



# INSPIRING SOLUTIONS

JULY, 2014  
INVESTOR  
PRESENTATION



|                                            |           |
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## Dynamic Development Platform



97% of proceeds channeled to development since IPO

15% represent "Park-to -Suit"

## Higher Upside Opportunity



+300 to 400 basis points difference vs. acquisitions

## Internalized Management



Lower operating costs (NO FEES)

Full alignment with shareholders

## Institutional Corporate Governance

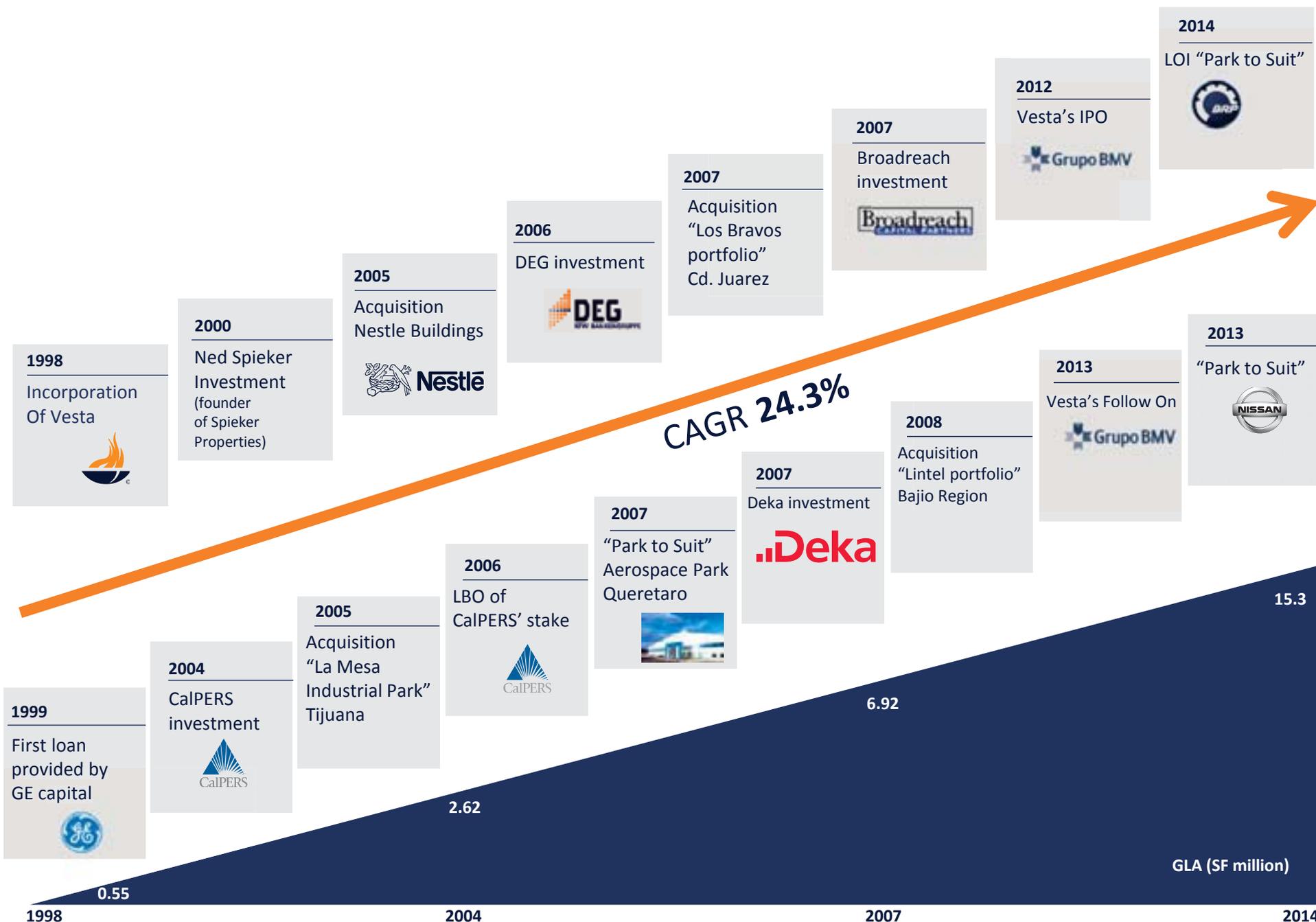


Independent Board Members since inception

Functional corporate bodies



# MILESTONES



SOURCE: Company data as of June 30, 2014

## Consolidated:

GLA = 15.3 million SF

Buildings = 106

Land reserves = 10.6 million SF

Population = 48 million



### Tijuana:

GLA = 1.9 million SF  
 Portfolio Share = 12.2%  
 Buildings = 20  
 Land reserves = 1 million SF  
 Population = 3.2 million

### Cd. Juarez:

GLA = 0.6 million SF  
 Portfolio Share = 4.3%  
 Buildings = 7  
 Land reserves = 3.7 million SF  
 Population = 3.4 million

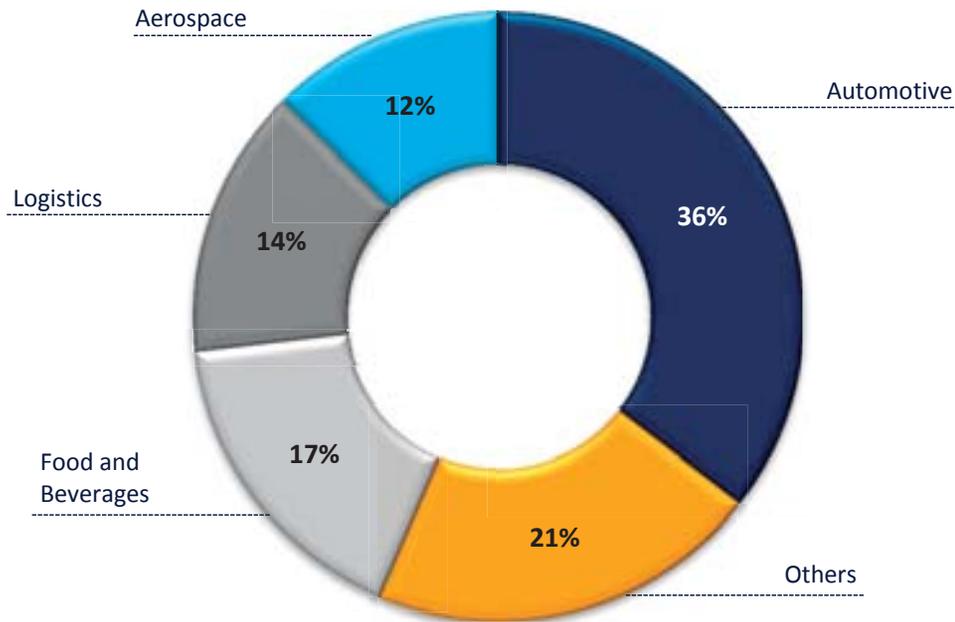
### Bajio:

GLA = 8.0 million SF  
 Portfolio Share = 52.2%  
 Buildings = 56  
 Land reserves = 4.3 million SF  
 Population = 18 million

### Central:

GLA = 4.8 million SF  
 Portfolio Share = 31.3%  
 Buildings = 23  
 Land reserves = 1.6 million SF  
 Population = 23 million

