



BMV: FUNO11  
Bloomberg: FUNO11:MM

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MEMBER OF  
Dow Jones  
Sustainability Indices  
In Collaboration with RobecoSAM

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 (distributions) 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 31st, 2018 Fibra Uno had a portfolio of 552 properties<sup>(2)</sup> that totaled approximately 8.27 million sqm (approx. 89.1 million sq ft). Fibra Uno targets properties with the best locations, high-quality assets and diversification of geographies, segments and tenants.

KEY METRICS

Financial	2Q17	3Q17	4Q17	1Q18	LTM
Total revenue	3,580.1	3,573.2	3,903.9	4,129.8	15,187.0
Property income	3,197.7	3,201.2	3,323.5	3,740.2	13,462.6
Net operating income (NOI)	2,876.7	2,871.7	3,115.8	3,279.8	12,144.0
Funds from operations (FFO)	1,597.3	1,562.5	1,819.2	1,991.4	6,970.4
NOI margin	80.4%	80.4%	79.8%	79.4%	80.0%
FFO margin	50.0%	48.8%	54.7%	53.2%	51.8%

Per CBF1	2Q17	3Q17	4Q17	1Q18	LTM
NOI	0.8792	0.8637	0.8319	0.8282	3.4030
FFO	0.4882	0.4699	0.4858	0.5029	1.9468
Quarterly distribution	0.5115	0.5166	0.5107	0.5294	2.0682
CBFIs average of period <sup>(1)</sup>	3,271.8	3,325.0	3,745.2	3,960.0	3,960.0
CBFIs end of period <sup>(1)</sup>	3,289.5	3,327.0	3,956.8	3,964.3	3,964.3

Operational	2Q17	3Q17	4Q17	1Q18
GLA	7,665.3	7,734.6	8,447.8	8,270.9
Properties <sup>(2)</sup>	521	521	552	552
Occupancy	93.7%	93.6%	94.3%	94.8%
Development GLA	452.9	452.9	697.5	739.9

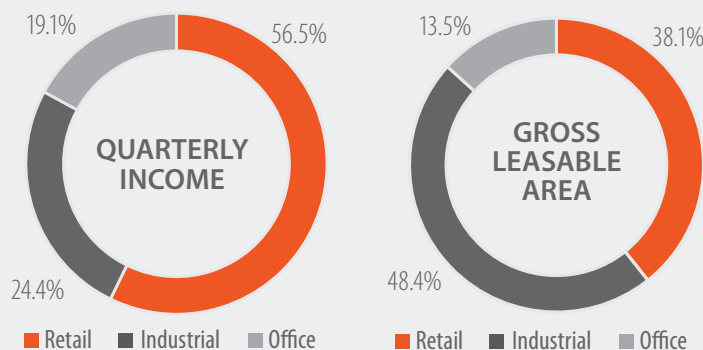
OPERATING PORTFOLIO

Properties <sup>(2)</sup>	552
GLA	8,270.9
Occupancy	94.8%
Avg. Lease Term	4.4

DEVELOPMENT PORTFOLIO

Properties	10
GLA	739.9
Industrial	386.5
Retail	250.9
Office	102.5
Total CapEx	10,161.2

PORTFOLIO BREAKDOWN



SUMMARY BALANCE SHEET

Cash & equivalents	3,749.9	Trustors' equity	153,075.5
Other assets	9,613.62	Long-term debt	63,096.9
Investment properties <sup>(3)</sup>	210,835.8	Other liabilities	5,051.7
Total Assets	224,199.3	Short-term debt	2,975

METRICS BY SEGMENT

	Revenues	GLA (m <sup>2</sup> )	Revenues	GLA	Properties	Occupancy	Avg. Term
Retail	2,114.4	3,147.5	56.5%	38.1%	328	94.80%	5.9
Industrial	913.3	4,005.7	24.4%	48.4%	113	96.90%	3.6
Office	712.5	1,117.7	19.1%	13.5%	90	86.80%	2.9

CREDIT RATINGS

International	Local
Moody's BAA2	FitchRatings AAAMx
FitchRatings BBB	AAAMx

KEY COVENANTS

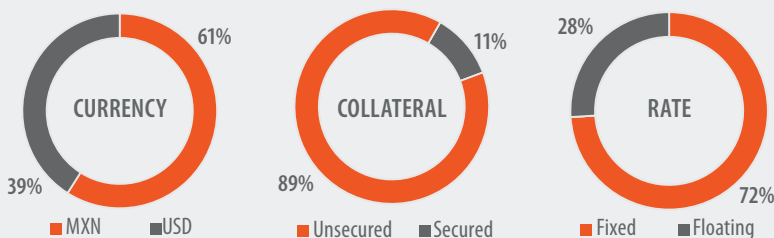
	FUNO	Limit
Loan-to-value	30.2%	Max 60%
Secured debt	3.3%	Max 40%
Debt service coverage ratio	1.82x	Min 1.5x
Unencumbered assets	335.8%	Min 150%

MANAGEMENT COMMITTEE

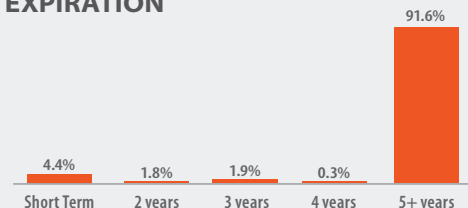
Andre El-Mann	CEO
Gonzalo Robina	Deputy CEO
Gerardo Vargas	VP Finance
Javier Elizalde	VP Treasury
Ignacio Tortoriello	VP Admin. & IT
Jorge Pigeon	VP Markets & IR
Alfonso Arceo	VP Operations
Alejandro Chico	VP Legal

DEBT PROFILE

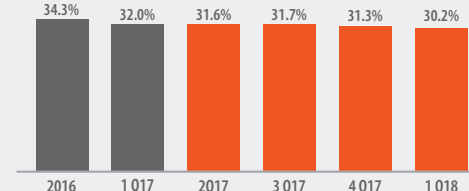
Avg. Cost: 7.34%  
Avg. Expiration: 10.4 years



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) Total number of properties is 552  
(3) Includes investments in affiliates

Information updated as of March 31st, 2018  
GLA figures in thousand square meters  
Please refer to FUNO's website for further information. www.funo.mx