

HOTEL 1Q24 Webcast

Santa Fe
grupo | hotelero

April 26th, 2024



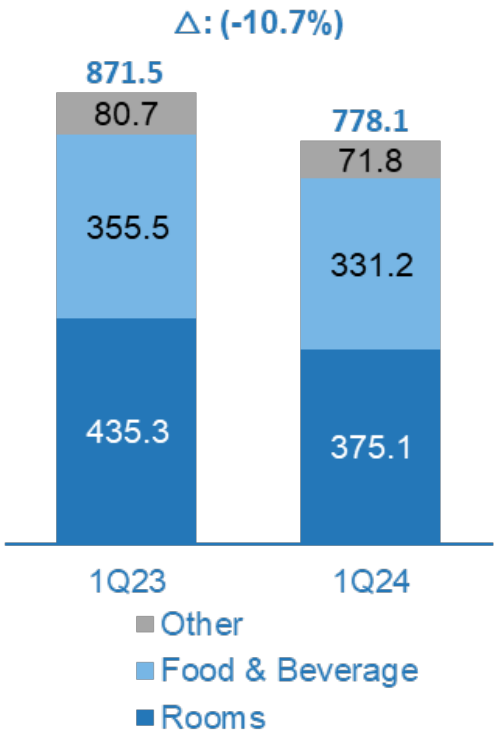
Empresa Socialmente Responsable



Revenue Growth

Revenues (\$)

Millions of Mexican pesos



- **Total Revenue** was Ps. 872 million in the quarter, a decrease of 11% compared to 1Q23
- **Room revenue** was Ps. 375 million in the quarter, a decrease of 14% compared to 1Q23
- **F&B revenue** was Ps. 331 million in the quarter, a decrease of 7% compared to 4Q22
- **Other revenue** was Ps. 72 million in the quarter, an 11% decrease compared to 1Q23.



