

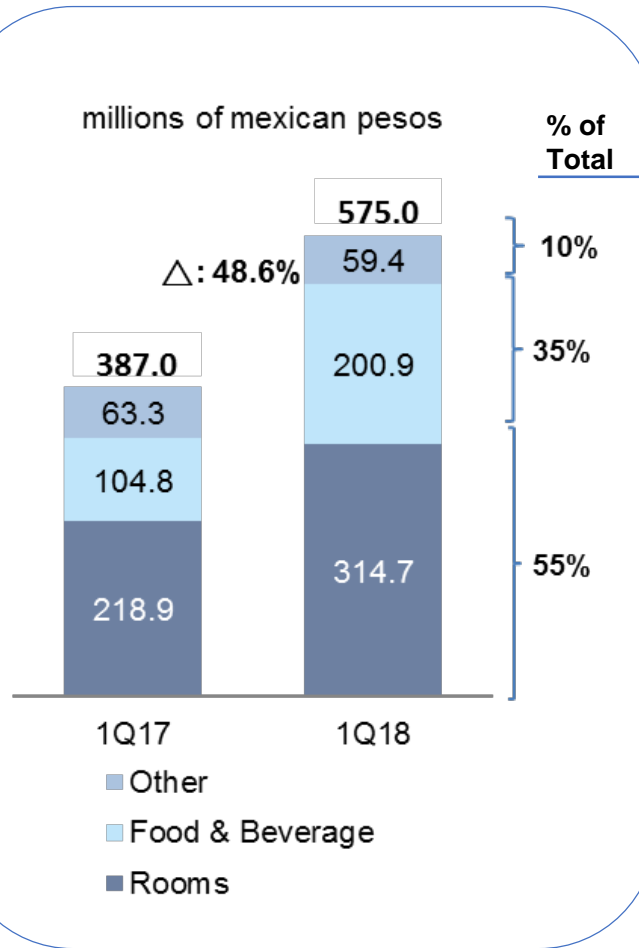
Santa Fe
grupo | hotelero



HOTEL 1Q18 Webcast April 20th 2018



Revenue Growth

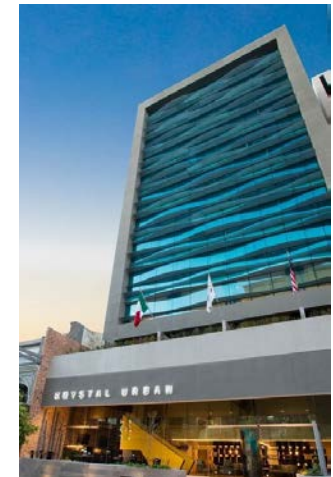


Revenue growth drivers:

- 48.6% Revenue growth in the quarter.
- Room revenue increased **44%**;
- F&B revenue increased **92%**
- Other revenue decreased **6%**

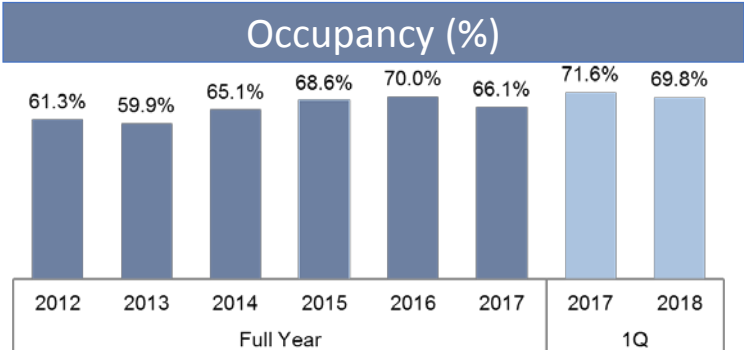


Hilton Garden Inn Monterrey Aeropuerto



Krystal Urban Guadalajara

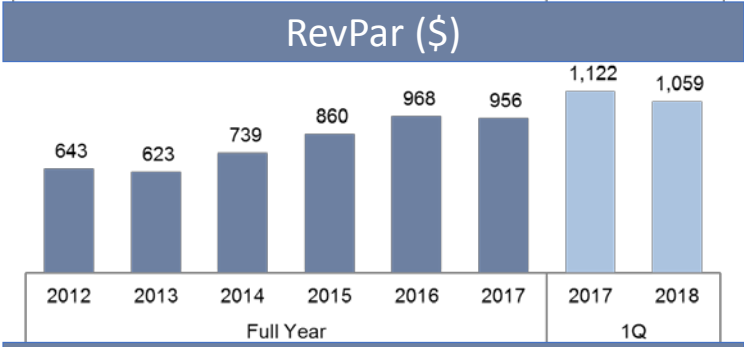
Operational Performance (Total Hotels in Operation)



