



Fibra Uno Administración, S.A. de

Deutsche Bank  C.V. Deutsche
Bank México,
S.A., Institución de Banca
Múltiple, División Fiduciaria

TRUSTOR

TRUSTEE ISSUER

**Deutsche Bank México, S.A.,
Institución de Banca Múltiple, División Fiduciaria
TRUSTEE OF TRUST F/1401.
Key quotej: “FUNO11”.**

Trustee Address:

Avenida Pedregal 24, Piso 20
Col. Molino del Rey, Del. Miguel Hidalgo,
Ciudad de México, 11040, México

Trustor Address:

Antonio Dovalí Jaime 70 Torre B, Piso 11
Col. Santa Fe, Ciudad de México, 01210, México

**ANNUAL REPORT SUBMITTED PURSUANT TO THE GENERAL REGULATIONS
APPLICABLE TO SECURITIES ISSUERS AND OTHER STOCK MARKET
PARTICIPANTS FOR THE TERM ENDED ON DECEMBER 31, 2016.**

INFORMATION CONCERNING THE REAL ESTATE TRUST CERTIFICATES OR CBFIs

- Trust number and information regarding the trust agreement: Irrevocable Trust Agreement entered by Deutsche Bank Mexico, S.A., Institución de Banca Múltiple, División Fiduciaria, and identified with number F/1401, incorporated in January 10, 2011 through Public Deed number 115,636 gr anted before Gerardo Correa Etchegaray, Attorney and Notary Public number 89 of the Mexico City.
- Trustee's Name: Deutsche Bank México, S.A., Institución de Banca Múltiple, División Fiduciaria.
- Trustor: Fibra Uno Administración, S.A. de C.V.
- Joint Trustors: Any Proprietor who contributes to the Equity of the Trust with Real Estate Properties, for whose contribution the Proprietor shall acquire the rights and obligations set forth in the Trust and in the corresponding Adhesion Agreement.
- First Place Trustees: First Place Beneficiaries.

- Second Place Trustees: The Joint Trustors, who being subject to the Trust terms, shall have the right to repurchase the Real Estate contributed to the Equity of the Trust.
- Summary of the most important features of the assets: Currently, our Portfolio includes 497 properties with 519 operations, diversified regarding the kind of operation in: 325 retail, 105 industrial, and 89 for office use, with a GLA of 7.4 million square meters (3 million retail, 3.6 million industrial, and 0.8 million for offices) and an occupancy rate, as of December 31, 2016, of 94.4%. Furthermore, our Portfolio has 7 Properties currently in different stages of development or construction, which are expected to comprise a total GLA of 466,984 square meters when the works are completed (our Real Estate Development Portfolio). During 2017, we will continue to develop mixed uses at the south of Mexico City, where Fibra Uno contributed the lands named Buffalo and the Colorado Portfolio, during the construction period of this project we will no longer receive income from Colorado Portfolio. Fibra Uno and "Helios" will co-invest in this development, which will have an investment of around \$20 billion Mexican pesos, the project will consist of approximately 103,876 m2 of retail area, 82,849 m2 of residential area, 212,213 m2 of office space, and 18,000 m2 of hotel area. The operating properties are geographically spread in 31 states (all states except the State of Zacatecas), and based on the lessees, there are approximately 2,250 lessees from different industries and sectors.
- Number of Circulating CBFIs: As of December 31, 2016, 3,249,305,750 CBFIs were in circulation.
- Number of CBFIs in treasury: As of December 31, 2016, 255,998,921 CBFIs were in treasury.
- Stock Exchanges in which the CBFIs are registered: The CBFIs are registered in the Bolsa Mexicana de Valores, S.A.B. de C.V. The Issuer also has CBs registered in "the Official List and trading on the Global Exchange Market of the Irish Stock Exchange".
- Rights conferred by the CBFIs: The CBFIs grant to the Holders, as set forth on the Article 63, fraction II, of the Stock Market Law (Ley del Mercado de Valores), the right to a portion of the proceeds, yields, and if applicable, to the residual value of the property or rights assigned for that purpose to the Trust, therefore, they grant the right to receive Cash Distributions from the Trust Estate, to the extent on which it is sufficient to make such Cash Distributions. The foregoing, in the understanding that the CBFIs do not grant any right on the property of the real estate to their Holders;
- Yield and calculation procedures: In order to comply with the provisions that govern the real estate investment trusts, (FIBRAS, Mexican REIT), it is our intention to carry out the distribution of at least 95% (ninety five percent) of the Trust's tax results, provided that the Trust's Technical Committee approves such distribution and the financial statements on which they are based. Our CBFIs do not have a minimum guaranteed return. The Trust's tax results shall be calculated as set forth in the Article 13 of the Income Tax Law (Ley de Impuesto sobre la Renta);
- Debt Level: 34.3%.

- Debt service coverage ratio: 2.4x.
- Periodicity and amortization of the CBFIs: Our CBFIs are not depreciable.
- Periodicity and payment of the yields: Our Technical Committee has adopted the policy of ordering quarterly Cash Distributions and has the power to amend such policy;
- Place and payment method of yields and amortization, if applicable: All the cash payments to be done to the Holders shall be made through electronic transfer through S.D. Indeval Institución para el Depósito de Valores, S.A. de C.V., in Paseo de la Reforma No. 255, Piso 3, Col. Cuauhtémoc, 06500, Mexico D.F..
- Holders common representative appointment: CI Banco, S.A., Institución de Banca Múltiple.
- Custodian: S.D. Indeval Institución para el Depósito de Valores, S.A. de C.V.
- Stock National Registry Record: CBFIs are registered in the RNV (Registro Nacional de Valores) under number 2679-1.81-2012-003.

THE RECORD IN THE STOCK NATIONAL REGISTRY DOES NOT IMPLY THE CERTIFICATION ON THE GOODNESS OF SECURITIES, THE ISSUER'S SOLVENCY OR ON THE ACCURACY OR TRUTHFULNESS OF THE ANNUAL REPORT INFORMATION, NEITHER VALIDATES SUCH ACTIONS, THAT, IF THE CASE MAY BE, MIGHT BE PERFORMED BY VIOLATING ANY LAW.

STATEMENTS ON FUTURE EVENTS

The annual report herein shall contain statements about future events. You shall identify the statements about future events through the use of terms such as "believes", "hopes", "may", "could", "wants", "attempts to", "plans", "projects", "deems", "trusts", "predicts", "potential", or similar words, or the negative form of such words and phrases. You shall also identify statements about future events through discussions about strategy, plans, or intentions. Statements regarding the following matters could be affected by risks and situations, acts or uncertain events that could cause, or in fact, cause our results, performance, or present achievements to be significantly different from any results, performance, or expressed or implicit achievements in the statements about future events:

- How shall we use the net resources derived from this Issue;
- Our business and investment strategies;
- The competitive environment on which we operate;
- Our ability to maintain or increase our Rents and occupancy levels;
- The performance and economic conditions of our lessees;
- Our ability to successfully dedicate ourselves to perform the strategic acquisition of properties in Mexico;
- Our ability to successfully extend towards new markets in Mexico;
- Our ability to successfully dedicate ourselves to the construction of real estate;
- Our ability to lease or sell any of our Properties;
- The timing for the acquisition of properties;
- Economic trends in the industry or markets on which we operate;
- Market general conditions, economic and politic general conditions, particularly in Mexico;
- The effect on changes on accounting principles, the intervention of administrative authorities, government regulations and monetary or fiscal policies in Mexico;
- Our ability to obtain favorable financing, or simply to obtain it;
- Change in the interest rates;
- The quantity and profitability of any of the additional investments;
- Our ability to create enough cash flow to pay any effective and future obligations resulting from financing and used to make Distributions;

- Amendments to laws, lack of permits such as those regarding the use of land, licenses, and other administrative provisions that could affect our real estate operations;
- The Applicable Law provisions that concern us and how such legislation is construed, including changes in tax laws and regulations which concern the FIBRA (Mexican REIT), changes in law regarding the environment, real estate, urbanization, and the increase of ISR (Income Tax) rates;
- Amendments to laws, failure to obtain licenses such as licenses for zoning and other administrative matters which might affect our real estate operations;
- Amendments to tax laws or regulations which could affect our tax regime or treatment as well as the treatment of our Holders;
- Our ability to maintain our quality as FIBRA (Mexican REIT);
- Amendments to laws or tax regulations which could affect our tax regime or treatment as well as the treatment of our Holders, and
- Other matters indicated herein, including the ones set forth under the header "Risk Factors" hereunder.

The statements about future events herein reflect our convictions, assumptions, and expectations regarding our performance in the future, taking into account all the current information available for us. These certainties, assumptions, and expectations are subject to risks, situations, acts, uncertain events and could change as a result of many events or factors, which we do not know completely. Some of these elements are described in the sections identified under the following headers: "*Executive Summary*", "*Risk Factors*", "*Management Level Discussion and Analysis Regarding the Financial Conditions and of the Operation Results*", and "*History and Development of the Fibra*". Should any change occur, our business, financial condition, liquidity and operation results could be significantly altered from the ones expressed in our expectations regarding future events. All the statements about future events shall only be effective on the date they were completed. With the pass of time, new risks, situations, uncertain acts or events could arise, and it is impossible to predict such events or to know how they could affect us. We do not have any obligation to publicly update or review any statement about future events to reflect changes in assumptions or underlying matters, new information, future events, or other changes or amendments on the Applicable Law.

PRESENTATION OF THE FINANCIAL INFORMATION AND OTHER INFORMATION OF FIBRA UNO

Financial Information

The report herein includes the Audited Financial Statements referred to as the “Financial Statements.”

The Consolidated and Audited Financial Statements for the fiscal years ended in December 31, 2016 were approved by the Annual Ordinary General Meeting of CBFIs Holders, held in April 5, 2017.

The Audited Financial Statements have been prepared according to the International Financial Reporting Standard ("IFRS") issued by the International Accounting Standards Board or IASB, which differ in some significantly aspects on the accounting principles generally accepted in the United States or "US GAAP."

For more information on the risks related with our financial information presentation requirements, see section "Risk Factors- Because it is a Mexican Trust with securities registered before the RNV, we are subject to the presentation of financial statements and other requirements for which our systems, procedures, and financial and accounting controls could not be properly prepared", of this Report.

Currency Information

Unless otherwise stipulated, the reference herein to "Pesos" or "Ps. \$" shall mean Mexican Pesos, lawful currency in Mexico; the reference to "Dollars" or "US \$" shall mean American dollars, lawful currency in the United States of America.

Additional Information Presented

When we refer to the concepts of our Portfolio, it is important to clarify the following terms, which shall be used throughout the annual report herein.

Multiple Uses or Operations: One property may be used as an industrial area, office space and retail area individually or in a mixed manner. In other words, there may be two or more uses within a Property.

Number of Properties – It is the total number of Properties that we have in our Portfolio. Properties with Multiple Uses or Operations are considered within the industrial, office or retail use with the highest percentage of GLA of the corresponding use.

Note: For purposes of the report herein and for clarity purposes regarding the Operations of our Portfolio, Operations shall have priority over Properties (although reference will be made to both).

As applicable, this document includes references to certain Properties portfolios.

TABLE OF CONTENTS

1.	GENERAL INFORMATION	10
(a)	Terms and Definitions Glossary	10
(b)	Executive Summary	24
(i)	FIBRA UNO	24
(ii)	Our Portfolio	29
(iii)	Our Lease Agreements	32
(iv)	Market Opportunities	33
(v)	Competitive Advantages	34
(vi)	Business Objectives and Growth Strategy	37
(vii)	Our Manager	38
(viii)	Agreements Related to the Properties	39
(ix)	Relation with Grupo-E and certain related parties	39
(x)	Conflicts of Interest	39
(xi)	Rights of Preference	40
(xii)	Reversionary Right	40
(xiii)	Control Trust	41
(xiv)	Our Corporate Structure	41
(xv)	Distribution Policy	42
2.	THE TRUST	43
(a)	History and Development of the Trust	43
(i)	FIBRA UNO	43
(ii)	Our Portfolio	49
(iii)	Investment Process	68
(iv)	Regulation	72
(v)	Environmental and Security Matters	73
(vi)	Competition	74
(vii)	Patents, licenses, trademarks, and other agreements	74
(viii)	Main Clients	74
(ix)	Human Resources	76
(x)	Offices	76
(xi)	x) Judicial, Administrative or Arbitration Procedures	76
(xii)	xi) Rights	76
(xiii)	Tax Regime and Taxes	76
(xiv)	Distribution Policy	79
(xv)	Capitalization	81
(xvi)	The Real Estate Market in Mexico	82
(b)	Risk Factors	92
(c)	Information about Fibras	119
3.	FINANCIAL INFORMATION	122
(a)	Selected Financial Information	122
(b)	Management level discussion and analysis of the financial situation and the operations results	124
(i)	Cash Distributions	145

(ii)	Inflation.....	146
(iii)	Seasonality	146
(iv)	Disclosure of Qualitative and Quantitative Market Risks	146
4.	MANAGER’S FINANCIAL INFORMATION.....	148
(a)	Selected Financial Information.....	148
(b)	Management-level discussion and analysis of the financial position and operations results	149
(i)	Operations results.....	149
(ii)	Financial situation, liquidity, and capital resources.....	149
5.	MANAGEMENT.....	150
(a)	The Planning Consulting Agreement, the Representation Services Agreement, and the Management Agreement.	150
(i)	Management and the Committees.....	159
(ii)	Corporate Government.....	175
(b)	Agreements and Covenants	187
(c)	Structure and Evolution of our Fibra	190
(d)	Description of our CBFIs and of certain provisions of our Trust and the Applicable Law.....	191
6.	CAPITAL MARKET.....	201
(a)	Structure.....	201
(b)	Other Securities issued by the Trust	202
(c)	Significant changes to rights of securities listed in the RNV	205
(d)	Destination of the Funds	205
(e)	Behavior of the CBFIs in the Stock Market	205
(f)	Market Maker	210
(g)	Acontecimientos Recientes.....	210
7.	TRUST ESTATE MANAGER.....	211
(a)	History and Development of the Manager F1 Management.....	211
(b)	Manager’s Business Description.....	211
(i)	Main Activity of the Manager.....	211
(ii)	Manager’s Human Resources.....	211
(iii)	Manager’s Corporate Structure	211
(iv)	Judicial, administrative, or arbitration procedures of the Manager	212
(c)	Managers and partners of the Manager.....	212
(d)	Sustainability	213
8.	RESPONSIBLE PERSONS	217
9.	EXHIBITS	222
ANNEX B	TABLE OF PORTFOLIOS AND SECURED PROPERTIES.....	223
ANNEX C		224

The above-mentioned annexes form an integral part of this document.

1. GENERAL INFORMATION

(a) Terms and Definitions Glossary

The terms and conditions related hereinafter are used in the Trust, in the CBs Title, in the report herein, and shall have the following definitions (that shall be equally applied to the singular and plural forms of such terms):

Terms	Meaning
Assets	It means jointly the Properties and the Lease Rights (including the Real Property related to the Lease Rights).
Manager F1 Management	It means our subsidiary F1 Management, S.C., or civil partnership that replaces it from time to time as provided in the Trust, which provides us with the Management Services; On the understanding that the Trustee for the benefit of our Trust will hold and control as a partner at least 99.99% (ninety-nine point ninety-nine percent) of the F1 Management MANAGER's social and corporate rights, including the ability to designate Its management body, and whose corporate purpose is the Management, operation and maintenance of the Trust and its properties, activities to be carried out in accordance with the terms of the Management Agreement with the Trustee.
Managers	It means jointly (i) F1 Management, S.C., (ii) Finsa Holding, S.A. de C.V., a company that provides us the Management Services of our Vermont Portfolio pursuant to the terms of the relevant Management Agreement entered into with the Trustee, (iii) Hines Interests, S.A. de C.V., a company that provides us with the Management Services of our Maine Portfolio pursuant to the terms of the respective Management Agreement entered into with the Trustee, and (iv) Jumbo Administración, S.A.P.I. De C.V., a company that provides us the Management Services of our Morado Portfolio in accordance with the terms of the respective Management Agreement entered into with the Trustee.
Holders Meeting	It means our Holders Meeting in terms of the Securities Market Law (LMV for its acronym in Spanish) and General Law of Credit Instruments and Transactions (LGTOC for its acronym in Spanish).
Consultant	It Means Fibra Uno Administración, S.A. de C.V., or the company that replaces it from time to time in accordance with the provisions of the Trust and whose corporate purpose is the provision of Planning Consulting Services to the Trust under the terms of the Planning Consulting Agreement entered into with The trustee.

Terms	Meaning
Tax Consultant	It means, González Luna, Moreno and Armida, S.C., who advises the Trust in the fulfillment of fiscal obligations thereof.
External Auditor	It means Galaz, Yamazaki, Ruiz Urquiza, S.C., or other external auditor hired in terms of the Trust; with the understanding that such auditor should be an internationally recognized prestigious public accounting company, which shall be independent of the Managers, the Trustor, the Relevant Joint Trustor, and the Trustee.
Real Estates	It means jointly the Entrusted Real Estates, the Acquired Real Estates and any other real estate that are destined to the lease and that are acquired by the Trustee for the fulfillment of the purposes of the Trust.
Acquired Real Estates	It means the Real Estates acquired through any title by the Trustee after the first issue of CBFIs.
Entrusted Real Estates	It means the Real Estates received as a contribution from the Owners on the occasion of the first issue of CBFIs, according to the provisions of Clause Two of the Trust.
BMV	It means the Bolsa Mexicana de Valores, S.A.B. De C.V.
Portfolio	It means, jointly the Alaska Portfolio, the Apolo Portfolio, the Artificios 40 Portfolio, the Azul Portfolio, the Blanco Portfolio, the Buffalo Portfolio, the California Portfolio, the Colorado Portfolio, the Corporativo San Mateo Portfolio, the Florida Portfolio, the Gris Portfolio, the G-30 Portfolio, the Hotel Centro Histórico Portfolio, the Indiana Portfolio, the Initial Portfolio, the Kansas Portfolio, the La Viga Portfolio, the Maine Portfolio, the Morado Portfolio, the Oregon Portfolio, the Pace Portfolio, the Parque Empresarial Cancún Portfolio, the Posadas Portfolio, the R-15 Portfolio, the Rojo Portfolio, the Samara Portfolio, the Adana Aguascalientes Portfolio, the TM Portfolio, the Torre Diana Portfolio, the UAG Portfolio, the Utah Portfolio, the Verde Portfolio, the Vermont Portfolio, the Villahermosa Portfolio, the P12 Portfolio, the Individuales Industriales Portfolio, the Cartera Portfolio, and the Turbo Portfolio.
Adana Aguascalientes Portfolio	It means the retail Property acquired in May 2013, which is located in the City of Aguascalientes, Aguascalientes.

Terms	Meaning
Alaska Portfolio	It means the portfolio acquired in December 2015. The portfolio is comprised of six office buildings located within the main office areas of Mexico City.
Apolo Portfolio	It means the real estate portfolio acquired in December 2013, consisting of 49 (forty-nine) retail properties and lands for retail development, located in the following states: Guerrero, Aguascalientes, State of Mexico, Baja California Sur, Chihuahua, San Luis Potosí, Mexico City, Veracruz, Sinaloa, Nuevo León, Sonora, Jalisco, Colima, Hidalgo, Guanajuato, Tlaxcala and Quintana Roo.
Artificios 40 Portfolio	It means the portfolio acquired in November 2015, consisting of an office building located in Mexico City.
Azul Portfolio	It means the real estate portfolio acquired in May 2012, consisting of 23 Properties, including 19 Retail Properties, an Industrial Property, 3 Office Properties, located in the following states: Jalisco, Guerrero, Sonora, Baja California Norte, Nuevo León, Aguascalientes, State of Mexico, and Mexico City.
Blanco Portfolio	It means the Property acquired in May 2012, located in Cuernavaca, Mexico City for retail use.
Buffalo Portfolio	It means the portfolio acquired in April 2015, a mixed-use development, the portfolio includes the prestigious project known as "Mitikah", located south of Mexico City. The project will have various uses and components such as offices, a shopping center, a hotel, and a tower of departments.
California Portfolio	It means the portfolio acquired on April 29, 2014, consisting of 29 industrial properties located in the states of Chihuahua, Coahuila, Nuevo León, San Luis Potosi, and Tamaulipas.
Colorado Portfolio	It means Office Property acquired in December 2013, located Avenida Universidad, in Mexico City.
Corporativo San Mateo Portfolio	It means the real estate known as “Corporativo de Oficinas San Mateo”, located in the State of Mexico, acquired in June 2014.
Acquisition Portfolio	It means the real estates and Lease Rights acquired by the Trustee using the resources derived from the first placement.

Terms	Meaning
Initial Portfolio	It means the 13 Properties received from the Owners as a contribution on the occasion of the first issue of CBFIs, as provided in Clause Two of the Trust.
Real Estate Development Portfolio	It means the portfolio of 7 Properties that are currently in various stages of development or construction. It is expected that when these stages have finished, they will have 466,984 square meters of potential GLA according to this document.
Development Portfolio JV	It means the portfolio of a Property that is currently under development and that is expected when that development has finished, it has 326,089 square meters of potential GLA.
Stabilized Portfolio	It means our Assets Portfolio as of December 31, 2016, consisting of 497 Stabilized Properties, which had 519 Operations (325 retail, 105 industrial and 89 joint offices) with 7.4 million square meters of GLA (3.0 million retail, 3.6 million industrial and 0.8 million offices).
Florida Portfolio	It means the portfolio acquired in February 2015, consisting of an office building located in Mexico City on the avenue Insurgentes.
Gris Portfolio	It means Industrial and retail use Property acquired in March 2012, located in Tlalnepantla, State of Mexico.
G-30 Portfolio	It means the portfolio of 31 Properties acquired during the second quarter of 2013, which is integrated with 20 Industrial properties, 5 Retail properties and 6 Office properties, of which 2 Properties are currently under development, located in the State of Mexico and in Mexico City.
Hotel Centro Histórico Portfolio	It means the Hilton Centro Histórico hotel located in Mexico City whose acquisition took place on April 10, 2014.
Indiana Portfolio	It means the portfolios acquired in June and November 2015. It comprises of 17 properties in total, 13 educational institutions of Grupo ICEL were acquired in June 2015, and 4 educational establishments of the same group were acquired in November 2015.
Individual Portfolios	It means the acquired portfolios of 8 properties known as Torre Diamante, Reforma 155, Artificios 140, Puerta del Hierro, Utah, Torre Diana, Torre Cuarzo, and Midtown Jalisco.

Terms	Meaning
Industrial Individual Portfolios	It means the portfolios acquired in September 2013 and February 2016, these properties are known as Parque Empresarial Cancún located in Quintana Roo, and El Salto located in Jalisco.
Initial Portfolio	It means jointly the Acquisition Portfolio, the Initial Portfolio and the Retail Property located in Toluca (17 Properties).
Kansas Portfolio	It means the portfolio acquired in April 2015, consisting of 10 shopping centers, five adjacent land lots for immediate expansion, 2 shopping centers under stabilization process, and 7 land lots for future expansion.
La Viga Portfolio	It means the office corporate known as "La Viga", located in Mexico City and acquired in July 2014.
Maine Portfolio	It means the portfolio of 6 Properties acquired in February 2014, consisting of 5 Industrial properties, located in the following states: San Luis Potosi, Guanajuato, Jalisco and Aguascalientes, and a Retail Property located in Merida, Yucatan.
Morado Portfolio	It means the real estate portfolio acquired in August 2012, consisting of 15 Properties and the concession rights for the operation and exploitation of a shopping center located at the Punta Langosta maritime terminal and port complex in Cozumel, Quintana Roo, consisting of 8 Retail properties, 5 Office properties and 3 Industrial properties, located in the following states: State of Mexico, Jalisco, Nuevo León, Quintana Roo, Nayarit and Mexico City.
Oregon Portfolio	It means the portfolio acquired in June 2015, consisting of 3 shopping centers in Mexico City.
Pace Portfolio	It means the portfolio acquired in March of 2013, consisting of 2 Industrial properties, located in the States of Chihuahua and Coahuila.
Posadas Portfolio	It means Office Property acquired in June 2013, located on Avenida Reforma in Mexico City.
P12 Portfolio	It means the Portfolio acquired in December 2013, consisting of 10 corporate office buildings, 9 of them located in Mexico City and 1 in Guadalajara.

Terms	Meaning
Rojo Portfolio	It means the portfolio acquired in April 2012, consisting of 40 Office properties and 179 Retail properties (bank branches), located in 29 states, including Mexico City, State of Mexico, Aguascalientes, Baja California Norte, Baja California Sur, Campeche, Chiapas, Chihuahua, Coahuila, Colima, Durango, Guanajuato, Guerrero, Jalisco, Michoacán, Morelos, Nayarit, Nuevo León, Oaxaca, Puebla, Querétaro, Quintana Roo, San Luis Potosi, Sinaloa, Sonora, Tabasco, Tamaulipas, Veracruz and Yucatan.
R15 Portfolio	It means the portfolio of 3 properties consisting of 2 retail properties located in Jalisco and an industrial property located in the State of Mexico. The first two retail properties located in Guadalajara and Puerto Vallarta were acquired in 2014 and the third property was acquired in September 2015.
Samara Portfolio	It means the corporate office and shopping center named "Samara", located in the City of Mexico in the retail and office corridor of Santa Fe. The acquisition was closed in December 2014.
Portfolio TM or Torre Mayor Portfolio	It means the trust rights acquired in July 2013, which grant the right to receive 49% of net lease income for operating, administrative and financial expenses on an emblematic set of offices known as "Torre Mayor" located In the Paseo de la Reforma Avenue in Mexico City.
Turbo Portfolio	It means the Properties of Espacio Tollocan and Torre Vallarta acquired in 2016, located in the State of Mexico and in Jalisco, respectively.
UAG Portfolio	It means Retail Property acquired in September 2013, located in the City of Guadalajara, Jalisco.
Verde Portfolio	It means the Property acquired in July 2012, located in Lerma, State of Mexico for industrial use.
Vermont Portfolio	It means the portfolio made up of 34 Industrial Properties acquired in November 2013, located in the states of Tamaulipas, Chihuahua, Estate of México, Nuevo León, Puebla, Coahuila, Morelos, and Durango.
Villahermosa Portfolio	It means the Property acquired in June 2012, located in Villahermosa, Tabasco for retail use.

Terms	Meaning
Debt Certificates	It means the stock certificates issued by the Trustee pursuant to a program approved by the CNBV.
Real Estate Trust Certificates or CBFIs	It means the Real State Trust Certificates issued by the Trustee in accordance with the Trust, the Securities Market Law (LMV for its acronym in Spanish), the General Provisions Applicable to Securities Companies and Other Securities Market Participants, the Securities and Credit Operations Law (LGTOC for its acronym in Spanish) and other applicable legal provisions, registered and to be registered In the Mexican National Securities Registry Record (RNV for its acronym in Spanish) and listed on the BMV.
CNBV	It is the acronym in Spanish of National Banking and Securities Commission. (Comisión Nacional Bancaria y de Valores).
Audit Committee	It means the committee composed of three Independent Members as determined by the Technical Committee, and such committee shall adopt the resolutions decided by a simple majority of members thereof in accordance with Clause Nine, Section 9.2.1 of the Trust.
Practice Committee	It means the committee composed of three Independent Members as determined by the Technical Committee, and such committee shall adopt the resolutions decided by a simple majority of members thereof in accordance with Clause Nine, Section 9.2.1 of the Trust.
Technical Committee	It means the technical committee of the Trust which is conformed under the terms of Clause Nine, section 9.1 of the Trust.
Dismissal Conduct	It means in respect of any person: (i) a final judgment or judicial decision declaring that responsible person for fraud, wrongful intent, bad faith or inexcusable negligence in respect of the functions of said person; (Ii) criminal conduct or knowing disregard of the law by the person (in respect of the Trust or business thereof); (iii) a significant breach of the Trust, or the agreements deriving therefrom; or (iv) the bankruptcy proceedings over said person.
Lease Agreement	It means any lease or use and enjoyment concession agreement with respect to our Assets.

Terms	Meaning
Planning Consulting Agreement	It means the agreement entered into by the Trustee and the Consultant in order for such Consultant to provide the Planning Consulting Services, as well as the respective amending agreement.
Management Agreements	It means the agreements entered into by the Trustee and the Managers in order to provide the Management Services.
Representation Services Agreements	It means the agreements entered into by the Trustee and the Representation Services Companies in order to provide the Representation Services.
Adhesion Contract	It means the contract by which the Owners contributed Assets to the Trust, adhered to the Trust, and acquired the status of Joint Trustors.
Eligibility Criteria	It means those criteria established in the Trust so that the Trustee can carry out Investments in Assets.
DSCR	It means the debt-service coverage ratio which is defined as the operating income of the Trust on a specified period, such ratio is divided by the sum of the interest corresponding to the same reference period of the contracted financing and the amortization programmed during that period without taking into account Payment at maturity.
Lease Rights	It means all rights derived from the Lease Agreements and in particular the right to collect all the amounts payable by the tenants to the Trustee pursuant to the Lease Agreements.
Reversionary Right	It means the right that, pursuant to respective Adhesion Agreement, the Joint Trustors have for, if the case may be, recover the property of the Real Estates that they have contributed to the Equity of the Trust, in case of (i) disposition of such Real Estates by the Trustor, or (ii) upon termination of the Trust.
Disinvestment	It means the disposition, sale, liquidation or exchange of those assets in terms of section (xiv), subsection A of section 9.1.24 of Clause Ninth of the Trust.
Day	It means, whether it is written in uppercase or lowercase, natural day.

Terms	Meaning
Business Day	It means any day other than Saturday or Sunday and in which credit institutions in Mexico are open the public, according to the calendar published by the CNBV.
Distribution	It means the resources derived from the Asset Investments delivered to the Holders in the terms and amounts determined by the Technical Committee.
Distribution of Cash	It means the Distribution together with any other amount determined by the Technical Committee and delivered to the Holders in terms of the Trust.
Dollars or Dollar or Usd.	It means the lawful currency of the United States of America.
Issue	It means each issue of CBFIs made by the Trustee, on each Issue Date, in accordance with what is established in our Trust and under the provisions of articles 187 and 188 of the Income Tax Law (LISR for its acronym in Spanish).
EMISNET	It is the acronym in Spanish of Electronic System of Communication with Securities Issuers, which is in charge of the BMV.
Representation Services Companies	It jointly means F2 Services, S.C., or civil partnership that replaces it from time to time and which provides the Trust with the Representation Services.
Audited Financial Statements	It means the financial statements audited by the Auditor for the fiscal years ending on December 31, 2014, 2015 and 2016.
Relevant Events	It has the same meaning for relevant events established by the Securities Market Law (LMV for its acronym in Spanish).
Attié Family	It means jointly Mr. Abud Attié Dayán (who is also known as Abude Attié Dayán), Mr. Isidoro Attié Laniado, and Mr. Isaac Attié Laniado.
El-Mann Family	It means jointly Mr. Moussa El-Mann Arazi (who is also known as of Moses El-Mann Arazi), Mr. Max El-Mann Arazi, Mr. André El-Mann Arazi, and Mr. Elías Sacal Micha.

Terms	Meaning
Guindi Family	It means jointly Mr. Amín Guindi Hemsani, and Mr. Alberto Guindi Hemsani.
Kababie Family	It means jointly Mr. Jaime Kababie Sacal, Mr. Rafael Kababie Sacal, Mr. Salomón Kababie Sacal, and Mr. Moisés Kababie Sacal.
Relevant Families	It means all and/or any of the members of the Attié Family, the El-Mann Family, the Guindi Family, and the Kababie Family, to the extent on which each one of those members, individually or as a family, through the Control Trust, holds the control of at least 3% (three percent) of the CBFIs in circulation.
FICEDA	It is the acronym in Spanish of Trust for The Construction and Operation of The Wholesale Market of Mexico City.
Issue Date	It means each date on which any CBFIs has been issued by our Trust.
FFO	It means the flows generated by the operation of the Trust for any period. The flows generated by the operation include the net profit of the Trust, plus/minus (i) amortizations, (ii) exchange differences, (iii) provision of the Compensation Plan, and (iv) the adjustment for the fair value of the Assets.
FIBRA or FIBRAS	It means real estate investment trusts in accordance with the provisions of articles 187 and 188 of the Income Tax Law (LISR for its acronym in Spanish).
Primary Beneficiaries	It means the Holders.
Trust	It means our real estate investment trust agreement entered into with Deutsche Bank México, SA, Full-Service Bank Institution, Trustor Division, identified under the number F/1401, dated January 10, 2011, as well as all of Annexes, Recitals and Declarations thereof, including any Amending Agreement.
Control Trust	It Means the trust agreement identified under number 1228/2011 entered into by and between the Owners and Banca Mifel, SA, Full-Service Bank Institution, Grupo Financiero Mifel, to whose patrimony The Relevant Joint Trustors provided the ownership of all CBFIs received as consideration for the contribution of the Real Estates Contributed to the Equity of the Trust, including any Amending Agreement to the Trust.

Terms	Meaning
Trustor	It means Fibra Uno Administración, S.A. De C.V.
Joint Trustor	It means any person who contributes Assets to the Equity of the Trust, for whose contribution such person acquires the rights and obligations established in the Trust and in the respective Joining Agreement.
Relevant Joint Trustor	It means all and/or any of the persons who are members of the Relevant Families, to the extent on which each one of those members, individually or as a family, through the Control Trust, holds the control of at least 3% (three percent) of the CBFIs in circulation, at any time.
Trustee or Issuer or Issuer Company	It means Deutsche Bank Mexico, S.A., Full-Service Bank Institution, Trustor Division, or their successors, assignees, or whoever is subsequently designated as a Trustor pursuant to the Trust.
GLA	It means Gross Leasable Area.
Indeval	It means S.D. Indeval Institución para el Depósito de Valores, S.A. de C.V.
Permitted Investments	It means the investments made with charge to the Equity of the Trust pursuant to the Applicable Legislation and which are authorized for the FIBRAS.
ISR	It is the acronym in Spanish of Income Tax established by the Income Tax Law (LISR for its acronym in Spanish).
Deferred ISR	It means the Income Tax (ISR) in charge of the Joint Trustor for the contribution of the Assets, which is deferred in the terms of article 188 of the Income Tax Law (LISR for its acronym in Spanish).
IVA	It is the acronym in Spanish of Value Added Tax established by the Value Added Tax Law (LIVA for its acronym in Spanish).
Jumbo Administración	It means Jumbo Administración, S.A.P.I. de C.V., the company where the joint trustors of the Modado Portfolio participate, such trustors provide us the convenient and necessary services for the

Terms	Meaning
	management, operation, and maintenance of the Properties that make up the Morado Portfolio.
Applicable Legislation	It means the laws, regulations, decrees, memorandums and other federal, state and/or municipal legal ordinances in force in Mexico.
LGTOC	It is the acronym in Spanish of Securities and Credit Operations Law.
LIC	It is the acronym in Spanish of Law of Credit Institutions.
Liquidator	It has the meaning set forth for such term in Clause Twenty Third, section 23.3 subsection (i) of the Trust.
LIVA	It is the acronym in Spanish of the Value Added Tax Law.
LISR	It is the acronym in Spanish of Income Tax Law.
LMV	It is the acronym in Spanish of the Securities Market Law.
LTV	It means the rate calculated as the amount of the outstanding balance of the debt between the estimated total value of the assets of the Equity of the Trust at the date of calculation.
Mexico	It means the United Mexican States.
Independent Member	It means any person who complies with the provisions of articles 24, second paragraph and 26 of the Securities Market Law (LMV for its acronym in Spanish).
NOI	It means the Net Operating Income generated by the Trust in any period, with the understanding that includes the total income of the Trust less (I) operating expenses (excluding amortization of bank charges), (ii) maintenance expenses, (iii) operating expenses, (ii) maintenance expenses, (iii) real estate tax expenses, and (iv) insurance expenses.
Operations	It means the use given to our Properties by type of activity. A Property may be used for more than one operation when it is a Multiple-use Property.
Equity of the Trust	It has the meaning indicated in Clause Fourth of the Trust.

Terms	Meaning
Minimum Investment Period	It means the term of four years referred to in section IV of article 187 of the Income Tax Law (LISR for its acronym in Spanish) or in its case, the definition established by the Applicable Legislation.
Related Persons	It will have the meaning attributed to that term in the Securities Market Law (LMV for its acronym in Spanish).
Pesos, Peso or Ps.	It means the currency of legal tender in Mexico.
Compensation Plan	It means the employee compensation plan approved by the Stockholders' Meeting dated April 4, 2014.
Properties	It means the real estate properties that make up our Portfolio.
Proprietors	It means the Joint Trustors who contributed Assets to the Equity of the Trust, pursuant to the provisions of Clause Second, Section 2.4 of the Trust.
Annualized Fixed Rent or AFR	It means the Annualized Fixed Rent of our Portfolio.
Rentals	It means the income obtained by granting the use or temporary enjoyment of the Assets derived from the Lease Agreements.
Common Representative	It means CI Banco, S.A., Full-Service Bank Institution, which will be the common representative of the Holders, or the company that is subsequently named as common representative of the Holders.
Fiscal Balance	It means, according to the Income Tax Law (LISR for its acronym in Spanish), the resulting amount of subtracting to the profit or fiscal loss of a certain fiscal year the fiscal losses of previous fiscal years yet to be depreciated.
RNV	It is the acronym in Spanish of Mexican National Securities Registry.
Senior Notes	It means representative debt securities that are placed by the Trustee from time to time in international markets.

Terms	Meaning
Management Services	It means the management, operation, and maintenance services of the Trust and of the Trust Estate, performed by our Managers in accordance with the respective Management Agreements, which comprise the performance of all the activities, the exercise of the rights, and the fulfillment of all the obligations provided by said agreements in charge of the Managers, including but not limited to: (i) the daily and major management, operation, and maintenance of our Real Estates; (ii) the promotion, advertising, and marketing services of our Real Estates; (iii) the payment of services, contributions and premiums for the insurance of our Real Estates; (iv) the evaluation of the market tending towards the acquisition of Real Estate, the negotiation of agreements and financing necessary to acquire Real Estates; (v) the remodeling, construction, and improvement of our Real Estates; (vi) the routine inspection of our Real Estate, and (vii) any other act provided in the Management Agreements.
Representation Services	It means all activities performed by the Representation Services Companies, in accordance with the respective Representation Agreements, including but not limited to the services of (i) billing of Rent and maintenance fees; (ii) collection of Rent and maintenance fees pursuant to the Lease Agreements; (Iii) the negotiation of Lease Agreements, including the conclusion and extension thereof, in accordance with the instructions of the Managers; and (iv) support to the Managers in carrying out all previous and necessary activities to achieve the renewal and extension of Lease Agreements.
Planning Consulting Services	It means all activities carried out by the Consultant, in accordance with the Planning Consulting Agreement, consisting of granting to the Trust all the specialized advice required by the Consultant and the Managers in relation to the planning, strategy and execution of the transcendental decisions of the Trust. Particularly, those relating to the location, selection, review, acquisition, development, construction, conditioning, operation, maintenance and sale of real estates and to the financial and strategic planning of the Equity of the Trust, as well as the relationship with investors.
Holders	It means the holders of one or more of the CBFIs.
Title	It means the document or title certifying the Issues, whose format is attached to the Trust as an Annex.

Terms	Meaning
UDIS	It is the acronym in Spanish of Investment Units, whose value is published periodically by the Bank of Mexico in the Official Gazette of the Federation.

(b) Executive Summary

The following is an executive summary which you should read along with the most detailed information appearing herein, regarding us and the historic financial statements and proforma herein, and the information included in section "*Risk Factors*" herein, is included hereinafter. The references made in this report to "*Trust F/1401*", "*FIBRA UNO*", "*Trust*", "*us*", "*ours*", "*to us*", and "*our company*" are made regarding Trust F/1401, along with our Managers.

(i) FIBRA UNO

Description of FIBRA UNO

We are a FIBRA and we engage mainly in the acquisition, development, construction, leasing, and operation of industrial, retail, and office properties. As of December 31, 2015, we were the biggest real estate public company in Mexico regarding the number of properties, annual income, amounts of assets, and market capitalization, and we believe that our Portfolio represents one of the greatest and of higher quality real estate portfolios of industrial, retail, and office properties in Mexico. Our purpose is the obtaining of value creating appealing yields through the investment in Assets which produce appealing income and which are subject of appreciation through the time.

We are a Mexican trust and conduct our business in order to qualify as a FIBRA under the terms of Article 187 and 188 of the LISR. In order to be qualified for tax purposes as a FIBRA, we must annually distribute at least 95% (ninety-five percent) of our tax results and at least 70% (seventy percent) of our assets must be invested in real estate and developments aimed at leasing, among other requirements. For more information, see section "*Information on Fibras*" herein.

Events and Results 2016

The results for 2016 reflected strong growth and solid operational performance for Fibra Uno, both in the operation of our Portfolio and in our acquisition strategy designed to generate value for our Holders.

We managed to close 2016 with a total income of Ps. \$ 13.3 billion, representing a 24% increase in total revenues reached in 2015. Likewise, we achieved a net operating income of more than Ps. \$ 10.7 billion, up 23% from the previous year. Our FFO in 2016 was Ps. \$ 6.4 billion, representing an increase of almost 11.2% when compared to the previous year. In addition, the value of our assets amounted to Ps. \$ 177.9 billion, an annual growth of 15%.

During 2016, we continue to deliver timely development projects, improving our estimated return targets for our Assets such as Patio Revolución, Torre Latino, San Martin Obispo I and San

Martin Obispo II, La Purísima, Xochimilco I, Gustavo Baz I and Torre Diana. All these new developments have high levels of occupation.

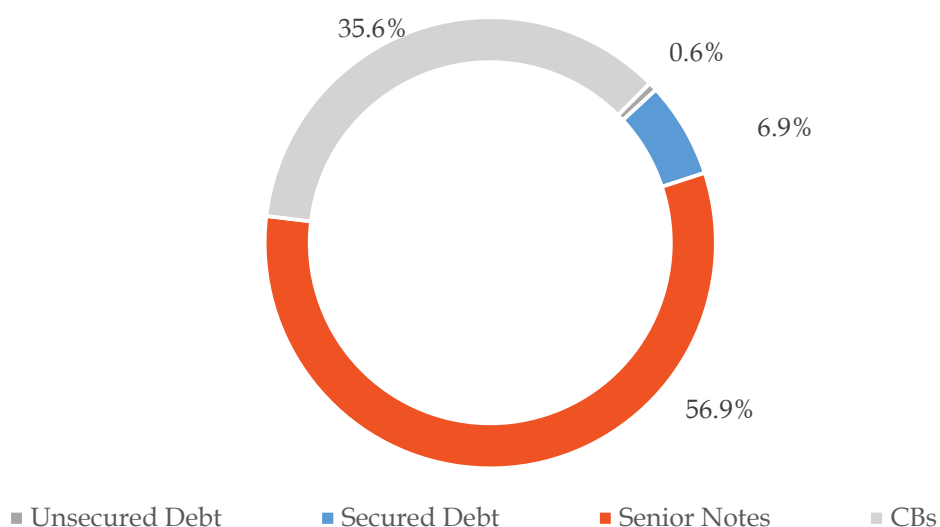
Our growth was also financed through bank debt resources and Stock Certificates issues in the local market. During this year, we carried out three debt issues in the local market: (i) the reopening of the FUNO 13-2 issue for Ps. \$ 1,120.9 million, maturing on December 4, 2023, to achieve a balance of \$ 3,120.9 million, at a fixed rate of 8.4%; (ii) FUNO 16U issue in the amount of 457,878,300 (four hundred and fifty-seven million eight hundred and seventy-eight thousand three hundred) UDIs, equivalent to approximately Ps. \$ 2,495 million at a fixed rate of 4.60% and maturing on April 1, 2027; and (iii) FUNO 16 issue for an amount of Ps. \$ 883.75 million at a variable rate of THIE + 0.65%, maturing on April 11, 2019.

Portfolio	Acquisition Date	GLA (m2)		Acquisition value excluding VAT	Acquisition Payment Method	# Properties
				(Amount in thousands)	(Amount in thousands)	
Industrial Individual Portfolio (El Salto)	Feb 16	24,051		Ps. \$180,000	CBFIs: Ps. \$180,000	1
Individual Portfolios (Puerta de Hierro)	Feb 16	24,946		Ps. \$ 700,000	Cash Ps. \$ 700,000	1
Turbo Portfolio (Espacio Tollocan)	June 16:	In development 17,840		Ps. \$ 229,300	Cash Ps. \$ 229,300	1
Individual portfolios (Torre Cuarzo)	June 16:	In development (72,000 at the end)		Ps. \$ 2,898,100	Cash Ps. \$ 1,240,300 CBFIs: Ps. \$ 1,657,800	1
Turbo Portfolio (ParkTower Vallarta)	Aug 16	46,234		Ps. \$ 1,477,100	Cash Ps. \$ 513,242 CBFIs: Ps. \$ 963,858	1
Individual Portfolios (Midtown Jalisco)	Oct 16	In development (105,000 at the end)		Ps. \$ 440,000	Cash Ps. \$ 440,000	1

The effect of growth in our assets from acquisitions made and the increase in unsecured debt and decrease in guaranteed bank debt during 2016, as well as US dollar depreciation or appreciation, led our leverage ratio or LTV to 34.3%, which is lower to our LTV limit of 50% established in the leverage policies of our Trust.

In addition, our ratio of non-taxable assets to unsecured debt of 288.1% and guaranteed leverage of 2.4% as of December 31, 2016.

Diversified Financing Sources

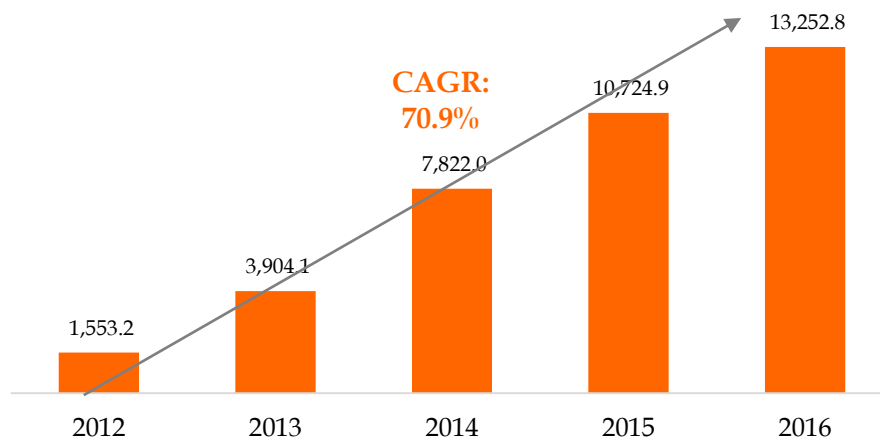


Unsecured Debt ⁽¹⁾ = 93.1%

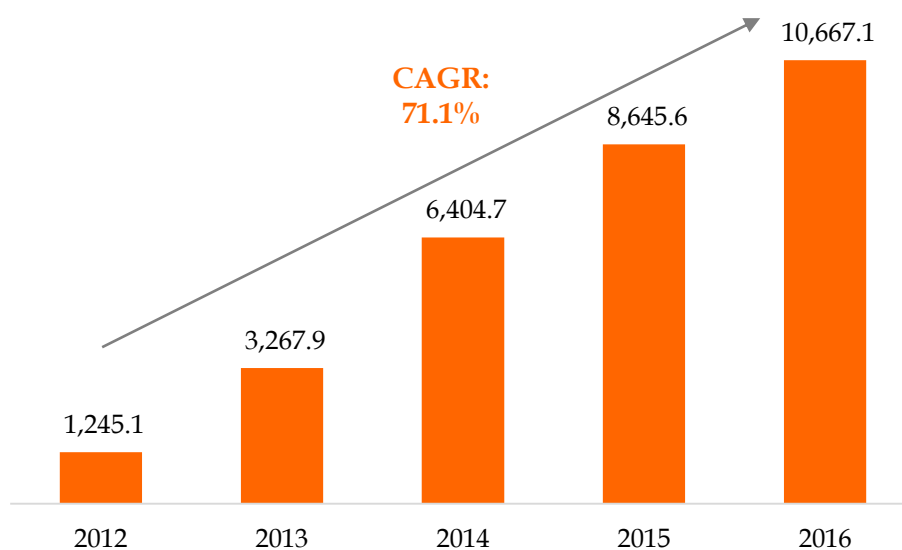
(1) Includes Senior Notes, Stock Certificates and Unsecured Bank Debt.

In terms of income, in 2016 we had the first impact of the effects of the acquisitions made at the end of 2015 and the maturity of our Portfolio. Total annual revenues increased by Ps. \$2,527.9 million, as compared from Ps. \$ 10,724.9 million in fiscal year 2015 to Ps. \$13,252.8 million during fiscal year 2016, representing a growth of 23.6% with respect to the previous year. Likewise, our Net Operating Income (NOI) increased by Ps. \$2,021.5 million, as compared from Ps. \$8,645.6 million during fiscal year 2015 to Ps. \$10,667.1 million in fiscal year 2016, representing an increase of 23.4%.

Total Income
(Ps \$ million)



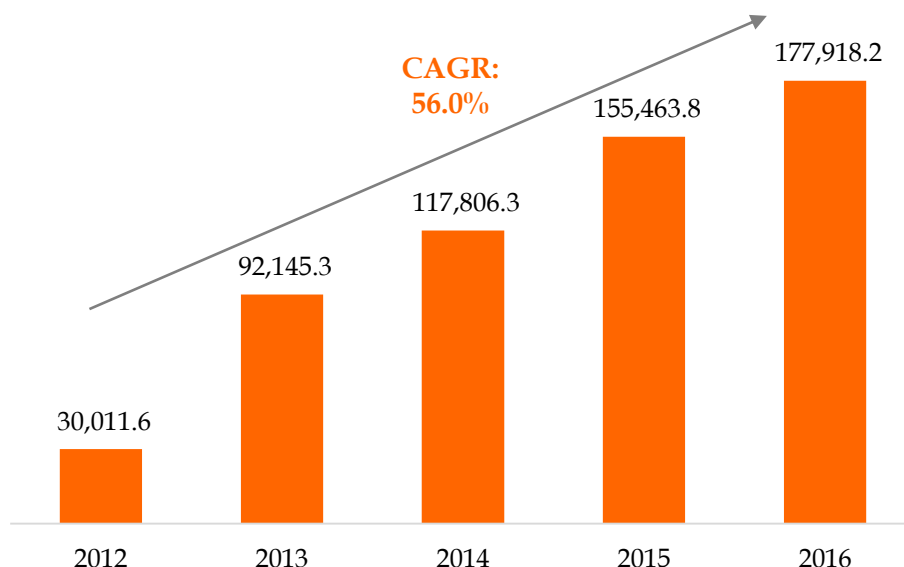
NOI⁽¹⁾
(Ps \$ million)



(1) NOI: Income - Operating and Maintenance Expenses - Insurance - Real Estate Tax.

In terms of assets, as of December 2016, the value of our Properties (including the value of our investment in associates) is OF Ps. \$ 177,918.2 million, an increase of 14.4% over the Ps. \$ 155,463.8 million value as of December 2015.

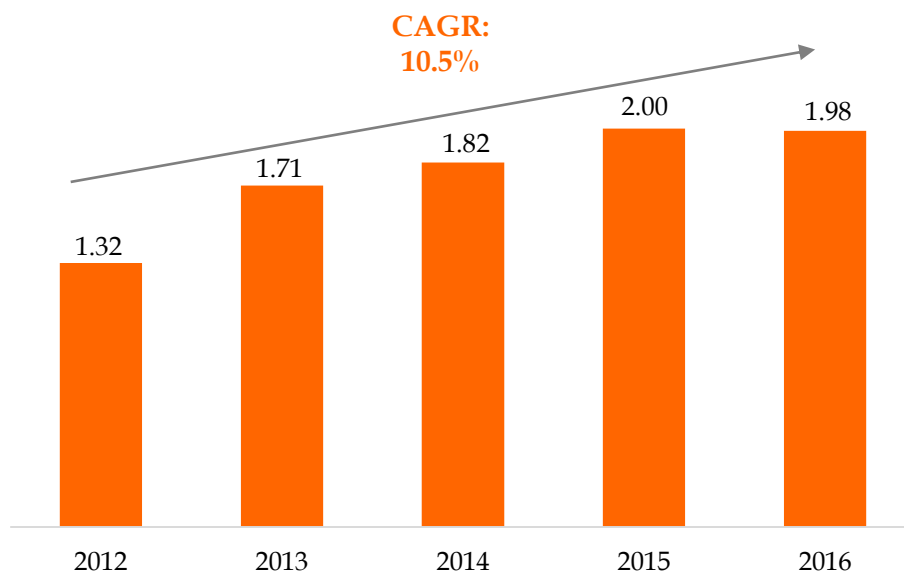
Book Value of the Investment Properties ⁽²⁾
(Ps \$ million)



(2) Includes investments in trust rights and payments in advance for investment properties.

Total Distributions for the year 2016 totaled Ps. \$1.9831 per CBFI, representing a decrease of 1.3% compared to the 2015 Distribution of Ps. \$ 1.9957 per CBFI.

Dividends paid per CBFI
Ps. \$)



We expect to continue our strategy of growth through investment and/or the development of selective industrial, retail and office properties, which we believe have or will have the potential to generate attractive returns and appreciation of our long-term assets. We will seek to acquire or develop properties in privileged locations, in unattended markets or in markets with high population density. Likewise, we will seek to ensure that the design and quality of the Asset sought to be acquired or developed allows for an optimal and flexible use of the property. For a detailed

description of our Management, see section "*The Planning Consulting Agreement, the Representation Services Agreement and the Management Agreement - Management and Committees*" of this document.

(ii) **Our Portfolio**

Our Portfolio is diversified by Type of asset, geographic location, and tenants. It is located in 31 states (we do not own properties in Zacatecas). The Properties in our Portfolio are mainly located in strategic places, in or near highways and main avenues, in markets that generally have shown good demographic trends like a strong growth of population and income.

Stabilized Portfolio

As of December 31, 2016, our Stabilized Portfolio consisted of 497 Properties, on which we had 519 Operations (325 retail, 105 industrial, and 89 for offices), such Operations had an approximate GLA of 7.4 million square meters (3.0 million retail, 3.6 million industrial, and 0.8 million for office use), and an approximate occupancy percentage of 94.4% based on the GLA. Our Stabilized Portfolio comprises:

- 325 Retail Operations with an approximate GLA of 3.0 million square meters (40.1% of our Stabilized Portfolio), which as of December 31, 2016 presented an approximate occupancy percentage of 93.6% based on the GLA.
- 105 Industrial Operations with an approximate GLA of 3.6 million square meters (48.4% of our Stabilized Portfolio), which as of December 31, 2016 presented an approximate occupancy percentage of 96.5% based on the GLA.
- 89 Office Operations with an approximate GLA of 0.8 million square meters (11.5% of our Stabilized Portfolio), which as of December 31, 2016 presented an approximate occupancy percentage of 88.2% based on the GLA
- The following table includes information on our Stabilized Portfolio as of December 31, 2016, 2015 y 2014:

Type	No. of Properties	No. of Operations	GLA (sq.m.) per type of operation	Total GLA %	Occupancy	AFR as to December 31, 2016 (Ps. \$ in thousands)	AFR total %	Monthly Fixed Rent per sq.m. per type of operation
Retail(1)	309	325	2,954,328	40.1%	93.6%	5,993,459	48.7%	180.70
Industrial(2)	104	105	3,570,278	48.4%	96.5%	3,199,447	26.0%	77.36
Offices (3)	84	89	845,330	11.5%	88.2%	3,101,373	25.2%	346.64
Total 2016	497	519	7,369,935	100.0%	94.4%	12,294,279	100.0%	147.29

(1) Includes Properties leased for the hotel, which comprise 2.7% of the AFR.

(2) Includes Properties leased for the hotel, which comprise 0.2% of the AFR.

(3) Includes Properties leased for the hotel, which comprise 0.9% of the AFR.

(4) The office GLA includes 100% of the square meters of the Torre Mayor Portfolio.

The AFR of offices includes only 49% of the rents of the Torre Mayor Portfolio.

However, for the calculation of the monthly rent per square meters of offices, it is included 100% of the rents of the Torre Mayor Portfolio, as well as the 100% of GLA.

Type	No. of Properties	No. of Operations	GLA (sq.m.) per type of operation	Total GLA %	Occupancy	AFR as to December 31, 2015 (Ps. \$ in thousands)	AFR total %	Monthly Fixed Rent per sq.m. per type of operation
Retail ⁽¹⁾	306	321	2,856,981	40.40%	93.20%	5,429,818	49.60%	169.9
Industrial ⁽²⁾	101	102	3,400,690	48.00%	96.90%	2,810,293	25.70%	71.1
Offices ⁽³⁾	81	86	821,604	11.60%	92.90%	2,702,356	24.70%	294.9
Total 2015	488	509	7,079,274	100.00%	95.00%	10,942,467	100.00%	135.7

(1) Includes Properties leased for the hotel, which comprise 5.5% of the AFR.

(2) Includes Properties leased for the hotel, which comprise 0.3% of the AFR.

(3) Includes Properties leased for the hotel, which comprise 3.6% of the AFR.

(4) The office GLA includes 100% of the square meters of the Torre Mayor Portfolio.

The AFR of offices includes only 49% of the rents of the Torre Mayor Portfolio.

However, for the calculation of the monthly rent per square meters of offices, it is included 100% of the rents of the Torre Mayor Portfolio, as well as the 100% of GLA.

Real Estate Development Portfolio

As of December 31, 2016, our Real Estate Development Portfolio consisted of 7 Properties that we expect, once we complete its development or expansion, comprise an approximate GLA of 466,984 square meters. Our Real Estate Development Portfolio includes 2 Properties where a portion of GLA has already been developed and rented or is in the possibility of being rented, so it is considered within our Stabilized Portfolio. As of December 31, 2016, the Stabilized Portfolio Properties that were within the Real Estate Development Portfolio comprised a GLA of 73,577 square meters (1.0% of our Stabilized Portfolio). Our Real Estate Development Portfolio consists of:

- 2 retail properties which we expect, once completed, to have an approximate GLA of 113,806 square meters
- 1 industrial properties which we expect, once completed, to have an approximate GLA of 62,178 square meters, and
- 2 offices properties which we expect, once completed, to have an approximate GLA of 114,000 square meters
- 2 mixed-use properties which we expect, once completed, to have an approximate GLA of 177,000 square meters

Real Estate Development Portfolio JV

- 1 Property in co-investment in the mixed-use development in the south of Mexico City, where Fibra Uno contributed the lands of the Bufalo Portfolio and the Colorado Portfolio, during the construction period of this project we will no longer receive income from Colorado Portfolio. Fibra Uno and "Helios" will co-invest in this development, which will have an investment of around Ps. \$ 20 billion, the project will consist of approximately 103,876 m2 of retail area, 82,849 m2 of residential area, 212,213 m2 of office space, and 18,000 m2 of hotel area.

Portfolio Acquisitions

During 2016, we were able to complete 6 strategic acquisitions and developments for an approximate amount of Ps. \$ 6.0 billion, which was reflected in a growth of approximately 4.1% in Gross Leasable Area (GLA) and approximately 2.0% in number of Properties with respect to 2015, ending having a Portfolio with 7369,935 square meters of GLA and 497 Properties with 519 Operations.

Portfolio	Acquisition Date	GLA (m2)	Acquisition Value excluding VAT	Acquisition Payment Method	# Properties
			(Amount in thousands)	(Amount in thousands)	
Industrial Individual Portfolio (El Salto)	Feb 16	24,051	Ps. \$180,000	CBFIs: Ps. \$180,000	1
Individual Portfolio (Puerta de Hierro)	Feb 16	24,946	Ps. \$ 700,000	Cash Ps. \$ 700,000	1
Turbo Portfolio (Espacio Tollocan)	June 16:	In development 17,840	Ps. \$ 229,300	Cash Ps. \$ 229,300	1
Individual portfolios (Torre Cuarzo)	June 16:	In development (72,000 at the end)	Ps. \$ 2,898,100	Cash Ps. \$ 1,240,300 CBFIs: Ps. \$ 1,657,800	1
Turbo Portfolio (ParkTower Vallarta)	Aug 16	46,234	Ps. \$ 1,477,100	Cash Ps. \$ 513,242 CBFIs: Ps. \$ 963,858	1
Individual Portfolios (Midtown Jalisco)	Oct-16	In development (105,000 at the end)	Ps. \$ 440,000	Cash Ps. \$ 440,000	1

New Portfolio Acquisitions

After December 31, 2016 we have acquired 1 property of the Individual Portfolio, which is the acquisition of a Class A office building, known as "Saqqara" located in Monterrey, Nuevo Leon at a price of Ps. \$ 808.7 million and will have an approximate GLA of 11,230 square meters and a Property of the Frimax Portfolio, this Property is located in the industrial corridor in Toluca, has 220,000 square meters of GLA.

(iii) *Our Lease Agreements*

As of December 31, 2016, we had Lease Agreements executed with approximately 6,860 tenants from diverse economic sectors. Our tenants include domestic, regional, and local companies that represent a range of industries, including industrial, retail, corporate, and government, among others. As of December 31, 2016 our ten greatest tenants occupied approximately 24.8% of GLA of our Portfolio, and represented approximately 23.2% of AFR attributable to our Portfolio. A multinational tenant, leader on convenience stores market, represented to said date 10.7% of GLA of our Portfolio or 8.3% of the AFR. Notwithstanding the foregoing, any other tenant represented more than 3.7% of GLA of our Portfolio and 3.9% of the AFR. We believe that the diversity on our tenant base shall help us to minimize our exposure to market fluctuations in certain industry or economic sector, or regarding any particular tenant. We consider that our properties stand out because of the quality of our tenants, many of whom are placed as some of the greatest companies in Mexico, as well as international companies present in Mexico.

As of December 31, 2016, the average of remaining duration of our Lease Agreements per GLA was of approximately 4.4 years, not including the Lease Agreements which duration has concluded and which have not been formally extended; However, the tenant is still paying the Rent and occupying the leased Property under the same terms of the expired Lease Agreement (the "The Tacitly Extended Agreements"). The term for us to give notice of the termination of the Tacitly Extended Agreements shall depend on the applicable laws in the state where the Real Estate is located, and goes from 15 (fifteen) Days to 1 year in some cases. The average of remaining duration of our Lease Agreements of our retail, industrial, and office Properties was of approximately 5.8, 3.4 and 3.5 years, respectively, not including the Tacitly Extended Agreements, which duration is undefined until any of the parties decides to terminate them. As of December 31, 2016, approximately 9.3% of the occupied GLA of our Portfolio or 645,903 square meters of such GLA was subject to Tacitly Extended Agreements, representing approximately 15.8% of our AFR, which grants us the enough flexibility to negotiate new Leasing Contracts and to potentially increase the Rents where the market conditions allow us. At closing of the first 2017 quarter, 10.2% of GLA and 15.8% of AFR is subject to Tacitly Extended Agreements.

