

First Quarter 2017

# FIBRA Prologis Financial Report



Prologis Juárez Industrial Center, Juárez

Quarterly Financial Statements

Supplemental Financial  
Information



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

Interim Condensed Financial  
Statements as of March 31, 2017  
and for the three month period  
then ended

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## First Quarter 2017 Earnings Report

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.

## First Quarter 2017 Management Overview

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

We entered 2017 with strong momentum. We realized the embedded earnings potential of our portfolio by increasing occupancy and rents and ended the quarter with another high-water mark of 97.4 percent, driven primarily by Mexico City and Guadalajara. We outperformed the market occupancy by 140 basis points, and leasing volume was a robust 2.1 million square feet—this early leasing activity reflects more than 35 percent of the leases that will expire this year. Notably, new leases accounted for 41 percent of our total activity.

Tenant retention fell to 67.5 percent in the first quarter, primarily as a result of one of our customers moving out of 268,000 square feet in Mexico City. This space was subsequently re-leased with little down time and at a significantly higher rent. Net effective rents grew in the quarter, increasing 9.2 percent on expiring leases, while cash same store NOI declined 1.3 percent. Excluding the negative impact of the peso devaluation and the isolated bankruptcy of a multinational customer in Guadalajara, cash same store NOI grew 2 percent.

The operating environment remained strong in the first quarter. Although not completely decoupled from the cyclical macroenvironment, in our view the resiliency of these structural drivers of logistics real estate demand have been more apparent over the last couple of years than ever before. Mexico City is severely undersupplied with modern logistics stock, and the rising consumer class and young population entering the workforce are long-term tailwinds for demand in that market. We expect demand from e-commerce customers to become a rising contributor of the demand profile going forward.

These factors were evidenced by a net absorption of 4.0 million square feet, driving the national vacancy rate down by 50 basis points to a new record of 4.0 percent. We expect another year of positive supply/demand imbalance in Mexico as institutional developers take a more conservative view on speculative development starts, particularly in the border markets.

While geopolitical crosscurrents have not yet ebbed and risks remain, we've seen positive signs in recent months. This uncertainty has disproportionately affected the development cycle more than the demand cycle across our markets in Mexico.

Our diverse customer base spans a variety of industries—from e-commerce, retailers and third-party logistics providers to manufacturers of medical devices, auto parts and electronics, among others. Around 60 percent of the goods going through our buildings is consumption-based and mostly local to Mexico. This breadth in customers helps to temper the risk of any immediate negative impact that may arise from the current geopolitical environment.

Before concluding, I would like to point out that in April we began to execute our near-term debt refinancing plan, which we expect will further improve our risk profile and decrease our debt costs by at least 40 basis points. At this time, we are excluding any acquisition activity in our guidance activity in favor of liquidity.

In summary, we're off to a great start. We continue to be prudent and straightforward in our assessment of the market environment, and will monitor and call out risks and opportunities as they unfold. I am confident in the strength of our strategy and the ability of our talented team to take us forward.

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 a leading owner and operator of Class-A logistics real estate in Mexico. As of March 31, 2017, FIBRA Prologis owned 194 logistics and manufacturing facilities in six strategic markets in Mexico totaling 34.2 million square feet (3.2 million square meters) of gross leasable area ("GLA"). These properties were leased to 236 customers, including third-party logistics providers, transportation companies, retailers and manufacturers.

Approximately 66.2 percent of our net effective rents are in global logistics markets ("global markets") and the remaining 33.8 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 in highly populated areas that are experiencing 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.

First quarter financial information includes results from January 1, 2017, through March 31, 2017. During the quarter ended March 31, 2017, and through the date of this report, the following activity supported our priorities:

- **Operating Results:**

Operating Portfolio	1Q 2017	1Q 2016	Notes
Period End Occupancy	97.4%	96.4%	<i>Record occupancy led by global markets at 97.9%</i>
Leases Signed	2.1MSF	2.8MSF	<i>New leases accounted for 41% of leasing volume</i>
Customer Retention	67.5%	93.2%	<i>Mainly driven by a known move-out of 0.3MSF in Mexico City</i>
Net Effective Rent Change	9.2%	9.7%	<i>Led by regional markets at 12.4%</i>
Cash Same Store NOI	-1.3%	4.0%	<i>0.6% same store growth in constant U.S. dollars</i>
Same Store NOI	-3.0%	2.2%	
Avg. Turnover Cost per SF leased	US\$1.94	US\$1.19	<i>Driven by the significant increase in new leases</i>



We evaluate the operating performance of the operating properties we own using a “same store” analysis because the population of the properties in this analysis is consistent from period to period, thereby eliminating the effects of changes in composition of the portfolio on performance measures. We believe the factors that affect rental revenues, rental expenses and NOI in the same store portfolio are generally the same as for the total portfolio. Our same store is measured in U.S. dollar terms and includes the effect of year-over-year movements of the Mexican peso. During the first quarter, same store NOI was negatively impacted by the peso devaluation and to a lesser extent, a bad debt expense from a multinational tenant.

- On February 7, 2017, we entered into three quarterly average rate forward contracts for an aggregate of Ps. 160 million at an overall average exchange rate of 21.20 pesos to dollar starting on April 3, 2017 through the remainder of 2017.
- On April 7, 2017, we fully prepaid a US\$64.1 million secured debt facility with Blackstone that was scheduled to mature in October 7, 2017. The secured debt facility had an interest rate of 7.9 percent and was repaid at par avoiding prepayment penalties. The secured debt was repaid with borrowings under our unsecured credit facility, reducing the overall average cost of debt by approximately 40 basis points from 4.9 percent to 4.5 percent.

#### Operational Outlook

During the quarter ended March 31, 2017, the operating fundamentals in the markets in which we operate remained strong, positively affecting both occupancy and rental rates in our portfolio. Due to geopolitical and macroeconomic uncertainty, together with the steep devaluation of the Mexican Peso, we anticipate modest market rent growth in 2017. Demand for modern-grade logistics real estate remained strong in the first quarter, driven by structural drivers of demand. Overall, in-place rents are around 5.2 percent below market rents since many of our leases commenced during periods of lower market rents. This will support increases in net effective rents on lease turnover. As we can recover the majority of our operating expenses from customers, the increase in rent translates into increased NOI, earnings and cash flow. During the first quarter, we had positive rent change of 9.2 percent on rollovers when comparing the net effective rent of the new lease to the prior lease for the same space.

#### Acquisitions

Under an exclusivity agreement with Prologis, we have access to a proprietary acquisition pipeline that allows us to increase our investments in logistic real estate. As of March 31, 2017, Prologis had 3.1 million square feet under development or pre-stabilization of which 72 percent was leased or pre-leased at the end of the quarter. We expect these properties to be offered to FIBRA Prologis in the future. In light of potential changes to trade policy, we are currently prioritizing flexibility in our balance sheet by maintaining liquidity and low leverage over deploying capital.

### Currency Exposure

As of March 31, 2017, our revenues denominated in U.S. dollars represented 74.5 percent of annualized net effective rents, resulting in peso exposure for the first quarter of approximately 15.2 percent of NOI. Most of the leases renewed during the quarter were maintained in the same currency as the previous lease. In the near term, we expect the amount of peso-denominated revenues to range between 25 percent to 30 percent of annualized net effective rents.

### Liquidity and Capital Resources

#### *Overview*

We believe our ability to generate cash from operating activities and available financing sources, including our line of credit, 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 CBFI holders, we expect our primary cash uses will include:

- Capital expenditures and leasing costs on properties in our operating portfolio.
- Acquisition of industrial buildings as discussed in the Acquisition section.
- Repayment of debt and scheduled principal payments during 2017 and 2018 of approximately US\$214.0 million and US\$74.0 million, respectively. On April 7, 2017, we repaid US\$64.1 million of the US\$214.0 million of the 2017 scheduled maturities with borrowing under our unsecured credit facility.

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. 281.1 million (approximately US\$15.0 million) as of March 31, 2017, as a result of cash flow from operating properties.
- Borrowing capacity of Ps. 5.9 billion (US\$316.8 million) under our unsecured credit facility. After the repayment of Ps. 1.2 billion (US\$64.1 million) of our 2017 scheduled maturities on April 7, 2017, our borrowing capacity was Ps. 4.7 billion (US\$252.7 million) under our unsecured credit facility.
- Proceeds from the issuance of new debt in connection with the refinancing of our 2017 and 2018 debt maturities.

## *Debt*

As of March 31, 2017, we had approximately Ps. 13.7 billion (US\$733.4 million) of debt at par value with a weighted average effective interest rate of 4.0 percent (a weighted average coupon rate of 4.9 percent) and a weighted average maturity of 3.1 years.

We are actively working on addressing our 2017 maturities. Subject to market conditions, our plan is to obtain new debt or refinance our secured debt maturing in second quarter of 2017 to achieve flexibility and an improved risk profile while lowering the overall debt cost. On April 7, 2017, we completed the first step when we repaid US\$64.1 million of a secured debt facility with borrowing under our unsecured credit facility. While this lowered our overall average debt cost by 40 basis points, this financing should be considered as temporary, with permanent financing to be completed before the end of the year.

According to the CNBV regulation for the calculation of debt ratios, our loan-to-value and debt service coverage ratios as of March 31, 2017, were 33.5 percent and 1.5 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 March 31, 2017 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 March 31, 2017;
- The interim condensed statements of comprehensive income for the three-month period ended March 31, 2017;
- The interim condensed statement of changes in equity for the three-month period ended March 31, 2017;
- The interim condensed statement of cash flows for the three-month period ended March 31, 2017; 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 Accounting 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 March 31, 2017 condensed interim financial information is not prepared, in all material respects, in accordance with IAS 34, "*Interim Financial Reporting*".

KPMG CARDENAS DÓBAL, S. C.

José Angel Cháirez Garza

Mexico City, April 19, 2017.



