



BUILDING
EXPERIENCES



FOURTH QUARTER 2016 EARNINGS RELEASE

Gicsa México

Diódoro Batalla Palacios
Chief Financial Officer
+ 52(55) 5148 0400 Ext. 4444
dbatalla@gicsa.com.mx

Rodrigo Assam Bejos
Investor Relations Officer
+ 52(55) 5148 0400 Ext. 4447
rassam@gicsa.com.mx

I-advize Corporate
Communications Inc., Nueva York

Rafael Borja
(212) 406-3693
rborja@i-advize.com

FOURTH QUARTER 2016 EARNINGS RELEASE



GICSA ANNOUNCES CONSOLIDATED RESULTS FOR FOURTH QUARTER 2016

Mexico City, February 22, 2017 – GRUPO GICSA, S.A.B. de C.V. ("GICSA" or "the Company") (BMV: GICSA), a Mexican leading company specialized in the development, investment, commercialization and operation of shopping malls, corporate offices, industrial buildings and mixed use properties, announced today its results for the fourth quarter ("4Q16") and twelve month ("2016") periods ended December 31, 2016.

All figures have been prepared in accordance with International Financial Reporting Standards ("IFRS") and are stated in millions of Mexican pesos (Ps.).

GICSA's financial results presented in this report are unaudited; therefore figures mentioned throughout this report may present adjustments in the future.

Main Highlights

Operational

- GICSA reported an increase of 56,689 square meters (m²), reaching a total of 680,819 m² of Gross Leasable Area (GLA) comprised of 13 stabilized properties and 2 properties in stabilization process at the close of 4Q16. GICSA's proportional GLA during 4Q16 was 423,573 square meters.
- Average leasing rate per square meter at the close of 4Q16 was Ps. 340, an 9% increase compared to 4Q15, which was Ps. 311.
- GICSA registered an occupancy cost of 6.76% in 2016 due to an increase in same-store sales of 13% in 4Q16.
- At the close of 2016 GICSA had a total of 68 million of visitors in the shopping malls of the stabilized properties in 2016.

Financial

- Net operating income (NOI) of the stabilized and under development portfolio reached Ps. 791 million, an increase of 24% compared to 4Q15.
- Consolidated EBITDA in 4Q16 reached Ps. 758 million, while GICSA's proportional EBITDA was Ps. 649 million. Consolidated EBITDA in 2016 was Ps. 2,848 an increase of 11% compared to 2015.
- Consolidated debt in 4Q16 was Ps. 18,375 million, while GICSA's proportional debt was Ps. 13,322 million, resulting in a loan-to-value ratio of 33%.
- This year, GICSA successfully completed its local note program (*certificados bursatiles*) for Ps. 6,000 million.

FOURTH QUARTER 2016 EARNINGS RELEASE



Pipeline

- In December 2016, GICSA opened La Isla Vallarta and the first phase of Forum Cuernavaca, adding 56,689 m² of GLA to the portfolio in stabilization process.
- At the beginning of 2017, GICSA started the construction of Masaryk 169 and Explanada Pachuca.
- To date, the commercialization of properties under development reached 130,140 m² of GLA under contract and under negotiation. This represents 34% of the total space comprising projects under construction.

FOURTH QUARTER 2016 EARNINGS RELEASE



Comments by Abraham Cababie, Chief Executive Officer

Dear Investors,

I'm pleased to present the Company's solid results for the fourth quarter of 2016. This year, despite a complex political and economic environment, as well as high volatility in the financial markets, at GICSA we maintain our confidence in the country and continue with the execution of our plans and growth strategies. The aforementioned is based on the solid financial and operational results during the last year, as well as the positive growth outlook expressed by our main commercial partners. Moreover, our main indicators at the beginning of the year maintain a positive outlook. In line with this, GICSA constantly evaluates the markets in which it participates. Given the oversupply of corporate office space in Mexico City, as well as the need for innovative real estate products in cities with high demographic as well as economic growth throughout the country, GICSA launched a new category of shopping centers Mallertainment®, under the Explanada® brand in order to reduce our exposure to the corporate office market.

With regards to our portfolio of projects under development, I'm pleased to announce that in December we finalized and then initiated operations in the first two properties of our pipeline, *La Isla Vallarta* and *Forum Cuernavaca* in their first phase. Additionally, in recent weeks we began the construction of *Explanada Pachuca* and *Masaryk 169* and we continue with important progress in the remaining of properties that are currently under construction.

This year, despite the challenging environment experienced in the last months, we successfully completed our local note program (*certificados bursatiles*) for Ps. 6,000 million that began at the end of 2015. This, combined with the construction credit lines obtained at the project level, ensures us with the required funding to develop our pipeline.

Regarding operational performance, we concluded the year with solid indicators. At the close of the year we reached an occupancy rate of 90.4% in our properties and a renewal rate of 98%, which are evidence of the demand that exists for commercial and offices spaces. The average leasing rate per square meter reached Ps. 340, an increase of 9% compared to the same period of the previous year. Same-store sales for our properties increased by 13%.

With respect to financial performance, we closed the year with a consolidated EBITDA of Ps. 2,848 million, an increase of 17% compared to the previous year. Operating margin in our properties remained stable at 81.8% at the close of the year.

At GICSA, we are very pleased with the results for the year and we reiterate our commitment to maintain a responsible and steady growth pace, and for which we have a highly capable team at all levels of the organization.

Thank you for your continued confidence and support.

Abraham Cababie Daniel
Chief Executive Officer of Grupo GICSA

FOURTH QUARTER 2016 EARNINGS RELEASE



GICSA Business

GICSA is a company with a fully-integrated model that captures value throughout the business cycle of projects and generates additional revenue from services to third parties. Our C-Corp structure and business model eliminate fee leakage, consequently maximizing shareholder returns.

The three pillars of our business model are:

1. The stabilized portfolio of 13 properties and 2 in stabilization process generates a consistent and solid cash stream, with a GLA of 680,819 square meters in which GICSA has a 62% stake.
2. The 15 projects under development provide the foundation for growth and are expected to add GLA of 1,039,961 square meters to the existing portfolio in the next four years. GICSA has an 80% stake.
3. The 4 service companies, which cover the full cycle real estate development cycle, provide quality, operating efficiency, as well as eliminate fee leakage. GICSA participates with 100%.