Essentially, all of our Lease Agreements have provisions to proportionally increase the Rent, according to the inflation increase. As of December 31, 2016, 67.4% of our AFR was payable in Pesos and 32.6% in Dollars

The following table shows information regarding the expiration of the Lease Agreements of our Properties which comprise our Stabilized Portfolio as of December 31, 2016, assuming that the tenants shall not exercise any renovation option:

Expiration year of the agreements ⁽¹⁾	Sq. m. of expiring agreements (in thousands) ⁽²⁾	% of sq.m. of expiring agreements ⁽²⁾	AFR amount which expires in the year (Ps. \$ in millions) ⁽⁴⁾	% of total AFR expiring in the year ⁽⁴⁾	Monthly fixed rent per sq.m. (Ps. \$) ⁽⁵⁾
2017	879,270	12.6%	1,658,869	13.5%	157.2
2018	1,036,440	14.9%	1,677,696	13.6%	134.9
2019	813,092	11.7%	1,305,815	10.6%	133.8
2020	673,566	9.7%	1,203,630	9.8%	148.9

2021+	2,907,726	41.8%	4,503,823	36.6%	129.1
Tacitly Extended Agreements ⁽³⁾	645,903	9.3%	1,944,446	15.8%	250.9
Total	6,955,997	100.0%	12,294,279	100.0%	147.3

(1) The information included in this table regards the date of signature of the Lease Agreements. However, some Lease Agreements begin their duration on the date on which the lease space is delivered, which could not be determined on the date of the Report herein, and could be a date subsequent to the signature date of the respecting Lease Agreement. Therefore, some Lease Agreements may expire on a date following the shown date.

(2) It refers to the occupied and/or leased GLA as to December 31, 2016.

(3) Expired agreements which continue paying rent.

(4) The annualized amount of the rent which had its agreement expiring on the indicated year.

(5) For the calculation of the monthly rent per square meter, it is included the 100% of rents of the Torre Mayor Portfolio and the 100% of its GLA.

(iv) Market Opportunities

We consider that we have an excellent position to identify and benefit from the Mexican real estate market opportunities, which we hope that keeps emerging as the Mexican economy continues to expand. From a macroeconomic scope, we consider that Mexico shall continue enjoying stability, which we estimate that has provided us and shall continue providing diverse alternatives for our growth.

We also consider that the demographic trends shall continue driving the consumer's demand in cities and areas where the quality of the real estate properties offer is low, and where we will be able to invest resources to develop assets which create value, as we have been doing up to date.

The competitive advantages that we consider to make us stand out from other Mexican Fibras are based not only on the many years of experience of our principal senior managers, of whom we have successfully benefited from, but also on our place as market leaders and constant innovation. We consider that our business platform is an investment mechanism highly efficient to respond to the fundamental bases of the real estate market, whether related with the macroeconomic environment, the global real estate market dynamics, or local structures.

Real Estate Sector Principles

Economic Stability Fiscal and Monetary policies in Mexico, as well as the financial and banking system have provided a solid stability to the real estate market in Mexico, as well as access to long term financing.

Our Abilities

» Access to Capital Our ability of execution of our business plan has given us access to the capital and debt markets, and we believe that it will continue allowing us to get additional financing based on competitive cost.

Real Estate Sector Principles		Our Abilities	
Demography	The demographic transition of Mexico towards a more active economy, is based on population increase circumstances which impulse consumer's demand.	» Target Markets	Part of our investment and development strategy includes the unattended markets and with demographic growth of medium income population.
Geography	Mexico continues to be strategically positioned to benefit from the global commerce flows, tourism, and emerging consumers.	» Location	Our well located Properties base constitutes an exposition to the dynamic trends in the industrial, retail and corporate sectors.
Competition	It is required a wide local knowledge to effectively operate these Type of businesses.	» Experience/Scale	The experience and resources of our manager team, as well as a career of more than 40 years, stand us apart from our competitors.
Investment Opportunities	The rather fragmented markets with few access to capital could create opportunities to acquire high quality assets.	» Supplying Ability	Our senior manager team has a proven ability to search for and consolidate acquisitions in different sectors to actively continue searching for additional opportunities in the industrial, retail, and office sub-sectors.
Convergence	The occupancy levels and prices in the real estate market are below the applicable ones in most of the Latin American countries with similar conditions.	» Internal Growth	Our Portfolio could create additional cash flow, stabilizing our developing Properties and expanding and maximizing the additional potential income of the stabilized Properties.
Relative Scarcity	Investors searching to invest on the real estate sector in Mexico are limited by the scarcity of investment vehicles and/or products.	» Financial Differentiation	We are the first investment vehicle organized as FIBRA; we are the greatest and liquid vehicle of the sector, available in the public market in Mexico, with a great participation of foreign investors and in the international institutional markets.

(v) **Competitive Advantages**

We consider us to have the following competitive strengths:

- **Widely diversified portfolio with highly quality tenants.** Our Portfolio is diversified by Type of asset, geographic location, tenant base and Lease Agreements expiration, which grants

to the tenants yields over a wide range of properties in Mexico. We believe that the diversification of our Properties by Type of asset, as well as by geographic location shall allow us to benefit from the different growth trends in Mexico without having to highly rely on any specific city or economic zone in Mexico. We consider that the diversification of our Portfolio by Type of asset, as well as by geographic location shall allow us not to highly depend on the performance of a specific industry or city or economic zone in Mexico. We consider that our properties stand out because of the quality of our tenants, many of whom are placed in some of the larger companies in Mexico, as well as international companies present in Mexico. As of December 31, 2016 our ten greatest tenants occupied approximately 28.4% of GLA of our Portfolio, and they were representing approximately 23.2% of AFR attributable to our Portfolio. A multinational tenant, leader on the convenience stores market, represented to said date 10.7% of GLA of our Portfolio or 8.3% of the AFR. Notwithstanding the foregoing, any other tenant represented more than 3.7% of GLA of our Portfolio and 3.9% of the AFR. We think that the diversity of our tenant base shall help us to minimize our exposure to market flows in certain industry or economic sector regarding any particular tenant. Additionally, we consider that the size, diversity, and quality of our Portfolio allow us to give the tenants a wide range of solutions to bear their business operations. While previous and new clients look for leasing spaces, we are positioned on a unique way to give them a wide range of options regarding the Type of properties and geographic locations. We also consider that our Portfolio benefits from having staggered expirations of the Lease Agreements

- **Execution ability and creation of value.** We consider that we have proven to have the ability to execute our business plan, which among other, takes into account a growth strategy based on obtaining and efficiently invest significant capital amounts on a variety of real estate assets with the ability to generate income and appreciation potential through time. Since our creation to this date, we have converted into the largest real estate public vehicle in Mexico regarding the number of properties, income and market capitalization. In such term, we have increased our Initial Portfolio from 17 Properties with 20 Operations which comprised 691,472 GLA square meters to the Portfolio that we had as of December 31, 2016, which includes 497 Properties with 519 Operations (325 retail, 105 industrial, and 89 for offices use), which represent approximately 7.4 million GLA square meters.

We have been able to increase the amount of Distributions that we have paid per CBFÍ of a total of Ps. \$1.0833 per CBFÍ for the year ended in December 31, 2011 to Ps. \$1.9831 for the year 2016. As a result of our proven ability to execute transactions and the relations of the senior manager team of our Consultant, we are capable of creating a substantial business flow and we have an extensive list of Asset potential acquisitions. Therefore, we consider that we have plenty of opportunities to continue carrying out acquisitions that would result in the creation of value, growth of our income, and cash flow

- **Opportunities to continue consolidating the market through appealing acquisitions which generate greater growth.** We intend to continue to expand our Portfolio and generate additional cash flow by capitalizing of internal and external growth opportunities. During 2016, we continued our purchasing rhythm, completing 3 portfolio acquisitions with a value of more than Ps. \$ 2.3 billion and adding approximately 95,231 square meters of leasable area. Also, as of December 31, 2016, we were in the process of construction, development and/or expansion of 7 Properties that we expect, once completed, to have an aggregate amount of

approximately 466,984 additional square meters of GLA (3 of the Properties currently have 73,577 square meters of finished GLA, which are leased or to be leased as part of the Stabilized Portfolio). While we complete our development and expansion projects, we expect to generate additional cash flow from our current Portfolio by leasing space at market rates. Additionally to the organic growth of our Portfolio, we have the intention to continue expanding our Portfolio through selective acquisitions. We consider that our reputation as a favorite counterpart, which has been established thanks to our ability to execute transactions, has allowed us to create an extensive list of potential acquisitions from third parties. Furthermore, our relation with our Consultant gives us an additional source of appealing potential acquisitions. We consider that our first refusal right to acquire real estate acquisition opportunities granted to us by the Relevant Joint Trustors, as well as some properties which are currently mainly owned by the El-Mann and the Attié families, and the arising of relations that the senior manager staff of our Consultant has settled throughout the real estate industry in Mexico, shall continue creating an stable source of appealing investment opportunities through which we will be able to make our business grow.

Of the portfolios acquired during 2016, 66% belongs to acquisitions of non-related parts, and only 33% belongs to acquisitions from related parts.

- **Experienced and Market Leading Management Team.** The senior manager staff of our Consultant is leaded by Andre El-Man Arazi, their General Manager and Isidoro Attié Laniado, Strategy and Finances Executive Vice-president, who also are senior managers of our Manager F1 Management. The senior manager staff of our Manager F1 Management is also integrated by Gonzalo Pedro Robina Ibarra, as Associate General Manager, Gerardo Vargas Ateca, as Finances Vice-President, Javier Elizalde Vélez as Treasury Vice-President, Ignacio Tortoriello Tortoriello as Capital Markets and Relations with Investors Vice-President, Alfonso Arceo Obregón as Retail Operations Vice-President, and by Alejandro Chico Pizarro, as Legal Vice-President. For more information regarding the Consultant's senior manager team, please see section "*Senior Managers of our Manager*" of this document.
- **Optimal Capital Structure.** We believe that we are well positioned to grow our business thanks to our attractive capital structure and with a view to growth. Since the Initial Offering in 2011, we have demonstrated the ability to access multiple sources of funding. As of December 31, 2016, we were able to obtain an aggregate amount of Ps. \$ 67 billion in capital markets through subsequent offerings of our CBFIs, and Ps. \$ 60 billion, including Stock Certificates and Senior Notes, increasing our funding in public markets. As of December 31, 2016, we had Ps. \$ 4.5 billion of mortgage loans and Ps. \$ 410 million of bank financing. We have also been able to use our CBFIs as consideration to acquire Assets. As a result of our ability to obtain financing from various sources, we have been able to grow our business while maintaining what we consider to be a conservative leverage structure, calculated through our LTV of 34.3% as of December 31, 2016. We also consider that our capital structure benefits from debt maturities of up to 30 years. As of December 31, 2016, our debt had an average maturity of 11.7 years. Additionally, approximately 77.0% of our total debt was settled at a fixed rate, which helps reduce our exposure to changes in interest rates. As our business grows, we consider that the access to capital in our possession as a public company resulting from diverse sources, as well as our conservative leverage policy, shall continue giving us significant

advantages over our competitors when acquiring Assets and developing properties which fulfill our investment objectives.

(vi) *Business Objectives and Growth Strategy*

Our main objectives are: (i) to continue growing as the proprietor and leading operator of the real estate, industrial, retail, and offices sectors in Mexico; (ii) to increase our cash flow created by our Properties; (iii) to keep our Properties in ideal conditions to be able to preserve their long-term growth; and (iv) the creation of incremental value over time, mainly through the potential appreciation on the value of our Assets. Our commercial and business strategy mainly comprises the following items described below:

- **To increase our presence in urban markets with high levels of consumption and economic activity.** We seek to invest in Assets whose properties located in urban zones with high levels of consumption and dynamic economic activity with an implemented infrastructure, a strong population and commercial growth, and a family income higher than the national average. Particularly, we pretend to expand and consolidate our presence in the metropolitan area of Mexico City, Toluca, Monterrey, Guadalajara, and Cancun, which are areas that have historically proven a favorable trend in population and income growth.
- To focus on medium size metropolitan areas with a high demographic growth where we have the opportunity to offer services to unattended population segments regarding entertainment and commerce centers. Besides to continue increasing our presence in established urban markets, we also pretend to seek for opportunities in the medium size metropolitan areas with a high demographic growth, unattended population segments and therefore, the opportunity of developing new entertainment centers and commercial options. Generally, we are looking for urban centers with a population of 300,000 to 500,000 habitants. Our Consultant has a consolidated career in the performance of innovative projects in poorly exploited markets in Mexico.
- **To continue capitalizing and searching for opportunities to acquire Assets.** We intend to continue growing our business through the acquisition of assets which better fulfill our acquisition criteria and which improve our Portfolio. We will look to capitalize on the substantial business flow that the senior manager staff of our Consultant has created for us. Many of these opportunities are and will continue coming from third parties, we believe they consider us as a preferential counterpart because of our ability to execute transactions. Therefore, we believe that we will have several opportunities to make acquisitions which drive us to the increase of income and cash flow. We are looking to use our strong result form and liquidity position, as well as the knowledge and experience of our Consultant to execute transactions and capitalize in opportunities.
- **To capitalize opportunities in order to generate additional cash flow for our Portfolio.** Additionally to the growth through the expansion of our Portfolio, we seek to increase the cash flow of the Properties we already have. We expect to capitalize the internal growth opportunities through the strategies hereinunder described:

- *Real Estate Development Portfolio.* As of December 31, 2016, we were developing 7 Properties, which, once completed, we expect them to have approximately 466,984 GLA square meters. Of such Properties as of December 31, 2016, we had 4 Properties with already 73,577 of GLA square meters completed and leased or to be leased. As these areas continue developing, we expect to generate additional incomes while leasing such spaces at market prices
- *Real Estate JV Real Estate Development Portfolio.* As of December 31, 2016, we were developing a mixed-use co-investment property at the south of Mexico City where Fibra Uno contributed the Buffalo Portfolio and the Colorado Portfolio lands. Fibra Uno and "Helios" will co-invest in this development, which will have an investment of around Ps. \$20 billion, the project will consist of approximately 103,876 m2 of retail area, 82,849 m 2 of residential area, 212,213 m 2 of office space, and 18,000 m 2 of hotel area.
- *Rents Increase.* Most of our existing Lease Agreements forecast increases to the Rents according to the inflation. As a result, we expect that our utility from Rents increases, at least, at the same pace than the inflation in Mexico.
- *Potential increase in Rents due to the Expiration of several Lease Agreements.* We estimate that we can increase the utility from Rent of our Portfolio by increasing the Rents of those Lease Agreements currently under the market price and as each one expires.
- *Available GLA.* Furthermore, we intend to increase the utility from Rent of our Portfolio by leasing currently available leasing areas. As of December 31, 2015, we had approximately 357,399 unoccupied GLA square meters, and we expect to generate additional utility from Rents by leasing such area.
- **To keep high quality tenants.** We search to keep close relations with our local, national, and international recognized tenants, based on our commitment to provide our clients quality and satisfying service. We consider that the credit quality of such tenants gives us more foreseeable and stable flows. Our tenants include multinational and national companies of recognized solvency as well as government entities. We seek to offer our tenants a wide range of solutions in real estate to support their business operations. Due to the size, diversity, and quality of our Portfolio, we are able to offer our tenants a wide range of options regarding the Type of assets and geographic location while they look for spaces to lease. We also keep open our communication lines with our tenants in order to be able to meet their requirements and to give them a level of service that we consider to be superior to the one given by other lessors in the markets where we participate. This constant communication also allows us to get valuable information regarding the current and future markets. Particularly, before expanding to a specific market, we seek to evaluate the interest that our current tenants have to expand, with the purpose of getting leasing commitments. We consider that our perspective regarding those tenants not only help us to keep them, but to bring new quality tenants and to substitute those who terminate their agreements on a quick and efficient manner, on a way that will also make easier our medium growth.

(vii) Our Manager

We are internally managed by our Manager, through which we conduct the daily and constant management of our business, besides the strategic planning and management of all of our Properties. As of December 31, 2016, our Manager F1 Management, had 636 employees.

We are externally advised by our Consultant. Our Consultant was constituted with the exclusive purpose of advising us and is exclusively dedicated to us. Pursuant to the provisions on our Planning Consulting Agreement, our Consultant assists us in the making and implementation of our strategic, and financial planning and investment resolutions.

We believe that we benefit of the great knowledge and understanding of our industry and local markets that our management staff has to carry out our business selecting and operating our diversified Portfolio in Mexico.

(viii) *Agreements Related to the Properties*

We have executed: (i) the Planning Consulting Agreement with our Consultant; (ii) the Management Agreements with our Manager, and (iii) the Representation Services Agreements with the Representation Services Companies.

For more information about such agreements, please see section “*Management - The Planning Consulting Agreement, the Representation Services Agreement, and the Management Agreement*”, of this document.

(ix) *Relation with Grupo-E and certain related parties*

History

Grupo-E is comprised of a group of individuals and corporations, including members of the El-Mann and Attié Families, with more than 30 years of experience on the Mexican real estate market, and it is dedicated to the acquisition, development, and operation of several Types of retail projects in Mexico, including industrial, retail, offices, and mixed. Grupo-E has developed and operated more than 180 projects in several sectors of the Mexican real estate industry and in different geographic areas of Mexico.

Some members of Grupo-E takes part on our management and operations and we consider that our relation with them allows us to have significant advantages regarding the origin, evaluation, execution, acquisition, development, lease, and management of properties. Our Managers, our Consultant, and the Representation Services Companies have access to the industrial relations, market wisdom, and execution experience of Grupo-E. We consider that this gives us access to a wide range of potential acquisitions.

As a result of the possible conflict of interests with Grupo-E, as part of our constitution, several First Refusal rights and Reversionary Rights have been granted, which benefited us and the Relevant Joint Trustors.

(x) *Conflicts of Interest*

We are subject to the arising of conflict of interests regarding our Consultant and F2 Services, S.C. and its affiliates. Specifically, some non-independent members of our Technical Committee are also employees of our Consultant and of F2 Services, S.C. and its affiliates, and they have interests thereof. Our agreements were negotiated between Related Persons and the terms thereof, including considerations and other payable amounts, could not be favorable to us as if negotiated with third parties non-affiliated or related. Furthermore, some senior managers of our Consultant have a decision power in and are senior managers of Grupo-E. We follow a strategy similar to the one of Grupo-E and we could compete with Grupo-E on investment opportunities. As a result, there could be conflicts on the distribution of assets appropriate for us.

Pursuant to our Trust, the approving vote of the majority of the members of our Technical Committee and of the majority of Independent Members thereof is required before formalizing any agreement, transaction or relation with a Related Person, including our Consultant, F2 Services, S.C., the Relevant Joint Trustors, the El- Mann Family, the Attié Family, the members of our Technical Committee, Grupo-E or any other person or party who could have a conflict of interests.

In such way, we consider that our structure and corporate govern have been designed to align with the interests of our Holders and relieve potential conflicts of interests.

(xi) *Rights of Preference*

Furthermore, to avoid and, as the case may be, solve the potential conflicts of interests which might appear when an investment opportunity is appropriate for us as well as for Grupo-E, pursuant to our Trust and Joining Agreements regarding our Initial Portfolio, provided that the Control Trust holds at least 15% (fifteen percent) of the total circulating CBFIs, the Relevant Joint Trustors shall have the obligation to notify the Technical Committee, with copy for the Practices Committee, any intention to acquire properties that substantially comply with all the Eligibility Criteria, within the 10 (ten) following days to the date of which such intention is decided, providing the information they had for such matters and the corresponding analysis of the elements considered in its assessment, the price and other conditions of the pretended operation.

Furthermore, pursuant to the Joining Agreements, the El-Mann Family and the Attié Family have agreed to grant us the first refusal right to acquire any industrial, retail or offices property, of which as at January 10, 2011, have been mainly proprietors, individually or jointly, provided that such properties comply with the majority of the Eligibility Criteria.

(xii) *Reversionary Right*

Pursuant to the Trust and the Joining Agreements regarding our Initial Portfolio, the Azul Portfolio, the Morado Portfolio, the G-30 Portfolio, and the Tepoztlán Portfolio, the proprietors that have contributed such properties and that still have the ownership of the CBFIs granted as consideration for their contribution, shall have a preferential right to acquire such properties. Consequently, if we decide to sell any of such properties, these people, jointly, shall have the right to acquire them from us. Additionally, as set forth in the Trust, as long as the Joint Trustors or the proprietors aforementioned (contributors) keep the property of the CBFIs granted as consideration for their contribution, shall have Reversionary Right, to be exercised under the Mexican

legislation, regarding the properties they contributed with. As a result of this right, if we decide, for any reason, including the expiration of the Trust, to sell any Property contributed to our Trust, the contributors shall have the right to reacquire the ownership of the property they contributed with. If the Holders of these Reversionary Rights and first refusal, exercise their rights to acquire or reacquire a Property we own, such transaction shall be subject to the prior approval of our Technical Committee, including the positive vote of at least the majority of the Independent Members of our Technical Committee.

For a more detailed description of the First Refusal Rights and Reversionary Rights, see *"Agreements and Covenants – Rights of Preference regarding our Properties and Reversionary Rights regarding the Real Estate Properties contributed to our Trust"* of this document.

(xiii) Control Trust

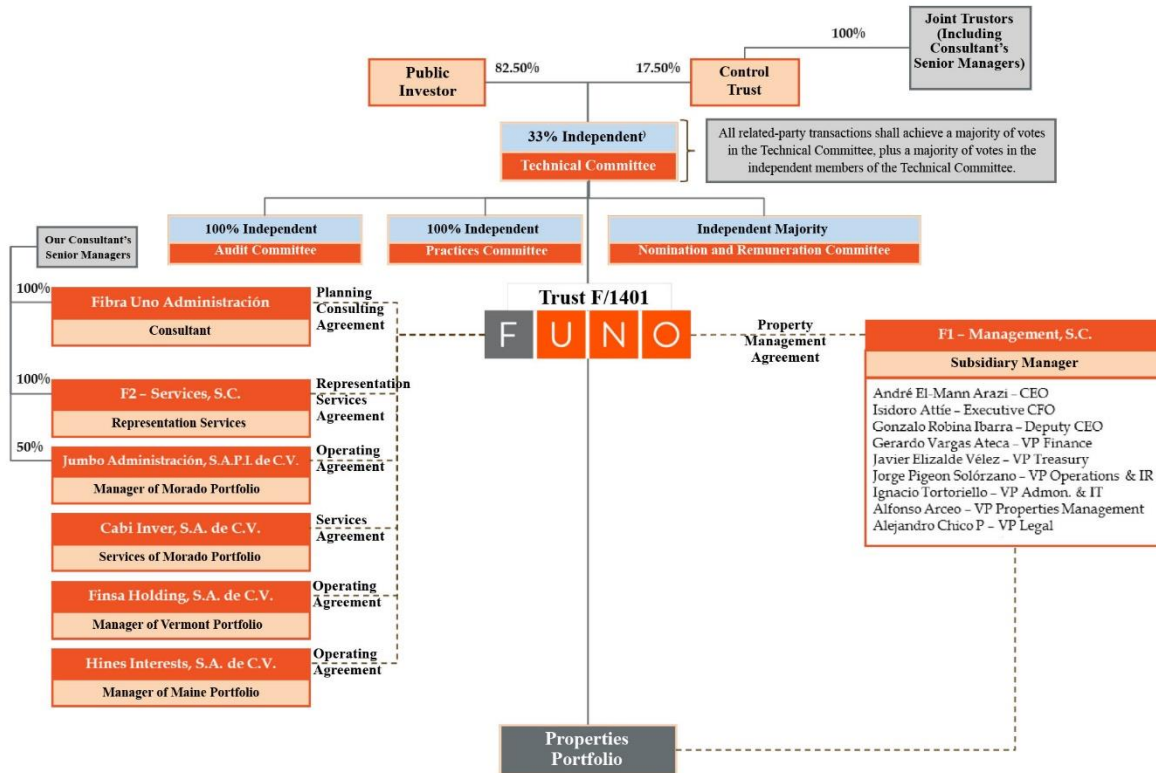
Once our Initial Offer was completed, the Relevant Joint Trustors provided all the CBFIs they received as consideration for the contribution of their properties to the Control Trust and have continue contributing to such Control Trust with the CBFIs acquired subsequently.

As of December 31, 2016, approximately 17.5% (nineteen point thirty-nine percent) of the circulating CBFIs were contributed to the Control Trust. The Control Trust is controlled by its technical committee, integrated by Moisés El-Mann Arazi, André El-Mann Arazi, Isidoro Attié Laniado, Abude Attié Dayán and Max El-Mann Arazi. Pursuant to the provisions on the Trust, the Relevant Joint Trustors, through the Control Trust, shall have the power to appoint the majority of the members of our Technical Committee, and while they keep the ownership of 15% (fifteen percent) or more of the circulating CBFIs, they shall have the power to control our activities which require the approval of the Holders who represent more than 85% (eighty-five percent) of the circulating CBFIs, including without limitation, amendments to specific clauses of the Trust, the approval of important corporate transactions such as the liquidation of our assets, the termination of the Trust, and the un-listing of our CBFIs from the RNV.

See *"Risk Factors - Risks Regarding our Properties and Operations - There are conflicts of interests regarding our Consultant and F2 Services, S.C. and its affiliates, and we cannot assure that our policies and procedures shall be the appropriate to attend all the conflicts of interests that could arise, which may result in adverse consequences for the Holders"*, of this document.

(xiv) Our Corporate Structure

The following graphic shows our corporate structure as of December 31, 2016:



(xv) Distribution Policy

For more information regarding our distribution policy, see section “xiii) *Distribution Policy*”, of this document.

2. THE TRUST

(a) History and Development of the Trust

(i) **FIBRA UNO**

General

We are a FIBRA and we mainly work on the acquisition, development, construction, leasing, and operation of industrial, retail, and office properties. As of December 31, 2016, we were the biggest real estate public company in Mexico regarding the number of properties, annual income, and market capitalization, and we believe that our Portfolio represents one of the greatest and of higher quality real estate portfolio of industrial, retail, and office properties in Mexico. Our purpose is the obtaining of value creating appealing yields through the investment in Assets which produce appealing income and which are subject of appreciation through time

We are a Mexican trust and conduct our business in order to qualify as a FIBRA under the terms of Article 187 and 188 of the LISR. In order to be qualified for tax purposes as a FIBRA, we must annually distribute at least 95% (ninety-five percent) of our tax results and at least 70% (seventy percent) of our assets must be invested in real estate and developments aimed at leasing, among other requirements. For more information, see section “*Information on Fibras*”, herein.

Events and Results 2016

2016 results reflected a solid operative performance and of strong growth for Fibra Uno, on the operation of our Portfolio, as well as on our acquisitions strategy designed to create value for our Holders.

We managed to close year 2016 with a total income of Ps. \$13,252.8 billion, representing a 23.6% increase in total income reached in 2015. Likewise, we achieved a net operating income of more than Ps. \$ 10,667.1 billion, an increase of 23.4% as compared to the previous year. Our FFO in 2016 was Ps. \$ 6,411.3 billion, representing an increase of almost 11.2% as compared to the previous year. In addition, the value of our assets amounted to Ps. \$ 177.9 Billion, an annual growth of 15%.

During 2016, we continue to deliver timely projects under development, improving our estimated return targets for our Assets such as Patio Revolución, Torre Latino, San Martin Obispo I, San Martin Obispo II, La Purísima, Xochimilco I, Gustavo Baz I, and Torre Diana. All these new developments have high levels of occupation.

Our growth was also financed through bank debt resources and CBs issues in the local market. During the year we carried out three debt issues in the local market: (i) the reopening of the FUNO 13-2 issue for Ps. \$ 1,120.9 million, maturing on December 4, 2023, to achieve a balance of \$ 3,120.9 million, at a fixed rate of 8.4%; (ii) FUNO 16U issue in the amount of 457,878,300 (four hundred and fifty-seven million eight hundred and seventy-eight thousand three hundred) UDIs, equivalent to approximately Ps. \$ 2,495 million at a fixed rate of 4.60% and

maturing on April 1, 2027; And (iii) FUNO 16 issue for an amount of Ps. \$ 883.75 million at a variable rate of TIIE + 0.65%, maturing on April 11, 2019.

Portfolio	Acquisition Date	GLA (sq. m.)	Acquisition Value excluding VAT (Amount in thousands)	Acquisition Payment Method (Amount in thousands)	Number of Properties
Industrial Individual Portfolio (El Salto)	Feb 16	24,051	Ps. \$180,000	CBFIs: Ps. \$180,000	1
Individual Portfolio (Iron Gate))	Feb 16	24,946	Ps. \$700,000	Cash: Ps. \$700,000	1
Turbo Portfolio (Espacio Tollocan)	Jun 16	Developing 17,840	Ps. \$229,300	Cash: Ps. \$229,300	1
Individual Portfolio (Torre Cuarzo)	Jun 16	In development (72,000 at the end)	Ps. \$2,898,100	Cash: Ps. \$1,240,300 CBFIs: Ps. \$1,657,800	1
Turbo Portfolio (ParkTower Vallarta)	Ago 16	46,234	Ps. \$1,477,100	Cash: Ps. \$513,242 CBFIs: Ps. \$963,858	1
Individual Portfolio (Midtown Jalisco)	Oct 16	In development (105,000 at the end)	Ps. \$440,000	Cash: Ps. \$440,000	1

We have the highest corporate rating on a local scale granted by Fitch Ratings y HR Ratings, and global investment grade ratings by Moody's and Fitch Ratings:

Fibra Uno Grades

	Grader	Grade
Local Scale	Fitch Ratings HR Ratings	AAA(mex) HR AAA
International Scale	Moody's Fitch Ratings	Baa2 BBB

With these grades, we have been able to access international local debt public markets:

Fibra Uno Public Debt Issues

Issue	Amount	Term	Rate
Local FUNO 13	Ps. \$6,850 million ⁽¹⁾	5 years	TIIE+0.8%

FUNO 13-2 ⁽²⁾	Ps. \$3,120.9 million	10 years	8.40%
FUNO 13U	425,700,000 UDIs (Ps. \$2,150 million)	15 years	5.09%
FUNO 15	Ps. \$7,500 million	10.5 years	6.99%
FUNO 16	Ps. \$883.75 million	3 years	THIE+0.65%
FUNO 16U	457,878,300 UDIs (Ps. \$2,495 million)	10 years	4.60%

International

Senior Notes due 2024	Usd.\$ 600 million	10 years	5.25%
Senior Notes due 2044 ⁽³⁾	Usd. \$ 700 million	30 years	6.95%
Senior Notes due 2026 ⁽⁴⁾	Usd.\$ 500 million	10 years	5.25%

(1) In February, 2015 we performed a reopening of CBs FUNO13 for an additional amount of Ps. \$2,500 million to add up a total amount of Ps. \$6,850 million.

(2) In April, 2016 we performed a reopening of CBs FUNO13-2 for an additional amount of Ps. \$1,120 million to add up a total amount of Ps. \$3,120.9 million.

(3) In June 2016 we reopened the Senior Notes due 2044 for an additional Usd. \$ 300 million to total Usd. \$ 700 million.

(4) In June 2016 we reopened the Senior Notes due 2026 for an additional amount of Usd. \$ 200 million to total Usd. \$ 500 million.

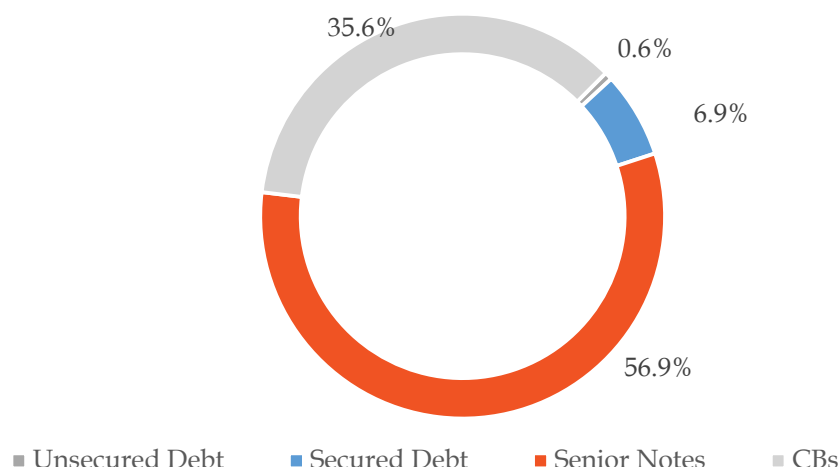
Additionally, a portion of the resources obtained through the CBs issues and Senior Notes made by us, have been used to prepay bank lines that were secured with Real Estate, or that had upcoming maturities, to achieve the following objectives:

- To diversify debt financing sources;
- To extend the average life of our debt by paying short-term debt in advance, and
- To improve our capital structure through the release of assets which were securing liabilities, and with it, to have a greater proportion of unsecured debt.

The effect of growth in our assets from acquisitions made and the increase in unsecured debt and decrease in guaranteed bank debt during 2016, as well as US dollar depreciation or appreciation, led our leverage-to-value or LTV to 34.3%, which is lower to our LTV limit of 50% established in the leverage policies of our Trust.

Additionally, our non-taxable assets rate to unsecured debt of 288.1% and of secured leverage of 2.4% as of December 31, 2016.

Diverse Financing Sources



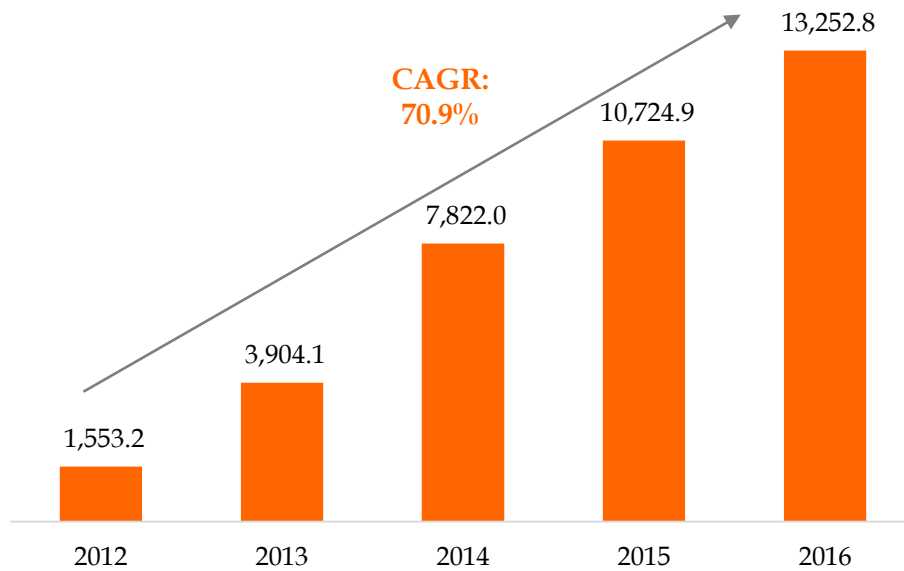
Unsecured Debt ⁽¹⁾ = 93.1%

(1) Includes the Senior Notes, the CBs and the unsecured bank debt..

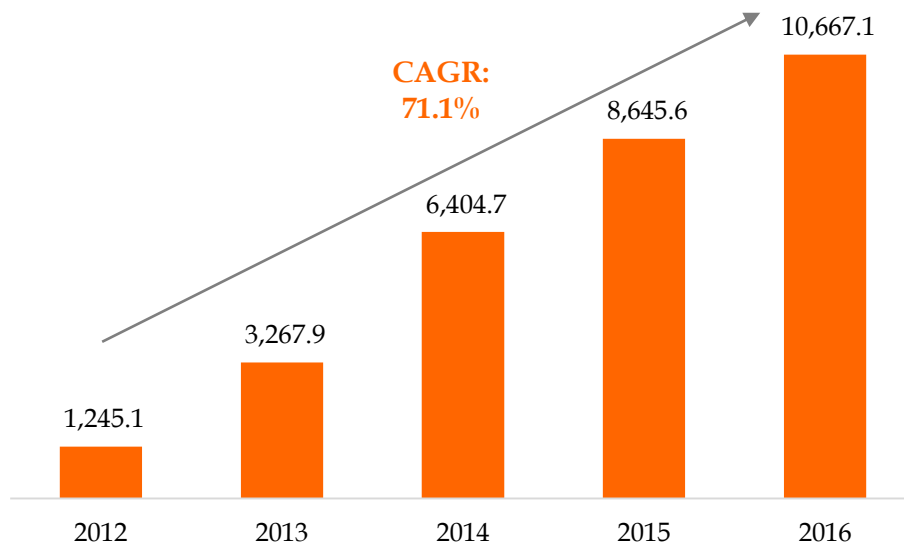
The strategy to strengthen our aforementioned capital structure and the increase of our Assets through acquisitions is reflected in a better financial position and a significant growth in our main financial figures.

In terms of income, in 2016 we had the first impact of the effects of the acquisitions made at the end of 2015 and the maturity of our Portfolio. Total annual revenues increased by Ps. \$2,527.9 million, from Ps. \$10,724.9 million in fiscal year 2015 to Ps. \$13,252.8 million during fiscal year 2016, representing a growth of 23.6% with respect to the previous year. Likewise, our Net Operating Income increased by Ps. \$2,021.5 million, from Ps. \$8,645.6 million during fiscal year 2015 to Ps. \$10,667.1 million in fiscal year 2016, representing an increase of 23.4%.

Total revenues
(Ps. \$ million)



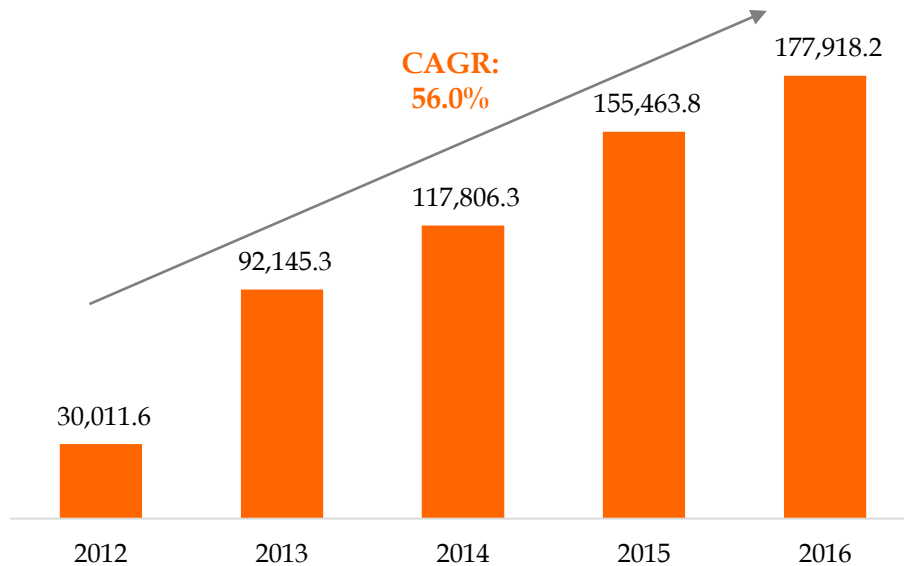
NOI⁽¹⁾
(Ps. \$ million)



⁽¹⁾ NOI: Income – Operating Expenses and Maintenance – Insurance – Real Estate Tax.

In terms of assets, as of December 2016, the value of our Properties (including the value of our investment in associates) is of Ps. \$177,918.2 million, which represents an increase of 14.4% compared to value of Ps. \$155,463.8 million as of December 2015.

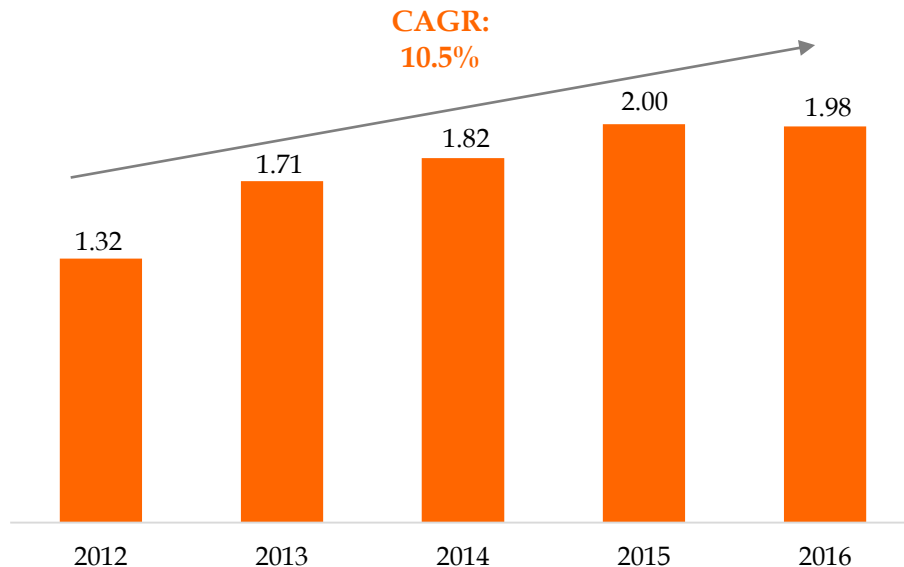
Book value of the investment properties ⁽²⁾
(Ps. \$ million)



(2) Includes investments in fiduciary rights and advances in investment properties.

The total Distributions of the year 2016 amounted to Ps. \$1.9831 per Real Estate Trust Certificate, which represents a decrease of 1.3% compared to the Distributions of 2015 of Ps. \$1.9957 per Real Estate Trust Certificate.

Dividends paid per Real Estate Trust Certificate
(Ps. \$)



We expect to continue our strategy of growth through investment and/or development of industrial, retail and office properties in a selective manner, which we believe have or will have the potential to generate attractive returns and the appreciation of our long-term Assets. We will seek to acquire or develop Properties that are characterized by being located in privileged

locations, in unattended markets or in markets with high population density. Likewise, we will seek to ensure that the design and quality of the Asset sought to be acquired or developed allows for an optimal and flexible use of the property. For a detailed description of our Management, see "The Planning Consulting Agreement, the Representation Services Agreement and the Management Agreement - Management and Committees", of this document.

(ii) **Our Portfolio**

Our Portfolio is diversified by Type of asset, geographic location, and tenants, which grants to the investors an exposition to a wide scope of properties through Mexico. The Operations in our Portfolio are located in 31 states (we do not have any Property in Zacatecas.) The Properties in our Portfolio are mainly located in convenient places, on or near highways and main avenues, in markets that have generally shown favorable demographic tendencies like population and income strong growth.

As of December 31, 2016, our Stabilized Portfolio comprised 497 Properties, on which we had 519 Operations (325 retail, 105 industrial, and 89 for offices), such Operations had an approximate GLA of 7.4 million square meters (3.0 million retail, 3.6 million industrial, and 0.8 million for office use), and an approximate occupancy percentage of 94.4% based on the GLA. Our Stabilized Portfolio comprises:

- 325 Retail Operations with an approximate GLA of 3.0 million square meters (40.4% of our Stabilized Portfolio), which as of December 31, 2016 presented an approximate occupancy percentage of 93.6% based on the GLA.
- 105 Industrial Operations with an approximate GLA of 3.6 million square meters (48.4% of our Stabilized Portfolio), which as of December 31, 2016 presented an approximate occupancy percentage of 96.5% based on the GLA.
- 89 Office Operations with an approximate GLA of 0.8 million square meters (11.5% of our Stabilized Portfolio), which as of December 31, 2016 presented an approximate occupancy percentage of 88.2% based on the GLA

The following table includes information on our Stabilized Portfolio as of December 31, 2016, 2015 y 2014:

Type	No. of Properties	No. of Operations	GLA (sq.m.) per type of operation	Total GLA %	Occupancy	AFR as to December 31, 2016 (Ps. \$ million)	Total AFR %	Monthly Fixed Rent per type of operation
Retail ⁽¹⁾	309	325	2,954,328	40.10%	93.60%	5,993,459	48.70%	180.7
Industrial ⁽²⁾	104	105	3,570,278	48.40%	96.50%	3,199,447	26.00%	77.36
Offices ⁽³⁾	84	89	845,330	11.50%	88.20%	3,101,373	25.20%	346.64
Total 2016	497	519	7,369,935	100.00%	94.40%	12,294,279	100.00%	147.29

⁽¹⁾ Includes Properties leased for the hotel, which comprise 2.7% of the AFR.

⁽²⁾ Includes Properties leased for the hotel, which comprise 0.2% of the AFR.

⁽³⁾ Includes Properties leased for the hotel, which comprise 0.9% of the AFR.

⁽⁴⁾ The office GLA includes 100% of the square meters of the Torre Mayor Portfolio.

The AFR of offices includes only 49% of the rents of the Torre Mayor Portfolio.

However, for the calculation of the monthly rent per square meters of offices, it is included 100% of the rents of the Torre Mayor Portfolio, as well as the 100% of GLA.

Type	No. of Properties	No. of Operations	GLA (sq.m.) per type of operation	Total GLA %	Occupancy	AFR as to December 31, 2015 (Ps. \$ million)	Total AFR %	Monthly Fixed Rent per type of operation
Retail ⁽¹⁾	306	321	2,856,981	40.4%	93.2%	5,429,818	49.6%	169.9
Industrial ⁽²⁾	101	102	3,400,690	48.0%	96.9%	2,810,293	25.7%	71.1
Offices ⁽³⁾	81	86	821,604	11.6%	92.9%	2,702,356	24.7%	294.9
Total 2015	488	509	7,079,274	100.0%	95.0%	10,942,467	100.0%	135.7

⁽¹⁾ Includes Properties leased for the hotel, which comprise 2.7% of the AFR.

⁽²⁾ Includes Properties leased for the hotel, which comprise 0.3% of the AFR.

⁽³⁾ Includes Properties leased for the hotel, which comprise 1.2% of the AFR.

⁽⁴⁾ The office GLA includes 100% of the square meters of the Torre Mayor Portfolio.

The AFR of offices includes only 49% of the rents of the Torre Mayor Portfolio.

However, for the calculation of the monthly rent per square meters of offices, it is included 100% of the rents of the Torre Mayor Portfolio, as well as the 100% of GLA.

Type	No. of Properties	No. of Operations	GLA (sq.m.) per type of operation	Total GLA %	Occupancy	AFR as to December 31, 2015 (Ps. \$ million)	Total AFR %	Monthly Fixed Rent per type of operation
Retail ⁽¹⁾	272	277	2,164,835	36.4%	94.9%	3,871,590	48.2%	157.2
Industrial ⁽²⁾	100	102	3,136,000	52.7%	96.4%	2,382,714	29.6%	65.7
Offices ⁽³⁾	72	76	650,406 ⁽⁴⁾	10.9%	91.3%	1,788,955 ⁽⁴⁾	22.2%	283.5 ⁽⁴⁾
Total 2014	444	455	5,951,240	100.0%	95.3%	8,046,259	100.0%	121.7 ⁽⁴⁾

⁽¹⁾ Includes Properties leased for the hotel, which comprise 5.5%% of the AFR.

⁽²⁾ Includes Properties leased for the hotel, which comprise 0.3% of the AFR.

⁽³⁾ Includes Properties leased for the hotel, which comprise 3.6% of the AFR.

⁽⁴⁾ The office GLA includes 100% of the square meters of the Torre Mayor Portfolio.

The AFR of offices includes only 49% of the rents of the Torre Mayor Portfolio.

However, 100% of the rents of the Torre Mayor Portfolio, as well as the 100% of GLA, are included for the calculation of the monthly rent per square meters of offices.

The following table shows relevant information regarding the Portfolios that make up our Stabilized Portfolio as of December 31, 2016:

Portfolio	Properties ⁽¹⁾	GLA Total ⁽²⁾	Occupied GLA ⁽²⁾	Occupancy
INICIAL	17	713,690	680,328	95%
GRIS	1	77,351	76,913	99%
BLANCO	1	44,871	35,501	79%
AZUL	23	125,681	123,595	98%
ROJO	219	173,884	167,952	97%
SENDERO VILLAHERMOSA	1	21,775	18,765	86%
VERDE	1	117,786	117,786	100%
MORADO	16	536,610	483,590	90%
TORRE MAYOR	1	83,971	83,971	100%
PACE	2	43,593	43,593	100%
G30	32	1,855,606	1,787,710	96%
INDIVIDUALES INDUSTRIALES	2	42,051	42,051	100%
UNIVERSIDAD AUTÓNOMA DE GDL	1	163,000	163,000	100%
INDIVIDUALES	6	134,487	128,003	95%
VERMONT	34	521,099	477,226	92%
APOLO	46	893,008	849,394	95%
P12	10	91,628	73,682	80%
MAINE	6	152,926	138,892	91%
CALIFORNIA	29	349,307	319,532	91%
ESPACIO AGUASCALIENTES.	1	22,564	19,783	88%
LA VIGA	1	29,645	29,645	100%
R15	3	175,780	164,410	94%
SAN MATEO	1	5,440	5,440	100%
HOTEL CENTRO HISTORICO	1	40,000	39,980	100%
SAMARA	1	133,723	130,193	97%
KANSAS	12	354,225	295,536	83%
MITIKAH	1	4,793	4,229	88%
OREGON	3	34,118	32,961	97%
INDIANA	17	256,161	256,161	100%
ALASKA	6	124,383	119,396	96%
TURBO	2	46,777	46,777	100%
Total 2016	497	7,369,935	6,955,997	94%
Total 2015(3)	488	7,079,274	6,721,875	95%
Total 2014(3)	444	5,951,240	5,642,942	95%

⁽¹⁾ Excluding the lease area under development

⁽²⁾ Properties number

⁽³⁾ Total figures for 2015 and 2014 are included as reference.

We believe that the diversity on our tenant base shall help us to minimize our exposure to market fluctuations in certain industry or economic sector, or regarding any particular tenant. We consider that our properties stand out because of the quality of our tenants, many of whom are placed in some of the greatest companies in Mexico, as well as international companies present in Mexico.

Type of Asset

- **Retail Portfolio:** Our Retail Properties have two main features: (i) they are located on the leader markets of the southeast, including Quintana Roo and Chiapas, and other important markets in Mexico, including Jalisco, Nuevo Leon, Guanajuato, Mexico City and the State of Mexico; and (ii) the development of these Properties is an example of the view of future market of our senior manager staff regarding their properties and developments.
- **Industrial Portfolio:** Our industrial properties are located in Chihuahua, Coahuila, Mexico City, Durango, the State of Mexico, Jalisco, Morelos, Nuevo León, Puebla, Quintana Roo, Sonora, Tamaulipas, Veracruz, and Yucatán. These geographic zones represent a significant demand of spaces for warehouses and have historically presented lack of offer thereof. The Properties stand out for the quality of their tenants, many of which are leaders in their respective industries, and for its location near to principal highways and main avenues, and in some cases, near airports. The Properties have been recently developed with first class technologies.
- **Offices Portfolio:** Our office properties are located in several states, including Nuevo León, Mexico City, and the State of Mexico. Most of these Properties are occupied by financial institutions, while others are occupied by important Mexican corporations, federal government agencies, and other international corporations.

Geographic Diversification

As of December 31, 2016, the Properties of our Portfolio were located in 31 of the 32 states (we do not own properties in the state of Zacatecas). We consider that the geographic diversification of our Portfolio shall help us to assure that we are not going to depend excessively on one specific area or on a specific regional economy

The following table shows a summary of our Portfolio by state as of December 31 2016:

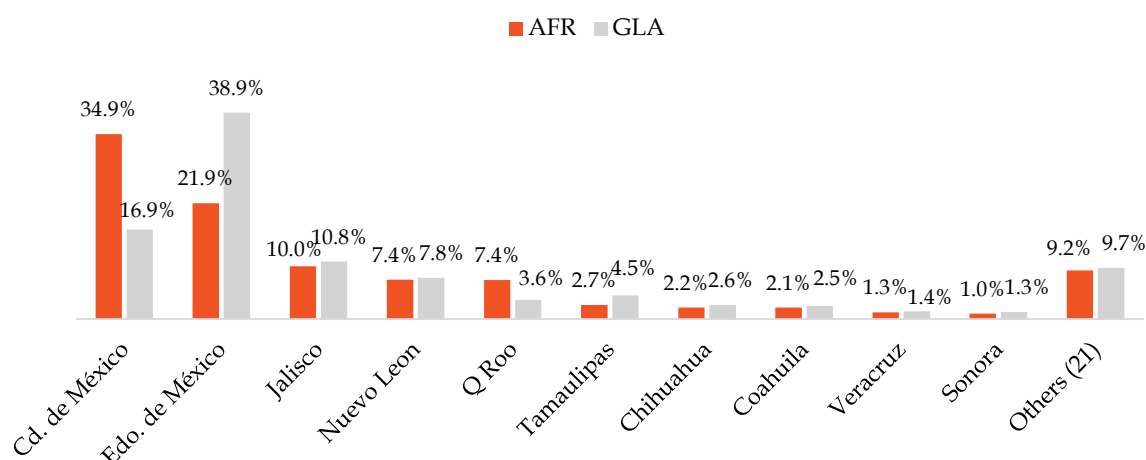
Location	Totalm2(00' sm2)	Occupiedm2(00' sm2)	Occupancy	TotalAFR(millions Ps.)	QuantityofProperties
AGUASCALIENTES	62.7	59.9	96%	87.4	6
BAJACALIFORNIA	13.1	13.1	100%	18.1	16
BAJACALIFORNIASUR	35.5	22.7	64%	53.2	4
CAMPECHE	1.0	1.0	100%	1.4	2
CHIAPAS	31.4	31.3	100%	66.3	3
CHIHUAHUA	194.0	186.3	96%	265.3	21
COAHUILA	182.2	162.9	89%	262.9	20
COLIMA	14.8	13.9	94%	20.2	4
MEXICOCITY	1,244.2	1,175.6	94%	4,291.7	109
DURANGO	24.3	24.3	100%	35.5	3
ESTADODEMEXICO	2,868.7	2,764.8	96%	2,689.5	65
GUANAJUATO	48.5	48.4	100%	92.4	6
GUERRERO	76.4	60.7	79%	115.8	10
HIDALGO	61.7	60.7	98%	118.1	3
JALISCO	799.4	777.8	97%	1,226.9	34
MICHOACAN	1.1	1.1	100%	1.6	2
MORELOS	27.8	27.8	100%	25.6	3

Location	Totalm2(000'sm2)	Occupiedm2(000'sm2)	Occupancy	TotalAFR(millions Ps.)	QuantityofProperties
NAYARIT	45.0	42.9	95%	85.3	2
NUEVOLEON	571.5	532.4	93%	912.7	64
OAXACA	34.3	33.8	99%	32.2	3
PUEBLA	44.0	44.0	100%	52.0	7
QUERETARO	21.3	20.9	98%	78.0	5
QUINTANAROO	265.2	243.5	92%	906.3	11
SANLUISPOTOSI	42.5	26.4	62%	26.8	7
SINALOA	13.7	13.5	99%	16.4	7
SONORA	97.4	89.2	92%	126.4	16
TABASCO	22.1	19.1	86%	48.7	2
TAMAULIPAS	329.1	275.5	84%	326.8	34
TLAXCALA	35.9	35.3	98%	60.6	1
VERACRUZ	106.7	98.3	92%	157.9	20
YUCATAN	54.5	48.9	90%	92.5	7
Total2016	7,369.9	6,956.0	94%	12,294	497
Total2015 ⁽²⁾	7,079.3	6,721.9	95%	10,942.47	488
Total2014 ⁽²⁾	5,951.2	5,642.9	95%	8,046.26	444

⁽¹⁾ The GLA includes 100% of the square meters of the Torre Mayor Portfolio. The AFR includes only 49% of the Torre Mayor Portfolio rents. However, for the calculation of the monthly rent per square meter, it is included the 100% of the rents of the Torre Mayor Portfolio as well as the 100% of its GLA.

⁽²⁾ Total figures for 2015 and 2014 are included as reference.

The following table shows a summary of our Portfolio by state as of December 31, 2016:



Tenants Diversification

Our tenants include national, regional, and local corporations which represent a variety of industries, including the industrial, retail, corporate, and government sectors, among others. As of December 31, 2016, our ten largest tenants occupied approximately 28.4% of GLA of our Portfolio and represented approximately 23.2% of the AFR attributable to our Portfolio. A multinational tenant, leader on the convenience stores market, represented to said date 10.7 % of GLA of our Portfolio or 8.3% of the AFR. Notwithstanding the foregoing, any other tenant represented more than 3.7% of GLA of our Portfolio and 3.9% of the AFR. We believe that the diversity on our tenant base shall help us to minimize our exposure to market fluctuations in certain industry or economic sector, or regarding any particular tenant. We consider that our Properties stand out because of the quality of our tenants, many of whom are placed in some of the greatest companies in Mexico, as well as international companies present in Mexico

The following Table shows information regarding the distribution of our main tenants per GLA as of December 31, 2016, 2015 y 2014:

10 Main Clients in AFR	AFR (Ps. \$ in thousands)	Total AFR %	10 Main Clients in GLA	GLA (m ²)	Total GLA %
Convenience Store	1,018,478	8.3%	Convenience Store	745,157	10.7%
Education	477,205	3.9%	Education	256,161	3.7%
Bank	339,790	2.8%	Bank	181,007	2.6%
Entertainment	210,868	1.7%	Education	163,000	2.3%
Foods	190,624	1.6%	Foods	124,000	1.8%
Parking lot	149,458	1.2%	Entertainment	123,912	1.8%
Lodging	135,072	1.1%	Logistics	115,983	1.7%
Lodging	133,879	1.1%	Convenience Store	100,076	1.4%
Logistics	100,018	0.8%	Consumer goods	83,026	1.2%
Government	95,591	0.8%	Bakery	82,222	1.2%
10 Customers 2016	2,850,981	23.2%	10 Customers 2016	1,974,545	28.4%

10 Main Clients in AFR	AFR (Ps. \$ in thousands)	Total AFR %	10 Main Clients in GLA	GLA (m²)	Total GLA %
Convenience Store	980,216	9.0%	Convenience Store	755,547	11.2%
Bank	794,880	7.3%	Education	256,161	3.8%
Education	477,213	4.4%	Bank	186,598	2.8%
Bank	333,352	3.0%	Education	163,000	2.4%
Entertainment	197,618	1.8%	Bank	129,238	1.9%
Foods	139,251	1.3%	Entertainment	123,912	1.8%
Lodging	131,780	1.2%	Logistics	115,983	1.7%
Logistics	111,540	1.0%	Convenience Store	105,689	1.6%
Government	109,993	1.0%	Consumer goods	82,677	1.2%
Logistics	96,688	0.9%	Bakery	82,222	1.2%
10 customers 2015	3,372,531	30.8%	10 Customers 2015	2,001,027	29.8%

10 Main Clients in AFR	AFR (Ps. \$ in thousands)	Total AFR %	10 Main Clients in GLA	GLA (m²)	Total GLA %
Convenience Store	839,068	10.4%	Convenience Store	660,481	11.1%
Bank	501,524	6.2%	Bank	185,242	3.1%
Bank	313,356	3.9%	Education	163,000	2.7%
Entertainment	231,818	2.9%	Bakery	123,312	2.1%
Lodging	175,312	2.2%	Logistics	115,983	1.9%
Foods	111,291	1.4%	Bank	114,344	1.9%
Logistics	96,060	1.2%	Convenience Store	105,689	1.8%
Logistics	95,410	1.2%	Entertainment	103,388	1.7%
Bakery	82,028	1.0%	Consumer goods	82,054	1.4%
Education	73,932	0.9%	Education	77,176	1.3%
10 Customers 2014	2,519,798	31.3%	10 Customers 2014	1,730,670	29.1%

Lease Agreements and Expiration Thereof

We have a proactive attitude regarding our leases, keeping regular contact with our tenants and constantly visiting the Properties. We are in constant communication with our tenants regarding their intentions with respect of the area in the existing Properties as well as their expansion plans. We also benefit from the market wisdom of our Managers and our Consultant, as well as from our senior managers, building relations with local, regional, and national potential tenants which complement our clients base as the space becomes available.

In a number of Lease Agreements, we find that renters pay us, a certain amount of money, regardless of rent or expenses derived from the Lease Agreements. These amounts are called "Right of Floor" (right to lease spaces) or some other similar terms.

As of December 31, 2016, the average remaining term of our Lease Agreements by GLA was approximately 4.4 years, excluding Lease Agreements whose term has expired and has not

been formally extended; however, the tenant continues to pay the rent and occupy the leased property on the same terms as the lease expired (the "Tacitly Extended Agreements"). The period for us to notify the termination of the Tacitly Extended Contracts will depend on the applicable laws in the state in which the Property is located and varies from 15 (fifteen) Days to one year in certain cases. The remaining term of our Lease Contracts for our retail, industrial and office properties was approximately 5.8, 3.4 and 3.5 years, respectively, excluding the Tacitly Extended Agreements whose validity is indefinite until either party decides to terminate them. As of December 31, 2016, approximately 9.3% of the GLA occupied by our Portfolio or 645,903 square meters of such GLA was subject to Tacitly Extended Agreements, representing approximately 15.8% of our AFR, which grants us the enough flexibility to negotiate new Leasing Contracts and to potentially increase the Rents where the market conditions allow us. At closing of the first 2017 quarter, 10.2% of GLA and 15.8% of AFR is subject to Tacitly Extended Agreements.

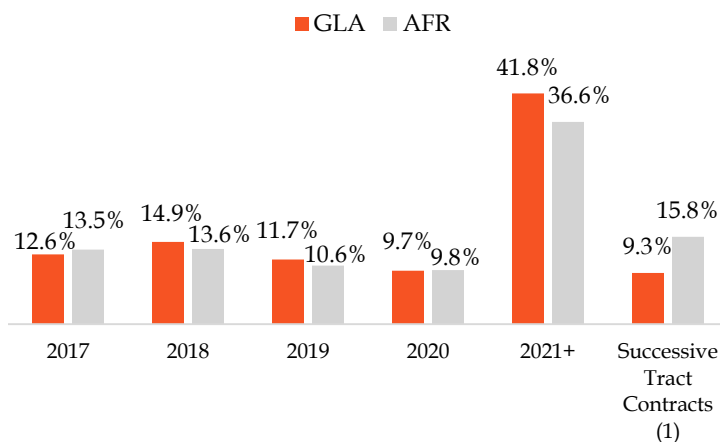
Additionally, we have staggered terminations of Lease Agreements. As of December 31 of 2016, no more than 14.9% of our Lease Agreements per GLA or 13.6% of our Lease Agreements per AFR will end in one single year between 2017 and 2021. As of December 31 of 2016, the Lease Agreements that represent 41.8% of GLA and 36.6% of AFR will end as of the year 2021 (excluding Tacitly Extended Agreements).

