

### NAI Mexico Full Coverage



### Market Trends:

Industrial

Reynosa	3Q 2015	3Q 2016	3Q 2017	Annual Trend
Total Industrial Space Available (SF)	0.72	3.33 M	1.82 M	✓
Vacancy Rate (%)	5.10%	10.02%	5.88%	✓
Asking Lease Rates (Class A - US/SF/Month)	\$34-\$44	\$38-\$44	\$41-\$44	↔
Under Construction (SF)	320,000	0	0	✓

### Opportunities for Tenants:

Changes in Leasing Conditions

Reynosa	3Q 2015	3Q 2016	3Q 2017	Annual Trend
Free Rent (Months)	1 - 2	1 - 2	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
DSV Solutions	Lease	72,650 SF
Corning	Lease	50,000 SF
Kauffman	Lease	40,000 SF
Impreso RTM	Sale	64,583 SF
Javentures	Sale	64,000 SF



### How Can NAI Support Your 2017 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