



Market Trends:

Industrial

Tijuana	3Q 2015	3Q 2016	3Q 2017	Annual Trend
Total Industrial Space Available (SF)	4.75 M	3.16 M	2.54 M	✓
Vacancy Rate (%)	7.56%	4.85%	3.69%	✓
Asking Lease Rates (Class A - US/SF/Month)	\$43-\$46	\$44-\$46	\$44-\$46	↔
Under Construction (SF)	326,531	750,258	950,653	↑

Opportunities for Tenants:

Changes in Leasing Conditions

Tijuana	3Q 2015	3Q 2016	3Q 2017	Annual Trend
Free Rent (Months)	1 - 3	1 - 2	1 - 2	↔
Tenant Improvement Allowance	2 - 3	2 - 3	2 - 3	↔
Developer TI's amortization	Yes	Yes	Yes / Low	✓
Annual Rental Escalations	USCPI	USCPI	USCPI	↔

Major Industrial Transactions

Company Name	Type	Size
Frialsa	BTS	135,000 SF
TECMA	Lease	102,000 SF
GPI	Lease	75,347 SF
Smurfit Kappa	Lease	62,000 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