



Integrated Real Estate Services

JLL Mexico

May, 2023





WE SEE A BRIGHTER WAY SM forward for our clients, our people, our planet, and our communities. By combining innovative technology with world-renowned expertise, we're unveiling opportunities that create a brighter future for all.

At JLL, we take pride in doing things differently. We see the built environment as a powerful medium with which to change the world for the better. By combining innovative technology and data intelligence with our world-renowned expertise, we're able to unveil untapped opportunities for success.

We help buy, build, occupy and invest in a variety of assets including industrial, commercial, retail, residential and hotel real estate. From tech startups to global firms, our clients span industries including banking, energy, healthcare, law, life sciences, manufacturing, and technology.

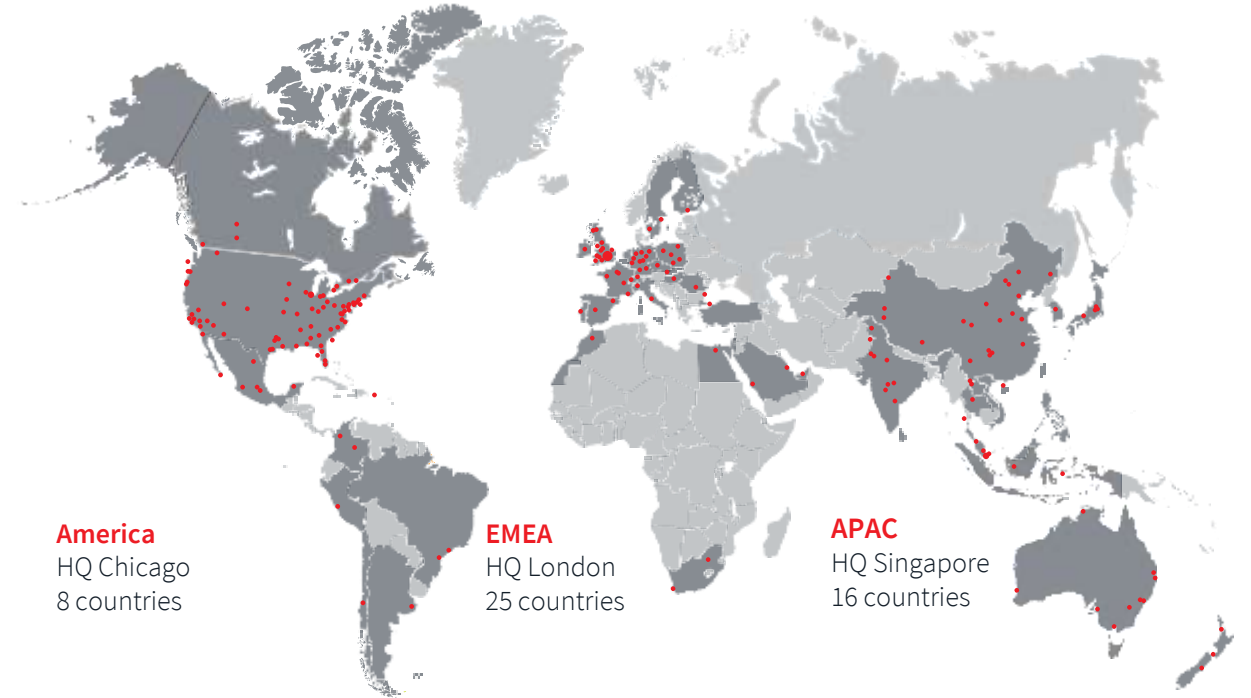
About JLL

JLL (NYSE: JLL) is a financial and professional services firm that specializes in real estate and investment management

For over 200 years, JLL a leading global commercial real estate and investment management company, has helped clients buy, build, occupy, manage and invest in a variety of commercial, industrial, hotel, residential and retail properties.

A Fortune 500 company with annual revenue of \$20.9 billion and operations in over 80 countries around the world, our more than 103,000 employees bring the power of a global platform combined with local expertise.

Driven by our purpose to shape the future of real estate for a better world, we help our clients, people and communities SEE A BRIGHTER WAY.



Bloomberg | 2020 - 2023
Gender-Equality Index

Human Rights Campaign Foundation | 2015 - 2023
Corporate Equality Index – Perfect Score

Fortune | 2015-2023
Fortune 500 - #185

Fortune | 2017-2023
World's Most Admired Companies

Barron's | 2020-2023
America's 100 Most Sustainable Companies



For the 16th consecutive year, JLL has been recognized by the Ethisphere Institute as one of the most ethical companies in the world.



