Conference Call

First Quarter 2017
Results
April 27, 2017
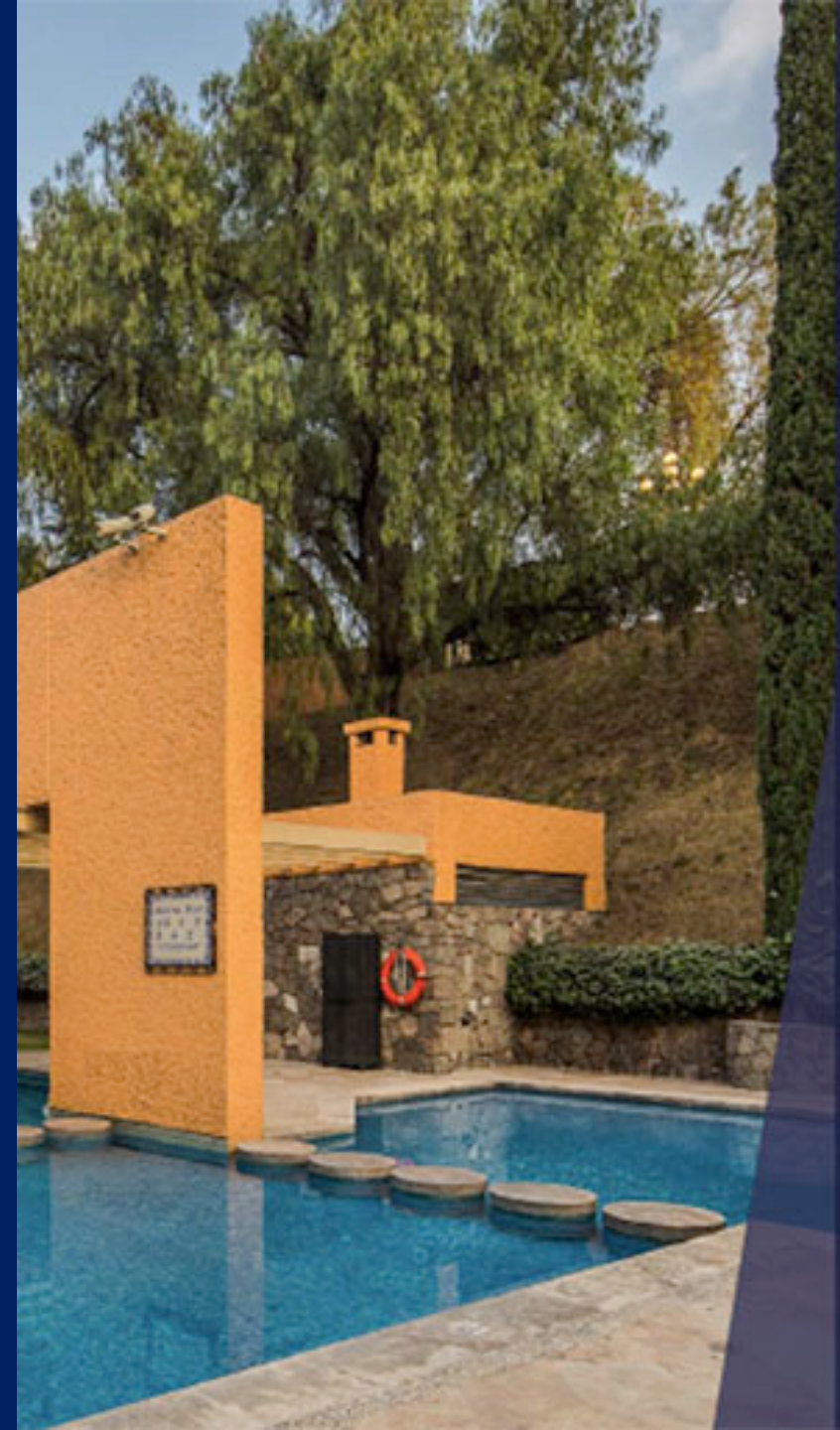
fibra inn®

Agenda
First Quarter 2017 Results

I. Quarterly Distribution and Dividend Yield

II. Operational and Financial Review

III. Q&A Session

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First Quarter 2017 Results

II.   Quarterly Distribution and Dividend Yield

New Procedure for the calculation of Distribution to CBFI Holders

The Main Objective of the New Procedure is to obtain stability in the distribution payments, in accordance with the real estate business nature of the Fibra, which is similar to rental income obtained from a portfolio of properties.

