Quarterly Report

2Q17

Inmobiliaria Vinte

Una vida como debería ser la vida.

VINTE REPORTS 5.1% GROWTH IN NET INCOME AND PS. 132 MILLION EBITDA IN 2Q17

Mexico City, Mexico, July 24, 2017 – Vinte Viviendas Integrales S.A.B. de C.V. (BMV: VINTE), a leading home builder in the development and commercialization of middle-income and residential homes in Mexico, announced today its earnings results for the second quarter 2017. The figures presented in this report are expressed in nominal Mexican pesos, are preliminary and non-audited, prepared in accordance with IFRS and current interpretations, and may include minor differences due to rounding.

HIGHLIGHTS

Consolidated

- 2Q17 Consolidated Revenue grew to Ps.654 million from Ps.634 million in 2Q16, +3.1% YoY, wherein units sold increased by 6.6% and the average sale price decreased by 4.3%, reaching Ps.603 thousand. The decrease in the average sale price is due to the completion of 3 middle-income segment developments: Real Toscana, Real Toledo and Real Ibiza in the State of Mexico, Hidalgo and Quintana Roo, respectively. This temporary decrease will be corrected with the opening of new developments during the second half of 2017, providing continuity to Vinte's participation in middle-income/residential homes sales in markets where it is already a regional leader.
- Vinte sold only 55 homes under a subsidized scheme, accounting for 5.3% of total homes sold, compared to 21.0% (206 homes) in 2Q16. This reflects the Company's high operational flexibility given the federal government's reduction of housing subsidies, by identifying alternative sales mechanisms such as Infonavit Tradicional credits and bank mortgages and, thus, achieve growth in revenues and homes sold.
- We maintain our expectative of a better performance during the 2H17, which will allow us to meet our 2017 Guidance targets, supported by: 1) the start-up of our developments, such as Real Carrara and Real Vizcaya in the State of Mexico, Real Madeira in Hidalgo, and Real Amalfi and Real Catania in Quintana Roo, which are part of the middle-income/residential segment; 2) a remaining 50% of credits to be applicated by Fovissste, which will lead to a greater sales dynamism for the second half of the year; 3) consolidation of Real Segovia development, located in Puebla, which has registered a quarterly average growth of 80% since its opening in 4Q16; and, 4) the execution of delayed credits by Infonavit customers in response to the increase in the credit limit that came into effect on April 4, 2017.
- EBITDA of the period totaled Ps.132 million, representing an increase of 1.0% YoY with a margin of 20.2%. Year-to-date EBITDA totaled Ps.269 million, an annual increase of 0.6%.
- Net Income was Ps.79 million at the end of 2Q17 (Ps.0.42/per share), +5.1% YoY, posting a better performance than EBITDA as a result of lower financial expenses and taxes, with a net margin of 12.1% and a ROE of 18.7%.
- On June 29, 2017, Vinte carried out the placement of Peso-denominated bonds for an aggregate amount of Ps.500 million, registering an overdemand of 2.15 times from an original offering amount of Ps.300 million, allowing the placement of Ps.315 million at 5 years and Ps.185 million at 10 years. These Stock Certificates will pay, the first one, a variable rate of TIIE + 2.30%, and the second, a fixed rate of 9.70%. Both instruments have a credit rating of "A+" by Verum and HR Ratings, and represent Vinte's first issuance of unsecured local notes in the Mexican Stock Exchange.

Affordable Entry-Level (Ps. 340K - 550K)

- Affordable Entry-Level revenues reached Ps.156 million in 2Q17 (26.0% of home sale revenues) -11.7% YoY, primarily explained by a decrease of 8.7% in volume of units sold in this segment, while the average sale price reached Ps.392 thousand, 3.3% below 2Q16. 397 units were sold in this segment of which only 55 used a subsidy, this is, 5.3% of the total units sold this period, representing 3.0% of revenues from home sales. We expect that subsidy's share in home sale revenues will reach a healthy maximum level of 5% during 2017.

Middle-Income (Ps. 550K - 1,100K)

- 2Q17 Middle-Income revenues totaled Ps.367 million (61.2% of home sale revenues), +10.9% YoY, driven by a steady growth in volume of units sold in this segment, which increased by 19.1% YoY in this reporting period, totaling 580 units sold. Those sales compensated for the decrease of 6.9% YoY in the average sale price, which reached Ps.632 thousand. We expect a greater dynamism in this segment towards the 3rd and 4th quarters of 2017 as the projects we started this year initiate their home-selling phase, coupled with the incentive of the increase in the limit of Infonavit Tradicional mortgage credits for our clients.

Residential (Ps. 1,100K - 3,000K)

- Residential home sale revenues reached Ps.77 million in 2Q17 (12.8% of home sale revenues), -12.0% YoY, despite an increase of 16.9% in units sold, due to the completion of our Real Toscana development, located in the State of Mexico, that had a price per house higher than Ps.2,000 thousand, leading to an average price of Ps.1,109 thousand (-24.7% YoY). This decrease will be compensated by the start-up of new projects in markets where the Company has an unparalleled brand awareness during the second half of the year. 69 units were titled in this segment during 2Q17.

Other Revenues

- Other revenues reached Ps.54 million in 2Q17, increasing 37.4% in comparison with that registered in 2Q16 (Ps.40 million), with a balanced participation between home equipment sales and residential and commercial land plot sales.

FINANCIAL STATEMENTS SUMMARY

Income Statement (Millions of pesos)	2Q17	2Q16	Δ%	LTM 2Q17	LTM 2Q16	Δ%	Margins 2Q17	Margins 2Q16	Margins LTM 2Q17	Margins LTM 2Q16
Homes (Units) and Average Sale Price (thousands)	1,046	981	6.6	4,302	4,177	3.0	603.4	630.4	622.7	612.6
Revenues	**654**	**634**	**3.1**	**2,790**	**2,619**	**6.6**	**100**	**100**	**100**	**100**
Cost of Sales (non-interest-bearing)	437	422	3.7	1,827	1,723	6.0	66.9	66.5	65.5	65.8
Gross Profit	216	212	1.9	964	895	7.6	33.1	33.5	34.5	34.2
SG&A and other expenses	84	81	3.3	335	287	17.0	12.8	12.8	12.0	10.9
EBITDA	**132**	**131**	**1.0**	**628**	**609**	**3.2**	**20.2**	**20.7**	**22.5**	**23.2**
Depreciation and amortization	4	4	(11.5)	15	14	6.0	0.6	0.7	0.5	0.5
CFR	26	26	1.6	109	113	(3.5)	4.0	4.1	3.9	4.3
Interests in Joint Ventures	(1)	(1)	(35.2)	(3)	(2)	39.8	(0.1)	(0.2)	(0.1)	(0.1)
Earnings Before Tax	**102**	**100**	**1.8**	**501**	**479**	**4.6**	**15.5**	**15.7**	**18.0**	**18.3**
ISR	23	25	(8.1)	127	141	(10.1)	3.5	3.9	4.5	5.4
Net Income	**79**	**75**	**5.1**	**375**	**339**	**10.7**	**12.1**	**11.8**	**13.4**	**12.9**

Statement of Financial Position (Millions of pesos)	June 2017	June 2016	Δ%	Δ$
Cash and Short-Term Investments	201	218	(7.8)	(17)
Accounts Receivable	314	214	46.7	100
Inventory	3,807	2,832	34.5	976
Other net assets	335	357	(6.2)	(22)
Total Assets	**4,657**	**3,621**	**28.6**	**1,036**
Misc. accounts payable and creditors	299	272	9.9	27
Customer Advances	145	82	77.7	63
Dividend payable	83	73	14.5	11
Deferred taxes	507	435	16.5	72
Taxes and other liabilities	74	91	(17.9)	(16)
Factoring liabilities	38	28	33.9	10
Total non-current liabilities and factoring	**1,146**	**980**	**17.0**	**166**
Long-term Corporate Loans	550	952	(42.2)	(402)
Stock Certificates	686	196	249.5	490
Total Debt *	**1,237**	**1,149**	**7.7**	**88**
Total Liabilities	**2,383**	**2,129**	**12.0**	**254**
Capital Stock	862	251	243.1	611
Retained Earnings and Others	1,412	1,241	13.8	171
Stockholders' Equity	**2,274**	**1,492**	**52.4**	**782**

*without cost of issuance

Financial Ratios	June 2017	June 2016	Δ%
ROE	18.7%	23.1%	(450pb)
ROIC	21.4%	28.0%	(670pb)
Interest Coverage	5.77x	5.39x	-
Gross Debt / EBITDA	1.97x	1.89x	-
Net Debt / EBITDA	1.65x	1.53x	-
Total Liabilities / Equity	1.05x	1.43x	-
Net Debt / Equity	0.46x	0.62x	-
Cost of Debt	9.1%	12.1%	-
Working Capital Turnover	0.76x	0.97x	-
EBITDA per home	146k	146k	0.2%
Earnings per share	1.98	2.09	(4.9%)

Key Indicators	June 2017	June 2016	Δ%
Revenue LTM	2,790	2,619	6.6
EBITDA LTM	628	609	3.2
Net Income LTM	375	339	10.7

1. *As a result of the Company's recent public offering, the ROE presented here is the result of dividing the net income of 2Q17 by the average total stock at the end of each quarter beginning 2Q16, or, if applicable, the average capital invested for ROIC.*
2. *CFR includes interests capitalized in Cost of Sales for Ps.16 and Ps.14 million, respectively, for 2Q17 and 2Q16, and Ps. 66 million for LTM results for 2Q17 and 2Q16.*

MESSAGE FROM THE CEO

Dear Investors:

The results of the second quarter of 2017 were in line with our expectations, reflecting, once again, our ability to deliver sustained growth in revenues and consistent stability in operating margins, despite a challenging context. This reaffirms the importance of having a business model defined by its flexibility in the operation, capable of adapting to a changing environment.

