



Investor Update

March, 2015

Disclaimer

This supplemental information, together with other statements and information publicly disseminated by us, contains "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Such statements reflect management's current views with respect to financial results related to future events and are based on assumptions and expectations that may not be realized and are inherently subject to risks and uncertainties, many of which cannot be predicted with accuracy and some of which might not even be anticipated. Future events and actual results, financial or otherwise, may differ from the results discussed in the forward-looking statements. Risk factors and other factors that might cause differences, some of which could be material, include, but are not limited to, the impact of current lending and capital market conditions on our liquidity, ability to finance or refinance projects and repay our debt, the impact of the current economic environment on the ownership, development and management of our commercial real estate portfolio, general real estate investment and development risks, using modular construction as a new construction methodology, vacancies in our properties, further downturns in the real estate market, competition, illiquidity of real estate investments, bankruptcy or defaults of tenants, anchor store consolidations or closings, international activities, the impact of terrorist acts, our debt leverage and the ability to obtain and service debt, the impact of restrictions imposed by our credit lines and senior debt, the level and volatility of interest rates, effects of a downgrade or failure of our insurance carriers, environmental liabilities, conflicts of interest, risks associated with the sale of tax credits, risks associated with developing and managing properties in partnership with others, the ability to maintain effective internal controls, compliance with governmental regulations, increased legislative and regulatory scrutiny of the financial services industry, changes in federal, state or local tax laws, volatility in the market price of our publicly traded securities, inflation risks, litigation risks, cybersecurity risks and cyber incidents, as well as other risks listed from time to time in our reports filed with the Comisión Nacional Bancaria y de Valores. We have no obligation to revise or update any forward-looking statements, other than imposed by law, as a result of future events or new information. Readers are cautioned not to place undue reliance on such forward-looking statements.

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FUNO Today

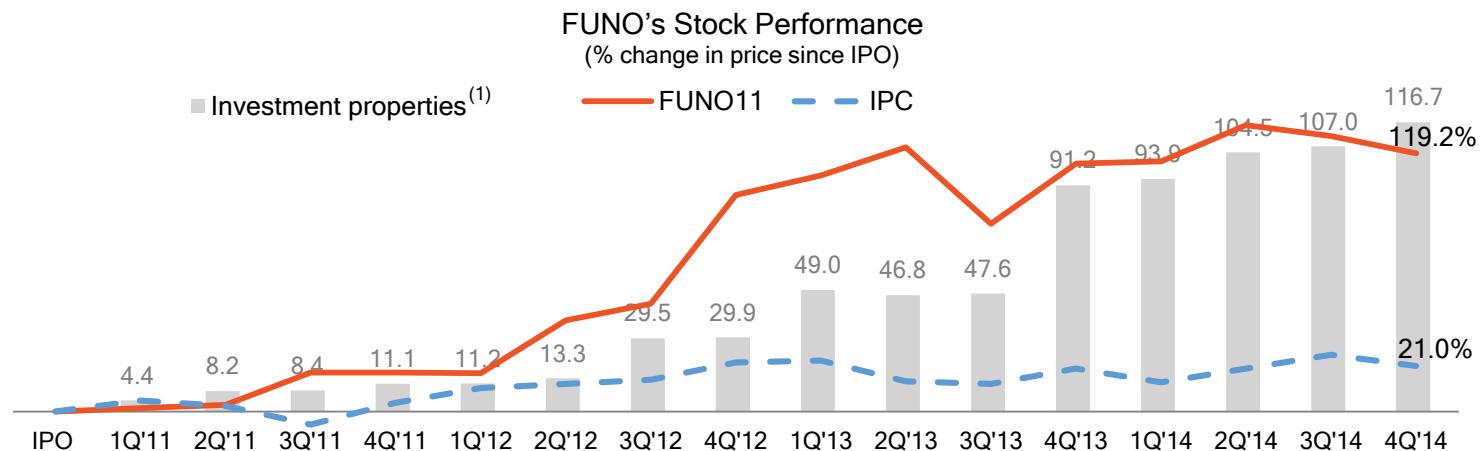
FUNO: Undisputed Mexican REIT Leader

FUNO is a Real Estate Investment Trust (“REIT” or “FIBRA” in Spanish) which aims to acquire, develop and operate a wide range of properties for leasing purposes

Market leader details

- ✓ Our founders and management team's 40 years experience has enabled us to raise more than **Ps\$98 billion** to invest in real estate properties
- ✓ **Diversified portfolio** in terms of market segment, geographic location, tenant base and revenue generation
- ✓ High growth rates while maintaining **efficiency and profitability**
- ✓ **Presence** in 31 out of 32 states in Mexico

Unparalleled performance since IPO

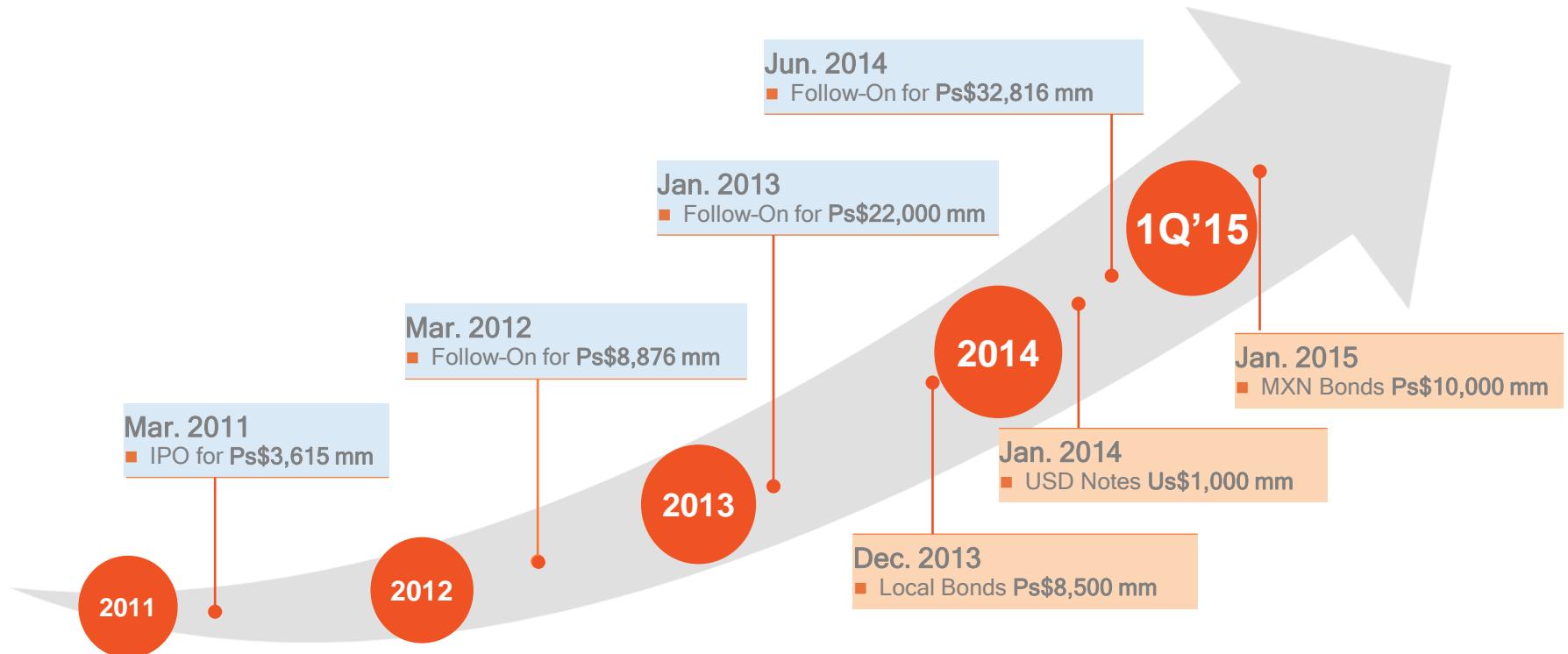


First Mexican market REIT and leader in Mexico's real estate sector

(1) Investment properties = Investment properties + Trust rights. Figures in billion pesos.

