

Fibra Inn Signs Binding Agreement to Acquire Holiday Inn Reynosa Industrial Poniente Hotel

Monterrey, Mexico, May 13, 2015 – Deutsche Bank Mexico, S.A., Banking institution, Trust Division F/1616 or Fibra Inn (BMV: FINN13) (“Fibra Inn” or “the Company”), a Mexican real estate investment trust specializing in the hotel industry serving the business traveler, announced today its decision to exercise its call option to purchase Holiday Inn Reynosa Industrial Poniente hotel in the State of Tamaulipas.

The acquisition price was Ps. 103.6 million and land will be acquired for Ps. 11.0 million. An additional Ps. 81.9 million will be destined for a 100-room expansion and Ps. 26.2 million for taxes and acquisition-related expenses, for a total investment of Ps. 222.7 million. Fibra Inn’s internal management approved the acquisition with a projected stabilized cap rate equal to 10.55%. The payment will be made using funds from the CBI issuance carried out during November 2014.

The hotel currently has 95 rooms, is in the full-service segment and will be operated by Fibra Inn. The cumulative operating indicators for 2014 reported occupancy of 65%, and average daily rate of Ps. 1,010, and revenue per available room equal to Ps. 656.5.

The business fundamentals for the acquisition of this hotel are the following:

- **Diversified Industry:** The hotel is located in a region with a diversified industry, with an important presence of the automotive and electronics sector. Companies in the region include LG, Panasonic, Motorola, Nokia, Lear, Delphi, Monroe and TRW, among others. Reynosa is one of the cities with an important presence of the energy sector in Mexico and is located in the Cuenca de Burgos. This market is considered to be a part of the city corridor located in the Gulf of Mexico, although it is on the continental territory. Some of the main companies in the energy sector located in the area include Weatherford, Halliburton, Dupont, Pemex and Schlumberger, among others.
- **Leadership:** Fibra Inn is also the owner of Hampton Inn by Hilton Reynosa Industrial Poniente hotel, which is located in front of Holiday Inn Reynosa Industrial Poniente hotel. Therefore, Fibra Inn owns the two leading hotels in the city.
- **Positioning:** The hotel has a leading position in the region, operating under a globally-renowned brand, where the offering includes 34 properties of a majority of independently-owned hotels.
- **Location:** The hotel is strategically located, as it is surrounded by the main industrial parks of the city, which generate an important demand.
- **Synergies:** Fibra Inn, as the owner of the two properties, has considered important synergies to reduce operation costs and improve revenue margins.
- **Expansion Potential:** The hotel current has 95 rooms and the expected land purchase will increase revenues with the construction of 100 additional rooms and further dilute operating costs.

With this acquisition, Fibra Inn has a portfolio of 31 hotels, plus one hotel under agreement, and two under development, with a total of 5,733 rooms; 565 of these are currently under construction.



In Monterrey, Mexico:
Lizette Chang, IRO
Fibra Inn
Tel: 52 1 (81) 1778-5926
Email: lchang@fibrainn.mx

In New York:
Maria Barona / Melanie Carpenter
i-advize Corporate Communications, Inc.
Tel: (212) 406-3691/92
E-mail: mbarona@i-advize.com / mcarpenter@i-advize.com
Twitter: @fibrainn



Façade



Rooms



Common Areas



About the Company

Fibra Inn is a Mexican trust formed primarily to acquire, develop, operate and rent a broad range of hotel properties in Mexico. Headquartered in Monterrey, Fibra Inn has a portfolio of high-quality real estate properties aimed at the business traveler and that are geographically diversified throughout Mexican territory. The Company has signed Franchise Agreements with IHG to operate its global brands, including: Holiday Inn, Holiday Inn Express, Holiday Inn & Suites, Holiday Inn Express & Suites and Crowne Plaza; with Wyndham Hotel Group to operate its global brands Wyndham Garden and Microtel Inn & Suites by Wyndham. Additionally, it has licensing agreements and brand usage agreements with Hilton to operate its brand Hampton Inn by Hilton and with Starwood Hotels & Resorts Worldwide to operate the Aloft brand. The Company has properties that operate with domestic brands like Camino Real and Casa Grande. Additionally, Fibra Inn has agreements with IHG, Marriott International, Wyndham Hotel Group and Hoteles City Express for development of properties. These hotels enjoy some of the industry's top loyalty programs. Fibra Inn recently listed its Real Estate Certificates (Certificados Bursátiles Fiduciarios Inmobiliarios or "CBFIs") on the Mexican Stock Exchange and trades under the ticker symbol "FINN13".

For more information, please visit our *new* website: www.fibrainn.mx

Note on Forward-Looking Statements

This press release may contain forward-looking statements. These statements are statements that are not historical facts, and are based on management's current view and estimates of future economic circumstances, industry conditions, Company performance and financial results. Also, certain reclassifications have been made to make figures comparable for the periods. The words "anticipates", "believes", "estimates", "expects", "plans" and similar expressions, as they relate to the Company, are intended to identify forward-looking statements. Statements regarding the declaration or payment of dividends, the implementation of principal operating and financing strategies and capital expenditure plans, the direction of future operations and the factors or trends affecting financial condition, liquidity or results of operations are examples of forward-looking statements. Such statements reflect the current views of management and are subject to a number of risks and uncertainties. There is no guarantee that the expected events, trends or results will actually occur. The statements are based on many assumptions and factors, including general economic and market conditions, industry conditions, and operating factors. Any changes in such assumptions or factors could cause actual results to differ materially from current expectations.