During the quarter, we continued to further strengthen our performance in the middle-income and residential segments, in line with our focus on achieving higher margins. This has made us one of the most resilient participants in the sector to the effects that the decrease in housing subsidy budget has had on the affordable entry-level segment; at the end of this quarter, only 4% of homes sold by Vinte were subsidized.

On the other hand, we continue to take important steps in the funding of our business plan with our recent placement of Stock Certificates for a total amount of Ps.500 million. This operation registered an overdemand of over 2 times, reflecting the investing community's confidence in our value proposition. The proceeds of the issuance were used to refinance liabilities, thus increasing the average maturity of the debt and reducing the financing costs of the Company. Likewise, I am pleased to highlight the credit rating of "A+" that Vinte recently received, one of the highest assigned amongst companies in the sector; reflecting the quality of assets and growth potential of our Company.

Another important achievement, aimed at diversifying and securing important and ample sources of financing, was the signing of a new loan agreement with the Industrial and Commercial Bank of China (ICBC) for Ps.100 million. These resources will be primarily used in residential housing projects in the markets where we operate.

It is important to point out that in this second quarter we registered a higher level of leverage than recorded in previous quarters as a result of the progress in construction investments for the start-up of new middle-income and residential developments. We expect this temporary effect will normalize at the end of the fourth quarter, following the beginning of home sales in these new developments.

Likewise, as of the date of this release, we have used 100% of the IPO proceeds, carried out last September, which clearly displays our operational efficiency and executive capacity.

Regarding our growth plans, we continued advancing with our project pipeline, highlighting the start-up and expected beginning of home sales during 3Q17 and 4Q17 in the following developments:

- **Real Carrara**, a residential complex consisting of 180 middle-income and mid-to-high level homes in Tecámac, State of Mexico;
- **Real Vizcaya**, a residential complex consisting of 597 middle-income and mid-to-high level homes in Tecámac, State of Mexico;
- **Real Madeira**, a residential complex consisting of 1,616 middle-income and mid-to-high level homes in Pachuca, Hidalgo;
- **Real Amalfi**, a residential complex consisting of 2,208 middle-income and mid-to-high level homes in Playa del Carmen, Quintana Roo; and,
- **Real Catania**, a residential complex consisting of 1,075 middle-income and mid-to-high level homes in Cancún, Quintana Roo.
- Also, during 3Q17 we will begin selling homes in the **Jardines de Ciudad Mayakoba** development, located in Playa del Carmen, a market that is consistently showing a favorable dynamism, supported by the growing tourist activity in the region.

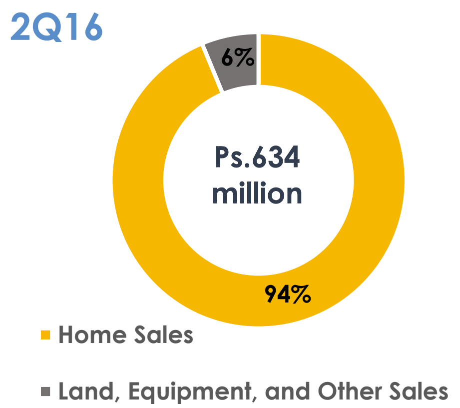
Now, taking an in-depth look at the quarterly results, total revenues increased by 3.1% annually, where the 11.8% decrease in revenues in the affordable entry-level and residential segments was offset by an increase of 10.9% in the middle-income segment. While EBITDA registered a growth of 1.0% YoY, below that of revenues, pressured by the costs associated with the start-up of new projects that will initiate their home-selling phase in the 2H17. Lastly, net income in the period reached Ps.79 million, a similar performance to that of total revenues, wherein lower financing costs and income taxes partially offset the effect of the aforementioned costs.

Finally, we expect that the positive dynamism in the mortgage market and the maturation of our developments will drive our results through 2H17, primarily in the middle-income and residential segments, providing us the necessary momentum to meet the targets set out in our 2017 Guidance. I would like to take the opportunity to express my gratitude for your trust and, also, reassert our commitment to persistently strive to build, day by day, a Company with an over-the-top focus on profitability, flexibility and risk minimization.

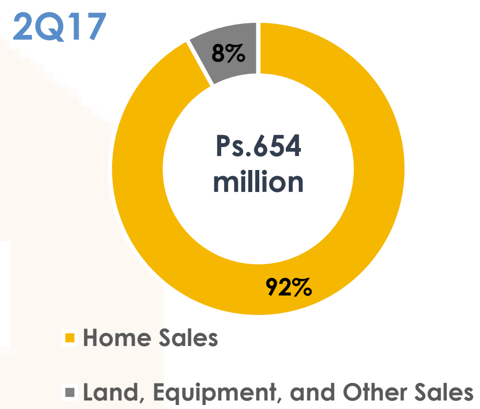
Sergio Leal Aguirre,
Chairman and CEO

OPERATING RESULTS

CONSOLIDATED TOTAL REVENUE



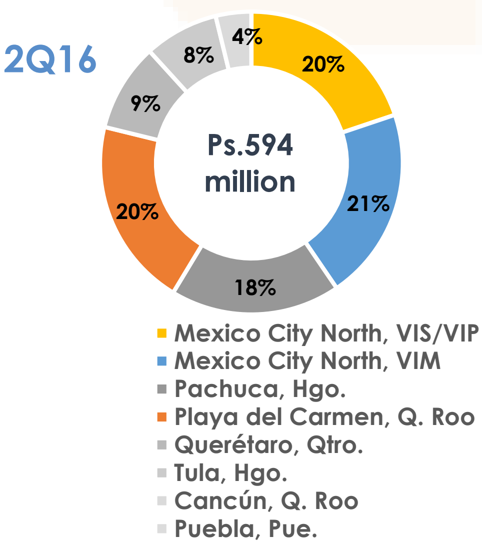
3.1%



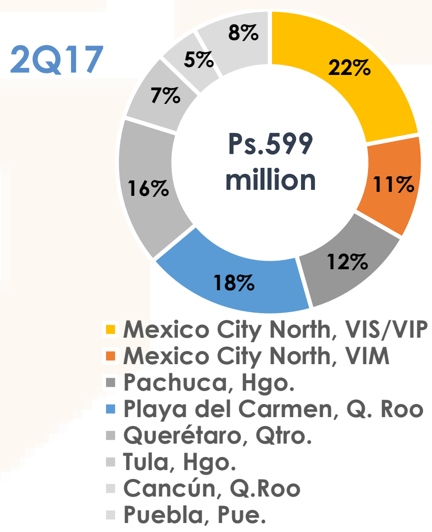
Consolidated Total Revenue during 2Q17 reached Ps.654 million, increasing 3.1% with respect to the Ps.634 million registered in the second quarter last year, driven by a 6.6% growth in volume of home sales, which offset the 4.3% decline in the average sale price. Our consolidated revenues for the quarter also include the seizing of opportunities in the sale of commercial land plots and other services for Ps.54 million.

HOME SALES REVENUE BREAKDOWN

By market:



0.8%



In 2Q17, noteworthy was the contribution to revenues from our developments in Mexico City North and Playa del Carmen, Q.Roo.

HOME SALES (millions of pesos)	2Q17	2Q16	∆%	LTM 2Q17	LTM 2Q16	∆%
Mexico City North	199	240	(17.1)	948	1,079	(12.1)
Pachuca, Hgo.	74	108	(31.8)	391	394	(0.8)
Playa del Carmen, Q. Roo	110	120	(8.6)	449	351	28.1
Querétaro, Qtro	95	56	70.6	393	355	10.8
Tula, Hgo.	45	47	(5.7)	195	205	(4.9)
Cancún, Q. Roo	27	23	20.2	91	81	12.4
Puebla, Pue.	49	0	-	102	0	-
Total	**599**	**594**	**0.8**	**2,569**	**2,465**	**4.3**

HOMES SOLD (units)	2Q17	2Q16	∆%	LTM 2Q17	LTM 2Q16	∆%
Mexico City North	284	347	(18.2)	1,358	1,603	(15.3)
Pachuca, Hgo.	155	168	(7.7)	693	620	11.8
Playa del Carmen, Q. Roo	178	190	(6.3)	696	564	23.4
Querétaro, Qtro	164	105	56.2	707	695	1.7
Tula, Hgo.	99	113	(12.4)	422	495	(14.7)
Cancún, Q. Roo	64	58	10.3	212	200	6.0
Puebla, Pue.	102	0	-	214	0	-
Total	**1,046**	**981**	**6.6**	**4,302**	**4,177**	**3.0**

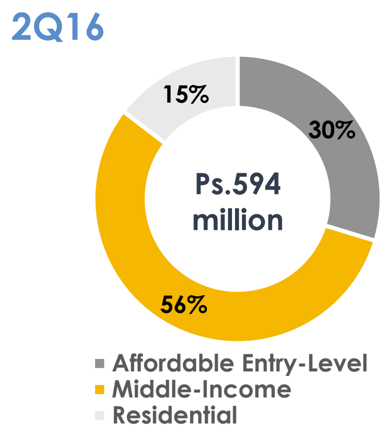
Home sales increased 0.8% YoY during 2Q17, with the primary market being Mexico City North, accounting for 33.2% of the total home sales. The decreases in Pachuca and Mexico City were more than offset by the 70.6% revenue growth in Querétaro, as well as the ramp up in Puebla, that reached a revenue share of 8.2%.