Broad Access to Capital Markets

- ✓ FUNO has obtained more than **Ps. 98 billion** from the public markets

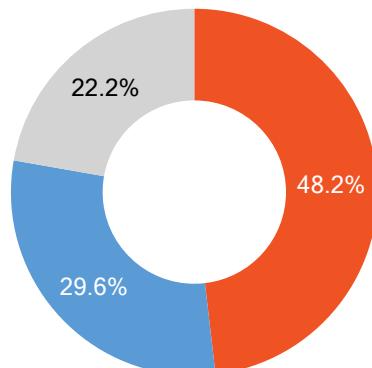


Broadly Diversified Property Portfolio

Operating Metric	Retail		Industrial		Office		FUNO (#)
	(#)	(%)	(#)	(%)	(#)	(%)	
✓ No. of Operations	277	60.9%	102	22.4%	76	16.7%	455
✓ No. of Leases	4,003	83.4%	382	8.0%	413	8.6%	4,798
✓ GLA (m ²)	2,164,835	36.4%	3,136,000	52.7%	650,406	10.9%	5,951,240
✓ ABR ⁽¹⁾	3,874,590	48.2%	2,382,714	29.6%	1,788,955	22.2%	8,046,259

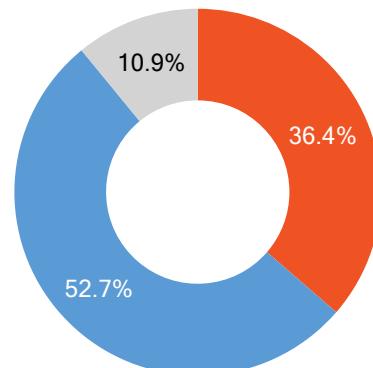
Sectorial distribution by ABR ⁽¹⁾

■ Retail ■ Industrial ■ Office



Sectorial distribution by GLA

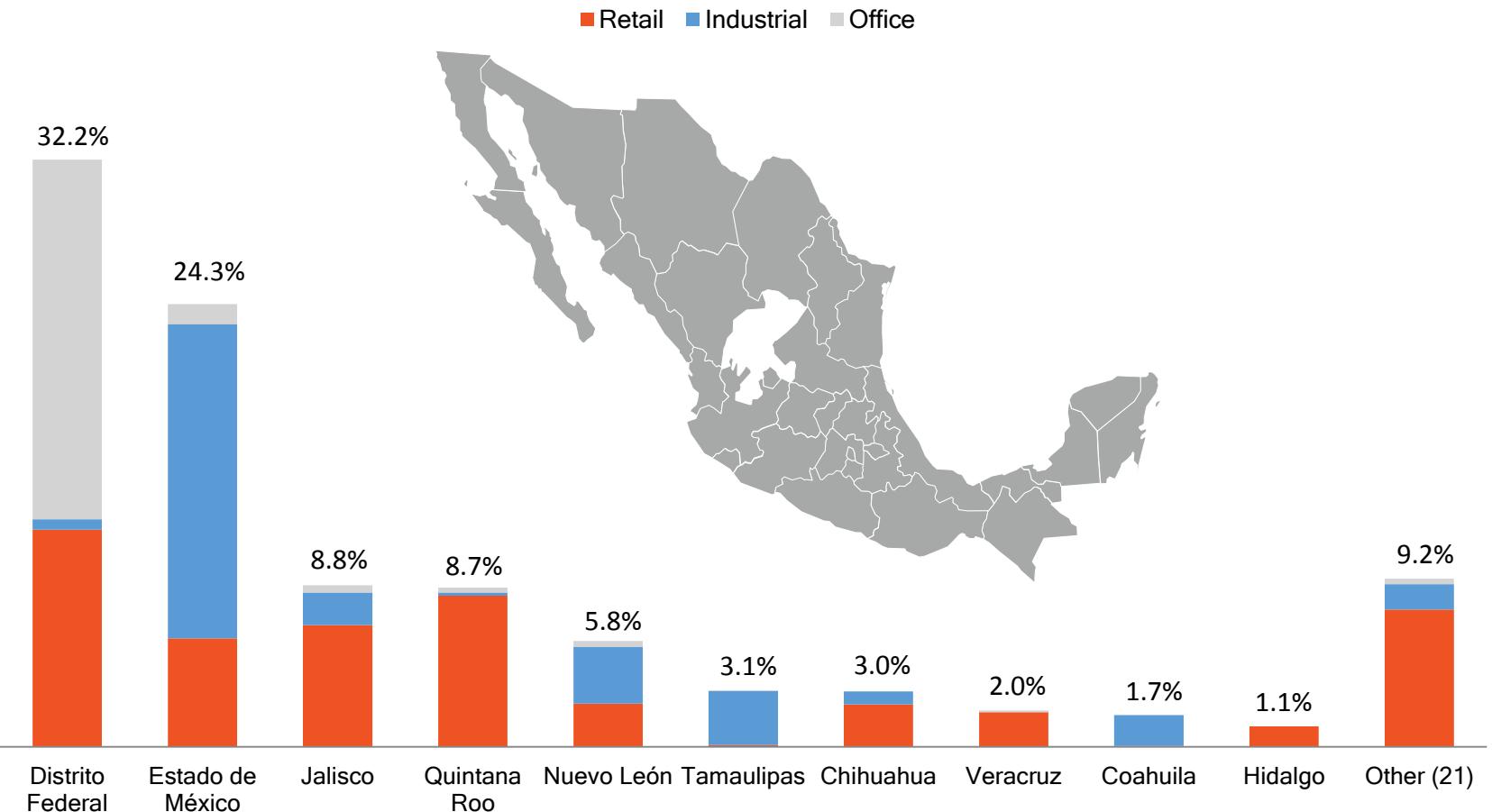
■ Retail ■ Industrial ■ Office



(1) ABR= annualized base rent. Figures in '000 pesos.
Property portfolio information as of 4Q14

Geographic Diversification

- ✓ FUNO has presence in 31 of 32 states in Mexico



High-Quality Tenants Diversification

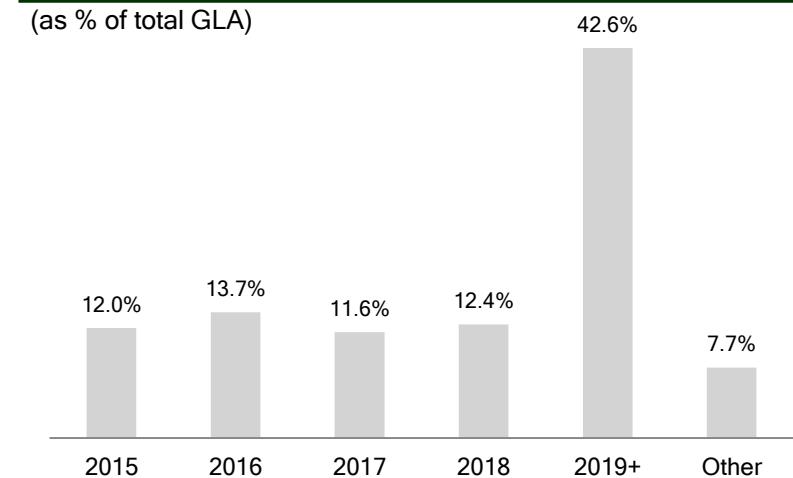
- ✓ FUNO's properties are occupied by world-class tenants



Top ten tenants

Top ten tenants			
Industry	% GLA	Industry	% ABR
Retail Institution	11.1%	Retail Institution	10.4%
Financial Institution	3.1%	Financial Institution	6.2%
Education	2.7%	Financial Institution	3.9%
Consumer goods	2.1%	Entertainment	2.1%
Financial Institution	1.9%	Hospitality	1.6%
Logistics	1.8%	Restaurants	1.3%
Retail Institution	1.8%	Logistics	1.1%
Entertainment	1.7%	Consumer goods	1.0%
Consumer goods	1.4%	Education	0.9%
Education	1.2%	Financial Institution	0.9%
Total	28.8%	Total	29.5%

Lease expiration profile



Strong Financial Performance

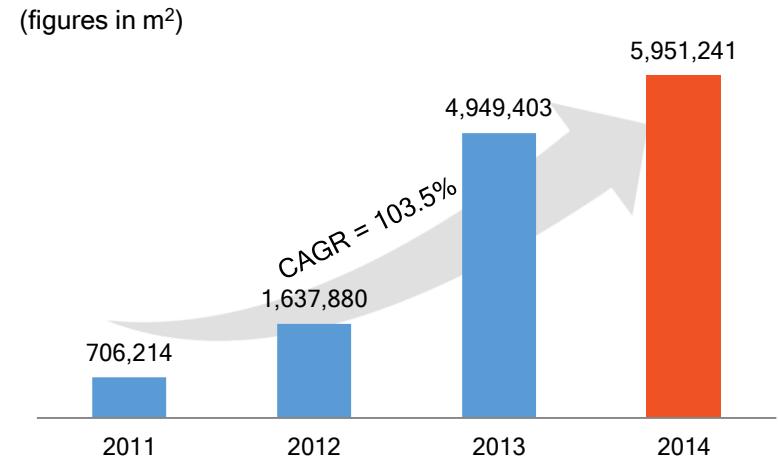
Income and net operating income ("NOI")⁽¹⁾



