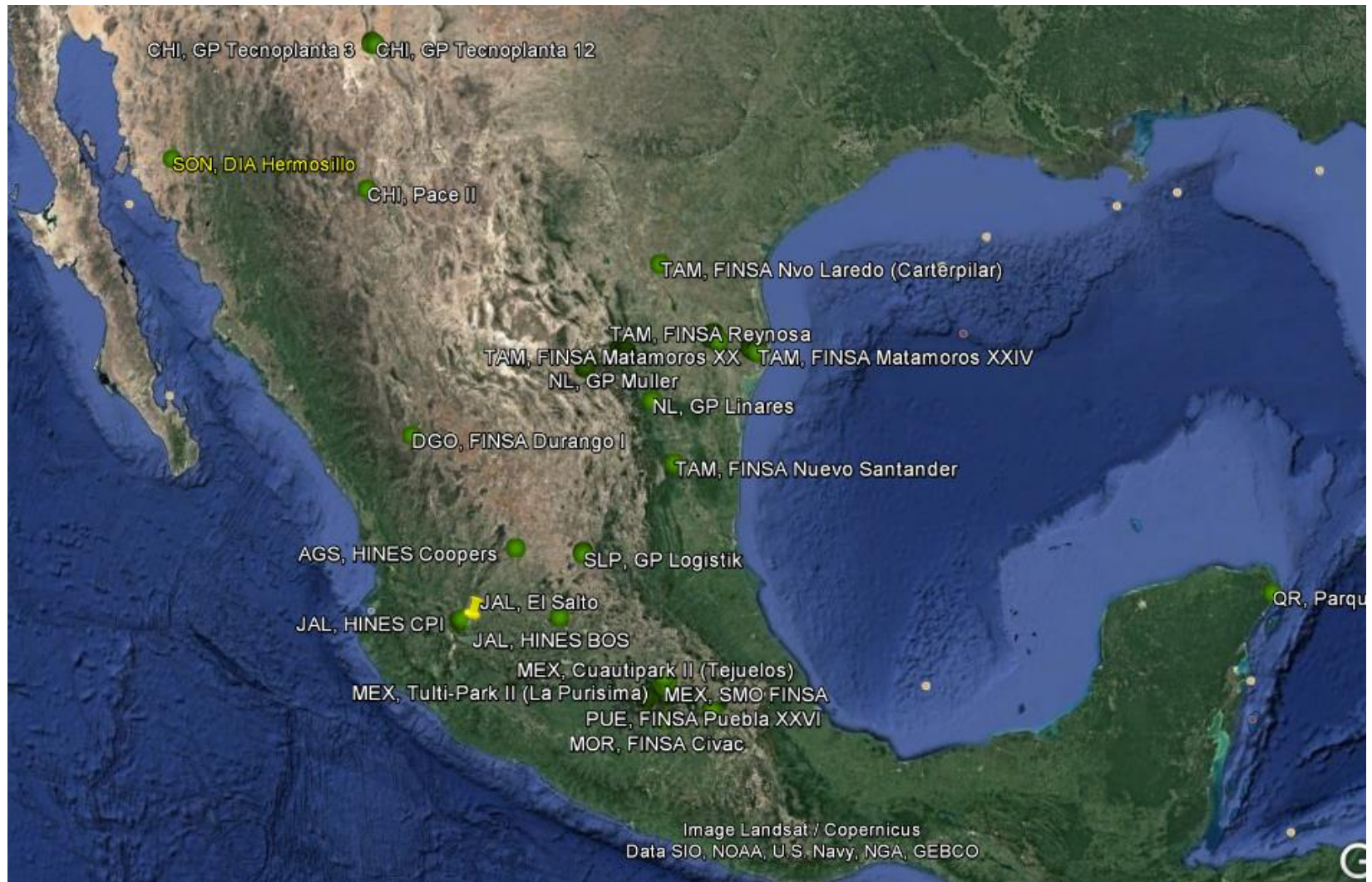


Manufacturing centers



