
Santa Fe
grupo | hotelero

HOTEL 1Q22 Webcast

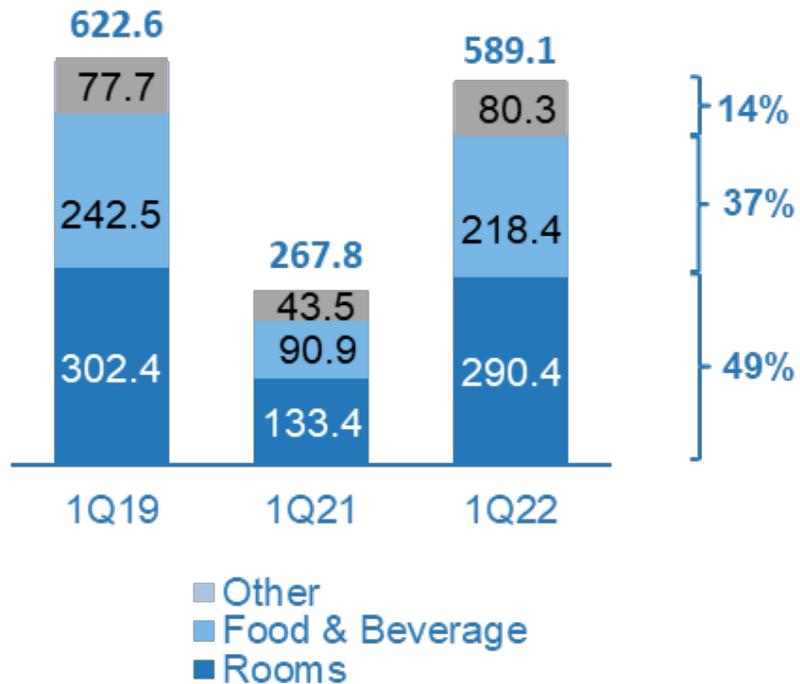
APRIL 22, 2022



Revenue Growth

Revenues (\$)

Millions of Mexican pesos



- **Total Revenue** was Ps. 589 million in the quarter.
- **Room revenue** was Ps. 290.4 million in the quarter
- **F&B revenue** was Ps. 218.4 million in the quarter
- **Other revenue** was Ps. 80.3 million in the quarter



Hilton Garden Inn Monterrey Aeropuerto

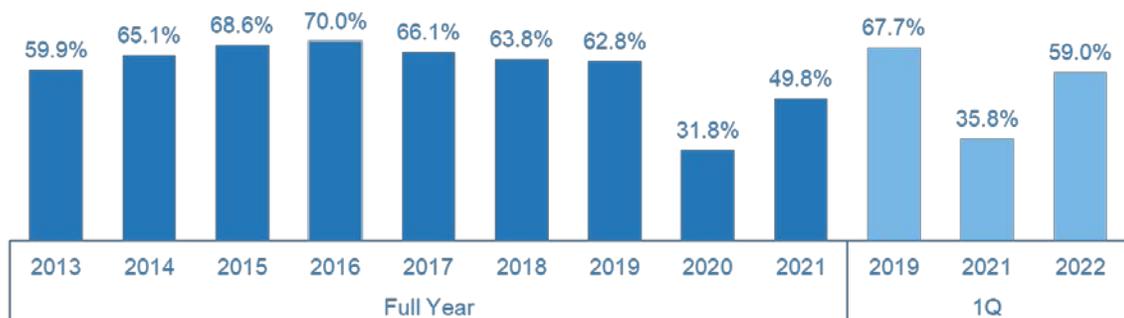


Krystal Urban Guadalajara

Operational Performance

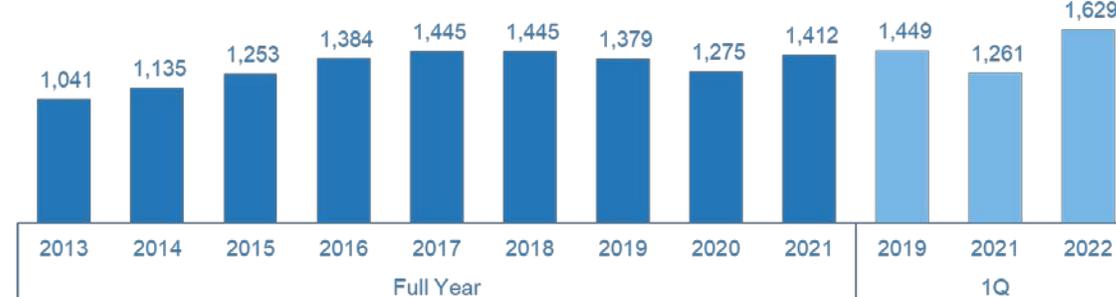
Occupancy (%)