JLL Mexico

JLL starts operations in Mexico in 1992, as a fully owned subsidiary of JLL Inc.

+ 2100

Professionals in Mexico

7

Offices: CDMX, Guadalajara, Monterrey, Tijuana, Los Cabos, Queretaro and Merida

5M sqm

Country transactions

\$800 M

USD

1.5 M

Sqm of Property under management

3.7 M

Sqm In construction management projects



Our Business Structure

Sectors



- Office
- Retail
- Multi-Site
- Hotels and Hospitality
- Resort Development
- Residential
- Industrial and Logistics
- Real Estate Development
- Data Centers
- Education
- Airports
- Sports and Entertainment
- Medical and Healthcare
- Pharmaceutical



Investors | Owners | Developers

- Strategic Consultancy: Capital markets and investment sales.
- Representation of property lessors.
- Investment Advisory.
- Project and Development Services.
- Property Management.
- Property Search.
- Valuations.
- Market Studies.



Corporations | Users

- Strategic Consultancy.
- Transaction Management.
- Strategic Space Occupancy and Planning.
- Corporate Relocation.
- Space Search.
- Lease Administration.
- Project and Development Services.
- Facilities Management and Engineering Services.
- Valuations.
- Change Management Services.

JLL Mexico

Our Services



Tenant Representation

Be it that your company requires to relocate or identify a strategy to meet its space occupancy needs, we take the role of your strategic advisor, reducing real estate costs and occupancy risks while improving productivity and workspace flexibility.

We analyze your occupancy needs and act as your representative in lease negotiations.

- Strategic Occupancy Planning
- Lease Administration
- Workspace Analysis
- Corporate Relocation
- Sustainability Services
- Change Management Services



PDS – Project and Development Services

Construction management services as well as real estate fit out projects of any size, from any sector. Professionals working under a cost cutback and time and risk reduction approach.

- Project Planning
- Professional Equipment Selection
- Value Engineering
- Budget and Schedule Analysis
- Project and Construction Coordination and Management



Capital Markets and Real Estate Development Advisory

Specialized services focusing on private and institutional investors of all types of real estate assets. We manage transactions aiming at price, time and procedure optimization to guarantee the reaching of goals.

- Property Marketing Services
- Valuations
- Market Studies
- Investment sales
- Highest and Best Use Studies
- Capital Search



JLL Mexico

Our Services



Real Estate Investment Advisory

We advise local and foreign investors in real estate acquisitions. We have a wide network of contacts including owners, developers, financial sources, fiscal and legal advisors. This allows us to have access to the best assets even if they have not been launched into the market.



Property Lessors Representation

We attract the best tenants and negotiate terms and conditions to ensure maximum occupancy. We identify ways to position the property using innovative marketing strategies that increase their value.

- Office | Retail | Residential | Industrial



Valuations

A commercial real estate valuation is an in-depth study of the property's features as well as the factors affecting it. Get to know the competitive advantages of your property and obtain its maximum market value.

- Certifications: RICS | Appraisal Institute MAI | Expert Valuator



Industrial and Logistics Services

We use our experience in supply chains and logistics, site selection as well as in local legislation and practices. We acquire, sell, build, lease and manage space in the main industrial city, country and regional markets in the world.

- Site Selection Services
- Investment Sales
- Acquisition Advisory
- Integrated Industrial site management
- Valuations



JLL Mexico

Our Services



Energy & Sustainability Services

We provide our clients with comprehensive solutions that transform their sustainability ambitions into actions. Accompanying them in all the steps towards sustainability with products and services that range from holistic strategies to technical solutions to measure and reduce energy consumption, improve waste management and, consequently, reduce operating costs. Our Energy and Sustainability services are transversal with all services offered by JLL Mexico

- Clean Energy Advisory.
- E & S portfolio management .
- Sustainability Certifications.
- Circular Economy.
- Strategy and Sustainability Reports.
- Facilities Optimization and Audits



Property Management

Minimize your facilities' operational costs and increase productivity while keeping optimal service levels. We manage and measure your facilities' efficiency including corporate facilities, industrial complexes, residential, retail and multi-site portfolios.