## Interim condensed statements of financial position

As of March 31, 2017 and December 31, 2016

in thousands Mexican Pesos		Note	March 31, 2017	December 31, 2016
<b>Assets</b>				
Current assets:				
Cash			\$ 281,136	\$ 370,909
Trade receivables	7		36,126	50,457
Value added tax and other receivables	8		63,069	141,348
Prepaid expenses	9		122,994	46,718
			503,325	609,432
Non-current assets:				
Investment properties	10		40,405,696	45,064,110
Interest rate swaps	14		50,430	42,492
			40,456,126	45,106,602
<b>Total assets</b>			<b>\$ 40,959,451</b>	<b>\$ 45,716,034</b>
<b>Liabilities and equity</b>				
Current liabilities:				
Trade payables			\$ 50,611	\$ 54,904
Due to affiliates	13		34,873	110,111
Current portion of long term debt	11		4,105,842	4,556,722
			4,191,326	4,721,737
Non-current liabilities:				
Long term debt	11		9,637,789	10,634,498
Security deposits			269,832	294,174
Exchange rate forwards	14		15,354	-
			9,922,975	10,928,672
Total liabilities			14,114,301	15,650,409
Equity:				
CBFI holders capital	12		13,951,083	14,313,287
Other equity accounts			12,894,067	15,752,338
Total equity			26,845,150	30,065,625
<b>Total liabilities and equity</b>			<b>\$ 40,959,451</b>	<b>\$ 45,716,034</b>

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

## Interim condensed statements of comprehensive income

For the three months ended March 31, 2017 and 2016

in thousands Mexican Pesos, except per CBFi amounts		Note	For the three months ended March 31,	
			2017	2016
<b>Revenues:</b>				
Lease rental income			\$ 814,262	\$ 685,693
Rental recoveries			75,212	64,217
Other property income			18,733	11,627
			908,207	761,537
<b>Costs and expenses:</b>				
Property operating expenses:				
Operating and maintenance			45,241	39,874
Utilities			12,203	7,044
Property management fees	13		26,196	21,872
Real estate taxes			17,237	14,155
Non-recoverable operating			12,391	3,558
			113,268	86,503
<b>Gross profit</b>			<b>794,939</b>	<b>675,034</b>
<b>Other expenses (income):</b>				
Loss on valuation of investment properties	10		613,011	80,620
Asset management fees	13		79,982	66,503
Professional fees			16,701	7,822
Interest expense			181,388	141,466
Amortization of debt premium			(37,927)	(37,001)
Amortization of deferred financing cost			8,002	7,067
Net loss on early extinguishment of debt			553	44,872
Unused credit facility fee			9,327	10,843
Unrealized loss on exchange rate forwards	14		15,354	-
Exchange (gain) loss, net			(7,720)	6,811
Other general and administrative expenses			3,635	4,757
			882,306	333,760
<b>Net (loss) income</b>			<b>(87,367)</b>	<b>341,274</b>
<b>Other comprehensive income:</b>				
<i>Items that are not reclassified subsequently to profit or loss:</i>				
Translation effects from functional currency to reporting currency			2,782,781	149,145
<i>Items that are or may be reclassified subsequently to profit or loss:</i>				
Unrealized (gain) loss on interest rate swaps	14		(11,877)	26,381
			2,770,904	175,526
<b>Total comprehensive (loss) income for the period</b>			<b>\$ (2,858,271)</b>	<b>\$ 165,748</b>
<b>(Loss) earnings per CBFi</b>	<b>6</b>		<b>\$ (0.14)</b>	<b>\$ 0.54</b>

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

## Interim condensed statements of changes in equity

For the months ended March 31, 2017 and 2016

in thousands Mexican Pesos	CBFI holders capital	Other equity accounts	Retained earnings	Total
Balance as of January 1, 2016	\$ 15,532,302	\$ 5,872,146	\$ 3,375,368	\$ 24,779,816
Equity distributions	(308,284)	-	-	(308,284)
Comprehensive income:				
Translation effects from functional currency to reporting currency	-	(149,146)	-	(149,146)
Unrealized loss on interest rate swap	-	(26,381)	-	(26,381)
Net income	-	-	341,274	341,274
Total comprehensive income	-	(175,527)	341,274	165,747
<b>Balance as of March 31, 2016</b>	<b>\$ 15,224,018</b>	<b>\$ 5,696,619</b>	<b>\$ 3,716,642</b>	<b>\$ 24,637,279</b>
Balance as of January 1, 2017	\$ 14,313,287	\$ 10,605,719	\$ 5,146,619	\$ 30,065,625
Equity distributions	(362,204)	-	-	(362,204)
Comprehensive income:				
Translation effects from functional currency to reporting currency	-	(2,782,781)	-	(2,782,781)
Unrealized gain on interest rate swaps	-	11,877	-	11,877
Net loss	-	-	(87,367)	(87,367)
Total comprehensive loss	-	(2,770,904)	(87,367)	(2,858,271)
<b>Balance as of March 31, 2017</b>	<b>\$ 13,951,083</b>	<b>\$ 7,834,815</b>	<b>\$ 5,059,252</b>	<b>\$ 26,845,150</b>

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

## Interim condensed statements of cash flows

For the three months ended March 31, 2017 and 2016

in thousands Mexican Pesos	For the three months ended March 31,	
	2017	2016
<b>Operating activities:</b>		
Net (loss) income	\$ (87,367)	\$ 341,274
<i>Adjustments for:</i>		
Loss on revaluation of investment properties	613,011	80,620
Allowance for uncollectible trade receivables	8,017	74
Interest expense	181,388	141,466
Net loss on early extinguishment of debt	553	44,872
Amortization of deferred financing cost	8,002	7,067
Unrealized loss on exchange rate forwards	15,354	-
Unrealized exchange loss	1,607	2,062
Amortization of debt premium	(37,927)	(37,001)
Rent leveling	21,218	(25,107)
<i>Change in:</i>		
Trade receivables	6,314	(33,669)
Value added tax and other receivables	78,279	65,141
Prepaid expenses	(76,276)	(22,510)
Trade payables	(4,293)	(26,989)
Due to affiliates	(75,238)	32,131
Security deposits	(24,342)	(660)
Net cash flow provided by operating activities	628,300	568,771
<b>Investing activities:</b>		
Funds for development of investment properties	-	(9,739)
Capital expenditures on investment properties	(72,859)	(89,604)
Net cash flow used in investing activities	(72,859)	(99,343)
<b>Financing activities:</b>		
Equity distributions	(362,204)	(308,284)
Long term debt borrowings	265,412	90,510
Long term debt payments	(286,159)	(13,760)
Interest paid	(177,669)	(142,838)
Cash used for early extinguishment of debt	-	(82,466)
Net cash flow used in financing activities	(560,620)	(456,838)
Net (decrease) increase in cash	(5,179)	12,590
Effect of foreign currency exchange rate changes on cash	(84,594)	16,806
Cash at beginning of the period	370,909	721,207
<b>Cash at the end of the period</b>	<b>\$ 281,136</b>	<b>\$ 750,603</b>

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

## Notes to interim condensed financial statements

As of March 31, 2017 and for the three months then ended and December 31, 2016

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 March 17, 2017, FIBRAPL paid \$125.0 million Mexican pesos (approximately \$6.5 million U.S. dollars) in Mexican pesos borrowings under its Credit Facility with Citibank N.A.

On February 10, 2017, FIBRAPL borrowed \$13.0 million U. S. dollars (\$265.4 million Mexican pesos) from its Credit Facility, with an interest rate of LIBOR plus 250 basis points, to fund distributions described below. See note 11.

On February 2, 2017, FIBRAPL distributed cash to its CBFi holders, which was considered a return of capital, in the amount of \$0.5709 Mexican pesos per CBFi (approximately \$0.0275 U. S. dollars per CBFi), equivalent to \$362.2 million Mexican pesos (\$17.4 million U.S. dollars).

On January 15, 2017, FIBRAPL paid \$150.0 million Mexican pesos (approximately \$7.2 million U.S. dollars) in Mexican pesos borrowings under its Credit Facility with Citibank N.A.



## 2. Basis of presentation

- a. **Interim financial reporting** - The accompanying interim condensed financial statements as of March 31, 2017 and for the three 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, 2016, 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.

- d. **Going concern basis of accounting** – FIBRAPL financial statements as of March 31, 2017 and for the three months then ended have been prepared on a going concern basis, which assumes that FIBRAPL will be able to meet the mandatory repayment terms of the banking facilities disclosed in note 11. For the three months ended March 31, 2017 and 2016, FIBRAPL recognized a gross profit of \$794,939 and \$675,034, respectively, and it generated positive operating cash flows of \$628,300 and \$568,771, respectively. As of March 31, 2017, current liabilities exceeded current assets because of the current portion of long term debt, however, FIBRAPL currently holds a borrowing capacity of \$5,927,000 under its undrawn credit facility and has an unrestricted cash balance of \$281,136. Management has a reasonable expectation that FIBRAPL has adequate resources to continue as a going concern and has the ability to realize its assets at their recognized values and to extinguish or refinance its liabilities in the normal course of business.

### 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, 2016.

During the three months ended March 31, 2017, FIBRAPL updated its accounting policy for derivative financial instruments to address the treatment of derivative financial instruments not designated or that do not qualify for hedge accounting, as follows:

- a. *Derivative Financial Instruments and Hedge Accounting* – FIBRAPL holds derivative financial instruments to hedge its exchange rate exposures which do not qualify for hedge accounting. Changes in fair value of derivative financial instruments not designated or that do not qualify for hedge accounting are recognized in the results of operations for the year as valuation effects of derivatives, presented in other expenses. Changes in fair value of derivative financial instruments formally designated and qualifying as hedging instruments are recognized in accordance with the corresponding hedge accounting model.

### 4. Rental revenues

Most of FIBRAPL's lease agreements associated with the investment properties contain a lease term of 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 March 31, 2017 exchange rate in Mexican pesos, are as follows:

in thousands Mexican Pesos		Amount
<b>Rental revenues:</b>		
2017 (nine months)	\$	2,235,047
2018		2,612,546
2019		2,082,609
2020		1,267,104
2021		776,056
Thereafter		872,110
	\$	<b>9,845,472</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 months ended March 31, 2017 and 2016, while assets and liabilities are included as of March 31, 2017 and December 31, 2016. 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 March 31, 2017						
	Mexico City	Guadalajara	Monterrey	Tijuana	Reynosa	Juarez	Total
<b>Revenues:</b>							
Lease rental income	\$ 295,124	\$ 140,444	\$ 97,999	\$ 99,360	\$ 103,692	\$ 77,643	\$ 814,262
Rental recoveries	29,880	9,593	8,976	8,394	7,161	11,208	75,212
Other property income	2,596	12,832	1,754	378	1,099	74	18,733
	327,600	162,869	108,729	108,132	111,952	88,925	908,207
<b>Cost and expenses:</b>							
Property operating expenses	38,907	21,666	11,703	11,782	11,636	17,574	113,268
<b>Gross Profit</b>	<b>\$ 288,693</b>	<b>\$ 141,203</b>	<b>\$ 97,026</b>	<b>\$ 96,350</b>	<b>\$ 100,316</b>	<b>\$ 71,351</b>	<b>\$ 794,939</b>