Historical occupation by segment



Historic GLA growth

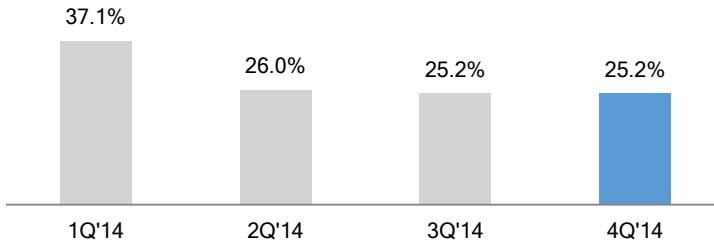


(1) Income and NOI figures in million pesos

Strong Credit Profile

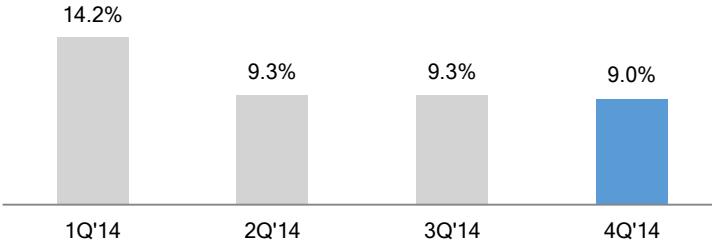
Loan-to-value (“LTV”)⁽¹⁾

Max 60%



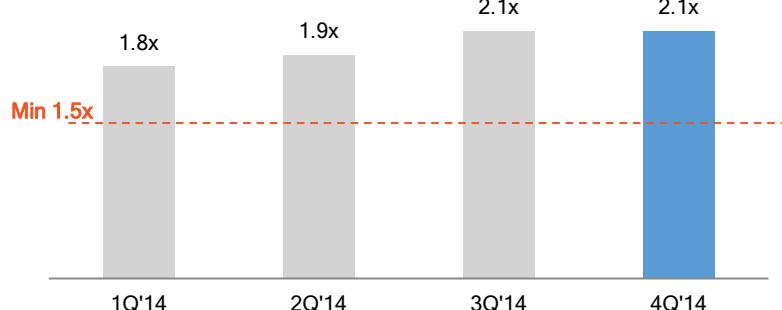
Secured debt limit⁽²⁾

Max 40%



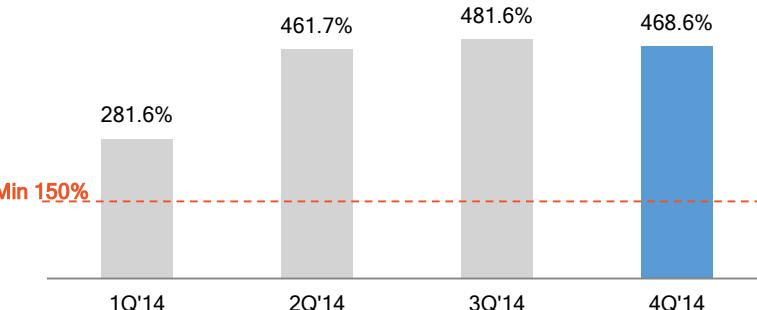
Debt service coverage ratio (“DSCR”)⁽³⁾

Min 1.5x



Unencumbered assets coverage⁽⁴⁾

Min 150%



FUNO fully complies with the financial covenants of its US Notes and Local Bonds

(1) LTV = Gross debt / Total Assets

(2) Secured debt limit = Secured debt / Total Assets

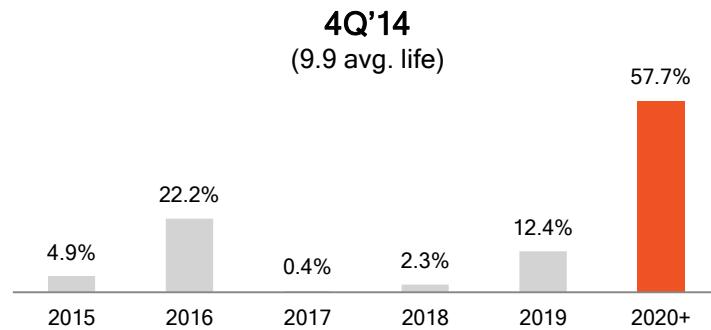
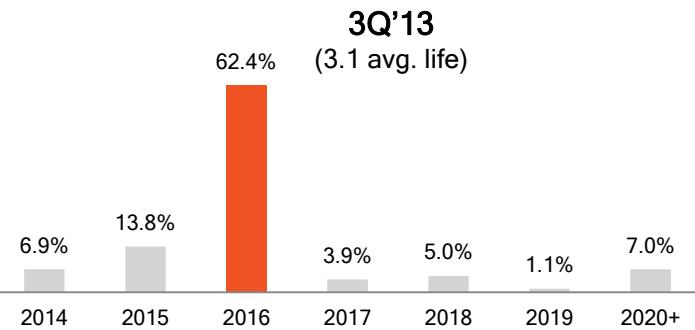
(3) DSCR = EBITDA / Debt Service (measured for last 12 months and excluding debt prepayments)

(4) Unencumbered assets coverage = Unencumbered Assets / Unsecured Debt

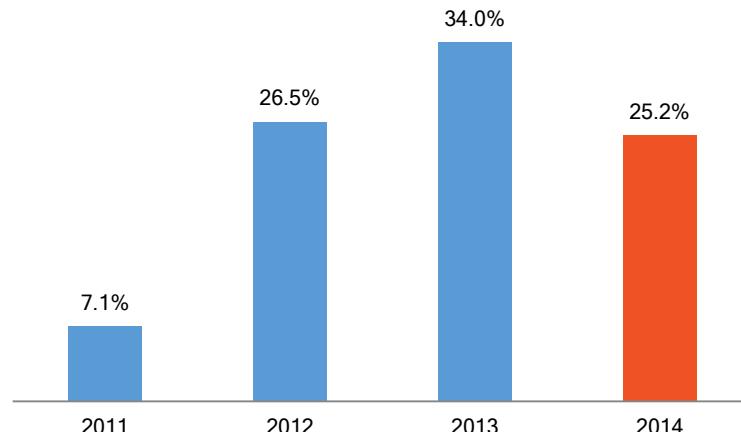
Sound Financial Position and Conservative Capital Structure

Debt maturity profile 3Q'13 vs. 4Q'14

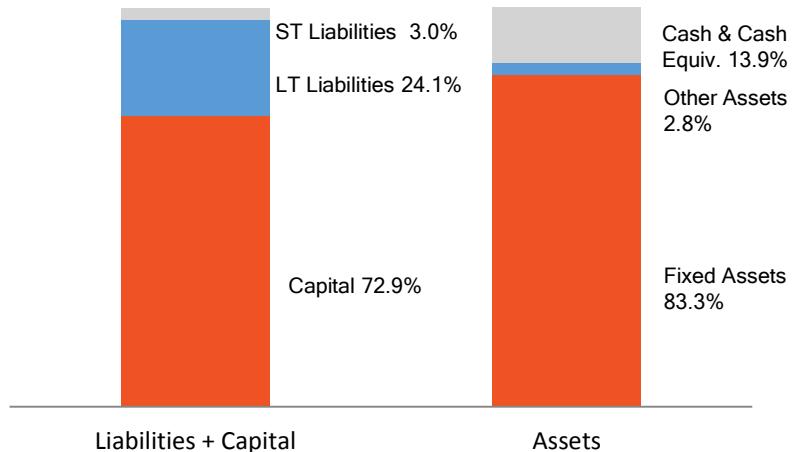
- Thanks to the liability management conducted the last 18 months, FUNO has increased its debt's average life from 3.1 years (3Q'13) to 9.7 years (4Q'14) switching form secured short term debt to unsecured long term debt



