

Northwest

Tijuana
Mexicali
 Hermosillo
 Nogales
 Ensenada
 Tecate
 Rosarito

Northcentral

Ciudad Juarez
 Chihuahua
 Durango

Northeast

Monterrey
 Saltillo
 Torreon
 Reynosa
 Matamoros
 Nuevo Laredo

Bajío

Guanajuato
 Queretaro
 Guadalajara
 San Luis Potosi
 Aguascalientes
 Lagos de Moreno

Central

Mexico City
 Toluca
 Puebla



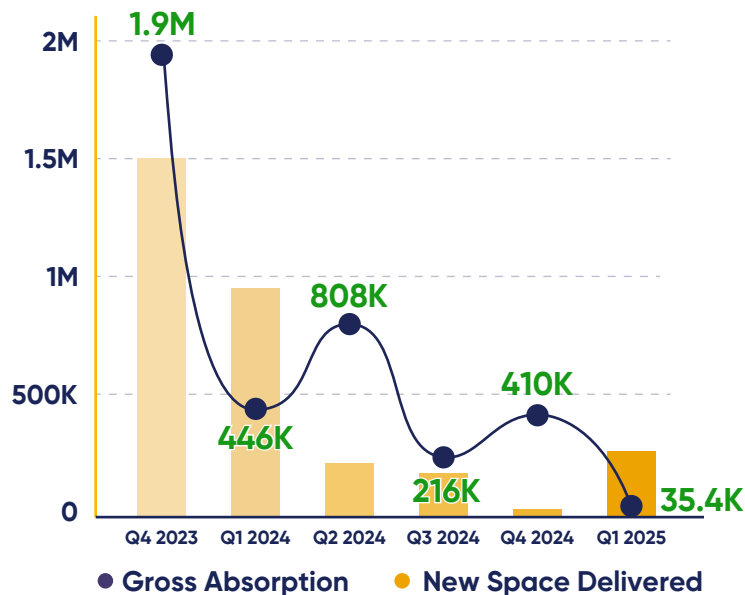
METRO AREA OVERVIEW

As the capital of Baja California, Mexicali is the state's second largest city, home to more than 1 Million people. Mexicali also comprises part of the Cali-Baja Megaregion, contributing water, solar and geothermal energy, as well as two ports of entry into California. Mexicali is located south of El Centro and Calexico, California, and provides optimal connections to California, Arizona, Baja California and Sonora. The city has 19 universities, of which many offer degrees paired with foreign operations.

INDUSTRIAL MARKET OVERVIEW

Mexicali's ability to transport finished goods for "overnight" delivery to the Western US is driven by more than 40 industrial parks and zones. The top 3 industrial sectors in the city are aerospace, medical devices and electronics, and the largest employers are BIMBO, Coca-Cola, and JUMEX. Land available for future industrial development exists on the west, east, and south sides of the city. Additionally, Mexicali's flat topography is ideal for the construction of industrial parks and buildings.

HISTORIC DEMAND AND NEW SPACE DELIVERED (SF)



MARKET ACTIVITY

Gross Absorption: A total of 35K SF was absorbed, consisting of existing space occupied.

Availability: Increased to 3.5M SF, due to:

- 387K SF of available space delivered.
- 579K SF of vacated space.

MARKET LEVERAGE



Mexicali remains as a tenant market, as vacancy has increased significantly, in large part due to vacated space and the large number of current available buildings.

MAIN INDICATORS LEVEL 1 (SF) ▲▼ Previous Quarter Difference

| | MARKET SIZE | AVAILABILITY | VACANCY | GROSS ABSORPTION | NET ABSORPTION | AVG. LEASE RATE (US\$/Mo) |
|-------------|-------------|--------------|---------|------------------|----------------|------------------------------|
| CURRENT QTR | 39.4M | 3.5M | 8.92% | 35.4K | | |
| PAST QTR | 39M | 2.6M | 6.62% | 409.8K | | |
| CHANGE | ▲386.8K | ▲930.5K | ▲2.30% | ▼-374.4K | | |

**CONTACT US FOR
LEVEL 2 REPORT**

**WHERE CAN WE
HELP YOU NEXT?**

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All measurements are in square feet | Market Size, Vacancy and Availability are based on existing buildings, excluding under construction | No warranty or representation, express or implied, is made as to the accuracy of the information.