in thousands Mexican Pesos	For the three months ended March 31, 2016						
	Mexico City	Guadalajara	Monterrey	Tijuana	Reynosa	Juarez	Total
<b>Revenues:</b>							
Lease rental income	\$ 251,904	\$ 114,789	\$ 84,930	\$ 85,212	\$ 89,756	\$ 59,102	\$ 685,693
Rental recoveries	22,392	7,993	6,261	9,274	7,924	10,373	64,217
Other property income	748	7,200	1,250	236	1,826	367	11,627
	275,044	129,982	92,441	94,722	99,506	69,842	761,537
<b>Cost and expenses:</b>							
Property operating expenses	29,155	14,051	10,086	9,650	10,092	13,469	86,503
<b>Gross Profit</b>	<b>\$ 245,889</b>	<b>\$ 115,931</b>	<b>\$ 82,355</b>	<b>\$ 85,072</b>	<b>\$ 89,414</b>	<b>\$ 56,373</b>	<b>\$ 675,034</b>

in thousands Mexican Pesos	As of March 31, 2017						
	Mexico City	Guadalajara	Monterrey	Tijuana	Reynosa	Juarez	Total
<b>Investment properties:</b>							
Land	\$ 3,300,925	\$ 1,365,676	\$ 954,811	\$ 851,827	\$ 874,384	\$ 674,242	\$ 8,021,865
Buildings	13,203,700	5,462,702	3,819,245	3,407,308	3,497,536	2,696,968	32,087,459
	16,504,625	6,828,378	4,774,056	4,259,135	4,371,920	3,371,210	40,109,324
Rent leveling	125,763	29,003	32,377	39,940	40,339	28,950	296,372
<b>Investment properties</b>	<b>\$ 16,630,388</b>	<b>\$ 6,857,381</b>	<b>\$ 4,806,433</b>	<b>\$ 4,299,075</b>	<b>\$ 4,412,259</b>	<b>\$ 3,400,160</b>	<b>\$ 40,405,696</b>
<b>Long term debt</b>	<b>\$ 2,242,103</b>	<b>\$ 962,773</b>	<b>\$ 1,580,165</b>	<b>\$ 662,254</b>	<b>\$ 1,164,967</b>	<b>\$ 871,277</b>	<b>\$ 13,743,631</b>

	As of December 31, 2016							
in thousands Mexican Pesos	Mexico City	Guadalajara	Monterrey	Tijuana	Reynosa	Juarez	Unsecured debt	Total
<b>Investment properties:</b>								
Land	\$ 3,740,487	\$ 1,511,474	\$ 1,054,821	\$ 942,030	\$ 952,522	\$ 751,698	\$ -	\$ 8,953,032
Buildings	14,961,955	6,045,897	4,219,283	3,768,120	3,810,088	3,006,790	-	35,812,133
	18,702,442	7,557,371	5,274,104	4,710,150	4,762,610	3,758,488	-	44,765,165
Rent leveling	123,069	27,475	35,804	44,684	40,679	27,234	-	298,945
<b>Investment properties</b>	<b>\$ 18,825,511</b>	<b>\$ 7,584,846</b>	<b>\$ 5,309,908</b>	<b>\$ 4,754,834</b>	<b>\$ 4,803,289</b>	<b>\$ 3,785,722</b>	<b>\$ -</b>	<b>\$ 45,064,110</b>
<b>Long term debt</b>	<b>\$ 2,491,169</b>	<b>\$ 1,062,636</b>	<b>\$ 1,743,979</b>	<b>\$ 736,084</b>	<b>\$ 1,293,050</b>	<b>\$ 967,128</b>	<b>\$ 6,897,174</b>	<b>\$ 15,191,220</b>

## 6. (Loss) earnings per CBFi

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

in thousands Mexican Pesos, except per CBFi	For the three months ended March 31,	
	2017	2016
Basic and diluted (loss) earnings per CBFi (pesos)	\$ (0.14)	\$ 0.54
Net (loss) income	(87,367)	341,274
<b>Weighted average number of CBFis ('000)</b>	<b>634,480</b>	<b>634,480</b>

As of March 31, 2017, FIBRAPL had 634,479,746 CBFis outstanding.

## 7. Trade receivables

As of March 31, 2017 and December 31, 2016, trade accounts receivable of FIBRAPL were comprised as follows:

in thousands Mexican Pesos	March 31, 2017	December 31, 2016
Trade accounts receivable	\$ 85,690	\$ 91,914
Allowance for uncollectable trade receivables	(49,564)	(41,457)
	<b>\$ 36,126</b>	<b>\$ 50,457</b>

## 8. Value Added Tax and other receivables

As of March 31, 2017 and December 31, 2016, value added tax and other receivables were comprised as follows:

in thousands Mexican Pesos	March 31, 2017	December 31, 2016
Value Added Tax	\$ 28,405	\$ 108,241
Other receivables	34,664	33,107
	<b>\$ 63,069</b>	<b>\$ 141,348</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 March 31, 2017 and December 31, 2016, prepaid expenses of FIBRAPL were comprised as follows:

in thousands Mexican Pesos	March 31, 2017	December 31, 2016
Utility deposits	\$ 41,907	\$ 43,753
Real estate tax	51,699	-
Insurance	23,486	688
Other prepaid expenses	5,902	2,277
	<b>\$ 122,994</b>	<b>\$ 46,718</b>



## 10. Investment properties

FIBRAPL obtained a valuation as of March 31, 2017 from independent appraisers in order to determine the fair value of its investment properties which resulted in a loss of \$613,011 and \$80,620 for the period of three months ended March 31, 2017 and 2016.

a) As of March 31, 2017, investment properties were as follows:

Market	Fair value as of March 31, 2017	# of properties	Lease area in thousands square feet
Mexico City	\$ 16,630,387	52	13,351
Guadalajara	6,857,381	26	5,838
Monterrey	4,806,434	24	3,868
Tijuana	4,299,075	33	4,217
Reynosa	4,412,258	29	4,422
Juarez	3,400,161	31	3,566
<b>Total</b>	<b>\$ 40,405,696</b>	<b>195</b>	<b>35,262</b>

The table above includes an Intermodal facility in the Mexico City market with a leasable area of 1,092 thousand square feet and a fair value of \$284,360.

As of March 31, 2017, the fair value of investment properties includes excess land in the Monterrey market of \$45,460.

As of March 31, 2017 and December 31, 2016, the balance of investment properties included rent leveling assets of \$296,372 and \$298,945, respectively.

b) The reconciliation of investment properties for the three months ended March 31, 2017 and for the year ended December 31, 2016 are as follows:

In thousands Mexican Pesos	For the three months ended March 31, 2017	For the year ended December 31, 2016
Beginning balance	\$ 45,064,110	\$ 35,475,843
Translation effect from functional currency	(4,115,689)	6,878,640
Acquisition of investment properties	-	2,171,887
Acquisition cost	-	52,620
Capital expenditures, leasing commissions and tenant improvements	72,859	394,960
Development	-	9,739
Dispositions	-	(26,130)
Rent leveling	(2,573)	100,410
(Loss) gain on valuation of investment properties	(613,011)	6,141
<b>Ending balance of investment properties</b>	<b>\$ 40,405,696</b>	<b>\$ 45,064,110</b>

- c) During the three months ended March 31, 2017 and 2016, capital expenditures, leasing commissions and tenant improvements of FIBRAPL were as follows:

in thousands Mexican Pesos	For the three months ended March 31,	
	2017	2016
Capital expenditures	\$ 14,288	\$ 33,714
Leasing commissions	20,892	24,979
Tenant improvements	37,679	30,911
	<b>\$ 72,859</b>	<b>\$ 89,604</b>

## 11. Long term debt

As of March 31, 2017 and December 31, 2016, FIBRAPL had long term debt comprised of loans from financial institutions denominated in U.S. dollars, except if described otherwise as follows:

	Denomination	Maturity date	Rate	March 31, 2017		December 31, 2016	
				thousands U. S. Dollars	thousands Mexican Pesos	thousands U. S. Dollars	thousands Mexican Pesos
Metropolitan Life Insurance Co. (The Metlife 1 Loan) (Secured)	USD	September 1, 2017	6.90%	112,500	\$ 2,104,639	112,500	\$ 2,319,683
Neptuno Real Estate, S. de R. L. de C. V. "Blackstone" (Secured)	USD	October 7, 2017	7.90%	64,149	1,200,093	64,149	1,322,714
Metropolitan Life Insurance Co. (The Metlife 2 Loan) (Secured)	USD	November 1, 2017	6.90%	37,500	701,546	37,500	773,228
Prudential Insurance Company and Metropolitan Life Insurance Co. (The Pru-Met Loan) 3rd. Section (Secured)	USD	December 15, 2018	5.04%	65,273	1,221,121	65,749	1,355,705
Prudential Insurance Company and Metropolitan Life Insurance Co. (The Pru-Met Loan) 4th. Section (Secured)	USD	December 15, 2018	4.78%	8,876	166,051	8,943	184,399
Citibank N.A. Credit facility (Unsecured)	USD	May 21, 2019	LIBOR + 250bps	80,500	1,505,973	67,500	1,391,810
Citibank N.A. Credit facility (Unsecured)	MXN	May 21, 2019	TIE + 220bps	2,672	50,000	15,762	325,000
Citibank (The Citibank Loan) (Unsecured)	USD	December 18, 2020	LIBOR + 245bps	255,000	4,770,515	255,000	5,257,947
Prudential Insurance Company and Metropolitan Life Insurance Co. (The Pru-Met Loan) 1st. Section (Secured)	USD	February 1, 2027	4.67%	53,500	1,000,873	53,500	1,103,138
Prudential Insurance Company and Metropolitan Life Insurance Co. (The Pru-Met Loan) 2nd. Section (Secured)	USD	February 1, 2027	4.67%	53,500	1,000,873	53,500	1,103,138
<b>Total</b>				<b>733,470</b>	<b>13,721,684</b>	<b>734,103</b>	<b>15,136,762</b>
Long term debt interest accrued				441	8,254	424	8,736
Debt premium, net				5,077	94,976	6,962	143,549
Deferred financing cost				(4,345)	(81,283)	(4,744)	(97,827)
<b>Total debt</b>				<b>734,643</b>	<b>13,743,631</b>	<b>736,745</b>	<b>15,191,220</b>
Current portion of long term debt				219,471	4,105,842	220,992	4,556,722
<b>Total long term debt</b>				<b>515,172</b>	<b>\$ 9,637,789</b>	<b>515,753</b>	<b>\$ 10,634,498</b>

During the three months ended March 31, 2017 and 2016, FIBRAPL paid interest on long term debt of \$177,669 and \$142,838, respectively, and principal of \$286,159 and \$13,760, respectively.

At March 31, 2017, 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, from which \$50.0 million U.S. dollar can be borrowed in Mexican pesos.

