

HOTEL 1Q23 Webcast

Santa Fe
grupo | hotelero

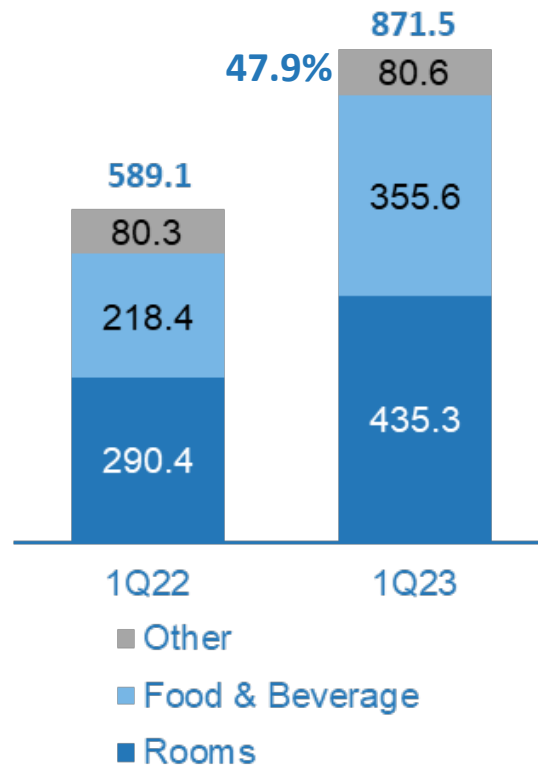
April 25th, 2023



Revenue Growth

Revenues (\$)

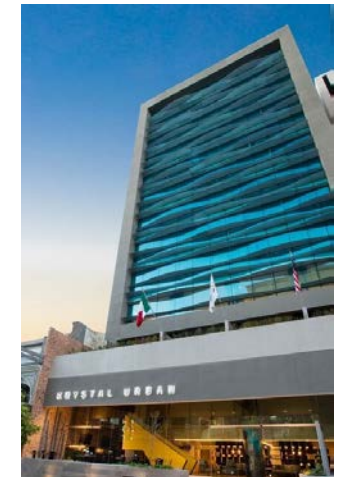
Millions of Mexican pesos



- **Total Revenue** was Ps. 871 million in the quarter, an increase of 47.9% compared to 1Q22
- **Room revenue** was Ps. 435.3 million in the quarter, an increase of 49.9% compared to 1Q22
- **F&B revenue** was Ps. 355.6 million in the quarter, an increase of 62.8% compared to 1Q22
- **Other revenue** was Ps. 80.6 million in the quarter, an increase of 0.5% compared to 1Q22.



