

Es nuestro
momento

Santa Fe
grupo | hotelero

HOTEL 3Q18 Webcast
October 26th, 2018

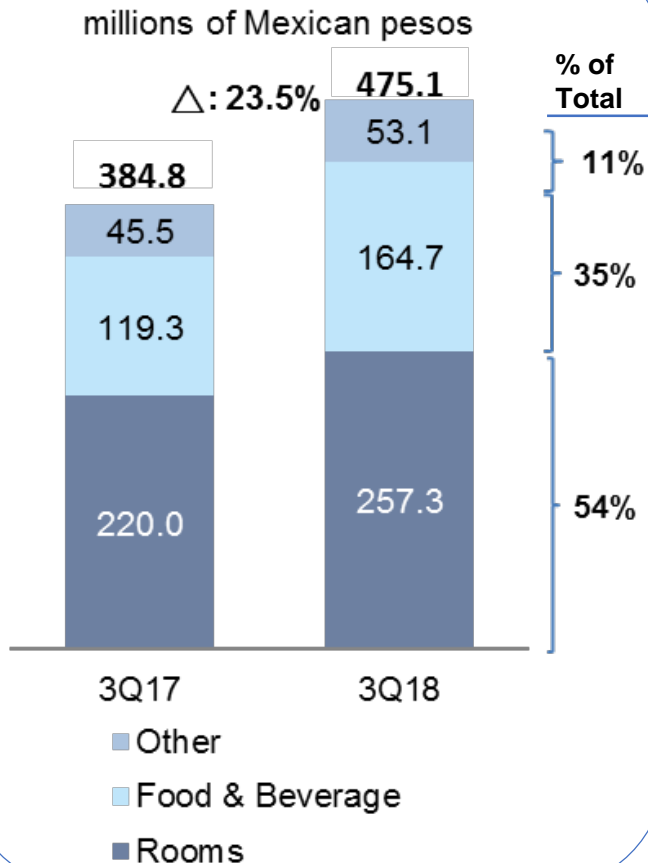


Underperformance in the quarter driven by:

- Internal Factors
 - Change of model and co-branding with AMResorts
- External Factors
 - Groups & conventions
 - Sargassum (brown algae)
 - Security issues

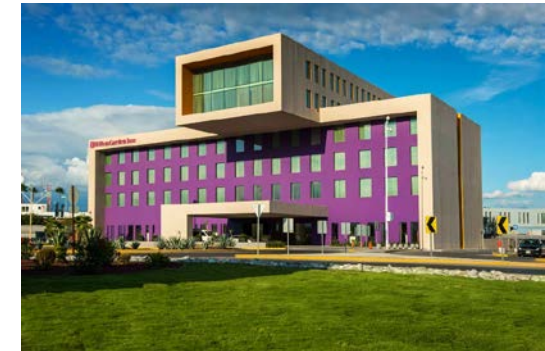
2018 Adjusted Guidance

<i>Figures in millions of Mexican Pesos</i>	2018e	2017	\$ Var.	% Var.
Total Revenue	2,010	1,582	428	27.1
EBITDA	670	528	142	26.8
EBITDA Margin (%)	33.3%	33.4%	(0.1)	(0.1)

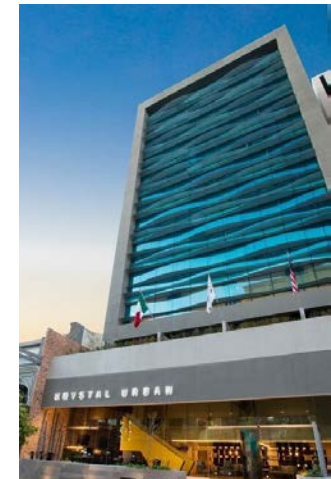


Revenue growth drivers:

- 23.5% Revenue growth in the quarter.
- Room revenue increased **17%**;
- F&B revenue increased **38%**
- Other revenue decreased **17%**