The following chart shows information related to the termination of Lease Agreements of Properties of our Portfolio as of December 31 of 2016, assuming that the lessees have not exercised any renewal or early termination rights:

Expiration year of the agreements ⁽¹⁾	Sq. m. of expiring agreements (in thousands) ⁽²⁾	% of sq.m. of expiring agreements ⁽²⁾	AFR amount which expires in the year (Ps. \$ in millions) ⁽⁴⁾	% of total AFR expiring in the year ⁽⁴⁾	Monthly fixed rent per sq.m. (Ps.\$ ⁽⁵⁾)
2017	879,270	1.2%	1,658,869	2.9%	157.2
2018	1,036,440	1.1%	1,677,696	2.3%	134.9
2019	813,092	1.1%	1,305,815	2.2%	133.8
2020	673,566	1.3%	1,203,630	3.8%	148.9
2021+	2,907,726	2.7%	4,503,823	5.7%	129.1
Tacitly Extended Agreements ⁽³⁾	645,903	3.2%	1,944,446	8.3%	250.9
Total	6,955,997	10.7%	12,294,279	25.2%	147.3

- (1) The information included in this table regards the date of signature of the Lease Agreements. However, some Lease Agreements begin their duration on the date on which the lease space is delivered, which could not be determined on the date of the Report herein, and could be a date subsequent to the signature date of the respecting Lease Agreement. Therefore, some Lease Agreements may expire on a date following the shown date.
- (2) It refers to the occupied and/or leased GLA as to December 31, 2016.
- (3) Expired agreements which continue paying rent.
- (4) The annualized amount of the rent which had its agreement expiring on the indicated year.
- (5) For the calculation of the monthly rent per square meter, it is included the 100% of rents of the Torre Mayor Portfolio and the 100% of its GLA.

The following table shows information pertaining to the termination of Lease Agreements as of December 31, 2016 per AFR and per GLA:



- (1) Tacitly Extended Agreements: Lease Agreements that have expired and have not been formally extended; however, the tenant continues to pay rent and occupying the property leased under the same conditions of the expired contract.

Additionally, the majority of our Lease Agreements have clauses related to the increase of rent in proportion to the increase in inflation. As of December 31 of 2016, 67.4% of our ARF was payable in Pesos and 32.6% in Dollars. We believe that in addition to the terms in which our Lease Agreements and the inflation adjustments expire, the structure of our Lease Agreements, which mainly provide ARF and in Pesos, helps us to maintain a stable cash flow in our Portfolio.

We consider that the structure of our Lease Agreements, which mainly provides fixed rent payments and payable in Pesos, additionally contributes to the stability of cash flows of our Portfolio.

Kinds of Assets
Retail

The following Table shows a summary of our retail Operations per state as of December 31, 2016:

Location	Total GLA (000's sq.m.)	Occupied GLA (000's sq.m.)	Occupancy	Total AFR (Ps. \$ in millions)	Properties No.
AGUASCALIENTES	30.6	27.8	91%	54.5	4
BAJA CALIFORNIA	9	9	100%	12.5	13
BAJA CALIFORNIA SUR	35.5	22.7	64%	53.2	4
CAMPECHE	1	1	100%	1.4	2
CHIAPAS	31.4	31.3	100%	66.3	3
CHIHUAHUA	111.9	104.2	93%	188.6	15
COAHUILA	44.3	43.7	99%	92.9	14
COLIMA	14.4	13.5	94%	18.8	3
MEXICO CITY	533.5	497.2	93%	1,386.50	62
DURANGO	1.2	1.2	100%	0.9	2
ESTADO DE MEXICO	487.1	458.5	94%	699.4	31
GUANAJUATO	27.8	27.7	100%	64.5	5
GUERRERO	76.4	60.7	79%	115.8	10
HIDALGO	61.7	60.7	98%	118.1	3
JALISCO	564.1	553.5	98%	1,007.40	26
MICHOACÁN	1.1	1.1	100%	1.6	2
MORELOS	23.2	23.2	100%	21	2
NAYARIT	45	42.9	95%	85.3	2
NUEVO LEON	224.8	205.3	91%	494.4	26
OAXACA	34.3	33.8	99%	32.2	3
PUEBLA	1	1	100%	2.3	2
QUERETARO	21.3	20.9	98%	78	5
QUINTANA ROO	230.8	216.3	94%	862.5	10
SAN LUIS POTOSI	10.2	9.3	91%	10.5	5
SINALOA	12.9	12.7	99%	14.6	6
SONORA	75.7	67.5	89%	120.4	13
TABASCO	22.1	19.1	86%	48.7	2
TAMAULIPAS	34	24.6	72%	46.7	11
TLAXCALA	35.9	35.3	98%	60.6	1
VERACRUZ	101.6	93.3	92%	150.4	17
YUCATAN	50.6	44.9	89%	83.5	5
TOTAL 2016	2,954.30	2,763.90	94%	5,993.50	309
TOTAL 2015(1)	2,857.00	2,663.70	93%	5,429.80	306
TOTAL 2014(1)	2,164.80	2,054.40	95%	3,871.60	272

(1) Total figures of 2015 and 2014 are included as reference.

The following chart shows information related to the conclusion of Lease Agreements in our business operations as of December 31 of 2016, assuming they have not exercised their right of renewal or early termination:

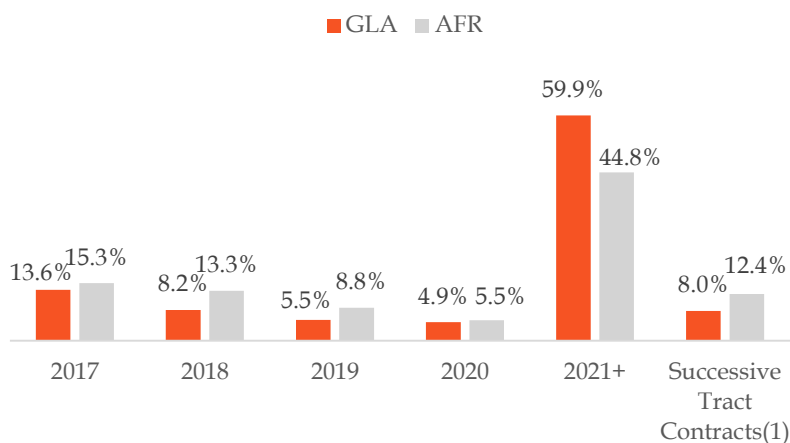
Expiration year of the agreements (1)	Sq. m. of expiring agreements (in thousands) (2)	% of sq.m. of expiring agreements (2)	AFR amount which expires in the year (Ps. \$ in millions)(4)	% of total AFR expiring in the year(4)	Monthly fixed rent per sq.m. (Ps. \$)
2017	374,524	13.6%	915,791	15.3%	203.8
2018	225,939	8.2%	797,632	13.3%	294.2
2019	151,967	5.5%	524,983	8.8%	287.9
2020	136,370	4.9%	327,094	5.5%	199.9
2021+	1,655,368	59.9%	2,683,758	44.8%	135.1
Tacitly Extended Agreements(3)	219,759	8.0%	744,202	12.4%	282.2
Total	2,763,928	100.0%	5,993,459	100.0%	180.7

(1) The information included in this table regards the date of signature of the Lease Agreements. However, some Lease Agreements begin their duration on the date on which the lease space is delivered, which could not be determined on the date of the Report herein, and could be a date subsequent to the signature date of the respecting Lease Agreement. Therefore, some Lease Agreements may expire on a date following the shown date.

(2) It refers to the occupied and/or leased GLA as to December 31, 2016.

(3) Expired agreements which continue paying rent.

(4) The annualized amount of the rent which had its agreement expiring on the indicated year.



(1) Tacitly Extended Agreement.

Industrial

The following Table shows a summary of our industrial Operations by state as of December 31, 2016:

Location	Total GLA (000's sq.m.)	Occupied GLA (000's sq.m.)	Occupancy	Total AFR (Ps. \$ in millions)	Properties No
AGUASCALIENTES	30.8	30.8	100%	32	1
BAJA CALIFORNIA	-	-	0%	-	0
BAJA CALIFORNIA SUR	-	-	0%	-	0
CAMPECHE	-	-	0%	-	0
CHIAPAS	-	-	0%	-	0
CHIHUAHUA	82.1	82.1	100%	76.6	6
COAHUILA	138	119.3	86%	170	6
COLIMA	-	-	0%	-	0
MEXICO CITY	44.9	44.9	100%	43.9	1
DURANGO	23.2	23.2	100%	34.6	1
ESTADO DE MEXICO	2,297.40	2,259.80	98%	1,875.70	30
GUANAJUATO	20.7	20.7	100%	27.8	1
GUERRERO	-	-	0%	-	0
HIDALGO	-	-	0%	-	0
JALISCO	212.1	212.1	100%	186.7	4
MICHOACÁN	-	-	0%	-	0
MORELOS	4.6	4.6	100%	4.6	1
NAYARIT	-	-	0%	-	0
NUEVO LEON	314.3	306.2	97%	389.4	23
OAXACA	-	-	0%	-	0
PUEBLA	42.3	42.3	100%	47	4
QUERETARO	-	-	0%	-	0
QUINTANA ROO	18	18	100%	14.6	1
SAN LUIS POTOSI	32.3	17.1	53%	16.3	2
SINALOA	-	-	0%	-	0
SONORA	16	16	100%	1	1
TABASCO	-	-	0%	-	0
TAMAULIPAS	293.7	249.5	85%	279.3	22
TLAXCALA	-	-	0%	-	0
VERACRUZ	-	-	0%	-	0
YUCATAN	-	-	0%	-	0
Total 2016	3,570.30	3,446.50	97%	3,199.40	104
Total 2015(1)	3,400.70	3,294.60	97%	2,810.29	101
Total 2014(1)	3,136.00	3,023.10	96%	2,382.71	100

(1) Total figures for 2015 and 2014 are included as reference.

The following Table shows information regarding the Lease Agreements termination regarding our Industrial Operations as of December 31, 2016, assuming that the tenants did not exercised their right of anticipated termination:

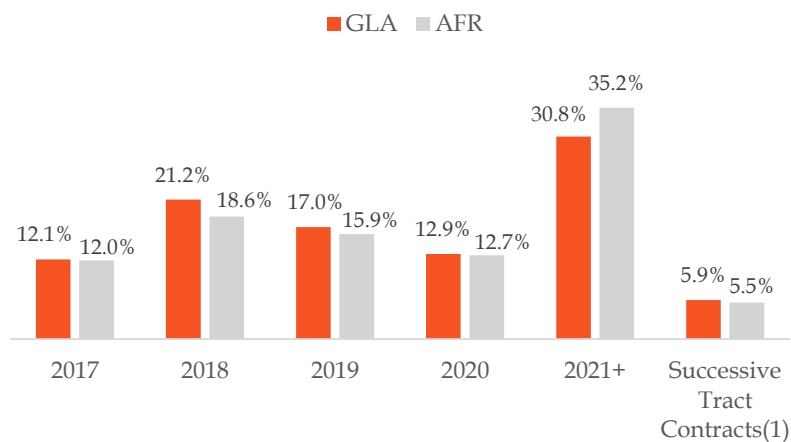
Expiration year of the agreements ⁽¹⁾	Sq. m. of expiring agreements (in thousands) ⁽²⁾	% of sq.m. of expiring agreements ⁽²⁾	AFR amount which expires in the year (millions) ⁽⁴⁾	% of total AFR expiring in the year ⁽⁴⁾	Monthly fixed rent per sq.m. (Ps. \$) ⁽⁵⁾
2017	418,013	12.1%	383,214	12.0%	76.4
2018	730,924	21.2%	596,484	18.6%	68.0
2019	586,405	17.0%	509,984	15.9%	72.5
2020	445,386	12.9%	407,452	12.7%	76.2
2021+	1,061,276	30.8%	1,125,039	35.2%	88.3
Tacitly Extended Agreements ⁽³⁾	204,484	5.9%	177,274	5.5%	72.2
Total	3,446,488	100.0%	3,199,447	100.0%	77.4

(1) The information included in this table regards the date of signature of the Leasing Agreements. Nevertheless, some Leasing Agreements begin their effectiveness on the date on which the lease space is delivered, which could not be determined on the date of the Report herein, and could be a date subsequent to the signature date of the respecting Leasing Agreement. Therefore, some Leasing Agreements may expire on a date following the shown date.

(2) It refers to the occupied and/or leased GLA as to December 31, 2015.

(3) Expired agreements which continue paying rent.

(4) The annualized amount of the rent which had its agreement expiring on the indicated year.



(1) Tacitly Extended Agreements.

Offices

The following Table shows a summary of our offices Operations by state as of December 31, 2016:

Location	Total m ² (000's m ²)	Occupied m ² (000's m ²)	Occupancy	Total AFR (Ps. million)	Quantity of Properties
AGUASCALIENTES	1.2	1.2	100%	1.0	1
BAJA CALIFORNIA	4.1	4.1	100%	5.7	3
BAJA CALIFORNIA SUR	-	-	0%	-	0
CAMPECHE	-	-	0%	-	0
CHIAPAS	-	-	0%	-	0
CHIHUAHUA	-	-	0%	-	0
COAHUILA	-	-	0%	-	0
COLIMA	0.4	0.4	100%	1.4	1
CIUDAD DE MÉXICO	665.7	633.4	95%	2,861.3	46
DURANGO	-	-	0%	-	0
ESTADO DE MEXICO	84.3	46.5	55%	114.5	4
GUANAJUATO	-	-	0%	-	0
GUERRERO	-	-	0%	-	0
HIDALGO	-	-	0%	-	0
JALISCO	23.3	12.2	52%	32.8	4
MICHOACAN	-	-	0%	-	0
MORELOS	-	-	0%	-	0
NAYARIT	-	-	0%	-	0
NUEVO LEON	32.4	20.9	65%	28.9	15
OAXACA	-	-	0%	-	0
PUEBLA	0.7	0.7	100%	2.7	1
QUERETARO	-	-	0%	-	0
QUINTANA ROO	16.3	9.2	56%	29.1	0
SAN LUIS POTOSI	-	-	0%	-	0
SINALOA	0.8	0.8	100%	1.8	1
SONORA	5.7	5.7	100%	5.0	2
TABASCO	-	-	0%	-	0
TAMAULIPAS	1.4	1.4	100%	0.8	1
TLAXCALA	-	-	0%	-	0
VERACRUZ	5.0	5.0	100%	7.5	3
YUCATAN	4.0	4.0	100%	8.9	2
Total 2016	845.3	745.6	88%	3,101.4	84
Total 2015 ⁽²⁾	821.6	763.6	93%	2,702.36	81
Total 2014 ⁽²⁾	650.4	593.8	91%	1,788.96	72

⁽¹⁾ The GLA includes 100% of the square meters of the Torre Mayor Portfolio. The AFR includes only 49% of the Torre Mayor Portfolio rents. However, for the calculation of the monthly rent per square meter, it is included the 100% of the rents of the Torre Mayor Portfolio as well as the 100% of its GLA.

⁽²⁾ Total figures for 2015 and 2014 are included as reference.

The following Table shows information regarding the Lease Agreements termination regarding our Offices Operations as of December 31, 2016, assuming that the tenants did not exercised their right of early termination:

Expiration year of the agreements ⁽¹⁾	Sq. m. of expiring agreements (in thousands) ⁽²⁾	% of sq.m. of expiring agreements ⁽²⁾	AFR amount which expires in the year (Ps. \$ in millions) ⁽⁴⁾	AFR amount which expires in the year (Ps. \$ in millions) ⁽⁴⁾	Monthly fixed rent per sq.m. (Ps. \$) ⁽⁵⁾
2017	86,733	11.6%	359,864	11.6%	345.8
2018	79,577	10.7%	283,580	9.1%	297.0
2019	74,721	10.0%	270,848	8.7%	302.1
2020	91,810	12.3%	469,085	15.1%	425.8
2021+	191,081	25.6%	695,027	22.4%	303.1
Tacitly Extended Agreements ⁽³⁾	221,659	29.7%	1,022,970	33.0%	384.6
Total	745,581	100.0%	3,101,373	100.0%	346.6

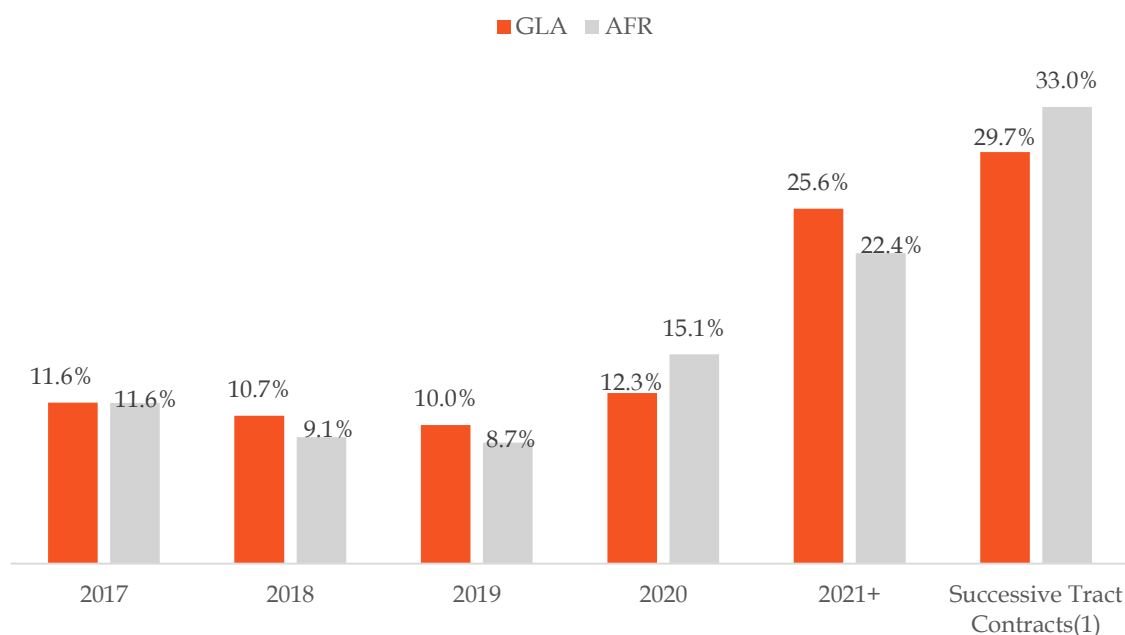
(1) The information included in this table regards the date of signature of the Lease Agreements. However, some Lease Agreements begin their duration on the date on which the lease space is delivered, which could not be determined on the date of the Report herein, and could be a date subsequent to the signature date of the respecting Lease Agreement. Therefore, some Lease Agreements may expire on a date following the shown date.

(2) It refers to the occupied and/or leased GLA as to December 31, 2016.

(3) Expired agreements which continue paying rent.

(4) The annualized amount of the rent which had its agreement expiring on the indicated year.

(5) For the calculation of the monthly rent per square meter, it is included the 100% of rents of the Torre Mayor Portfolio and the 100% of its GLA.



(1)) Tacitly Extended Agreement.

Real Estate Development Portfolio

We consider that our ability to develop and re-develop properties sets us apart from many of our competitors, who often depend on a third party to develop real estate or are solely focused on acquiring already developed properties.

As of December 31, 2016 our Real Estate Development Portfolio consists of 7 Properties expected to comprise a GLA of approximately 466,984 square meters, once its development or expansion is completed. Our Real Estate Development Portfolio includes 2 Properties for which a portion of the GLA has already been developed and rented or is in the position of being rented, which is why it is considered within our Stabilized Portfolio. As of December 31 of 2016 the Properties of the Stabilized Portfolio that were part of the Real Estate Development Portfolio comprised a GLA of 73,577 square meters (1.0% of our Stabilized Portfolio). Our Real Estate Development Portfolio consists of:

- 2 retail Properties that are expected to have a GLA of approximately 113,806 square meters, once they are fully developed;
- 1 industrial Property that is expected to have a GLA of approximately 62,178 square meters, once it is fully developed;
- 2 Office properties that are expected to have a GLA of approximately 114,000 square meters, once they are fully developed; and
- 2 mixed use Properties that are expected to have a GLA of approximately 177,000 square meters, once they are fully developed.

Real Estate Development Portfolio JV

- 1 Property in co-investment of the mixed use development south of Mexico City, where Fibra Uno provided the plots of the Buffalo and Colorado Portfolio. During the construction period of this project we will cease to receive rent of the Colorado portfolio. Fibra Uno and “Helios” will co-invest in this development, which will have an investment of approximately Ps. \$20 billion. The project will consist of approximately 103,876 m² of retail area, 82,849 m² of residential area, 212,213 m² of office area and 18,000 m² of area for hotels.

The following chart shows a summary of the properties in the Real Estate Development Portfolio:

Portfolio	Project	Property	Final GLA (m²)	Investment as of December 31, 2016 (Ps.\$ million)	Investment pending (Ps.\$ million)
La Viga	La Viga	Office	102,000	1,422.2	150.8
G-30	Berol	Industrial	62,178	1,321.5	0.0
Individuales	Torre Cuarzo ⁽³⁾	Retail / Office	72,000	3,113.8	258.2
Apolo	Tlalpan	Retail	95,967	1,137.0	192.0
Turbo	Espacio Tollocan	Retail	17,839	257.4	210.6
Individuales	Midtown Jalisco	Retail / Office	105,000	612.5	3,755.5
G-30	Mariano Escobedo ⁽²⁾	Office	12,000	324.8	75.2
Total			466,984	8,189	4,642

We expect the total development costs of the 7 properties that comprise our Real Estate Development Portfolio to be approximately Ps. \$12.831 billion, Ps. \$8.189 billion of which has already been disbursed, which represents the costs established in the construction contracts signed

to complete the development of said Properties. Any costs or expenses in addition to these fixed costs incurred by the contractors will be at their expense.

During 2017, we will continue with the mixed use development south of Mexico City, where Fibra Uno will provide the plots of the Buffalo and Colorado Portfolio. During the construction period of this project we will cease to receive rent from the Colorado portfolio. Fibra Uno and “Helios” are expected to co-invest in this development, which will have an investment of approximately Ps. \$20 billion. The project will consist of approximately 103,876 m² of retail area, 82,849 m² of residential area, 212,213 m² of office area and 18,000 m² of area for hotels.

Portfolio	Project	Property	Final GLA (m ²)	Investment as of December 31, 2016 (Ps.\$ million)	Investment pending (Ps.\$ million)
Mitikah (1)	Mitikah Only the retail and office area	Offices	326,089	763	8,064

Acquisitions of Portfolios

During 2016, we managed to complete 7 strategical acquisitions and developments for an amount of approximately Ps. \$6.0 billion, which was reflected in the growth of 4.1%% of GLA and of 2.0% in the number of Properties compared to 2015, concluding with a Portfolio of 7,369,935 square meters of GLA and 497 Properties with 519 Transactions.

Stabilized Portfolio	Acquisition Date	GLA (sq. m.)	Acquisition value without VAT (numbers in thousands)	Acquisition payment method (numbers in thousands)	Number of Properties
Individual Industrial Portfolio (El Salto)	Feb 16	24,051	Ps. \$180,000	CBFIs: Ps. \$180,000	1
Individuales Portfolio (Puerta de Hierro)	Feb 16	24,946	Ps. \$700,000	Cash: Ps. \$700,000	1
Turbo Portfolio (Espacio Tollocan)	Jun 16	Under development 17,840	Ps. \$229,300	Cash: Ps. \$229,300	1
Individuales Portfolio (Torre Cuarzo)	Jun 16	Under development (72,000 at the end)	Ps. \$2,898,100	Cash: Ps. \$1,240,300 CBFIs: Ps. \$1,657,800	1
Turbo Portfolio (ParkTower Vallarta)	Ago 16	46,234	Ps. \$1,477,100	Cash: Ps. \$513,242 CBFIs: Ps. \$963,858	1
Individuales Portfolio	Oct 16	Under development (105,000 at the end)	Ps. \$440,000	Cash: Ps. \$440,000	1

(Midtown
Jalisco)

New Portfolio Acquisitions

After December 31 of 2016 we have acquired 1 property of the Individual Portfolio: (i) It regards an A class office building, known as “Saqqara”, located in Monterrey, Nuevo Leon, at a price of Ps. \$808.7 million, and it will have a GLA of approximately 11,230 square meters, and 1 property of the Frimax Portfolio. This property is located in the industrial corridor in Toluca and has a GLA of 220,000 square meters.

Performance of the Trust assets, including the main real estate industry indexes (Net Operating Income (NOI), Funds from Operations (FFO), Past due loans, etc.)

by Segment

(Ps. \$ in millions)		2014	2015	1T'16	2T'16	3T'16	4T'16	2016
Logistics	*		1,783.40	495.38	488.32	544.1	530.52	2,058.32
Light Manufacturing	*		574.8	166.97	142.34	158.94	159.08	627.34
Total Industrial	*		2,358.20	662.34	630.67	703.04	689.6	2,685.65
Regional Center	*		2,088.30	605.82	590.23	623.18	630.96	2,450.19
Neighborhood Center	*		658.7	174.94	167.26	180.56	187.54	710.31
Fashion Mall	*		1,181.70	336.53	313.36	330.17	474.25	1,454.31
Individual	*		896.2	297.77	355.19	341.93	387.37	1,382.26
Total Retail	*		4,824.90	1,415.07	1,426.04	1,475.85	1,680.12	5,997.07
Total Offices	*		1,663.10	487.58	452.37	456.94	469.14	1,866.03
Total NOI			8,846.20	2,564.99	2,509.08	2,635.83	2,838.86	10,548.76

Concept		2014	2015	1T'16	2T'16	3T'16	4T'16	2016
NOI								
(Ps.\$ in millions)		6,404.70	8,645.60	2,551.73	2,563.43	2,708.68	2,843.28	10,667.12
NOI Margin		90.00%	88.90%	89.07%	89.35%	89.47%	90.18%	89.53%
(como % de Ingresos por renta)								
NOI per CBFi								
(Ps. \$)		2.7735	2.8535	0.7975	0.7986	0.841	0.8777	3.3154
FFO								
(Ps.\$ in millions)		3,983.00	5,763.20	1,607.07	1,535.98	1,586.80	1,681.47	6,411.33
FFO Margin		56.00%	59.30%	50.63%	53.54%	52.41%	53.33%	53.81%
(as % of Rent Income)								
FFO per CBFi								
(Ps. \$)		1.6874	1.9028	0.5023	0.4785	0.4927	0.5191	1.9927
Distribution								
(Ps.\$ in millions)		4,821.80	6,125.90	1,607.70	1,546.50	1,586.80	1,662.54	6,403.97
Distribution per CBFi								
(Ps. \$)		1.8246	1.9957	0.502	0.4801	0.4894	0.5116	1.9831

NOI by Segment

(Ps. \$ in millions)	2014	2015	1T'16	2T'16	3T'16	4T'16	2016
Logistics	*	1,783.40	495.38	488.32	544.10	530.52	2,058.32
Light Manufacturing	*	574.8	166.97	142.34	158.94	159.08	627.34
Total Industrial	*	2,358.20	662.34	630.67	703.04	689.60	2,685.65
Regional Center	*	2,088.30	605.82	590.23	623.18	630.96	2,450.19
Neighborhood Center	*	658.7	174.94	167.26	180.56	187.54	710.31
Fashion Mall	*	1,181.70	336.53	313.36	330.17	474.25	1,454.31
Individual	*	896.2	297.77	355.19	341.93	387.37	1,382.26
Total Retail	*	4,824.90	1,415.07	1,426.04	1,475.85	1,680.12	5,997.07
Total Offices	*	1,663.10	487.58	452.37	456.94	469.14	1,866.03
Total NOI		8,846.20	2,564.99	2,509.08	2,635.83	2,838.86	10,548.76
Concept	2014	2015	1T'16	2T'16	3T'16	4T'16	2016
NOI (Ps.\$ in millions)	6,404.70	8,645.60	2,551.73	2,563.43	2,708.68	2,843.28	10,667.12
NOI Margin (como % de Ingresos por renta)	90.00%	88.90%	89.07%	89.35%	89.47%	90.18%	89.53%
NOI per CBFi (Ps. \$)	2.7735	2.8535	0.7975	0.7986	0.8410	0.8777	3.3154
FFO (Ps.\$ in millions)	3,983.00	5,763.20	1,607.07	1,535.98	1,586.80	1,681.47	6,411.33
FFO Margin (as % of Rent Income)	56.00%	59.30%	50.63%	53.54%	52.41%	53.33%	53.81%
FFO per CBFi (Ps. \$)	1.6874	1.9028	0.5023	0.4785	0.4927	0.5191	1.9927
Distribution (Ps.\$ in millions)	4,821.80	6,125.90	1,607.70	1,546.50	1,586.80	1,662.54	6,403.97
Distribution per CBFi (Ps. \$)	1.8246	1.9957	0.5020	0.4801	0.4894	0.5116	1.9831

Compliance with the business plan and investment schedule and, where applicable, divestments.

During 2016 we invested in the acquisitions of 3 properties of the Individual Portfolio Puerta del Hierro, Torre Cuarzo and Midtown Jalisco, which are under development, 1 property of the Individual Portfolio El Salto and 2 properties of the Turbo Park Tower Vallarta and Espacio Tolloacan Portfolios, which are under development. During the year 2016, Patio Revolución, Torre Latino, San Martin Obispo I, San Martin Obispo II, La Purísima, Xochimilco I, Gustavo Baz I and Torre Diana were completed and delivered, and we continue with the development of a mixed use project south of Mexico City. During the construction period of this project we will cease to receive rent of the Colorado portfolio. Fibra Uno and “Helios” are co-investing in this development, which will have an investment of approximately Ps. \$20 billion. The project will consist of approximately

103,876 m2 of retail area, 82,849 m2 of residential area, 212,213 m2 of office area, and 18,000 m2 of area for hotels.

During 2015 we invested the resources of our most recent public offering of Real Estate Trust Certificates in less than 18 months, aligned with the commitment taken on during this offering in the acquisitions of the Kansas, Indiana, Florida, Utah, Buffalo and Oregon Portfolios. Likewise, during 2016 we continued to deliver development projects on time, improving our estimated return objectives.

During 2014 we invested in the acquisitions of the Colorado, California and Maine Portfolio, the Corporate Portfolio of San Mateo, and the Hotel Centro Histórico and La Viga Portfolio, two properties of the R15 Portfolio, two properties of the P12 Portfolio and the Samara Portfolio. Regarding the projects in development, during the year the retail property of Adana Aguascalientes was completed and delivered. Additionally, 303,374 square meters of GLA of San Martin Obispo I, San Martin Obispo II and la Purísima were delivered.

We do not have an investment or divestment calendar because of the nature of our business, in which we execute opportunities that arise in the market.

Relevant Debtors Account

As of the date of this document, none of our Assets shows any delay or noncompliance, nor is it subject to a judicial, administrative, or arbitration procedure representing 3% (three percent) or more of the Trust's quarterly income.

(iii) *Investment Process*

Our Consultant and us have developed an integral process to identify and analyze the acquisition and development opportunities of properties and we expect to expand our Portfolio through the acquisition of developed properties or through the development of new properties. The investment process may consider a wide range of properties in Mexico, including but not limited to industrial, retail, or office use properties consistent with our qualification as a FIBRA. We consider that we are well placed to benefit from the potential opportunities and we will benefit from the experience of our Consultant while we identify, develop, and acquire properties.

Our investment targets and growth strategy are focused on the following areas:

- Growing Acquisitions
 - We look for the acquisition of industrial, retail and office properties in appealing highly valued locations. The properties we seek to acquire shall generally be located in unattended communities with solid demographic characteristics, population growth and well settled attendance patterns. As part of our growth strategy, we expect to focus on metropolitan areas of medium size where we have the opportunity to provide unattended population segments with new entertainment and commerce options.

- We also expect to focus on properties located in strategic zones with stable urban markets, infrastructure, robust population, and economic growth. Particularly, we expect to continue establishing our presence in metropolitan areas such as the Federal District, Cancun, Guadalajara, Monterrey, Toluca, among others.
- Our relation with Grupo-E gives us access to a constant number of acquisition opportunities that may not be available for our competitors.
- Timely and added-value development and remodeling projects
 - We intend to increase the value of the existing or future properties through development and remodeling projects with the purpose of creating a long term recurrent cash flow growth and favorable yields over the investment.
- Proactive Property Management
 - We keep our relations with our tenants and benefit from the experience of the Representation Services Companies to renew the Lease Agreements or to execute Lease Agreements with new tenants. In both cases, we will always seek to obtain rent levels equal or higher than the rents we currently receive. Through an intensive property management, we seek to reduce operation expenses in the management of our Properties.

On the evaluation of any particular investment, we can take into account a variety of factors, including:

- **Property and Market Analysis.** Before we complete any acquisition, we and our Consultant make an exhaustive analysis of the market features on which the property is located and of the property itself, including:
 - Population density and growth potential;
 - Economic dynamics and the fiscal and legal environment of the area;
 - Population income trends;
 - Regional offer and demand dynamics and specific for the market and the property;
 - Competitors and other potential proprietors and operators;
 - Market rents and potential rent increase;
 - Entrance barriers and other competitive and sustainable advantages of the property;
 - Location, visibility, and accessibility of the property;
 - Tenants credit quality and potential for future rent increases;

- Construction quality, design and current physical conditions of the property, and
- Opportunity to increase the operative performance and the property value through a better management, lease efforts, and capital improvements.
- **Acquisition Process.** Our acquisition process includes an analysis of all the material information available of a potential acquisition. Our obligation to complete an acquisition is generally conditioned to the delivery and verification of certain documents by the grantor, as they may apply, including:
 - Plans and specifications;
 - Land, geologic, and environmental reports;
 - Proof of use permits, existing encumbrances (Free encumbrances certificate), used insurance policies (if applicable), archaeological information, and other applicable documents;
 - Financial and credit information regarding the property and its tenants, and
 - Existing agreements, collection of rents from tenants, operation expenses, property tax, leasing activity, and renewal.
- **Investment Approval.** Our Technical Committee shall approve any property acquisition which **represents** up to 19.99% (nineteen point ninety-nine percent) of the Trust Estate (in a sole transaction or several transactions that can be considered as one), based on our financial information of the foregoing quarter. Any property acquisition which represents 20% (twenty percent) or more of the Trust Asset (in a sole transaction or several transactions) based on our financial information of the foregoing quarter, shall be approved by the Holders representing a majority of our circulating CBFIs, the same for real estate acquisitions which represent 10% (ten percent) or more of such Estate regarding Related Persons or which represent a conflict of interest. Additionally and independently on the percentage of the Trust Estate they represent, pursuant to our conflict of interests policies, the property acquisitions of Related Persons, including proprietors and Relevant Joint Trustors, shall also require the positive vote of the majority of the Independent Members of our Technical Committee. The investments which do not comply or cannot comply with our Eligibility Criteria shall be approved by our Technical Committee along with the positive vote of the majority of the Independent Members. See "Policies regarding certain activities - Investment Policies" of this document.

Development

We consider that our ability to develop and redevelop properties make us stand apart of many of our competitors, who in many occasions depend on a third party to develop the properties or just focus on the acquisition of developed properties. The senior manager staff of our Managers has experience in all matters of the development process, including the selection and analysis of the site, the property design and the management of it, and we expect to benefit from it. Our

Consultant assists us to strategically choose new sites and to implement profitable spaces and architecturally appealing in desirable areas based on specific data, including the visibility and the location convenience, the competitive occupancy and the rental rate, the market saturation, the affluence level, the entrance barriers, and the future trends in economic, demographic, and migratory terms. Our Consultant has experience in every stage of the development cycle, including finding development opportunities, identifying the ideal use of the land or property, the internal capacities regarding the design and engineering, as well as the relations with which we consider as the most important firms which provide these services; working with federal, local, and municipal governments in matters as the obtaining of licenses and permits, access to a construction company, Parks Desarrolladora, S.A. de C.V, which is partially property of and is controlled by members of El-Mann Family, and works mainly for Grupo-E as well as for our company, and for the leased properties.

The senior manager staff of our Consultant has developed a reputation as trustworthy supplier, able to provide innovative solutions with the ability to perform them timely and profitably. Our Consultant usually works with tenants it personally knows to develop new properties and in this way fulfill their expansion plans, or, to redevelop existing properties for a better adaptation of their business requirements. Frequently, our Consultant also finds the opportunities to acquire properties from people without the required financial resources or experience to develop the properties.

Financing Sources

We intend to finance future acquisitions and developments by using our current financing sources, consisting of the issue of capital securities and debt in the local and international capital markets, credit lines, mortgage financing, and loans for the construction of local and foreign banks. For a detailed description of our financing sources, see section “*Credit Facilities and Other Obligations in section Management-level Discussion and Analysis of the Financial Situation and Operations Results*” of this document.

Disposition of Assets

In order to qualify as a FIBRA, we are subject to several requirements, including the prohibition to alienate any real estate constructed or acquired by us during a term of at least four years as of the completion of the construction or the date on which the acquisition is performed, as applicable, in order to enjoy of the fiscal benefits attributable to such property. If we did alienate any such property in said term, we would be subject to several fiscal consequences, which make the alienation not appealing for us. Even though we generally acquire properties expecting to keep them for a long term period, we can timely dispose of some properties in certain circumstances, like when:

- We recognize the benefits of diversification associated with the sale of a property and the re-equilibrium of our Portfolio;
- The yield for the property seems to have maximized, and
- Opportunities to redistribute the capital in acquisition, develop and redevelop offer a higher yield potential.

The decision of whether a particular property has to be alienated or if we have to use it in any other way shall be taken after having taken into account all the essential factors, including the economic conditions at the time, with the intention to maximize the yields for the Holders. See "*Policies regarding certain activities*" - *Disinvestment Policy*" of this document.

Property Management and Leasing Strategy

We consider that an approach centered on the property management, the leasing and the client retention is essential to maximize the operating cash flow and the value of our properties. Our Managers manage our properties looking towards the creation of an environment completely beneficial for the business of our tenants.

Our managers perform practically all the activities related with the operative and management functions, including issues about acquisitions, development, data process, finances, and accounting, the in situ functions, among them, the management, gardening, cleaning, plumbing, and power works could be performed by our managers or be subcontracted from third parties.

We choose a proactive perspective regarding the management of the properties, keeping regular contact with the tenants and visiting each property frequently. As part of our management, our managers carefully track the financial and general performance of each property and its tenants, as well as the changes in the local and regional markets. Each property is subject to a process of planning and budget which takes into account the local market and the economy and industry conditions.

Pursuant to the respective Representation Services Agreements, the Representation Services Companies are responsible, among other things of the following services: (i) Income invoicing, and maintenance fees; (ii) Income and recovery fees collection pursuant to the Lease Agreements; (iii) the negotiation and promotion of the Lease Agreements, including the execution and renewal thereof, as requested by the Manager F1 Management; and (iv) to support the Manager on the performance of all the previous and required activities to get the renewal of the Lease Agreements. Our Managers use the experience of the Representation Services Companies and of our Consultant, who has already get used to the current tenants, as well as with potential local, regional, and national tenants which could complement our current clients base.

Our managers seek to maximize cash flows towards our properties by leasing vacant spaces, increasing rents as the current Lease Agreements with rents below the market level expire and negotiate new Lease Agreements to reflect the increase on the rental rates.

Capex Requirements

The Trust covers its Capex requirements as they generate from time to time, in order to make improvements to the properties as determined by our management.

Such budget to improve the properties of the Trust for the following five years sums a total amount of approximately Ps. \$800.0 million, which shall be applied as required by the properties.

(iv) Regulation

Our Properties are subject to the Applicable Law. We have the permits and required approvals to operate each and any of our properties.

(v) *Environmental and Security Matters*

Our Operations are subject to the Ley General de Equilibrio Ecológico y Protección al Ambiente or (LGEEPA Ecological Equilibrium and Environmental Protection General Law), which sets forth the legal frame which governs the conservation, restoration and environmental protection in Mexico. The rules that have been issued according with the LGEEPA include areas such as ecologic planning, risk and environmental impact assessment, flora and fauna protection, conservation and rational use of natural resources and land pollution, among others.

In addition, our Operations are subject to the Ley de Aguas Nacionales (National Waters Law), Ley General para la Prevención y Gestión Integral de los Residuos (Integral Prevention and Handling of Waste General Law), Ley General de Desarrollo Forestal Sustentable (Sustainable Forest Development General Law), and Ley General de Vida Silvestre (Wild Life General Law), as well as to other rules known as Normas Oficiales Mexicanas (Mexican Official Regulations) which complement the environmental regulations.

The Federal Attorney for Environmental Protection (PROFEPA for its acronym in Spanish) are the federal authorities responsible to supervise, demand the compliance, and make and implement the environmental policies in Mexico, including the environmental impact authorizations to perform certain activities. The National Water Commission is responsible of the management of water supply and dispose of waste water in the federal jurisdiction. Furthermore, the Mexican state governments can issue specific environmental laws and regulations in matters of their respective jurisdiction, which are not expressly reserved to the federal jurisdiction. The local regulations can also be imposed and applicable in the municipalities. These federal and local authorities have the powers to file civil, administrative, and criminal actions against those companies which violate the applicable environmental laws and even can cancel a development which does not comply with them.

Mexico is party to many international covenants and treaties regarding the environment protection. These international treaties, being ratified by the Senate, are part of the Mexican legislation. Pursuant to the North American Agreement on Environmental Cooperation (NAAEC), a lateral agreement to the NAFTA, each country party to the NAFTA, including Mexico, shall assure that the compliance of its environmental laws and regulations is duly assured. While the NAAEC does not grant powers to the environmental organizations of the three partners of the NAFTA to require the compliance of the environmental laws of the other parties, if one member of the NAFTA does not require the compliance of its national environmental laws, such member can be subject to the dispute mechanism created pursuant to the NAAEC, which can result in monetary penalties, and in some cases, cancellation of NAFTA benefits.

There are no legal or administrative actions currently pendant against us regarding environmental issues. We consider that our Operations comply in all important matters with the Applicable Law.

Insurance

We consider that all of the properties of our portfolio and any acquisition we have performed, are duly insured pursuant to the Mexican industry standards. In accordance with an analysis performed by an independent third party, a detailed review of the insurance coverage was carried out on each of our properties, taking into account the risk level of each asset (including but not limited to fire, earthquake, hurricane, flooding, civil responsibility, income loss during the repairs for damages...) and based on such analysis we consider that the properties of our portfolio are duly insured.

Insured Amounts

The insured amount of the total of our Trust portfolios (excluding the land value) represents approximately 78% of the appraisal value (excluding the land value).

(vi) Competition

We compete against several purchasers, proprietors, developers, and operators of retail real estate, many of whom are proprietors of or maybe are seeking to acquire similar properties to ours, in the same markets on which our properties are located. The main competence mean are collected Rents, location, services provided, and the nature and conditions of the leased facilities. If our competitors offer spaces with rental rates below the current market rates than the ones we charge to our tenants, in better locations in our same markets, or in better quality facilities, we could lose current tenants and see ourselves in the necessity of reducing our rental rates below of what we currently charge with the purpose of retaining our tenants when their agreements expire.

(vii) Patents, licenses, trademarks, and other agreements

As of this date, there are no patents, licenses, trademarks, and other related agreements owned by Fibra Uno.

(viii) Main Clients

Our lessees include national, regional and local companies that represent a variety of industries, including the industrial, retail, corporate and governmental sectors, among others. As of December 31 of 2016, our ten largest lessees occupied approximately 28.4% of the GLA of our Portfolio and represented approximately 23.2% of ARF attributable to our Portfolio. A multinational lessee, leader in the grocery store market, represented as of that date 10.7% of the GLA of our portfolio or the 8.3% of the ARF. Notwithstanding the above, no other lessee represented more than 3.7% of the GLA of our Portfolio and 3.9% of the ARF. We believe that the diversity of our lessee base will help us minimize our exposure to market fluctuations in certain industries or economic sectors, or regarding any lessee in particular. We consider that our properties stand out because of the quality of our lessees, many of which are placed among the largest enterprises of Mexico as well as international companies with presence in Mexico.

The table below shows information pertaining to the distribution of our main tenants per GLA as of December 31, 2016, 2015 y 2014:

10 Main Clients in AFR	AFR (Ps. \$ in thousands)	Total AFR %	10 Main Clients in GLA	GLA (sq.m.)	Total GLA %
Convenience Store	1,018,478	8.3%	Convenience Store	745,157	10.7%
Education	477,205	3.9%	Education	256,161	3.7%
Bank	339,790	2.8%	Bank	181,007	2.6%
Entertainment	210,868	1.7%	Education	163,000	2.3%
Foods	190,624	1.6%	Foods	124,000	1.8%
Parking lot	149,458	1.2%	Entertainment	123,912	1.8%
Lodging	135,072	1.1%	Logistics	115,983	1.7%
Lodging	133,879	1.1%	Convenience Store	100,076	1.4%
Logistics	100,018	0.8%	Consumer goods	83,026	1.2%
government	95,591	0.8%	Bakery	82,222	1.2%
10 Clients 2016	2,850,981	23.2%	10 Clients 2016	1,974,545	28.4%

10 Main Clients in AFR	AFR (Ps. \$ in thousands)	Total AFR %	10 Main Clients in GLA	GLA (sq.m.)	Total GLA %
Convenience Store	980,216	9.00%	Convenience Store	755,547	11.20%
Bank	794,880	7.30%	Education	256,161	3.80%
Education	477,213	4.40%	Bank	186,598	2.80%
Bank	333,352	3.00%	Education	163,000	2.40%
Entertainment	197,618	1.80%	Bank	129,238	1.90%
Foods	139,251	1.30%	Entertainment	123,912	1.80%
Lodging	131,780	1.20%	Logistics	115,983	1.70%
Logistics	111,540	1.00%	Convenience Store	105,689	1.60%
government	109,993	1.00%	Consumer goods	82,677	1.20%
Logistics	96,688	0.90%	Bakery	82,222	1.20%
10 Clients 2015	3,372,531	30.80%	10 Clients 2015	2,001,027	29.80%

10 Main Clients in AFR	AFR (Ps. \$ in thousands)	Total AFR %	10 Main Clients in GLA	GLA (sq.m.)	Total GLA %
Convenience Store	839,068	10.4%	Convenience Store	660,481	11.1%
Bank	501,524	6.2%	Bank	185,242	3.1%
Bank	313,356	3.9%	Education	163,000	2.7%
Entertainment	231,818	2.9%	Bakery	123,312	2.1%
Lodging	175,312	2.2%	Logistics	115,983	1.9%
Foods	111,291	1.4%	Bank	114,344	1.9%
Logistics	96,060	1.2%	Convenience Store	105,689	1.8%
Logistics	95,410	1.2%	Entertainment	103,388	1.7%
Bakery	82,028	1.0%	Consumer goods	82,054	1.4%
Education	73,932	0.9%	Education	77,176	1.3%
10 Clients 2014	2,519,798	31.3%	10 Clients 2014	1,730,670	29.1%

(ix) Human Resources

The daily management of our business is carried out by our Manager F1 Management, who had 586 employees as of December 31, 2016.

(x) Offices

Our main office is located on Antonio Dovalí Jaime No. 70, Torre B, Piso 11, Col. Zedec Santa Fe, C.P. 01210, Mexico D.F. Our telephone number is (55) 4170 7070.

(xi) x) Judicial, Administrative or Arbitration Procedures

As far as where we and our Consultant have reasonable knowledge of, there are no legal actions or relevant administrative procedures which could have a significant impact for our Holders. We neither have imminent knowledge of the high possibility in the future of existence of one or several legal actions or administrative procedures of the ones aforementioned.

(xii) xi) Rights

The CBFIs grant to the Holders, as set forth on the Stock Market Law, section 63, fraction II, the right to a portion of the proceeds, yields, and if applicable, to the residual value of the property or rights assigned for that purpose to the Trust, therefore, they grant the right to receive Cash Distributions from the Trust Estate, to the extent in which it is sufficient to make such Cash Distributions. The foregoing, in the understanding that the CBFIs do not grant any right on the property of the Assets to their Holders.

(xiii) Tax Regime and Taxes

The following summary contains a description of some fiscal consequences resulting from the acquisition, possession, and alienation of the CBFIs, according to the ISR (Income Tax Law) of Mexico, but this shall not be taken as an exhaustive description of any and all of the fiscal considerations that could be relevant for the investment while deciding to invest in our CBFIs.

This analysis does not constitute and must not be considered as a legal or fiscal recommendation for the investors about the CBFIs. This analysis has the only purpose of providing general information and is based on fiscal legislation in Mexico, in force up to the date of this document.

The fiscal treatment hereinafter described could not be applicable for some of the investors, and therefore, it is advised for each investment to consult their fiscal Consultants for a complete understanding of the fiscal consequences of the subscription and disposition of their securities.

This summary does not study all the fiscal consequences that could be applicable to the Holders in particular.

The tax regime applicable to the alienation of CBFIs issued by the Issuer, through the Mexican Stock Exchange (BMV for its acronym in Spanish) for individuals and entities residing

in Mexico and/or residing abroad is set forth, among others, in sections 187 and 188 and other applicable provisions of the LISR and the Annual Temporary Tax Regulations (Resolución Miscelánea Fiscal) in force.

Residents in Mexico

Yields Payments.

The Issuer shall withhold from the Holders the ISR (INCOME TAX) for the distributed Fiscal Result applying 30% (thirty percent) rate over the distributed amount for such result, unless the Holders who receive such tax are exempted of the ISR (INCOME TAX) payment for this utility. When the CBFIs are placed among the great public investors, as the case is, the financial intermediary who has the CBFIs in bond, shall be the one who performs the withholding of the tax aforementioned, and the Issuer shall remain relief from the obligation of performing the withholding.

The specialized investment companies in retirement funds (SIEFORES) are not ISR (INCOME TAX) contributors, as set forth by the LISR, section 79. Therefore, the financial intermediary is not bind to perform the withholding for the Fiscal Result of the fiscal year of the FIBRA.

Alienations

The individuals residing in Mexico which are in the provision provided by section 188, fraction X of the LISR are exempt of the payment of the ISR (INCOME TAX) for the utility gained from the alienation of their CBFIs, performed through the Mexican Stock Exchange (BMV for its acronym in Spanish).

The exemption aforementioned is not applicable to entities residing in Mexico.

Other Taxes

Holders are not subject to estate tax or other similar taxes regarding their CBFIs. In Mexico there aren't any stamp duties for the recording of the issues or any other similar taxes on charge of the Holders regarding their CBFIs.

Residents Abroad

A general summary about the main consequences resulting from the investment in CBFIs by an investor not resident in Mexico and which does not keep its CBFIs or titles upon them as part of the activities performed through a permanent residence in Mexico. (a nonresident Holder), as set forth by the LISR and its provisions and rulings in force, is included hereinafter.

Pursuant to the Mexican legislation, the concept of residence for fiscal effects is highly technical and the nature of resident can be acquired through several circumstances. Due to the aforementioned, any decision about the residence of an individual or entity shall take into consideration the particulars conditions.

In the assumption that an individual or entity is considered to have a permanent establishment in Mexico for fiscal effects, all the incomes attributable to said permanent establishment shall be subject to the ISR (INCOME TAX) in Mexico.

It shall be pointed out that the residents abroad who are investors of CBFIs and who alienate their CBFIs through the Mexican Stock Exchange (BMV for its acronym in Spanish) could be subject to taxes according to the fiscal legislations applicable in their place of residence or nationality. Any fiscal consequences in foreign jurisdictions shall be consulted with their respective fiscal Consultants.

Treaties

The income obtained by Holders nonresidents in Mexico which have the right to take the benefits provided in other fiscal treaties of which Mexico is party, shall be total or partially exempted of the payment of the ISR (INCOME TAX) in Mexico. The Holders residents abroad shall consult their own fiscal Consultants regarding the possibility of how to take the benefits of such treaties.

The individuals and entities residents in countries with which Mexico has executed covenants to avoid double taxation, have the right to take the benefits of the applicable covenant, proving their foreign tax residence in the country involved, appointing a representative in Mexico and giving notice of such appointment to the Mexican fiscal authorities, besides the fulfillment of the requirements imposed by the fiscal provisions applicable.

Yield Payments

The Issuer shall withhold from the Holders the ISR (INCOME TAX) for the distributed Fiscal Result applying a 30% (thirty percent) rate over the distributed amount for such result, unless the Holders who receive them are exempted of the ISR (INCOME TAX) payment for this utility.

The withholding made to the abroad residents Holders without permanent establishment in the country shall be considered as a definitive payment of ISR (INCOME TAX).

When the CBFIs are placed among the great public investors, as the case is, the financial intermediary who has the CBFIs in bond, shall be the one who performs the withholding of the ISR (INCOME TAX) aforementioned, and the Issuer shall remain relieved from the obligation of performing the withholding.

Alienations

When the CBFIs are placed among the great investor public and are alienated through the recognized markets pursuant to fractions I and II of section 16-C of the Federal Fiscal Code, the residents abroad without a permanent establishment in the country shall be exempt of the payment of ISR (INCOME TAX) for the utility resulting from the alienation of CBFIs made through those markets.

In the case of Holders nonresidents in Mexico whose income is subject to a preferential tax regime (as set forth by the LISR) they shall be subject to a withholding of a 40% (forty percent) rate over the gross income obtained.

It shall be pointed out that the residents abroad who are investors of CBFIs and who alienate their CBFIs through the Mexican Stock Exchange (BMV for its acronym in Spanish) could be subject to taxes according to the fiscal legislations applicable in their place of residence or nationality. Any fiscal consequences in foreign jurisdictions shall be consulted with their respective fiscal Consultants.

Other Taxes

A nonresident Holder shall not be subject to estate taxes regarding its placements of CBFIs of the FIBRA. In Mexico there isn't any stamp duty for the recording of the issues or any other similar taxes on charge of the nonresident Holders regarding their CBFIs.

Confirmation of Criteria for the fiscal treatment of the CBFIs

The Servicio de Administración Tributaria, SAT (Mexico's Tax Administration Service), through official communication No. 900-03-01-2010-41293 (Oficio SAT) under file SAT-340-11-01-1411/ 2010, validated Deutsche Bank Mexico, S.A., Institución de Banca Múltiple, División Fiduciaria, acting as Trustee in the Trust number F/1401, to which the tax regime set forth by the LISR, section 188, is applicable whenever it does not fail to comply in the future with the provisions set forth by the LISR, section 187. Likewise, it was validated that VAT and IETU (nowadays not existent) shall not be paid for the resulting income of the alienation of the CBFIs issued under our Trust.

(xiv) Distribution Policy

We carry out our operations for the purpose of being taken as taxpayers under the applicable tax regime for a FIBRA, pursuant to the LISR, sections 187 and 188. The LISR requires a FIBRA to annually distribute at least 95% (ninety-five percent) of its Fiscal Results. Our Fiscal Result is calculated considering the accumulative income obtained during the fiscal year, minus the authorized deductions and decreasing, if applicable, the PTU, and then we have to rest from the resulting utility, the loss of previous fiscal years pending to be depreciated. For more information, see "*Tax Regime and Taxes*".

Pursuant to our Trust, we shall carry out the pro rata distribution of the 95% (ninety-five percent) of our Fiscal Results between the Holders, provided that some requirements are fulfilled, including the authorization of our Technical Committee of (i) the financial statement on which such Distributions are based on; and (ii) the amount and pay terms of the Cash Distribution. Any distribution different from 95% (ninety-five percent) of our Fiscal Result, shall also require the approval of the majority of Independent Members of our Technical Committee. Up to date, the Cash Distributions have been made on a quarterly basis and we expect to continue with this practice provided that there are available resources to such effect in accordance to the operation and management of the Accounts, utilities, investments and expenses. Our Technical Committee has the power to decide the distribution policy and, where appropriate, to amend it. To fulfill the requirements to qualify as a FIBRA, we expect to pay the Holders Distributions equal to 95% (ninety-five percent) of the Fiscal Result.

The Cash Distributions performed up to date are the following:

Term	Declared Dividend	Declared Dividend
	2011	
First quarter		Ps. \$0.0343
Second quarter		Ps. \$0.3022
Third quarter		Ps. \$0.3779
Fourth quarter		Ps. \$0.3689
	2012	
First quarter		Ps. \$0.1960
Second quarter		Ps. \$0.3000
Third quarter		Ps. \$0.4044
Fourth quarter		Ps. \$0.4216
	2013	
First quarter		Ps. \$0.3700
Second quarter		Ps. \$0.4100
Third quarter		Ps. \$0.4504
Fourth quarter		Ps. \$0.4800
	2014	
First quarter		Ps. \$0.4366
Second quarter		Ps. \$0.4014
Third quarter		Ps. \$0.4977
Fourth quarter		Ps. \$0.4890
	2015	2015
First quarter		Ps. \$0.4921
Second quarter		Ps. \$0.4934
Third quarter		Ps. \$0.5005
Fourth quarter		Ps. \$0.5097
	2016	2016
First quarter		Ps. \$0.5020
Second quarter		Ps. \$0.4801
Third quarter		Ps. \$0.4894
Fourth quarter		Ps. \$0.5116

Pursuant to our Trust, the delivery conditions of the Cash Distributions shall be determined by our Technical Committee, which will consider, among other factors, the following:

- Our real operations results;
- Our withheld cash flows level;
- Our obligations under the CBFIs and the terms and conditions of any financing;
- Our requirement related to the debt service;
- CAPEX requirements for our Properties;

- Our taxable income;
- The delivery of Distributions requirements pursuant to the Applicable Law;
- Our operation expenses, and
- Other factors which our Technical Committee can consider as important, including the amount of distributions performed by similar companies.

We foresee that our estimated cash available for Distributions will be greater than the minimum distribution required by the Applicable Legislation. However, under certain circumstances, we should have to pay excess Cash Distributions from the available cash to carry out such Cash Distributions in order to comply with the minimum distribution requirements set forth on the Applicable Law, and for such matter we could have to use the proceeds obtained from future issues of capital or debt, sale of assets, or financings to carry out such Cash Distributions. We cannot guarantee that our distribution policy shall not be amended in the future.

(xv) Capitalization

The following Table shows our capitalization (in thousand pesos) as of December 31, 2016:

- Over a real base, and
- Over a pro-forma base to reflect the offer and placement of the Debt Certificates, Senior Notes, and the use of said resources, as well as the acquisition of the Apolo and Vermont Portfolios.

You shall read the following Table along with sections "*Selected Financial Information, Management Discussion and Analysis of the Financial Conditions and of the Operations Results*" and the information contained in the Financial Statements and notes to the Financial Statements included elsewhere in this document.

	As to December 31, 2016	Pro-forma Capitalization as to December 31, 2016
	<i>Ps.(in thousands)</i>	<i>Ps.(in thousands)</i>
Bank Debt	4,890,995	4,890,995
Short-term	633,911	633,911
Long-term	4,257,084	4,257,084
Long Term Debt	60,465,152	60,465,152
Total Debt	65,356,147	65,356,147
(-) Transaction Costs	-581,572	-581,572
(+) Reasonable Debt Value	31,978	31,978
Debt CP + LP Net of Costs (1)	64,806,553	64,806,553

	As to December 31, 2016	Pro-forma Capitalization as to December 31, 2016
Total assets	122,643,335	122,643,335
Other passives	4,577,089	4,577,089
Total Capitalization	192,026,977	192,026,977
CBFIs in circulation	3,249,305,750	3,249,305,750

(1) Under IFRS, the long-term debt is presented in the balance sheet net of transaction costs.

(xvi) The Real Estate Market in Mexico

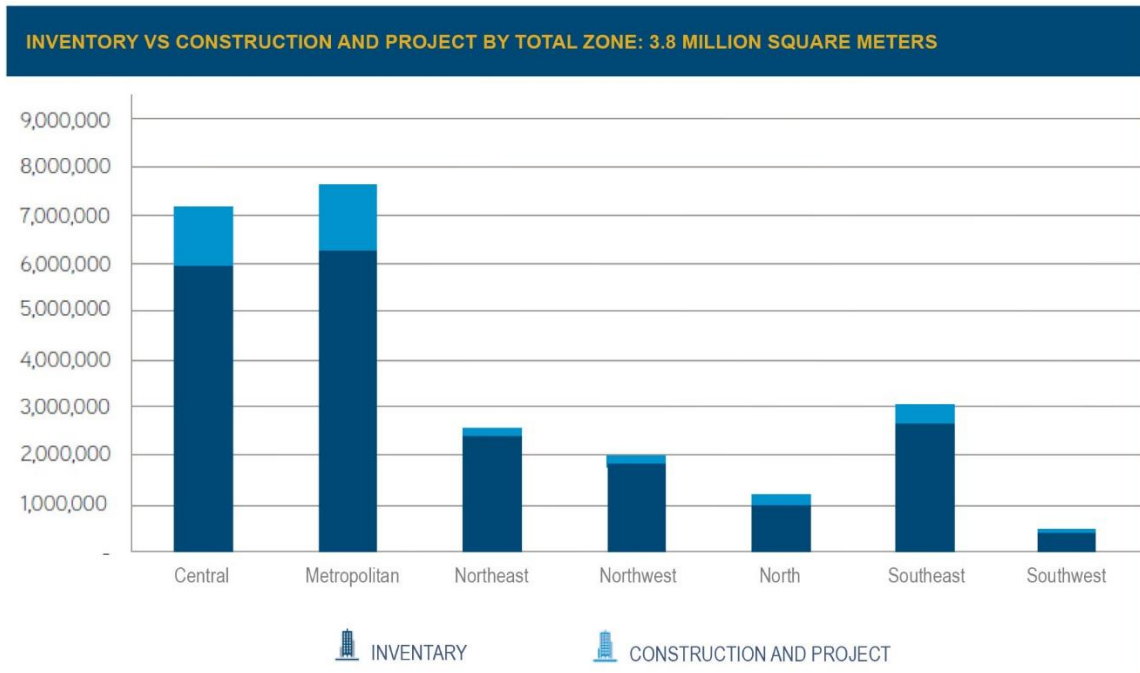
The information contained in this section has been included with the consent of Colliers International.

Retail Real Estate Market

During 2016, the Retail Real Estate Market increased the sales floor of shopping centers larger than 10,000 m² to more than 770,000 m², of which 15% (120,000 m²) were expansions of existing shopping centers. The metropolitan area showed the highest number of new shopping centers. The general occupation rate of this market was 94%. The retail real estate market continues to show dynamism, and demand for new spaces among which the health, fashion and restaurant sector stand out.

Regarding real estate property under construction, currently 2.5 million m² in 58 buildings and more than 1.2 million m² projected for 81 buildings are being monitored. The inventory under construction is expected to start operations within the next three years.