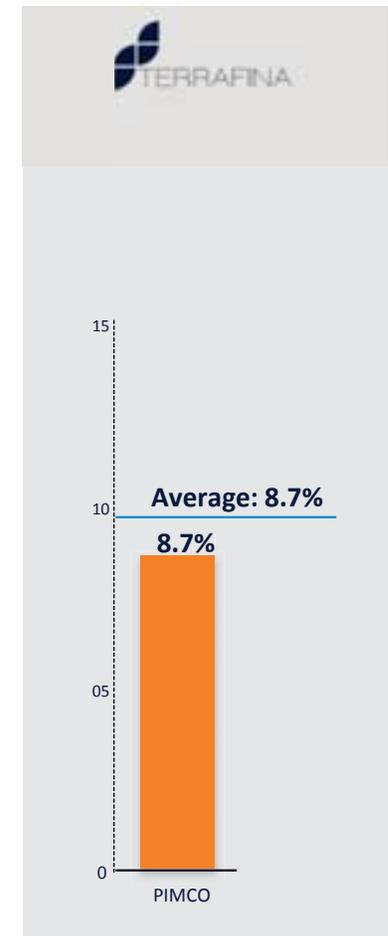
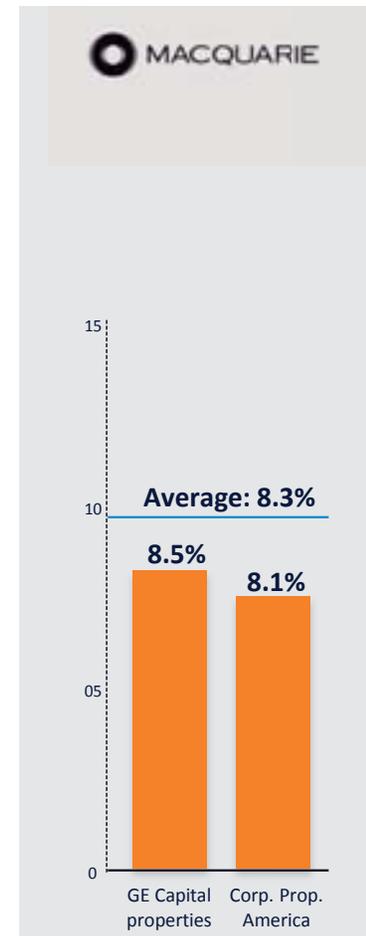
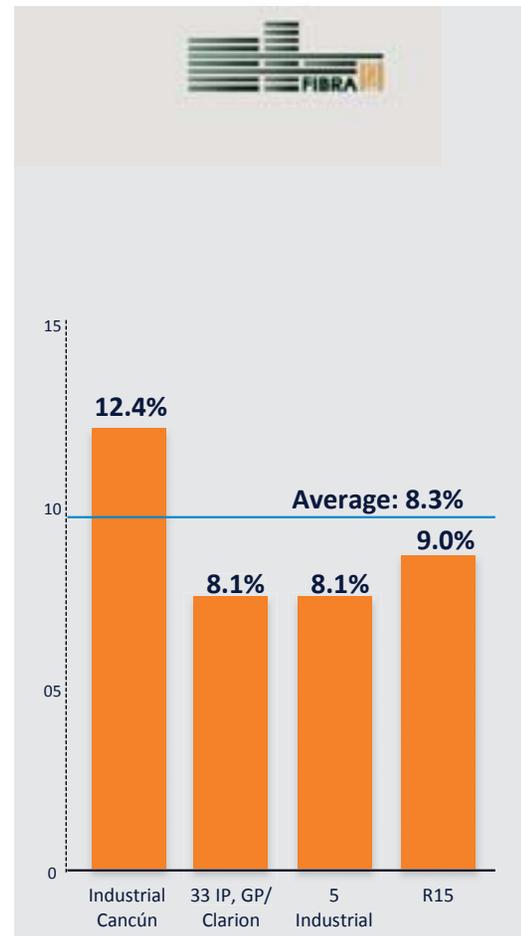
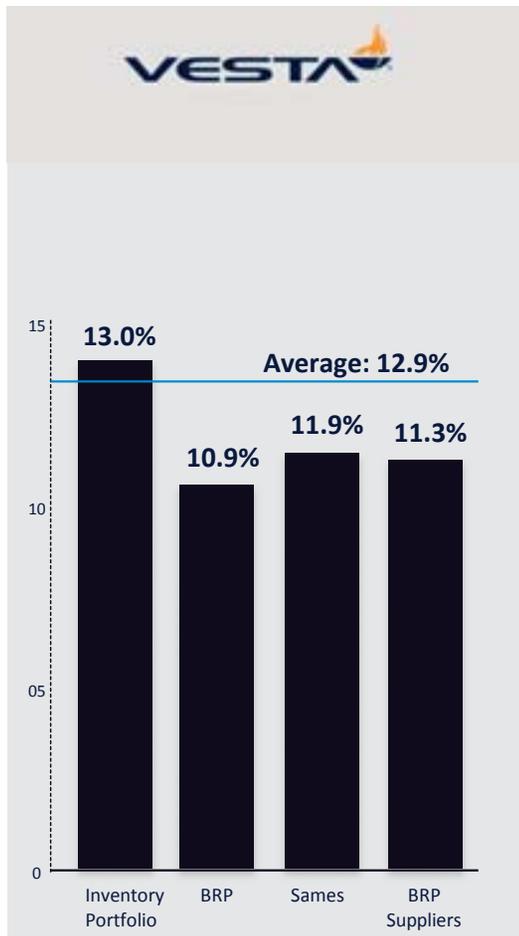
## By Industry (% of GLA)



## Top 10 tenants

| Country          |        |        |            |        |                |      |               |       |        |      |
|------------------|--------|--------|------------|--------|----------------|------|---------------|-------|--------|------|
| Tenant           | Nestlé | SAFRAN | BOMBARDIER | FALCKE | Kimberly-Clark | BRP  | Eastman-Kodak | BRADY | DANONE | IAC  |
| % of GLA         | 11.7%  | 4.3%   | 4.1%       | 3.0%   | 2.5%           | 2.5% | 2.4%          | 2.1%  | 2.1%   | 1.9% |
| Years with Vesta | 10     | 6      | 7          | 5      | 5              | 2    | 1             | 1     | 7      | 10   |

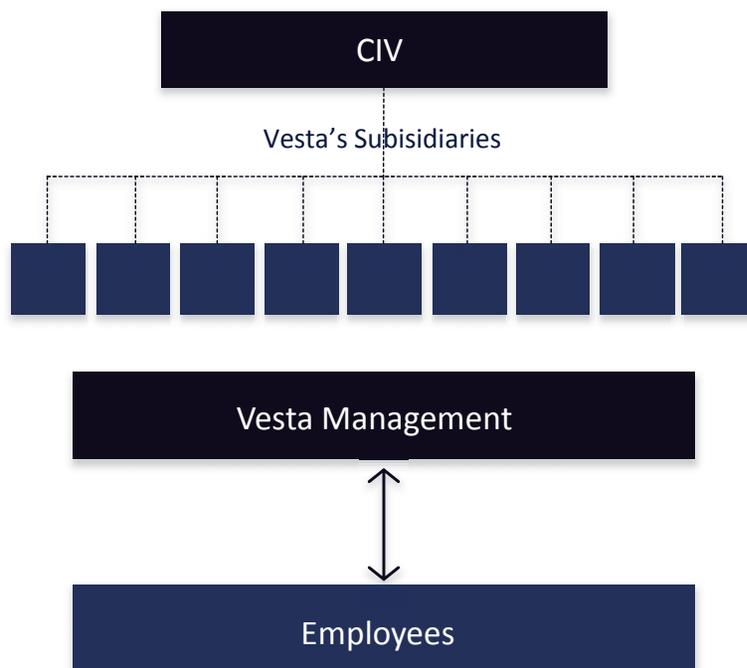
SOURCE: Company data as of June 30, 2013



