



FIBRA UNO

BMV: FUNO11
Bloomberg: FUNO11:MM

CORPORATE COMMUNICATIONS

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COMPANY PROFILE

Fibra Uno (Mexbol: FUNO11; Bloomberg: FUNO11:MM) is the first and largest FIBRA (REIT) in the Mexican market. It is designed as a growth (through acquisitions and development) and dividend investment vehicle. It owns, operates, develops and leases a wide range of real estate assets for leasing primarily in the industrial, retail and office segments. FUNO started operations with its IPO on March 18, 2011. As of March 31, 2017 Fibra Uno had a portfolio of 520 properties that totaled approximately 7.6 million sqm (approx. 81.9 million sq ft). Fibra Uno targets properties with the best locations, high-quality assets and diversification of geographies, segments and tenants.

KEY METRICS

Financial	2Q16	3Q16	4Q16	1Q17	LTM
Total revenue	3,187.6	3,359.1	3,532.0	3,564.0	13,642.7
Property income	2,869.1	3,027.4	3,153.0	3,202.6	12,252.1
Net operating income (NOI)	2,563.4	2,708.7	2,843.3	2,877.2	10,992.6
Funds from operations (FFO)	1,536.0	1,586.8	1,681.5	1,691.3	6,495.6
NOI margin	80.4%	80.6%	80.5%	80.7%	80.6%
FFO margin	53.5%	52.4%	53.3%	52.8%	53.0%

Per CBF1	2Q16	3Q16	4Q16	1Q17	LTM
FFO	0.4785	0.4927	0.5191	0.5205	2.0108
Quarterly distribution	0.4801	0.4894	0.5116	0.5154	1.9965
CBFIs average of period ⁽¹⁾	3,210.0	3,220.9	3,239.4	3,249.3	3,239.4
CBFIs end of period ⁽¹⁾	3,220.9	3,220.9	3,249.3	3,249.3	3,249.3

Operational	2Q16	3Q16	4Q16	1Q17
GLA (m ²)	7,191.4	7,320.7	7,369.9	7,611.8
Properties ⁽²⁾	515	516	519	520
Occupancy	93.8%	94.7%	94.4%	93.4%
Development GLA	834.5	795.6	467.0	466.7

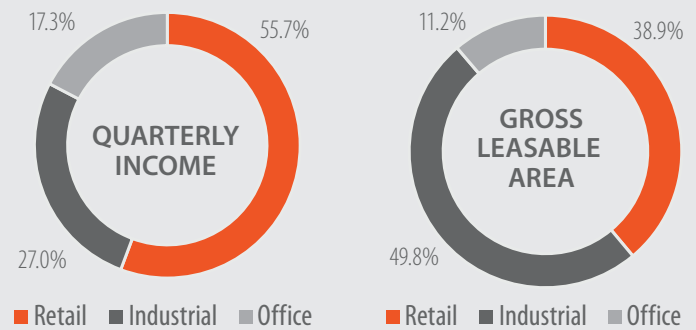
OPERATING PORTFOLIO

Properties ⁽²⁾	520
GLA	7,611.8
Occupancy	93.4%
Avg. Lease Term	4.3 years

DEVELOPMENT PORTFOLIO

Properties	7
GLA	466.7
Industrial	61.8
Retail	218.8
Office	186.0
Total CapEx	8,713.6

PORTFOLIO BREAKDOWN



SUMMARY BALANCE SHEET

Cash & equivalents	4,925.8	Trustors' equity	127,624.6
Other assets	6,696.9	Long-term debt	60,506.3
Investment properties ⁽³⁾	182,899.3	Other liabilities	5,764.0
Total Assets	194,522.0	Short-term debt	627.0

METRICS BY SEGMENT

	Revenues	GLA (m ²)	Revenues	GLA (m ²)	Properties	Occupancy	Avg. Term
Retail	1,783.9	2,962.2	55.7%	38.9%	309	93.4%	5.8
Industrial	863.4	3,793.9	27.0%	49.8%	105	94.9%	3.3
Office	555.2	855.7	17.3%	11.2%	84	87.2%	3.7

CREDIT RATINGS

International	Local
Moody's BAA2	FitchRatings AAAMx
FitchRatings BBB	HR Ratings AAAMx

KEY COVENANTS

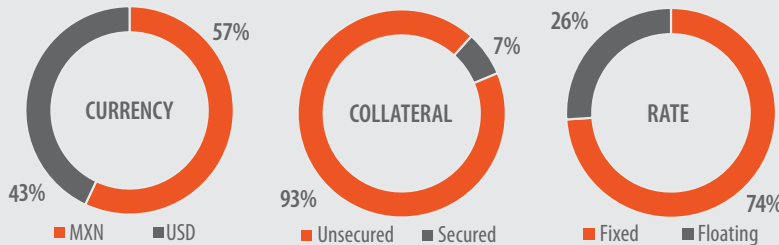
FUNO	Limit
Loan-to-value	32.0% Max 60%
Secured debt	2.2% Max 40%
Debt service coverage ratio	2.2x Min 1.5x
Unencumbered assets	310% Min 150%

MANAGEMENT COMMITTEE

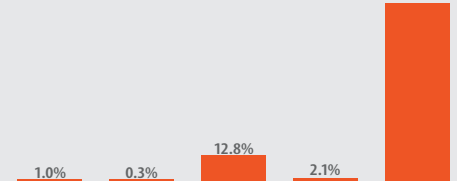
Andre El-Mann	CEO
Gonzalo Robina	Deputy CEO
Gerardo Vargas	VP Finance
Javier Elizalde	VP Treasury
Ignacio Tortoriello	VP Admin. & IT
Jorge Pigeon	VP Markets & IR
Alfonso Arceo	VP Operations
Alejandro Chico	VP Legal

DEBT PROFILE

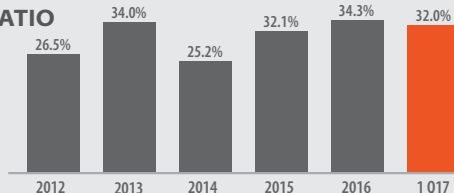
Avg. Cost: 7.04%
Avg. Expiration: 11.3 years



EXPIRATION



HISTORIC LTV RATIO



INVESTABLE SECURITIES

Ticker	ISIN	Ccy	Market
FUNO11	MXCFFU000001	MXN	Equity
FUNOMMFLOAT061019	MX91FU000002	MXN	Debt
FUNOMM8.4%120423	MX91FU000010	MXN	Debt
FUNO5.25%121524	USP9406GAA69	USD	Debt
FUNOMM5.09%112728	MX91FU000028	UDIS	Debt
FUNO6.95%013044	US898324AB45	USD	Debt
FUNOMM6.99%072325	MX91FU000036	MXN	Debt

HELIOS – DEVELOPMENT VEHICLE

Total committed amount: Ps. 6.0 Bn.

Capital calls: Ps. 1.2 Bn. – June 26, 2015

Projects under way: MITIKAH

JV with FUNO formalized on: December 19, 2016

HELIOS' investment: Ps. 3.8 Bn.

FUNO'S Investment: Buffalo and Colorado portfolios (Ps. 6.0 Bn.)

All figures in million pesos except per share data

(1) Million CBFIs

(2) Properties by type of use. Total number of properties is 498

(3) Includes investments in affiliates

Information updated as of March 31, 2017

GLA figures in thousand square meters

Please refer to FUNO's website for further information. www.fibra-uno.mx