

CORPORATE PRESENTATION

2Q19

vesta



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Vesta's Snapshot



Fully integrated industrial real estate owner, operator and developer:



- ✓ Internally managed company.
- ✓ Offers innovative and customized solutions.
- ✓ Development approach to capture specific supply chain sectors and generate higher returns.

182 Class A industrial properties located in Mexico's key trade corridors and manufacturing centers

29.3 million sf total GLA
91.2% total occupancy rate
27.5 million sf stabilized portfolio
95.4% stabilized occupancy rate
25.4 million sf same store portfolio
98.1% same store occupancy rate



Inventory buildings

These buildings conform to standard industry specifications and are designed to be adapted for two or more tenants

37.4 million sf of land reserves

with potential to develop over
16.8 million sf of incremental GLA



Built-to-suit ("BTS")

Buildings designed and built to meet the specific needs of clients.

171 Tenant

5.2 yrs average contract life¹
90% contracts denominated in USD²
85% of the rental income is denominated in USD



Park-to-suit ("PTS")

Custom-designed and built industrial parks that meet the specific needs of supply chains.

Note: Figures as of June 30, 2019.
(1) In terms of occupied GLA.
(2) Based on number of contracts.

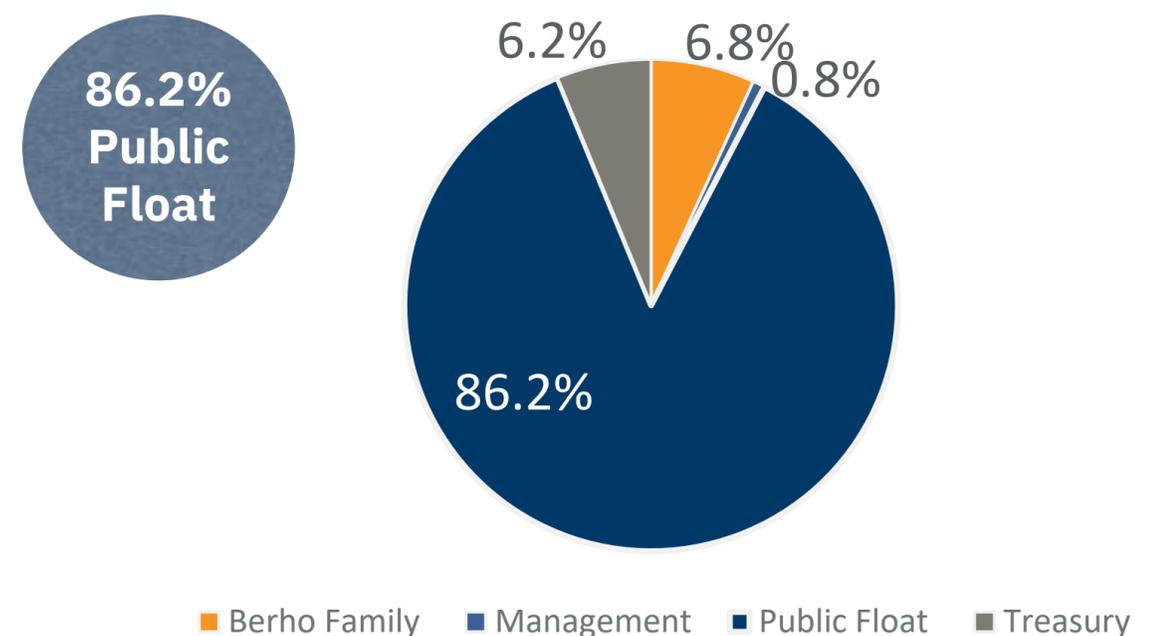
STRONG CORPORATE GOVERNANCE WITH BEST-IN-CLASS GOVERNANCE PRACTICES



Solid standards

- 10** Board members
- 80%** independent members
- 100%** Committees chaired by independent Board members

Shareholder structure¹



High governance standards since inception

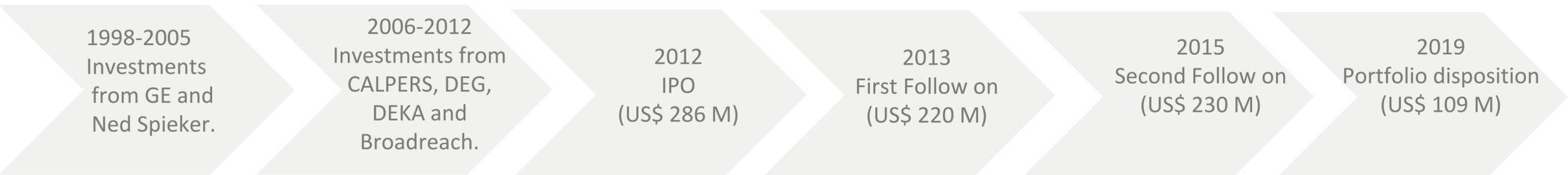
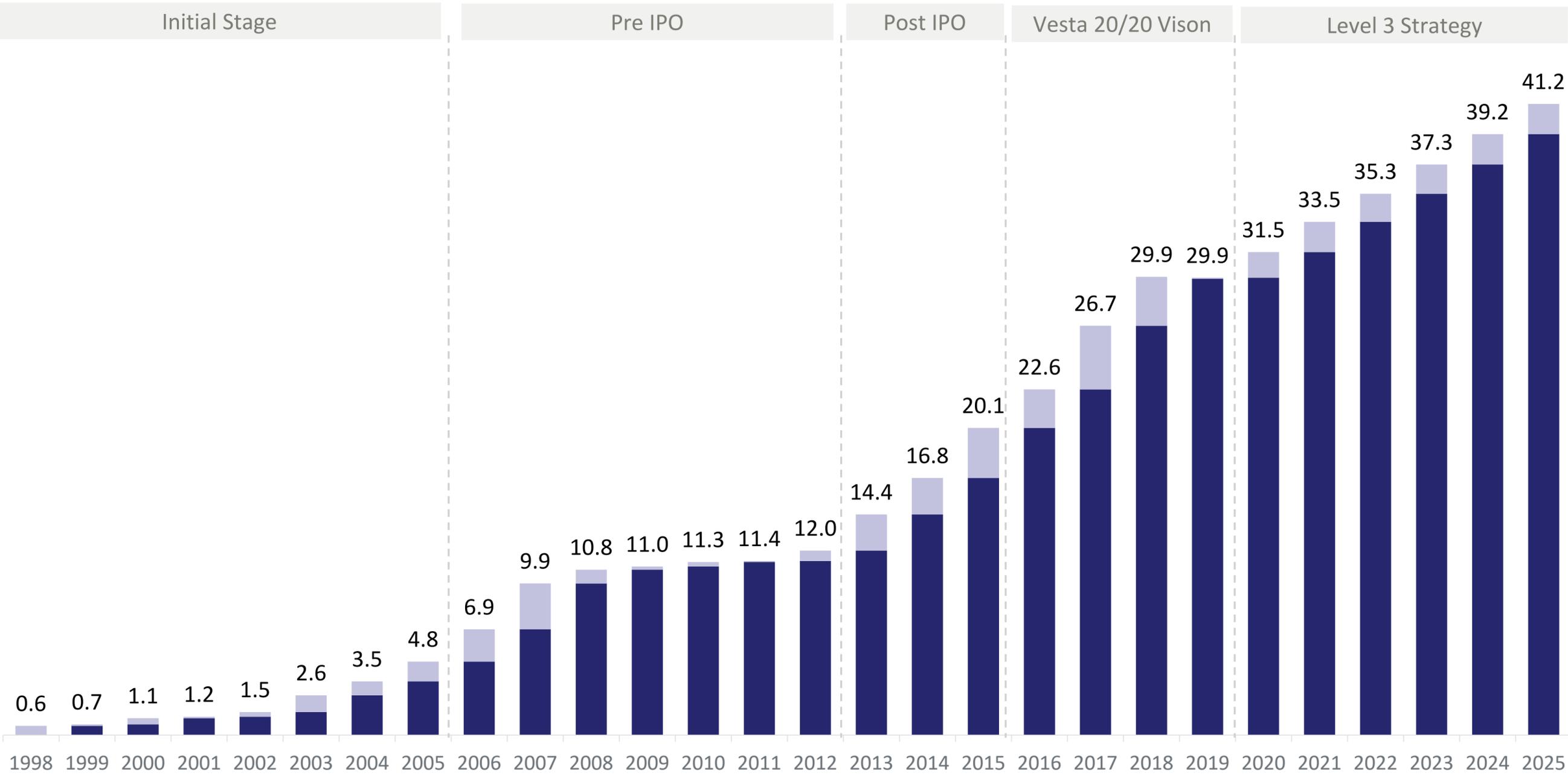
Highlights

- 1 Record-high results
- 2 Resilient balance
- 3 Growth without dilution
- 4 Increasing dividends
- 5 Maximizing our stabilized portfolio
- 6 Attractive discount

Record-high Results



Strong foundation proven through key milestones that have accelerated growth



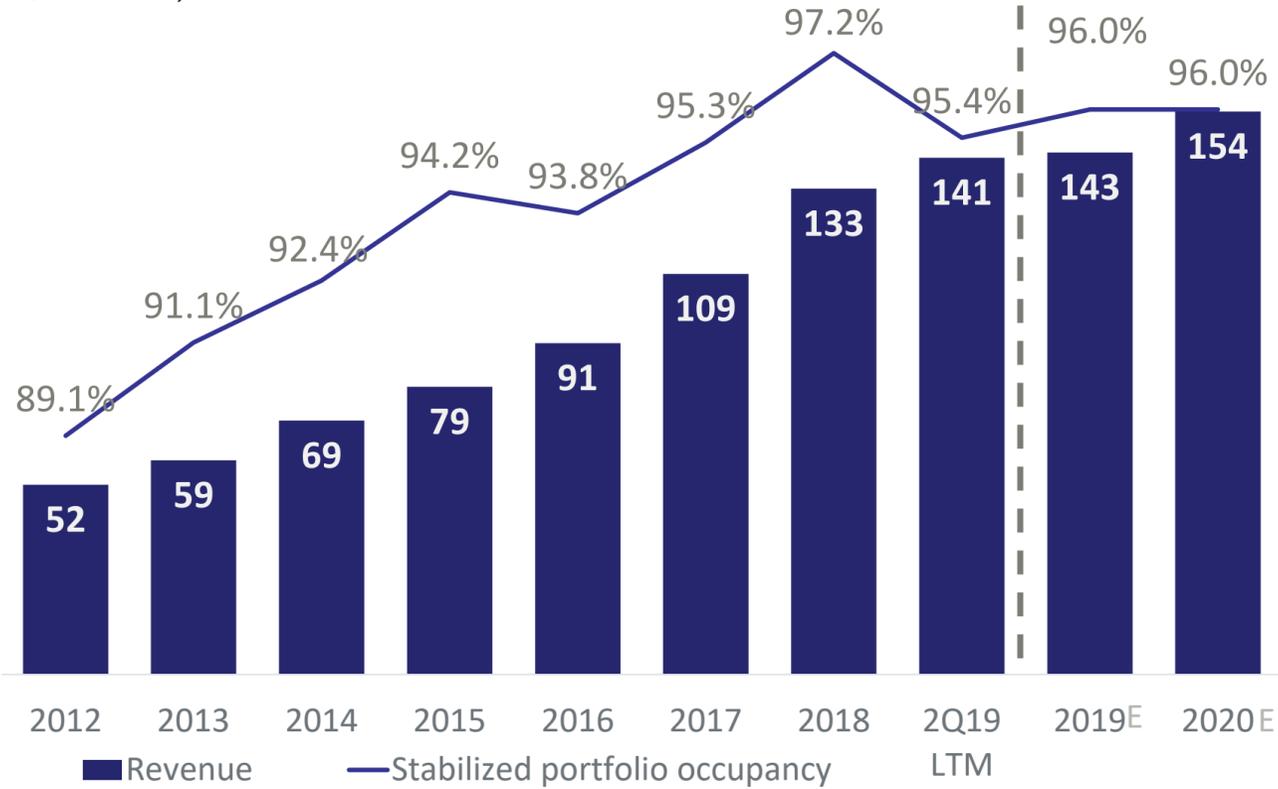
As of June 30, 2019 GLA was 29.3 million sf



Stable and predictable cash flows and profitability

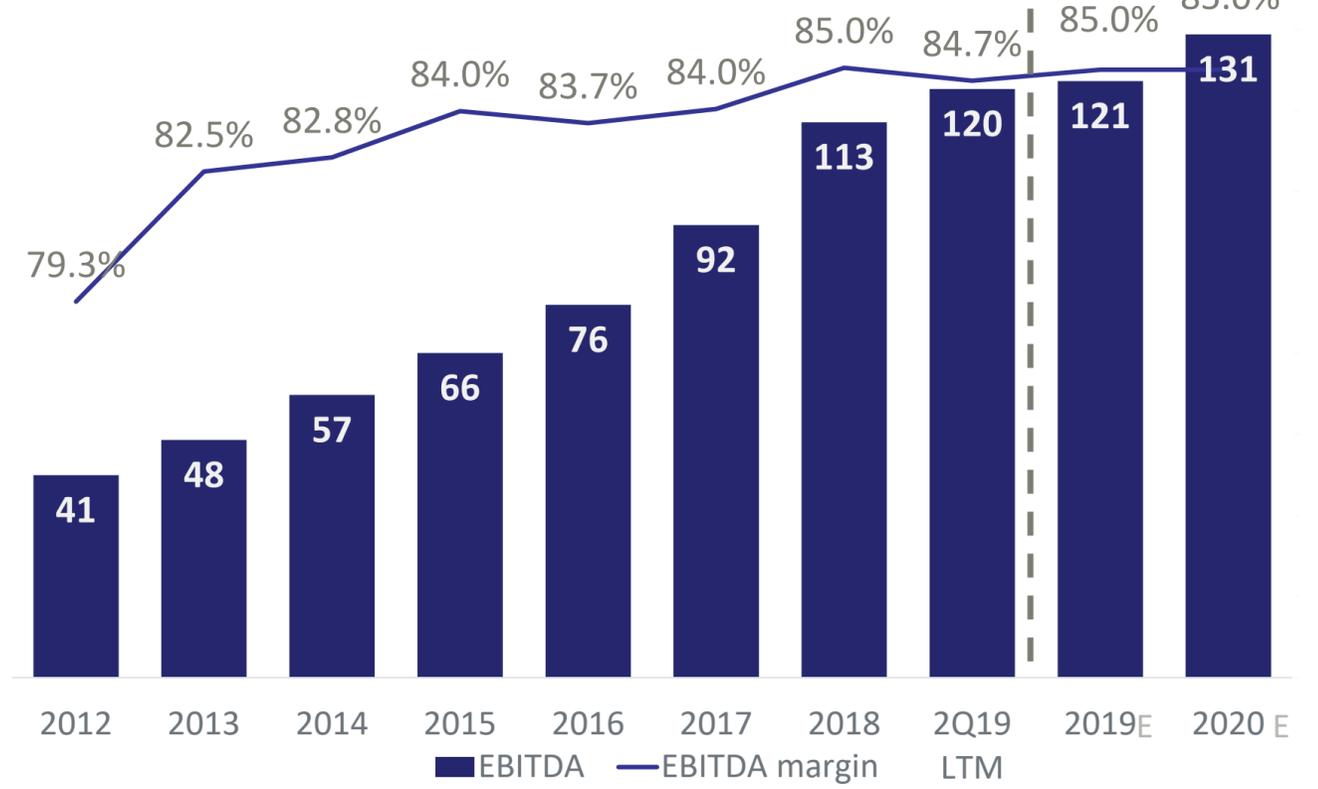
Highly predictable rental income & stable occupancy rates