**+300 to 400 basis points DEVELOPMENT CAP Rate vs Aquisition.**

Note: Based on recent transactions.  
 Source: Company data as of March 31, 2014. Credit suisse report (February 2014), intercam report (February 2014)

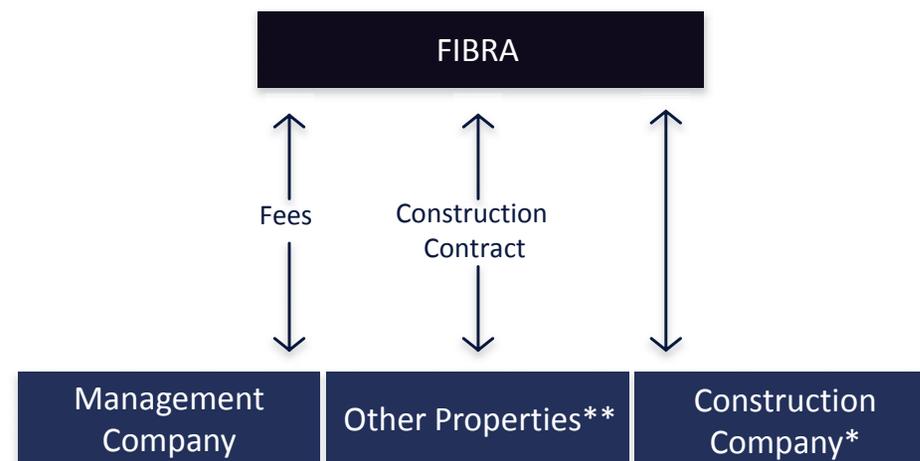
## Vesta Structure



- No management fees
- No conflicts of interest
- External Project Manager
- Construction through bidding process

Source: Company data and credit suisse report (February 2014)

## FIBRAS Structure



- Advisor fee
- Incentive fee
- Property Management fee
- Acquisition fee
- Founder's fee
- Renewal fee

\*Not all fibras have a construction company

\*\* Not all fibras have a properties outside of portfolio



## Facts

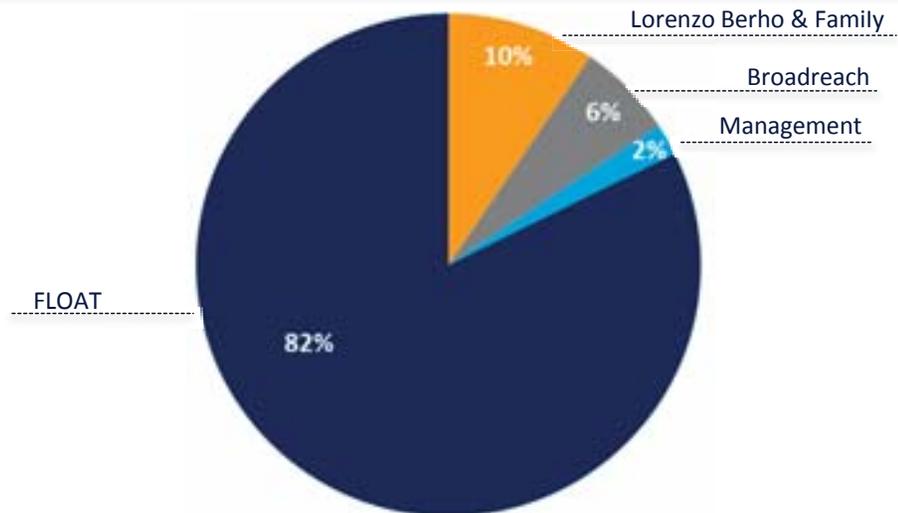
**10** Board Members

**70%** Independent

**100%** Committees chaired by Board Members

**80%** Committees are chaired by Independent Board Members

## Ownership structure



**82%** of capital floating in public market

Strong original sponsors



# INDUSTRIAL REAL ESTATE MARKET STATISTICS



| City                   | Stock (m <sup>2</sup> ) | Available (m <sup>2</sup> ) | Net Absorption (m <sup>2</sup> ) | Vacancy %   | Lease Price USD/m <sup>2</sup> /month | Growth %     | New Deliveries Q1 2014(m <sup>2</sup> ) |
|------------------------|-------------------------|-----------------------------|----------------------------------|-------------|---------------------------------------|--------------|-----------------------------------------|
| <b>Total Mexico</b>    | <b>50,896,694</b>       | <b>3,165,243</b>            | <b>467,177</b>                   | <b>4.1%</b> | <b>4.28</b>                           | <b>0.50%</b> | <b>351,541</b>                          |
| Aguascalientes         | 467,557                 | 13,092                      | 0                                | 2.8%        | 3.00                                  | 0.00%        | 0                                       |
| Guadalajara            | 2,126,844               | 47,107                      | 12,445                           | 2.2%        | 4.72                                  | 0.00%        | 0                                       |
| Guanajuato             | 1,759,143               | 30,245                      | 22,529                           | 1.7%        | 3.54                                  | 00.0%        | 0                                       |
| Querétaro              | 2,268,615               | 56,687                      | 25,778                           | 2.5%        | 4.57                                  | 1.37%        | 31,000                                  |
| San Luis Potosi        | 2,057,886               | 27,954                      | 33,782                           | 1.4%        | 5.50                                  | 0.00%        | 0                                       |
| <b>Bajio Markets</b>   | <b>8,680,045</b>        | <b>175,085</b>              | <b>94,535</b>                    | <b>2.1%</b> | <b>4.27</b>                           | <b>0.27%</b> | <b>31,000</b>                           |
| Mexico City            | 6,333,671               | 201,170                     | 105,572                          | 3.2%        | 5.32                                  | 2.20%        | 139,500                                 |
| Puebla                 | 1,216,000               | 6,995                       | 6,381                            | 0.6%        | 4.26                                  | 0.00%        | 0                                       |
| Toluca                 | 2,872,872               | 25,333                      | 9,141                            | 0.9%        | 4.56                                  | 0.00%        | 0                                       |
| <b>Central Markets</b> | <b>10,422,543</b>       | <b>233,499</b>              | <b>121,094</b>                   | <b>1.5%</b> | <b>4.71</b>                           | <b>0.73%</b> | <b>139,500</b>                          |
| Chihuahua              | 1,579,572               | 72,009                      | 0                                | 4.6%        | 3.59                                  | 0.00%        | 0                                       |
| Ciudad Juarez          | 5,691,824               | 638,144                     | 34,502                           | 11.2%       | 3.77                                  | 0.00%        | 0                                       |
| Matamoros              | 163,108                 | 141,861                     | 0                                | 8.7%        | 3.77                                  | 0.00%        | 0                                       |
| Mexicali               | 1,647,914               | 225,731                     | 9,290                            | 13.7%       | 4.20                                  | 1.69%        | 27,871                                  |
| Monterrey              | 9,189,835               | 773,681                     | 89,333                           | 8.4%        | 4.12                                  | 1.00%        | 92144                                   |
| Nogales                | 1,011,495               | 40,460                      | 2,787                            | 4.0%        | 3.62                                  | 0.00%        | 0                                       |
| Nuevo Laredo           | 805,005                 | 103,644                     | 0                                | 12.9%       | 3.23                                  | 0.00%        | 0                                       |
| Reynosa                | 2,729,288               | 201,107                     | 39,295                           | 7.4%        | 3.73                                  | 0.00%        | 0                                       |
| Saltillo - Ramos A     | 2,175,204               | 141,486                     | 43,826                           | 6.5%        | 4.20                                  | 2.81%        | 61,026                                  |
| Tijuana                | 5,327,862               | 418,535                     | 32,516                           | 7.9%        | 4.52                                  | 0.00%        | 0                                       |
| <b>North Markets</b>   | <b>31,794,106</b>       | <b>2,756,659</b>            | <b>251,548</b>                   | <b>8.5%</b> | <b>3.87</b>                           | <b>0.55%</b> | <b>181,041</b>                          |

