

CORPORACIÓN INMOBILIARIA VESTA S.A.B. DE C.V.

3Q17



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COMPANY OVERVIEW





We are a pure-play developer, owner and operator of industrial real estate properties in Mexico

We lease industrial buildings and distribution centers for light manufacturing and logistics



We provide innovative and custom-tailored solutions for a wide range of world-class customers, with a presence in the most dynamic markets in the country, with long-term leases and a secure and profitable growth platform



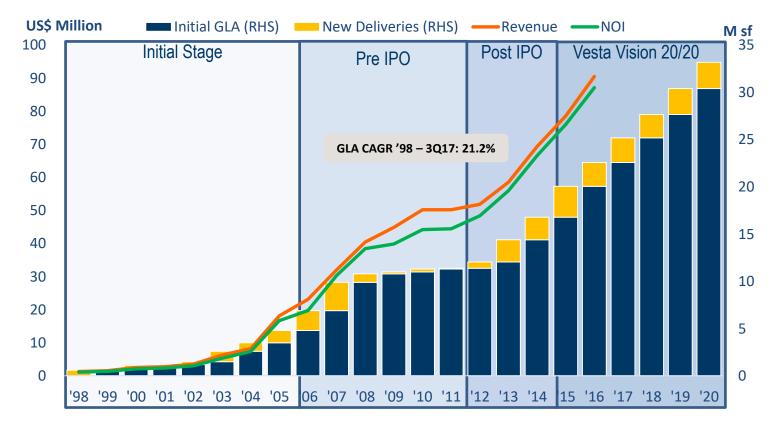
We are a Mexican public company committed to contribute to the competitiveness of our clients and well being of society while minimizing the environmental impact of our developments



SELECT MILESTONES



In a short period of time, Vesta has become one of Mexico's leading industrial real estate developers and operators with presence in the most dynamic economic clusters in the country







VESTA'S SNAPSHOT

Fully integrated industrial real estate developer and operator

- e
- Offers innovative and customized solutions
- Development approach to capture specific supply chain sectors and generate higher returns
- Internally managed company

147 Class A industrial properties located in Mexico's key trade corridors and manufacturing centers

- 24.6 million sq.ft. (2.28 million m²) of total GLA
 - 92.7% total portfolio occupancy rate
- 23.2 million sq.ft. (2.2 million m²) of stabilized portfolio
 - 95.8% stabilized portfolio occupancy rate
- 20.0 million sq.ft. (1.86 million m²) of same store portfolio
 - 97.0% same store occupancy rate

32.8 million sq.ft. (3.1 million m²) of land reserves with potential to develop over 14.8 million sq.ft. of incremental GLA

134 tenants

- 5.5 yrs average contract life⁽¹⁾
- -90.0% of the lease contracts denominated in USD⁽²⁾
- -85.1% of the rental income is denominated in USD

Park-to-suit ("PTS")

Custom-designed and built industrial parks that meet the specific needs of supply chains



Build-to-suit ("BTS")

Buildings designed and built to meet the specific needs of clients



Inventory buildings

These buildings conform to standard industry specifications and are designed to be adapted for two or more tenants



Pure-play industrial developer and operator with a premium quality portfolio

Note: Figures as of September 30, 2017. (1) In terms of GLA.

STRATEGICALLY LOCATED PORTFOLIO IN IMPORTANT TRADE CORRIDORS CONNECTING VARIOUS ECONOMIC CLUSTERS

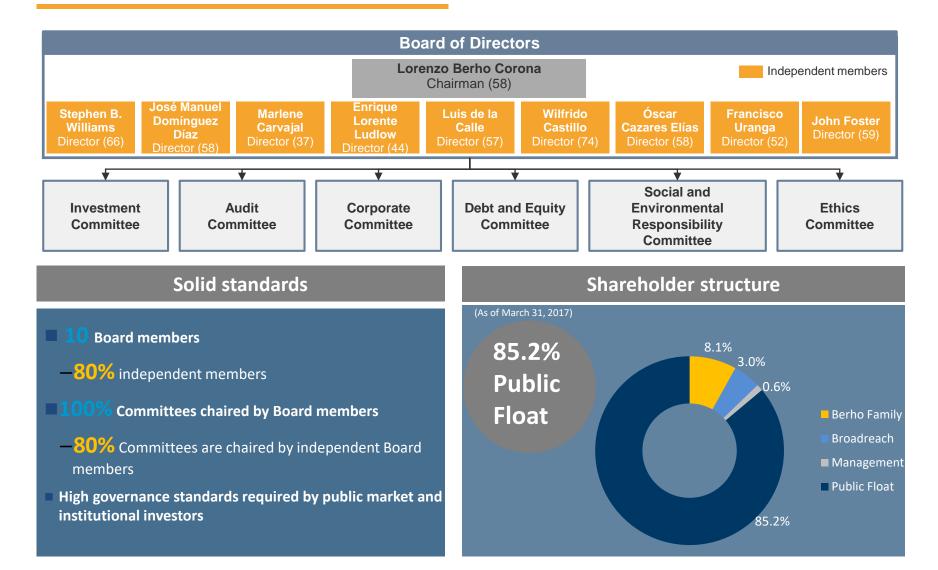




One of the largest and most modern industrial portfolios in Mexico in terms of GLA

STRONG CORPORATE GOVERNANCE WITH BEST-IN-CLASS GOVERNANCE STANDARDS







We want to be an Exponential Organization

 ExO = Impact is disproportionately large (> 10x larger) compared to its peers by using organizational techniques that leverage accelerating technologies

What does it mean to transform Vesta into an ExO?