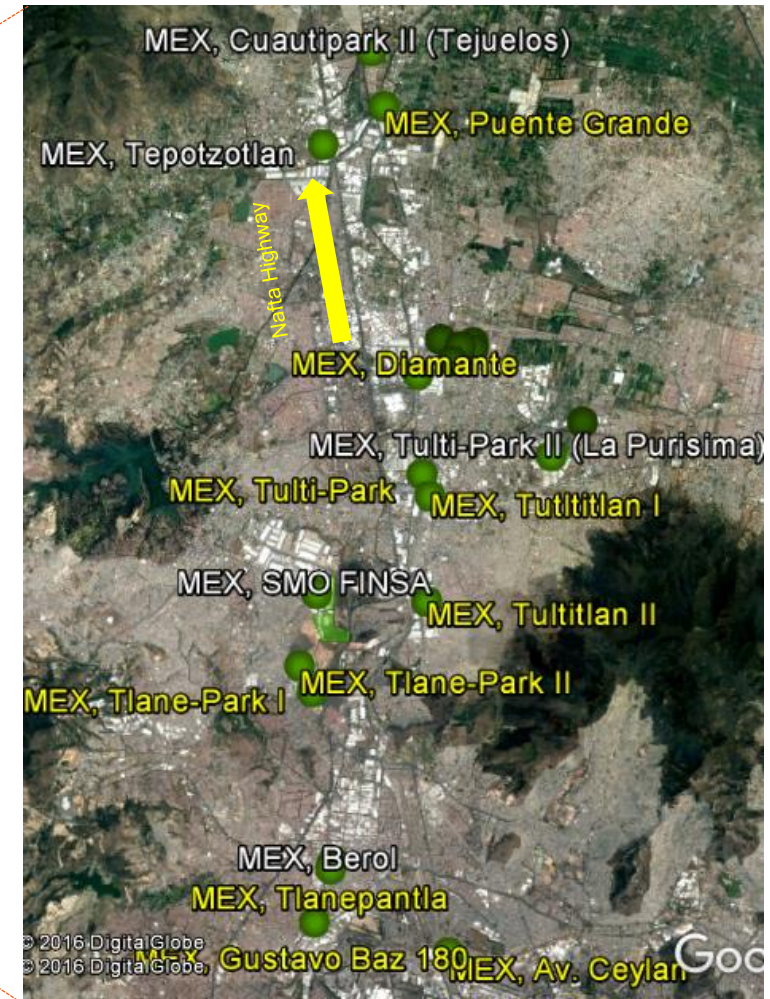
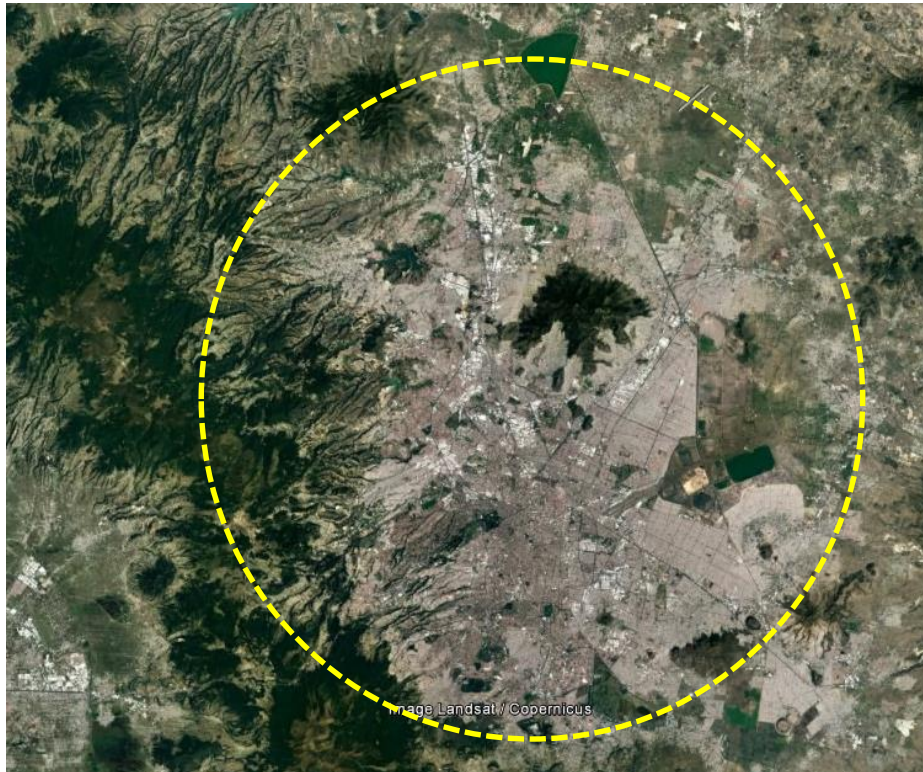
Logistics hubs

