

# Independent Auditors' Report

To the Technical Committee and Trustors of Fideicomiso Irrevocable No. F/17416-3 (Banco Nacional de México, S.A., integrante del Grupo Financiero Banamex, División Fiduciaria) and Subsidiaries

## Opinion

We have audited the consolidated financial statements of Fideicomiso Irrevocable No. F/17416-3 (Banco Nacional de México, S.A., integrante del Grupo Financiero Banamex, División Fiduciaria) and Subsidiaries (the "Entity" or the "Trust"), which comprise the consolidated statements of financial position as of December 31, 2017, 2016 and 2015, and the consolidated statements of profit or loss and other comprehensive income, consolidated statements of changes in trustors' capital and consolidated statements of cash flows for the years then ended, and notes to the consolidated financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the consolidated financial position of Fideicomiso Irrevocable No. F/17416-3 (Banco Nacional de México, S.A., integrante del Grupo Financiero Banamex, División Fiduciaria) and Subsidiaries as of December 31, 2017, 2016 and 2015, and their consolidated financial performance and their consolidated cash flows for the years then ended in accordance with International Financial Reporting Standards as issued by the International Accounting Standards Board. ("IASB").

## Basis for opinion

We conducted our audits in accordance with International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of Consolidated Financial Statements section of our report. We are independent of the trust with the International Ethics Standards Board for Accountants' Code of Ethics for professional Accountants (IESBA Code) and with the Ethics Code issued by the Mexican Institute of Public Accountants (IMCP Code), and we have fulfilled our other ethical responsibilities in accordance with the IESBA Code and IMCP Code.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

## Key audit matters

The key audit matters are those matters which, in our professional judgment, have been of the greatest significance in our audit of the consolidated financial statements of the current period. These matters have been addressed in the context of our audit of the consolidated financial statements taken as a whole, and in the formation of our opinion thereon, and we do not express a separate opinion on those matters. We have determined that the matters described below are the key audit matters which should be communicated in our report.

## Valuation of Investment Properties

As explained in Note 7 to the accompanying consolidated financial statements, to estimate the fair value of the investment properties, with the support of an independent expert, management selects the valuation techniques it considers most appropriate under the specific circumstances of each investment property. The assumptions related to the estimates of the fair values of the investment properties include, among others, the procurement of the contractual rentals, the expectation of future market rentals, renewal rates, maintenance requirements, discount rates which reflect the uncertainties of current markets, capitalization rates and recent transaction prices.

Based on a sample of properties selected randomly, we tested the information contained in the valuation of the investment property, including the lease revenues, acquisitions and capital expenses, comparing them with that recorded by the Trust. Such information was then tested and substantiated against the lease agreements that were duly signed and approved, and we reviewed the respective support documentation. For the properties in development, we made random selections and reviewed the cost recorded as of this date and recorded in accounting and ascertained that the costs incurred are similar in other fully completed projects. Based on the reports presented by the construction supervisor, we obtained a sample of the total cost reported at the review date and verified the support documentation of such expenses.

We met with the independent appraisers and obtained the valuation reports of all the properties. We analyzed such reports and confirmed that the valuation method of each property was applied in conformity with International Accounting Standard 40 "Investment Properties" and that the use in the determination of the book value was appropriate for financial statement purposes. Furthermore, we involved our internal valuation specialists to compare the valuations of each property against our market value expectation, and also reviewed and challenged the valuation methodology and assumptions considered by the independent appraiser. For this purpose we used evidence of comparable market operations and focused specifically on properties where the growth in capital values was higher or lower compared to market indexes.

We questioned the methodology and reasoning of the Trust's management for the valuation of the investment properties, based on the above assumptions, and concluded that the values are fair.

### **Recognition of lease revenues**

Once the Trust has established that it has a contract from which revenues are generated, it should assess which are commitments assumed and which represent obligations to the lessees. It will also have to determine the time at which the benefits and obligations have been transferred to the lessee with regard to the use of the spaces, which, together with other factors, will determine the initial recognition of the respective revenue.

The revenues associated with operating leases are recognized systematically for accounting purposes over the lease term, taking into account the incentives granted, such as grace periods, as well as the minimum payments which include considerations received at the beginning of the leases. Contingent rentals (such as variable rentals) are recognized when they are generated. The lease term is the noncancelable period of the contract, including additional periods for which the lessee has a renewal option, when at the beginning of the lease, management has a reasonable assurance that the lessee will exercise such option.

Pursuant to the foregoing, our procedures included, among others, the review of the commercial terms of the contracts to determine the appropriate moment to begin recognition of the revenues. We analyzed the rights and obligations established in the contracts and assured ourselves that all these elements were contemplated and accounted for correctly, and we inquired about and corroborated the elements used by management to determine the contingent revenues, among other procedures.

### **Tax compliance to maintain the status as a FIBRA in accordance with the Income Tax Law.**

As discussed in Note 1 to the consolidated financial statements, to maintain its status as a FIBRA, the Mexican Tax Administration Service ("SAT") has established, in articles 187 and 188 of the Income Tax Law, that the Trust must annually distribute at least 95% of its net tax result to the holders of its CBFIs, apart from other requirements. The test of compliance with such articles was significant for our audit because it is the fundamental going concern principle of the Trust. As a result, our audit procedures included the review of the annual tax result of the Trust and the involvement of tax experts to evaluate compliance with the principal requirements contained in such articles under the laws in effect as of December 31, 2017. Given the importance of the aforementioned matter, a change in the entity's status based on the Income Tax Law may have a material effect on the consolidated financial statements. The results of our audit procedures were reasonable.

### **Other information included in the document containing the consolidated financial statements**

Management of the Trust is responsible for the other information. The other information will include the information that will be incorporated into the Annual Report which the Entity is required to prepare in conformity with article 33, section I, subsection b) of Title Fourth, Chapter First of the General Provisions Applicable to Issuers and Other Stock Market Participants in Mexico, and the Instructions which accompany those provisions ("the Provisions"). The Annual Report is expected to be available for reading after the date of this audit report.

Our opinion on the consolidated financial statements will not cover the other information and we will not express any form of assurance thereon.

In relation with our audit of the consolidated financial statements, our responsibility will be to read the Annual Report, when it is available, and when we do so, to consider whether the other information contained therein is materially inconsistent with the consolidated financial statements or our knowledge obtained during the audit or appears to contain a material misstatement. When we read the Annual Report, we will issue the legend on the reading of the annual report, as required in Article 33, Section I, subsection b) numeral 1.2 of the Provisions.

### **Responsibilities of Management for the Consolidated Financial Statements**

Management of the Trust is responsible for the preparation and fair presentation of the accompanying consolidated financial statements in accordance with International Financial Reporting Standards as issued by the International Accounting Standards Board, and for such internal control as management of the Trust determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is responsible for assessing the Trust's ability to continue as a going concern, disclosing, as applicable, matters, related with the Trust to going concern and using the going concern basis of accounting unless management either intends to liquidate the Trust or to cease operations, or has no realistic alternative but to do so.

The Trust's management is responsible for overseeing the Trust's financial reporting process.

### **Independent Auditor's Responsibilities for the Audit of the Consolidated Financial Statements**

Our objective are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

As part of an audit in accordance with ISA's, we exercise professional judgement and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Trust's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.

- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Trust's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditors' report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditors' report. However, future events or conditions may cause the Trust to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- We obtained sufficient and adequate evidence about the financial information of the entities or business activities within the Trust in order to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the audit of the Trust. We remain solely responsible for our audit opinion.

We communicate with the Trust's management about, among other matters, the scope and the timing of the performance of the planned audit and the significant audit findings, as well as any material internal control deficiency that we identify during the course of the audit.

We also provide to the Trust's management a statement that we have complied with applicable ethical requirements in relation to independence and communicated with them about all the relationships and other matters which might be reasonably expected to have an effect on our independence and, as the case may be, the related safeguards.

From the matters communicated with those charged of Trust's management, we determine those matters that were of most significance in the audit of the consolidated financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

Galaz, Yamazaki, Ruiz Urquiza, S. C.  
Member of Deloitte Touche Tohmatsu Limited



**C. P. C. Miguel Ángel del Barrio Burgos**

Mexico City, Mexico  
March 14, 2018

# Consolidated Statements of Financial Position

As of December 31, 2017, 2016 and 2015 (In Mexican pesos)

|                                                                 | Notes | 2017                     | 2016                     | 2015                     |
|-----------------------------------------------------------------|-------|--------------------------|--------------------------|--------------------------|
| <b>Assets</b>                                                   |       |                          |                          |                          |
| <b>Current assets:</b>                                          |       |                          |                          |                          |
| Cash, cash equivalents and restricted cash                      | 5     | \$ 3,088,324,660         | \$ 2,445,656,408         | \$ 2,254,171,381         |
| Lease receivables and other receivables                         | 6     | 448,387,766              | 533,609,317              | 274,759,604              |
| Accounts receivable from related parties                        | 13    | 5,389,558                | 64,729,516               | 3,838,261                |
| Recoverable taxes, mainly Income Taxes                          |       | 2,304,907                | 121,053,178              | 124,145,182              |
| Prepaid expenses, mainly commissions to be amortized and others |       | 24,197,582               | 11,592,029               | 5,977,264                |
| <b>Total current assets</b>                                     |       | <b>3,568,604,473</b>     | <b>3,176,640,448</b>     | <b>2,662,891,692</b>     |
| <b>Non-current assets:</b>                                      |       |                          |                          |                          |
| Investment properties                                           | 7     | 60,371,665,765           | 55,044,271,556           | 46,521,679,058           |
| Acquisition of technological platform                           |       | 14,016,090               | 13,943,542               | -                        |
| Other assets                                                    |       | 10,000,000               | 7,500,000                | -                        |
| Machinery and equipment                                         |       | 14,465,805               | 6,120,342                | 1,496,028                |
| Deferred income tax of subsidiary                               |       | 7,016,301                | 5,674,000                | 4,100,125                |
| <b>Total non-current assets</b>                                 |       | <b>60,417,163,961</b>    | <b>55,077,509,440</b>    | <b>46,527,275,211</b>    |
| <b>Total assets</b>                                             |       | <b>\$ 63,985,768,434</b> | <b>\$ 58,254,149,888</b> | <b>\$ 49,190,166,903</b> |
| <b>Liabilities and trustors' capital</b>                        |       |                          |                          |                          |
| <b>Current liabilities:</b>                                     |       |                          |                          |                          |
| Interest payable on financial liabilities                       |       | \$ 218,913,060           | \$ 114,038,889           | \$ -                     |
| Deferred lease revenue                                          |       | 310,499,229              | 190,326,018              | 161,290,584              |
| Trade accounts payable and accrued expenses                     | 11    | 192,928,447              | 90,155,840               | 41,671,873               |
| Prepaid lease                                                   |       | 39,108,432               | 60,719,173               | 48,857,762               |
| Accounts payable to related parties                             | 13    | 184,942,223              | 518,239,633              | 173,313,820              |
| Tax payable                                                     |       | 57,585,850               | 5,571,309                | 5,281,902                |
| <b>Total current liabilities</b>                                |       | <b>1,003,977,241</b>     | <b>979,050,862</b>       | <b>430,415,941</b>       |
| <b>Non-current liabilities:</b>                                 |       |                          |                          |                          |
| Long-term financial liabilities                                 | 12    | 6,452,720,449            | 3,967,746,985            | -                        |
| Deferred lease revenue                                          |       | 1,202,608,816            | 1,249,238,492            | 537,625,153              |
| Deposits of tenants                                             |       | 366,234,292              | 315,323,934              | 211,838,714              |
| Employee benefits                                               | 9     | 9,959,699                | 8,448,799                | 6,401,838                |
| <b>Total liabilities</b>                                        |       | <b>8,031,523,256</b>     | <b>5,540,758,210</b>     | <b>755,865,705</b>       |
| <b>Trustors' capital:</b>                                       |       |                          |                          |                          |
| Trustors' capital                                               | 14    | 43,610,750,525           | 44,608,464,372           | 45,122,110,236           |
| Retained earnings                                               |       | 10,878,899,354           | 7,126,970,274            | 2,882,288,246            |
| Other comprehensive loss for the year                           |       | (1,075,211)              | (1,093,830)              | (513,225)                |
| Controlling interest                                            |       | 54,488,574,668           | 51,734,340,816           | 48,003,885,257           |
| Non-controlling interest                                        |       | 461,693,269              | -                        | -                        |
| <b>Total trustors' capital:</b>                                 |       | <b>54,950,267,937</b>    | <b>51,734,340,816</b>    | <b>48,003,885,257</b>    |
| <b>Total liabilities and trustors' capital</b>                  |       | <b>\$ 63,985,768,434</b> | <b>\$ 58,254,149,888</b> | <b>\$ 49,190,166,903</b> |