- Organize the company to:
 - Overcome the challenges to succeed in a fast-changing world
 - ✓ Exponentially increase productivity
- Define exponential goals for the company in the financial, market, operating and internal dimensions
- Identify, acquire resources to achieve those exponential objectives

The key to succeed: Shift to an information-based environment



Transformation requires a serious methodology based on sound Theory

- Identifying and combining the best managerial tools
- ExO philosophy + Strategy Maps + Competitive Strategy Theory
- Result: An effective strategic management platform

We started the process by developing Vesta's Strategy Map

- ✓ Develop Vesta's Massive Transformative Purpose
- ✓ Review, update long term objectives
- ✓ Align objectives to all organizational units and individuals

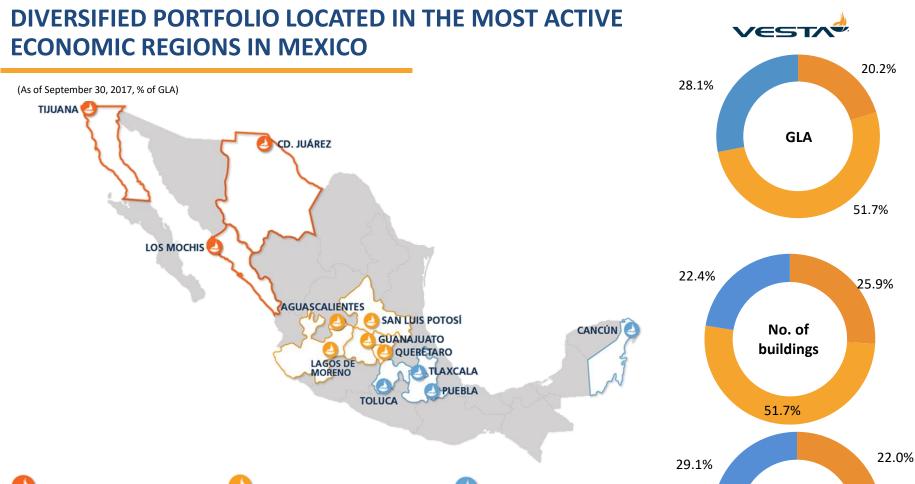
Translate plan to specific, high-impact projects

- The process is under way
- We are starting to see promising results



PORTFOLIO OVERVIEW

A MARTIN I W

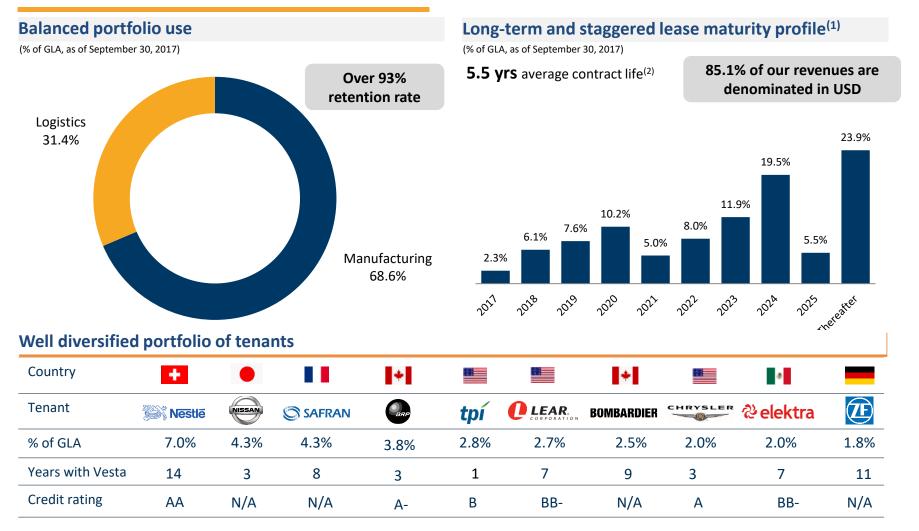


Central: Bajio: North: Surface area ft2: 12,722,670 Surface area ft2: 6,912,630 Surface area ft2: 4,985,029 ABR¹ Number of buildings: 76 Number of buildings: 33 Number of buildings: 38 Number of clients: 29 Number of clients: 35 Number of clients: 70 Land bank ac: 623.78 Land bank ac: 28.08 Land bank ac: 101.88 48.8%

One of the largest and most modern industrial portfolios in Mexico in terms of GLA

WELL-DIVERSIFIED TENANT BASE WITH HIGH-QUALITY TENANTS...



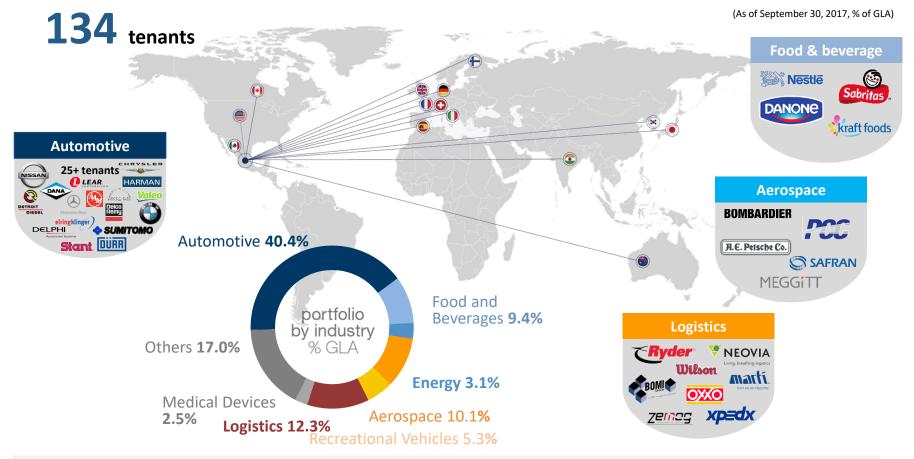


Industry and geographic diversification provide resiliency to downturns in any given sector as evidenced by our solid performance throughout our history