(US\$ in millions)



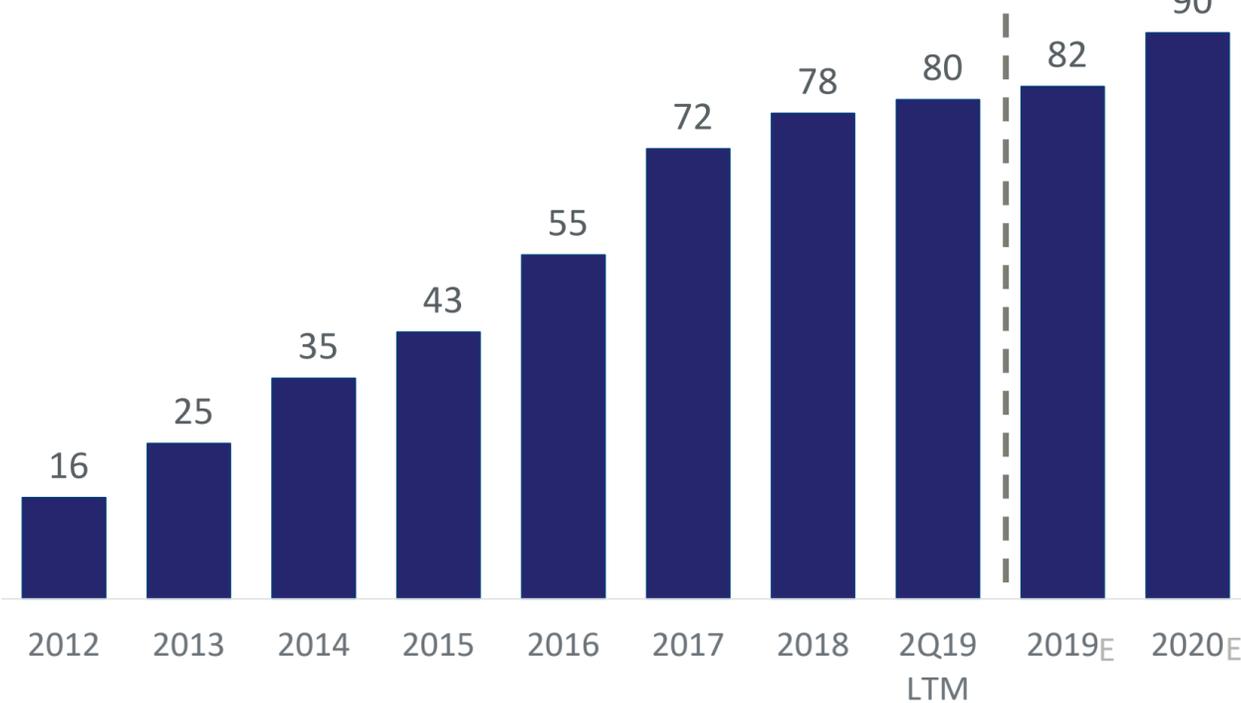
Strong EBITDA growth with low margin volatility¹

(US\$ in millions)



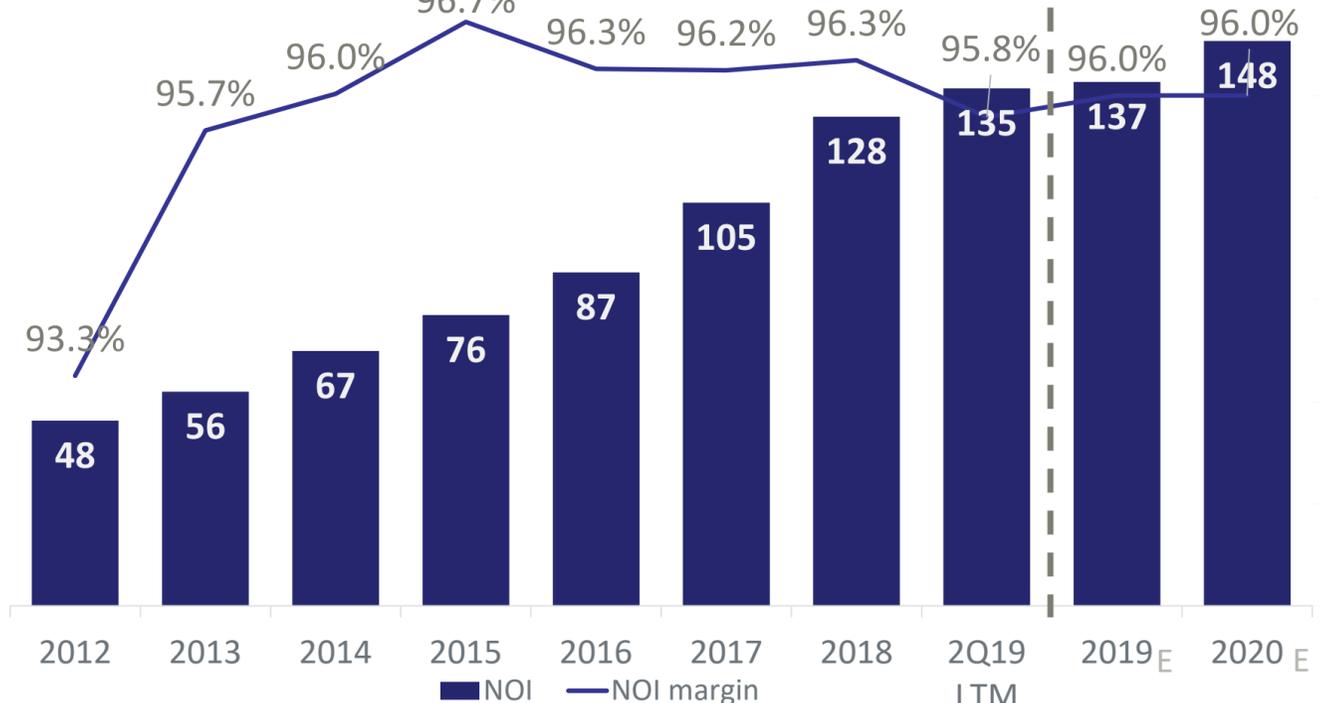
Sustainable Adj FFO Growth²

(US\$ in millions)



Best in class NOI margin³

(US\$ in millions)



Figures as of June 30, 2019

- (1) EBITDA is defined as gross profit minus property operating costs (both for the properties that generated income during the year and for those that did not) and minus administration expenses.
- (2) AFFO is defined as EBITDA less finance costs less transaction costs on debt issuance. Expressed in pre tax terms for comparative purposes.
- (3) NOI is defined as rental income minus the operating cost for the investment properties that generated income



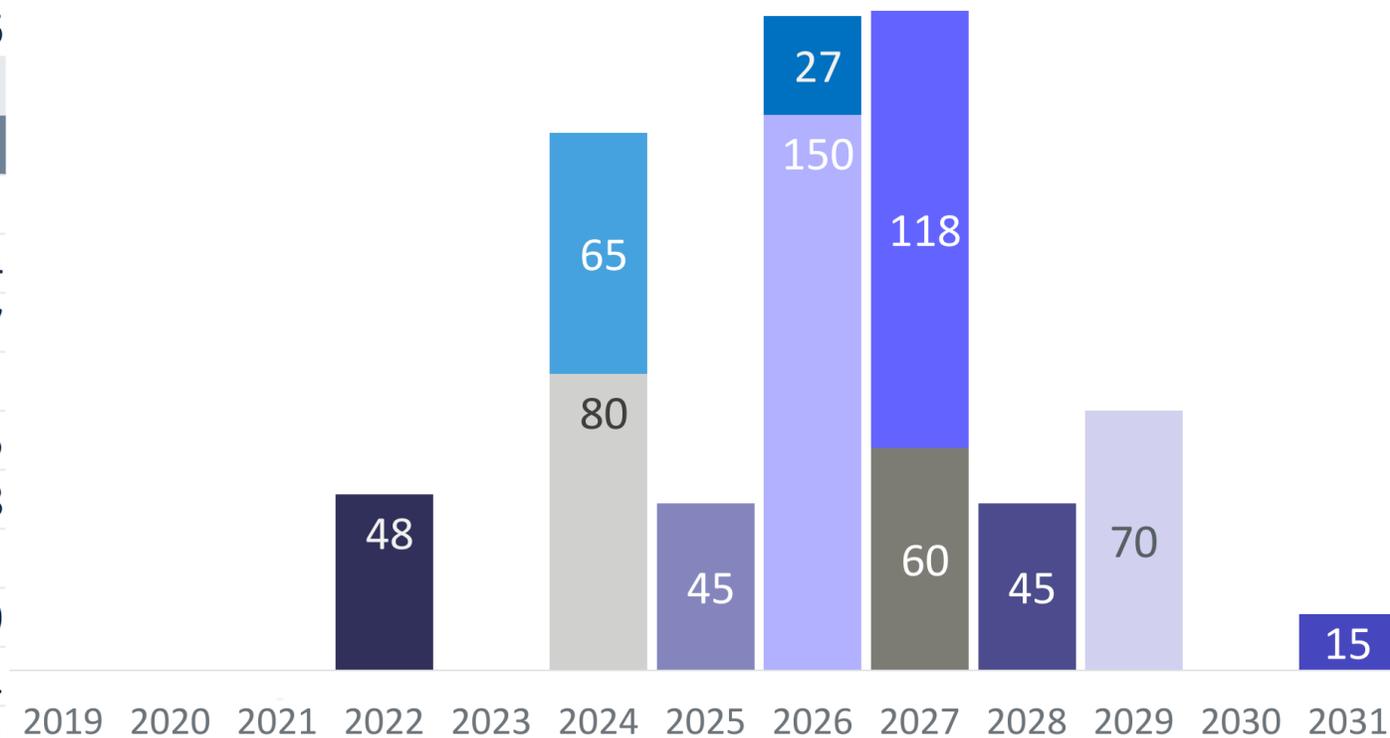
*Resilient
balance*



Long term debt at fixed rates with sound liquidity position...

	30/06/2019	Rate	Maturity
Secured Debt			
MetLife I	\$47.5	4.4%	Apr-22
MetLife II	\$150.0	4.6%	Aug-26
MetLife III	\$118.0	4.8%	Nov-27
MetLife Top Off	\$26.6	4.8%	Aug-26
Total Secured Debt	\$342.1		
Unsecured Debt			
2017 Private Bond			
Tranche 1	\$65.0	5.0%	Sep-24
Tranche 2	\$60.0	5.3%	Sep-27
2018 Prudential Insurance Company			
Tranche 1	\$45.0	5.5%	May-25
Tranche 2	\$45.0	5.9%	May-28
2019 Private Bond			
Tranche 1	\$70.0	5.2%	Jun-29
Tranche 2	\$15.0	5.3%	Jun-31
Syndicated Loan	\$80.0	3.5%	Jul-24
Total Unsecured Debt	\$380.0		
Total Debt	\$722.1	4.79%	7.2 years
Common Equity (@ MXN\$26.83/share as of 12/30 @ MXM\$19.68/Ex.Rate)	\$855		
Total Market Capitalization	\$1,577		
Less: Cash and Cash Equivalents	\$131		
Total Enterprise Value (TEV)	\$1,446		
LTV	35%		
Net Debt / Total Assets	29%		
Secured Debt / Total Assets	17%		
Unsecured Debt/Total Assets	19%		
Net Debt / EBITDA	4.9x		

