

## Fibra Inn Announces Results for the Third Quarter of 2019

**Monterrey, Mexico, October 24, 2019** — Deutsche Bank Mexico, S.A., Institución de Banca Múltiple, Trust Division F/1616 or Fibra Inn (BMV: FINN13) (“Fibra Inn” or “the Company”), the Mexican real estate investment trust internally managed and specialized in the hotel industry serving the business traveler with global brands, today announced its non-audited Third Quarter results for the period ended September 30, 2019 (3Q19). These results were prepared in accordance with International Financial Reporting Standards (IFRS) and are stated in nominal Mexican pesos (Ps.).

### 3Q19 Relevant Information:

- Fibra Inn concluded the quarter with 40 hotels in operation, representing a total of 6,591 rooms. Fibra Inn has an investment participation in 4 properties, under the external development Hotel Factory Model, that will add 633 rooms.
- Total Revenue:** Ps. 487.3 million, of which 94.9% were from room revenues and 5.1% from other rental revenues, for a total decrease of 6.3% compared to 3Q18.
- Total NOI<sup>1</sup>:** Ps. 154.3 million, a 16.3% decrease compared with the Ps. 184.3 million reported in 3Q18; Total NOI margin was 30.7%.
- Adjusted EBITDA<sup>2</sup>:** reached Ps. 123.9 million, a 21.6% decrease compared to the Ps. 158.0 million in 3Q18; the margin reached 25.4%.
- AFFO<sup>3</sup>:** Ps. 62.4 million, a decrease of Ps. 31.7 million compared with Ps. 94.1 million reported in 3Q18 and Ps. 13.5 million compared to Ps. 75.9 million in 2Q19. The Ps. 9.7 million decline was mainly due to the organizational restructure and to Ps. 3.6 million of lower interest income for the maturity of the interest rate swap.
- Distributions to Holders:** Equivalent to Ps. 62.4 million or Ps. 0.1254 per CBFi. 50% of the AFFO will be paid in cash, and the remaining 50% will be used exclusively for the repurchase of certificates. During the 3Q19, 17,473,542 CBFIs were repurchased and 20,515,444 CBFIs, acquired in 1Q19 and 2Q19, will be cancelled during 4Q19.

Fibra Inn 3Q19	
<b>Equity</b>	
BMV: FINN13	
OTC: DFBRY	
3Q19 Distribution per CBFi	0.1253
YTD Distribution per CBFi	0.6096
Dividend Yield in cash	6.7%
CBFi Price (Sept 30, 2019):	7.60
CBFIs repurchased:	30,991,270
CBFIs outstanding:	528,811,458
Float:	81.3%
Mkt Cap (Ps. million)	4,019.0
Total Assets	12,318.1
<b>Debt</b>	
BMV: FINN15	Ps. 1.0 Bn @ TIE+110bps
Pre-paid on Oct 14, 2019	
24 Sep 2021	
BMV: FINN18	Ps. 2.0 Bn @ fixed 9.93%
2 Feb 2028	
Weighted Avg Cost of Total Debt:	9.51%
LTV:	27.6%
Fitch:	AA-(mex)
HR Ratings:	AA+
<b>3Q19 Highlights</b>	
Number of hotels	40
Number of rooms	6,591
Occupancy (Total Sales)	59.6%
ADR (Total Sales) Ps.	1,273.0
RevPar (Total Sales) Ps.	758.3
<b>Hotel Factory</b>	
Number of properties	4
Number of rooms	633



- <sup>1</sup> Total NOI includes Hotel NOI and NOI from other businesses. The first is the calculation of the Fibra's revenue (hotel revenues and other revenues) minus operating expenses for administration, maintenance, lodging, utilities, fees, royalties, marketing and promotion, as well as property tax and insurance. The second corresponds to revenues and expenses from the Hotel Factory.
- <sup>2</sup> Adjusted EBITDA excludes acquisition and organization expenses and extraordinary maintenance CAPEX.
- <sup>3</sup> Adjusted FFO is calculated as the Adjusted EBITDA plus interest gain minus interest expense and foreign exchange fluctuations minus maintenance CAPEX.

*Oscar Calvillo, Fibra Inn's Chief Executive Officer, stated, "During the third quarter, Fibra Inn carried out various initiatives to improve the Company's financial position under a challenging economic outlook for the country. Despite lower revenues, we decreased the level of operating and corporate expenses within the variable line items, improved the terms and interest rates of our financial liabilities, continued with the divesting of non-strategic properties and the repurchase of certificates. Our priority is to generate shareholder value notwithstanding the adverse environment."*

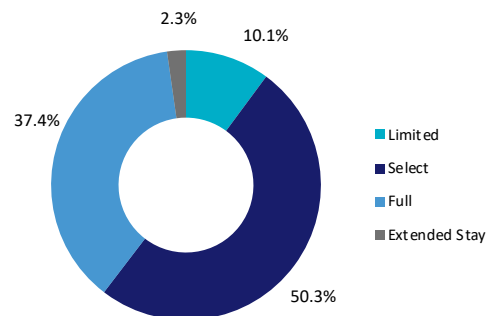
## Third Quarter 2019 Results

Financial Highlights					
	3Q19		3Q18		Var
(Ps. million, except EBITDA per room)					
Lodging Revenues	462.2	94.9%	493.8	94.9%	-6.4%
Rental Revenues	25.1	5.1%	26.5	5.1%	-5.2%
Fibra Revenues	487.3	100.0%	520.3	100.0%	-6.3%
NOI	154.3	31.5%	184.3	35.4%	-16.3%
Adjusted EBITDA	123.9	25.4%	158.0	30.4%	-21.6%
EBITDA per Room	18,791.7	-	23,282.7	-	-19.3%
FFO	79.5	16.3%	109.7	21.1%	-27.6%
<b>Distribution and Dividend Yield</b>					
CBFI Price	7.60		10.88		-30.1%
Cash Distribution (50% AFFO)	31.2		-		0.0%
Fund for Repurchase of CBFIs (50% AFFO)	31.2		-		
Total Distribution (100% AFFO)	62.4		94.07		-33.7%
Cash Distribution per CBFI (50% AFFO)	0.0627				
Total Distribution per CBFI (100% AFFO)	0.1253		0.1802		-65.2%
CBFIs with distribution rights	497.8		521.9		-4.6%
Annualized Cash Dividend yield at the end of the quarter	3.3%				
Total Dividend yield at the end of the quarter	6.6%		6.6%		0.0%
<b>Hotels and Rooms</b>					
Hotels in operation	40		42		-2
Hotels in remodeling *	-		-		0
Land Lots	1		1		0
Total number of properties and the end of the quarter	41		43		-2
Weighted number of days with acquisitions / sales	100%		100%		0
Footprint (States)	13		13		0
Rooms in operation	6,591		6,785		-194
Rooms under rebranding	-		-		0
Rooms in addition	-		-		0
Total # Rooms	6,591		6,785		-194



The sales mix at the close of 3Q19 was comprised of 40 hotels under operation: 9 limited service, 19 select service, 11 full service and one extended-stay hotels. Additionally, the Holiday Inn & Suites Guadalajara Centro Historico hotel is included, as it generated income until September 12, 2019, when it was sold and divested from the portfolio.