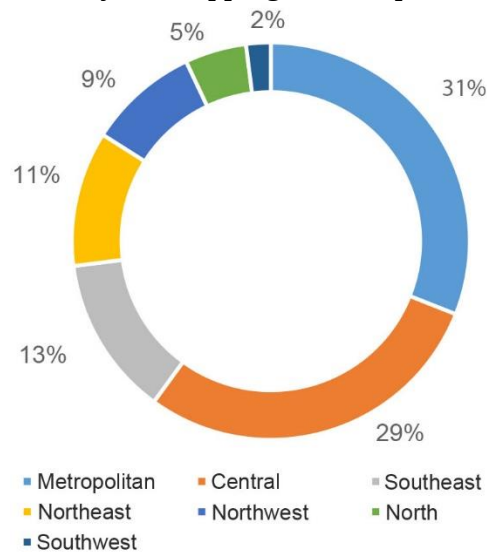


Source: Colliers International

As of December 31, 2016, the inventory of shopping centers in Mexico amounts to 638 properties, which means a profitable surface larger than 20.2 million square meters in 7 regions of the country: Center, Metropolitan, North, Northeast, Southeast and Southwest. The metropolitan area comprises 6.2 million square meters, which represent 31% of the total, followed by the Central area with 5.9 million square meters, which represent 29% of the total. Regarding the type of shopping mall, the Power centers and Fashion malls are the ones with the greatest inventory participation with 38% and 33% (7.7 million m² and 6.6 million m²) respectively.

It is important to highlight that the State of Mexico is the one to report the highest number of square meters, a reflection of the population concentrated in this area: 15 million people. Likewise, the growth rate for shopping centers has decreased, caused by the lack of surface in the main cities of the country.

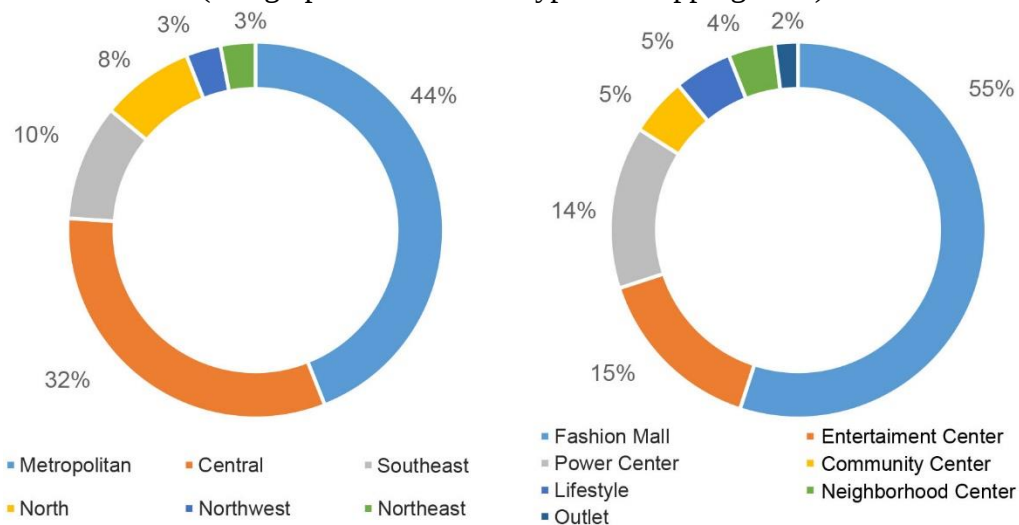
Inventory of Shopping Centers per Area.



Source: Colliers International

During the second semester of 2016, 9 shopping centers became operational with an area larger than 10,000 m², reaching a total surface of 299,000 m². Additionally, 2 malls increased their sales floor by 88,000 m², achieving a great total of 387,000 new square meters in the semester.

Shopping centers under Construction
(Geographical Area and Type of Shopping Mall)



Source: Colliers International

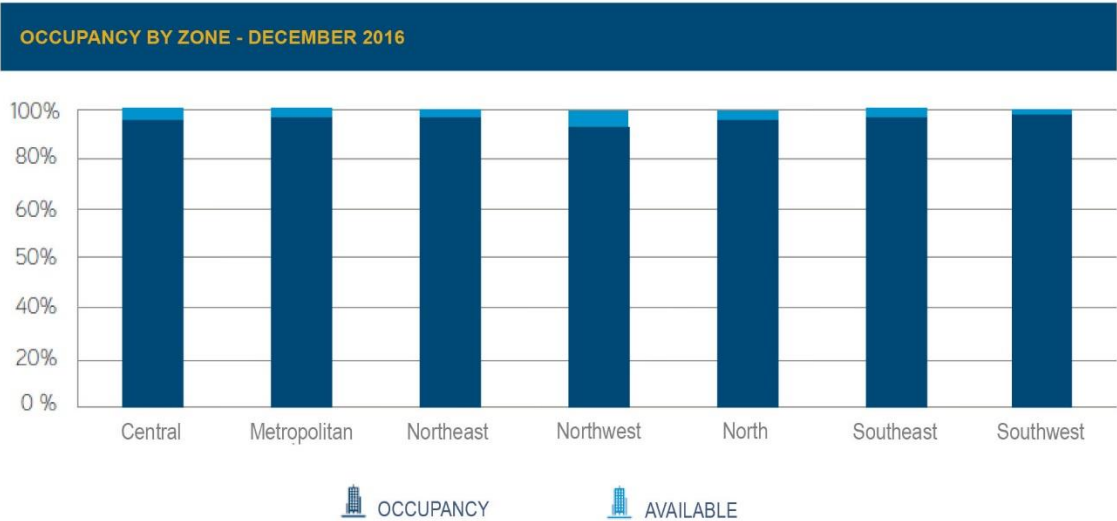
Currently, new shopping centers are focusing on mixed use buildings in which visitors may find a wide range of products and entertainment options within their reach. This is why we consider that shopping centers rooted in self-service (Power Centers, Community Centers and Neighborhood Centers) are reaching their saturation stage, which is why developers are focusing more on Fashion Malls with self-service and entertainment components, a tendency that continues to exist in the main cities of the country.

It is important to state that the densification of cities has contributed largely to the fact that properties in development focus more on macro-projects of mixed-uses that combine a shopping mall with corporate, residential or hotel buildings.

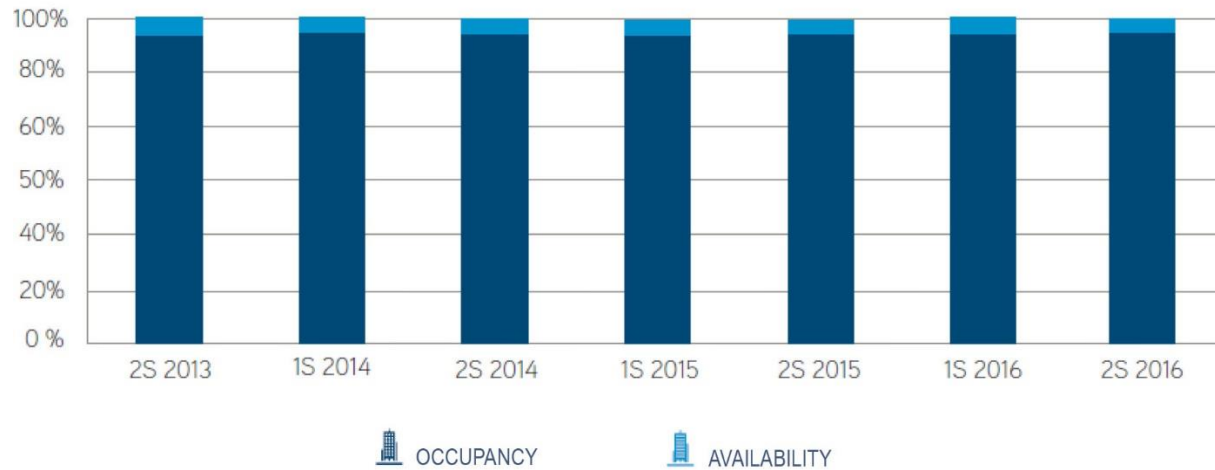
Vertical development becomes a resource for developers who desire to build in areas with a significant population density such as Mexico City, Guadalajara and Monterrey, influenced by the rise of the prices for lots, which has made it necessary to increase the density of the projects.

The established existing shopping centers have found a natural way to continue attracting customers through expansions and the renovation of the retail mix. Mundo E and Parque Delta are clear examples of this. Paseo Interlomas and Plaza Satélite are currently in the process.

Currently the market is at a high level of occupation (94%), caused by the great demand that has increased over the last years. Outlet Shopping centers show the highest occupation of 98%, followed by Fashion malls with 96% and Power Centers with 95%. It is important to mention that the shopping mal market has maintained an average occupation of 93% over the last three years.



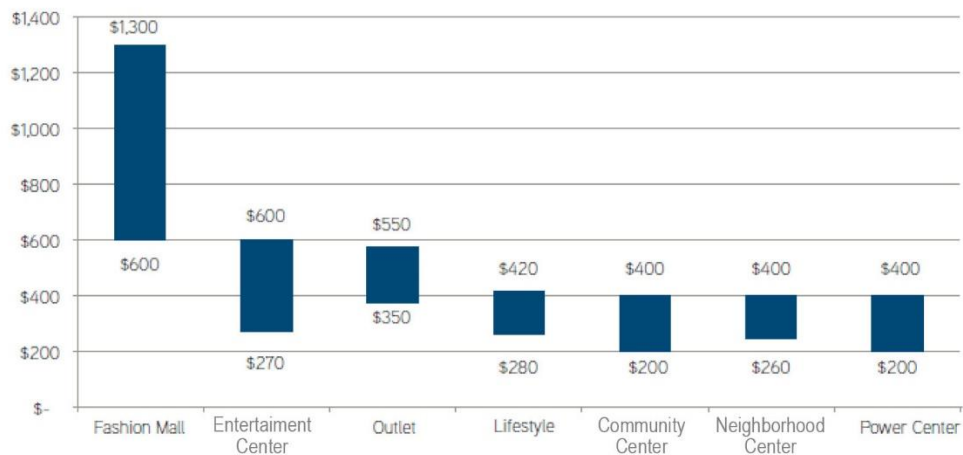
OCCUPANCY VS AVAILABILITY IN THE COUNTRY 2S 2013 - 2S 2016



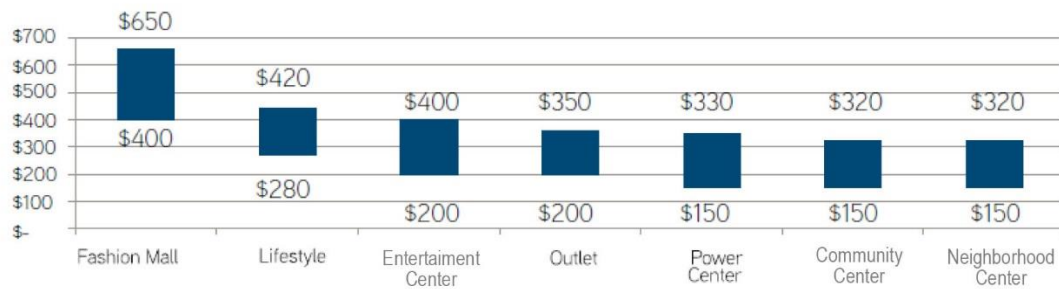
Source: Colliers International

At the end of 2016, the average asking rent prices for shopping centers showed variations in various ranges (data in Mexican pesos per square meter per month). Power Center \$200.00 to \$400.00; Fashion Mall \$600.00 to \$1,300; Community Centers \$200.00 to \$400.00; Neighborhood Centers \$260.00 to \$400.00; Entertainment Centers \$270.00 to \$600.00; Lifestyle \$280.00 to \$420.00; and Outlets \$350.00 to \$550.00.

LEASE PRICES FOR COMMERCIAL SPACES IN CONSOLIDATED SHOPPING CENTERS IN METROPOLITAN AREAS DECEMBER 2016 MXP/M2/MONTH



LEASE PRICES FOR COMMERCIAL SPACES IN CONSOLIDATED SHOPPING CENTERS AT NATIONAL LEVEL DECEMBER 2016 MXP/M2/MONTH



Source: Colliers International

Tendencies:

Increase in the number of mega-projects for mixed-use buildings that concentrate a large commercial, corporate, service and entertainment offer into one single area.

Increase of hybrid projects that concentrate a Fashion mall component with a grocery store.

The Mexican market represents a great opportunity for new local and foreign brands to establish themselves in Mexico. Our country has strengthened itself as a large center of consumption.

The Modal Transfer Centers (CETRAM for its acronym in Spanish) contribute to an improvement of road, transport, security and esthetic regulation. The established CETRAM enjoy great success by placing different types of services and entertainment attractive to the users of public transport and other visitors.

Another format that is on the rise are spaces under bridges. They are under-used spaces considered to be of risk. The goal of these spaces is to optimize public space complementing them with commercial and service offerings, and they are promoted by the Government of Mexico City as consumption and leisure areas.

MAP OF MEXICAN STATES THAT COMPRISE EACH REGION



AVERAGE LEASABLE AREA BY TYPE OF SHOPPING CENTER DECEMBER 2016



Source: Colliers International

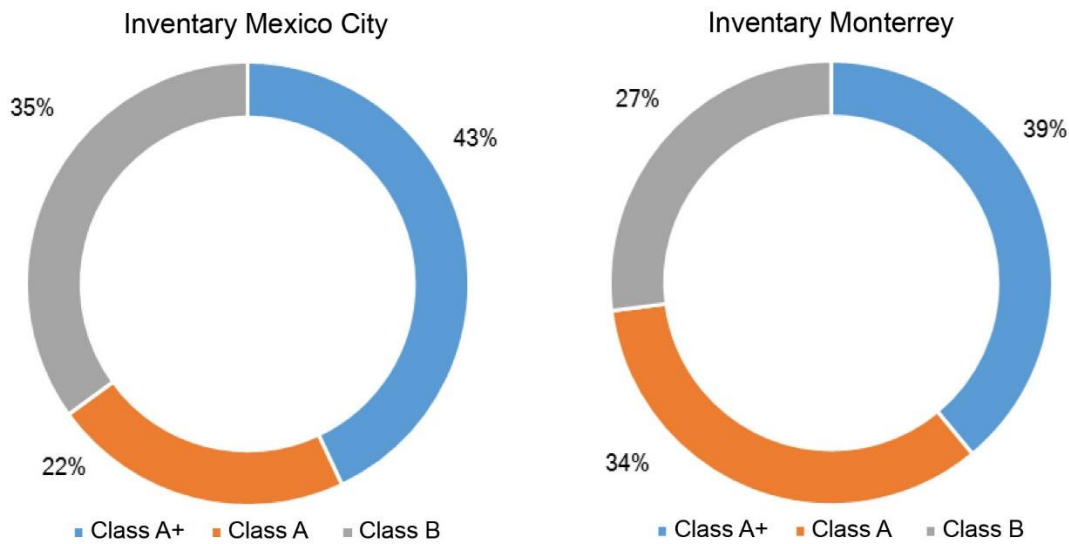
Office Real Estate Market

The office market in Mexico consists almost entirely of Mexico City and Monterrey. Mexico City represents approximately 83% of the total inventory of type A+, A and B offices; while Monterrey represents approximately 14%. The rest of the inventory is divided in different cities.

At the close of 2016, the inventory of type A+, A and B offices in Mexico City amounts to 8.6 million m², with an occupation of 88.9%, and it is divided among 10 corridors. This inventory showed a growth of 6.7% compared to the close of 2015, showing a net absorption rate of 450,000 m².

On the other hand, Monterrey has an inventory of 1.3 million m² in type A+, A, and B offices, with an occupation of 86%, which represents a growth of 400 basis points compared to the

occupation shown at the close of 2015, which was 82%. The office market in Monterrey is divided among 8 corridors.

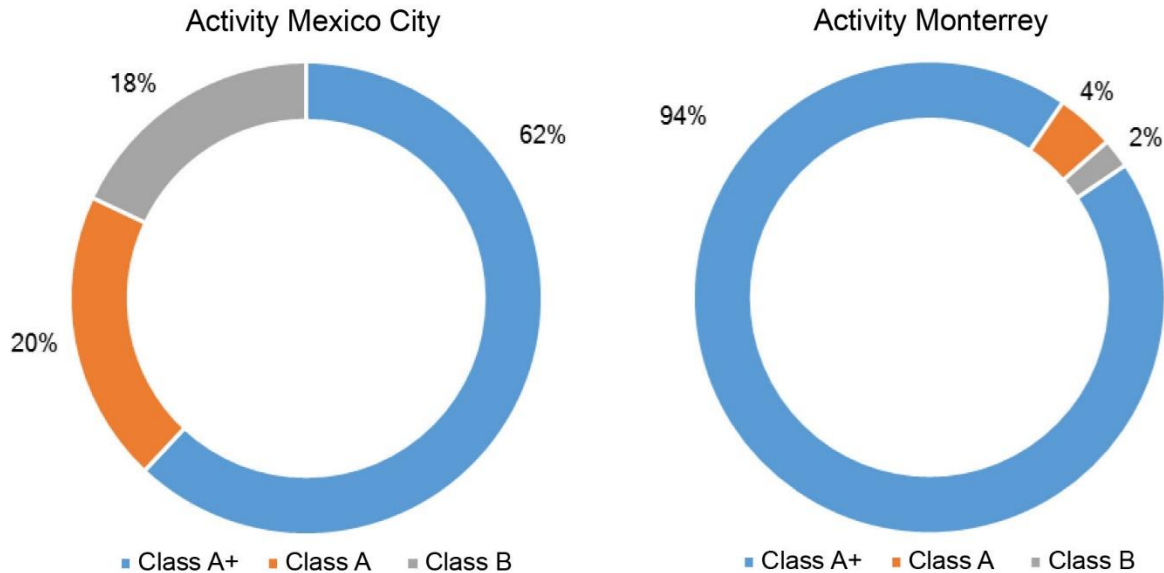


Source: Colliers International

In Mexico City the availability rate remains stable and indicates that the market has been capable of absorbing the real estate that entered the market during 2016. The corridors with the highest availability are Norte, Polanco and Reforma with 289,000 m2, 137,000 m2 and 130,000 m2 available, respectively.

In terms of buildings under construction, in Mexico City 88 buildings are being monitored, which represent approximately 1.6 million m2, which become operational between 2017 and 2019. On the other hand, in Monterrey 5 buildings with 66,000 m2 are being monitored, which will become operational during the first quarter of 2017.

The demand in Mexico City totaled 950,000 m2 in sales and rental operations in all categories of the 10 corridors, which represents an increase of 6.1% with regard to 2015. The highest activity was registered in the Reforma corridor with 186,000 m², followed by corridors Periférico Sur and Insurgentes with 167,000 m² and 119,000 m², respectively.



Source: Colliers International

The level of absorption accumulated at the close of 2016 was 458,000 m², a growth of 33% with respect to the absorption accumulated at the close of 2015.

In Mexico City the monthly weighted starting prices per m² for A+, A, and B type offices were US \$25.00, US \$24.00 and US \$17.00, respectively. In the Reforma, Polanco and Lomas-Palmas corridors, the starting prices for A+, A, and B type offices ranged from US \$30.00 to US \$34.00, US \$27.00 to US \$29.00, and US \$19.00 to US \$29.00, respectively, per m² per month. The prices in the Bosques, Interlomas, Insurgentes, Santa Fe, Periférico Sur, Lomas Altas and Norte corridors ranged from US \$20.00 to US \$30.00 for type A+, US \$15.00 to US \$29.00 for type A, and US \$9.00 to US \$21.00 for type B. The lowest prices are observed for buildings of type A+ and A in suburban areas with high availability of square meters.

In Monterrey the starting prices per m² per month for A+, A and B type buildings ranged from Mx\$290.00 to Mx\$590.00, Mx\$221.00 to Mx\$400.00 and Mx\$150.00 to Mx\$350 respectively.

In general a healthy level of demand and absorption is observed in both cities.

Industrial Real Estate Market

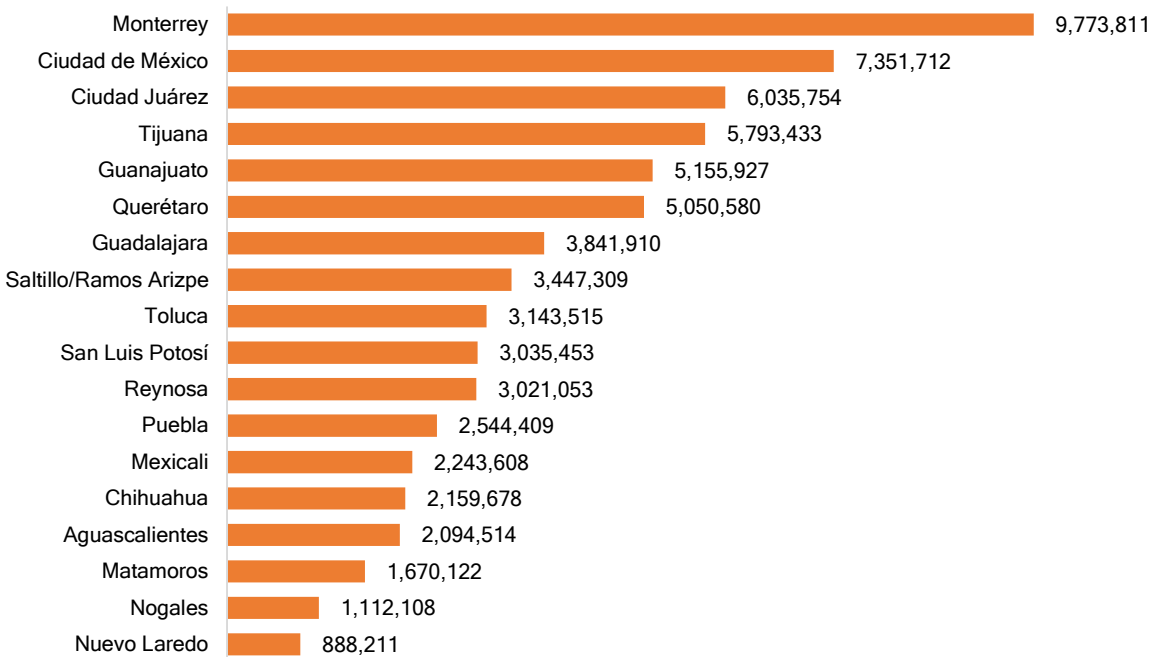
The information in this section was used with the consent of Jones Lang LaSalle (JLL)

The industrial real estate market grew substantially in 2016. On a national level, the inventory of industrial type A space rose to 68.3 million m² at the close of the year, which represents an increase of 8% with respect to the close of 2015. The submarkets that showed greater growth were Querétaro, San Luis Potosí, Puebla, Saltillo, Mexico City and Chihuahua. The year's net absorption in Mexico City was more than 957,000 m², while 5.5 million m² were absorbed nationally, which represents double the annual absorption registered from 2007 to 2014. The national occupation rate remained around 94.5%. The three largest sub-markets are Monterrey, Mexico City and Ciudad Juárez with approximately 34% of the total national inventory.

In accordance with a report from JLL, the perception is that the demand remains aggressive and that the developers of industrial real estate are not able to satisfy this demand in certain cities. For example, the occupation in Mexico City increased from 94.2% to 97.2% in 2016, which suggests that there is a lack of land to continue the developments.

The industrial real estate market in Mexico is divided in three regions: Bajío, Central and Norte, which are further divided into 18 submarkets. The following chart contains all the relevant information:

Submarket	Inventory (m ²)	Availability (m ²)	Annual Net Absorption (m ²)	Occupation	Price per m ² per Month (Usd.)	Growth	New Deliveries (m ²)
Aguascalientes	2,094,514	37,210	150,297	98.2%	\$3.55	4.3%	138,482
Guadalajara	3,841,910	248,751	593,812	93.5%	\$4.09	0.0%	87,429
Guanajuato	5,155,927	284,093	504,541	94.5%	\$4.20	5.8%	335,579
Queretaro	5,050,580	375,260	749,471	92.6%	\$4.09	27.9%	1,487,321
San Luis Potosi	3,035,453	160,632	398,883	94.7%	\$4.09	18.9%	807,053
Lowlands Region (Region del Bajio)	19,178,384	1,105,946	2,397,004	94.2%	\$4.00	14.9%	2,855,864
Ciudad de Mexico	7,351,712	205,763	957,115	97.2%	\$4.95	2.6%	450,228
Puebla	2,544,409	117,519	253,275	95.4%	\$4.09	3.5%	847,571
Toluca	3,143,515	86,365	103,440	97.3%	\$4.38	0.0%	0
Central Region	13,039,636	409,647	1,313,830	96.9%	\$4.47	10.0%	1,297,799
Chihuahua	2,159,678	56,718	53,325	97.4%	\$3.88	16.2%	350,918
Ciudad Juárez	6,035,754	459,182	201,831	92.4%	\$4.09	1.3%	83,624
Matamoros	1,670,122	160,611	15,206	90.4%	\$4.49	0.1%	931
Mexicali	2,243,608	128,776	101,621	94.3%	\$4.20	1.5%	37,161
Monterrey	9,773,811	701,984	678,035	92.8%	\$4.30	1.6%	208,497
Nogales	1,112,108	65,775	54,347	94.1%	\$3.66	7.1%	78,967
Nuevo Laredo	888,211	65,735	73,955	92.6%	\$3.50	4.8%	42,296
Reynosa	3,021,053	247,798	199,132	91.8%	\$4.00	1.1%	34,286
Saltillo/Ramos Arizpe	3,447,309	170,642	122,534	95.0%	\$4.10	7.1%	589,061
Tijuana	5,793,433	156,666	255,354	97.3%	\$4.74	2.1%	124,161
North Region	36,145,087	2,213,887	1,755,340	93.9%	\$4.10	4.9%	1,549,902
Total National	68,363,107	3,729,480	5,466,174	94.5%	\$4.19	8.3%	5,703,565



Source: Jones Lang LaSalle

(b) Risk Factors

The following are the main risk factors we consider to influence and adversely and significantly affect our performance, profitability, and operations results, therefore they shall be taken into account by the public investor. The risk factors are included but in no way limited to, since there might be other risks that could affect their results. Furthermore, it is important for the public investors to consider that the risk factors described herein are not the only ones existing, there could be others (i) that at the present are not relevant and afterwards could be relevant; (ii) unknown as to the date hereof; or (iii) non-existent today, but existent and relevant in the future. Any of the risks described below, if they become a reality, could adversely and significantly affect the liquidity, operations or financial conditions of the Trust or of the Manager, and therefore, the Trust Estate available for the delivery of Distributions.

The investment in our CBFIs implies risks. The following risk factors should be carefully considered, along with other information comprised herein, before acquiring CBFIs. The event of any of the following risks could make you lose all your investment or a portion of it.

Risks related to tax matters

We could be subject to tax and legal unexpected adverse reforms that could affect us or affect the value of our CBFIs.

There is no way to ensure that the regime applicable to our Trust and to the values that the same issue remains in force for the duration of the same, so that should be considered that in the future might exist reforms to the legal provisions and especially the tax related to economic activity in general and specifically to those standards that regulates FIBRAS, which could affect the

income, expenses of operation and in a general way the value of the assets of the Trust and derived from this affect the delivery of Cash Distributions.

Amendments to the Tax Regime for Holders.

Neither us nor the Trustor, or the Joint Trustors, nor the Managers, the Consultant, or the Representation Services Company, nor the Placing Intermediaries can guarantee the tax regime currently applicable to the Holders not to suffer future amendments.

On the other hand, if there is no certainty about the amendments that eventually could suffer the applicable tax regime, neither the Trustor, nor the Joint Trustors, or us, or the Placing Intermediaries, the Common Representative, the Managers, the Consultant, or the Representation Services Company can assure that if such possible amendments are approved, these will not have an adverse effect over the net yield generated by our CBFIs to their Holders.

Tax on Real Estate Acquisition

With regards to the Tax on Real Estate Acquisition or its equivalent, it should be noted that, in relation to the properties that have been provided or to be provided in a future, depending on local applicable law in the municipality in which the real estate is located, and may or may not determine the existence of a transfer and in consequence the obligation of this tax payment in charge of FIBRA (MEXICAN REIT). In this sense, we have appeared before various local authorities to obtain from them confirmations of the approach to state that the contributions of Real Estate to the Trust Assets do not constitute facts generators for payment of the tax on Acquisition of Real Estate, in the cases in which, according to the conventions of respective adhesion, Joint Trustors retain the option to buy back the ownership of property contributed.

In the case of some federal entities there are no confirmations of judgment; however, the corresponding local fiscal laws allow us to conclude there is no obligation for tax payment on Acquisition of Real Estate at the time of the contribution to the Trust, but up until the time that the Joint Trustors lose definitely the right of reversion that previously had been reserved. However, in the event that the Provided Real Estate and on which retain the Right to Reversion by the Joint Trustors, are disposed of by us, or, in the event that the Joint Trustors would alienate the CBFIs that have been received by the contribution of the transferred Real Estate, or due to the loss of the right of reversion of the Joint Trustors for any reason, we are obliged to carry out the calculation and payment of the tax in question, in the federal entities and/or municipalities in which they are located the property in question; in the understanding that in the case of alienation of the CBFIs, the tax shall be calculated considering each CBFi proportionally in particular, since with reason of this alienation the Reversion Right will be lost.

Factors related to CBFIs

Trust's Limited Assets.

The Cash Distribution delivered to the Holders depends exclusively of the available liquid resources in our Trust Estate.

Our Trust does not have access to other funds to perform the delivery of the Cash Distributions to the Holders; therefore, the recovery of the Holders investment is limited to the resources that are part of the Trust Estate.

CBFIs are not the appropriate instruments for all investors.

The investment in our CBFIs implies the investment on instruments with different features to those of the traditional instruments, and could imply risks associated with the investment strategy described herein. There is no guarantee that the Holders shall receive Cash Distributions under the CBFIs.

Risks related to our properties and operations.

Regarding our income, we substantially depend of our tenants, therefore our business can be adversely affected if a significant number of our tenants, or any of our main tenants, were unable to comply with their obligations resulting from their leases.

Our income comes from the rents of our properties. As a result, our performance depends on our ability to collect the Rent from our tenants and of the ability of our tenants to pay their rent. Our income and available funds to perform distributions could be negatively affected if a significant number of our tenants, or any of our main tenants delays the beginning of the lease, refuses to extend or renew the Lease Agreements, or do not pay the rent when they have to, or close their business or declare themselves in a bankruptcy proceeding. Furthermore, we could incur in additional substantial expenses, including lawsuits expenses and other related expenses, to protect our investment and lease our property again.

Some of our properties are occupied by a sole tenant, and as a result, the success thereof shall depend of the financial stability of such tenants. Our tenants could experience a decrease on their business, which could weaken its financial condition and have as a result that their impossibility to timely pay their rents or to overdue their leases, which may severely damage our performance.

The geographic concentration of our Properties in States of the Mexican Republic could make us vulnerable to an economic deceleration in certain regions, to other changes in the market conditions or to natural disasters in such areas, resulting in a diminishing in our income or negatively impacting the results of our operations.

As a result of the geographic concentration of our properties in certain States, we may be exposed to decelerations on this local economies, to other changes in the local real estate market and to natural disasters which might occur in this areas (such as hurricanes, floods, earthquakes, etc. If such adverse economic changes or other occurred in these states, our business, financial conditions, operations results, cash flow, price of our CBFIs, and our ability to make Cash Distributions to the Holders may be adversely affected.

The significant competence could impede increases on the occupancy of our Properties and the Rent levels and can decrease our investment opportunities.

We compete with a large number of owners, developers, Fibras, and industrial, offices and retail real estate operators in Mexico, many of them own similar properties to ours, in the same markets on which our properties are located. Our competitors might have substantial financial resources and can be able to or be willing to accept more risk that the one we can wisely handle. The competence can reduce the number of appropriate investment opportunities offered to us or increase the power of negotiation of property owners willing to sell. Furthermore, as a result, said competitors might have more flexibility than the one we have to offer concessions on the rents to attract tenants. If our competitors offer rents below the current market levels, or below the rents we currently collect from our tenants, we could lose existent or potential tenants and be in the necessity of reducing our rents below the currently collected or to offer substantial reductions on the rents, improvements to the tenants, early termination rights or renewal operations favorable for the tenant with the purpose of retaining them once the lease expires. If any of any of risks mentioned herein become a reality, our business, financial condition, operations results and cash flow, the price of our CBFIs, and our ability to make Cash Distributions to the Holders could be adversely affected.

If we are unable to renew our leases or to lease our vacant space, or if we were unable to lease our Properties on the current Rent levels or above them, our income of Rents could be affected.

We can offer no guaranty whatsoever that we will be able to keep our established or developing properties leased, in favorable terms or the totality of these areas. To the extent that our Properties or part thereof remain vacant for large periods of time, we could receive less income or we could not receive any income resulting from these properties, which could lead to less available cash to be distributed to the Holders. Additionally, the sale price of a property could decrease because the market value of a property depends mainly of the value of the leases of such property.

Our operative performance is subject to risks associated with the real estate industry in general.

The real estate investments are subject to several risks, flows, and cycles of value and demand, many of which go further of our control. Some events can decrease the cash available to make Distributions, as well as the value of our properties. These events include, without limitation:

- Adverse changes on local, national, or international economic and demographic conditions, such as the global economic decelerations;
- Vacancy or our inability to rent spaces in positive terms;
- Adverse changes on the financial conditions of the tenants and the property purchasers;
- Inability to collect the rents from the tenants;
- Changes on the Applicable Law and government policies;
- Competence of other investors in the real estate sector with significant capital, including other real estate funds, other FIBRA and institutional investment funds;
- Decreases on the demand level for spaces available for lease;
- Increases on the industrial, retail, and office spaces offer;
- Fluctuation on interest rates, which could adversely affect our ability or the ability of purchasers and tenants to obtain financing in positive conditions, and
- Increase of expenses, including, without limitation, insurance expenses, labor expenses, power prices, real estate appraisals, and other taxes and expenses to enforce the applicable law and government policies.

If we fail to manage the operation of our Properties to fulfill our financial expectations, our business and financial conditions, operations results, and cash flow, the price of our CBFIs, and our ability to make distribution and comply with any obligation of service of future debt, could be relevantly and adversely affected.

We depend on external financing sources to meet our capital needs.

We may not be able to finance our capital needs, including the required capital to perform investments, conclude developing projects, or to comply with our payment obligations.

Accordingly, we rely on external sources of capital, including financing and securities issue to fund future capital needs. The availability of financing is limited and the interest rates and general terms and conditions may be less competitive with those of countries such as the United States. In addition, the global economic slowdown has resulted in a capital environment characterized by limited availability, increasing costs and significant volatility. If we are unable to obtain needed funds on satisfactory terms, or at all, we may not be able to make the investments needed to expand our business, complete developing projects, or meet our obligations. Our access to capital depends upon a diversity of factors over which we have little or no control, including general market conditions, the market's perception of our current earnings, Cash Distributions and the market price of our CBFIs. We may waste attractive investment opportunities for growth in case we are unable to access the different financing sources on favorable terms.

Our ability to obtain financing through placement of securities may depend on several factors not related to us.

The availability of financing through the stock market depends, in part, of the price of the security to be placed, which also shall depend of several market conditions and other factors not related to us that could change from time to time, including:

- The interest level of the investor;
- Our ability to satisfy the distribution requirements applicable to the FIBRAS;
- The general reputation of the FIBRAS and the appeal of its securities compared with other securities, including those issued by other real estate companies;
- Our financial performance and the performance of our tenants;
- Reports from analysts about us and the Mexican real estate industry;
- Securities market general conditions, including changes in the interest rates; which could lead to future purchasers of our securities to demand a greater yield;
- Our inability to comply with the distribution policy, and
- Other factors such as compulsory government actions and changes in the Applicable Law.

Our inability to comply with the market expectations regarding future incomes and the delivery of Cash Distributions could equally adversely affect the market price of our securities, and as a result, the capital availability of resources from the stock market.

Our future financial arrangements may contain restrictive covenants regarding our operations, which could affect the distribution and operation policy, and our ability to obtain additional financing.

In the future we expect to acquire new financing that could include credit, debt, mortgages, construction credits and others. The respective agreements may include common obligations, that, among other things, could limit our ability to: (i) acquire assets or business or dispose of them; (ii) incur in more indebtedness; (iii) preference on debt payment over distributions, (iv) make capital expenses; (v) create real guarantees, (vi) execute leases, investments or acquisitions, (vii)

participate in merges or acquisitions, or (viii) in any other way, perform the activities provided by our Trust (including our ability to acquire investments, business, properties, or additional assets or to participate in certain control changes and assets sale transactions).

Our payment of financing obligations could adversely affect our operations results, could make it necessary to sell Assets, could put in danger our qualification as a FIBRA and could adversely affect our ability to make distributions and the market price of our CBFIs.

We have incurred and could continue incurring in debt, including guaranteed debt with Assets and other rights, in the future. To incur in debt submits us to certain risks, including the following:

- Our cash flow in operation can be insufficient to make the required payments of principal and interests;
- Our leverage can increase our vulnerability towards adverse economic and industry conditions;
- We can be required to give a substantial portion of our cash flow to the payment of our debt, decreasing the available cash to meet our obligations, including making Distributions;
- The terms of any financing could not be positive as the terms of the debt then in force, and
- The terms of our debt can limit our ability to make distributions and affect the market price of our CBFIs.

Any failure to comply with any of our obligations under the financings could imply payment of the mandatory advance of all or a portion of our indebtedness.

If we incurred in not insured or not insurable losses, or in losses that exceed our insurance coverage, we could be required to pay these losses, which could adversely affect us.

We have an insurance coverage for certain risks, including Property insurance, among others, against damages, accidents, and for interruption of the business. We do not have insurance for certain losses, including, but not limited to losses caused because of war or social disturbances. Certain kinds of losses cannot be insurable or can be insurable but not in an economic manner, like losses caused by disturbances or war. In case of a non-insured loss, we may be adversely affected. If such loss is insured, we could be required to pay a significant deductible over any claim for the recovery of said loss before the insurance company is compelled to reimburse the loss, or the amount of the loss could be higher than our coverage. Furthermore, future creditors could require this type of insurance, and our inability to get it could constitute a breach under the respective agreements. Additionally, we could reduce or cancel insurance for terrorism, earthquake, flood, and other in any or all of our properties in the future, if the insurance primes for any of these policies exceed, in our opinion, the value of the canceled coverage for the risk in question. In addition, if any of the insurance companies with whom we may have procured an insurance became insolvent, we could be required to replace the insurance coverage existent with another insurance company, adapted to rates potentially unfavorable and the collection of any claim of receiving our payment, would be on risk. If we incurred in non-insured losses or non-insurable, or in losses

above our current coverage, our business, financial conditions, operations results, cash flow, price of our CBFIs and our ability to make distributions could be adversely affected.

We could be unable to control our operation expenses or our expenses could remain constant or increase, even if our incomes do not decrease, adversely affecting our operation results.

The factors that could adversely affect our ability to control the operation expenses include the necessity to pay insurances and other operation expenses, including contributions, which could increase with time, the necessity to repair lease spaces and to periodically renew our Properties, the cost of fail to comply with the Applicable Law. If our operation expenses increase as a result of any of the factors hereinbefore, our operation results may be adversely affected.

The owning and operating expenses of a Real Estate are not necessarily reduced when circumstances such as market factors and competence produce a reduction in the income over said real estate. As a result, if the incomes decrease, we could not be able to reduce our expenses in a proportional way. The expenses associated with investments in real estate, such as taxes, insurance, loan payments, maintenance, will generally not be reduced even if one property is not completely occupied or if others circumstances make our profits decrease.

We could be required to make capital expenses to improve our Assets in order to keep and attract tenants, producing a decrease on the operation income and reducing the cash available for Distributions.

With the expiration of leases in our Assets, we could be required to make concessions to the rent or of other kind to the tenants, attend the remodeling requests and other improvements or to provide additional services to our tenants. As a result, we would have to make capital expenses or other significant expenses to retain tenants and attract new ones. Additionally, we would have to increase our capital resources to pay these expenses. If we are unable to make so or if the capital is not available, we could be unable to make the required expenses. This could result in the tenants not renewing their lease agreements or that we do not attract new tenants, which could diminish our operation income and reduce the cash for Distributions.

Our Assets can be subject to deterioration, which could have an adverse effect on our operation results.

The real estate and other assets are evaluated periodically to detect any possible deterioration. Some factors that could represent a sign of deterioration could be market conditions or tenants performance. If in the normal course of the operations, any of our Assets is determined to be deteriorated for extended duration, it could be necessary to make and adjustment on the valuation of the corresponding Assets, which could have a negative adverse effect on our operations results.

We could not be able to get the enough resources to comply with Capex requirements.

We could not have the enough resources to pay the pending works in the construction of the Assets, and necessary works for the good functioning and operation of the properties, or for deficiencies generated because of the bad quality on the performance of the works and used

materials, latent defects, as well as because any reason not attributable to the normal use and maintenance of the properties, which could cause a damage to such Assets.

Our operations are subject to the Applicable Law in environmental matters and we could incur in expenses that could have an adverse material effect on our operation results, resulting from any failure to comply any environmental provision.

Our operations are subject to the applicable law, including federal local and municipal regarding the environment. Under the environmental laws, the Mexican government has implemented a program to protect the environment with rules regarding ecologic planning, risk and environmental impact, air pollution, flora and fauna protection, rational use of natural resources, land pollution, etc. The federal and local authorities such as the Secretariat of Environmental and Natural Resources (SEMARNAT) and the National Water Commission (CONAGUA) and the local and municipal governments have the powers to file civil, administrative, and criminal actions against those companies who violate the applicable environmental laws and even can cancel a development which does not comply with them.

We anticipate that the regulation of our business operations in accordance with federal, state and local environmental laws and regulations will increase and become more restrictive over time. We cannot predict the effect, if any, that the adoption of additional or more restrictive environmental laws and regulations could have on our results of operations, cash flows, capital expenditure requirements or financial condition.

The compliance of laws, rules, and covenants applicable to our Assets, including permits, licenses, zoning, and environmental requirements could adversely affect our ability to make future acquisitions, developments, or renovations, which would generate significant costs or delays and adversely affect our growth strategy.

Our Assets are subject to several covenants, local laws, and mandatory requirements including permits and licenses. Local rulings, including local or municipal rulings, zoning restrictions and restrictive covenants could limit the use of our properties and could require us to get the authorization of local authorities or private community organizations at any time regarding our properties, even before acquiring or developing a property or when we develop or improve any of our properties. These restrictions could regard risk prevention requirements, against fires, security, etc. We cannot guarantee that the existing mandatory policies will not adversely affect us. Our growth strategy can be adversely and materially affected because of our inability to obtain permits, license, and zone authorizations, which could have an adverse material effect in our business, financial condition, and operation results.

We are subject to a maximum leverage limit and a debt service coverage ratio under the terms of the applicable law, which may limit our ability to get financing.

We are subject to a maximum limit of liabilities planned to be assumed with regard to total Trust assets, which in no event may it exceed 50% (fifty percent) of the carrying value of our total assets, calculated at the closing of the last quarter reported, under the terms of Article 7, section VII, paragraph a), item 5 of the Sole Issuers' Circular. Likewise, we are obliged to meet a debt service coverage ratio upon assuming any credit, loan, or financing charged to the Trust Estate.

Said coverage ratio may not be less than 1.0, under the terms of Article 7, section VII, paragraph a), Number 4.2 of the Sole Issuers' Circular. In any case, the level of indebtedness and the debt service coverage ratio must be calculated under the terms of Annex AA of the Sole Issuers' Circular and revealed under Article 35 Bis 1 of said circular.

If the maximum leverage limit is exceeded or if the debt service coverage ratio is less than 1.0, we may not assume any additional liabilities charged to the Trust Estate insofar as we adjust to the limit so specified, except in case of refinancing operations to extend the indebtedness maturity and our Technical Committee documents evidence of such situation. In any case, the result of said refinancing may not imply an increase in the level of indebtedness or a decrease in the debt service coverage ratio registered before said refinancing operation.

If the maximum leverage limit is exceeded or if the debt service coverage ratio is less than 1.0, our Manager is obliged to submit a report on such regards to the Holders' Meeting, as well as a corrective plan containing the form, terms, and, if applicable, the term to fulfill said limit. Likewise, if this risk factor materializes some other risk factors may be triggered, such as the impossibility to continue with our development and growth for lack of resources, which may negatively affect our performance and the delivery of Distributions to our Holders.

Therefore, the Issuer declares that the Trustee, the Trustor, or the Manager, as applicable, must adapt to the leverage level calculated as specified above, and shall comply with said debt service coverage ratio, as described.

We could be subject to the seizure of assets, pursuant to the Federal Asset Forfeiture Law (Ley Federal de Extinción de Dominio)

There is the risk inherent to the illicit acts commission in our Properties by our tenants pursuant to The Mexican Constitution, Section 22, that could cause the corresponding authorities to exercise the seizure of assets action of any of our Assets, pursuant to the Federal Asset Forfeiture Law; the foregoing even if no judgment has been issued in the respective criminal process determining the criminal liability, a rating by the court authority on the existence of any offences set forth in said Section 22 of the Constitution being sufficient as budget for the execution of the seizure action.

The inability to detect conducts related with money laundering that could result from the lease operations.

We could be unable to timely detect conducts or activities related with money laundering of our tenants related with the Lease Agreements, which could adversely affect our business and operations.

Requirement of information related to the Federal Law for the Prevention and Identification of Transactions with Illicit Resources (Ley Federal para la Prevención e Identificación de Operaciones con Recursos de Procedencia Ilícita).

Pursuant to the the Federal Law of Prevention and Identification of Operations with Resources from Illicit Origin, we could be subject to the fulfillment of several requirements and possible notices before fiscal authorities regarding the execution of the Lease Agreements, and

other vulnerable activities pursuant to said law. If we would fail to comply these requirements, we could be subject to economic penalties that could adversely affect our cash flow and operations.

Because we are a Mexican trust, with securities registered in the National Securities Registry (RNV for its acronym in Spanish), we are subject to the submission of financial statements and other requirements for which our financial and accountable systems, procedures, and controls could not be appropriately prepared.

As a trust with securities registered in the Mexican National Securities Registry (RNV for its acronym in Spanish), we incur in legal, accounting, and other significant expenses including expenses associated with requirements of submission of reports of a state and requirements of corporate government, including requirements under the Securities Market Law (LMV for its acronym in Spanish), the Internal Rules of the Mexican Stock Exchange (BMV for its acronym in Spanish) and the General Provisions applicable to the Securities Issuers and other participants of the stock market, including our transition in the submission of financial estates prepared according to the Financial Information International Rules issued by the Accounting International Rules Council. If we identify faults in our internal control regarding the submission of financial statements which we could not timely solve, we could be subject to be unlisted from the Mexican Stock Exchange (BMV for its acronym in Spanish), to an investigation by the National Banking and Securities Commission (CNBV for its acronym in Spanish) and to civil and criminal penalties. It could be mandatory for our management to solve any arising fault and we could not be able to timely solve such fault, and we could incur in significant additional expenses due the aforementioned. The faults in our internal control regarding the submission of financial statement could result in mistakes in our financial statements, for which we could be required to do them again, the could make us fail to comply with the obligations to submit the statements or they could make that the Holders lose their trust in our reported financial information, which could lead in a decrease on the price of our CBFIs or could affect our business, reputation, financial condition, etc.

We could be unable to complete the acquisition of Assets that could make our business grow, and even if we complete the acquisitions, we could be unable to successfully integrate and operate the acquired properties.

Our growth strategy includes the disciplined acquisition of assets as opportunities appear. Our ability to acquire assets in satisfactory terms, and integrate and operate them successfully is subject to the following risks:

- We could be unable to acquire the desired assets due to competence of other competitors in the real estate sector;
- We could acquire assets which do not give value to our results once acquired, and our Manager could not manage and successfully lease these properties to fulfill our expectations;
- The competence of other buyers can increase the purchase price of a desired asset;
- We could be unable to create enough cash resulting from our operations, or of obtaining the necessary financing to complete an acquisition, or if we can, the financing cannot be in satisfactory terms;

- We could have to expend more money than the provided to develop properties or to make improvements to the acquired properties;
- The covenants for the acquisition of assets are commonly subject to particular conditions previous its closure, including the finalization of the *due diligence*, and we can waste time and money in potential acquisitions that will not be consummated;
- The process to acquire or to look for a new asset acquisition can divert the attention of the directives of our Manager, on our existing business operations;
- We could be unable to integrate quickly and efficiently the new asset acquisition to our operations;
- The market conditions can lead to vacancy rates higher than expected and rent levels lower than expected, and
- We could acquire assets without incurring or incurring, solely in a limited basis, into liabilities, known or unknown, such as cleaning of environmental pollution, claims by tenants, sellers, or others against previous owners of the assets, and compensation claims by partners, senior manager, officers, and other compensated by the previous asset owners.

If we are not able to complete the asset acquisition in favorable terms, or if we do not achieve to integrate or operate the acquired assets to fulfill our goals or expectations, our business, financial condition, operation results and cash flow, our CBFi purchase prices, and our ability to make Distributions and to satisfy fulfill any obligations could be adversely affected.

Delays on the VAT return regarding the acquisition of properties could have a material adverse effect.

We are obliged to pay VAT regarding the acquisition of Assets. Pursuant to LIVA and the Federal Fiscal Code, the paid amounts for concept of VAT shall be returned by the fiscal authority within 40 business days as of the VAT return application. If such return delays, we could have an adverse effect in our cash flow financial condition operation results and Cash Distribution.

We could not be able to successfully expand our operations to new markets or sectors, which could adversely affect our income resulting from investments in those markets.

If the opportunity arises, we could explore acquisitions of properties in new markets or sectors in Mexico. Each of the applicable risks to our ability to acquire and successfully operate properties in our markets and sectors can also be applied to our ability to acquire and successfully operate properties in new markets and sectors. Besides these risks, we could not have the same level of knowledge of the dynamics and market conditions in a new market, which could adversely affect our ability to expand towards those markets or sectors, and operate therein. We could be unable to obtain a desired yield over our investments in new markets or sectors. If we are unsuccessful on the expansion to new markets or sectors, we could be adversely affected in our business, finances, cash flow, price of our CBFIs and ability to make distributions.

Our ability to dispose of our properties is limited by the first refusal and reversion rights, and these restrictions could difficult our liquidity and flexibility if the sales of these properties were required to generate capital or other purpose.

In order to qualify as a FIBRA, we are subject to several requirements, including the requirement of not alienating any real estate constructed or acquired by us during a term of at least four years as of the completion of the construction or the date on which the acquisition is performed, as applicable, in order to enjoy of the fiscal benefits attributable to such property. If we sell a property during this term, we would be subject to diverse fiscal consequences, which would make the sale less desirable. In order to maintain the fiscal benefits available for the FIBRAS, our Trusts provides that we cannot alienate any real estate constructed or acquired by us during a term of at least four years as of the completion of the construction or the date on which the acquisition is performed. Additionally, the original proprietors of the Initial Portfolio as provided by the corresponding Adhesion Agreement, have the Reversion Right regarding the contributed properties that can only be exercised if we decide to alienate a portion or all of the Initial Portfolio. Furthermore, the proprietor of any property that has been contributed or that will be contributed in the future, could have reversion rights regarding the properties contributed by them, as set forth in the adhesion agreements. According to these rights, the Joint Trustors could have the right to reacquire the real estate they had contributed to the Trust Estate, at a price decided by the majority of the Independent Members of our Technical Committee. Additionally, according to our Trust and the Adhesion Agreements regarding our Initial Portfolio, until the Relevant Joint Trustors, through the Control Trust keep their ownership of at least 15% (fifteen percent) of our circulating CBFIs, they shall have the first refusal to acquire any of our properties. According to these rights, if we decide to alienate any of our Properties, these persons shall have the right to acquire with the preemptive right and at the price decided by our Technical Committee and with the positive vote of the majority of the Independent Members, Some of our tenants, by agreement of by provision of law, have the right of first refusal to acquire the ownership of the real estate on lease if we decide to sell such property. Such right would be of first importance against the first refusal of the Relevant Joint Trustors and also could be of first importance regarding the Reversion Right of the Joint Trustors. These restrictions and rights could impede our ability to alienate properties and increase the cash quickly or in opportune moments.

We expect to be exposed to risks associated with the property development.

As part of our growing strategy and value generation, we expect to remain involved in development activities, and therefore, we are subject to certain risks including, without limitation:

- The availability and timely reception of zoning and other permits;
- The timely cost and completion of the construction, including unpredictable risks further than our control, such as climate or labor conditions, material scarcity, and construction invasions;
- The availability and financing price in satisfactory terms, and
- The ability to achieve an acceptable occupancy level when completed.

These risks may result in unforeseen delays or significant expenses and, under certain circumstances, they may impede the completion of some development projects once they have been commenced, any of which may generate an adverse effect.

The properties that we could acquire in the future could be subject to unknown obligations or obligations not revealed by the seller or our external Consultants which could affect the value and profitability thereof.

As part of the acquisition of other properties we can acquire in the future, we can assume existing liabilities, some of them could be unknown or not revealed by the seller or our external Consultants, or not quantifiable at the time of the acquisition. The unknown or unrevealed obligations could include responsibility for the cleaning or repair of environmental conditions, tenants claims, claims of seller or third parties which dealt with entities or properties before of the acquisition by us thereof, fiscal obligations, employment related matters, and accumulated obligations but not paid if incurred in them in the ordinary course of the business or otherwise, among others. If the magnitude of these unknown or unrevealed obligations is important, whether individually or jointly, they could have a material adverse effect on us.

We cannot guarantee our ability to make distributions in the future. We can use borrowed funds or funds from other sources to make distributions, which can have an adverse effect impact in our own operations.

We expect to continue making Cash Distributions to continue qualifying as FIBRA The LISR requires a FIBRA to annually distribute at least 95% of its Fiscal Results. To fulfill the requirements to qualify as a FIBRA, we expect to continue paying regular quarterly cash distribution equal to the 95% (ninety-five percent) of our fiscal results to the Holders. If our estate is insufficient to make Distributions, there is no obligation for us to make such payments.

All Distributions and Cash Distributions are made at the discretion of our Technical Committee and depend of our utilities, our financial condition, of the maintenance of our quality as a FIBRA, and of other factors that our Technical Committee can consider important from time to time. For the Technical Committee to agree a Distribution amount different to 95% (ninety-five percent) of the Trust's Fiscal Result, it shall require, additionally, the positive vote of the majority of the Independent Members. If a Distribution of less than 95% (ninety-five percent) of the Trust's Fiscal Result is agreed, the approval by the Holders' Meeting shall also be needed. We do not have other assets different from those that comprise our estate. We can be required to finance the working capital Distribution, net resources derived from Issues, or the sale of Assets in the extension on which the distributions surpass the profits or cash flows of the operations. Finally, the sale of assets could require us to dispose of assets in a moment or on a way not consequent with our distribution plan. If we requested a credit to finance Distributions our leverage index and interest expenses could rise, diminishing our profits and the available cash for the Distributions that we could have had. We could not be able to make Distributions in the future and we cannot assure that our distribution policy will not change on the future.

There is no guarantee of delivery of Distributions except for the resources that comprise the Trust Estate.

There is no guarantee of delivery of Distributions except for the resources that comprise the Trust Estate as provided by our Trust. The Trust Estate does not include any kind of mechanism which guarantees the delivery of the Distributions to the Holders. Neither us nor the Trustor, or the Joint Trustors, or the Manager, Consultant, or the Representation Services Companies, or the Common Representative, or any of their affiliates or subsidiaries, or the Placement Intermediaries shall be responsible of making the Distributions. Should the Trust Estate be insufficient to make all the Distributions, there is no obligation for the Trustor, Joint Trustors, the Manager, Consultant, Representation Services Companies, Common Representative, ours, or of any of their affiliates or subsidiaries, or of the Placement Intermediaries to make such Distributions.

We are a trust that is not a security trust, and the delivery of Distributions is not secured.

Our Trust is an agreement through which the Holders acquire the right to receive Distributions of the CBFIs with the liquid resources that form part of the Trust Estate. The recovery of an investment in our CBFIs is subject to the reception of enough funds resulting from investments in our Assets.

The property tax and possible improvements contributions may increase due to changes in the property tax rate or revaluation, which could have an adverse impact on our cash flows.

We are subject to payment of the property tax and, if any, possible improvement contributions over our Assets. The taxes over our properties can increase if the taxes rates change or if our properties are assessed or revalued by the competent authority. Therefore, the amount of the property tax that we could pay in the future could substantially differ from the amount paid over our properties in the past. If the property taxes and contributions increase, our ability to make Distributions could be adversely affected.

The co-investments that we perform could be adversely affected by our decision making lack of control, by our confidence in the financial conditions of our partners in co-investments and because of disputes between us and our partners in co-investments.

We can invest in assets jointly with third parties through partnerships, co-investments, or otherwise, acquire a non-majority participation or share the responsibility on the management of the matters of a property, co-inversion or other entity if we comply with our legal investment regime. The investments through partnerships, co-investments or other forms, under certain circumstances, could imply risks not present where a third party not involved, including the possibility that our partners in co-investments could fall into bankruptcy and could not finance its required contributions capital fees, take bad business decisions or block or delay the necessary decisions. The partners of our co-investments can have interests or economic goals or business goals which may be or may result incompatible with the ones of our business, and against our objectives or policies. These co-investments can also have the potential risks to get to dead points in the decisions, for example of alienation, because neither us nor our partners should have the total control. The disputes between us and our co-investment partners could lead to an arbitration proceeding or a lawsuit which would increase our expenses and impede that the members of our management staff focus their effort and time in our business. In consequence, the action or lack of it, by our co-investment partners or the conflicts with them could result in submitting our property

in the co-investment to an additional risk. Furthermore, it is possible that in certain circumstances, we suffer the consequences of the acts of our partners therein.

The expenses and interests over any debt can limit our available cash for Distributions.

Our existing debt has fixed and variable interest rates, and the debt on which we incur shall also have a variable or fixed rate. The higher interest rates could increase the requirements of debt service in our variable rate debt and could affect the distributions, as well as diminish the available funds for our operations and future business opportunities, or other purposes.

In the normal course of our business, we could be subject to lawsuits from time to time.

In the normal course of our business, we could be subject to lawsuits. We could also be exposed to lawsuits resulting from the activities carried out in our Properties by our tenants or its clients. The result of such processes could materially affect us and could inclusive continue during a long time. Any legal process could consume significant time of our senior manager and managers, and such time and attention could not be proportional to the amounts of the lawsuit. The acquisition, property, and alienation of real estate could expose us to certain lawsuit risks which could result in losses, some of them could be material. The lawsuit could be the result of activities which happened before the date we effectively acquire the property. The beginning of such legal process or an adverse result in any pendant lawsuit could have an adverse effect on our business, financial condition or operation results.

Risks related to our Manager, our Consultant, and the Representation Services Companies

We depend on our Consultant, our Manager, and F2 Services, S.C., as well as on its senior manager and staff for our success, and we could be unable to find an adequate replacement for them if our agreements expire or if the key personnel quits or is no longer available for us.

Our Manager is responsible of the daily management of our business. Our Consultant assists us in the creation and implementation of our investment and financing strategy, and F2 Services, S.C. carries out certain leasing, collection, invoicing services in our behalf. Therefore, we consider that our success significantly depends of the effort, experience, diligence, abilities and the business contacts network of the senior manager and key personnel of our Consultant, F2 Services, S.C. and our Manager. The departure of any of the senior manager or key personnel of our Consultant, F2 Services, or our Manager could have an adverse effect in our performance. Furthermore, we cannot guarantee that our Consultant, F2 Services and our Manager shall continue providing us their services or that we shall continue having access to the senior manager and professionals thereof. If the services providing agreements expire and we do not find the adequate replacements, we could not be able to carry out our business. Furthermore, some of the non-independent members of our Technical Committee are also directives of our Consultant, our Manager, and F2 Services or one of its Affiliates, and the majority of them have responsibilities and commitments additional to their responsibilities with us.

There are conflicts of interests regarding our Consultant and F2 Services, S.C., and its affiliates, and we cannot assure that our policies and procedures shall be the appropriate to attend all of the conflicts of interests that could arise, which may result in adverse consequences for the Holders.

We are subject to conflicts of interests that could arise regarding our Consultant and F2 Services, S.C. and its affiliates. Specifically, some non-independent members of our Technical Committee are also employees of our Consultant and of F2 Services, S.C. and its affiliates, and they have interests thereof. The agreements were negotiated between Related Persons and the terms thereof, including considerations and other payable amounts, could not be favorable to us as if negotiated with third parties non-affiliated or related. In the same way, some directives of our Consultant and of our Manager are Relevant Joint Trustors. We follow a similar strategy to the one of some Related Persons, and therefore we can compete with them for investment opportunities. As a result, there could be conflicts on the distribution of assets appropriate for us and for said Related Persons. Therefore, we have established certain policies and procedures to solve potential conflicts of interests. Pursuant to our Trust, the approving vote of the majority of the members of our Technical Committee and of the majority of Independent Members thereof is required before formalizing any agreement, transaction or relation with a Related Person, including our Consultant, our Manager, the Trustor, the Relevant Joint Trustors, the members of our Technical Committee, or any other person or party who could have a conflict of interests. Furthermore, to address the potential conflicts of interests which might appear when an investment opportunity is appropriate for us as well as for the Related Persons, pursuant to our Trust and Adhesion Agreements regarding our Initial Portfolio, the Relevant Joint Trustors agreed to entitle us to participate in any investment opportunity in real estate that may arise and that meets the Eligibility Criteria, in the extent that said opportunity is appropriate for us, provided that the Control Trust holds at least 15% (fifteen percent) of the total circulating CBFIs.

Additionally, pursuant to our Trust and the Adhesion Agreements related with our Initial Portfolio, the Relevant Joint Trustors have First Refusal Rights regarding all of our properties and pursuant our Trust and the respective Adhesion Agreements, the Joint Trustors shall have Reversion rights regarding the properties that they contributed to the Trust Estate. As a result of this right, if we decide, for any reason, including the expiration of the Trust, to sell any Property contributed to our Trust, the contributors shall have the right to reacquire the ownership of the property they contributed with. If the Holders of these Reversion Rights and first refusal, exercise their rights to acquire or reacquire a Property we own, such transaction shall be subject to the prior approval of our Technical Committee, including the positive vote of at least the majority of the Independent Members of our Technical Committee. We cannot assure that our policies and procedures shall be the appropriate to attend all the conflicts of interests that could arise.

We may fail to comply with the agreements executed due to conflict of interests with some of our members of the Technical Committee.