7.2 years average maturity & 4.8% average interest rate

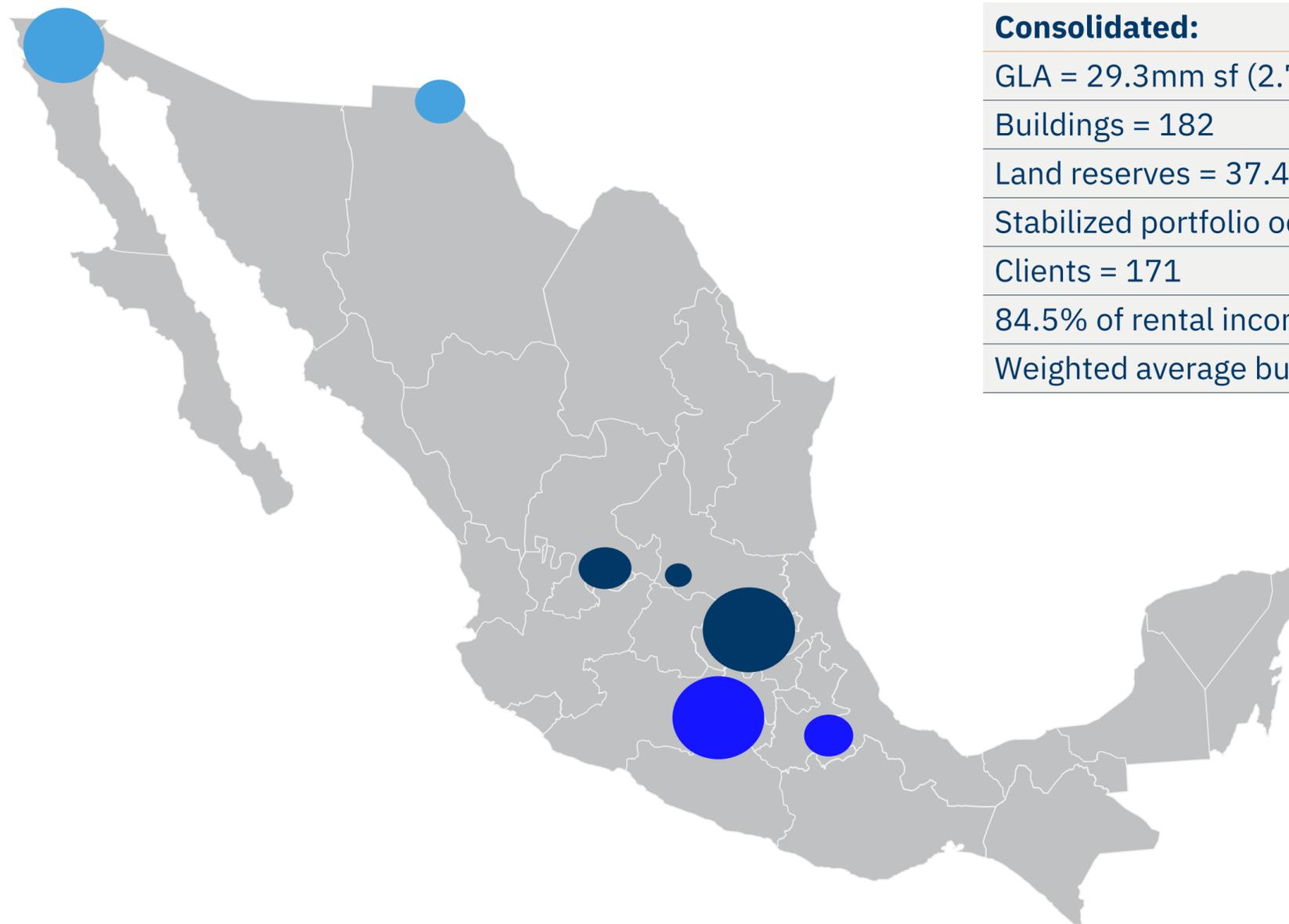


Sound liquidity position

- ✓ **Cash reserves:**
 - US\$ 131 M as of June 30, 2019
- ✓ **Idle debt capacity:**
 - Current LTV of 35% vs 40% maximum leverage internal policy
- ✓ **Unused credit line:**
 - Revolver lines of US\$ 150 M with maturity 2022
 - The revolver line is a liquidity option we don't plan to use it to finance our projects
- ✓ **Credit rating provided by Fitch BBB-**
- ✓ **Average annual CAPEX of US\$ 120 M**

...one of the largest and the most modern industrial portfolios in Mexico...

(As of June 30, 2019, % of GLA)



Consolidated:

GLA = 29.3mm sf (2.72 mm m²)

Buildings = 182

Land reserves = 37.4 mm sq.ft (3.5 mm m²)

Stabilized portfolio occupancy 2Q19 = 95.4%

Clients = 171

84.5% of rental income is denominated in USD

Weighted average building age = 8.7 years

North 29%

Surface area ft²: 8,631,873
 Number of buildings: 68
 Number of clients: 66
 Land bank ac: 43.33

Bajío 48%

Surface area ft²: 14,136,412
 Number of buildings: 82
 Number of clients: 75
 Land bank ac: 786.70

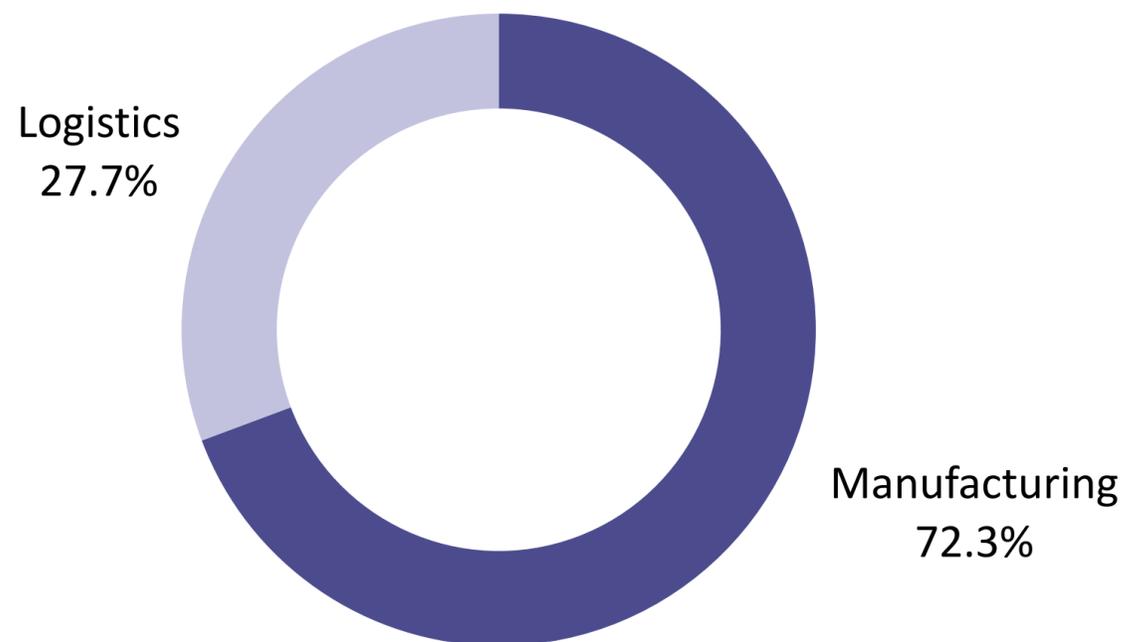
Central 22%

Surface area ft²: 6,494,060
 Number of buildings: 32
 Number of clients: 30
 Land bank ac: 28.08

...strong client base diversified by industry and geography with balanced combination of growth and defensive sectors ...

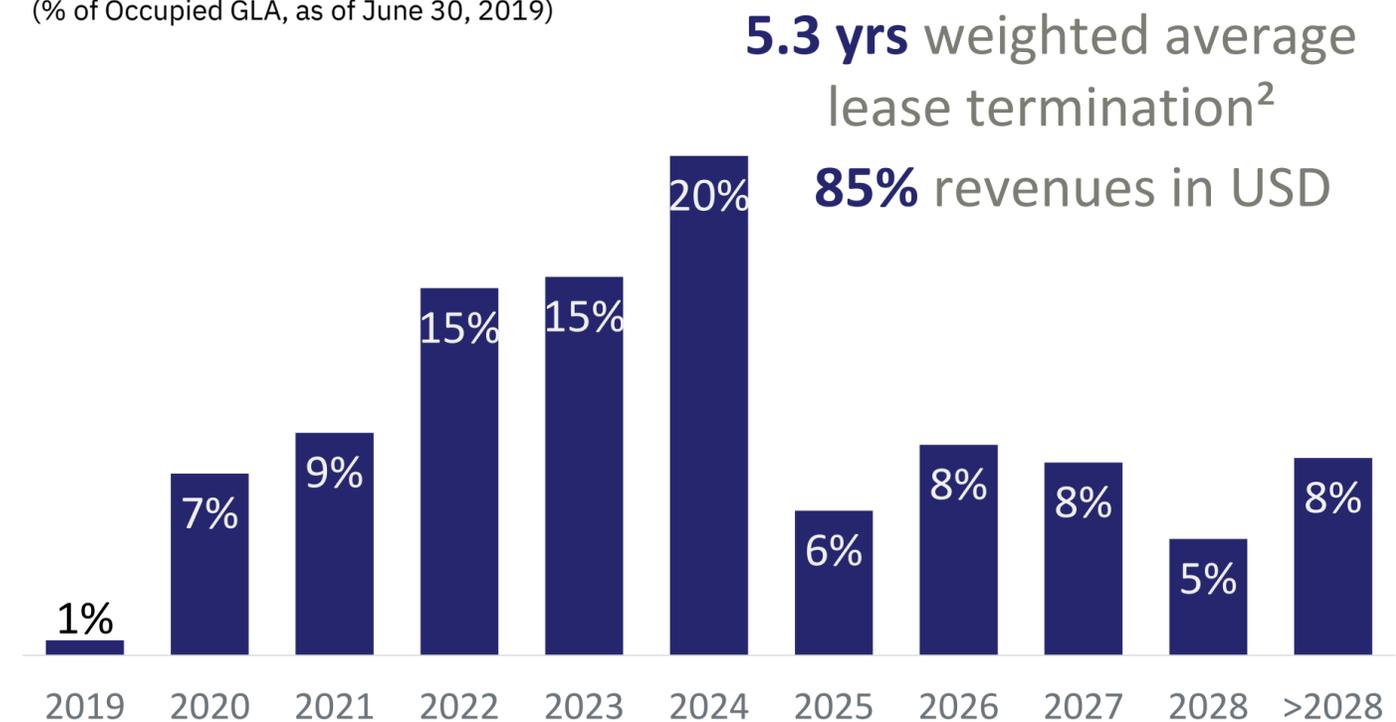
Balanced portfolio use

(% of Occupied GLA, as of June 30, 2019)



Long-term and staggered lease maturity profile¹

(% of Occupied GLA, as of June 30, 2019)



Well diversified portfolio of tenants

Country										
Tenant										
% of GLA	6.1%	4.2%	4.2%	4.0%	3.6%	2.1%	1.9%	1.7%	1.7%	1.6%
Lease term remaining ³	5	7	8	9	5	6	5	5	4	5
Credit rating	AA2	Baa3	NA	NA	A3	B3	Baa2	Ba1	Ba3	BBB-

...strong tenant credit profile...