Total Revenue per Segment				
	3Q19	%	3Q18	%
(Ps. million)				
Limited Service	49.4	10.1%	64.6	12.4%
Select Service	244.9	50.3%	262.2	50.4%
Full Service	182.0	37.4%	181.6	34.9%
Extended Stay	11.0	2.3%	12.0	2.3%
<b>Total</b>	<b>487.3</b>	<b>100.0%</b>	<b>520.3</b>	<b>100.0%</b>



Fibra Inn’s total revenues during 3Q19 were Ps. 487.3 million, a decrease of 6.3% or Ps. 33.0 million compared to 3Q18. Revenues were comprised as follows:

- Ps. 462.2 million, or 94.9%, were from room revenues from the properties in operation, equivalent to a 6.4% decrease compared to 3Q18. This decrease came mainly from:
  - 5.9% lower same-store sales room revenues that stemmed from the 5 percentage point (pp) fall in the occupancy rate.
- Ps. 25.1 million, or 5.1%, in rental revenues from spaces for services other than lodging, such as conference and meeting rooms, coffee breaks and restaurants, as well as the rental of certain commercial spaces, 5.2% lower compared to Ps. 26.5 million in 3Q18.

During 3Q19, total operating expenses were Ps. 329.2 million, or Ps. 10.8 million less than Ps. 340.0 million in 3Q18. Operating expenses represented 67.6% of total revenues, an increase of 230 basis points (bp) when compared to 65.3% of 3Q18, which was the net effect of the following:

- A decline of Ps. 6.3 million, or 4.7% in lodging expenses, reaching Ps. 127.1 million, due to lower lodging revenues,
- A decline of Ps. 3.0 million, or 12.7% in sales expenses, also derived from lower lodging revenues, and a more efficient mix of commercialization channels, as well as, the sales force restructuring. This line item reached Ps. 20.9 million.
- Ps, 1.8 million or 4.5% decline in energy costs compared to 3Q18 derived from lower lodging occupancy despite the increase in unit cost.
- A decrease of 1.0 million or 3.0% in royalties, and
- A decline of Ps. 0.3 million or 15.1% in Insurance expenses.

The above was offset by:

- An increase of Ps. 1.2 million in administrative costs that represented 17.3% of total revenues reaching Ps. 84.3 million, with an increase that is below inflationary levels compared to last year and that includes salaries for the hotel executives. .
- A slight increase of Ps. 0.2 million in property taxes, or 5.6% increase, that represented 0.8% of total revenues, reaching Ps. 3.8 million.

During 3Q19, Hotel NOI, corresponding to the operation of the properties, registered Ps. 158.1 million, which represented a 12.3% decrease compared to Ps. 180.3 million reported in 3Q18. The NOI Hotel Margin was 32.4%, which represented a 230 bp decrease compared to the 34.7% reached during 3Q18.

In terms of the NOI from Other Businesses, where revenues and expenses from the Hotel Factory are accounted for, during 3Q19 we registered Ps. 15.2 million in revenue corresponding to the structuring and supervision of the Westin Monterrey Valle hotel. A Ps. 19.0 million expense corresponding mainly to the salaries for the Hotel Factory team and other expenses related to Hotel Factory operations in current projects as well as potential ones, compared to 3Q18 when there was a benefit of Ps. 4.0 million, a difference of Ps. 23 million versus the prior year and that was partially offset by an organizational restructure cost within this Hotel Factory team of Ps. 2.7 million.

As a result of the above, Net Operating Income (Total NOI) for 3Q19 was Ps. 154.3 million, which represents a 16.3% decrease compared to the Ps. 184.3 million in 3Q18. The NOI margin was 30.7% vs. 35.4% in 3Q18.

Expenses related to the management of the Fibra for 3Q19 were Ps. 46.9 million, which represented a Ps. 3.6 million or 7.2% lower than last year. These expenses were equivalent to 9.6% vs. the 9.7% registered in the same quarter of the previous year. This increase was primarily due to:

- A Ps. 6.7 million decrease in acquisition and corporate expenses or 45.6% less than the prior year, equivalent to Ps. 8.0 million, as last year a higher number of property licenses were updated.
- A decrease of Ps. 2.6 million in other income, reaching Ps. 0.2 million, as last year, the Company reported a charge for the deductible portion of the damage insurance due to the earthquake in Mexico City.
- A decline of Ps. 1.0 million, or 10.9% in maintenance CAPEX, that reached Ps. 8.5 million, due to lower overall expenses in all the properties.

Additionally, the Company reported:

- An increase of Ps. 6.7 million in corporate administrative expenses, representing an increase of 28.7% to reach Ps. 30.2 million, including Ps. 6.1 million of severance payments of the organizational restructure, which is a one-time cost that will not occur in subsequent quarter and will generate savings during 2020.



EBITDA reached Ps. 107.4 million in 3Q19, representing a 19.7% decline compared with Ps. 133.7 million in 3Q18. EBITDA margin was 22.0%, 370 percentage points (pp) below the 25.7% in 3Q18.

Adjusted EBITDA of Ps. 123.9 million excludes the previously mentioned acquisition and corporate-related expenses, as well as extraordinary maintenance expenses, and represented a 21.6% decrease compared to Ps. 158.0 million in 3Q18. Adjusted EBITDA margin was 25.4%, which represents a 5 pp decrease compared to the 30.4% margin reported in 3Q18.

During the period we registered:

- A decrease of 80 bp in the estimate of financial assets deterioration of Ps. 1.0 million, which was 0.2% of total revenues compared to a gain of Ps. 5.1 million, or 1.0% in 3Q18. This amount reflects the adoption of the norms of IFRS9, referring to the measuring and classification of financial assets; which for Fibra Inn, this line item refers to clients on the balance sheet and which had said reduction due to a significant improvement in the collection process.
- A decrease of 30 bp in the fixed asset depreciation in the amount of Ps. 82.8 million, which represented 17.0% of total revenues compared to 3Q18, which was 17.3%, or Ps. 89.9 million due to a lower base of assets for depreciation due to the sale of properties. The calculation for the depreciation of fixed assets – properties, furniture and equipment – was calculated based on the straight-line method per the estimated useful life of the net assets' residual value.
- An increase of 2 pp in the Ps. 14.8 million provisions corresponding to compensation fees paid for the early termination of advisory services, which represented 3.0% of total revenues. This increase was due to an adjustment to the aforementioned provision.
- An accounting profit due to a decline in fixed assets of Ps. 0.8 million, which represents 0.2% of total revenues and corresponds to the classification of assets available for sale in accordance with IFRS5.

Operating Income (EBIT) loss was Ps. 11.6 million which represents a decrease of 73.4% or Ps. 31.9 million compared to 3Q18, when we registered Ps. 43.5 million.

- Fibra Inn experienced lower interest income, totaling Ps. 11.4 million, representing 2.3% of total revenues, compared to Ps. 26.2 million in 3Q18, equivalent to 5.0% of total revenues. This decrease was due to a decline in proceeds invested in treasury, as these were used for hotel investments, as well as from the expiration of interest rate swaps that were contracted until September 2019 and that represented Ps. 3.6 million.
- Interest expenses were Ps. 58.5 million for 3Q19, compared to expenses of Ps. 71.5 million in 3Q18. This interest paid corresponded to the public debt, which had a balance of Ps. 3.0 billion (Ps. 2,970.5 million, net of issuance costs), as well as the credit lines disposed for the temporarily financing investment expenses and the VAT with a balance of Ps. 200.0 million with Actinver in the short term and Ps. 200.0 million (Ps. 197.6 million net of amortized expenses) with BBVA in the long term. A portion of



income and financial expenses are capitalized in the investments that are currently underway, in accordance with IFRS 23.

- The Company had an exchange rate gain of Ps. 2.7 million, representing 0.6% of total revenues, compared to a loss of Ps. 3.0 million in 3Q18.

The net financial result was an expense of Ps. 44.4 million in 3Q19, Ps. 3.9 million lower versus the Ps. 48.3 million expense in 3Q18.

The net loss in 3Q19 was Ps. 32.8 million, which represented an increase of Ps. 28.0 million compared to a loss of Ps. 4.8 million in 3Q18.

The non-controlling participation corresponding to the Hotel Factory Trusts reached Ps. 1.4 million. As such, the non-controlling participation represented a loss of Ps. 31.4 million, for a 6.4% margin at 3Q19.