Source: Jones Lang LaSalle 1Q, 2014

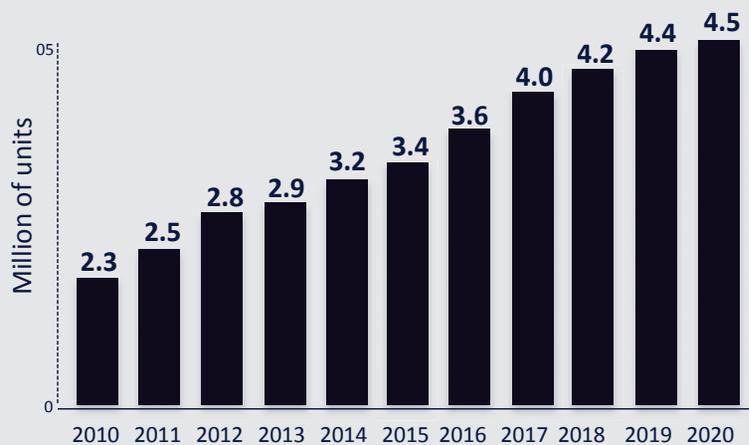
## Mexico's Facts

- 4% of the country's GDP
- 4th largest exporter
- 8th largest manufacturer
- Preferential access to 45 countries
- 6th largest manufacturer by 2020
- Expansion of luxury segment capability
- Global platform allows for "export ready" products

## Important Vesta's Automotive Clients

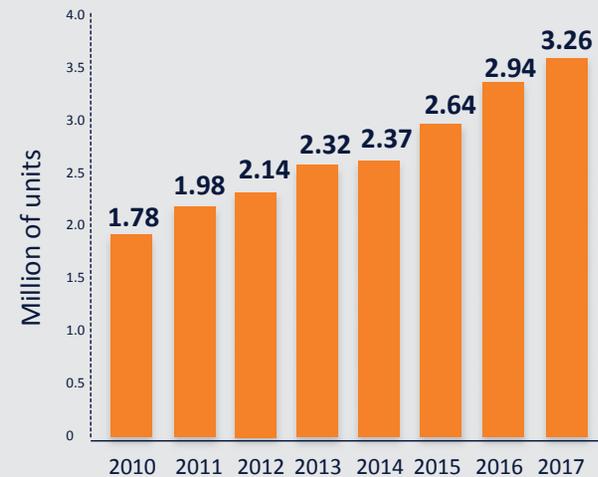


## Mexico's Light Vehicle Production



Source: IHS Global 2014

## Mexico's Light Vehicle Exports



Source: IHS Global 2014

## Facts Vesta's Automotive Portfolio

GLA = 4.9 million SF

Portfolio share = 36% of total portfolio (% of GLA)

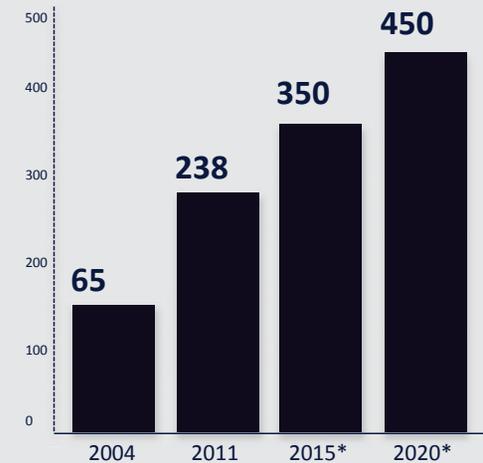


Source: Company data as of June 30, 2014  
AMIA, 2013

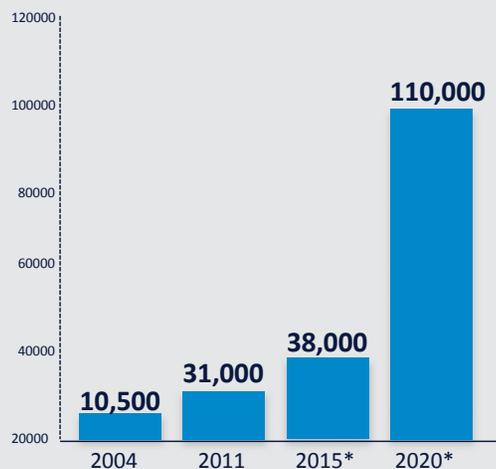
## Mexico's Facts

- More than 270 companies nationwide
- **20%** average growth since 2002
- More than US\$5 billion in exports (2013)
- Preferential access to **45 countries**
- Goals for 2020:  
 Top ten manufacturer  
 US\$12 billion in sales  
 Employment = 110,000  
 50% national content

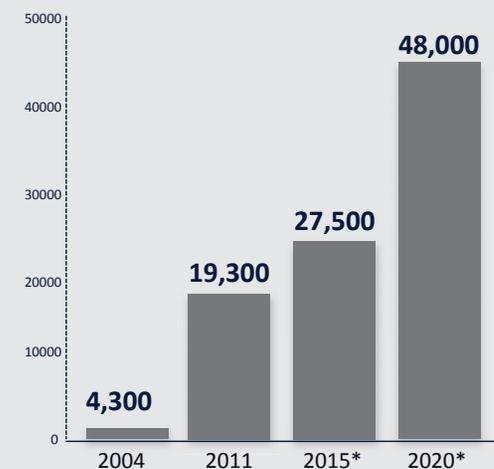
## Aerospace Companies in Mexico



## Employment



## Accumulated FDI

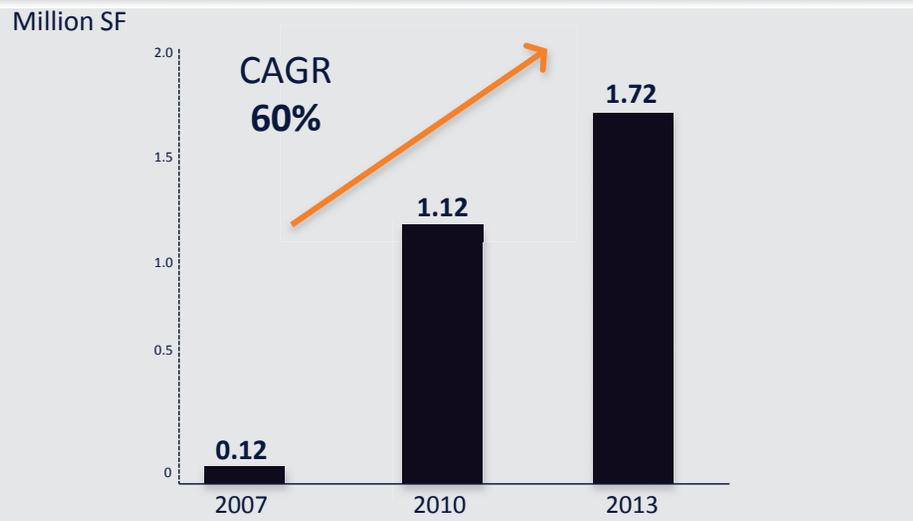


SOURCE: Mexican Federation of the Aerospace Industry (FEMIA)