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 (i) LIBOR plus 250 basis points denominated in U. S. dollars and (ii) TIIE plus 220 basis points denominated in Mexican pesos, 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 March 31, 2017, FIBRAPL had an outstanding balance of \$80.5 million U. S. dollars (\$1,506 million Mexican pesos) and \$50 million Mexican pesos (\$2.7 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 March 31, 2017, 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 March 31, 2017 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 March 31, 2017.
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 an unaffiliated third party for such services.

c. As of March 31, 2017 and December 31, 2016, the outstanding balances due to related parties were as follows:

in thousands Mexican Pesos	March 31, 2017	December 31, 2016
Asset management fees	\$ 26,043	\$ 81,465
Property management fees	8,214	27,673
Maintenance cost	616	51
Development fees	-	922
	<b>\$ 34,873</b>	<b>\$ 110,111</b>

As of March 31, 2017 and December 31, 2016, 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 months ended March 31, 2017 and 2016 were as follows:

in thousands Mexican Pesos	For the three months ended March 31,	
	2017	2016
Equity distribution	\$ 166,144	\$ 141,410
Asset management fee	\$ 79,982	\$ 66,503
Property management fee	\$ 26,196	\$ 21,872
Leasing commissions	\$ 9,925	\$ 66,275
Development fee	\$ 3,650	\$ 4,475
Maintenance costs	\$ 2,463	\$ 2,266



#### 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 Credit Facility. 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 as of March 31, 2017 of \$50.4 million Mexican pesos has been recognized in other comprehensive income as unrealized gain 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 March 31, 2017
Bank of Nova Scotia	June 23, 2016	July 23, 2019	100	\$ 20,261
HSBC Bank USA	June 23, 2016	July 23, 2019	150	30,169
				<b>\$ 50,430</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.

##### *Exchange rate Forwards*

FIBRAPL's exchange rate forwards do not qualify for hedge accounting. Therefore, the change in fair value related to the contracts is recognized in the results of operations for the year within Unrealized loss on exchange rate forwards.

On February 7, 2017, FIBRAPL entered into foreign currency rate forwards with HSBC Bank USA, National Association to fix a forward rate over its quarterly Mexican peso transactions as follows:

Start date	End date	Settlement date	Forward rate	Notional amount Thousands of Mexican pesos	Fair value amount as of March 31, 2017 Thousands of Mexican pesos	Thousands of U.S. dollars
April 3, 2017	June 30, 2017	July 5, 2017	20.9127 USD-MXN	\$ 52,000	\$ 5,089	\$ 272
July 3, 2017	September 29, 2017	October 3, 2017	21.1918 USD-MXN	\$ 52,000	\$ 4,976	\$ 266
October 2, 2017	December 29, 2017	January 3, 2018	21.4947 USD-MXN	\$ 56,000	\$ 5,289	\$ 283
<b>Total</b>				<b>\$ 160,000</b>	<b>\$ 15,354</b>	<b>\$ 821</b>

## 15. Subsequent events

On April 17, 2017, FIBRAPL paid \$50.0 million Mexican pesos (approximately \$2.6 million U.S. dollars) in Mexican pesos borrowings under its Credit Facility with Citibank N.A.

On April 7, 2017, FIBRAPL paid in advance its outstanding balance of the Blackstone Loan of \$64.1 million U.S. dollars (\$1,203.1 million Mexican pesos) and related interest of \$0.1 U.S. dollars (\$1.9 million Mexican pesos). This loan was scheduled to mature in October 2017 with an interest rate of 7.90%.

On April 6, 2017, FIBRAPL borrowed \$60.0 million U. S. dollars (\$1,126.2 million Mexican pesos) from its credit facility with Citibank, N.A., with an interest rate of "LIBOR" (London Interbank Offered Rate) plus 250 basis points, to pay its outstanding balance of the Blackstone Loan. See note 11.

## 16. Commitments and contingencies

FIBRAPL had no significant commitments or contingencies except as described in these notes as of March 31, 2017.

## 17. Financial statements approval

On April 19, 2017, the issuance of these interim condensed financial statements was authorized by Jorge Roberto Girault Facha, CFO of the Manager.

\* \* \* \* \*

First Quarter 2017

# FIBRA Prologis Supplemental Financial Information

Unaudited





Prologis Tres Rios #8, Mexico City

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.



Prologis Juárez Industrial Center, Juárez

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**Sponsor**

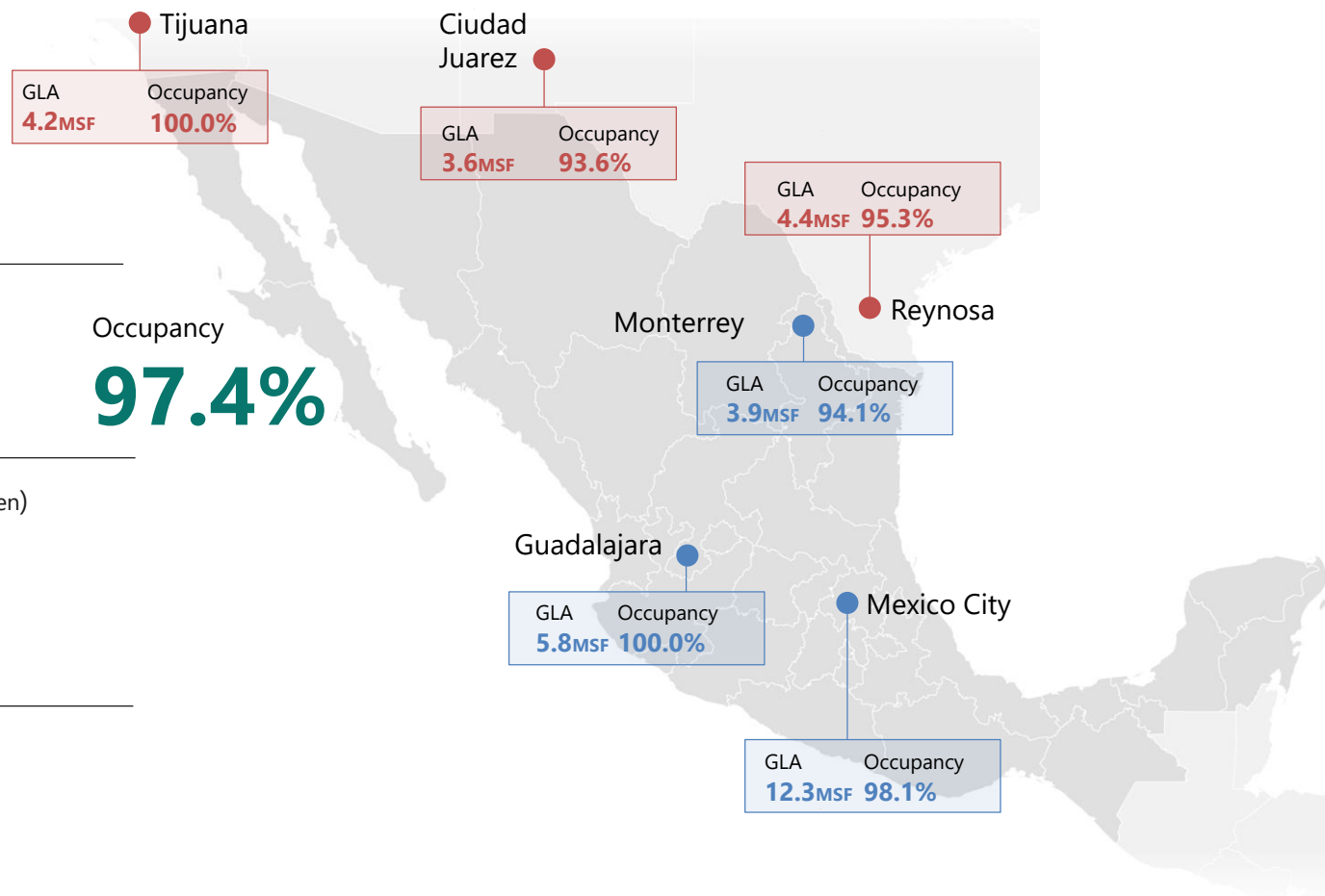
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FIBRA Prologis is the leading owner and operator of Class-A industrial real estate in Mexico. As of March 31, 2017, FIBRA Prologis was comprised of 194 logistics and manufacturing facilities in six industrial markets in Mexico totaling 34.2 million square feet (3.2 million square meters) of GLA.

### Market Presence



### Total Markets

GLA	% Net Effective Rent
<b>34.2 MSF</b>	<b>100.0%</b>

Occupancy  
**97.4%**

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

GLA	% Net Effective Rent	Occupancy
<b>12.2 MSF</b>	<b>33.8%</b>	<b>96.4%</b>

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

GLA	% Net Effective Rent	Occupancy
<b>22.0 MSF</b>	<b>66.2%</b>	<b>97.9%</b>

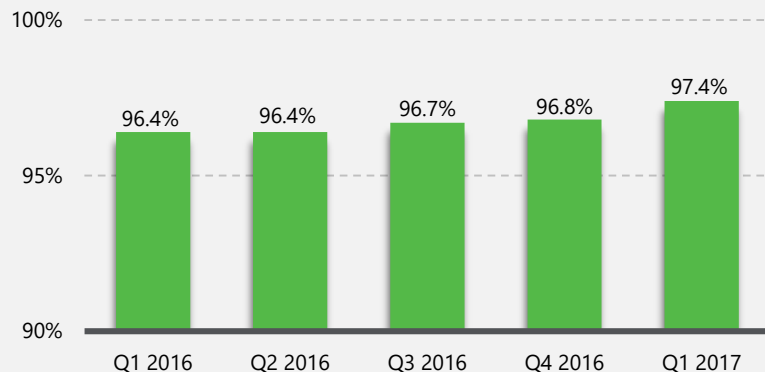


Included below are quarterly comparative highlights in Mexican Pesos and U.S. Dollars as a summary of our company performance.