## Consolidated Statements of Profit or Loss and Other Comprehensive Income

For the years ended December 31, 2017, 2016 and 2015 (In Mexican pesos)

|                                                                        | Notes | 2017                    | 2016                    | 2015                    |
|------------------------------------------------------------------------|-------|-------------------------|-------------------------|-------------------------|
| Fixed rental revenues                                                  |       | \$ 2,603,591,802        | \$ 1,989,336,678        | \$ 1,440,378,588        |
| Variable rental revenues                                               |       | 240,689,801             | 155,967,064             | 121,190,914             |
| Deferred lease revenue                                                 |       | 285,231,182             | 161,290,583             | 38,279,124              |
| Parking revenues                                                       |       | 367,305,390             | 300,990,879             | 259,993,470             |
| Maintenance and advertising revenues                                   |       | 639,845,987             | 498,563,463             | 418,732,899             |
|                                                                        |       | <u>4,136,664,162</u>    | <u>3,106,148,667</u>    | <u>2,278,574,995</u>    |
| Advisory fees                                                          |       | 552,475,415             | 463,892,046             | 354,765,337             |
| Representation fees                                                    |       | 84,697,987              | 81,956,062              | 59,793,338              |
| Professional fees                                                      |       | 19,258,564              | 13,079,734              | 14,162,417              |
| Operation and maintenance expenses                                     |       | 639,919,739             | 514,475,811             | 394,586,615             |
| Property tax                                                           |       | 128,171,406             | 88,936,994              | 67,291,472              |
| Insurance                                                              |       | 30,226,896              | 27,746,831              | 18,988,273              |
| Interest income                                                        |       | (113,293,979)           | (80,614,944)            | (84,447,112)            |
| Interest expense                                                       |       | 130,441,513             | 21,526,292              | 350,272                 |
| Foreign exchange gain – Net                                            |       | 18,406,362              | (110,340,363)           | (43,985,662)            |
| Income tax expense (gain) of subsidiary                                |       | 232,946                 | 2,121,793               | (1,968,613)             |
| Adjustments to fair value of investment property                       | 7     | (2,520,134,043)         | (3,789,379,865)         | (1,200,888,689)         |
| <b>Profit for the year</b>                                             |       | <u>\$ 5,166,261,356</u> | <u>\$ 5,872,748,276</u> | <u>\$ 2,699,927,347</u> |
| Other comprehensive income results not recyclable:                     |       |                         |                         |                         |
| Actuarial (losses) gains of employee benefits                          |       | 18,619                  | (580,605)               | (798,456)               |
| <b>Total consolidated comprehensive income for the year</b>            |       | <u>\$ 5,166,279,975</u> | <u>\$ 5,872,167,671</u> | <u>\$ 2,699,128,891</u> |
| <b>Total comprehensive income attributable to controlling interest</b> |       | <u>\$ 5,166,279,975</u> | <u>\$ 5,872,167,671</u> | <u>\$ 2,699,128,891</u> |
| <b>Basic comprehensive income per CBFI (pesos)</b>                     |       | <u>\$ 3,6590</u>        | <u>\$ 4,1670</u>        | <u>\$ 2,6643</u>        |
| <b>Diluted comprehensive income per CBFI (pesos)</b>                   |       | <u>\$ 3,4016</u>        | <u>\$ 3,8198</u>        | <u>\$ 1,797</u>         |

## Consolidated Statements of Changes in Trustors' Capital

For the years ended December 31, 2017, 2016 and 2015 (In Mexican pesos)

|                                                           | Trustors' capital        | Retained earnings        | Other items of comprehensive income | Controlling interest     | Non-controlling interest | Total                    |
|-----------------------------------------------------------|--------------------------|--------------------------|-------------------------------------|--------------------------|--------------------------|--------------------------|
| Balance as of January 1, 2015                             | \$ 42,748,107,495        | \$ 1,168,556,280         | \$ 285,231                          | \$ 43,916,949,006        | \$ -                     | \$ 43,916,949,006        |
| Contribution of investment properties                     | 1,328,907,820            | -                        | -                                   | 1,328,907,820            | -                        | 1,328,907,820            |
| Increase in equity by contributions in kind               | 1,465,540,409            | -                        | -                                   | 1,465,540,409            | -                        | 1,465,540,409            |
| Increase in equity due to capitalization of advisory fees | 426,809,711              | -                        | -                                   | 426,809,711              | -                        | 426,809,711              |
| Capital reimbursements                                    | (847,255,198)            | -                        | -                                   | (847,255,198)            | -                        | (847,255,198)            |
| Dividends paid                                            | -                        | (986,195,382)            | -                                   | (986,195,382)            | -                        | (986,195,382)            |
| Comprehensive income:                                     |                          |                          |                                     |                          |                          |                          |
| Consolidated net income for the year                      | -                        | 2,699,927,347            | -                                   | 2,699,927,347            | -                        | 2,699,927,347            |
| Actuarial loss for employee benefits                      | -                        | -                        | (798,456)                           | (798,456)                | -                        | (798,456)                |
|                                                           | -                        | 2,699,927,347            | (798,456)                           | 2,699,128,891            | -                        | 2,699,128,891            |
| Balance as of December 31, 2015                           | 45,122,110,237           | 2,882,288,245            | (513,225)                           | 48,003,885,257           | -                        | 48,003,885,257           |
| Contribution of investment properties                     | 1,053,291,737            | -                        | -                                   | 1,053,291,737            | -                        | 1,053,291,737            |
| Increase in equity due to capitalization of advisory fees | 483,417,795              | -                        | -                                   | 483,417,795              | -                        | 483,417,795              |
| Capital reimbursements                                    | (2,050,355,397)          | -                        | -                                   | (2,050,355,397)          | -                        | (2,050,355,397)          |
| Dividends paid                                            | -                        | (1,628,066,247)          | -                                   | (1,628,066,247)          | -                        | (1,628,066,247)          |
| Comprehensive income:                                     |                          |                          |                                     |                          |                          |                          |
| Consolidated net income for the year                      | -                        | 5,872,748,276            | -                                   | 5,872,748,276            | -                        | 5,872,748,276            |
| Actuarial loss for employee benefits                      | -                        | -                        | (580,605)                           | (580,605)                | -                        | (580,605)                |
|                                                           | -                        | 5,872,748,276            | (580,605)                           | 5,872,167,671            | -                        | 5,872,167,671            |
| Balance as of December 31, 2016                           | 44,608,464,372           | 7,126,970,274            | \$ (1,093,830)                      | 51,734,340,816           | -                        | 51,734,340,816           |
| Contribution of investment properties                     | -                        | -                        | -                                   | -                        | -                        | -                        |
| Increase in equity due to capitalization of advisory fees | 486,341,093              | -                        | -                                   | 486,341,093              | -                        | 486,341,093              |
| Capital reimbursements                                    | (1,484,054,940)          | -                        | -                                   | (1,484,054,940)          | -                        | (1,484,054,940)          |
| Dividends paid                                            | -                        | (1,414,332,276)          | -                                   | (1,414,332,276)          | -                        | (1,414,332,276)          |
| Comprehensive income:                                     |                          |                          |                                     |                          |                          |                          |
| Consolidated net income for the year                      | -                        | 5,166,261,356            | -                                   | 5,166,261,356            | -                        | 5,166,261,356            |
| Actuarial loss for employee benefits                      | -                        | -                        | 18,619                              | 18,619                   | -                        | 18,619                   |
|                                                           | -                        | 5,166,261,356            | 18,619                              | 5,166,279,975            | -                        | 5,166,279,975            |
| Non controlling interest                                  | -                        | -                        | -                                   | -                        | 461,693,269              | 461,693,269              |
| <b>Balance as of December 31, 2017</b>                    | <b>\$ 43,610,750,525</b> | <b>\$ 10,878,899,354</b> | <b>\$ (1,075,211)</b>               | <b>\$ 54,488,574,668</b> | <b>\$ 461,693,269</b>    | <b>\$ 54,950,267,937</b> |

# Consolidated Statements of Cash Flows

For the years ended December 31, 2017, 2016 and 2015 (In Mexican pesos)

## Cash flows from operating activities:

|                                                  |                      |                      |                      |
|--------------------------------------------------|----------------------|----------------------|----------------------|
| Consolidated net income                          | \$ 5,166,261,356     | \$ 5,872,748,276     | \$ 2,699,927,347     |
| Adjustments to net income:                       |                      |                      |                      |
| (Benefits) income tax from subsidiary            | 232,946              | 2,121,793            | (1,968,613)          |
| Adjustments to fair value of investment property | (2,520,134,043)      | (3,789,379,865)      | (1,200,888,689)      |
| Advisory fee liquidated by equity instruments    | 486,341,092          | 344,146,181          | 259,382,648          |
| Employee benefits                                | 1,537,498            | 1,217,525            | 728,926              |
| Depreciation of machinery and equipment          | 706,508              | 478,570              | 193,430              |
| Amortization of technological platform           | 4,672,030            | -                    | -                    |
| Interest income                                  | (113,293,979)        | (80,614,944)         | (84,447,112)         |
| Interest expense                                 | 130,441,514          | 21,526,292           | 350,272              |
| <b>Total</b>                                     | <b>3,156,764,922</b> | <b>2,372,243,828</b> | <b>1,673,278,209</b> |

## Changes in working capital:

|                                                   |                      |                      |                      |
|---------------------------------------------------|----------------------|----------------------|----------------------|
| (Increase) decrease in:                           |                      |                      |                      |
| Lease receivable and other receivables            | 72,615,999           | (264,464,477)        | (116,380,888)        |
| Accounts receivable from related parties          | 59,339,958           | (60,891,255)         | (3,838,261)          |
| Recoverable taxes, mainly Income Taxes            | 118,748,271          | 3,092,004            | 46,933,147           |
| Increase (decrease) in:                           |                      |                      |                      |
| Trade accounts payable and accrued expenses       | 101,422,326          | 49,044,963           | 1,862,285            |
| Prepaid lease                                     | (21,610,741)         | 11,861,411           | 12,558,064           |
| Deferred lease revenue                            | 73,543,533           | 740,648,773          | 510,918,458          |
| Deposits of tenants                               | 50,910,358           | 103,485,220          | 192,401,222          |
| Income tax paid                                   | 51,781,595           | (2,393,382)          | -                    |
| Accounts payable to related parties               | (333,297,410)        | 131,407,817          | 84,621,004           |
| <b>Net cash generated in operating activities</b> | <b>3,330,218,811</b> | <b>3,084,034,902</b> | <b>2,402,353,240</b> |

## Cash flows from investing activities

|                                              |                        |                        |                        |
|----------------------------------------------|------------------------|------------------------|------------------------|
| Acquisitions of investment properties        | (2,112,519,857)        | (3,303,716,359)        | (1,884,904,085)        |
| Acquisition of technological platform        | (4,744,578)            | (13,943,542)           | -                      |
| Acquisitions of machinery and equipment      | (9,051,971)            | (5,102,884)            | (83,519)               |
| Sale of land                                 | 62,953,798             | 74,394,746             | -                      |
| Interest received                            | 113,293,979            | 80,614,944             | 84,447,112             |
| <b>Net cash used in investing activities</b> | <b>(1,950,068,629)</b> | <b>(3,167,753,095)</b> | <b>(1,800,540,492)</b> |

## Cash flows from financing activities:

|                                                        |                      |                    |                        |
|--------------------------------------------------------|----------------------|--------------------|------------------------|
| Loans obtained (financial liability)                   | 2,500,000,000        | 4,000,000,000      | -                      |
| Expenses paid on the issuance of financial liabilities | (20,928,176)         | (41,848,695)       | -                      |
| Debt commissions                                       | (2,500,000)          | -                  | -                      |
| Capital reimbursements                                 | (1,484,054,940)      | (2,050,355,397)    | (847,255,198)          |
| Dividends paid                                         | (1,414,332,276)      | (1,628,066,247)    | (986,195,382)          |
| Interest paid                                          | (315,666,538)        | (4,526,441)        | (350,272)              |
| <b>Net cash used in financing activities</b>           | <b>(737,481,930)</b> | <b>275,203,220</b> | <b>(1,833,800,852)</b> |

## Cash, cash equivalents and restricted cash:

|                                                                              |                      |                         |                         |
|------------------------------------------------------------------------------|----------------------|-------------------------|-------------------------|
| Net (decrease) increase in cash, cash equivalents and restricted cash        | 642,668,252          | 191,485,027             | (1,231,988,104)         |
| <b>Cash, cash equivalents and restricted cash at the beginning of period</b> | <b>2,445,656,408</b> | <b>2,254,171,381</b>    | <b>3,486,159,485</b>    |
| Cash, cash equivalents and restricted cash at the end of period              | \$ 3,088,324,660     | \$ 2,445,656,408        | \$ 2,254,171,381        |
| Investment items that did not generate cash flow:                            |                      |                         |                         |
| <b>Contribution of investment properties (see Note 7)</b>                    | <b>\$ -</b>          | <b>\$ 1,053,291,737</b> | <b>\$ 1,328,907,820</b> |



# Notes to the Consolidated Financial Statements

For the years ended December 31, 2017, 2016 and 2015 (In Mexican pesos)

## 1. General information

Fideicomiso Irrevocable No. 17416-3 (Banco Nacional de México, S.A., integrante del Grupo Banamex División Fiduciaria) (the "Entity", "Fibra Danhos" or the "Trust") was established in Mexico City as a real estate trust on June 10, 2013 by an initial contribution of \$18,000, mainly to acquire, own, develop, lease and operate a wide variety of shopping centers, shops, offices, hotels, housing apartments, warehouses and industrial buildings in Mexico. The Trust was incorporated among the owners (the "Owners") of certain properties, which were contributed in October 2013, contributed in exchange for Trust Certificates Real Estate ("CBFIs"), and simultaneously conducted a public offering, as detailed below.