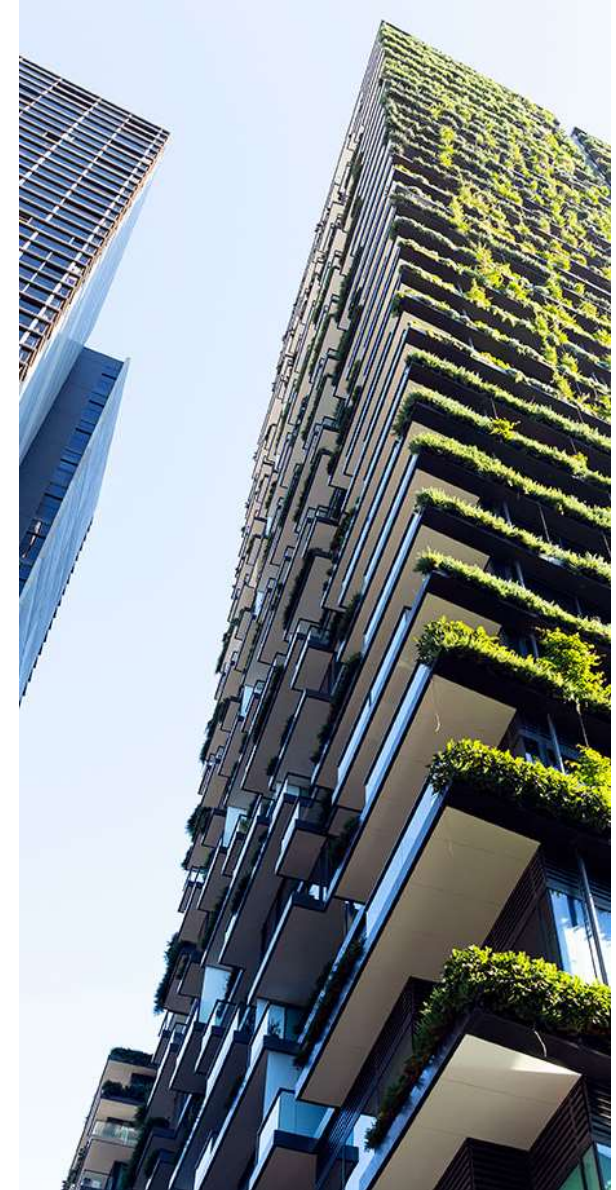
- Remote Management Services
- Financial Management
- Preventive and Corrective Maintenance.
- Customer Service and Call Center Implementation.
- Energy & Sustainability services



Lease Administration

We provide Lease Administration services to companies that own or use spaces locally, regionally or globally. We provide accurate and up-to-date information on risk administration and costs associated with real estate portfolio performance.

- Remote Management Services
- Financial Management
- Preventive and Corrective Maintenance
- Customer Service and Call Center Implementation.
- Energy & Sustainability services



JLL Mexico

Our Services



Hotel and Resort Development Advisory

We maximize hotel sector assets yield throughout each state of their life cycle from initial investment to final sale. We also assist in the implementation of real estate projects in the resort sector, from concept design to construction.

- Property Acquisition and Sale
- Operators Selection
- Project Design, Development or Refurbishing
- Asset Management
- Investment and Financing Advisory



Integrated Facilities Management

We provide corporations and their workforce with everything they need to perform their duties optimally in the workplace (industrial, corporate, mission critical facilities, retail, etc.). Our Facility Managers focus on generating an exceptional user experience, which ensures the entire life cycle of the assets on the site, as well as the business continuity.

- Operation management: administration and provision of soft services (canteen, cleaning, security, etc.) and hard services (preventive and corrective maintenance of assets).
- Strategic planning: financial management and risk mitigation
- Purchasing and supplier management
- Energy and sustainability services
- Administrative budget and capital plans
- Operation of data centers, clean rooms and other mission critical facilities.
- Business continuity plans



JLL Mexico

Our Services



Engineering Services

Unique platform that enables JLL's own multi-skilled technicians to address our customers' maintenance needs, regardless of their location, asset type, facility size or portfolio composition.

