

Third Quarter 2016

# FIBRA Prologis

## Financial Report



## FIBRA Prologis Announces Third Quarter 2016 Earnings Results

MEXICO CITY (October 20, 2016) – FIBRA Prologis (BMV:FIBRAPL 14), the leading owner and operator of Class-A industrial real estate in Mexico, today reported results for the third quarter of 2016.

Net earnings per CBFi in the third quarter was Ps. 0.7020 (US\$0.0382) compared with Ps. 0.6997 (US\$0.0433) for the same period in 2015. Funds from operations (FFO) per CBFi was Ps. 0.7730 (US\$0.0419) for the third quarter compared with Ps. 0.6631 (US\$0.0410) for the same period in 2015.

### SOLID OPERATING RESULTS

“We are pleased to report that our excellent operating performance continued in the third quarter,” said Luis Gutierrez, CEO, Prologis Property Mexico. “Customer demand for logistics facilities in Mexico remains positive even in light of macroeconomic crosscurrents. We continue to see requirements from multinational retailers for large box and modern-grade facilities, especially in Mexico City’s CTT corridor. Customers are consolidating their operations from smaller, lower-quality facilities into larger distribution centers—in doing so, they improve the efficiency of their supply chains and gain access to improving infrastructure.”

Operating Portfolio	3Q16	3Q15	Notes
Period End Occupancy	96.7%	96.3%	<i>Record occupancy led by global markets at 96.9%</i>
Leases Signed	2.3 MSF	1.8 MSF	<i>Led by Mexico City with 1.2 MSF</i>
Customer Retention	88.8%	92.6%	
Net Effective Rent Change	8.0%	14.7%	<i>Led by regional markets at 12.2%</i>
Cash Same Store NOI	1.1%	9.8%	<i>Year-over-year increase of 3.8% in constant dollars and excluding a one-time adjustment</i>
Same Store NOI	-1.6%	0.8%	<i>Year-over-year increase of 1.1% in constant dollars and excluding a one-time adjustment</i>

### STRONG FINANCIAL POSITION



As of September 30, 2016, FIBRA Prologis' liquidity was Ps. 7.8 billion (US\$400.4 million), which included Ps. 7.5 billion (US\$387.0 million) of available capacity on its unsecured credit facility and Ps. 259.5 million (US\$13.4 million) of unrestricted cash.

### GUIDANCE UPDATE FOR 2016

"We anticipate ending the year with meaningful outperformance in operations and a significant decrease in capital expenditures, which in turn will offset peso devaluation in AFFO," said Jorge Girault, senior vice president, Finance, Prologis Property Mexico. "Additionally, we are revising our FFO to reflect the negative impact of debt mark-to-market that resulted from the refinancing a portion of the debt assumed at IPO. This non-cash adjustment has no impact on our AFFO or distributions."

(US\$ in million, except per CBFİ amounts)	Previous	Revised	Notes
FFO per CBFİ	\$0.1650 to \$0.1800	\$0.1650 to \$0.1700	<i>Excludes the impact of foreign exchange movements</i>
Year End Occupancy	95.5% to 96.5%	96.5% to 97.5%	
Annual Capital Expenditures as % of NOI	14% to 16%	13.75% to 14.75%	

### WEBCAST & CONFERENCE CALL INFORMATION

FIBRA Prologis will host a live webcast/conference call to discuss quarterly results, current market conditions and future outlook. Here are the event details:

- Friday, October 21, 2016, at 9 a.m. CT/10 a.m. ET
- Live webcast at [www.fibraprologis.com](http://www.fibraprologis.com) by clicking Events
- Dial in: +1 877 256 7020 or +1 973 409 9692 and enter Passcode 85588410.

A telephonic replay will be available October 21– October 28 at +1 855 859 2056 from the U.S. and Canada or at +1 404 537 3406 from all other countries using conference code 85588410. The replay will be posted in the Investor Relations section of the FIBRA Prologis website.

### ABOUT FIBRA PROLOGIS



FIBRA Prologis is the leading owner and operator of Class-A industrial real estate in Mexico. As of September 30, 2016, FIBRA Prologis was comprised of 190 logistics and manufacturing facilities in six industrial markets in Mexico totaling 33.3 million square feet (3.1 million square meters) of gross leasable area.

## **FORWARD-LOOKING STATEMENTS**

The statements in this release that are not historical facts are forward-looking statements. These forward-looking statements are based on current expectations, estimates and projections about the industry and markets in which FIBRA Prologis operates, management's beliefs and assumptions made by management. Such statements involve uncertainties that could significantly impact FIBRA Prologis financial results. Words such as "expects," "anticipates," "intends," "plans," "believes," "seeks," "estimates," variations of such words and similar expressions are intended to identify such forward-looking statements, which generally are not historical in nature. All statements that address operating performance, events or developments that we expect or anticipate will occur in the future — including statements relating to rent and occupancy growth, acquisition activity, development activity, disposition activity, general conditions in the geographic areas where we operate, our debt and financial position, are forward-looking statements. These statements are not guarantees of future performance and involve certain risks, uncertainties and assumptions that are difficult to predict. Although we believe the expectations reflected in any forward-looking statements are based on reasonable assumptions, we can give no assurance that our expectations will be attained and therefore, actual outcomes and results may differ materially from what is expressed or forecasted in such forward-looking statements. Some of the factors that may affect outcomes and results include, but are not limited to: (i) national, international, regional and local economic climates, (ii) changes in financial markets, interest rates and foreign currency exchange rates, (iii) increased or unanticipated competition for our properties, (iv) risks associated with acquisitions, dispositions and development of properties, (v) maintenance of real estate investment trust ("FIBRA") status and tax structuring, (vi) availability of financing and capital, the levels of debt that we maintain and our credit ratings, (vii) risks related to our investments (viii) environmental uncertainties, including risks of natural disasters, and (ix) those additional factors discussed in reports filed with the "Comisión Nacional Bancaria y de Valores" and the Mexican Stock Exchange by FIBRA Prologis under the heading "Risk Factors." FIBRA Prologis undertakes no duty to update any forward-looking statements appearing in this release.

Non-Solicitation - Any securities discussed herein or in the accompanying presentations, if any, have not been registered under the Securities Act of 1933 or the securities laws of any state and may not be offered or sold in the United States absent registration or an applicable exemption





from the registration requirements under the Securities Act and any applicable state securities laws. Any such announcement does not constitute an offer to sell or the solicitation of an offer to buy the securities discussed herein or in the presentations, if and as applicable.

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## Content



Prologis Alamar IP #3, Tijuana

# Quarterly Financial Statement

## Supplemental Financial Information



Fideicomiso Irrevocable F/1721  
Deutsche Bank México, S. A., Institución  
de Banca Múltiple, División Fiduciaria

Interim Condensed Financial  
Statements as of September 30,  
2016 and for the three and nine  
months then ended

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## Third Quarter 2016 Earnings Report

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## Third Quarter 2016 Management Overview

### **Letter from Luis Gutierrez, Chief Executive Officer, Prologis Mexico**

We are pleased to report that our excellent operating performance continued in the third quarter. Leasing volume was robust, at 2.3 million square feet, leading to a period-ending occupancy of 96.7 percent, the highest on record for this portfolio—outpacing the market by 190 basis points and marking our eighth consecutive quarter at or above 96 percent. Net effective rent on rollovers increased by 8.0 percent and retention was strong, at approximately 89 percent.

Customer sentiment toward logistics real estate in Mexico is positive even in light of macroeconomic crosscurrents. Demand for space dedicated to e-commerce is growing in Mexico City; to illustrate, in 2016, around 30 percent of new leases were signed by customers to support e-commerce operations. We continue to see a considerable uptick of demand from multinational retailers for large box and modern-grade facilities, especially in Mexico City's CTT corridor. Customers continue to consolidate their operations from smaller, lower-quality facilities to a single large distribution center—in doing so, they improve the efficiency of their supply chains and gain access to improving infrastructure. Of note, Mexico's healthy labor market has been a primary contributing factor to the strong consumption growth we have seen since 2015. Controlled inflation, along with anticipated future stability in the exchange rate, should, in our view, continue to support consumption and a corresponding demand for logistics real estate.

As we look to market conditions, demand in our six markets remained robust, with 6.7 million square feet in the quarter, and continues to outpace supply by a significant degree. As a result, vacancy declined significantly by approximately 40 basis points in the third quarter and more than 250 basis points in the past year, to nearly 5 percent. The overall decline in vacancy continues to be led by Greater Mexico City, where the market vacancy rate is now below 3 percent. Greater Mexico City, Monterrey and Tijuana account for approximately 85 percent of net absorption this year. We anticipate that demand in 2016 will exceed our initial forecast by 3 to 5 million square feet, and we expect to end the year with a net absorption in the range of 23 to 25 million square feet—the highest on record.

In summary, our operating results are excellent. They reflect our vigilance in how our experienced team studies the markets and conducts business. As well, they showcase the quality of our portfolio and our focused investment strategy, which emphasizes the best markets in those areas poised for the greatest growth. Looking forward, we will monitor any signs of slowing customer demand. Should conditions soften, I am confident in the resilience of our strategy and, especially, our people, who for a quarter of a century have shown that they are the best professionals in logistics real estate.

Thank you for your continued support.

Sincerely,

Luis Gutierrez

Chief Executive Officer

The interim condensed financial statements included in this report were prepared in accordance with International Financial Reporting Standards (“IFRS”) issued by the International Accounting Standards Board (“IASB”).

Please read this in conjunction with the interim condensed financial statements.

## **Management Overview**

FIBRA Prologis (BMV: FIBRAPL 14) is the leading owner and operator of Class-A industrial real estate in Mexico. As of September 30, 2016, FIBRA Prologis owned 190 logistics and manufacturing facilities in six strategic markets in Mexico totaling 33.3 million square feet (3.1 million square meters) of gross leasable area (“GLA”). These properties were leased to 238 customers, including third-party logistics providers, transportation companies, retailers and manufacturers.

Approximately 66.6 percent of our net effective rents are in global logistics markets (“global markets”) and the remaining 33.4 percent are in regional manufacturing markets (“regional markets”). Global markets include Mexico City, Guadalajara and Monterrey. These markets are highly industrialized and consumption-driven, benefiting from their proximity to principal highways, airports and rail hubs, as well as being located in highly populated areas that are experiencing the sustained growth of middle class families. Regional markets include Cd. Juarez, Tijuana and Reynosa. These markets are industrial centers for the automotive, electronics, medical and aerospace industries, among others, and benefit from an ample supply of qualified labor as well as proximity to the U.S. border. Our operating results are presented in a manner consistent with how management evaluates the performance of the portfolio.

Third quarter financial information includes results from July 1, 2016, through September 30, 2016. During the three months ended September 30, 2016, and through the date of this report, the following activity occurred:

- Operating results:

Operating Portfolio	3Q 2016	3Q 2015	Notes
Period End Occupancy	96.7%	96.3%	<i>Record occupancy led by global markets at 96.9%</i>
Leases Signed	2.3 MSF	1.8 MSF	<i>Led by Mexico City with 1.2 MSF</i>
Customer Retention	88.8%	92.6%	
Net Effective Rent Change	8.0%	14.7%	<i>Led by regional markets at 12.2%</i>
Cash Same Store NOI	1.1%	9.8%	<i>Year-over-year increase of 3.8% in constant dollars and excluding a one-time adjustment</i>

Same Store NOI	-1.6%	0.8%	<i>Year-over-year increase of 1.1% in constant dollars and excluding a one-time adjustment</i>
Avg. Turnover Cost per SF leased	US\$2.28/SF	US\$2.00/SF	<i>Driven by a significant increase in new leases</i>

### Our Plan for Growth

We have a plan to grow revenue, earnings, NOI and adjusted funds from operations (“AFFO”) (see definition in the Supplemental Financial Information) and distributions based on the following key elements:

- *Acquisitions.* Access to a proprietary acquisition pipeline allows us to increase our investments in real estate under an exclusivity agreement with Prologis, entered into in connection with our initial public offering. Currently, most of our anticipated near-term acquisitions are owned by Prologis and are either operating assets or are under development. As of September 30, 2016, Prologis had 2.8 million square feet under development or pre-stabilization. We expect that the remaining properties under development or in the lease-up phase will be offered to FIBRA Prologis as they stabilize. In terms of liquidity, we have an adequate line of credit to execute on the rest of these properties, if offered.
- *Rising Rents.* Market rents are stable across all of our markets. We believe this trend will continue in the near term due to peso fluctuation, even though demand for high-quality industrial space outpaces supply in all of our markets. Overall, in-place rents are around 4.3 percent below market rents due to the fact that many of our in-place leases began during periods of lower market rents. This will support increases in net effective rents on lease turnover. Because we are able to recover the majority of our operating expenses from customers, the increase in rent translates into increased NOI, earnings and cash flow. During the third quarter of 2016, we had positive rent change of 8.0 percent on rollovers when comparing the net effective rent of the new lease to the prior lease for the same space. We have experienced positive rental increases for 10 consecutive quarters.
- *Cost of Debt.* We are committed to continuing to lower our overall cost of debt, extend our maturities and increase our liquidity. Subject to market conditions, we plan to obtain new debt or refinance our secured debts maturing in 2017 with lower-cost debt. We are actively working on addressing these expirations.

## Currency Exposure

As of September 30, 2016, our revenues denominated in U.S. dollars represented 78.9 percent of annualized net effective rents, resulting in limited peso exposure of approximately 9.9 percent of NOI. Most leases renewed during the quarter were maintained in the same currency as the previous lease. In the near term, we do not expect a material increase in the amount of peso-denominated revenues due to a change in the lease currency at the renewal of U.S.-dollar denominated leases.

## Liquidity and Capital Resources

### *Overview*

We believe our ability to generate cash from operating activities and available financing sources will allow us to meet anticipated future acquisition, operating, debt service and distribution requirements.

### *Near-Term Principal Cash Sources and Uses*

As a FIBRA, we are required to distribute at least 95 percent of our taxable income. In addition to distributions to CBFH holders, we expect our primary cash uses will include:

- Capital expenditures and leasing costs on properties in our operating portfolio.
- Completion of the development and leasing of our current development projects. At September 30, 2016, our development pipeline comprised a vacant property with a current investment of Ps. 145.7 million (approximately US\$7.5 million) and a total expected investment ("TEI") of Ps. 209.3 million (approximately US\$10.8 million) when completed and leased, leaving Ps. 63.6 million (approximately US\$3.3 million) to invest.
- Acquisition of industrial buildings pursuant to our right of first refusal with Prologis or acquisitions from third parties.
- Repayment of debt and scheduled principal payments during the remainder of 2016 and 2017 of approximately US\$1.0 million and US\$216.0 million, respectively.

We expect to fund our cash needs principally from the following sources, all of which are subject to market conditions:



- Available unrestricted cash balances of Ps. 259.5 million (approximately US\$13.4 million) as of September 30, 2016, as a result of cash flow from the operating properties.
- Borrowing capacity of Ps. 7.5 billion (US\$387.0 million) under our undrawn unsecured credit facility.
- Proceeds from the potential new debt, subject to market conditions, or the refinancing of our 2017 debt maturities.

### *Debt*

As of September 30, 2016, we had approximately Ps. 12.9 billion (US\$664.4 million) of debt at par value with a weighted average effective interest rate of 4.0 percent (a weighted average coupon rate of 4.8 percent) and a weighted average maturity of 3.7 years.