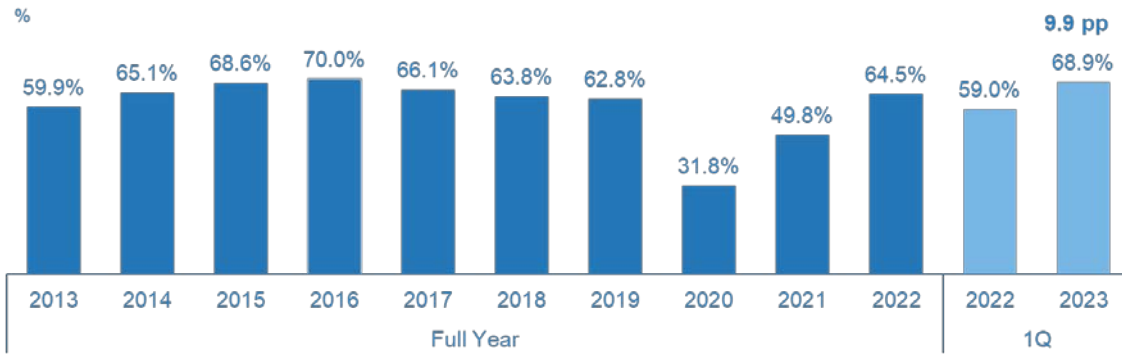
Hilton Garden Inn Monterrey Aeropuerto



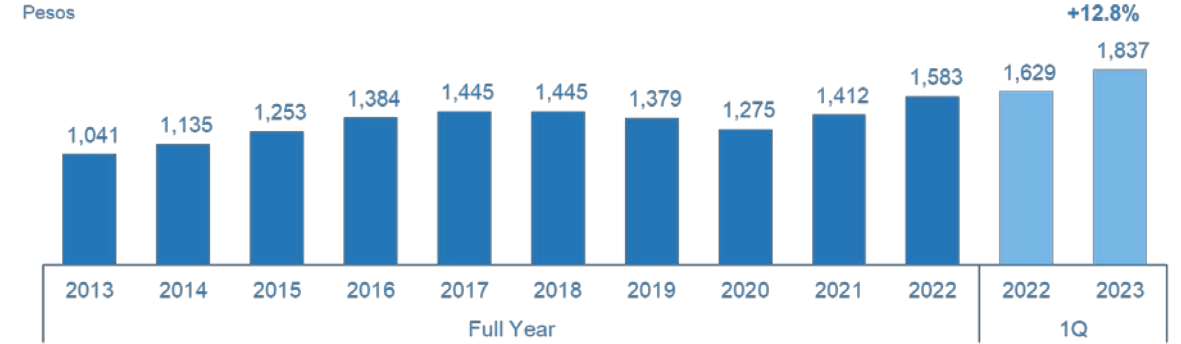
Krystal Urban Guadalajara

Operational Performance

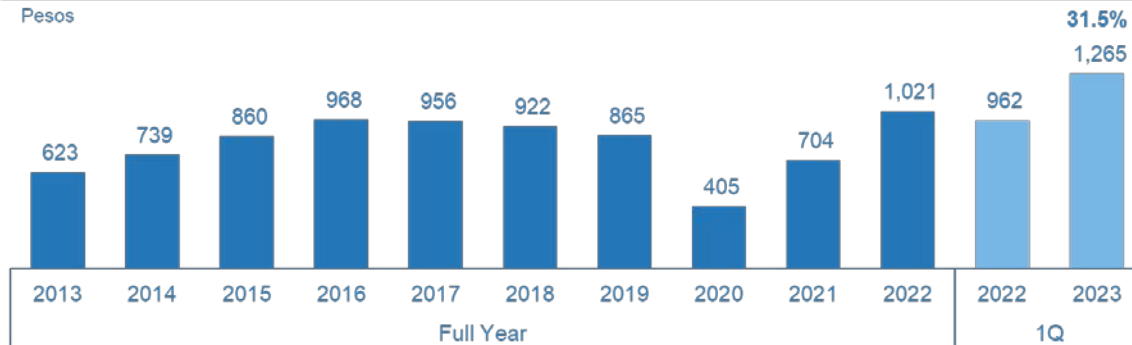
Occupancy (%)



ADR (\$)



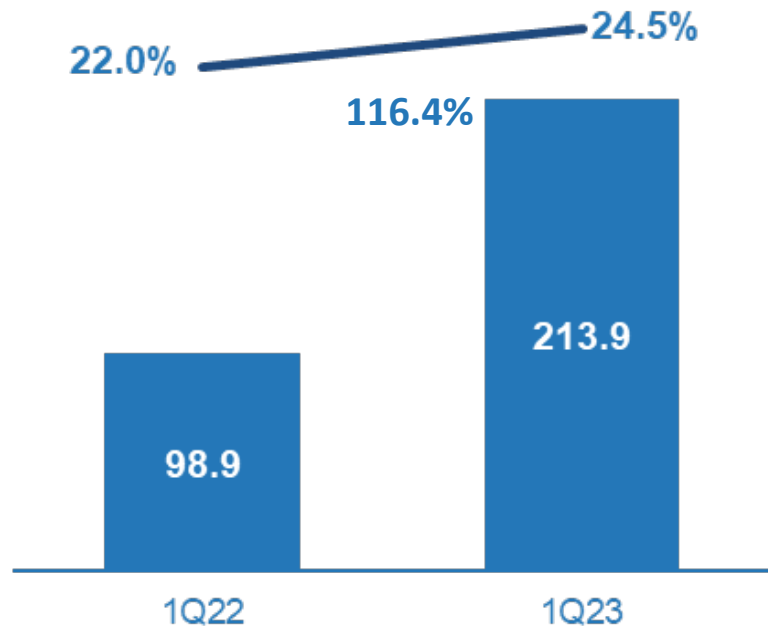
RevPAR (\$)



Bottom Line Performance

Operating Income(\$)