Messrs. Moisés El-Mann Arazí, André El-Mann Arazí, Isidoro Attié Laniado, Max El-Mann Arazí and Abude Attié Dayán, all of them proprietary members of our Technical Committee, have interests on the properties we acquired in the formation transactions and formalized Adhesion Agreements and other alienation agreement with us regarding these acquisitions, which according to the provisions therein, received as consideration for their contribution CBFIs or cash, as applicable. Furthermore, some of these persons are partners of our Manager, our Consultant and of F2 Services, S.C. Regarding our Initial Offer at the beginning of 2011 and our formation transactions, we formalized the Representation Services Agreement with F2 Services, S.C., the Management Agreement with our Manager and the Planning Consulting Agreement with our Consultant according to which we pay to all of them the corresponding professional fees. The

Adhesion Agreement Terms and other alienation agreements according to which we acquired properties that comprise our Portfolio, as well as the terms in the services providing agreements aforementioned, were negotiated between Related Persons and we may not exercise total or partially our rights as set forth by these agreements due to our desire to keep a relation with our Consultant, our Manager, F2 Services, S.C., and with certain members of our Technical Committee who have interests in the partnerships with which we have executed said agreements, given their knowledge and experience in our business, their relation with our clients and the significant possession of our CBFIs.

The Management Agreement, the Representation Services Agreement, and the Planning Consulting Agreement were negotiated between Related Persons and the terms thereof could not be favorable to us as if negotiated with non-affiliated or related third parties.

Some non-independent members of our Technical Committee are also senior manager or shareholders of our Manager, our Consultant or the representation services companies. The Planning Consulting Agreement executed with our Consultant, the representation services agreement executed with F2 Services, S.C., and the Management agreements executed with our manager were negotiated between Related Persons and the terms thereof, including payable fees, could not be favorable to us as if negotiated with third parties non-affiliated or related.

Risks Related to our organization and structure

The tax regime applicable to the FIBRAS has been evolving, it is subject to amendments and there cannot be any guaranty that laws and rules regarding the FIBRAS and any other related construction, shall not change in such way which adversely affect us.

The tax regime applicable to the FIBRAS has been evolving, and there may not be any guarantee that the applicable law to the FIBRAS will not be amended in the future, or that the competent fiscal authorities issue more specific rules or different regarding the requirements to qualify as FIBRA or that they will not change in a way that adversely affects our operations. To the extent on which the fiscal authorities provide us more specific rules or change the requirements to qualify as FIBRA, we could be required to adjust our operation strategy to adjust to such amendments. Any new rule or legislation or any change to the existing legislation could inhibit our ability to continue with our business. If we were unable to keep our regime as a FIBRA, among other things we could be required to change the way on which we perform our operations, which could adversely affect us.

The fiscal consequences for the Joint Trustors or for any other person who has contributed or will contribute any of many of the properties of the Trust Estate, resulting from the sale of the properties that they have contributed to the Trust Estate, could make their interests to differ from the interests of other Holders.

The Joint Trustors or any other person who has contributed or will contribute any of many of the properties of the Trust Estate, shall have fiscal consequences resulting from the alienation of Assets which they could have contributed to the Trust Estate. The Income Tax (ISR for its acronym in Spanish) generated with the contribution of such properties to the FIBRA was initially deferred, but for the case of the Income Tax (ISR for its acronym in Spanish), it shall be eventually

paid by the proprietors of such properties in case of the following events: (i) The FIBRA alienates the Contributed property, or (ii) the Joint Trustor alienates the CBFIs given as consideration for the contribution of the Real Estate of its property. In consequence, different goals could be generated regarding the appropriate price, the opportunity another material terms of any sale of any property and therefore such proprietors could exercise their influence over our business by trying to delay, extend or avoid a transaction which in other way could be for the best interest of the Holders.

The senior manager of our Consultant, which are also senior manager of our Manager, have external business and investment interests, which could potentially distract their time and attention from us.

The member of the management staff of our Consultant, who are also senior manager of our Manager, have interests in different business including obligations of management related with certain entities which are not contributing or have not been acquired by us. The presence of interests in external business can represent a conflict, because they could be distracted, as director of the management staff of our Consultant, from dedicating time and attention to our businesses and matters, and, as a result, our business could be affected.

The Relevant Joint Trustors through the Control Trust, have significant influence over our matters, which could generate potential conflict of interests with the Holders.

The Control Trust is controlled by its technical committee, integrated by Moisés El-Mann Arazi, André El-Mann Arazi, Isidoro Attié Laniado, Abude Attié Dayán and Max El-Mann Arazi. Pursuant to the provisions of the Trust, the Relevant Joint Trustors, through the Control Trust have the power to appoint the majority of the members of our Technical Committee, and while they maintain the ownership of 15% (fifteen percent) or more of the circulating CBFIs, they have the power to control some of our activities which require the authorization of the Holders who represent more than 85% (eighty-five percent) of the circulating CBFIs, including without limitation, amendments to certain clauses of the Trust, the discharge of our Consultant or of F2 Services without a discharge behavior, the approval of important corporate transactions such as the liquidation of our assets, the termination of the Trust and the un-listing of our CBFIs of the Mexican National Securities Registry (RNV for its acronym in Spanish), in any case, without taking into account other Holders to believe that those are not the best decisions. Furthermore, some of these individuals are members of our Technical Committee.

The ability of the Joint Trustors to sell their CBFIs and the speculation regarding these possible sales could adversely affect the market price of our CBFIs.

Our Consultant's executives, the members of our Technical Committee, and the El-Mann Family and Attié Family members have, from time to time, agreed on restriction periods for the alienation of CBFIs held by them or of any security convertible or exchangeable for CBFIs or that may be performed in the future. As far as these individuals continue representing a significant property whit us, the liquidity and price of our CBFIs could be adversely affected. Furthermore, the speculation by the press, securities market analysts, Holders and others regarding their intention of getting rid of their CBFIs could adversely affect the price of our CBFIs. In

consequence, our CBFIs could have a lesser value than if the value they could have if these persons did not have a significant participation among us.

Our Technical Committee could change some of our policies without the Holder's approval.

According to our Trust, our distribution policies, and our policies regarding other activities, including growth, debt, capitalization and operations, are determined by our Technical Committee. In some circumstances, these policies can be modified or revised at any time by election of our Technical Committee without the approval of the Holders' Meeting. Any amendment to these policies could entail an adverse effect.

Risks related with stock markets and the possession of our CBFIs

The historic performance of the management staff of our Consultant may not be indicative of our future results or of an investment on our CBFIs.

The past performance of the management staff of our Consultant does not pretend to be indicative of the returns that we or our Consultant could obtain in the future, nor a guarantee or prediction that it would happen so. This is especially true for us because we operate as a FIBRA with CBFIs registered in the Mexican National Securities Registry (RNV for its acronym in Spanish) and we are required to comply with some mandatory requirements regarding the trusts with securities registered in the Mexican National Securities Registry (RNV for its acronym in Spanish), as well as the requirements for the FIBRAS provided in Income Tax Law (LISR for its acronym in Spanish) and other applicable legal provisions, highly technical and complicated. Therefore, we cannot offer any guaranty that the directive staff of our Consultant shall reproduce its historic performance. Our utilities may be substantially lower than the utilities obtained by them in their previous business.

The future sales of our CBFIs could dissolve the existing Holders, which could adversely affect the price of our CBFIs.

The sale of substantial amounts of our CBFIs in the market or the perception that these sales could occur, shall adversely affect the price of our CBFIs. The exercise of over-assignment options in the Issues, the Issue of our CBFIs regarding the acquisition of Assets and other Issues of our CBFIs could dissolve the possession of our Holders and have an adverse effect on the price of our CBFIs.

It is probable that in the future we continue issuing CBFIs as the payment for the consideration of the contribution of Assets to the Trust Estate, as well as for the payment of the professional fees of our Consultant, as agreed by our Technical Committee.

According to the provisions of our Trust, our Technical Committee has the power to issue CBFIs that could be used to pay the consideration for the contribution of Assets to the Trust Estate, and even for the payment of professional fees, including the ones of our Consultant. According to the existing conditions at the time, it is probable that the additional CBFIs issues occur. On the other hand, if in the future we perform subsequent placements, new CBFIs will be issued, this shall not imply the preemptive acquisition right by our previous Holders, therefore they shall not have

the right to subscribe a proportional or preferential (or any other) amount of CBFIs to keep their possession percentage. The final result is a possible dissolution of the participation of the existing Holders in the total amount of circulating CBFIs as well as a possible depreciation in the price of our CBFIs due to the issues of additional CBFIs.

Future debt offerings or securities preferential to our CBFIs may limit our operational and financial flexibility and may adversely affect the price of our CBFIs as well as diminish their value.

If we decide to issue preferential debt or securities to our CBFIs or we incur indebtedness, it is possible that these securities or financings are governed by covenants that limit our operative flexibility and our ability to make distributions. Additionally, any convertible or exchangeable security issued in the future could have rights, preferences, and privileges, even regarding Distributions, more favorable than the ones of our CBFIs and could lead to the dissolution of our Holders. Due to our decision to issue debt or securities in any future offer or to incur in indebtedness shall depend on the market conditions and other factors not in our control, we cannot predict or estimate the amount, opportunity or nature of our security offerings of future financings, any of such could diminish the price of our CBFIs and reduce the value thereof.

The increases of the interest rates could lead to a diminishing on the value of our CBFIs.

One of the factors that has influence over the price of our CBFIs is the payment of Distributions produced by our CBFIs (as percentage of the price of CBFIs), regarding the interest rates. An increase in the interest rates could lead potential purchasers of our CBFIs to wait for a higher cash distribution, and if we were unable to pay for it, the price of our CBFIs could be affected.

The price of our CBFIs could be adversely affected by our level of Cash Distributions.

The market perception of our growth potential and delivery of cash distribution, of operations, sales or refinancing, as well as the price in the real estate market of security assets, could make our CBFIs to be negotiated in prices different than our net asset value per CBFIs. In order to continue qualifying as a FIBRA, the Income Tax Law (LISR for its acronym in Spanish) requires a FIBRA to annually distribute at least 95% (ninety-five percent) of its Fiscal Results. If we withhold the operation cash flow for investment purposes work capital reserves or other purposes, these withheld funds, if they do increase the value of our security assets, they may not increase in the same way the price of our CBFIs. Our failure in the fulfillment of the market expectations regarding profits and Cash Distributions or futures could adversely affect the price of our CBFIs.

The price of our CBFIs after future CBFIs offerings could be lower than the respective offer price and the price of our CBFIs could be volatile or could diminish without caring about our performance in the operation. Additionally, an active market in the stock exchange could not be maintained after any issue.

We may not guarantee that an active secondary market shall be developed or that it shall be maintained or that our CBFIs are to be traded at offer price or above it for a certain issue. The offer price is generally determined through an agreement between us and the respective Placing

Intermediaries, but we may not guarantee that our CBFIs are not to be traded below the offer price determined for each offer in the future. The value of our CBFIs may be adversely affected by the general market conditions, including the level on which a secondary market is developed or for our CBFIs after each offer, the level of interest of the investors in us, the general reputation of the FIBRAS and the appeal of their securities compared with other securities (including ownerships issued by other real estate companies), our financial performance and the general conditions of the stock market. Some of the factors that could negatively affect, or could produce fluctuations on the price of our CBFIs, include:

- Real or predicted changes in our quarterly operative results;
- Changes in our estimated profits or the publication of investigation reports regarding us or the real estate industry;
- Increases on the interest rates, which could lead the purchasers of our CBFIs to require a higher Cash Distribution;
- Adverse reaction of the market to any indebtedness on which we could incur in the future;
- The hiring or quitting of key personnel of our Manager, our Consultant, or the Representation Services Companies;
- Speculation in the press and in the investment community, and the publishing of Relevant Events;
- Changes on the accountable principles, and
- The approval of the legislation or other developments of rulings which adversely affect us, our industry, or the FIBRAS.

If the security analysts do not publish reports about our business, or if they diminish their recommendation regarding the investment in our CBFIs, or of our sector, the price of our CBFIs could decrease.

The stock market for our CBFIs is supported in part in the investigation and information published by the financial analysts or of the industry about us or our business. We do not have any control over them. Furthermore, if one or more of the analysts diminish their recommendation regarding the investment in our CBFIs or our industry, or of the securities of any of our competitors, the price of our CBFIs could decrease. If one or more analysts stop covering us we could lose attention from the market, which could also make the price of our CBFIs decrease.

Our Trust limits the ability of the foreign Holders of our CBFIs to request the protection of the governments regarding their rights as Holders.

Pursuant to our Trust, the foreign Holders must be treated as Mexican Holders regarding their possession and it is considered that they have agreed not to request the protection of their government. Our Trust and CBFIs provide that any legal action regarding the execution, construction or performance of our Trust, shall be ruled by the Mexican legislation and only the Mexican courts shall be competent. As a result, it is not possible for the foreign Holders of our CBFIs to enforce their rights as Holders under our Trust before other courts than Mexican courts.

No credit rating for the Issue is required.

Since they are not a debt instrument, our CBFIs do not require an opinion by any securities rating institution regarding the credit quality of the Issue. Therefore, the investors must perform a particular analysis of the information provided herein; so we recommend that potential investors consult any qualified investment Consultants regarding the investment in our CBFIs.

Risks Related to Mexico

The economic, politic, and social conditions could adversely affect our business.

We are organized in Mexico and all of our assets and operations are located in Mexico. As a result, we are subject to politic, economic, legal, and obligatory risks specific for Mexico, including the general condition of the real estate industry in the country, and of the Mexican economy, the Peso devaluation compared with the Dollar, the Mexican inflation, the interest rates, rules, taxes and confiscatory rules, expropriation, political and social instability, economic and social development in Mexico. Many countries in Latin America, including Mexico, have suffered important economic, politic and social crisis in the past, and these events could happen again in the future. The instability in the region has been caused by many different factors, including:

- Important government influence over local economy;
- Important fluctuations on the economic growth;
- High inflation levels;
- Changes on currency values;
- Change control or restrictions on the expatriation of profits;
- High domestic interest rates;
- Salary and prices control;
- Changes in the government economic or fiscal policies;
- Imposition of commercial barriers;
- Unexpected changes in the rules, and
- General politic, social, and economic instability.

We may not guarantee that the future development in the economic, social or politic environment, over which we do not have any control, will not have a material adverse effect on our business, on the operations results, on the financial conditions, or that they will not negatively affect our CBFIs.

The Mexican government has exercised and continues exercising important influence over the Mexican economy. The changes in the government policies could negatively affect the results of our operations and our financial condition.

The Mexican federal government has exercised and continues to exercise important influence over the Mexican economy. Therefore, the federal government actions and policies

regarding the economy, local companies controlled by the state, financed or with government influence, could have a significant impact over private entities in general and over us in particular, and over the market conditions, prices and returns in Mexican securities. In the past, the Mexican government has been involved of the local economy and sometimes has performed important changes in policies and rulings, which could happen in the future. These actions to control the inflation and other rulings and policies have involved, among others measures, increase on interest rates, fiscal policies changes, price controls, devaluation of the currency, capital controls, limits to imports, and other actions. Our business, financial condition, operation results, and Distributions could be negatively affected by the changes in policies and rulings involving or affecting the Trust Estate, our management, our operations, and our tax regime. We cannot guarantee that the changes in the federal government policies shall not negatively affect our business, operations results, or financial conditions. The fiscal legislation in Mexico is subject to constant changes and we cannot guarantee that the Mexican government shall not change it or any of its existing policies in the politic, social, economic, or other environment which changes could have an a material adverse effect on our business, on the operations results, on the financial conditions or that they will not negatively affect our CBFIs prices.

The adverse economic conditions in Mexico could negatively affect our financial position as well as our financial operation results.

The results of our operations depend of the economic conditions in Mexico, such conditions feature unstable exchange rates, inflation high levels, high interest rates, economic contracting, international capital flow decrease, liquidity decrease on the banking sector, high unemployment rates, and reduced confidence of the investor, among other things. As a result, our business, financial position, and operation results could be adversely affected by the economy general conditions, prices instability, inflation, interest rates, rulings, fiscal loads, social instability, and other politic, social, and economic developments in the country, over which we do not have any control.

In the past, Mexico has experienced long terms of weak economic conditions. We cannot assure that such conditions are not coming back or that this conditions shall not have a material and adverse effect in our business, financial position, or operation results.

The diminishing in the growth rates of the local economies where our Properties are located, negative growth terms and/or inflation or interest rates increases could cause a decrease on the demand by our tenants regarding our Properties. Because a great percentage of our expenses and fixed costs, we could not be able to reduce costs and expenses if any of these events happen, and our profit frames could decrease as a result of this.

Fluctuations on the Peso value versus the Dollar could have an adverse effect over our financial position and operations results.

Because substantially all of our income is currently and shall continue being in Pesos, and part of our future debt could be in Dollars, if the value of the Peso diminishes versus the Dollar, our financing cost could increase. Furthermore, the devaluation or depreciation of the Peso could increase in Pesos terms the amount of our liabilities in foreign currency, negatively affecting our operation results.

From time to time, the Bank of Mexico can participate in the foreign currency market to minimize the volatility and support an organized market. The Bank of Mexico and the Mexican government have also promoted mechanisms based on the market in order to stabilize the foreign currency exchange rates and provide liquidity to the exchange market, for example, publicly using agreements of off-exchange derivatives and negotiated futures agreements in the Chicago Mercantile Exchange. However, currently, the Peso is subject to important fluctuations versus the Dollar, and it can be subject to this fluctuations in the future.

The currency exchange fluctuations could adversely affect our ability to acquire assets in other currencies and could also adversely affect the performance of the investments in these assets. Because the assets can be purchased with Pesos and the income can be payable in Pesos, the value of these assets in Dollars could be favorable or not favorable affected because of changes on the exchange rates, conversion expenses, and change control rules. Therefore, the amount of our Cash Distributions, as well as the value in Dollars of our investments, could be adversely affected as a consequence of decreases on the Peso value on regards of the Dollar.

The Mexican peso severe devaluations or depreciations can also give as a result the interruption of the international currency exchange markets. This could limit our ability to transfer or to convert Pesos to Dollars and other currencies, for example, in order to make timely payments of the interest and capital of our securities, and of any debt in Dollars on which we could incur in the future, and it could have an adverse effect in our financial position, operation results, and cash flows in future periods, for example, increasing in Pesos the amount of our obligations in foreign currency and the default rate among our moneylenders. Although the Mexican government does not currently restrict the right or ability of Mexicans or foreign individuals or entities to convert Pesos in Dollars or to transfer other currency abroad Mexico, and for many years it has not do so, Mexican government could establish restrictive policies regarding exchange control in the future. The effect of any exchange control measure taken by the Mexican government regarding the Mexican economy, cannot be predicted.

We could incur in losses due to leases in Dollars.

We cannot assure the ability to receive payments in Dollars of the amounts our debtors owe us in Dollars because as provided by the Monetary Law of Mexico, the obligations of paying to any Mexican or foreign corporation or individual in Mexico in a foreign currency, either by agreement or as compliance to a judicial sentence, can be fulfilled in Pesos in the exchange rate for Pesos effective at the time and place of payment. Thereof, pursuant by the Monetary Law of Mexico, we could be obliged to receive payments for obligations in Dollars, in Pesos.

We are a Mexican trust and all of our assets and operations are located in Mexico. Therefore, we are subject to politic, economic, legal, and obligatory risks specific for Mexico and the real estate industry in this country.

We are organized in Mexico and all of our assets and operations are located in Mexico. As a result, we are subject to politic, economic, legal, and obligatory risks specific for Mexico, including the general condition of the real estate industry in the country, and the Mexican economy, the Peso devaluation compared with the Dollar, the Mexican inflation, the interest rates,

rules, taxes and confiscatory rules, expropriation, political and social instability, economic and social development in Mexico.

The inflation in Mexico, along with government measures to control the inflation, could have an adverse effect on our investments.

The high inflation indexes could adversely affect our business, financial condition, and operation results. If Mexico experiences a high inflation level again in the future, we could not be able to adjust the prices we charge our tenants in order to compensate its negative effects.

The increases on the Rent levels for our Assets are usually linked to inflation. For leases in Pesos, the increase is usually based on the increases reflected on the official Mexican Consumer Price Index, which is based on the increase of certain predetermined elements included in the index, which are limited and are mainly referred to items required to fulfill the basic requirements of a family, many of which are subsidized or controlled by the government. As a result of the aforementioned, this index could not reflect on an exact manner the real inflation. Additionally, the increases on the Rent levels for our Assets are annualized, and, therefore, the adjustments on the Rent due to inflation could not have effect until the following year. In consequence, the Rent adjustments based on the Mexican inflation can be deferred and cannot coincide with the real inflation. The Rent increases under our leases in Dollars are usually established regarding the inflation in the United States, which has been traditionally lower than the Mexican inflation, and therefore, it could be not enough to fulfill the real increase in the expenses.

Politic conditions in Mexico could have an adverse effect in our operations.

Politic events in Mexico can significantly affect the Mexican economic policy, and in consequence, our operations. Politic disagreements between executive and legislative powers could impede the timely implementation of economic and politic reforms, which could cause an adverse material effect on the Mexican economic policy and in our business. It is also possible that the politic uncertainty could adversely affect the economic situation in Mexico. We cannot guarantee that the Mexican politic events, over which we do not have any control, will not have an adverse effect over our financial conditions or our operation results.

Additionally, it should be considered that the politic events in Mexico can significantly affect the market conditions, including the parity of the Peso on regards to other currencies, the general condition of the real estate industry in Mexico and of the Mexican economy, the inflation, interest rates, ruling, taxes, and confiscatory rulings, expropriation, social and politic instability, social and economic development, all of which could directly affect our operations. We cannot assure that the politic events in Mexico, over which we do not have any control, will not have an adverse effect in our business, financial situation, or operation results.

Mexico has experienced an increase period on the criminal activity, which could affect our operations.

Mexico has experienced a period of criminal activity increase, mainly as a result of the organized crime. These activities, their possible increase, and the violence associated with such activities, could have a negative impact in the environment of our business in certain places where we operate and therefore, our financial condition and operation results could be adversely affected.

Real estate developments in other countries could adversely affect Mexican economy, the value of our CBFIs, and our operation results.

Mexican economy and market value of Mexican corporations in variable grades, could be affected due to economic and market conditions in other countries, in emerging markets, and in the United States. Although economic conditions in other countries, in emerging markets, and in the United States can significantly differ from the economic conditions in Mexico, investors reactions towards the development in other countries could have an adverse effect on the value of the titles of Mexican issuers or of Mexican assets.

Furthermore, economic conditions in Mexico are highly related with economic conditions in the United States as a result of the North American Free Trade Agreement or NAFTA, and an increase on the economic activity between both countries. We cannot guarantee that events in other countries with emergent markets, in the United States or elsewhere will not adversely affect our business, financial position, and operation results.

High interest rates in Mexico could increase our financial expenses.

Historically, Mexico has experienced high interest rates, real and nominal. In consequence, if we incur in debt in Pesos in the future, such debt could have high interest rates.

We are subject to different accounting principles and information disclosure compared with corporations in other countries.

One of the main objectives of stock market laws in Mexico, United States, and other countries, is to promote the disclosure of information on a complete and fair manner of all the corporate information, including the accounting information. However, there could be less or different public information available regarding foreign securities issuers compared to the information commonly published by securities issuers listed in the United States. We are subject to obligations related with the delivery of reports regarding our CBFIs to be issued in Mexico. Information disclosure principles imposed by the BMV could be different to those imposed by the stock markets of other countries or regions such as those in the United States. As a result of the aforementioned, the level of available information could not correspond to the one the foreign investors are used to receive. Additionally, accountable principles and information requirements in Mexico are different from those in the United States. Particularly, as of the first quarter of 2012, we started to report our combined financial statements in accordance to the International Financing Report Standards or IFRS, which differ from the U.S. GAAP in many ways. Some items on the financial statements of a corporation, prepared in accordance with the IFRS could not reflect its financial position or operation result in the same way as if they would be prepared in accordance with the U.S. GAAP.

It could be difficult for us to execute claims in Mexico and to enforce our rights under some resolutions and/or arbitration awards.

It could be difficult to execute judicial sentences in Mexico. Furthermore, as we win a sentence but it is required to execute its compliance in court, we cannot assure that such court shall enforce such judicial resolution, since it does not depend of us. There are many and detailed requirements to enforce absolute sentences against Mexican or foreign entities in Mexico or

against individuals won by us abroad, which makes difficult to enforce such sentences. Additionally, it could be difficult for us to enforce arbitral awards in Mexico because they must be validated in Mexican courts, they must comply with some minimum requirements, and sometimes are subject to challenges. Additionally, litigations in Mexican courts are usually long processes and can be expensive due to different defenses and particular motions of the Mexican judicial system.

It could be difficult to enforce civil liability against us, against members of our Technical Committee, against our Consultant, or its senior manager.

We are a Financial Trust organized under the laws of Mexico. All members of our Technical Committee and the senior manager of our Consultant, our Manager and Representation Service Firms reside in Mexico, and substantially all the assets of these people are located Mexico. In addition, all of our Assets are located in Mexico. Because of the above, the liability must be exercised in accordance with the applicable law.

(c) Information about Fibras

General Data

A Trust Fund for Investment in Real Estate (FIBRA- MEXICAN REIT-), is a trust set up under Mexican law, taking as a fiduciary a lending Mexican institution that issues Real Estate Trust Stock Certificates (CBFIs). The Fibras have their background in real estate REITs in the United States, initiated in the sixties. The legal framework for its constitution in Mexico began a decade ago and its listing in the stock market was born in 2011, its primary purpose is the acquisition or construction of real estate that are destined for the lease (and its possible future sale) and the provision of funding, using as collateral the buildings. The FIBRA is the issuer vehicle of our CBFIs.

The FIBRAS, as any other public company, must comply with all the obligations applicable to broadcasters of values in the MEXICAN STOCK EXCHANGE.

The tax regime for a FIBRA is the following:

- It is determined the outcome of the fiscal year of the FIBRA as if it were an entity.
- The FIBRA must annually distribute at least 95% of its fiscal result.
- The distributable fiscal result of the fiscal year shall be divided between the number of certificates issued by the FIBRA.
- The FIBRA shall not make interim payments of ISR during the fiscal year.
- A withholding tax of 30% is applied on the amount of the fiscal result to be distributed in favor of the holders, unless they are exempt from the payment of income tax on that income, for example, pension funds Mexican or foreign.
- If the FIBRA pays amounts higher than the fiscal result obtained, the surplus is considered a capital repayment in favor of holding investors.

Major benefits of the investment in a FIBRA with regard to other certain investments

The main benefits of investing on a FIBRA (regarding other investments) are:

- A performance cash compared to other investments, due to the distribution requirements of 95% percent of the Fiscal Result;
- The potential for capital appreciation of the CBFIs in line with the increase in the value of our Assets;
- Easy access to Mexican real estate market with minimal investment and through an instrument that is considered liquid;
- A broad diversification with respect to the exposure by geographical area, type of property, number of tenants, and economic sectors where participating tenants;
- The FIBRAS could serve as vehicles for attracting foreign investment to Mexico, and
- Applicable tax advantages.

The FIBRAS promote the development of the Real Estate Mexican market, offering a means of access to this market to institutional investors, to serve as a source of liquidity for developers and investors, and contributing to the diversification of risks for the same real estate.

We believe that a FIBRA with securities in the Mexican Stock Exchange has various benefits for certain investors, derived from the provisions of laws in taxation such as not being subject to the ISR in certain circumstances and to prevent such investors are subject to a tax with respect to transactions involving in the secondary market for our CBFIs. For more detailed information, see “*Tax Regime and Taxes.*”

Negotiation of our CBFIs

Our CBFIs are quoted on a platform of the Mexican Stock Exchange called MoNeT, under the segment of variable income, section I, which refers to shares and other negotiable instruments which represent capital (included CBFIs issued by a FIBRA.) As a result, our CBFIs are negotiated with the same system under the same operation rules applicable to the shares of publicly-traded companies which trade in the Mexican Stock Exchange.

The placement of our CBFIs is carried out using the mechanisms of negotiation provided by the Mexican Stock Exchange and may qualify to have a trainer designated market. We believe that our CBFIs shall not be subject to certain rules that apply to the ordinary shares, such as the rules of operation with minimum, which must be met to maintain the registry, or have a minimum number of tenants.

Relevant Debtors

There are no debtors of the Trust.

Other third parties obliged with the Trust or the Holders

There are no third parties obliged with our Trust or with the CBFIs, such as guarantors, third party guarantors, counterparts in financial transactions resulting of or of coverage or credit supports. Notwithstanding the foregoing, our Trust may, from time to time, execute financial operations derived from coverage.

d) Public Documents

Pursuant to our Trust, we shall provide the respective common representative with notice of meeting to be held by any holders of securities issued or to be issued by us, reports, and communications which are generally available for the holders of said securities.

CBFIs and CBs investors willing to do so, may refer to this document as well as to the public documents that have been handed over to the National Banking and Securities Commission (CNBV for its acronym in Spanish) and the Mexican Stock Exchange as part of the application for the registration of the CBFIs and CBs in the Stock National Registry and of its listing before the Mexican Stock Exchange. This information is available to the public in the Information Center of the Mexican Stock Exchange, which is located in the Stock Center, Paseo de la Reforma 255, Colonia Cuauhtémoc, 06500 Mexico, D. F., as well as in the page of Internet of the Mexican Stock Exchange at www.bmv.com.mx or in the Website of the CNBV at www.cnbv.gob.mx.

At the request of any investor a copy of this information shall be provided through a written document to the attention of Jorge Humberto Pigeon Solórzano, responsible for the area of investor relations for the radio station, with domicile in Antonio Dovalí Jaime Not 70 Zedec Santa Fe, Mexico D. F. 01210 with phone number (55) 4170 7070 or to the email investor@fibrauno.mx/jpigeon@fibrauno.mx. Our main office is located at Antonio Dovalí Jaime No. 70, Tower B, Floor 11, Col. Santa Fe Zedec, C. P. 01210, México D. F. Our phone number is (55) 4170 7070. Our website is www.fibra-uno.com.

Any Holder who proves its quality as Holder with a banking account dated no longer than 60 (sixty) Days before, issued by a financial institution, shall be able to request to the Common Representative of the CBFIs and CBs, copy of any information the Common Representative has received according to the Trust, for which the Holder shall be directed to the corporate offices of the Common Representative of the CBFIs and CBs located in Paseo de la Reforma, número 115, Piso 23, Colonia Lomas de Chapultepec, Delegación Miguel Hidalgo, C.P. 11000, México D.F., México, to the attention of Mónica Jiménez Labora Sarabia.

3. FINANCIAL INFORMATION

(a) Selected Financial Information

A comparison of our consolidated financial statements of financial position and consolidated statements of integral utility for the past three years as of December 31, 2015 is presented below. Such information was obtained from the consolidated financial statements for the years ended in December 31, 2015, 2014 and 2013, which are attached hereto (hereinafter, the “Audited Financial Statements”).

These tables shall be reviewed along with the notes to the Audited Financial Statements.

Audited Consolidated Financial Statements of Financial Position

(Amounts in thousand pesos)	For the years ended as to December 31		
	2016	2015	2014
<i>Asset</i>			
Cash and Restricted Cash	5,554,120	5,995,918	500,848
Financial Investments	1,956,101	2,300,596	19,528,446
Lease receivables and others	1,510,294	797,869	763,723
Due from Related Parties	80,293	-	-
Recoverable taxes, mainly value added tax	2,141,696	4,161,762	3,082,513
Advance Payments	430,717	459,660	171,658
Current Assets	11,673,221	13,715,805	24,047,188
Investment Properties	172,739,278	151,822,122	113,303,350
Advanced Payment for the acquisition of investment property		-	1,121,095
Investments in Associates	5,178,900	3,113,889	2,854,011
Derivative financial instruments	515,055		
Other Assets, Net	1,920,523	2,121,525	2,289,490
Non-Current Assets	180,353,756	157,057,536	119,567,946
Total Assets	192,026,977	170,773,341	143,615,134
<i>Liabilities</i>			
Borrowings	633,911	10,123,627	1,791,924
Accounts Payable and Accrued Expenses	3,232,397	1,913,159	1,928,023
Deferred revenues	165,362	100,010	57,023
Accounts Payable to Related Parties	93,266	104,488	-
Current Liabilities	4,124,936	12,241,284	3,776,970
Borrowings	64,172,642	44,209,408	34,128,710
Other long-term payables	125,530		

Deposits from tenants	825,067	702,303	474,809
Long-term deferred revenues	135,467	261,968	159,174
Non-current liabilities	65,258,706	45,173,679	34,762,693
Total liabilities	69,383,642	57,942,775	39,067,475
<i>Trustors' capital:</i>			
Trustors' capital	95,383,575	97,742,580	93,500,173
Retained earnings	25,524,669	15,615,798	11,575,298
Valuation of derivative financial instruments	(103,006)		
Total Controlling Share	120,805,238	113,358,378	105,075,471
Non-controlling interest	1,838,097		
Total assets of the Trustor	122,643,335	113,358,378	105,075,471
Total assets and liabilities of the Trustor	192,026,977	170,773,341	143,615,134

Audited Consolidated Statements of Integral Results

(Amounts in thousand pesos)

	For the years ended as to December 31		
	2016	2015	2014
Income from Leases	11,756,607	9,574,616	6,989,751
Maintenance Income	1,230,420	963,377	707,842
Dividends over trust rights	157,821	148,573	124,387
Administration Fees	108,000	38,333	-
Total Income	13,252,848	10,724,899	7,821,980
Management Fees	-678,686	-612,928	-490,832
Operating Expenses	-824,967	-668,237	-530,623
Maintenance Expenses	-1,293,772	-1,065,230	-807,394
Management Platform Amortizations	-194,984	-194,984	-194,984
Executive Compensation Plan	-169,997	-587,792	-530,280
Property Tax	-323,074	-258,801	-155,104
Insurance	-143,918	-87,012	-84,179
	-3,629,398	3,474,984	-2,793,396
Interest Expenses	-3,826,836	-2,681,540	-2,019,111
Interest Income	263,833	412,083	430,494
Foreign exchange loss, Net	-4,752,607	-3,878,142	-2,222,097
Amortization of bank fees	-133,579	-81,867	-166,545

Derivative financial instruments	-46,624		
Fair value adjustments to investment properties and investments in beneficiary rights	11,266,275	4,714,041	4,659,760
Consolidated Net Income	12,393,912	5,734,490	5,711,085
Net Income per CBFi basic (pesos)	1.9927	1.9054	2.3264
Net Income per CBFi diluted (pesos)	1.9696	1.6403	1.7517

- (b) Management level discussion and analysis of the financial situation and the operations results

Factors that may influence on future operations results

Income from leasing.

Our main income is derived from the income we receive from our tenants in accordance with the lease agreements. The amount of revenue generated by the lease of the properties that constitute our portfolio depends largely on our ability to maintain occupancy rates of the space being leased; leasing the space currently available; leasing the space that may be available upon expiration of the Lease Agreements; and through the expansion or construction of Properties. As of December 31, 2016, the Properties comprising our Portfolio had a vacancy rate of 94.4%. The amount of income from leasing also depends on our ability to collect the Rents our tenants in accordance with their leases, as well as our ability to maintain or increase the Rents. Positive or negative trends in the business of our tenants or in the geographic areas where our Assets are located could also affect our income by income in future periods. In addition, the increase in income from leasing also will depend in part on our ability to acquire additional Assets that meet the Eligibility Criteria, as well as our skill ad to expand the GLA of our Properties. As of December 31, 2016, we were in process of developing 7 projects that make up our Real Estate Development Portfolio. The development of most of such properties is projected to be concluded during the following 40 months, and it is expected for it to contribute to the increase of our GLA or around 466,984 square meters and the JV Real Estate Development Portfolio will contribute to the increase of our GLA by approximately 326,089 square meters

Expiration of the lease. Our ability to return to lease the space subject to lease that expires will affect the results of our operations and will be affected by the economic conditions and competition in our markets, as well as the attractiveness of our individual properties. The Lease Agreements expected to expire in 2017 represent 12.6% of our total occupied GLA and 13.5% of our AFR.

Market Conditions. We intend to seek investment opportunities in all of Mexico. The positive or negative changes in these market conditions will affect our overall performance. If you are logged in to the future a recession or economic slowdown affecting regional to our target markets or to the real estate industry, it will hurt our ability to renew or return to lease the space, as well as the capacity of our tenants to meet their commitments under the Lease Agreements, as

in the case of bankruptcy or late payments of the corresponding lessee, adversely affecting our ability to maintain or increase the Rents. We believe that our target market are characterized by the attractiveness of the demography and the fundamental characteristics of the Property.

Competitive Environment. We compete with other owners, developers, and operators of industrial buildings, retail, and office in Mexico, many of whom have properties with similar characteristics to ours in the same markets our properties are. In the future, competition can cause a decrease in our ability to purchase a property under favorable conditions or not being able to buy it at all. In addition, the competition can affect the occupation and rates of our Properties, and therefore our financial results, and it is possible that we are pressured to reduce our Rents below what currently charge or offer substantial reductions therein, improvements of the lease, early termination rights or renewal options favorable to the lessee in order to keep them to the extent they are overcoming the leases.

Operation and Management, Property Tax, and Insurance Expenses. Our operation, management, property tax, and insurance expenses generally consist of management, maintenance and repairs, property tax, insurance, electricity, and other operative expenses. Most of our maintenance and repair expenses are covered by the tenants through periodic maintenance fees. We also incur in expenses related with corporate management, public information, and the fulfillment of the diverse provisions of the applicable law. The increase or decrease of such operative expenses shall have an impact in our overall performance.

Market value adjustments on investment properties and investment on beneficiary rights. The acquired investment properties and the improvements to leased units are recorded to their acquisition cost, including transaction expenses regarding the acquisition of Assets. Investment properties acquired in exchange for CBFIs are valued at their fair value. Under CBFIs, the investment properties are valued at their fair value and are determined by independent valuers and are recorded at the following times: (I) when it detects a factor that affects the value of the investment property, and (ii) at least once in each period of 12 months from the purchase of investment properties. Gains and losses of the fair value are recorded in the account of "fair value adjustments of investment properties - net" in the results in the period in which it is incurred". For the year ended on December 31, 2016, we incurred in Ps. \$11,266.3 billion in adjustments to the market value of the investment properties and investments in rights trustees. Changes in the market cost in our investment property could have a significant impact on our operation results

Key Accounting Policies

Discussion and analysis of our financial situation as well as our operation results, is based in our audited financial statements that were prepared under International Financial Reporting Standards IFRS (by its acronym in English). The development of the consolidated financial information in accordance with IFRS, requires that we make certain estimates, trials, and assumptions that affect the reported amounts of assets, liabilities, income and expenses, as well as the revelations of our contingent assets and liabilities as of the date of preparation of the financial information. We have based these estimates, judgments and assumptions in our experience operating the related properties, as well as in various factors that we consider appropriate under the circumstances. We will continue to use our experience, as well as other factors that we consider relevant use, for the preparation of estimates, judgments and assumptions with respect to our

accounting under IFRS. Actual results could differ materially from these estimates under different assumptions and conditions.

Summary of the main accounting policies

The critical judgments on the implementation of the main accounting policies are presented hereinafter.

Leases Classification

Leases are classified according to the extent to which the risks and benefits inherent to the ownership of the property object of the agreement fall on the Trust or with the tenant, depending on the substance of the transaction, rather than in the form of the agreements. The Trust has determined, based on an evaluation of the terms and conditions of the agreements, that it substantially maintains all the significant risks and benefits inherent to the ownership of these properties, and therefore, the Trust classifies them as operative leases.

Business Combinations

Our Managers use their professional judgment in order to determine if the acquisition of a property or portfolio of properties represent a business combination or an acquisition of assets. The following criteria are particularly taken into account:

- i. The number of properties (land and buildings) acquired.
- ii. The extent to which it acquires the important processes and the extent to which the secondary services are provided by the acquired property (i.e. maintenance, cleaning, security, accounting, other property services, etc).
- iii. The extent to which the acquired property assigns its own employees to manage the property and/or to carry out the processes (including all the important management processes, as the case may be, such as invoicing, collection, and creation of management and tenants information).

This determination May have a significant impact in the way of accounting for assets and liabilities acquired both at the beginning and later. Transactions that occurred during the periods presented in these financial statements are counted as assets acquisitions.

Income Taxes on Profit

To continue qualifying as FIBRA for purposes of the Income Tax the Trust must comply with diverse requirements of the tax regime that relate to issues such as the annual distribution of at least 95% (ninety-five percent) of its tax result. To view the trust will continue qualifying under the tax regime of fibra. The Trust does not recognize current or deferred Income Taxes on Profit.

Main sources of uncertainty on the estimate

The following are the key assumptions about the future and other key sources of uncertainty in the estimate at the end of the reporting period, which have a significant risk of causing a material adjustment on the value in registers of assets and liabilities within the following financial year.

Valuation of investment properties

With the purpose of estimating the fair value of investment properties, our administrators, with the help of an independent appraiser, chose the appropriate methodology of valuation in the particular circumstances of each property and valuation. The critical assumptions in relation to the estimates of value of investment properties, includes obtaining the contractual income, the expectation of future income of the market, renewal fees, maintenance requirements, the discount rates that reflect the current uncertainties of the market, capitalization rates, and prices recent transactions. Should there be any change in these assumptions, or in the regional, national, or international economic conditions, the fair value of investment properties may change substantially.

Operation Results

The results described hereinafter come from the Audited Financial Statements.

Regarding to the effects in profits and expenses resulting from the acquisition of diverse portfolios, the acquisitions performed during the fiscal year 2016, 2015 and 2014:

Portfolio	Acquisition date	Kind of acquisition
Portfolios acquired in 2016		
Industrial Individual Portfolio (El Salto Jalisco)	February 23, 2016	Investment Properties
Individual Portfolio (Iron Gate)	February 29, 2016	Investment Properties
Turbo Portfolio (Space Tollocan)	June 1, 2016	Developing
Individual Portfolio (Quartz Tower)	June 27, 2016	Developing
Turbo Portfolio (Tower Vallarta)	August 19, 2016	Investment Properties
Individual Portfolio (Midtown Jalisco)	October 2016	Developing
Portfolios acquired in 2015		
Utah Portfolio	March 4, 2015	Investment Properties
Florida Portfolio	February 27, 2015	Investment Properties
Kansas Portfolio	April 30, 2015	Investment Properties
Buffalo Portfolio	April 17, 2015	Developing

Indiana Portfolio (ICEL)	June 2, 2015	Investment Properties
Oregon Portfolio	June 11, 2015	Investment Properties
R-15 Portfolio (CuautiPark II)	September 30, 2015	Investment Properties
Artificios 40 Portfolio	November 4, 2015	Investment Properties
Indiana Portfolio (Lamar)	November 19, 2015	Investment Properties
Alaska Portfolio	December 14, 2015	Investment Properties
Portfolios acquired in 2014 ⁽¹⁾		
Colorado Portfolio	January 30, 2014	Investment Properties
Maine Portfolio	February 19, 2014	Investment Properties
California Portfolio	May 5, 2014	Investment Properties
Corporativo San Mateo Portfolio	June 25, 2014	Investment Properties
Hotel Centro Histórico Portfolio	July 7, 2014	Investment Properties
La Viga Portfolio	July 23, 2014	Investment Properties
R-15 Portfolio (Galerías Guadalajara y Península Vallarta)	July 15, 2014	Investment Properties
P4 Portfolio (Insurgentes 476 e Insurgentes 1571)	September 24, 2014	Investment Properties
Samara Portfolio	December 16, 2014	Investment Properties

⁽¹⁾ Does not include the acquisition of Christel House and the Cancun Site.

Comparative for the fiscal years ended in December 31, 2016 and 2015.

Audited Consolidated Statements of Results

(Amounts in thousand pesos)

	For the years ended as to December 31	
	2016	2015
Income from Leases	11,756,607	9,574,616
Maintenance Income	1,230,420	963,377
Dividends on fiduciary rights rents	157,821	148,573
Administration Fees	108,000	38,333

Total Income	13,252,848	10,724,899
Management Fees	-678,686	-612,928
Operating Expenses	-824,967	-668,237
Maintenance Expenses	-1,293,772	-1,065,230
Management Platform Amortizations	-194,984	-194,984
Executive Compensation Plan	-169,997	-587,792
Property Tax	-323,074	-258,801
Insurance	-143,918	-87,012
	-3,629,398	-3,474,984
Interests Expenses	-3,826,836	-2,681,540
Interests Income	263,833	412,083
Foreign exchange loss, Net	4,752,607	-3,878,142
Amortization of bank fees	-133,579	-81,867
Derivative financial instruments	-46,624	
Fair value adjustments to investment properties and investments in beneficiary rights	11,266,275	4,714,041
Consolidated Net Profit	12,393,912	5,734,490

Income from Leases: Leasing income increased on Ps. \$2,182.0 million or 22.8% to get to Ps. \$11,756.6 million for the fiscal year ended on December 31, 2016; from Ps. \$9,574.6 million for the same period of 2015. This increase was mainly due to (i) leasing revenue resulting from the acquisition of various portfolios and completion of work in development; (ii) an increase in the income from leasing resulting from increases in the rates of employment and Rent adjustments due to inflation; and (iii) the Peso depreciation with regard to Dollar given that 32.6% of AFR of our Lease Agreements is denominated in Dollars

Maintenance Income: Income for maintenance increased by Ps. \$267.0 million or 27.7% to get to Ps. \$1,230.4 million for the fiscal year ended on December 31, 2016; from Ps. \$963.4 million for the same period of 2015. This increase was mainly due to (i) income maintenance resulting from the acquisition of various portfolios and completion of work in development; and (ii) an increase in revenue per maintenance resulting from increases in the rates of employment.

Dividends of Beneficiary Rights: Income for dividends of beneficiary rights obtained by our 49% investment of beneficiary rights of Torre Mayor were increased by Ps. \$9.2 million or 6.2% to get to Ps. \$157.8 million for the fiscal year ended on December 31, 2016, from Ps. \$148.6 million for the same period in 2015. This increase is mainly due to the net profits of the Torre Mayor Portfolio and to the impact in the exchange rate in said profit.

Administration Fees: During 2016, we received Ps. \$108.0 million income for administration fees according to the provisions of the management agreement between F1 Management and Helios (new real estate development vehicle created early in 2015).

Management Fees: Fees in favor of our Consultant, our Managers, consultants, and other professional services increased by Ps. \$65.8 million or 10.7% to Ps. \$678.7 million for the fiscal year ended on December 31, 2016; from Ps. \$612.9 million for the same period of 2015. The increase was mainly due to an increase on consultancy fees resulting from the increase in the net value of our Portfolio due to the acquisition of various portfolios.

Operating Expenses: Operating expenses were increased by Ps. \$156.7 million or 23.5% to Ps. \$824.9 million for the fiscal year ended on December 31, 2016; from Ps. \$668.2 million for the same period in 2015. The increase was mainly due to (i) the fees of our Representation Services Companies, (ii) the payment of fees for the recovery of VAT; (iii) the payment of appraisals for a greater number of Real Estate.

Maintenance Expenses: Maintenance expenses increased by Ps. \$228.5 million or 21.5% to get to \$1,293.8 million for the fiscal year ended on December 31, 2016, of Ps. \$1,065.2 million for the same period of 2015. The increase was mainly due to the growth of our Portfolio because of the acquisition of diverse portfolios. Maintenance expenses are practically the same income collected from the tenants for this concept. Most of the ordinary maintenance and recovery expenses are paid by our tenants for periodic maintenance fees.

Property Tax: Payments of property tax increased by Ps. \$64.3 million or 24.8% to get to Ps. \$323.1 million for the fiscal year ended on December 31, 2016, from Ps. \$258.8 million on the same period of 2015. The increase was mainly due to the growth of our Portfolio because of the acquisition of diverse portfolios.

Insurance Premiums: Insurance premiums expenses increased by Ps. \$56.9 million or 65.4% to get to Ps. \$143.9 million for the fiscal year ended on December 31, 2016, from Ps. \$87.0 million for the same period of 2015. The increase was mainly due to the growth of our Portfolio because of the acquisition of diverse portfolios.

Compensation Plan: As of December 31, 2016, the estimated expense with regard to the Compensation Plan reached the amount of Ps. \$170.0 million, considering that the price of our CBFIs as of that date. We account for the estimated value of the CBFIs that may be conferred as expenses, and distribute them on a linear basis as from the concession date until the granting. By the end of the year, based on metrics developed by independent experts, we reviewed the number and value of the CBFIs that we expect to be conferred under the results and we make the necessary adjustments.

Amortization of Bank Commissions: As of December 31, 2016, a total of Ps. \$133.6 million for amortization of bank commissions. This amount represented a 51.7% increase from a Ps. \$81.9 million amortized during the same period ended December 31, 2015,

Interest expenses: Interest expense, which includes the provision of interest, increased by Ps. \$1,145.3 million or 42.7% to reach Ps. \$3,826.8 million for the year ended December 31, 2016, of Ps. \$2,681.5 million for the same period of 2015. The increase was mainly due to (i) the increase

in interest rates around 200bp during the year; (ii) depreciation of the exchange rate, of Ps. 17,3398 a Ps. 20.6640 per US Dollar; (iii) the issuance of Stock Certificates in the local market by Ps. (Iv) the reopening of the bonds issued in the international market with maturities in 2026 and 2044 for Usd.500 million, (v) the refinancing of Samara's credit from Ps. 1,205.3 million to Ps. 3,000.0 million, (vi) Interest derived from the financial instruments contracted by Usd. 300 million.

Interest Income: Income for interests decreased by Ps. \$148.3 million or 36.0% to get to Ps. \$148.3 million for the fiscal year ended on December 31, 2016; from Ps. \$412.1 million for the same period of 2015.

Exchange Rate Profit (Loss.)

The net exchange rate loss represented a loss of Ps. \$4,752.6 million for the fiscal year ended on December 31, 2016, from a loss of just Ps. \$3,878.1 million for the equivalent period of 2015. The loss is mainly due to the depreciation effects of the Peso related to the Dollar, when valuing the debt amount in Dollars. Between January 2, 2016 and December 31, 2016, the exchange rate between the Peso and the Dollar increased from Ps. \$14,7414 per Dollar to Ps. \$17.3398 per Dollar, which represents a 17.6% increase against a 12.6% increase for the same period of 2014 (from Ps. \$13.0843 per Dollar as of January 2, 2014 to Ps. \$14.7348 per Dollar as of December 31, 2014).

Fair value adjustments to investment properties and investments in beneficiary rights: In accordance to the IFRS, a new appraisal of our investment properties to fair value is performed, at least once a year or if there is a significant change on the market conditions. Investment properties were valued at their fair value at the time of initial recognition when contributed or acquired. The adjustment to fair value of investment properties and of investments in associates represented a profit of Ps. \$4,659.8 million for the fiscal year ended on December 31, 2014. This profit is mainly due to (i) the acquisition of several portfolios by the end of 2013 and during 2014, (ii) the progress and conclusion of developing properties, and (iii) the positive effect of the valuation of our properties.

Consolidated Net Profit

The net profit was reduced Ps. \$6,659.4 million or 116.1% to get to Ps. \$12,393.9 million for the 12 months ended on December 31, 2016, from Ps. \$5,734.5 million for the equivalent period of 2015

Comparative for the fiscal years ended on December 31, 2014 and on December 31, 2015 and 2014.

Audited Consolidated Statements of Results

(Amounts in thousand pesos)

	For the years ended as to December 31	
	2015	2014
Income from Leases	9,574,616	6,989,751

Maintenance Income	963,377	707,842
Dividends on fiduciary rights rents	148,573	124,387
Administration Fees	38,333	-
Total Income	10,724,899	7,821,980
Management Fees	-612,928	-490,832
Operating Expenses	-668,237	-530,623
Maintenance Expenses	-1,065,230	-807,394
Management Platform Amortizations	-194,984	-194,984
Executive Compensation Plan	-587,792	-530,280
Property Tax	-258,801	-155,104
Insurance	-87,012	-84,179
	-3,474,984	-2,793,396
Interests Expenses	-2,681,540	-2,019,111
Interests Income	412,083	430,494
Other Expenses, Net	-	-
Foreign Exchange Loss, Net	-3,878,142	-2,222,097
Amortization of bank fees	-81,867	-166,545
Fair value adjustments to investment properties and investments in beneficiary rights	4,714,041	4,659,760
Consolidated Net Profit	5,734,490	5,711,085

Income from Leases: Leasing income increased on Ps. \$2,584.9 million or 37.0% to get to Ps. \$9,574.6 million for the fiscal year ended in December 31, 2015; from Ps. \$6,989.8 million for the same period of 2014. This increase was mainly due to (i) leasing revenue resulting from the acquisition of various portfolios and completion of work in development; and (ii) an increase in the income from leasing resulting from increases in the rates of employment and Rent adjustments due to inflation and (iii) the depreciation of the Peso relative to the Dollar since 32.1% of the FRG of our Leasing Contracts is denominated in US Dollars.

Maintenance Income: Income for maintenance increased on Ps. \$255.5 million or 36.1% to get to Ps. \$963.4 million for the fiscal year ended in December 31, 2015; from Ps. \$707.8 million for the same period of 2014. This increase was mainly due to (i) income maintenance resulting from the acquisition of various portfolios and completion of work in development; and (ii) an increase in revenue per maintenance resulting from increases in the rates of employment and Rent adjustments due to inflation.

Fiduciary Dividends: The dividend income of fiduciary rights obtained by our investment of 49% in Torre Mayor fiduciary rights increased by Ps. \$24.2 million or 19.5%, to reach Ps. \$148.6 million for the year ended December 31, 2015, of Ps. \$124.4 million for the same period

of 2014. This increase was mainly due to the net income of the Torre Mayor Portfolio and the impact of the depreciation on the exchange rate in said usefulness.

Administration Fees: During 2015, we received Ps. \$38.3 million of commission income per administration in accordance with the terms of the management contract between F1 Management and Helios (our real estate development vehicle created at the beginning of 2015).

Management Fees: Fees in favor of our Consultant, our Managers, consultants, and other professional services increased by Ps. \$122.1 million or 24.9% to Ps. \$612.9 million for the fiscal year ended on December 31, 2015; from Ps. \$490.8 million for the same period of 2014. The increase was mainly due to an increase on consultancy fees resulting from the increase in the net value of our Portfolio due to the acquisition of various portfolios.

Operating Expenses: Operating expenses were increased by Ps. \$137.6 million or 25.9% to Ps. \$668.2 million for the fiscal year ended on December 31, 2015; from Ps. \$530.6 million for the same period in 2014. The increase was mainly due to (i) the fees of our Representation Services Companies, (ii) the payment of fees for the recovery of VAT; (iii) the payment of appraisals for a greater number of Real Estate.

Maintenance Expenses: Maintenance expenses increased by Ps. \$257.8 million or 31.9% to get to \$1,065.2 million for the fiscal year ended on December 31, 2015, of Ps. \$807.4 million for the same period of 2014. The increase was mainly due to the growth of our Portfolio because of the acquisition of diverse portfolios. Maintenance expenses are practically the same income collected from the tenants for this concept. Most of the ordinary maintenance and recovery expenses are paid by our tenants for periodic maintenance fees.

Property Tax: Payments of property tax increased by Ps. \$103.7 million or 66.9% to get to Ps. \$258.8 million for the fiscal year ended on December 31, 2015, from Ps. \$155.1 million on the same period of 2014. The increase was mainly due to the growth of our Portfolio because of the acquisition of diverse portfolios.

Insurance Premiums: Insurance premiums expenses increased by Ps. \$2.8 million or 3.4% to get to Ps. \$87.0 million for the fiscal year ended on December 31, 2015, from Ps. \$84.2 million for the same period of 2014. The increase was mainly due to the growth of our Portfolio because of the acquisition of diverse portfolios.

Compensation Plan. As of December 31, 2016, the estimated expense with regard to the Compensation Plan reached the amount of Ps. \$170.0 million, considering that the price of our CBFIs as of that date. We account for the estimated value of the CBFIs that may be conferred as expenses, and distribute them on a linear basis as from the concession date until the granting. By the end of the year, based on metrics developed by independent experts, we reviewed the number and value of the CBFIs that we expect to be conferred under the results and we make the necessary adjustments.

Amortization of Bank Fees: As of December 31, 2015, a total of Ps. \$ 81.9 million for amortization of bank fees. This amount represented a decrease of 50.8% from Ps. \$ 166.5 million amortized during the same period ended December 31, 2014, mainly due to the fact that in 2014, fees that were originally amortized during the year of prepaid credits.

Interest Expenses: Interest expense, which includes the provision of interest, increased by Ps. \$662.4 million or 32.8% to reach Ps. \$2,681.5 million for the year ended December 31, 2015, from Ps. \$2,019.1 million for the same period in 2014. The increase was mainly due to (i) the increase in interest on the debt assumed by the acquisition of various portfolios; (ii) the issuance by Ps. \$10 billion from the CBFIs in February 2015 and the issuance of US \$300 million from the Senior Notes in December 2015.

Interest Income: Interest income decreased by Ps. \$18.4 million or 4.3% to reach Ps. \$412.1 million for the year ended December 31, 2015, of Ps. \$430.5 million for the same period of 2014. The decrease was mainly due to the speed with which we invested the resources obtained from the issuance by Ps. \$10,000 Million CBFIs in February 2015.

Exchange Loss

The net foreign exchange loss represented a loss of Ps. \$3,878.1 million for the year ended December 31, 2015, from a loss of only Ps. \$2,222.1 million for the equivalent period of 2014. The loss is mainly due to the effects of the depreciation of the Peso relative to the Dollar, when valuing the amount of the debt in Dollars. Between January 2, 2015 and December 31, 2015, the exchange rate between the Peso and the Dollar increased from Ps. \$14.7414 per US Dollar to Ps. \$17.3398 per Dollar, an increase of 17.6%, compared to a 12.6% increase for the same period in 2014 (from Ps. 13.0843 per Dollar at January 2, 2014 to Ps. \$14.7348 per Dollar at December 31, 2014).

Fair value adjustments to investment properties and investments in beneficiary rights: Under IFRS, a new valuation of our investment property at fair value is made at least once a year or if there is a significant change in market conditions. Investment properties were valued at their fair value at the time of initial recognition when they were contributed or acquired. The fair value adjustment of investment property and investments in associates represented a gain of Ps. \$4,659.8 million for the year ended December 31, 2014. This gain is mainly due to (i) acquisition of several portfolios by the end of 2013 and during 2014, (ii) advances and conclusions of properties in development and (iii) the effect Positive valuation of our properties.

Consolidated Net Income

Net income increased Ps. \$23.4 million or 0.4% to reach Ps. \$5,734.5 million for the 12 months ended December 31, 2015, from Ps. \$5,711.1 million for the equivalent period of 2014.

Liquidity and Capital Resources

Our requirements for short-term liquidity mainly consist of funds to cover operating expenses and other costs directly related to our properties, including:

- Fees payable under the Representation Services Agreements, the Management Agreements;
- Amortization of capital over debt;
- Interest expenses over debt;

- Anticipated and un-anticipated capital expenditures, lease improvements, and lease commissions, and
- Future Cash Distributions expected to be paid to the Holders.

We intend to satisfy our requirements for short-term liquidity through the cash generated by our operations. We believe that our income from rents, net operating expenses, in general, shall generate cash flows to cover our debt service obligations, such as general and administrative expenses, and finance the Cash Distributions.

Our requirements for long-term liquidity mainly consist of funds to pay property acquisitions and any VAT associated with them, the projects of construction or remodeling, renovation, extensions and other capital expenditures not recurring that need to be done periodically. We intend to meet our requirements for long-term liquidity through different sources of capital, including existing working capital, cash from operations, and financing with liabilities and issuance of CBFIs.

We intend to maintain our debt levels in a level in which we are able to operate in an efficient and flexible manner which shall allow us to compete in an appropriate manner and implement our growth and business plan. We plan to finance acquisitions with the more advantageous sources of capital available, which may include loans on credit, debt assumption of the acquired properties, resources of emissions of debt and equity and the issuance of CBFIs as payment for acquisition of properties.

As of December 31, 2016, there was a positive working capital of Ps. \$7.5 million due to a cash balance greater than our short-term debt and our payables related to the acquisition of Assets

As of December 31, 2016, there was a positive working capital of Ps. \$7.5 billion due to a greater balance in cash, investments in securities and in our recoverable taxes than our short term debt and our accounts payable related to the acquisition of Assets.

Our Properties will require capital periodic expenses and renewal to remain competitive in the amounts required, from time to time to maintain the quality of the properties in our portfolio. Additionally, we will incur in development costs related to construction and development of our Real Estate Development Portfolio. In addition, acquisition, reconstruction, remodeling, or expansion of the properties require an investment of significant capital. We could not be able to fund these capital requirements, only with the cash generated by the operation, by virtue of the fact that we have to distribute 95% of the fiscal result annually to keep our tax benefits as a FIBRA. Therefore, our ability to fund capital expenditures, acquisitions, renovations, reconstructions or expansions of properties with retained earnings is quite limited. Consequently, we rely significantly on the availability of debt or equity capital for these purposes. If we are not able to obtain the necessary capital under favorable terms, or do not achieve them, our financial condition, liquidity, operation results and prospects can be significantly affected.

Financing

As of December 31, 2016 we had a total consolidated gross debt of Ps. \$65,356.1 million, of which Ps. \$4,481.0 million were guaranteed; and our subsidiaries had no debt. As of December

31, 2016, 40.8% of our debt was denominated in Pesos and 59.2% was denominated in Dollars. Taking into account the effect of derivative financial instruments that we have contracted, as of December 31, 2016, 49.8% of our debt was denominated in Pesos and 50.2% was denominated in Dollars.

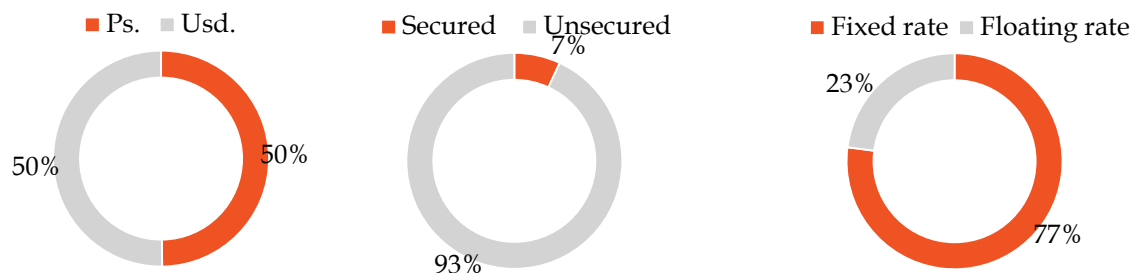
We believe that we are in a good position to obtain and use additional financing to grow our business. We intend to finance acquisitions and future developments using the outstanding amounts from our lines of credit combined with the issuance of debt and equity in the securities markets, mortgage loans and financing of local and international banks.

In accordance with the terms of our trust financing from debt may not exceed the minimum amount resulting from the 50% LTV and 1.20x DSCR. Said calculations are measured prior to entering into any new debt or the assumption of a pre-existent debt related to the acquisition of any Asset. As of December 31, 2016, our leverage level was of 34.3%. Regarding our guaranteed debt, our guaranteed leverage was of 2.4% as of December 31, 2016. To see a detailed list of the Properties that are granted as security regarding our guaranteed debt, please see “*Exhibit B) – Table of Secured Properties and Portfolios*” of this document

As of December 31, 2016, the value ratio of untaxed assets to unsecured debt was of 288.1%. Additionally, as of December 31, 2016, our debt service coverage was of 2.4x and our interest rate coverage, of 2.7x.