Historic LTV ⁽¹⁾



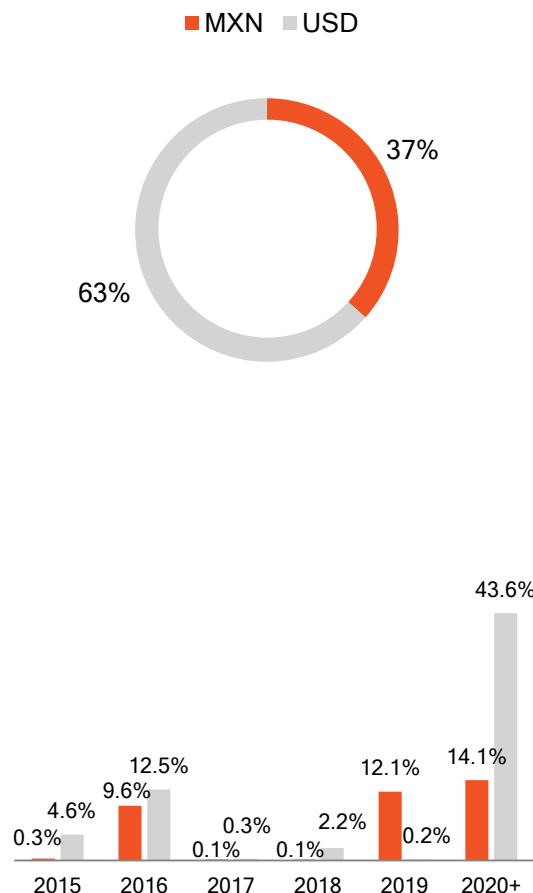
Conservative capital structure



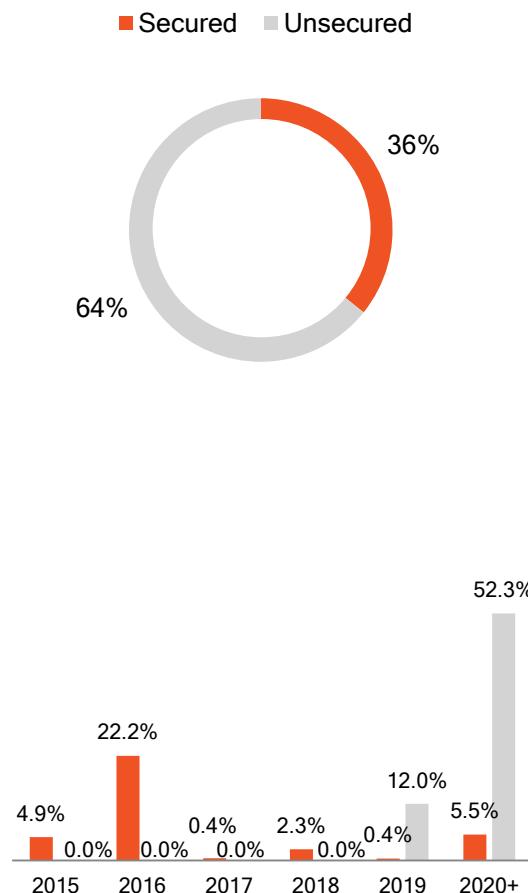
(1) LTV = Gross debt / Total Assets

Debt Maturity Profile as of 4Q'14

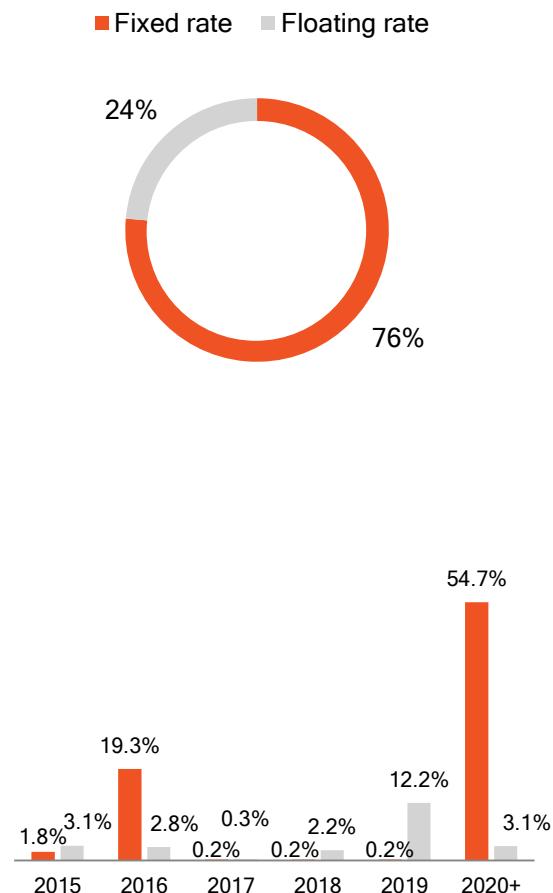
Mexican Pesos vs. US Dollars



Secured vs. Unsecured

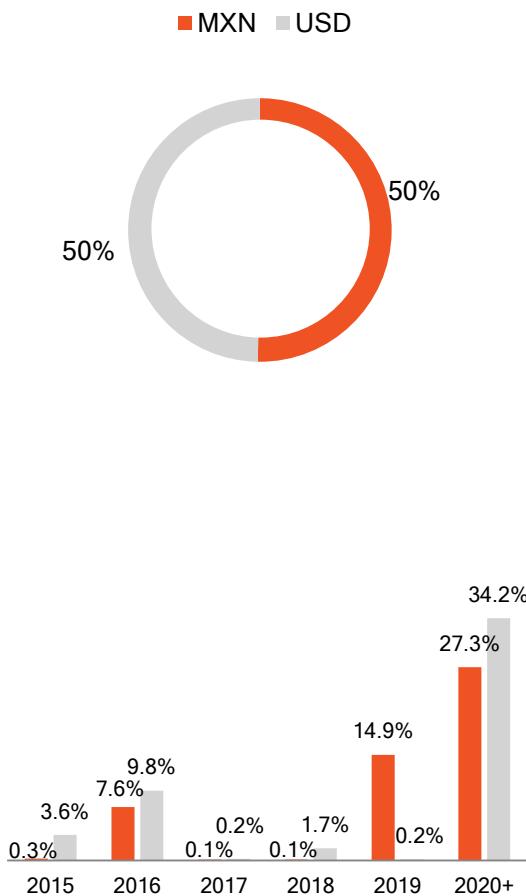


Fixed rate vs. Floating rate

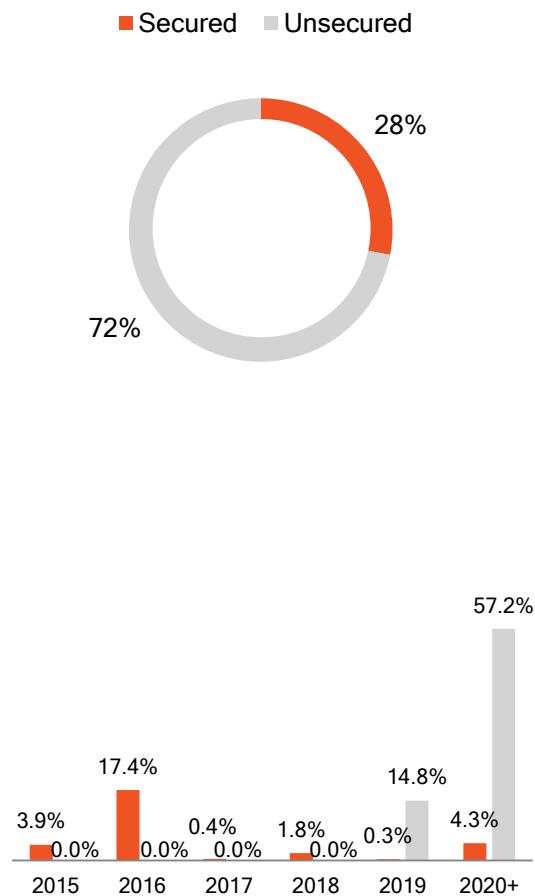


Pro-forma Debt Maturity Profile as of 4Q'14

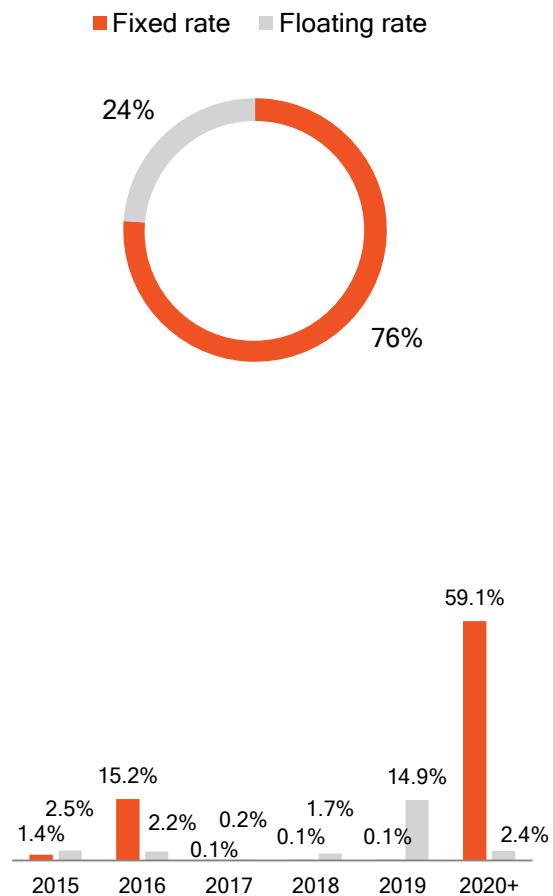
Mexican Pesos vs. US Dollars



Secured vs. Unsecured



Fixed rate vs. Floating rate



Development Pipeline

- ✓ FUNO has significant organic growth potential from their integrated development platform

Development pipeline description

(As of 4Q'14)

	Total CapEx (Ps\$ Thousands)	CapEx to Date (Ps\$ Thousands)	Estimated Yearly Stabilized NOI (Ps\$ Thousands)	Total GLA	Estimated Completion Date
Industrial	3,410,000	1,871,307	502,200	750,000	2015
Retail	1,601,000	1,154,000	333,400	169,899	2015 - 2016
Office	4,072,000	2,181,676	778,024	242,350	2015 - 2018
Total	9,083,000	5,206,983	1,613,624	1,162,249	2015 - 2018

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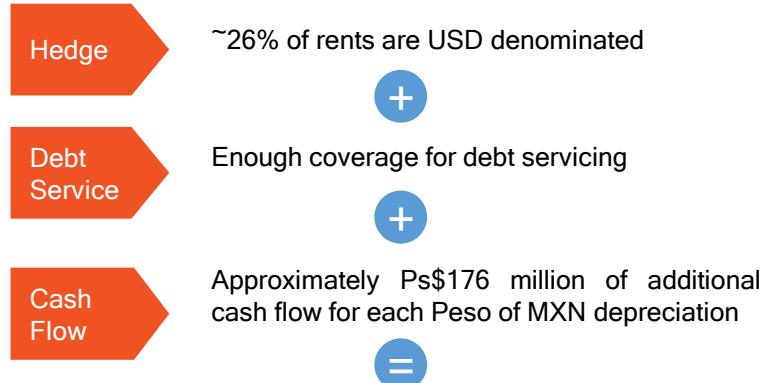
Market Prospects

Potential Impact of Recent Market Movements

Macro landscape

- ✓ A cheaper Peso will keep stimulating foreign investment
- ✓ Mexico becomes an even more competitive manufacturing destination
- ✓ Lower oil prices drive higher consumption among American population, which improves economic conditions in the U.S.; and therefore, in Mexico
