



CORPORATE PROFILE

Global Knowledge, Local Expertise

About Us

Our partners have an average of 15 years of high level experience working as part of the executive team for some of the largest Global REITS, representing Fortune 500 companies with their site selection requirements, and advising Public and Private Investors and Developers on strategic single asset or portfolio acquisitions throughout Mexico's premier industrial real estate markets.

Omega Capital is one of the few companies in Latin America that can offer our clients the unique perspective and experience of having actively participated or directed complex real estate transactions on behalf of Users from a wide range of industries and Investors or Developers of all sizes, latitudes and financial sophistication. This exposure to contrasting and sometimes conflicting mindsets and expectations have given us a tremendous understanding of negotiating leverage in a transaction, which allows us to engineer creative solutions for our clients, regardless of current market conditions or financial cycles.

Our uncompromising ethical standards and professionalism have earned us an impeccable reputation among the main players in Mexico's real estate industry. Our clients have access to our vast network of strategic relationships across the country with Public or Private Institutional Investors, Global or Boutique Real Estate Brokerage or Property Management Services Firms and Public and Private Economic Development Offices at the Local, State and Federal level.

Our wide range of services includes Investor/Buyer, Seller, Lessor and Lessee Representation and Advisory Services; Valuation; and Customized Market Intelligence. Our strategic network of contacts gives us access to unique opportunities, off-market deals and privileged, timely information which often creates tremendous value for our clients and insures that they don't miss any opportunities.

Services

|| Tenant Representation

- > Client needs assessment and discussion of transaction objectives
- > Detailed Market Analysis
- > Market reconnaissance tour, analysis of options that meet the client's site selection criteria and final negotiation of lease or acquisition terms
- > Coordination of all phases of Negotiations culminating in Lease Execution or Transfer or Title
- > Tenant representation and advisory services for Lease Renewal, Lease Extension, Blend and Extend, Space Reduction or Consolidation, Sublease and Lease Contract Buyout

|| Landlord Representation

- > Market reconnaissance tour and analysis of options that compete directly with the client's property or asset portfolio
- > Design of a strategic and innovative marketing plan that gives the client's property or portfolio regional and national exposure through Web marketing, Social media, regional EDC offices and our network of competing and strategic Broker alliance

|| Sales Representation

Our clients expect the highest possible return on their investments, our job is to assess and understand the institutional and private capital markets, we apply a customized marketing strategy for each property to achieve the highest price in the market. From the uncomplicated to the highly complex, each assignment is diligently managed to expediently deliver the desired results.

Our market leading disposition process will insure a maximum exposure for your property to qualified buyers.

Sales Representation services include:

- Direct sales
- Sale lease - back
- Joint venture
- Bid process

The Team

Roberto Carrillo
Managing Partner

Roberto specializes in the leasing and selling of industrial properties in Northwest Mexico, based in the city of Tijuana, Mexico. He has been involved in some of the largest transactions occurring within the industrial market. Roberto has negotiated over 16,000,000 square feet worth of site selection, lease and sale disposition transactions. He has worked for the largest landowners and developers in Tijuana and has acquired the experience needed to assist clients in making efficient real estate decisions to enhance their business plan and success. Roberto has more than twelve years in Real Estate Brokerage experience, being part of World Class Brokerage Firms such as CBRE as a First Vice President for five years, as well as working with NAI Mexico as Corporate Services Director for six years, achieving top performer three years in a row.

Fernando Arjona
Partner

Fernando has been part of important Worldwide Real Estate Companies, such as Colliers International, as the Industrial Director for the Northwestern Mexico Region, and ProLogis, where he participated as their Tijuana Market Officer. Fernando was also a promoter and director for IAMSA, an industrial real estate development group based out of Mexicali, Baja California, overseeing the group's sales and marketing efforts at their diverse developments throughout Baja California, Durango and Southern California; adding to the private sector experience, Fernando has served as investment promoter for the Baja California State Economic Development Agency. During his stay in the agency he promoted foreign investment in Baja California and helped companies from all over the world establish their own facility in Mexico. He also attended diverse Business Forums and Seminars throughout the USA, Mexico, Hong Kong, Japan, Singapore, Taiwan and South Korea.

Juan Carlos Rodríguez
Partner

Juan Carlos joined Omega Capital after concluding a very successful 8 year tenure with Verde Realty (now IDI Gazeley, a Brookfield Logistics Company), where he was a key member of the team that acquired and developed one of the best industrial real estate portfolios in Mexico and Latin America. He served as Regional Vice President and Market Officer for the Tijuana, Cd. Juarez and Chihuahua markets in Mexico, and the Northern California market in the US. In addition to his duties as Market Officer, in 2012 Juan Carlos was promoted to Verde Realty's Director of Acquisitions for Mexico. Prior to joining Verde Realty, Juan Carlos was Associate Director with NAI Mexico where he worked with several multinational firms and Fortune 500 companies to

successfully complete major real estate transactions throughout the country's premier industrial markets. Juan Carlos is widely recognized throughout Mexico as one of the top industrial real estate professionals; a reputation he has built over a 16 year career working in high level brokerage and development roles.

Alicia Flores
Marketing Manager

Alicia has experience in real estate marketing and client attention since 2005 when she started as a project manager in NAI Mexico with a clear direction to the marketing field, she then worked in CBRE assisting Mexico's specialist group of brokers; She also worked for G Industrial, Guadalajara, Mexico's leading brokerage and development independent firm, where she held the position of marketing manager including the coordination of marketing campaigns as well as market intelligence for the company.



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