Summary of Key Operational and Financial Indicators

Operating Ratios	12M16	12M15	Var. %
Gross Leasable Area (GLA in square meters)	680,819	619,501	10%
GICSA's Gross Leasable Area (GLA in square meters)	423,573	391,095	8%
Occupancy Rate	90.42%	90.71%	-
Average Rent / square meters	Ps. 340	Ps. 311	9%
Occupancy Cost	6.76%	7.15%	-
Renewal Fee ¹	98.58%	97.78%	-

¹ Renewal fee doesn't include the first phase of Forum Cuernavaca and La Isla Vallarta

Financial Ratios (In millions of Pesos)	4Q16	4Q15	Var. %	12M16	12M15	Var. %
Net Operating Income (NOI)	Ps 791	Ps 638	24%	Ps 2,845	Ps 2,506	14%
GICSA's Net Operating Income (NOI)	Ps 476	Ps 416	14%	Ps 1,792	Ps 1,588	13%
NOI Margin	80.50%	80.46%	-	81.89%	81.22%	-
EBITDA	Ps 758	Ps 649	17%	Ps 2,848	Ps 2,560	11%
GICSA's Prop. EBITDA	Ps 443	Ps 427	4%	Ps 1,795	Ps 1,642	9%
Net Income	-Ps 195	Ps 559	-135%	Ps 1,104	Ps 2,996	-63%
GICSA's Net Income	-Ps 296	Ps 127	-333%	Ps 596	Ps 1,641	-64%
Total Debt	Ps 18,375	Ps 13,141	40%	Ps 18,375	Ps 13,141	40%
GICSA's Prop Debt	Ps. 13,322	Ps 9,080	47%	Ps. 13,322	Ps 9,080	47%

FOURTH QUARTER 2016 EARNINGS RELEASE

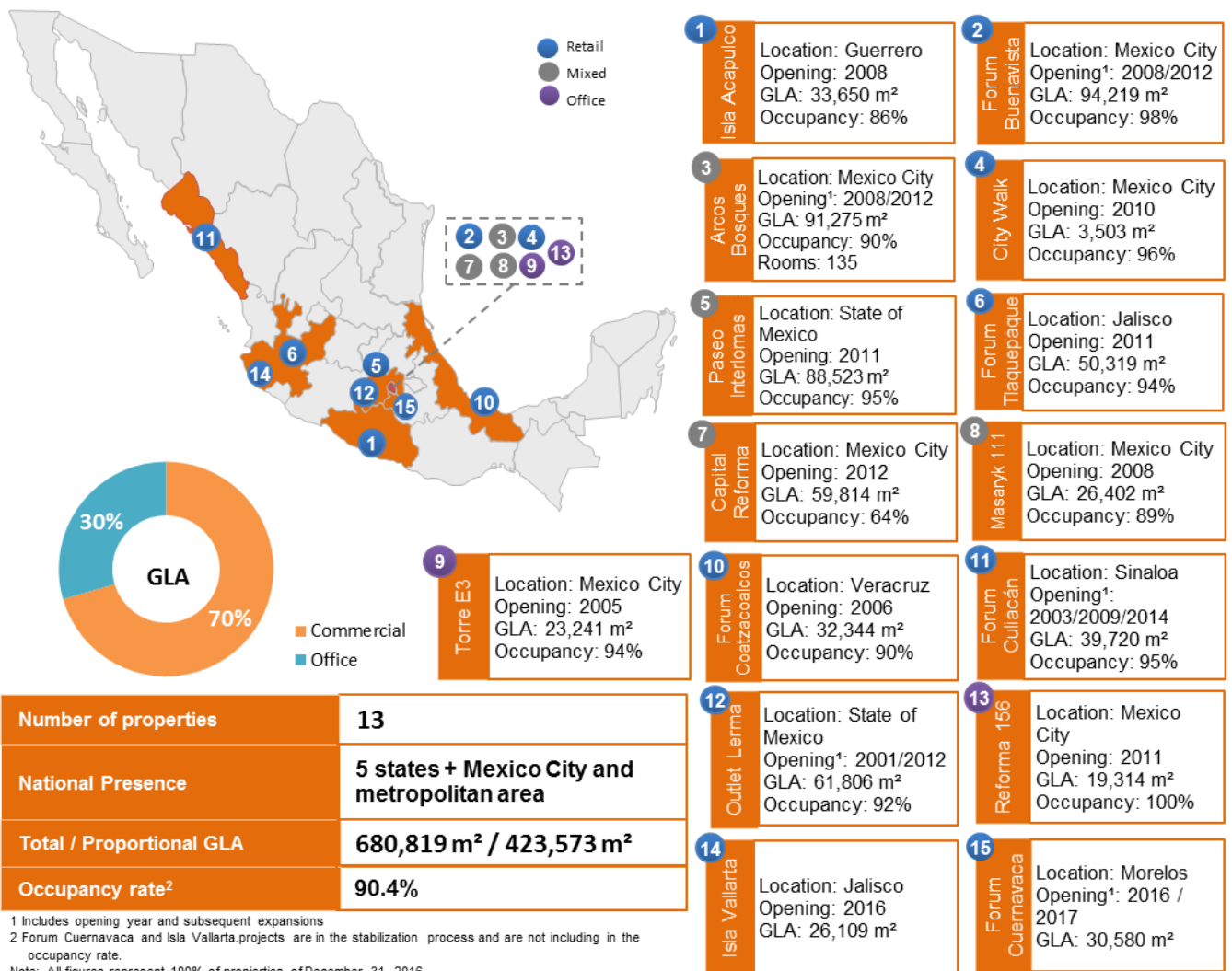


Stabilized Portfolio

Geographical distribution of the stabilized portfolio

At the close of December 31, 2016, GICSA's 13 stabilized properties and 2 in process of stabilization represented a total of 680,819 square meters of GLA; 54.7% correspond to commercial properties, 39.1% correspond to mixed use properties, and 6.3% correspond to office space.

The stabilized properties are located in Mexico City and metropolitan areas, Guadalajara, Acapulco, Culiacán, Cuernavaca and Coatzacoalcos. At the close of 4Q16, the occupancy rate of GICSA's stabilized properties was 90.4%.



FOURTH QUARTER 2016 EARNINGS RELEASE



Stabilized properties

At the close of 4Q16, GICSA's stabilized portfolio of 13 properties and 2 in stabilization process, consist of nine shopping malls, four are mixed-use developments (shopping malls, corporate offices and a luxury hotel) and two are corporate offices, with an average age of 8 years.

At the close of 2016, our properties were visited by over 68 million visitors and 15 million vehicles. Furthermore, NOI of the stabilized portfolio reached Ps. 2,845 million; Ps. 1,792 million correspond to GICSA's proportional NOI.