The Trust, as a real estate investment trust ("FIBRA" for its acronym in Spanish), qualifies to be treated as a pass-through entity for Mexican federal income tax purposes. Therefore, all income from the conduct of the Trust's operations is attributed to the holders of its real estate trust certificates ("CBFIs" for their acronym in Spanish) and the Trust itself is not considered a taxable entity in Mexico. In order to maintain FIBRA status, the Mexican Tax Administration Service ("SAT") has established, per articles 187 and 188 of the Mexican Income Tax Law, that the Trust must annually distribute at least 95% of its taxable income to the holders of its CBFIs.

For the development of its operations, the Trust has entered into the following relevant contracts:

- i. An advisory agreement with DSD 1, S.C. to provide advisory services to the Trust for strategic planning.
- ii. A property management agreement with Administradora Fibra Danhos, S.C. (subsidiary) to conduct the day-to-day management of the operations of the Trust, including administering the related personnel. The Administrator will also be responsible for concluding agreements and contracts with third parties necessary for the operation of the properties, including advertising and marketing. Additionally, the Administrator held lease agreements with the Trust in connection with the operation of the parking and advertising spaces on the properties.
- iii. An advisory agreement with DSD2, S.C. to perform representation services which are necessary and appropriate for the development of the Trust's operations.

The Trust's address is Monte Pelvoux 220 7th floor, Lomas de Chapultepec, México City, Z.C. 11000.

### Relevant events-

On December 21, 2017 the trust signed an association agreement with third parties in order to participate in the development of a shopping and entertainment center in the north of Mexico City named Parque Tepeyac. The Fibra Danhos participation is 50%. The project will be developed in several properties with a joint area of approximately 51,700 sqm. Fibra Danhos will be in charge of the management, construction, operation and administration of such project.

The estimated net investment of Fibra Danhos will be approximately 1,800 million pesos, including land.

On July 10, 2017, the Trust established a long-term Trust Certificate Program ("CEBURES" for its acronym in Spanish) (DANHOS 17), which was carried in the Mexican Debt Market for up \$2,500 million pesos. The transaction was made through a nominal 10-year fixed rate issue, which was placed with a coupon of 8.54% and rated AAA by Fitch Ratings and HR Ratings at the national scale. The transaction showed an oversubscription of 1.63x of the amount offered and was placed with a surcharge of 169 basis points, 16 basis points below the 10-year fixed rate DANHOS16 issued on July 7, 2016.

On December 16, 2016, trust signed the irrevocable Trust Agreement "CIB / 2391", which was signed with unrelated third parties and where Fibra Danhos is designated as Trustor and Trustee A and as trustee Cibanco, S.A, Institution de Banca Multiple for the construction of an office building, located in Montes Urales no. 785, Lote 1 Bis A, manzana doce, Bella Vista, Lomas de Chapultepec, Mexico City. The participation of Fibra Danhos in the trust is 29%. Fibra Danhos will be in charge of the management, construction, operation and administration of such project, therefore, will have control over the aforementioned trust.

During 2016, the Trust established a long-term Trust Certificate Program ("CEBURES" for its acronym in Spanish) in the mexican debt market for up to \$8,000 million pesos, which, together with the revolving credit line of \$1.5 billion pesos, guarantees the access to resources to execute the growth plan without the need to issue additional CBFIs. Of this last line of credit no amount has been disposed as of December 31, 2016.

On July 11, 2016, the Trust completed its first placement of CEBURES for \$4,000 million of Mexican pesos, through two AAA issues, which distinguished themselves as the first local real estate debt placements after the BREXIT and the increase in rates by The Banco de México. The establishment of the credit line guarantees, for the medium term, the availability of funds under market conditions, which will complement the already labeled resources for the ongoing developments, including the "Puebla" and "Las Antenas" projects. The total debt is denominated in pesos, the remaining weighted term of the debt is 7.9 years, the interest rate is a mixture of financing, 75% fixed and 25% variable.

## **2. Application of new and revised International Financial Reporting Standard**

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### **a. Application of new and revised International Financing Reporting Standards ("IFRSs" or "IAS") that are mandatorily effective for the current year**

In the current year, the Entity has applied a number of amendments to IFRSs issued by the International Accounting Standards Board ("IASB") that are mandatorily effective for an accounting period that begins on or after January 1, 2017.

#### **Amendments to IAS 7 Disclosure Initiative**

The Entity has applied these amendments for the first time in the current year. The amendments require an entity to provide disclosures that enable users of financial statements to evaluate changes in liabilities arising from financing activities, including both cash and non-cash changes.

The Entity's liabilities arising from financing activities consist of borrowings (note 12).

#### **Amendments to IAS 12 Recognition of Deferred Tax Assets for Unrealized Losses**

The Entity has applied these amendments for the first time in the current year. The amendments clarify how an entity should evaluate whether there will be sufficient future taxable profits against which it can utilize a deductible temporary difference.

The application of these amendments has had no impact on the Entity's consolidated financial statements as the Entity already assesses the sufficiency of future taxable profits in a way that is consistent with these amendments.

#### **Annual Improvements to IFRSs 2014-2016 Cycle**

The Entity has applied the amendments to IFRS 12 included in the Annual Improvements to IFRSs 2014-2016 Cycle for the first time in the current year. The other amendments included in this package are not yet mandatorily effective and they have not been early adopted by the Entity (see note 2b).

IFRS 12 states that an entity need not provide summarized financial information for interests in subsidiaries, associates or joint ventures that are classified (or included in a disposal group that is classified) as held for sale. The amendments clarify that this is the only concession from the disclosure requirements of IFRS 12 for such interests.

The application of these amendments has had no effect on the Entity's consolidated financial statements as none of the Entity's interests in these entities are classified, or included in a disposal group that is classified, as held for sale.

## b. New and revised IFRSs in issue but not yet effective

The Entity has not applied the following new and revised IFRSs that have been issued but are not yet effective:

|                      |                                                                                     |
|----------------------|-------------------------------------------------------------------------------------|
| IFRS 9               | Financial Instruments <sup>1</sup>                                                  |
| IFRS 15              | Revenue from Contracts with Customers (and the related Clarifications) <sup>1</sup> |
| IFRS 16              | Leases <sup>2</sup>                                                                 |
| Amendments to IAS 40 | Transfers of Investment Property <sup>1</sup>                                       |
| Amendments to IFRSs  | Annual Improvements to IFRS Standards 2014-2016 Cycle <sup>1 y 2</sup>              |
| Amendments to IFRSs  | Annual Improvements to IFRS Standards 2015-2017 Cycle <sup>2</sup>                  |
| IFRIC 22             | Foreign Currency Transactions and Advance Consideration <sup>1</sup>                |
| IFRIC 23             | Uncertainty over income Tax Treatments <sup>2</sup>                                 |

<sup>1</sup> Effective for annual periods beginning on or after 1 January 2018, with earlier application permitted.

<sup>2</sup> Effective for annual periods beginning on or after 1 January 2019, with earlier application permitted.

### **IFRS 9, *Financial Instruments***

IFRS 9 issued in November 2009 introduced new requirements for the classification and measurement of financial assets. IFRS 9 was subsequently amended in October 2010 to include requirements for the classification and measurement of financial liabilities and for derecognition and in November 2013 to include the new requirements for general hedge accounting. Another revised version of IFRS 9 was issued in July 2014 mainly to include a) impairment requirements for financial assets and b) limited amendments to the classification and measurement requirements by introducing a 'fair value through other comprehensive income' (FVTOCI) measurement category for certain simple debt instruments.

Key requirements of IFRS 9:

- All recognized financial assets that are within the scope of IFRS 9 Financial Instruments are required to be subsequently measured at amortized cost or fair value. Specifically, debt investments that are held within a business model whose objective is to collect the contractual cash flows, and that have contractual cash flows that are solely payments of principal and interest on the principal outstanding are generally measured at amortized cost at the end of subsequent accounting periods. Debt instruments that are held within a business model whose objective is achieved both by collecting contractual cash flows and selling financial assets, and that have contractual terms that give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding, are generally measured at FVTOCI. All other debt investments and equity investments are measured at their fair value at the end of subsequent accounting periods. In addition, under IFRS 9, entities may make an irrevocable election to present subsequent changes in the fair value of an equity investment (that is not held for trading nor contingent consideration recognized by an acquirer in a business combination) in other comprehensive income, with only dividend income generally recognized in profit or loss.
- With regard to the measurement of financial liabilities designated as of fair value through profit or loss, IFRS 9 requires that the amount of change in the fair value of the financial liability that is attributable to changes in the credit risk of that liability is presented in other comprehensive income, unless the recognition of the effects of changes in the liability's credit risk in other comprehensive income would create or enlarge an accounting mismatch in profit or loss. Changes in fair value attributable to a financial liability's credit risk are not subsequently reclassified to profit or loss. Under IAS 39, the entire amount of the change in the fair value of the financial liability designated as fair value through profit or loss is presented in profit or loss.
- In relation to the impairment of financial assets, IFRS 9 requires an expected credit loss model, as opposed to an incurred credit loss model under IAS 39. The expected credit loss model requires an entity to account for expected credit losses and changes in those expected credit losses at each reporting date to reflect changes in credit risk since initial recognition. In other words, it is no longer necessary for a credit event to have occurred before credit losses are recognized.
- The new general hedge accounting requirements retain the three types of hedge accounting mechanisms currently available in IAS 39. Under IFRS 9, greater flexibility has been introduced to the types of transactions eligible for hedge accounting, specifically broadening the types of instruments that qualify for hedging instruments and the types of risk components of non-financial items that are eligible for hedge accounting. In addition, the effectiveness test has been overhauled and replaced with the principle of an 'economic relationship'. Retrospective assessment of hedge effectiveness is also no longer required. Enhanced disclosure requirements about an entity's risk management activities have also been introduced.

Based on an analysis of the Entity's financial assets and financial liabilities as of 31 December 2017 and considering the facts and circumstances that exist at that date, the management's Entity have assessed the impact of IFRS 9 to the Entity's consolidated financial statements as follows:

- 1) Financial Instruments classification- After analyzing all the assets, liabilities and equity accounts of Fibra Danhos and classifying the financial assets and liabilities, no significant impacts are observed in the adoption of IFRS 9.
- 2) Hedge accounting: Fibra Danhos does not meet this assumption because it does not have coverages. Consequently, the adoption of the new IFRS 9 has no impact.

Fibra Danhos no cae bajo este supuesto debido a que no cuenta con coberturas. En consecuencia, no tiene impacto la entrada de la nueva IFRS 9.

- 3) AR Impairment: Fibra Danhos industry does not allow to have old accounts receivable; and there has not been the need to register any allowance for uncollectible accounts in Fibra Danhos. Thus, by not having significant accounts receivable or with possible uncollectibility problems, it is concluded that the adoption of the new IFRS 9 does not have a significant impact.

Apart from the above, the management do not anticipate that the application of the IFRS 9 hedge accounting requirements will have a material impact on the Entity's consolidated financial statements.

### **IFRS 15 Revenue from Contracts with Customers**

In May 2014, IFRS 15 was issued which establishes a single comprehensive model for entities to use in accounting for revenue arising from contracts with customers. IFRS 15 will supersede the current revenue recognition guidance including IAS 18 Revenue, IAS 11

Construction Contracts and the related Interpretations when it becomes effective.