- ✓ Oil extraction in the Gulf of Mexico could be profitable even at prices of Us\$40-50

FUNO's landscape



FUNO is poised to continue delivering good results

"Mexico will be impacted negatively by the drop in oil prices, but in a small magnitude given its exposure to manufacturing; on the other hand it will have an impact on its public finances that will not be sensed on 2015 because of the hedge that Mexican authorities bought."

-Alejandro Werner
Director of the Western Hemisphere Department, International Monetary Fund
Interview for El Economista, December 17, 2014

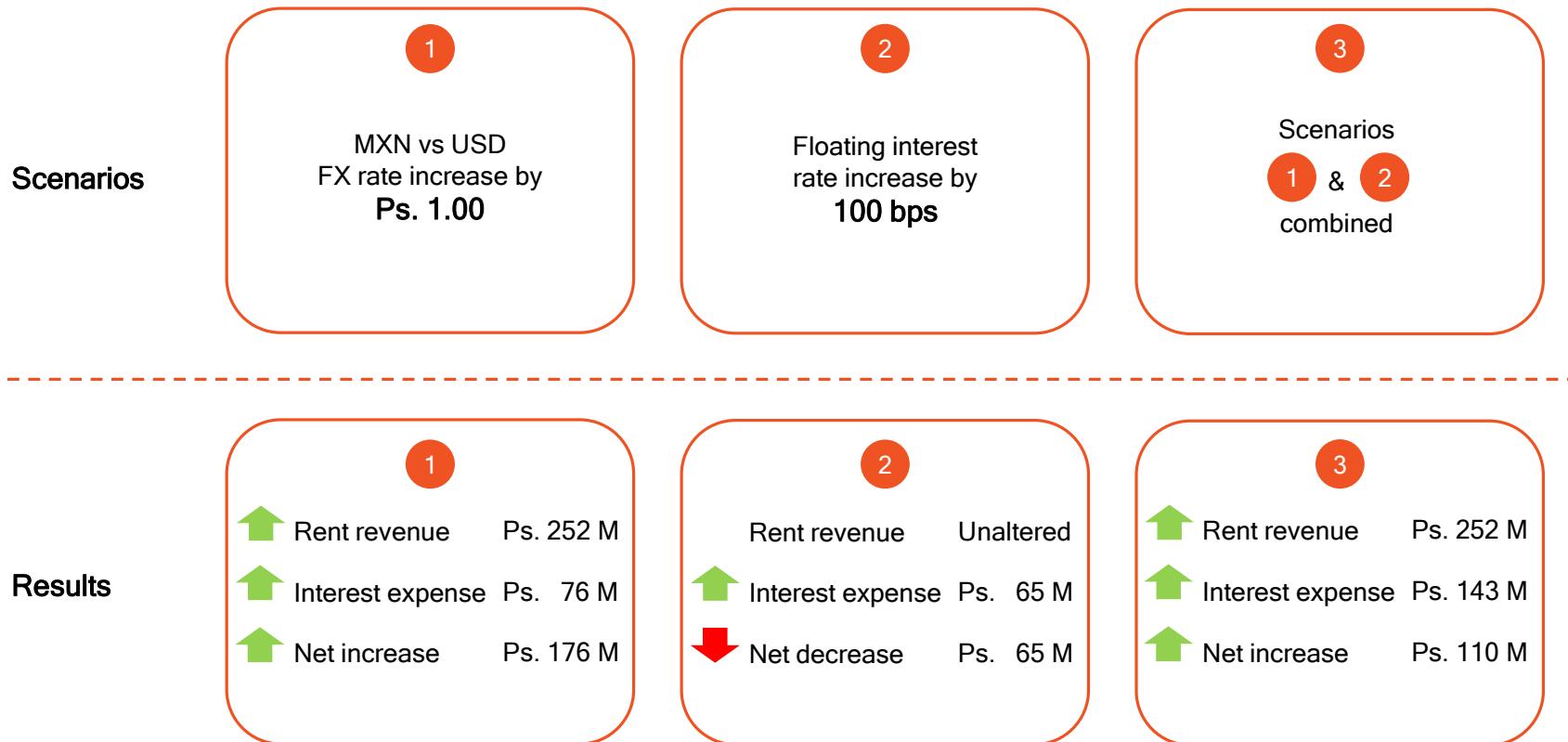
- For every Us\$10 of oil price drop, Mexican GDP will decrease approximately 0.2 bps
- If oil prices are between Us\$60-70 in 2016, the Mexican government is expected to decrease its revenue by Us\$6-9 billion
- Mexico imports ~50% of its fuels, so a reduced oil price should improve public finances by selling fuel at relatively higher prices
- Efficient oil companies know that extracting oil from deep waters of the Gulf of Mexico is profitable even at prices of Us\$40-50

-BBVA Research, December 2014

Sensitivity Analysis

Exchange rate and interest rates sensitivity analysis

We conducted a sensitivity analysis in which we built three scenarios and measured the impact we had in our Rental Income and in our Interest Expenses for our 2015 projections



FUNO's financial position is resilient to adverse changes in exchange and interest rates.