The following table shows a summary of the calculation of our obligations included in the CBs as well as in the Senior Notes

FUNO		Limit	Status
Leverage rate (LTV):	34.3%	Lower than or equal to 60%	Complies
Secured Debt Limitation:	2.4%	Lower than or equal to 60%	Complies
Debt Service Rate:	2.4x	Higher or equal to 1.50x	
	Complies		
Untaxed total assets rate:	288.1%	Higher or equal to 150%	
	Complies		



(1) Includes the effect of derivative financial instruments that we have contracted.

During the second quarter of 2014, the authorities issued amendments to the General Regulations Applicable to Securities Issuers and Other Stock Market Participants intending to reinforce the legal frame regarding the FIBRAS on investors rights matter through the establishment of a indebtedness limit of 50% and a minimum debt coverage ratio of 1.0.

	FUNO	Limit	Status
Leverage rate (LTV):	34.0%	Lower than or equal to 50%	Complies
Debt Service Coverage Ratio ⁽¹⁾ :	2.8x	Higher or equal to 1.0x	Complies

The breakdown of the calculation of the debt service coverage ratio is hereinafter presented:

Liquid Assets ⁽²⁾	Ps. \$9,604.4 mm
Operating Income after Distributions	Ps. \$8,822.6 mm
Credit lines	Ps. \$15,472.2 mm
Subtotal	Ps. \$33,899.3 mm
Debt Service	Ps. \$7,189.9 mm
Capex	Ps. \$4,830.1 mm
Subtotal	Ps. \$12,020.0 mm

(1) Liquid Assets + Operating Income + Credit Lines / Debt Service + Capex estimated for the following 18 months.

(2) Includes cash and security investments, taxes to recover, and excludes restricted cash and bank reserves.

In accordance with our Trust, our Technical Committee is responsible for establishing policies of leverage for each fiscal year. We are not under any contractual impediment with third parties to maintain such coverage or leverage, our Technical Committee may review our policies of leverage, including our debt coverage, with the favorable vote of the majority of its members, including the majority of votes of the Independent Members; we could also modify the Trust with the favorable vote of at least 85% of the Holders.

Nevertheless, the aforementioned, we are regularly reviewing our leverage strategy according to the market conditions, our change in assets and the financing availability. At this time, we do not plan to refinance our debt through debt offerings in local or international markets,

and from time to time, we will look to improve the expiration profile and reduce the financing cost.

The following table shows the details of our debt effective as of December 31, 2016, 2015 and 2014-, respectively:

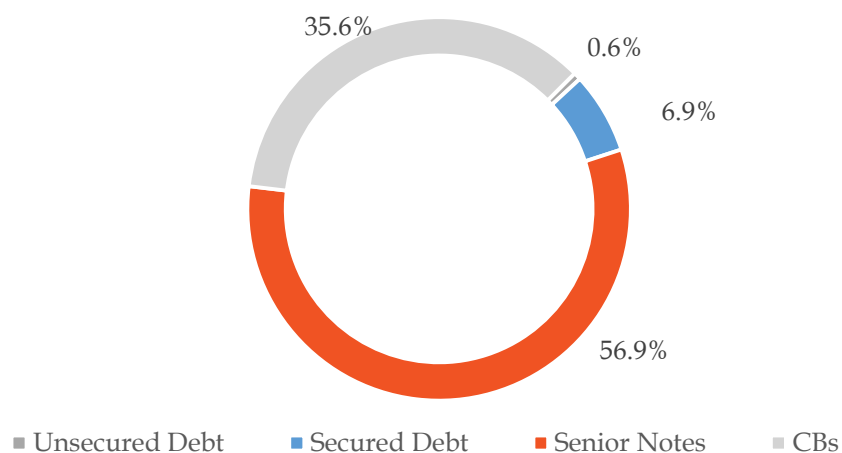
	As to December 31, 2016	As to December 31, 2015	As to December 31, 2014
	<i>Thousand Pesos</i>		
Total debt ⁽¹⁾			
GEREM (Purple) ⁽²⁾	-	6,579,785	6,864,067
GEREM (G-30) ⁽³⁾	-	1,366,756	1,677,482
Banamex (G-30) ⁽³⁾	-	217,323	358,146
Metlife (G-30)	-	-	393,368
Bancomext (Vermont)	1,515,281	1,335,043	1,190,587
GEREM (Vermont) ⁽³⁾	-	919,859	812,595
Metlife (Hotel Centro Histórico)	-	-	454,922
HSBC (Samara) MXN	2,965,714	948,868	995,278
HSBC (Samara) USd. ⁽³⁾	-	265,316	236,390
Inbursa PQ ⁽²⁾	-	2,000,000	-
Actinver Credit	410,000	-	-
CBs (FUNO 13)	6,850,058	6,850,058	4,350,058
CBs (FUNO 13-2)	3,120,900	2,000,000	2,000,000
CBs (FUNO 13 U)	2,368,120	2,290,766	2,243,613
CBs (FUNO 15)	7,500,000	7,500,000	-
CBs (FUNO 16)	883,750	-	-
CBs (FUNO 16U)	2,547,124	-	-
Senior Notes	37,195,200	22,541,741	14,734,800
Total	65,356,147	54,815,515	36,311,306
Less - transaction costs	-581,572	-482,480	-390,671
Less - short-term debt	633,911	10,123,627	1,791,924
More - fair value of debt	31,978	-	-
Long-term net debt	64,172,642	44,209,408	34,128,711

⁽¹⁾ As to December 31, 2016 all bank credits (Except for the Actinver Credit that is unsecured) were secured with 16 Properties valued in approx. Ps. \$15.1 thousand million. The debt certificates and the Senior Notes are unsecured.

⁽²⁾ This line of credit was paid in full in the second quarter of 2016.

⁽³⁾ This line of credit was fully paid in the third quarter of 2016.

Diversified Financing Sources



Unsecured Debt ⁽¹⁾ = 93.1%.

⁽¹⁾ Including Senior Notes, CBs, and unsecured bank debt.

Our calendar of long term obligations payments expirations as of December 31, 2016 and 2015 are hereinafter presented:

	Payment of Obligations as to December 31, 2016 ⁽¹⁾ <i>(Amounts in thousand pesos)</i>
2018.....	\$236,030
2019.....	\$7,966,502
2020.....	\$1,371,218
2021.....	\$137,143
2022.....	\$137,143
2023 and following years	\$54,874,200
Total long-term debt	\$64,722,236

⁽¹⁾ It only includes the payment of principal applicable to the regarding year, and there are not included the expirations of the current year, since they are classified under the short-term debt.

⁽²⁾ The balance of the long-term debt is gross of the transaction costs of Ps. \$581.6 million

Source: Audited Financial Statements as to December 31, 2016.

**Payment of Obligations
as
to December 31, ⁽¹⁾**
*(Amounts in thousand
pesos)*

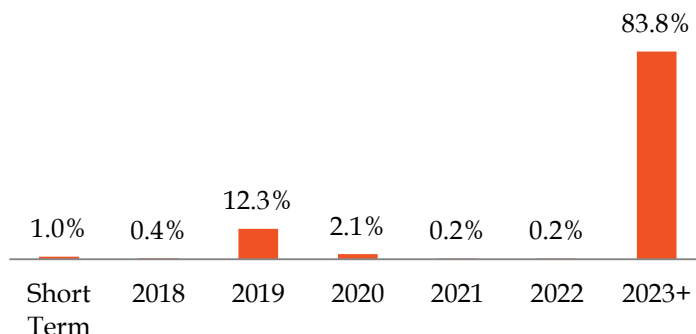
2017.....	\$182,609
2018.....	\$990,392
2019.....	\$7,001,742
2020.....	\$1,107,715
2021.....	\$1,076,914
2022 and following years	\$34,332,516
Total long-term debt ⁽²⁾	\$44,691,888

⁽¹⁾ It only includes the payment of principal applicable to the regarding year, and there are not included the expirations of the current year, since they are classified under the short-term debt.

⁽²⁾ The balance of the long-term debt is gross of the transaction costs of Ps. \$482.5 million. The total net balance of the long-term debt is of Ps. \$34,128.7 million.

Source: Audited Financial Statements as to December 31, 2015.

Debt maturities as of December 31, 2016



Credit Lines and other Obligations

Actinver Credit

In November 29, 2013, we executed a credit agreement with Banco Actinver, S.A., as creditor (the “Actinver Credit”). The Actinver Credit provided us a credit without guaranty for a total amount of up to Ps. \$300,000,000.00 for a period of 12 months of which we disposed the whole amount at the time of its execution. Right now, this credit line is on renovation process.

Said credit facility has an annual rate of THIE to 28 days plus 180 base points.

As of December 31, 2016, the Actinver Credit has an unpaid balance of Ps. \$410 million and must be paid no later than June 29, 2017.

Credits assumed with the acquisition of the Vermont Portfolio

In connection with the acquisition of the Vermont Portfolio, we assumed credits from GEREM and Bancomext. As of December 31, 2016, the amount owed to Bancomext was Usd.

\$73.3 million, with a fixed interest rate of 4.89%. The loan under this line of credit must be repaid no later than November 3, 2020. Credits with GEREM were paid in full during 2016.

Credits assumed with the acquisition of the Samara Portfolio

In connection with the acquisition of the Samara Portfolio, two loans were taken with HSBC As of December 31, 2016, there is only one loan for Ps. \$2,965.7 million, with a 28-day TIIE interest rate plus 200 basis points. The loan under this line of credit must be paid by September 15, 2023.

Syndicated Credit

On July 29, 2015, we acquired a committed revolving credit facility effective for five years and with no guaranties. Banco Santander (México), S.A. acts as managing agent, and BBVA Bancomer S.A., HSBC México, S.A., Bank of America, Credit Suisse, AG, Goldman Sachs Bank USA, Itaú Unibanco, S.A., as syndicated banks. The credit facility is for an amount of up to Ps. \$7.0 billion and Usd. \$360 million, with an agreed TIIE interest rate for the amount in Pesos plus a margin between 125 and 150 base points, and a LIBOR rate for the amount in Dollars plus a margin between 125 and 150 base points.

On October 16, 2015, an amendment agreement to said facility was executed in order to include Deutsche Bank AG New York Branch as a creditor bank for an additional amount of Usd. \$50 million. With the inclusion of this new creditor, the amount of the credit facility is for \$7.0 billion and Usd. \$410 million.

Debt Certificates

On December 16, 2013, we carried out the offering of the Long Term Real Estate Trust Certificates for a total amount of Ps. \$8.5 billion as follows: (i) Ps. \$4.4 billion were placed on a TIIE rate plus 80 base points expiring in June 10, 2019 (FUNO 13); (ii) Ps. \$2.0 billion were placed on a fixed rate of 8.40% expiring in December 4, 2023 (FUNO 13-2), and (iii) 425,700,000 UDIs equivalent to Ps. \$.1 billion were placed on a fixed rate of 5.09% (in UDIS), expiring in November 27, 2028 (FUNO 13U)..

On February 2, 2015, we carried out the offering of Long Term Real Estate Trust Certificates for a total amount of Ps. \$10.0 billion as follows: (i) Ps. \$2.5 billion were a reopening of the FUNO 13 issue, which now has a total balance of Ps. \$6.85 billion, and (ii) Ps. \$7.5 billion were placed on a fixed rate of 6.99% expiring in July 23, 2025

On April 14, 2016, we carried out the offering of Long-Term Fiduciary Certificates for an aggregate amount of Ps. \$4.5 billion as follows: (i) Ps. \$1.12 billion were a reopening of the FUNO 13-2 issuance, which now has a total balance of Ps. \$3.12 billion; (ii) Ps. \$88.75 million were placed at an interest rate of TIIE plus 65 basis points with maturity on April 11, 2019 (FUNO 16); And (iii) 457,878,300 UDIs equivalent to Ps. \$2.5 billion were placed at a fixed rate of 4.60% (in UDIS), with maturity on April 1, 2027 (FUNO 16U).

So far, Debt Certificates have been issued on December 16, 2013, February 2, 2015 and April 14, 2016. As of December 31, 2016, the total aggregate amount of these Debt Certificates was Ps. \$23.3 billion.

Senior Notes

On January 30, 2014, we issued and sold Senior Notes in international markets for a total amount of \$1.0 billion. This issue was carried out in two sections: Usd. \$600.0 million of unsecured bonds at a rate of 5.25 % amortizable on December 15, 2024; and Usd. \$400.0 of unsecured bonds at a rate of 6.95% amortizable in January 30, 2044.

On December 3, 2015, we issued and sold Senior Notes in international markets for an amount of Usd. \$300 million of unsecured bonds at a 5.25% rate amortizable on January 30, 2026.

On June 8, 2016, we issued and sold in the international markets Senior Notes for an aggregate amount of Usd. \$500 million. This issuance was made through: (i) the reopening of US \$200.0 million of unsecured bonds at a rate of 5.25% amortizable on January 30, 2026, ending the balance of said issue in a total of Usd. \$500 million; And (ii) the reopening by Usd. \$300.0 million of unsecured bonds at a rate of 6.95% amortizable on January 30, 2044, ending the balance of said issue in a total of Usd. \$700 million.

Up until now, 3 issues of Senior Notes dated January 30, 2014, December 3, 2015, and June 8, 2016 have been made. As of December 31, 2016, the total aggregate amount of said Senior Note was of Usd. \$1.8 billion.

The indentures governing the Senior Notes and Debt Certificates contain provisions that, among other things, limit the amount of debt that we can have and allows us to consolidate or merge with, or transfer all or substantially all of our assets, to other people only if they meet certain conditions. These indentures and Debt Certificates allow a maximum total leverage of 60% and a guaranteed debt leverage of 40%. In addition, the indentures and Debt Certificates require a coverage for the payment of the debt of 1.5x to 1.0x in a pro-forma basis once that it has been given effect to the acquisition of additional debt. Finally, the indentures and Debt Certificates require that at all times our untaxed total assets represent not less than 150% of the total amount of the principal of our unsecured debt. The indentures governing the Senior Notes have standard expiring causes for these kind of transactions.

Contractual Obligations

Financial Liabilities

The following table details the pending expirations for our financial liabilities according to the payment periods. The table includes accrued and principal interests, considering that the interest rates are variable, the non-deducted amount comes from the spot interest rates at the end of the presentation period.

As to December 31, 2016

Less than a year	1 to 5 years	More than 5 years	Total
-----------------------------	---------------------	------------------------------	--------------

		(Amounts in thousand pesos)		
Long-term Debt (includes principal and interests)	4,723,782	24,537,085	86,890,158	116,151,025

As to December 31, 2015

	Less than a year	1 to 5 years	More than 5 years	Total
	(Amounts in thousand pesos)			
Long-term Debt (includes principal and interests)	13,039,925	22,132,729	50,215,965	85,388,619

As to December 31, 2013 2014

	Less than a year	1 to 5 years	More than 5 years	Total
	(Amounts in thousand pesos)			
Long-term Debt (includes principal and interests)	3,737,182	21,852,532	31,789,727	57,379,441

As of December 31 of 2016, 2015 and 2014, interests payable in future periods according to the agreements and current conditions of the debt, go up to amounts higher than Ps. \$50.8 billion, Ps. \$30.5 billion and Ps. \$21.0 billion, respectively and they are already considered on the amounts stated on the table hereinbefore

Leases

Regarding our property Plaza Central, in accordance with the agreement executed with FICEDA, trust created for the construction and operation of a central supply station located in Mexico City used, we have the rights for the promotion and commercial exploitation until December, 2055 and as consideration we must give 10% of the gross income coming from the commercial exploitation and use of this property to FICEDA.

On regards of the property Punta Langosta, we have the rights for the operation and exploitation of the commercial center located on a maritime terminal and port area until October 6, 2023. In accordance with the terms of the agreement, we are obliged to distribute 1.6% of the gross income resulting from the commercial exploitation and use of this property to the Administración Portuaria Integral (Port Authority) of Quintana Roo.

Real Estate Development Portfolio

As of December 31, 2016, our Real Estate Development Portfolio was comprised of 7 Properties that we expect, once we complete its development or expansion, comprise a GLA of approximately 466,984 square meters. Our Real Estate Development Portfolio includes 2 Properties where a portion of GLA has already been developed and rented or is in the possibility of being rented, so it is considered within our Stabilized Portfolio. As of December 31, 2016, the

Stabilized Portfolio Properties that were within the Real Estate Development Portfolio comprised a GLA of 73,577 square meters (1.0% of our Stabilized Portfolio). Our Real Estate Development Portfolio consists of:

- 2 Retail Properties which we expect, once their development is concluded, to have an approximate GLA of 113,806 square meters.
- 1 Industrial Properties which we expect, once their development is concluded, to have an approximate GLA of 62,178 square meters and
- 2 Office Properties which we expect, once their development is concluded, to have an approximate GLA of 114,000 square meters;
- 2 Mixed-Use Properties which we expect, once their development is concluded, to have an approximate GLA of 177,000 square meters

Real Estate Development Portfolio JV

- 1 Property in co-investment in the development of mixed uses in the south of Mexico City, where Fibra Uno contributed the land of the Bufalo Portfolio and the Colorado Portfolio, during the construction period of this project we will no longer receive income from Cartera Colorado. Fibra Uno and "Helios" will co-invest in this development that will have an investment of around Ps. \$20 billion, the project will consist of approximately 103,876 m2 of retail area, 82,849 m2 of residential area, 212,213 m2 of office space and 18,000 m2 of hotel area.

The following table shows a summary of the properties in the Real Estate Development Portfolio:

Portfolio	Project	Properties	Final GLA (sq.m.)	Investment as of December 31, 2016 (Ps.\$ million)	Pending Investment (Ps.\$ million)
La Viga	La Viga	Offices	102,000	1,422.2	150.8
G-30	Berol	Industrial	62,178	1,321.5	0.0
Individuals	Torre Cuarzo ⁽³⁾	Retail / Offices	72,000	3,113.8	258.2
Apolo	Tlalpan	Retail	95,967	1,137.0	192.0
Turbo	Espacio Tollocan	Retail	17,839	257.4	210.6
Individuals	Midtown Jalisco	Retail / Offices	105,000	612.5	3,755.5
	Mariano				
G-30	Escobedo ⁽²⁾	Offices	12,000	324.8	75.2
	Total		466,984	8,189	4,642

We expect the total of the development expenses of the 7 Properties of our Real Estate Development Portfolio to be of approximately Ps. \$12,831 million, of which it has been already distributed Ps. \$8,189 million, which represents fixed costs under the construction agreements

executed to complete the development of such Properties. Any other cost or expense on which the contractors may incur, additional to such fixed costs shall be on their own behalf.

During 2017, we will continue to develop mixed uses south of Mexico City, where Fibra Uno will provide the Buffalo Portfolio and the Colorado Portfolio, during the construction period of this project we will no longer receive Portfolio revenues Colorado. Fibra Uno and "Helios" we hope to co-invest in this development that will have an investment of around Ps. \$20 billion, the project will consist of approximately 103,876 m2 of retail area, 82,849 m2 of residential area, 212,213 m2 of office space and 18,000 m2 of hotel area.

Portfolio	Project	Properties	Final GLA (sq.m.)	Investment as of December 31, 2016 (Ps.\$ million)	Pending Investment (Ps.\$ million)
Mitikah	Mitikah	Offices	326,089	763	8,064

(1) Only the retail and office area

(i) Cash Distributions

For information related to our distribution policy, see section “*Distribution Policy*” of this document.

The total amount of Cash Distributions regarding the term from January 12, 2011 to December 31, 2011 was of Ps. \$457.8 million, of which Ps. \$271.4 million were classified, for fiscal effects, as ordinary dividends, and Ps. \$186.3 million as capital reimbursement.

On regards of the fiscal year ended on December 31, 2012, the total amount of paid Cash Distributions was of Ps. \$1.1 billion. Of such amount, Ps. \$995.5 million were classified, for fiscal effects, as ordinary dividends, and Ps. \$109.0 million as capital reimbursement.

Regarding the fiscal year ended in December 31, 2013, the total amount of paid Cash Distributions was of Ps. \$3.0 billion. Of such amount, Ps. \$1,870.1 million were classified, for fiscal effects, as ordinary dividends, and Ps. \$1,133.0 million as capital reimbursement.

On regards of the fiscal year ended on December 31, 2014, the total amount of paid Cash Distributions was of Ps. \$4.8 billion. Of such amount, Ps. \$1,996.7 million were classified, for fiscal effects, as ordinary dividends, and Ps. \$2,825.1 million as capital reimbursement.

With regard to the year ended on December 31, 2015, the total amount of Cash Distributions paid was of Ps. \$6.1 billion. Of such amount, Ps. \$1,694.0 million were classified, for fiscal purposes, as ordinary dividends, and Ps. \$4,431.9 million as capital reimbursement.

For the year ended December 31, 2016, the total amount of Cash Distributions paid was Ps. \$6,404.0 billion. Of this amount, Ps. \$1,915.8 billion were classified, for tax purposes, as ordinary distributions and Ps. \$4,487.7 billion as capital reimbursement.

(ii) Inflation

Most of our Lease Agreements have clauses designated to reduce the negative impact of inflation. Generally, these provisions increase the Rent during the duration of the agreement, either on a fixed manner or indexed to the INPC. We could be negatively affected by the inflation regarding those Lease Agreements which do not have the clauses aforementioned. Additionally, most of our Lease Agreements require the tenant to pay some operation expenses, including maintenance costs. This could reduce our exposure to increases on operation results resulting from inflation, assuming that our Properties continue on lease and the tenants timely comply with the payment of such fees.

(iii) Seasonality

We consider that our business is not subject to material seasonal fluctuations.

(iv) Disclosure of Qualitative and Quantitative Market Risks

Our future income, cash, and market value relevant for financial instruments depend on our market interest rates. The market risk to the exposure of loss coming from changes on interest rates and currency exchange. The main market risk to which we consider to be exposed are interest rates and currency exchange rates. Many factors, including government fiscal and currency policies, national and international political and economic considerations, and other factors out of our control contribute to the risk of interest rates and currency exchange.

As of December 31, 2016 we had a total consolidated gross debt of Ps. \$65,356.1 million, of which Ps. \$4,481.0 million were guaranteed; and our subsidiaries had no debt. As of December 31, 2016, 40.8% of our debt was denominated in Pesos and 59.2% was denominated in Dollars. Taking into account the effect of derivative financial instruments that we have contracted, as of December 31, 2016, 49.8% of our debt was denominated in Pesos and 50.2% was denominated in Dollars.

We believe we are in a good position to obtain and use additional funding to grow our business. We intend to finance acquisitions and future developments using the remaining amounts of our credit lines combined with the issuance of debt and equity in the securities markets, mortgage loans and financing from local and international banks.

Pursuant to the terms of our Trust, debt financing may not exceed the minimum amount resulting from 50% LTV and 1.20x DSCR. Such calculations are measured prior to the conclusion of any new debt or the assumption of pre-existing debt related to the acquisition of any Assets. As of December 31, 2016, our level of leverage was 34.3%. In relation to our guaranteed debt, our guaranteed leverage at December 31, 2016 was 2.4%.

As of December 31, 2016, we had a total consolidated gross debt of Ps. \$65,356.1 million, of which Ps. \$11,109.5 million, or 17.0%, is variable debt and Ps. \$54,246.6 million or 83.0%, is subject to fixed interest rates.

If the interest rates regarding the variable debt had a change on 100 base points, upwards or downwards, and all the other variables were constant, FUNO's capital for terms ended on

December 31, 2015, 2014 and 2013, would have a decrease/increase of approximately Ps. \$528.0 million and Ps. \$363.0 million and Ps. \$344.0 million, respectively. Risk amounts for interest rates were established considering the impact of these hypothetical interest rates in our financial instruments. This analysis does not consider the effect of any change on the global economic activity which could occur in such environment. Furthermore, in case of changes in such scales, we could take actions to reduce more our exposure to the change. However, due to the uncertainty of specific actions that could take place and their possible effects, this analysis assume that there will not be any changes in our financial structure

We carry out transactions in Dollars, therefore, we are exposed to the currency exchange rates between the Peso and the Dollar. As of December 31, 2016, we have a Dollar-denominated debt due to the issuance of Senior Notes, as well as credits assumed by the acquisition of certain portfolios. Our management considers that the risk due to currency rates is protected since it is naturally covered with the income also in Dollars.

If the currency rates had a change of Ps. \$1 per Dollar upwards or downwards, and if all the other variables were constant, the year result and our capital for the terms ended on December 31, 2016, 2015 and 2014 would have a decrease/increase of approximately Ps. \$1.9 billion and Ps. \$1.4 and Ps. \$1.6 billion thousand respectively.

4. MANAGER'S FINANCIAL INFORMATION

(a) Selected Financial Information

Our Manager F1 Management's main activity is the management of the Trust Estate and the provision of any type of material and staff services for the administration, coordination, supervision, maintenance, management, and monitoring of the collection of any Lease Agreements and any other contract regarding our real estate.

The condensed consolidated financial statements include those pertaining to our Manager F1 Management and its subsidiary Operadora CVC, A.C., which is under its control. The balances and intercompany transactions have been eliminated.

Below is the condensed consolidated financial position statement as of December 31, 2016, 2015, and 2014, as well as the condensed income statements for the period from January 1 through January 31, 2016, 2015, and 2014 of our Manager F1 Management and Operadora CVC, A.C.

F1 Management, S. C. and Subsidiary Statements of Financial Position as of December 31, 2016, 2015 y 2014 (Numbers in thousand pesos)			
Asset	12/31/2016	12/31/2015	12/31/2014
Cash, Restricted Cash and Investment in Securities	\$ 96,623	\$ 101,937	\$ 27,333
Rents Receivable	112,463	72,286	25,982
Accounts Receivable to Related Parties	13,912	8,655	18,249
Total Current Asset	222,998	182,878	71,564
Other Assets, Net	3,061	3,948	18
Total Assets	<u>\$ 226,059</u>	<u>\$ 186,826</u>	<u>\$ 71,582</u>
Liabilities and Estate	\$ 153,298	\$ 177,723	\$ 70,020
Accounts Payable and Accrued Expenses	12,324	44,157	-
Accounts Payable to Related Parties	165,622	221,880	70,020
Total Current Liabilities	21,885	1,480	1,450
Tenants Deposits	187,507	223,360	71,470
Total Liabilities	<u>187,507</u>	<u>223,360</u>	<u>71,470</u>
Stockholders Equity			
Capital Stock	1	1	1
Accrued Results	38,551	(36,535)	111
Total Stockholders Equity	<u>38,552</u>	<u>(36,534)</u>	<u>112</u>
Total Liabilities and Stockholders Equity	<u>\$ 226,059</u>	<u>\$ 186,826</u>	<u>\$ 71,582</u>

F1 Management, S. C. and Subsidiary Statements of Financial Position as of December 31, 2016, 2015 y 2014 (Numbers in thousand pesos)			
	12/31/2016	12/31/2015	12/31/2014
Management Activities Income	\$ 245,692	\$ 188,160	\$ 90,626
Maintenance Activities Income	<u>1,179,783</u>	<u>782,067</u>	<u>440,476</u>
	1,425,475	970,227	531,102
Expenses	<u>(1,356,379)</u>	<u>(1,007,557)</u>	<u>(544,000)</u>
(Profit) loss before expenses and interest income	<u>69,096</u>	<u>(37,330)</u>	<u>(12,898)</u>
Interest income	5,860	1,015	123
Exchange Income (Loss) – Net	<u>130</u>	<u>(331)</u>	<u>(437)</u>
Net Comprehensive Income (Loss)	<u>\$ 75,086</u>	<u>\$ (36,646)</u>	<u>\$ (13,212)</u>

Events that materially affect the comparability of the selected financial information:

During 2016, we were able to complete 6 strategic acquisitions and developments for an approximate amount of Ps. \$6.0 billion, which was reflected in a growth of approximately 4.1% of GLA and approximately 2.0% in number of Properties with respect to 2015, ending with a Portfolio with 7,369,935 square meters of GLA and 497 Properties with 519 Operations, which are managed by our F1 Management Administrator.

Our Manager F1 Management is engaged in the management of our Properties and, therefore, given the existence of material increases in the acquisition of our investment properties, our Manager F1 Management's business is growing and, thus, its income and expenses grow in such a way that they cannot be compared in the periods covered by the selected financial information included in this document.

(b) Management-level discussion and analysis of the financial position and operations results

(i) Operations results

The increase in operating income and expenses of our Manager F1 Management in the 2017-2016 period is mainly due to the increase in properties acquired by us and that are managed by our Manager F1 Management.

(ii) Financial situation, liquidity, and capital resources

As mentioned in the selected financial information section, the increase in the income and expenses of our Manager F1 Management year after year is parallel to the increase in our acquisitions, which went from owning 279 Properties at 2012 closing to owning 519 Properties at 2016 closing.

Every time we add a new portfolio to our investment properties, cash flows, accounts receivable with us mainly, the creditable VAT, advance payments, and payables to suppliers and related parties providing maintenance services for our Manager F1 Management shall increase

5. MANAGEMENT

- (a) The Planning Consulting Agreement, the Representation Services Agreement, and the Management Agreement.

General

Regarding our formation transactions, we executed (i) the Planning Consulting Agreement with our Consultant; (ii) the Representation Services Agreement with F2 Services, S.C., and (iii) the Management Agreement with our Manager F1 Management, as later described herein. Afterwards, we executed management services provision agreements with (i) Jumbo Administración, S.A.P.I. de C.V. for the management of the Morado Portfolio; (ii) Hines Interests, S.A. de C.V. for the management of Maine Portfolio, (iii) Finsa Holding, S.A. de C.V. for the management of Vermont Portfolio.

Planning Consulting Agreement with our Consultant

Pursuant to the Planning Consulting Agreement, our Consultant is responsible of the Planning Consultancy Services, including Consultancy, planning, and coordination of the property projects to be developed or acquired by the Trust in accordance with the purposes of the Trust, including without limitation, the following:

- a) To recommend and advise on the definition, or to request the amendment of plans, projects, budgets, calendars, policies, and methods which to its judgment, are required or convenient for a better administration, operation, supervision, and profitability of the projects;
- b) To recommend and advise the Technical Committee regarding the persons who shall fulfill the supervision, audit, and control roles of the Trustee's acts, services suppliers, legal Consultants, and other entities related to the Trust;
- c) To recommend and advice regarding the manner on which the reports of control and supervision activities shall be presented in order for them to comply with the necessary requirements for their comprehension and understanding;
- d) To recommend and advise the Technical Committee, Managers and Representation Services Companies regarding the development of their activities and the fulfillment of the obligations assumed with the Trustee;
- e) To recommend to the Managers the projects inventory control form, including the features of each one;
- f) To recommend, advise, and present the required plans which shall implement actions of: (i) control and supervision of the fiscal obligations resulting from the Trust, and (ii) timely fulfillment of all the obligations in Charge of the Trust, especially those related to the CBFIs and resulting from the LMV and related provisions;

- g) To advise on the internal and external auditors of the Trust supervision activities, as well as those of the legal Consultants, technicians and other services suppliers of the Trust;
- h) To recommend all the activities tending to detect business opportunities and new investments of the Trust, including the Consultancy and planning of: (i) feasibility studies; (ii) due diligence; (iii) marketing studies, and (iv) financial analysis, in order for the Technical Committee to be able to decide in that regard;
- i) To recommend and establish the bases, policies, and guidelines for the performance of all the processes for obtaining licenses, permits, and authorizations resulting necessary for the development of the projects;
- j) To advise, recommend, and define the bases to propose to the Technical Committee the disposal of the Assets convenient to the Trust purposes;
- k) To recommend all the measures, to its judgment required to keep our Assets in good operation and performance conditions;
- l) To recommend the activities, to its judgment required regarding the marketing to promote and keep leased our Assets;
- m) To carry out all the research evaluations and programs, which to its judgment are necessary for the most efficient administration, operation, as well as to provide industrial, commercial, or construction Consultancy to the Technical Committee;
- n) To report to the Technical Committee the result of its activities, indicating the progress on the entrusted works, as the case may be, the existing deviations against the approved budgets, the deviation causes, and the recommendation to correct such deviations;
- o) To provide the counseling services: (i) on administration, operation, promotion, organization, planning, direction, supervision, commission, concession, intermediation, representation, allocation, control, commercialization, import, export, and commercial exploitation, and (ii) legal, accounting, fiscal, administrative, marketing, financial, economic, technical, architectural, engineering and construction, regarding the projects and the Trust, and
- p) In general, provide all the Consultancy, planning and control activities of the projects of the Trust, which tend to achieve the most efficient administration, commercialization, operation, and maintenance of our Assets and of the Lease Agreements.

Reporting

The Consultant shall develop an activities program, which shall agree with the Technical Committee in order to comply with the purposes of the Trust, meeting in all cases the resolutions of the Holders' Meetings.

Consideration

In accordance with the provisions of the Planning Consulting Agreement, our Consultant has the right to collect each natural year, as consideration for its services (the “Annual Consideration”), the amount resulting from applying the factor of 0.5% (zero point five percent), to the non-depreciated assets of our Trust value in registers, minus the effective debt, plus the corresponding VAT. The Annual Consideration shall be paid in four quarterly payments, the first three regarding the quarters ended in March 31, June 31, and September 30 of each year, shall be provisional and shall be calculated according to the aforementioned (but quarterly expressed) based on the financial statements corresponding to such quarter. The fourth payment shall be definitive and shall be calculated based on the audited financial statements obtained at the end of each natural year. The amount payable as fourth payment shall be equal to the Annual Consideration minus the amount of the provisional payments of the previous quarters of the year in question, resulting as this the definitive amount of the Annual Consideration. If the sum of the provisional payments regarding the three first quarters is higher than the amount payable as fourth payment, the Consultant shall pay the difference to our Trust in cash.

Additionally, for the performance of the activities towards the acquisition/contribution of properties for our Trust approved by our Technical Committee, the Consultant shall collect a commission of 3% (three percent) payable in cash or in CBFIs, over the value of the acquired or contributed properties to the Trust (any amount paid to any other real estate broker hired for such effect shall be included in said amount). In the assumption that these activities are carried out with members of the Relevant Families, this commission shall not be caused in the proportion on which the members of the Relevant Families are proprietors of the real estate acquired by us or contributed to the Trust Estate. Additionally, the contributions and acquisitions of members of the Relevant Families shall be subject to the policies of our Trust regarding to operations with Related Persons and shall be subject to the approval of our Technical Committee, the approval of the majority of its Independent Members shall be required.

Term

The Planning Consulting Agreement ends its duration in January 19, 2016 (on the fifth anniversary of the beginning of the duration of the agreement) and shall be automatically extended for 1 (one) year periods as of such date, unless it is terminated in advance according with the provisions therein.

Dismissal

In accordance with the terms of the Planning Consulting Agreement, our Consultant can be dismissed if: (i) it incurs on a Dismissal Conduct, as defined in our Trust, or (ii) by resolution of the Holders who represent more than 66% (sixty-six percent) of our circulating CBFIs. The parties may terminate the Planning Consulting Agreement previous written notice directed to us, at least 90 (ninety) Days in advance. The Planning Consulting Agreement shall also be terminated if the Management Agreement and/or the Representation Services Agreement terminates. If the

Planning Consulting Agreement expires due to the termination of the Management Agreement, the termination of the Representation Services Agreement, or if we terminate the Planning Consulting Agreement for any reason different than a Dismissal Conduct, the payment for the termination aforementioned shall be paid to our Consultant; said payment consists in a consideration equal to 5 (five) times the Annual Consideration. While the Control Trust remains as proprietor of 15% or more of the circulating CBFIs, the Joint Trustors may be able to avoid the dismissal of our Consultant if different to a Dismissal Conduct.

The following table shows the names, ages, and positions of the senior manager of our Consultant:

<u>Name</u>	<u>Age (1)</u>	<u>Position</u>
André El-Mann Arazi	52	Director General
Isidoro Attié Laniado	47	Strategy and Finances Executive Vice-president

⁽¹⁾ As of December 31, 2016

André El-Mann Arazi is General Director of our Consultant and of our Manager F1 Management; additionally, he is member of our Technical Committee. Mister André El-Mann Arazi is one of Grupo-E founding members and has approximately 30 years of experience on property development and investment. He has experience on acquisition, development, and obtaining of capital for the creation of real estate projects through several industry sectors, including co-investments. Mister André El-Mann Arazi is also member of the board of senior manager of the Metropolitan Board of BBVA Bancomer and is Consultant of each one of the corporations of Grupo-E.

Isidoro Attié Laniado is the Strategy and Finances Executive Vice-president of our Manager F1 Management; additionally, he is member of our Technical Committee. Isidoro Attié Laniado joined Grupo-E in 2006. Since then, he has been involved in the development of new projects and the acquisition of new Properties. Isidoro Attié Laniado has been partner of Grupo-E and a key element in Grupo-E's growth and success. Previously, Mister Attié Laniado served as Finances Director of Melody, a textile industry business, part of his family business, which was sold later to a leader investment fund.

Management Agreement with F1 Management

According to the Management agreement, our Manager F1 Management is responsible of the administration, operation, and maintenance of the trust and of the Trust Estate, which comprise the performance of all the activities, the exercise of all the rights and the fulfillment of all the obligations provided by such agreement in charge of the Manager F1 Management, including without limitation, the daily and major administration, operation, and maintenance of our Real Estate and other properties and rights comprising the Trust Estate; the promotion, advertising, and marketing of Assets; the supervision of the negotiation of the Lease Agreements, the execution and renovation of them; the payment of services, taxes, and the insurance of our Assets; the analysis of the market tending to the acquisition of properties; the negotiation of the required covenants and financings for the acquisition of properties; the remodeling, construction, and

improvement of our Real Estate; the routine performance of inspections to our Assets and the other provided according to the respective Management Agreement.

The Manager F1 Management provides to the Trustee the Management Services required and convenient to perform the most efficient administration, operation and maintenance of the Trust Estate, as provided by the respective Management Agreement and by the Trust, including without limitation, the following:

a) The direction, planning, and execution of all the activities related with the financial administration of the Trust; including without limitation: (i) to develop work programs and income and expenses budgets of the Trust for the approval of the Technical Committee; (ii) to review the correct application of the income and expenses of the Trust, reporting to the Technical Committee the causes of the main budget deviations; (iii) to execute the cash and treasury functions of the Trust Estate; (iv) to prepare and maintain updated the accounting of the Trust, and (v) to prepare the financial statements of the Trust for the approval of the Technical Committee;

b) Supervise the total and timely fulfillment of the fiscal obligations coming from the Trust, including: (i) the payment of the corresponding taxes and rights, and (ii) the presentation of notices and tax returns;

c) Supervise the timely fulfillment of all the obligations in charge of the Trust, particularly those related with the CBFIs and coming from the LMV and related provisions;

d) Coordinate and supervise the activities of the internal and external auditors of the Trust, as well as of the legal Consultants, technicians, and other services suppliers of the Trust;

e) Coordinate and supervise the activities related to the human resources required by the Trust for its operation, verifying that the responsible for the labor relations timely and totally pay the salaries, social security benefits, fees, and other compensations corresponding to said personnel, in order to foresee and eliminate eventualities in charge of the Trust Estate;

f) Develop public relations campaigns in benefit of the Trust and particularly those focused to the holders of the CBFIs, the BMV, the CNBV, and other institutions related with the Trust and the issuing, placement, and maintenance of the CBFIs;

g) With the support of our Consultant, coordinate and supervise all the activities tending towards detecting business opportunities and new investments of the Trust, including the performance of: (i) feasibility studies; (ii) market researches, and (iii) financial evaluations, in order for the Technical Committee to decide about them.,

h) With the support of our Consultant, perform, negotiate, coordinate, and supervise, according to the directions of the Technical Committee, all the required activities to acquire, finance, refinance, develop, and build any kind of properties, including to process and get from the competent authorities, the licenses, permits, and authorizations resulting necessary;

i) Perform, negotiate, coordinate, and supervise all the required activities to propose to the Technical Committee the sale of our Assets convenient for the purposes of our Trust and, as the case may be, proceed to its disposal according to the directions of the Technical Committee;

j) Perform, coordinate, and supervise all the required activities to maintain our Assets in good operation and functioning state, including without limitation: (i) to elaborate the maintenance programs and submit them to the approval of the Technical Committee; (ii) according to the approved budgets, determine and notify the tenants the increase of the maintenance fees in market conditions; (iii) to contract the required services and supplies to execute the maintenance programs approved by the Technical Committee; (iv) provide, maintain, monitor, and as the case may be, improve the security systems of our Real Property and the users thereof, (v) establish rules and regulations for the use, lease, improvement, and maintenance of our Real Property;

k) Coordinate and supervise all the activities related to: (i) invoicing and collection of Rents and maintenance fees as provided by the Lease Agreements; (ii) to deposit the collection to the Trust accounts; (iii) the execution and extension of the Lease Agreements according to the policies, terms, periods, and conditions authorized by the Technical Committee;

l) To contract, coordinate, and supervise the legal services to obtain the judicial collection of the indebted Rents in favor of the Trust, and the clearing of default tenants;

m) Perform all the activities to maintain our Real Property insured against any risk, including without limitation: (i) negotiate insurance primes; (ii) contracting with the corresponding insurance company (ies), and (iii) as the case may be, process and get the payment of the insured amounts;

n) Perform all the required marketing activities to promote and keep leased our Real Property, including without limitation: (i) make advertisement campaigns of our Real Property; (ii) negotiate, hire, and supervise the activities of independent brokers who promote the lease of our Real Property; (iii) direct to the Property Representative about the policies, terms and conditions approved by the Technical Committee for the execution and extension of the Lease Agreements, and

o) In general, perform, coordinate, and supervise all the required activities towards a more efficient administration, operation, and maintenance of our Real Property and of the Lease Agreements.

Our Manager F1 Management shall consult and get the opinion of the Consultant to provide its services, taking in, in all cases the decisions of the Technical Committee and, as the case may be, of the Holders' Meeting. Furthermore, the Manager F1 Management shall supervise that the Consultant complies with the activities program related with the Planning Consultancy Services.

Consideration

Our Manager F1 Management is entitled to receive monthly fees for an amount equal to 1% (one percent) of the Rent payments actually collected under the Lease Agreements of our Properties during the previous month, plus the applicable VAT. This consideration must be paid by the Trustee to the Manager F1 Management within the first 5 (five) Business Days of each month. Our Manager F1 Management is also entitled to the reimbursement of any reasonable direct and indirect expenses in which it may incur, with regard to the execution of the services under the

respective Management Agreement, as well as the maintenance fees collected from the tenants, which shall also be used for paying any maintenance expenses related to our Real Estate.

Term

The initial term of the Management Agreement with our Manager F1 Management expired on January 19, 2016 (on the fifth anniversary of the beginning of the duration of the agreement) and shall be automatically extended for successive periods of one year. According to the terms of the Management Agreement in question, the Manager F1 Management could be dismissed by express notice of the Trustee given at least 90 (ninety) days prior to the date on which the Manager must end its job, once fulfilled the term of such agreement. The termination of the Management Agreement with our Manager F1 Management shall result in the termination of the Representation Services Agreement, and the Planning Consulting Agreement, and in the payment of the amounts for termination, under such agreements, described in the sections hereinbefore.

Management Agreement of the Morado Portfolio

In August 31, 2012, we hired the company Jumbo Administración, S.A.P.I. de C.V., subsidiary company of the Joint Trustors, to provide us all the required and convenient services for the administration, operation, and maintenance of the Properties comprising the Morado Portfolio, including without limitation: (i) the invoicing and collection of rents, maintenance fees, and other benefits according to the Lease Agreements; (ii) the negotiation, signature, and as the case may be, extension of the Lease Agreements; (iii) the performance, on our behalf, of all the required actions to comply with all the obligations and exercise all the rights of the Lease Agreements; (iv) selection and hiring of personnel services suppliers for the maintenance and surveillance of the Real Property as strategic assets of the Trust; (vi) surveille the Real Property; (vii) perform all the advertisement campaigns of the Real Property, and (viii) perform on our account all the required actions to maintain the Real Property up to date on the fulfillment of all the obligations and exercise all the rights coming from their property or possession.

For the provision of these services by Jumbo Administración, S.A.P.I., de C.V., we pay an amount equivalent to 3% (three percent) of the income effectively collected from the Morado Portfolio; an amount equivalent to the total amount of all the maintenance fees, advertisement fees, and services collected to the tenants and users of the Assets in accordance with their respective Lease Agreements; and an amount equivalent to an annual 0.5% (zero point five percent) over the value of contribution of the Real Property to the Trust, payable per due quarters.

The agreements we have executed for the management of the Morado Portfolio, have an duration of seven and a half obligatory years for both parts, counted as of September 1, 2012.

Additionally, for the management of the Morado Portfolio we shall continue receiving the services of Planning Consultancy of our Consultant, the Representation Services of F2 Services, S.C., and the Management Services of our Management F1 Management.

Services Provision Agreement executed for the Management of the Maine Portfolio

On February 18, 2014 we hired Hines Interests, S.A. de C.V., to provide us all the required and convenient services for the administration, operation, and maintenance of the Properties

comprising the Maine Portfolio, including without limitation: (i) to perform the supervision of rent collection, maintenance fees, and other expenses according to the Lease Agreements of such portfolio; (ii) perform the supervision of the management and operation of the Real Property in such portfolio; (iii) provide services to the tenants of the Real Property as required by their respective Lease Agreements; (iv) keep the registers and files corresponding to the Lease Agreements; (v) count with the management of tenants complaints and requests; (vi) conduct and supervise all the operative and administrative activities of the Properties, including among others, the security service, the program of preventive maintenance and repairs of the Real Property; (vii) supervise the capital improvements required on the Real Property and carry out all the required actions to comply with all their obligations and exercise all the rights coming from the Lease Agreements; (viii) select the personnel services suppliers for the maintenance and surveillance of the Real Property; (ix) perform the administration and presentation of information regarding the financial activities of the Properties; (x) carry out the advertisement campaigns of the Real Property, and (xi) perform all the required actions to keep the Real Property up to date on the fulfillment of all the obligations and exercise all the rights resulting from their property or possession.

For the provision of these services by Hines Interests, S.A. de C.V., we annually pay the amount of Ps. \$1,640,000.00 (one million six hundred forty thousand pesos 00/100, Mexican lawful currency) plus the VAT of the income effectively collected from the Maine Portfolio.

The agreement we executed for the management of the Maine Portfolio, has a duration of 2 two years and shall be extended for 1 (one) year terms each one, However, the agreement can be terminated at any moment by us through a notice given 60 (sixty) Days in advance, and by Hines Interests, S.A. de C.V., through notice given 90 (ninety) Days in advance.

Additionally, for the management of the Maine Portfolio we shall continue receiving the services of Planning Consultancy of our Consultant, the Representation Services of F2 Services, S.C., and the Management Services of our Management F1 Management.

Services Provision Agreement executed for the Management of the Vermont Portfolio

In August 15, 2013 we hired the company Finsa Holding, S.A. de C.V. to provide us all the required and convenient services for the management, operation, and maintenance of the Properties comprising the Vermont Portfolio, including without limitation: (i) to perform the supervision of rent collection, maintenance fees, and other expenses according to the Lease Agreements of such portfolio; (ii) perform the supervision of the management and operation of the Real Property in such portfolio; (iii) keep the registers and files corresponding to the Lease Agreements; (iv) to carry out annual reviews of insurance related to the Real Property; (v) perform the surveillance operations and preparation of reports regarding the performance of the Real Property; (vi) provide the tenants of the Real Property the services as required by their Lease Agreements; (vii) take care of the relations and communication with tenants; (viii) carry out the supervision of capital improvements and performing of all the necessary actions to comply with all the obligations and exercise all the rights coming from the Lease Agreements; (ix) select personnel service providers for the maintenance and surveillance of the Real Property; (x) carry out the administration and presentation of reports about the financial activities regarding the Properties; (xi) surveille the Real Property, and (xii) perform all the all the required actions to keep

the Real Property up to date on the fulfillment of all the obligations and exercise all the rights resulting from their property or possession.

For the providing of these services by Finsa Holding, S.A. de C.V., we pay an amount equivalent to 3% (three percent) of the effectively collected income regarding the Vermont Portfolio.

The agreements executed for the administration of the Vermont Portfolio have an duration of 2 (two) years and two extension periods for 2 (two) years each one; However, the agreement can be terminated at any time trough notice given 60 days in advance.

Additionally, for the management of the Vermont Portfolio we shall continue receiving the services of Planning Consultancy of our Consultant, the Representation Services of F2 Services, S.C., and the Management Services of our Management F1 Management.

Representation Services Agreement with F2 Services, S.C.

In accordance with the Representation Services Agreement, F2 Services, S.C. is responsible of the Representation Services, including those services required and convenient to represent the Trustee in front of the tenants of our Assets, as provided in such agreement and as provided by the Trust, including without limitation the following:

a) The direction, planning, and execution of all the activities related with the collection and invoicing of Rents and maintenance fees under the Lease Agreements; including without limitation: (i) the management, coordination, control, and supervision of all the collection activities regarding each Lease Agreement; (ii) the management and coordination of judicial or extra-judicial collection, with each one of the tenants of our Assets; (iii) the record, control and reports of “due portfolio” regarding the Rents, maintenance fees and any other consideration in charge of the tenants under the Lease Agreements, (iv) the deposit in the bank accounts of the Trust of all the collection performed according to the Lease Agreements; (v) to inform the Managers and the Technical Committee the collection of Rents results and the existing due portfolio as to the date of presentation of the corresponding report; (vi) to inform the Managers and the Technical Committee the deviations to the income budgets approved by the Technical Committee which identifies the obtaining, expedition, amendment, and cancellation of the invoices which support the Rents payment, maintenance fees, and any other consideration in charge of the tenants under the Lease Agreements; (vii) recommend to the Managers and the Trustee the systems, methods, and procedures which optimize the records of activities on their charge, and (viii) comply and make comply the administrative, fiscal, and other applicable provisions in the development of their representation, collection, and invoicing activities;;

b) Negotiate the execution and extension of the Lease Agreements according to the policies, terms, periods, and conditions authorized by the Technical Committee, and

c) In general, perform, coordinate, and supervise all the required activities for the most efficient administration and operation of our Real Property and of the Lease Agreements regarding the collection, invoicing, execution, and renewal of the Lease Agreements.

Consideration

In accordance with the Representation Services Agreement terms, F2 Services, S.C. has the right to collect as consideration for its services, an amount equivalent to 2% (two percent) of the collection of the Rents coming from the Lease Agreements, effectively deposited in the bank accounts of the Trust the prior month, plus the corresponding VAT; which shall be paid within the first 5 (five) business days of each month.

Term

The Representation Services Agreement with F2 Services, S.C. shall be extended automatically for periods of one (1) year beginning on January 20, 2016.

Dismissal

In accordance with the provisions of the respective Representation Services Agreement, F2 Services, S.C. can be dismissed if: (i) it incurs on a Dismissal Conduct, or (ii) by agreement of the Holders' Meeting which represent more than 66% (sixty-six percent) of the circulating CBFIs.

Representation Services Agreement with Cabi Inver, S.A. de C.V.

On August 31, 2012 we hired the services of Cabi Inver, S.A. de C.V. to provide us the services of promotion, advertisement, management, contracting, and signature of new Lease Agreements on the Properties of the Morado Portfolio, including without limitation: (i) the performance of all the marketing activities required to promote and keep leased the Real Property; (ii) carry on the advertisement campaigns of the Property; (iii) negotiate, hire, and supervise the activities of independent brokers who promote the lease of the Real Estate, and (iv) negotiate and execute new Lease Agreements, and as the case may be, extend the existing ones in accordance to the policies, terms, periods, and conditions authorized by the Technical Committee.

For the provision of these services by Cabi Inver, S.A. de C.V., we pay an amount equivalent to 5% (five percent) of the amount agreed as rent or use, for each new Lease Agreement (it does not include renewals or extensions of the agreements) executed with its brokerage, capped to 5 (five) duration years of the respective agreement.

(i) *Management and the Committees*

Members of our Technical Committee

As of December 31, 2015, our Technical Committee is currently integrated by 13 proprietor members (4 of which are Independent Members) and their respective deputies. A table which, in accordance to our Trust, shows the integration of our Technical Committee is included hereinafter:

	Proprietor Member	Independent Member	Age
1	Moisés El-Mann Arazi	No	62
2	André El-Mann Arazi	No	52
3	Isidoro Attié Laniado	No	47
4	Elías Sacal Micha	No	66
5	Max El-Mann Arazi	No	56
6	Abude Attié Dayán	No	73
7	Amín Guindi Hemsani	No	53

8	Jaime Kababie Sacal	No	66
10	Ignacio Trigueros Legarreta	Si	65
11	Antonio Franck Cabrera	Si	63
12	Rubén Goldberg Javkin	Si	67
13	Herminio Blanco Mendoza	Si	65

⁽¹⁾ As of December 31, 2016.

The biographical information of the other main members of our Technical Committee is detailed hereinafter:

Moisés El-Mann Arazi is the chairman of our Technical Committee and Chairman of Grupo-E. Moisés has leaded Grupo-E for more than 30 years, with a long-term vision for the conceptualization and commercialization of the projects on which the group takes part, which currently has real estate operations vertically integrated and has developed and operated approximately 170 real estate projects in different sectors and geographic areas of Mexico.

André El-Mann Arazi is the General Director of our Consultant. Mister André El-Mann Arazi is one of the founding members of Grupo-E and has 30 years of experience on the development and management of real estate. He has experience on the acquisition, development, and capital obtaining for the creation of real estate projects through several sectors of the industry, including co-investments. Mister André El-Mann Arazi is also member of the board of senior manager of the Metropolitan Board of BBVA Bancomer and is Consultant of each one of the corporations of Grupo-E.

Isidoro Attié Laniado is the Strategy and Finances Executive Vice-president of our Manager F1 Management; Isidoro Attié Laniado joined Grupo-E in 2006, where he has been involved in the development of new projects and the acquisition of new Properties. Isidoro Attié Laniado has been partner of Grupo-E and a key element in Grupo-E's growth and success. Previously, Mister Attié Laniado served as Finances Director of Melody, a textile industry business, part of his family business, which was sold later to a leader investment fund.

Elías Sacal Micha is part of Grupo-E since its beginnings, and for more than 30 years he has focused his roles in the operation, maintenance, and commercialization of real estate, playing a fundamental role in dealing with the requirements of the clients on the real estate projects of Grupo-E.

Max El-Mann Arazi is part of Grupo-E since its beginnings, focusing his roles on the acquisition and management of properties, site management, and relations with authorities. Furthermore, Max has more than 30 years of experience on the retail sector, playing a fundamental role on dealing with the requirements of clients on the real estate projects of Grupo-E.

Abud Attié Dayán is the founder of Tiendas Melody, a leader company on women clothing in Mexico. Furthermore, he has been developer of other businesses in different market sectors, being shareholder of corporations such as Corpofin (financing), Insignia Life (life insurance sale), The Powerwise Group (energy saving applications), Presencia en Medios (advertisement), and Sare (housing), among others, also developing philanthropic projects. Since the decade of 1970, Abud made an incursion to the real estate business, investing and participating in several residential, retail, industrial, and offices projects.

Amín Guindi Hemsani has 20 years of experience as investor and partner in real estate development projects on the retail, industrial, and offices sectors. Furthermore, he has served as Vice-President of Grupo Kimex, S.A. de C.V., leader on the production of containers, gums, and textiles. Amín has a degree in Business Administration by the Universidad Anáhuac, México.

Jaime Kababie Sacal has more than 20 years of experience as investor and partner in real estate development projects on the retail, industrial, and offices sectors. Furthermore, he has more than 25 years of experience on the industry of polyethylene items manufacturing, including packaging and enveloping. He has taken part in real estate projects with the El-Mann family since 1998.

Ignacio Triqueros is an Independent Member of our Technical Committee and Director of the Centro de Análisis e Investigación Económica del Instituto Tecnológico Autónomo de México (ITAM) [Economic Analysis and Investigation Center of the Autonomous Technological Institute of Mexico], Professor of the Economy Department of the ITAM, member of the Board of Senior manager of Evercore Casa de Bolsa, S.A. de C.V., and Consultant of the Investment Committee of Afore XXI. He has a strong academic career and of economic investigation. Furthermore, he has served as Consultant in several government dependencies. Ignacio has a degree on Economy by the ITAM and a Doctorate in Economy by the University of Chicago.

Antonio Franck Cabrera is an Independent Member of our Technical Committee and a partner in Jones Day, and has more than 40 years' experience in corporate, bank and securities law matters, and has provide consultancy services for companies in Mexico and abroad. Mr. Franck has broad experience in merges and acquisitions and in the structuring of strategic companies. He has also been a professor of legal ethics and commercial law in the Universidad Iberoamericana and in the Escuela Libre de Derecho. One of Mr. Franck's key areas of expertise is the corporate government, and acts as member of the board of senior manager in many public and private companies, such as Grupo Coppel, Mexicana de Cananea, Sears Roebuck de México, Farmacias del Ahorro, and Grupo Financiero IXE, among others. He also acts as Chairman of the Legislative Analysis Committee of the Business Coordinating Council, and is a member of the Honor and Justice Committee of the Mexican Bar Association.

Ruben Goldberg is an Independent Member of our Technical Committee and Director and Partner in Goldberg, Alerhand, y Asociados, S.C. (investment bank) and Chairman of the Consulting Committee of Galileo Total Return Fund, LP (funds management), and has a great experience on the investment bank, commercial bank, and corporate bank industries. Furthermore, he has taken part of the Councils of several companies of the chemical, textile, consumer products, and financial sectors, among others, as well as of philanthropic and educative organizations. Ruben is Public Accountant by the Universidad Autónoma de México and has an MBA of the Wharton school, University of Pennsylvania.

Herminio Blanco is an Independent Member of our Technical Committee and ex-Secretary of Commerce and Industrial Development and ex-Chief of the negotiation of the North America Free Trade Agreement. He has taken part of councils and directive meetings of several companies in Mexico and abroad, including Mitsubishi Corporation, Grupo Financiero Banorte, and Mittal Steel US, he also has experience as teacher in the University of Rice, USA, and the Colegio de México. He is Chairman and General Director of Soluciones Estratégicas, a company specialized

on corporate consultancy regarding international commerce matters. Mister Blanco has a degree in Economy by the Instituto Tecnológico y de Estudios Superiores de Monterrey and a doctorate in Economy by the University of Chicago.

Senior Managers of our Manager

The daily management of our business is carried out by our Managers. The following table shows the names, age, and position of the senior manager of our Manager F1 Management:

Name	Age ⁽¹⁾	Position
André El-Mann Arazi	52	General Director
Isidoro Attié Laniado	47	Strategy and Finances Executive Vice-President
Gonzalo Pedro Robina Ibarra	54	Deputy General Director
Gerardo Vargas Ateca	59	Finance Vice-President
Javier Elizalde Vélez	44	Treasury Vice-President
Jorge Humberto Pigeon		Capital Markets and Relations with Investors
Solórzano	48	Vice-President
Ignacio Tortoriello Tortoriello	60	Management Vice-President
Alfonso Arceo Oregón	45	Operations Vice-President
Alejandro Chico Pizarro	42	Legal Vice-President

⁽¹⁾ Al 31 de diciembre de 2016.

Gonzalo Pedro Robina Ibarra is the Deputy General Director of our Subsidiaries. Gonzalo has more than 30 years of experience in the real estate sector. Before joining Fibra Uno, he was founder and chairman of MexFund, Fondo de Inversión Privada (Private Investment Fund) created on 2007 with 3 properties and who developed it until his contribution to Fibra Uno with 23 properties; previously, he was Chairman of Fénix Capital Group, a real estate fund property of Deutsche Bank with more than 7,000 assets of its property in Mexico and 14,000 properties under management, achieving the disposition of more than 90% of the properties through individual and in pack sales. He also worked at GICSA as Commercial Director responsible of the commercialization of industrial and office properties.

Gerardo Vargas Ateca is Finance Vice-President of our Manager F1 Management. Mister Vargas served as Stock-Market Analysis Director of Banamex, Associate Director of Treasury and Corporate Director of Market Risk in the same institution. Afterwards, he was Operations Director of the Fondo Bancario de Protección al Ahorro (FOBAPROA) [Banking Fund for the Protection of Savings]. He was General Director of Operadora de Bolsa Serfín and at the same time, Treasury and Private Bank Associate General Director of Serfín. Later, he served as General Director of Corporate and Investment Banking of Grupo Financiero Santander Serfín; as Sub-director of Financings and Treasury of Petróleos Mexicanos (PEMEX), and as Finances Director of Gruma. He held several positions in Grupo BBVA, such as General Director of Markets and Distributions in Mexico and America, General Director of Corporate and Investment Banking of BBVA Bancomer, and Global Director of Investment Banking of BBVA. Finally, he served as General Director of Banking Products and Treasury of Grupo Monex. Mr. Vargas has a degree in Economy by the ITAM, and a master degree in Economy by the University of Chicago.

Javier Elizalde Vélez is Treasury Vice-President of our Manager F1 Management. Mister Elizalde Vélez was Director of Corporate Bank in BBVA Bancomer since 2002 and until he joined our Consultant in 2010. Mister Elizalde Vélez has more than 13 years of experience in corporate and investment bank, and has a degree on Business Administration of the Instituto Tecnológico y de Estudios Superiores de Monterrey in Mexico.