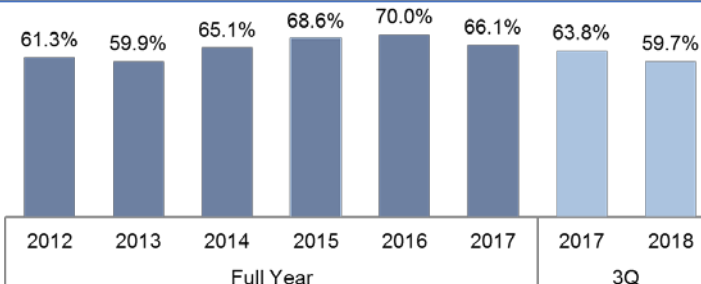
Hilton Garden Inn Monterrey Aeropuerto



Krystal Urban Guadalajara

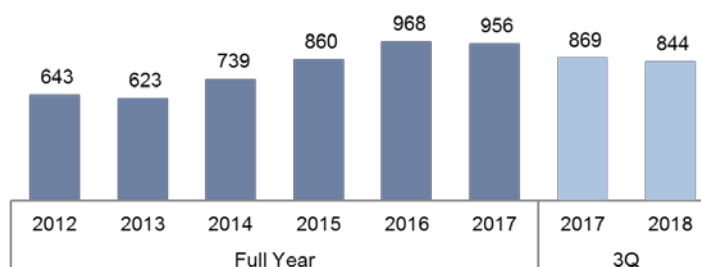
Operational Performance (Total Hotels in Operation)

Occupancy (%)



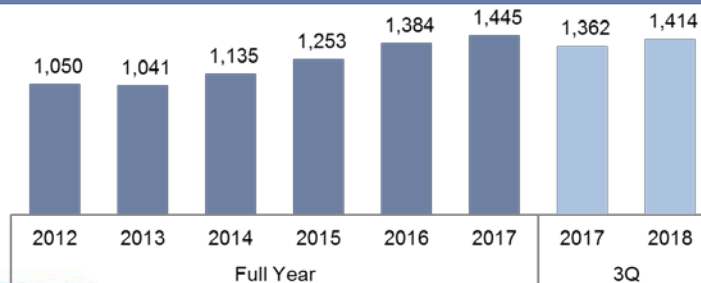
3Q18 vs 3Q17:
(4.1 pp) decrease

RevPar (\$)



3Q18 vs 3Q17:
(2.8%) decrease

ADR (\$)