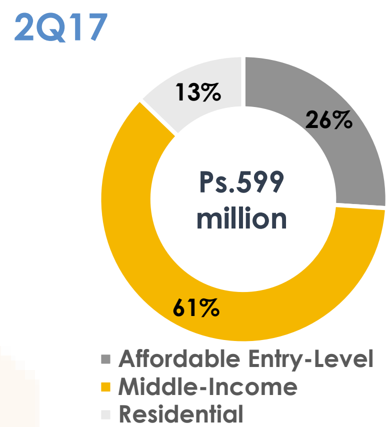
By segment:

AFFORDABLE ENTRY-LEVEL
Ps. 340k – Ps. 550k

MIDDLE-INCOME
Ps. 550k – Ps. 1,100k

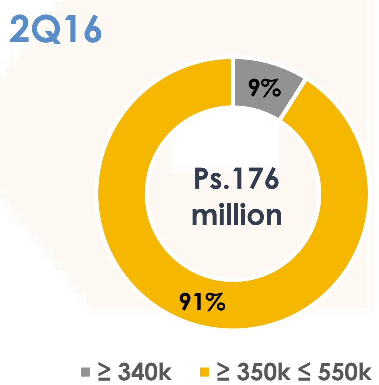
RESIDENTIAL
Ps. 1,100k – Ps. 3,000k

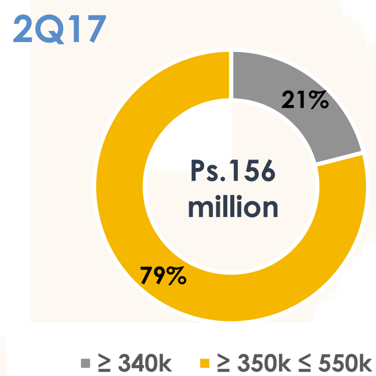




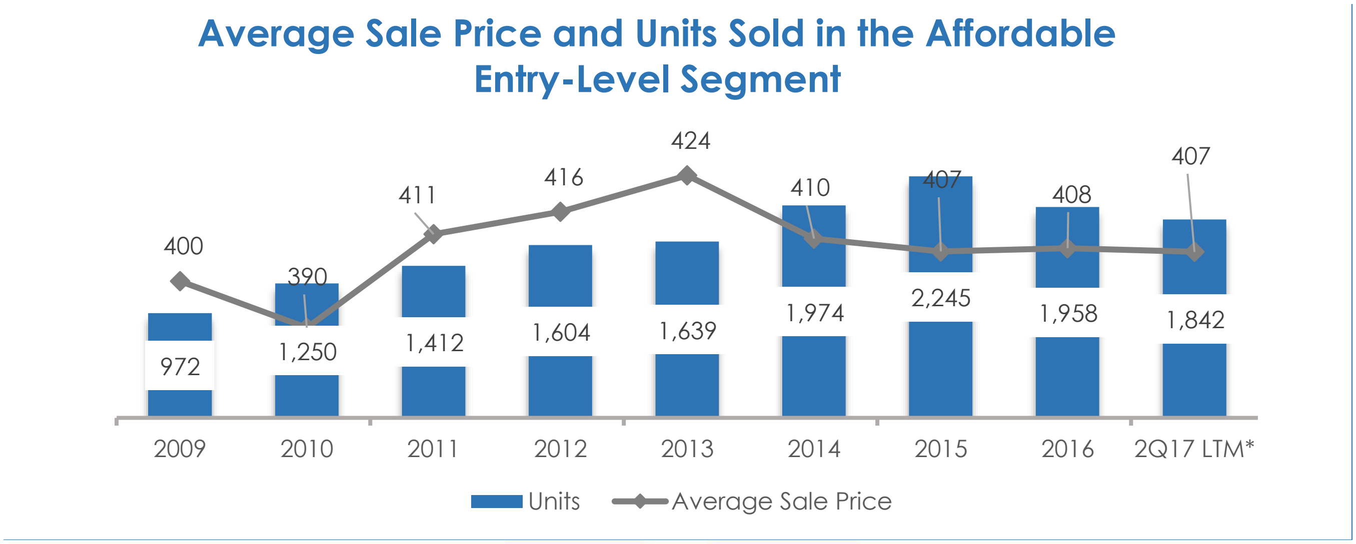
The Middle-Income segment recorded the largest share in home sale revenues during 2Q17, representing 61.2% vs. the 55.7% recorded in 2Q16, allowing the Company to face a challenging environment in which a significant portion of our Infonavit clients delayed the execution of credits, in order to secure higher loans with the entry into force of the increase in the credit limit by said institute.

Affordable Entry-Level:





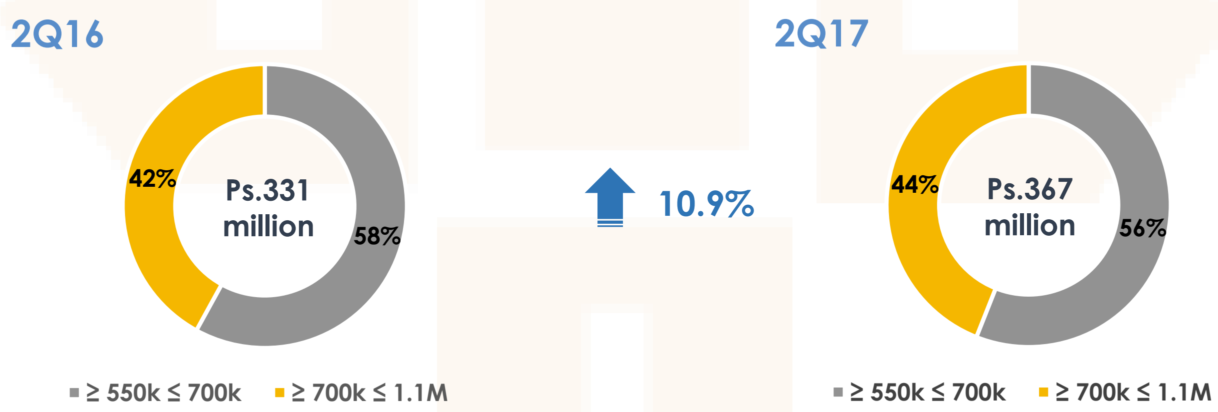
Revenues in this segment decreased by 11.7% in 2Q17 vs. 2Q16 as a result of an 8.7% decline in volume of units sold during the quarter. This decrease in units sold is primarily explained by our stronger focus on the middle-income segment, and to a lesser degree by the delay in the provision of subsidies, which barely accounted for 3.0% of total home sale revenues. For its part, the average sale price reached Ps.392 thousand, decreasing 3.3% YoY.



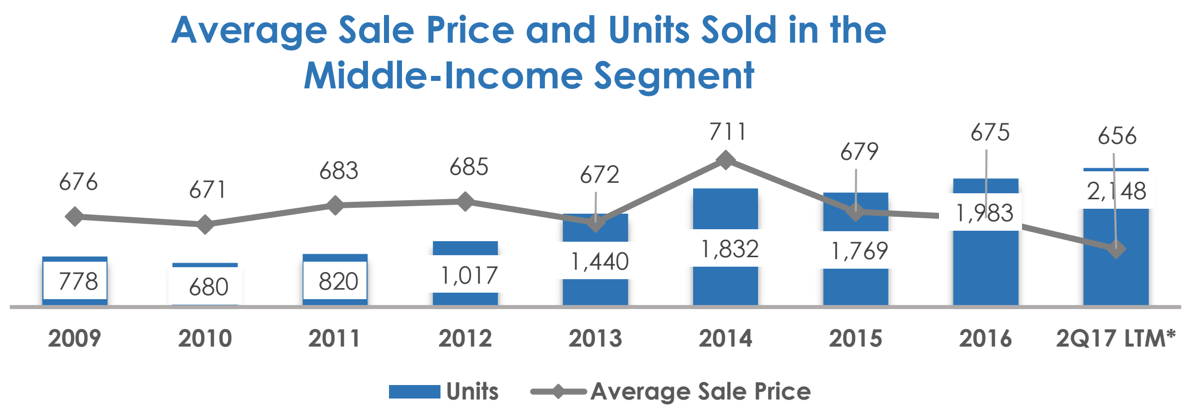
*With financial information from the last two quarters of 2016 and the first two of 2017

In the last twelve months, units sold in the affordable entry-level segment decreased 12.5% YoY, in line with the objective of consolidating a better sales mix, while the average sale price practically remained unchanged, marginally increasing 0.1% YoY. In 2Q17, the affordable entry-level segment accounted for 26.0% of home sale revenues, decreasing its contribution by 3.7 percentage points compared to the same period last year, reflecting the progress in our strategy to achieve higher profitability.

Middle-Income:



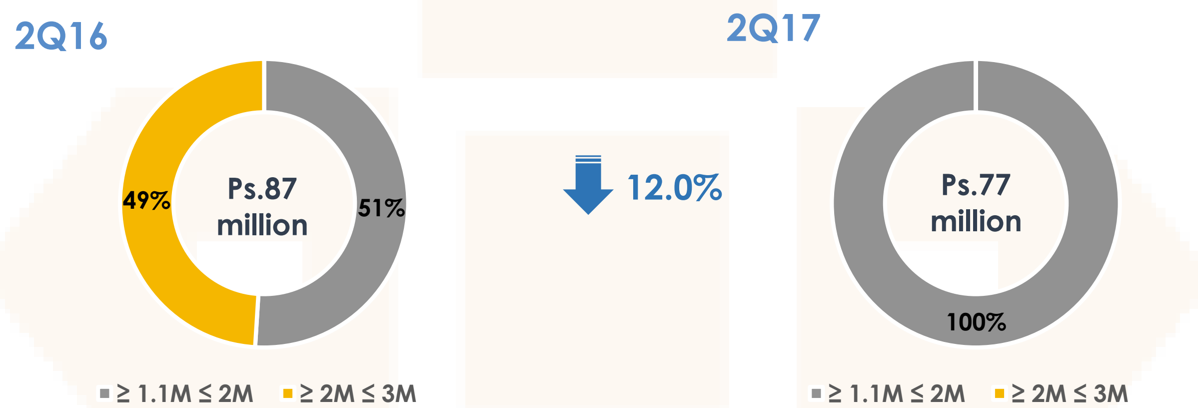
The Middle-Income segment was the largest contributor to home sale revenues during the period, accounting for 61.2% of the aforementioned. The increase of 10.9% YoY in this segment's revenues was lower than the increase of 19.1% YoY in units sold, that offset the 6.9% decrease recorded in the segment's average sale price. These results reflect the resilience of our commercial positioning. It is important to emphasize that we expect greater dynamism in the middle-income segment towards the second half of the year, especially in the home sales of our new projects: Real Carrara, Real Vizcaya, Real Madeira, Real Amalfi, Real Catania and Jardines de Ciudad Mayakoba, developments distinguished by their focus on the middle-income and residential segments.