\*PROJECTED



## Vesta's Aerospace growth



SOURCE: Company data as of June 30, 2014

## Important Vesta's Aerospace Clients

**BOMBARDIER**

**SAFRAN**

**PCC** Precision Castparts Corp.

**MEGGITT**

**SAFRAN**  
Sneema America  
Engine Services

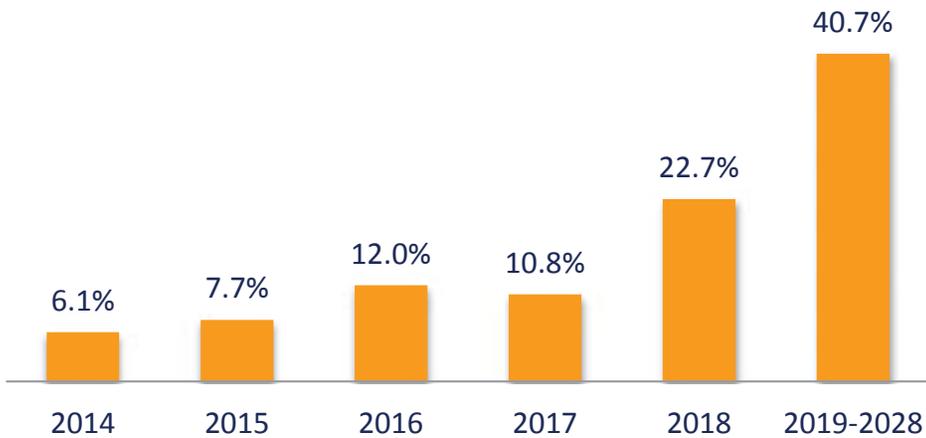
**Messier-Dowty**  
Groupe SAFRAN

**Sneema**  
Groupe SAFRAN

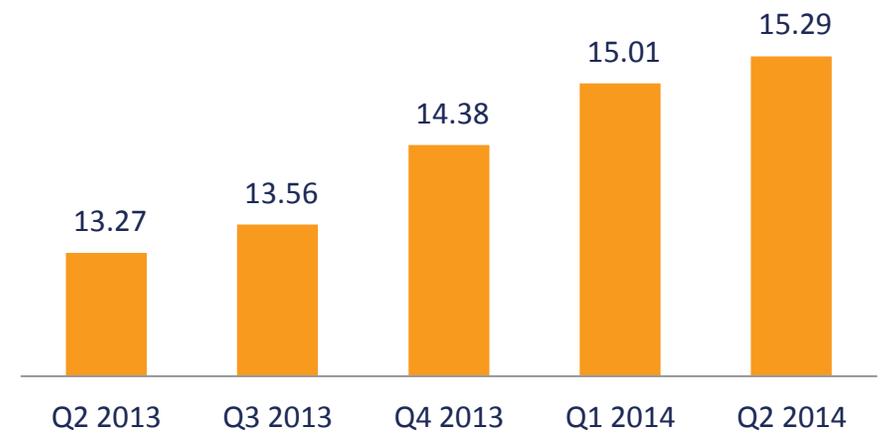
**H.E. Petsche Co.**



## Lease Maturity Profile (% of GLA)



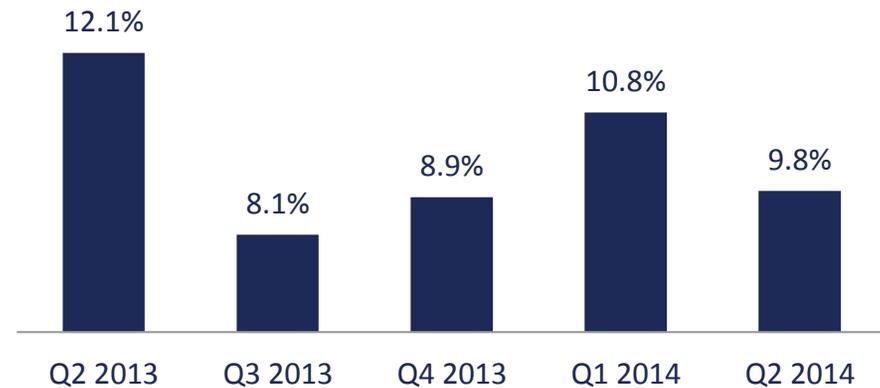
## Total Gross Leasable Area (million SF)



## Same Store Vacancy



## Total Vacancy Rate



Source: Company data as of June 30, 2014

Total assets = **15.3 million SF**

Under construction = **3.5 million SF**

Approved by IC = **0.29 million SF**

Land reserves = **10.6 million SF**

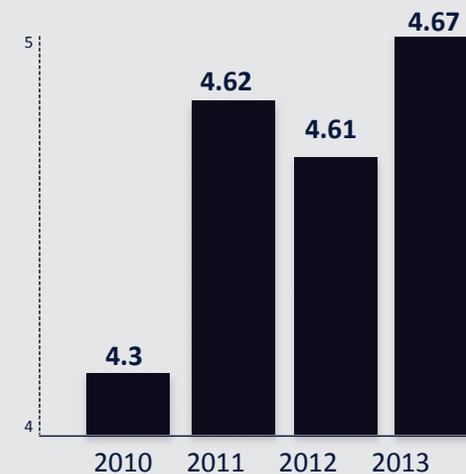
**60%** manufacturing / **40%** logistics

## Total Portfolio Facts

|                   | June 30, 2014 | March 31, 2014 |
|-------------------|---------------|----------------|
| Total Valuation   | US\$ 1,008    | US\$ 970       |
| Occupancy         | 90.8%         | 89.1%          |
| No. of properties | 106           | 104            |
| No. of tenants    | 97            | 96             |

