

## Fibra Inn Announces Hotel Indicators at December 2017

**Monterrey, Mexico, January 16, 2018** – Deutsche Bank Mexico, S.A., Banking institution, Trust Division F/1616 or Fibra Inn (BMV: FINN13, ADR/OTC: DFBRY) (“Fibra Inn” or “the Company”), an internally managed Mexican real estate investment trust specialized in the hotel industry serving the business traveler, today announced its operating results for its hotel indicators for year-end 2017.

MONTHLY SAME-STORE SALES			
42 hotels	Dec 2017	Dec 2016	Change %
Room Revenue (Ps. millions)	131.3	128.6	2.1%
Occupancy exc. addition of rooms	52.6%	49.8%	2.7 pp
Occupancy	52.5%	49.8%	2.6 pp
ADR (Ps.)	1,196.8	1,236.2	-3.2%
RevPar exc. addition of rooms	629.1	616.2	2.1%
RevPar (Ps.)	627.8	616.2	1.9%

The 2.1% increase in Revenue per Available Room was the net effect of the following:

- The 3.2% decrease in the average daily rate as a result of the management of dollar-related rates, which lessened the impact of lower average exchange rate depreciation for December 2017; which was under 6.8%.
- A 2.7 percentage point increase in occupancy. Traditionally, during the months of December and January there tends to be lower occupancy as a result of the vacation period which generates a lower number of business travelers. However, the figures for month increased compared to last year.

Total Sales for **December 2017** were:

MONTHLY TOTAL SALES			
	Dec 2017	Dec 2016	Change %
Number of hotels	42	43	
Room Revenue (Ps. millions)	131.3	131.2	0.1%
Occupancy	52.5%	50.1%	2.4 pp
ADR (Ps.)	1,196.8	1,228.5	-2.6%
RevPar	627.8	615.0	2.1%

As a result of the above, hotel indicators for the **fourth quarter of 2017** were the following:



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<b>QUARTERLY SAME-STORE SALES</b>			
42 hotels	4Q17	4Q16	Change %
Room Revenue (Ps. millions)	466.9	441.7	5.7%
Occupancy exc. addition of rooms	61.9%	59.2%	2.8 pp
Occupancy	61.8%	59.2%	2.6 pp
ADR (Ps.)	1,216.9	1,205.3	1.0%
RevPar exc. addition of rooms	753.8	713.1	5.7%
RevPar (Ps.)	752.2	713.1	5.5%

<b>TOTAL QUARTERLY SALES</b>			
	4Q17	4Q16	Change %
Number of hotels	42	43	
Room Revenue (Ps. millions)	466.9	448.2	4.2%
Occupancy	62.1%	59.1%	3 pp
ADR (Ps.)	1,216.9	1,198.0	1.6%
RevPar	755.3	708.2	6.7%

Operating indicators for **Full Year 2017** were the following:

<b>ANNUAL SAME-STORE SALES</b>			
43 hotels	2017	2016	Change %
Room Revenue (Ps. millions)	1,830.5	1,702.2	7.5%
Occupancy exc. addition of rooms	62.3%	60.4%	1.9 pp
Occupancy	62.2%	60.4%	1.9 pp
ADR (Ps.)	1,210.0	1,161.5	4.2%
RevPar exc. addition of rooms	753.9	701.1	7.5%
RevPar (Ps.)	752.8	701.1	7.4%

<b>ANNUAL TOTAL SALES</b>			
	2017	2016	Change %
Number of hotels	43	43	
Room Revenue (Ps. millions)	1,859.1	1,707.5	8.9%
Occupancy	62.2%	60.0%	2.2 pp
ADR (Ps.)	1,215.8	1,161.7	4.7%
RevPar	756.3	696.8	8.5%

The same-store sales calculation considers all of the hotels which have been in Fibra Inn's portfolio for at least half of the period under discussion. In this case, it is important to consider that the Casa Grande Ciudad Juarez hotel has been closed since September due to its expansion and conversion to the Holiday Inn brand.

Fibra Inn has a portfolio of 43 total properties, with 6,959 rooms; out of which 6,748 are in operation, 145 are under a rebranding process and 66 are in the expansion process. Furthermore, Fibra Inn has a minority interest in three properties, currently being externally developed under the Strategic Hotel Acquisition Pipeline model, representing 633 rooms.

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### About the Company

Fibra Inn is a Mexican trust formed primarily to acquire, develop and rent a broad range of hotel properties 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.