According to the CNBV regulation for the calculation of debt ratios, our loan-to-value and debt service coverage ratios as of September 30, 2016, were 31.2 percent and 1.8 times, respectively.



## Independent Auditors' Report on Review of Interim Financial Information

To the Technical Committee and Trustors  
FIBRA Prologis Fideicomiso Irrevocable F/1721

### *Introduction*

We have reviewed the accompanying September 30, 2016 condensed interim financial information of FIBRA Prologis Fideicomiso Irrevocable F/1721 Deutsche Bank México, S. A., Institución de Banca Múltiple, División Fiduciaria (“the Trust”), which comprises:

- The interim condensed statement of financial position as of September 30, 2016;
- The interim condensed statements of comprehensive income for the three- month and nine- month periods ended September 30, 2016;
- The interim condensed statement of changes in equity for the nine- month period ended September 30, 2016;
- The interim condensed statement of cash flows for the nine- month period ended September 30, 2016; and
- Notes to the condensed interim financial information.

Management is responsible for the preparation and presentation of this condensed interim financial information in accordance with International Audit Standards (IAS) 34, “*Interim Financial Reporting*”. Our responsibility is to express a conclusion on this condensed interim financial information based on our review.

### *Scope of Review*

We conducted our review in accordance with the International Standard on Review Engagements 2410, “*Review of Interim Financial Information Performed by the Independent Auditor of the Entity*”. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

(Continued)



*Conclusion*

Based on our review, nothing has come to our attention that causes us to believe that the accompanying September 30, 2016 condensed interim financial information is not prepared, in all material respects, in accordance with IAS 34, “*Interim Financial Reporting*”.

KPMG CARDENAS DOSAL, S. C.



Jose Angel Chairez Garza

Mexico City, October 18, 2016.

## Interim condensed statements of financial position

As of September 30, 2016 and December 31, 2015

in thousands Mexican Pesos	Note	September 30, 2016	December 31, 2015
<b>Assets</b>			
Current assets:			
Cash		\$ 259,495	\$ 721,207
Trade receivables	7	42,378	41,814
Value added tax and other receivables	8	103,811	176,914
Prepaid expenses	9	69,219	85,202
		474,903	1,025,137
Non-current assets:			
Investment properties	10	40,870,051	35,475,843
<b>Total assets</b>		<b>\$ 41,344,954</b>	<b>\$ 36,500,980</b>
<b>Liabilities and equity</b>			
Current liabilities:			
Trade payables		\$ 38,077	\$ 64,129
Due to affiliates	13	87,015	14,016
Current portion of long term debt	11	160,742	1,865,329
		285,834	1,943,474
Non-current liabilities:			
Long term debt	11	12,813,322	9,544,304
Security deposits		272,964	233,386
Interest rate swaps	14	30,165	-
		13,116,451	9,777,690
Total liabilities		13,402,285	11,721,164
Equity:			
CBFI holders capital	12	14,637,226	15,532,302
Other equity accounts		13,305,443	9,247,514
Total equity		27,942,669	24,779,816
<b>Total liabilities and equity</b>		<b>\$ 41,344,954</b>	<b>\$ 36,500,980</b>

The accompanying notes are an integral part of these interim condensed financial statements.

## Interim condensed statements of comprehensive income

For the three and nine months ended September 30, 2016 and 2015

in thousands Mexican Pesos, except per CBFI amounts		Note		Three months ended September 30,		Nine months ended September 30,	
		2016	2015	2016	2015	2016	2015
<b>Revenues:</b>							
		\$	\$	\$	\$		
	Lease rental income	727,625	601,214	2,096,809	1,729,842		
	Rental recoveries	75,164	70,138	210,033	180,267		
	Other property income	14,841	8,362	41,329	37,083		
		817,630	679,714	2,348,171	1,947,192		
<b>Costs and expenses:</b>							
	Property operating expenses:						
	Operating and maintenance	45,709	40,985	129,738	114,943		
	Utilities	10,979	8,636	27,383	24,824		
	Property management fees	13	26,105	20,637	72,414		66,807
	Real estate taxes	14,498	13,713	42,806	40,953		
	Non-recoverable operating	12,748	5,259	29,754	19,270		
		110,039	89,230	302,095	266,797		
<b>Gross profit</b>		<b>707,591</b>	<b>590,484</b>	<b>2,046,076</b>	<b>1,680,395</b>		
<b>Other expenses (income):</b>							
	Loss (gain) on valuation of investment properties	10	23,796	(37,936)	132,407	(186,076)	
	Gain on disposition of investment properties		-	-	(5,197)	-	
	Asset management fees	13	73,077	61,096	213,563	168,872	
	Professional fees		7,712	10,416	23,890	34,196	
	Amortization of debt premium		(36,059)	(51,473)	(107,588)	(144,626)	
	Interest expense		163,938	129,536	450,813	387,683	
	Amortization of deferred financing cost		7,669	4,754	21,325	35,212	
	Interest income from value added tax receivable		-	-	-	(59,280)	
	Net loss on early extinguishment of debt		965	-	54,645	-	
	Exchange loss, net		6,728	16,602	51,207	101,706	
	Other expenses		14,382	13,528	43,759	28,503	
			262,208	146,523	878,824	366,190	
<b>Net income</b>		<b>445,383</b>	<b>443,961</b>	<b>1,167,252</b>	<b>1,314,205</b>		
<b>Other comprehensive income:</b>							
	Translation effects from functional currency to reporting currency		(1,224,881)	(1,964,509)	(2,988,130)	(3,056,039)	
	Unrealized (gain)/loss on interest rate swaps	14	(28,052)	-	30,165	-	
			(1,252,933)	(1,964,509)	(2,957,965)	(3,056,039)	
<b>Total comprehensive income for the period</b>		<b>\$ 1,698,316</b>	<b>\$ 2,408,470</b>	<b>\$ 4,125,217</b>	<b>\$ 4,370,244</b>		
<b>Earnings per CBFI</b>		<b>6</b>	<b>\$ 0.70</b>	<b>\$ 0.70</b>	<b>\$ 1.84</b>	<b>\$ 2.07</b>	

The accompanying notes are an integral part of these interim condensed financial statements.

## Interim condensed statements of changes in equity

For the nine months ended September 30, 2016 and 2015

in thousands Mexican Pesos	CBFI holders capital		Other equity accounts		Retained earnings		Total	
Balance as of January 1, 2015	\$	16,437,977	\$	2,409,874	\$	911,001	\$	19,758,852
Equity distributions		(627,994)		-		-		(627,994)
Comprehensive income:								
Translation effects from functional currency to reporting currency		-		3,056,039		-		3,056,039
Net income		-		-		1,314,205		1,314,205
Total comprehensive income		-		3,056,039		1,314,205		4,370,244
<b>Balance as of September 30, 2015</b>	<b>\$</b>	<b>15,809,983</b>	<b>\$</b>	<b>5,465,913</b>	<b>\$</b>	<b>2,225,206</b>	<b>\$</b>	<b>23,501,102</b>
Balance as of January 1, 2016	\$	15,532,302	\$	5,872,146	\$	3,375,368	\$	24,779,816
Equity distributions		(895,076)		-		-		(895,076)
Dividends		-		-		(67,288)		(67,288)
Comprehensive income:								
Translation effects from functional currency to reporting currency		-		2,988,130		-		2,988,130
Unrealized loss on interest rate swaps		-		(30,165)		-		(30,165)
Net income		-		-		1,167,252		1,167,252
Total comprehensive income		-		2,957,965		1,167,252		4,125,217
<b>Balance as of September 30, 2016</b>	<b>\$</b>	<b>14,637,226</b>	<b>\$</b>	<b>8,830,111</b>	<b>\$</b>	<b>4,475,332</b>	<b>\$</b>	<b>27,942,669</b>

The accompanying notes are an integral part of these interim condensed financial statements.



## Interim condensed statements of cash flows

For the nine months ended September 30, 2016 and 2015

in thousands Mexican Pesos	Nine months ended	
	September 30, 2016	September 30, 2015
<b>Operating activities:</b>		
Net income	\$ 1,167,252	\$ 1,314,205
<i>Adjustments for:</i>		
Loss (gain) on revaluation of investment properties	132,407	(186,076)
Gain on disposition of investment properties	(5,197)	-
Allowance for uncollectible trade receivables	16,241	8,468
Interest expense	450,813	387,683
Net loss on early extinguishment of debt	54,645	-
Amortization of deferred financing cost	21,325	35,212
Unrealized exchange loss	49,290	14,052
Amortization of debt premium	(107,588)	(144,626)
Rent leveling	(43,610)	(67,611)
<i>Change in:</i>		
Trade receivables	(16,805)	(5,156)
Value added tax and other receivables	73,103	2,054,548
Prepaid expenses	15,983	(28,236)
Trade payables	(26,052)	30,526
Due to affiliates	72,999	(80,323)
Security deposits	39,578	32,819
Net cash flow provided by operating activities	1,894,384	3,365,485
<b>Investing activities:</b>		
Funds for acquisition of investment properties	(967,272)	(74,491)
Funds for development of investment properties	(9,739)	(47,681)
Capital expenditures on investment properties	(262,581)	(249,524)
Proceeds from disposition of investment properties	31,360	-
Net cash flow used in investing activities	(1,208,232)	(371,696)
<b>Financing activities:</b>		
Equity distributions	(895,076)	(627,994)
Dividends paid	(67,288)	-
Long term debt borrowings	803,076	-
Long term debt payments	(493,128)	(1,636,068)
Interest paid	(451,115)	(386,091)
Cash paid for early extinguishment of debt	(92,061)	-
Net cash flow used in financing activities	(1,195,592)	(2,650,153)
Net (decrease) increase in cash	(509,440)	343,636
Effect of foreign currency exchange rate changes on cash	47,728	118,391
Cash at beginning of the period	721,207	282,475
<b>Cash at the end of the period</b>	<b>\$ 259,495</b>	<b>\$ 744,502</b>

The accompanying notes are an integral part of these interim condensed financial statements.

## Notes to interim condensed financial statements

As of September 30, 2016 and for the three and nine months then ended and December 31, 2015

In thousands of Mexican Pesos, except per CBFi

### 1. Main activity, structure, and significant events

**Main activity** – FIBRA Prologis (“FIBRAPL”), is a trust formed according to the Irrevocable Trust Agreement No. F/1721 dated August 13, 2013 (“Date of Inception”). Such agreement was signed between Prologis Property México, S. A. de C. V. as Trustor and Deutsche Bank México, S. A., Institución de Banca Múltiple, División Fiduciaria as Trustee. FIBRAPL is a Mexican real estate investment trust authorized by Mexican law (Fideicomiso de Inversión en Bienes Raíces, or FIBRA, as per its name in Spanish) with its address on Avenida Prolongación Paseo de la Reforma No. 1236, Piso 9, Desarrollo Santa Fe, Cuajimalpa de Morelos, C.P. 05348.

The primary purpose of FIBRAPL is the acquisition or construction of industrial real estate in Mexico generally with the purpose of leasing such real estate to third parties under long-term operating leases.

**Structure** – FIBRAPL’s parties are:

<b>Trustor:</b> Prologis Property México, S. A. de C. V.
<b>First beneficiaries:</b> Certificate holders.
<b>Trustee:</b> Deutsche Bank México, S. A., Institución de Banca Múltiple, División Fiduciaria.
<b>Common representative:</b> Monex Casa de Bolsa, S. A. de C. V., Monex Grupo Financiero
<b>Manager:</b> Prologis Property México, S. A. de C. V.

**Significant events** – On September 23, 2016, FIBRAPL paid \$180 million Mexican pesos (\$9.2 million U.S. dollars) on the Mexican peso borrowings under its secured revolving credit facility with Citibank N.A.; on August 30, 2016, FIBRAPL paid \$7 million U.S. dollars (\$130 million Mexican pesos) on the U.S. dollar borrowings under the credit facility and on August 25, 2016, FIBRAPL paid \$150 million Mexican pesos (\$8.2 million U.S. dollars) to the same credit facility.

On July 28, 2016, FIBRAPL borrowed \$330 million Mexican pesos (\$17.5 million U.S.) on its credit facility with Citibank, N. A., with an interest rate of “TIIE” (Interbank Balance Interest Rate, from its name in Spanish) plus 220 basis points, to fund distributions described below.

On July 28, 2016, FIBRAPL distributed cash to its CBFi holders, which was considered a return of capital, in the amount of \$0.4055 Mexican pesos per CBFi (approximately \$0.0218 U. S. dollars per CBFi), equivalent to \$257.3 million Mexican pesos (13.8 million U.S. dollars) and paid dividends net of taxes derived from capital gains on the sale of real estate of \$0.1060 Mexican pesos per CBFi (approximately \$0.0057 dollar per CBFi) equivalent to \$67.3 million Mexican pesos (3.6 millions U.S. dollars).

On June 30, 2016, FIBRAPL acquired two new properties from affiliates of the Manager located in Mexico City and Ciudad Juarez with a leasable area of 518,500 square feet in the amount of \$667.8 million Mexican pesos (\$35.4 million U. S. dollars) including closing costs.

On June 28, 2016, FIBRAPL borrowed \$20 million U. S. dollars (\$383 million Mexican pesos) from its credit facility, with an interest rate of "LIBOR" (London Interbank Offered Rate) plus 250 basis points, to pay part of the acquisitions described above. See note 11.

On June 23, 2016, FIBRAPL acquired a property located in Guadalajara, Jalisco with a leasable area of 231,500 square feet in the amount of \$307.6 million Mexican pesos (\$16.3 million U. S. dollars) including closing costs.

On May 11, 2016, FIBRAPL sold a property located in Monterrey, Nuevo Leon with an area of 46,651 square feet in the amount of \$31.4 million Mexican pesos (\$1.7 million U. S. dollars).

On May 11, 2016, FIBRAPL distributed cash to its CBFH holders, which was considered a return of capital, in the amount of \$0.4739 Mexican pesos per CBFH (approximately \$0.0275 U. S. dollars per CBFH), equivalent to \$300.7 million Mexican pesos and remitted \$28.8 million Mexican pesos of income taxes from the sale of investment properties on behalf of CBFH holders.

On March 1, 2016, FIBRAPL increased its loan with Citibank, N. A. as administrative agent (the "Citibank Loan"), in the amount of \$5 million U.S. dollars (\$90.5 million Mexican pesos). See note 11.

On February 3, 2016, FIBRAPL distributed cash to its CBFH holders, which was considered a return of capital, in the amount of \$0.4859 Mexican pesos per CBFH (approximately \$0.0265 U.S. dollars per CBFH), equivalent to \$308.3 million Mexican pesos.

On January 26, 2016, FIBRAPL renegotiated the 1st and 2nd sections of Prudential Insurance Company and Metropolitan Life Insurance Co., Loan through a \$107 million U.S. dollars new secured facility. This new facility is scheduled to mature in February 2027 and bears interest at 4.67%. As a consequence, FIBRAPL wrote off an unamortized debt premium of \$2.0 million U.S. dollars (\$36.3 million Mexican pesos), and paid a prepayment penalty and other costs of \$5 million U.S. dollars (\$81.9 million Mexican pesos), which are being included in "Net loss on early extinguishment of debt" in the statement of comprehensive income. See note 11.

On January 21, 2016, the designation date, FIBRAPL entered into interest rate swaps with the Bank of Nova Scotia and HSBC Bank USA for the Citibank Loan, with notional amounts of \$100 million U.S. dollars and \$150 million U.S. dollars for each bank respectively. The effective date of these swaps was June 23, 2016, fixing the average base rate at 1.0635% and 1.066%, respectively. Both interest rate swaps expire on July 23, 2019. See note 14.