FUNO's Industrial Footprint



Industrial Prime Locations

Mexico City & Metropolitan Area



Industrial Prime Locations



Metropolitan Area (Toluca Corridor)



Puebla Corridor



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, Cancun and Monterrey, Saltillo, Iguala and Chilpancingo
- Several stand-alones with enormous re-conversión potential

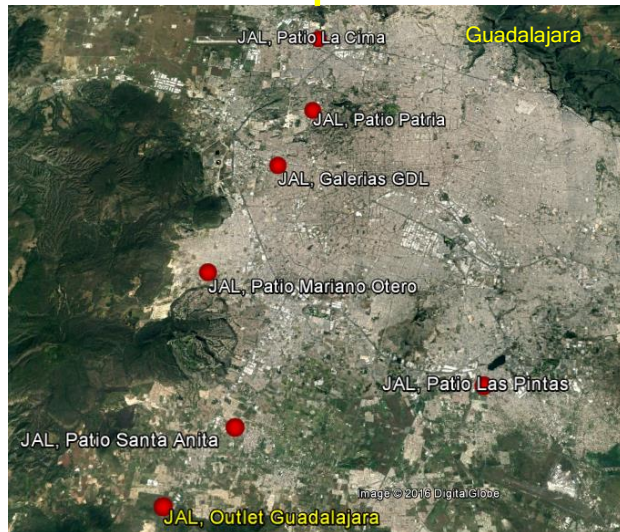


FUNO's Retail Footprint

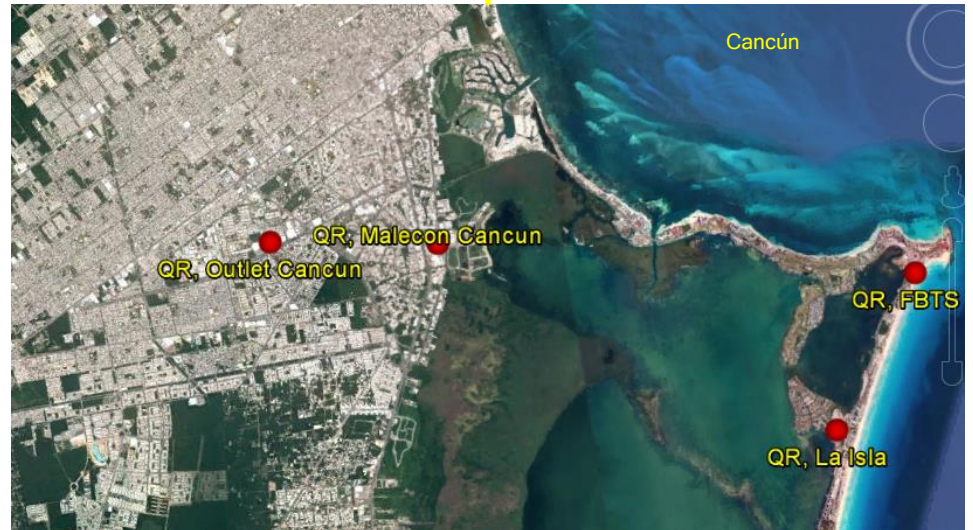
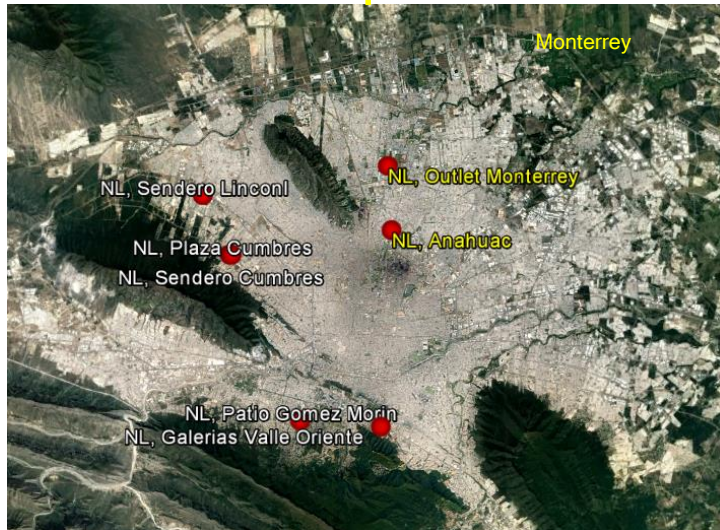
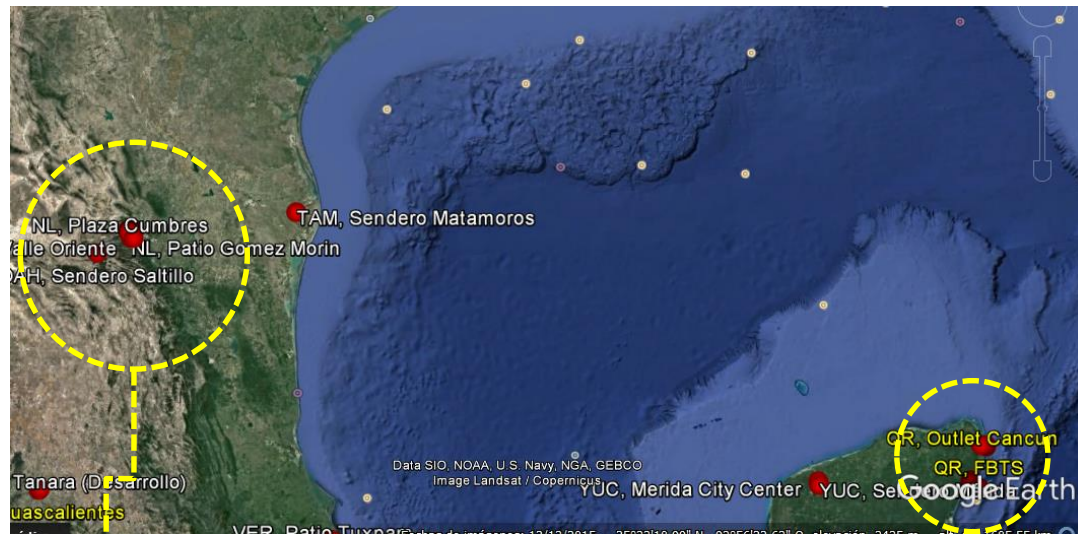