...ACROSS A BROAD RANGE OF INDUSTRIES

- We put strong emphasis on our tenants' credit profile and enjoy parent guarantees in a significant portion of our leasing contracts
 - Approx. 77.0% of contracts enjoy guarantees
 - Most of our leases are double or triple net leases, which means the tenant is responsible for most maintenance and repair expenses

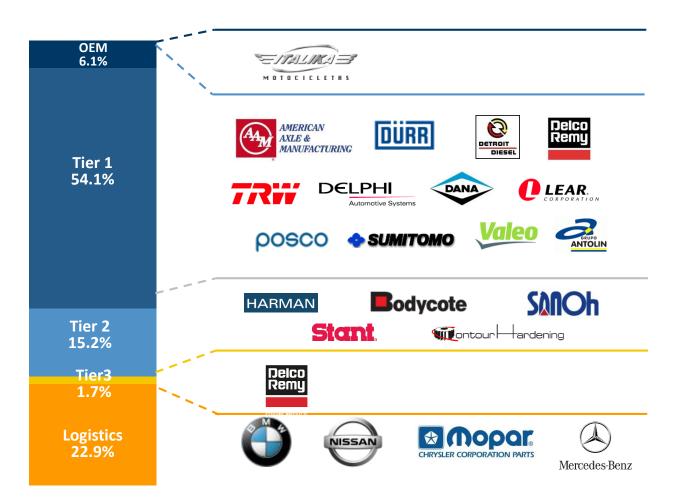


Broad tenant base diversified by industry and geography with a balanced combination of growth and defensive sectors



FAVORABLE DYNAMICS IN THE AUTOMOTIVE SECTOR

(As of September 30, 2017 % of GLA)



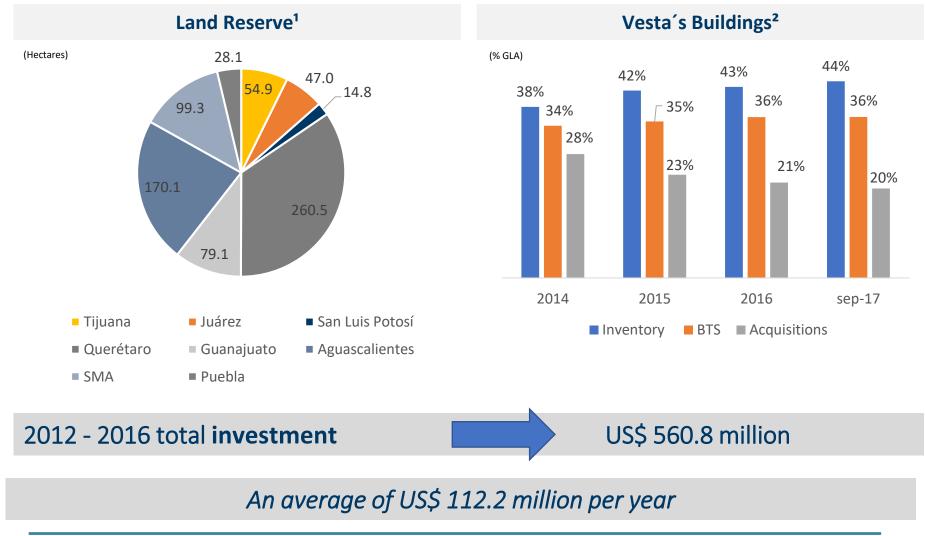
Post-crisis outcome: Tier 1 manufacturers have strengthened driven by a significant reduction in OEM suppliers driven by market consolidation where only the best and most profitable survived

By being more focused in the supplier component of the automotive supply chain, Vesta is exposed to a much stable business stream with higher quality of earnings



KEY ACHIEVEMENTS: INVESTMENT OPPORTUNITIES

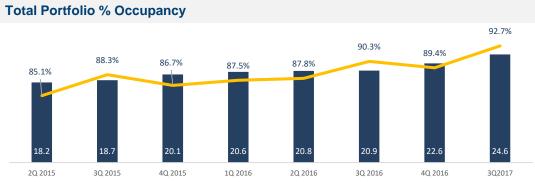
(As of September 30, 2017)





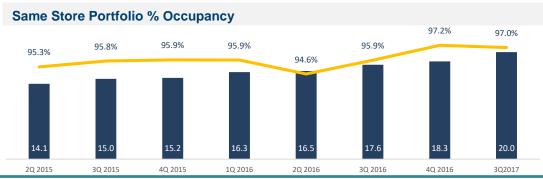
PORTFOLIO





Strong growth trajectory combined with steady occupancy

Stabilized Portfolio % Occupancy 95.8% 93.8% 93.8% 91.8% 94.2% 93.7% 93.0% 91.0% 16.5 17.6 18.3 19.2 19.7 20.0 23.2 21.2 2Q 2015 3Q 2015 4Q 2015 1Q 2016 2Q 2016 3Q 2016 4Q 2016 2Q2017



* Adjusted changes in the initial size of the portfolio.