FFO in 3Q19 was Ps. 79.5 million, which represented a 27.6% decline compared to the Ps. 109.7 million in 3Q18. FFO margin was 16.3% in 3Q19 vs. 21.1% for the same quarter of the previous year.

Adjusted FFO for 3Q19 was Ps. 62.4 million, representing a decline of 33.7%.

Reconciliation to FFO and AFFO			
	3Q19	3Q18	Var %
FFO	79.5	109.7	-27.6%
(-) Maintenance CAPEX	17.1	15.6	0.0%
Adjusted FFO	62.4	94.1	-33.7%
FFO per CBFi	0.1596	0.2101	-24.1%
Adjusted FFO per CBFi	0.1253	0.1802	-30.5%

\*Calculations per CBFi based on 497,820,188 certificates in 3Q19 and 521,903,835 certificates in 3Q18, which are the CBFIs that have distribution rights.

### Distribution to Holders

Do to the initiative approved by the Technical Committee in July, 50% of the AFFO will be paid in cash and the remaining 50% will be used for the repurchase of certificates and immediately will be cancelled during the quarter underway as it achieves an additional implied value due to the discount that the certificate has when compared to the valuation of assets.

Therefore, during this 3Q19 Ps. 37.9 million were applied corresponding to the AFFO not paid in cash during the previous quarter. The amount was applied in the repurchase of 5,630,437 CBFIs. The weighted purchase price was Ps. 6.67. Additionally, 11,843,105 certificates were acquired with the discretionary funds destined for the repurchase fund at a weighted price of Ps. 7.01.



As a result, the total number of repurchased certificates was 30,991,270 at September 30, 2019, out of which 10,475,815 were cancelled on October 7, 2019 and the remaining 20,515,455 CBFIs will start cancellation process with the CNBV, according to the approval at the Technical Committee of October 22, 2019. These certificates operated between July 1 and September 30, 2019.

Fibra Inn will make a cash distribution of Ps. 0.1254 per certificate, of 50% will be distributed in cash and the remainder will be used for the repurchase of certificates in the same manner as in the prior quarter. This distribution represents Ps. 0.0627 per CBFI, based on 497,820,188 CBFIs with distribution rights at the close of 3Q19, as a return of capital based in the operations and results of Fibra Inn, for the period between July 1 and September 30, 2019.

The distribution amount per certificate will change at the time of payment, which will be by November 15, 2019, at the latest, due to CBFI repurchase operations following the presentation of this quarterly report until the ex-date of the distribution payment. The capital reimbursement will not generate retained taxes for Fibra Inn's shareholders.

Distribution to Holders				
	3Q19		3Q18	
	per CBFI*	Total	per CBFI*	Total
	Ps. \$	Ps. million	Ps. \$	Ps. million
Taxable income	-	-	-	-
Return of capital	0.0627	31.2	0.1802	94.1
<b>Total</b>	<b>0.0627</b>	<b>31.2</b>	<b>0.1802</b>	<b>94.1</b>

\* The amount distributed per CBFI was calculated based on 497,820,188 CBFIs outstanding in 3Q19 and 521,903,835 for the 3Q18, which are the CBFIs entitled to a distribution.

After the close of 3Q19, 3,629,940 additional CBFIs were repurchased; as such, the total net amount of repurchased CBFIs at the time of this report was 24,145,395 CBFIs.

### Use of the CAPEX Reserve

The capital expenditure reserve for hotel maintenance is provisioned as per the investment requirements in each line item for each period, plus a reasonable reserve for future requirements. As of September 30, 2019, this reserve reached Ps. 21.8 million compared to Ps. 26.2 million at June 30, 2019. The total amount for capital expense reached Ps. 21.4 million during 3Q19, of which Ps. 8.5 million were reported in the Company's income statement.

### Balance Sheet

As of September 30, 2019, Fibra Inn held Ps. 304.1 million in cash and cash equivalents. The decrease Ps. 340.3 in cash and cash equivalents when compared to December 31, 2018



was mainly due to the fact that these funds were used for investments in hotels, mainly the JW Marriott Monterrey Valle hotel and the Westin Monterrey Valle.

The remaining balance of the recoverable Value-Added Tax (VAT) amount reached Ps. 169.4 million at September 30, 2019, compared to Ps. 42.9 million at the close of December 2018. This increase was due to the VAT paid according to the work progress at the JW Marriott Monterrey Valle hotel and the acquisition of The Westin Monterrey Valle. The recovery process began with the Tax Authority on October 18, 2019 for Ps. 89.0 million.

Accounts receivable reached Ps. 93.1 million, as a result of the normal operations of the business. Early payments of Ps. 28.9 million were mainly related to operating expenses of the hotels that are payable over the period, such as property taxes, insurance, fiduciary fees, independent advisors and administrative fees.

Accounts payable totaled Ps. 98.9 million. The Company has a debt liability for Ps. 32.2 million related to the provision of deferred interest from the issuance of FINN18 debt, as by contract they are paid every six months.

As of September 30, 2019, Fibra Inn registered long-term financial obligations of Ps. 2,970.5 million, corresponding to the net balance of the public debt from FINN15 and FINN18. At the close of 3Q19, the Company has available two credit lines with Actinver and BBVA, for Ps. 200.0 million and Ps. 197.6 million, respectively, for the temporary financing of the investment in the Westin Monterrey Valle and the VAT paid for the acquisition of this hotel.

At the close of 3Q19, the gross cost of debt was:

- (i) 58.8% (FINN 18) at a fixed rate of 9.93%,
- (ii) 29.4% (FINN 15) at a variable rate of TIEE plus a spread of 1.10%,
- (iii) 5.9% (BBVA) a variable rate of TIEE plus a spread of 1.50%, and
- (iv) 5.9% (Actinver) at a variable rate of TIEE plus a spread of 2.0%.

As such, the gross weighted average cost of the debt was 9.69%, and the net weighted average cost (with the amortization of issuance and contracting) costs was 9.85%.

On October 9, 2019 Fibra Inn carried out the re-opening of the debt tender offer FINN18 for Ps. 1.2 billion at a fixed rate of 8.87% (nominal rate of 9.93%) that will pay interest semi-annually, for a term of 8 years and 4 months. The payment of the principal will mature in February 2028. The transaction was demanded 1.32x the offered amount. The remaining balance of Ps. 274.6 million, which includes the additional funds received from the final price of the issuance above the nominal value of Ps. 93.3 million and excludes the issuance costs of Ps. 18.7 million, will be used for improving existing hotels of the current portfolio. As with prior issuances, Fitch Ratings maintained the AA-(mex) local rating and HR Ratings maintained the HR AA+ local rating.

On October 14, Fibra Inn carried out the voluntary early payment of Ps. 1.0 billion corresponding to the principal, which was liquidated at nominal value, plus Ps. 4.4 million in accrued ordinary interests to date. The funds applied towards the early payment of FINN15 issuance were obtained from the re-opening of the FINN18 debt tender offer.





The weighted average cost of debt will decline from 9.85% (with the FINN15 issuance with variable interest excluding swaps) to 9.68% at a fixed rate (with the re-opening of the FINN18 issuance).

The FINN15 and FINN18 debt issuance financial covenants at September 30, 2019 are as follows:

Financial Covenants - FINN15 & FINN18 Debt Issuance		
	Covenants	At September 30, 2019
Loan to Value	Equal or lower than 50%	27.6%
Debt Service Coverage	Equal or higher than 1.0	1.6
Debt Service	Equal or higher than 1.5	1.8
Total Assets no taxable	Equal or higher than 150%	378.0%
Debt to Total Assets	Equal or lower than 40%	1.6%

Fibra Inn has a total loan-to-value of 27.6% as of September 30, 2019. This leverage level is in full compliance with the dispositions of the Mexican Banking and Securities Commission (“CNBV”) to regulate the maximum leverage levels for the Fibras of up to 50%. As of September 30, 2019, the debt service coverage was 1.6 times; the ratio established must be 1.0x or greater. Both of these figures are calculated in accordance with the methodology in Appendix AA of the *Circular Única de Emisoras* applicable to CBFIs.