Does not include stand alones

Retail Prime Locations



Retail Prime Locations



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:

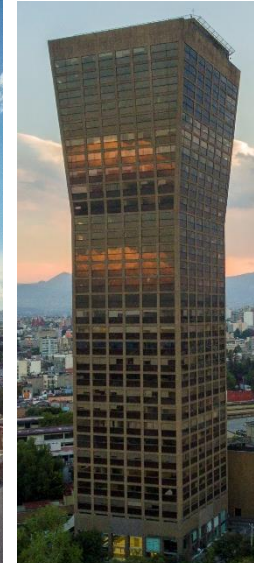
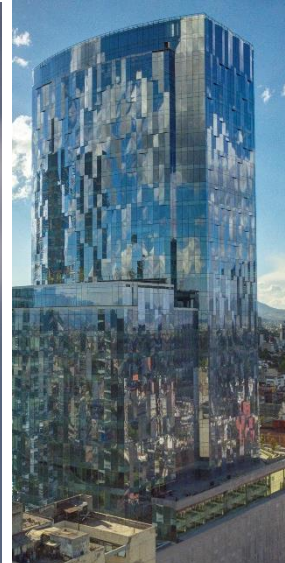
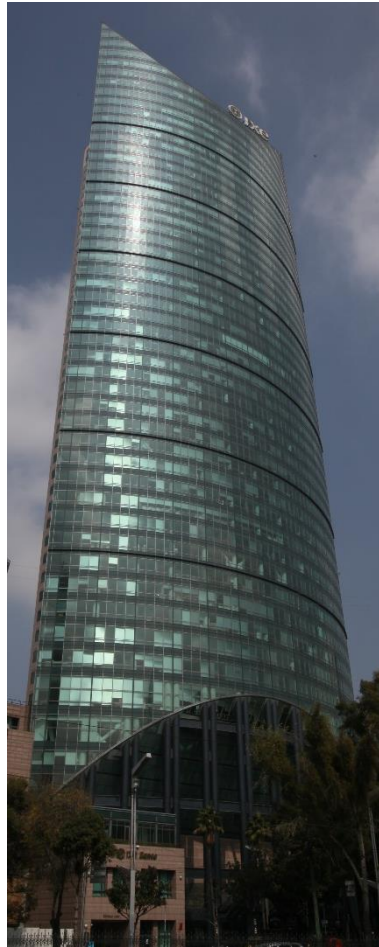
- 7 iconic, irreplaceable buildings on prime locations
- 206,000 sqm of office GLA
- 29.3% of market share