STRONG LEASING ACTIVITY

(As of September 30, 2017)

Lease up Properties

Buildings	Region	Square Feet	% Lease
SMA 2	Guanajuato	131,319	23.2%
SMA 3	Guanajuato	205,474	62.5%
PUEBLA 1	Sureste	Sureste 181,642	
PUEBLA 2	Sureste	181,642	56.1%
J10 EXP	Juarez	161,081	44.4%
MNT II	Aguascalientes	139,257	18.8%
MNT III	Aguascalientes	188,906	73.4%
PIQ 12	Queretaro	248,869	0.0%
		1,438,190	42.0%

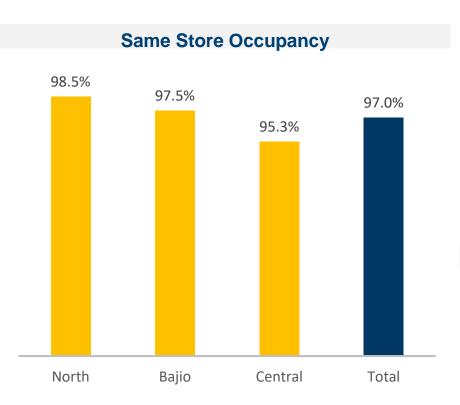


Buildings	Region	Square Feet	% Lease	
TPI 1	Juarez	358,797	100.0%	
Thyseen-Bilstein	Guanajuato	262,907	100.0%	
PTO 1	Guanajuato	225,052	0.0%	
PTO 2	Guanajuato	213,502	75.4%	
J10 Exp	Juarez	213,312	66.6%	
F3	Tijuana	167,121	100.0%	HARMAN TO
TPI 2	Juarez	339,384	100.0%	thyssenkrupp
SNECMA 2	Queretaro	338,365	100.0%	SANAC
S6	Toluca	211,618	100.0%	
PTO 8	Guanajuato	151,653	100.0%	NDIO SAFRAN
ZF	Aguascalientes	99,256	100.0%	Snecma
SLP 8	SLP	150,960	100.0%	
PIQSA 10	Queretaro	87,844	77.1%	
PIQSA 11	Queretaro	192,398	100.0%	FREIGHT
PTO 9	Queretaro	167,027	100.0%	
		3,179,196	88.4%	■NKPM

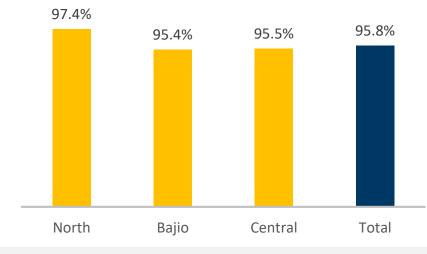


HIGH OCCUPANCY ACROSS ALL REGIONS

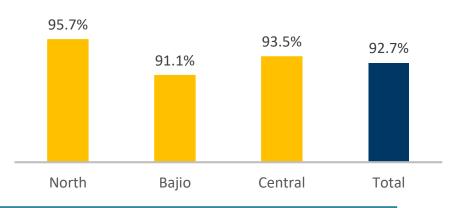
(As of September 30, 2017)



Stabilized Occupancy



Total Occupancy





UQUE

NEGGT

Querétaro Aerospace Park

- Construction start 2006
- GLA 2.18 million sf

SSAFRAN

- 13 buildings
- Total investment of US\$106.93 million
- Stabilized Cap rate: 12.13%
- Appraisal value of US\$ US\$151.92 million

Snecma

SAFRAN



Douki Seisan Park

- Construction start 2013
- GLA 2.13 million sf
- 8 buildings
- Total investment of US\$70.91
- Stabilized Cap Rate: 14.88%

• Appraisal value of US\$117.39 million



Vesta Park Toluca II

- Construction start 2013
- GLA 1.47 million sf
- 6 buildings
- Total investment of US\$67.01 million
- Stabilized Cap rate: 11.46%
- Appraisal value of US\$92.20 million







Total potential GLA of 14.4M SF, total investment of ~US\$603.5 million and US\$131.1 investment to date

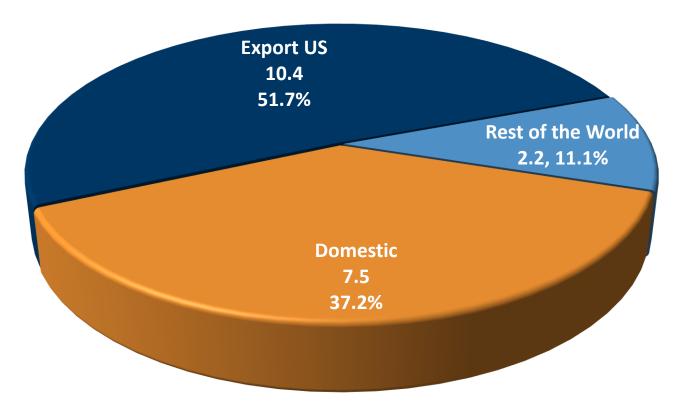


DOMESTIC AND EXPORT MARKET APPROACH



Portfolio breakdown by tenants sales destination

(As of December 31 2016, % of GLA)



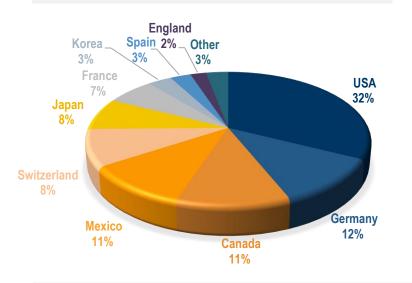
49% of our tenants are focus on domestic sales or to a different country tan the US

DIVERSIFY AND MODERN

(% of GLA, as of December 31, 2016)