Following is a breakdown of the items used in the calculation of the financial ratios:

Debt Ratios (CNBV)	
	At September 30, 2019
<b>Loan-to-value</b>	
(equal or lower than 50%)	
Financing	400.0
Market Debt	3,000.0
Total Assets	12,318.1
<b>Loan-to-value</b>	<b>27.6%</b>
<b>Debt Service Coverage Ratio</b>	
(equal or higher than 1.0)	
Liquid Assets	304.1
VAT refunds	169.4
Operating Profit	796.5
Credit lines	100.0
<b>Sub-Total Numerator</b>	<b>1,370.0</b>
Amortization of Interests	487.6
Principal Repayments	200.0
Capital Expenditure	114.2
Development Expenditure	61.0
<b>Sub-Total Denominator</b>	<b>862.7</b>
<b>Debt Service Coverage Ratio</b>	<b>1.6 times</b>



### Recent Events for 3Q19

**1. Fibra Inn concluded the sale of the City Express Chihuahua hotel**

On July 22, 2019, Fibra Inn received Ps. 95.0 million plus VAT. This price represented a sales cap rate of 8.7% considering the Ps. 8.3 million in NOI generated by the hotel for the July 2018 to June 2019 period.

**2. Fibra Inn carried out an internal restructure of key executives**

On August 13, 2019, Fibra Inn announced changes in its management to optimize the efficiency of its organization, and the cost of its payroll. These actions will contribute to achieving reductions in administrative costs of up to 10% of annual corporate expenses.

**3. Fibra Inn sold the Holiday Inn & Suites Guadalajara Centro Histórico hotel**

On September 12, 2019, Fibra Inn received the payment of Ps. 99.0 million plus VAT, representing a value that is 18.7% higher than the asset valuation performed on the property by Deloitte at December 2018, which was Ps. 83.4 million.

**4. Cancellation of CBFIs**

Fibra Inn concluded the cancellation process of 10,475,815 CBFIs on October 4, 2019, equivalent to Ps. 86.6 million, acquired by the repurchase program from May 2, 2018 to March 29, 2019.

### Recent Events after 3Q19

**1. Fibra Inn received the payment of the Tecnológico Norte Hotel in Chihuahua**

On October 10, 2019 the sale of this property was completed via the signing of the final titling and deliver of the hotel. The payment received was Ps. 40 million plus construction VAT.

**2. Fibra Inn completed the re-opening of a second debt issuance**

On October 9, 2019 Fibra Inn carried out the re-opening of the debt tender offer FINN18 for Ps. 1.2 billion at a fixed rate of 8.87% (9.93% nominal value), that will pay interest semi-annually, for a term of 8 years and 4 months. The payment of the principal will mature in February 2028. The remaining balance of Ps. 274.6 million, which includes the additional funds received from the final price of the issuance above the nominal value of Ps. 93.3 million and excludes the issuance costs of Ps. 18.7 million, will be used for improving existing hotels of the current portfolio. As with prior issuances, Fitch Ratings maintained the AA-(mex) local rating and HR Ratings maintained the HR AA+ local rating.

**3. Fibra Inn carried out the early payment of Ps. 1.0 billion debt issuance FINN15**

Fibra Inn exercised its right for the early payment of Ps. 1.0 billion corresponding to the principal, which was liquidated at nominal value, plus Ps. 4.4 million in accrued ordinary interests to date. The funds applied towards the early payment of FINN15 issuance were obtained from the re-opening of the FINN18 debt tender offer.


**Hotel Portfolio at 3Q19**

	Brand	City	State	Rooms
<b>Limited Service Hotels</b>				
1	Wyndham Garden	Irapuato	Guanajuato	102
2	Wyndham Garden	Celaya	Guanajuato	150
3	Wyndham Garden	León	Guanajuato	126
4	Wyndham Garden	Silao	Guanajuato	143
5	Microtel Inn & Suites by Wyndham	Chihuahua	Chihuahua	108
6	Microtel Inn & Suites by Wyndham	Toluca	Estado de México	129
7	Microtel Inn & Suites by Wyndham	Cd. Juárez	Chihuahua	113
8	Wyndham Garden	Guadalajara Andares	Jalisco	186
9	Tecnológico Norte	Chihuahua	Chihuahua	105
				<b>1,162</b>
<b>Select Service Hotels</b>				
1	Hampton Inn	Monterrey	Nuevo León	223
2	Hampton Inn	Saltillo	Coahuila	227
3	Hampton Inn	Reynosa	Tamaulipas	145
4	Hampton Inn	Querétaro	Querétaro	178
5	Hampton Inn by Hilton	Hermosillo	Sonora	151
6	Hampton Inn by Hilton	Chihuahua	Chihuahua	190
7	Holiday Inn Express	Saltillo	Coahuila	180
8	Holiday Inn Express	Toluca	Estado de México	268
9	Holiday Inn Express	Monterrey	Nuevo León	198
10	Holiday Inn Express	Guadalajara	Jalisco	199
11	Holiday Inn Express	Toluca	Estado de México	127
12	Holiday Inn Express & Suites	Juárez	Chihuahua	182
13	Aloft	Guadalajara	Jalisco	142
14	Courtyard by Marriott	Saltillo	Coahuila	180
15	Courtyard by Marriott	Chihuahua	Chihuahua	152
16	Fairfield Inn & Suites by Marriott	Coatzacoalcos	Veracruz	180
17	Wyndham Garden	Playa del Carmen	Quintana Roo	196
18	Wyndham Garden	Monterrey	Nuevo León	85
19	AC Hotels by Marriott	Guadalajara	Jalisco	180
				<b>3,383</b>
<b>Full Service Hotels</b>				
1	Holiday Inn	Monterrey	Nuevo León	198
2	Holiday Inn	Puebla	Puebla	150
3	La Mina	Guanajuato	Guanajuato	155
4	Marriott	Puebla	Puebla	296
5	Holiday Inn	México	Distrito Federal	214
6	Holiday Inn	Altamira	Tamaulipas	203
7	Casa Grande	Chihuahua	Chihuahua	115
8	Casa Grande	Delicias	Chihuahua	88
9	Crowne Plaza	Monterrey	Nuevo León	219
10	Holiday Inn	Reynosa	Tamaulipas	95
11	Holiday Inn	Cd. Juárez	Chihuahua	196
				<b>1,929</b>
<b>Extended Stay Hotels</b>				
1	Staybridge Suites	Guadalajara	Jalisco	117
<b>Total Fibra Inn's Portfolio as of September 30, 2019</b>				<b>6,591</b>



### Information Regarding the Tenant

Rental revenue for food, beverage and other services were Ps. 85.8 million, 5.0% lower than the figure registered for 3Q18.

