

### NAI Mexico Full Coverage



### Market Trends: Industrial

Monterrey	3Q 2016	3Q 2017	3Q 2018	Annual Trend
Total Industrial Space Available (SF)	7.35 M	4.52 M	5.61 M	✓
Vacancy Rate (%)	7.27%	4.48%	5.12%	✓
Asking Lease Rates (Class A - US/SF/Month)	\$.35-\$.38	\$.40-\$.43	\$.40-\$.43	↔
Under Construction (SF)	1.79 M	1.69 M	1.53 M	✓

### Opportunities for Tenants: Changes in Leasing Conditions

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

### Major Industrial Transactions

Company Name	Type	Size
Torrey	Lease	106,000 SF
Henkel	Lease	67,000 SF
Taesung	Lease	65,000 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