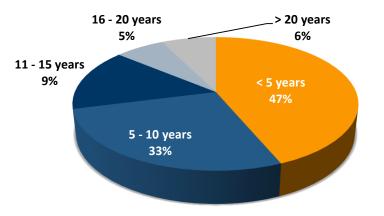


Tenant Base⁽¹⁾



Most modern portfolio in Mexico

80% of the portfolio is less than 10 years old



Maturity Profile of Leases⁽²⁾



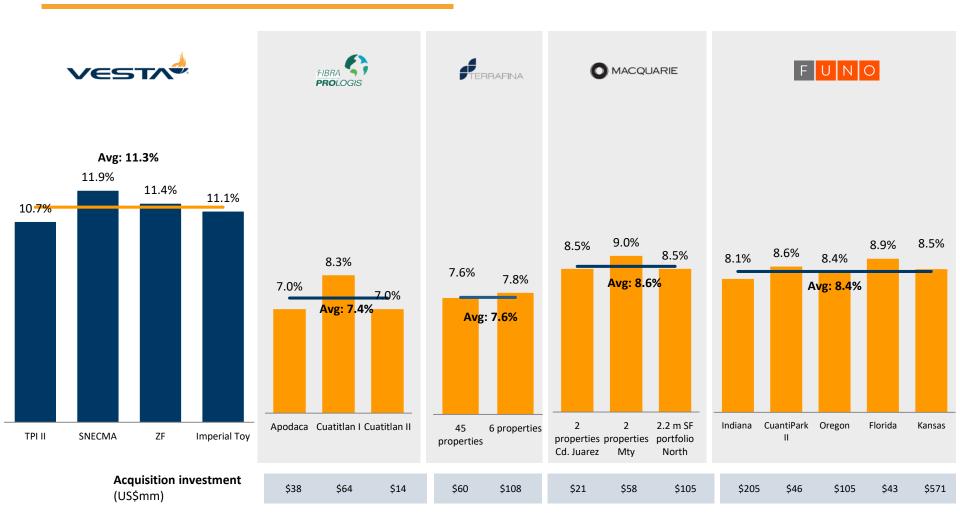


VESTA'S COMPETITIVE POSITION

Peers benchmarking



HIGHER RETURNS DRIVEN BY DEVELOPMENT



300 to 400 basis points spread in development vs. acquisition cap rate

 Note:
 Weighted average based on GLA; Cap rate is based on publicly announced acquisition price or development cost vs. publicly available projected (1)

 NOI; Acquisition investment converted at FX of date of transaction announcement, unless reported by the companies in USD. Prologis, (2)
 (2)

 Macquarie and FUNO, are base on 3Q16 reports and Vesta, Terrafin are based on 4Q16
 (2)

Source: Company filings and press releases. Credit Suisse, Mexican Real Estate Gazette, issue 12,13,14,15.

Considers only stabilized projects. Malls in process of stabilization.



THILL

GUIDANCE

	20	16	2017	2017	
	Guidance	Actual	Low Range	High Range	
Revenue Guidance	13-14%	15.2%	16.4%	18.1%	
Gross Income		90,511,822	\$104,000,000	\$105,500,000	
NOI Guidance	95.0%	96.3%	95.0%	95.0%	
EBITDA Guidance	83.0%	83.7%	83.0%	83.0%	



FINANCIALS

81 1 (7)



STRATEGY MAP: FINANCIAL PERSPECTIVE

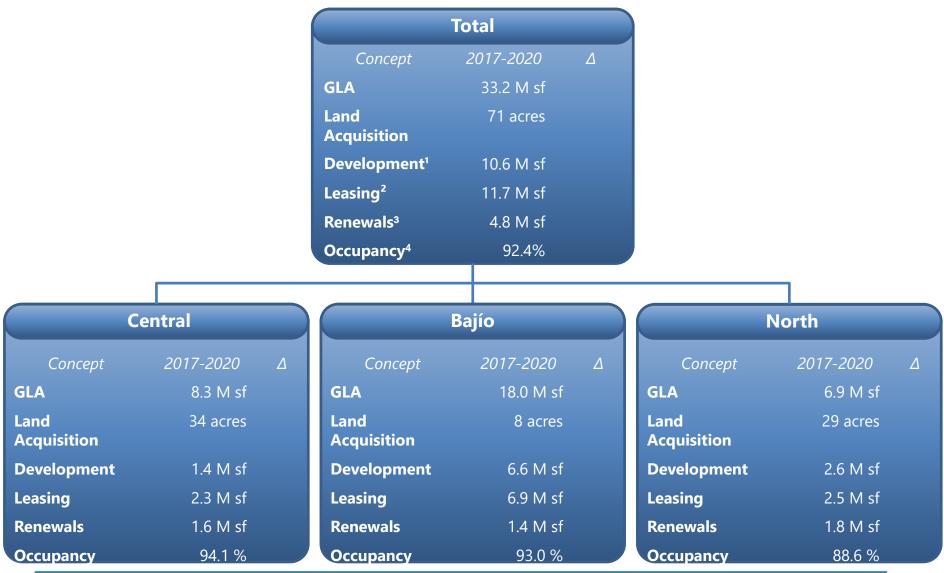
2020 Objectives





STRATEGY MAP: FINANCIAL PERSPECTIVE

2020 Objectives



The development that will be needed to accomplish the 2020 plan (1)

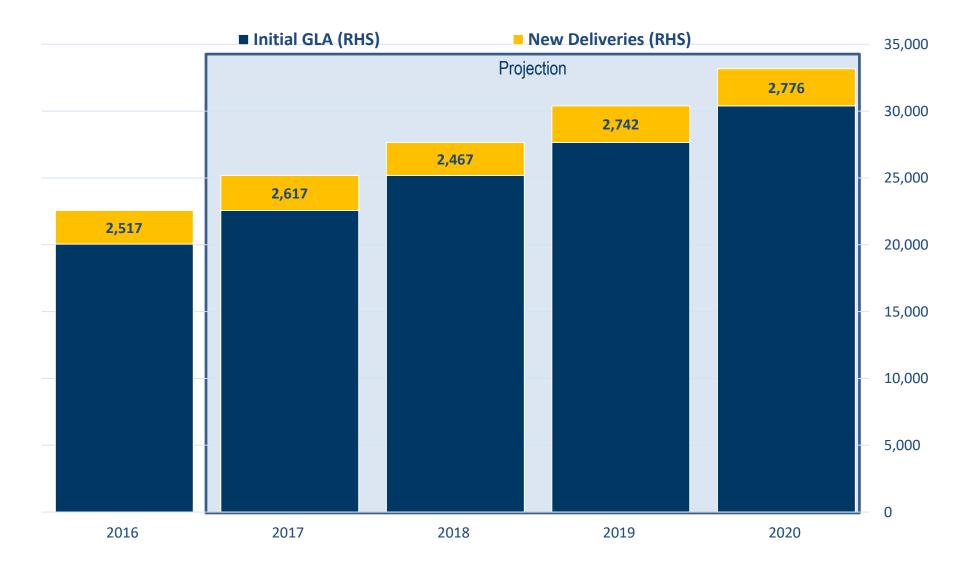
(2) The leasing activity that will be needed to accomplish the plan 2020 including development