The core principle of IFRS 15 is that an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. Specifically, the Standard introduces a 5-step approach to revenue recognition:

- Step 1: Identify the contract with a customer.
- Step 2: Identify the performance obligations in the contract.
- Step 3: Determine the transaction price.
- Step 4: Allocate the transaction price to the performance obligations in the contract.
- Step 5: Recognize revenue when the entity satisfies a performance obligation.

Under IFRS 15, an entity recognizes revenue when (or as) a performance obligation is satisfied, i.e. when 'control' of the goods or services underlying the particular performance obligation is transferred to the customer. Far more prescriptive guidance has been added in IFRS 15 to deal with specific scenarios. Furthermore, extensive disclosures are required by IFRS 15.

In April 2016, the IASB issued Clarifications to IFRS 15 in relation to the identification of performance obligations, principal versus agent considerations, as well as licensing application guidance.

The Entity recognizes revenue from the following major sources:

- Fixed rental revenues: Corresponds to the income obtained or related by the use or enjoyment of the Real Estate from the Leasing Contracts, in accordance with the applicable legal provisions, the minimum rent paid by the tenants in accordance with the aforementioned contracts.
- Variable rental revenues: Corresponds to the difference paid in rent between the Fixed Income and the rent which consists in a percentage of the tenant's sales, as stipulated in the lease contracts of commercial spaces.
- Deferred lease revenue: At the beginning and signing of new leases, customers pay a single non-refundable compensation that is amortized according to the signed lease agreement.
- Parking revenues: Corresponds to the collection for parking operations within the shopping centers.
- Maintenance and advertising revenues: Corresponds to income of any kind obtained for contracted maintenance services, transfers, garbage collection services, water, electricity and any other services provided to real estate.

Apart from providing more extensive disclosures on the Entity's revenue transactions, the E do not anticipate that the application of IFRS 15 will have a significant impact on the financial position and/or financial performance of the Entity due to the following:

- 1) Based on the signed contracts, each contract establishes four performance obligations: fixed rental revenues, variable rental revenues, deferred lease revenue and Parking and advertising, and each of them clearly establishes its independent price. These operations are accounted disclosed separately.
- 2) The income of Fibra Danhos is recognized when the different services have been provided to its tenants.
- 3) Apart from the above, no additional performance obligations were identified to those currently handled by Fibra Danhos, and the determination of the price of each of them is duly established in the contracts with customers.

### **IFRS 16, Leases**

IFRS 16 introduces a comprehensive model for the identification of lease arrangements and accounting treatments for both lessors and lessees. IFRS 16 was issued in January 2017 and will supersede the current lease guidance including IAS 17 Leases and the related interpretations when it becomes effective.

IFRS 16 distinguishes leases and service contracts on the basis of whether an identified asset is controlled by a customer. "Distinctions of operating leases (off balance sheet) and finance leases (on balance sheet) are removed for lessee accounting and is replaced by a model where a right-of-use asset and a corresponding liability have to be recognized for all leases by lessees (i.e. all on balance sheet) except for short-term leases and leases of low value assets.

The right-of-use asset is initially measured at cost and subsequently measured at cost (subject to certain exceptions) less accumulated depreciation and impairment losses, adjusted for any remeasurement of the lease liability. The lease liability is initially measured at the present value of the lease payment as well as the impact of lease modifications, among the others. Furthermore, the classification of cash flows will also be affected as operating lease payments under IAS 17 are presented as operating cash flows, whereas under the IFRS 16 model, the lease payments will be split into a principal and interest portion which will be presented as financing and operating cash flows respectively.

However, a lessee may elect to account for lease payments as an expense on a straight-line basis over the lease term for leases with a lease term of 12 months or less and containing no purchase options (this election is made by class of underlying asset); and leases where the underlying asset has a low value when new, such as personal computers or small items of office furniture (this election can be made on a lease-by-lease basis).

In contrast to lessee accounting, IFRS 16 substantially carries forward the lessor accounting requirements in IAS 17, and continues to require a lessor to classify a lease either as an operating lease or a finance lease.

Furthermore, extensive disclosures are required by IFRS 16.

IFRS 16 establishes different transitional provisions, including retrospective application or the modified retrospective application where the comparative period is not restated.

The Entity is in the process of determining the potential impacts that will derive from the adoption of this standard in its consolidated financial statements, although given the nature of its operations it would not expect significant impacts.

### **Amendments to IAS 40 Transfers of Investment Property**

The amendments clarify that a transfer to, or from, investment property necessitates an assessment of whether a property meets, or has ceased to meet, the definition of investment property, supported by observable evidence that a change in use has occurred. The amendments further clarify that situations other than the ones listed in IAS 40 may evidence a change in use, and that a change in use is possible for properties under construction (i.e. a change in use is not limited to completed properties).

The amendments are effective for annual periods beginning on or after 1 January 2018 with earlier application permitted. Entities can apply the amendments either retrospectively (if this is possible without the use of hindsight) or prospectively. Specific transition provisions apply.

The Entity anticipates that the application of these amendments may have an impact on the Entity's consolidated financial statements in future periods should there be a change in use of any of its properties.

## **Annual Improvements to IFRSs 2014 - 2016 Cycle**

The Annual Improvements include amendments to IFRS 1, IFRS 9 and IAS 28 which are not yet mandatorily effective for the Entity. The package also includes amendments to IFRS 12 which is mandatorily effective for the Entity in the current year - see note 2.a for details of application.

The amendments to IAS 28 are two, the first one clarify that the option for a venture capital organization and other similar entities to measure investments in associates and joint ventures at FVTPL is available separately for each associate or joint venture, and that election should be made at initial recognition of the associate or joint venture. In respect of the option for an entity that is not an investment entity (IE) to retain the fair value measurement applied by its associates and joint ventures that are IEs when applying the equity method, the amendments make a similar clarification that this choice is available for each IE associate or IE joint venture. The amendments apply retrospectively with earlier application permitted.

The second amendment to IAS 28 in long term interest in associates and joint ventures clarifies that an entity applies IFRS 9 Financial Instruments to long term interest in an associate or joint venture that form part of the net investment in the associate or joint venture but to which the equity method is not applied. The amendments apply retrospectively with earlier application permitted.

Prepayment features with negative compensation amends the existing requirements in IFRS 9 regarding termination rights in order to allow measurement at amortized cost (or, depending on the business model, at fair value through other comprehensive income) even in the case of negative compensation payments.

Amendments to IFRS 1 and IAS 28 (clarifying the option for a venture capital organization and other similar entities to measure investments in associates and joint ventures at FVTPL) are effective for annual periods beginning on or after 1 January 2018. The Entity do not anticipate that the application of the amendments in the future will have any impact on the Entity consolidated financial statements as the Entity is neither a first-time adopter of IFRS nor a venture capital organization. Furthermore, the Entity does not have any associate or joint venture that is an investment entity.

Amendments to IFRS 9 and IAS 28 (long-term interest in associates and joint ventures) are effective for annual periods beginning on or after 1 January 2019. The Entity is in the process of determining the potential impacts that will derive from the adoption of these amendments in its consolidated financial statements, although given the nature of its operations it would not significant impacts.

## **IFRIC 22 Foreign Currency Transactions and Advance Consideration**

IFRIC 22 addresses how to determine the 'date of transaction' for the purpose of determining the exchange rate to use on initial recognition of an asset, expense or income, when consideration for that item has been paid or received in advance in a foreign currency which resulted in the recognition of a non-monetary asset or non-monetary liability (e.g. a non-refundable deposit or deferred revenue).

The Interpretation specifies that the date of transaction is the date on which the entity initially recognizes the non-monetary asset or non-monetary liability arising from the payment or receipt of advance consideration. If there are multiple payments or receipts in advance, the Interpretation requires an entity to determine the date of transaction for each payment or receipt of advance consideration.

The Interpretation is effective for annual periods beginning on or after 1 January 2018 with earlier application permitted. Entities can apply the Interpretation either retrospectively or prospectively. Specific transition provisions apply to prospective application.

The Entity do not anticipate that the application of the amendments in the future will have an impact on the Entity's consolidated financial statements.

## **IFRIC 23 Uncertainty over Income Tax Treatments**

The interpretation addresses the determination of taxable profit (tax loss, tax bases, unused tax losses, unused tax credits and tax rates, when there is uncertainty over income tax treatments under IAS 12. It specifically considers:

- whether tax treatments should be considered collectively,
- assumptions for taxation authorities' examinations,
- the determination of taxable profit (tax loss), tax bases, unused tax losses, unused tax credits and tax rates,
- the effect of changes in fact and circumstances.

The Interpretation is effective for annual periods beginning on or after 1 January 2019 with earlier application permitted. The Entity do not anticipate that the application of the amendments in the future will have an impact on the Entity's consolidated financial statements; however, the Entity will perform a detailed review.

### **Annual Improvements to IFRSs 2015 - 2017 Cycle**

The Annual Improvements include amendments to IFRS 3 and IFRS 11, IAS 12 and IAS 23 which are effective for annual periods beginning on or after 1 January 2019.

Amendments to IFRS 3 clarify that when an entity obtains control of a business that is a joint operations, it remeasures previously held interest in that business. The amendments to IFRS 11 clarify that when an entity obtains control of a business that is not a joint operation the entity does not remeasure previously held interest in that business.

Amendments to IAS 12 clarify that all income tax consequences of dividends (i.e. distribution of profits) should be recognized in profit or loss, regarding of how the tax arises.

Amendments to IAS 23 clarify that if any specific borrowing remains outstanding after the related asset is ready for its intended use or sale, that borrowing becomes part of the funds that an entity borrows generally when calculating the capitalization on general borrowings. The Entity is in the process of determining the potential impacts that will derive from the adoption of these amendments in its consolidated financial statements, although given the nature of its operations it would not expect significant impacts.

## **3. Significant accounting policies**

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The significant accounting policies followed by the Trust are as follows:

**a. Statement of compliance-** The consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standard Board (IASB).

**b. Basis of measurement-** The consolidated financial statements have been prepared in accordance with the historical cost basis, except for the investment properties that are measured at fair value, as explained in the accounting policies below.

i. Historical Cost

Historical cost is generally based on the fair value of the consideration paid in exchange for goods or services.

ii. Fair Value

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date, regardless of whether that price is directly observable or estimated using another valuation technique.

In addition, for financial reporting purposes, fair value measurements are categorized into Level 1, 2 or 3 based on the degree to which the inputs to the fair value measurements are observable and the significance of the inputs to the fair value measurement in its entirety, which are described as follows:

- Level 1 inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities that the entity can access at the measurement date;
- Level 2 inputs are inputs, other than quoted prices included within Level 1, that are observable for the asset or liability, either directly or indirectly; and
- Level 3 inputs are unobservable inputs for the asset or liability

All the investment properties are category level 3.

**c. Basis of consolidation** - The consolidated financial statements include the financial statements of the Trust and its subsidiaries Administradora Fibra Danhos, S.C., in which it exercises control.

It obtains the control when the Trust:

- Has power over the investee;
- Is exposed, or has rights, to variable returns from its involvement with the investee; and
- Has the ability to use its power to affect its returns.

The subsidiaries has been consolidated from the date on which control is transferred to the Trust.

Significant intercompany balances and transaction have been eliminated.

The Entity reassesses whether or not it controls an investee if facts and circumstances indicate that there are changes to one or more of the three elements of control listed above.

When the Entity has less than a majority of the voting rights of an investee, it has power over the investee when the voting rights are sufficient to give it the practical ability to direct the relevant activities of the investee unilaterally. The Entity considers all relevant facts and circumstances in assessing whether or not the Entity's voting rights in an investee are sufficient to give it power, including:

- The size of the Entity's holding of voting rights relative to the size and dispersion of holdings of the other vote holders;
- Potential voting rights held by the Entity, other vote holders or other parties;
- Rights arising from other contractual arrangements; and
- Any additional facts and circumstances that indicate that the Entity has, or does not have, the current ability to direct the relevant activities at the time that decisions need to be made, including voting patterns at previous shareholders' meetings.

Consolidation of a subsidiary begins when the Entity obtains control over the subsidiary and ceases when the Entity loses control of the subsidiary. Specifically, income and expenses of a subsidiary acquired or disposed of during the year are included in the consolidated statement of profit or loss and other comprehensive income from the date the Entity gains control until the date when the Entity ceases to control the subsidiary.

Profit or loss and each component of other comprehensive income are attributed to the owners of the Entity and to the non-controlling interests. Total comprehensive income of subsidiaries is attributed to the owners of the Entity and to the non-controlling interests even if this results in the non-controlling interests having a deficit balance.

When necessary, adjustments are made to the financial statements of subsidiaries to bring their accounting policies into line with the Entity's accounting policies.

All intragroup assets and liabilities, equity, income, expenses and cash flows relating to transactions between members of the Entity are eliminated in full on consolidation.

