



FIBRA UNO
BMV: FUNO11
Bloomberg: FUNO11:MM

CORPORATE COMMUNICATIONS

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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 18th, 2011. As of June 30th, 2018, Fibra Uno had a portfolio of 557 properties⁽¹⁾ that totaled approximately 8.42 million sqm (approx. 90.63 million sqft). Fibra Uno targets properties with the best locations, high-quality assets and geographic diversification, segments and tenants.

KEY METRICS

Financial	3Q17	4Q17	1Q18	2Q18	LTM
Total revenue	3,573.2	3,903.9	4,129.8	4,125.2	15,822.1
Property income	3,201.2	3,323.5	3,740.2	3,790.2	14,055.1
Net operating income (NOI)	2,871.7	3,115.8	3,279.8	3,349.5	12,616.8
Funds from operations (FFO)	1,562.5	1,819.2	1,991.4	1,957.0	7,730.1
NOI margin	80.4%	79.8%	79.4%	79.5%	79.8%
FFO margin	48.8%	54.7%	53.2%	51.6%	52.1%

Per CBF1	3Q17	4Q17	1Q18	2Q18	LTM
NOI	0.8637	0.8319	0.8282	0.8483	3.3721
FFO	0.4699	0.4858	0.5029	0.4959	1.9545
Quarterly distribution CBFs	0.5166	0.5107	0.5294	0.5401	2.0971
Average of period ⁽²⁾	3,325.0	3,745.2	3,960.0	3,960.0	3,737.5
CBFs end of period ⁽²⁾	3,327.0	3,956.8	3,964.3	3,964.3	3,803.1

Operational	3Q17	4Q17	1Q18	2Q18
GLA	7,734.6	8,447.8	8,270.9	8,418.8
Properties ⁽¹⁾	521	552	552	557
Occupancy	93.6%	94.3%	94.8%	94.6%
Development GLA	452.9	697.5	739.9	739.9

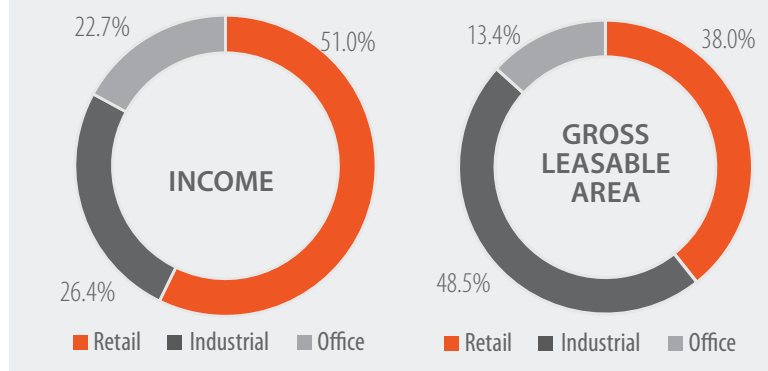
OPERATING PORTFOLIO

Properties ⁽¹⁾	557
GLA	8,418.8
Occupancy	94.6%
Avg. Lease Term	4.5

DEVELOPMENT PORTFOLIO

Properties	10
GLA	739.9
Industrial	386.5
Retail	250.9
Office	102.5
Total CapEx	11,271.9

PORTFOLIO BREAKDOWN



SUMMARY BALANCE SHEET

Cash & equivalents	3,503.94	Trustors' equity	150,787.88
Other assets	9,626.42	Long-term debt	67,407.18
Investment properties ⁽³⁾	215,145.77	Other liabilities	5,084.01
Total Assets	228,276.13	Short-term debt	2,474.70

METRICS BY SEGMENT

	GLA(sq.m)	GLA	Properties	Occupancy	Avg. Term
Retail	3,200.2	38.0%	345	94.80%	5.8
Industrial	4,087.0	48.5%	116	97.30%	3.8
Office	1,131.6	13.4%	96	84.20%	2.9

CREDIT RATINGS

International
Moody's BAA2
FitchRatings BBB

Local
FitchRatings AAAMx
IR Ratings AAAMx

KEY COVENANTS

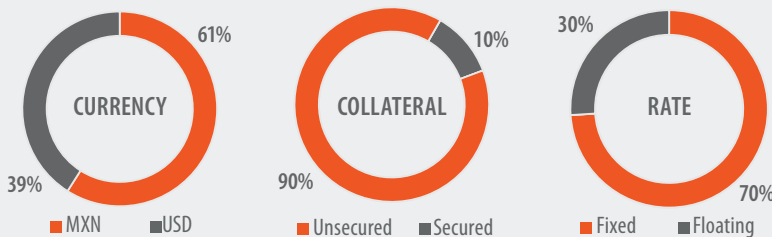
Loan-to-value	FUNO 32.2%	Limit Max 60%
Secured debt	3.3%	Max 40%
Debt service coverage ratio	2.12x	Min 1.5x
Unencumbered assets	308.1%	Min 150%

MANAGEMENT COMMITTEE

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

DEBT PROFILE

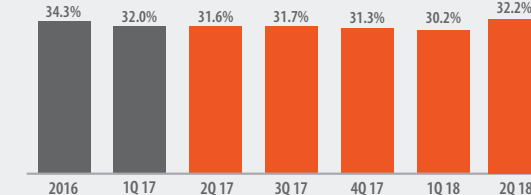
Avg. Cost: 7.34%
Avg. Expiration: 10.4 years



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. 3.2 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) Total number of properties is 535
(2) Million CBFs
(3) Includes investments in affiliates

Information updated as of June 30th, 2018
GLA figures in thousand square meters
Please refer to FUNO's website for further information. www.funo.mx