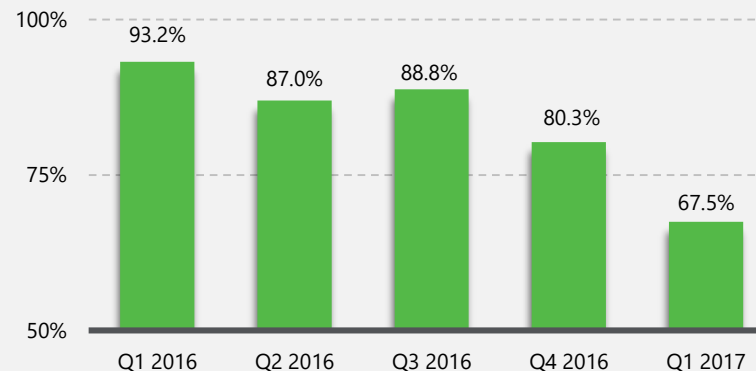
in thousands, except per CBFi amounts

	For the three months ended									
	March 31, 2017		December 31, 2016		September 30, 2016		June 30, 2016		March 31, 2016	
	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	908,207	44,419	891,183	45,428	817,630	43,840	769,004	43,553	761,537	42,622
Gross Profit	794,939	38,606	773,328	39,422	707,591	37,959	663,451	37,785	675,034	37,777
Net (loss) Income	(87,367)	(5,150)	671,287	34,128	445,383	24,211	380,595	22,420	341,274	19,093
FFO, as modified by FIBRA Prologis	543,158	25,906	526,973	26,853	490,463	26,565	438,993	25,630	468,828	26,141
AFFO	419,156	19,781	343,349	17,612	367,989	20,012	313,658	18,775	324,183	18,094
Adjusted EBITDA	703,948	33,987	691,934	35,185	636,795	34,287	584,113	33,614	591,203	32,962
(Loss) earnings per CBFi	(0.1377)	(0.0081)	1.0580	0.0538	0.7020	0.0382	0.5999	0.0353	0.5379	0.0301
FFO per CBFi	0.8561	0.0408	0.8306	0.0423	0.7730	0.0419	0.6919	0.0404	0.7389	0.0412

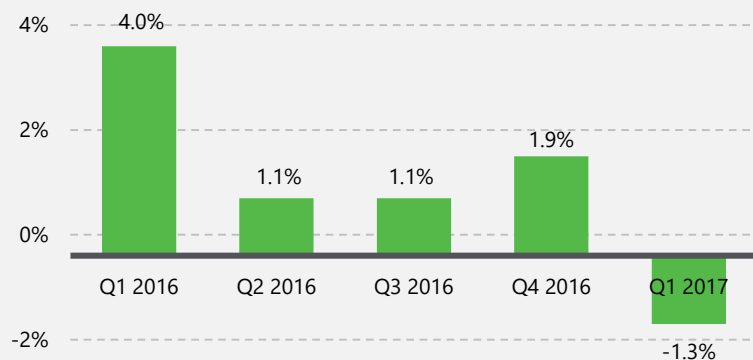
### Period End Occupancy – Operating Portfolio



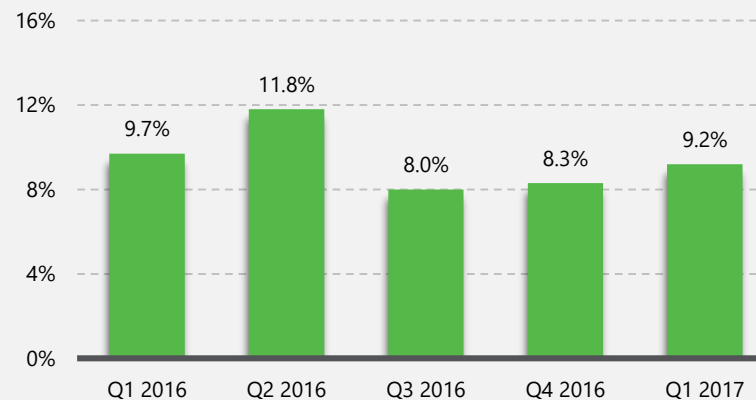
### Weighted Average Customer Retention



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



### Net Effective Rent Change



US Dollars in thousands except per CBFI amounts

2017 Guidance	Low	High
<b>Full year FFO per CBFI <sup>(A)</sup></b>	<b>\$ 0.1550</b>	<b>\$ 0.1650</b>
<b>Operations</b>		
Year-end occupancy	95.5%	96.5%
Same store cash NOI change	0.0%	1.0%
Annual capex as a percentage of NOI	14.0%	16.0%
<b>Other Assumptions</b>		
G&A (Asset management and professional fees)	\$ 18,500	\$ 20,500
Full year 2017 distribution per CBFI (US Dollars)	\$ 0.1155	\$ 0.1155

in thousands		March 31, 2017		December 31, 2016	
<b>Assets:</b>		<b>Ps.</b>	<b>US\$</b>	<b>Ps.</b>	<b>US\$</b>
Current assets:					
Cash		281,136	15,028	370,909	17,989
Trade receivables		36,126	1,966	50,457	2,446
Value added tax and other receivables		63,069	3,371	141,348	6,855
Prepaid expenses		122,994	6,575	46,718	2,266
		<b>503,325</b>	<b>26,940</b>	<b>609,432</b>	<b>29,556</b>
Non-current assets:					
Investment properties		40,405,696	2,159,819	45,064,110	2,185,521
Interest rate swaps		50,430	2,696	42,492	2,061
		<b>40,456,126</b>	<b>2,162,515</b>	<b>45,106,602</b>	<b>2,187,582</b>
<b>Total assets</b>		<b>40,959,451</b>	<b>2,189,455</b>	<b>45,716,034</b>	<b>2,217,138</b>
<b>Liabilities and Equity:</b>					
Current liabilities:					
Trade payables		50,611	2,707	54,904	2,662
Due to affiliates		34,873	1,864	110,111	5,340
Current portion of long term debt		4,105,842	219,471	4,556,722	234,779
		<b>4,191,326</b>	<b>224,042</b>	<b>4,721,737</b>	<b>242,781</b>
Non-current liabilities:					
Long term debt		9,637,789	515,172	10,634,498	501,966
Security deposits		269,832	14,423	294,174	14,267
Exchange rate forwards		15,354	821	-	-
		<b>9,922,975</b>	<b>530,416</b>	<b>10,928,672</b>	<b>516,233</b>
Total liabilities		<b>14,114,301</b>	<b>754,458</b>	<b>15,650,409</b>	<b>759,014</b>
Equity:					
CBFI holders capital		13,951,083	1,125,610	14,313,287	1,148,554
Other equity accounts		12,894,067	309,387	15,752,338	309,570
Total equity		<b>26,845,150</b>	<b>1,434,997</b>	<b>30,065,625</b>	<b>1,458,124</b>
<b>Total liabilities and equity</b>		<b>40,959,451</b>	<b>2,189,455</b>	<b>45,716,034</b>	<b>2,217,138</b>

# Financial information

## Interim Condensed Statements of Comprehensive Income

1Q 2017 Supplemental

in thousands, except per CBFI amounts	For the three months ended March 31,			
	2017		2016	
	Ps.	US\$	Ps.	US\$
<b>Revenues:</b>				
Lease rental income	814,262	39,855	685,693	38,405
Rental recoveries	75,212	3,643	64,217	3,587
Other property income	18,733	921	11,627	630
	<b>908,207</b>	<b>44,419</b>	<b>761,537</b>	<b>42,622</b>
<b>Cost and expenses:</b>				
Property operating expenses:				
Operating and maintenance	45,241	2,215	39,874	2,237
Utilities	12,203	595	7,044	392
Property management fees	26,196	1,325	21,872	1,216
Real estate taxes	17,237	825	14,155	795
Non-recoverable operating	12,391	853	3,558	205
	<b>113,268</b>	<b>5,813</b>	<b>86,503</b>	<b>4,845</b>
<b>Gross profit</b>	<b>794,939</b>	<b>38,606</b>	<b>675,034</b>	<b>37,777</b>
<b>Other expense (income):</b>				
Loss on revaluation of investment properties	613,011	30,128	80,620	4,474
Asset management fees	79,982	4,042	66,503	3,836
Professional fees	16,701	840	7,822	432
Interest expense	181,388	9,101	141,466	7,886
Amortization of debt premium	(37,927)	(1,885)	(37,001)	(2,067)
Amortization of deferred financing cost	8,002	400	7,067	395
Net loss on early extinguishment of debt	553	28	44,872	2,460
Unused credit facility fee	9,327	465	10,843	607
Unrealized loss on exchange rate forwards	15,354	821	-	-
Unrealized exchange loss, net	1,607	79	2,062	114
Realized exchange (gain) loss, net	(9,327)	(458)	4,749	263
Other general and administrative expenses	3,635	195	4,757	284
	<b>882,306</b>	<b>43,756</b>	<b>333,760</b>	<b>18,684</b>
<b>Net (loss) income</b>	<b>(87,367)</b>	<b>(5,150)</b>	<b>341,274</b>	<b>19,093</b>
<b>Other comprehensive income:</b>				
<i>Items that are not reclassified subsequently to profit or loss:</i>				
Translation effects from functional currency to reporting currency	2,782,781	(5,603)	149,145	1,389
<i>Items that are or may be reclassified subsequently to profit or loss:</i>				
Unrealized (gain) loss on interest rate swaps	(11,877)	(635)	26,381	1,529
	<b>2,770,904</b>	<b>(6,238)</b>	<b>175,526</b>	<b>2,918</b>
<b>Total comprehensive (loss) income for the period</b>	<b>(2,858,271)</b>	<b>1,088</b>	<b>165,748</b>	<b>16,175</b>
<b>Earnings per CBFI (A)</b>	<b>(0.1377)</b>	<b>(0.0081)</b>	<b>0.5379</b>	<b>0.0301</b>