## Market Rent Growth

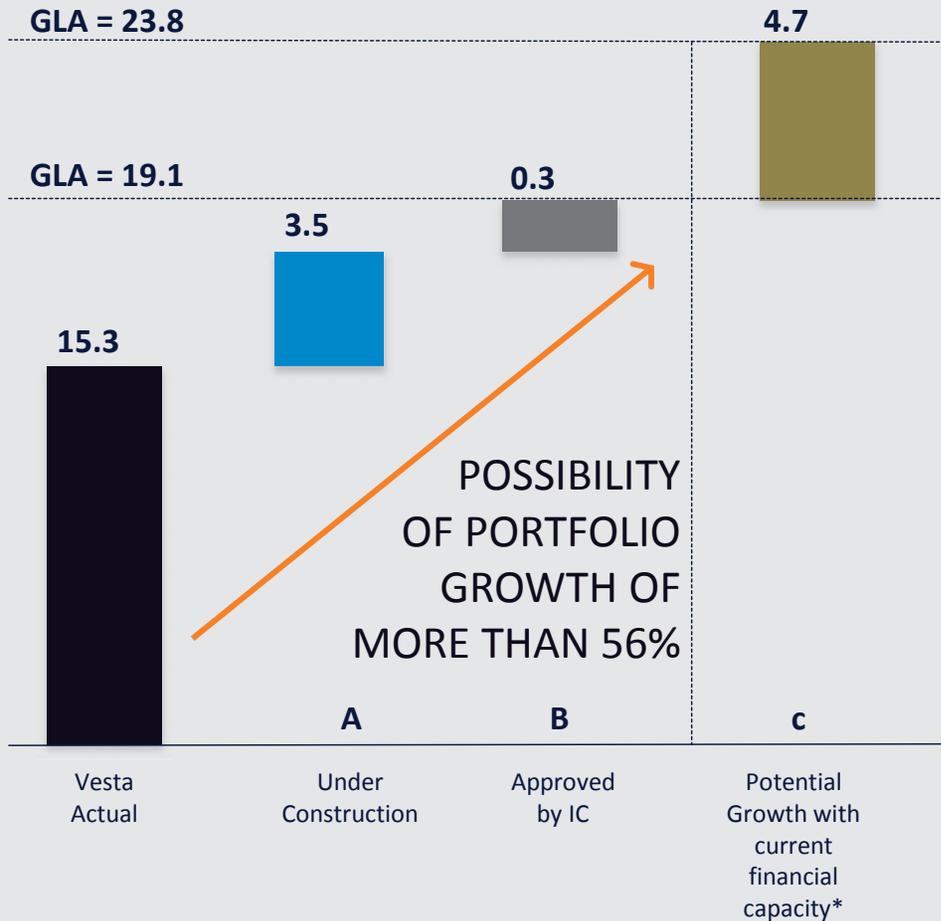
US\$ per SF



Source: Jones Lang LaSalle, reports 2010 – 2014.

## Potential Growth of Gross Leasable Area (GLA)

Million SF



## \*FINANCIAL CAPACITY

Cash as of 2Q14 = **US\$ 177 million**

Total cost to complete:  
A+B = **US\$ 89 million**

Net cash position = **US\$ 88 million**

Additional leverage capacity =  
**US\$ 125 million**

Total financial capacity = **US\$ 213 million**

Average construction PSF  
(incl. land) = **US\$ 45**

Potential GLA growth = **4.7 million SF**

Source: Company data as of June 30, 2014  
\*Financial capacity without dilution

# PROJECTS UNDER CONSTRUCTION



| Project       | GLA (SF)         | GLA (m <sup>2</sup> ) | Investment (USD\$ MM) | Type      | Progress | Expected Termination Date | Region          |
|---------------|------------------|-----------------------|-----------------------|-----------|----------|---------------------------|-----------------|
| S1            | 149,812          | 13,918                | 4.18                  | Inventory | 2%       | mar-15                    | Central Mexico  |
| S2            | 157,734          | 14,654                | 4.67                  | Inventory | 32%      | ene-15                    | Central Mexico  |
| S4B           | 166,463          | 15,465                | 5.66                  | Inventory | 2%       | ene-15                    | Central Mexico  |
| S5            | 279,075          | 25,927                | 7.99                  | Inventory | 0%       | abr-15                    | Central Mexico  |
| S6            | 205,946          | 19,133                | 6.03                  | Inventory | 0%       | abr-15                    | Central Mexico  |
| H1            | 173,764          | 16,143                | 5.63                  | Inventory | 0%       | feb-15                    | Central Mexico  |
| H2            | 183,397          | 17,038                | 5.85                  | Inventory | 0%       | mar-15                    | Central Mexico  |
| H3            | 172,203          | 15,998                | 5.61                  | Inventory | 0%       | abr-15                    | Central Mexico  |
| BRP Phase III | 36,500           | 3,391                 | 1.82                  | BTS       | 45%      | sep-14                    | Bajio           |
| BRP Juarez    | 500,000          | 46,452                | 25.70                 | BTS       | 0%       | jul-15                    | Cd. Juarez      |
| El Florido    | 150,323          | 13,965                | 3.76                  | Inventory | 42%      | oct-14                    | Baja California |
| Nissan        | 1,296,381        | 120,438               | 57.00                 | BTS       | 87%      | sep-14                    | Bajio           |
| <b>Total</b>  | <b>3,471,598</b> | <b>322,522</b>        | <b>133.90</b>         |           |          |                           |                 |