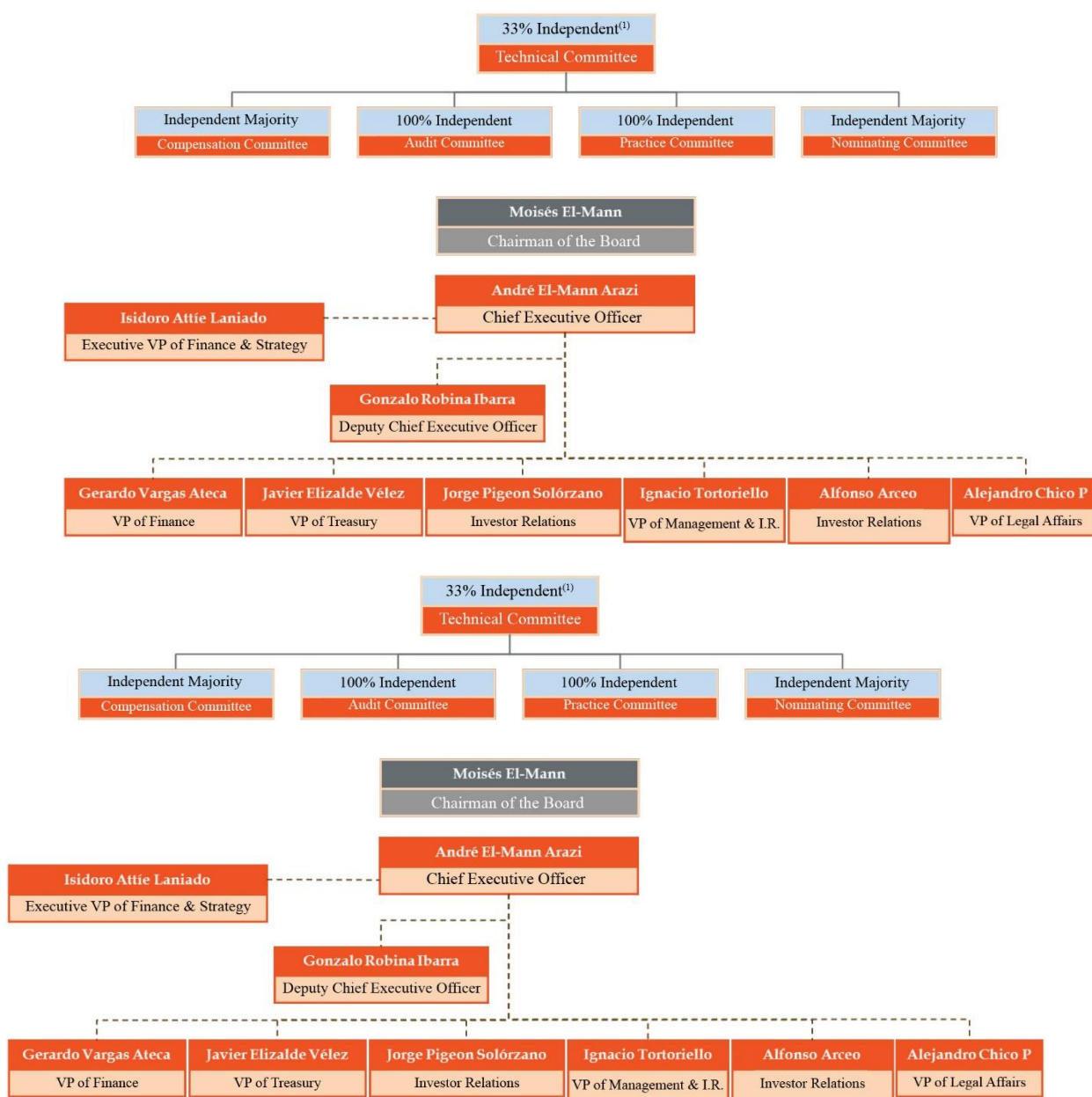
Jorge Humberto Pigeon Solórzano is Capital Markets and Relations with Investors Vice-President of our Manager F1 Management. Mr. Pigeon was MD Head of Equity Capital Markets Mexico in Banco Santander Mexicano from 2007 and until he joined our Consultant in September, 2013. Mister Pigeon has more than 20 years of experience on investment banking and capital markets and is civil engineer by the Universidad Iberoamericana.

Ignacio Tortoriello Tortoriello is Management Vice-President of our Manager F1 Management. Mr. Tortoriello has more than 30 years of experience in business direction, processes and technology in companies such as Chocolates Turín, Comex, Honeywell, Automotive Mexico, and SuKarne. Mr. Tortoriello has a degree in Economy by the ITAM and a master degree in Administration by the IPADE.

Alfonso Arceo Oregón is Retail Operations Vice-President of our Manager F1 Management. Mr. Arceo was Retail Director, Operations Director and afterwards he assumed the Operations Vice-Presidency in Mexico Retail Properties. Along with his team, he contributed to the development, commercialization, and operation of a portfolio of more than 50 properties, developing and implementing processes, procedures, and manuals required for a completely institutional operation.

Alejandro Chico Pizarro is Vice-President of our Manager F1 Management. Mr. Chico was previously a partner in Jones Day and has a broad working experience in Mexico and in the United States. Alejandro has more than 20 years' experience as lawyer and has a Bachelor's Degree in the Universidad Anáhuac, and a master degree by University of Miami.

A chart detailing our experienced executive team is found below:



Compensation Plan

In order to make more evident the alignment of our interests with those of our Holders, a compensation plan in favor of the employees of the Consultant and of our Managers was presented for its approval to the Holders' Meeting held in April 4, 2014, in order for the plan to definitely substitute the bond per performance scheme approved by our Technical Committee in the meeting held in April 23, 2013 (which has not been implemented as of this date). For the implementation of this compensation plan, the opinion and comments of the Practices Committee, our Technical Committee, several placement agents, and our Holders, were considered; and for such effects, an independent expert on the matter was hired.

The Compensation Plan shall have the following features:

- **Size of the Plan.** The size of the plan is limited to the equivalent of 5% of the outstanding CBFIs once 2014 CBFIs issues have been made, i.e. 162,950,664 CBFIs
- **Purpose of the Plan.** The PURPOSE of the compensation plan to:
 - Allow to reward the employee's performance.
 - Allow to keep the talent.
 - Allow to align the Holders' interests with the employees and senior manager interests.
- **Duration of the Compensation Plan.** The Compensation Plan has a duration of 10 (ten) years counted as of April 4, 2014.
- **Government of the Plan.** Our management shall propose the Compensation Committee an annual compensation for the executive team and employees of our Manager F1 Management. The Compensation Committee shall make recommendations to our Technical Committee with regard to the level of compensation for our executive team and our Manager F1 Management's employees. Our Technical Committee shall review the compensation recommendation and grant its final approval to any compensation under the Compensation Plan. The Compensation Committee is made up exclusively by Independent Members of our Technical Committee.

Main characteristics of the Compensation Plan: the recommendations made by our management and the Compensation Plan shall be made based on the following:

(a) Some definitions:

1. FD FFO/CBFI – FD FFO/CBFI (or “*Fully Diluted FFO/CBFI*”) shall be understood as the funds generated by the operation without considering the expense that would represent the CBFIs of the 2014 Plan divided among the outstanding CBFIs, adding the CBFIs of the 2014 Plan that will be issued on the year of the calculation of this result.

2. FD D/CBFI – FD D/CBFI (or “*Fully Diluted Dividend per CBFI*”) shall be understood as the distributions (per fiscal result and capital return, as the case may be) divided among the outstanding CBFIs, adding the CBFIs of the 2014 Plan that will be issued on the year of the calculation of this result.

3. CBFI vs IPC Return – CBFI vs IPC (Índice de Precios y Cotizaciones, Prices and Quotations Index) of the Mexican Stock Exchange (BMV for its acronym in Spanish) shall be understood as the CBFI return without considering distributions, measured against the IPC of the BMV return, without taking into account dividends/distributions for a term going from January 1 to December 31 of the year on which the measure is carried out.

(b) Up to 10% of the CBFIs available under the Compensation Plan may be delivered each year (except more than 10% of said CBFIs may be delivered as indicated below).

(c) In case of options used as a form of delivery of the CBFIs of the Compensation Plan, the commitment that these options will not be delivered at a price below the market price at the time of being granted is formalized.

(d) Retention Bonus – 20% of the CBFIs of the plan available each year shall be used as retention bonus.

(e) The remaining 80% of the CBFIs of the plan available each year, shall be delivered according to a grade which takes into account the following measures:

- a. FD FFO/CBFI which shall have a burden of 40% of the grade.
- b. FD D/CBFI which shall have a burden of 30% of the grade.
- c. Return of the CBFIs of Fibra Uno measured against the IPC of the BMV return which shall have a burden of 30% of the grade.

(f) If in any year the CBFIs available for that year are not used, the CBFIs may be available for use on subsequent years, but it will not be possible to deliver more than 20% of the total CBFIs of the Compensation Plan on any year.

(g) The measures of the grade described on the section before shall follow the tables hereinafter:

FD FFO/CBFI

Growth above inflation in base points	Grade
Up to 100	20%
Up to 200	40%
Up to 300	60%
Up to 400	80%
Up to 500	100%

FD D/CBFI

Growth above inflation in base points	Grade
0	20%
50	40%
100	60%
150	80%
200	100%

CBFI vs. IPC Return

Return above the IPC in base points	Grade
0	20%
200	40%
300	60%
400	80%
500	100%

The total grade used for the delivery of the CBFIs is the sum of the grades obtained on each listing, which shall be used to determine the CBFIs amount to be delivered.

Our Technical Committee

As of December 31, 2016, our Technical Committee was integrated by 13 proprietor members (4 of which are Independent Members) and their respective deputies. The Technical Committee may be integrated by a maximum of 21 (twenty-one) proprietor members and their respective deputies. Of such members, at least 25% (twenty-five percent) shall be Independent Members. Our Trust allows a deputy member to represent in a meeting the respective principal member in case it is impossible for such member to assist to a meeting of our Technical Committee. Our Technical Committee shall be elected or ratified each year on the Ordinary Annual Holders' Meeting

Despite that in accordance with the applicable law and our Trust, at least 25% of the proprietor members of our Technical Committee shall be Independent Members, our intention is more than 25% (twenty-five percent) of the proprietor members of our Technical Committee to be Independent Members. Currently, four of the twelve proprietor members of our Technical Committee are Independent Members. Independent Members of our Technical Committee were appointed because of their experience, ability, and professional prestige, and it is required for them to be able to perform their roles free of any conflict of interest without any consideration for their personal, patrimonial, or economic interests.

The decision of if a member of our Technical Committee is independent shall take into account, among other things, his/her relation with the Relevant Joint Trustors, and Related Persons with Relevant Joint Trustors. Without prejudice of the aforementioned, a person cannot be an independent member if she/he is or are:

- (i) Senior manager or relevant employees of the Relevant Joint Trustors or of the entities comprising the business group or consortium to which the Relevant Joint Trustors are part of, as well as their commissaries, in its case; said limitation shall also be applicable regarding the individuals who had served such positions during the 12 (twelve) immediate prior months to the appointment date;
- (ii) Individuals who have an important influence or power control on the Relevant Joint Trustors or on any entity, business group, or consortium of which the Relevant Joint Trustors are part to;
- (iii) Shareholders who are part of the group of people who keep the control of the Relevant Joint Trustors;
- (iv) Clients, service providers, suppliers, debtors, creditors, partners, senior manager or employees of a company, which is main customer, service providers, supplier, debtor or creditor of the Relevant Joint Trustors; a client, service provider or supplier is important when the sales of the Relevant Joint Trustor or the entities that integrate the business group or consortium to which the Relevant Joint Trustors are part of (as the case may be) represent

more than 10% (ten percent) of the total sales of the client, services supplier, or supplier, during the 12 (twelve) months prior to the appointment date; furthermore, a debtor or creditor is important when the amount of the credit is higher than 15% (fifteen percent) of the assets of the Relevant Joint Trustors or of the entities belonging to the business group or consortium to which the Relevant Joint Trustors belong (as the case may be) or their counterpart;

- (v) Senior manager or relevant employees of any tenant which represents 10% (ten percent) or more of the Rent income of our Real Property or of the entities which are part of the business group or consortium of which such tenant is part, as well as their commissaries, on its case; such limitation shall also be applicable regarding the individuals who would have occupied these positions during the 12 (twelve) months immediately prior to the date of appointment;
- (vi) Persons who would have performed the external auditor role of the Trust or of our Manager F1 Management or of any of the entities part of the business group or consortium of which the Relevant Joint Trustors are part during the 12 (twelve) months immediately prior to the date of the appointment (pursuant to the provisions of the LMV, section 24), and
- (vii) Have kinship by consanguinity, affinity, or civil until fourth degree, as well as spouses, or concubines of any of the individuals referred to on sections (i) and (vi) hereinbefore.

Election of the Technical Committee

In accordance with our Trust, on each Holders' Meeting for the election of our Technical Committee, any holder or group of Holders representing 10% (ten percent) or more of our circulating CBFIs shall have the right to appoint one proprietor member and his/her deputy member. While the Joint Trustors, through the Control Trust, keep the ownership of at least 15% (fifteen percent) of the circulating CBFIs, they shall have the right to appoint the rest of the proprietor members of the Technical Committee and their respective deputies, in such manner that they shall have the right to appoint at least the half plus one of the total of the members of the Technical Committee in the Holders' Meeting. The Joint Trustors, at their discretion, shall appoint exclusively members of the Technical Committee who are not considered as Independent Members. The Holders who comply with said percentage of possession of our CBFIs, shall present before us (or any entity appointed as our successor), or before our Manager F1 Management, proof of such ownership before a General Holders' Meeting is held.

The Joint Trustors, through the Control Trust, appointed the chairman of our Technical Committee, who is member of our Technical Committee. The secretary (who cannot be member of our Technical Committee) was appointed by the Technical Committee as provided by our Trust. CI Banco, Institución de Banca Múltiple (or any other entity which substitutes it), in accordance with our Trust, shall act as common representative of the Holders, hereinafter named the CBFIs Common Representative. The CBFIs Common Representative shall be able to assist with voice but without vote to the sessions of our Technical Committee.

Removal of Members of our Technical Committee

The Holders having the right to appoint a member of our Technical Committee, shall give us and our Manager F1 Management written notice of the appointment they carried out, and they must prove the respective possession of the CBFIs. The proprietor members of our Technical Committee and their respective deputies, appointed by the aforementioned Holders, shall only be dismissed of their position by the Holders who would had appointed them, and as the case may be, for the rest of the Holders in the Holders' Meeting, when in turn, the appointment of all the members of our Technical Committee is revoked, in which case, the substituted persons shall not be appointed during the 12 (twelve) months following the revocation.

The demise, incapacity, or renouncement of any member of our Technical Committee shall result in the automatic removal with immediate effects, and a new appointment shall be made within the 5 (five) following business days, otherwise, it shall be considered that the respective Holders have renounced to their right to appoint the respective member of our Technical Committee until such appointment is effectively carried out.

Sessions of our Technical Committee and Vote

Our Technical Committee meets regularly in accordance with the calendar approved on the first meeting of each year, and on special meetings when required for the fulfillment of their roles, because of a notice of one of their proprietor members to the other proprietor members of our Technical Committee. Such notice shall not be required when all the proprietor members of our Technical Committee are present.

For the meetings of our Technical Committee to be taken as legally installed, the majority of their proprietor members or respective deputies shall be present, and their resolutions shall be adopted by majority vote of the present members, except for the cases provided in our Trust, on which it would be required to additionally have the favorable vote of the majority of their Independent Members. Each assisting member of our Technical Committee shall have the right to one vote.

The meetings of our Technical Committee may be held by telephone, conference centers, or through any other media which allows the communication between their members on real time, which may be recorded. In such case, the secretary shall confirm in written the assistance of the members, either proprietors or deputies, for the purpose of having enough quorum.

Furthermore, our Technical Committee may adopt resolutions away from the meetings; in the understanding that these resolutions must be confirmed in written by all the proprietor members or their respective deputies.

If the opinion of the majority of the Independent Members of our Technical Committee does not agree with the resolution of the majority of our Technical Committee, such event shall be made known to the investor public through the BMV and the EMISNET.

Any member of our Technical Committee may request to the secretary to convene a meeting when the Technical Committee may consider it appropriate, with at least 5 (five) days prior to the date on which the meeting is intended to be held. The request shall briefly indicate the items to be treated in such meeting.

At the discretion of the secretary or when the secretary receives a request in accordance with the aforementioned, shall convene to a meeting with at least 3 (three) days prior to the date on which the meeting is pretended to be held. The call shall reach all the members, our Manager F1 Management, and us, in written, indicating the agenda, place, date, and time on which the meeting shall be held

Faculties of our Technical Committee

Our Technical Committee is authorized to take any action regarding our operations which are not expressly reserved to the Holders. Our Technical Committee has some powers that cannot be delegable, which include, among others:

- (i) Agree the issuing of our CBFIs on each issuing date and placement in the stock market of Mexico and/or abroad.
- (ii) Determine and as the case may be, amend the policies according to which the Trust Estate shall be invested. In case of amendments to the Eligibility Criteria, the favorable vote of at least the majority of the Independent Members of our Technical Committee shall be required.

Furthermore, to learn, evaluate, and as the case may be, approve the possible investments and acquisitions to be performed by our Manager F1 Management and which could not comply or do not comply with the Eligibility Criteria, for which the favorable vote of the majority of the Independent Members must be required.

- (iii) Approve the investments, acquisitions, alienations, sales, and disinvestments with value of up to 19.99% (nineteen ninety-nine percent) of the Trust Estate based on the financial information of our Trust disclosed the foregoing quarter, with independence that said operations are executed simultaneously or successively on a term of 12 (twelve) months as of the settlement of the first acquisition or disinvestment, but that because of its features could be considered as just one, in accordance with the provision of our Trust.
- (iv) To approve the operation policies with Related Persons as well as to authorize, with the prior opinion of the Practices Committee, the operations with Related Persons regarding the Trustor, Relevant Joint Trustor, and our Manager F1 Management, to which said roles are entrusted, or well, those which represent a conflict of interest, for which in all cases, the favorable vote of the majority of the Independent Members must be required.

In urgent cases, when the Manager F1 Management may be dismissed, may be impeded to continue or may not be able to perform its assignment, designate a substitute manager, instructing the Trustee the execution of the respective Management Agreement, the opinion of the Practices Committee must be taken.

- (v) To designate and in case of a Dismissal Conduct, remove F2 Services, S.C. and the Consultant, and as the case may be, agree the amendments and/or additions to the Representation Services Agreement and the Planning Consulting Agreement, the opinion of the Practices Committee must be taken.
- (vi) Designar y en caso de existir una Conducta de Destitución, remover a F2 Services, S.C. y al Asesor, y en su caso, acordar las modificaciones y/o adiciones del Contrato de Servicios de Representación y del Contrato de Asesoría en Planeación, debiendo contar al efecto con la opinión previa del Comité de Prácticas.
- (vii) To define the accounting policies applicable to our Trust and to the Trust Estate, prior opinion of our Audit Committee.
- (viii) To approve prior opinion of our Audit Committee, the guidelines on internal control and audit control of our Trust matter, of our Managers and other persons hired by us.
- (ix) To approve prior opinion of our Practices Committee, the hiring of responsibility insurance for members of our Technical Committee and relevant senior manager of our Managers.
- (x) To approve, prior opinion of our Audit Committee, the financial statements of our Trust for their submission to the Holders' Meeting.
- (xi) As the case may be, to approve by request of our Manager F1 Management the amendment of the Eligibility Criteria, in the understanding that for such amendment, it would be required to have the favorable vote of the majority of the Independent Members.
- (xii) To determine the leverage policies of the Trust Estate according to which the financings shall be contracted.
- (xiii) To determine the Disinvestment policies of the Trust Estate, according to which the alienation of our Real Estate shall be performed.
- (xiv) To approve the policies under which the Cash Distributions shall be performed, as well as to approve any Cash Distribution. May the Cash Distribution be different to 95% (ninety five percent) of the Fiscal Result of the Trust, the favorable vote of the majority of the Independent Members shall be required.
- (xv) To instruct us to carry out the purchase and cancellation of our CBFIs, as the case may be, prior request of our Manager F1 Management.
- (xvi) To instruct us regarding the disclosure of Relevant Events of which we have knowledge, including those agreements which purposes oppose the opinion issued

by our Practices Committee or Audit Committee. Furthermore, it shall instruct us to request to our Manager, F1 Management the disclosure of Relevant Events of which it may have knowledge.

Additionally, as provided by the applicable law, the Technical Committee has the following powers:

- (i) To approve the operation policies with the Related Persons, of the Trustor, and the Manager. Each operation with such Related Persons or which represent a conflict of interest, shall have the majority favorable vote of the Independent Members of the Technical Committee, those members designated by the Trustor or by the Manager, or by the persons related to them, shall not vote, without affecting the required quorum for the installation of said Technical Committee. In all cases, the operations shall be carried out to market price.
- (ii) To assign a committee or subcommittee which majority members are independent members of the Technical Committee, the power to surveille the establishment of the mechanisms and controls to verify that the contracting or assumption of such credits, loans, or financings with charge to the Trust Estate, are according to the Applicable Law, as the Applicable Law may be amended then in effect. Such committee or subcommittee shall timely inform of the exercise of this power to the Technical Committee, as well as of any deviation or default regarding the aforementioned.

Remuneration

The appointment of the non-independent members of our Technical Committee is honorary and does not give the right to receive any consideration of any nature for the performance of the position. The Holders' Meeting on which the appointment or ratification of the independent members of the Technical Committee is agreed, may agree a remuneration for the exercise of their assignment, either in cash or in kind.

Audit Committee, Practices Committee, Nominating Committee, and Compensations Committee

Audit Committee

Our Technical Committee is responsible of appointing the members of our Audit Committee and its chairman. Our Audit Committee adopts its resolutions by majority vote of their members. Pursuant to the requirements of the Applicable Law, each one of the three members of our Audit Committee shall be an independent member.

Our Audit Committee is responsible, among other things of: (i) the evaluation of our external auditors and analyze their reports; (ii) the analysis our financial statements and talk about them with the appropriate personnel, and based on that conversation, evaluate their approval to our Technical Committee; (iii) the report to our Technical Committee of its opinion regarding our internal controls and internal audit system, including any irregularity that might be detected; (iv)

the requirement and obtaining of independent experts opinions; (v) the investigation of defaults to the guidelines and operations and accounting policies and/or of our internal controls or the internal audit system; (vi) the report to our Technical Committee of any important irregularity they might find and the proposal of corrective measures; (vii) the call to Holders' Meetings and the request of adding to the agenda the matters it considers necessary, (viii) the verification that our Consultant complies with the resolutions adopted by the Holders in the Holders' Meeting, and the Technical Committee.

Practices Committee

Our Technical Committee is responsible of appointing the members of our Practices Committee and its chairman. Our Practices Committee adopts its resolutions by majority vote of their members. Pursuant to the requirements of the Applicable Law, each one of the three members of our Practices Committee shall be an independent member.

Our Practices Committee has the responsibility, among other things, to: (i) provide opinions to our Technical Committee regarding the value of the transactions on which our Technical Committee takes place on the performance of its obligations; (ii) make recommendations to our Technical Committee regarding which reports it shall request to our Consultant in order to perform its roles, (iii) advice our Technical Committee on the performance of its obligations pursuant to our Trust, (iv) present before our Technical Committee marketing studies related to the sectors to which our Properties and assets belong, and provide recommendations as appropriate, (v) evaluate the performance of our senior executives, and (vi) request and obtain the opinion of the Consultant and/or of independent experts.

Nominations and Compensations Committee

Our Nominations and Compensations Committee is responsible, among other things to: (i) perform the search, analysis, and evaluation of candidates for its election or appointment as Independent Members of our Technical Committee; (ii) propose to the Holders' Meeting those persons who, to its judgment and based on the requirements of independency provided on the LMV, shall be part of our Technical Committee as Independent Members thereof, or as the case may be, the persons who must replace such Independent Members; (iii) control and review any matter related to the independency of the Independent Members of our Technical Committee or which implies potential conflicts of interests; (iv) regarding attributions related to the Executive Compensations Plan (1) review and approve the relevant corporate goals and targets for the compensation of our executive administration team under the Executive Compensations Plan, (2) assess the performance of our executive administration team in view of said goals and targets, and approve the compensation of said persons based on such assessment, and (3) review and approve premiums and rewards under any compensation plan based in incentives or shares; propose to the Holders' Meeting or our Technical Committee, as the case may be, the remunerations that, as the case may be, should be paid to the members of our Technical Committee; (v) listening to the opinion of our Audit Committee, present to the consideration of the Holders' Meeting, the dismissal of the members of our Technical Committee, and (vi) any others conferred thereupon by the Holders or our Technical Committee. The Nominations and Compensations Committee shall support its nominations proving, to the satisfaction of the Holders' Meeting, the independency, experience, ability, and professional prestige of the candidates, also considering that because of

their characteristics, they can perform their roles free of conflicts of interests, and without being subject to personal, patrimonial, or economic interests which could have conflict with the interests of our Trust.

The Holders' Meeting is responsible of the appointment of the members of Nominations and Compensations Committee, which is integrated by five members. The majority of the members of the Nominations and Compensations Committee are Independent Members of our Technical Committee. The members of the Nominations and Compensations Committee shall last in their positions one year, as from their appointment, or until the designated persons to substitute them take possession of their positions. The Nominations and Compensations Committee shall meet at any time, but it must be previously convened personally, by the Chairman or the Secretary of our Technical Committee or any 2 (two) of its members. In order for the sessions of the Nominations and Compensations Committee to be considered legally installed, the presence of at least the majority of its members is required, and its resolutions shall be valid when adopted by the favorable vote of at least the majority of the present members. The Holders' Meeting, at its discretion, may accept or not the recommendations of the Nominations and Compensations Committee. The Extraordinary Holders' Meeting shall have the power to resolve any disagreement related to the recommendations of the Nominations and Compensations Committee.

Duties of Diligence, Loyalty, and Responsibility of the Members of our Technical Committee

Our trust requires the duties of diligence, loyalty and responsibility to the members of our Technical Committee considered in the Securities Market Law (LMV for its acronym in Spanish) and its terms applicable to the members of stock corporations, since there is no specific regulation applicable to the members of the Technical Committee of a Fibra. In accordance with the Securities Market Law (LMV for its acronym in Spanish), the duty of diligence consists in acting in good faith and in accordance with our interests. For this purpose it is required the members of our Technical Committee to obtain the required information of our Consultant, external auditors, or any other person with the purpose to be prepared to act according to our interests. The diligence duty is mainly fulfilled assisting to the Committee sessions and disclosing the important information obtained by the corresponding number of members of our Technical Committee in such sessions. If the members of our Technical Committee do not act with the due care, they shall be jointly responsible for damages and losses caused to us or to our Manager F1 Management.

The loyalty duty mainly consists on keeping the confidentiality of the received information regarding the performance of the obligations, and in restraining from discussing or voting about matters on which a member of our Technical Committee has a conflict of interest. Furthermore, the loyalty duty is defaulted if a Holder or group of Holders is favored, without the express approval of our Technical Committee or if a director takes advantage of a corporate opportunity. The loyalty duty is also defaulted if: (i) it is not disclosed to the Audit Committee and external auditors any irregularity which a member of the Technical Committee may find on the performance of duties; (ii) false or deceitful information is disclosed or the record of any transaction in our registers which might affect our financial statements is omitted. The default of the loyalty duty would result on the jointly responsibility of the members of our Technical Committee, for the damages and losses caused to us and to our Manager F1 Management; this responsibility might also occur if the damages and losses were caused as a result of benefits obtained by the member, the members, or third parties, as result of actions of such members of our Technical Committee.

The responsibility actions for damages and losses resulting from the default of the care duty or the loyalty duty may only be exercised for our own benefit and shall be started by us or by the Holders representing 5% or more of our circulating CBFIs. If applicable, the criminal actions will only be possibly started by the SHCP, prior opinion of the CNBV.

The responsibilities specified hereinbefore (including, as the case may be, the criminal action) shall not apply if the member, acting in good faith, (i) complied with the Applicable Law or the Trust, (ii) took the resolution based on information provided by personnel of our Consultant, by independent third parties, or by the Trust External Auditor, which ability and credibility are not in doubt, and (iii) if he/she chose the most adequate alternative to the best of his/her knowledge, or if the negative patrimonial effects of such decision could not be foreseen, based on the information available at the time of the decision.

(ii) *Corporate Government*

A summary of our corporate government is included in the table below:

Holders” Meeting

- Elect the members of the technical committee per 10% holding of outstanding CBFIs.¹
- Dismiss and appoint the CBFi Common Representative.²
- Transactions representing 20% or more of the Trust Estate.³
- Investments or acquisitions with Related Persons or conflicts of interests representing 10% or more of the Trust Estate.⁴
- Approve leverage policies of the Trust Estate.
- Dismiss F2 Services, S.C. without Dismissal Conduct.⁵
- Amend certain provisions of the trust agreement.⁵
- Terminate the trust agreement.⁵
- Liquidate our assets.⁵
- Cancellation of the CBFIs from the National Securities Register and delisting of the Mexican Stock Exchange.⁵
- Approve the indebtedness policies of the Trust Estate.⁶
- Approve the changes to the investment regime of the Trust, including any change to the Eligibility Criteria.
- Approve any investment not meeting the Eligibility Criteria.
- Approve and amend the compensation schemes or fees of the Manager, the Consultant, the members of the Technical Committee or any Third party.⁷
- Approve changes to the Investment Regime, thus approving the amendment to the Eligibility Criteria.

- Dismiss or replace the Manager and/or the Consultant.⁸
- Execute responsibility actions against Manager due to any default with its obligations.⁹
- Judicially oppose the Meetings” resolutions.¹⁰
- Approve real estate acquisitions representing 20% or more of the Trust Estate.¹¹
- Approve the distribution policies of less than 95% of the Fiscal Result.

COMMITTEES

Technical Committee¹²

- Management body of our business.
- Transactions representing 5% and up to 19.99% of the Trust Estate.¹³
- In certain cases, the appointment of the Manager (with the opinion from the Practices Committee).
- Appoint the Fiscal and Accounting Consultant.
- Appoint and dismiss the external auditor, with the recommendation from the Audit Committee.
- Approve internal controls and internal audit regulations, prior audit committee”s opinion.
- Set accounting policies, with the audit committee”s opinion.
- Approve financial statements with the Audit Committee”s opinion, for the Holders” Meeting”s consideration
- Set and amend investment policies.
- Set distribution policies and approve distributions exceeding 95% of the Fiscal Result

- Appoint members of the Audit Committee.
- Appoint members of the Practices Committee.
- Appoint the secretary of the Technical Committee.
- Appoint the members of the Nominating Committee.
- Verify compliance by the Manager with the Management Agreement.
- Approve acquisitions of 10% or more outstanding CBFIs (or similar operations).
- Approve the sale of the Assets with regard to the exercise of the reversion rights and the right of first refusal.¹⁴
- Appoint a receiver if any events triggering the termination of the trust occur.
- Approve operation policies with Related Persons, as well as operations with Related Persons.¹⁵
- Confer a committee or sub-committee the authority to supervise the procurement of financing under the Applicable Law.

Audit Committee¹⁶

- Assess external auditors and analyze their reports.
- Request and obtain independent expert opinions.
- Inform the technical committee of any material irregularities.
- Verify the implementation of the internal controls and their compliance with the applicable laws.
- Investigate the failure to comply with operating and accounting policies.

- Verify compliance by the Consultant and trustee with Holders” and Technical Committee”s resolutions.
- Recommend the appointment and dismissal of an external auditor.
- Offer opinions on the internal controls and internal audit regulations before the Technical Committee”s approval.
- Offer opinions on the accounting policies, before the Technical Committee”s approval.
- Analyze and offer opinions on the financial statements before approval by the Technical Committee.

Practices Committee¹⁷

- Offer opinions on the value of the operations.
- Opinion for the appointment of the Consultant when appointed by Technical Committee.
- Request and obtain independent expert opinions.
- Assess performance by high executives.
- Offer recommendations on the reports that the Technical Committee must request from the Consultant and the Trustee.
- Offer recommendations to the Technical Committee for the dismissal of the External Auditor.
- Submit Market studies and recommendations on the real estate sectors.
- Offer opinions on distributions that exceed 95% of the Fiscal Result.

Nominating Committee¹⁸

- Research, analyze, assess, and propose nominees as independent members of the Technical Committee.
- Monitor and review independence matters.
- Certify the independence, experience, and professional reputation of the nominees.

OTHER

Manager F1 Management

- Perform the daily administration of our operations and support functions necessary for our Portfolio.

F2 Services, S.C.

- Perform certain services related to the negotiation, collection, and invoicing of the Lease Agreements for the properties integrating our Portfolio, except the Morado Portfolio.

Consultant

- Assist in the preparation and implementation of investment and financial strategies.
- Protection of the Trust Estate.

Cabi Inver, S.A. de C.V.

- Perform certain services related to the negotiation, collection, and invoicing of the Lease Agreements for the properties integrating the Morado Portfolio.

Jumbo Administración

- Perform the necessary services related to the administration, operation, and maintenance of the Morado Portfolio.

Hines Interests, S.A. de C.V.

- Perform the necessary services related to the administration, operation, and maintenance of the Maine Portfolio.

GP Servicios Industriales, S.A. de C.V.

- Perform the necessary services related to the administration, operation, and maintenance of the California Portfolio (provided that GP Servicios Industriales, S.A. de C.V. shall cease to provide its services in the near future and Finsa Holding, S.A. de C.V. and F1 Management, S.C., shall undertake said tasks).

Trustee

- Acquire, maintain, and dispose of the Trust Estate.
- Perform, administer, and maintain eligible investments.
- Perform liquidation upon termination of the Trust.

Control Trust

- Appoint the Chairman of the Technical Committee.
- Elect members of the Technical Committee, while maintaining at least 15% of the outstanding CBFIs.

¹ Any Holder or group of Holders representing 10% or more of our outstanding CBFIs shall be entitled to appoint a proprietary member of our Technical Committee and the respective alternate member; in the understanding that said appointment may only be revoked by the other holders when the appointment of all members of the Technical Committee are revoked.

² It requires the approving vote of the Holders of the majority of our outstanding CBFIs. In the respective Holders' Meeting, at least 75% of the outstanding CBFIs must be represented thereat for it to be validly constituted.

³ In a sole transaction or a series of related transactions considered as a single one, based on the most recent financial statements of the previous quarter.

⁴ In a sole transaction or a series of related transactions considered as a single one, based on the most recent financial statements of the previous quarter.

⁵ It requires the approving vote of the Holders of more 85% of our outstanding CBFIs.

⁶ The leverage policies must observe at all times the principles set forth in Clause Nine Bis, section 9.1 Bis, paragraph c) of the Trust.

⁷ Holders who are Related Persons or represent a conflict of interests must refrain from voting.

⁸ It requires the agreement adopted in the Holders' Meeting with the favorable vote of at least 66% (sixty-six percent) of the outstanding CBFIs.

⁹ The Holders who individually or jointly represent 15% (fifteen percent) or more of outstanding CBFIs shall have the authority to exercise responsibility actions against the Manager for its failure to comply with its obligations.

¹⁰ The Holders who individually or jointly represent 20% (twenty percent) or more of outstanding CBFIs shall be entitled to judicially oppose the resolutions taken in the Holders' Meetings, provided that claimants have not attended the meeting or have issued their vote against the resolution and submits the corresponding demand within 15 (fifteen) Days after the adoption of the resolutions.

¹¹ It requires the favorable vote of the Holders of the majority of our circulating CBFIs. In the respective Holders' Meeting, at least 75% of the outstanding CBFIs shall be present to consider it legally installed.

¹² Our Technical Committee is formed by 13 proprietor members (4 of which are Independent Members) and their respective deputies. A deputy member may serve on behalf of each elected proprietor member if it is impossible for such member to assist to a meeting of our Technical Committee. At least 25% of the proprietor members of our Technical Committee and their respective deputy members shall be independent, as provided on the requirements described hereinafter, and our intention is more than 25% of the proprietor members of our Technical Committee to be Independent Members.

¹³ In one sole transaction or a series of related transactions considered as one, based on the most recent financial statements of the foregoing quarter.

¹⁴ It requires the approving vote of the majority of the Independent Members of the Technical Committee, those members appointed by the Trust or by the Manager or by the related persons, shall restrain from voting, and this matter shall not affect the required quorum for the installation of said Technical Committee.

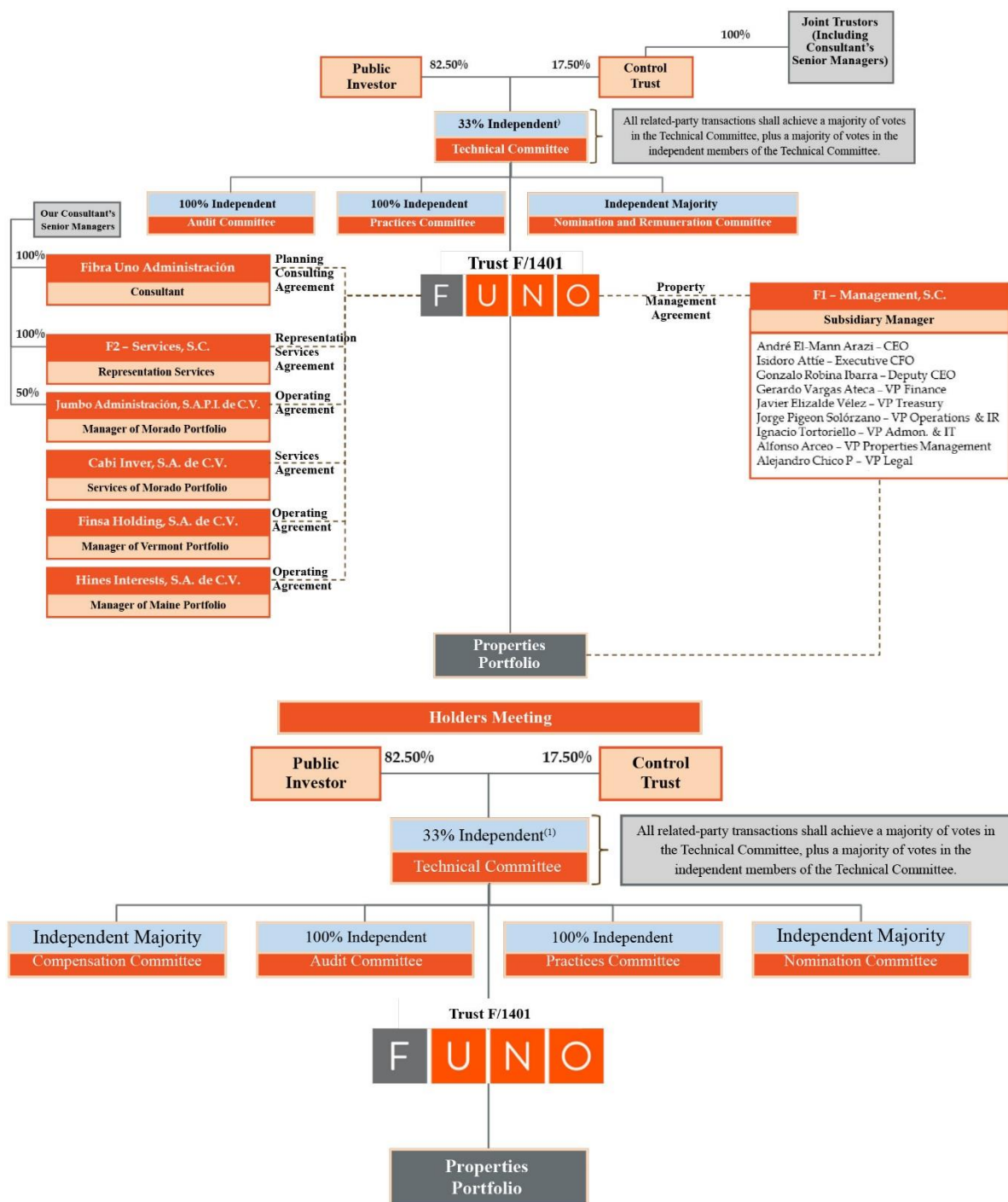
¹⁵ It requires the favorable vote of the majority of the members of the Committee, and the favorable vote of the majority of the Independent Members.

¹⁶ Our Audit Committee is formed by 3 members. Each member of our Audit Committee must be an Independent Member as set forth in the Trust.

¹⁷ Our Practices Committee is formed by 3 members. As required by the Trust, each member of the Practices Committee is an Independent Member.

¹⁸ In order to consider the meetings of the Nominating Committee legally installed, the assistance of at least the majority of its members is required, and its resolutions shall be valid when adopted by the favorable vote of at least the majority of its present members.

The charts which represent our corporate government and management are presented hereinafter:



Code of Ethics

We have implemented a code of ethics so that all members of Fibra Uno (including the members of our Technical Committee and the collaborators of Fibra Uno and its subsidiaries or affiliates) properly perform their activities and roles within ethical and legal framework.

Our code of ethics is based on the following values: (i) respect and development of our collaborators, (ii) integrity and austerity, (iii) passion for service to clients, and (iv) creating of social value. Likewise, it aims at (i) seeking the strengthening and respect of values, goals, and rules that Fibra Uno has assumed to achieve, (ii) ensuring a competitive, quality, and commitment service towards our tenants, certificate holders, suppliers, authorities, and collaborators, and (iii) respecting the environment and our competition.

Finally, our code of ethics includes general ethical rules, including, without limitation, the recognition of the persons' dignity and respect for their individuality, diversity, and privacy, topics related to discrimination, moral obligations, money laundering, confidential information, politics, religious, among others. It also covers specific ethical rules such as relationship with tenants, conflict of interests, confidential information, use of software and e-mail, relationship with suppliers, service providers, and contractors, relationship with authorities, competence, advertising, and marketing, rewards, sentimental relationships between collaborators, anti-corruption, and care for the environment.

Policies regarding certain activities

Some of our financial policies regarding investments, disposition, leverage, and others, are detailed hereinafter. These policies have been determined by our Technical Committee, and in general, can be amended or reviewed by our Technical Committee without the requirement of the favorable vote of the Holders.

Investment Policies

Assets Investment

Our investment objective is to provide long-term attractive yields for the Holders, through our Cash Distributions and appreciation potential on the value of the Assets. We intend to achieve this objective by selectively integrating a diversified portfolio of Assets of high quality, well located, and that produce income in Mexico. As of December 31, 2016, our Portfolio is made up by 497 Properties with 519 Operations, diversified in terms of type of operation in: 325 retail, 105 industrial, and 89 for office use, with a GLA of 7.4 million square meters (2.9 million retail, 3.6 million industrial, and 0.8 million for office use) and an occupancy rate, as of December 31, 2016, of 94.4%. Additionally, our Portfolio has 7 Properties that currently are in several stages of development or construction that is expected, upon its completion, to have a total GLA of 466,984 square meters (our Real Estate Development Portfolio). During 2016, we shall commence a mixed-use development at the South of Mexico City, where Fibra Uno expects to contribute the lands of Buffalo Portfolio and Colorado Portfolio. During 2017, we will start a mixed-use development in the South of Mexico City, where Fibra Uno expects to contribute the lands in the Buffalo Portfolio and the Colorado Portfolio. Throughout the construction phase of this project, we will cease to receive any rents from the Colorado Portfolio. Fibra Uno and "Helios" expect to co-invest in this

development, which will cover an investment of around Ps. \$20 billion; the project shall be made up of approximately 103,876 m² of retail area, 82,849 m² of residential area, 212,213 m² for office use, and 18,000 m² for hotel use. The operating Properties are geographically diversified in 31 States (all the States, except Zacatecas) and based on tenants in approximately 6,860 rents of different industries and sectors.

We intend to expand our Portfolio and make our business grow through the time by means of the acquisition of properties focused on the cash flow, or the potential cash flow through development and remodeling activities, as well as the capital long-term appreciation potential. In accordance with our Trust, any property we could acquire, shall satisfy the following Eligibility Criteria:

- a. To be real property used for lease.
- b. To be located within the Mexican territory.
- c. To be properties pertaining, among others, to the offices, retail centers, and industrial subsectors.
- d. That our Manager F1 Management presents a report with the business reasons for the acquisition of the property by us.
- e. That the properties have favorable due diligence carried out by lawyers, accountants, architects, and those specialists required pursuant to the features of the property.
- f. To have effective insurance pursuant the standard of the industry at the time of acquisition.
- g. To have the appraisal performed by an independent third party which supports that the proposed acquisition price is of the market.
- h. When the Real Property to be acquired belongs to any Relevant Joint Trustor or Related Person, the favorable vote of the majority of the Independent Members of our Technical Committee shall be required.

These Eligibility Criteria shall be amended by the Holders' Meeting as provided by our Trust.

Subject to the Eligibility Criteria aforementioned, as we make our business grow, we could diversify in terms of locations, size, and markets of the properties. There is no limit on the amount or percentage of our assets that could be invested in a sole property or geographic zone. We intend to acquire and maintain properties for long term investments. We will also be able to develop, re-develop, expand, and improve properties, including our own Properties. Our intention is to operate our business on a manner which is consistent with the maintenance of our status as a FIBRA for fiscal purposes.

Additionally, we expect to perform annually valuations on our Assets. Such valuations

shall be performed by an independent expert and shall be paid by our Trust.

Our Technical Committee shall approve any property acquisition which represents up to 19.99% of the Trust Estate (in a sole transaction or in a series of transactions which might be considered as one), based on our financial information of the prior quarter. Any property acquisition representing 20% or more of the Trust Estate (in a sole transaction or a series of transactions), based on our financial information of the prior quarter, shall be approved by the Holders representing a majority of our circulating CBFIs; the same for the case of real property acquisitions representing 10% or more of said estate, if dealing with Related Persons or which represent a conflict of interest. Additionally, and independently of the percentage of the Trust Estate they represent. In accordance with our conflicts of interest policies, the acquisitions of our Related Persons, including members of our Technical Committee, executives of our Consultant, and the Relevant Joint Trustors, shall require the favorable vote of the majority of Independent Members of our Technical Committee. Those investments which cannot comply or do not comply the Eligibility Criteria may be approved by our Technical Committee with the favorable vote of the majority of the Independent Members.

As we make our business grow, we consider that our relation with Grupo-E shall give us access to a wide portfolio of potential acquisitions. In accordance with the Adhesion Covenants, the Relevant Joint Trustors have agreed to give us a preemptive right to acquire any investment opportunity on properties presented to them, to the extent that such opportunity is adequate for us. Additionally, in accordance with the Adhesion Covenants, the El-Mann family and the Attié family have agreed to grant us a preemptive right to acquire any industrial, retail or offices property, of which as of December 10, 2011, they were the proprietors, either jointly or separately, provided that such properties comply with the majority of the Eligibility Criteria. See *“Agreements and Covenants – Preemptive Right regarding our Properties and Reversion Rights regarding the Real Property contributed to our Trust”* of this document.

Furthermore, we will be able to participate in co-investments, partnerships, and other kind of co-properties. These kind of investments shall allow us to be proprietors of greater assets, expanding our diversification, and therefore, shall give us flexibility on the structuration of our portfolio. We can co-invest with Relevant Joint Trustors on any property, provided that our property in such investment is at least 50%. Any co-investment of this kind shall be done with the approval of our Technical Committee, which if approved, shall determine the terms and conditions of said co-investment (including the provisions regarding the termination and controversy resolutions), and with the favorable vote of the majority of Independent Members of our Technical Committee. Excepting for the investment on the TM and Torre Diana Portfolios, we do not foresee us to participate on any co-investment, partnership, or co-property agreement on which we do not have control thereof.

We could acquire properties with any encumbrance or which present debts and we could incur in new debts or refinance debts at the time of acquiring the properties, subject to the fulfillment of our leverage policies, as established under the title *“Leverage Policies”* of this document. The debt service in such financings or debts shall have priority over any Cash Distributions regarding our CBFIs.

Disinvestment Policy

We do not have a current intention to dispose of any of the Properties of our Portfolio, but we reserve our right to do so if our Technical Committee decides that such action is the best for our Holders.

In accordance with our Trust, our Technical Committee is responsible for the establishment of the disinvestment policies regarding our Real Property. Basically, our disinvestment policies are the following:

- A. Prior instruction of our Technical Committee, we shall perform the disposition, sale, liquidation, or exchange, hereinafter the “Disinvestment”, of those assets which: (i) have suffered or are suffering a negative impact on their value or on their income generation which significantly and negatively impacts the value of the Trust Estate, (ii) are no longer strategic for our Trust in accordance with the opinion of our Manager F1 Management; (iii) their best use is different than lease; (iv) the value of the property maximizes through its disposition, and (v) other relevant matters determined by our Manager F1 Management.

The aforementioned shall not apply when such Disinvestments are located at least on one of the assumptions of paragraphs B., D., E., and G. hereinafter.

- B. When the pretended Disinvestments which value is equal or higher than 5% (five percent) but lower than 20% (twenty percent) of the Trust Estate, based on the financial information of the Trust disclosed the prior quarter, regardless that such Disinvestments are executed simultaneously or successively on a 12 (twelve) month term counted as of the concretion of the first Disinvestment, but that because of their features, they could be taken as one, us, prior agreement of our Technical Committee, which additionally has the favorable vote of the majority of the Independent Members of our Technical Committee, shall perform the instructed Disinvestment.

In order to determine the alienation value of the Real Property, the Trustee shall hire, prior agreement of the Technical Committee, an independent expert to perform the valuation of the Real Property. Regarding the defined value by such independent expert, the Practices Committee shall issue a reasonableness opinion which shall be considered by the Technical Committee for the alienation of the Real Property.

- C. In case of new assets, these must comply with the Eligibility Criteria in effect and comply with the investment policies.
- D. In case of properties that were or will be contributed to the Trust Estate, the exercise of the Reversion Right of the Joint Trustors shall be carried out according to the Clause Twentieth Second of the Trust.
- E. For the alienation of a Real Property during the Minimum Investment Period: (i) it is required the sales request presented by our Manager F1 Management; (ii) the disinvestment policy applicable in general to the Real Property of the Trust Estate must be complied; (iii) a favorable vote of the majority of the members of the Technical

Committee shall be required, and (iv) the vote in favor of the Disinvestment by the majority of the Independent members shall be required. Once agreed the aforementioned, our Technical Committee shall define the price and conditions of the sale, for which it shall require the opinion of the Practices Committee. The price and conditions of the sale shall be notified to us and the Joint Trustors, as the case may be, in order to fulfill the provisions of the following section F.

- F. The Relevant Joint Trustors shall have at any time the preemptive right to acquire the Real Property alienated by us; in the understanding that in the case of Real Property contributed to the Trust Estate, this right shall be subordinated to the Reversion Right. The sales price and conditions shall be notified by our Technical Committee to the Relevant Joint Trustors and to us, prior agreement of such committee which shall additionally have the favorable vote of the majority of Independent Members. Said right shall be effective provided that the Control Trust has under its control at least 15% of the circulating CBFIs.
- G. The Relevant Joint Trustors shall have a term of 10 (ten) natural days following the notices referred to on sections E. and F. hereinbefore as it corresponds, to state their intention to exercise the preemptive right referred to on sections E. and F. hereinbefore, and they must proceed according to the conditions provided by our Technical Committee. If there is no statement by said persons, it will be understood that it is not their will to acquire the Real Property involved and therefore we shall proceed as instructed by our Technical Committee.

The Relevant Joint Trustors, for the purposes of the right referred to on section F., shall act jointly and exclusively through a sole representative with enough powers for such purpose.

- H. When the pretended Disinvestments which value is equal or higher than 20% (twenty percent) of the Trust Estate, based on the financial information of our Trust disclosed the prior quarter, regardless that such Disinvestments are performed simultaneously or successively on a 12 (twelve) months term as of the settlement of the first Disinvestment, but that because of its features could be considered as one, the approval agreement of the Holders' Meeting shall be required.

For a more detailed description of the reversion and preemptive rights, see "*Agreements and Covenants – Preemptive Right regarding our Properties and Reversion Rights regarding the Real Property contributed to our Trust*" of this document.

Relevant Joint Trustors, including some members of our Technical Committee and executives of our Management F1 Manager and our Consultant, may be influenced regarding the convenience of a provision proposed by the fiscal consequences for them as set forth in the Applicable Law, which may result on the alienation of a property. See "*Risk Factors – Risks related to our Organization and Structure – Fiscal Consequences for the Joint Trustors, or for any other person who has contributed or will contribute one or several properties to the Trust Estate, which may result from the sale of the properties they might have contributed to the Trust Estate, may make their interests to differ from the interests of other Holders*" of this document.

Leverage Policy

In accordance with our Trust, the Holders' Meeting shall be responsible of establishing our leverage policy. Currently, our leverage policies, shall follow, at least, the following principles:

- a. The total amount of the financings (credits of any kind) or other liabilities of the Trust pretended to be assumed with charge to the Trust Estate, shall never be higher than 50% (fifty percent) of the accounting value of the Trust Estate, measured to the close of the last reported quarter. If the liabilities in charge of the Trust exceed the maximum limit aforementioned, it shall not be possible to assume additional liabilities with charge to the Trust Estate until adjusted to the stated limit, unless if it is a matter of refinancing operations to extend the indebtedness due date of the Trust and the Technical Committee records the proofs of such situation. In any case, the result of such refinancing shall not imply an increase on the indebtedness level recorded before said refinancing operation.

Furthermore, if the liabilities in charge of the Trust exceed the maximum limit stated in the foregoing paragraph, the Manager shall present to the Technical Committee a report of such situation, as well as a corrective plan which states the form, terms, and as the case may be, time to comply with the limit, which shall be approved by the Independent Members of the Technical Committee, and afterwards, proposed to the Holders' Meeting no later than 20 business days as of the date on which the excess to such limit is acknowledged. In any case, the corrective plan shall include the stated in the foregoing paragraph.

- b. The trust shall keep at all times a debt coverage service index of at least 1.0 at the time of assuming any credit, loan, or financing, which shall be calculated according to the provisions of Annex AA of the Sole Circular for Issuers. If the debt coverage service index is less than 1.0, it shall not be possible to assume additional liabilities with charge to the Trust, unless if it is a matter of refinancing operations to extend the indebtedness due date of the Trust, and the Technical Committee reports the proofs of such situation. In any case, the result of such refinancing shall not imply a diminishing on the calculation of the debt coverage service index recorded before of said refinancing. In the event that the debt coverage service index referred to herein is minor than 1.0, the provision of the last paragraph of the foregoing section a. shall apply.

The leverage policies shall be exclusively amended by the Holders' Meeting, by proposal of the Technical Committee.

We intend to present to our Technical Committee for its later presentation to the Holders' Meeting, the adoption of a leverage policy consisting of the determination of the necessary requirements to approve the management and obtaining of credits, loans, and financings when the sum of them represents 5% or more of the Trust Estate, based on numbers corresponding to the close of the immediately prior quarter close, either that the contracting of such liabilities is performed simultaneously or successively, on a twelve months term counted as of the first contracting.

For the contracting of a liability through financings referred on the foregoing paragraph, it shall be previously performed to the contracting of any credit, loan, or financing, a pro-forma cash flow financial analysis which shows the impact of the issuing of debt or contracting of the financing would have in terms of our solvency, regardless the legal nature it has, as well as the impact on the profitability in terms of the return internal rate, under the diverse stress scenarios (including changes on the interest rates) defined on the referred leverage policy.

Our leverage strategy takes into account that the total of liabilities to contract shall represent approximately 35% of our pro-forma assets.

Furthermore, our Technical Committee is competent to approve the financing operations to obtain the resources to carry out the investments and acquisitions referred to in the Clause Eleventh, Section 11.2, subsection (ii) of our Trust, regarding the acquisitions by instruction of our Technical Committee with qualified majority.

In any case, the Holders' Meeting is competent to approve the financing operations to obtain resources to carry out the investments and acquisitions referred to in the Clause Eleventh, Section 11.2, subsection (iii) of our Trust, regarding the acquisitions by instruction of our Holders' Meeting.

Subject to the leverage policy described hereinbefore, we intend to, when appropriate, employ moderate leverage amounts as means to provide additional funds for the acquisition, development, remodeling, improvement, and expansion of the properties. The leverage amount we shall deploy for particular investments shall depend of the valuation of our Manager F1 Management and our Technical Committee, of several factors that might include the liquidity and volatility of the assets prices of our portfolio, the losses potential, the availability and financing cost of the assets the foresee, our opinion regarding the credit capacity of our financing counterparts, the Mexican economy and the credit markets status, and our vision regarding the level, decline, and volatility of the interest rates. We consider that our leverage policy is appropriate for a company which assets are mainly real property.

Our investment policies could be amended by our Technical Committee pursuant to the economic conditions at the time, costs regarding debt and capital, market values of our Properties, the general conditions of the market for debt and capital securities, fluctuations on the market price of our CBFIs, growth and acquisition opportunities, and other factors. In consequence, in the future we will be able to increase or decrease our debt index beyond the limits aforementioned. If this policy might change, we could have a higher leverage, which would result on an increased risk of default of our obligations and a related increase on the debt services requirements which could have an adverse effect on our financial condition, the results of our operations, and our ability to make Distributions to the Holders. See *"Financial Information" – "Selected Financial Information."*

Conflicts of interest policy

In accordance with our Trust, our Technical Committee is responsible to approve our policy regarding transactions with Related Persons, as well as to approve the operations with Related Persons. Pursuant to our Trust, the favorable vote of the majority of the Independent

Members of the Technical Committee is required, those members appointed by the Trustor or by the Manager, or by persons related with them, shall abstain from voting, and this shall not affect the required quorum for the installation of said Technical Committee. In any case, the operations shall be performed to market price.

We are subject to conflicts of interest which have their origin on our relation with our Consultant and its affiliates, and we shall execute transactions with Related Persons. See *“Agreements and Covenants.”* We cannot assure that our policy shall remove the influence of said conflicts. If these policies are not successful, decisions that may not completely reflect the interests of all our Holders could be taken. See *“Risk Factors – Risks related with our Managers, our Consultant, and the Representation Services Companies – There are conflicts of interest regarding our Consultant and F2 Services, S.C. and their affiliates, and we cannot assure that our policies and procedures shall be adequate to attend all the conflicts of interest that may arise, which could give place to adverse consequences for the Holders.”*

Policies Regarding Certain Activities

Subject to some required formalities pursuant to the Applicable Law, including the obtaining of any government authorization, we have the authority to offer new CBFIs in exchange of properties and to repurchase or in any other way, acquire our CBFIs in the stock market or in any other way, and we shall be able to perform such actions in the future. Our Trust does not consider the issuing of preferential CBFIs. See *“Description of our CBFIs and of certain provisions of our Trust and the Applicable Law.”*

We have not financed or managed the distribution or sale of securities of other issuers and we do not intend to do so. At any time, we perform investments with the purpose of qualify as a FIBRA for fiscal effects, unless that due to the circumstances or to changes on the applicable fiscal rules and regulations, our Technical Committee decides that to qualify as a FIBRA is not the most convenient for us. We have not made loans to third parties, but we shall be able in the future, pursuant to the Applicable Law, to make loans to third parties, limited to business purposes.

We make available for the Holders annual audited financial statements and annual reports. See “Financial Information”.

(b) Agreements and Covenants

The Trust

We were constituted as a Trust in January 10, 2011, pursuant to the Applicable Law. Our corporate address is located on Antonio Dovalí Jaime No. 70, Torre B, Piso 11, Col. Zedec Santa Fe, C.P. 01210, México D.F. A copy of our Trust has been presented before the CNBV and the BMV, which is available for its review at the BMV and with the placement agents who participated on the Initial Offer. See *“Description of our CBFIs and of certain provisions of our Trust and the Applicable Law – The Trustee. Restrictions regarding the Property of our CBFIs – CBFIs Holders” Meeting and Vote Rights – Term and Termination”* of this document.

Summary of the Trust

See section: “*Description of our CBFIs and of certain provisions of our Trust and the Applicable Law*”, of this document.

Agreements related to the Management, Consultancy and Collection

See section: “*The Planning Consulting Agreement, the Representation Services Agreements, and the Management Agreements*” of this document.

Preemptive Rights regarding our Properties and Reversion Rights regarding the Real Property contributed to our Trust

In accordance with our Trust and the Adhesion Covenants regarding our Initial Portfolio, the Relevant Joint Trustors have agreed to grant us the preemptive right to purchase any future real estate investment opportunity they might have, if it complies with the Eligibility Criteria; until such opportunity were convenient for us. As provided by our Trust, as long as the Control Trust is the owner of at least 15% (fifteen percent) of the total circulating CBFIs, said Relevant Joint Trustors shall give notice to our Technical Committee of any intention they may have of acquiring property which substantially comply with the Eligibility Criteria, within the 10 (ten) days following the date on which such intention is determined, providing the information they might have available for such purpose, the respective analysis of the items considered on the valuation, price, and other conditions of the pretended operation.

The obligations in charge of the Relevant Joint Trustors referred to in the foregoing paragraph are expressly established in the corresponding Adhesion Covenants executed with said persons.

The Technical Committee shall decide within the 10 (ten) following business days to the date of reception of the respective notice, if it acquires the properties on the terms indicated by the Relevant Joint Trustor in question, or if it declines the investment. If we decide to exercise our preemptive right, such acquisition shall be subject to the favorable vote of the majority of the members of our Technical Committee as well as to the favorable vote of the majority of the Independent Members of our Technical Committee. If the Technical Committee does not give an answer within said term, it shall be understood that there is no acquisition interest, and the Relevant Joint Trustor shall be free to acquire the respective Real Property.

Additionally, pursuant to the Adhesion Covenants, the El-Mann Family and the Attié Family have agreed to grant us the preemptive right to acquire any industrial, retail or offices property, of which as at January 10, 2011, have been mainly proprietors, individually or jointly, provided that such properties comply with the majority of the Eligibility Criteria. The process to exercise this preemptive right regarding such properties is the same than the process to exercise the preemptive right regarding future investments on real property proceeding from the Relevant Joint Trustors.

Reversion Right

In accordance with our Trust, for the exercise of the Reversion Right over our Real Property contributed to the Trust Estate, the procedure shall be as follows:

- i. Once the decision to alienate the Real Property involved pursuant to the Trust has been taken, our Technical Committee, with the favorable vote of the majority of its members and the majority of Independent Members, shall decide the reversion price and conditions, for which it shall require the opinion of the Practices Committee. The reversion price and conditions shall be notified to us and to the Joint Trustors involved.
- ii. The Joint Trustors involved shall have a term of 15 (fifteen) business days after the notice referred to in section i. hereinbefore to state their will to exercise or not the Reversion Right referred in the section herein, and they shall proceed pursuant to the conditions established by our Technical Committee.
- iii. If there is no statement by the Joint Trustors within the 15 (fifteen) business days term, it shall be understood that it is not their will to exercise the Reversion Right, and therefore we shall proceed as instructed by our Technical Committee.

Preemptive Right

The Relevant Joint Trustors shall have at any time the preemptive right to acquire the Real Estate alienated by us; in the understanding that in the case of Real Property contributed to the Trust Estate, this right shall be subordinated to the Reversion Right. The sale price and conditions shall be notified by our Technical Committee to the Relevant Joint Trustors and to us, prior agreement of said committee which additionally has the favorable vote of the majority of Independent Members. Said right shall be effective provided that the Control Trust has under its control at least 15% of the circulating CBFIs.

The Relevant Joint Trustors shall have a 10 (ten) business days term following the notifications referred to in the foregoing paragraph, as it may correspond, to state their intention to exercise the preemptive right referred to in the paragraph hereinbefore, and it shall be proceeded pursuant to the conditions established by our Technical Committee. If there is no statement made by said persons, it shall be understood that it is not their will to acquire the Real Property involved, and therefore we shall proceed as instructed by our Technical Committee.

For purposes of the preemptive right referred to in the foregoing paragraphs, the Relevant Joint Trustors shall act jointly and exclusively through a sole representative with enough powers for this purpose.