The following table presents a description of the stabilized properties as of December 31, 2016:

Portfolio of stabilized properties	Location	Operations starting year	GLA (square meters)	GICSA's stake %	Proportional GLA (square meters)	GLA % stabilized properties	Occupancy rate	Parking spaces
Commercial use								
City Walk	Mexico City	2010	3,503	100%	3,503	1%	96%	147
Forum Buenavista	Mexico City	2008	94,219	100%	94,219	15%	98%	2,372
Forum Tlaquepaque	Guadalajara, Jal.	2011	50,319	50%	25,160	8%	94%	3,128
La Isla Acapulco	Acapulco, Gro.	2008	33,650	84%	28,266	5%	86%	1,929
Forum Coatzacoalcos	Coatzacoalcos, Ver.	2006	32,344	25%	8,086	5%	90%	1,638
Plazas Outlet Lerma	State of Mexico	2001	61,806	63%	38,629	10%	92%	3,340
Forum Culiacán	Culiacán, Sin.	2003	39,720	50%	19,860	6%	95%	2,553
Sub Commercial use			315,562	69%	217,723	51%	93%	15,107
Office Use								
Reforma 156	Mexico City	2011	19,314	75%	14,486	3%	100%	637
Torre E 3	Mexico City	2005	23,241	75%	17,431	4%	94%	1,617
Subtotal Office			42,555	75%	31,916	7%	96%	2,254
Mix Use								
Paseo Interlomas	State of Mexico	2011	88,523	50%	44,262	14%	95%	3,982
Capital Reforma	Mexico City	2012	59,814	60%	35,888	10%	64%	2,065
Paseo Arcos Bosques	Mexico City	2008	91,275	50%	45,637	15%	90%	3,466
Masaryk 111	Mexico City	2008	26,402	75%	19,802	4%	89%	710
Subtotal Mix			266,014	55%	145,589	43%	86%	10,223
Total stabilized portfolio			624,130	63%	395,228	100%	90%	27,584

Excluding the Capital Reforma project, which is under the stabilization process, occupancy rate would be 93.19%

FOURTH QUARTER 2016 EARNINGS RELEASE



The following table presents the financial results of the stabilized properties as of December 31, 2016:

Stabilized Portfolio Properties	Total Revenue (Ps. Millions)			NOI (Ps. Millions)			Proportional NOI (Ps. Millions)			Monthly Rent by square meter		
	12M16	12M15	Var. %	12M16	12M15	Var. %	12M16	12M15	Var. %	12M16	12M15	Var. %
Commercial Use												
City Walk	20	18	12%	15	14	11%	15	14	11%	339	333	2%
Forum Buenavista	424	445	-5%	331	335	-1%	331	335	-1%	229	235	-3%
Forum Tlaquepaque	229	222	3%	196	191	3%	98	95	3%	246	245	0%
La Isla Acapulco	95	92	3%	61	61	0%	51	51	0%	165	190	-13%
Forum Coatzacoalcos	139	142	-3%	95	109	-13%	24	27	-13%	244	239	2%
Plazas Outlet Lerma	215	211	2%	185	175	6%	116	109	6%	216	208	4%
Forum Culiacán	231	219	5%	165	182	-10%	82	91	-10%	309	300	3%
Subtotal Commercial	1,352	1,349	0.3%	1048	1066	-2%	717	723	-0.8%	236	237	0%
Office Use												
Reforma 156	61	58	4%	47	44	5%	35	33	5%	230	209	10%
Torre E 3	181	145	25%	153	118	29%	115	89	29%	616	511	21%
Subtotal Office Use	242	204	19%	200	163	23%	150	122	23%	434	370	18%
Mix Use												
Paseo Interlomas	491	501	-2%	389	423	-8%	195	211	-8%	286	280	2%
Capital Reforma	264	205	29%	220	149	47%	132	90	47%	546	462	18%
Paseo Arcos Bosques	695	561	24%	580	464	25%	290	232	25%	571	468	22%
Masaryk 111	160	146	9%	136	121	12%	102	91	12%	522	403	29%
Subtotal Mix Use	1,609	1,413	14%	1325	1157	15%	719	623	15%	457	391	17%
Total stabilized portfolio	3,203	2,965	8%	2,574	2,386	8%	1,586	1,468	8%	340	311	9%
Total projects under development	271	120		271	120		206	120				
Revenues stabilized projects and under development	3,474	3,085	13%	2,845	2,506	14%	1,792	1,588	13%	340	311	9%

Proportional NOI¹ is the net operating income related to GICSA's direct or indirect stake.

Portfolio in process of stabilization

As part of GICSA's expansion process, the Company added 2 new shopping malls to its portfolio. These properties are in stabilization process for which their contribution to generate cash flow to the Company will be reflected during the next period.

Portfolio in process of stabilization	Location	Operations starting year	GLA (square meters)	GICSA's stake %	Proportional GLA (square meters)
Commercial use					
La Isla Vallarta	Puerto Vallarta, Jal.	2016	26,109	50%	13,055
Forum Cuernavaca ¹	Cuernavaca, Mor	2016	30,580	50%	15,290
Total portfolio in process of stabilization			56,689	50%	28,345

¹ First phase

FOURTH QUARTER 2016 EARNINGS RELEASE

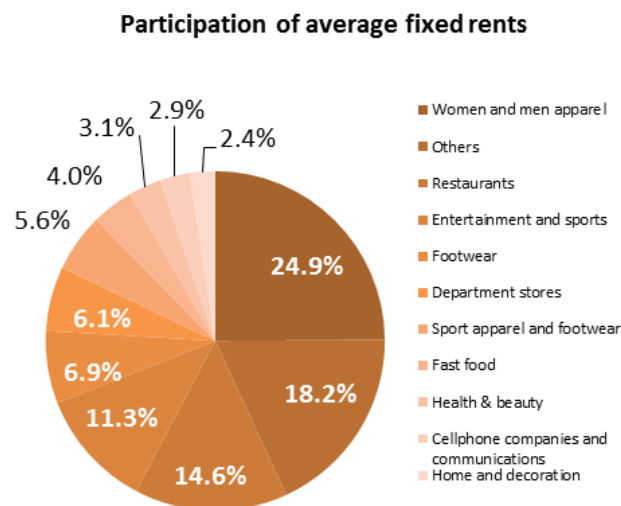


Leasing contract characteristics

GICSA carries out a solid track record of management which ensures the diversification of high quality of tenants due to the diversification by industry of the tenants protects the Company from low cycles or unfavorable market conditions that may affect particular industries or sectors.