#### **d. Leasing revenues and deferred lease revenue**

Leases are classified as finance leases when the terms of the lease transfer substantially all the risks and benefits incidental to ownership. All other leases are classified as operating leases. Properties operated under operating leases are classified as investment property in the accompanying consolidated statements of financial position.

**Operating lease revenues** – are booked and are substantially equal to those determined by reducing incentives granted, such as grace periods. They are recognized on a straight line basis over the lease term, except for contingent rents (such as variable revenues), which are recognized when they occur. More than 70% (not audited) of the lease agreements are denominated in Mexican pesos, and the rest in U.S. dollars. The lease term corresponds to the non-cancellable period of the contract, including additional terms for which the lessee has the option to extend, when at lease inception, management has a reasonable certainty that the lessee will exercise the option.

Revenues also include reimbursements of operating expenses, maintenance and publicity, which are recognized in the period in which services are rendered.



**Deferred lease revenue** - The Trust receives a single nonrefundable payment from its tenants, at the beginning and when signing new leases, which is amortized over the term of the lease. The unearned amount is presented as deferred revenue in the consolidated statements of financial position. The deferred revenue varies on the specifics of the leased premises and the lease term, among other factors.

- e. **Financial Instruments** - Financial assets and financial liabilities are recognized when the Trust becomes a party to the contractual provisions of the instrument.

Financial assets and financial liabilities are recognized initially at fair value. Transaction costs that are directly attributable to the acquisition or issue of a financial asset or liability are added to or deducted from the fair value of the financial asset or financial liabilities, as appropriate, on initial recognition. Transaction costs directly attributable to the acquisition of financial assets or financial liabilities at fair value through profit or loss are recognized immediately in income.

Subsequent measurement of financial instruments depends on the accounting category in which they are classified. See a breakdown of the categories of financial instruments in Note 10 and the accounting treatment for each category in the accounting policies described below:

#### **Cash and cash equivalents**

Cash and cash equivalents consist mainly of bank deposits in checking accounts and short-term investments. Cash is stated at nominal value and cash equivalents are valued at fair value. The Trust considers all highly-liquid debt instruments purchased with an original maturity of three months or less to be cash equivalents. Cash equivalents are primarily represented by money market transactions and promissory notes on which returns are paid upon maturity.

#### **Restricted cash**

Restricted cash consists of cash in the custody of the Trust. In this account, the rental income is deposited and once deposited, the Trustee authorizes funding to the concentration account and subaccounts, for the operation of the Trust.

#### **Loans and receivables**

Accounts receivable, loans and other receivables that have fixed or determinable payments that are not quoted in an active market are classified as loans and receivables. Loans and receivables are recognized at amortized cost using the effective interest method and are subject to impairment tests.

Interest income is recognized by applying the effective interest rate, except for short-term receivables when the recognition of interest would be immaterial.

#### **Impairment of financial assets**

For financial assets, other than financial assets at fair value through profit or loss, potential indicators of impairment are assessed at each balance sheets date. Financial assets are impaired when there is objective evidence that, as a result of one or more events that occurred after the initial recognition of the financial asset, the estimated future cash flows of the investment have been affected. For financial assets carried at amortized cost, the amount of the impairment is the difference between the asset's carrying amount and the present value of future cash flows, discounted at the original effective interest rate of the financial asset.

#### **Derecognition of financial assets**

The Trust derecognizes a financial asset only when the contractual rights to the asset's cash flows expire, or when substantially all the risks and rewards of owning the asset are transferred to another entity.

#### **Classification as debt or equity**

Debt and equity instruments issued by the Trust are classified as either financial liabilities or as equity in accordance with the substance of the contractual arrangements.

The key feature in determining whether a financial instrument is a liability is the existence of a contractual obligation of the Trust to deliver cash or another financial asset to the holder, or to exchange financial assets or liabilities under conditions that are potentially unfavorable. In contrast, in the case of an equity instrument the right to receive cash in the form of dividends or other distributions is at the Trust's discretion and, therefore, there is no obligation to deliver cash or another financial asset to the holder of the instrument.

## Equity instruments

An equity instrument is any contract that evidences a residual interest in the assets of an entity after deducting all of its liabilities. Equity instruments issued by the Trust are recognized at the proceeds received, net of direct issue costs.

When the Trust receives contributions or acquires properties which do not constitute a business, in return for its equity instruments, the transaction is recorded as a payment to third parties (other than employees) payable with share-based equity instruments, which are valued at the fair value of the assets received, except where the value cannot be estimated reliably. The effects on the financial position are recorded in the statements of changes in equity of the trustors as "equity contributions" and do not impact current earnings. The fair value of the properties is estimated as described in Note 7.

## Financial liabilities

Financial liabilities are classified as either financial liabilities at fair value through profit or loss 'FVTPL' or 'other financial liabilities'.

Other financial liabilities, including long-term debt, are initially measured at fair value net of transaction costs. They are valued subsequently at amortized cost using the effective interest method, which is a method of allocating interest expense over the relevant period using the effective interest rate.

## Derecognition of financial assets

The Trust derecognizes a financial asset only when the contractual rights to the asset's cash flows expire.

## Derivative financial instruments

Financial instruments issued by the Trust, including over-allotment options of trust certificates, meet the definition of equity instruments and are presented as such. Consequently, there are no derivative financial instruments recognized in the Trust's consolidated financial statements.

## Embedded derivatives

Embedded derivatives are non-derivative host contracts, which are treated as separate derivatives when their risks and characteristics are not closely related to those of the host contracts and the host contracts are not measured at FVTPL. The Trust has determined that it does not hold any embedded derivatives that require bifurcation.

- f. Investment properties** - Investment properties are properties held to earn rentals and /or capital gains. Properties that are under construction or development may qualify as investment properties.

Investment properties acquired and related leasehold improvements are initially recorded at acquisition cost, including transaction costs related to the acquisition of assets. Investment property acquired in exchange for equity instruments are initially recorded at fair value, as detailed below.

Subsequent to initial recognition, investment properties are stated at fair value. Fair values are determined by independent appraisals recorded at the following moments:

- (i) At the time a factor that impacts the value of the investment property has been detected, and
- (ii) At least once annually from the acquisition of the property.

Gains and losses in fair value are recorded in the line item "fair value adjustments of investment properties - net" in the statements of comprehensive income in the period in which they arise.

Initial direct costs incurred in negotiation of leases are added to the carrying amount of investment properties.

When the Trust operates a property under an operating lease to earn rentals or for capital appreciation, or both, it is classified and accounted for as investment property. An investment property is derecognized upon its disposal or when the investment property is permanently out of use and no future economic benefits are expected from its disposal.

Any gain or loss arising on derecognition of the property (calculated as the difference between consideration received and the carrying value of the investment property) is included in profit or loss in the period in which the property is derecognized.

- g. Foreign currency** - Foreign currency transactions are recognized at the rates of exchange prevailing at the dates of the related transactions. Monetary items denominated in foreign currencies are retranslated at the rates prevailing at that date. Exchange differences are recognized in the profit or loss.
- h. Income taxes** - As further explained in Note 1, the Trust intends to qualify for FIBRA status under the Mexican Income Tax Law and, accordingly, no provision for income taxes is recognized. The current and deferred tax consequences of a change in tax status are included in profit or loss for the period for the FIBRA's subsidiary, unless they relate to transactions that are recognized directly in equity or in other comprehensive income. The effects of income taxes of the subsidiary shown in the consolidated financial statements belong to the taxes of Administradora Fibra Danhos, S.C. (Subsidiary of the Trust). The (benefit) income tax expense represents the sum of the tax currently payable and deferred tax.

#### **1. Current tax**

Current income tax ("ISR") is recognized in the results of the year in which is incurred.

#### **2. Deferred income tax**

Deferred tax is recognized on temporary differences between the carrying amounts of assets and liabilities in the consolidated financial statements and the corresponding tax bases used in the computation of taxable profit. Deferred tax liabilities are generally recognized for all taxable temporary differences. Deferred tax assets are generally recognized for all deductible temporary differences to the extent that it is probable that taxable profits will be available against which those deductible temporary differences can be utilized.

#### **i. Employee retirement benefits, termination benefits and statutory employee profit sharing (PTU)**

For defined benefit retirement benefit plans, the cost of providing benefits is determined using the projected unit credit method, with actuarial valuations being carried out at the end of each annual reporting period.

Termination benefits are recognized at the time when it is not possible to remove the indemnification offer and / or the Trust recognizes the related restructuring costs.

PTU and employee benefits are only applicable to Administradora Fibra Danhos, S.C. (subsidiary of the Trust), which employs all the professionals that manage the Trust's operations.

##### **Employee profit sharing**

PTU is recorded in the results of the year in which it is incurred and is presented in operating expenses in the consolidated statements of comprehensive income.

PTU is determined based on taxable income, according to Section I of Article 10 of the Income Tax Law.

- j. Deposits from tenants** - The Trust obtains refundable deposits from tenants, mainly denominated in pesos, as security for the lease payments for a certain period. These deposits are accounted for as a financial liability (see financial instruments accounting policy below) and are initially recognized at fair value. If a significant difference between the fair value and the cost at which the liability was initially recorded arises, it would be considered as an initial rent payment and consequently, it would be amortized over the lease term. The deposit would subsequently be measured at amortized cost. Currently, there are no significant deferred lease payments.
- k. Provisions** - Provisions are recognized when the Trust has a present obligation (legal or constructive) as a result of a past event, it is probable that the Trust will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. The amount recognized as a provision is the best estimate of the consideration required to settle the present obligation at the end of the reporting period, taking into account the risks and uncertainties surrounding the obligation.
- l. Consolidated Statement of cash flows** - The Trust presents its statements of cash flows using the indirect method. Interest received is classified as investing cash flows, while interest paid is classified as financing cash flows. Items which did not require cash, nor form part of the consolidated net income, are not included in this statement, as in the case of capital contributions that are shown in the consolidated statements of changes in trustor 's capital, and part of the valuation adjustments described in Note 7.

## 4. Critical accounting judgments and key sources of estimation uncertainty

In the application of the Trust's accounting policies, which are described in Note 3, management is required to make judgments, estimates and assumptions about the carrying amounts of assets and liabilities that are not readily available through other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimate is revised if the revision affects only that period or in the period of the revision and future periods if the revision affects both current and future periods.

### a. Critical judgments in applying accounting policies

The following are the critical judgments, in addition to those involving estimates (see below), that management has made in the process of applying the Trust's accounting policies and that has a significant effect in the consolidated financial statements.

#### Lease classification

As explained in Note 3d, leases are classified based on the extent to which risks and rewards incidental to ownership of a leased asset lie with the Trust or the tenant, depending on the substance of the transaction rather than the form of the contracts. The Trust has determined, based on an evaluation of the terms and conditions of the arrangements, that it retains all the significant risks and rewards of ownership of these property and thus accounts for leases as operating leases.

#### Income taxes

In order to continue to maintain its FIBRA status for Mexican federal income tax purposes, the Trust needs to meet the various requirements, which relate to matters such as the annual distribution of at least 95% of its net taxable income. The Trust applies judgment in determining whether it will continue to qualify under such tax status. The Trust does not recognize current nor deferred income tax.

### b. Key sources of estimation uncertainty

The following are the key assumptions concerning key sources of estimation uncertainty at the end of the reporting period and that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year.

#### Valuation of investment properties

In order to estimate the fair value of the investment properties, management, with the assistance of an independent appraiser, selects the appropriate valuation techniques given the particular circumstances of each property and valuation. Critical assumptions relating to the estimates of fair values of investment properties include the receipt of contractual rents, expected future market rents, renewal rates, and maintenance requirements, discount rates that reflect current market uncertainties, capitalization rates and recent investment property prices. If there is any change in these assumptions or regional, national or international economic conditions, the fair value of investment property may change materially.

The Trust's management considers that the valuation techniques and critical assumptions used are appropriate to determine the fair value of its investment properties.