Logistics

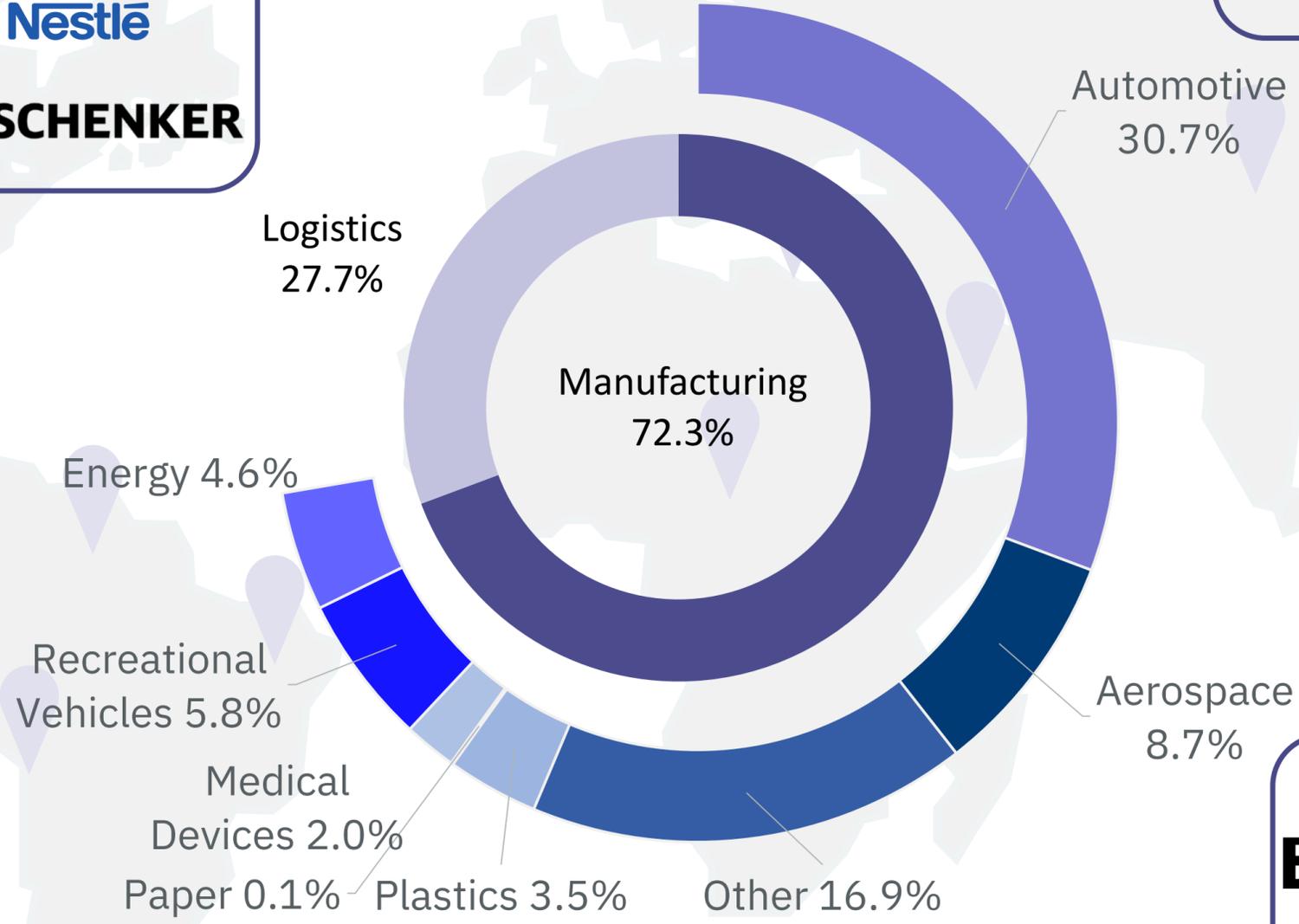


DANONE Nestlé
OXXO DB SCHENKER

Automotive



HARMAN LEAR CORPORATION Delco Remy
BMW Mercedes-Benz CHRYSLER



Aerospace

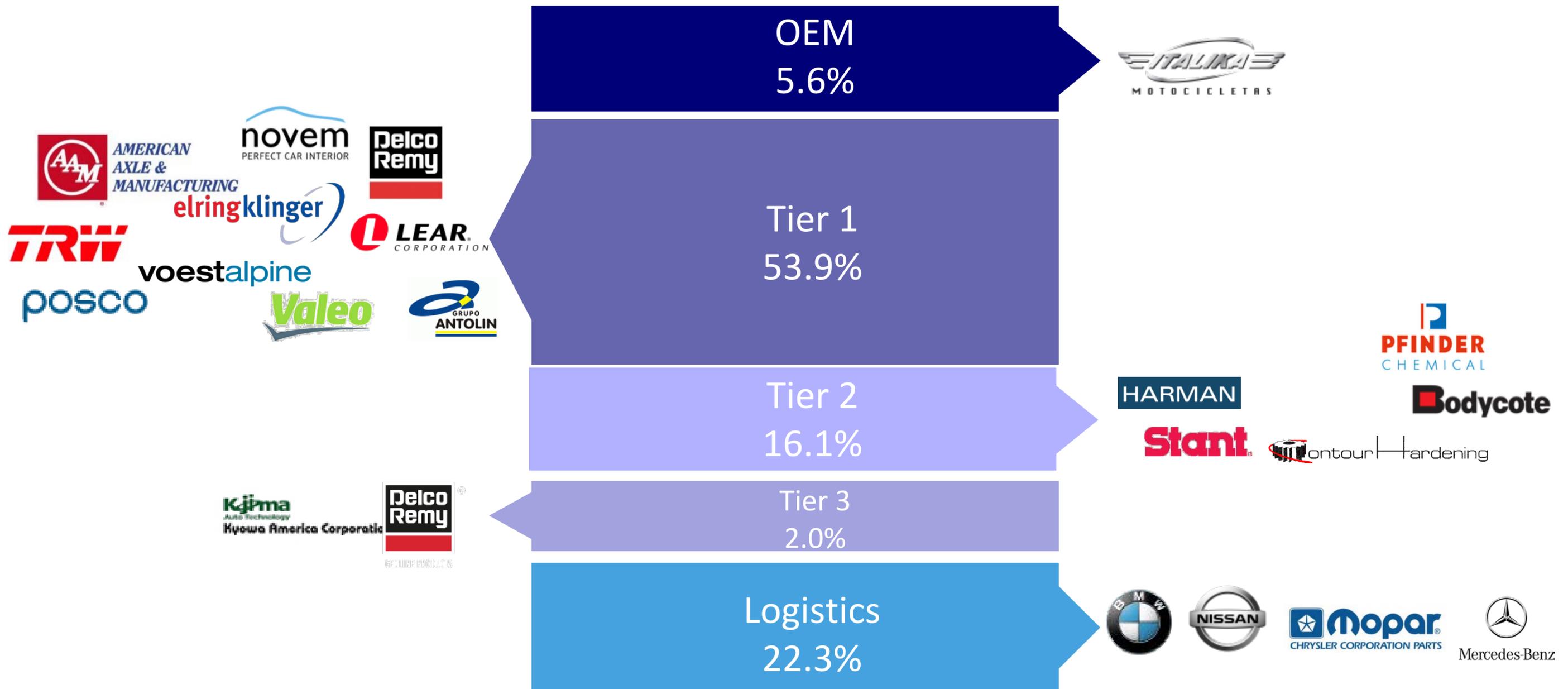


BOMBARDIER PCC
J.E. Petsche Co. SAFRAN
MEGGITT

* Calculated over total occupied GLA

...exposure to most stable business component of automotive supply chain...

Post-crisis outcome: Tier 1 manufacturers have strengthened in a significant reduction of OEM suppliers driven by market consolidation where only the best and most profitable survived.



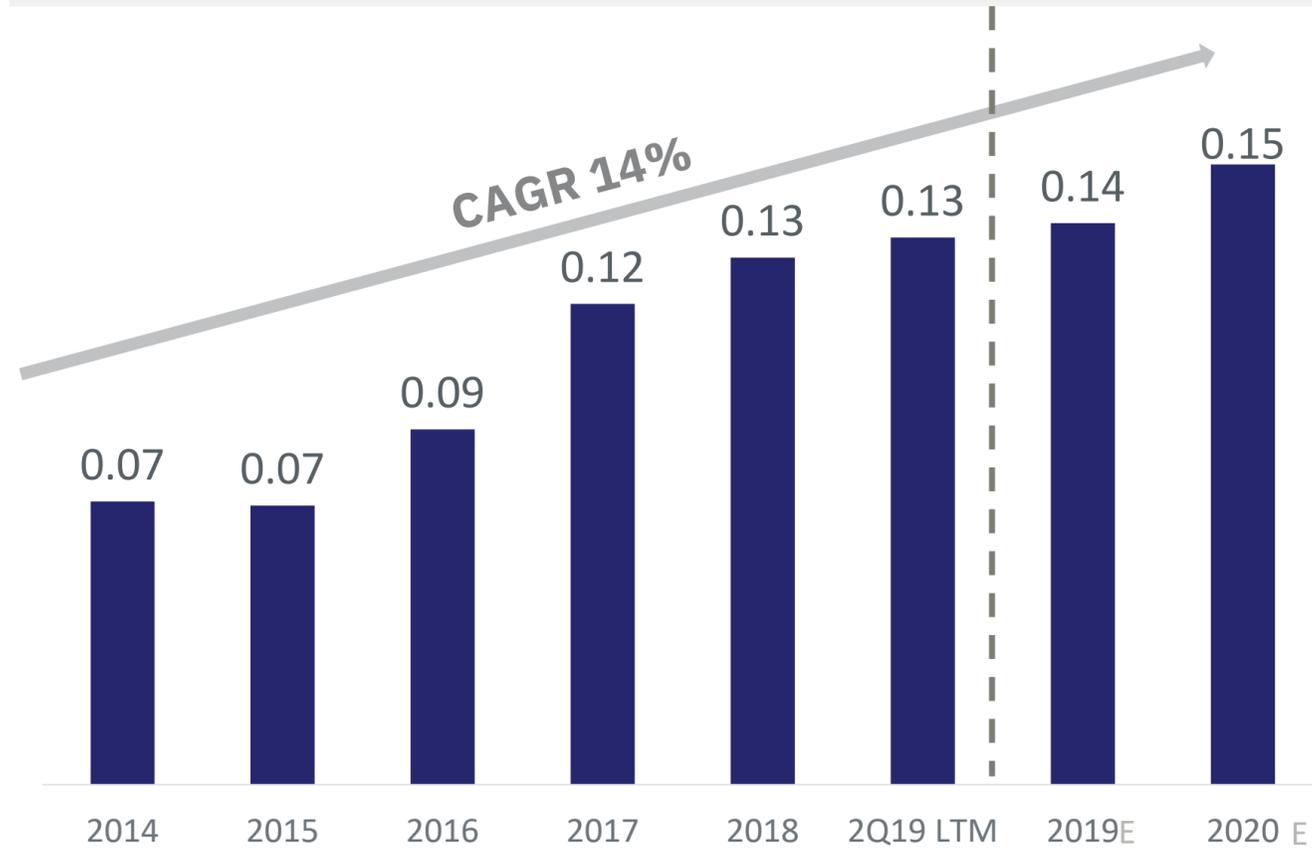
Calculated over the sum of occupied manufacturing automotive and logistics of automotive industries GLA

*Growth without
dilution*

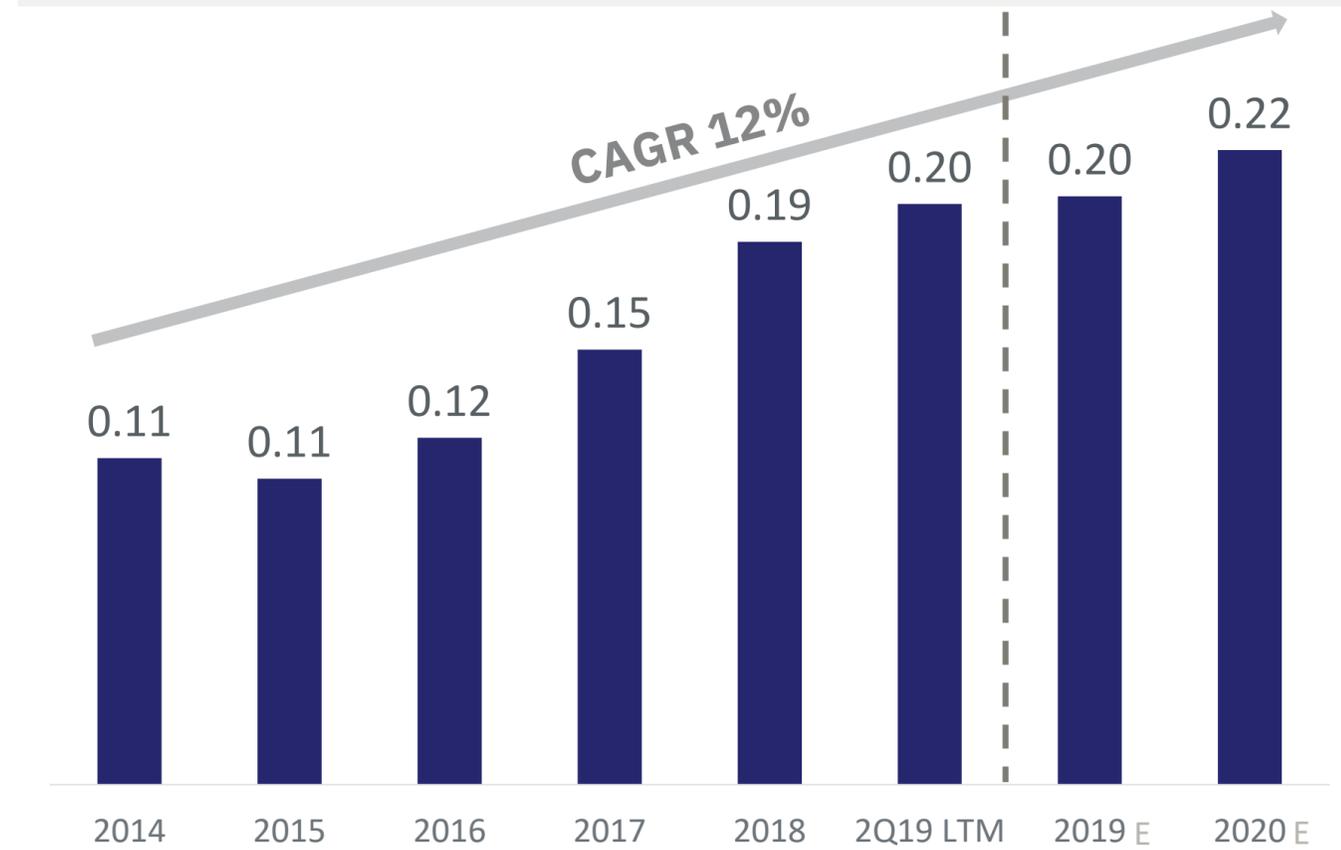


Strong buy-back program and increasing key financial metrics

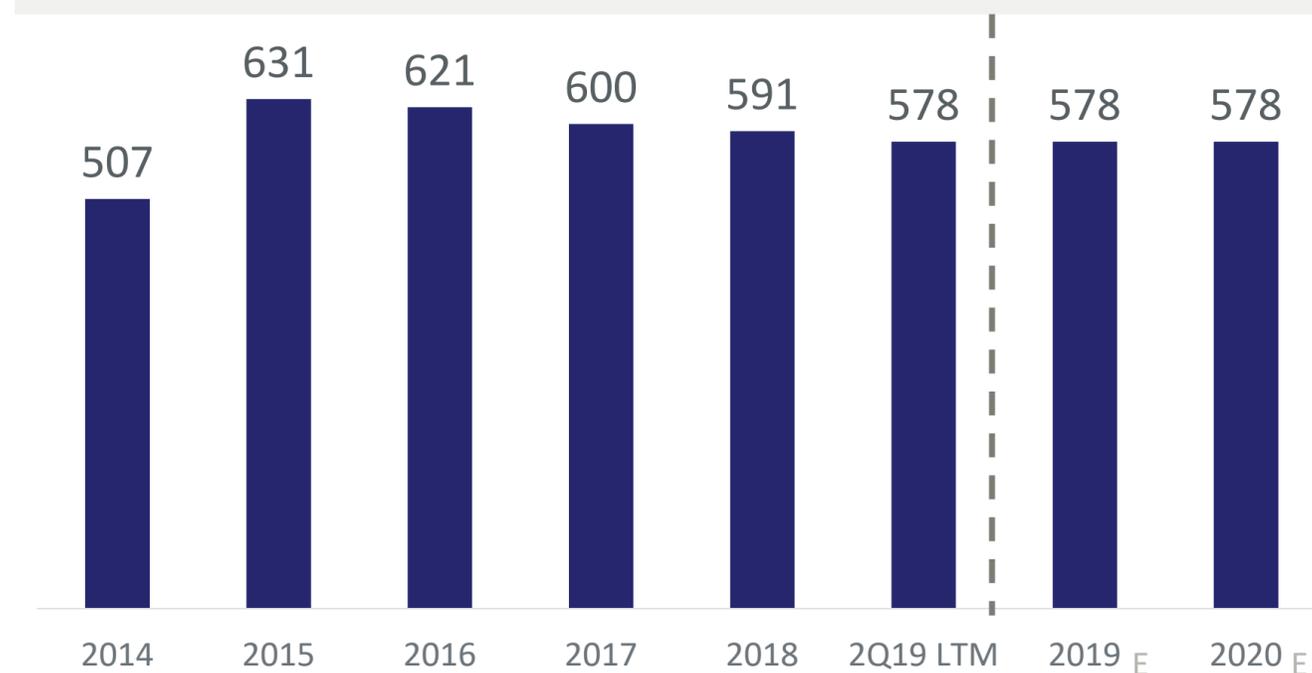
Increasing FFO per share



Increasing EBITDA per share



Lower number of shares



US\$100 M buy-back fund representing ~10% of the company

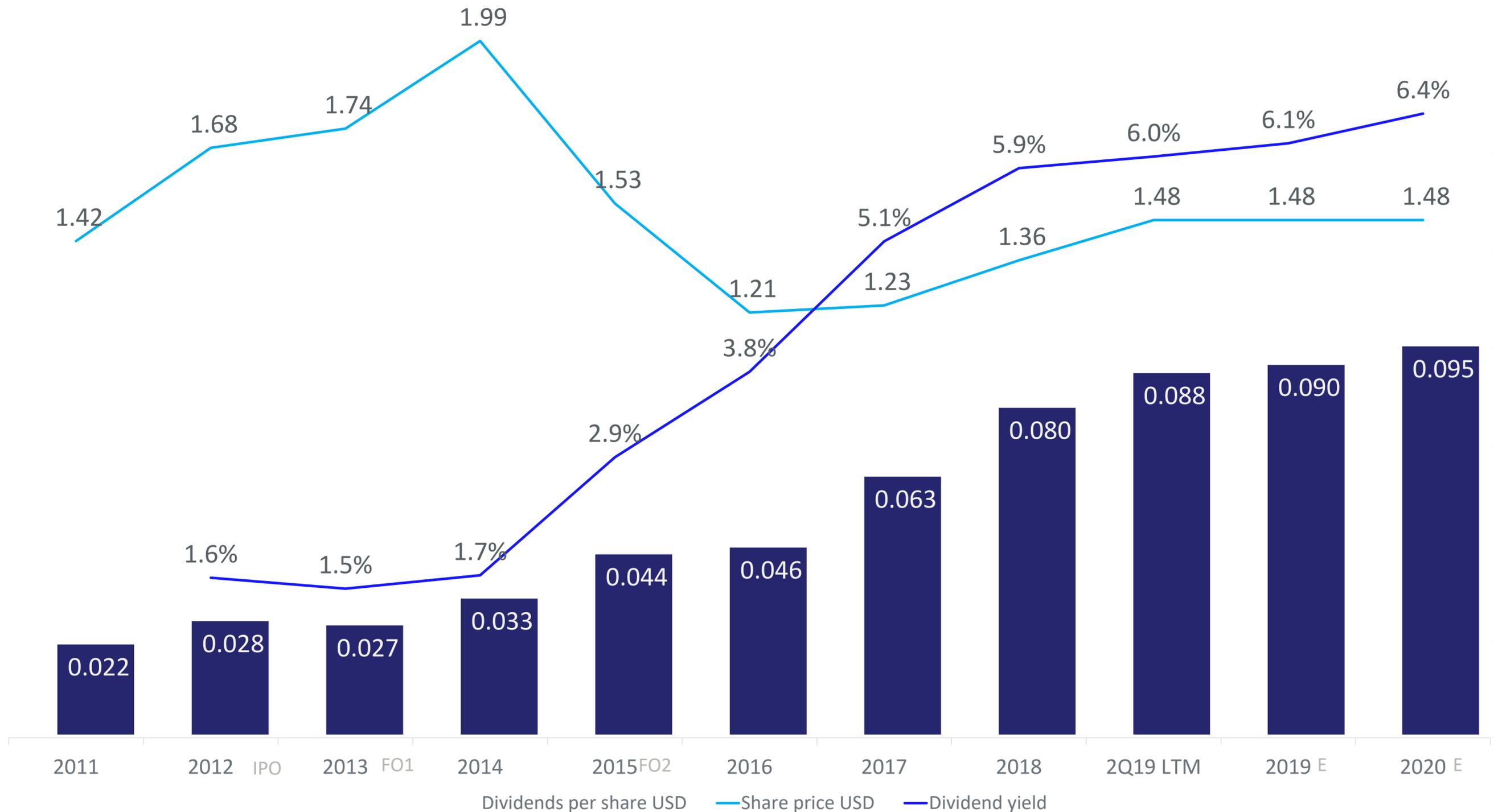
US\$73 M deployment

Attractive discount to NAV

Increasing dividends



The accretive development, acquisitions, accelerated leasing activity and divesting, results in strong financial metrics to distribute an attractive yield