Operadora México Servicios y Restaurantes, SAPI de CV Combined with Trust F/1765				
	3Q19		3Q18	
(Millions of pesos)				
Revenue	85.8	100%	90.3	100%
Sales Cost	48.5	56%	51.0	56%
Operating Profit	37.4	44%	39.3	44%
Operating Expenses	4.4	5%	4.7	5%
NOI	33.0	38%	34.6	38%
Lease paid to Trust F/1616	22.4	26%	24.2	27%
Other Indirect Expenses	3.4	4%	3.7	4%
<b>EBITDA</b>	<b>7.1</b>	<b>8%</b>	<b>6.7</b>	<b>7%</b>
Plus: Other Non-Operating Expenses	-	0%	-	0%
<b>Adjusted EBITDA</b>	<b>7.1</b>	<b>8%</b>	<b>6.7</b>	<b>7%</b>

### Hotel Operating Indicators

#### a) Quarterly Total Sales

Quarterly Total Sales			
	3Q19	3Q18	%
Number of hotels	41	43	
Lodging Income	462.2	494.1	-6.4%
Occupancy	59.6%	63.0%	-3.4 pp
ADR	1,273.0	1,244.4	2.3%
RevPar	758.3	784.2	-3.3%

\*In 3Q19 Fibra Inn's portfolio includes 41 hotels, including the Holiday Inn & Suites Guadalajara Centro Historico Hotel, which was in operation until September 12, 2019, and was then divested following its sale. Fibra Inn has 40 properties in operation as of September 30, 2019.

#### b) Quarterly Same-Store Sales

Quarterly Same Stores Sales			
(41 Hotels)	3Q19	3Q18	Variation
Room Revenue	455	483	-5.9%
Occupancy	59.5%	64.6%	-5 pp
ADR	1,268.8	1,256.6	1.0%
RevPAR	755.3	811.4	-6.9%



The same store calculation includes the 41 hotels that were part of Fibra Inn's portfolio for at least half of the quarter under discussion. In this case:

- It excludes the City Express Chihuahua Hotel, as it was sold on July 22, 2019.
- It includes the Holiday Inn Guadalajara Centro Historico Hotel, as it was sold on September 12, 2019.
- It excludes the Microtel Inn & Suites by Wyndham Culiacan hotel, as it was not part of the portfolio during 2019, since it was sold at the end of August 2018.
- It includes the Tecnológico Norte Hotel, as it was sold on October 10, 2019.

As of September 30, 2019, Fibra Inn had a total portfolio of 40 properties with 6,591 rooms and participates with a minority investment in 4 properties as external developments under the Hotel Factory model, that represent 633 rooms.

### c) Information by Segment, by Chain and by Region

Same Store Sales by Segment							
	Occupancy	ADR	RevPAR	Occupancy	ADR	RevPAR	% RevPAR
	3Q19			3Q18			
Limited Service	47.3%	944.3	446.4	53.8%	943.8	508.0	-12.1%
Select Service	60.9%	1,278.3	779.0	65.7%	1,281.2	842.4	-7.5%
Full Service	64.2%	1,388.4	891.0	68.3%	1,358.3	928.1	-4.0%
Extended Stay	68.2%	1,478.6	1,009.1	83.7%	1,477.9	1,236.8	-18.4%
<b>TOTAL</b>	<b>59.5%</b>	<b>1,268.8</b>	<b>755.3</b>	<b>64.6%</b>	<b>1,256.6</b>	<b>811.4</b>	<b>-6.9%</b>

Same Store Sales by Region							
	Occupancy	ADR	RevPAR	Occupancy	ADR	RevPAR	% RevPAR
	3Q19			3Q18			
North	61.1%	1,238.0	756.8	58.7%	1,206.0	707.5	7.0%
Northeast	69.4%	1,404.5	974.4	75.8%	1,351.8	1,024.0	-4.8%
South and center	47.9%	1,104.6	528.6	55.3%	1,148.9	635.5	-16.8%
West	67.0%	1,319.1	884.4	73.4%	1,317.0	966.3	-8.5%
<b>TOTAL</b>	<b>59.5%</b>	<b>1,268.8</b>	<b>755.3</b>	<b>64.6%</b>	<b>1,256.6</b>	<b>811.4</b>	<b>-6.9%</b>

North: Chihuahua, Sonora

North-East: Nuevo León, Coahuila y Tamaulipas.

West: Jalisco

Mid - Southern: Querétaro, Estado de México, Puebla, Guanajuato, Quintana Roo, Cd México, Veracruz, Campeche.

Same Store Sales by Hotel Chain							
	Occupancy	ADR	RevPAR	Occupancy	ADR	RevPAR	% RevPAR
	3Q19			3Q18			
IHG Intercontinental Hotels Group	69.1%	1,337.1	924.1	71.5%	1,308.3	935.0	-1.2%
Wyndham Hotel Group	49.6%	965.2	478.3	53.8%	993.3	534.8	-10.6%
Hilton Worldwide	61.0%	1,203.7	734.8	68.0%	1,167.7	793.9	-7.4%
Marriott International	53.3%	1,547.4	825.2	60.5%	1,559.5	943.1	-12.5%
Local Brands	48.3%	1,111.2	536.7	60.5%	1,130.6	683.8	-21.5%
<b>Total</b>	<b>59.5%</b>	<b>1,268.8</b>	<b>755.3</b>	<b>64.6%</b>	<b>1,256.6</b>	<b>811.4</b>	<b>-6.9%</b>



Hotel Operation				
Region	Hotels	Rooms	% Total of Rooms	% Total of NOI
North	10	1400	21%	21%
Northeast	11	1953	29%	44%
Northwest	0	0	0%	0%
South and Center	14	2414	36%	19%
West	6	914	14%	16%
TOTAL	41	6681	100%	100%
0				
Segment	Hotels	Rooms	% Total of Rooms	% Total of NOI
Limited Service	9	1162	17%	6%
Select Service	19	3383	51%	53%
Full Service	12	2019	30%	38%
Extended Service	1	117	2%	2%
TOTAL	41	6681	100%	100%
Operator	Hotels	Rooms	% Total of Rooms	% Total of NOI
Fibra Inn	39	6376	95%	97%
Camino Real	1	155	2%	0%
Grupo Presidente	1	150	2%	2%
TOTAL	41	6681	100%	100%

\*\*\*

## About the Company

Fibra Inn is a Mexican trust formed primarily to acquire, develop and rent a broad range of hotel properties for lodging in Mexico aimed at the business traveler. The Company has signed franchise, license and brand usage agreements with international hotel brands for the operation of global brands as well as the operation of national brands. Additionally, the Company has development agreements. These hotels enjoy some of the industry's top loyalty programs. Fibra Inn trades its Real Estate Certificates (Certificados Bursátiles Fiduciarios Inmobiliarios or "CBFIs") on the Mexican Stock Exchange under the ticker symbol "FINN13"; its ADRs trade on the OTC market in the U.S. under the ticker symbol "DFBRY".

[www.fibrainn.mx](http://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.



Fideicomiso Irrevocable No. F/1616 (Deutsche Bank Mexico, S. A.  
 Multiple Banking Institution, Trust Division) and Subsidiary  
 Unaudited Condensed Consolidated Statements of Financial Position  
 As of September 30, 2019 and December 31, 2018  
 (Thousands of pesos)