(3) The renewals that will be needed to accomplish the plan 2020 (4)

The occupancy at the end of 2020



VESTA'S GROWTH PATH

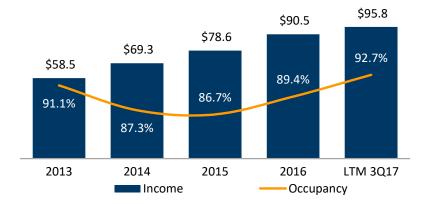




STABLE AND PREDICTABLE CASH FLOWS AND PROFITABILITY

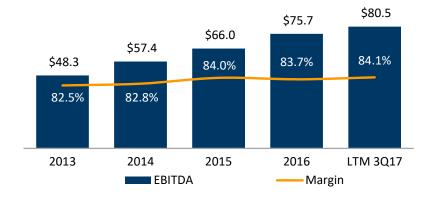
Highly predictable rental income & stable occupancy rates

(US\$ in millions)



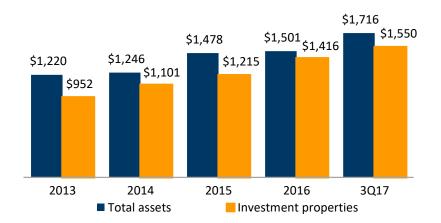
Strong EBITDA growth with low margin volatility⁽²⁾

(US\$ in millions)



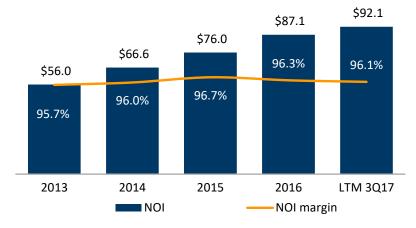
Consistent growth in total assets & investment properties

(US\$ in millions)



High NOI profitability and low margin volatility⁽¹⁾

(US\$ in millions)



Source: As of September 30, 2017. Note:

(1)

(2)

NOI (net operating income) is defined as rental income minus property operating costs incurred in connection with leased investment properties that generated rental income during the relevant period. EBITDA is defined as gross profit minus property operating costs (both for the properties that generated income during the year and for those that did not) and minus administration expenses.



DEBT OVERVIEW & LIQUIDITY POSITION

Outstanding debt

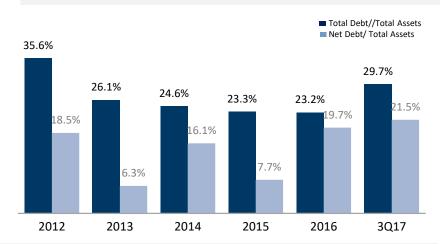
(% of outstanding balance, as of September 30, 2017)

	Syndicated 2021	Met Life 2026	MetLife 2022	Private Placement		Revolver	Total	Average
				Tranch A	Tranch B			
Amount	150.0	150.0	47.5	65.0	60.0	45.0	517.5	
	29.0%	29.0%	9.2%	12.6%	11.6%	8.7%	100.0%	
Int Rate	3.9%	4.6%	4.4%	5.0%	5.3%	3.6%		4.4%

Fixed rate

100%

Loan to Value



Debt breakdown



Sound liquidity position



Cash reserves

\$141.3 mm as of September 30, 2017

Idle debt capacity

Current LTV of 29.7% vs 40% maximum leverage internal policy

Proven access to capital markets

3 transactions in the Equity Capital Markets, raising US\$660mm in primary proceeds

Strong cash flow generation and low payout ratio commitments

Diversified sources of funding

Internal cash flows

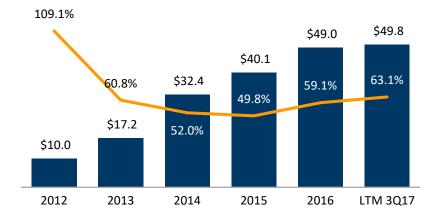
- Recently signed a Term Loan with Metlife & Syndicated Loan Medium term Loan Facility with a Bank Syndicate
- Obtained a US\$100M Revolver with Bank Syndicate
- Closed Private Bond for US\$125M



DEBT OVERVIEW & LIQUIDITY POSITION

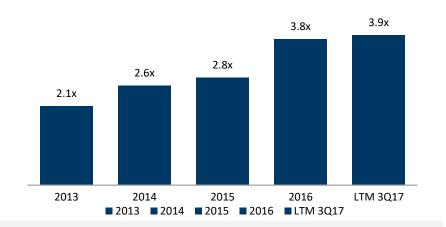
FFO & FFO payout

(US\$ in millions)

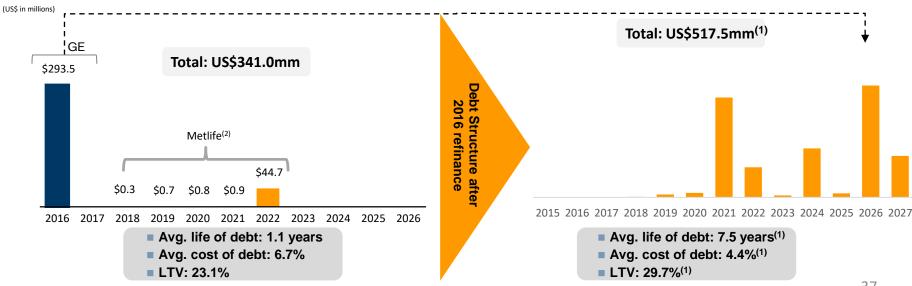


Strong coverage ratios

(EBITDA LTM / Interest expense)