LEVEL 1 GLOSSARY

Market Size

The combined size, stated in square feet, of all the industrial buildings, distribution centers and warehouses that physically exist in the market for this quarter.

Availability

The combined size, stated in square feet, of all the industrial buildings, distribution centers and warehouses that physically exist and are currently available in the market for this quarter.

Vacancy

The percentage of all existing space currently available in relation to the total size of the market.

Gross Absorption

All physically existing space that was newly occupied by a tenant or buyer during the quarter; the sum of existing space leased (or acquired) and buildings that finished construction and are newly occupied by a tenant upon delivery (BTS and pre-leased Spec.).

Net Absorption

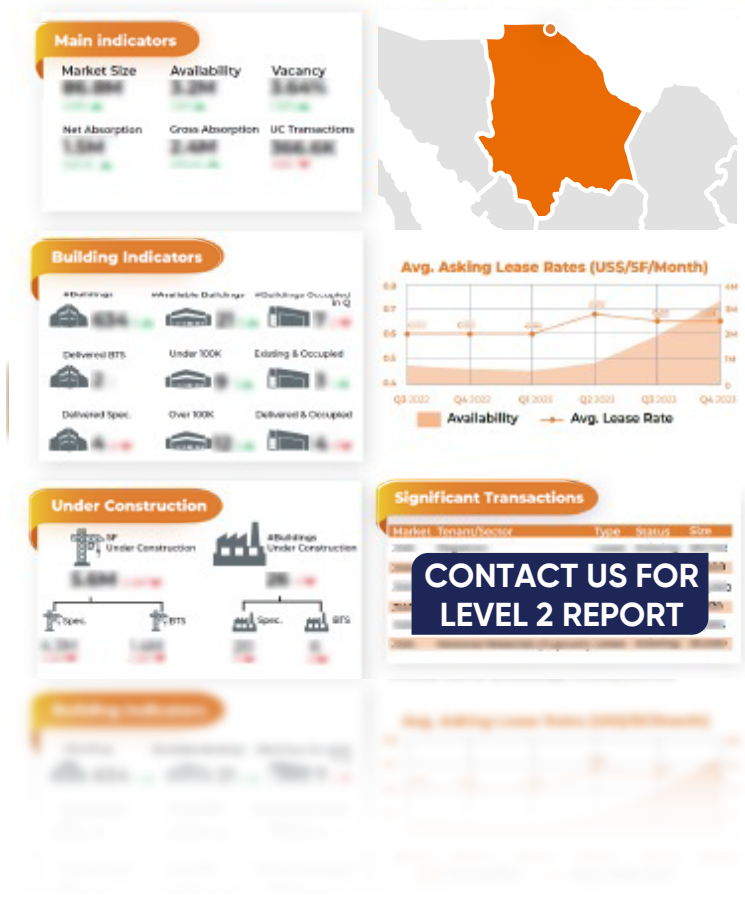
The resulting subtraction of all physically existing space newly occupied during the quarter minus the space that has become available during the period; Gross Absorption minus Vacated space and Delivered & Available Spec.

Avg. Lease Rate

The monthly lease rate per square foot that, on average, the owners of all available buildings are requesting.

Need access to more industrial analytics?

• Access to Level 2 "decision-making" KPI'S



Access Levels & Benefits

| KPIs | LEVEL 1 MEXICO REAL ESTATE ANALYTICS | LEVEL 2 ADVANCED MEXICO BUSINESS INTELLIGENCE | LEVEL 3 STRATEGIC PLANNING SUITE |
|----------------------------------|--|---|--|
| Number of KPIs available | 6 | 25 | 52+ |
| Gross Absorption | ✓ | ✓ | ✓ |
| Vacancy | ✓ | ✓ | ✓ |
| Market Size | ✓ | ✓ | ✓ |
| Available SF | ✓ | ✓ | ✓ |
| Available Buildings per size | ✓ | ✓ | ✓ |
| *Upon request | | | |
| Markets summaries | | | |
| Basic market description | ✓ | ✓ | ✓ |
| In-depth analysis | ✓ | ✓ | ✓ |
| Interactive dashboard | | | |
| Basic | ✓ | ✓ | ✓ |
| All markets | ✓ | ✓ | ✓ |
| Regional and national | ✓ | ✓ | ✓ |
| Multi-market comparison | ✓ | ✓ | ✓ |
| Market analysis | | | |
| Single market | ✓ | ✓ | ✓ |
| Multi-market analysis | ✓ | ✓ | ✓ |
| Developer/Owner tools | | | |
| Building competitive position | ✓ | ✓ | ✓ |
| Future tenant/origin expectation | ✓ | ✓ | ✓ |
| Location analysis | ✓ | ✓ | ✓ |
| Building requirement analysis | ✓ | ✓ | ✓ |
| Strategic Planning Report | ✓ | ✓ | ✓ |
| NAI Mexico support services | | | |
| Local broker project Support | ✓ | ✓ | ✓ |
| Management consulting | ✓ | ✓ | ✓ |