## 5. Cash, cash equivalents and restricted cash

For the purposes of the consolidated statement of cash flows, cash and cash equivalents include cash on hand and in banks, net of outstanding bank overdrafts. Cash and cash equivalents at the end of the reporting period as shown in the consolidated statements of cash flows can be reconciled to the related items in the consolidated statement of financial position as follows:

|                       | 2017                    | 2016                    | 2015                    |
|-----------------------|-------------------------|-------------------------|-------------------------|
| Cash in bank deposits | \$ 1,402,699,853        | \$ 556,011,820          | \$ 460,336,672          |
| Temporary investments | 1,685,428,807           | 1,889,466,588           | 1,793,684,709           |
| Restricted cash       | 196,000                 | 178,000                 | 150,000                 |
|                       | <b>\$ 3,088,324,660</b> | <b>\$ 2,445,656,408</b> | <b>\$ 2,254,171,381</b> |

## 6. Lease receivables and others

|                           | 2017                  | 2016                  | 2015                  |
|---------------------------|-----------------------|-----------------------|-----------------------|
| Receivables from tenants  | \$ 385,807,131        | \$ 459,572,205        | \$ 247,118,998        |
| Straight-line receivables | 57,687,961            | 41,667,542            | 12,160,810            |
| Other receivables         | 4,892,674             | 32,369,570            | 15,479,796            |
|                           | <b>\$ 448,387,766</b> | <b>\$ 533,609,317</b> | <b>\$ 274,759,604</b> |

### a. Lease receivables and credit risk management

At the inception of lease contracts, the Trust requests a refundable deposit from its customers to guarantee timely payment of rents on its commercial property leases, generally denominated in Mexican pesos, consisting in most of the cases, of two months of rent, which is presented under the caption "Deposit from tenants" in the accompanying consolidated statements of financial position. In addition, depending on the characteristics of the commercial property, the Trust may request a non-refundable deposit.

On a combined basis, and considering only the figures for the months of December 2017, 2016 and 2015, the rental revenues of the property "Toreo Parque Central", "Parque Delta" and "Parque Tezontle" represents 37%, 41% and 25% respectively of the Trust's lease revenue. In addition, individual properties comprising the combined properties may be individually subject to concentrations of credit risk.

### b. Age of receivables that are past due but not impaired

Currently, the Trust holds monthly collection levels equal to its monthly billing period. Business practices and negotiation allow the Trust to maintain its accounts receivable with maturities of no greater than 90 days.

## 7. Investment properties

|                                                                                   | 2017                     | 2016                     | 2015                     |
|-----------------------------------------------------------------------------------|--------------------------|--------------------------|--------------------------|
| <b>Fair Value</b>                                                                 |                          |                          |                          |
| Initial investment in operation                                                   | \$ 52,872,486,000        | \$ 37,520,007,002        | \$ 36,751,911,002        |
| Investment property in operation (finished properties) <sup>(1)</sup>             | 3,800,630,000            | 14,055,001,711           | 1,851,102,000            |
| Investment property contributed <sup>(2)</sup>                                    | -                        | -                        | 2,631,793,716            |
| Land under construction <sup>(3)</sup>                                            | 3,698,549,765            | 3,469,262,843            | 689,330,122              |
| Investment property in construction <sup>(4)</sup>                                | -                        | -                        | 4,597,542,218            |
| <b>Fair value of investment properties</b>                                        | <b>\$ 60,371,665,765</b> | <b>\$ 55,044,271,556</b> | <b>\$ 46,521,679,058</b> |
| Balance at the beginning of the year                                              | \$ 55,044,271,556        | \$ 46,521,679,058        | \$ 40,641,438,056        |
| Acquisitions:                                                                     |                          |                          |                          |
| Adaptations and improvements in investment properties                             | 247,267,058              | 43,007,468               | 104,492,770              |
| Investment property contributed <sup>(1)</sup>                                    | 532,159,781              | 2,430,258,063            | 1,428,196,493            |
| Land under for Construction <sup>(2)(3)</sup>                                     | 2,027,833,327            | 2,259,947,102            | 205,186,655              |
| Expansion in Parque Delta and Parque Tezontle (finished) <sup>(1)</sup>           | -                        | -                        | 2,020,002,358            |
| Investment property under construction - Toreo's offices and hotel <sup>(4)</sup> | -                        | -                        | 921,474,037              |
| Fair value adjustments to investment properties <sup>(5)</sup>                    | 2,520,134,043            | 3,789,379,865            | 1,200,888,689            |
| <b>Balance as of December 31</b>                                                  | <b>\$ 60,371,665,765</b> | <b>\$ 55,044,271,556</b> | <b>\$ 46,521,679,058</b> |

<sup>(1)</sup> On September 24, 2017, was opened to the public the shopping and entertainment center Parque Puebla, generating revenues during the last quarter of 2017, which incorporated approximately 70,000 sqm of gross leasable area to the Operating Portfolio, which has reached approximately 770,000 sqm, which is equivalent to \$3,800,630,000 of investment in operation based on appraisals made by the independent expert.

The investment contributed in construction corresponds to the Toreo Torre A and Parque Puebla cash payments for an amount of \$ 45,544,555 and \$ 532,159,781, respectively.

During the year 2016, the following properties were completed, becoming part of the investment in operation and consequently generated revenues in 2016: expansion of Parque Delta, Parque Vía Vallejo, Tower B and C of Toreo and Hotel Toreo. As a result, as of December 31, 2016, the investment in operations includes the values of these properties such amount corresponds to \$14,055,001,711 based on appraisals practiced by the independent expert. Likewise, there was an increase in contributed equity, only by Parque Vía Vallejo for an amount of \$1,053,291,737 due to its delivered CBFs. Finally, the trust recorded payments for construction and / or improvements to these investment properties for the amount of \$1,376,966,326.

During the month of December 2015, the expansion of Parque Tezontle shopping center was completed, and became part of the investment operation. The value of this property amounted to \$1,851,102,000 at December 31, 2015 based on the appraisal made by an independent expert. During the year 2015 payments were registered in respect to construction of this expansion in the amount of \$199,202,378 and increase the contribution of this heritage property amounting to \$1,465,540,409. This property will be generating rental income from the first quarter of 2016.

- (2) As described in (1) above, the following properties were completed, becoming part of the investments in operation and consequently generated revenues in 2017 Parque Puebla and in 2016 the expansion of Parque Delta, Parque Vía Vallejo, Tower B and C of Toreo and Hotel Toreo. Therefore, those investments are grouped as of 2017 in Investment in operation.

As of 31 December 2015, the balance of contribution of investment properties is integrated by two properties: Via Vallejo for an amount of \$2,111,808,098 and Centro Comercial Puebla for an amount of \$519,985,618. During 2015 there was progress in construction work for which CBFs were delivered in both properties in an amount of \$1,328,897,820 equivalent to 40,700,830 CBFs. Also during the year 2015 notarial and starting out expenses were paid in cash in connection to Centro Comercial Puebla for an amount of \$101,078,233.

- (3) During fiscal year 2017, the Montes Urales and Canal de Garay (Las Antenas) developments continued under construction. As of December 31, 2017, the investment amount of the constructions in process amounted to \$ 3,698,690,013. The amount of constructions, including Parque Tepeyac cash payments during 2017 amounted to \$ 2,027,833,327, plus capitalized interest of \$ 296,000,836. Finally, there was a sale of land in Canal de Garay and Parque Puebla for an amount of \$ 62,953,798.

During the 2016 fiscal year, developments in the Montes Urales, Canal de Garay (development Las Antenas) and Parque Puebla continued under construction; At December 31, 2016, the amount of investment in construction in process amounted to \$3,469,262,843. The amount of constructions paid during 2016 amounted to \$2,236,532,176, plus capitalized interest \$97,809,672. Finally, there was a sale of land in Canal de Garay and Parque Puebla for an amount of \$74,394,746.

During the year 2015, there were acquisitions and construction of the land "Montes Urales" #785 for an amount of \$500,000 and "Canal de Garay" (Las Antenas investment property) for an amount of \$204,686,655, all paid by the Trust.

- (4) As of December 31, 2015, the balance of the investment in the construction process is related to the construction of the expansion of Parque Delta for an amount of \$363,420,610 as well as the part of offices and hotel of Parque el Toreo for an amount of \$4,234,121,608. During 2015, construction payments were made for both projects in the amount of \$1,274,944,049.
- (5) Adjustments at fair value of investment properties at December 31, 2017, 2016 and 2015 were \$2,520,134,043, \$3,789,379,865 and \$1,200,888,689, respectively.

All of the Trust's investment properties are held under freehold interests.

The fair value of the investment properties as of December 31, 2017, 2016 and 2015 was determined under the respective dates by independent appraisers not related to the Trust. They are members of the Institute of Appraisers of Mexico, and they have appropriate qualifications and recent experience in the valuation of properties in the relevant locations. The appraisal was conducted in accordance with International Valuation Standards and was determined based on market evidence of transaction prices for similar properties. In estimating the fair value of the properties, the highest and best use of the properties is their current use. It first considers whether it can use current prices in an active market for a similar property in the same location and condition, and it is subject to leases and other similar contracts. However, in most cases, it uses a valuation technique of discounted cash flows given the availability of information. The valuation technique of discounted cash flows requires the projection of periodic cash flows expected in a property in operation or under development. Periodic expected cash flows generally includes the incomes considering the occupation and bad debt less operating expenses. These flows are treated with an appropriate discount rate, derived from assumptions made by market participants, to determine the present value of the cash flows associated with the property, which represents, its fair value.

Categorization of fair value measurements at different levels of the fair value hierarchy depends on the degree to which the data entries in the fair value measurements and the importance of inputs to measure fair value are observed.

There were no transfers between Levels 1 and 2 during the year.

All of the Trust's investment properties are held under freehold interests.

Valuations of investment properties generally qualify as Level 3 under the fair value hierarchy as detailed in Note 10. No transfers out of Level have occurred for the periods presented in the accompanying consolidated financial statements.

## 8. Subsidiaries

The details of the Trust's consolidated subsidiaries as of December 31 are:

| Name of the subsidiary            | Name of the subsidiary                                                    | Place and date of establishment | Proportion of ownership and interest voting power |      |      |
|-----------------------------------|---------------------------------------------------------------------------|---------------------------------|---------------------------------------------------|------|------|
|                                   |                                                                           |                                 | 2017                                              | 2016 | 2015 |
| Administradora Fibra Danhos, S.C. | Managing services                                                         | Mexico City                     | 100%                                              | 100% | 100% |
| Parque Tepeyac                    | Management, construction, operation and administration of shopping center | Mexico City                     | 50%                                               | -    | -    |
| Trust CIB / 2391 <sup>(1)</sup>   | Management, construction, operation and administration of shopping center | Mexico City                     | 29%                                               | -    | -    |

The previous associates are recognized using the equity method in the consolidated financial statements.

<sup>(1)</sup> Although the Entity owns less than 50% of the shares of Trust CIB / 2391, the Entity has a significant influence due to its contractual right to be in charge of the management, construction, operation and administration of the project.

## 9. Employee benefits

### a. Defined benefit plans

The Trust operates defined contribution retirement benefit plans, which consist in one payment of 12 days for each worked year on a basis of the last wage, limited by double minimum wage, that it is established by the Mexican labor law. The net defined benefit liability and the annual expense, are calculated by an independent actuary under the circumstances of a defined benefit plans, were measured using the projected unit credit method.

No other post-retirement benefits are provided to these employees.

The most recent actuarial valuation of the present value of the defined benefit obligation were carried out as of December 31, 2017, 2016 and 2015 by independent actuaries, which are members of the Institute of Actuaries of Mexico. The present value of the defined benefit obligation, and the related current service cost and past service cost, were measured using the projected unit credit method.

The principal assumptions used for the purposes of the actuarial valuations were as follows:

|                             | 2017<br>% | 2016<br>% | 2015<br>% |
|-----------------------------|-----------|-----------|-----------|
| Discount rate               | 7.75      | 6.75      | 6.75      |
| Expected wage increase rate | 4.85      | 4.85      | 4.85      |

Movements in the present value of the defined benefit obligation in the current year were as follows:

|                                                                        | 2017                | 2016                | 2015                |
|------------------------------------------------------------------------|---------------------|---------------------|---------------------|
| Defined benefit obligation at the beginning of the year                | \$ 8,448,799        | \$ 6,401,838        | \$ 4,654,503        |
| Current labor service cost                                             | 1,537,498           | 1,217,525           | 728,926             |
| Components of defined benefit cost recognized in results of operations | -                   | -                   | -                   |
| Actuarial loss (gain) actuariales                                      | (26,598)            | 829,436             | 1,018,409           |
| <b>Total</b>                                                           | <b>\$ 9,959,699</b> | <b>\$ 8,448,799</b> | <b>\$ 6,401,838</b> |

The current service cost is included in the employee benefits expense in the consolidated statements of profit or loss and other comprehensive income. As a part of the expense for the years 2017, 2016 and 2015, \$1,537,498, \$1,217,525, \$728,926, respectively, has been included in results of operations within administration expenses and \$(26,598), \$829,436 and \$1,018,409, respectively has been included in other comprehensive income.

Actuarial (gains) and losses of the net defined benefit liability are included in other comprehensive income.

The amount included in the statements of financial position arising from the obligation of the Trust with respect to its defined benefit plans is as follows:

Significant actuarial assumptions for the determination of the defined obligation are the discount rate, expected salary increase and mortality rates. It is important to mention that a sensibility analyses was not performed as the value of the defined benefit obligation is not significant.

