

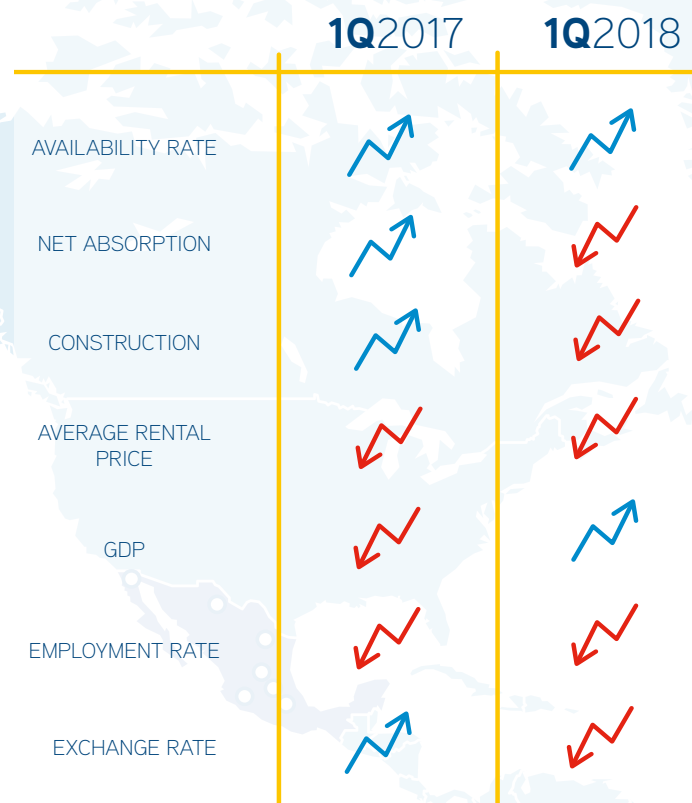
**1Q 2018**

# **GUANAJUATO**

**INDUSTRIAL MARKET OVERVIEW**



## MARKET INDICATORS



Growth expectatives Mexico's GDP	2018
SHCP	2.0%-3.0%
Bank of Mexico	2.0%-3.0%
World Bank	2.20%
IMF	2.30%
OECD	2.50%
ECLAC	2.40%

Source: National Federation of Economists

## ECONOMIC OVERVIEW

During this first quarter of 2018, the global economic perspective has presented a positive projection around an expected growth of 3.9% according to International Monetary Fund. This impetus will be for the good confidence level in the international markets, for that reason it hopes an acceleration in demand, at the same time the economic inversions will have voluminous exports.

As of this point, the prognostics of growth in Mexico's GDP 2018-2019 has kept, between 2.0% and 3.0% hoping that in 2019 presents an expansion in economy in a range of 2.2% and 3.3%

All this will be attached to the environment of uncertainty derived from the renegotiation of the commercial terms of the NAFTA as well as the new economic strategies that the new president of the republic will carry out.

At the same time, in this first period of the year, Banxico presented an adjustment in terms of the rate of inflation, placing it at 3% during the first quarter of 2019, which will depend on the exchange rate doesn't rise more in 2018 and doesn't exist wage pressure in the country.

Sources:  
Bank of Mexico  
International Monetary Fund  
Secretariat of Finance of Public Credit (SHCP)

## INDUSTRIAL OVERVIEW

### INVENTORY

- 123.24 million sq.ft.
- 6 industrial corridors
- More than 1,075 monitored industrial properties (over 21,500 sq.ft.)

