

# Conference Call

First Quarter 2017

Results

April 27, 2017



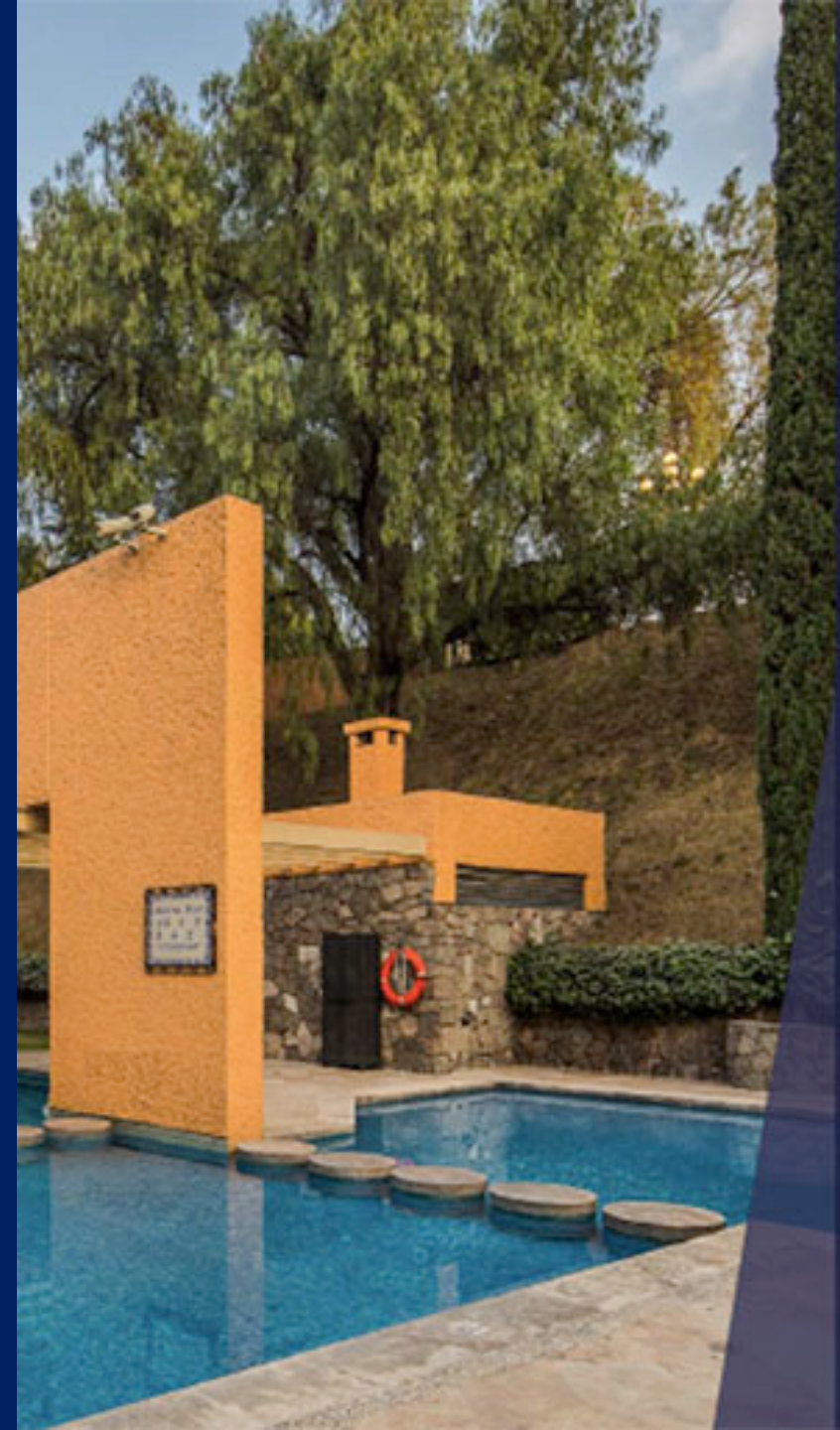
**fibra inn®**



# Agenda

## First Quarter 2017 Results

- I. Quarterly Distribution and Dividend Yield
- II. Operational and Financial Review
- III. Q&A Session