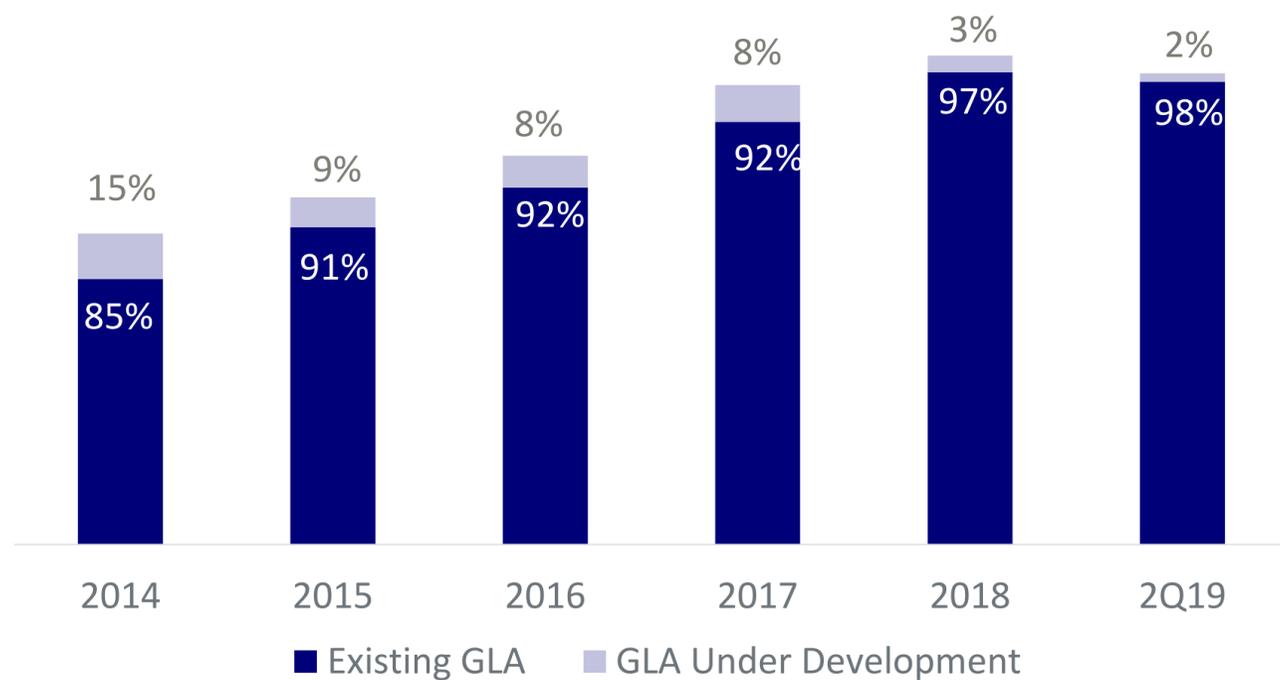
- The dividend yield for 2018, 2019 and 2020 is calculated with the share price and exchange rate as of March 31, 2019.
- The dividend yield for 2018 is calculated with the dividend declared in the shareholders meeting on March 2019

*Maximizing our
stabilized portfolio*

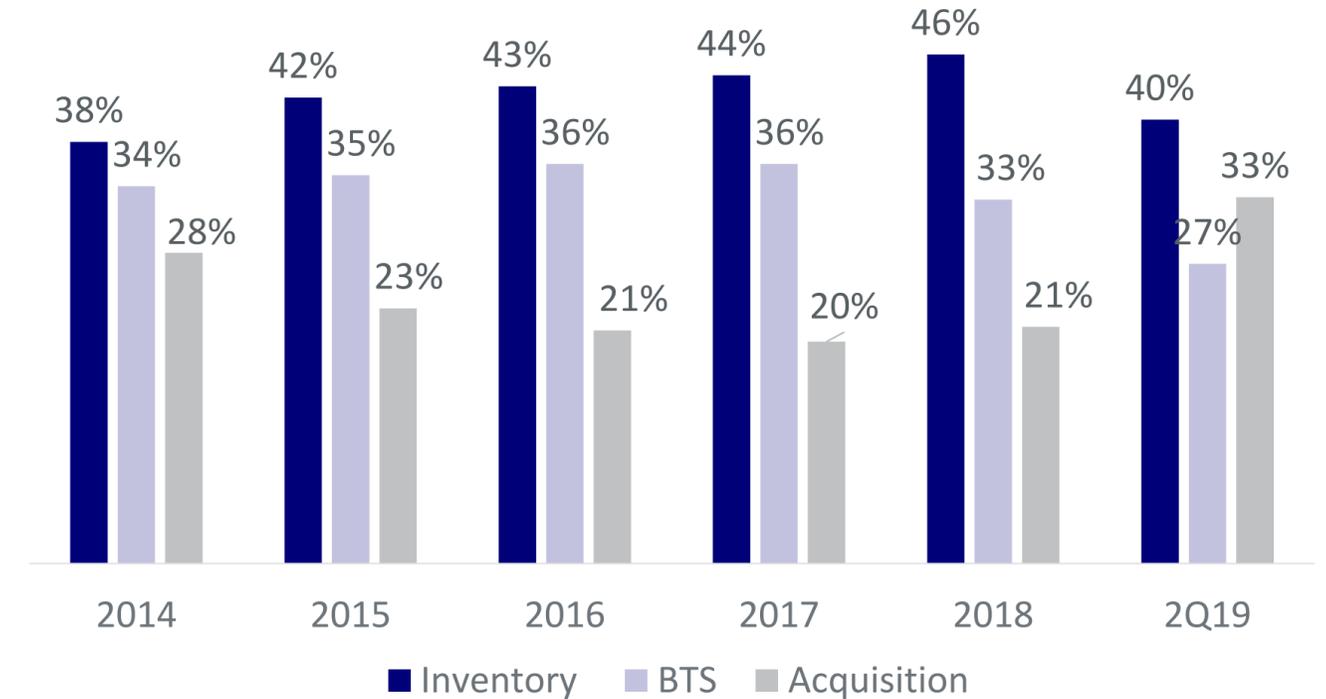


The developmnet of our portfolio tends to decrease as our stabilized GLA increases while development costs remain flat

GLA under construction



Our growth comes from different types of buildings



Proyect	GLA	Total Investment	Delivery date	Cap Rate	Type
BRP Exp	19,838	\$1,249	oct-19	11.4%	BTS
Alamar	200,363	\$10,746	dec 19	11.7%	Inventory
VP SLP 03	235,591	\$2,874	ago-19	10.0%	Inventory
BRP Exp	73,694	\$2,874	ago-19	10.0%	BTS
	529,486	17,743		11.2%	

* Existing GLA is defined as vacant GLA plus stabilized GLA.

Attractive discount



Higher book Net Asset Value vs Market Price

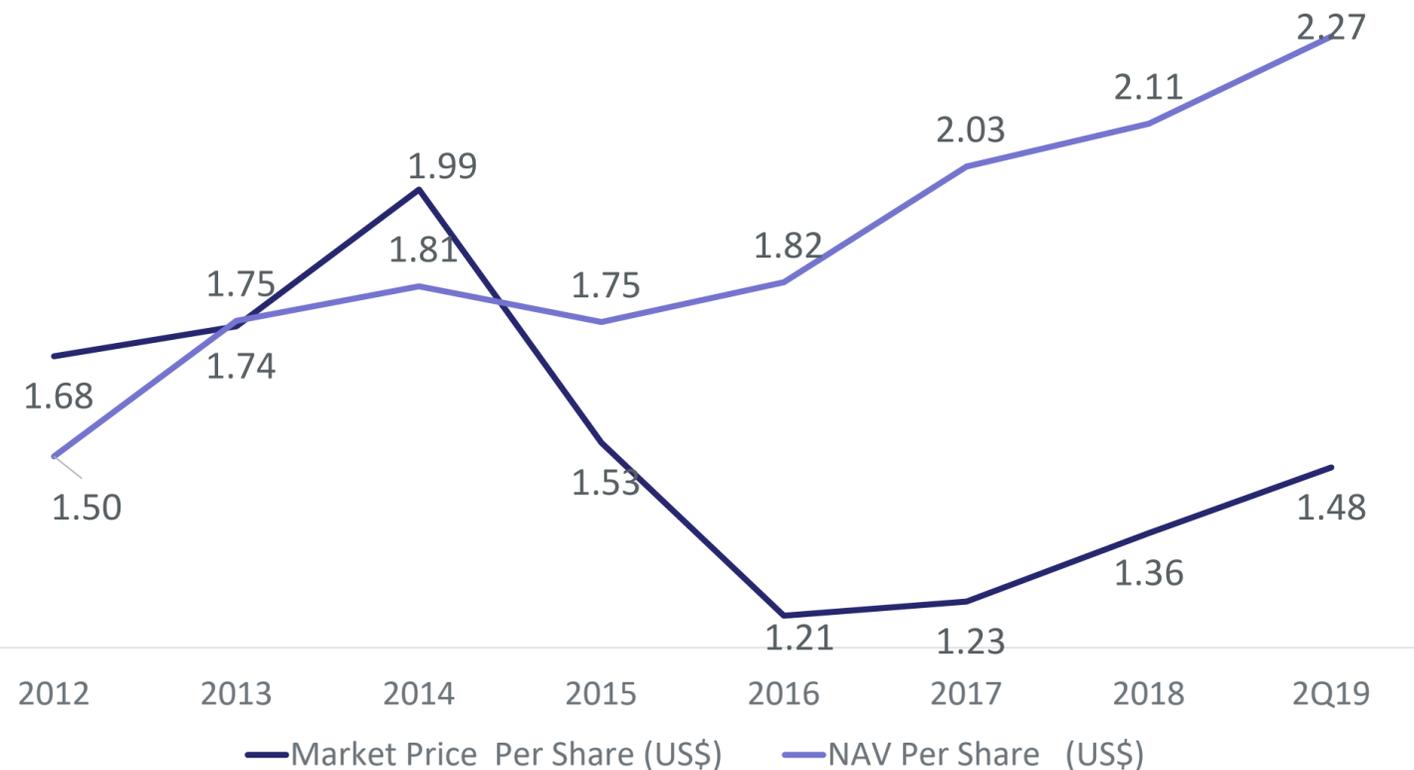
Figures in US\$ M

Properties	1,798
Land	124
Cash	132
Debt Cash Collateral	4
Net Recoverable VAT	10
Assets	2,068
Remaining CAPEX	(43)
Debt	(698)
Tenant Deposit	(13)
Liabilities	(754)
Net Asset Value	1,314