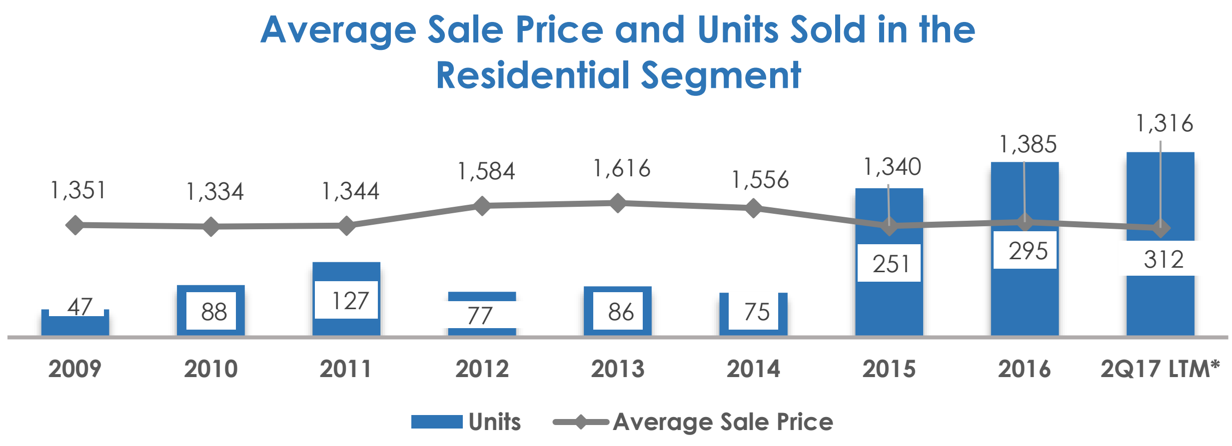
*With financial information from the last two quarters of 2016 and the first two of 2017

In the last twelve months, the middle-income segment recorded an increase in units sold of 21.8% YoY and a decrease of 4.4% in the average sale price as of 2Q17.

Residential:



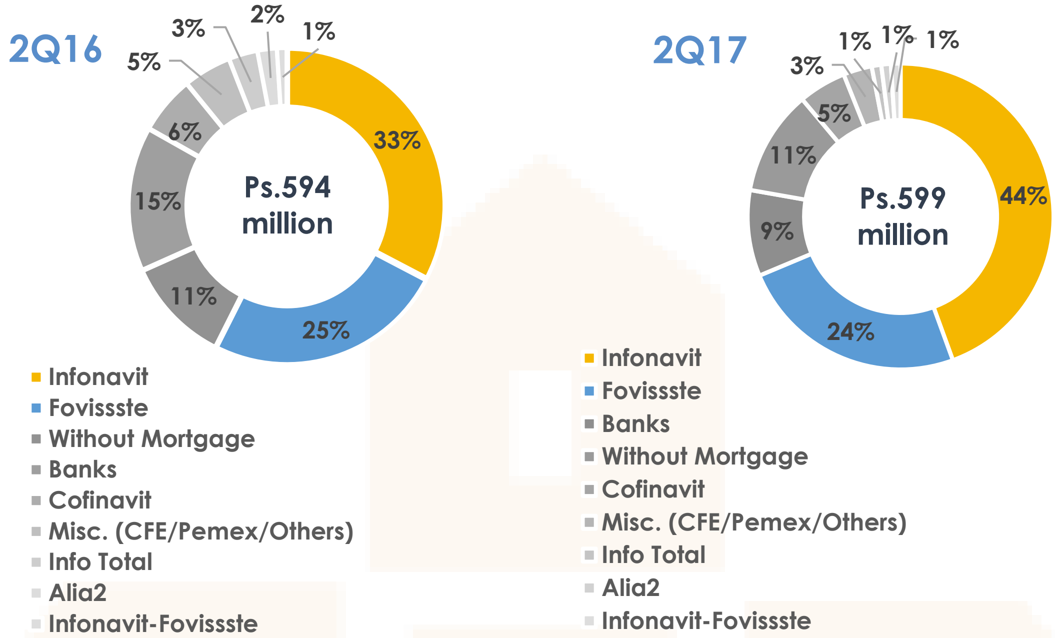
Revenues from the residential segment decreased 12.0% YoY in 2Q17, despite an increase of 16.9% YoY in the volume of units sold, following a decline of 24.7% in the segment's average sale price, which stood at Ps.1,109 thousand.



*With financial information from the last two quarters of 2016 and the first two of 2017.

2Q17 results allowed us to continue consolidating the growth trend in this segment's unit sales, which neared 312 units LTM. The average sale price was close to Ps.1.3 million, which we expect will increase as a result of the start-up of new projects in this segment.

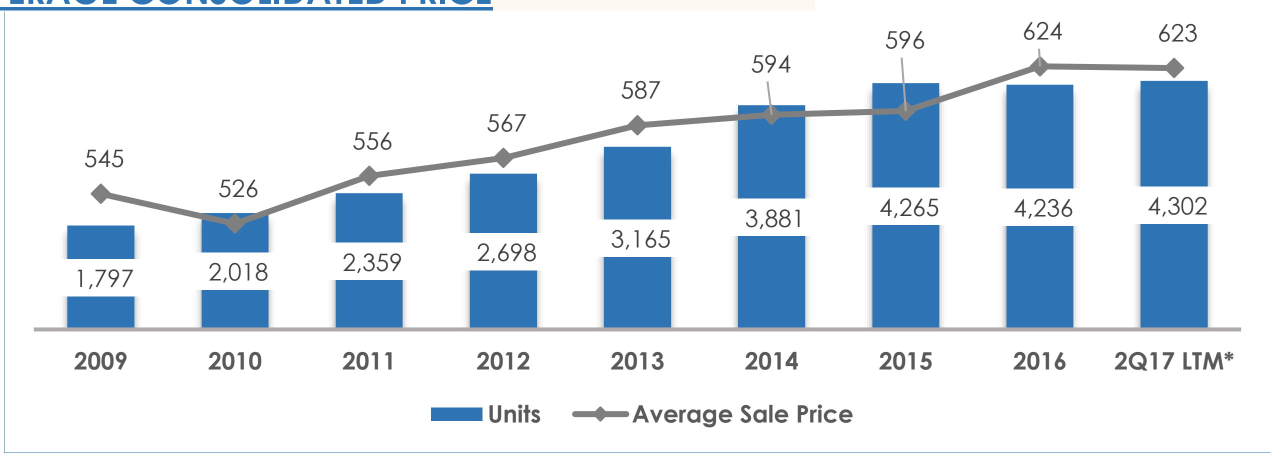
REVENUES BY FINANCING



The primary sources of mortgage financing for our clients were Infonavit and Fovissste, which during 2Q17 represented 44.3% and 23.9%, respectively, and in which we anticipate: i) a greater share of Infonavit depositors due to an increase in the credit limit granted by said institute; ii) the approval of second mortgages in the case of Fovissste; and, iii) the establishment of a maximum mortgage rate limit, fixed around 12%, by both housing institutes. The proportion of cash payments, bank loans and miscellaneous payments represented 23.2%, showing a decrease of 7.0 pp. with respect to 30.2% in the previous year, due to the increase of 11.2 pp. in the participation of Infonavit Traditional credits, following the implementation of the new guidelines on the grant of credits.

Of particular note are the stable levels of the NPL ratio of the mortgage loans granted by the commercial bank, at levels of 2.6%, as well as the high proportion of loans offered at fixed rate.

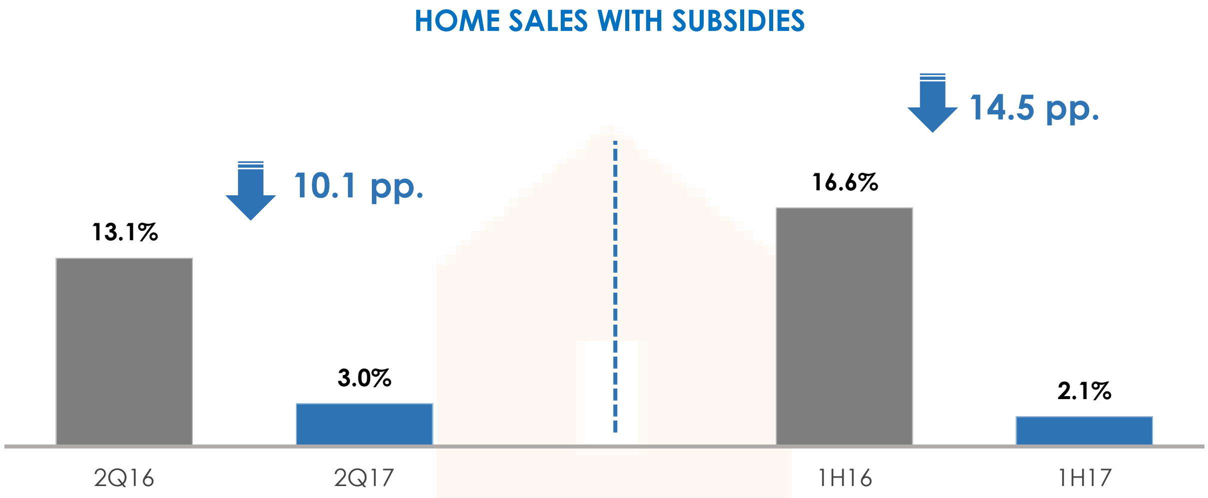
AVERAGE CONSOLIDATED PRICE



*With financial information from the last two quarters of 2016 and the first two of 2017

The average consolidated price in 2Q17, including revenues from equipment, was Ps.623 thousand, an increase of Ps.10 thousand YoY, this is, 17% vs. 2Q16, continuing the upward trend from previous quarters.