### MARKET SEGMENTATION BY CLASS

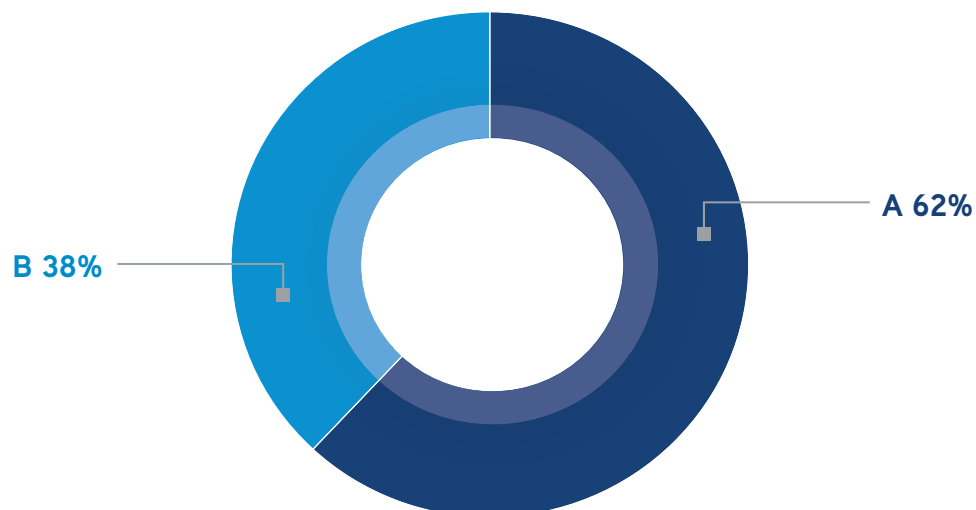
- Class A: 76.35 million sq.ft.
- Class B: 46.88 million sq.ft.

## INVENTORY AND GROWTH IN CLASS A INDUSTRIAL FACILITIES 1Q 2017 - 1Q 2018



## INVENTORY (SQ. FT.) PER CLASS, 1Q 2018

TOTAL: 123,242,949 MILLION SQ. FT.



# Global Leaders in Real Estate Services



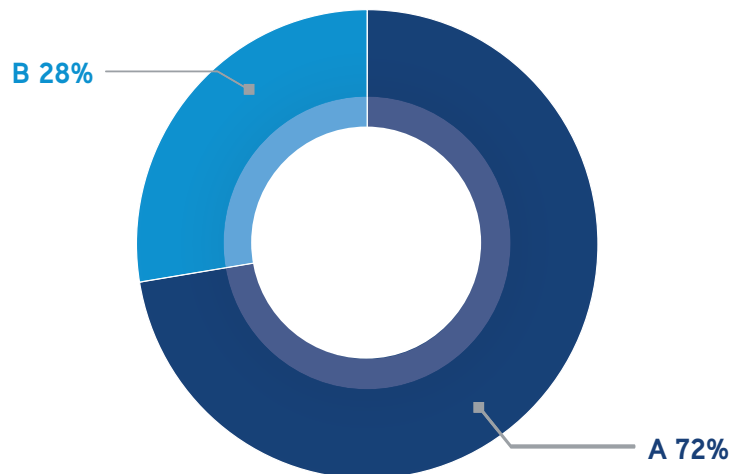
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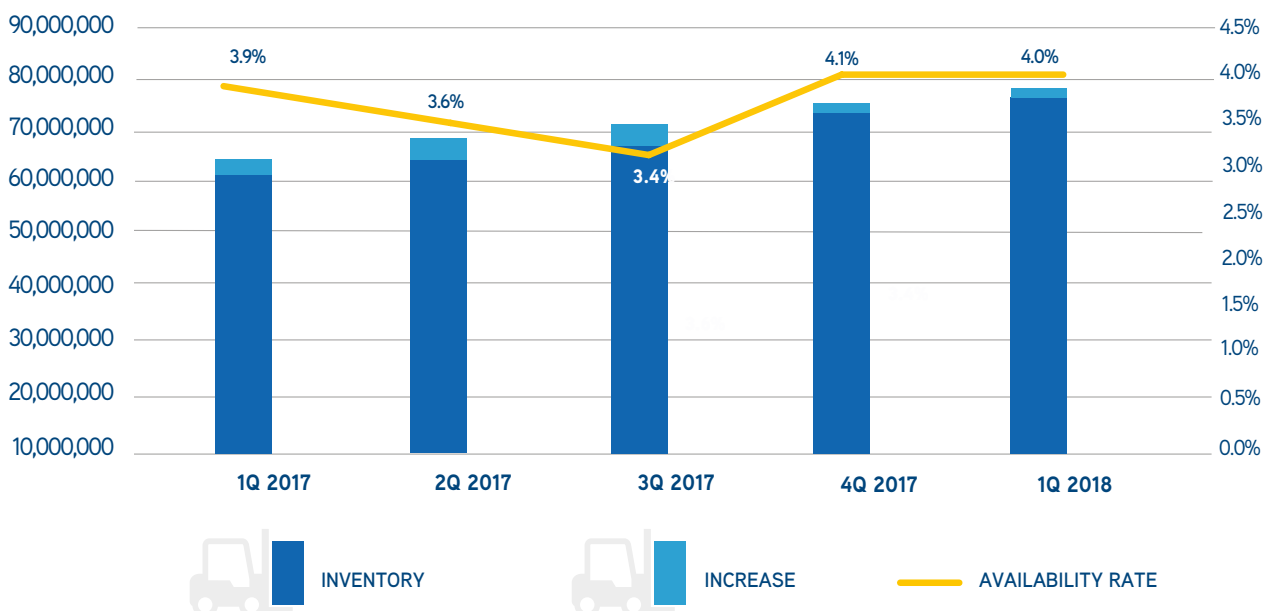
During 1Q 2018, there was an increase in class A industrial facilities of 1.27 million sq.ft., a smaller figure than what was added to the market in 2017, which was an area of 3.23 million sq.ft.