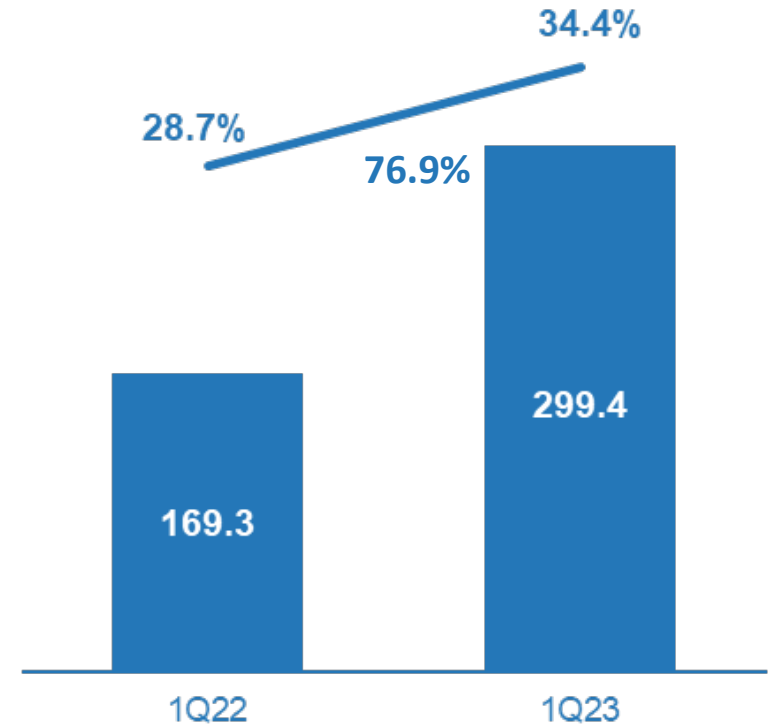
Millions of Mexican pesos



■ Operating Income

EBITDA (\$)

Millions of Mexican pesos



■ EBITDA

Financial Debt

Figures in thousands of Mexican pesos	Denominated in (currency):		
	Pesos	Dollars	Total
Debt*			
Short Term	5,230	484,096	489,326
Long Term	679,537	2,225,404	2,904,941
Total	684,767	2,709,500	3,394,267
% Total	20.2%	79.8%	100.0%
Average rate of financial liabilities	14.03%	7.84%	9.09%
Cash and cash equivalents	143,292	128,315	271,608
Restricted cash	51,703	115,747	167,449
Cash and cash equivalents**	194,995	244,062	439,057
Net Debt	489,772	2,465,438	2,955,210

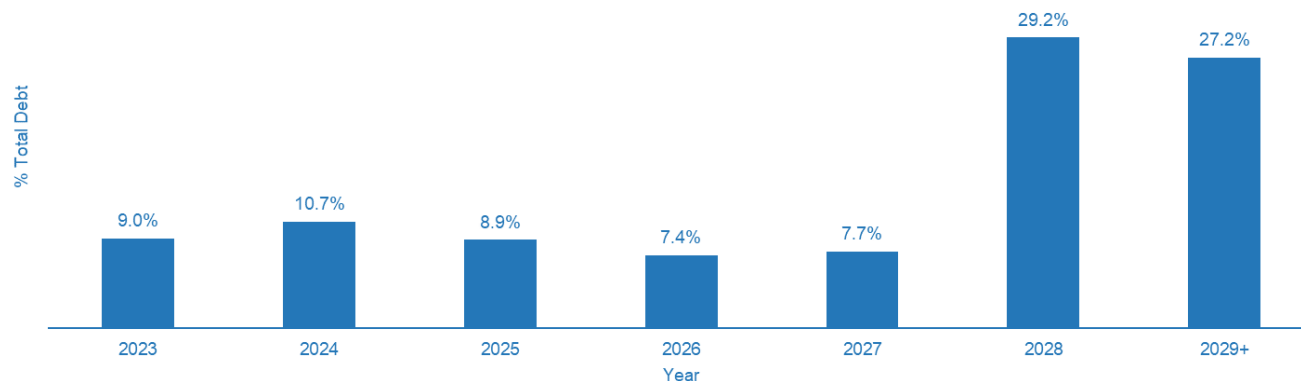
Net Debt / LTM EBITDA (as of March 31, 2023) 3.4x

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

**Includes restricted cash related to bank debt.

- During 1Q23, the Mexican peso appreciated 6.5%, from Ps. 19.3615 on December 31, 2022, to Ps. **18.0932** as of March 31, 2023, positively impacting the Company's financial cost. The Company's short US dollar position at the end of 1Q23 was **US\$136.3 million**, equal to Ps. **2,465.4 million**.
- Net Debt was Ps. **2,955.2 million** at the end of 1Q23, which represented a Net Debt/LTM EBITDA ratio of **3.4x**.

Debt Maturity Profile of Grupo Hotelero Santa Fe
as of March 31, 2023



Enrique Martínez Guerrero
CFO
emartinez@gsf-hotels.com



Krystal Grand Los Cabos

Maximilian Zimmermann
Investor Relations & Sustainability Director
mzimmermann@gsf-hotels.com
+52 (55) 5261-0800



Krystal Grand Nuevo Vallarta

Visit our website:
www.gsf-hotels.com



Hyatt Regency Mexico City Insurgentes