	As of September 30, 2019	%	As of December 31, 2018	%
<b>ASSETS</b>				
Current assets:				
Cash and cash equivalents	304,061	2.5	644,370	5.4
Trade and other accounts receivable, net	93,109	0.8	75,557	0.6
Advanced payments	28,943	0.2	17,542	0.1
Accounts receivables from related parties	9,712	0.1	10,599	0.1
Assets held for sale	34,286	0.3		
Recoverable value-added tax	169,406	1.4	42,940	0.4
Recoverable taxes and others	7,193	0.1	5,621	0.0
Total current assets	646,710	5.3	796,629	6.7
Non-current assets				
Property, furniture and equipment - net	11,418,973	92.7	10,603,432	89.4
Right-of-use asset	3,726	0.0		
Intangible asset and other assets	66,734	0.5	66,627	0.6
Accounts receivable from related parties	104,797	0.9	112,248	0.9
Prepaid property acquisitions	77,158	0.6	265,916	2.2
Deferred income taxes	-	-	-	
Derivative financial instruments	-		21,035	0.2
Total non-current assets	11,671,387	94.7	11,069,258	93.3
<b>Total assets</b>	<b>12,318,096</b>	<b>100</b>	<b>11,865,887</b>	<b>100</b>
<b>LIABILITIES</b>				
Current liabilities:				
Suppliers	98,903	2.7	82,029	2.5
Other payables	10,372	0.3	8,725	0.3
Properties' acquisition liability	-	-	2,066	0.1
Short-term lease liability	2,052	0.1	0	
Accounts payable to related parties	77,844	2.1	24,844	0.8
Bank debt	200,000	5.5	0	-
Liability from debt obligations	32,244	0.9	79,575	2.4
Advances from clients	6,905	0.2	4,986	0.2
Tax payable	38,929	1.1	40,148	1.2
Total current liabilities	467,249	12.8	242,373	7.4
Non-current liabilities:				
Debt securities	2,970,510	81.2	2,967,075	91.1
Bank debt	197,624	5.4	-	
Accounts payable to related parties	12,069	0.3	35,538	1.1
Long-term lease liability	1,772	0.0		
Cash settled executive share-based compensation	5,978	0.2	6,922	
Deferred income taxes	3,909	0.1	3,909	
Employee benefits	206	0.0	206	0.0
Total non-current liabilities	3,192,069	87.2	3,013,650	92.6
<b>Total liabilities</b>	<b>3,659,317</b>	<b>100</b>	<b>3,256,023</b>	<b>100</b>
<b>EQUITY</b>				
Trustors' equity:				
Contributed capital	6,202,761	78.2	6,415,569	76.5
Property revaluation surplus	2,618,677	33.0	2,659,260	31.7
Reserve for valuation effect of derivative financial instruments	-	0.0	8,601	0.1
Reserve for repurchase of CBFIs	109,617	1.4	142,958	1.7
Share-based compensation reserve	114,594	1.4	80,844	1.0
Retained earnings	1,110,400	14.0	922,607	11.0
Total trustors' equity	7,935,249	100.0	8,384,625	100.0
Non-controlling interest	723,530	8.4	225,239	2.6
Total trustors' equity	8,658,779	100.0	8,609,864	100.0
<b>Total liabilities and equity</b>	<b>12,318,096</b>		<b>11,865,887</b>	



Fideicomiso Irrevocable No. F/1616 (Deutsche Bank Mexico, S. A.  
 Multiple Banking Institution, Trust Division) and Subsidiary  
 Unaudited Condensed Consolidated Income Statements and of Other Comprehensive Income  
 For the three months ended in September 30, 2019 and 2018 and for the accumulated of the year ended September 30, 2019 and 2018  
 (Thousands of pesos)

Revenue from:	3T19	%	3T18	%	Var. Ps.	Var. %	Ac 2019	%	Ac 2018	%	Var. Ps.	Var. %
Lodging	462,240	94.9	493,833	94.9	-31,592	-6.4	1,378,231	94.9	1,467,672	95.1	-89,441	-6.1
Property leases	25,078	5.1	26,457	5.1	-1,379	-5.2	73,424	5.1	75,257	4.9	-1,834	-2.4
<b>Total revenue</b>	<b>487,319</b>	<b>100.0</b>	<b>520,290</b>	<b>100.0</b>	<b>-32,971</b>	<b>-6.3</b>	<b>1,451,655</b>	<b>100.0</b>	<b>1,542,929</b>	<b>100.0</b>	<b>-91,274</b>	<b>-5.9</b>
Costs and expenses from hotel services:												
Lodging	127,075	26.1	133,334	25.6	-6,259	-4.7	386,380	26.6	392,369	25.4	-5,990	-1.5
Administrative	84,292	17.3	83,072	16.0	1,219	1.5	249,201	17.2	258,508	16.8	-9,307	-3.6
Maintenance	21,058	4.3	20,900	4.0	158	0.8	63,628	4.4	62,399	4.0	1,228	2.0
Electricity	38,049	7.8	39,847	7.7	-1,798	-4.5	104,187	7.2	96,495	6.3	7,691	8.0
Royalties	32,577	6.7	33,583	6.5	-1,006	-3.0	97,004	6.7	101,641	6.6	-4,637	-4.6
Advertising and promotion	20,926	4.3	23,977	4.6	-3,051	-12.7	65,981	4.5	75,796	4.9	-9,815	-12.9
Hotel factory	6,541	1.3	-4,010	-0.8	10,551	-263.1	14,439	1.0	6,413	0.4	8,026	125.1
Total costs and expenses of hotel services	330,517	68	330,703	63.6	-186	-0.1	980,819	67.6	993,622	64.4	-12,803	-1.3
<b>Gross margin</b>	<b>156,802</b>	<b>32.2</b>	<b>189,587</b>	<b>36.4</b>	<b>-32,787</b>	<b>-17.3</b>	<b>470,836</b>	<b>32.4</b>	<b>549,307</b>	<b>35.6</b>	<b>-78,471</b>	<b>-14.3</b>
Other costs and expenses:												
Property tax	3,820	0.8	3,618	0.7	201	5.6	10,343	0.7	10,120	0.7	222	2.2
Insurance	1,423	0.3	1,675	0.3	-253	-15.1	4,773	0.3	4,568	0.3	204	4.5
Corporate administrative expenses	30,175	6.2	23,447	4.5	6,728	28.7	76,754	5.3	70,402	4.6	6,353	9.0
Acquisition and organization expenses	8,017	1.6	14,741	2.8	-6,726	-45.6	28,404	2.0	30,384	2.0	-1,980	-6.5
Others	250	0.1	2,874	0.6	-2,625	-91.3	-3,971	-0.3	-2,683	-0.2	-1,287	48.0
Maintenance expenses	8,478	1.7	9,510	1.8	-1,032	-10.9	14,780	1.0	17,258	1.1	-2,476	-14.4
Estimate of impairment of financial assets	-1,029	-0.2	-5,061	-1.0	4,031	-79.7	1,542	0.1	-16,928	-1.1	18,470	-109.1
AAP Termination of Advisory Contract	14,807	3.0	5,306	1.0	9,501	179.1	44,422	3.1	31,466	2.0	12,957	41.2
Impairment of properties	0	0.0	0	0.0	0		10,908	0.8	0	0.0	10,908	
Loss on disposal of fixed asset	-761	-0.2	0	0.0	-761		14,226	1.0	0	0.0	14,226	
Depreciation of fixed asset	80,038	16.4	89,948	17.3	-9,910	-11.0	238,639	16.4	254,207	16.5	-15,568	-6.1
Total other costs and expenses	145,218	29.8	146,058	28.1	-840	-0.6	440,821	30.4	398,794	25.8	42,027	10.5
<b>Operating income</b>	<b>11,584</b>	<b>2.4</b>	<b>43,529</b>	<b>8.4</b>	<b>-31,945</b>	<b>-73.4</b>	<b>30,015</b>	<b>2.1</b>	<b>150,513</b>	<b>9.8</b>	<b>-120,498</b>	<b>-80.1</b>
Interest income	11,353	2.3	26,159	5.0	-14,806	-56.6	36,900	2.5	51,811	3.4	-14,911	-28.8
Interest expense	58,471	12.0	71,490	13.7	-13,019	-18.2	166,604	11.5	192,657	12.5	-26,053	-13.5
Exchange rate loss (gain)	-2,715	-0.6	2,968	0.6	-5,683	-191.5	-1,963	-0.1	2,837	0.2	-4,799	-169.2
<b>Net loss</b>	<b>-32,819</b>	<b>-6.7</b>	<b>-4,770</b>	<b>-0.9</b>	<b>-28,050</b>	<b>588.0</b>	<b>-97,726</b>	<b>-6.7</b>	<b>6,829</b>	<b>0.4</b>	<b>-104,555</b>	<b>-1,531.0</b>
Non-controlling interest	1,389	0.3	0	0.0	1,389		2,226	0.2	0	0.0		
<b>Controlling interest</b>	<b>-31,430</b>	<b>-6.4</b>	<b>-4,770</b>	<b>-0.9</b>	<b>-26,661</b>	<b>558.9</b>	<b>-95,500</b>	<b>-7</b>	<b>6,829</b>	<b>0.4</b>	<b>-104,555</b>	<b>-1,498.4</b>
Other comprehensive loss items attributable to controlling interest:												
Reserve for valuation effect of derivative financial instruments	-3,121	-0.6	-2,437	-0.5	-684	28.1	-8,601	-0.6	-30,565	-2.0	21,964	-71.9
<b>Comprehensive income</b>	<b>-35,940</b>	<b>-7.4</b>	<b>-7,207</b>	<b>-1.4</b>	<b>-28,733</b>	<b>398.7</b>	<b>-106,327</b>	<b>-13.7</b>	<b>-23,736</b>	<b>-1.5</b>	<b>-82,591</b>	<b>348</b>