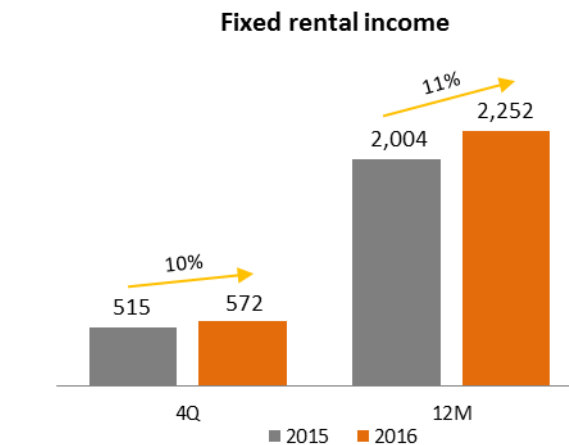
At the close of 4Q16, GICSA's stabilized portfolio has a total of 1,382 leasing contracts with tenants with high credit ratings, diversified in terms of industry and geographical location, assuring a mix in the revenue stream.

The following graph shows total revenue as a percentage in proportion to the total GLA of the portfolio:



Rental revenues

During 4Q16, rental revenues reached Ps. 572 million, an increase of 11% compared to the same period of 2015. This was due to the increase of leasing rates and the average exchange rate depreciation, which positively impacted the contracts denominated in US dollars.



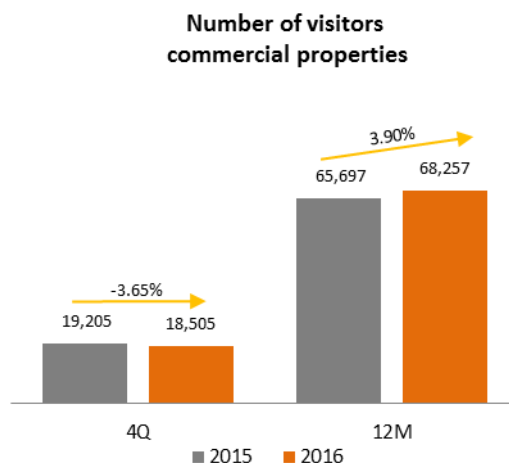
*Rental revenues includes Coatzacoalcos

FOURTH QUARTER 2016 EARNINGS RELEASE



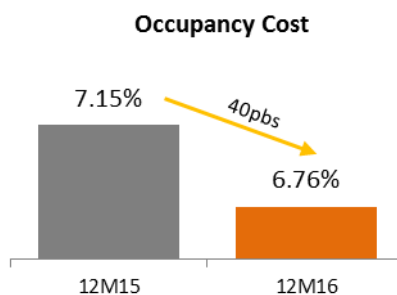
Number of visitors

During 2016, the number of visitors to the stabilized properties reached approximately 68 million, an increase of 3.75% compared to the number of visitors registered in 2015.



Occupancy cost

Occupancy cost represents the costs incurred related to the occupancy of a commercial space, which consists of rents, maintenance charges and advertising expenses incurred by GICSA, relative to rent revenues received from such tenants. The average occupancy cost for the most significant commercial tenants in terms of GLA and fixed rents, was equal to 6.76% for 2016. This was due to the increase of 13.37% in same-store-sales.



Contract renewals

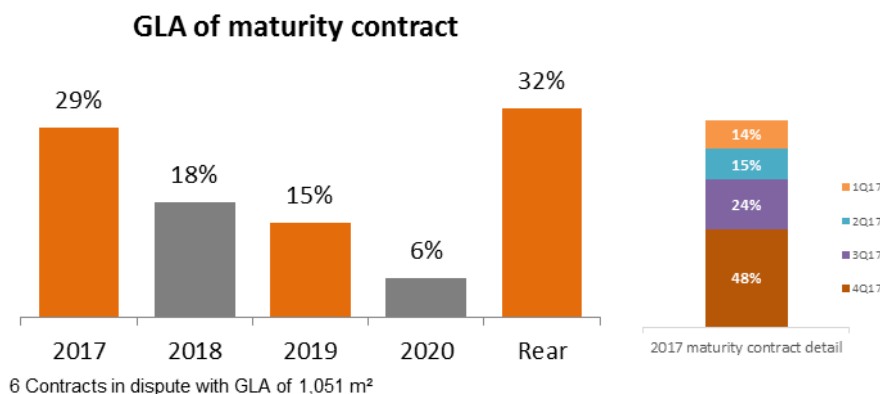
At the close of 4Q16, GICSA renewed 122,591 square meters of GLA of the stabilized properties, generating a renewal rate of 98.58%, of which 100% correspond to offices, and 98.46% to commercial use.

FOURTH QUARTER 2016 EARNINGS RELEASE



Maturity contract

The following table shows some information related to maturity contract of the stabilized properties as of 4Q16:



Year	Number of leases	GLA of maturity contract	% the GLA that expire
2017	573	165,329 m ²	29%
2018	287	99,640 m ²	18%
2019	329	82,366 m ²	15%
2020	67	34,225 m ²	6%
Rear	120	181,700 m ²	32%

As can be observed from the table above, in 2017 is concentrated maturity contracts proportional to 29% of the GLA of the stabilized portfolio. Of this figure, 28.8% corresponds to maturities for the first half of 2017 resulting a proportion of 9.2% of the total revenues corresponding to fixed rents. Finally, it is important to highlight that the total contracts with maturities in 2017 are already under negotiating process.

Lease Spread

Lease spread (defined as the variation in levels of rental revenues based on expired leases and the new level of rental revenues for new leases or renewed leases) in 4Q16 was calculated based on 122,591 square meters, which have been renewed.

At the close of 4Q16, lease spread was 12.8% for stabilized properties, of which 20.4% correspond to corporate offices and 5.2% to shopping malls. This performance was explained by an increase of fixed rents over the inflation rate, renewals and new contracts of the commercial spaces and offices of the stabilized portfolio.



Projects under development

Projects under construction and development

GICSA has 16 projects under development and 2 in process of stabilization, of which 9 have begun construction. With regards to the 7 remaining projects, these continue according to GICSA's plan, with the implementation of the activities and procedures required for the initiation of construction.

Likewise, GICSA continues analyzing investment opportunities throughout Mexico to strengthen its portfolio and increase its presence in the country, including acquisition opportunities, developments, the consolidation of existing projects, as well as opportunities for third-parties services.