Current Office Market Landscape

Recent office market dynamics

- Roughly 5 million m² by 2014-YE
- 89.9% occupancy rate
- 210,000 m² average yearly net absorption (1998-2014)
- +645,000 of net absorption in 2014
- 7.1% net absorption rate
- Current average price of Us\$26.41 m² per month
- 11 submarkets within Mexico City's metro area
- +2 million m² developed since 2010

Office market prospects

2015

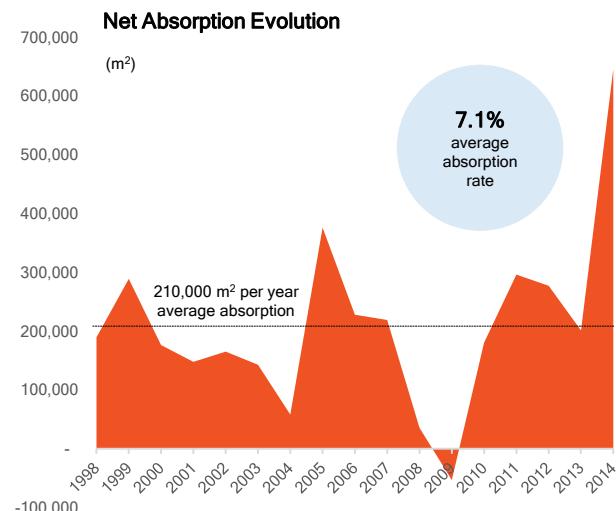
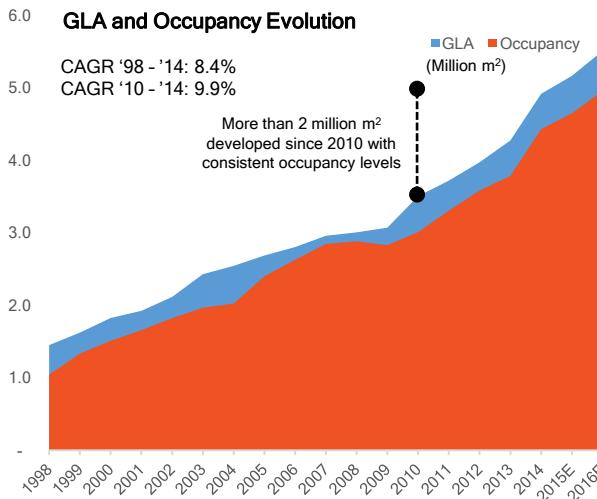
- 11 new buildings
- +258,000 m² of new GLA
- Price: Us\$27.66 m² per month

2016

- 8 new buildings
- +345,000 m² of new GLA
- Price: Us\$31.56 m² per month

Demand for office space is covered for 2015 and 2016

Office market evolution



Source: CBRE MarketView, Coldwell Banker Commercial Blue Brief. Considers A and A+ office buildings

FUNO in the Office Market

GLA breakdown

Total GLA	555,902 m ²
Rojo Portfolio	62,713 m ²
Total GLA Ex Rojo ⁽¹⁾	493,190 m ²
Mexico City	437,160 m ²
Monterrey	15,738 m ²
Guadalajara	15,183 m ²
Southeast	25,108 m ²

FUNO's office portfolio details

Buildings	33
Submarkets	8 in Mexico City 3 outside Mexico City
GLA Under Development	98,000 m ²
Developments	Torre Diana and Torre Latino
GLA in Reforma	119,277 m ²
Occupancy	90%

FUNO's exposure

- ✓ Less than 10% of total market share
- ✓ Roughly 16% share of expected development for '15 and '16
- ✓ 2 new buildings under development in a highly-demanded submarket
- ✓ Rent prices below average
- ✓ 27% market share in Reforma
- ✓ Higher-than-average occupancy rate
- ✓ Only 19% of total annualized revenues are derived from office properties

FUNO is a broadly diversified FIBRA

⁽¹⁾ Rojo Portfolio is excluded for analysis purposes because it represents branches and offices of Banco Santander that are leased under a 20-year contract

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FUNO Outlook

Acquisitions Outlook

- ✓ Expect a Cap Rate decompression of **~50 bps** during 2015
- ✓ Expect volatility to continue through 2015 providing **interesting opportunities** in the market
- ✓ Expect that at least **85%** of the acquisitions closed during 2015 will be of stabilized assets
- ✓ Currently analyzing a **Ps\$50 billion+** pipeline of potential acquisitions for 2015-16.

Outlook Summary

- ✓ Expect to maintain leverage below **40%** LTV
- ✓ Expect NOI margins to continue at **~82%**
- ✓ Expect to conclude **~60%** of current projects under development during 2015
- ✓ Expect a dividend per CBFI **growth of ~10%** without new equity

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Annexes

Acquisition Agreement - Buffalo Portfolio

Buffalo Portfolio

- On February 24th 2015, FUNO signed an agreement to acquire Mitikah, a mixed-use project in Mexico City
- The Mitikah project's location complements the acquisition of Colorado Portfolio (Centro Bancomer), allowing FUNO property has a Premium location being placed the Reforma-Lomas corridor
- This acquisition is subject to approval of the Mexican anti-trust authority (Comision Federal de Competencia Economica or "COFECE")

Mixed-use project

- Purchase price of Us\$185 mm



Acquisition Agreement - Utah Portfolio

Utah Portfolio

- On January 12th 2015, FUNO signed an agreement to acquire an office property in Mexico City
- The property has a Premium location being placed the Reforma-Lomas corridor
- The acquisition price is USD \$67.9 million that will be paid 100% with cash. The property has no debt

Office building

- Purchase price of Us\$67.9 mm
 - 100% occupancy
 - NOI of Us\$6 mm
 - GLA of 16,348 m²
-
- This acquisition is subject to approval of COFECE



Acquisition Agreement - Oregon Portfolio

Oregon Portfolio

- On January 8th 2015, FUNO signed an acquisition agreement to purchase three stabilized and consolidated shopping centers in Mexico City
- The property has Ps\$400 million of debt, and the selling party has the option to pay the debt before settling the transaction. If this option is not exercised, FUNO will pay the debt before closing the acquisition
- This transaction will be paid with CBFIs and could include a cash component (in case that FUNO pays the debt)

3 shopping centers

- Purchase price of Ps\$1,305.9 mm
- 99% occupancy
- NOI of Ps\$110.9 mm
- GLA of 32,786 m²

- This acquisition is subject to approval of the COFECE



Acquisition Agreement - Florida Portfolio

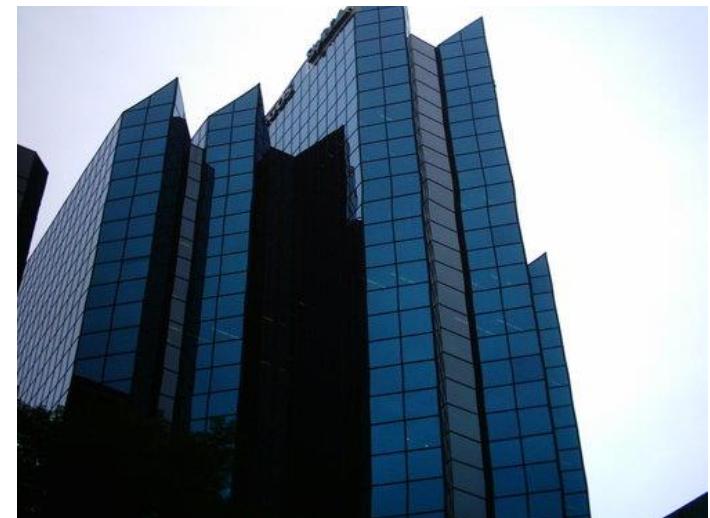
Florida Portfolio

- On January 7th 2015, FUNO signed an agreement to acquire an office property located in the Insurgentes corridor, one of Mexico's most prominent
- FUNO considers that this building is a landmark in the area given its location and design
- The property has no debt and the acquisition will be paid 100% with cash

Office building

- Purchase price of Ps\$640.1 mm
- 100% occupancy
- NOI of Ps\$57.2 mm
- GLA of 21,755 m²

- This acquisition is subject to approval of COFECE



Acquisition Agreement - Kansas Portfolio

Kansas Portfolio

- On December 1st 2014, FUNO signed the purchase of a portfolio of 19 properties located in seven states throughout Mexico for a total price of Ps\$10,500 million.