During the period from January to March, 18 new class A industrial facilities were incorporated into the inventory in two submarkets.

## AVAILABLE BY CLASS 1Q 2018 TOTAL: 4,323,030 SQ. FT.



## INVENTORY AND AVAILABILITY RATE CLASS A INDUSTRIAL FACILITIES AND WAREHOUSES 1Q 2017 - 1Q 2018

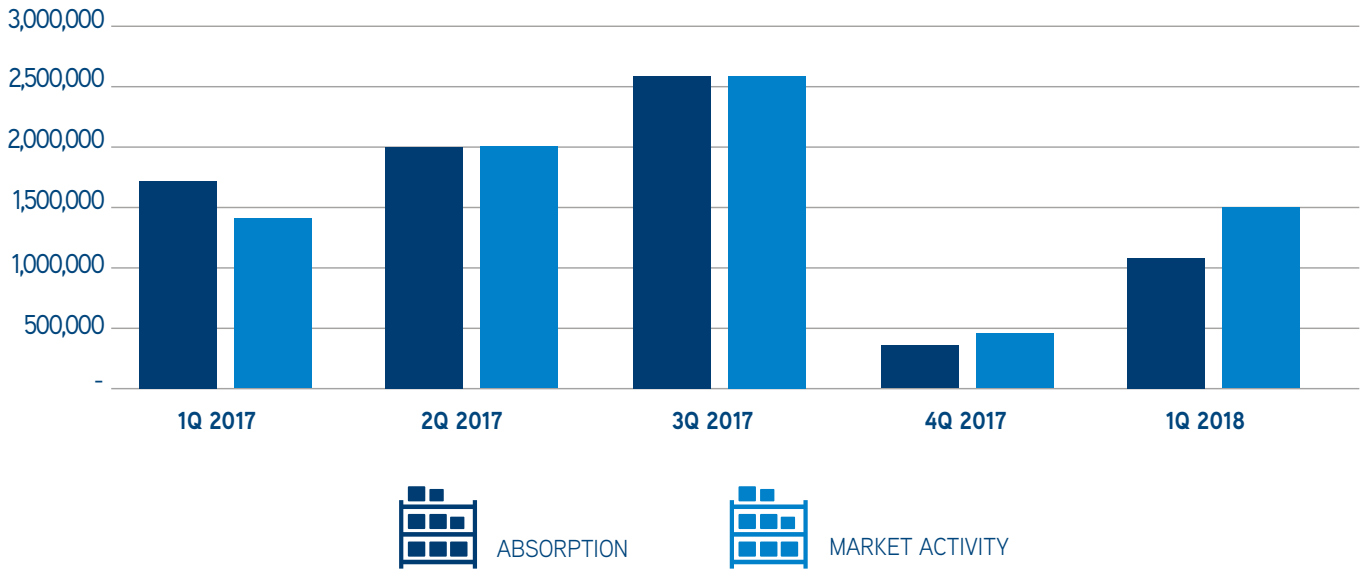


## DEMAND

During the period from January to March 2018, 1.47 million sq.ft. Class A properties of 21,500 sq.ft and larger industrial facilities, were monitored for lease and sale.

