



**Conference Call**  
Fourth Quarter 2018  
February 28, 2019



## Fourth Quarter 2018 Results

# AGENDA

- I. Quarterly Distributions and Dividend Yield
- II. Cancellation of CBFIs
- III. Hotel Factory Projects
- IV. Operational and Financial Review
- V. Q&A Session







# Conference Call Fourth Quarter 2018 Results

## I. Quarterly Distributions and Dividend Yield

# DISTRIBUTIONS AND DIVIDEND YIELD



## Total Distributions (Ps. millions)

4Q18	4Q17	Var
93.7	110.0	-14.8%

## Distributions per CBFI

	2016	2017	2018
1Q	0.2211	0.2500	0.2511
2Q	0.2256	0.2500	0.2104
3Q	0.2512	0.2508	0.1804
4Q	0.2523	0.2518	0.1805
Year	0.9501	1.0025	0.8224

Source: Indeval distribution payments

	2016	2017	2018
1Q	6.6%	9.2%	8.4%
2Q	6.7%	8.2%	8.5%
3Q	8.4%	8.3%	6.6%
4Q	8.8%	9.0%	7.3%
TTM	8.3%	8.9%	8.8%

## Dividend Yield **7.3%**

Based on CBFI closing price of Ps. 9.81  
As of December 31, 2018






# Conference Call Fourth Quarter 2018 Results

## II. Cancellation of Certificates

# CANCELLATION OF CERTIFICATES



- 
- Three vertically stacked circles in teal, blue, and dark blue.
1. Fibra Inn completed in November 26, 2018 the cancellation of **5,444,958 certificates** that correspond to the September 19, 2017 to April 30, 2018 period.
  2. These securities are equivalent to approximately Ps. 64.3 million.
  3. On June 28, 2018, Technical Committee approved this cancellation.
  4. Ps. 146.7 million remain available in the Repurchase Fund.



# Conference Call Fourth Quarter 2018 Results

## III. Hotel Factory Projects

## JW MARRIOTT MONTERREY VALLE

- On February 26, 2019, the Company formalized the inclusion of the Strategic Partner to the Trust, in accordance with the participation agreement, contributing Ps. 247.1 million, corresponding to the capital accrued at the end of December 2018.
- The structure of the investment will be 60% equity and 40% debt, for an approximate total value of Ps. 1,360 million.
- The capital contributions will be in equal payments for up to Ps. 408 million each and up to Ps. 544 million will be financed with debt.
- The construction progress is as follows:
  - Tower: first of 9 floors completed.
  - Adjacent building: 6 floors of 7 total completed.
  - Expected to open mid-2020.





# THE WESTIN MONTERREY VALLE



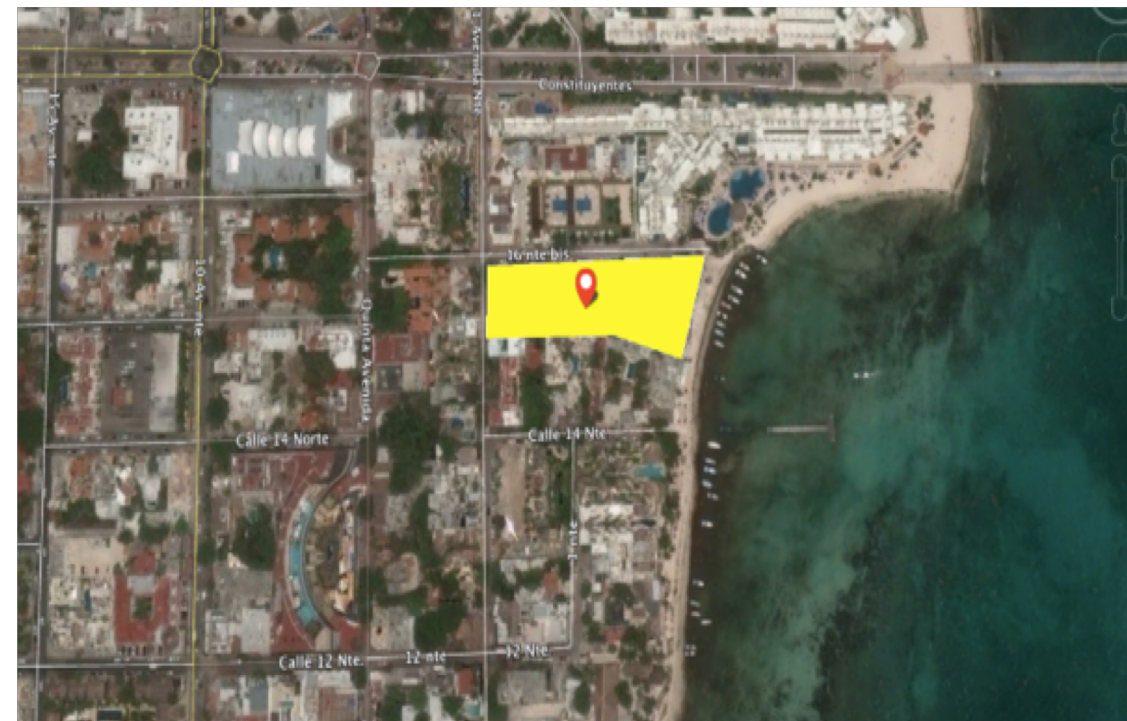
- On January 10, 2019, the purchase was formalized, subject to pending approvals by the Federal Anti-Trust Board (COFECE).
- COFECE granted approval.
- In the coming days, one of the most important CKDs in Mexico will be incorporated into the project.
- Remains on track; the developer is expected to deliver this turn-key project during 2Q19.