Fideicomiso Irrevocable No. F/1616 (Deutsche Bank Mexico, S. A.  
 Multiple Banking Institution, Trust Division) and Subsidiary  
 Unaudited Condensed Consolidated Statements of Income and of Other Comprehensive Income  
 For the three months ended in September 30, 2019 and 2018 and for the accumulated of the year ended September 30, 2019 and 2018  
 (Thousands of pesos)

Revenue from:	3T19	%	3T18	%	Var. Ps.	Var. %	2019	%	2018	%	Var. Ps.	Var. %
Lodging	462,240	94.9	493,833	94.9	- 31,592	- 6.4	1,378,231	94.9	1,467,672	95.1	- 89,441	- 6.1
Property leases	25,078	5.1	26,457	5.1	- 1,379	- 5.2	73,424	5.1	75,257	4.9	- 1,834	- 2.4
<b>Total revenue</b>	<b>487,319</b>	<b>100.0</b>	<b>520,290</b>	<b>100.0</b>	<b>- 32,971</b>	<b>- 6.3</b>	<b>1,451,655</b>	<b>100.0</b>	<b>1,542,929</b>	<b>100.0</b>	<b>- 91,274</b>	<b>- 5.9</b>
Costs and expenses from hotel services:												
Lodging	127,075	26.1	133,334	25.6	- 6,259	- 4.7	386,380	26.6	392,369	25.4	- 5,990	- 1.5
Administrative	84,292	17.3	83,072	16.0	1,219	1.5	249,201	17.2	258,508	16.8	- 9,307	- 3.6
Maintenance	21,058	4.3	20,900	4.0	158	0.8	63,628	4.4	62,399	4.0	1,228	2.0
Electricity	38,049	7.8	39,847	7.7	- 1,798	- 4.5	104,187	7.2	96,495	6.3	7,691	8.0
Royalties	32,577	6.7	33,583	6.5	- 1,006	- 3.0	97,004	6.7	101,641	6.6	- 4,637	- 4.6
Advertising and promotion	20,926	4.3	23,977	4.6	- 3,051	- 12.7	65,981	4.5	75,796	4.9	- 9,815	- 12.9
Property tax	3,820	0.8	3,618	0.7	202	5.6	10,343	0.7	10,120	0.7	222	2.2
Insurance	1,423	0.3	1,675	0.3	- 253	- 15.1	4,773	0.3	4,568	0.3	205	4.5
Total costs and expenses of hotel services	329,219	67.6	340,006	65.3	- 10,787	- 3.2	981,496	67.6	1,001,898	64.9	- 20,401	- 2.0
<b>NOI Hotel</b>	<b>158,100</b>	<b>32.4</b>	<b>180,284</b>	<b>34.7</b>	<b>- 22,184</b>	<b>- 12.3</b>	<b>470,158</b>	<b>32.4</b>	<b>541,031</b>	<b>35.1</b>	<b>- 70,873</b>	<b>- 13.1</b>
<b>OTHER BUSINESSES</b>												
INCOME:												
Hotel factory	15,181	-	-	-	15,181	-	28,460	-	-	-	28,460	-
COSTS:												
Hotel factory	18,999	1.3	4,010	-	23,009	- 573.8	27,614	1.0	6,413	-	21,201	330.6
NOI other businesses	- 3,818	- 0.3	4,010	-	7,828	- 195.2	846	0.0	6,413	-	7,259	- 113.2
<b>Total NOI</b>	<b>154,281</b>	<b>30.7</b>	<b>184,294</b>	<b>35.4</b>	<b>- 30,012</b>	<b>- 16.3</b>	<b>471,004</b>	<b>31.8</b>	<b>534,618</b>	<b>34.6</b>	<b>- 63,614</b>	<b>- 11.9</b>
Other costs and expenses:												
Corporate administrative expenses	30,175	6.2	23,447	4.5	6,728	28.7	76,754	5.3	70,402	4.6	6,353	9.0
Acquisition and organization expenses	8,017	1.6	14,741	2.8	- 6,724	- 45.6	28,404	2.0	30,384	2.0	- 1,980	- 6.5
Maintenance expenses	8,478	1.7	9,510	1.8	- 1,032	- 10.9	14,780	1.0	17,258	1.1	- 2,477	- 14.4
Others	250	0.1	2,874	0.6	- 2,623	- 91.3	3,971	0.3	2,683	0.2	1,287	48.0
Total indirect expenses	46,919	9.6	50,571	9.7	- 3,653	- 7.2	115,968	8.0	115,361	7.5	606	0.5
<b>EBITDA</b>	<b>107,362</b>	<b>22.0</b>	<b>133,722</b>	<b>25.7</b>	<b>- 26,360</b>	<b>- 19.7</b>	<b>355,036</b>	<b>24.5</b>	<b>419,258</b>	<b>27.2</b>	<b>- 64,222</b>	<b>- 15.3</b>
Plus: Acquisition and organization expenses	16,494	3.4	24,251	4.7	- 7,756	- 32.0	43,184	3.0	47,642	3.1	- 4,457	- 9.4
<b>Adjusted EBITDA</b>	<b>123,856</b>	<b>25.4</b>	<b>157,973</b>	<b>30.4</b>	<b>- 34,117</b>	<b>- 21.6</b>	<b>398,220</b>	<b>27.4</b>	<b>466,899</b>	<b>30.3</b>	<b>- 68,679</b>	<b>- 14.7</b>
Estimate of impairment of financial assets	- 1,029	- 0.2	5,061	1.0	- 4,031	- 79.7	1,542	0.1	16,928	1.1	- 18,470	- 109.1
AAP Termination of Advisory Contract	14,807	3.0	5,306	1.0	9,501	179.1	44,422	3.1	31,466	2.0	12,957	41.2
Impairment of properties	-	-	-	-	-	-	10,908	0.8	-	-	10,908	-
Loss on disposal of fixed asset	- 761	- 0.2	-	-	- 761	-	14,226	1.0	-	-	14,226	-
Depreciation of fixed asset	82,760	17.0	89,948	17.3	- 7,188	- 8.0	253,923	17.5	254,207	16.5	- 284	- 0.1
<b>EBIT (Operating income)</b>	<b>11,584</b>	<b>2.4</b>	<b>43,529</b>	<b>8.4</b>	<b>- 31,945</b>	<b>- 73.4</b>	<b>30,015</b>	<b>2.1</b>	<b>150,513</b>	<b>9.8</b>	<b>- 120,498</b>	<b>- 80.1</b>
Interest income	11,353	2.3	26,159	5.0	- 14,806	- 56.6	36,900	2.5	51,811	3.4	- 14,911	- 28.8
Interest expense	58,471	12.0	71,490	13.7	- 13,019	- 18.2	166,604	11.5	192,657	12.5	- 26,053	- 13.5
Exchange rate loss (gain)	- 2,715	- 0.6	2,968	0.6	- 5,683	- 191.5	1,963	0.1	2,837	0.2	- 4,799	- 169.2
<b>Net loss</b>	<b>- 32,819</b>	<b>- 7</b>	<b>- 4,770</b>	<b>- 1</b>	<b>- 28,050</b>	<b>588.0</b>	<b>- 97,726</b>	<b>- 6.7</b>	<b>6,829</b>	<b>0.4</b>	<b>- 104,555</b>	<b>- 1,531.0</b>
Non-controlling interest	1,389	0.3	-	-	1,389	-	2,226	-	-	-	-	-
<b>Controlling interest</b>	<b>- 31,430</b>	<b>6.4</b>	<b>- 4,770</b>	<b>-</b>	<b>- 26,661</b>	<b>559</b>	<b>- 95,500</b>	<b>6.6</b>	<b>6,829</b>	<b>0.4</b>	<b>- 104,555</b>	<b>- 1,498.4</b>
Other comprehensive loss items attributable to controlling interest:												
Reserve for valuation effect of derivative financial instruments	- 3,121	- 0.6	2,437	0.5	- 684	- 28.1	- 8,601	- 0.6	- 30,565	- 2.0	-	-
	<b>- 35,940</b>	<b>7.4</b>	<b>- 7,207</b>	<b>-</b>	<b>- 28,733</b>	<b>399</b>	<b>- 106,327</b>	<b>-</b>	<b>- 23,736</b>	<b>- 1.5</b>	<b>- 82,591</b>	<b>348.0</b>
<b>FFO</b>	<b>79,453</b>	<b>16.3</b>	<b>109,674</b>	<b>21.1</b>	<b>- 30,221</b>	<b>- 27.6</b>	<b>270,479</b>	<b>18.6</b>	<b>323,217</b>	<b>20.9</b>	<b>- 52,737</b>	<b>- 16.3</b>