## 2. Basis of presentation

- a. **Interim financial reporting** - The accompanying interim condensed financial statements as of September 30, 2016 and 2015, and for the three and nine months then ended have been prepared in accordance with the International Accounting Standard No. 34, interim financial reporting. Therefore, these financial statements do not include all the information required in a complete annual report prepared in accordance with International Financial Reporting Standards (hereinafter IFRS or IAS). The condensed interim financial statements should be read in conjunction with the annual financial statements as of December 31, 2015, and for the year then ended, prepared in accordance with IFRS.

FIBRAPL management believes that all adjustments that are required for a proper presentation of the financial information are included in these interim condensed financial statements.

- b. **Functional currency and reporting currency** – The accompanying interim condensed financial statements are presented in thousands of Mexican pesos, the local currency in Mexico, unless otherwise indicated. FIBRAPL’s functional currency is the U.S. dollar.
- c. **Critical accounting judgments and estimates** - The preparation of the interim condensed financial statements requires the use of certain critical accounting estimates and management to exercise its judgment in the process of applying FIBRAPL’s accounting policies. The notes to the interim condensed financial statements discuss areas involving a higher degree of judgment or complexity, or areas where assumptions are significant to the financial statements.

Estimates and judgments are continually evaluated and are based on management experience and other factors, including reasonable expectations of future events. Management believes the estimates used in preparing the interim condensed financial statements are reasonable. Actual results in the future may differ from those reported and therefore it is possible, on the basis of existing knowledge, that outcomes within the next financial year are different from our assumptions and estimates and could result in an adjustment to the carrying amounts of the assets and liabilities previously reported.

### 3. Summary of significant Accounting Policies

The significant accounting policies applied in the preparation of the interim condensed financial statements are consistent with those followed in the preparation of and disclosed in FIBRAPL’s audited financial statements as of December 31, 2015.

The one additional accounting policy adopted by FIBRAPL for the period of nine months ended September 30, 2016 is the following hedge accounting policy:

- a. **Derivative Financial Instruments and Hedge Accounting** - FIBRAPL holds derivative financial instruments to hedge its interest rate exposures and follows hedge accounting. Derivatives are initially recognized at fair value and any directly attributable transaction costs are recognized in the statement of comprehensive income as incurred. Subsequent to initial recognition, derivatives are measured at fair value, any changes therein are generally recognized in the statement of comprehensive income. See note 14.

### 4. Rental revenues

Most of FIBRAPL’s lease agreements for the properties are for periods from three to ten years. Generally, these leases are based on a minimum rental payment in U.S. dollars, plus maintenance fees and recoverable expenses.

Future minimum lease payments from base rent on leases with lease periods greater than one year, valued at the September 30, 2016 exchange rate in Mexican pesos, are as follows:

in thousands Mexican Pesos	Amount
<b>Rental revenues:</b>	
2016 (three months)	\$ 785,394
2017	2,889,126
2018	2,385,844
2019	1,774,106
2020	947,638
Thereafter	1,110,031
	<b>\$ 9,892,139</b>

## 5. Segment reporting

Operating segment information is presented based on how management analyzes the business, which includes information aggregated by market. The results for these operating segments are presented for the three and nine months ended September 30, 2016 and 2015, while assets and liabilities are included as of September 30, 2016 and December 31, 2015. FIBRAPL operates in six geographic markets that represent its reportable operating segments under IFRS 8 as follows: Mexico City, Guadalajara, Monterrey, Tijuana, Reynosa and Juarez.

in thousands Mexican Pesos	For the three months ended September 30, 2016						
	Mexico City	Guadalajara	Monterrey	Tijuana	Reynosa	Juarez	Total
<b>Revenues:</b>							
Lease rental income	\$ 257,584	\$ 128,837	\$ 90,754	\$ 88,547	\$ 95,671	\$ 66,232	\$ 727,625
Rental recoveries	23,321	8,131	9,290	11,318	8,544	14,560	75,164
Other property income	2,455	8,485	2,647	195	996	63	14,841
	283,360	145,453	102,691	100,060	105,211	80,855	817,630
<b>Cost and expenses:</b>							
Property operating expenses	40,626	18,585	11,430	10,637	11,013	17,748	110,039
<b>Gross Profit</b>	<b>\$ 242,734</b>	<b>\$ 126,868</b>	<b>\$ 91,261</b>	<b>\$ 89,423</b>	<b>\$ 94,198</b>	<b>\$ 63,107</b>	<b>\$ 707,591</b>

in thousands Mexican Pesos	For the three months ended September 30, 2015						
	Mexico City	Guadalajara	Monterrey	Tijuana	Reynosa	Juarez	Total
<b>Revenues:</b>							
Lease rental income	\$ 208,203	\$ 116,318	\$ 66,885	\$ 78,113	\$ 81,090	\$ 50,605	\$ 601,214
Rental recoveries	21,106	10,940	7,082	11,602	7,551	11,857	70,138
Other property income	2,117	2,471	1,561	196	1,641	376	8,362
	231,426	129,729	75,528	89,911	90,282	62,838	679,714
<b>Cost and expenses:</b>							
Property operating expenses	31,522	13,331	7,473	11,075	9,730	16,099	89,230
<b>Gross Profit</b>	<b>\$ 199,904</b>	<b>\$ 116,398</b>	<b>\$ 68,055</b>	<b>\$ 78,836</b>	<b>\$ 80,552</b>	<b>\$ 46,739</b>	<b>\$ 590,484</b>

in thousands Mexican Pesos	For the nine months ended September 30, 2016						
	Mexico City	Guadalajara	Monterrey	Tijuana	Reynosa	Juarez	Total
<b>Revenues:</b>							
Lease rental income	\$ 756,310	\$ 361,029	\$ 261,996	\$ 258,689	\$ 275,070	\$ 183,715	\$ 2,096,809
Rental recoveries	68,172	23,823	24,301	30,958	24,463	38,316	210,033
Other property income	5,333	23,946	6,071	974	4,490	515	41,329
	829,815	408,798	292,368	290,621	304,023	222,546	2,348,171
<b>Cost and expenses:</b>							
Property operating expenses	102,754	56,854	31,021	32,119	34,510	44,837	302,095
<b>Gross Profit</b>	<b>\$ 727,061</b>	<b>\$ 351,944</b>	<b>\$ 261,347</b>	<b>\$ 258,502</b>	<b>\$ 269,513</b>	<b>\$ 177,709</b>	<b>\$ 2,046,076</b>

in thousands Mexican Pesos	For the nine months ended September 30, 2015						
	Mexico City	Guadalajara	Monterrey	Tijuana	Reynosa	Juarez	Total
<b>Revenues:</b>							
Lease rental income	\$ 598,408	\$ 331,706	\$ 196,649	\$ 224,316	\$ 234,222	\$ 144,541	\$ 1,729,842
Rental recoveries	57,379	18,619	21,746	28,136	21,014	33,373	180,267
Other property income	9,701	14,687	3,977	2,360	4,537	1,821	37,083
	665,488	365,012	222,372	254,812	259,773	179,735	1,947,192
<b>Cost and expenses:</b>							
Property operating expenses	94,811	43,567	22,421	32,216	28,877	44,905	266,797
<b>Gross Profit</b>	<b>\$ 570,677</b>	<b>\$ 321,445</b>	<b>\$ 199,951</b>	<b>\$ 222,596</b>	<b>\$ 230,896</b>	<b>\$ 134,830</b>	<b>\$ 1,680,395</b>

in thousands Mexican Pesos	As of September 30, 2016							
	Mexico City	Guadalajara	Monterrey	Tijuana	Reynosa	Juarez	Unsecured debt	Total
<b>Investment properties:</b>								
Land	\$ 3,326,041	\$ 1,395,664	\$ 990,468	\$ 868,100	\$ 893,130	\$ 647,928	\$ -	\$ 8,121,331
Buildings	13,304,166	5,582,657	3,961,871	3,472,401	3,572,521	2,591,711	-	32,485,327
	16,630,207	6,978,321	4,952,339	4,340,501	4,465,651	3,239,639	-	40,606,658
Rent leveling	110,683	26,243	34,119	40,020	36,174	16,154	-	263,393
<b>Investment properties</b>	<b>\$ 16,740,890</b>	<b>\$ 7,004,564</b>	<b>\$ 4,986,458</b>	<b>\$ 4,380,521</b>	<b>\$ 4,501,825</b>	<b>\$ 3,255,793</b>	<b>\$ -</b>	<b>\$ 40,870,051</b>
<b>Long term debt</b>	<b>\$ 2,366,843</b>	<b>\$ 1,001,640</b>	<b>\$ 1,643,808</b>	<b>\$ 698,790</b>	<b>\$ 1,225,687</b>	<b>\$ 916,807</b>	<b>\$ 5,120,489</b>	<b>\$ 12,974,064</b>



in thousands Mexican Pesos	As of December 31, 2015							Total
	Mexico City	Guadalajara	Monterrey	Tijuana	Reynosa	Juarez	Unsecured debt	
<b>Investment properties:</b>								
Land	\$ 2,986,617	\$ 1,176,805	\$ 999,303	\$ 775,332	\$ 784,150	\$ 533,804	\$ -	\$ 7,256,011
Buildings	11,517,325	4,707,218	3,423,610	3,101,327	3,136,601	2,135,216	-	28,021,297
	14,503,942	5,884,023	4,422,913	3,876,659	3,920,751	2,669,020	-	35,277,308
Rent leveling	87,499	19,312	26,827	32,599	22,319	9,979	-	198,535
<b>Investment properties</b>	<b>\$ 14,591,441</b>	<b>\$ 5,903,335</b>	<b>\$ 4,449,740</b>	<b>\$ 3,909,258</b>	<b>\$ 3,943,070</b>	<b>\$ 2,678,999</b>	<b>\$ -</b>	<b>\$ 35,475,843</b>
<b>Long term debt</b>	<b>\$ 2,175,852</b>	<b>\$ 853,387</b>	<b>\$ 1,543,715</b>	<b>\$ 640,084</b>	<b>\$ 1,117,959</b>	<b>\$ 836,386</b>	<b>\$ 4,242,250</b>	<b>\$ 11,409,633</b>

## 6. Earnings per CBFi

The calculated basic and diluted earnings per CBFi are the same, as follows:

in thousands Mexican Pesos, except per CBFi	For the three months ended		For the nine months ended	
	September 30, 2016	September 30, 2015	September 30, 2016	September 30, 2015
Basic and diluted earnings per CBFi (pesos)	\$ 0.70	\$ 0.70	\$ 1.84	\$ 2.07
Net income	445,383	443,961	1,167,252	1,314,205
<b>Weighted average number of CBFis ('000)</b>	<b>634,480</b>	<b>634,480</b>	<b>634,480</b>	<b>634,480</b>

As of September 30, 2016, FIBRAPL had 634,479,746 CBFis outstanding.

## 7. Trade receivables

As of September 30, 2016 and December 31, 2015, trade accounts receivable of FIBRAPL were comprised as follows:

in thousands Mexican Pesos	September 30, 2016	December 31, 2015
Trade accounts receivable	\$ 72,298	\$ 64,870
Allowance for uncollectable trade receivables	(29,920)	(23,056)
	<b>\$ 42,378</b>	<b>\$ 41,814</b>

## 8. Value Added Tax and other receivables

As of September 30, 2016 and December 31, 2015, value added tax and other receivables were comprised as follows:

in thousands Mexican Pesos	September 30, 2016	December 31, 2015
Value Added Tax	\$ 69,060	\$ 159,598
Other receivables	34,751	17,316
	<b>\$ 103,811</b>	<b>\$ 176,914</b>

FIBRAPL submits withholding taxes to the Mexican tax authorities as a result of interest paid to foreign creditors; such payments are recognized as an expense unless they are expected to be reimbursed to FIBRAPL by the foreign creditor. If FIBRAPL does expect to be reimbursed, the amount is recorded as other receivables.

## 9. Prepaid expenses

As of September 30, 2016 and December 31, 2015, prepaid expenses of FIBRAPL were comprised as follows:

in thousands Mexican Pesos	September 30, 2016	December 31, 2015
Utility deposits	\$ 39,446	\$ 34,440
Real estate tax	14,581	-
Insurance	10,839	579
Debt rate lock fee <sup>(1)</sup>	-	46,384
Other prepaid expenses	4,353	3,799
	<b>\$ 69,219</b>	<b>\$ 85,202</b>

<sup>(1)</sup> In December 2015, FIBRAPL paid a fee in connection with its negotiations of the Prudential Insurance Company and Metropolitan Life Insurance Co. loan refinance which is amortized over the term of the new secured facility beginning in January 2016.

## 10. Investment properties

FIBRAPL obtained a valuation as of September 30, 2016, from independent appraisers in order to determine the fair value of its investment properties which resulted in a loss of \$132,407 for the period from January 1 through September 30, 2016.

a) As of September 30, 2016, investment properties were as follows:

Market	Fair value as of September 30, 2016	# of properties	Lease area in thousands square feet
Mexico City	\$ 16,740,890	50	12,734
Guadalajara	7,004,564	26	5,838
Monterrey	4,986,458	24	3,868
Tijuana	4,380,521	33	4,217
Reynosa	4,501,825	29	4,422
Juarez	3,255,793	29	3,316
<b>Total</b>	<b>\$ 40,870,051</b>	<b>191</b>	<b>34,395</b>

The table above includes an Intermodal facility in the Mexico City market with a leasable area of 1,092 thousand of square feet and a fair value of \$267,839.

As of September 30, 2016, the fair value of investment properties includes excess land in the Monterrey market of \$41,163 and one building under development in the Mexico City market of \$145,702.

As of December 31, 2015, the fair value of investment properties was \$35,475,843 on 189 buildings with a lease area of 33,693 thousand square feet.