Status of the commercialization of the projects under development

Starting in 4Q16 the land/properties under negotiation process is eliminated from this report, and we only include land/properties under contract. It is important to highlight that those projects that started construction during the last quarter have not been included in this report yet.

The following table shows the commercialization progress of the projects under development:

Project	Total Leasable Area	Total area under contract	
	(m ²)	(m ²)	%
Commercial Use			
La Isla Vallarta	26,109	21,707	83.14%
Forum Cuernavaca	54,611	26,968	49.38%
Paseo Interlomas expansion	39,662	15,825	39.90%
La Isla Mérida	57,389	13,242	23%
Paseo Querétaro	59,535	17,240	29%
Paseo Metepec	92,323	12,459	13%
Paseo Xochimilco	49,316	22,699	46%
Total	378,945	130,140	34%

1 First phase of Forum Cuernavaca was opened with 30,580 m²

As of the 4Q16 the commercialization of properties under development registered a progress of 130,140 square meters of GLA under contract.

The following section provides information for every project under construction and development based on estimates and expectations. This information provides a general overview of GICSA's developments. The information included in this section may change or be modified in the future; therefore, such amounts must be regarded as estimates, and not as final amounts.

FOURTH QUARTER 2016 EARNINGS RELEASE



Properties under construction



Interlomas expansion

This is an expansion project of Paseo Interlomas with a GLA of approximately 62,268 square meters; which, work began during the first half of 2015 and advanced 49 percentage points by the close of the quarter.

This complex will be a mixed use project including commercial areas, a hotel and office areas, of which approximately 39,662 square meters are commercial areas, and 22,606 square meters are office areas. This expansion is expected to initiate operations during the second half of 2017.



Location	Huixquilucan, State of Mexico
GLA	62,268 m ²
Estimated Total Investment ^{1,2}	Ps. 1,667
Estimated investment ^{1,2}	Ps. 686
Estimated opening date	Second half of 2017

1 The amount of investment does not include the value of the land

2 Figures are expressed in millions of mexican pesos (Ps.)

	Contribution to work as a percentage	At September 30	At December 30
Excavation and Foundation	17%	89%	93%
Civil Work	57%	46%	54%
Installations and Equipment	13%	7%	15%
Finishes and Facades	12%	2%	4%
Work Progress	100%	43%	49%

Video link: <http://www.gicsa.com.mx/desarrollo?id=91>

FOURTH QUARTER 2016 EARNINGS RELEASE



Forum Cuernavaca

This property is intended to be used for commercial purposes; the first phase initiated operations during the second half of 2016.

The project has a GLA of 54,611 square meters, out of which 30,580 square meters initiated operations at the close of 4Q16; Forum Cuernavaca is strategically located in the commercial and residential area known as Jacarandas in the city of Cuernavaca, Morelos.

Forum Cuernavaca is expected to conclude the total construction during the first half of 2017, and that its main tenants will be domestic and internationally-recognized apparel, footwear, jewelry and accessory brands, as well as home furniture stores, movie theaters, gyms, restaurants and others.



Location	Cuernavaca, Morelos
GLA	54,611 m ²
Estimated Total Investment ^{1,2}	Ps. 1,142
Estimated investment ^{1,2}	Ps. 824
Estimated opening date	First half of 2017

1 The amount of investment does not include the value of the land

2 Figures are expressed in millions of Mexican pesos (Ps.)

3 First phase of Forum Cuernavaca was opened with 30,580 square meters.

	Contribution to work as a percentage	At September 30	At December 30
Excavation and Foundation	8%	98%	100%
Civil Work	63%	73%	89%
Installations and Equipment	22%	58%	82%
Finishes and Facades	7%	52%	70%
Work Progress	100%	70%	87%

Video link: <http://www.gicsa.com.mx/desarrollo?id=77>

FOURTH QUARTER 2016 EARNINGS RELEASE



La Isla Mérida

The project is located in city of Mérida, Yucatán. The project will be comprised of a shopping mall center, a residential area and a hotel with 140 rooms within the residential development Cabo Norte. The project will also include a lagoon with canals, green areas, gardens, department stores, jewelry and home furniture stores, and a variety of restaurants and family entertainment areas, such as movie theaters, a children’s center, among others.

The complex will have a total of approximately 57,389 square meters in GLA. Additionally, it is important to highlight that La Isla brand is well known among the area residents, which allows us to enjoy wide popularity within the community. The construction began during the second half of 2015; operations are expected to begin during the second half of 2017.



Location	Mérida ,Yucatán
GLA	57,389 m ²
Estimated Total Investment ^{1,2}	Ps. 1,634
Estimated investment ^{1,2}	Ps. 518
Estimated opening date	Second half of 2017

1 The amount of investment does not include the value of the land

2 Figures are expressed in millions of mexican pesos (Ps.)

	Contribution to work as a percentage	At September 30	At December 30
Excavation and Foundation	8%	95%	98%
Civil Work	63%	42%	62%
Installations and Equipment	14%	12%	19%
Finishes and Facades	15%	0%	3%
Work Progress	100%	36%	50%

Video link: <http://www.gicsa.com.mx/desarrollo?id=79>

FOURTH QUARTER 2016 EARNINGS RELEASE



Explanada Puebla

The project is part of the new concept added to GICSA's development pipeline. The project consists of a shopping center located in the city of Puebla. This complex will integrate the concept of a mixed commercial offer, entertainment and community. In addition, its design of one-level space surrounded by parking spaces in its four fronts, ensures a steady flow of visitors.

It is estimated that this complex will have a total of approximately 87,340 square meters in GLA. The construction began during the second half of 2016; operations are expected to begin during the second half of 2017.



Location	Cholula, Puebla
GLA	87,340 m ²
Estimated Total Investment ^{1,2}	Ps. 1,225
Estimated investment ^{1,2}	Ps. 250
Estimated opening date	Second half of 2017

1 The amount of investment does not include the value of the land

2 Figures are expressed in millions of Mexican pesos (Ps.)

	Contribution to work as a percentage	At September 30	At December 30
Excavation and Foundation	25%	67%	90%
Civil Work	53%	4%	6%
Installations and Equipment	12%	0%	0%
Finishes and Facades	10%	0%	0%
Work Progress	100%	19%	26%

Video advance de obra: <http://www.gicsa.com.mx/desarrollo?id=118>

FOURTH QUARTER 2016 EARNINGS RELEASE



Paseo Querétaro

Paseo Querétaro will integrate a shopping mall, residential areas, a hotel and corporate offices. The project is located in the area adjacent to Queretaro's old airport, on the Vial Junipero Serra, which is the location with the highest development rate in terms of residential, commercial, medical and educational services areas. Paseo Queretaro will include department stores, clothing and shoe stores, service stores, movie theaters, gyms, a children's entertainment area, as well as a vast selection of restaurants.