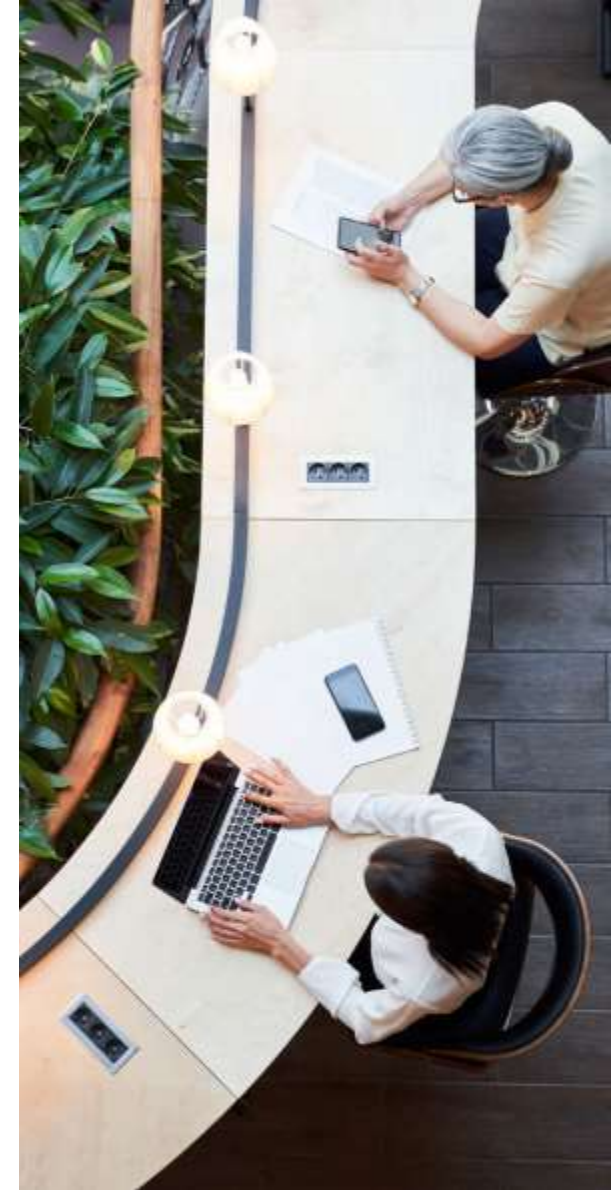
- Integrated Maintenance services (preventive, reactive - corrective and predictive)
- Inspection services for interiors / exteriors, and associated construction systems.
- Equipment maintenance and operational supervision.



Strategic Consulting

We have a team of strategic problem solvers who help our clients address their real estate challenges. We help enterprises to be agile and thrive amid transformation, disruption and uncertainty.

- Occupancy Planning
- Change Management
- Portfolio Strategy and Portfolio Optimization
- Move Management



JLL Mexico

JLL Mexico City

Monte Pelvoux 111, Piso 5
Lomas de Chapultepec
Del. Miguel Hidalgo
CDMX 11000
T. +52 (55) 5980 8000

JLL Guadalajara

Av. Mariano Otero 408, Edificio C,
P.B. Ciudad del Sol,
Zapopan Jalisco, Mexico
T. +52 (33) 5980 8000

JLL Queretaro

Querétaro Business Park II
Avenida Antea 1088 - Torre II Oficina 101
Colonia Jurica, CP 76100
Santiago de Querétaro, Qro.
T. +52 (442) 980-1439

JLL Monterrey

Ricardo Margain No.335 Torre 1 Piso M
San Pedro Garza García, Nuevo León.
México 66265
T. +52 (81) 8153 6900

JLL Tijuana

Blvd. Agua Caliente 10611
Edificio Centura, Suite 506
Tijuana, B.C.
T.+52 (664) 681 8585

JLL Los Cabos

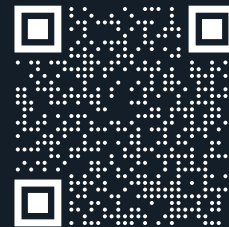
Paseo Malecón 5, Zona Hotelera
San José del Cabo, B.C.S., 23405
T.+52 (624) 191 1490

JLL Merida

Edificio Península- Prol. Paseo de Montejo,
piso 3. Oficina #308
Benito Juárez Norte
T. +52 (999) 292 1800

JLL Ciudad Juarez

Av. Tomás Fernández #7760
Int. Local F – Oficina No. 6 , Plaza Odore
Colonia Partido Doblado
Cd. Juárez, Chihuahua.
C.P. 32440
T. +52 55 4505 5901



For further information
visit: www.jll.com.mx