As of September 30, 2016 and December 31, 2015, the balance of investment properties includes rent leveling effects of \$263,393 and \$198,535 respectively.

b) The reconciliation of investment properties for the nine months ended September 30, 2016 and the year ended December 31, 2015 was as follows:

in thousands Mexican Pesos	For the nine months ended September 30, 2016	For the year ended December 31, 2015
Beginning balance	\$ 35,475,843	\$ 27,563,010
Translation effect from functional currency	4,240,165	4,812,872
Acquisition of investment properties	952,060	1,968,062
Acquisition cost	23,342	38,839
Capital expenditures, leasing commissions and tenant improvements	262,581	327,952
Development	9,739	124,651
Dispositions	(26,130)	(371,536)
Rent leveling	64,858	109,887
(Loss) gain on valuation of investment properties	(132,407)	902,106
<b>Ending balance of investment properties</b>	<b>\$ 40,870,051</b>	<b>\$ 35,475,843</b>

- c) During the nine months ended September 30, 2016 and for the year ended December 31, 2015, capital expenditures, leasing commissions and tenant improvements of FIBRAPL were as following:

in thousands Mexican Pesos	For the nine months ended September 30, 2016		For the year ended December 31, 2015	
Capital expenditures	\$	95,420	\$	106,233
Leasing commissions		67,944		78,719
Tenant improvements		99,217		143,000
	\$	<b>262,581</b>	\$	<b>327,952</b>

## 11. Long term debt

As of September 30, 2016 and December 31, 2015, FIBRAPL had long term debt denominated in U.S. dollars of \$664.4 million, and \$646.4 million, respectively, comprised of loans from financial institutions as follows:

	Maturity date	Rate	September 30, 2016		December 31, 2015	
			thousands U. S. Dollars	thousands Mexican Pesos	thousands U. S. Dollars	thousands Mexican Pesos
Prudential Insurance Company and Metropolitan Life Insurance Co. (The Pru-Met Loan) 1st. Section (Secured)	December 15, 2016	4.58%	-	\$ -	93,543	\$ 1,622,017
Prudential Insurance Company and Metropolitan Life Insurance Co. (The Pru-Met Loan) 2nd. Section (Secured)	December 15, 2016	4.50%	-	-	11,925	206,777
Neptuno Real Estate, S. de R. L. de C. V. (Secured)	October 7, 2017	7.90%	64,149	1,245,042	64,149	1,112,331
Metropolitan Life Insurance Co. (The Metlife 1 Loan) (Secured)	September 1, 2017	6.90%	112,500	2,183,468	112,500	1,950,728
Metropolitan Life Insurance Co. (The Metlife 2 Loan) (Secured)	November 1, 2017	6.90%	37,500	727,823	37,500	650,243
Prudential Insurance Company and Metropolitan Life Insurance Co. (The Pru-Met Loan) 3rd. Section (Secured)	December 15, 2018	5.04%	66,220	1,285,237	67,597	1,172,118
Prudential Insurance Company and Metropolitan Life Insurance Co. (The Pru-Met Loan) 4th. Section (Secured)	December 15, 2018	4.78%	9,009	174,852	9,202	159,561
Citibank N.A. Credit facility	May 21, 2019	LIBOR + 250bps	13,000	252,312	-	-
Citibank (Unsecured)	December 18, 2020	LIBOR+ 245bps	255,000	4,949,193	250,000	4,334,950
Prudential Insurance Company and Metropolitan Life Insurance Co. 1st. Section (Secured)	February 1, 2027	4.67%	53,500	1,038,360	-	-
Prudential Insurance Company and Metropolitan Life Insurance Co. 2nd. Section (Secured)	February 1, 2027	4.67%	53,500	1,038,360	-	-
<b>Total</b>			<b>664,378</b>	<b>12,894,647</b>	<b>646,416</b>	<b>11,208,725</b>
Long term debt interest accrued			377	7,315	635	11,011
Debt premium, net			8,863	172,013	16,726	290,025
Deferred financing cost			(5,147)	(99,911)	(5,774)	(100,128)
<b>Total debt</b>			<b>668,471</b>	<b>12,974,064</b>	<b>658,003</b>	<b>11,409,633</b>
Current portion of long term debt			8,282	160,742	107,575	1,865,329
<b>Total long term debt</b>			<b>660,189</b>	<b>\$ 12,813,322</b>	<b>550,428</b>	<b>\$ 9,544,304</b>

During the nine months ended September 30, 2016 and 2015, FIBRAPL paid interest on long term debt of \$451,115 and \$386,091, respectively and principal of \$493,128 and \$1,636,068, respectively.

At September 30, 2016, FIBRAPL had a \$400.0 million U.S. dollar (with an option to increase it by \$100.0 million U.S. dollars), unsecured, revolving credit facility (the "Credit Facility") with Citibank N.A. as the administrative agent. The Credit Facility can be used by FIBRAPL for acquisitions, working capital needs and general corporate purposes. The Credit Facility bears interest on borrowings outstanding at LIBOR plus 250 basis points, subject to loan to value grid, and an unused facility fee of 60 basis points. This line of credit matures on May 21, 2018, with a one year extension at the

borrower's option and with approval of lenders' risk committee. As of September 30, 2016, FIBRAPL had an outstanding balance of \$13.0 million U. S. dollars under the Credit Facility.

The loans described above are subject to certain affirmative covenants, including, among others, (i) reporting of financial information; and (ii) maintenance of corporate existence, the security interest in the properties subject to the loan and appropriate insurance for such properties. In addition, the loans are subject to certain negative covenants that restrict FIBRAPL's ability to, among other matters and subject to certain exceptions, incur additional indebtedness under or create additional liens on the properties subject to the loans, change its corporate structure, make certain restricted payments, enter into certain transactions with affiliates, amend certain material contracts, enter into derivative transactions for speculative purposes or form any new subsidiary. The loans contain, among others, the following events of default: (i) non-payment; (ii) false representations; (iii) failure to comply with covenants; (iv) inability to generally pay debts as they become due; (v) any bankruptcy or insolvency event; (vi) disposition of the subject properties; or (vii) change of control of the subject properties.

As of September 30, 2016, FIBRAPL was in compliance with all its covenants.

## 12. FIBRAPL certificates

FIBRAPL was formed on August 13, 2013 through an initial contribution from the sponsor to the fiduciary of \$1.00 Mexican peso.

Effective June 4, 2014, FIBRAPL was listed on the Mexican Stock Exchange, under the ticker symbol FIBRAPL 14 in connection with its IPO.

On December 1, 2014, FIBRAPL registered the issuance of 3,785,280 new CBFIs, as part of the new investment in 6 properties.

As of September 30, 2016 total CBFIs outstanding are 634,479,746.

## 13. Related party information

The detail of transactions of FIBRAPL with its related parties is as follows:

### a. **Manager**

Prologis Property Mexico, S. A. de C. V. (the "Manager"), in its capacity as the FIBRAPL manager is entitled to receive, according to a management agreement between FIBRAPL and the Manager (the "Management Agreement"), the following fees and commissions:

- 1. Asset management fee:** annual fee equivalent to 0.75% of the current appraised value, calculated in accordance with the valuation policies approved by the technical committee under Section 14.1 of the Trust Agreement, based on annual appraisals, plus investment cost for assets that have not been appraised, plus the applicable VAT, paid quarterly. The asset management fee will be prorated with respect to any asset that has been owned less than a full calendar quarter.
- 2. Incentive Fee:** annual fee equal to 10% of cumulative total CBFi holder returns in excess of an annual compound expected return of 9%, paid annually in CBFIs, with each

payment subject to a six-month lock-up, as established under the Management Agreement. The return measurement related to the Incentive Fee is based on a cumulative return period between June 4, 2016 and June 4, 2017. Given the historical volatility and uncertainty of future CBFi performance, FIBRAPL has not recorded an Incentive Fee expense or liability as of September 30, 2016.

3. **Development Fee:** contingent fee equal to 4.0% of total project cost of capital improvements (including replacements and repairs to the properties managed by the Manager, including improvements by the lessor), excluding land or new property development payable upon completion of the project.
4. **Property Management Fee:** fee equal to 3.0% of the revenues generated by the properties, paid monthly.
5. **Leasing Fee:** fee equal to certain percentages of total rent under signed lease agreements, as follows: (i) 5.0% in connection with years one through five of the respective lease agreements; (ii) 2.5% in connection with years six through ten of the respective lease agreements; and (iii) 1.25% in connection with years eleven and beyond of the respective lease agreements. For renewals of existing leases, percentages will be 2.5%, 1.25% and 0.62% for the periods mentioned in bullet points (i), (ii) and (iii), respectively. One half of each leasing fee is payable at signing or renewal and one half is payable at commencement of the applicable lease. The Leasing Fee will be paid in full to the Manager, unless a third-party listing broker provides the procuring or leasing, expansion or renewal service, in which case the Manager shall not be entitled to a Leasing fee.

b. **Other Affiliates**

On August 23, 2016, the technical committee of FIBRAPL approved the reimbursement of maintenance costs incurred on its properties by Prologis affiliates beginning June 1, 2016. Such costs include mainly payroll expenses from maintenance employees plus a markup of 1.5%. prior to June 1, 2016, FIBRAPL had been paying a third party for such services.

- c. As of September 30, 2016 and December 31, 2015, the outstanding balance due to related parties were as follows:

in thousands Mexican Pesos	September 30, 2016	December 31, 2015
Asset management fees	\$ 85,169	\$ 7,804
Property management fees	-	2,492
Development fees	-	3,720
Maintenance cost	1,846	-
	<b>\$ 87,015</b>	<b>\$ 14,016</b>

As of September 30, 2016 and December 31, 2015, asset management fees, property management fees and development fees are due to the Manager while maintenance costs are due to affiliates of the Manager.

- d. Transactions with affiliated companies for the three and nine months ended September 30, 2016 and 2015 were as follows:

in thousands Mexican Pesos	For the three months ended		For the nine months ended	
	September 30, 2016	September 30, 2015	September 30, 2016	September 30, 2015
Acquisition of properties	\$ -	\$ -	\$ 948,922	\$ -
Equity distribution	\$ 118,018	\$ 125,122	\$ 397,345	\$ 288,062
Dividends	\$ 30,865	\$ -	\$ 30,865	\$ -
Asset management fee	\$ 73,077	\$ 61,096	\$ 213,563	\$ 168,872
Property management fee	\$ 26,105	\$ 20,637	\$ 72,414	\$ 66,807
Leasing commissions	\$ 9,261	\$ 6,220	\$ 25,276	\$ 45,244
Development fee	\$ -	\$ 1,018	\$ 372	\$ 1,966
Maintenance costs	\$ 1,794	\$ -	\$ 1,794	\$ -

#### 14. Hedging activities

##### Interest rate Swaps

On January 21, 2016 FIBRAPL entered into interest rate swap contracts with the Bank of Nova Scotia and HSBC Bank USA, whereby FIBRAPL pays a fixed rate of interest of 1.0635% and 1.066% respectively and receives a variable rate based on one month LIBOR. The swaps hedge the exposure to the variable interest rate payments on the variable rate unsecured loan, the Citibank loan. See note 11.

The interest rate swaps meet the criteria of hedge accounting and therefore have been designated as a cash flow hedging instrument. Accordingly, the fair value of the swaps of \$30.2 million Mexican pesos has been recognized in other comprehensive income as unrealized loss on interest rate swaps.

Below is a summary of the terms and fair value of the interest rate swap agreements. The loans and interest rate swaps have the same critical terms.



Counterparty	Effective date	Maturity date	Notional amount*	Fair Value as of September 30, 2016
Bank of Nova Scotia	June 23, 2016	July 23, 2019	100	\$ 11,984
HSBC Bank USA	June 23, 2016	July 23, 2019	150	18,181
				<b>\$ 30,165</b>

\* (amount in million U.S. dollars)

In order to determine fair value, FIBRAPL calculates both current and potential future exposure, reflecting the bilateral credit risk present in many derivatives. The approach incorporates all of the relevant factors that can impact fair value calculations, including interest rate and foreign exchange forward curves and the market expectations of volatility around these curves, credit enhancements between counterparties (including collateral posting, mandatory cash settlements, and mutual puts), the term structure of credit spreads and the conditional cumulative probability of default for both counterparties.

#### 15. Commitments and contingencies

FIBRAPL had no significant commitments or contingencies except as described in these notes as of September 30, 2016.

#### 16. Financial statements approval

On October 18, 2016, the issuance of these interim condensed financial statements was authorized by Jorge Roberto Girault Facha, CFO of the Manager.

\* \* \* \* \*

Third Quarter 2016

# FIBRA Prologis Supplemental Financial Information

Unaudited



Prologis Apodaca #11, Monterrey

FIBRA Prologis' functional currency is the U.S. Dollar, therefore, FIBRA Prologis' management has elected to present actual comparative U.S. Dollars that represent the actual amounts included in our U.S. Dollar financial statements within this supplemental package, based on the following policies:

- a) Transactions in currencies other than U.S. Dollars (Mexican Pesos) are recognized at the rates of exchange prevailing at the date of the transaction.
- b) Equity items are valued at historical exchange rates.
- c) At the end of each reporting period, monetary items denominated in Mexican Pesos are retranslated into U.S. Dollars at the rates prevailing at that date.
- d) Non-monetary items carried at fair value that are denominated in Mexican Pesos are retranslated at the rates prevailing at the date when the fair value was determined.
- e) Exchange differences on monetary items are recognized in profit or loss in the period in which they occur.



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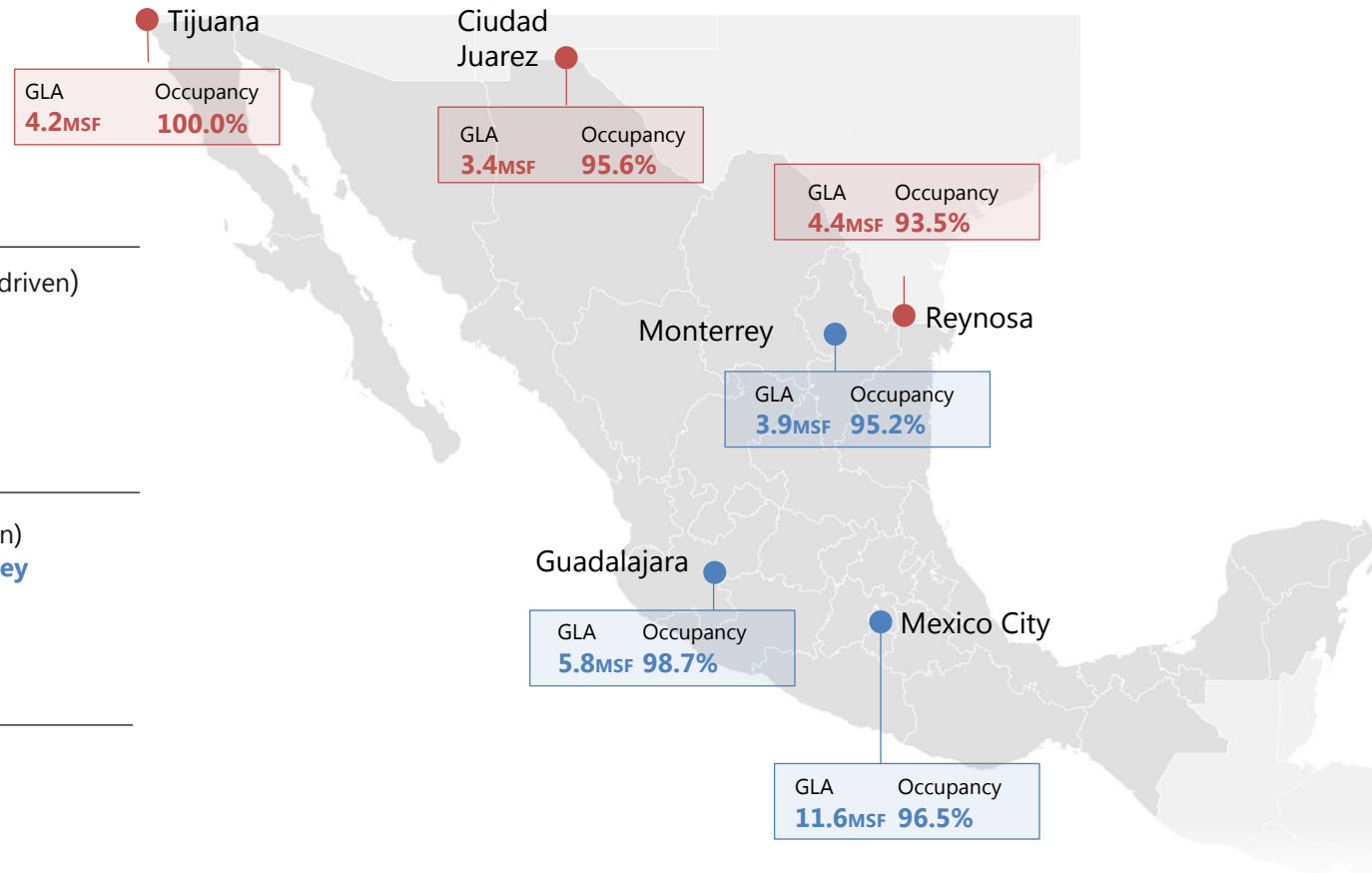
## Notes and Definitions

Notes and Definitions <sup>(A)</sup>	18
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FIBRA Prologis, is the leading owner and operator of Class-A industrial real estate in Mexico. As of September 30, 2016, FIBRA Prologis was comprised of 190 logistics and manufacturing facilities in six industrial markets in Mexico totaling 33.3 million square feet (3.1 million square meters) of GLA.<sup>(A)</sup>

## Market Presence



### Regional Markets (manufacturing-driven) Ciudad Juarez, Reynosa, Tijuana

GLA	Occupancy	% Net Effective Rent
<b>12.0MSF</b>	<b>96.4%</b>	<b>33.4%</b>

### Global Markets (consumption-driven) Guadalajara, Mexico City, Monterrey

GLA	Occupancy	% Net Effective Rent
<b>21.3MSF</b>	<b>96.9%</b>	<b>66.6%</b>

### Total Markets

GLA	Occupancy	% Net Effective Rent
<b>33.3MSF</b>	<b>96.7%</b>	<b>100.0%</b>

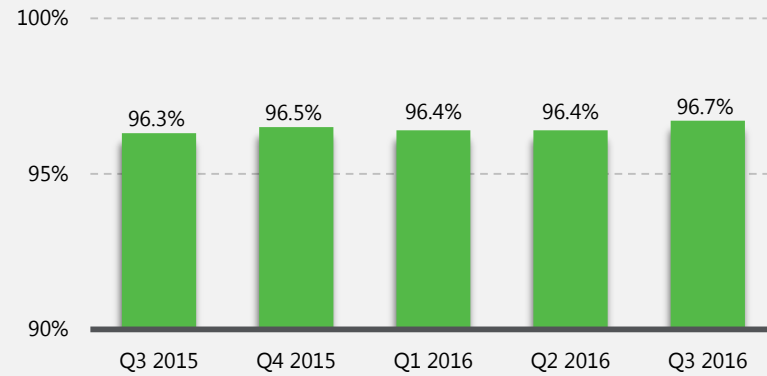
(A) The total of 33.3 million square feet as shown by market includes 0.17 million square feet from a building under development in Mexico City.