3Q18 vs 3Q17:
3.8% increase



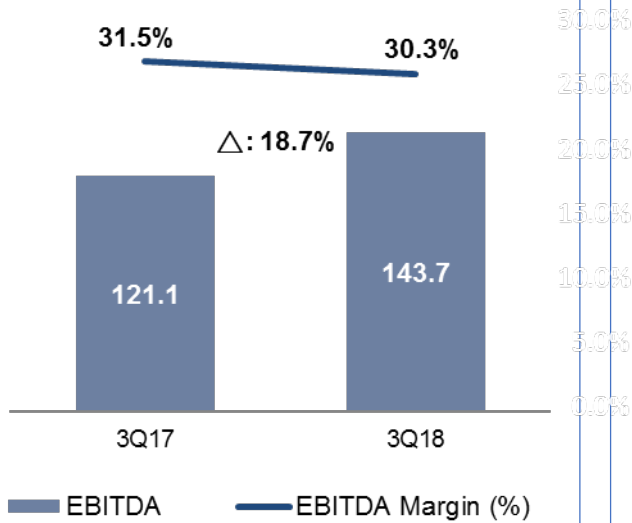
Krystal Grand Suites



Krystal Grand Insurgentes

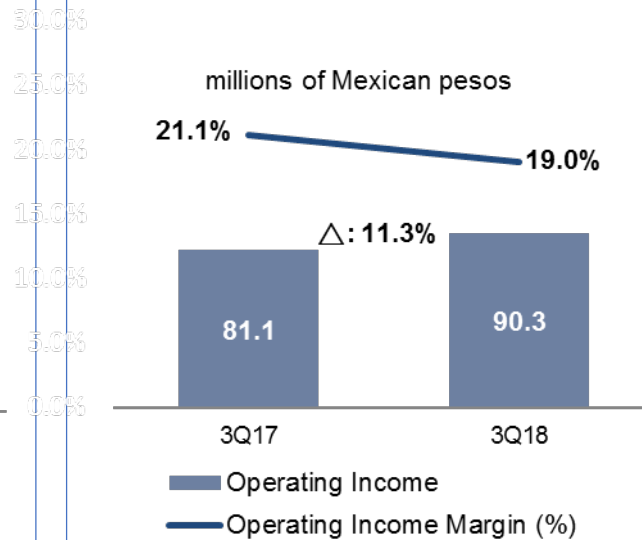
EBITDA

millions of Mexican pesos



Operating Income

millions of Mexican pesos



Krystal Grand Los Cabos



Krystal Grand Nuevo Vallarta

Figures in thousand Mexican Pesos

Debt*	Denominated in (currency):		
	Pesos	Dollars	Total
Short Term	29,089	209,312	238,400
Long Term	319,223	1,903,295	2,222,518
Total	348,311	2,112,607	2,460,918
% Total	14.2%	85.8%	100.0%
Average rate of financial liabilities	11.21%	5.50%	6.31%
Cash and equivalents	53,787	49,918	103,705
Restricted cash	16,582	99,383	115,965
Cash and equivalents**	70,369	149,301	219,669
Net Debt	277,942	1,963,307	2,241,249

Net Debt / LTM EBITDA (as of September 30, 2018) 3.5x

*Includes accrued interests and effect of financial instruments related to financial debt.

**Includes restricted cash related to bank debt.

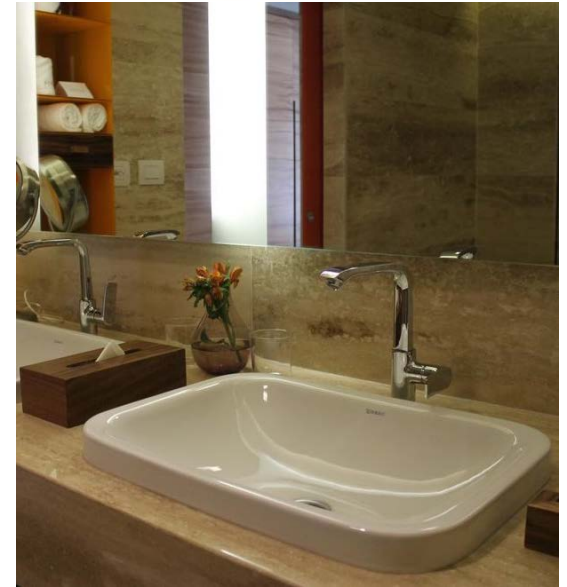
- Peso appreciation in 3Q18 was of 5.6% and had a positive impact in Net financing cost; short in US dollars is approximately **US\$104** million or **Ps. 1,963** million.
- Net Debt for 3Q18 was Ps. **2,241** million, which represents Net Debt/ LTM EBITDA of **3.5x**.



Hilton Guadalajara

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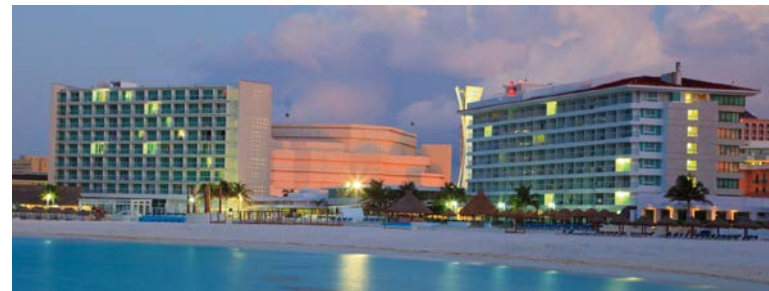
Krystal Beach Acapulco



Hilton Garden Inn Monterrey



Krystal Urban Aeropuerto Ciudad de Mexico



Krystal Resort Cancun