## 10. Financial instruments

### a. Capital risk management

The Trust manages its capital to ensure that the Trust will be able to continue as a going concern while maximizing the return to partners through the optimization of the debt and equity balances.

The overall strategy of the Trust has not been changed compared to 2016.

The Trust's capital consists of debt and trustors' capital. The trust's objectives in managing capital are to ensure that adequate operating funds are available to maintain consistent and sustainable distributions, to fund leasing costs and capital expenditure requirements, and to provide for resources needed to acquire new properties.

Various financial reasons related to equity and distributions to ensure capital adequacy and monitor capital requirements are used.

Financial Instruments categories:

|                                                 | 2017             | 2016             | 2015             |
|-------------------------------------------------|------------------|------------------|------------------|
| <b>Financial assets:</b>                        |                  |                  |                  |
| Cash, cash equivalents and restricted cash      | \$ 3,088,324,660 | \$ 2,445,656,408 | \$ 2,254,171,381 |
| Accounts receivables and other financial assets | 448,387,766      | 533,609,317      | 274,759,604      |
| Due to related parties                          | 5,389,558        | 64,729,516       | 3,838,261        |
| <b>Financial liabilities:</b>                   |                  |                  |                  |
| Amortized Cost:                                 |                  |                  |                  |
| Trade accounts payable and accrued expenses     | \$ 192,928,447   | 90,155,840       | 41,671,873       |
| Due to related parties                          | 184,942,223      | 518,239,633      | 173,313,820      |
| Interest payable on financial liabilities       | 218,913,060      | 114,038,889      | -                |
| Long-term financial liabilities                 | 6,452,720,449    | 3,967,746,985    | -                |
| Deposit from tenants                            | 366,234,292      | 315,323,934      | 211,838,714      |

### b. Financial risk management objective

The objective of financial risk management is to meet financial expectations, results of operations and cash flows that will enhance the trading price of the CBFs, to ensure the ability to make distributions to holders of CBFs and to satisfy any future debt service obligations.

The Trust's Technical Committee function provides services to the business, coordinates access to domestic financial markets and monitors and manages the financial risks relating to the operations of the Trust through internal risk reports which analyze exposures by degree and magnitude of risks. These risks include market risk (including currency risk and interest rate risk), credit risk and liquidity risk.

### c. Market risk management

The activities of the Trust, expose it primarily to the financial risks of changes in foreign currency, however this effects are not material and are not considered additional disclosures in this regard.



#### d. Interest rate risk management

The following sensitivity analysis is based on the assumption of an unfavorable movement of base points in interest rates, in the amounts indicated, applicable to the category of financial liabilities that controls variable rate. This sensitivity analysis covers all the Trust's debt. The Trust determines its sensitivity by applying the hypothetical interest rate to its outstanding debt.

As of December 31, 2017, a hypothetical, instantaneous and unfavorable change of 100, 50 and 25 basis points in the interest rate applicable to the variable rate financial liability would have resulted in an additional financing expense of approximately \$9,999,999, \$4,739,730 and \$2,369,865, respectively.

#### e. Foreign currency risk management

The Trust enters into transactions where rental revenues and some maintenance services and fees are denominated in U.S. dollars ("dollar"), therefore, is exposed to currency fluctuations between the exchange rate of the Mexican peso and the dollar.

1. The foreign currency financial position is as follows:

|                              | 2017           | 2016           | 2015           |
|------------------------------|----------------|----------------|----------------|
| U.S. dollars:                |                |                |                |
| Financial assets             | 45,482,349     | 38,229,503     | 34,184,131     |
| Financial liabilities        | (8,254,550)    | (7,862,475)    | (5,892,115)    |
| Net financial asset position | 37,227,799     | 30,367,028     | 28,292,016     |
| Equivalent in Mexican pesos  | \$ 734,705,503 | \$ 627,504,292 | \$ 490,577,901 |

2. The exchange rates, in pesos, in effect as of the date of the consolidated statements of financial position and the date of issuance of the accompanying consolidated financial statements, are as follows:

|             | 2017       | December 31,<br>2016 | 2015       | March 14,<br>2018 |
|-------------|------------|----------------------|------------|-------------------|
| U.S. dollar | \$ 19.7354 | \$ 20.664            | \$ 17.3398 | \$ 18.5604        |

#### f. Foreign currency sensitivity analysis

The Trust entered into transactions denominated in foreign currency, and consequently is exposed to fluctuations in the exchange rate, which are managed within approved policies.

If exchange rates had been one Mexican peso per U.S. dollar higher/lower and all other variables were held constant, the Trust's net income and trusts' capital for the year ended December 31, 2017, 2016 and 2015 would have decreased/increased by \$37,227,799, \$30,367,028 and \$28,292,016, respectively.

#### g. Credit risk management

Credit risk refers to the risk that counterparty will default on its contractual obligations resulting in financial loss to the Trust. Substantially all Trust income is derived from rental income from commercial property. As a result, its performance depends on its ability to collect rent from its tenants and its tenants' ability to make rental payments. Income and funds available for distribution would be negatively affected if a significant number of tenants, or any major tenant fails to make rental payments when due or close their businesses or declare bankruptcy.

As of December 31, 2017, 2016 and 2015, the Trust's 10 largest tenants occupied approximately 41.7%, 42.6% and 44.4% respectively of the total leasable area and represented approximately 26.6%, 21.9% and 29.2 %, respectively, of base rents attributable to its investment property portfolio. In addition, one tenant as of December 31, 2017, 2016 and 2015 occupied 34,151 m2 of the Trust's 12 portfolio of properties, representing approximately 5.0%, 5.7% and 8.8%, respectively, of the leasable area.

The Trust has adopted a policy of only dealing with counterparties with liquidity and obtaining sufficient collateral, where appropriate, which results in mitigating the risk of financial loss from defaults.

Credit risk arises from balances of cash and cash equivalents, accounts receivable and due from related parties and financial instruments. The maximum exposure to credit risk is the balance of each of those accounts as shown in the consolidated statements of financial position.

## h. Liquidity risk management

Liquidity risk represents the risk that the Trust will encounter difficulty in meeting its obligations associated with financial liabilities that are settled by delivering cash or another financial asset. Ultimate responsibility for liquidity risk management rests within the Trust Technical Committee, which has established an appropriate liquidity risk management framework for the management of the Trust's short-, medium- and long-term funding and liquidity management requirements. The Trust manages liquidity risk by maintaining adequate reserves, by continuously monitoring forecast and actual cash flows, and by matching the maturity profiles of forecasted rental cash flows and liabilities. The Treasury department monitors the maturity of liabilities to program payments.

The following tables detail the Trust's remaining contractual maturity for its non-derivative financial liabilities with agreed repayment periods.

| <b>December 31, 2017</b>                  | <b>Less than 1 year</b> | <b>1 to 5 years</b>     | <b>More than 5 years</b> | <b>Total</b>             |
|-------------------------------------------|-------------------------|-------------------------|--------------------------|--------------------------|
| Accounts payable and accrued expenses     | \$ 192,928,447          | \$ -                    | \$ -                     | \$ 192,928,447           |
| Due to related parties                    | 184,942,223             | -                       | -                        | 184,942,223              |
| Interest payable on financial liabilities | 218,913,060             | 1,892,417,787           | 1,820,252,783            | 3,931,583,630            |
| Financial liability                       | -                       | 994,888,586             | 5,457,831,863            | 6,452,720,449            |
| Deposit from tenants                      | -                       | 366,234,292             | -                        | 366,234,292              |
|                                           | <b>\$ 596,783,730</b>   | <b>\$ 3,253,540,665</b> | <b>\$ 7,278,084,646</b>  | <b>\$ 11,128,409,041</b> |

| <b>December 31, 2016</b>                  | <b>Less than 1 year</b> | <b>1 to 5 years</b>     | <b>More than 5 years</b> | <b>Total</b>            |
|-------------------------------------------|-------------------------|-------------------------|--------------------------|-------------------------|
| Accounts payable and accrued expenses     | \$ 90,155,840           | \$ -                    | \$ -                     | \$ 90,155,840           |
| Due to related parties                    | 518,239,633             | -                       | -                        | 518,239,633             |
| Interest payable on financial liabilities | 114,038,889             | 1,432,128,891           | 1,064,700,000            | 2,610,867,780           |
| Financial liability                       | -                       | 991,936,746             | 2,975,810,239            | 3,967,746,985           |
| Deposit from tenants                      | -                       | 315,323,934             | -                        | 315,323,934             |
|                                           | <b>\$ 722,434,362</b>   | <b>\$ 2,739,389,571</b> | <b>\$4,040,510,239</b>   | <b>\$ 7,502,334,172</b> |

| <b>December 31, 2015</b>              | <b>Less than 1 year</b> | <b>1 to 5 years</b>   | <b>More than 5 years</b> | <b>Total</b>          |
|---------------------------------------|-------------------------|-----------------------|--------------------------|-----------------------|
| Accounts payable and accrued expenses | \$ 41,671,873           | \$ -                  | \$ -                     | \$ 41,671,873         |
| Due to related parties                | 173,313,820             | -                     | -                        | 173,313,820           |
| Deposit from tenants                  | -                       | 211,838,714           | -                        | 211,838,714           |
|                                       | <b>\$ 214,985,693</b>   | <b>\$ 211,838,714</b> | <b>\$ -</b>              | <b>\$ 426,824,407</b> |

## i. Fair value of financial instruments

### Fair value of financial instruments carried at amortized cost

The carrying amounts of accounts receivable, accounts payable and other financial assets and liabilities (including due to/from related parties, and prepaid expenses) are of a short-term nature and, excluding liabilities related to advisory services (which is not a significant amount), and in some cases, bear interest at rates tied to market indicators. Accordingly, the Trust believes that their carrying amounts approximate their fair value. Further, deposits from tenants approximate their fair value since the discount rate used to estimate their fair value upon initial recognition has not changed significantly.

| <b>December 31, 2017</b> | <b>Fair value</b> | <b>Value in books</b> | <b>Hierarchy and Valuation Technique</b>                                                             |
|--------------------------|-------------------|-----------------------|------------------------------------------------------------------------------------------------------|
| Financial liability      | \$ 6,096,017,023  | \$ 6,452,720,449      | Level 2 - Market value. The fair value of the debt is measured by information that is not observable |

## j. Valuation techniques and assumptions applied for the purposes of measuring fair value

In estimating the fair value of an asset or a liability, the Trust takes into account the characteristics of the asset or liability market participants would utilize when pricing the asset or liability at the measurement date. The fair value for purposes of measurement and / or disclosure of these consolidated financial statements is determined as such, except for leases that are within the scope of IAS 17.

Furthermore, financial instruments that are measured subsequent to initial recognition at fair value are grouped into Levels 1 to 3 based on the degree to which the fair value is observable inputs in measurements and their importance in determining fair value are included as a whole, which are described as follows:

- Level 1 fair value measurements are those derived from quoted prices in active markets for identical assets or liabilities;
- Level 2 fair value measurements are those derived from inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly;
- Level 3 fair value measurements incorporate inputs that are not based on observable market data.

## 11. Accounts payable and accrued expenses

|                  | 2017                  | 2016                 | 2015                 |
|------------------|-----------------------|----------------------|----------------------|
| Accounts payable | \$ 57,833,090         | \$ 55,150,760        | \$ 33,854,237        |
| Accrued expenses | 135,095,357           | 35,005,080           | 7,817,636            |
|                  | <b>\$ 192,928,447</b> | <b>\$ 90,155,840</b> | <b>\$ 41,671,873</b> |

## 12. Long-term financial liability

- a. As mentioned in Note 1 "Relevant Event", during 2017 and 2016 the Trust completed the placement of CEBURES for \$2,500 and \$4,000 million pesos. The CEBURES do not have any specific guarantee. The long-term financial liability is as follows:

| Payable in Mexican pesos                                                                                                                                                             | 2017                    | 2016                    |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------|-------------------------|
| 3.5-year line of credit of Certificados Bursatiles Fiduciarios with a floating rate which was placed with a 28-day TIIE coupon plus 65 basis points. (6.76% as of December 31, 2017) | \$ 1,000,000,000        | \$ 1,000,000,000        |
| 10 year line of credit of Certificados Bursatiles Fiduciarios in nominal fixed rate, the coupon was placed with the 7.80%.                                                           | 3,000,000,000           | 3,000,000,000           |
| 10 year line of credit of Certificados Bursatiles Fiduciarios in nominal fixed rate, the coupon was placed with the 8.54%.                                                           | 2,500,000,000           | -                       |
|                                                                                                                                                                                      | 6,500,000,000           | 4,000,000,000           |
| Expenses of issuance of financial liabilities                                                                                                                                        | (47,279,551)            | (32,253,015)            |
|                                                                                                                                                                                      | <b>\$ 6,452,720,449</b> | <b>\$ 3,967,746,985</b> |

- b. Long-term loans include certain restrictive clauses that limit the Bank to its level of indebtedness, guaranteed debt, hedges, and total non-taxable assets. For the year ended as of December 31, 2017, these restrictions were met.
- c. As of December 31, 2017, the company amortized the amount of \$5,029,637 of issuance expenses.