- **The Objective for 2017 is a Distribution Base of Ps. 1.0 per CBFI,** or Ps. 0.25 per CBFI for each quarter of 2017.
- **An Additional Distribution** based on the goals achieved with the Strategic Hotel Acquisition Pipeline (Development Fee Revenue) or, in the event of a property sale, obtaining profits with respect to the original investment.

Distribution and Dividend Yield

Total Distribution (Ps. millions)

1Q17	1Q16	Var
110.0	97.3	13.1%

Quarterly Dividend Yield, %

	2015	2016	2017
1Q	4.6%	6.6%	9.2%
2Q	5.4%	6.7%	
3Q	4.8%	8.4%	
4Q	6.0%	8.8%	
Year	**5.6%**	**8.3%**	

Distribution per CBFI

	2015	2016	2017
1Q	0.1797	0.2211	0.2500
2Q	0.2021	0.2256	
3Q	0.1803	0.2512	
4Q	0.2115	0.2523	
Year	0.7736	0.9502	

Dividend Yield   **9.2%**

Considering a CBFI closing price Ps. 11.05
As of March 31, 2017.

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III.   *Portfolio of Properties*

Current Standing

	1Q17	1Q16	Variation 1Q17 vs 1Q16
Hotels[1]	43	42	1
Rooms[1]	7,115	7,027	88
Developments	0	0	-
Land banks	1	1	-
Segments	4	4	-
States	15	15	-
Global Brands	15	13	+2
Local Brands	4	5	-1
Hotel Factory	2	-	+2

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IV. *Operational and Financial Review*

Financial Highlights

- On February 13, 2017, the Financial Committee approved an **Increase of the Hedging Amount for up to 66%.**

- Fibra Inn contracted **Interest Rate Swaps** for Ps. 900 million with Citibanamex, Ps. 200 million with BBVA Bancomer and Ps. 165 million with Scotiabank.

- **Cancelation of Repurchase Fund**.

Operational Indicators

Same Store Sales (40 hotels)	1Q17	1Q16	Var %
Room Revenue (Ps.)	445.8	396.4	12.5%
Occupancy excluding the addition of rooms	61.4%	57.6%	3.8 pp
Occupancy	60.8%	57.6%	3.2 pp
Average Daily Rate (Ps.)	1,242.4	1,165.0	6.6%
RevPAR excluding the addition of rooms (Ps.)	762.9	670.7	13.7%
RevPAR	755.0	670.7	12.6%

Fibra Revenue

	1Q17	%	1Q16	%	Var %
Room Revenue	458.2	95.4	391.8	94.9	17.0
Rental Revenue	22.2	4.6	21.1	5.1	5.4
Total Revenue for Fibra	480.4	100.0	412.8	100.0	16.4

