

NAI Mexico Full Coverage



Market Trends:

Industrial

Guanajuato	2Q 2016	2Q 2017	2Q 2018	Annual Trend
Total Industrial Space Available (SF)	2.17	2.48 M	2.09 M	✓
Vacancy Rate (%)	2.97%	8.60%	4.85%	✓
Asking Lease Rates (Class A - US/SF/Month)	\$39-\$44	\$39-\$44	\$39-\$44	↔
Under Construction (SF)	368,861	623,934	599,634	✓

Opportunities for Tenants:

Changes in Leasing Conditions

Guanajuato	2Q 2016	2Q 2017	2Q 2018	Annual Trend
Free Rent (Months)	1 - 2	1 - 3	1 - 2	✓
Tenant Improvement Allowance	2 - 3	2 - 3	2 - 3	↔
Developer TI's amortization	Yes	Yes	Yes	↔
Annual Rental Escalations	USCPI	USCPI	USCPI	↔

Major Industrial Transactions

Company Name	Type	Size
GM	Lease	225,000 SF
Draexlamier	Lease	139,000 SF
Rivulis	Lease	121,000 SF
Atsumi	Sale	199,000 SF
NSK	Sale	96,000 SF

How Can NAI Support Your 2018 Plan?

Mexico vs. Home Country Comparison Analysis | Total Occupancy Cost Comparison Analysis | Mexico Relocation | Site Selection | Valuation | Sale Lease Back | Lease Recast | Lease vs Purchase | Construction / Tenant Improvements