Local retail sales in Laredo have increased 37% over the past three years. As the historic gateway and trading partner with Mexico, Laredo boasts the #1 inland port along the US-Mexico border crossing with $168 billion+ in imports and exports. The city has been ranked by Forbes as one of the Top 10 Fastest Growing Cities. As oil and international trade fuel Laredo’s business boom, the city maintains an unemployment rate well below the national average. Located within the commerce-trade-tourism border zone and the NAFTA gateway, The Outlet Shoppes encourages Monterrey shoppers to visit freely and without any extra documentation. It is the only outlet to enjoy this direct gateway access.

Three major metro areas are within a two-and-a-half-hour drive including San Antonio (157 miles), Corpus Christi (146 miles), and Monterrey, Mexico (140 miles).

Texas A&M International University, just 13.4 miles from The Outlet Shoppes, has a population of 6,853 students.
MONTERREY, MEXICO

“Monterrey is home to an elite university, a diverse array of well-established multinational companies and a new crop of globally competitive start-ups. Monterrey is the second richest city in Mexico.

Nuevo Leon is the #1 center for foreign direct investment in Mexico with 65% of trade between the US and Mexico passing through the state.

Monterrey has the highest per capita GDP in Mexico, two times the national average.

Monterrey’s 2015 population is 5,970,577.

The US Consulate in Nuevo Leon is the #1 originator of US tourist visas in the world.

In 2014, KIA committed to invest $1 billion USD to build an auto manufacturing facility, creating 600+ jobs within the next 18 months.

In addition to KIA, Monterrey is home to international firms: Boeing, BMW, GE, Mercedes-Benz, Nokia, Samsung, Toshiba, and Toyota.
Center Facts

Gross Leasable Area
Phase I: 358,000 SF
Phase II: 80,000 SF
Total: 438,000 SF

MSA Population
5,970,577 (Monterrey)
900,000 (Laredo)

Site
438,000 square feet of mixed-use retail development with covered parking for 600 cars and outdoor parking for 1,700 cars (total of 2,300 parking spaces).

Location
Adjacent to a $30 million customs bridge, the center is ideally located to attract 4.5+ million Mexican shoppers traveling on I-35, in addition to the 900,000 residents in Laredo and Nuevo Laredo. It will be the closest outlet to Monterrey, Mexico whose MSA is 5.9+ million people.

Access
The I-35 exit leads directly into the center’s parking lot. The pedestrian bridge leads directly to the site. There will be a dynamically lit sign on the center itself, as well as an LED billboard along I-35.

AREA RETAIL

<table>
<thead>
<tr>
<th>Outlet</th>
<th>Anchor Stores</th>
<th>Miles from Center</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rio Grande Valley Premium Outlets (Mercedes, TX)</td>
<td>Nike, VF Outlet, Polo Ralph Lauren, Gap</td>
<td>184</td>
</tr>
<tr>
<td>San Marcos Premium Outlets (San Marcos, TX)</td>
<td>Neiman Marcus Last Call, Saks Fifth Avenue OFF 5TH, Cole Haan, Diane von Furstenberg, Elie Tahari, Giorgio Armani, Gucci, Polo Ralph Lauren, Prada, Salvatore Ferragamo, Tory Burch</td>
<td>202</td>
</tr>
<tr>
<td>Tanger Outlets San Marcos (San Marcos, TX)</td>
<td>Nike, Old Navy, Reebok, Bass, Dress Barn</td>
<td>202</td>
</tr>
<tr>
<td>Round Rock Premium Outlets (Round Rock, TX)</td>
<td>Gap, LOFT, Polo Ralph Lauren, Nike</td>
<td>258</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Retail</th>
<th>Anchor Stores</th>
<th>Miles from Center</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mall del Norte (Laredo, TX)</td>
<td>JC Penney, Dillard's, Forever21, Macy's, Bealls, Sears</td>
<td>4.1</td>
</tr>
</tbody>
</table>
Exit Interstate-35 leads directly to The Outlet Shoppes at Laredo’s parking lot. The adjacent International Bridge receives 4.2 million pedestrian crosses annually and 5.5 million vehicular crossings annually.

The Federal Government is investing $92M for enhancements that will facilitate processing of incoming Mexican consumers entering the United States through International Bridge 1 & 2 in downtown Laredo. On peak travel days 150 daily north bound motorcoaches are processed by the Department of Homeland. This will help to process the travelers faster. In conjunction with the new customs bridge, the City completed a new plaza, providing a beautiful place for customers to gather and not only enjoy the outlet center but the area around them.
Area Tourism

- Laredo Energy Arena- a 10,000 seat multipurpose arena and the community’s premier entertainment venue
- Uni-Trade Stadium- a 6,000 seat baseball venue, home to the Laredo Lemurs, the 2015 American Association of Baseball Champions
- The Max Golf Course- a public 18-hole Robert Trent Jones II® signature design
- Sports Complex- a joint capital improvement venture with Texas A&M International University scheduled for completion in 2017
- Over $46M spent on parks and recreation centers in the last 3 years

Laredo Tourism
- 1,206,798 leisure visitors to Laredo in 2014
- Spent an average of $1,281.00 on their most recent trip
- More than half of this amount, $636.00 is spent on shopping
- #1 reason for visiting Laredo is shopping
- Estimated $394M in leisure spending in Laredo from consumers annually

Texas Economic Development and Tourism Division, Office of the Governor
Issued in May 2015
Colleges and Universities (Laredo, TX)

<table>
<thead>
<tr>
<th>Name</th>
<th>Enrollment (Fall 2014)</th>
<th>Miles from Outlet</th>
</tr>
</thead>
<tbody>
<tr>
<td>Laredo Community College</td>
<td>11,710</td>
<td>1.8</td>
</tr>
<tr>
<td>University of Texas Health Science Center</td>
<td>3,310</td>
<td>4.6</td>
</tr>
<tr>
<td>Texas A&amp;M International University</td>
<td>7,568</td>
<td>13.4</td>
</tr>
</tbody>
</table>
Horizon Group Properties is distinguished for developing, managing, and marketing outlet shopping centers. Each property offers a wide variety of quality designer brands at discounted prices in a compelling outdoor environment within attractive markets.

“Quality delivered with Economy and Proven Experience.”

A Joint Venture with

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