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



Office Prime Locations

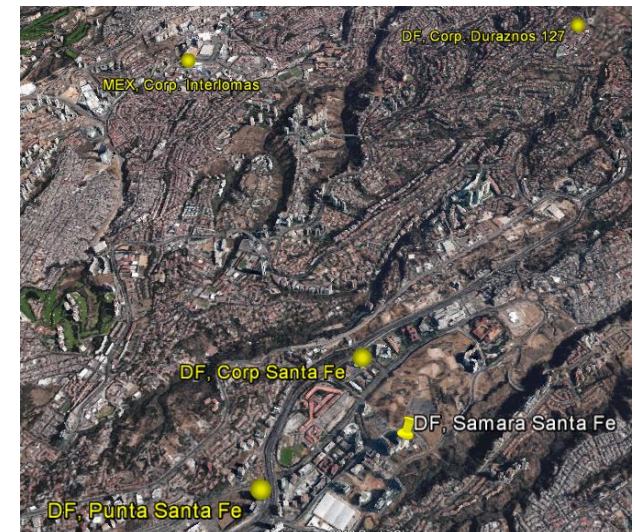
Reforma Corridor



Insurgentes Corridor



Santa Fe Corridor



Relationships with Tenants and Suppliers

FUNO has excellent, long-lasting relationships with tenants and key industry suppliers, most of whom are global, multinational, regional and large local players

Master distribution centers and national hubs of world-class tenants



High-quality retailers in shopping centers and fashion malls



High-credit corporates are headquartered in our office buildings



Tenant Driven Approach

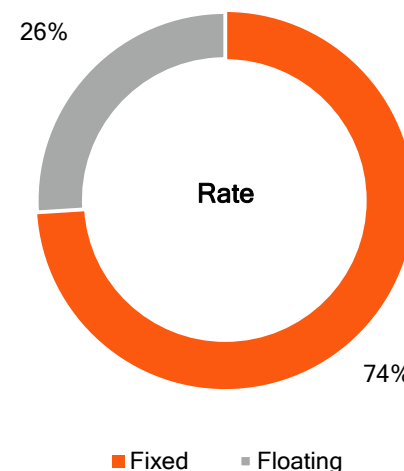
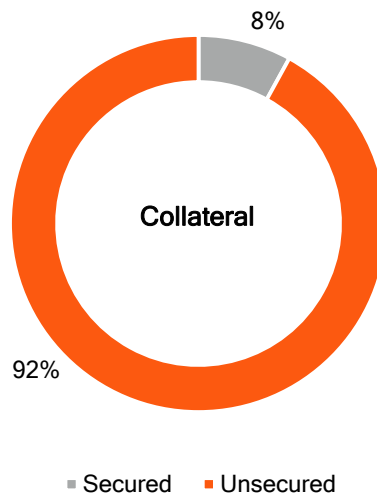
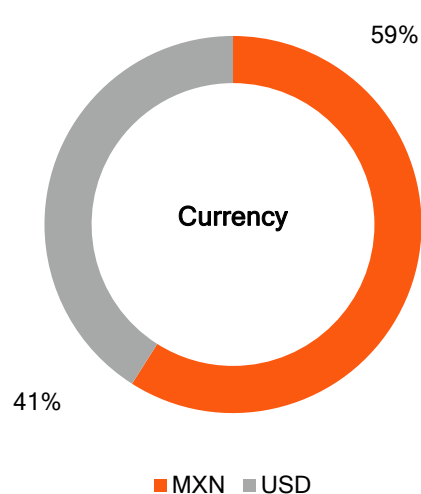
The Client Comes First

Rock-Solid Balance Sheet

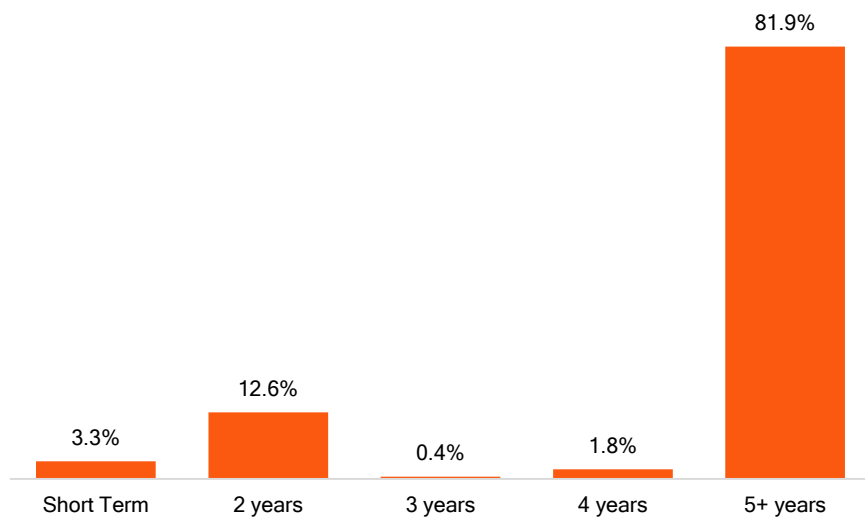
FUNO's balance sheet is designed to withstand financial turbulence through a conservative approach to debt utilization