NON-DEPENDENCE ON SUBSIDIES



Vinte's strategy is primarily oriented at the middle-income/residential segments, leading to a null dependence on housing subsidies. The share of said subsidies in total revenues of 2Q17 was at a minimal range of 3%, which we estimate will be at 5% by the end of the year in line with a higher pace in the application of subsidies by the housing institutes throughout 2H17.

It is important to note that the level in which we perform home sales with subsidies is one of the healthiest in the industry, and has allowed us to maintain stability in our results even amidst the recent budgetary decreases in subsidies by the federal government in 2016 and 2017, which represent a decrease of Ps.4,760 million (-43.3%) with respect to the 2015 budget.

FINANCIAL PERFORMANCE

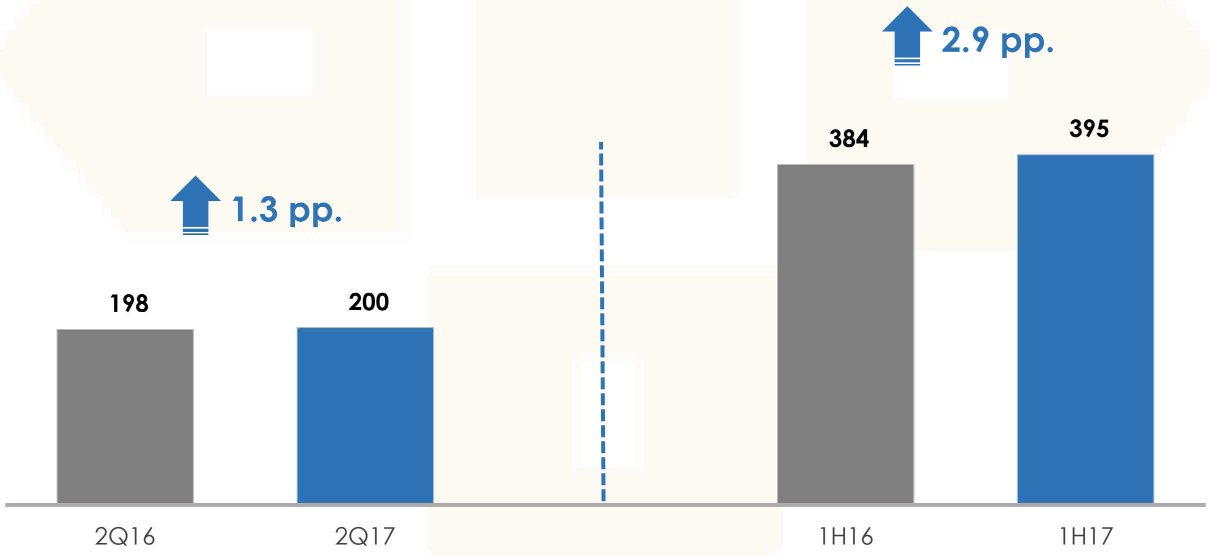
INCOME STATEMENT

Cost of Sales

Concept (millions of pesos)	2Q17	2Q16	Δ%	1H17	1H16	Δ%
Cost of Sales (non-interest-bearing)	437	422	3.7	844	819	3.1
Capitalized interests	16	14	10.3	30	28	6.3
Total Cost of Sales	**453**	**436**	**3.9**	**874**	**847**	**3.2**
Cost to Sales (%)	**69.3**	**68.8**	**0.5 pp**	**68.9**	**68.8**	**0.1 pp**

The 2Q17 Cost of Sales was Ps.453 million, an increase of 3.9% over 2Q16, due to higher prices of construction materials, mainly cement, gravel and sand, which were not exempt from inflationary pressures that persist across the Mexican economy in general. These increases were largely contained by our supply and negotiation of large volumes policies which, in the same way, led to a cost-to-revenue ratio of 69.3% in 2Q17, a moderate increase of 50 bps. vs. 2Q16.

Gross Profit
(millions of pesos)



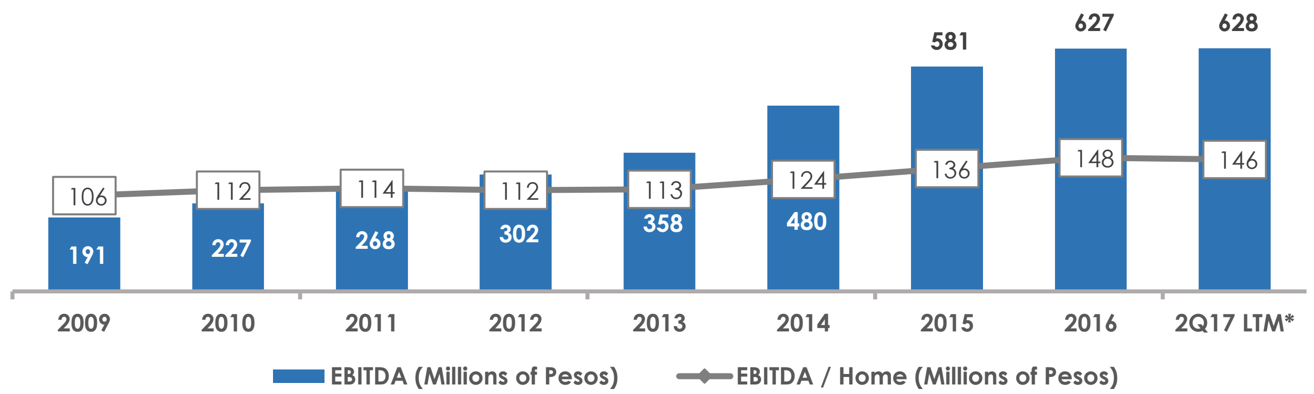
2Q17 Gross Profit totaled Ps.200 million, representing an increase of 1.3% YoY, below the growth of total consolidated revenues, caused by the increase in Cost of Sales previously mentioned.

Selling, General and Administrative Expenses and Other Expenses

CONCEPT (millions of pesos)	2Q17	2Q16	Δ%	1H17	1H16	Δ%
Administrative Expenses	90	86	4.7	168	154	9.1
Other Net Expenses	(3)	(1)	215.1%	(4)	(1)	212.9
(-) Depreciation	(4)	(4)	(11.5)	(7)	(7)	1.4
Total SG&A and Other Expenses	**84**	**81**	**3.3**	**157**	**145**	**7.7**
SG&A and Other Expenses to Sales	**12.8%**	**12.8%**	**0.0 pp**	**12.3%**	**11.8%**	**0.5 pp**

SG&A and Other Expenses reached Ps.84 million in 2Q17, an annual increase of 3.3%. This result was mainly attributed to new operational, commercial and administrative structures associated to the new developments that are scheduled to initiate their home-selling phase during the 3Q17 and 4Q17. This increase has been partially offset by efficiencies in corporate marketing expending and economies of scale in our corporate structure. As a result, the proportion of SG&A and Other Expenses to Sales stood at 12.8% in 2Q17, same proportion recorded in 2Q16.

EBITDA



*With financial information from the last two quarters of 2016 and the first two of 2017

EBITDA reached Ps.132 million in 2Q17, increasing 1.0% YoY, while LTM EBITDA totaled Ps.628 million, growing 3.2% vs. the same period last year, and practically in line with that registered in fiscal year 2016. On the other hand, EBITDA from home sales remained practically flat compared to 2Q16, and in the same way, decreased marginally vs. that of fiscal year 2016.

EBITDA INTEGRATION						
CONCEPTS (millions of pesos)	**2Q17**	**2Q16**	**Δ%**	**1H17**	**1H16**	**Δ%**
Net Income	79	75	5.1	160	154	4.1
plus Income Tax	23	25	(8.1)	49	53	(7.5)
Earnings before tax	102	100	1.8	210	207	1.1
(+) Comprehensive Financial Result	26	26	1.6	51	51	0.3
(+/-) Interests in Joint Ventures	(1)	(1)	(35.2)	(1)	(2)	(52.2)
(+) Depreciation	(4)	(4)	(11.5)	(7)	(7)	1.4
EBITDA	**132**	**131**	**1.0**	**269**	**267**	**0.6**
EBITDA Margin	**20.2%**	**20.7%**	**(0.4 pp)**	**21.2%**	**21.7%**	**(0.5 pp)**

Comprehensive Financial Result (CFR):

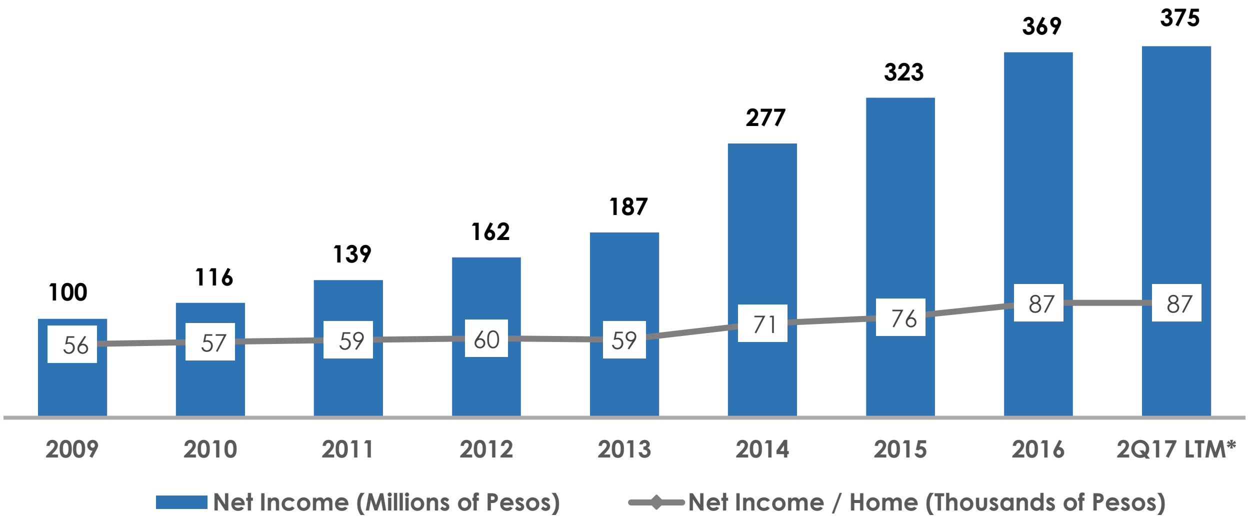
CONCEPT (millions of pesos)	2Q17	2Q16	Δ%	1H17	1H16	Δ%
Capitalized interests	16	14	10.3	30	28	6.3
Interest Income	(4)	(2)	94.3	(8)	(3)	138.7
Financial Expenses	15	14	6.7	29	26	11.7
Total CFR	**26**	**26**	**1.6**	**51**	**51**	**0.3**
CFR to Revenues	**4.0%**	**4.1%**	**(0.1 pp)**	**4.0%**	**4.1%**	**(0.1 pp)**

The Comprehensive Financial Result (CFR) was Ps.26 million in 2Q17, representing an increase of 1.6% YoY, attributed partly to the increase in interest rates, while its proportion to income decreased by 10 bps.