Fideicomiso Irrevocable No. F/1616 (Deutsche Bank Mexico, S. A.  
Multiple Banking Institution, Trust Division) and Subsidiary  
Unaudited Condensed Consolidated Statements of Changes in Shareholders' Equity  
From January 1 to September 30, 2019 and 2018  
(Thousands of pesos)

	Contributed capital	Share-based compensation reserve	Reserve for repurchase CBFIs	Property Revaluation Surplus	Reserve for valuation effect of derivative financial instruments	Retained earnings	Controlling Interest	Non-controlling interest	Total trustors' equity
<b>As of December 31, 2017</b>	<b>5,886,250</b>	<b>77,663</b>	<b>214,596</b>	<b>2,802,541</b>	<b>37,405</b>	<b>-390,741</b>	<b>8,627,714</b>		<b>8,627,714</b>
Distribution to holders of CBFIs	- 329,056					-	<b>329,056</b>	-	329,056
Cancellation of repurchase fund			-176,950			176,950	-	-	-
Expenses related to the subscription of equity issuance	- 27,928					-	<b>27,928</b>	-	27,928
Equity Issuance	1,046,029						<b>1,046,029</b>		1,046,029
Equity-settled share-based payments		1,505					<b>1,505</b>		1,505
Repurchase of CBFIs for payment of equity instruments		-3,469				-	<b>3,469</b>	-	3,469
Reserve for acquisition of shares			250,000			250,000	-		-
Repurchase of CBFIs			-116,664			-	<b>116,664</b>	-	116,664
Initial impact in the adoption of IFRS9						29,968	-	-	29,968
Reserve for share-based payments		22,026				-	<b>22,026</b>	-	22,026
Comprehensive income					30,565	6,829	-	-	23,736
<b>As of September 30, 2018</b>	<b>6,575,295</b>	<b>97,726</b>	<b>170,982</b>	<b>2,802,541</b>	<b>6,840</b>	<b>-486,930</b>	<b>9,166,454</b>	<b>0</b>	<b>9,166,454</b>
<b>As of December 31, 2018</b>	<b>6,415,569</b>	<b>80,844</b>	<b>142,958</b>	<b>2,659,260</b>	<b>8,601</b>	<b>922,607</b>	<b>8,384,625</b>	<b>225,239</b>	<b>8,609,864</b>
Distribution to holders of CBFIs	- 212,808					-	212,808	-	212,808
Non-controlling interest contribution							-	500,517	500,517
Cancellation of repurchase fund			129,193			129,193	-	-	-
Reserve for repurchase CBFIs			250,000			250,000	-	-	-
Equity-settled share-based payments		1,441					1,441		1,441
Repurchase of CBFIs for payment of equity instruments		1,213	154,149			-	152,935	-	152,935
Reserve for share-based payments		31,096					31,096		31,096
Surplus write-off due to sale of fixed asset				40,583		40,583	-		-
Other						12,069	12,069		12,069
Net loss					-8,601	-95,500	104,101	2,226	106,326.73
<b>As of June 30, 2019</b>	<b>6,202,761</b>	<b>114,594</b>	<b>109,617</b>	<b>2,618,677</b>	<b>0</b>	<b>-1,110,400</b>	<b>7,935,248</b>	<b>723,530</b>	<b>8,658,779</b>



Fideicomiso Irrevocable No. F/1616 (Deutsche Bank Mexico, S. A.  
Multiple Banking Institution, Trust Division) and Subsidiary  
Unaudited Condensed Consolidated Statements of Cash Flows  
For the period from January 1 to September 30, 2019 and 2018  
(Thousands of pesos)

	2019	2018
<b>OPERATING ACTIVITIES</b>		
Net income before taxes	97,726	6,829
Adjustments:		
Depreciation and amortization	227,021	244,723
Impairment of properties	11,618	9,484
Estimate of impairment of financial assets	10,908	-
Loss on disposal of fixed asset	1,542	16,928
Effect of valuation of derivative financial instruments	14,226	20,535
Reserve for compensation payment due to termination of AAP	12,434	14,222
Debt interests	44,422	31,466
Gain on interests	154,169	206,879
	36,900	51,811
	<b>341,715</b>	<b>436,955</b>
Receivables and other accounts receivable	20,666	47,728
Related parties	5,022	23,162
Advanced payments	11,401	10,161
Recoverable taxes	126,466	6,509
Suppliers and other payables	20,085	40,482
Payable taxes	1,219	2,660
<b>Net cash flows generated by operating activities</b>	<b>207,070</b>	<b>495,691</b>
<b>INVESTING ACTIVITIES</b>		
Acquisition of property, furniture and equipment	1,111,094	737,989
Acquisition of intangible assets	11,725	2,808
Revenue for sale of fixed asset	197,871	85,890
Gain on interests	36,900	51,811
Right-of-use asset	98	-
Loan granted to related parties	7,451	5,980
<b>Net cash flows utilized in investing activities</b>	<b>-880,498</b>	<b>-591,500</b>
<b>FINANCING ACTIVITIES</b>		
Loans received	401,059	200,000
Settlement of bank debt	-	200,000
Expenses related to issuance of equity	-	27,928
Debt Issuance	-	1,046,029
Repurchase of CBFIs	154,149	118,627
Distribution to holders of certificates	212,808	329,056
Debt amortization	-	114,435
Interests related to debt issuance	201,500	186,242
Non-controlling interest contribution	500,517	-
<b>Net cash flows generated by financing activities</b>	<b>333,119</b>	<b>498,611</b>
<b>Net cash flows of the period</b>	<b>-340,309</b>	<b>402,802</b>
Cash and cash equivalents at the beginning of the year	644,370	507,986
<b>Cash and cash equivalents at the end of the year</b>	<b>304,061</b>	<b>910,787</b>