Included below are quarterly comparative highlights in Mexican Pesos and U.S. Dollars as a summary of our company performance.

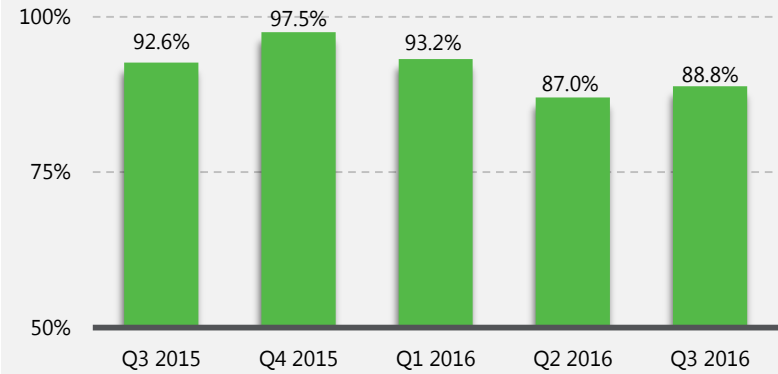
in thousands, except per CBFI amounts

	For the three months ended									
	September 30, 2016		June 30, 2016		March 31, 2016		December 31, 2015		September 30, 2015	
	Ps.	US\$ <sup>(A)</sup>	Ps.	US\$ <sup>(A)</sup>	Ps.	US\$ <sup>(A)</sup>	Ps.	US\$ <sup>(A)</sup>	Ps.	US\$ <sup>(A)</sup>
Revenues	817,630	43,840	769,004	43,553	761,537	42,622	714,637	42,886	679,714	41,863
Gross Profit	707,591	37,959	663,451	37,785	675,034	37,777	619,317	36,922	590,484	36,167
Net Income	445,383	24,211	380,595	22,420	341,274	19,093	1,150,162	68,866	443,961	27,458
FFO, as modified by FIBRA Prologis	490,463	26,565	438,993	25,630	468,828	26,141	430,972	25,961	420,711	26,042
AFFO	367,989	20,012	313,658	18,775	324,183	18,094	281,118	16,992	308,141	19,243
Adjusted EBITDA	636,795	34,287	584,113	33,614	591,203	32,962	541,924	32,541	513,834	31,584
Earnings per CBFI	0.7020	0.0382	0.5999	0.0353	0.5379	0.0301	1.8128	0.1085	0.6997	0.0433
FFO per CBFI	0.7730	0.0419	0.6919	0.0404	0.7389	0.0412	0.6793	0.0409	0.6631	0.0410
AFFO per CBFI	0.5800	0.0315	0.4944	0.0296	0.5109	0.0285	0.4431	0.0268	0.4857	0.0303

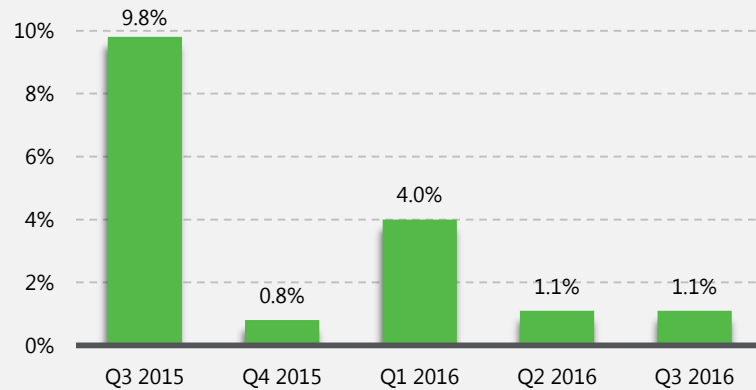
### Period End Occupancy – Operating Portfolio



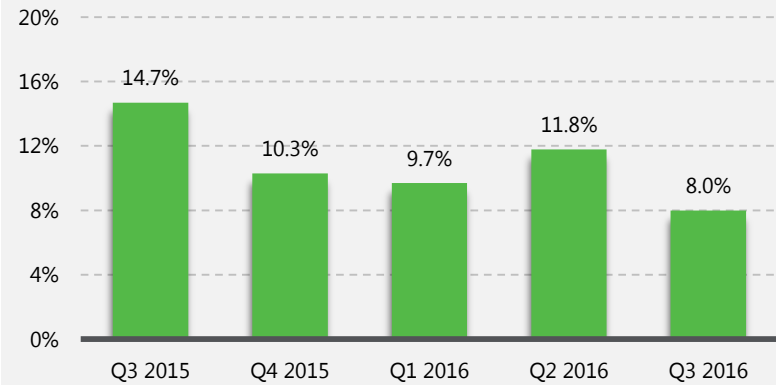
### Weighted Average Customer Retention



### Same Store Cash NOI Change Over Prior Year <sup>(A)</sup>



### Net Effective Rent Change





US Dollars in thousands except per CBFi amounts

2016 Updated Guidance	Low	High
<b>Full year FFO per CBFi <sup>(A)</sup></b>	<b>\$ 0.1650</b>	<b>\$ 0.1700</b>
<b>Operations</b>		
Year-end occupancy	96.5%	97.5%
Same store cash NOI change	2.0%	3.0%
Annual capex as a percentage of NOI	13.75%	14.75%
<b>Capital Deployment</b>		
Building acquisitions	\$ 100,000	\$ 150,000
<b>Other Assumptions</b>		
G&A (Asset management and professional fees)	\$ 18,000	\$ 20,000
Full year 2016 distribution per CBFi	\$ 0.1100	\$ 0.1100

Financial Information  
Interim Condensed Statements of Financial Position

3Q 2016 Supplemental

in thousands	September 30, 2016		December 31, 2015	
	Ps.	US\$	Ps.	US\$
<b>Assets:</b>				
Current assets:				
Cash	259,495	13,370	721,207	41,594
Trade receivables	42,378	2,183	41,814	2,412
Value added tax and other receivables	103,811	5,348	176,914	10,203
Prepaid expenses	69,219	3,566	85,202	4,913
	<b>474,903</b>	<b>24,467</b>	<b>1,025,137</b>	<b>59,122</b>
Non-current assets:				
Investment properties	40,870,051	2,105,770	35,475,843	2,045,922
<b>Total assets</b>	<b>41,344,954</b>	<b>2,130,237</b>	<b>36,500,980</b>	<b>2,105,044</b>
<b>Liabilities and Equity:</b>				
Current liabilities:				
Trade payables	38,077	1,961	64,129	3,699
Due to affiliates	87,015	4,483	14,016	808
Current portion of long term debt	160,742	8,282	1,865,329	107,575
	<b>285,834</b>	<b>14,726</b>	<b>1,943,474</b>	<b>112,082</b>
Non-current liabilities:				
Long term debt	12,813,322	660,189	9,544,304	550,428
Security deposits	272,964	14,064	233,386	13,460
Interest rate swaps	30,165	1,554	-	-
	<b>13,116,451</b>	<b>675,807</b>	<b>9,777,690</b>	<b>563,888</b>
<b>Total liabilities</b>	<b>13,402,285</b>	<b>690,533</b>	<b>11,721,164</b>	<b>675,970</b>
Equity:				
CBFI holders capital	14,637,226	1,165,745	15,532,302	1,212,738
Other equity accounts	13,305,443	273,959	9,247,514	216,336
<b>Total equity</b>	<b>27,942,669</b>	<b>1,439,704</b>	<b>24,779,816</b>	<b>1,429,074</b>
<b>Total liabilities and equity</b>	<b>41,344,954</b>	<b>2,130,237</b>	<b>36,500,980</b>	<b>2,105,044</b>

# Financial information

## Interim Condensed Statements of Comprehensive Income

3Q 2016 Supplemental

in thousands, except per CBFI amounts	For the three months ended September 30,				For the nine months ended September 30,			
	2016		2015		2016		2015	
	Ps.	US\$	Ps.	US\$	Ps.	US\$	Ps.	US\$
<b>Revenues:</b>								
Lease rental income	727,625	39,015	601,214	37,006	2,096,809	116,120	1,729,842	111,804
Rental recoveries	75,164	4,028	70,138	4,279	210,033	11,622	180,267	11,623
Other property income	14,841	797	8,362	578	41,329	2,273	37,083	2,359
	<b>817,630</b>	<b>43,840</b>	<b>679,714</b>	<b>41,863</b>	<b>2,348,171</b>	<b>130,015</b>	<b>1,947,192</b>	<b>125,786</b>
<b>Cost and expenses:</b>								
Property operating expenses:								
Operating and maintenance	45,709	2,497	40,985	2,652	129,738	7,208	114,943	7,414
Utilities	10,979	589	8,636	533	27,383	1,503	24,824	1,606
Property management fees	26,105	1,368	20,637	1,229	72,414	3,916	66,807	4,250
Real estate taxes	14,498	814	13,713	927	42,806	2,404	40,953	2,769
Non-recoverable operating	12,748	613	5,259	355	29,754	1,463	19,270	1,234
	<b>110,039</b>	<b>5,881</b>	<b>89,230</b>	<b>5,696</b>	<b>302,095</b>	<b>16,494</b>	<b>266,797</b>	<b>17,273</b>
<b>Gross profit</b>	<b>707,591</b>	<b>37,959</b>	<b>590,484</b>	<b>36,167</b>	<b>2,046,076</b>	<b>113,521</b>	<b>1,680,395</b>	<b>108,513</b>
<b>Other expense (income):</b>								
Loss (gain) on revaluation of investment properties	23,796	1,271	(37,936)	(2,311)	132,407	7,292	(186,076)	(12,099)
Gain on disposition of investment properties	-	-	-	-	(5,197)	(298)	-	-
Asset management fees	73,077	3,828	61,096	3,548	213,563	11,532	168,872	10,557
Professional fees	7,712	399	10,416	708	23,890	1,300	34,196	2,427
Amortization of debt premium	(36,059)	(1,903)	(51,473)	(3,076)	(107,588)	(5,868)	(144,626)	(9,228)
Interest expense	163,938	8,653	129,536	7,727	450,813	24,534	387,683	24,697
Amortization of deferred financing cost	7,669	403	4,754	278	21,325	1,160	35,212	2,265
Interest income from value added tax receivable	-	-	-	-	-	-	(59,280)	(3,908)
Net loss on early extinguishment of debt	965	55	-	-	54,645	2,985	-	-
Realized exchange (gain) loss, net	(13,591)	(757)	1,916	117	1,917	102	371,512	23,881
Unrealized exchange loss, net	20,319	1,028	14,686	895	49,290	2,633	(269,806)	(17,247)
Other expenses	14,382	771	13,528	823	43,760	2,425	28,503	1,827
	<b>262,208</b>	<b>13,748</b>	<b>146,523</b>	<b>8,709</b>	<b>878,824</b>	<b>47,797</b>	<b>366,190</b>	<b>23,172</b>
<b>Net Income</b>	<b>445,383</b>	<b>24,211</b>	<b>443,961</b>	<b>27,458</b>	<b>1,167,252</b>	<b>65,724</b>	<b>1,314,205</b>	<b>85,341</b>
<b>Other comprehensive income:</b>								
Translation effects from functional currency to reporting currency	(1,224,881)	730	(1,964,509)	(2,587)	(2,988,130)	1,290	(3,056,039)	1,534
Unrealized (gain)/loss on interest rate swaps	(28,052)	4	-	-	30,165	1,554	-	-
	<b>(1,252,933)</b>	<b>734</b>	<b>(1,964,509)</b>	<b>(2,587)</b>	<b>(2,957,965)</b>	<b>2,844</b>	<b>(3,056,039)</b>	<b>1,534</b>
<b>Total comprehensive income for the period</b>	<b>1,698,316</b>	<b>23,477</b>	<b>2,408,470</b>	<b>30,045</b>	<b>4,125,217</b>	<b>62,880</b>	<b>4,370,244</b>	<b>83,807</b>
<b>Earnings per CBFI (A)</b>	<b>0.7020</b>	<b>0.0382</b>	<b>0.6997</b>	<b>0.0433</b>	<b>1.8397</b>	<b>0.1036</b>	<b>2.0713</b>	<b>0.1345</b>

# Financial information

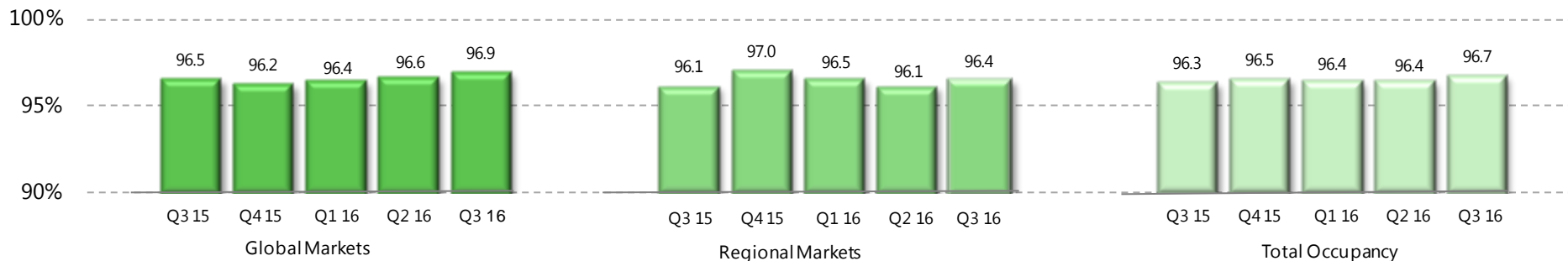
## Reconciliations of Net Income to FFO, AFFO and EBITDA

