



# TERRAFINA ANNOUNCES SUCCESSFUL OFFERING IN THE GLOBAL CAPITAL MARKET FOR US\$ 400 MILLION

Mexico City, September 19, 2014 - Terrafina ("Terrafina") (BMV: TERRA13), a leading Mexican industrial real estate investment trust ("FIBRA"), externally advised by Prudential Real Estate Investors and dedicated to the acquisition, development, lease and management of industrial real estate properties in Mexico, today announced the successful pricing, at 27.50 Mexican pesos (US\$ 2.08) per real estate certificate ("CBFI"), of its follow-on equity offering of 192,584,726 CBFIs for gross proceeds of approximately 5,296,079,965 Mexican pesos (US\$ 400 million), excluding an overallotment option. The offering is expected to settle on September 24, 2014. Terrafina granted the underwriters an overallotment option to purchase up to an additional 28,887,708 CBFIs.

The placement of the CBFIs has been undertaken through a public offering in Mexico and a private offering outside Mexico in reliance on Rule 144A and Regulation S under the U.S. Securities Act of 1933. Approximately 50% of the CBFIs were placed through the public offering in Mexico and the other 50% through the private offering outside Mexico. The offering was oversubscribed by more than three times.

Alberto Chretin, Chief Executive Officer and Chairman of Terrafina, stated, "We are very pleased with the results of this transaction. The market's interest in Terrafina is evident by the success of this issuance and we are looking ahead towards continuing the Company's growth strategy in a manner that is prudent and accretive for shareholders."

This press release is not an offer for sale of the CBFIs in the United States, and the CBFIs may not be offered or sold in the United States absent registration or an exemption from registration under the U.S. Securities Act of 1933, as amended. Terrafina did not register nor intends to register any part of the offering of CBFIs, or conduct a public offering of the CBFIs, in the United States. This press release is being issued pursuant to and in accordance with Rule 135c under the Securities Act of 1933.





#### **About Terrafina**

Terrafina (BMV:TERRA13) is a Mexican real estate investment trust formed primarily to acquire, develop, lease and manage industrial real estate properties in Mexico. Terrafina's portfolio consists of attractive, strategically located warehouses and other light manufacturing properties throughout the central, Bajio and northern regions of Mexico. It is internally managed by highly qualified industry specialists, and externally advised by Prudential Real Estate Investors Latin America.

Terrafina owns 230 real estate properties, including 217 developed industrial facilities with a collective GLA of approximately 31 million square feet and 13 land reserve parcels, designed to preserve the organic growth capability of the portfolio.

Terrafina's objective is to provide attractive risk-adjusted returns for the holders of its certificates through stable distributions and capital appreciations. Terrafina aims to achieve this objective through a successful performance of its industrial real estate and complementary properties, strategic acquisitions, access to a high level of institutional support, and to its management and corporate governance structure. For more information, please visit www.terrafina.mx

### **About Prudential Real Estate Investors**

PREI® is a leader in the global real estate investment management business, offering a broad range of investment vehicles that invest in private and public market opportunities in the United States, Europe, the Middle East, Asia, Australia and Latin America. Headquartered in Madison, N.J., the company also has offices in Atlanta, Chicago, Miami, New York, San Francisco, Frankfurt, Lisbon, London, Luxembourg, Munich, Paris, Abu Dhabi, Mexico City, Hong Kong, Seoul, Singapore, Sydney, and Tokyo. The company also has a representative presence in Rio de Janeiro. PREI has gross assets under management of USD \$55.8 billion (US\$41.8 billion net assets), as of March 31, 2014. For more information, please visit <a href="https://www.prei.com">www.prei.com</a>

#### **About Prudential Financial, Inc.**

Prudential Financial, Inc. (NYSE:PRU), a financial services leader with more than \$1 trillion of assets under management as of June 30, 2014, has operations in the United States, Asia, Europe, and Latin America. Prudential's diverse and talented employees are committed to helping individual and institutional customers grow and protect their wealth through a variety of products and services, including life insurance, annuities, retirement-related services, mutual funds and investment management. In the U.S., Prudential's iconic Rock symbol has stood for strength, stability, expertise and innovation for more than a century. For more information, please visit <a href="https://www.news.prudential.com">www.news.prudential.com</a>

## **Forward Looking Statements**

This document may include forward-looking statements that may imply risks and uncertainties. Terms such as "estimate", "project", "plan", "believe", "expect", "anticipate", "intend", and other similar expressions could be construed as previsions or estimates. Terrafina warns readers that declarations and estimates mentioned in this document, or realized by Terrafina's management imply risks and uncertainties that could change in function of various factors that are out of Terrafina's control. Future expectations reflect Terrafina's judgment at the date of this document. Terrafina reserves the right or obligation to update the information contained in this document or derived from this document. Past or present performance is not an indicator to anticipate future performance.