



# Fibra Inn Announces the Payment of the Microtel Inn & Suites by Wyndham Hotels In Chihuahua and Toluca, adding 237 Rooms

Monterrey, Mexico, December 17, 2014 – 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 that it acquired two Microtel Inn & Suites by Wyndham hotels located in Chihuahua and Toluca, which have a total of 237 rooms, jointly.

The acquisition price for the Chihuahua hotel was Ps. 73.0 million, excluding Ps. 6.3 million for taxes and acquisition expenses; the projected cap rate for 2015 is 10.9%. The amount paid for the Toluca hotel was 66.0 million, excluding Ps. 5.8 million for taxes and acquisition expenses, and the projected cap rate for 2015 is 10.4%. The total payment was made using funds from the recent CBFI issuance. These hotels were announced on September 3<sup>rd</sup>, upon the signing of the binding agreement.

Both hotels are in the limited service segment and will be operated by Fibra Inn.

The Microtel Inn & Suites by Wyndham Chihuahua hotel has 108 rooms. Its cumulative operating indicators from January to November 2014 reported occupancy of 68.6%, an average daily rate of Ps. 723.0, and Revenue per Available Room equal to Ps. 496.0.

The Microtel Inn & Suites by Wyndham Toluca hotel has 129 rooms. Its cumulative operating indicators from January to November 2014 reported occupancy of 49.0%, an average daily rate of Ps. 518.0, and Revenue per Available Room equal to Ps. 254.0.

With this acquisition, Fibra Inn has a portfolio of 31 hotels plus three under development, with a total of 5,718 rooms; 645 of these are currently under construction.



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### Microtel Inn & Suites by Wyndham Chihuahua

Periférico de la Juventud 3304, Col. Herradura La Salle, Chihuahua, Chihuahua, 31214

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

- Market: Chihuahua is a consolidated market with a dynamic and diversified industry, and is one of the most important cities of Mexico from an economic point of view.
- **Industry:** The city has a vast number of industrial parks and an important presence of the aerospace sector.
- **Demand:** Corporate and industrial clients visiting the city center and industrial areas.
- **Positioning:** Microtel Inn & Suites By Wyndham® is a globally-renowned brand and has a strong preference among business travelers.
- Location: The hotel is located in the highest commercial growth area in the city. It is located near the Fashion Mall and Plaza del Sol shopping centers.





**Rooms** 



**Common Areas** 





### **Press Release**



### Microtel Inn & Suites by Wyndham Toluca

Blvd. Aeropuerto Miguel Alemán 125, Col. Reforma, Toluca, Estado de México, 50200

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

- Market: The Toluca-Lerma industrial corridor is one of the most important in the country. It enjoys
  great diversity in terms of industries and is a consolidated market. Additionally, it is the capital of
  the state and has experienced important growth in recent years due to its proximity to Mexico City.
- **Industry:** There are several industrial parks as well as an important presence of various industrial sectors.
- **Demand:** Demand at this location is quite diverse due to its wide industrial offering, the Toluca International Airport, the recent opening of roads and highways that make the city an important logistical center due to its connections with the México-Querétaro and Occidente highways.
- **Positioning:** Microtel Inn & Suites By Wyndham® is a globally-recognized brand and has a good level of brand loyalty among business travelers.
- Location: This hotel is located in the Metepec are of the city, facing the Galerías Metepec shopping mall as well as Plaza Las Américas. It is located 10 minutes from the airport and is near mayor roadways.

Façade



**Rooms** 



#### **Common Areas**







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#### **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.