3Q 2016 Supplemental

in thousands	For the three months ended September 30,				For the nine months ended September 30,			
	2016		2015		2016		2015	
	Ps.	US\$	Ps.	US\$	Ps.	US\$	Ps.	US\$
<b>Reconciliation of Net Income to FFO</b>								
Net income	445,383	24,211	443,961	27,458	1,167,252	65,724	1,314,205	85,341
Gain on disposition of investment properties	-	-	-	-	(5,197)	(298)	-	-
<b>NAREIT defined FFO</b>	<b>445,383</b>	<b>24,211</b>	<b>443,961</b>	<b>27,458</b>	<b>1,162,055</b>	<b>65,426</b>	<b>1,314,205</b>	<b>85,341</b>
Adjustments to arrive at FFO, as defined by FIBRA Prologis:								
Loss (gain) on revaluation of investment properties	23,796	1,271	(37,936)	(2,311)	132,407	7,292	(186,076)	(12,099)
Unrealized exchange loss (gain), net	20,319	1,028	14,686	895	49,290	2,633	(269,806)	(17,247)
Net loss on early extinguishment of debt	965	55	-	-	54,645	2,985	-	-
<b>FFO, as modified by FIBRA Prologis</b>	<b>490,463</b>	<b>26,565</b>	<b>420,711</b>	<b>26,042</b>	<b>1,398,397</b>	<b>78,336</b>	<b>858,323</b>	<b>55,995</b>
Realized exchange loss from VAT <sup>(A)</sup>	-	-	-	-	-	-	371,242	23,747
<b>FFO, as modified by FIBRA Prologis excluding realized exchange loss from VAT <sup>(A)</sup></b>	<b>490,463</b>	<b>26,565</b>	<b>420,711</b>	<b>26,042</b>	<b>1,398,397</b>	<b>78,336</b>	<b>1,229,565</b>	<b>79,742</b>
FFO, as modified by FIBRA Prologis	490,463	26,565	420,711	26,042	1,398,397	78,336	858,323	55,995
Adjustments to arrive at Adjusted FFO ("AFFO")								
Straight-lined rents	(803)	(45)	(14,735)	(902)	(43,610)	(2,403)	(67,611)	(4,390)
Property improvements	(33,407)	(1,792)	(8,069)	(487)	(95,420)	(5,221)	(86,509)	(5,642)
Tenant improvements	(43,465)	(2,337)	(33,080)	(2,010)	(99,217)	(5,401)	(101,920)	(6,549)
Leasing commissions	(16,409)	(879)	(9,967)	(602)	(67,944)	(3,722)	(61,095)	(3,988)
Amortization of deferred financing costs	7,669	403	4,754	278	21,325	1,160	35,212	2,265
Amortization of debt premium	(36,059)	(1,903)	(51,473)	(3,076)	(107,588)	(5,868)	(144,626)	(9,228)
<b>AFFO</b>	<b>367,989</b>	<b>20,012</b>	<b>308,141</b>	<b>19,243</b>	<b>1,005,943</b>	<b>56,881</b>	<b>431,774</b>	<b>28,463</b>
Realized exchange loss from VAT <sup>(A)</sup>	-	-	-	-	-	-	371,242	23,747
<b>AFFO excluding realized exchange loss from VAT <sup>(A)</sup></b>	<b>367,989</b>	<b>20,012</b>	<b>308,141</b>	<b>19,243</b>	<b>1,005,943</b>	<b>56,881</b>	<b>803,016</b>	<b>52,210</b>

in thousands	For the three months ended September 30,				For the nine months ended September 30,			
	2016		2015		2016		2015	
	Ps.	US\$	Ps.	US\$	Ps.	US\$	Ps.	US\$
<b>Reconciliation of Net Income to Adjusted EBITDA</b>								
Net Income	445,383	24,211	443,961	27,458	1,167,252	65,724	1,314,205	85,341
Loss (gain) on revaluation of investment properties	23,796	1,271	(37,936)	(2,311)	132,407	7,292	(186,076)	(12,099)
Gain on disposition of investment properties	-	-	-	-	(5,197)	(298)	-	-
Interest expense	163,938	8,653	129,536	7,727	450,813	24,534	387,683	24,697
Amortization of deferred financing costs	7,669	403	4,754	278	21,325	1,160	35,212	2,265
Amortization of debt premium	(36,059)	(1,903)	(51,473)	(3,076)	(107,588)	(5,868)	(144,626)	(9,228)
Net loss on early extinguishment of debt	965	55	-	-	54,645	2,985	-	-
Unused credit facility fee	10,784	569	10,306	613	32,649	1,782	10,306	613
Unrealized exchange loss (gain), net	20,319	1,028	14,686	895	49,290	2,633	(269,806)	(17,247)
Pro forma adjustments	-	-	-	-	16,628	919	-	-
<b>Adjusted EBITDA</b>	<b>636,795</b>	<b>34,287</b>	<b>513,834</b>	<b>31,584</b>	<b>1,812,224</b>	<b>100,863</b>	<b>1,146,898</b>	<b>74,342</b>
Realized exchange loss from VAT <sup>(A)</sup>	-	-	-	-	-	-	371,242	23,747
<b>Adjusted EBITDA excluding realized exchange loss from VAT <sup>(A)</sup></b>	<b>636,795</b>	<b>34,287</b>	<b>513,834</b>	<b>31,584</b>	<b>1,812,224</b>	<b>100,863</b>	<b>1,518,140</b>	<b>98,089</b>

### Period Ending Occupancy - Operating Portfolio



### square feet in thousands

#### Leasing Activity

	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016
Square feet of leases signed:					
Renewals	1,459	1,726	2,452	1,766	1,521
New leases	388	104	339	333	802
<b>Total square feet of leases signed</b>	<b>1,847</b>	<b>1,830</b>	<b>2,791</b>	<b>2,099</b>	<b>2,323</b>
Average term of leases signed (months)	39	34	40	38	42
Operating Portfolio:					
Trailing four quarters - leases signed	8,992	9,001	7,914	8,567	9,043
Trailing four quarters - % of average portfolio	29.0%	28.8%	25.0%	26.7%	27.8%
<b>Net effective rent change</b>	<b>14.7%</b>	<b>10.3%</b>	<b>9.7%</b>	<b>11.8%</b>	<b>8.0%</b>

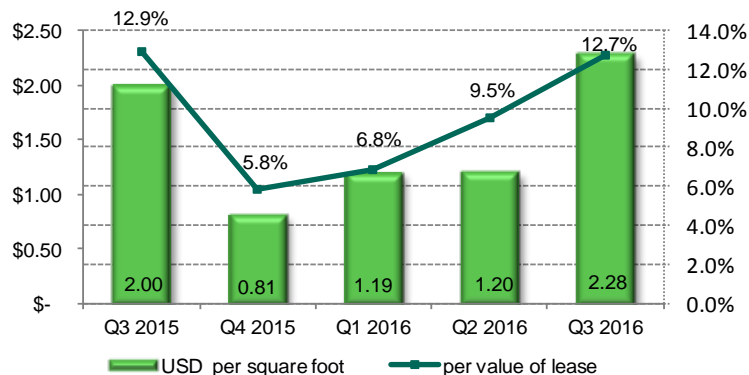
### Capital Expenditures Incurred <sup>(A)</sup>

	Q3 2015		Q4 2015		Q1 2016		Q2 2016		Q3 2016	
	Ps.	US\$	Ps.	US\$	Ps.	US\$	Ps.	US\$	Ps.	US\$
Property improvements	8,069	487	19,724	1,174	33,714	1,902	28,299	1,527	33,407	1,792
Tenant improvements	33,080	2,010	41,080	2,460	30,911	1,708	24,841	1,356	43,465	2,337
Leasing commissions	9,967	602	17,624	1,048	24,979	1,383	26,556	1,460	16,409	879
Total turnover costs	43,047	2,612	58,704	3,508	55,890	3,091	51,397	2,816	59,874	3,216
<b>Total capital expenditures</b>	<b>51,116</b>	<b>3,099</b>	<b>78,428</b>	<b>4,682</b>	<b>89,604</b>	<b>4,993</b>	<b>79,696</b>	<b>4,343</b>	<b>93,281</b>	<b>5,008</b>
Trailing four quarters - % of gross NOI	16.7%		14.4%		13.1%		11.5%		12.6%	

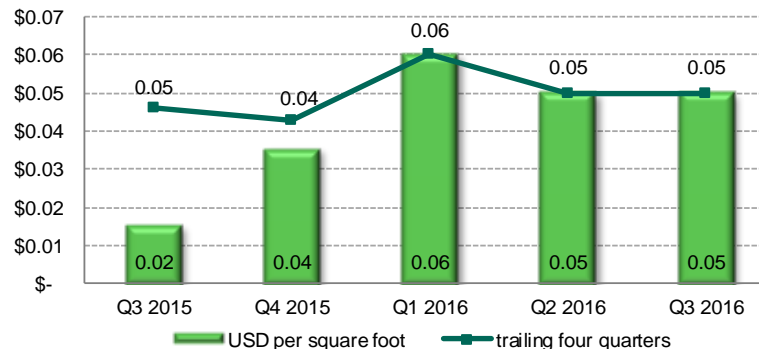
### Same Store Information

	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016
Square feet of population	29,746	29,407	30,966	30,818	30,815
Average occupancy	95.9%	96.5%	96.1%	96.0%	96.1%
Percentage change:					
Rental income- adjusted cash	4.0%	(1.9%)	(0.9%)	0.7%	0.7%
Rental expenses- adjusted cash	(17.6%)	(12.6%)	(22.2%)	(1.1%)	(1.2%)
<b>NOI - Adjusted Cash</b>	<b>9.8%</b>	<b>0.8%</b>	<b>4.0%</b>	<b>1.1%</b>	<b>1.1%</b>
NOI	0.8%	(2.4%)	2.2%	(0.9%)	(1.6%)
Average occupancy	1.4%	0.7%	0.2%	0.0%	0.2%

### Turnover Costs Budgeted: per Square Foot (USD) and per Value of Lease (%)



### Property Improvements per Square Foot (USD)



(A) The U.S. Dollar amount has been translated at the date of the transaction based on the exchange rate then in effect.

square feet and currency in thousands

	# of Buildings	Square Feet		Occupied %	Leased %	Third Quarter NOI		Net Effective Rent				Investment Properties Value			
		Total	% of Total			Ps.	US\$	Annualized		% of Total	Per Sq Ft		Total		% of Total
								Ps.	US\$		Ps.	US\$	Ps.	US\$	
<b>Global Markets</b>															
Mexico City	49	11,476	34.4	96.5	96.5	237,943	12,765	1,121,449	57,781	36.6	101	5.22	16,327,349	841,243	39.9
Guadalajara	26	5,838	17.5	98.7	99.2	126,868	6,806	544,101	28,034	17.8	94	4.87	7,004,564	360,900	17.1
Monterrey	24	3,868	11.6	95.2	95.2	91,261	4,896	371,500	19,141	12.2	101	5.20	4,939,295	254,490	12.1
<b>Total global markets</b>	<b>99</b>	<b>21,182</b>	<b>63.5</b>	<b>96.9</b>	<b>97.0</b>	<b>456,072</b>	<b>24,467</b>	<b>2,037,050</b>	<b>104,956</b>	<b>66.6</b>	<b>99</b>	<b>5.12</b>	<b>28,271,208</b>	<b>1,456,633</b>	<b>69.1</b>
<b>Regional markets</b>															
Reynosa	29	4,422	13.3	93.5	94.9	94,198	5,053	390,928	20,142	12.8	95	4.87	4,501,825	231,950	11.0
Tijuana	33	4,217	12.7	100.0	100.0	89,423	4,797	358,554	18,474	11.7	85	4.38	4,380,521	225,700	10.7
Ciudad Juarez	29	3,316	10.0	95.6	95.6	63,107	3,385	271,041	13,965	8.9	85	4.40	3,255,793	167,750	8.0
<b>Total regional markets total</b>	<b>91</b>	<b>11,955</b>	<b>36.0</b>	<b>96.4</b>	<b>96.9</b>	<b>246,728</b>	<b>13,235</b>	<b>1,020,523</b>	<b>52,581</b>	<b>33.4</b>	<b>89</b>	<b>4.56</b>	<b>12,138,139</b>	<b>625,400</b>	<b>29.7</b>
<b>Total operating portfolio</b>	<b>190</b>	<b>33,137</b>	<b>99.5</b>	<b>96.7</b>	<b>97.0</b>	<b>702,800</b>	<b>37,702</b>	<b>3,057,573</b>	<b>157,537</b>	<b>100.0</b>	<b>95</b>	<b>4.92</b>	<b>40,409,347</b>	<b>2,082,033</b>	<b>98.8</b>
Intermodal facility <sup>(A)</sup>						4,791	257						267,839	13,800	0.7
Excess land <sup>(B)</sup>													47,163	2,430	0.1
Under development <sup>(C)</sup>		166	0.5										145,702	7,507	0.4
<b>Total investment properties</b>		<b>33,303</b>	<b>100.0</b>			<b>707,591</b>	<b>37,959</b>						<b>40,870,051</b>	<b>2,105,770</b>	<b>100.0</b>

(A) 100% Occupied as of September 30, 2016.

(B) We have 11 acres of land in Monterrey that has an estimated build out of 204,123 square feet.

