



### Market Trends:

Industrial

### Opportunities for Tenants:

Changes in Leasing Conditions

San Luis Potosí	2Q 2016	2Q 2017	2Q 2018	Annual Trend
Total Industrial Space Available (SF)	2.13	0.65 M	0.50 M	✓
Vacancy Rate (%)	4.67%	2.91%	2.14%	✓
Asking Lease Rates (Class A - US/SF/Month)	\$38-\$41	\$38-\$41	\$38-\$41	↔
Under Construction (SF)	785,029	626,670	940,623	↑

San Luis Potosí	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
Protrans	Lease	200,000 SF
Stadard Cable	Lease	55,000 SF
NAL	Sale	280,000 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