Income Tax:

2Q17 Income Taxes were Ps.23 million, a decrease of 8.1% vs. 2Q16. The effective tax rate for the Company at the end of 2Q17 was 22.4%, which compares favorably to the rate of 24.8% in 2Q16.

Net Income:



*With financial information from the last two quarters of 2016 and the first two of 2017

Net income reached Ps.79 million in 2Q17, an increase of 5.1% YoY, mainly due to lower costs of depreciation and amortization, a more favorable result in joint ventures and a lower tax burden. LTM Net Income reached Ps.375 million, increasing 10.7% vs. 2Q16.

STATEMENT OF FINANCIAL POSITION

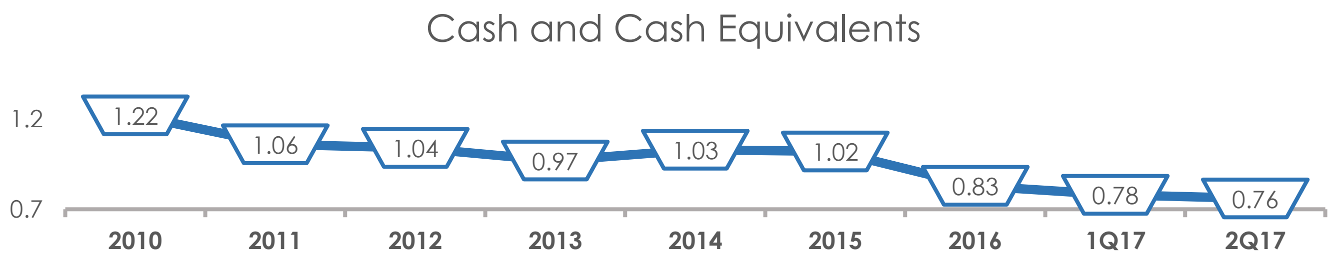
Cash and cash equivalents:

Vinte seeks to maintain 6 to 7 weeks of sales and financial expenses in cash. We consider this amount constitutes an appropriate balance between the financial stability required to face any unpredicted contingency and the maximization of the productive use of the Company's financial resources. The balance of cash and cash equivalents at the end of 2Q17 was Ps.201 million, compared to Ps.218 million in 2Q16, a decrease of 7.8%. As of June 30, 2017, cash and cash equivalents balance amounted to 5.4 weeks of sales and financial expenses.

Working Capital Turnover:

Vinte's approach to closely monitor the performance of working capital has boosted accelerated growth without incurring in financial and operational risks, aiming for a turnover of 0.9x to1.0x, which is calculated as follows:

Working Capital Turnover = Revenue LTM / (accounts receivable + long and short-term inventories - accounts payable - customer advances)



Working capital turnover decreased from 0.97x in 2Q16 to 0.76x in 2Q17, due to investments carried out with the IPO resources during the period. Adjusting for the effects of using the IPO resources, the working capital turnover would be 0.91x, demonstrating our operational strength and executive capacity.

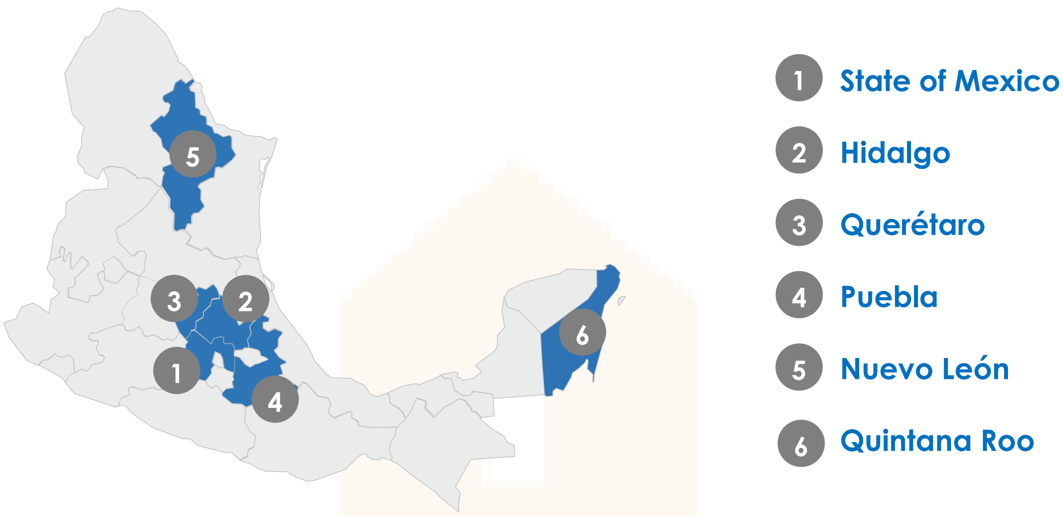
Inventories:

CONCEPT (millions of pesos)	2Q17	2Q16	Δ%
Land plots in development	1,445	1,366	5.8
Works in progress	785	593	32.4
Finished homes for exhibition	37	34	9.4
Commercial land plots and sales modules	100	76	31.8
Construction Materials and Other	139	117	18.3
Long-Term land plots (including land and infrastructure)	1,302	646	101.6
Total Inventory	**3,807**	**2,832**	**34.5**

At the end of 2Q17, the balance of Total Inventory was Ps.3,807 million, a 34.5% increase over the Ps.2,832 million registered in 2Q16. This growth is mainly explained by an increase in land bank derived from the acquisitions carried out with the IPO proceeds as well as the increase in works in progress initiated in previous quarters.

It is important to point out that Vinte's Inventory is recorded at acquisition cost, so its market value may be substantially higher.

Vinte's Geographic Presence



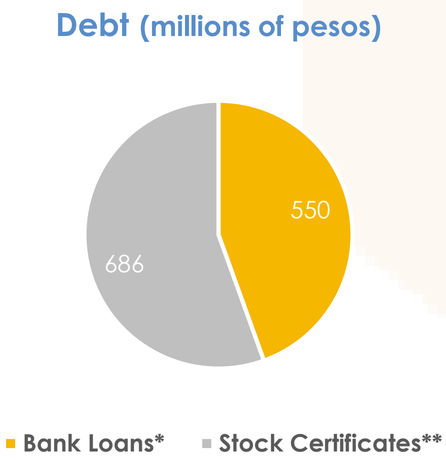
The land bank amounts to 31.7 thousand homes, representing approximately 5 years of reserve above anticipated construction, considering our average historical growth rate.

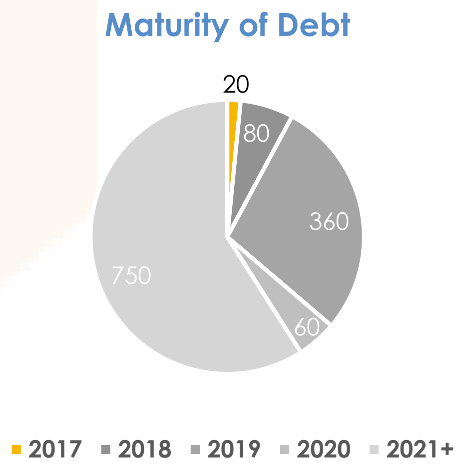
Debt:

CONCEPT (millions of pesos)	2Q17	2Q16	∆%
Gross Debt	1,237	1,149	7.7
Net Debt	1,036	930	11.3

Vinte's debt, discounting the issuance costs in accordance with IFRS, reached Ps.1,237 million, and considering issuance costs, amounts to Ps.1,270 million. Gross debt increased 7.7% YoY as of June 30, 2017 as a result of the recent placement of Stock Certificates in the Mexican Stock Exchange. Net debt rose to Ps.1,036 million in the same period, an annual increase of 11.3%, due to the same effect.

At the end of 2Q17, Vinte's entire debt was denominated in Mexican pesos, where approximately 38% (45% of net debt) was at a weighted average fixed rate of 9.1%, which compares favorably against the average in the housing sector.