(C) As of September 30, 2016, we had a development project in Mexico City with 166,000 square feet that was vacant with an estimated TEI of Ps \$209,302 (US\$10,784) and an estimated stabilized yield of 7.3%.



square feet and currency in thousands

### Top 10 Customers as % of Net Effective Rent

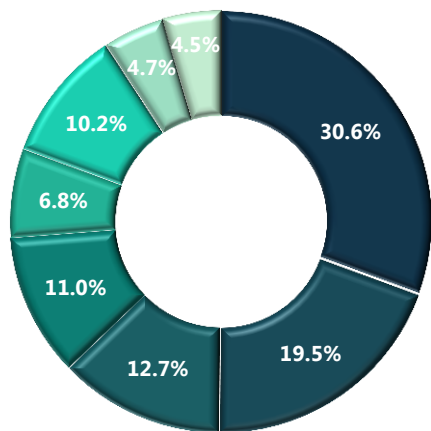
	% of Net Effective Rent	Total Square Feet
1 IBM de México, S. de R.L	3.5%	1,249
2 DHL	2.6%	891
3 Geodis	2.5%	693
4 LG, Inc.	1.9%	572
5 Wal-Mart Stores, Inc.	1.7%	681
6 Uline	1.7%	501
7 Ryder System Inc.	1.6%	407
8 Johnson Controls Inc.	1.5%	394
9 General Electric Company, Inc.	1.3%	392
10 Spring Industries, Inc.	1.3%	402
<b>Top 10 Customers</b>	<b>19.6%</b>	<b>6,182</b>

square feet and currency in thousands

### Lease Expirations - Operating Portfolio

Year	Occupied Sq Ft	Net Effective Rent					
		Total	% of Total	Per Sq Ft			
		Ps.	US\$	Ps.	US\$		
2016	991	208,274	10,731	6.8	97.46	5.02	
2017	5,950	502,993	25,916	16.5	88.87	4.58	
2018	6,495	624,316	32,167	20.4	91.08	4.69	
2019	6,077	679,922	35,032	22.2	99.49	5.13	
2020	6,584	465,865	24,003	15.3	92.59	4.77	
Thereafter	5,641	576,203	29,688	18.8	104.80	5.40	
		<b>31,738</b>	<b>3,057,573</b>	<b>157,537</b>	<b>100.0</b>	<b>95.44</b>	<b>4.92</b>
Month to month	299						
<b>Total</b>	<b>32,037</b>						

### % of Annualized Net Effective Rent by Industry



- Manufacturing (50%)**
  - Autoparts
  - Consumer Goods
  - Electronic Products
  - Medical Devices
  - Paper & Packaging
  - Industrial & Other Products
- Consumption (50%)**
  - Logistics & Services
  - Distribution

### Lease Currency - Operating portfolio

	Annualized Net Effective Rent USD	% of Total	Occupied Sq Ft	% of Total
Leases denominated in Ps.	33,177	21.1	6,791	21.2
Leases denominated in US\$	124,360	78.9	25,246	78.8
<b>Total</b>	<b>157,537</b>	<b>100.0</b>	<b>32,037</b>	<b>100.0</b>

# Capitalization

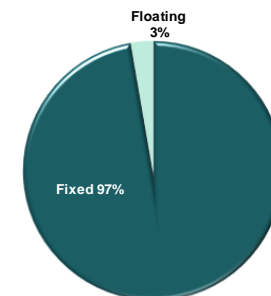
## Debt Summary and Metrics

3Q 2016 Supplemental

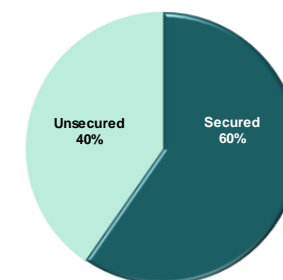
currency in millions

Maturity	Unsecured				Secured		Total		Wtd Avg. Cash. Interest Rate <sup>(A)</sup>	Wtd Avg. Effective Interest Rate <sup>(B)</sup>
	Credit Facility		Senior		Mortgage Debt		Ps.	US\$		
	Ps.	US\$	Ps.	US\$	Ps.	US\$				
2016	-	-	-	-	19	1	19	1	5.0%	3.4%
2017	-	-	-	-	4,192	216	4,192	216	7.2%	4.3%
2018	-	-	-	-	1,407	72	1,407	72	5.0%	3.4%
2019	252	13	-	-	-	-	252	13	2.8%	2.8%
2020	-	-	4,949	255	-	-	4,949	255	3.0%	3.7%
Thereafter	-	-	-	-	2,077	107	2,077	107	4.7%	4.7%
<b>Subtotal- debt par value</b>	<b>252</b>	<b>13</b>	<b>4,949</b>	<b>255</b>	<b>7,695</b>	<b>396</b>	<b>12,896</b>	<b>664</b>		
Premium	-	-	-	-	172	9	172	9		
Interest payable and deferred financing cost	-	-	-	-	(93)	(5)	(93)	(5)		
<b>Total debt</b>	<b>252</b>	<b>13</b>	<b>4,949</b>	<b>255</b>	<b>7,774</b>	<b>400</b>	<b>12,975</b>	<b>668</b>	<b>4.8%</b>	<b>4.0%</b>
Weighted average cash interest rate <sup>(A)</sup>		2.8%		3.0%		6.1%		4.8%		
Weighted average effective interest rate <sup>(B)</sup>		2.8%		3.7%		4.3%		4.0%		
Weighted average remaining maturity in years		2.6		4.2		3.5		3.7		

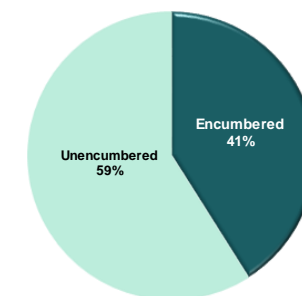
Fixed vs. Floating Debt <sup>(E)</sup>



Secured vs. Unsecured Debt



Encumbered vs. Unencumbered Assets Pool <sup>(D)</sup>



### Liquidity

	Ps.	US\$
Aggregate lender commitments	7,511	387
Less:		
Borrowings outstanding	-	-
Outstanding letters of credit	-	-
Current availability	7,511	387
Unrestricted cash	259	13
<b>Total liquidity</b>	<b>7,770</b>	<b>400</b>

### Debt Metrics <sup>(C)</sup>

	2016	2016
	Third Quarter	Second Quarter
Debt, less cash and VAT, as % of investment properties	30.7%	30.7%
Fixed charge coverage ratio	3.96x	4.20x
Debt to Adjusted EBITDA	4.72x	4.80x

- (A) Interest rates are based on the cash rates associated with the respective weighted average debt amounts outstanding.
- (B) Interest rate is based on the effective rate, which includes the amortization of related premiums and discounts and finance costs. The net premiums (discounts) and finance costs associated with the respective debt were included in the maturities by year.
- (C) These calculations are based on actual U.S. Dollars as described in the Notes and Definitions section, and are not calculated in accordance with the applicable regulatory rules.
- (D) Based on fair market value as of September 30, 2016.
- (E) Includes the interest rate swap contract.

**Operating in 20 countries**

- 665 million square feet (62 million square meters)
- ~3,300 industrial properties
- More than 5,200 customers across a diverse range of industries

**AMERICAS**

- Brazil
- Canada
- Mexico
- United States

**EUROPE**

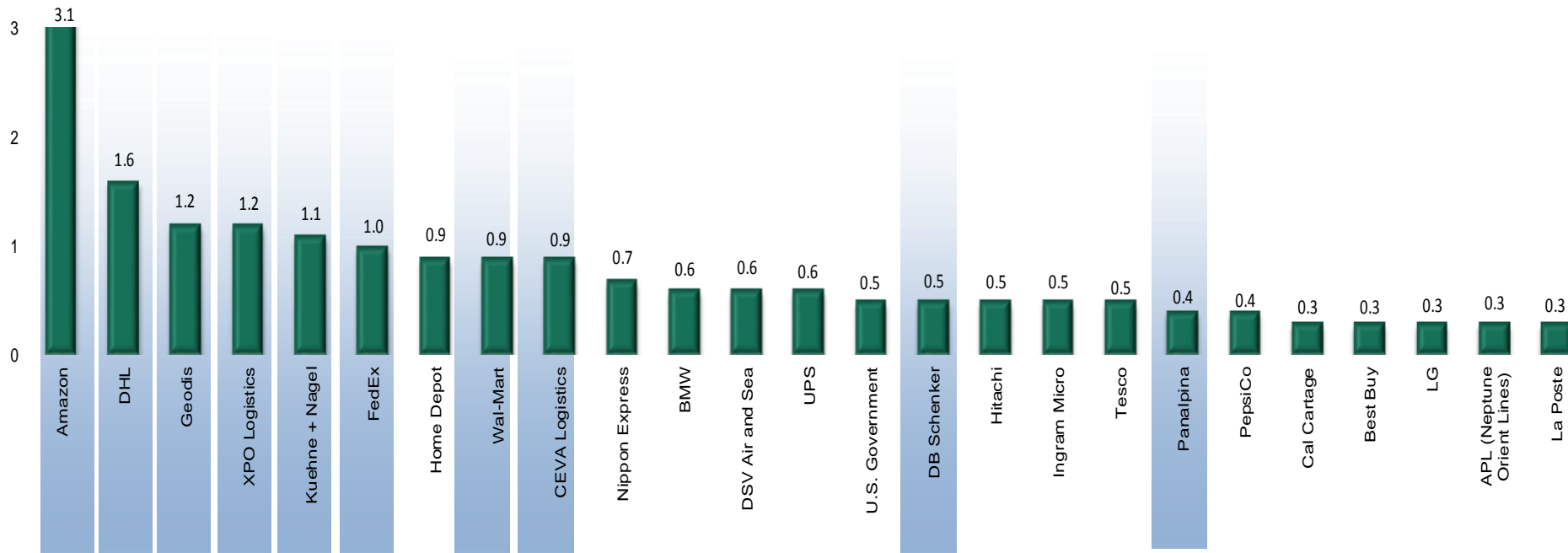
- Austria
- Belgium
- Czech Republic
- France
- Germany
- Hungary
- Italy
- Netherlands
- Poland
- Slovakia
- Spain
- Sweden
- United Kingdom

**ASIA**

- China
- Japan
- Singapore

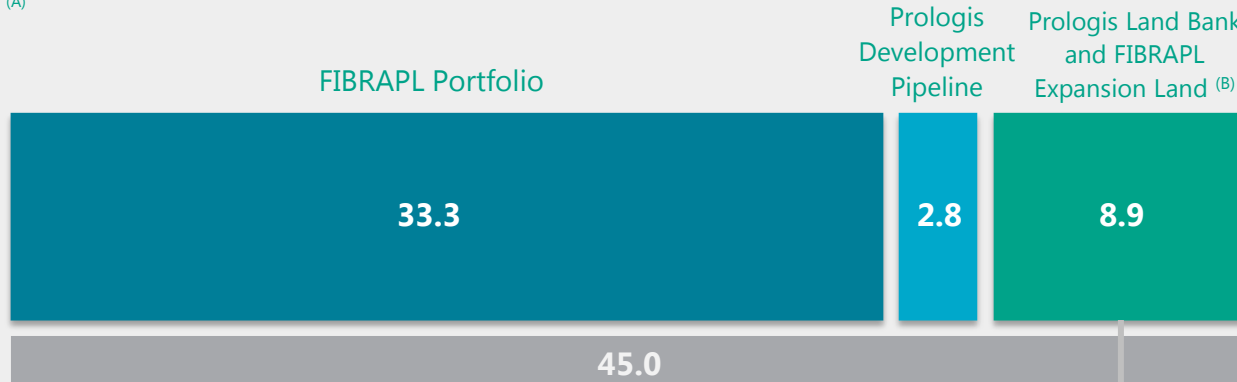
**Platform covers more than 70% of global GDP**

(% Net Effective Rent)

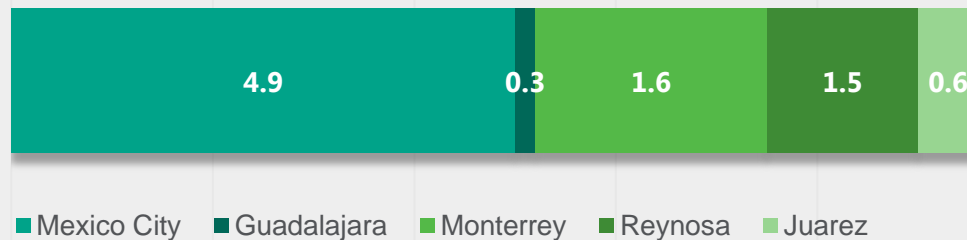


**External Growth via Prologis Development Pipeline**


(MSF) <sup>(A)</sup>



**Prologis Land Bank and FIBRAPL Expansion Land based on buildable SF (MSF)**



- 35% growth potential in the next 3 to 4 years
- Proprietary access to Prologis development pipeline at market values
- Exclusive right to third-party acquisitions sourced by Prologis
- Prologis development pipeline will be offered to FIBRA Prologis upon stabilization at market price.
- Prologis has a 20-year proven development track record



# Notes and Definitions

• Photo: Prologis Jalisco #4, Guadalajara



Please refer to our financial statements as prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board and filed with the Mexican National Banking and Securities Commission (Comision Nacional Bancaria y de Valores ("CNBV")) and other public reports for further information about us and our business.

**Acquisition cost**, as presented for building acquisitions, represents the economic cost and not necessarily what is capitalized. See detail of what is included in acquisition costs in the definition of Stabilized Capitalization Rate.

**Adjusted EBITDA.** We use Adjusted EBITDA to measure our operating performance. We calculate Adjusted EBITDA beginning with net income (loss) and removing the effect of financing cost, income taxes, similar adjustments we make to our FFO measures (see definition below).

We believe Adjusted EBITDA provides investors relevant and useful information because it permits investors to view income from operations on an unleveraged basis before the effects of income tax, non-cash amortization expense, gains or losses from the acquisition or disposition of investments in real estate, unrealized gains or losses from the mark-to-market adjustment to investment properties and revaluation from Pesos into our functional currency of the U.S. dollar, items that affect comparability. We also include a pro forma adjustment in Adjusted EBITDA to reflect a full period of NOI on the operating properties we acquire, stabilize or dispose of during the quarter assuming the transaction occurred at the beginning of the quarter. By excluding financing cost, Adjusted EBITDA allows investors to measure our operating performance independent of our capital structure and indebtedness and, therefore, allows for a more meaningful comparison of our operating performance to that of other companies, both in the real estate industry and in other industries. Gains and losses on the early extinguishment of debt generally include the costs of repurchasing debt securities. While not infrequent or unusual in nature, these items result from market fluctuations that can have inconsistent effects on our results of operations. The economics underlying these items reflect market and financing conditions in the short-term but can obscure our performance and the value of our long-term investment decisions and strategies.

We believe that Adjusted EBITDA helps investors to analyze our ability to meet interest payment obligations. We believe that investors should consider Adjusted EBITDA in conjunction with net income (the primary measure of our performance) and the other required IFRS measures of our performance, to improve their understanding of our operating results, and to make more meaningful comparisons of our performance against other companies. By using Adjusted EBITDA, an investor is assessing the earnings generated by our operations but not taking into account the eliminated expenses or gains incurred in connection with such operations. As a result, Adjusted EBITDA has limitations as an analytical tool and should be used in conjunction with our required IFRS presentations. Adjusted EBITDA does not reflect our historical cash expenditures or future cash requirements for working capital, capital expenditures, distribution requirements or contractual commitments. Adjusted EBITDA, also does not reflect the cash required to make interest and principal payments on our outstanding debt.

While EBITDA is a relevant and widely used measure of operating performance, it does not represent net income as defined by IFRS and it should not be considered as an alternative to those indicators in evaluating operating performance. Further, our computation of Adjusted EBITDA may not be comparable to EBITDA reported by other companies. We compensate for the limitations of Adjusted EBITDA by providing investors with financial statements prepared according to IFRS, along

with this detailed discussion of Adjusted EBITDA and a reconciliation of Adjusted EBITDA to net income, an IFRS measurement.