+23.2pp vs 1Q21



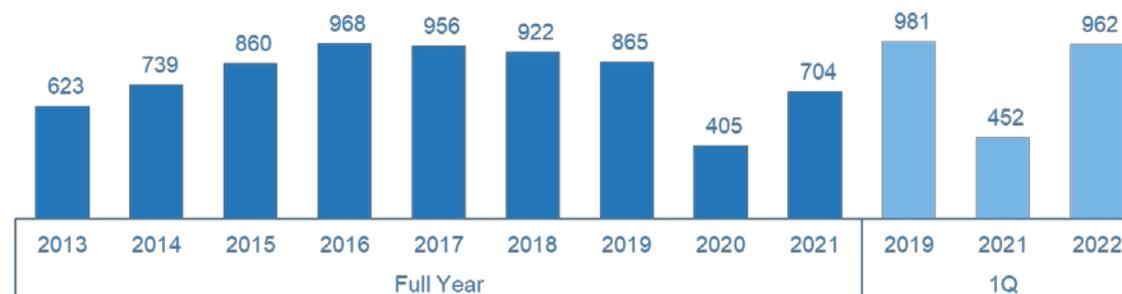
ADR (\$)

+29.2% vs 1Q21



RevPAR (\$)

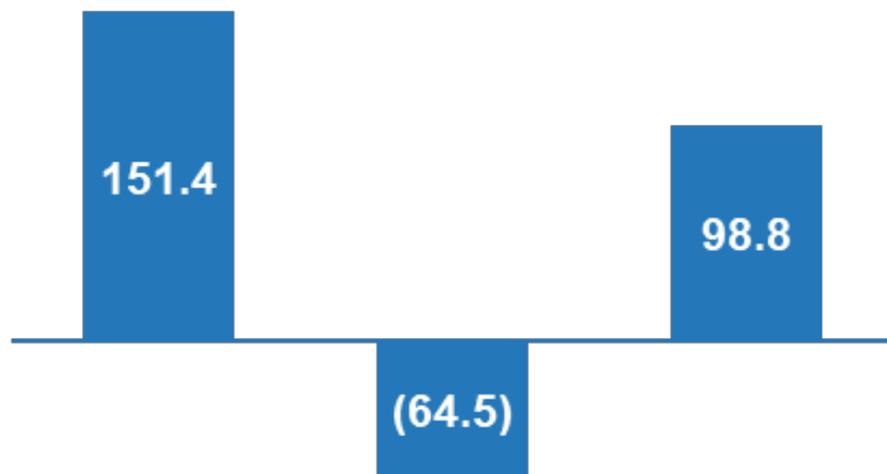
+118.0% vs 1Q21



Bottom Line Performance

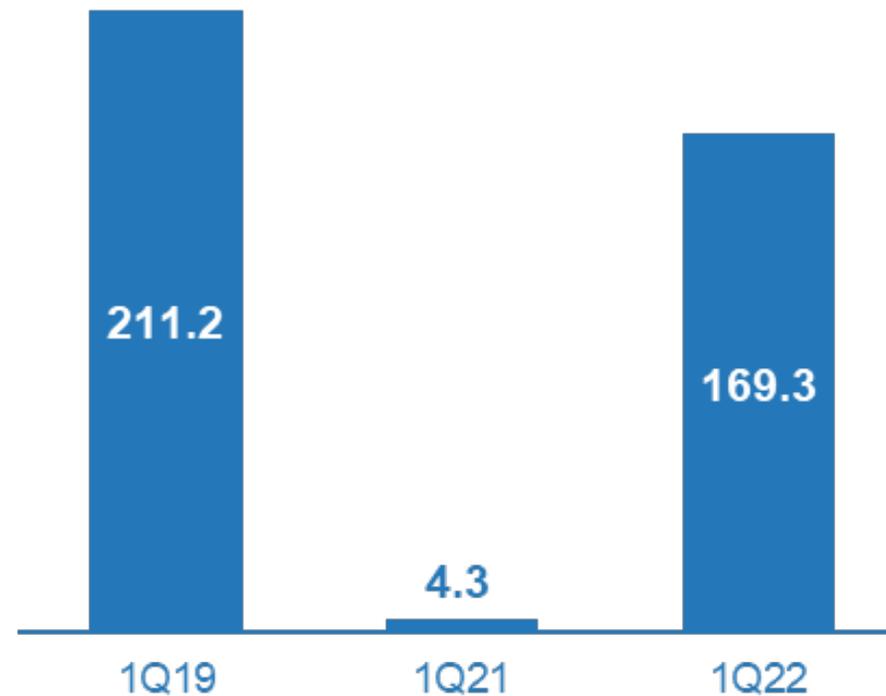
Operating Income(\$)