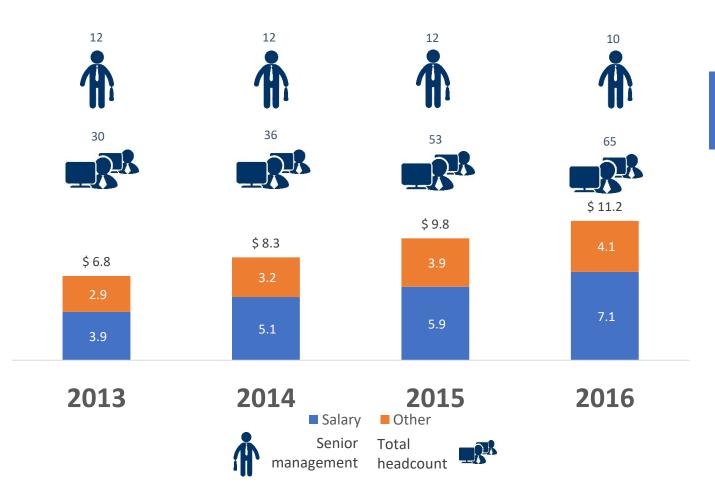
Strengthening Debt Maturity Profile





OPERATIONAL LEVERAGE

Disciplined Resource Management



Economies of scale will amplify our margins



STRONG BALANCE SHEET

Total Enterprise Value (TEV) (\$mm)					Debt Maturity Schedule (\$mm)										
	09/30/2017	Rate	Maturity	Year											
Secured Debt															
MetLife I	\$47.5	4.35%	4.8 year	2022											
MetLife II	\$150.0	4.55%	9.2 year	2026		1 1									
Total Secured Debt	\$197.5					<u>, i</u>									
Unsecured Debt						1 1									
Revolver	\$45.0	L + 225 bps	2.1 year	2019											
Syndicated Loan	\$150.0	3.91%	4.1 year	2021		1 1									
Private Bond									150.0					150.0	
Tranche 1	\$65.0	5.03%	7 year	2024		1 1									
Tranche 2	\$60.0	5.31%	10 year	2027		i									
Total Unsecured Debt	\$320.0					45.0									
Total Debt	\$517.5	4.41%	7.5 years			45.0						65.0			60.0
Common Equity (@ MXN\$26.03/share as of 9/30 @ MXM\$18.72/Ex.Rate)	\$854.0									47.5					
Total Market Capitalization	\$1,371.5														
Less: Cash and Cash Equivalents	\$142.0			2017	2018	2019	2019	2020	2021	2022	2023	2024	2025	2026	2027
Total Enterprise Value (TEV)	\$1,229.5			R	evolver		Re	volver C	Capacity	/ ■ Met	Life 7 yı	r I	MetLi	fe 10 yr	
				Tranche 1		Tranche 2			Syndicated Loan						
Net Debt / Total Assets	24%														
Secured Debt / Total Assets	13%														

Source: Financial Statements

Unsecured Debt/Total Assets

Net Debt / LTM EBITDA

21%

4.2x



INDUSTRY OVERVIEW



WHY MEXICO?

- In 2016 Mexico was **the sixteenth largest recipient of Foreign Direct Investment** globally with more tan US\$27,400 million.
- Stable macroeconomic environment
- Legal certainty to investment
- Qualify human capital
- 1 of every 7 manufacturing exports from Latin America originated in Mexico
- Public debt in Mexico is one of the lowest in the world
- PricewaterhouseCoopers and The Economist Intelligence Unit place Mexico among the top 10 economies globally by 2050.
- **32** Agreements for the Promotion and Reciprocal Protection of Investments (APRPIs)
- 12 Free Trade Agreements with 46 countries
- Each year more than **140 thousand engineers** graduate form Mexican universities





STRATEGICAL GEOGRAPHIC LOCATION

• Shares more than 3,000 kilometers of border with the United States, and has fast access to the European market through the Atlantic Ocean and to the Asian market through the Pacific Ocean.



- 76 open airports (12 national 64 international)
- 117 maritime ports
- 27 thousand kilometers of railways
- 370 thousand kilometers of roads

1st WORLD SILVER PRODUCER **10th** WORLD COPPER PRODUCER **10th** WORLD OIL PRODUCER

RECOGNIZED QUALITY OF MEXICO'S AUTOMOTIVE MANUFACTURING HAS ENABLED OEMS TO CHOOSE MEXICO AS A UNIQUE MANUFACTURING PLATFORM



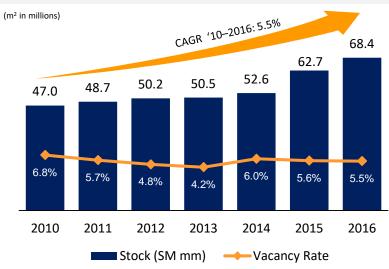


Mexico's positive macroeconomic outlook and attractive industry dynamics serve as foundations for a promising growth potential in the automotive sector

Source: Site Selection, May 2015.