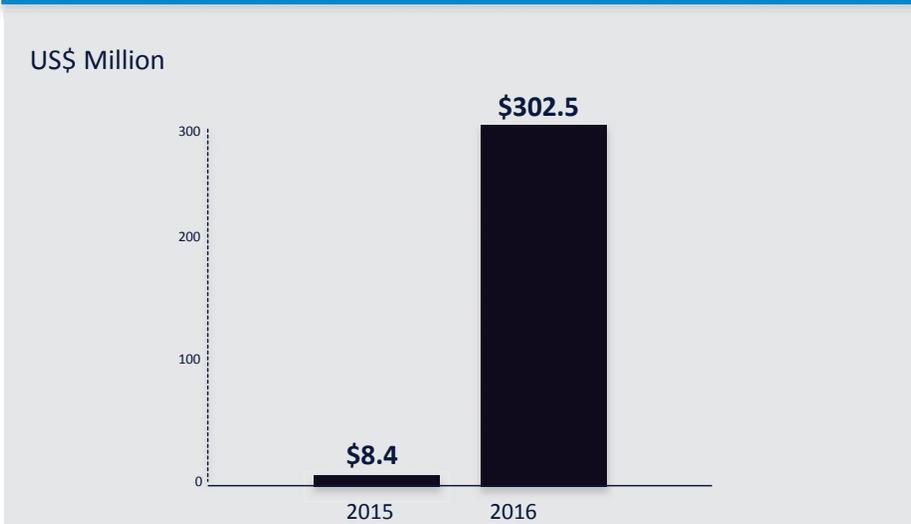
Note: Company data as of June 30, 2014

\* Estimated

## Company Balance Sheet

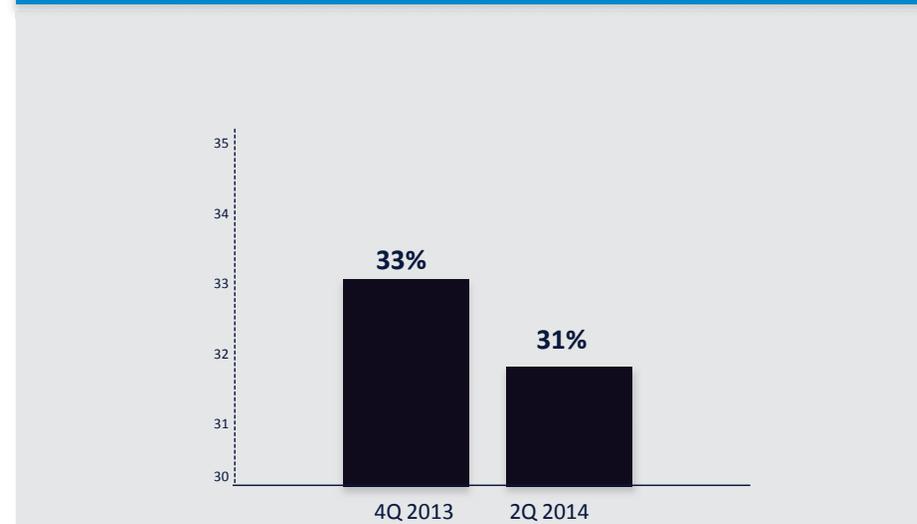
|                                | June 30, 2014 | December 31, 2013 | % Change |
|--------------------------------|---------------|-------------------|----------|
| Investment Properties          | US\$ 1,008.98 | US\$ 951.88       | 1.9%     |
| Total Asset                    | US\$ 1,216.19 | US\$ 1,220.12     | -0.6%    |
| Total Equity                   | US\$ 798.68   | US\$ 789.58       | -0.9%    |
| Cash and equivalents           | US\$ 178.84   | US\$ 241.35       | -10.8%   |
| Total debt                     | US\$ 310.92   | US\$ 318.03       | -1.7%    |
| Weighted average interest rate | 7.2%          | 7.2%              | NA       |

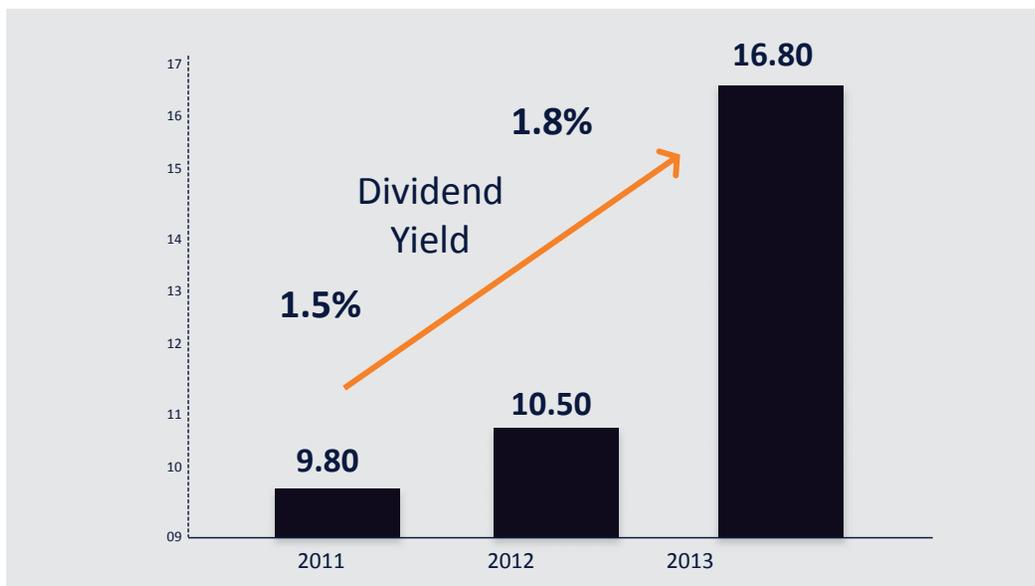
## Debt Maturity Profile



Source: Company data as of June 30, 2014

## Loan to Value Ratio





VESTA'S DIVIDEND POLICY:

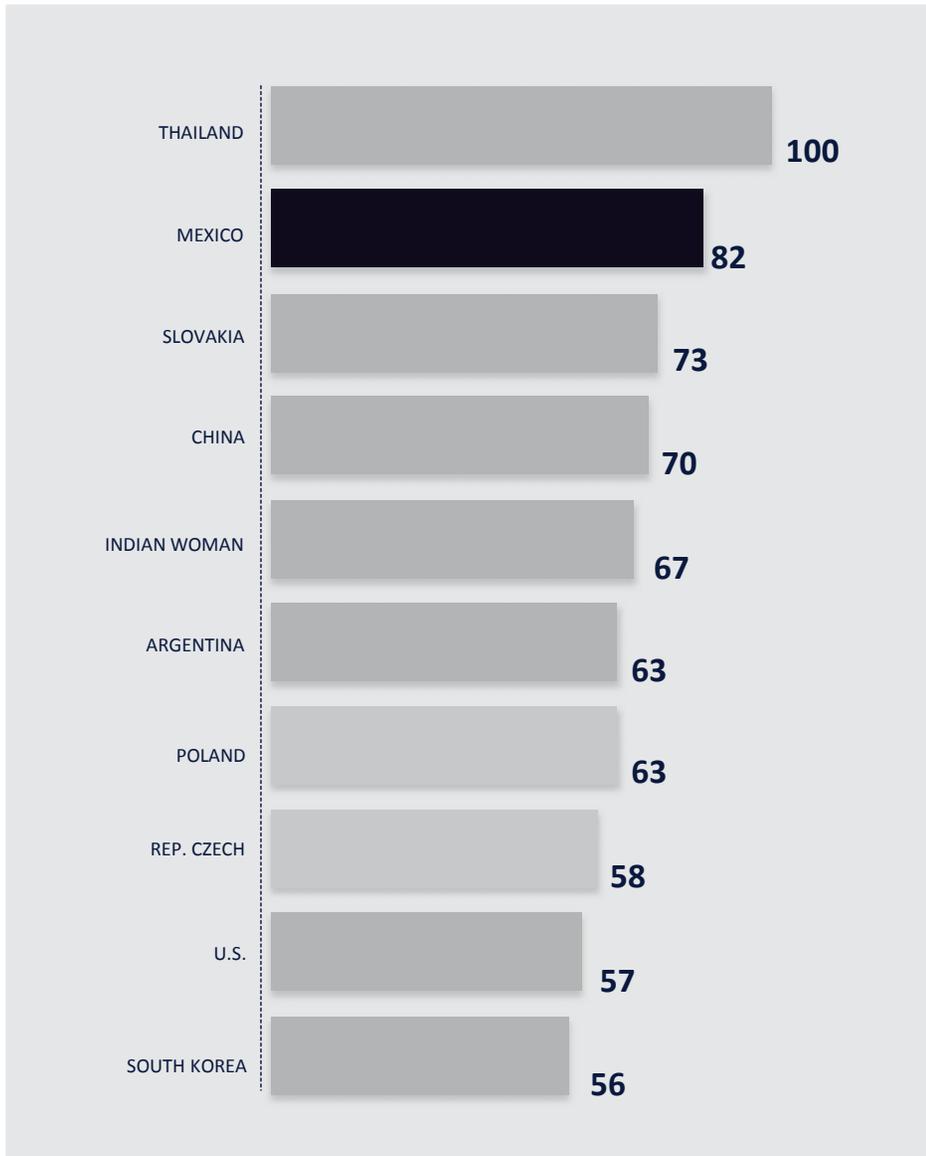
TO DISTRIBUTE UP TO **75%**  
OF AVAILABLE CASH\*