The complex will have a total of approximately 74,532 square meters in GLA, with a distribution of approximately 59,532 square meters for offices and 15,000 square meters for commercial purposes. The construction began at the end of the second half of 2015, and operations are expected to begin during the second half of 2018.



Location	Centro Sur, Querétaro
GLA	74,532 m ²
Estimated Total Investment ^{1,2}	Ps. 1,844
Estimated investment ^{1,2}	Ps. 493
Estimated opening date	First half of 2018

1 The amount of investment does not include the value of the land

2 Figures are expressed in millions of mexican pesos (Ps.)

	Contribution to work as a percentage	At September 30	At December 30
Excavation and Foundation	17%	82%	93%
Civil Work	53%	14%	40%
Installations and Equipment	15%	0%	0%
Finishes and Facades	15%	0%	0%
Work Progress	100%	22%	37%

Video link: <http://www.gicsa.com.mx/desarrollo?id=81>

FOURTH QUARTER 2016 EARNINGS RELEASE



Paseo Metepec

This project will be located in the commercial area of Metepec in the State of Mexico, which has one of the highest GDP per capita in Mexico. This project will be one of the first mixed use developments in this area which will include brands that will entry for the first time to this area.

The complex will be used for commercial purposes, with a GLA of approximately 92,324 square meters. The main tenants will be department stores, retail stores, restaurants, movie theaters, gyms and as well as offices for local businesses or personal use.

After the project was put on hold due to its integral redesign, we announced that Metepec restarted construction at the end of 2016



Location	Metepec, State of Mexico
GLA	93, 242 m ²
Estimated Total Investment ^{1,2}	Ps. 2,421
Estimated investment ^{1,2}	Ps. 107
Estimated opening date	Second half of 2019

1 The amount of investment does not include the value of the land

2 Figures are expressed in millions of mexican pesos (Ps.)

	Contribution to work as a percentage	At September 30	At December 30
Excavation and Foundation	21%	0%	23%
Civil Work	32%	0%	0%
Installations and Equipment	32%	0%	0%
Finishes and Facades	15%	0%	0%
Work Progress	100%	0%	3%

FOURTH QUARTER 2016 EARNINGS RELEASE



Paseo Xochimilco

The project will be located on Division del Norte Avenue, with a connection to the Periferico highway, in the southern area of the city and within the large metropolitan area of Xochimilco.

The project will have a large underground parking lot, providing added security to its visitors. The excellent location of the complex will be benefited even further by the current lack of major chain department stores and commercial areas, under the concept of modern and functional options in the area, thus making this development even more attractive. The complex will have a total of approximately 49,316 square meters in GLA. During the 4Q16, the redesign of the project was completed and is currently under the structural engineering process.



Location	Xochimilco, State of Mexico
GLA	49,316 m ²
Estimated Total Investment ^{1,2}	Ps. 1,909
Estimated investment ^{1,2}	Ps. 70
Estimated opening date	Second half of 2018

1 The amount of investment does not include the value of the land

2 Figures are expressed in millions of Mexican pesos (Ps.)

	Contribution to work as a percentage	At September 30	At December 30
Demolition	2%	50%	50%
Excavation and Foundation	20%	11%	25%
Civil Work	49%	0%	0%
Installations and Equipment	15%	0%	0%
Finishes and Facades	14%	0%	0%
Work Progress	100%	3%	6%

FOURTH QUARTER 2016 EARNINGS RELEASE



Statement of Financial Position

Consolidated Statement of Financial Position compared to as of December 30, 2015 as of September 30, 2016.

(In millions of Pesos)

Statements of Financial Position	December 2016	December 2015	Variation
ASSETS			
Current assets			
Cash and cash equivalents	5,421	5,965	-9%
Restricted cash	333	343	-3%
Accounts and notes receivable- net	787	559	41%
Value added tax	1,185	862	37%
Advances for project developments	1562	94	1561%
Related parties	612	408	50%
Total current assets	9,900	8,232	20%
Non-current assets			
Guarantee deposits and prepayments	147	39	273%
Investment properties	40,559	37,053	9%
Property, furniture and equipment – net	2,675	917	192%
Equity investments	834	785	6%
Deferred income taxes	401	881	-54%
Total non-current assets	44,616	39,676	12%
TOTAL ASSETS	54,516	47,908	14%
LIABILITIES AND STOCKHOLDERS' EQUITY			
Current liabilities			
Suppliers	1,521	1,438	6%
Current portion of long-term bank loans	482	3,431	-86%
Current portion of tenant deposits and key money	56	71	-21%
Related parties	655	408	60%
Income tax payable	384	343	12%
Total current liabilities	3,097	5,691	-46%
Non-current liabilities			
Long-term bank loans	11,996	6,530	84%
Stock Certificates	5,897	2,981	98%
Labor liabilities	37	33	15%
Advances from tenants	83	76	9%
Tenant deposits and key money	391	424	-8%
Long-term income tax payable	564	564	0%
Deferred income tax	6,465	6,201	4%
Total non-current liabilities	25,434	16,810	51%
TOTAL LIABILITIES	28,531	22,501	27%
Capital stock	637	637	0%
Stock repurchase	(110)	0	0%
Retained earnings	8,667	8,072	7%
Premium in capital	9,596	9,596	0%
Controlling interest	18,790	18,304	3%
Non- controlling interest	7,194	7,103	1%
TOTAL STOCKHOLDERS' EQUITY	25,984	25,407	2%
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	54,515	47,908	14%

FOURTH QUARTER 2016 EARNINGS RELEASE



Consolidated Statement of Comprehensive Income

For period ended on December 31, 2016 and Consolidated Statement of Comprehensive Income for period ended on December 31, 2015

(In millions of Pesos)