Total Revenue by Segment

1Q17

- Limited
- Select
- Full
- Extended

2.6% 13.9% 35.9% 47.7%

1Q16

2.6% 14.2% 38.7% 44.5%
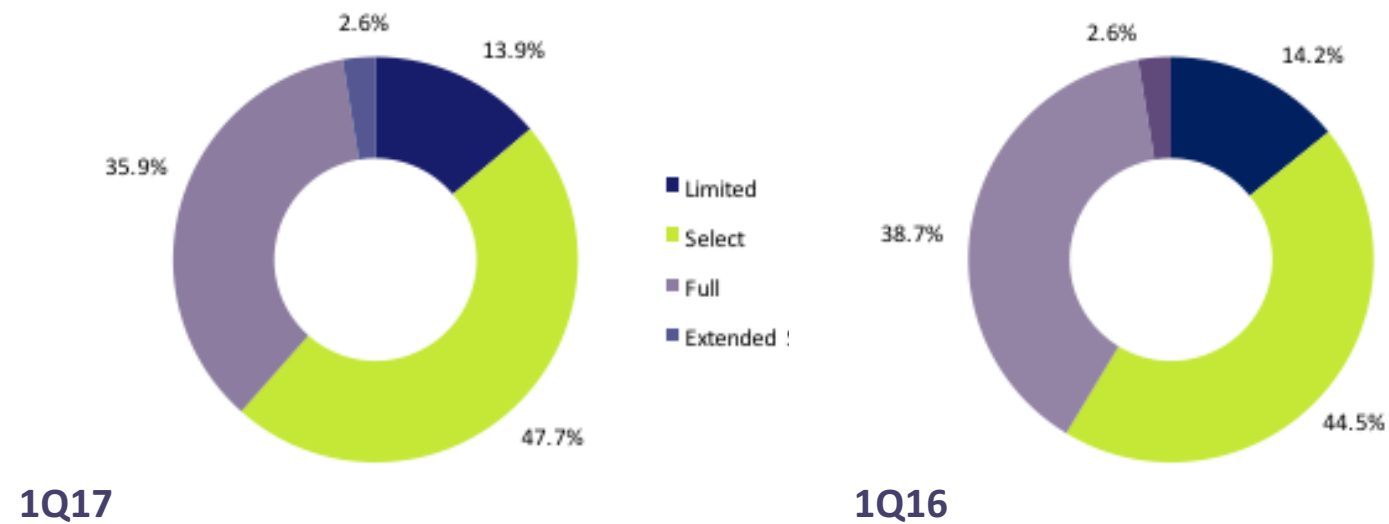
Quarterly Income Statement

Income Statement (Ps. millions)	1Q17	%	1Q16	%	Var. Ps.	Var. %
Total Fibra Revenue	480.4	100.0	412.8	100.0	67.6	16.4
Operating Expenses	306.1	63.7	254.9	61.7	51.2	20.1
NOI	174.4	36.3	158.0	38.3	16.4	10.4
Acquisition Expenses	2.4	0.5	7.8	1.9	-5.4	-68.7
EBITDA	149.5	31.1	128.4	31.1	21.1	16.4
Adjusted EBITDA	152.0	31.6	136.3	33.0	15.7	11.5
Net Income	43.1	9.0	49.4	12.0	-6.3	-12.7
FFO	109.9	22.9	109.7	26.6	0.2	0.2
Distributions to Holders	110.0		97.3		12.7	13.1
Distribution per CBFI	0.2500		0.2211		0.0289	13.1
CBFIs outstanding	440.0		440.0			

Balance Sheet

Balance Sheet (Ps. millions)	Mar 31, 2017	%	Dec 31, 2016	%
Cash & equivalents	791.8	8.1	849.1	8.7
Total Assets	9,745.3	100.0	9,790.4	100.0
Bank Debt Liability	1.7	0.1	5.0	0.2
Total Short Term Liabilities	173.2	5.7	150.5	5.0
Bank loans	2,847.3	94.3	2,836.7	94.9
Total Long Term Debt	2,847.7	94.3	2,837.0	95.0
Total Liabilities	3,020.9	100.0	2,987.6	100.0
Total Equity	6,724.5	100.0	6,802.9	100.0

29.5%
Debt Levels (LTV)

2.9
Debt Service Coverage (CNBV)

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Ps. **2,875** million
Public Debt Issuance

$TIIE_{28}$ +110 bps

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Cancellation of Banks Loan

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66% debt coverage in SWAPS

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V.   Question and Answer Session

Note on forward-looking statements

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