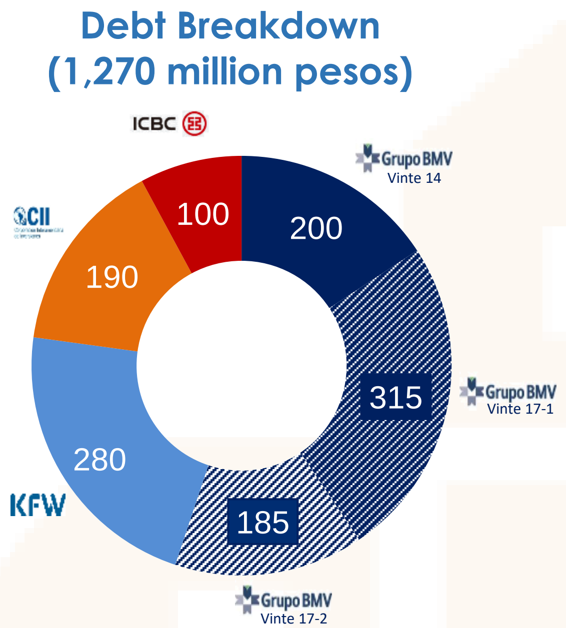


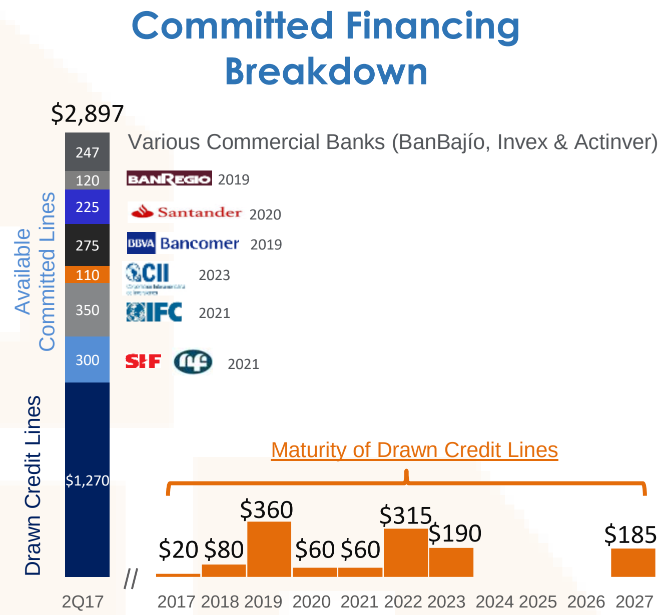


*A number of banks. Vinte maintains available credit lines of Ps.1,627 million
**Issuance of VINTE14, VINTE 17-1, and VINTE 17-2.

Regarding the financing profile, the average term is 6.2 years and the upcoming maturities in 2017 and 2018 are Ps.20 million and Ps.80 million, respectively.

It is important to note that once the refinancing debt process is complete, using the net proceeds obtained in the recent issuance of Stock Certificates, Vinte's debt profile will improve considerably. Such improvement comprises an extension of the average debt term within a range of 5.5 to 6.2 years and an increase in the proportion of fixed-rate debt to approximately 45% at the end of 2Q17 from the 37% reported in 1Q17.

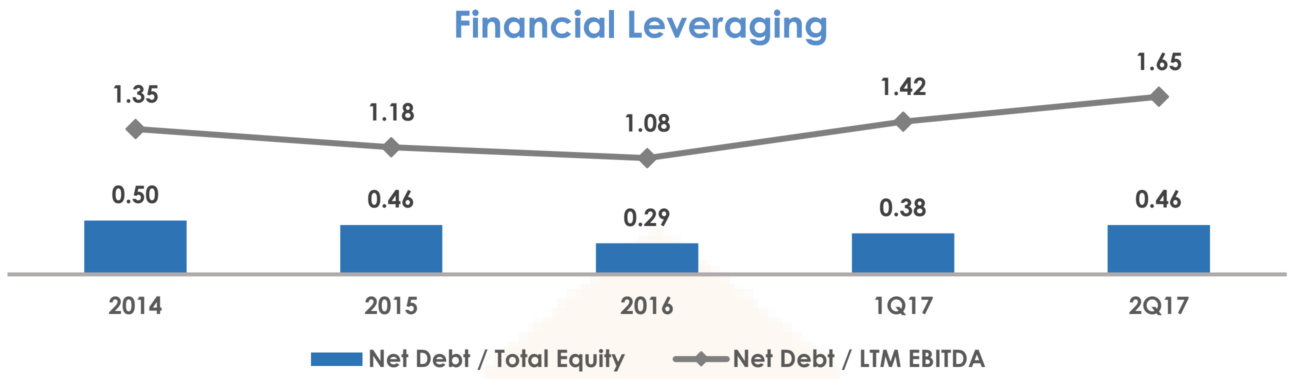




Committed and undrawn credit lines amounted to Ps.1,627 million at the end of June 30, 2017, primarily comprised by long-term contracts, representing an increase of 38.0% with respect to the figure recorded as of March 31, 2017. This is due to the expansion and procurement of important credit lines, including the Industrial and Commercial Bank of China (ICBC), for a total amount of Ps.100 million.

Also, at the end of 2Q17, 44% of the signed credit lines have been drawn, less than the 49% registered in 2Q16, reflecting a greater financial flexibility of our Company.

Overall, these advances in the expansion, diversification, and availability of funding, together with the improvement of the debt profile, grants us a solid financial position to take full advantage of new growth opportunities following the capitalization of the IPO resources carried out in September of the previous year.



Vinte's leverage indicators are at acceptable levels at the end of 2Q17, even though they show an upward adjustment compared to the previous year, as a result of the progress in construction investments for the start-up of new middle-income and residential developments. In the case of Net Debt / EBITDA, an increase of 1.53x to 1.65x was registered, while the ratio of Net Debt to Equity went down from 0.59x to 0.46x. However, since these are temporary increases, it is expected that Vinte's leverage levels will return to their normal levels at the end of 3Q17.

Stockholders' Equity:

Stockholders' Equity totaled Ps.2,274 million as of June 30, 2017, an increase of 52.4% YoY, mainly explained by the resources obtained in the IPO.

Financial Ratios:

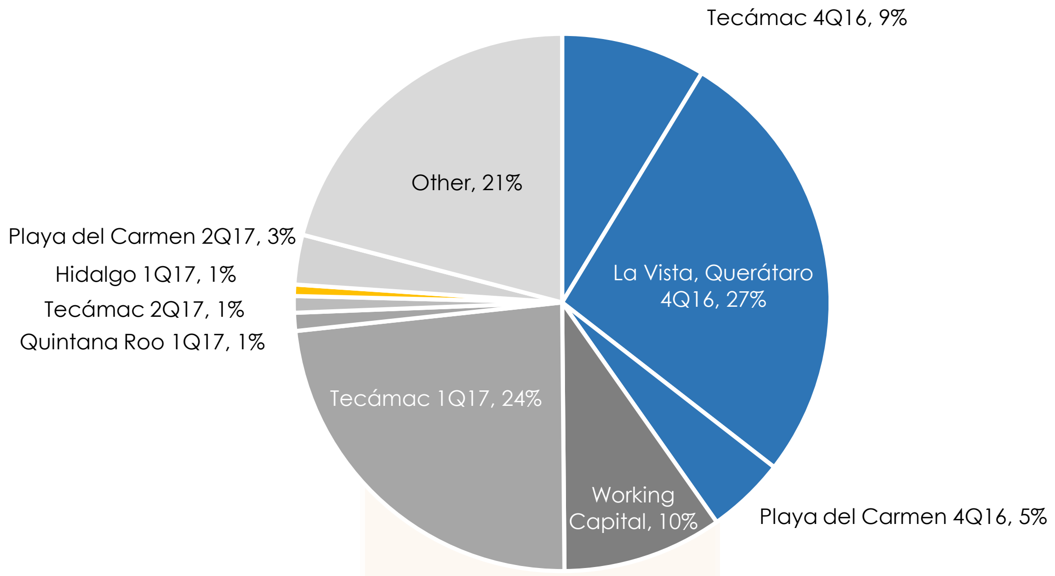
The return on investment indicators measured by ROE and ROIC show a slight decline at the end of 2Q17, explained by the capitalization made in the IPO. Through the increased use of capital resources obtained, Vinte expects to return to its historical level of profitability in the next 24 months.

Free Cash Flow:

Concepts (millions of pesos)	1H17	1H16	2Q17 LTM	2Q16 LTM
EBITDA	269	267	628	609
- Change in Total Inventory	(361)	(179)	(976)	(420)
- Change in Accounts Receivable	14	30	(100)	(48)
- Change in other assets	(17)	(111)	22	(184)
+ Change in Accounts Payable	(160)	(143)	31	52
+ Change in Client Advances	67	25	63	(60)
= Free Operating Cash Flow	**(188)**	**(111)**	**(331)**	**(51)**
- Net interests	(51)	(51)	(109)	(113)
- Income Tax (ISR)	(19)	(22)	(55)	(44)
- Dividends	(82)	(73)	(154)	(142)
= Free Cash Flow	**(340)**	**(256)**	**(649)**	**(350)**

Free cash flow declined to Ps.-340 million at the end of 2Q17, compared to the negative generation of Ps.256 million recorded in 2Q16. This result is explained by the progress in real estate investments made with the resources obtained in the IPO.

Use of the IPO Resources:



Allocation of IPO Resources:

Period	Project Development	Working Capital	Other*	Total (millions of pesos)
4Q16	246	59	-	305
1Q17	154	-	-	154
2Q17	23	-	128	151
Total	**423**	**59**	**128**	**611**
IPO				**611**
Resources to Allocate				**0**

*Infrastructure investments in new projects

At the end of 2Q17 we had allocated 100% of the resources obtained in the IPO, with which we were able to carry out our strategic investments, coupled with the improvement of the Company's financing conditions.

Start of projects:

Development	Location	Segment	# of Homes
Real Carrara	Tecámac, State of Mexico	Middle-Income / Residential	180
Real Vizcaya	Tecámac, State of Mexico	Middle-Income / Residential	597
Real Madeira	Pachuca, Hidalgo	Middle-Income / Residential	1,616
Real Amalfi	Playa del Carmen, Q. Roo	Middle-Income / Residential	2,208
Real Catania	Cancún, Q. Roo	Middle-Income / Residential	1,075

The Company expects to begin home sales in 5 middle-income/residential segments at the end of 4Q17. For the purpose of completing the successful start-up of these new projects, Vinte has intensified its investments in infrastructure, urbanization and work in progress in these locations in order to have the housing inventory required for the home sales plan of the second half of the year.