Average Discount/Premium



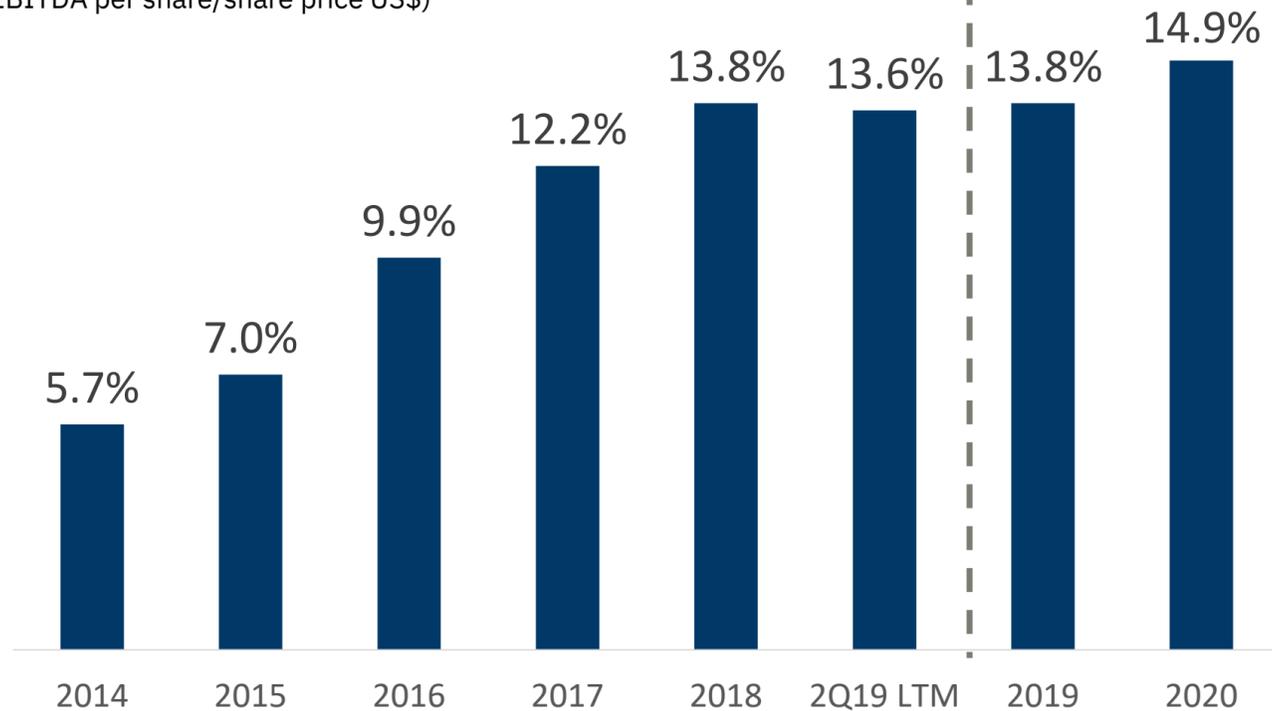
NAV vs share market price



Stable yields through increasing price per share

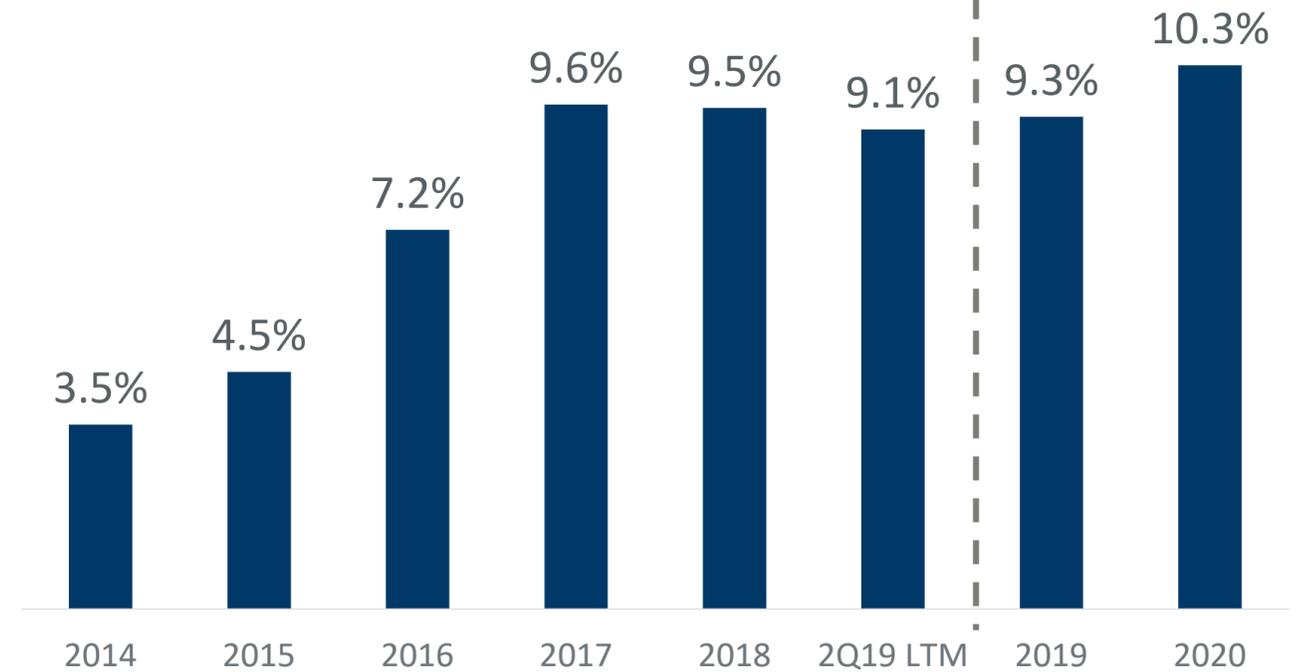
EBITDA yield

(EBITDA per share/share price US\$)



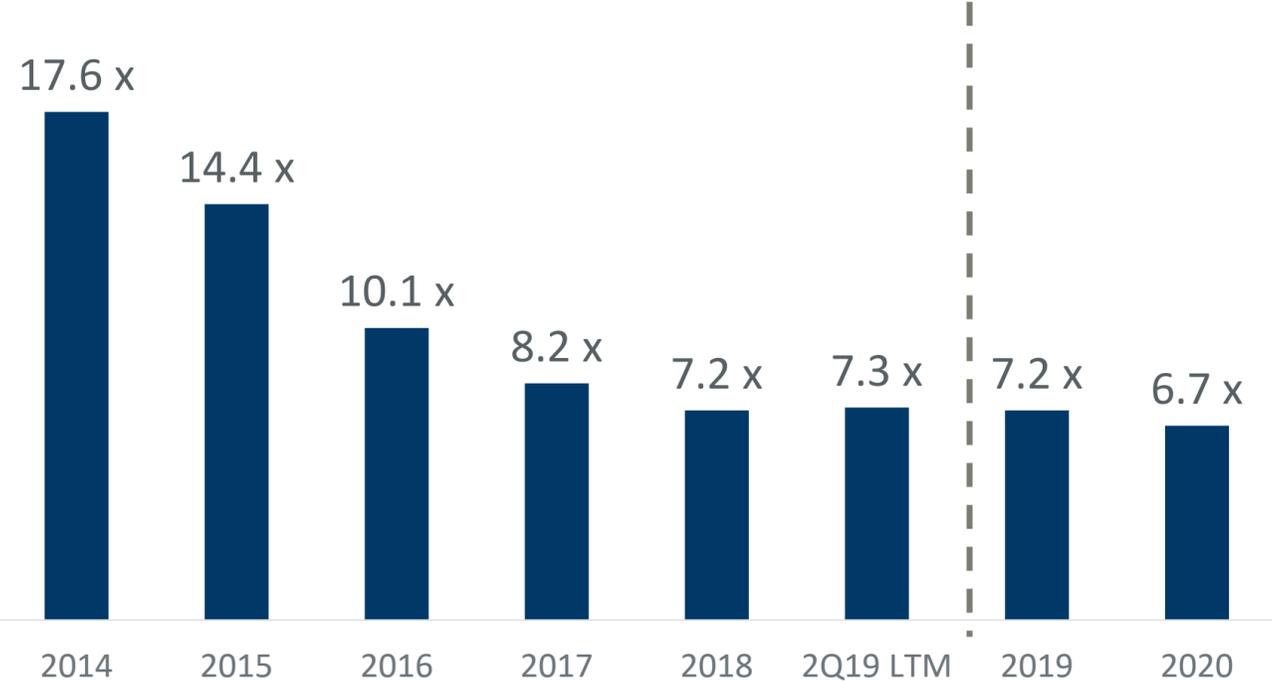
FFO yield

(FFO per share/share price US\$)



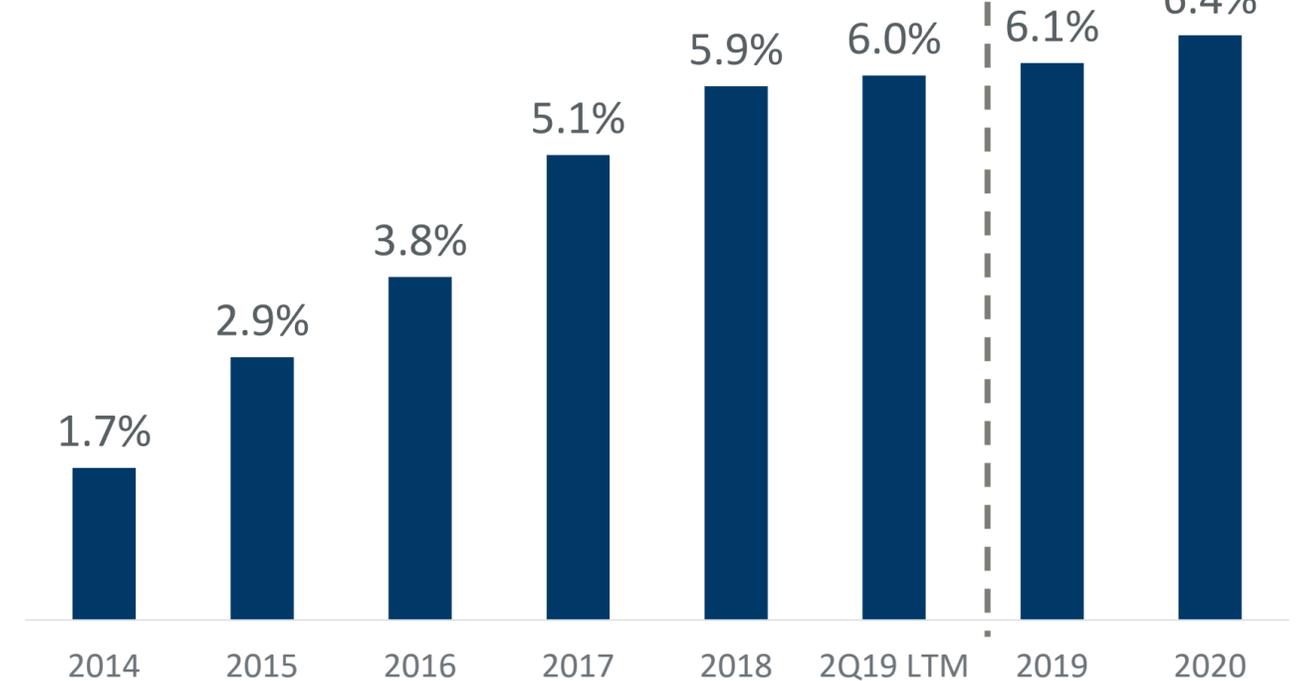
EBITDA multiple

(Share price US\$/EBITDA per share)



Dividend yield

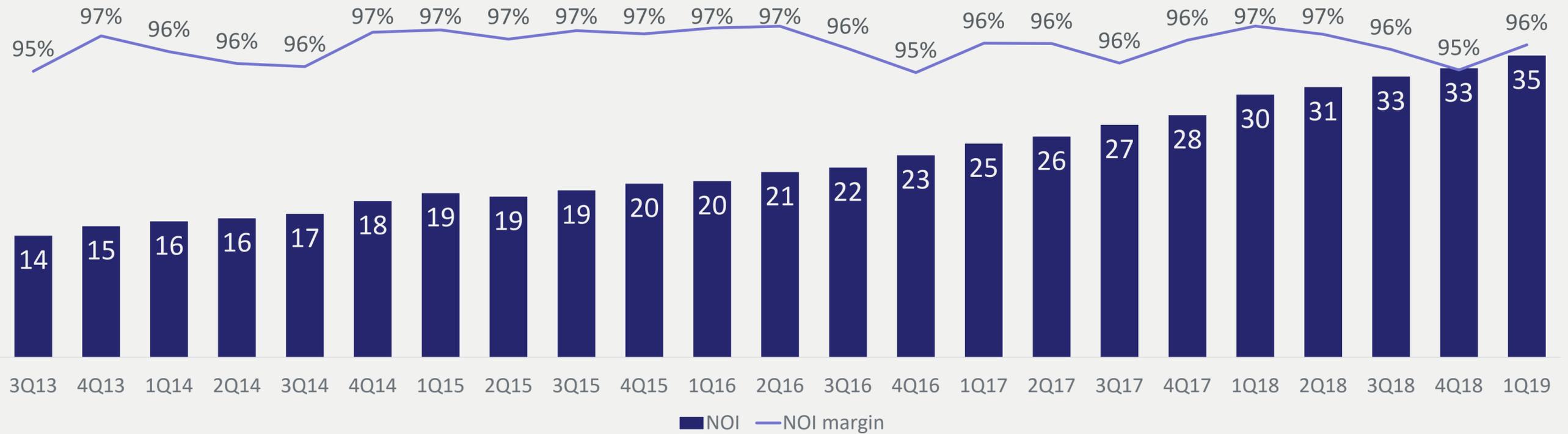
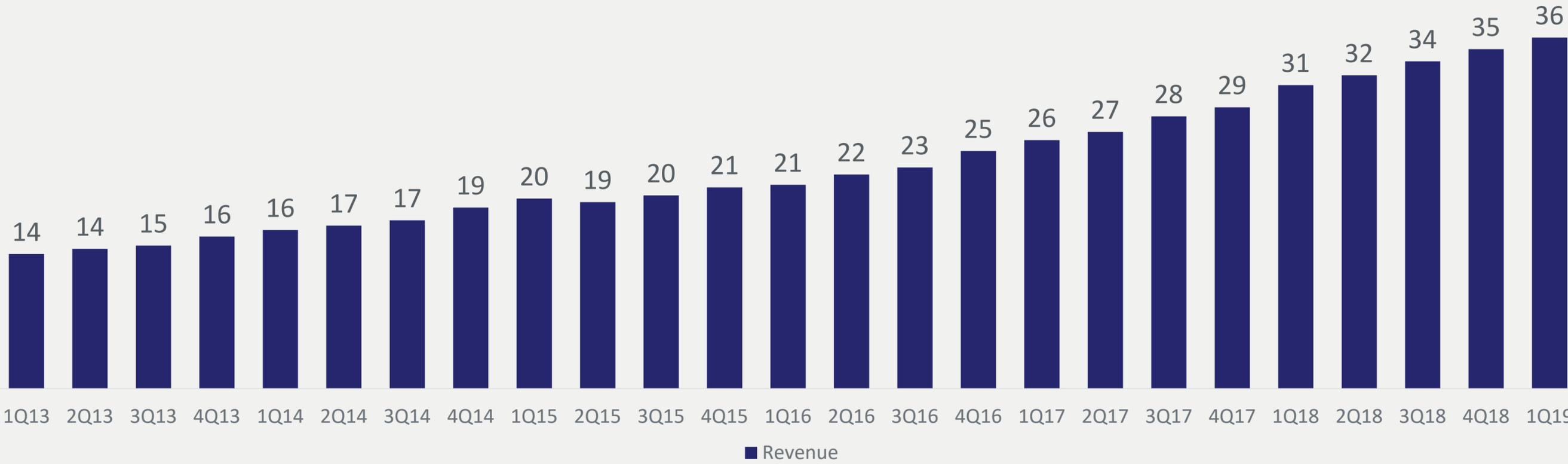
(Dividend per share/share price US\$)