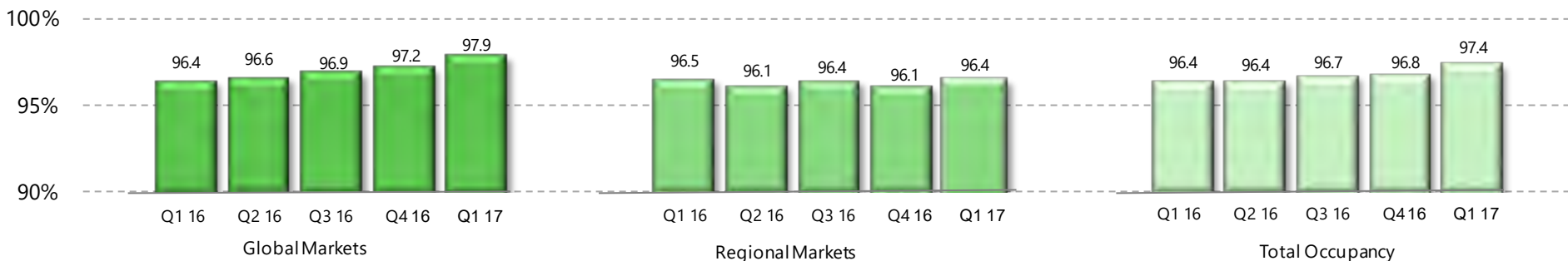
## Reconciliations of Net Income to FFO, AFFO and EBITDA

in thousands	For the three months ended March 31,			
	2017		2016	
	Ps.	US\$	Ps.	US\$
<b>Reconciliation of Net Income to FFO</b>				
Net (loss) income	(87,367)	(5,150)	341,274	19,093
<b>NAREIT defined FFO</b>	<b>(87,367)</b>	<b>(5,150)</b>	<b>341,274</b>	<b>19,093</b>
Adjustments to arrive at FFO, as modified by FIBRA Prologis:				
Loss on revaluation of investment properties	613,011	30,128	80,620	4,474
Unrealized loss on exchange rate forwards	15,354	821	-	-
Unrealized exchange loss, net	1,607	79	2,062	114
Net loss on early extinguishment of debt	553	28	44,872	2,460
<b>FFO, as modified by FIBRA Prologis</b>	<b>543,158</b>	<b>25,906</b>	<b>468,828</b>	<b>26,141</b>
Adjustments to arrive at Adjusted FFO ("AFFO")				
Straight-lined rents	(21,218)	(1,033)	(25,107)	(1,382)
Property improvements	(14,288)	(721)	(33,714)	(1,902)
Tenant improvements	(37,679)	(1,837)	(30,911)	(1,708)
Leasing commissions	(20,892)	(1,049)	(24,979)	(1,383)
Amortization of deferred financing costs	8,002	400	7,067	395
Amortization of debt premium	(37,927)	(1,885)	(37,001)	(2,067)
<b>AFFO</b>	<b>419,156</b>	<b>19,781</b>	<b>324,183</b>	<b>18,094</b>

in thousands	For the three months ended March 31,			
	2017		2016	
	Ps.	US\$	Ps.	US\$
<b>Reconciliation of Net Income to Adjusted EBITDA</b>				
Net (loss) income	(87,367)	(5,150)	341,274	19,093
Loss on revaluation of investment properties	613,011	30,128	80,620	4,474
Interest expense	181,388	9,101	141,466	7,886
Amortization of deferred financing costs	8,002	400	7,067	395
Amortization of debt premium	(37,927)	(1,885)	(37,001)	(2,067)
Net loss on early extinguishment of debt	553	28	44,872	2,460
Unused credit facility fee	9,327	465	10,843	607
Unrealized loss on exchange rate forwards	15,354	821	-	-
Unrealized exchange loss, net	1,607	79	2,062	114
<b>Adjusted EBITDA</b>	<b>703,948</b>	<b>33,987</b>	<b>591,203</b>	<b>32,962</b>



### Period Ending Occupancy - Operating Portfolio



### square feet in thousands

#### Leasing Activity

	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017
Square feet of leases signed:					
Renewals	2,452	1,766	1,521	1,286	1,253
New leases	339	333	802	434	868
<b>Total square feet of leases signed</b>	<b>2,791</b>	<b>2,099</b>	<b>2,323</b>	<b>1,720</b>	<b>2,121</b>
Average term of leases signed (months)	40	38	42	38	48
Operating Portfolio:					
Trailing four quarters - leases signed	7,914	8,567	9,043	8,933	8,263
Trailing four quarters - % of average portfolio	25.0%	26.7%	27.8%	27.1%	25.0%
<b>Net effective rent change</b>	<b>9.7%</b>	<b>11.8%</b>	<b>8.0%</b>	<b>8.3%</b>	<b>9.2%</b>

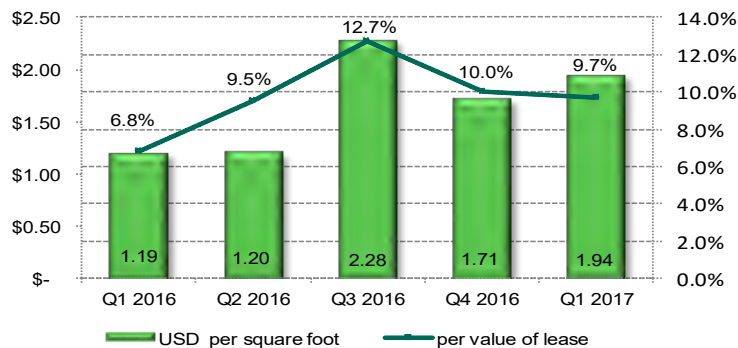
### Capital Expenditures Incurred <sup>(A)</sup> in thousands

	Q1 2016		Q2 2016		Q3 2016		Q4 2016		Q1 2017	
	Ps.	US\$	Ps.	US\$	Ps.	US\$	Ps.	US\$	Ps.	US\$
Property improvements	33,714	1,902	28,299	1,527	33,407	1,792	44,186	2,197	14,288	721
Tenant improvements	30,911	1,708	24,841	1,356	43,465	2,337	64,882	3,242	37,679	1,837
Leasing commissions	24,979	1,383	26,556	1,460	16,409	879	23,311	1,224	20,892	1,049
Total turnover costs	55,890	3,091	51,397	2,816	59,874	3,216	88,193	4,466	58,571	2,886
<b>Total capital expenditures</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>	<b>132,379</b>	<b>6,663</b>	<b>72,859</b>	<b>3,607</b>
Trailing four quarters - % of gross NOI	13.1%		11.5%		12.6%		13.7%		12.8%	

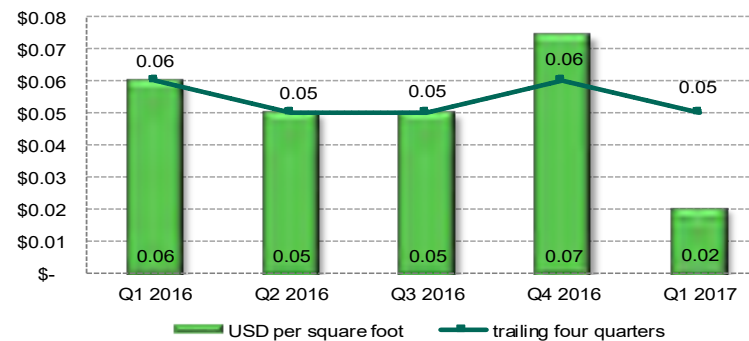
### Same Store Information

	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017
Square feet of population	30,966	30,818	30,815	30,815	32,411
Average occupancy	96.1%	96.0%	96.1%	96.8%	96.4%
Percentage change:					
Rental income- adjusted cash	(0.9%)	0.7%	0.7%	1.0%	1.3%
Rental expenses- adjusted cash	(22.2%)	(1.1%)	(1.2%)	(3.3%)	16.9%
<b>NOI - Adjusted Cash</b>	<b>4.0%</b>	<b>1.1%</b>	<b>1.1%</b>	<b>1.9%</b>	<b>(1.3%)</b>
NOI	2.2%	(0.9%)	(1.6%)	0.0%	(3.0%)
Average occupancy	0.2%	0.0%	0.2%	0.4%	0.3%

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



### Property Improvements per Square Foot (USD)



square feet and currency in thousands	# of Buildings	Square Feet		Occupied %	Leased %	First Quarter NOI		Net Effective Rent				Investment Properties Value		
		Total	% of Total					Annualized	% of Total	Per Sq Ft		Total	% of Total	
						Ps.	US\$	Ps.	US\$		Ps.	US\$	Ps.	US\$
<b>Global Markets</b>														
Mexico City	51	12,259	36.0	98.1	98.1	283,565	13,772	1,158,879	61,946	38.3	99	5.29	16,346,027	873,749 40.5
Guadalajara	26	5,838	17.1	100.0	100.0	141,203	6,857	507,583	27,132	16.8	91	4.85	6,857,381	366,550 17.0
Monterrey	24	3,868	11.3	94.1	94.1	97,026	4,712	340,334	18,192	11.3	97	5.20	4,760,974	254,490 11.8
<b>Total global markets</b>	<b>101</b>	<b>21,965</b>	<b>64.4</b>	<b>97.9</b>	<b>97.9</b>	<b>521,794</b>	<b>25,341</b>	<b>2,006,796</b>	<b>107,270</b>	<b>66.4</b>	<b>96</b>	<b>5.16</b>	<b>27,964,382</b>	<b>1,494,789 69.3</b>
<b>Regional markets</b>														
Reynosa	29	4,422	12.9	95.3	96.1	100,316	4,872	386,655	20,668	12.8	92	4.94	4,412,258	235,850 10.9
Tijuana	33	4,217	12.3	100.0	100.0	96,350	4,679	348,584	18,633	11.5	83	4.42	4,299,075	229,800 10.6
Ciudad Juarez	31	3,566	10.4	93.6	94.5	71,351	3,465	282,153	15,082	9.3	85	4.52	3,400,161	181,750 8.4
<b>Total regional markets total</b>	<b>93</b>	<b>12,205</b>	<b>35.6</b>	<b>96.4</b>	<b>97.0</b>	<b>268,017</b>	<b>13,016</b>	<b>1,017,392</b>	<b>54,383</b>	<b>33.6</b>	<b>87</b>	<b>4.64</b>	<b>12,111,494</b>	<b>647,400 29.9</b>
<b>Total operating portfolio</b>	<b>194</b>	<b>34,170</b>	<b>100.0</b>	<b>97.4</b>	<b>97.6</b>	<b>789,811</b>	<b>38,357</b>	<b>3,024,188</b>	<b>161,653</b>	<b>100.0</b>	<b>93</b>	<b>4.97</b>	<b>40,075,876</b>	<b>2,142,189 99.2</b>
Intermodal facility <sup>(A)</sup>						5,128	249						284,360	15,200 0.7
Excess land <sup>(B)</sup>													45,460	2,430 0.1
<b>Total investment properties</b>		<b>34,170</b>	<b>100.0</b>			<b>794,939</b>	<b>38,606</b>						<b>40,405,696</b>	<b>2,159,819 100.0</b>

(A) 100% occupied as of March 31, 2017.