**Calculation Per CBFI Amounts** is as follows:

In thousands, except per share	For the three months ended				For the nine months ended			
	September 30,		2015		September 30,		2015	
	P.s.	US\$	P.s.	US\$	P.s.	US\$	P.s.	US\$
<b>Earnings</b>								
Net income	445,383	24,211	443,961	27,458	1,167,252	65,724	1,314,205	85,341
Weighted average CBFI's outstanding - Basic and Diluted	634,480	634,480	634,480	634,480	634,480	634,480	634,480	634,480
<b>Earnings per CBFI- Basic and Diluted</b>	<b>0.7020</b>	<b>0.0382</b>	<b>0.6997</b>	<b>0.0433</b>	<b>1.8397</b>	<b>0.1036</b>	<b>2.0713</b>	<b>0.1345</b>
<b>FFO</b>								
FFO, as modified by FIBRA Prologis	490,463	26,565	420,711	26,042	1,398,397	78,336	858,323	55,995
Weighted average CBFI's outstanding - Basic and Diluted	634,480	634,480	634,480	634,480	634,480	634,480	634,480	634,480
<b>FFO per CBFI - Basic and Diluted</b>	<b>0.7730</b>	<b>0.0419</b>	<b>0.6631</b>	<b>0.0410</b>	<b>2.2040</b>	<b>0.1235</b>	<b>1.3528</b>	<b>0.0883</b>
FFO, as modified by FIBRA Prologis excluding realized exchange loss from VAT	490,463	26,565	420,711	26,042	1,398,397	78,336	1,229,565	79,742
Weighted average CBFI's outstanding - Basic and Diluted	634,480	634,480	634,480	634,480	634,480	634,480	634,480	634,480
<b>FFO per CBFI - Basic and Diluted</b>	<b>0.7730</b>	<b>0.0419</b>	<b>0.6631</b>	<b>0.0410</b>	<b>2.2040</b>	<b>0.1235</b>	<b>1.9379</b>	<b>0.1257</b>

**Debt Metrics.** See below for the detailed calculations for the respective period:

In thousands	For the three months ended			
	September 30, 2016		June 30, 2016	
	P.s.	US\$	P.s.	US\$
<b>Debt, less cash and VAT, as a % of investment</b>				
Total debt - at par	12,894,647	664,378	12,467,255	671,908
Less: cash	(259,495)	(13,370)	(338,461)	(8,241)
Less: VAT receivable	(69,060)	(3,558)	(152,987)	(8,245)
<b>Total debt, net of adjustments</b>	<b>12,566,092</b>	<b>647,450</b>	<b>11,975,807</b>	<b>645,422</b>
Investment properties	40,870,051	2,105,770	39,002,981	2,102,020
<b>Debt, less of cash and VAT, as a % of investment</b>	<b>30.7%</b>	<b>30.7%</b>	<b>30.7%</b>	<b>30.7%</b>
<b>Fixed Charge Coverage ratio:</b>				
Adjusted EBITDA	636,795	34,287	584,113	33,614
Interest expense	163,938	8,653	145,409	7,995
Total fixed charges	163,938	8,653	145,409	7,995
<b>Fixed charge coverage ratio</b>	<b>3.88x</b>	<b>3.96x</b>	<b>4.02x</b>	<b>4.20x</b>
<b>Debt to Adjusted EBITDA:</b>				
Total debt, net of adjustments	12,566,092	647,450	11,975,807	645,422
Adjusted EBITDA annualized	2,547,822	137,148	2,336,452	134,456
<b>Debt to Adjusted EBITDA ratio</b>	<b>4.93x</b>	<b>4.72x</b>	<b>5.13x</b>	<b>4.80x</b>



**FFO; FFO, as modified by FIBRA Prologis; AFFO (collectively referred to as “FFO”).** FFO is a commonly used measure in the real estate industry. The most directly comparable IFRS measure to FFO is net income. Although the National Association of Real Estate Investment Trusts (“NAREIT”) has published a definition of FFO, modifications to the NAREIT calculation of FFO are common among real estate companies, as companies seek to provide financial measures that meaningfully reflect their business.

FFO is not meant to represent a comprehensive system of financial reporting and does not present, nor do we intend it to present, a complete picture of our financial condition and operating performance. We believe net income computed under IFRS remains the primary measure of performance and that FFO is only meaningful when it is used in conjunction with that measure.

Further, we believe our financial statements, prepared in accordance with IFRS, provide the most meaningful picture of our financial condition and our operating performance.

NAREIT’s FFO measure adjusts net income computed under U.S. generally accepted accounting principles (“U.S. GAAP”) to exclude among other things, gains and losses from the sales of previously depreciated properties. We agree that these NAREIT adjustments are useful to investors as real estate investment trusts (“REITs”) were created as a legal form of organization in order to encourage public ownership of real estate as an asset class through investment in firms that were in the business of long-term ownership and management of real estate. The exclusion, in NAREIT’s definition of FFO, of gains and losses from the sales of previously depreciated operating real estate assets allows investors and analysts to readily identify the operating results of the long-term assets that form the core of a REIT’s activity and assists in comparing those operating results between periods.

As we are required to present our financial information per IFRS, our “NAREIT defined FFO” uses net income computed under IFRS rather than U.S. GAAP. The significant differences between IFRS and U.S. GAAP include depreciation, which is not included in IFRS and therefore we exclude gains and losses from the sale of real estate even though it was not depreciated and the mark-to-market adjustment for the valuation of investment properties, which is included in the adjustments to derive FFO, as modified by FIBRA Prologis (see below).

#### *Our FFO Measures*

At the same time that NAREIT created and defined its FFO measure for the REIT industry, it also recognized that “management of each of its member companies has the responsibility and authority to publish financial information that it regards as useful to the financial community.” We believe holders of CBFIs, potential investors and financial analysts who review our operating results are best served by a defined FFO measure that includes other adjustments to net income computed under IFRS in addition to those included in the NAREIT defined measure of FFO. Our FFO measures are used by management in analyzing our business and the performance of our properties and we believe that it is important that holders of CBFIs, potential investors and financial analysts understand the measures management uses.

We use these FFO measures, to: (i) evaluate our performance and the performance of our properties in comparison to expected results and results of previous periods, relative to resource allocation decisions; (ii) evaluate the performance of our management; (iii) budget and forecast future results to assist in the allocation of resources; (iv) assess our performance as compared to similar real estate companies and the industry in general; and (v) evaluate how a specific potential investment will impact our future results. Because we make decisions with regard to our performance with a long-term outlook, we believe it is appropriate to remove the effects of short-term items that we do not expect to affect the underlying long-term performance of the properties. The long-term performance of our properties is principally driven by rental income. While not infrequent or unusual, these additional items we exclude in calculating *FFO, as modified by FIBRA Prologis*, are subject to significant fluctuations from period to period that cause both positive and

negative short-term effects on our results of operations in inconsistent and unpredictable directions that are not relevant to our long-term outlook.

We use our FFO measures as supplemental financial measures of operating performance. We do not use our FFO measures as, nor should they be considered to be, alternatives to net income computed under IFRS, as indicators of our operating performance, as alternatives to cash from operating activities computed under IFRS or as indicators of our ability to fund our cash needs.

#### *FFO, as modified by FIBRA Prologis*

To arrive at *FFO, as modified by FIBRA Prologis*, we adjust the NAREIT defined FFO measure to exclude:

- (i) mark-to-market adjustments for the valuation of investment properties; and
- (ii) foreign currency exchange gains and losses from the remeasurement (based on current foreign currency exchange rates) of assets and liabilities denominated in Pesos;
- (iii) income tax expense related to the sale of real estate;
- (iv) gains or losses from the early extinguishment of debt; and
- (v) expenses related to natural disasters.

#### AFFO

To arrive at AFFO, we adjust FFO, as modified by FIBRA Prologis to further exclude (i) straight-line rents; (ii) recurring capital expenditures; (iii) amortization of debt premiums (including write off of premiums) and discounts and financing cost, net of amounts capitalized.

We analyze our operating performance primarily by the rental revenue of our real estate, net of operating, administrative and financing expenses. This income stream is not directly impacted by fluctuations in the market value of our investments in real estate or debt securities. Although these items discussed above have had a material impact on our operations and are reflected in our financial statements, the removal of the effects of these items allows us to better understand the core operating performance of our properties over the long term.

We use FFO, as modified by FIBRA Prologis and AFFO to: (i) evaluate our performance and the performance of our properties in comparison to expected results and results of previous periods, relative to resource allocation decisions; (ii) evaluate the performance of our management; (iii) budget and forecast future results to assist in the allocation of resources; (iv) provide guidance to the financial markets to understand our expected operating performance; (v) assess our operating performance as compared to similar real estate companies and the industry in general; and (vi) evaluate how a specific potential investment will impact our future results. Because we make decisions with regard to our performance with a long-term outlook, we believe it is appropriate to remove the effects of items that we do not expect to affect the underlying long-term performance of the properties we own. As noted above, we believe the long-term performance of our properties is principally driven by rental revenue. We believe investors are best served if the information that is made available to them allows them to align their analysis and evaluation of our operating results along the same lines that our management uses in planning and executing our business strategy.

#### Limitations on Use of our FFO Measures

While we believe our defined FFO measures are important supplemental measures, neither NAREIT’s nor our measures of FFO should be used alone because they exclude significant economic components of net income computed under IFRS and are, therefore, limited as analytical tools. Accordingly, these are only a few of the many measures we use when analyzing our business. Some of these limitations are:

- Amortization of real estate assets are economic costs that are excluded from FFO. FFO is limited, as it does not reflect the cash requirements that may be necessary for future replacements of the real estate assets. Further, the amortization of capital expenditures and leasing costs necessary to maintain the operating performance of industrial properties are not reflected in FFO.
- Mark-to-market adjustments to the valuation of investment properties and gains or losses from property acquisitions and dispositions represent changes in value of the properties. By excluding these gains and losses, FFO does not capture realized changes in the value of acquired or disposed properties arising from changes in market conditions.
- The foreign currency exchange gains and losses that are excluded from our defined FFO measures are generally recognized based on movements in foreign currency exchange rates through a specific point in time. The ultimate settlement of our foreign currency-denominated net assets is indefinite as to timing and amount. Our FFO measures are limited in that they do not reflect the current period changes in these net assets that result from periodic foreign currency exchange rate movements.
- The current income tax expenses that are excluded from our defined FFO measures represent the taxes that we have paid or may pay.
- The gains and losses on extinguishment of debt that we exclude from our defined FFO measures may provide a benefit or cost to us as we may be settling our debt at less or more than our future obligation.
- The natural disaster expenses that we exclude from our defined FFO measures are costs that we have incurred.

We compensate for these limitations by using our FFO measures only in conjunction with net income computed under IFRS when making our decisions. This information should be read with our complete consolidated financial statements prepared under IFRS. To assist investors in compensating for these limitations, we reconcile our defined FFO measures to our net income computed under IFRS.

**Fixed Charge Coverage** is defined as Adjusted EBITDA divided by total fixed charges. Fixed charges consist of net interest expense adjusted for amortization of finance costs and debt discount (premium) and capitalized interest. We use fixed charge coverage to measure our liquidity. We believe that fixed charge coverage is relevant and useful to investors because it allows fixed income investors to measure our ability to make interest payments on outstanding debt and make dividends to holders of our CBFIs. Our computation of fixed charge coverage may not be comparable to fixed charge coverage reported by other companies and is not calculated in accordance with applicable regulatory rules.

**Global Markets** include the logistics markets of Mexico City, Guadalajara and Monterrey. These markets are highly industrialized and benefit from proximity to principal highways, airports and rail hubs.

**Net Effective Rent ("NER")** is calculated at the beginning of the lease using the estimated total cash to be received over the term of the lease (including base rent and expense reimbursements) and annualized. The per square foot number is calculated by dividing the annualized net effective rent by the occupied square feet of the lease.

**Net Effective Rent Change** represents the change in net effective rental rates (average rate over the lease term) on new and renewed leases signed during the period as compared with the previous effective rental rates in that same space.

**Net Operating Income ("NOI")** represents rental income less rental expenses.

**Operating Portfolio** includes stabilized industrial properties.

**Regional Markets** include the manufacturing markets of Tijuana, Reynosa and Ciudad Juarez. These markets are industrial centers for the automotive, electronic, medical and aerospace industries, and benefit from the ample supply of qualified labor at attractive costs and proximity to the U.S. border.

**Same Store.** We evaluate the operating performance of the operating properties we own using a "Same Store" analysis because the population of properties in this analysis is consistent from period to period, thereby eliminating the effects of changes in the composition of the portfolio on performance measures. Included in this analysis are all properties that were owned by FIBRA Prologis as of September 30, 2016 and began operations no later than January 1, 2015. We believe the factors that impact rental income, rental expenses and NOI in the Same Store portfolio are generally the same as for the total operating portfolio.

Our Same Store measure is a measure that is commonly used in the real estate industry and is calculated beginning with rental income and rental expenses from the financial statements prepared in accordance with IFRS. It is also common in the real estate industry and expected from the analyst and investor community that these numbers also be adjusted to remove certain non-cash items included in the financial statements prepared in accordance with IFRS to reflect a cash Same Store number, such as straight line rent adjustments. As this is a non-IFRS measure, it has certain limitations as an analytical tool and may vary among real estate companies.

in thousands of U.S. Dollars	For the three months ended September 30,		
	2016	2015	Change (%)
<b>Rental income- adjusted cash:</b>			
Per the statements of comprehensive income	43,937	41,863	
Properties not included in same store and other adjustments	(3,532)	(935)	
Direct Billables Revenues from Properties incl same store	1,360	1,394	
Straight-lined rent	(45)	(902)	
<b>Same Store - Rental income- adjusted cash</b>	<b>41,720</b>	<b>41,420</b>	<b>0.7%</b>
<b>Rental expense-adjusted cash:</b>			
Per the statements of comprehensive income	5,978	5,696	
Properties not included in same store and other adjustments	(427)	(98)	
Direct Billables Expenses from Properties incl same store pool	1,360	1,394	
<b>Same Store - Rental expense adjusted cash</b>	<b>6,911</b>	<b>6,992</b>	<b>-1.2%</b>
<b>NOI-adjusted cash:</b>			
Per the statements of comprehensive income	37,959	36,167	
Properties not included in same store	(3,105)	(837)	
Straight-lined rent	(45)	(902)	
<b>Same Store - NOI - adjusted cash</b>	<b>34,809</b>	<b>34,428</b>	<b>1.1%</b>
Straight-lined rent from properties included in same store	(57)	877	
<b>Same Store</b>	<b>34,752</b>	<b>35,305</b>	<b>-1.6%</b>

- a) To calculate Same Store rental income, we exclude the net termination and renegotiation fees to allow us to evaluate the growth or decline in each property's rental income without regard to items that are not indicative of the property's recurring operating performance.

**Same Store Average Occupancy** represents the average occupied percentage of the Same Store portfolio for the period.

**Stabilization** is defined when a property that was developed has been completed for one year or is 90% occupied. Upon stabilization, a property is moved into our Operating Portfolio.

**Stabilized Capitalization Rate equals stabilized NOI divided by the "total acquisition cost"**. Stabilized NOI equals the estimated twelve months of potential gross rental revenue (base rent, including above or below market rents plus operating expense reimbursements) multiplied by 95% to adjust income to a stabilized vacancy factor of 5%, minus estimated operating expenses. The total acquisition cost comprises the purchase price plus 1) transaction closing costs, 2) all due diligence costs, 3) immediate capital expenditures (including two years of property improvements and all leasing commissions and tenant improvements required to stabilize the property), 4) the effects of marking assumed debt to market and 5) the net present value of free rent, if applicable.

**Estimated Stabilized Yield** is calculated as NOI assuming stabilized occupancy divided by Acquisition Cost or TEI, as applicable.

**Tenant Retention** is the square footage of all leases rented by existing tenants divided by the square footage of all expiring and rented leases during the reporting period, excluding the square footage of tenants that default or buy-out prior to expiration of their lease, short-term tenants and the square footage of month-to-month leases.

**Turnover Costs** represent the costs incurred in connection with the signing of a lease, including leasing commissions and tenant improvements. Tenant improvements include costs to prepare a space for a new tenant and for a lease renewal with the same tenant. It excludes costs to prepare a space that is being leased for the first time (i.e. in a new development property).

**Total Expected Investment ("TEI")** represents total estimated cost of development or expansion, including land, development and leasing costs. TEI is based on current projections and is subject to change. Non-U.S. dollar investments are translated to U.S. dollars using the exchange rate at period end or the date of development start for purposes of calculating development starts in any period.