Source: Company data

\*Available cash equals funds from operations minus tax paid in cash

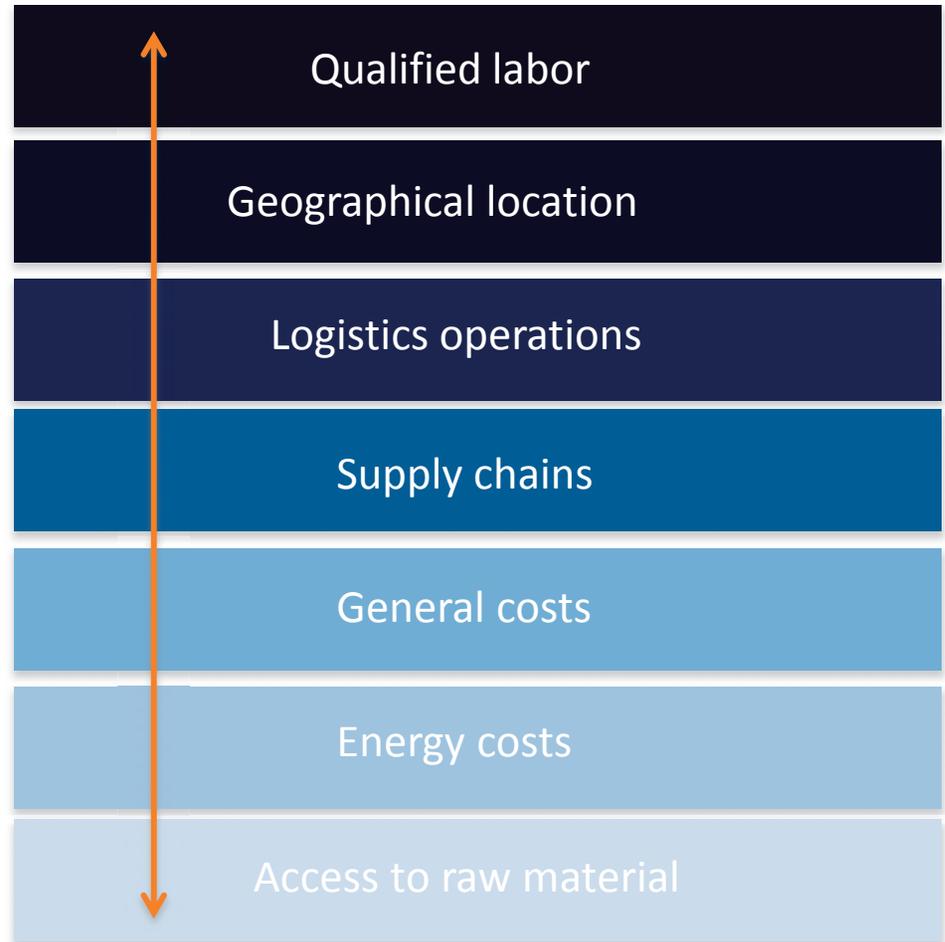


## Competitive Index in Mexico



## Mexico

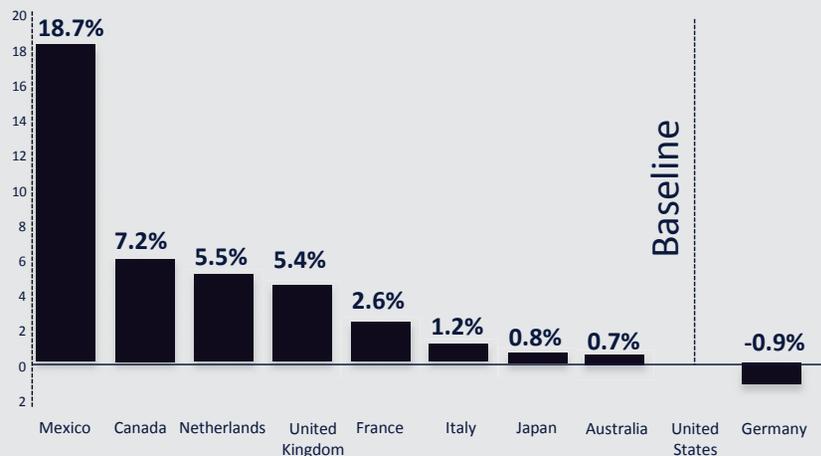
### STRENGTHS



### CHALLENGES

## Production Costs

Lower cost ← → Higher cost



SOURCE: KPMG, Competitive Alternatives 2014

Mexico is positioned as one of the most competitive manufacturing platforms worldwide.

With the energy reform Mexico will have access to cheaper gas and eventually lower electric power costs.

## Electricity and natural gas costs

|                      | Electricity |      | Natural gas                                        |      |
|----------------------|-------------|------|----------------------------------------------------|------|
|                      | US¢ per KWh | Rank | US¢ per CCF <sup>3</sup><br>(100 ft <sup>3</sup> ) | Rank |
| <b>North America</b> |             |      |                                                    |      |
| Canada               | 10.4¢       | 2    | \$0.65                                             | 3    |
| Mexico               | 14.6¢       | 6    | \$0.42                                             | 1    |
| United States        | 8.7¢        | 1    | \$0.59                                             | 2    |
| <b>Europe</b>        |             |      |                                                    |      |
| France               | 12.3¢       | 4    | \$1.87                                             | 8    |
| Germany              | 18.3¢       | 8    | \$2.04                                             | 10   |
| Italy                | 21.6¢       | 10   | \$1.90                                             | 9    |
| Netherlands          | 12.2¢       | 3    | \$1.83                                             | 7    |
| United Kingdom       | 15.3¢       | 7    | \$1.49                                             | 5    |
| <b>Asia Pacific</b>  |             |      |                                                    |      |
| Australia            | 20.4¢       | 9    | \$1.34                                             | 4    |
| Japan                | 14.4¢       | 5    | \$1.63                                             | 6    |

SOURCE: KPMG, Competitive Alternatives 2014

|                | GDP                  |          | Inflation rate |             | Projected population growth rate <sup>1</sup> |              |
|----------------|----------------------|----------|----------------|-------------|-----------------------------------------------|--------------|
|                | 2010-13 <sup>1</sup> | Rank     | 2012           | 2015-20     | 2030-35                                       | 2030-35 Rank |
| Australia      | 2.8                  | 2        | 1.8%           | 1.2%        | 0.9%                                          | 1            |
| Canada         | 2.3                  | 3        | 1.5%           | 1.0%        | 0.6%                                          | 3            |
| France         | 1.0                  | 8        | 2.0%           | 0.5%        | 0.3%                                          | 6            |
| Germany        | 2.2                  | 5        | 2.0%           | -0.2%       | -0.4%                                         | 9            |
| Italy          | -0.5                 | 10       | 3.0%           | 0.1%        | -0.1%                                         | 8            |
| Japan          | 2.0                  | 6        | 0.0%           | -0.2%       | -0.5%                                         | 10           |
| <b>Mexico</b>  | <b>3.5</b>           | <b>1</b> | <b>4.1%</b>    | <b>1.1%</b> | <b>0.6%</b>                                   | <b>2</b>     |
| Netherlands    | 0.0                  | 9        | 2.5%           | 0.2%        | 0.0%                                          | 7            |
| United Kingdom | 1.1                  | 7        | 2.8%           | 0.5%        | 0.4%                                          | 5            |
| United States  | 2.2                  | 4        | 2.1%           | 0.8%        | 0.6%                                          | 4            |

SOURCE: KPMG, Competitive Alternatives 2014

<sup>1</sup>World Economic Outlook Database, IMF, October 2013

Mexico's GDP growth will improve as soon as structural reforms enter into full effect

Inflation rate in Mexico was **3.7% in 2013**

Mexico's competitiveness vs. China has greatly improved (labor cost and availability, location, transportation costs, etc)

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