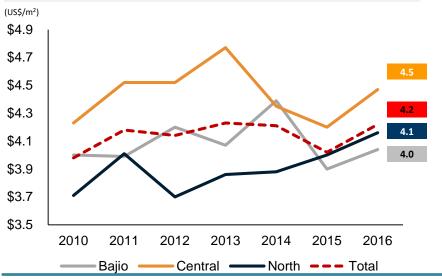


POSITIVE INDUSTRY TRENDS DRIVING GROWTH

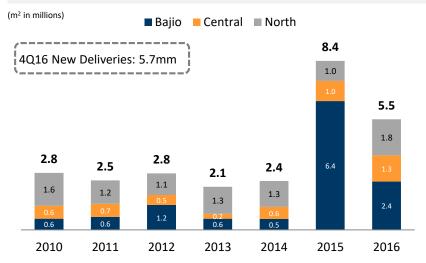


Industrial Real Estate Inventory

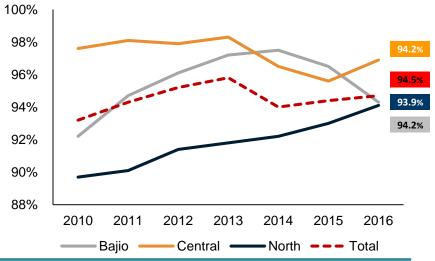
Average industrial monthly rent



Industrial market absorption ¹



Industrial occupancy rate



Source: Jones Lang LaSalle Industrial Real Estate Report 4Q16.

1. In 2015 for Aguascalientes, Guadalajara, Guanajuato, Querétaro, Puebla and Mexicali markets, JLL expanded (updated) the submarkets and industrial parks surveyed along 2015. This alters "net absorption", "growth", and "new deliveries" variables relative to the past.



HIGH OCCUPANCY AND GROWING NEW DELIVERIES

(2Q'17)

	Stock (m²)	Available (m ²)	Net Absorption (m ²) YTD	Vacancy (%)	Lease Price (USD/m ² /month)	Growth (%)	New Deliveries (m ²) YTD
Aguascalientes	2,124,408	47,391	19,712	2.2%	3.58	1.4%	29,893
Guadalajara	3,947,428	225,366	106,040	5.7%	4.10	2.7%	105,518
Guanajuato	5,295,515	370,341	60,340	7.0%	4.21	2.6%	139,588
Querétaro	5,119,499	341,049	98,235	6.7%	4.07	1.3%	68,919
San Luís Potosí	3,048,719	103,254	76,860	3.4%	4.11	40.0%	13,266
Bajío Markets	19,535,569	1,087,401	361,187	5.6%	4.01	1.8%	357,184
Mexico City	7,784,450	316,348	232,454	4.1%	4.82	5.6%	432,738
Puebla	2,554,406	74,780	58,839	2.9%	4.20	40.0%	9,998
T oluca	3,246,298	54,882	79,780	1.7%	4.65	3.2%	102,783
Central Markets	13,585,154	446,010	371,073	3.3%	4.56	4.0%	545,519
Chihuahua	2,159,678	65,184	17,861	3.0%	4.00	-	_
Ciudad Juárez	6,061,968	314,164	44,412	5.2%	4.10	40.0%	26,214
Matamoros	1,670,122	140,515	19,968	8.4%	4.00	-	-
Mexicali	2,243,608	128,776	24,614	5.7%	4.20	-	-
Monterrey	9,933,082	662,000	207,935	6.7%	4.19	1.6%	159,271
Nogales	1,112,108	65,775	1,858	5.9%	3.66	-	-
Nuevo Laredo	888,211	42,860	23,237	4.8%	3.80	-	-
Reynosa	3,084,397	242,053	81,015	7.8%	4.19	2.1%	63,344
Saltillo - Ramos A.	4,338,558	187,584	96,231	4.3%	4.25	20.5%	891,249
Tijuana	5,793,433	79,596	81,288	1.4%	4.63	-	-
North Markets	37,285,165	1,928,507	598,419	5.2%	4.10	3.1%	1,140,078
TOTAL MEXICO	70,405,888	3,461,918	1,330,679	4.9%	4.22	2.90%	2,042,781



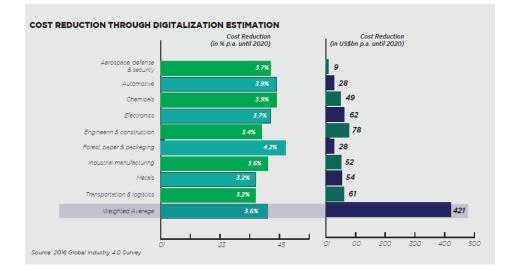
INDUSTRY TRENDS

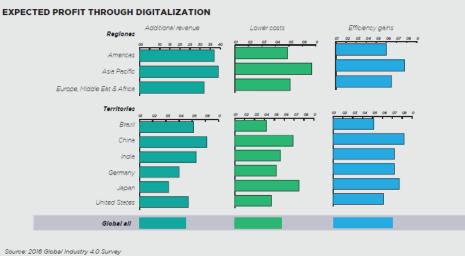
4.0 Industrial Revolution

- Ability to anticipate client demand
- New paradigm known as the 4th Industrial Revolution
- Convergence of technologies
 - Ubiguitous and mobile internet •
 - More powerful and cheaper sensors
 - Artificial intelligence
 - Machine learning •
- Rapid evolution towards new ways of producing Smart Factories
- Vesta will continue supporting leading-edge technology that meets both clients and supply chains' logistical and communication needs

14.0 and Mexico

- Mexico is a world-class Manufacturing Hub, exporting more than one billion dollars per day
- 50% of these exports are manufactured products, form this large portion are highly sophisticated technologies
- 80% of high tech exports in Latin America are produce in Mexico, exporting even more than Canada.







INNOVATING MEXICO'S INDUSTRIAL PLATFORM...

Mexico has developed a strong industrial platform, which is crucial to

North America's competitiveness

Vesta has played a key role as partner to Mexico's most important

supply chains

Industry 4.0 is growing in Vesta's parks across Mexico

Vesta, driven by innovation and passion, is evolving into an exponential organization...beyond a real estate team



Thank You!

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