### 13. Transactions and balances with related parties

Transactions with related parties were as follows:

|                                           | 2017           |    | 2016        |    | 2015        |
|-------------------------------------------|----------------|----|-------------|----|-------------|
| <b>Advisory fees <sup>(1)</sup></b>       | \$ 552,475,415 | \$ | 463,892,046 | \$ | 354,765,337 |
| <b>Representation fees <sup>(2)</sup></b> | \$ 84,697,987  | \$ | 81,956,062  | \$ | 59,793,338  |

(1) Based on the consulting services agreement celebrated on October 8, 2013 and modified on 2016, the Trust pays the amount equivalent to 0.75% of the initial contribution value of property; this percentage will increase to 1% in 2018 with an increase in a linear base of .0625% each year. In addition, the Trust pays 1% on the value of property acquired after the initial contribution. Payment is made through CBFIs, or in cash, if the Consultant so requests to cover their taxes.

(2) The Trust pays a monthly fee in an amount equal to 2.0% of the lease payments received, plus any applicable value-added taxes in exchange for representation services.

Balances receivables and payables with related parties are as follows:

|                                                      | 2017         |    | 2016       |    | 2015      |
|------------------------------------------------------|--------------|----|------------|----|-----------|
| <b>Receivables:</b>                                  |              |    |            |    |           |
| Constructora El Toreo, S.A de C.V                    | \$ 3,202,432 | \$ | 6,404,864  | \$ | -         |
| Banco Invex, S.A. Fideicomiso 1629                   | 1,298,597    |    | 4,500,000  |    | -         |
| Construcciones de Inmuebles Premier GD, S.A. de C.V. | 462,411      |    | 49,742,000 |    | 133,836   |
| Eduardo Zaga y Copropietarios.                       | -            |    | 963,825    |    | 963,825   |
| Banco Multiva Fideicomiso 317-1                      | -            |    | -          |    | 2,740,600 |
| Ad Space & Comm Skills, S.C.                         | 426,118      |    | 1,314,293  |    | -         |
| Corporativo Pedregal                                 | -            |    | 1,438,993  |    | -         |
| Other related parties                                | -            |    | 365,541    |    | -         |
|                                                      | \$ 5,389,558 | \$ | 64,729,516 | \$ | 3,838,261 |

|                                                      | 2017           |    | 2016        |    | 2015        |
|------------------------------------------------------|----------------|----|-------------|----|-------------|
| <b>Payables:</b>                                     |                |    |             |    |             |
| DSD2, S.C.                                           | \$ 9,174,244   | \$ | 9,395,569   | \$ | 7,641,686   |
| DSD1, S.C.                                           | 174,997,817    |    | 138,905,203 |    | 161,555,072 |
| Constructora El Toreo, S.A. de C.V.                  | 750,020        |    | 649,250     |    | -           |
| Ad Space & Comm Skills, S.C.                         | 20,142         |    | -           |    | -           |
| Construcciones de Inmuebles Premier GD, S.A. de C.V. | -              |    | 352,789,611 |    | 4,117,062   |
| Banco Invex S.A. Fideicomiso 1629                    | -              |    | 16,500,000  |    | -           |
|                                                      | \$ 184,942,223 | \$ | 518,239,633 | \$ | 173,313,820 |

### 14. Trustors' capital

#### Contributions

a. Capital contributions of trustors at par value is as follows:

| Trustors' capital as of<br>December 31, 2017 | Trustors' capital as of<br>December 31, 2016 | Trustors' capital as of<br>December 31, 2015 |
|----------------------------------------------|----------------------------------------------|----------------------------------------------|
| \$ 43,610,750,525                            | \$ 44,608,464,372                            | \$ 45,122,110,237                            |

- b. In Technical Committee sessions held during 2017, 2016 and 2015, it was decided to carry out capital reimbursements and distribution of dividends to CBFIs' holders. The detail is as follows:

| <b>2017</b>                            |                                        |                                       |                                               |                                              |  |
|----------------------------------------|----------------------------------------|---------------------------------------|-----------------------------------------------|----------------------------------------------|--|
| <b>Date of the Technical Committee</b> | <b>Approved capital reimbursements</b> | <b>Approved dividend distribution</b> | <b>Total distribution to holders of CFBIs</b> | <b>Distribution per economic certificate</b> |  |
| 21-february-2017                       | \$ 277,460,684                         | \$ 400,024,814                        | \$ 677,485,498                                | 0.54                                         |  |
| 27-april-2017                          | 315,644,600                            | 399,426,704                           | 715,071,304                                   | 0.56                                         |  |
| 25-july-2017                           | 499,684,204                            | 243,507,823                           | 743,192,027                                   | 0.57                                         |  |
| 26-october-2017                        | 391,265,452                            | 371,372,935                           | 762,638,387                                   | 0.57                                         |  |
| <b>Total</b>                           | <b>\$ 1,484,054,940</b>                | <b>\$ 1,414,332,276</b>               | <b>\$ 2,898,387,216</b>                       |                                              |  |

| <b>2016</b>                            |                                        |                                       |                                               |                                              |  |
|----------------------------------------|----------------------------------------|---------------------------------------|-----------------------------------------------|----------------------------------------------|--|
| <b>Date of the Technical Committee</b> | <b>Approved capital reimbursements</b> | <b>Approved dividend distribution</b> | <b>Total distribution to holders of CFBIs</b> | <b>Distribution per economic certificate</b> |  |
| 24-february-2016                       | \$ 288,881,334                         | \$ 281,477,783                        | \$ 570,359,117                                | 0.51                                         |  |
| 24-april-2016                          | 87,278,979                             | 523,008,314                           | 610,287,293                                   | 0.52                                         |  |
| 27-july-2016                           | 208,680,397                            | 423,079,603                           | 631,760,000                                   | 0.53                                         |  |
| 27-october-2016                        | 265,514,687                            | 400,500,547                           | 666,015,234                                   | 0.54                                         |  |
| <b>Total</b>                           | <b>\$ 850,355,397</b>                  | <b>\$ 1,628,066,247</b>               | <b>\$ 2,478,421,644</b>                       |                                              |  |

In a meeting held in June 2016, and based on the modification agreement entered into between Fibra Danhos and the contributions from Parque Vía Vallejo, it was approved that part of the contribution of the mentioned shopping center was reimbursed. Therefore, the amount of \$ 1,200 million pesos was disbursed, which decreases the equity.

| <b>2015</b>                            |                                        |                                       |                                               |                                              |  |
|----------------------------------------|----------------------------------------|---------------------------------------|-----------------------------------------------|----------------------------------------------|--|
| <b>Date of the Technical Committee</b> | <b>Approved capital reimbursements</b> | <b>Approved dividend distribution</b> | <b>Total distribution to holders of CFBIs</b> | <b>Distribution per economic certificate</b> |  |
| 24-febrero-2015                        | \$ 163,610,176                         | \$ 202,768,537                        | \$ 366,378,713                                | 0.45                                         |  |
| 24-abril-2015                          | 60,783,372                             | 377,855,718                           | 438,639,090                                   | 0.48                                         |  |
| 27-julio-2015                          | 220,101,440                            | 265,094,508                           | 485,195,948                                   | 0.49                                         |  |
| 27-octubre-2015                        | 402,760,210                            | 140,476,619                           | 543,236,829                                   | 0.50                                         |  |
| <b>Total</b>                           | <b>\$ 847,255,198</b>                  | <b>\$ 986,195,382</b>                 | <b>\$ 1,833,450,580</b>                       |                                              |  |

- c. As of December 31, 2017, 2016 and 2015 there were 1,518,746,772, 1,518,746,772, and 1,541,245,024 CBFIs in circulation, respectively, which are distributed as follows:

| <b>CBFI 's</b>              |               |               |                          |               |               |                       |               |               |
|-----------------------------|---------------|---------------|--------------------------|---------------|---------------|-----------------------|---------------|---------------|
| <b>With economic rights</b> |               |               | <b>Outstanding CBFIs</b> |               |               | <b>CBFI 's issued</b> |               |               |
| <b>2017</b>                 | <b>2016</b>   | <b>2015</b>   | <b>2017</b>              | <b>2016</b>   | <b>2015</b>   | <b>2017</b>           | <b>2016</b>   | <b>2015</b>   |
| 1,369,863,396               | 1,254,602,775 | 1,118,351,210 | 1,419,711,706            | 1,403,663,796 | 1,399,478,555 | 1,518,764,772         | 1,518,764,772 | 1,541,245,024 |

- d. The basic net income per CBFI was calculated by dividing the net income of the period by the weighted average of CBFI with economic right and the diluted net income of CBFI considers the diluted events as if it had occurred after the issuance of the CBFIs with these characteristics. As of December 31, 2017, 2016 and 2015, the basic net income per CBFI amounted to \$3.6590, \$4.1670 and \$2.6643, respectively, and net income per diluted CBFI amounts to \$3.4016, \$3.8198 y \$1.8797, respectively.

- e. As mentioned in Note 7 for years 2016 and 2015 construction progress was carried out, including land contribution, for which CBFIs were delivered in connection to Via Vallejo and Puebla Centro Comercial properties for an amount of \$1,053,291,737 and \$1,328,897,820, equivalent to 31,064,938 and 40,700,830 certificates, respectively.
- f. In meetings of the Trust 's Technical Committee held in 2016 and 2015 it was decided to liquidate part of the advisory fee with the delivery of certificates, therefore, during the 2016 and 2015 payments were made with CBFIs for an amount of \$483,417,795 equivalent to 12,547,363 certificates and \$426,809,711 equivalent to 11,985,741 certificates.

## 15. Income taxes

In order to maintain its FIBRA status, the SAT has established, per articles 187 and 188 of the Mexican Income Tax Law, that the Trust must annually distribute at least 95% of its taxable income to the holders of its CBFIs. The details of the distributions made in 2017 was disclosed in Note 14 b.

Moreover, Administradora Fibra Danhos, S.C., the Subsidiary is taxpayer and subject to income tax (ISR), which are recorded in the income statements in the year as incurred. The deferred tax effect is not material, therefore, no additional disclosures are included.

## 16. Future leases

The annualized amount of minimum future rentals to be received under existing contracts at December 31, 2017, with remaining terms ranging from one to six years, is as follows:

| Year                      | Commercial              | Offices                 | Total                    |
|---------------------------|-------------------------|-------------------------|--------------------------|
| 2018                      | \$ 1,794,089,067        | \$ 1,210,228,427        | \$ 3,004,317,494         |
| 2019                      | 1,480,976,701           | 1,146,350,348           | 2,627,327,048            |
| 2020                      | 1,125,513,944           | 991,253,650             | 2,116,767,594            |
| 2021                      | 776,368,843             | 707,259,149             | 1,483,627,992            |
| 2022                      | 577,322,890             | 562,411,334             | 1,139,734,224            |
| 2023 and subsequent years | 1,802,009,730           | 955,218,132             | 2,757,227,863            |
|                           | <b>\$ 7,556,281,175</b> | <b>\$ 5,572,721,040</b> | <b>\$ 13,129,002,215</b> |

The above summary does not consider any adjustments to the amounts of future rent with respect to contingent rental payments, as may be established in the lease contract, and in most cases corresponds to the effects of inflation. In addition, it is not considered any income variable character or renewal periods, but only the mandatory terms for tenants, in accordance with the aforementioned concept of minimum future rents.

By comments from the management of the properties, according to the history and behavior of the leases are renewed at the end of their respective lease periods, as a result of the high demand and attractiveness of the Properties and their locations. The average occupancy rate at the issuance date of these consolidated financial statements is 88.2% (unaudited).

## 17. Subsequent events

On February 2018 the pre-construction stage of Parque Tepeyac started and the project is expected to be finished during the first semester of 2020. The estimated total commercial area of the project is approximately 108,000 m<sup>2</sup>, including anchor stores and the profitable area of Fibra Danhos (50%) will be approximately 35,000 m<sup>2</sup>.

## 18. Authorization to issue the consolidated financial statements

On March 14, 2018, the issuance of the consolidated financial statements was authorized by C.P. Blanca Canela, Executive Director of Administration. These consolidated financial statements are subject to the approval at the Ordinary General Meeting of Holders of CBFIs which may amend to the consolidated financial statements based on provisions set forth in the Mexican General Corporate Law.