Millions of Mexican pesos



EBITDA (\$)

Millions of Mexican pesos



1Q19

1Q21

1Q22

Financial Debt

Figures in thousands of Mexican pesos

Debt*	Denominated in (currency):		
	Pesos	Dollars	Total
Short Term	25,651	237,056	262,707
Long Term	602,677	2,325,514	2,928,191
Total	628,328	2,562,570	3,190,898
% Total	19.7%	80.3%	100.0%
Average rate of financial liabilities	9.96%	4.06%	5.22%
Cash and cash equivalents	406,755	194,372	601,127
Restricted cash	5,917	82,662	88,579
Cash and cash equivalents**	412,672	277,034	689,706
Net Debt	215,656	2,285,536	2,501,192

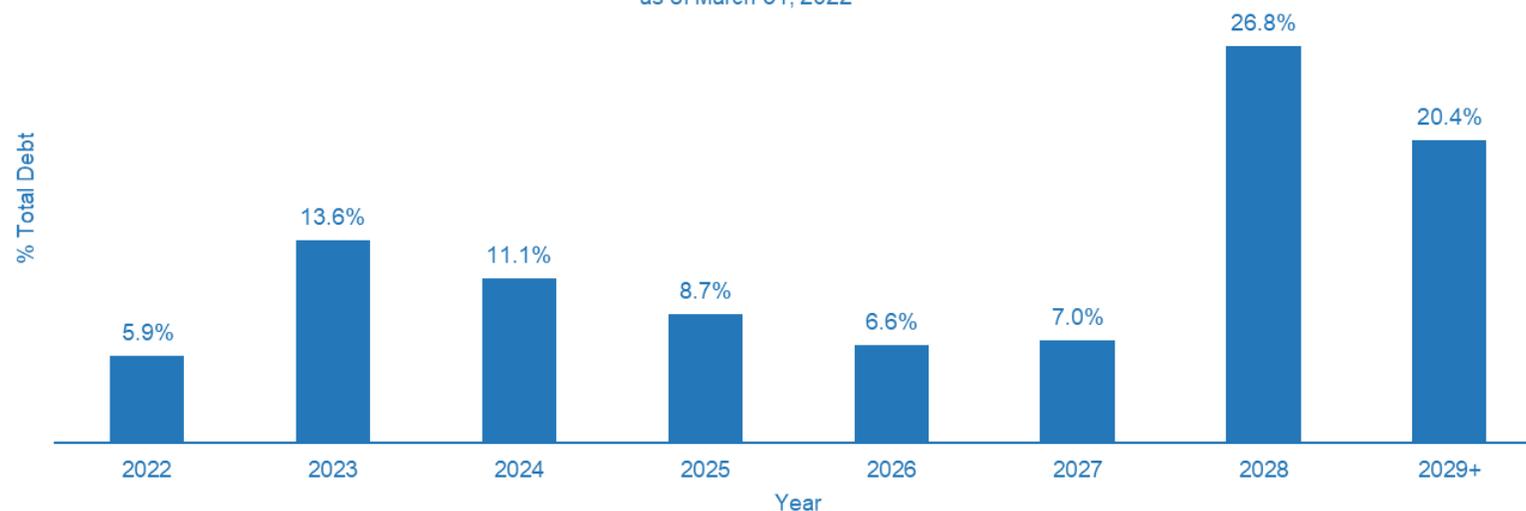
Net Debt / LTM EBITDA (as of March 31, 2022) 4.4x

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

**Includes restricted cash related to bank debt.

- During 1Q22 the Mexican peso remained stable compared to 4Q21; short in US dollars is approximately **US\$115** million or **Ps. 2,285** million.
- Net Debt for 1Q22 was Ps. **3,190** million, which represents Net Debt/ LTM EBITDA of **4.4x**.

Debt Maturity Profile of Grupo Hotelero Santa Fe
as of March 31, 2022



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