19 properties

10 stabilized shopping centers	8 power centers 2 fashion malls 8 cities 7 states	GLA Occupancy Expected NOI Cap Rate	297,064 m ² 92% Ps\$742 mm 8.52%	
5 adjacent land for expansion	In 5 shopping centers for possible immediate expansion	Area Expected GLA Purchase price	165,081 m ² 85,000 m ² Ps\$557 mm	
2 power centers in process of stabilization	2 power centers 2 cities 2 states	GLA Expected NOI Purchase price	46,286 m ² Ps\$90 mm Ps\$903 mm	
7 land for future development	7 cities 6 states	Area Purchase price	719,814 m ² Ps\$336 mm	



Acquisition Agreement - Indiana Portfolio

Indiana Portfolio

- On October 29th 2014, FUNO reached an agreement to acquire 13 branches of ICEL University, of which 11 are located in the metropolitan area of Mexico City, 1 in Cuernavaca, Morelos and 1 in Guadalajara, Jalisco
- As part of this acquisition agreement, ICEL University has agreed to lease all 13 properties for a 10 year term

13 Properties

- Purchase price of Ps\$3,040 mm
- 100% occupancy
- NOI of Ps\$247.0 mm
- GLA of 148,000 m²

- We expect to generate good synergies with ICEL University as we can offer them space to further grow their network in our vast portfolio of properties throughout Mexico
- Also, FUNO negotiated the right to further develop the excess land in any of the properties



Acquisition Agreement - P4 Portfolio

P4 Portfolio

- On October 1st 2014, FUNO reached an agreement to acquire four office buildings located in the Insurgentes corridor, one of Mexico's most prominent

4 properties			
2 fully acquired	+	2 pending conditions ⁽¹⁾	
<ul style="list-style-type: none">■ Purchase price of Ps\$280 mm■ 98% occupancy■ NOI of Ps\$24.3 mm■ GLA of 11,675 m²		<ul style="list-style-type: none">■ Purchase price of Ps\$288 mm■ 98% occupancy■ NOI of ~Ps\$25.0 mm■ GLA of ~ 8,311 m²	<ul style="list-style-type: none">■ Purchase price of Ps\$568 mm■ 98% occupancy■ NOI of ~Ps\$49.3 mm■ GLA of ~ 19,986 m²



- This acquisition is pending approval by COFECE

(1) Subject to the vendors meeting certain conditions set by FUNO before closing the acquisitions.

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Vehículo de Desarrollo Inmobiliario

Marzo de 2015

Contenido

¿Por qué un Vehículo de Desarrollo?

Descripción del Vehículo de Desarrollo

Impacto en FUNO

Términos y Condiciones

¿Por qué un Vehículo de Desarrollo?

Racional y Objetivos

FUNO lanza este vehículo de desarrollo para acelerar su potencial de crecimiento y potenciar la creación de valor

Objetivo

- Maximizar la capacidad de desarrollo de FUNO, minimizando la dilución y manteniendo niveles de apalancamiento prudentes
- Crear un vehículo de inversión para inversionistas que buscan exposición al riesgo de desarrollo

1

Potenciar las capacidades de desarrollo de FUNO

2

Desarrollar proyectos adicionales de gran escala

3

Maximizar el ROIC de FUNO

Beneficios

FUNO incrementa sus capacidades...

- FUNO cobrará **rentas**, capturando el **valor** del desarrollo inmobiliario
- FUNO actuará como *co-inversionista* en los proyectos

Originación de proyectos **100% a través de** FUNO:

- FUNO;
- Socios fundadores de FUNO
- Terceros

Vehículo de Desarrollo

FUNO tendrá **derecho** a...

- ... **adquirir** los proyectos a precio de **mercado**
- ... **tag-along** en la venta del vehículo o de sus activos si el derecho de adquisición no es ejercido

Vehículo con **financiamiento sin recurso** para FUNO

Descripción del Vehículo de Desarrollo

Características Principales del Vehículo

Estructura Accionaria

A nivel vehículo:

La subsidiaria de FUNO actuará como Administrador General

Subsidiaria FUNO	0%
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Socios inversionistas	100%
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A nivel proyectos:

FUNO	~50%
------	------

Vehículo	~50%
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FUNO's Role

- **Co-Inversionista:** FUNO será co-inversionista con al menos [15%] de cada proyecto
- **Administrador:** FUNO administrará el vehículo a través de su subsidiaria
- **Administración de Desarrollo:** FUNO será el administrador del desarrollo, apalancando su experiencia operativa

Socios

- Inversionistas institucionales mexicanos inicialmente
- Tendrán un retorno [preferente] de [10%]
- Partes NO relacionadas con FUNO o sus socios fundadores

Comisiones de FUNO

- **Administración:** pagadera en especie como capital de los proyectos de desarrollo
- **Desarrollo:** pagadera en especie como capital de los proyectos de desarrollo
- **Promote:** [20%] por encima del retorno preferente
- Comisiones de arrendamiento y administración de propiedades

Originación de Proyectos

Originación 100% a través de FUNO:

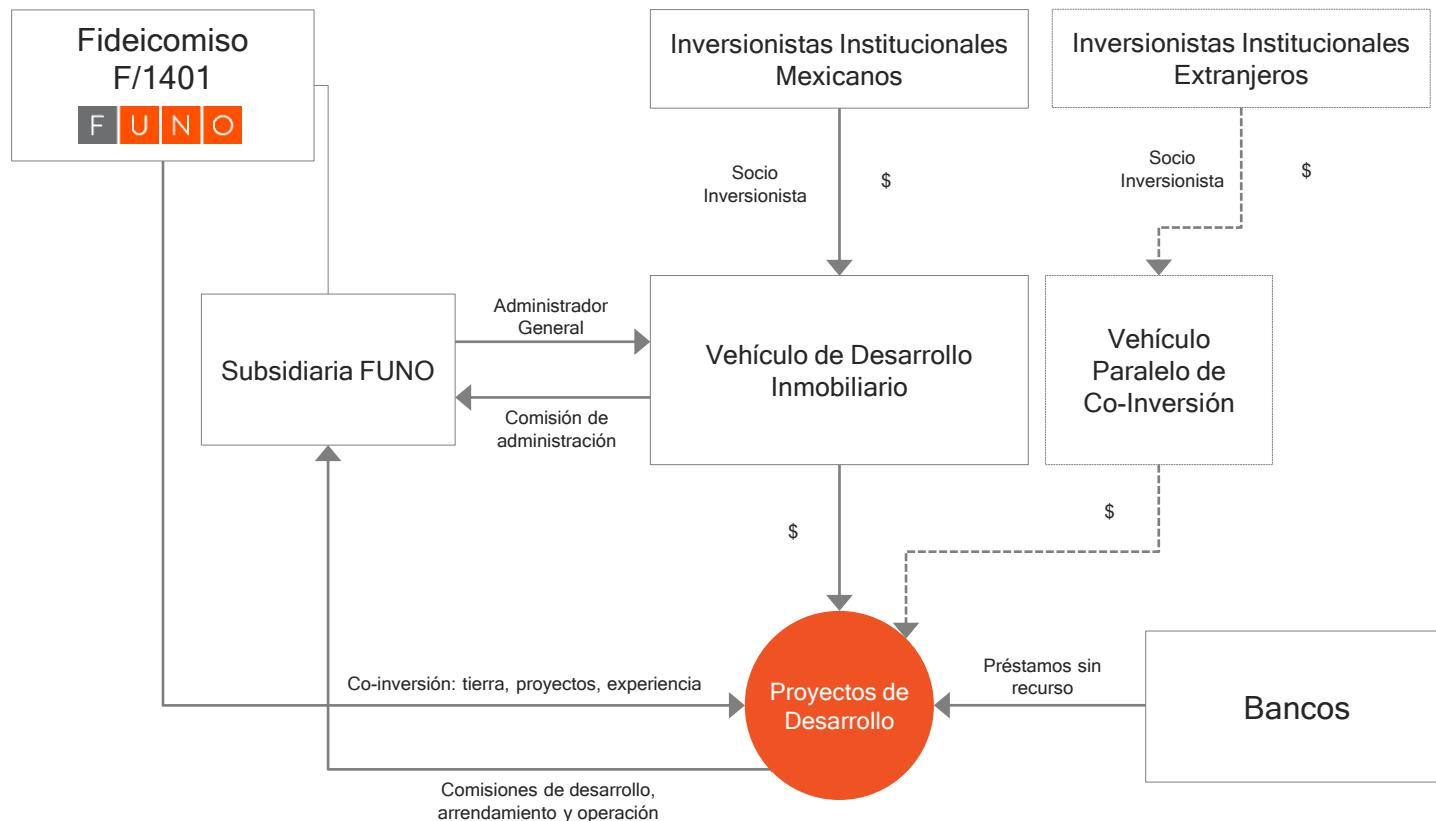
- **A través de FUNO**
- Por terceros **a través de FUNO**
- Por socios fundadores de FUNO, **a través de FUNO**