Some of our tenants, by agreement or by legal provision, have the right of first refusal to acquire the property of the real estate we are leasing to it, if we decide to sale such property. Said right would have priority towards the preemptive right of the Relevant Joint Trustors, and it may also have priority towards the Reversion Right of the Joint Trustors.

The Control Trust

In accordance to the Control Trust, its purposes are: (i) that the original Joint Trustors give and the trustee of it acquires the property and possession of the CBFIs issued in terms of the Trust

and pursuant to the respective covenants by which they shall adhere to the Trust; 8ii) the trustee of the Control Trust shall manage and administer the stock market intermediation account pursuant to the instructions of the technical committee of said Control Trust; (iii) the trustee shall exercise the economic and corporate rights which correspond to it as holder of the CBFIs, pursuant to the instructions of the respective technical committee, and (iv) as the case may be, and as provided by the agreement thereof, the trustee shall revert to the original Joint Trustors the property and possession of the CBFIs corresponding to each one, through the individual stock market account of the Joint Trustor.

The Trustee shall not execute any instruction of the technical committee of such Control Trust which contravenes the stated in the foregoing paragraph.

(c) Structure and Evolution of our Fibra

Development of our Trust

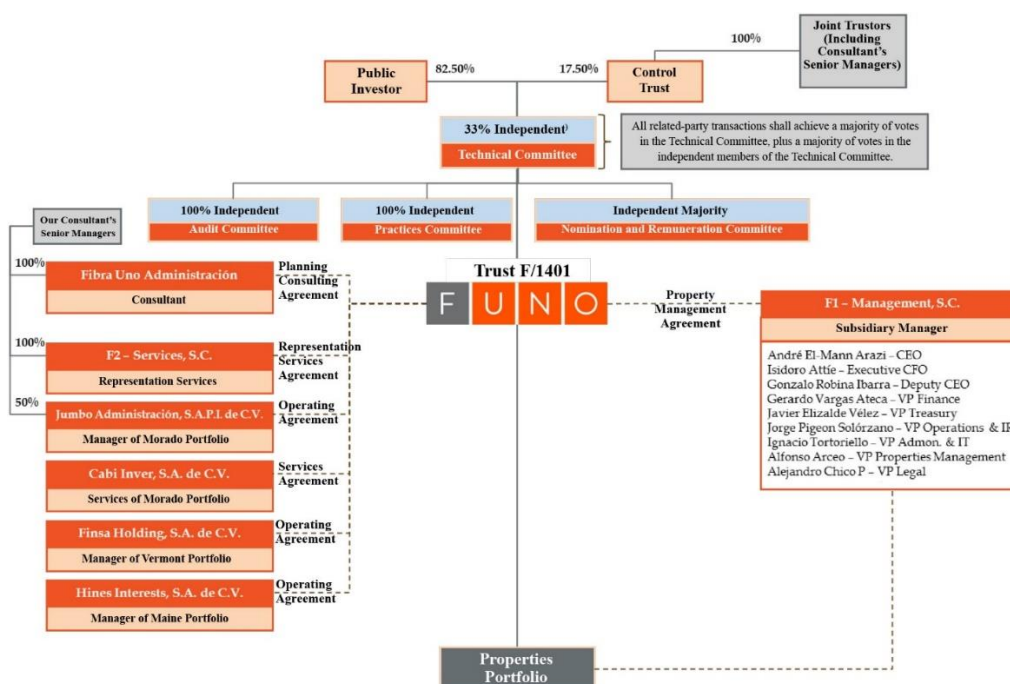
We were constituted as a Trust in January 10, 2011, pursuant to the Applicable Law. Our corporate address is located on Antonio Dovalí Jaime No. 70, Torre B, Piso 11, Col. Zedec Santa Fe, C.P. 01210, México D.F. A copy of our Trust has been presented before the CNBV and the BMV, which is available for its review at the BMV and with the placement agents who participated on the Initial Offer of CBFIs. A copy of our Trust is attached herein as Annex.

In January, 2011 we were established as the first FIBRA in Mexico. We are a Mexican Trust and we conduct our business to qualify as a FIBRA pursuant to the LISR, sections 187 and 188. In order to qualify in fiscal terms as a FIBRA, we have to distribute annually at least 95% of our fiscal result and at least 70% of our assets must be invested in real estate destined for leasing, among other requirements. For more information, read section *"INFORMATION ABOUT FIBRAS"* of this document.

As a FIBRA we engage mainly in the acquisition, development, construction, leasing, and operation of industrial, retail, and office properties. As of December 31, 2015, we were the biggest public real estate company in Mexico with regard to a certain number of properties, annual income, and market capitalization, and we think that our Portfolio represents one of the greatest and high-quality real estate portfolios of industrial, retail, and office properties in Mexico. Our goal is to obtain value through the generation of attractive yields through investment in Assets that produce attractive income and are susceptible of appreciation over time.

We performed our initial public offer of CBFIs in March 18, 2011, through which we collected a gross aggregate of approximately Ps. \$3,584 million, including the exercised option of over-allotment (the *"Initial Offer"*). Regarding our Initial Offer, we performed our formation transactions which consolidated our Initial Portfolio consisting of 16 properties and the Leasing Rights of one property (to sum up a total of 17 properties). In such way, we have performed two subsequent CBFIs offerings (*follow-on*) for an aggregate amount of Ps. \$63,743 million, which have supported us with resources to continue with our growth and the consolidation of our Portfolio.

A chart with our corporate structure is below:



(d) Description of our CBFIs and of certain provisions of our Trust and the Applicable Law

Information regarding our CBFIs as well as a brief summary of certain provisions of our Trust and the Mexican law is listed hereinafter. The description does not pretend to be complete and is qualified on its entirety through reference to our Trust and the Applicable Law.

CBFIs

Our Trust provides that we can issue CBFIs pursuant to the Applicable Law. Our CBFIs are listed in the BMV under the listing key “FUNO11”. Our CBFIs do not have expression of par value and may be acquired by Mexican or foreign investors. Our CBFIs do not grant their Holders rights over our Assets.

As of December 3,859,822,623 CBFIs have been issued, of which 13,193,287 have been cancelled, 3,249,305,750 were on circulation, and 597,323,586 were in Treasury

Subject to the provisions of our Trust regarding the restrictions on the property and transfer of our CBFIs, the Holders have the right to: (i) receive Cash Distributions, on the manner authorized by our Technical Committee, and (ii) proportionally receive the result of the sale of our Assets legally available in case of our liquidation, dissolution, or termination after the payment or of the adequate reserve to pay all of our known debts and liabilities, all in accordance with the Applicable Law requirements. Holders do not have the right to use or dispose of our Assets because they are property of our Trust.

The Common Representative

For all the matters not expressly provided in our CBFIs and our Trust, the CBFI Common Representative shall act in accordance to the instructions of the majority of the Holders (to make it unquestionable and clear enough, the CBFIs Common Representative does not represent the Holders individually). The CBFI Common Representative has, among others, the following rights and duties towards the Holders as a whole:

- a. To subscribe our CBFIs, having verified that they comply with all the Applicable Law;
- b. To verify the constitution of our Trust;
- c. To verify the existence of the Trust Estate;
- d. To verify the fulfillment of the use of funds authorized by the CNBV;
- e. To verify the duly fulfillment of our obligations and the obligations of our Managers as provided by the Trust, and of any other person pursuant to the agreements which must be executed to comply with the purposes of the Trust;
- f. To give notice to the CNBV, the BMV and the Indeval regarding any delay on our fulfillment of our payment obligations;
- g. To convene and preside over the Holders' Meetings when the Applicable Law or the provisions of our CBFIs or our Trust require so, and when it deems it necessary or convenient to get information to execute its decisions, and carry out the resolutions;
- h. To verify the subscription, on behalf of the Holders, of all the documents and agreements executed with us regarding our Trust;
- i. To exercise all the required actions pursuant to keep safe the rights of the Holders as a group;
- j. To act as intermediary with us on behalf of the Holders, for the delivery to the Holders of any Cash Distribution regarding our CBFIs and for any other required matters;
- k. To exercise its rights and comply with its duties provided in our CBFIs, in our Trust, and in other documents of the transaction;
- l. To request from us, our Managers, the Representation Services Companies, and the Consultant, all the information and documentation available which shall be required for the fulfillment of the role of CBFI Common Representative, in the understanding that us, our Managers, the Representation Services Companies, and the Consultant, shall provide the information and documentation regarding our Trust and our CBFIs which is reasonable required, in a frame no longer than 10 (ten) business days for such effects, as of the corresponding information and documentation request;
- m. To provide to any holder of our CBFIs, at the expense of the holder, the copies of the reports which have been lend to the CBFI Common Representative by us and by our Manager F1 Management, to the extent that all the information shall remain confidential

- n. In general, carry out all the actions and exercise all the roles and comply with all the obligations which correspond to it in accordance to the Applicable Law and the sound stock market uses and practices.

Any and all of the actions carried out by the Common Representative on behalf or at the expense of the Holders as provided by our Trust, our CBFIs, or the Applicable Law, shall be compulsory for all the Holders and shall be taken as accepted by them.

The Common Representative shall be removed by agreement of the Holders' Meeting, in the understanding that such removal shall only be effective as of the date on which a substitute common representative has been appointed, and the substitute common representative has accepted and has occupied his/her position. The Common Representative may renounce to its position exclusively under circumstances qualified by a competent jurisdictional authority, according to the Applicable Law.

The Common Representative shall not be obliged at any time to disburse any kind of expense or fee, or any amount with charge to its patrimony, in order to comply with his/her corresponding roles pursuant to the Applicable Law, and the respective CBFIs; should any conflict caused by authorities, us, the placement agent, or third parties who impede the payment of the CBFIs arise, the Common Representative shall inform the Holders' Meeting, and pursuant to the resolution the Holders' Meeting adopts, the Common Representative shall proceed to grant the enough powers in favor of the person or persons who shall be instructed for such effects, and who may request to the Holders, the contribution of the pertinent resources to cover the fees of such representatives.

The Common Representative shall not be responsible for the authenticity or veracity of the documentation or information that, as the case may be, us, our Managers, the External Auditor, our Consultant, and the Representation Services Companies provide to him, such as grades, appraisals, financial statements, patrimonial list of guarantees, portfolio information, articles of incorporation, powers of attorney, or any other document regarding the issuing required by the Common Representative and which has not been directly produced by the Common Representative.

The Trustee

Our Trust establishes that our main business purpose is the acquisition or construction of real estate for leasing; the acquisition of the right to receive profits from the lease of such property; as well as to grant financing for these purposes with guaranty over the property. We intend to increase our Portfolio through the selective acquisition of high quality and well located Properties.

Pursuant to our Trust, we have some powers which include, among others: (i) to carry out the issuing of CBFIs; (ii) to open and maintain the accounts required to comply with the Trust purposes; (iii) to perform investments on real estate and manage and keep such investments; (iv) to deliver Cash Distributions to the Holders; (v) to collect, receive, and manage the Rents of our Properties; (vi) to hire and remove lawyers, accountants, and other experts, as provided by the Trust; (vii) to prepare and present all the tax returns in our charge, and to be in communication with the fiscal authorities and entities ,as required; (viii) to grant general and special powers of

attorney, as required, for the fulfillment of the Trust purposes; (ix) to request and obtain loans for the acquisition or construction of properties, (x) to give access to the Consultant, Managers, Representation Services Companies, and the CBFIs Common Representative to any information regarding us and the Trust.

Our obligations include, among others: (i) to provide our External Auditor the information in order for it to carry out the annual audit of our financial statements; (ii) present a monthly report which includes information required in our Trust to the CBFIs Common Representative, our External Auditor, our Consultant, our Technical Committee, our Practices Committee, and our Audit Committee; (iii) to provide information to the Holders as requested, in order to allow them to comply with their fiscal obligations; (iv) to verify the fulfillment of our external auditors of the terms in their agreements, and (v) to consult with our Technical Committee regarding any matter not provided in our Trust, providing the required information and documentation, in such way that it allows the Committee to take a decision within a reasonable time. Our Technical Committee may convene a Holders' Meeting to make them take a decision. For those matters which require immediate attention and regarding which there is no Holders' Meeting convened, our Technical Committee shall resolve such matters immediately, with the advice of the Practices Committee and our Audit Committee (as it may be necessary).

Our Trust provides that we shall only be responsible regarding the open accounts pursuant to our Trust for cases of negligence, fraud, or bad faith (as it is construed in the Applicable Law).

We could be dismissed as trustees by our Technical Committee after receiving a request from our Consultant or the CBFIs Common Representative, but such dismissal shall not be effective until a new trustee is appointed. Our Consultant has the right to request our Technical Committee for us to be substituted if the existence of an event which constitutes a Dismissal Conduct has been proved, in accordance to our Trust.

Restrictions on the ownership of our CBFIs

In accordance with our Trust, any transaction of CBFIs in favor of any person or group of persons acting in agreement, which cumulates in one or several transactions 10% (ten percent) or more of the total circulating CBFIs, shall be subject to the prior authorization of the Technical Committee, with the favorable vote of the majority of the members of the Committee and with the favorable vote of the majority of the Independent Members.

The limitation to the possession aforementioned applies to our CBFIs as well as to any other title or instrument we issue in the future, which underlying assets are our CBFIs, as well as any other document related with the rights of our CBFIs. Additionally, the limitation to the possession aforementioned is applicable to: (i) the purchase or sale of any right corresponding to our CBFIs; (ii) any agreement which limits or gives as a result the transfer of any right of the Holders, excepting those provided in our Trust, and (iii) CBFIs held by one or more persons who act jointly as a group.

Furthermore, our Trust states that any alienation of our CBFIs which does not comply with the provisions aforementioned, shall be void and that any person who is considered to have

acquired our CBFIs violating the provisions of our Trust, shall not be able to vote regarding said CBFIs nor exercise any right resulting from the CBFIs, except for the economic rights.

Holders' Meeting and Voting Right

The Holders' Meeting represents the group of Holders and shall be the supreme decisions authority regarding the Trust. The Holders shall gather on Holders' Meeting in accordance with the following:

- (i) The Holders' Meetings shall be governed by the provisions of the LGTOC, and their resolutions shall be valid regarding all the holders, even regarding the absent and dissident members.
- (ii) The calls for the Holders' Meetings shall be performed by the Trustee, at least 10 (ten) days in advance in accordance with the provisions of the Stock Market Law, Section 64 Bis 1, fraction I, or any other which shall substitute it then in effect.
- (iii) Furthermore, the Holders shall meet every time they are convened by the Common Representative. Also, said Common Representative shall convene to the Holders' Meeting at least once a year to, among other things, approve the financial statements of the Trust corresponding to the foregoing fiscal year and to elect the members of the Technical Committee, no later than March of every year.
- (iv) Those Holders who individually or as a group represent 10% (ten percent) or more of the circulating CBFIs, shall request to the Common Representative to call to a Holders' Meeting, specifying in the request, the items to be treated in the Meeting, as well as the time and place on which such meeting shall be held. The Common Representative shall issue the call for the meeting to gather within a term of 15 (fifteen) days counted as of the date on which the request is received. Should the Common Representative not comply with this obligation, the judge of trial court of the address of the Trustee, by request of the Holders, shall issue the call.
- (v) Those Holders who individually or as a group have 10% (ten percent) or more of the circulating CBFIs, shall have the right, in Holders' Meeting, to request the voting of any matter of which they consider themselves not wide enough informed to be postponed just once, for 3 (three) days and without the requirement of a new call.
- (vi) The calls for the Holders' Meetings shall be published at least once in the Official Gazette of the Federation and in one of the newspapers of broad circulation in the address of the trustee, at least 10 (ten) days prior to the date on which the meeting shall gather. The items to be discussed in the meeting shall be included in the respective call.
- (vii) To consider a meeting by virtue of the first call as legally installed, it shall be required the Holders representing the majority of our circulating CBFIs to be represented, and the resolutions shall be valid when adopted by the majority of the present Holders, unless the cases provided by the Trust.

- (viii) If a Meeting is gathered by virtue of the second or further call, it shall be considered legally installed, regardless of the number of Holders represented in the meeting.
- (ix) For a Holders' Meeting which pretends to (i) agree the revocation of the appointment of the Common Representative; (ii) appoint a new common representative, or (iii) when the purpose shall be to consent or grant extensions or delays to the Trustee, to be considered legally installed, the Holders representing at least 75% (seventy five percent) of the circulating CBFIs shall be duly represented.
- (x) Excepting for (y) the cases referred to in the Clause Thirtieth First, section 31.1 of our Trust, and the termination of the Planning Consulting Agreement and/or the Representation Services Agreement, without a Destitution Conduct, for which the vote of the Holders representing more than 85% (eighty five percent) of the circulating CBFIs is required, and (z) the in advance termination of our Trust, the liquidation of the Trust Estate, the un-listing of the CBFIs and the cancellation of the register in the RNV, for which shall also be required the vote of the Holders representing more than 85% (eighty five percent) of the circulating CBFIs; all the resolutions of the Holders' Meeting shall be adopted by majority of votes of the Holders present in the Holders' Meeting.
- (xi) Except for the cases provided on sections (vii) and (viii) hereinbefore, on which the Holders' Meeting shall be taken as extraordinary meeting, all the other meetings shall be ordinary.
- (xii) To assist to a meeting, the Holders shall deposit the deposit proof issued by the Indeval and the listing of Holders issued for such matter by the corresponding brokerage firm, if it is the case, regarding the CBFIs of which said Holders are owners, with the Common Representative on the place indicated by the Common Representative, no later than the business day prior to the date on which the meeting shall be held. The Holders may be present in the meeting though a legal representative authorized through a power of attorney.
- (xiii) A minute signed by those who served as Chairman and Secretary of the meeting shall be recorded. The assistance list shall be added to the minute, and it shall be signed by the Holders present in the meeting and by the scrutineers. The minutes, certificates, accounting records, and other information regarding the Holders' Meeting or the performance of the Common Representative, shall be kept by the Common Representative and may be consulted by the Holders, then in effect, to their own expense, which shall have the right to request to the Common Representative to issue for them certified copies of such documents. The Trustee, prior written request, shall have the right to receive from the Common Representative a copy of the deposit certificates issued by Indeval, the list of the Holders issued for such effects by the corresponding brokerage firms, if it is the case, regarding the CBFIs of which said Holders are owners, and a copy of all the minutes written regarding any and all the Holders' Meeting. Furthermore, the Trustee shall have the obligation of delivering a copy of said documentation to our Manager.
- (i) In order to calculate the quorum of assistance to the Holders' Meetings, it shall be taken as base the number of circulating CBFIs. Holders shall have the right to one vote per each CBFIs they have.

- (ii) The Holders' Meeting shall be presided by the Common Representative.
- (iii) Despite the stipulated on the provisions hereinbefore, the resolutions taken away from the meeting, by unanimity of the Holders representing the totality of the CBFIs shall have the same duration as if adopted gathered in meeting, provided that such resolutions are confirmed in written.
- (iv) Those Holders who individually or jointly represent 20% (twenty percent) or more of the circulating CBFIs, shall have the right to judicially oppose to the resolutions of the Holders' Meeting.
- (v) The information and documents related to the agenda of the Holders' Meeting shall be available in the offices of the Common Representative for free, for the Holders to review them with at least 10 (ten) days in advance of the date on which the meeting shall be held. The information shall be for free pursuant to the Stock Market Law, section 64 Bis 1, fraction II, subsection e), or any other which substitutes it then in effect.

The Holders may execute covenants for the exercise of the vote in the Holders' Meetings. The execution of such covenants and their features shall be notified to the Trustee by the Holders within the 5 (five) business days following its agreement, to be disclosed by the Trustee to the investor public through the BMV and EMISNET, as well as to spread its existence in the Trust Report. The renouncement of the Holders to exercise their right to appoint a member of the Technical Committee as provided by the Clause Ninth of our Trust, may be stipulated in such covenants. The aforementioned, without prejudice of the authorization required in terms of the Clause Thirtieth of our Trust.

We intend to propose the Holders' Meeting several amendments to our Trust in order to incorporate the provisions recently amended from the Stock Market Law, the integration of which is, in our opinion, appropriate to offer more clearness to our investors.

Registration and Transfer

Our CBFIs are registered in the RNV in charge of the BMV, as required by the LMV and the regulations issued by the BMV. Our CBFIs are represented in a sole title which shall be deposited in the Indeval.

Indeval is the institution for the deposit of securities of all the CBFIs. The Indeval shall issue proofs to the name of the Holders who request so. Only the persons who hold CBFIs through the respective placement agents shall be considered as Holders in accordance with our Trust and the Applicable Law.

Term and Termination

In accordance with our Trust, we shall have the necessary term to comply with our purposes. The Trust may be terminated if such compliance is impossible. In particular, our Trust shall terminate (i) by order or judicial decree, or by any other legal decision if the competent authorities or the Applicable Law provide so, (ii) by expiration, and (iii) by Holders' Meeting resolution with the favorable vote of more of 85% of the circulating CBFIs.

Liquidation

After our dissolution, one or more Liquidators shall be appointed in an Extraordinary General Holders' Meeting to liquidate our businesses. All the CBFIs totally paid and in circulation shall have the right to participate in equal parts and prorate in any Distribution at the time of the liquidation.

At the termination of our Trust, the process of liquidation regarding our assets shall proceed as follows: (i) our Technical Committee shall appoint a Liquidator within the 15 (fifteen) business days following the development of one of the events that might cause such termination (as described in "*Term and Termination*"), and shall grant to the Liquidator some powers and duties, including all the powers and duties of our Consultant (and our Consultant shall stop having such powers and duties), (ii) it would be required to the Liquidator to carry out all the required and/or convenient actions to protect the rights of the Holders and to preserve our assets, as well as to cancel the register of our CBFIs before the RNV and the BMV and before any other register in Mexico or abroad, and (iii) to pay our pending obligations and Distribute any remaining amount of our assets to the Holders, at prorate.

Regarding the liquidation of our assets, the Liquidator is required to align to the described procedures and to perform such liquidation in accordance to our Trust.

Protection of minorities in accordance with our Trust

Our Trust includes several protections for the minorities. These protections include provisions which allow:

- To any Holder or group of Holders, which represent 10% of our CBFIs in circulation, to appoint a proprietor member and the respective deputy member in our Technical Committee (provided that said Holders did not renounce to their right to appoint members of the Technical Committee); in the understanding that such appointment shall also be revoked by the other holders when, at the time, the appointment of all the members of the Technical Committee is revoked.
- A cualquier Tenedor, o grupo de Tenedores, que representen 10% de nuestros CBFIs en circulación, solicitar al Representante Común CBFIs que convoque una Asamblea de Tenedores.
- To any Holder, or group of Holders which represent 10% of our circulating CBFIs which are represented in the Holders' Meeting, to postpone the meeting for 3 three days, about any matter of which said Holder(s) do not consider themselves wide enough informed.
- To the Holders who individually or jointly represent at least 20% of our circulating CBFIs shall have the right to judicially oppose to the resolutions of the Holders' Meetings, subject to some requirements of the Applicable Law.
- The Holders who individually or jointly represent 15% (fifteen percent) or more of the circulating CBFIs shall have the power to exercise responsibility actions against the Manager due to the default to its obligations.

Furthermore, our Trust states some corporate government requirements including the requirement to choose Independent Members, as well as to appoint and preserve an Audit Committee and a Practices Committee integrated by the Independent Members of our Technical Committee, to supervise our operation and administration.

Other Stipulations

Applicable Law and jurisdiction

Our Trust provides that the parties thereof submit themselves to the jurisdiction of the courts of Mexico City, regarding any controversy that may arise from the construction or default of our Trust.

Amendments to our Trust

Our Trust shall only be amended prior agreement between the Trustors and the CBFIs Common Representative, with the granted consent of the Holders through the Holders' Meeting authorized by the percentages provided in the Clause Eighth of our Trust, with our appearance; unless the amendment is done to the Clauses Ninth, Third, Fourth, Fifteenth, Eighteenth, Twentieth Second, Twentieth Third, Thirtieth, and Thirtieth One of our Trust, which additionally shall be authorized by the Holders' Meeting by more of 85% (eighty five percent) of the circulating CBFIs. See Clause Thirtieth First, section 31.1 of our Trust.

Our Trust stipulates that if at any time our Consultant has been removed or if the Joint Trustors through the Control Trust stop having the control of at least 15% of our circulating CBFIs, it shall be required to the CBFIs Common Representative to call for a Holders' Meeting, no later than the following month on which the foregoing occurs, with the purpose of amending our Trust as recommended by our Practices Committee. The resolutions adopted in such meeting shall be valid if they receive the favorable vote of the majority of the Holders of our circulating CBFIs.

External Auditor

Our External Auditor is Galaz, Yamazaki, Ruiz Urquiza, S.C., member of Deloitte Touche Tohmatsu Limited. However, our Technical Committee may appoint a different external auditor at any moment, prior opinion of the Audit Committee.

The duties of our External Auditor shall include, among other things: (i) no later than the first 20 business days of each year, present an annual audit report to us, our Consultant, our Audit Committee, and CBFIs Common Representative, and (ii) to verify the information of the monthly report of the Trustee versus the amounts received on the accounts and notify the Trustee, the CBFIs Common Representative, and our Audit Committee about any discrepancy.

The External Auditor may be removed of its entrust by our Technical Committee prior recommendation of our Audit Committee, but said removal shall not take effect until a new external auditor has been appointed.

Tax Consultant

Our Tax Consultant is González Luna, Moreno y Armida, S.C.

6. CAPITAL MARKET

(a) Structure

We have prepared the information regarding the stock market, as indicated hereinafter, based on the material obtained from public sources, including the CNBV, the Bolsa Mexicana de Valores, S.A.B. de C.V. (Mexican Stock Market, Publicly-Traded Company of Variable Capital), Banco de Mexico and publications of the market participants.

Our CBFIs are listed in the Mexican Stock Market, S.A.B de C.V. under the symbol “FUNO11”.

We are not able to predict the liquidity of the Mexican Stock Market, S.A.B de C.V. if the transactions volume of the CBFIs in such market falls below certain levels, the CBFIs could become out of listings or come out of the registry in that market.

Since our Initial Offer, we have positioned as the larger Fibra in assets terms:



Investment Properties ⁽¹⁾	\$172,739	\$55,044	\$45,064	\$42,467	\$34,719	\$29,074	\$12,028	\$8,357	\$9,970
Number of Properties ^(#)	497	14	195	292	209	138	17	41	75
GLA (m ²) ⁽²⁾	7.3	0.69	3.2	3.4	2.8	2.1	0.5	7,113 ⁽³⁾	10,422 ⁽³⁾
Occupancy	94.4%	85.8%	96.8%	93%	94.8%	89.4%	94.1%	60.4%	64.1%
Income per Investment Properties ⁽¹⁾	\$13,252	\$2,446	\$3,239	\$3,373	\$2,460	\$1,856	\$1,002	\$1,797	\$2,605
Type of Assets ⁽⁴⁾									
Market Capitalization ⁽¹⁾ (\$)	\$103,197	\$44,061	\$18,844	\$17,330	\$15,860	\$15,742	\$6,123	\$5,020	\$7,006

(1) Figures in millions of pesos.

(2) Figures in million square meters.

(3) Rooms in operation.

(4) Types of assets as a % of Investment Property Revenues. Macquarie: as a % of GLA.

(5) Reuters as of December 31, 2016.

Fuente: Company Filings.



The real estate retail sector in Mexico features a limited number of great scale developers which have the financial soundness and technical capacity to carry out and complete large development projects. We consider that the current size of our portfolio (measured per gross leasing area) can be compared with that of the largest proprietors and developers of retail real

property in Mexico. However, we are one of the few proprietors and developers which benefits of a really diversified portfolio. We have the significant potential or expansion to short, medium, and long term, based on our exclusivity agreements with Grupo-E, in accordance to our Trust, and our investment projects, which had allowed us to be, as Grupo-E, a proprietor and developer leader in Mexico in a short term. With the support of our Consultant, we expect to make the most of the supplying ability of Grupo-E to continue with our growth plan, supported by our historically conservative indebtedness policies.

Some of the larger real property developers in Mexico compete against us in submarkets and regions where we operate. For example, regarding our industrial real property business, we believe that FINSA manages industrial space which is similar to our inventory in some of their industrial parks located in the center of Mexico (Mexico City, Puebla, and Querétaro.) Additionally, we believe that our industrial Properties deal with competence of the industrial space offered for lease by Grupo AMB (in Mexico City and Guadalajara), Terrafina (in Mexico City and Guadalajara), Macquarie Real Estate Mexico (Chihuahua, Tamaulipas, and Nuevo León), ProLogis (Mexico City and Estado de México), and Vesta (in Toluca and Querétaro).

We have also identified a number of real property developers which manage a diversified portfolio of properties which compete with our properties on the retail, offices, and industrial sectors. Said developers include GICSA (Cancún, Mexico City and Estado de México), Grupo Danhos (Mexico City), and Grupo Frisa (Cancún and Estado de México).

Regarding our retail Properties, we believe that some of the specialized retail real property developers operate in markets which are similar to our target markets. Said developers include Grupo Acosta Verde (Mexico City and Estado de México), Planigrupo (Estado de Mexico and Jalisco), México Retail Properties (Mexico City, Estado de México, and Jalisco), and Consorcio ARA (Estado de México).

Main CBFIs Holders

The following table shows some information, as of December 31, 2016, regarding the persons and entities which have an economic interest in our circulating CBFIs:

Holder	Number of CBFIs of their property	% de los CBFIs
Control Trust	576,606,775	17.5%

(b) Other Securities issued by the Trust

The Trust only has CBFIs listed in the RNV and in the BMV, in accordance with the official letter No. 153/30424/2011 dated February 2, 2011; No. 153/8150/2012 dated March 8, 2012; No. 153/8172/2012 dated March 15, 2012; No. 153/8815/2012 dated August 28, 2012; No. 153/6244/2013 dated January 28, 2013; No. 153/6337/2013 dated February 15, 2013; No. 153/6875/2013 dated June 7, 2013; No. 153/6837/2013 dated June 24, 2013; No. 153/106308/2014 dated February 4, 2014; No. 153/106758/2014 dated June 6, 2014; No. 153/106789/2014 dated June 9, 2014; No. 153/4977/2015 dated January 16, 2015; and No. 153/6091/2015 dated December 17, 2015; and entered in said RNV under numbers 2679-1.81-2011-001, 2679-1.81-2012-002,

2679-1.81-2012-003, 2679-1.81-2012-004, 2679-1.81-2013-007, 2679-1.81-2013-008, 2679-1.81-2013-011, 2679-1.81-2013-012, 2679-1.81-2014-015, 2679-1.81-2014-018, 2679-1.81-2015-023 y 2679-1.81-2015-025, respectively; likewise, it has CBs listed in the RNV and in the BMV, in accordance to the Debt Program authorized and issued by the CNBV through official letter No. 153/7708/2013 dated in December 9, 2013.

As a result of the aforementioned, the Trust issues quarterly reports as well as an annual report each fiscal year. All the reports are published on the BMV website, pursuant to the applicable legal provisions.

In addition to the foregoing, the Trust does not issue and has no obligation to issue any other kind of report for other markets on a periodic and/or continuous manner. Likewise, neither the Trustor nor the Joint Trustors have securities listed in the RNV, and they are neither trustors in any other securities issuer trust listed in the RNV.

Finally, it is informed that the Issuer has completely and timely delivery during the last 5 (five) fiscal years the reports required to the Issuer by the Mexican and foreign laws regarding relevant events and periodic information

Performance of the CBs Issues of CBs from FUNO 13, FUNO 13-2, FUNO 13U, FUNO 15, FUNO 16 and FUNO 16U

In December 16, 2013, we carried out the offering of CBs for a total amount of Ps. \$8,500,000,031.90 as follows: (i) FUNO 13, \$4,350,058,800.00 were placed on a variable rate of TIIE plus 80 base points with due date in June, 10, 2019; (ii) FUNO13-2, \$2,000,000,000.00 were placed on a fixed rate of 8.40% with due date in December 4, 2023, and (iii) FUNO 13U, 425,700,000 UDIs (equal as of December 31, 2013 to Ps. \$2,149,941,231.90 were placed on a fixed rate of 5.09% (in UDIS), with due date in November 27, 2028.

On February 2, 2015, we performed the CBs offer for an aggregate amount of Ps. \$10,000,000,000.00 as follows: (i) Ps. \$2,500,000,000.00 were a reopening of the FUNO 13 issue described in the previous paragraph that now has a total balance of Ps. \$6,850,058,800.00; and (ii) FUNO 15, Ps. \$7,500,000,000.00 were placed at a rate of 6.99% expiring in July, 2025.

On April 12, 2016, Fibra Uno made the offer of CBs for an aggregate amount of Ps.4,500,000.00 as follows: (i) the reopening of the FUNO 13-2 issue for an amount of Ps. \$1,120.9 million, maturing on December 4, 2023, to reach a balance of \$3,120.9 million, at a fixed rate of 8.4%; (ii) the FUNO 16U issue in the amount of 457,878,300 (four hundred and fifty-seven million eight hundred and seventy-eight thousand three hundred) UDIs, equivalent to approximately Ps. \$2,495 million at a fixed rate of 4.60% and with maturity on April 1, 2027; And (iii) the FUNO 16 issue for an amount of Ps. \$883.75 million at a variable rate of TIIE + 0.65%, maturing on April 11, 2019.

The FUNO 13, FUNO 13-2, FUNO 13U, FUNO 15, FUNO 16U and FUNO 16 issues have a sole amortization to maturity, therefore their unpaid balance to the date of this document, is the same as the one of its issuing date. The payment of the interests carried out for the FUNO 13, FUNO 13-2, FUNO 13U, and FUNO 15 issues during 2016 is presented hereinafter:

Interest Paid 2016 (Amounts in Pesos)

Month	FUNO 13	FUNO 13-2	FUNO 13-U	FUNO 15	FUNO 16	FUNO 16-U	Total
January	22,110,468				-		22,110,468
February	23,229,311			265,037,500	-		288,266,811
March	23,229,311				-		23,229,311
April	25,893,222				-		25,893,222
May	51,893,001				3,237,471		55,130,472
June	26,106,335	132,534,220	59,236,635		3,237,471		221,114,661
July	26,106,335				3,258,092		29,364,427
August	28,716,969			265,037,500	3,588,025		297,342,494
September	28,770,247				7,203,544		35,973,791
October	28,770,247				3,636,140	58,311,463	90,717,851
November	31,487,437				3,966,074		35,453,511
December	32,180,054	132,534,220	60,861,902		4,282,260		229,858,436
Total	348,492,936	265,068,440	120,098,537	530,075,000	32,409,076	58,311,463	1,354,455,453

Performance of the Senior Notes Issues

In January 30, 2014, we carried out the offering of Senior Notes for a total amount of Usd. \$1,000,000,000.00 (one thousand million dollars 00/100) as follows: Senior Notes due 2014 for an amount of Usd. \$600,000,000.00 (six hundred million dollars 00/100 on a fixed rate of 5.25% and an approximate term of 10 years, (ii) Senior Notes due 2055 for an amount of Usd. \$400,000,000.00 (four hundred million dollars 00/100) on a fixed rate of 6.95% and an approximate term of 30 years.

On December 3, 2015, we performed the Senior Notes offer due 2026 for an amount of Usd. \$300,000,000.00 (three million Dollars 00/100) at a fixed rate of 5.25% and a term of approximately 10 years.

On June 8, 2016, we issued and sold in the international markets Senior Notes for an aggregate amount of Usd. \$500 million. This issuance was made through: (i) the reopening of Usd. \$200.0 million of unsecured bonds at a rate of 5.25% amortizable on January 30, 2026, ending the balance of said issue in a total of Usd. \$500 million; And (ii) the reopening by Usd. \$300.0 million of unsecured bonds at a rate of 6.95% amortizable on January 30, 2044, ending the balance of said issue in a total of Usd. \$700 million.

As of December 31, 2016, the total aggregate amount of all Senior Notes issued was Usd. \$1.8 billion.

The payment of the interests carried out for the Senior Notes due 2024, Senior Notes due 2044, and Senior Notes due 2026 issues during 2016:

Interest Paid 2016 (Amounts in Pesos) ⁽¹⁾

Month	Senior Notes 2024	Senior Notes 2044	Senior Notes 2026	Total
January		256,496,700		256,496,700
February				-
March				-
April				-
May				-
June	298,957,050			298,957,050
July		459,691,418	326,579,335	786,270,752
August				-
September				-
October				-
November				-
December	318,505,950			318,505,950
Total	617,463,000	716,188,118	326,579,335	1,660,230,452

⁽¹⁾ Using the payday exchange rate. Does not include withholding tax payment.

(c) Significant changes to rights of securities listed in the RNV

As of this date, no significant change has been made to the rights of any security listed in the RNV.

(d) Destination of the Funds

As of this date no significant difference has appear regarding the destination of the funds that have been specified in the final placementprospectus related to the initial CBFIs public offer or to any subsequent CBFIs offer.

(e) Behavior of the CBFIs in the Stock Market

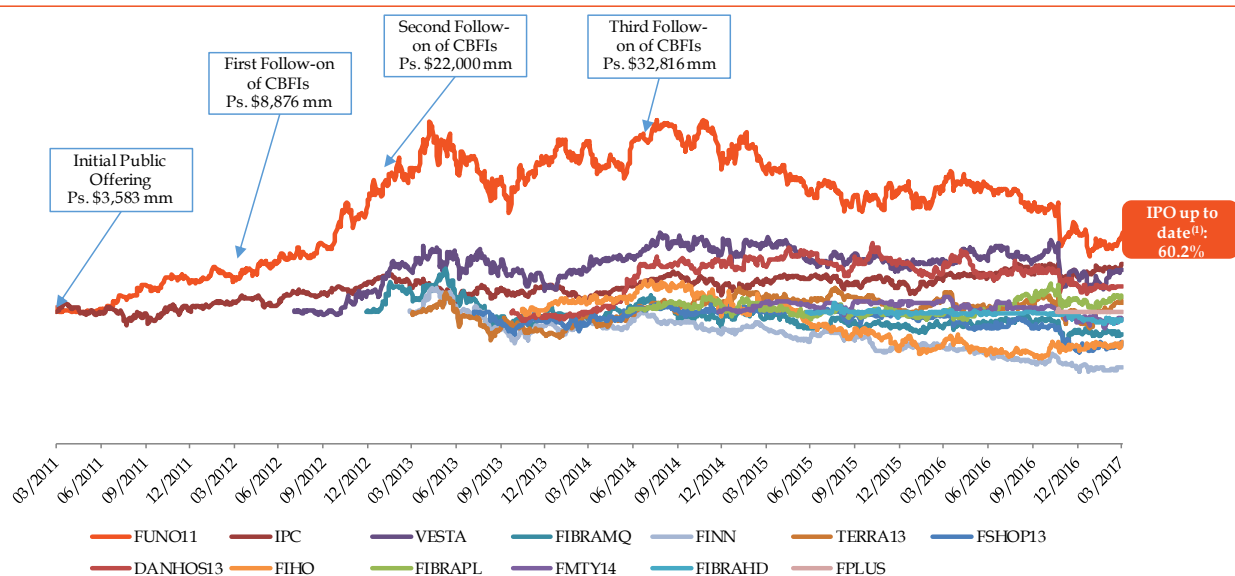
We have prepared information regarding the stock market, as indicated hereinafter, based on the materials gathered from public sources, including the CNBV, the Bolsa Mexicana de Valores, S.A.B. de C.V., Banco de México, and other publications of the market participants.

Our CBFIs are listed in the Bolsa Mexicana de Valores, S.A.B. de C.V under “FUNO11.”

We are not able to predict the liquidity of the Bolsa Mexicana de Valores, S.A.B. de C.V. If the volume of the transactions of the CBFIs in such market drops below certain levels, the CBFIs could be out of the listing or come out of the registry in that market.

Based on the available public information, the price of our CBFIs compared to the Prices and Quotations Index of the Mexican Stock Market (IPC Mexico), the Standard & Poor’s 500 Index (S&P 500), as well as the price of other FIBRAs, has behaved since our Initial Offer or IPO as shown in the following chart:

Yields unmatched by other FIBRAS since IPO⁽¹⁾



Source: Bloomberg, Reuters y Yahoo Finance.
 (1) Information as of March 21, 2016..

The total yield of our CBFIs from January 1, 2016 to December 31, 2016, was of 17.8%

The following information is merely historic; therefore it may not be assured that the yield in the future shall behave as has historically behaved.

The following charts show the behavior of the price of our CBFIs per year, quarter, and month:

Period	Closing Price	Maximum Price	Minimum Price	Yield ⁽¹⁾	Average Daily Trading Volume
17- marzo- 2011	19.50	n.a.	n.a.	n.a.	n.a.
2011	23.80	25.00	19.40	22.1%	133,959
2012	39.00	39.00	23.89	63.9%	1,284,665
2013	41.82	47.79	34.20	7.2%	6,750,567
2014	43.48	47.89	39.31	4.0%	7,734,557
2015	37.99	46.09	34.31	-12.6%	5,803,956
2016	31.22	40.47	29.20	-17.8%	6,941,874

⁽¹⁾ The yields are calculated using the closing price of the previous year. In the case of 2011, the yield was calculated using the closing price of March 17, 2011.

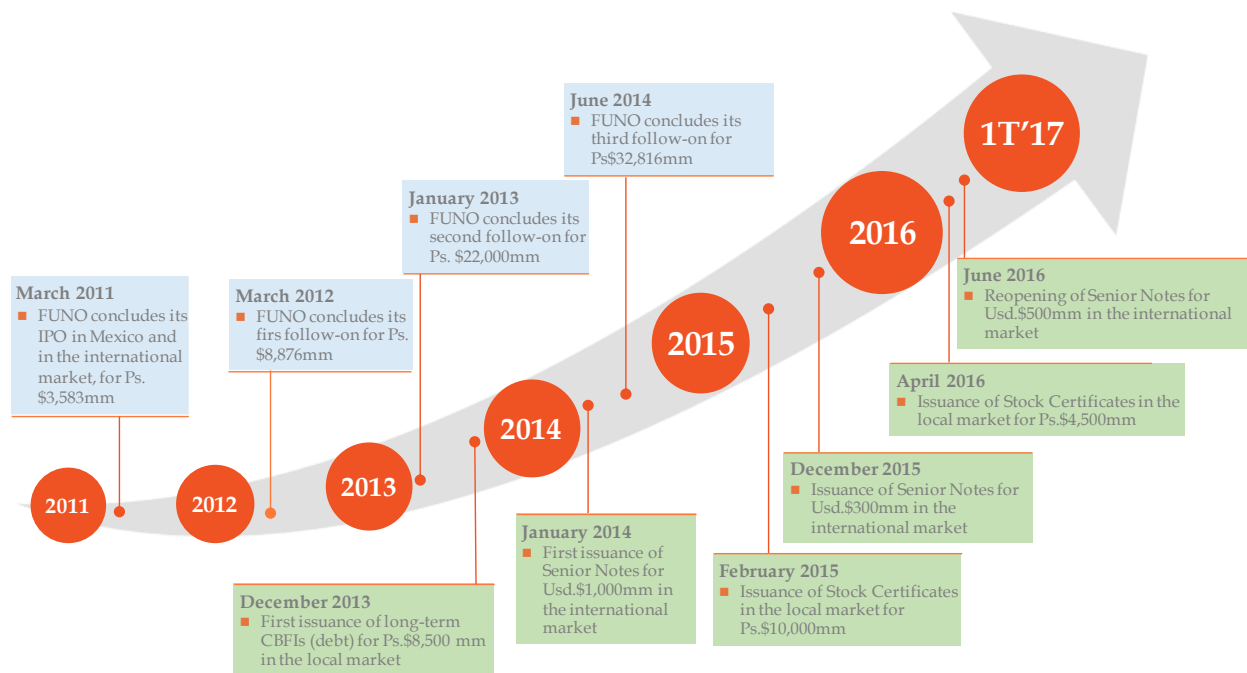
Period	Closing Price	Maximum Price	Minimum Price	Yield ⁽¹⁾	Average Daily Trading Volume
1T2012	25.19	26.10	23.89	5.8%	730,659
2T2012	27.46	28.20	24.90	9.0%	1,182,687
3T2012	29.11	29.78	27.20	6.0%	1,038,099
4T2012	39.00	39.00	28.86	34.0%	2,199,146
1T2013	40.75	42.36	36.52	4.5%	5,700,647
2T2013	43.29	47.79	39.65	6.2%	11,688,745
3T2013	36.26	43.19	35.99	-16.2%	4,535,359
4T2013	42.30	42.70	34.20	16.7%	5,002,796
1T2014	42.23	45.14	40.94	-0.2%	5,503,452
2T2014	45.27	45.36	39.31	7.2%	10,829,334
3T2014	44.21	47.85	44.08	-2.3%	7,719,168
4T2014	43.48	47.89	40.67	-1.7%	6,764,141
1T2015	40.41	46.09	39.82	-7.1%	6,316,780
2T2015	37.31	41.35	36.39	-7.8%	7,230,802
3T2015	34.91	38.96	34.31	-6.4%	5,528,208
4T2015	37.99	38.67	34.45	8.8%	4,177,195
1T2016	40.16	40.16	34.73	6.2%	6,982,055
2T2016	37.37	40.47	36.89	-2.8%	6,131,756
3T2016	34.43	37.75	34.35	-2.6%	6,725,440
4T2016	31.22	35.71	29.20	-0.03%	7,975,969

⁽¹⁾ The yields are calculated using the closing price of the previous quarter.

Period	Closing Price	Maximum Price	Minimum Price	Yield ⁽¹⁾	Average Daily Trading Volume
January 2015	45.20	45.44	41.50	4.0%	3,935,914
February 2015	41.93	46.09	41.93	-7.2%	4,651,285
March 2015	40.41	42.61	39.82	-3.6%	10,211,732
April 2015	38.28	41.35	38.28	-5.3%	5,865,832
May 2015	39.28	40.03	38.28	2.6%	7,189,662
June 2015	37.31	38.96	36.39	-5.0%	8,635,041
July 2015	38.70	38.96	37.64	3.7%	5,165,448
August 2015	35.89	38.66	34.31	-7.3%	5,703,252
September 2015	34.91	36.84	34.56	-2.7%	5,740,368
October 2015	36.28	37.22	34.45	3.9%	3,809,641
November 2015	38.51	38.67	34.70	6.1%	4,886,343
December 2015	37.99	38.10	36.39	-1.4%	3,881,287
January 2016	36.36	38.80	34.73	-4.3%	5,956,043
February 2016	37.83	37.83	34.88	4.0%	6,224,490
March 2016	40.16	40.16	37.09	6.2%	8,610,539
April 2016	39.32	40.47	37.54	-2.1%	4,707,948
May 2016	38.43	39.13	37.28	-2.3%	9,319,741
June 2016	37.37	38.74	36.89	-2.8%	4,302,864
July 2016	36.78	37.70	36.73	-1.6%	6,499,738
August 2016	35.35	37.75	35.35	-3.9%	6,716,335
September 2016	34.43	35.79	34.35	-2.6%	6,961,114
October 2016	35.06	35.47	34.26	1.8%	5,148,686
November 2016	31.23	35.71	29.20	-10.9%	8,935,150
December 2016	31.22	32.76	30.73	-0.031%	9,889,748
January 2017	29.31	31.68	27.76	-6.1%	5,865,764
February 2017	29.06	30.20	28.74	-0.9%	15,936,263

⁽¹⁾ Yield with respect to the closing price of the previous month.

The following chart shows the evolution of Fibra Uno since our Initial Offer to this days:



(f) Market Maker

Recently, we have executed a market making services agreement with Casa de Bolsa Santander, S.A. de C.V., Grupo Financiero Santander. The term of the agreement commenced on December 15, 2011, and has been extended each six months automatically since then.

The services provided by said market maker is the market making service to increase the CBFIs liquidity, and to promote the stability and the continuity of their prices, making operations on its own account in the stock market with own resources and permanently, establishing firm purchase or sale positions of the CBFIs subject matter of the agreement.

The market maker has available only 10,000 CBFIs to operate on a daily basis, which has no relevance, in the volume or price operated by Fibra Uno.

(g) Acontecimientos Recientes

1) During the first quarter of the year, FUNO structured 3 swaps to hedge interest rate and exchange rate risks. With this financial instruments, Usd. \$150 mm were hedged.

2) Additionally, FUNO structured 2 swaps to hedge interest rates risk of the credit with HSBC regarding the Samara property.

3) During the first quarter of 2017 we acquired a Property of the Frimax Portfolio, this Property is located in the industrial corridor in Toluca, has 212,000 square meters of GLA.

4) In April 2017 we acquired a property of the Individual Portfolio, this is the acquisition of a Class A office building, known as "Saqqara" located in Monterrey, Nuevo Leon at a price of Ps. \$808.7 million and will have an approximate GLA of 11,230 square meters.

5) For information regarding the acquisition of new portfolios, see section "New Portfolio Acquisitions", of this document.

7. TRUST ESTATE MANAGER

(a) History and Development of the Manager F1 Management

Our manager is F1 Management, S.C. was organized on December 15, 2010 as evidenced by means of public instrument No. 115,509 granted before Mr. Gerardo Correa Etchegaray, Notary Public No. 89 for the Federal District. According to this public instrument, our Manager F1 Management shall have an effective term of 99 years.

The main offices of our Manager F1 Management are located at Anotnio Dovalí Jaime No. 70, Torre B, Piso 11, Col. Zedec Santa Fe, 01210, Mexico City, Federal District, ph. (55) 4170 7070.

Our Manager F1 Management was created to provide Management Services to us; provided that the Trustee, in the benefit of our Trust, shall hold and control as partner, at all times, at least 99.99% (ninety-nine point ninety-nine percent) of the social and coporate rights of the Manager F1 Management, including the authority of appointing its Management body. Its corporate purpose is the administration, operation, and maintenance of the Trust and its properties, which activities are carried by it under the terms of the Management Agreement executed with the Trustee. For a detailed description of the Management Agreement, see section “*The Planning Consulting Agreement, the Representation Services Agreement, and the Management Agreement*” of this document.

(b) Manager’s Business Description

(i) *Main Activity of the Manager*

The main activity of our Manager F1 Management is to provide Management Services to us. Through our Manager F1 Management we conduct the daily and continuous management of our business, and the strategic planning and management of our Properties.

For a detailed description of the Management Agreement, see section “*The Planning Consulting Agreement, the Representation Services Agreement, and the Management Agreement*” of this document.

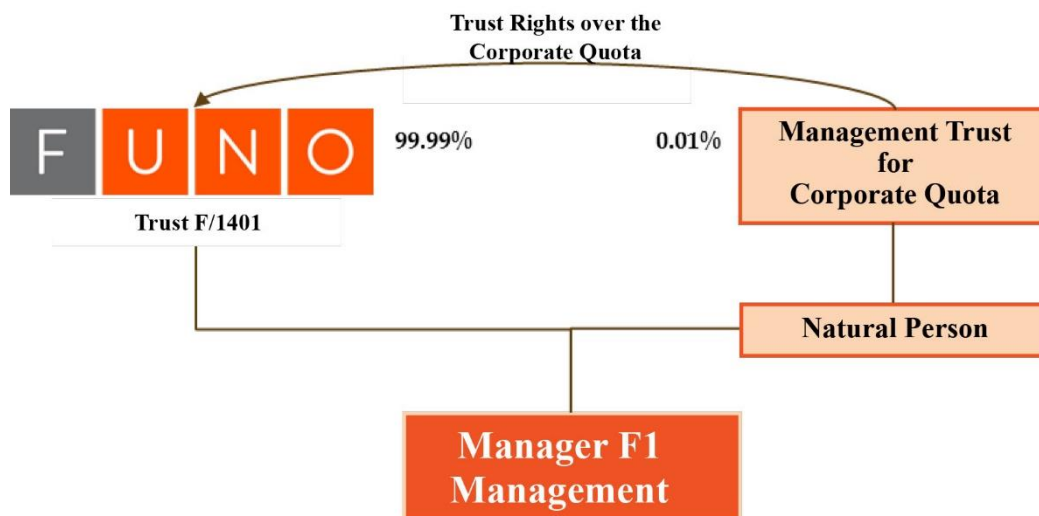
(ii) *Manager’s Human Resources*

As of December 31, 2016, our Manager F1 Management had 636 employees

(iii) *Manager’s Corporate Structure*

As previously mentioned, the Trust’s Trustee owns 99.99% of the partnership interests of our Manager F1 Management and the other partnership interest representing 0.01% of the partnership interests, is owned by an individual who assigned the corporate and economic rights thereof to a partnership interests managing trust in which, in turn, the Trust’s Trustee was appointed as first beneficiary regarding said rights, so that our Manager F1 Management is 100% controlled by the Trustee.

A chart showing the corporate structure of our Manager F1 Management is shown below:



(iv) *Judicial, administrative, or arbitration procedures of the Manager*

To the Manager F1 Management's and our knowledge, there are no relevant lawsuits, administrative or arbitration procedures that may have a significant impact for our Manager F1 Management, the Trustor, or our Holders. There is no knowledge of a high probability that one or several administrative lawsuits or procedures as referred to above may occur.

(c) Managers and partners of the Manager

The daily management of our business is carried out by our Managers. The following table shows the names, age, and position of the senior manager of our Manager F1 Management:

Name	Age ⁽¹⁾	Position
André El-Mann Arazi	52	General Director
Isidoro Attié Laniado	47	Strategy and Finances Executive Vice-President
Charles El-Mann Metta	35	Operations Vice-President
Gonzalo Pedro Robina Ibarra	54	General Director Deputy
Gerardo Vargas Ateca	59	Finances Vice-President
Javier Elizalde Vélez	44	Treasury Vice-President
Jorge Humberto Pigeon Solórzano	48	Capital Markets and Relation with Investors Vice-President
Ignacio Tortoriello Tortoriello	60	Management Vice-President
Alfonso Arceo Oregón	45	Retail Operations Vice-President
Alejandro Chico Pizarro	42	Legal Vice-President

⁽¹⁾ Al 31 de diciembre de 2016.

For a description of the biographies of our Manager F1 Management's executives, see section "*Our Manager's Executives*" of this document.

For a description of our Manager F1 Management's consideration, see section "*The Planning Consulting Agreement, the Representation Services Agreement, and the Management Agreement – The Management and the Committees*" of this document. Finally, for a description of the Compensation Plan, see section "Compensation Plan" of this document.

Our Manager F1 Management does not have any intermediary management bodies.

For any information related to the code of ethics by which the Manager F1 Management must abide, see section "*Code of Ethics*" of this document.

(d) Sustainability

In 2016 the institutionalization of sustainability was initiated within FUNO. Internally, we created the Sustainability Management, and externally we adhered to the 10 principles of the United Nations Global Compact.

The first materiality study was also carried out, which allowed us to define the priorities of sustainability and to measure the non-financial results in environmental, social, safety and health matters; on which the first sustainability report was elaborated based on the methodology of the Global Reporting Initiative.

As a part of our commitments to the transparency of information, and especially to keeping our interest groups informed, we also initiated the disclosure of non-financial information through our website and annual report.

Ethics and anti-corruption measures

The Code of Ethics was established, which is mandatory for all employees of the organization. It was reinforced by an Ethics Committee for the resolution of conflicts and with an Ethics hotline for attention to notifications/complaints/reports.

The ethics hotline is operated by an independent third party and may receive notifications through email, website, mail and by telephone.

We received 4 claims through the ethics hotline, of which all were attended and 2 were already resolved. It is relevant to note that in 2016 no relevant fees for noncompliance with environmental, social, human rights or labor regulations took place.

Environment

At FUNO we focus our efforts to have properties that are operationally efficient, which includes water and energy consumption. Despite the fact that we have no control over the technology installed in most of the properties, we have worked to focus on eco-efficient technology for the properties developed by us.

We can report that currently 393,365 m2 of our Portfolio is LEED certified or pre-certified:

Torre Mayor – LEED Gold since 2013	157,000 m2
Torre Diana – Pre - certified LEED Gold 2015	138,634 m2
CENTRUMPark Corporativo Tlanepantla Building A – Pre certified LEED Gold 2015	30,242 m2
CENTRUMPark Corporativo Tlanepantla Building B – Pre certified LEED Gold 2015	30,242 m2
CENTRUMPark Corporativo Tlanepantla Building C – Pre certified LEED Gold 2015	7,579 m2
CENTRUMPark Corporativo Tlanepantla Building D – Pre certified LEED Gold 2015	16,781 m2
CENTRUMPark Corporativo Tlanepantla Building E – Pre certified LEED Gold 2015	12,887 m2

2016 was a crucial year, given that the base line of water and energy consumption was established for all directly operated real estate properties; which will serve as a parameter for improvement over the next years.

Regarding the environmental results, we consider that the 100 industrial parks, 219 of the Rojo Portfolio, the Hilton Hotel Centro Histórico, Universidad de Guadalajara and Zapopan UVM, do not add to the environmental impact of the organization, since they are under a scheme where the lessee is responsible for these activities, expenses and if applicable, efficiency initiatives.

More than 7 million cubic meters of water were consumed from the local network as well as water trucks in 84 buildings, which include: 80 properties directly operated and given maintenance to by us, 3 buildings operated by a third party and Torre Mayor.

More than 83 million Kw/h were consumed in 100 buildings, which include: 80 properties directly operated and given maintenance to by us, 19 buildings operated by third parties and Torre Mayor.

More than 9 million tons of CO2 equivalent were generated. This measure includes the energy consumption, LP gas consumption, Diesel, business trips and transfers by cars owned by the organization.

Social Liability

Since its founding, FUNO has forged relationships with the communities where we operate, and year after year we strive to improve and strengthen them. In 2016 there were more than 140 initiatives for community development that seek to encourage local, cultural and economic development, support the strengthening of institutions and improve safety, health and civil protection practices.

Regarding human capital, in 2016 we maintained 636 jobs. At the same time the annual work climate survey was applied, which aims to know the concerns, suggestions and concerns of the employees of FUNO. Furthermore, we continue with the practice of annual management meetings that allow us to share best practices such as training.

A turnover ratio of 17% at corporate level and 52% in subcontracted employees was registered, as well as 100% of reincorporation after maternity/paternity leave.

Safety and Health

Other relevant axes for the sustainability of the business are safety, health and the civil protection standards. In 2016 we had a total of 6888 man hours of training in 80 buildings directly operated by the organization, as well as 121 courses on several topics such as first aid, evacuation, search and rescue, fire, etc.

Likewise, we offer certain tools to our employees such as health centers and medical check-ups that allow them to monitor their general health. During the year we only had 9 reports of work-related injuries or illnesses; all low risk, mainly sprains or injuries. No fatalities were registered during the year.

In all cases, the number of security personnel in our buildings is established in proportion to the existing needs and risks. Likewise, our contracts aim to reduce the turnover ratio for security staff, given that risks are reduced through this measure.

In civil protection matters, each building carries out periodic staff meetings to review general topics such as: protocols, emergency alarm tests, reinforcement of instructions, guest service, updating of codes and emergency phone numbers, etc.

It is important to mention that we have an operation manual specifically for safety and health, in which response protocols are established applicable in situations of:

- Medical emergencies
- Natural disasters
- Meteorological phenomena

- Fires
- Disturbances of Public Order

8. RESPONSIBLE PERSONS

In accordance with that established by the General Provisions Applicable to the Issuers of Securities and Other Participants in the Stock Market, the following statements are made:

[Page section intentionally blank]

F1 Management, S.C.

The undersigned state under penalty of perjury that, in the scope of our respective duties, we prepared the information related to income, yields or any other amounts originating from assets, rights or trust securities contained in present annual report, which, to the best of our knowledge, reasonably reflects its situation. Likewise, we that we have no knowledge of any information being omitted or falsified in this annual report or that this report contains information that may cause the investors to err.

By: André El-Mann Arazi
General Director

By: Gerardo Vargas Ateca
Vice President of Finances

By: Alejandro Chico Pizarro
Legal Vice President

Trust

The undersigned declares in confidence that he is acting as trustee, prepared the financial information related to the assets of the trust, as well as the information related to the securities issued and the applicable contracts, contained in this annual report, the Which, to the best of its knowledge and belief, reasonably reflects its situation and which ensured that in the reporting period there were no material differences between the trust's income attributable to the assets, rights or trust values and the information received from the administrator or operator Relative to the income, yields or any other quantities coming from said goods, rights or values. Likewise, it states that it has no knowledge of relevant information that has been omitted or distorted in this annual report or that it contains information that could mislead investors.

Deutsche Bank México, S.A., Multiple Banking Institution, Fiduciary Division, as Trustee of the
1401 Trust

First name: [*]

Position: Trustee

The Common Representative

The undersigned declares in confidence that his representative as a common representative has reviewed the financial information relating to the assets of the trust, as well as that related to securities issued, applicable contracts and income, income or any other amounts Arising from the property, rights or trust funds contained in this annual report, which, to the best of its knowledge, reasonably reflects its situation.

CI Bank, Multiple Banking Institution

First name: Mónica Jiménez Labora Sarabia

Position: Trustee

First name: Ricardo Antonio Rangel Fernández MacGregor

Position: Trustee

The undersigned declares that the consolidated financial statements of the Irrevocable Trust No. F / 1401 (Deutsche Bank Mexico, SA Multiple Banking Institution, Fiduciary Division) (Fibra UNO) and Subsidiaries (the "Issuer") December 31, 2016, 2015 and 2014 and for the years then ended, contained in this annual report, were issued on March 30, 2017, in accordance with International Standards on Auditing.

I also declare that I have read this annual report and, based on its reading and within the scope of the audit work performed, I have no knowledge of material errors or inconsistencies in the information included and whose source comes from the audited financial statements, As indicated in the previous paragraph, nor of information that has been omitted or distorted in this annual report, or that it contains information that could mislead investors.

However, the undersigned was not contracted to perform, and did not perform, additional procedures with the purpose of expressing an opinion regarding the other information contained in the annual report that does not come from the audited financial statements.

C.P.C. [Carlos Pantoja]

Legal Representative and External Auditor

Partner of Galaz, Yamazaki, Ruiz Urquiza, S. C.

Member of Deloitte Touche Tohmatsu Limited

9. Exhibits

Exhibit A

Consolidated and Audited Financial Statements for fiscal

Annex B Table of Portfolios and Secured Properties

	Finsa Matamoros Norte II	Bancomext (Vermont)
	Finsa Milenium II	Bancomext (Vermont)
	Finsa Milenium III	Bancomext (Vermont)
	Finsa Morelos	Bancomext (Vermont)
	Finsa Nexxus	Bancomext (Vermont)
	Finsa Oriente IV	Bancomext (Vermont)
	Finsa Oriente V	Bancomext (Vermont)
	Finsa Oriente VI	Bancomext (Vermont)
	Finsa PueblaII	Bancomext (Vermont)
Torre Mayor	Torre Mayor	(Not consolidated in balance sheet)
Samara	Samara	HSBC (Samara)
Torre Diana	Torre Diana	(Not consolidated in balance sheet)

Annex C

Letter of Independence from the External Auditor