****

ADDITIONAL INFORMATION

RECENT EVENTS

- On May 2, 2017, Vinte negotiated a credit line with the Industrial and Commercial Bank of China (ICBC) for a total amount of Ps.100 million, which were used to fund the Company's operational requirements and to spur growth of its business.
- On June 28, 2017, Vinte successfully completed the placement of a total of Ps.500 million in long-term debt on the Mexican Stock Exchange, through two issuances of Stock Certificates with maturities of 5 and 10 years. With an original offering amount of Ps.300 million, Vinte obtained an overdemand of 2.15 times, which allowed it to issue Ps.315 million at five years and Ps.185 million at 10 years. The Stock Certificates issued with the ticker symbol Vinte17 and Vinte 17-2 have a maturity of 5 and 10 years, respectively, and will pay, the first one, a variable interest rate equal to TIIE + 2.30% and, the second one, a fixed rate of 9.70%. Both instruments have a credit rating of "A+" by Verum and HR Ratings. All the resources obtained will be used to refinance the Company's debt.

ANALYST COVERAGE

Institution	Analyst	Email	P.O.	Recommendation
Actinver	Ramón Ortiz Reyes	rortiz@actinver.com.mx	Ps.31.00	Buy
Citigroup	Alejandro Lavin	alejandro.lavin@citi.com	Ps.31.00	Neutral
UBS	Marimar Torreblanca	marimar.torreblanca@ubs.com	Ps.32.00	Buy

ABOUT VINTE

Vinte is a vertically integrated Mexican home builder with a clear focus on profitability. For more than a decade it has been dedicated to developing residential complexes for middle-income families, focused on improving their quality of life, a commitment for which it has received multiple national and international awards. Vinte has developed more than 28 thousand homes across five states of Mexico, mainly in the center of the country, achieving a high level of loyalty amongst its clients and extensive brand recognition in the markets in which it operates. Vinte's highly-qualified management team has over 25 years of experience in the Mexican housing sector.

FORWARD LOOKING STATEMENTS

"This document contains certain statements related to the comprehensive overview of Vinte Viviendas Integrales (VINTE) regarding its activities to the present day. The information included in this document is a summary of information regarding VINTE which is not intended to cover all related information about VINTE. The information contained in this document has not been included to provide specific advice to investors. The statements contained herein reflect the current views of VINTE with respect to future events and are subject to certain risks, uncertainties and assumptions. Many factors could cause future results, performance or achievements of VINTE be different from those expressed or implied by such forward looking statements, including, among others, economic or political changes and global business conditions, changes in exchange rates, the overall level of the industry, changes in housing demand, prices of raw materials, etc. If one or more of these risks occur, or should the underlying assumptions prove to be incorrect, actual results may vary materially from those described herein as anticipated, believed, estimated or expected. VINTE does not intend nor assume any obligation to update the statements presented in this document."

CONFERENCE CALL

VINTE VIVIENDAS INTEGRALES, S.A.B. DE C.V. Y SUBSIDIARIAS

CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS OF JUNE 30, 2017 AND JUNE 2016

(IN THOUSANDS OF MEXICAN PESOS)

ASSETS	JUN 30, 2017	JUN 30, 2016	Δ%
CURRENT ASSETS:			
Cash, cash equivalents and restricted cash	201,364	218,391	(7.8)
Accounts Receivable	313,615	213,296	47.0
Accounts receivable from Mayakoba Trust No CIB/2185	11,206	5,359	109.10
Inventory	2,505,849	2,186,203	14.6
Prepayments and other assets	205,207	244,510	(16.1)
TOTAL CURRENT ASSETS	**3,237,241**	**2,867,759**	**12.9**
NON-CURRENT ASSETS:			
Inventory	1,301,559	645,593	101.6
Prepayments	-	-	-
Property, plant and equipment	43,402	33,026	31.4
Investments in Trusts and Joint Ventures	55,066	57,943	(5.0)
Other non-current assets	19,955	15,979	24.9
Long-term receivables from sale of commercial lots	-	503	-
TOTAL NON-CURRENT ASSETS	**1,419,983**	**753,043**	**88.6**
TOTAL ASSETS	**4,657,223**	**3,620,802**	**28.6**
LIABILITIES AND STOCKHOLDER EQUITY			
CURRENT LIABILITIES:			
Long-term bank loans	70,000	250,625	(72.1)
Stock market debt	-	-	-
Obligations secured by sales of future receivables contracts	37,904	28,315	33.9
Accounts payable to land suppliers	11,289	50,838	77.8
Accounts payable to suppliers	170,684	130,071	31.2
Dividends payable	83,018	72,500	14.5
Various creditors, subcontractors and others	117,231	91,389	28.3
Customer Prepayments	145,037	81,628	77.7
Accumulated expenses and taxes	70,011	80,738	(13.3)
Income tax	-	-	-
Profit sharing payables	2,646	8,242	(67.9)
TOTAL CURRENT LIABILITIES	**707,823**	**794,346**	**(10.9)**
NON-CURRENT LIABILITIES			
Long-term debt	480,480	701,616	(31.5)
Long-term stock market debt	686,419	196,381	249.5
Employee benefits	1,700	1,582	7.5
Deferred income tax	506,786	434,865	16.5
TOTAL NON-CURRENT LIABILITIES	**1,675,384**	**1,334,445**	**25.5**
TOTAL LIABILITES	**2,383,207**	**2,128,791**	**12.0**
STOCKHOLDERS' EQUITY			
Capital stock	862,281	251,357	243.1
Reserve for share repurchase	61,150	-	-
Retained earnings of previous years	1,190,218	1,086,650	9.5
Fiscal year performance	160,367	154,004	4.1
TOTAL EQUITY	**2,274,016**	**1,492,012**	**52.4**
TOTAL LIABILITIES AND EQUITY	**4,657,223**	**3,620,802**	**28.6**

VINTE VIVIENDAS INTEGRALES, S.A.B. DE C.V. Y SUBSIDIARIAS

STATEMENT OF CONSOLIDATED INCOME FROM APRIL 1 TO JUNE 30, 2017 AND JUNE 2016

(IN THOUSANDS OF MEXICAN PESOS)

	2Q17	2Q16	Var.%	1H17	1H16	Var.%
REVENUES	**653,533**	**633,761**	**3.1**	**1,269,138**	**1,230,837**	**3.1**
Cost of Sales	453,056	435,868	3.9	873,943	846,773	3.2
GROSS PROFIT	**200,477**	**197,893**	**1.3**	**395,195**	**384,064**	**2.9**
SG&A	90,429	86,390	4.7	167,873	153,882	9.1
Other Expenses (Income) net	(2,707)	(859)	215.1	(3,939)	(1,259)	212.9
OPERATING INCOME	**112,755**	**112,362**	**0.4**	**231,261**	**231,441**	**(0.1)**
Comprehensive Financial Result	10,531	11,587	(9.1)	20,749	22,366	(7.2)
Interests in Joint Ventures	(650)	(1,003)	(35.2)	(846)	(1,769)	(52.2)
EARNINGS BEFORE TAX	**101,574**	**99,772**	**1.8**	**209,666**	**207,306**	**1.1**
ISR	22,779	24,792	(8.1)	49,299	53,302	(7.5)
CONSOLIDATED NET INCOME	**78,795**	**74,980**	**5.1**	**160,367**	**154,004**	**4.1**

VINTE VIVIENDAS INTEGRALES, S.A.B. DE C.V. Y SUBSIDIARIAS

STATEMENT OF CONSOLIDATED CASH FLOW AS OF JUNE 30, 2017 AND 2016

(IN THOUSANDS OF MEXICAN PESOS)

	1H17	1H16	Δ%
CASH FLOWS FROM OPERATING ACTIVITIES:			
Profit (loss) before income tax	209,666	207,306	1.1
Adjusted for:			
Depreciation and amortization of intangible assets	7,344	7,243	1.4
Amortization of debt issuance costs	5,786	4,021	43.9
Asset retirement	191	349	(45.3)
Interests in Joint Ventures	845	-	-
Interest expense	(8,720)	40,089	(121.8)
Favorable interests	(3,636)	(5,328)	(31.8)
Sum	**211,477**	**253,680**	**(16.6)**
CHANGES IN WORKING CAPITAL:			
Increase in accounts receivable	12,210	27,541	(55.7)
(Increase) decrease in creditors	(46,654)	(14,746)	216.4
Increase in inventories	(346,292)	(179,159)	93.3
(Increase) decrease in other current assets	(29,922)	(107,710)	(72.2)
Increase in suppliers	(20,767)	(41,771)	(50.3)
Increase (decrease) in prepayments to clients	67,262	24,782	171.4
Increase (decrease) in accumulated taxes and expenses	(3,212)	4,863	(166.0)
Employee profit sharing	(12,809)	(5,206)	146.0
Interest received	3,636	5,328	(31.8)
Employee benefits	(4,845)	136	(3,662.5)
CASH FLOWS FROM (USED IN) OPERATING ACTIVITIES	**(169,915)**	**(32,260)**	**426.7**
Income tax paid	(15,080)	(15,080)	-
Net cash flows from (used in) operating activities	(184,994)	(47,340)	290.8
CASH FLOWS FOR INVESTMENT ACTIVITIES:			
Investment in property, plant and equipment	(8,912)	(9,438)	(5.6)
Investments in Trusts and Joint Ventures	-	1,769	(100.0)
NET CASH FLOWS FROM INVESTMENT ACTIVITIES	**(8,912)**	**(7,669)**	**16.2**
CASH FLOWS FOR FINANCING ACTIVITIES:			
Increase in Capital	1,634,907	747,307	118.8
Increase in bank financing	1,578,530	818,933	92.8
Share repurchase	(28,530)	-	-
Decrease in bank financing	(1,278,059)	(497,779)	156.7
Obligations for sale of future collection rights contracts	(56,377)	(71,626)	(21.3)
Expenses for placement of debt instruments	(20,977)	(4,417)	374.9
Divends paid	(81,982)	(72,500)	13.1
Interests paid	8,720	(40,089)	(121.8)
NET CASH FLOWS FROM (USED IN) FINANCING ACTIVITIES	**177,702**	**60,896**	**191.8**
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	**(16,204)**	**5,887**	**(375.3)**
CASH AND CASH EQUIVALENTS AT BEGINNING OF THE PERIOD	**217,568**	**212,504**	**2.4**
CASH AND CASH EQUIVALENTS AT END OF THE PERIOD	**201,364**	**218,391**	**(7.8)**