Derechos de FUNO

- Derecho a adquirir los proyectos a precio de mercado
- Derecho a *tag-along* en venta de proyectos o del vehículo si el derecho de adquirir no es ejercido

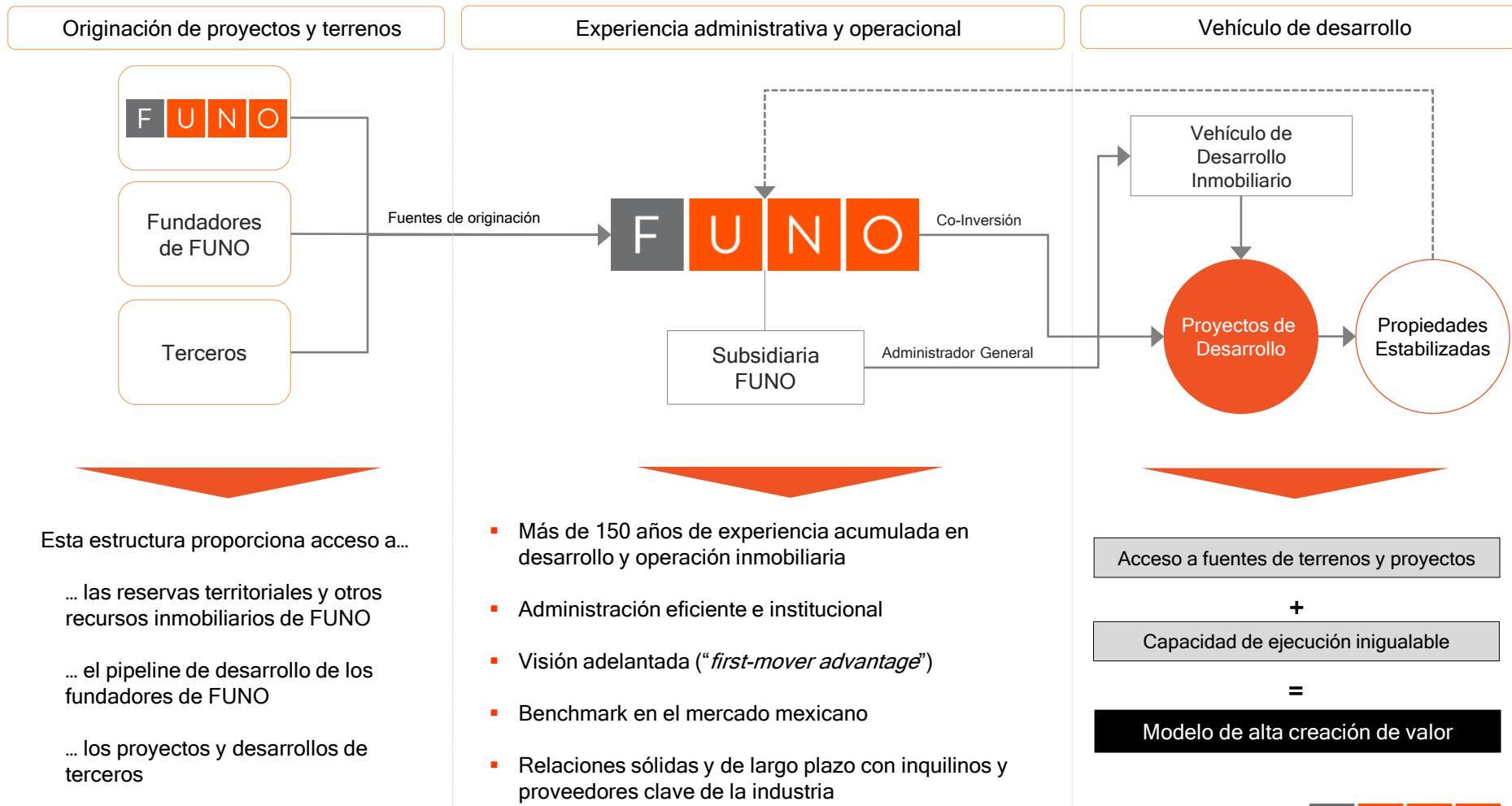
El Vehículo

El vehículo es un fideicomiso en el cual FUNO participa como Administrador General, mientras que los inversionistas institucionales participan como Socios Inversionistas



Estructura del Vehículo

El vehículo está diseñado para asegurar tierra, capacidades de originación de proyectos, y músculo de desarrollo a través de una plataforma operativa de clase mundial



Gobierno Corporativo del Vehículo

Compromiso de Co-Inversión

- Co-inversión a nivel proyecto
- Co-inversión en especie o efectivo
- Co-inversión de al menos [15%] de cada proyecto

Administración Institucional

- Asamblea de Tenedores (aprobará proyectos mayores al 20% del tamaño del vehículo)
- Comité Técnico
- Equipo administrativo experimentado

Llamadas de Capital

- Aprobadas por Comité Técnico
- Mecanismo de dilución punitiva
- Recursos de las llamadas de capital deberán ser utilizados dentro de [6] meses

Mecanismos de Salida Claramente Establecidos

- FUNO tiene derechos de reversión para re-adquirir activos contribuidos + construcciones
- FUNO tiene derecho de preferencia a precio de mercado y derecho de *tag-along*
- Precio de mercado definido por avalúos de terceros o procesos de intermediarios inmobiliarios
- Aprobación de la Asamblea de Tenedores para transacciones con partes relacionadas

Impacto en FUNO

Valor Agregado para FUNO

Abajo se presenta un análisis para mostrar la estructura actual de desarrollo de FUNO versus la estructura del vehículo propuesto asumiendo un rango de cap rate de desarrollo entre 12% y 14% y una inversión teórica de 1,000

	Esquema Actual de FUNO		Vehículo de Desarrollo	
Capital invertido por FUNO		1,000		1,000
Comisiones de desarrollo y administración ¹		-		307
Capital invertido total + comisiones		1,000		1,307
Deuda del proyecto ²		500		1,300
Capital adicional del vehículo		-		1,300
Inversión total de desarrollo		1,500		3,907
Cap rate de desarrollo objetivo	10%	12%	10%	12%
NOI esperado del proyecto	150	180	391	469
Participación de FUNO en proyectos		100%		50%
NOI de desarrollo esperado para FUNO	150	180	196	235
Cap rate de desarrollo para FUNO	-	-	19.6%	23.5%
Cap rate de inversionistas	15.0%	18.0%	15.1%	18.1%

1 - Ver estructura de comisiones en esta presentación. Asume peor escenario para FUNO

2 - Asume 33.33% de Loan-to-Cost ratio

3 - 3% de las rentas + comisión de arrendamiento de 4% del NOI

High-Value Creation Model

1

Potenciar las capacidades de desarrollo de FUNO

2

Desarrollar proyectos adicionales de gran escala

3

Maximizar el ROIC de FUNO

~4.0x el valor de los proyectos por cada Us.\$ 1.0 de capital invertido

Capacidades de desarrollo de FUNO se incrementan aproximadamente 2.6x

Cap rates estimados de desarrollo entre 20.4% y 24.4%

4

Additional benefits

- Derecho adquirir los proyectos a precio de mercado
- Derecho de *tag-along* en caso de no ejercer derecho a adquirir
- No hay *drag-along* sobre la participación de FUNO

Términos y Condiciones

Emisor	Fideicomiso F/[*]
Fiduciario	Banco INVEX, S.A., Institución de Banca Múltiple, INVEX Grupo Financiero
Administrador	F1 Administración, S.C.
Tipo de Valor	Certificados Bursátiles Fiduciarios Inmobiliarios de Desarrollo (CBFIDs)
Estructura de la Oferta	Oferta pública en México bajo el mecanismo de llamadas de capital
Monto de la Emisión	~Ps. [5,000] mm
Fecha de Oferta	Marzo de 2015
Vencimiento	15 años
Uso de los Recursos	Desarrollo inmobiliario en México
Rendimiento Esperado	[*]% en Pesos
Agentes Estructuradores	BBVA Evercore
Intermediarios Colocadores	BBVA Evercore