Consolidated Statement of Comprehensive Income	4Q16	4Q15	Variation 4Q16 vs 4Q15	12M16	12M15	Variation 12M16 vs 12M15
Revenues						
Rental income and key money	743	638	16%	2,659	2,320	15%
Maintenance and advertising income	115	112	2%	418	378	11%
Parking income and operating services	281	272	3%	497	464	7%
Income from fees	(62)	(8)	672%	127	167	-24%
Total operating revenue	1,078	1,014	6%	3,700	3,329	11%
Revenues from administration of properties of third parties	71	62	15%	281	275	2%
Revenues from administration of works and property development	(474)	87	-644%	162	673	-76%
Revenues from the sale of real estate inventories	62	61	2%	112	152	-26%
Total Other Operating Revenue	(341)	210	-262%	555	1,100	-49%
Total revenue	737	1,224	-40%	4,256	4,428	-4%
Cost of works	369	(178)	-308%	(179)	(816)	-78%
Cost for sale of real estate inventories	(46)	(36)	30%	(77)	(86)	-11%
Total Costs	323	(213)	-252%	(256)	(902)	-72%
Operating expenses properties – owned and third parties	(341)	(309)	10%	(956)	(903)	6%
Expenses for administrative services	(235)	(222)	6%	(416)	(327)	27%
Extraordinary expenses for rights and contributions	(0.74)	45	-102%	(11)	(86)	-87%
Amortization and depreciation	4	(29)	-114%	(101)	(111)	-10%
Total Expenses	(573)	(515)	11%	(1,484)	(1,427)	4%
Total costs and expenses	(249)	(728)	-66%	(1,740)	(2,329)	-25%
Operating income before valuation effects	488	496	-2%	2,516	2,099	20%
Fair value adjustments to investment properties	286	213	34%	1,146	3,795	-70%
Other expenses	(33)	26	-227%	(37)	(56)	-33%
Results of associates and joint venture accounted for under the equity method	17	151	-89%	27	25	6%
Operating profit	758	886	-14%	3,651	5,863	-38%
Earned interest	72	20	254%	210	88	138%
Interest paid	(292)	(99)	196%	(878)	(537)	63%
Finance income				1,798	3,655	-51%
Finance costs	(346)	(74)	368%	(2,896)	(5,173)	-44%
Finance (costs) income - Net	(566)	(152)	272%	(1,766)	(1,966)	-10%
Income before income tax	192	733	-74%	1,885	3,897	-52%
Income taxes	(446)	(175)	155%	(840)	(901)	-7%
Consolidated net profit	(254)	559	-146%	1,044	2,996	-65%
Consolidated net profit attributable to:						
Controlling interest	(279)	127	-320%	613	1,641	-63%
Non-controlling interest	25	432	-94%	431	1,355	-68%
	(254)	559	-145%	1,045	2,996	-65%

FOURTH QUARTER 2016 EARNINGS RELEASE



NOI – EBIDTA Reconciliation

The following table shows the reconciliation between NOI and EBITDA vs. income statement, as of 4Q15 and 4Q16:

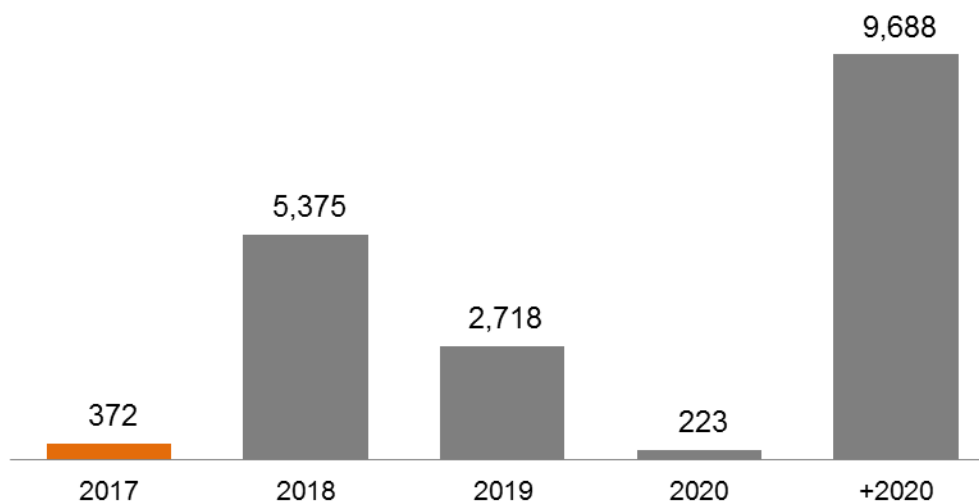
Reconciliation between NOI and EBITDA	4Q16	4Q15	Var. %	12M16	12M15	Var. %
Operating income before valuation effects/Total revenues minus costs and expenses	488	496	-1.71%	2,516	2,099	19.86%
Minus:						
Reimbursement of maintenance and advertisement ⁽¹⁾	71	63	13%	280	275	2%
Reimbursement from revenues for construction work services ⁽¹⁾	(474)	88	-642%	162	673	-76%
Revenues from non-recurring sale of real estate inventories ⁽²⁾	62	60	2%	112	152	-27%
Revenues from Forum Coatzacoalcos ⁽³⁾	(34)	(34)	-1%	(139)	(142)	-3%
Plus:						
Reimbursement of operating expenses from maintenance, advertising and key money revenues ⁽¹⁾	237	161	47%	423	356	19%
Reimbursement of operating expenses from service revenues ⁽¹⁾	(369)	178	-308%	179	816	-78%
Amortization and extraordinary expenses ⁽⁴⁾	1	(45)	-102%	12	86	-86%
Cost of sale for real estate inventories	46	36	30%	77	86	-11%
Forum Coatzacoalcos costs ⁽³⁾	(16)	(10)	68%	(46)	(37)	25%
Depreciation and amortization	(4)	10	-140%	102	111	-8%
EBITDA	758	649	16.71%	2,848	2,560	11.25%
Minus:						
Operating costs	(71)	(44)	60%	(289)	(214)	35%
Revenues from services to third parties	38	55	-31%	292	268	9%
NOI	791	638	23.92%	2,845	2,506	13.53%
Minus:						
Adjusted NOI attributable to non-controlling participation	315	222	42%	1,053	918	15%
Adjusted proportional NOI	476	416	14.33%	1,792	1,588	12.85%
Plus:						
Corporate expenses	(71)	(44)	60%	(289)	(214)	35%
Revenues from services to third parties	38	55	-31%	292	268	9%
Adjusted Proportional-EBITDA	443	427	3.64%	1,795	1,642	9.32%

1. We incur costs and expenses related to real estate for our development projects and projects to develop provided to third parties, which are registered as income for our state Comprehensive income for services, maintenance and advertising items.
2. Proceeds from sale of non-recurring real estate inventories
3. Records the results of GICSA Forum Coatzacoalcos under the equity method. These settings correspond to a consolidation of 100% of the results for purposes of presentation of pro-forma adjusted EBITDA.
4. Corresponds mainly to the procedures, licenses updates and surcharges.