Appendix

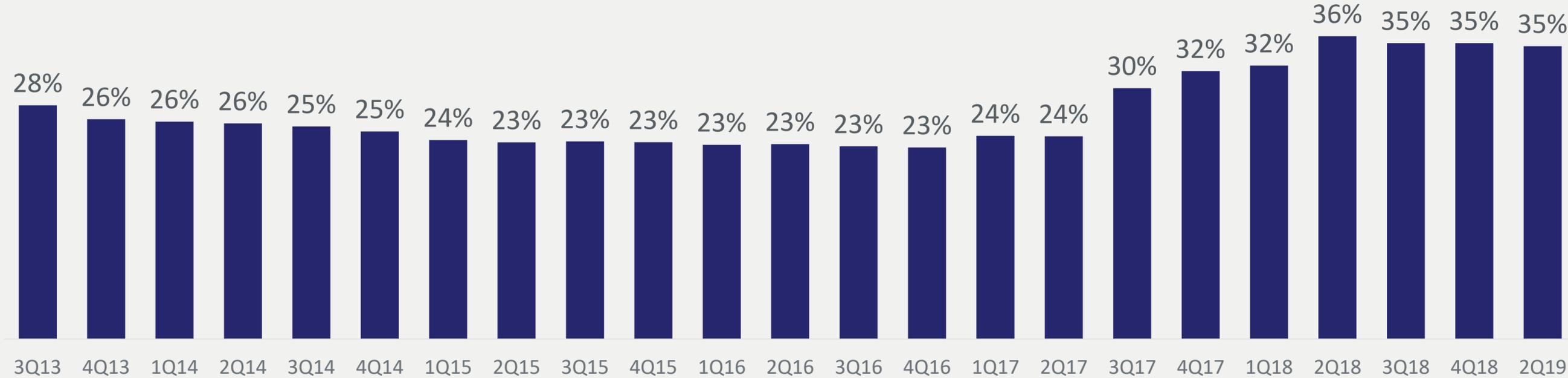


Historical Results

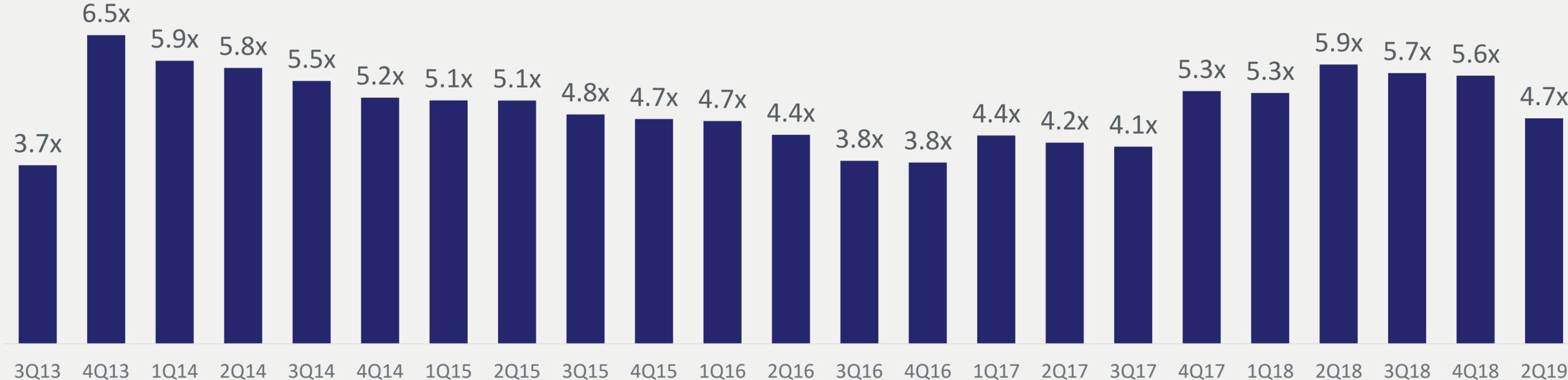


Historical Results

LTV

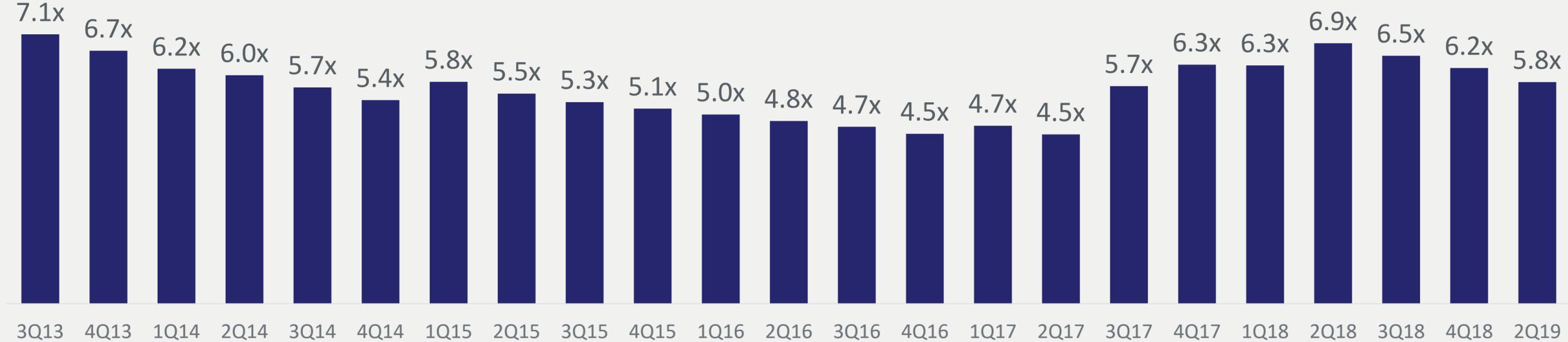


Net Debt / EBITDA

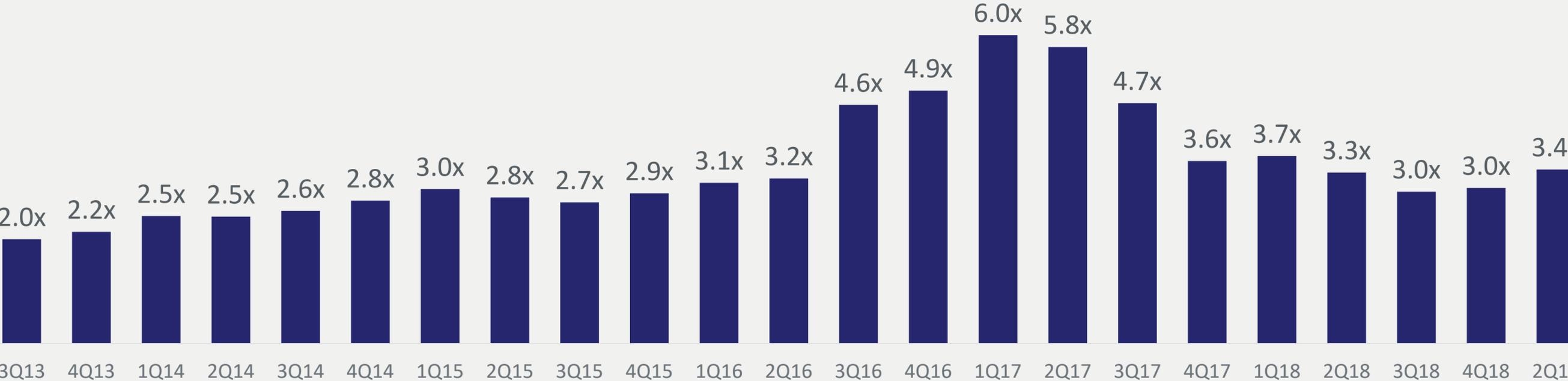


Historical Results

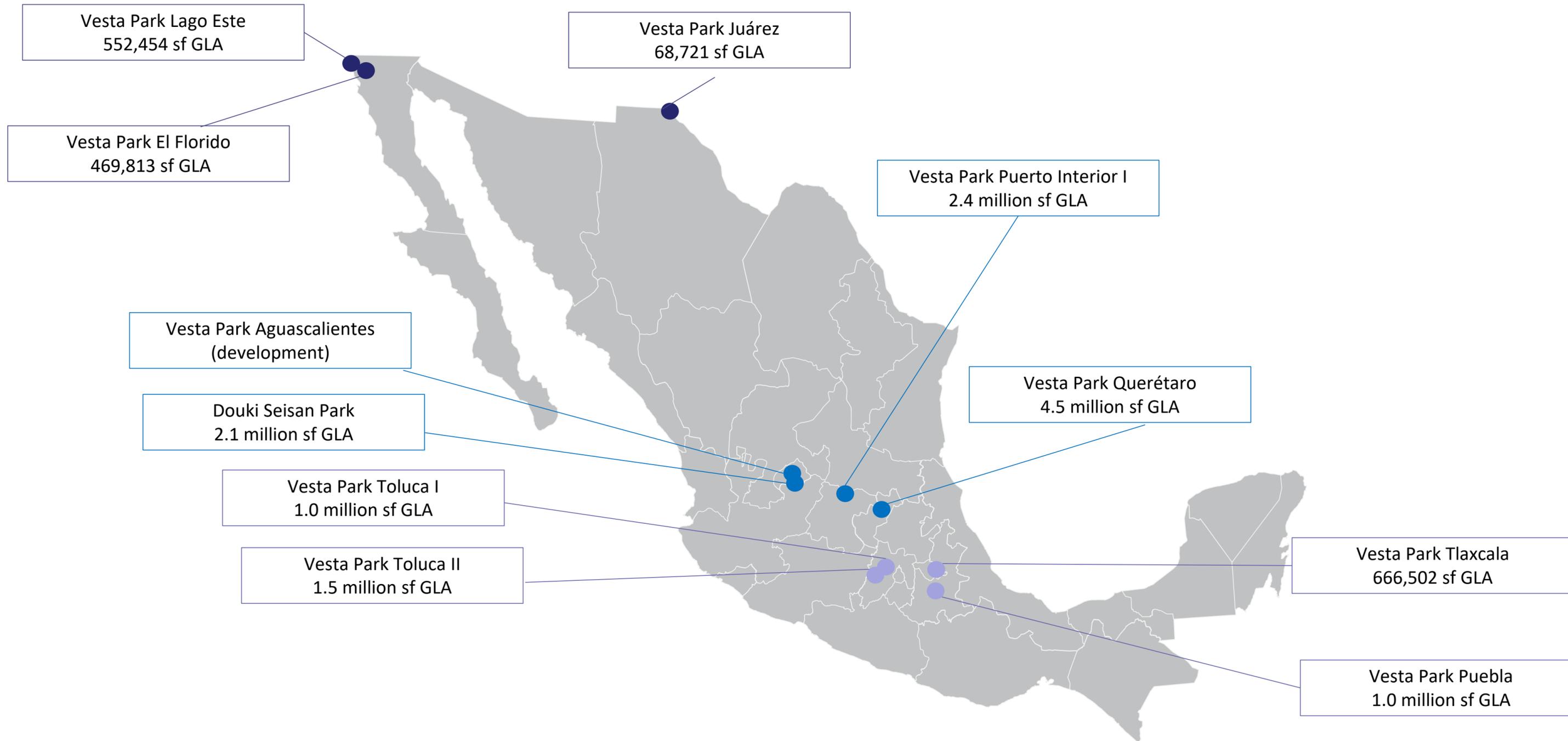
Debt/EBITDA



EBITDA/Interest Expense



Before beign a public company our strategy was base on buying land insde industrial Parks and develope buildings.
Now we do Vesat Parks.



Case Studies

Querétaro Aerospace Park

Construction start 2006

GLA 2.18 million sf

13 buildings



Case Studies

Douki Seisan Park
Construction start 2013
GLA 2.13 million sf
8 buildings



Case Studies

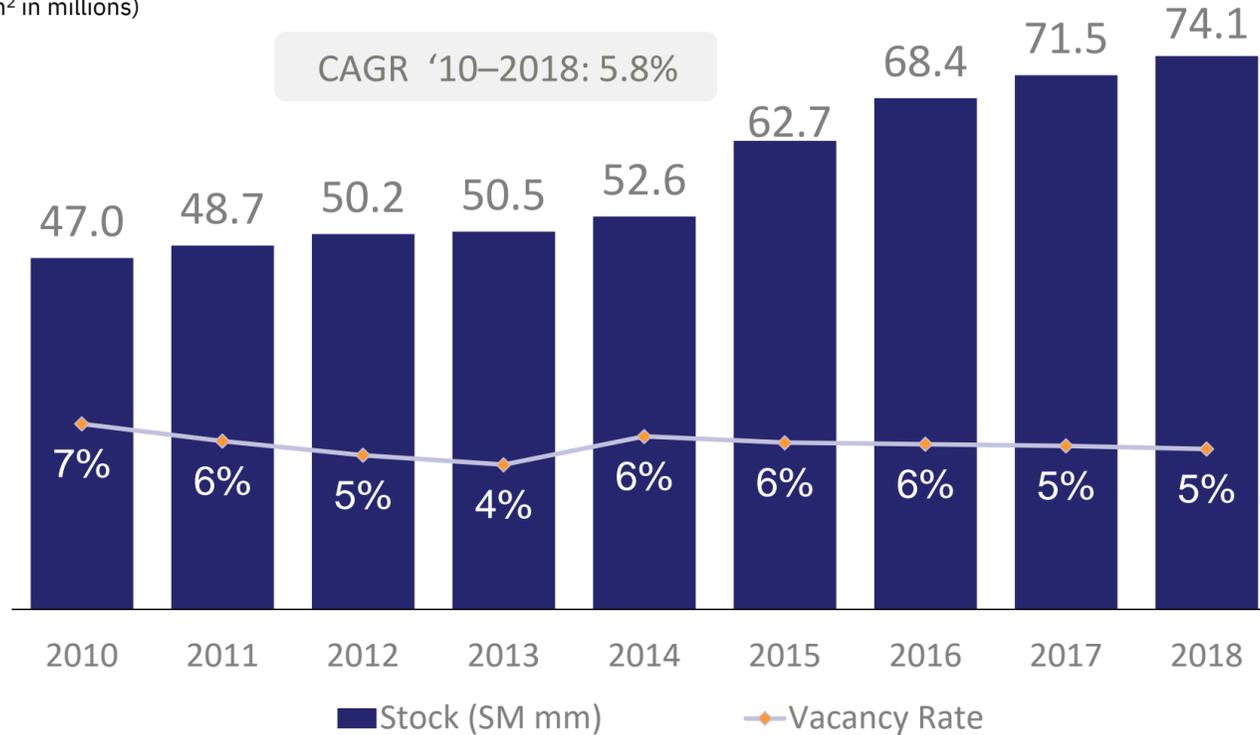
Vesta Park Toluca II
Construction start 2013
GLA 1.47 million sf
6 buildings