1Q18 vs 1Q17:
(1.8 pp) decrease



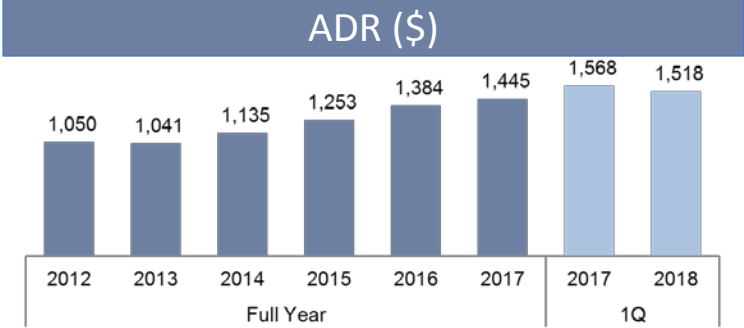
Krystal Grand Suites



1Q18 vs 1Q17:
(5.6%) decrease

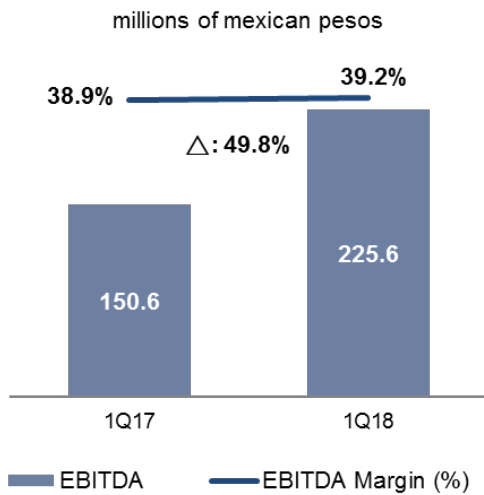


Krystal Grand Insurgentes

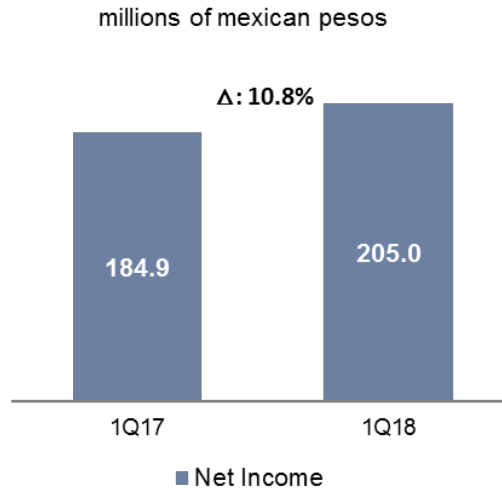


1Q18 vs 1Q17:
(3.2%) decrease

Bottom Line Performance



- 50% EBITDA growth in 1Q18



- 10.8% Net Income growth in 1Q18



Krystal Grand Los Cabos



Krystal Grand Nuevo Vallarta

Financial Debt

Figures in thousand Mexican Pesos

Debt*	Denominated in (currency):		
	Pesos	Dollars	Total
Short Term	29,302	140,223	169,525
Long Term	337,921	1,822,446	2,160,367
Total	367,223	1,962,669	2,329,892
% Total	15.8%	84.2%	100.0%
Average rate of financial liabilities	10.42%	4.36%	5.32%
Cash and equivalents	112,605	166,765	279,370
Restricted cash	9,798	87,447	97,245
Cash and equivalents**	122,403	254,211	376,615
Net Debt	244,820	1,708,457	1,953,277

Net Debt / LTM EBITDA (as of March 31, 2018) 3.2x

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

**Includes restricted cash related to bank debt.

- Peso appreciation in 1Q18 was of 7.0% and had a positive impact in Net financing cost; short in US dollars is approximately **US\$93** million or **Ps. 1,708** million.
- Net Debt for 1Q18 was Ps. **1,953** million, which represents Net Debt/ LTM EBITDA of **3.2x**.



Hilton Guadalajara

The Hacienda at Hilton Puerto Vallarta

- 192 new suites (Hilton Hacienda)
- 74% increase in room inventory
- Investment per room was ~140 thousand dollars



The Hacienda at Hilton Puerto Vallarta



Hotels under Construction

- **Krystal Grand Insurgentes (Mexico City)**
 - 50% Ownership, 250 Grand Tourism rooms
 - Building includes ~2,400 m² of gastro-center and 86 condo-hotel rooms
 - Investment of Ps. 1,115 million
 - Investment per room ~US. 160 thousand
 - Opens in 2H19
- **Zacatecas Centro Historico Curio Collection**
 - Third-party management contract
 - 32 rooms
 - Opens 2H18
- **AC by Marriot Distrito Armida (Monterrey)**
 - Third-party management contract
 - 168 rooms
 - Opens 2Q19
- **Hyatt Place Aguascalientes**
 - Third-party management contract
 - 144 rooms
 - Opens in 1Q19



Krystal Grand Insurgentes



Zacatecas Centro Historico Curio Collection by Hilton



Hyatt Place
Aguascalientes



AC by Marriot
Distrito Armida

Q&A Session

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Krystal Beach Acapulco



Hilton Garden Inn Monterrey



Krystal Urban Aeropuerto Ciudad de Mexico



Krystal Resort Cancun