# LANDBANK IN PLAYA DEL CARMEN



- Fibra Inn has a 29.4% participation of a US\$ 17.0 million total co-investment, together with a New York-based fund.
- The purchased land already has municipal construction permits and licenses in place.
- 5,475 m<sup>2</sup> beachfront property in the Playa del Carmen urban area .
- Construction will begin within the next 12 months with another development partner, based on a project expected at approximately 250 to 270 rooms, and an ADR that could surpass US\$ 300.
- Lifestyle hotel of an internationally-recognized hotel brand.
- **Expected Cap rate** of 14% stabilized, at 65% occupancy in 4 years with an investment of US\$ 275 to US\$ 325 thousand per room.





# CURRENT **STANDING**



	Current Standing		
	4Q18	4Q17	Variation
Hotels	42	42	-
Total Rooms(1)	6,785	6,748	37
Developments	0	0	-
Land	1	1	-
Segments	4	4	-
States	14	15	-1
Global Brands (2)	15	15	-
Local Brands	3	4	-1
Hotel Factory (3)	4	3	+1

# Conference Call Fourth Quarter 2018 Results

## IV. Operational and Financial Review

# OPERATIONAL INDICATORS



Same-Store Sales			
(41 hotels)	4Q18	4Q17	Var %
Room Revenue	479.1	461.7	3.8%
Occupancy	62.3%	62.2%	0.1 pp
Average Daily Rate (Ps.)	1,276.1	1,230.6	3.7%
RevPar	794.4	764.8	3.9%

Note:

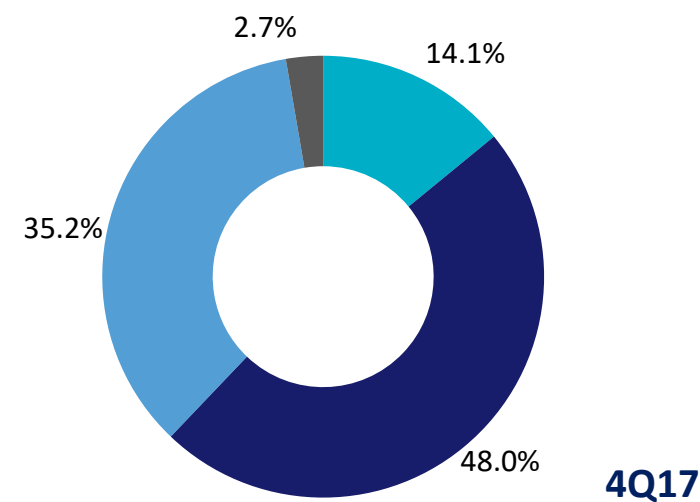
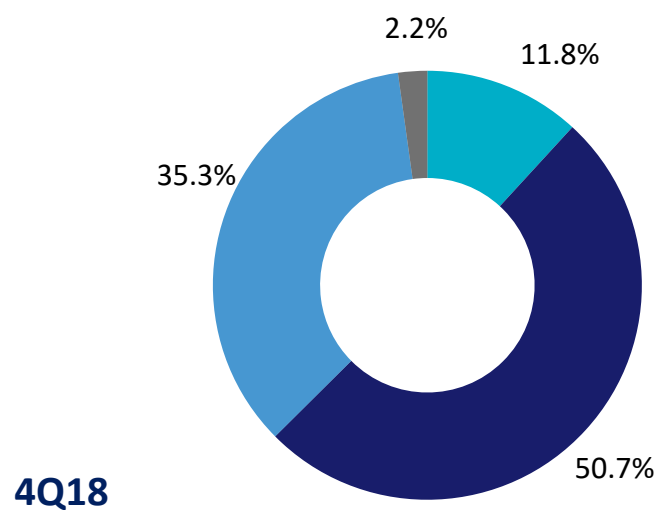
- Excludes the Microtel Inn & Suites by Wyndham Culiacán that was sold on August 27, 2018 and the Holiday Inn Ciudad Juárez, which remained closed due to its remodeling and brand conversion.



# FIBRA INN REVENUE



(Ps. millions)	4Q18	%	4Q17	%	Var. %
Lodging Revenues	485.8	94.6%	469.2	95.3%	3.6%
Rental Revenues	28.0	5.4%	22.9	4.7%	22.1%
Fibra Revenues	513.8	100.0%	492.1	100.0%	4.4%



# INCOME STATEMENT



(Ps. millions)	4Q18	%	4Q17	%	Var. %
Total Fibra Revenue	513.8	100.0%	492.1	100.0%	4.4%
Hotel NOI	166.4	32.4%	172.6	35.1%	-3.6%
Total NOI	164.8	30.9%	172.6	35.1%	-4.5%
Adjusted EBITDA	141.4	27.5%	163.3	33.2%	-13.4%
FFO	109.1	21.2%	122.2	24.8%	-10.7%
Distributions to Holders	93.7		110.0		-14.8%
Distribution per CBFi	0.1805		0.2515		-28.3%
CBFi's outstanding	519.4		437.4		18.8%



# BALANCE SHEET



(Ps. millions)	Dec 31, 2018	%	Dec 31, 2017	%	Var. %
Cash & equivalents	658.1	5.5%	508.0	4.4%	29.6%
Receivable VAT	42.9	0.4%	31.9	0.3%	47.2%
Total Assets	11,889.6	100.0%	11,627.7	100.0%	2.3%
Accrued Interest	79.6	2.4%	6.0	0.2%	1,213.3
Total Short Term Liabilities	253.4	7.8%	133.8	4.5%	89.4%
Long Term Debt Securities	2,961.2	91.1%	2,844.7	94.8%	4.1%
Total Liabilities	3,252.1	100.0%	3,000.0	100.0%	8.4%
Total Equity	8,637.4	100.0%	8,627.7	100.0%	0.1%

# FINANCIAL SITUATION

(as of December 31, 2018)



## Total debt in pesos

- Total Ps. 3,000.0 million
- 66.7% at fixed rate of 9.93%;
- 33.3% floating rate 100% covered with swaps (5.60%) = 6.70% on the 4Q18

### a. FINN18

- Ps. 2,000 million local debt
- Fixed Rate 9.93%
- 2 Feb 2028 (MXN)

### b. FINN15

- Ps. 1,000 million covered with swaps at 5.60%
- TIE Rate plus 110 bps
- 3.5 year maturity
- 14 Nov 2021 (MXN)

**25.2%** loan-to-value and  
**3.0x** debt service coverage

## Additional bank credit lines available

### a. Actinver

- Ps. 200 million
- TIE Rate plus 250 bps
- 24 months maturity
- This credit line was paid off during 3Q18

### b. BBVA Bancomer

- Ps. 300 million that may extend up to Ps. 450 mm
- TIE Rate plus 150 bps
- 36 months maturity
- No amount has been disposed yet



# Conference Call Fourth Quarter 2018 Results

## 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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