



## FIBRA INN ANNOUNCES THE PURCHASE OF LAND LOT IN CIUDAD DEL CARMEN, CAMPECHE FOR THE DEVELOPMENT OF A FAIRFIELD INN & SUITES BY MARRIOTT HOTEL

Monterrey, Mexico, April 3, 2014 - Deutsche Bank Mexico, S.A., Banking institution, Trust Division F/1616 or Fibra Inn (BMV: FINN13) ("Fibra Inn" or "the Company"), a Mexican real estate investment trust specializing in the hotel industry serving the business traveler, announced that its internal corporate governance bodies approved the development of the Hotel Fairfield Inn & Suites by Marriott in Ciudad del Carmen, Campeche, as per a franchise agreement with Marriott International.

The total investment in this development will be Ps. 188.9 million with a projected cap rate of 12.3%. The total investment is comprised of Ps. 179.2 million corresponding to the construction of the property and the purchase of the land, Ps. 1.9 million for working capital and Ps. 7.8 million for development costs.

The hotel will be in the budget or limited service segment and will have 180 rooms. The construction will take approximately 12 months after the obtainment of permits. This hotel will be operated by Fibra Inn's Hotel Operator.

Fibra Inn opted to develop a Fairfield Inn & Suites by Marriott hotel in Ciudad del Carmen, for the following reasons:

- Ciudad del Carmen is one of the most leading oil-producing cities in Mexico.
- This city lodges important companies such as Weatherford, Haliburton, Dowell Schlumberger, Comesa, Cotemar, Grupo Carso, Compañía Perforadora México and Pemex.
- This is a market with an average occupancy of 65% and has expected growth potential in terms of demand.
- Most of the current lodging is comprised of independent hotels.
- Ciudad del Carmen's economic activity is expected to be a positively impacted by the recent approval of the Energy Reform, therefore benefiting the performance of this hotel.

The land lot is located in a property that is yet to be labelled with an address, on 31<sup>st</sup> street in Colonia Benito Juarez, Ciudad del Carmen, Campeche. This property represents 4% of the total value of Fibra Inn's portfolio. To date, Fibra Inn has a portfolio of 21 hotels in operation plus 3 under development for a total of 4,298 rooms, of which 844 are under construction.

For more information please visit http://fibrainn.mx/en/investors.php or contact:

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## **Rendering and Location**





## **About the Company**

Fibra Inn is a Mexican trust formed primarily to acquire, own, develop, operate and rent a broad range of hotel properties in Mexico. Headquartered in Monterrey, Fibra Inn has a portfolio of high-quality hotels and geographically-diverse located in 13 states throughout Mexico, comprising approximately 4,501 rooms, which 898 are under construction. The Company has signed Franchise Agreements with IHG to operate its global brands Holiday Inn, Holiday Inn Express, and Holiday Inn Express & Suites; with Hilton to operate its brand Hampton Inn by Hilton; and is in the process with Starwood Hotels & Resorts Worldwide to operate the brand Aloft. Additionally, Fibra Inn has agreements with IHG, Marriott International and Wyndham Hotel Group. These hotels enjoy some of the industry's top loyalty programs and, offer attractive hotel options for businesses travelers. Fibra Inn recently listed its Real Estate Trust Certificates (*Certificados Bursátiles Fiduciarios Inmobiliarios* or "CBFIS") on the Mexican Stock Exchange and trades under the ticker symbol "FINN13".

For more information, please visit our corporate site and investor relations section at: http://www.fibrainn.mx

## **Note on Forward-Looking Statements**

This press release may contain forward-looking statements. These statements are statements that are not historical facts, and are based on management's current view and estimates of future economic circumstances, industry conditions, Company performance and financial results. Also, certain reclassifications have been made to make figures comparable for the periods. The words "anticipates", "believes", "estimates", "expects", "plans" and similar expressions, as they relate to the Company, are intended to identify forward-looking statements. Statements regarding the declaration or payment of dividends, the implementation of principal operating and financing strategies and capital expenditure plans, the direction of future operations and the factors or trends affecting financial condition, liquidity or results of operations are examples of forward-looking statements. Such statements reflect the current views of management and are subject to a number of risks and uncertainties. There is no guarantee that the expected events, trends or results will actually occur. The statements are based on many assumptions and factors, including general economic and market conditions, industry conditions, and operating factors. Any changes in such assumptions or factors could cause actual results to differ materially from current expectations.