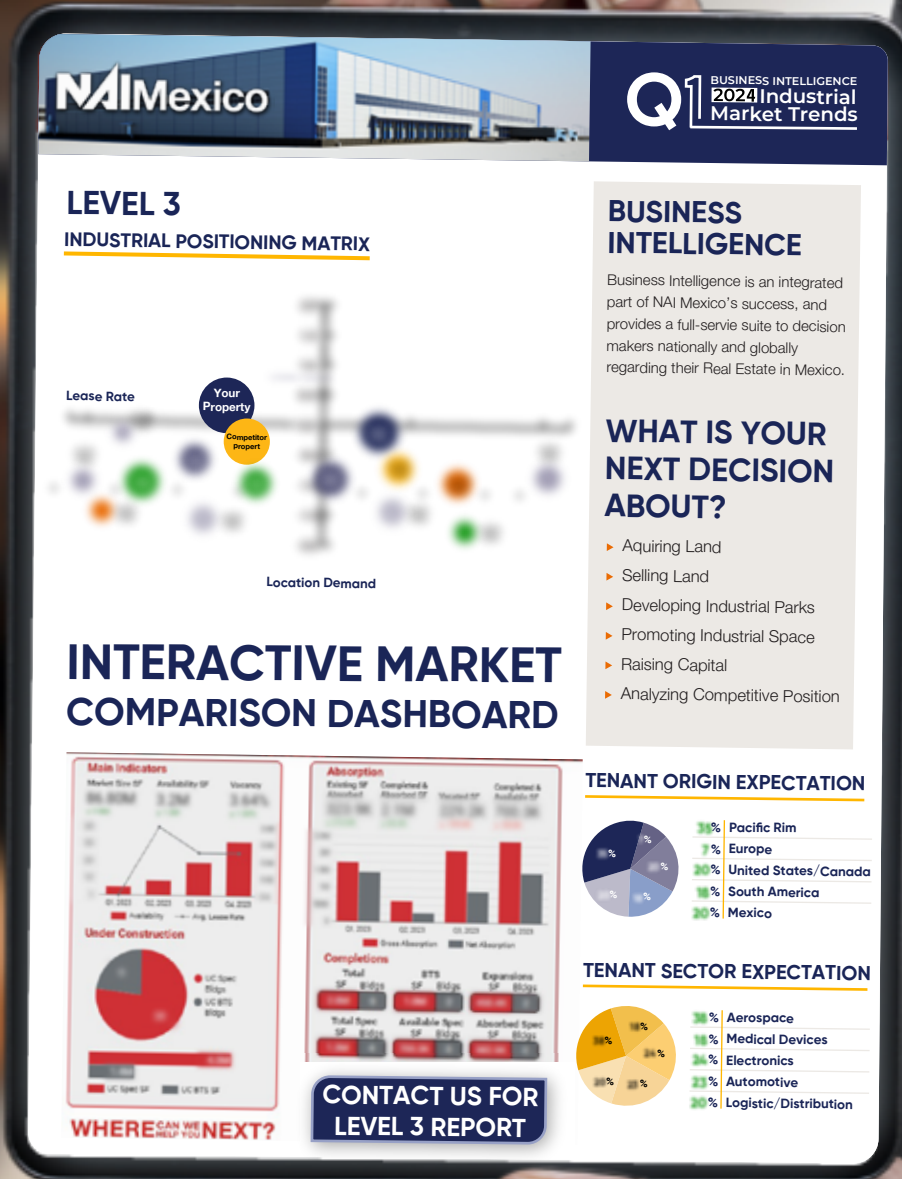
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NEED ACCESS TO MORE INDUSTRIAL ANALYTICS

- NEED TAILOR MADE ANALYTICS FOR YOUR PROJECT? **REQUEST LEVEL 3 ACCESS**



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