Debt Position Breakdown

Debt Amortization



Debt Analysis	12M16	12M15	Var. %
GICSA's pro-form debt	18.375	13.141	40%
GICSA's proportinal debt	13.322	9.080	47%
Loan-Value ratio ⁽¹⁾	33.3%	27.0%	23%
% Local Currency (Ps.)	59.5%	52.7%	-
% Foreign currency (DlIs)	40.5%	47.3%	-

(1) Value calculated by taking the total Debt dividing the value of the Company's assets at the close of 4Q16.

FOURTH QUARTER 2016 EARNINGS RELEASE



Statement of Financial Position

Main assets

Total Current Assets

Total Current Assets increased by 20% in 2016 mainly due to tax credit from VAT to be recovered and down payments to project development

Total Non-Current Assets

Total non-current assets increased by 12% in 2016 mainly due to the acquisition of land and investments in project developments of the pipeline, as well as properties valuation.

Main liabilities

Total Debt

Total debt as the close of 4Q16 was Ps. 18,375 million, an increase of 42%, compared to the Ps. 12,943 million at the close of 2015. This was mainly due to the placement of local bonds (*Certificados Bursátiles*) corresponded to the second phase of the local notes program, the refinance of bank loans due this year, and the extension of some current credit lines.

Consolidated statement of comprehensive income

Revenues

- Total Revenue.** During 4Q16 this item decreased 40% compared to the same period of 2015. This was mainly explained by a negative effect of Ps. 433 million from the item of revenues from administrative expenses and property development, as a result of the inclusion of Forum Cuernavaca project in GICSA's consolidated figures, which in previous quarters was presented unconsolidated. For 2016 total revenue decreased 4% compared to 2015.
- Total Cost and Expenses.** During 4Q16 this item decreased 66% compared to the same period of 2015. This was mainly due to the positive effect of Ps. 366 million from the item cost of works as a result of the inclusion of Forum Cuernavaca project in GICSA's consolidated figures, which in previous quarters was presented unconsolidated. For 2016 total cost and expenses decreased 25% compared to 2015.
- Operating Income before valuation effects.** As a result of the items mentioned above, operating profit in 2016 increased 20% compared to 2015, mainly explained by an increase of 11% in operating revenue, while operating expenses remained stable. In addition, revenues and cost of works decreased due to the inclusion of Forum Cuernavaca in GICSA's consolidated figures.

Net financial costs

FOURTH QUARTER 2016 EARNINGS RELEASE



Net financial costs increased to Ps. 566 million in 4Q16 from Ps. 152 million in 4Q15, mainly due to foreign exchange fluctuation during the period, and an increase of interest paid from new credit lines.

Consolidated net profit

Consolidated net profit in 4Q16 was Ps. 195 million, a decrease of 135%, compared to the Ps. 559 million in 4Q15, mainly explained by the effects of exchange rate fluctuation explained above.

NOI-Net Operating Income

Net operating income (NOI) in 4Q16 was Ps. 791 million, an increase of 24% compared to the Ps. 638 million in 4Q15. GICSA's proportional net operating income (NOI) in 4Q16 was Ps. 476 million, an increase of 14% compared to the Ps. 416 million in 4Q15. NOI margin in 4Q16 was 80.5%.

Consolidated EBITDA

Consolidated EBITDA in 4Q16 was Ps. 758 million, an increase of 17% compared to the Ps. 649 million in 4Q15. GICSA's proportional EBITDA in 4Q16 was Ps. 443 million, an increase of 4% compared to the Ps. 427 million in 4Q15.

FOURTH QUARTER 2016 EARNINGS RELEASE



Conference Call

GICSA cordially invites you to its Fourth Quarter 2016 Conference Call

Thursday, February 23, 2017

12:00 p.m. Eastern Time

11:00 a.m. Mexico City Time

Presenting for Gicsa:

Mr. Dióodoro Batalla, Chief Financial Officer

Mr. Rodrigo Assam Bejos – Investor Relations Officer

To access the call, please dial:

1-800-311-9401 U.S. participants

1-334-323-7224 International participants

Passcode: 87477

Analyst Coverage

Actinver	Pablo Duarte León	pduarte@actinver.com.mx
Banorte IXE	Valentín III Mendoza Balderas	valentin.mendoza@banorte.com
BBVA Bancomer	Francisco Chávez Martínez	f.chavez@bbva.com
J.P. Morgan	Adrián Huerta	adrian.huerta@jpmorgan.com
Morgan Stanley	Nikolaj Lippmann	nikolaj.lippmann@morganstanley.com
Vector	Jorge Placido	jplacido@vector.com.mx

FOURTH QUARTER 2016 EARNINGS RELEASE



About the Company

GICSA is a leading company in the development, investment, commercialization and operation of shopping malls, corporate offices and industrial warehouses well known for their high quality standards, which transform and create new development spaces, lifestyles and employment in Mexico, in accordance to its history and executed projects. As of September 30, 2016, the Company owned 13 income-generating properties, consisting of seven shopping malls, four mixed use projects (which include four shopping malls, four corporate offices and one hotel), and two corporate office buildings, representing a total Gross Leasable Area (GLA) 680,819 square meters, and a Proportional GLA of 423,573 square meters. Since June 2015, GICSA is listed on the Mexican Stock Exchange under the ticker (BMV: GICSA B).

Forward-Looking Statements

This press release may contain forward-looking statements, and involve risk and uncertainty. The words “estimates”, “anticipates”, “projects”, “plans”, “believes”, “expects”, “seeks” and similar expressions, are intended to identify forward-looking statements. Grupo GICSA warns readers that declarations and/or estimates mentioned in this document, or stated by Grupo GICSA’s management team, are subject to a number of risks and uncertainties that could be in function of various factors that are out of Grupo GICSA’s control. Future expectations reflect Grupo GICSA’s judgement at the date of this document. Grupo GICSA reserves the right or obligation to update information contained in the report or derived from it. Past or present performance is not an indicator of future performance.

Grupo GICSA warns that a significant number of factors may cause actual results to differ materially from estimates, objectives, expectations, and intentions expressed in this report. Neither the Company or any of its subsidiaries, affiliates, directors, executives, agents or employees may be held responsible before third parties (including shareholders) for any investment, decision, or action taken in relation to the information included in this document, or by any special damage or similar that may result.