## ABSORPTION VS ACTIVITY

1Q 2017 - 1Q 2018

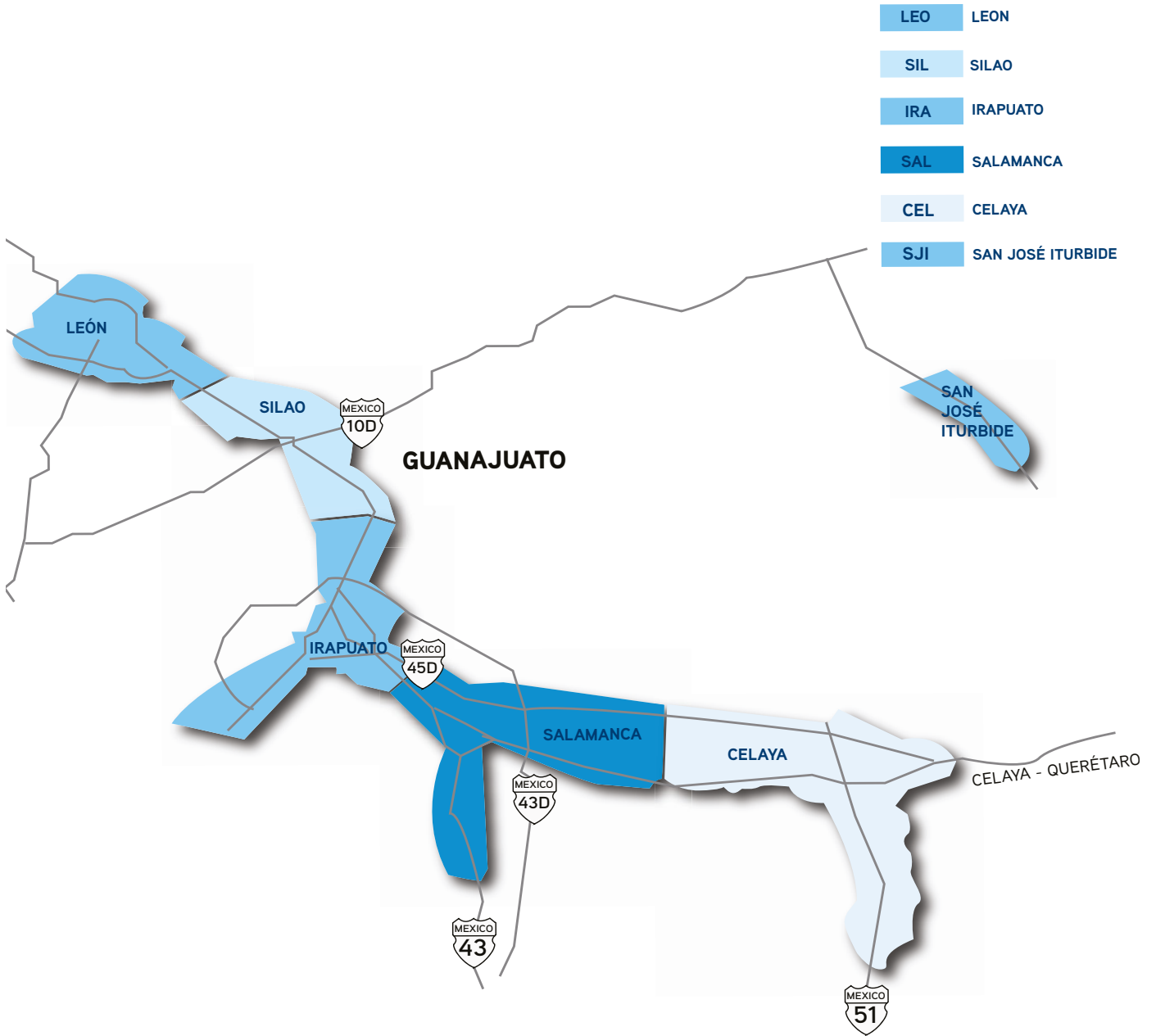


## PRICES

At the end of 1Q 2018, the monthly rent asking price oscillates between US\$4.53 to US\$3.56 per sq.ft. for Class A and B industrial facilities.



# MAP OF INDUSTRIAL CORRIDORS GUANAJUATO



# 1Q 2018

# GUANAJUATO

## INDUSTRIAL MARKET OVERVIEW

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