(B) We have 15 acres of land in Monterrey that has an estimated build out of 284,123 square feet.

square feet 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	3.3%	1,249
2 DHL	3.2%	1,030
3 LG, Inc.	1.8%	572
4 Geodis	1.7%	693
5 Uline	1.6%	501
6 Ryder System Inc.	1.5%	407
7 Johnson Controls Inc.	1.4%	394
8 General Electric Company, Inc.	1.3%	417
9 Spring Industries, Inc.	1.3%	402
10 Celestica, Inc.	1.2%	363
<b>Top 10 Customers</b>	<b>18.3%</b>	<b>6,028</b>

square feet and currency in thousands

### Lease Expirations - Operating Portfolio

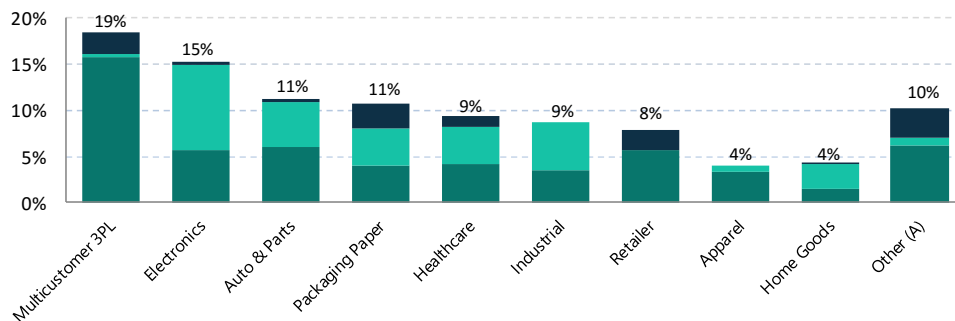
Year	Occupied Sq Ft	Net Effective Rent						
		Total		% of Total	Per Sq Ft		% Currency	
		Ps.	US\$		Ps.	US\$	%Ps.	%US\$
2017	3,749	333,132	17,807	11.0	88.85	4.75	24.0	76.0
2018	6,828	573,622	30,662	19.0	84.94	4.54	18.6	81.4
2019	6,649	641,625	34,297	21.2	96.50	5.16	35.4	64.6
2020	7,440	684,110	36,568	22.6	91.95	4.92	12.4	87.6
2021	3,396	350,324	18,726	11.6	103.15	5.51	44.4	55.6
Thereafter	4,548	441,375	23,593	14.6	97.08	5.19	26.5	73.5
	32,610	3,024,188	161,653	100.0	92.95	4.97	25.5	74.5
Month to month	658							
Total	33,268							

### Lease Currency - Operating portfolio

	Annualized Net Effective Rent USD	% of Total	Occupied Sq Ft	% of Total
Leases denominated in Ps.	41,236	25.5	8,250	24.8
Leases denominated in US\$	120,417	74.5	25,018	75.2
<b>Total</b>	<b>161,653</b>	<b>100</b>	<b>33,268</b>	<b>100</b>

### Use of Space by Customer Industry

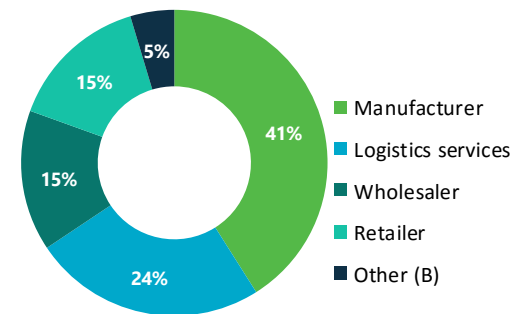
% of Portfolio NER



■ Distribution, Retail and B2B - 56% ■ Manufacturing - 32% ■ E-Commerce & Transport - 12%

### Customer Type

% of Portfolio NER



# Capitalization

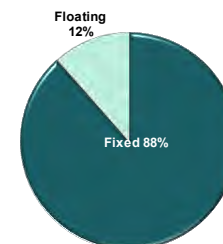
## Debt Summary and Metrics

1Q 2017 Supplemental

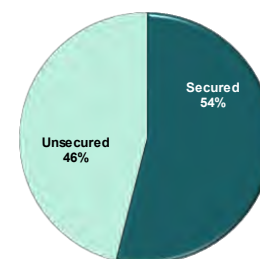
currency in millions

	Unsecured				Secured		Total		Wtd Avg. Cash. Interest Rate <sup>(A)</sup>	Wtd Avg. Effective Interest Rate <sup>(B)</sup>
	Credit Facility		Senior		Mortgage Debt					
Maturity	Ps.	US\$	Ps.	US\$	Ps.	US\$	Ps.	US\$		
2017	-	-	-	-	4,006	214	4,006	214	7.2%	4.3%
2018	-	-	-	-	1,387	74	1,387	74	5.0%	3.3%
2019	1,556	83	-	-	-	-	1,556	83	3.6%	3.6%
2020	-	-	4,771	255	-	-	4,771	255	3.5%	3.7%
2021	-	-	-	-	-	-	-	-	0.0%	0.0%
Thereafter	-	-	-	-	2,002	107	2,002	107	4.7%	4.7%
Subtotal- debt par value	1,556	83	4,771	255	7,395	395	13,722	733		
Premium	-	-	-	-	94	5	94	5		
Interest payable and deferred financing cost	-	-	-	-	(73)	(4)	(73)	(4)		
Total debt	1,556	83	4,771	255	7,416	396	13,743	734	4.9%	4.0%
Weighted average cash interest rate <sup>(A)</sup>		3.6%		3.5%		6.1%		4.9%		
Weighted average effective interest rate <sup>(B)</sup>		3.6%		3.7%		4.2%		4.0%		
Weighted average remaining maturity in years		2.1		3.7		3.0		3.1		

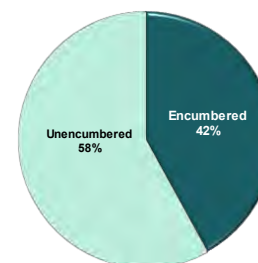
Fixed vs. Floating Debt <sup>(D)</sup>



Secured vs. Unsecured Debt



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



### Liquidity

	Ps.	US\$
Aggregate lender commitments	7,483	400
Less:		
Borrowings outstanding	1,556	83
Outstanding letters of credit	-	-
Current availability	5,927	317
Unrestricted cash	281	15
<b>Total liquidity</b>	<b>6,208</b>	<b>332</b>

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

	2017 First Quarter	2016 Fourth Quarter
Debt, less cash and VAT, as % of investment properties	33.2%	32.5%
Fixed charge coverage ratio	3.73x	3.94x
Debt to Adjusted EBITDA	5.27x	5.05x

(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) Includes the interest rate swap contract.

(E) Based on fair market value as of March 31, 2017.

**Operating in 20 countries**

- 678 million square feet (63 million square meters)
- 3,322 industrial properties
- More than 5,200 customers across a diverse range of industries

**AMERICAS**

Brazil  
Canada  
Mexico  
United States

**EUROPE**

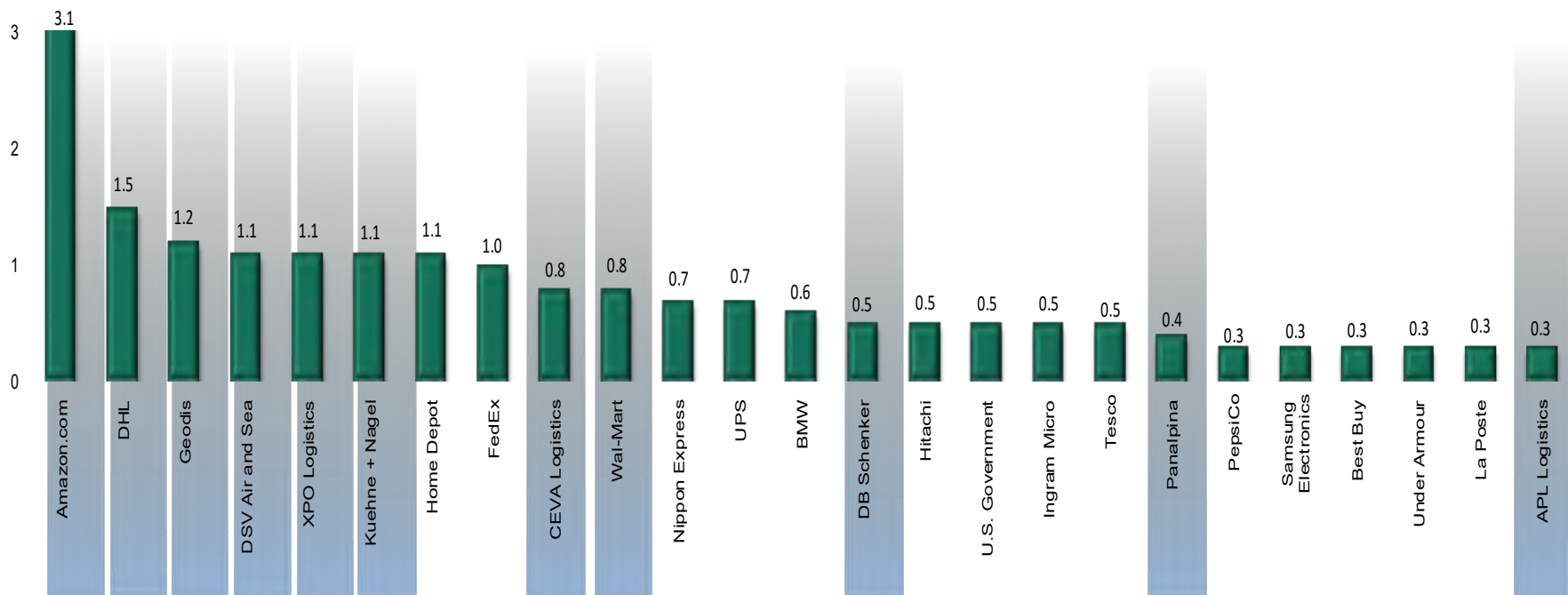
Belgium  
Czech Republic  
France  
Germany  
Hungary  
Italy  
Netherlands  
Poland  
Slovakia  
Spain  
Sweden  
United Kingdom

**ASIA**

China  
Japan  
Singapore

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

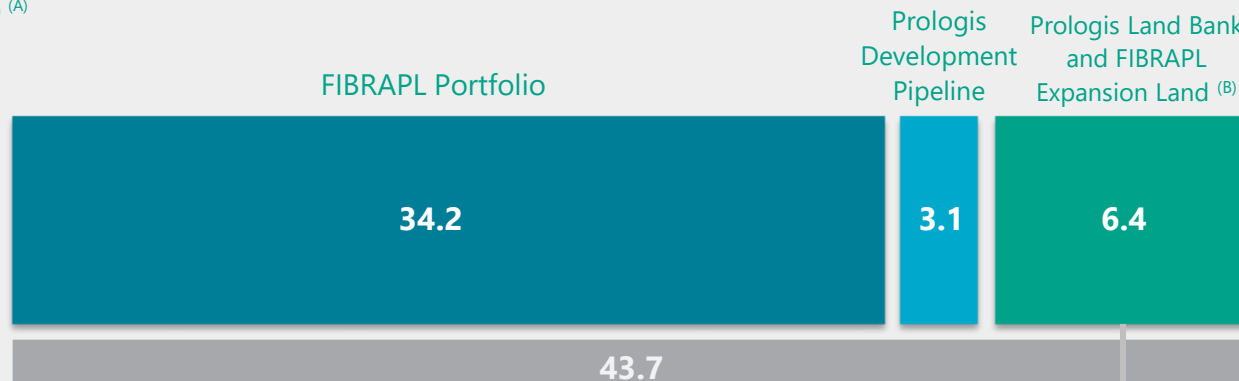
(% Net Effective Rent)





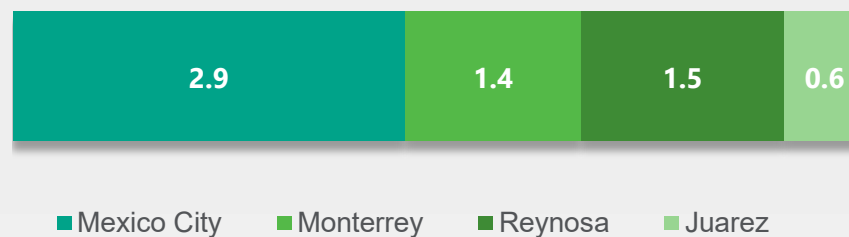
## External Growth via Prologis Development Pipeline

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



### Prologis Land Bank and FIBRAPL Expansion Land based on buildable SF

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



■ Mexico City

■ Monterrey

■ Reynosa

■ Juarez

- 28% 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:

	GLA (MSF)	% Leased
Mexico City	1.4	76%
Guadalajara	0.5	52%
Monterrey	0.9	70%
Reynosa	0.3	100%
<b>Total</b>	<b>3.1</b>	<b>72%</b>

# Notes and Definitions

Photo: Prologis Apodaca #6, Monterrey

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 costs**, as presented for building acquisitions, represents economic cost. This amount includes the building purchase price plus 1) transaction closing costs, 2) 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.

