



Fibra Uno carries out its second offering of Real Estate Trust Certificates in the Mexican Stock Exchange

- Primary placement of Real Estate Trust Certificates (CBFIs) for an amount of \$8,876,562,500 Mexican Pesos, including \$1,157,812,500 Mexican Pesos corresponding to the overallotment option.
- The offering price per CBFI was \$23.75 Mexican Pesos, and 373,750,000 CBFIs were issued, including 48,750,000 CBFIs corresponding to the overallotment option.
- Casa de Bolsa Santander is the Global Coordinator with Casa de Bolsa BBVA Bancomer acting as Joint Global Coordinator for the domestic offering and Casa de Bolsa Credit Suisse acting as Joint Global Coordinator for the international offering. Protego Casa de Bolsa is Bookrunner in Mexico.

Mexico City, Mexico, March 22, 2012 -- Fibra Uno (BMV: FUNO11) (“Fibra Uno” or “The Trust”), Mexico’s first real estate investment trust announces it has successfully carried out its second primary offering of CBFIs for an amount of \$8,876,562,500 Mexican Pesos, including \$1,157,812,500 Mexican Pesos corresponding to the overallotment option, at a price per CBFI of \$23.75 Mexican Pesos, consisting on a public offering in the Mexican Stock Exchange and a private offering in international markets under Rule 144A and Regulation S. This offering takes place only one year after Fibra Uno’s Initial Public Offering on March 18, 2011. The global offering of Fibra Uno, with ticker “FUNO”, was a primary offering of 373,750,000 CBFIs (including an overallotment option of 48,750,000 CBFIs) which represent 46.9% of the Trust outstanding certificates after the offering.

Domestic Mexican and foreign investors participated in the offering in a proportion of approximately 56% and 44% respectively.

The net proceeds of the global offering will be used as follows: a maximum of 33% to acquire additional properties from related parties, a maximum of 33% to acquire properties that are undeveloped or in the process of being developed, and the remainder to acquire additional properties that are stabilized or in the process of being stabilized from non-related parties. Fibra Uno has identified a pipeline of potential acquisitions in various stages of development and leasing, comprised



of portfolios and individual properties, from which Fibra Uno will seek to purchase those that best meet its acquisition criteria and that will enhance its current portfolio.

The Global Coordinator was Casa de Bolsa Santander, S.A. de C.V. Grupo Financiero Santander. Casa de Bolsa BBVA Bancomer, S.A. de C.V., Grupo Financiero BBVA Bancomer was the Joint Global Coordinator for the domestic offering, Protego Casa de Bolsa S.A. was Bookrunner in Mexico and Protego Asesores S.de R.L. was the Structuring Agent. Casa de Bolsa Credit Suisse (México), S.A. de C.V., Grupo Financiero Credit Suisse (México) was the Joint Global Coordinator for the International offering

André El-Mann, CEO of Fibra Uno commented: “I am delighted to announce that Fibra Uno has successfully carried out its second equity offering, thus raising resources to continue to offer attractive returns to our CBFIs holders based on our growth and value creation model. Furthermore, I am positive that this second equity offering is an important step forward in the modernization of the securities market as well as of the real estate sector in Mexico.”

The CBFIs have not been registered under the U.S. Securities Act of 1933, as amended, and may not be offered or sold in the United States absent registration or an applicable exemption from registration requirements.

About Fibra Uno

Fibra Uno is a Mexican trust formed primarily to acquire, own, develop and operate a broad range of commercial real estate in Mexico, including industrial, retail, tourist, office, and mixed-use properties in Mexico. Our objective is to offer attractive returns to the holders of our CBFIs through stable cash distributions and the appreciation of our real estate. We intend to selectively assemble a diversified portfolio of high-quality and strategically-located income-producing properties in Mexico.

The Trust began trading on the Mexican stock exchange on March 18, 2011. Currently, it has 17 properties in central and southern Mexico, with an approximate GLA of 706,852 sqm. Furthermore, on March 15, 2012, Fibra Uno executed the third amendment to the Master Agreement in which terms the conditions precedent to acquire 23 additional properties (MexFund Portfolio) with a GLA of approximately 126,466 sqm were fulfilled.

Under Mexican law, at least 70% of a Fibra’s assets must be invested in or derived from income-producing real estate, among other requirements. In addition, a Fibra must also distribute at least 95% of its net taxable income to investors at least once a year. This, combined with the attractive fundamentals of Mexico’s real-estate market and a seasoned management team with over three decades of experience in the real estate industry, make Fibra Uno a unique and compelling investment story.

Fibra Uno is internally managed by F1 Management, S.C. and externally advised by Fibra Uno Administracion S.A. de C.V., a Mexican real estate operator with a management with more than 30 years of experience in the development and operation of real estate in Mexico.

Fibra Uno carried out its second primary offering taking a step forward in the real estate industry, by offering investors a novel vehicle to invest and generate attractive returns and by creating a new source of financing for real estate developers.



Fibra Uno seeks to grow and enhance its portfolio of properties, offer attractive returns and create value to its CBFI holders, as well as contribute to the development of the real estate sector.

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