## Conference Call

First Quarter 2017 Results

### *II. Quarterly Distribution and Dividend Yield*



### **New Procedure for the calculation of Distribution to CBFH 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 CBFH**, or Ps. 0.25 per CBFH 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%

### 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	

### 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%	

### 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
<b>Hotels<sup>(1)</sup></b>	43	42	1
<b>Rooms<sup>(1)</sup></b>	7,115	7,027	88
<b>Developments</b>	0	0	-
<b>Land banks</b>	1	1	-
<b>Segments</b>	4	4	-
<b>States</b>	15	15	-
<b>Global Brands</b>	15	13	+2
<b>Local Brands</b>	4	5	-1
<b>Hotel Factory</b>	2	-	+2



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### *IV. Operational and Financial Review*





## Financial Highlights

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- 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.
- **Cancellation of Repurchase Fund.**

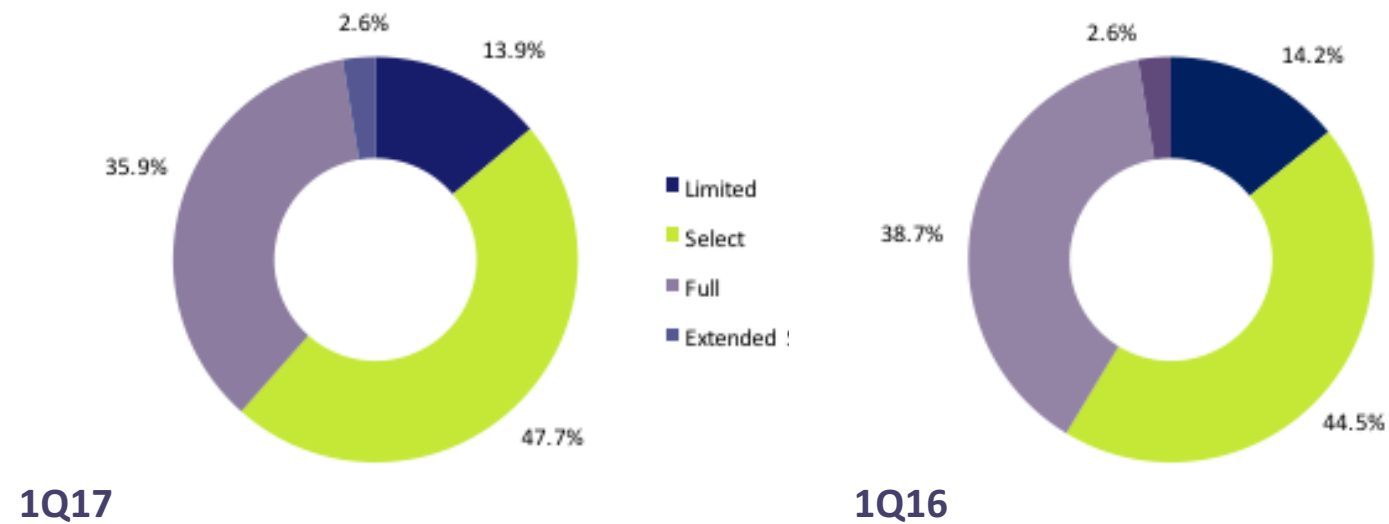
## Operational Indicators

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





## 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
CBFi's 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)

Ps. 2,875 million  
Public Debt Issuance

TII<sub>E28</sub> +110 bps

Cancellation of  
Banks Loan

66% debt coverage  
in SWAPS



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### *V. Question and Answer Session*







## Note on forward-looking statements

This document 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.

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