**Adjusted EBITDA**. We use Adjusted EBITDA, a non-IFRS financial measure, as a measure of our operating performance. The most directly comparable IFRS measure to Adjusted EBITDA is net income (loss). 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 measure (see definition below). We also include a pro forma adjustment to reflect a full period of NOI on the operating properties we acquire or stabilize during the quarter and remove NOI on properties we dispose of during the quarter, to assume all transaction occurred at the beginning of the quarter.

We believe Adjusted EBITDA provides investors relevant and useful information because it permits investors to view our operating performance, analyze our ability to meet interest payment obligations and make CBFi distributions on an unleveraged basis before the effects of income tax, non-cash amortization expense, gains and losses on the 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, and other items (outlined above) that affect comparability in both the real estate industry and other industries. 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.

While we believe Adjusted EBITDA is an important measure, it should not be used alone because it excludes significant components of our net income (loss), such as our historical cash expenditures or future cash requirements for working capital, capital expenditures, distribution requirements, contractual commitments or interest and principal payments on our outstanding debt and is therefore limited as an analytical tool.

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 to Adjusted EBITDA from net income (loss), an IFRS measurement.

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

In thousands, except per share amounts	For the three months ended			
	March 31,			
	2017		2016	
	P.s.	US\$	P.s.	US\$
<b>Earnings</b>				
Net (loss) income	(87,367)	(5,150)	341,274	19,093
Weighted average CBFi outstanding - Basic and Diluted	634,480	634,480	634,480	634,480
<b>(Loss) earnings per CBFi- Basic and Diluted</b>	<b>(0.1377)</b>	<b>(0.0081)</b>	<b>0.5379</b>	<b>0.0301</b>
<b>FFO</b>				
FFO, as modified by FIBRA Prologis	543,158	25,906	468,828	26,141
Weighted average CBFi outstanding - Basic and Diluted	634,480	634,480	634,480	634,480
<b>FFO per CBFi - Basic and Diluted</b>	<b>0.8561</b>	<b>0.0408</b>	<b>0.7389</b>	<b>0.0412</b>

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

In thousands	For the three months ended			
	March 31, 2017		December 31, 2016	
	P.s.	US\$	P.s.	US\$
<b>Debt, less cash and VAT, as a % of investment properties</b>				
Total debt - at par	13,721,684	733,470	15,196,762	734,103
Less: cash	(281,136)	(15,028)	(370,909)	(17,989)
Less: VAT receivable	(28,405)	(158)	(108,241)	(5,249)
<b>Total debt, net of adjustments</b>	<b>13,412,143</b>	<b>716,924</b>	<b>14,657,612</b>	<b>710,865</b>
Investment properties	40,405,696	2,598,899	45,064,110	2,185,521
<b>Debt, less of cash and VAT, as a % of investment</b>	<b>33.2%</b>	<b>33.2%</b>	<b>32.5%</b>	<b>32.5%</b>
<b>Fixed Charge Coverage ratio:</b>				
Adjusted EBITDA	703,948	33,987	691,934	35,185
Interest expense	13,188	9,101	176,843	8,927
Total fixed charges	13,188	9,101	176,843	8,927
<b>Fixed charge coverage ratio</b>	<b>3.88x</b>	<b>3.73x</b>	<b>3.91x</b>	<b>3.94x</b>
<b>Debt to Adjusted EBITDA:</b>				
Total debt, net of adjustments	13,412,143	716,924	14,657,612	710,865
Adjusted EBITDA annualized	2,815,792	135,948	2,767,738	140,739
<b>Debt to Adjusted EBITDA ratio</b>	<b>4.76x</b>	<b>5.27x</b>	<b>5.30x</b>	<b>5.05x</b>

**FFO; FFO, as modified by FIBRA Prologis; AFFO (collectively referred to as “FFO”).** FFO is a non-IFRS financial measure that is commonly used in the real estate industry. The most directly comparable IFRS measure to FFO is net income.

The National Association of Real Estate Investment Trusts (“NAREIT”) defines FFO as earnings computed under U.S. generally accepted accounting principles (“U.S. GAAP”) to exclude historical cost depreciation and gains and losses from the sales of previously depreciated properties. 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*

Our FFO measures begin with NAREIT’s definition and we make certain adjustments to reflect our business and the way that management plans and executes our business strategy. While not infrequent or unusual, the additional items we adjust for in calculating *FFO, as modified by FIBRA Prologis* and *AFFO*, as defined below, are subject to significant fluctuations from period to period. Although these items may have 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. These items have 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.

These FFO measures are used by management as supplemental financial measures of operating performance and we believe that it is important that holders of CBFIs, potential investors and financial analysts understand the measures management uses. 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;
- (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) Unrealized loss on exchange rate forwards
- (vi) expenses related to natural disasters.

We use *FFO, as modified by FIBRA Prologis* to: (i) assess our operating performance as compared to similar real estate companies and the industry in general, (ii) evaluate our performance and the performance of our properties in comparison with expected results and results of previous periods, relative to resource allocation decisions; (iii) evaluate the performance of our management; (iv) budget and forecast future results to assist in the allocation of resources; (v) provide guidance to the

financial markets to understand our expected operating performance; and (v) evaluate how a specific potential investment will impact our future results.

## *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 use *AFFO* to (i) assess our operating performance as compared to similar real estate companies and the industry in general, (ii) evaluate our performance and the performance of our properties in comparison with expected results and results of previous periods, relative to resource allocation decisions, (iii) evaluate the performance of our management, (iv) budget and forecast future results to assist in the allocation of resources, and (v) evaluate how a specific potential investment will impact our future results.

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 the use of our FFO measures*

While we believe our 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 earnings computed under IFRS and are, therefore, limited as an analytical tool. 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. Furthermore, 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 modified 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 modified FFO measures represent the taxes that are payable.
- 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 FFO measures to our net income computed under IFRS.

**Fixed Charge Coverage** is a non-IFRS financial measure we define 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.

## Market Classification

- **Global Markets** include the logistics markets of Mexico City, Guadalajara and Monterrey. These markets feature large population centers with high per-capita consumption and are located near major seaports, airports, and ground transportation systems.
- **Regional Markets** include the manufacturing markets of Tijuana, Reynosa and Ciudad Juarez. These markets benefit from large population centers but typically are not as tied to the global supply chain, but rather serve local consumption and are often less supply constrained.

**Net Effective Rent ("NER")** is calculated at the beginning of the lease using estimated total cash (including base rent and expense reimbursements) to be received over the term 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 NER on new and renewed leases signed during the period as compared with the previous NER in that same space.

**Net Operating Income ("NOI")** is a non-IFRS financial measure used to evaluate our operating performance and represents rental income less rental expenses.

**Operating Portfolio** includes stabilized industrial properties.

**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.

**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, which eliminates the effects of changes in the composition of the portfolio. We have defined the same store portfolio, for the three months ended March 31, 2017, as those properties that were owned by FIBRA Prologis as of January 1, 2016 and have been in operations throughout the same three-month periods in both 2016 and 2017. We removed all properties that were disposed of to a third party from the population for both periods. We believe the factors that affect 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 non-IFRS financial 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. As a result, we provide a reconciliation from our financial statements prepared in accordance with IFRS to Same Store NOI with explanations of how these metrics are calculated.

The following is a reconciliation of our rental income, rental expense and NOI, as included in the Statements of Comprehensive Income, to the respective amounts in our Same Store portfolio analysis:

In thousands of U.S. Dollars	For the three months ended March 31,		
	2017	2016	Change (%)
<b>Rental income</b>			
Per the statements of comprehensive income	44,419	42,622	
Properties not included in same store and other adjustments (a)	(2,448)	(436)	
Direct Billables Revenues from Properties incl same store pool	1693	1213	
Straight-lined rent	(1033)	(1382)	
Other Adjustments for Properties in Same Store Pool	(3)	62	
<b>Same Store - Rental income- adjusted cash</b>	<b>42,628</b>	<b>42,079</b>	<b>1.3%</b>
<b>Rental expense</b>			
Per the statements of comprehensive income	5,813	4,845	
Properties not included in same store and other adjustments	(497)	(63)	
Direct Billables Expenses from Properties incl same store pool	1693	1213	
<b>Same Store - Rental expense adjusted cash</b>	<b>7,009</b>	<b>5,995</b>	<b>16.9%</b>
<b>NOI</b>			
Per the statements of comprehensive income	38,606	37,777	
Properties not included in same store	(1951)	(373)	
Straight-lined rent	(1033)	(1382)	
Other Adjustments for Properties in Same Store Pool	(3)	62	
<b>Same Store - NOI - adjusted cash</b>	<b>35,619</b>	<b>36,084</b>	<b>(1.3%)</b>
Straight-lined rent from properties included in same store	709	1358	
<b>Same Store NOI</b>	<b>36,328</b>	<b>37,442</b>	<b>(3.0%)</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 one-time 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 NOI** is equal to 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.

**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.

**Turnover Costs** represent the obligations 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 current tenant. It excludes costs to prepare a space that is being leased for the first time (i.e. in a new development property).

**Weighted Average Stabilized Capitalized ("Cap") Rate** is calculated as Stabilized NOI divided by the Acquisition Cost.