Positive industry trends driving growth

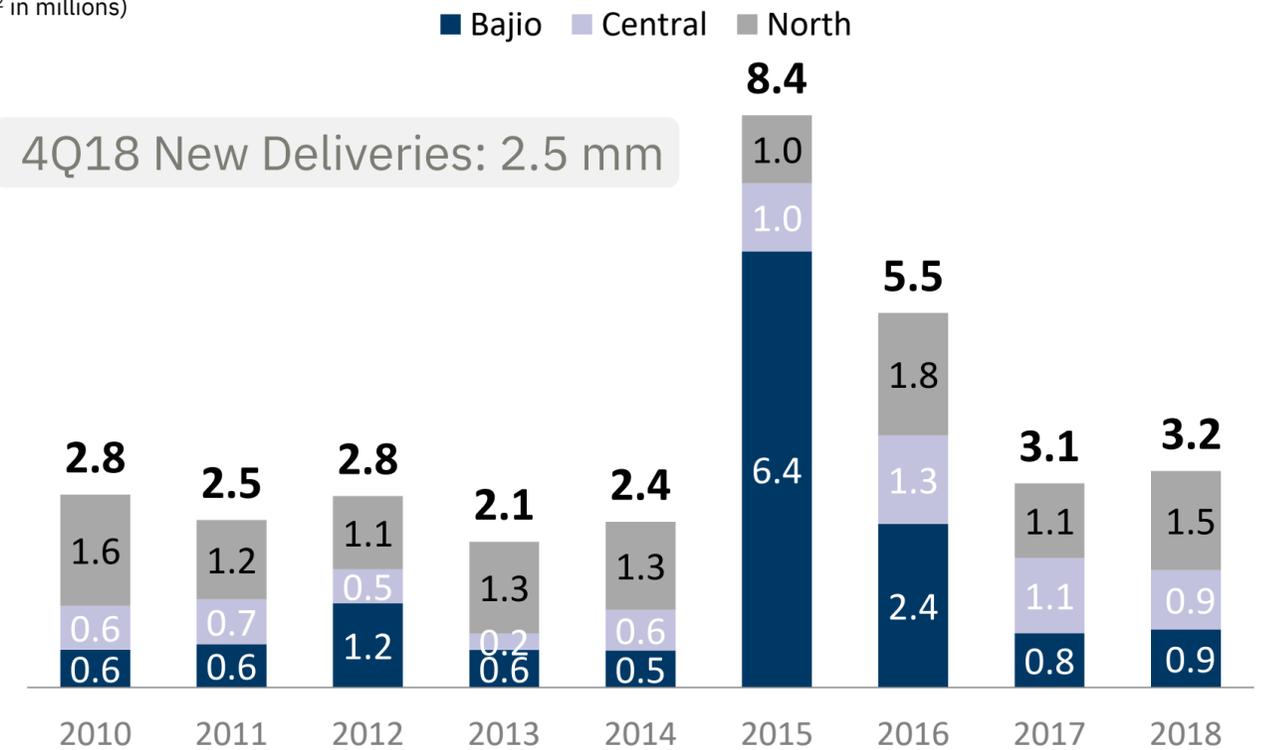
Industrial Real Estate Inventory

(m² in millions)



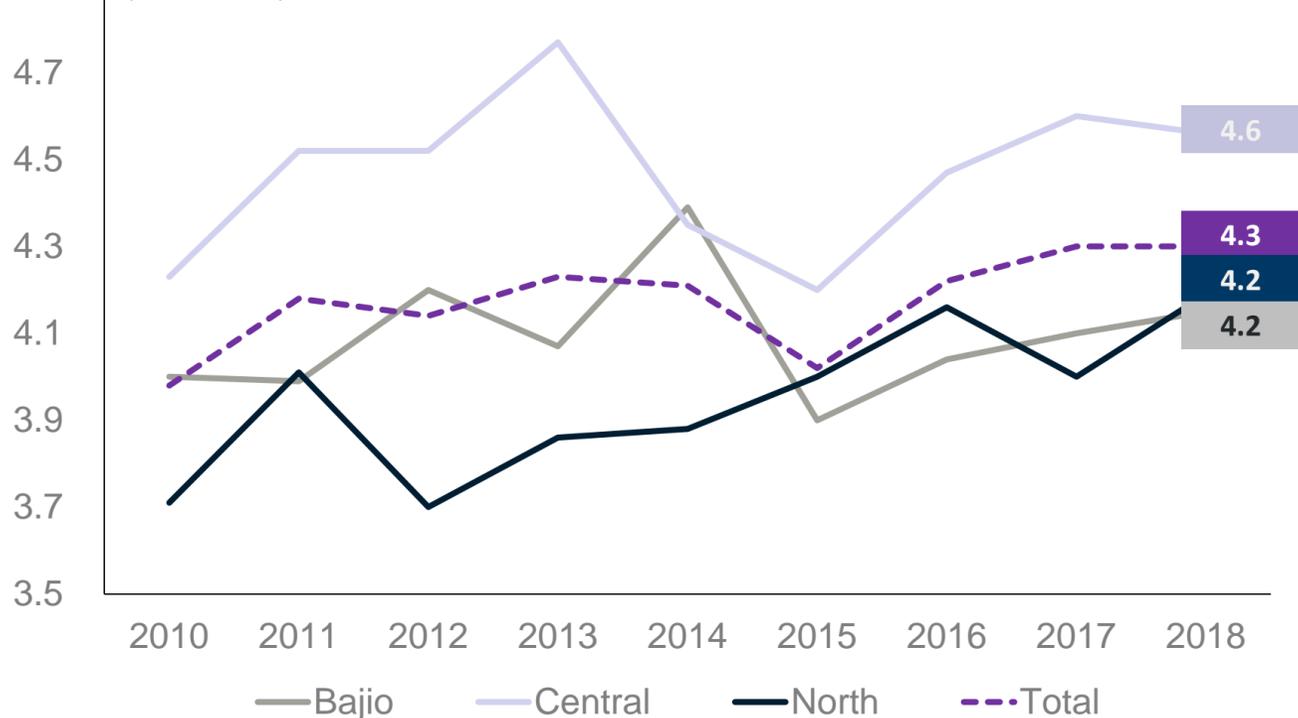
Industrial market absorption¹

(m² in millions)



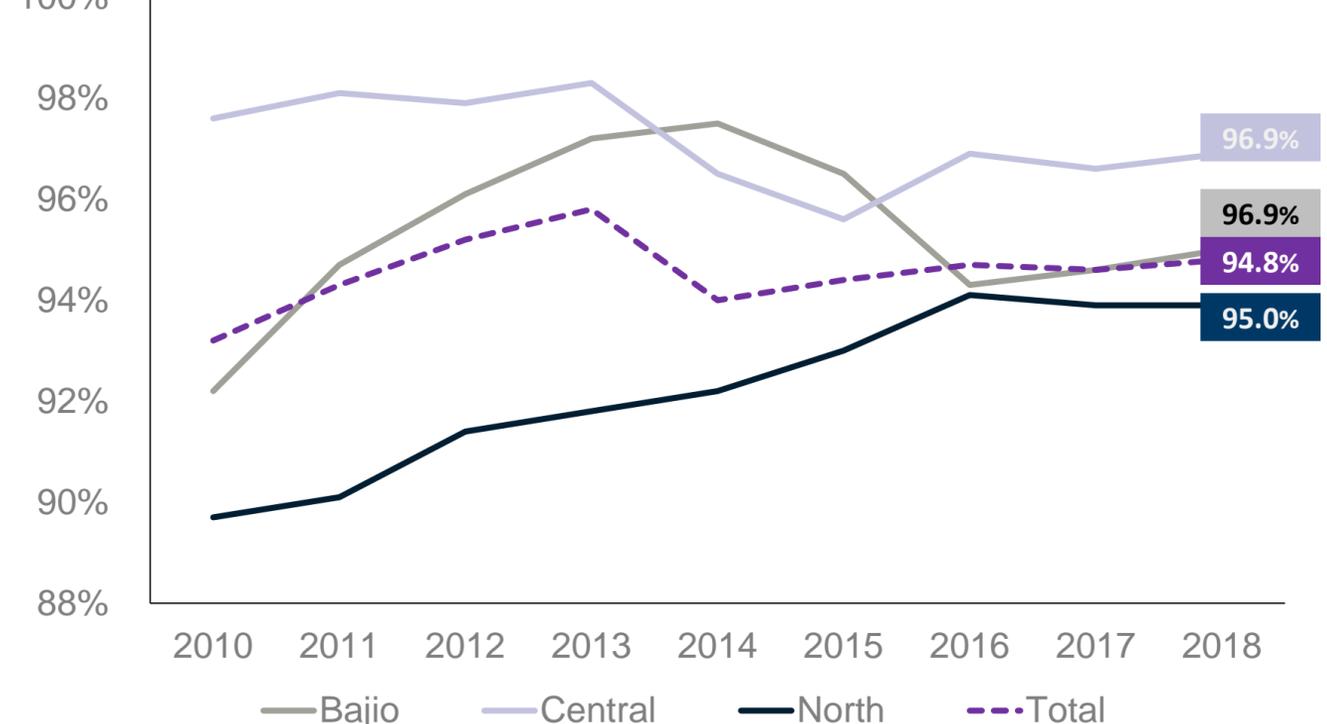
Average industrial monthly rent

(m² in millions)



Industrial occupancy rate

100%



Source: Jones Lang LaSalle Industrial Real Estate Report 4Q18.

1. In 2015 for Aguascalientes, Guadalajara, Guanajuato, Querétaro, Puebla and Mexicali markets, JLL expanded (updated) the submarkets and industrial parks surveyed along 2015. This alters "net absorption", "growth", and "new deliveries" variables relative to the past.

High occupancy and growing new deliveries

(4Q'18)

2018	Stock	Availability	Net Absorption	Vacancy Rate	Average Rent	Growth	New Deliveries
	(m ²)	(m ²)	YTD (m ²)	%	USD/m ² /mont h	YTD %	YTD (m ²)
Aguascalientes	2,199,864	68,596	46,715	3.1%	4.0	3.10%	66,179
Guadalajara	4,049,080	129,469	198,194	3.2%	4.4	0.50%	19,805
Guanajuato	5,719,195	377,662	263,146	6.6%	4.2	4.60%	252,087
Querétaro	5,504,586	289,087	291,611	5.3%	4.1	4.80%	253,668
San Luis Potosí	3,225,167	178,636	51,414	5.5%	4.2	3.90%	120,181
Bajío Region	20,697,892	1,043,450	851,080	5.0%	4.2	3.60%	711,920
Mexico City	8,552,516	309,899	750,478	3.6%	5.0	6.70%	537,616
Puebla	2,634,967	101,042	26,022	3.8%	4.0	-	-
Toluca	3,254,989	36,458	94,931	1.1%	4.7	-	-
Central Region	14,442,472	447,399	871,431	3.1%	4.6	3.90%	537,616
Chihuahua	2,159,678	81,136	15,564	3.8%	4.1	-	-
Ciudad Juárez	6,035,754	387,686	282,986	6.4%	4.1	-	-
Matamoros	1,670,122	90,300	34,746	5.4%	4.0	-	-
Mexicali	2,259,801	206,768	97,656	9.1%	3.9	0.70%	16193
Monterrey	10,757,362	805,441	489,277	7.5%	4.2	6.20%	627,393
Nogales	1,161,272	35,867	21,953	3.1%	5.0	0.90%	10185
Nuevo Laredo	970,947	78,035	61,752	8.0%	3.8	9.30%	82736
Reynosa	3,146,108	184,756	93,301	5.9%	4.1	1.00%	31,750
Saltillo - Ramos A.	4,541,615	263,275	65,329	5.8%	4.3	1.80%	81,385
Tijuana	6,221,951	242,953	295,225	3.9%	4.5	7.40%	428518
North Region	38,924,610	2,376,217	1,457,789	6.1%	4.2	3.40%	1,278,160
TOTAL MEXICO	74,064,974	3,867,066	3,180,300	5.2%	4.3	3.50%	2,527,696

Focus on sustainability

For Vesta sustainability is...

"To contribute to the competitiveness of our clients and well being of society while minimizing the environmental impact of our developments"



Social Investment:

- 100% of the regions with at least 1 social project.
- 13 Projects
- 9 States
- 3 Lines of Action:
 - Education
 - Inclusion
 - Community Development
- Beneficiaries: +2,250 children and +1000 teachers
- Alliances: +70,000 USD raised in alliances with our group of interest to increase our social project impacts
- 400 volunteers: employees, families, suppliers and clients

Environment*

- 1.6 SF of GLA are LEED certified.
- 292 kwp of installed photovoltaic capacity.
- 376,701 kWh of electric power consumption.
- 118,110 m3 of water consumption.
- Direct emissions (scope 2) generated at Vesta as a result of our consumption of the electric power, we produced 172 tons of CO2e



Why Mexico?

- In 2016 Mexico was the sixteenth largest recipient of Foreign Direct Investment globally with more than US\$27,400 million.
- Stable macroeconomic environment
- Legal certainty to investment
- Qualified human capital
- 1 of every 7 manufacturing exports from Latin America originated in Mexico
- Public debt in Mexico is one of the lowest in the world
- PricewaterhouseCoopers and The Economist Intelligence Unit place Mexico among the top 10 economies globally by 2050.
- 32 Agreements for the Promotion and Reciprocal Protection of Investments (APRPIs)
- 12 Free Trade Agreements with 46 countries
- Each year more than 140 thousand engineers graduate from Mexican universities

- ✓ 76 open airports (12 national 64 international)
- ✓ 117 maritime ports
- ✓ 27 thousand kilometers of railways
- ✓ 370 thousand kilometers of roads

**1st WORLD SILVER
PRODUCER**

**10th WORLD COPPER
PRODUCER**

**10th WORLD OIL
PRODUCER**

Recognized quality of Mexico's automotive manufacturing has enabled OEMs to choose Mexico as a unique manufacturing platform



Industry trends

4.0 Industrial Revolution

- Ability to anticipate client demand
- New paradigm known as the 4th Industrial Revolution
- Convergence of technologies
 - Ubiquitous and mobile internet
 - More powerful and cheaper sensors
 - Artificial intelligence
 - Machine learning
- Rapid evolution towards new ways of producing – Smart Factories
- Vesta will continue supporting leading-edge technology that meets both clients and supply chains' logistical and communication needs



4.0 and Mexico

- Mexico is a world-class Manufacturing Hub, exporting more than one billion dollars per day
- 50% of these exports are manufactured products, from this large portion are highly sophisticated technologies
- 80% of high-tech exports in Latin America are produced in Mexico, exporting even more than Canada.

vesta

Thank you!

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