- ✓ Low leverage levels ensure that debt service is not a burden in turbulent times
- ✓ High percentage of fixed-rate levels protect cash flows against interest rate hikes
- ✓ Revenues from USD leases and USD debt hedging shield cash flows from FX movements
- ✓ Dual-currency, committed, unused credit facility for up to Us. 410 million + Ps. 7,100 million provides resources for growth when capital markets are closed
- ✓ High percentage of unsecured debt allow additional financing flexibility to seize growth opportunities in times of crisis
- ✓ 11.9 year average debt life, with the first significant maturity coming due in 2024, provide enough time to weather the storm

Strong Debt Profile



Maturity Profile as of 3Q17



Relevant Credit Metrics

Loan-to-Value	31.7%
Debt Service Coverage Ratio	2.5x
Secured Debt	2.23%
Unencumbered Assets	314%

Interest Expense Sensitivity Analysis

Below an analysis of the impact of an event of both an increase of 100 bps on interest rates and \$1.00 per USD in the exchange rate

Interest Expense	2017E ¹
Debt interest expense	Ps. 4,080 million
Swaps interest expense	Ps. 85 million
Total net interest expense	Ps. 4,165 million
Interest rate Δ +100 bps	Ps. 144 million
FX rate Δ +Ps. 1.00	Ps. 111 million
EBITDA FX rate Δ +Ps. 1.00	Ps. 166 million
	+Ps. 55 million

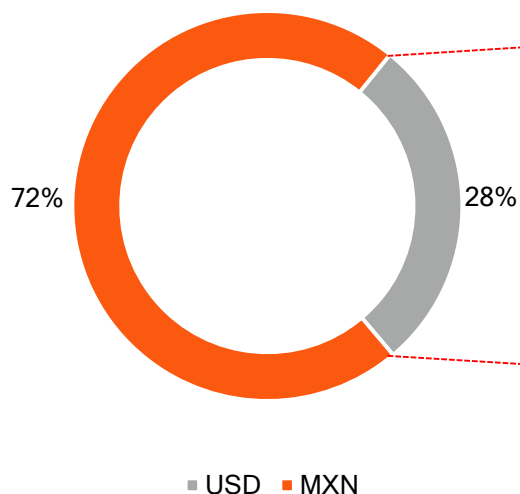
A further \$1.00 depreciation of the exchange rate is cash-flow positive, generating approximately Ps. 55 million of additional cash flow

1 - Includes the effect of the full cross-currency swap for Us. 100 million starting on January 30, 2017 and the effect of the interest rate swap to fix the interest of the loan on Samara for Ps. 2,943 million; FX rate of \$20.66 MXN per USD

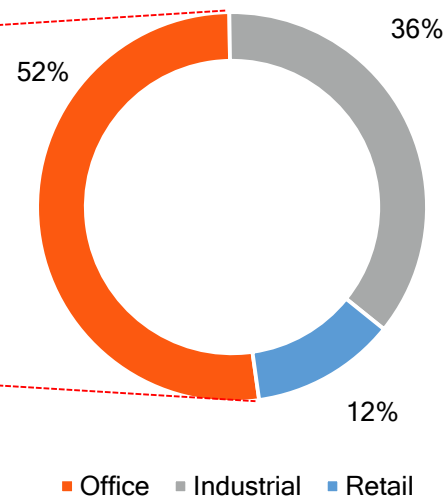
Revenue Sensitivity to Foreign Exchange Rate

Minimum USD revenue to interest expense ratio > **1.5x**

Revenue Breakdown by Currency¹



USD Contribution by Segment¹



12-month forward average USD revenue to interest expense ratio = **1.9x**

¹ Calculated using rent roll for 3Q17

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.

2017

- ✓ 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



MEMBER OF
Dow Jones Sustainability Indices
In Collaboration with RobecoSAM

Overall improvement and positive impact on people, communities and cities