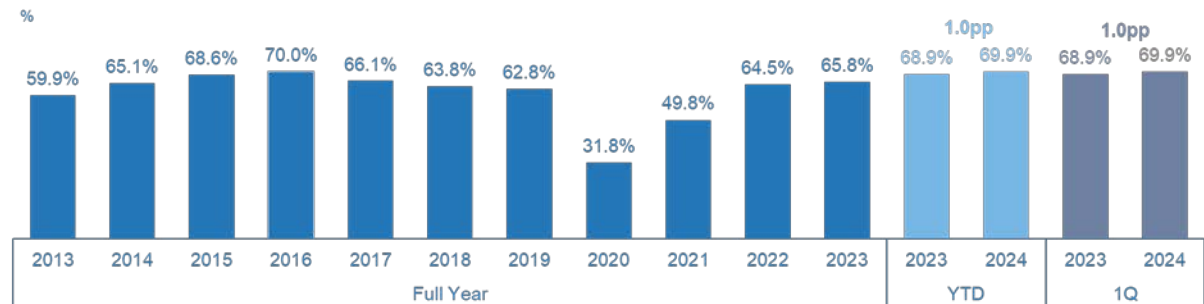
Hilton Garden Inn Monterrey Aeropuerto



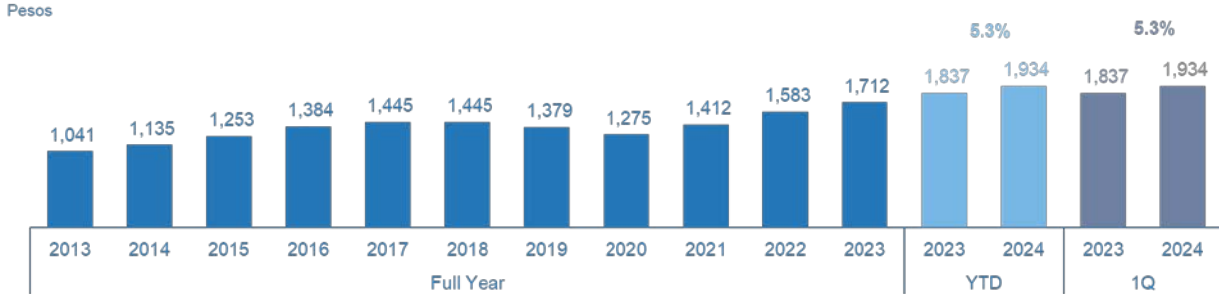
Krystal Urban Guadalajara

5.1 Operational KPIs (Total Hotels in Operation)

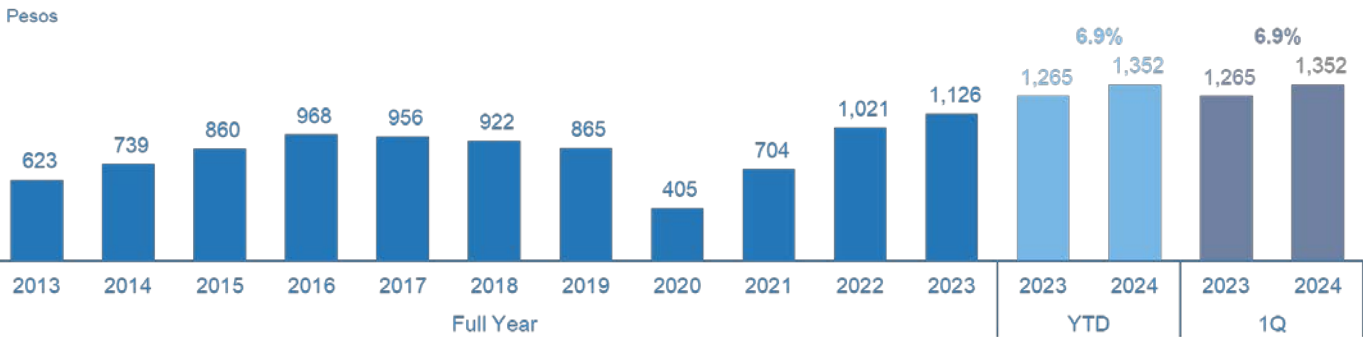
Occupancy (%)



ADR (\$)



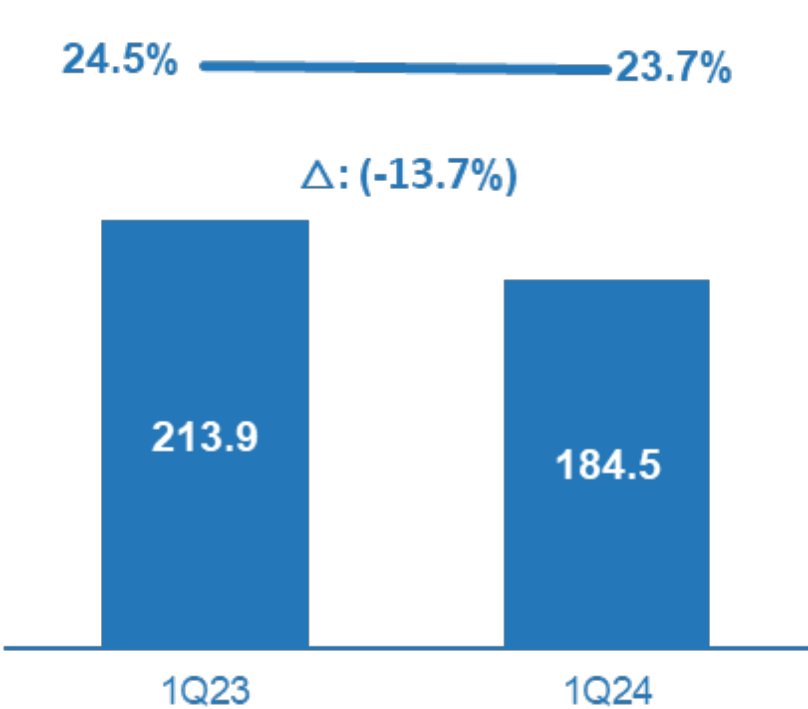
RevPAR (\$)



Bottom Line Performance

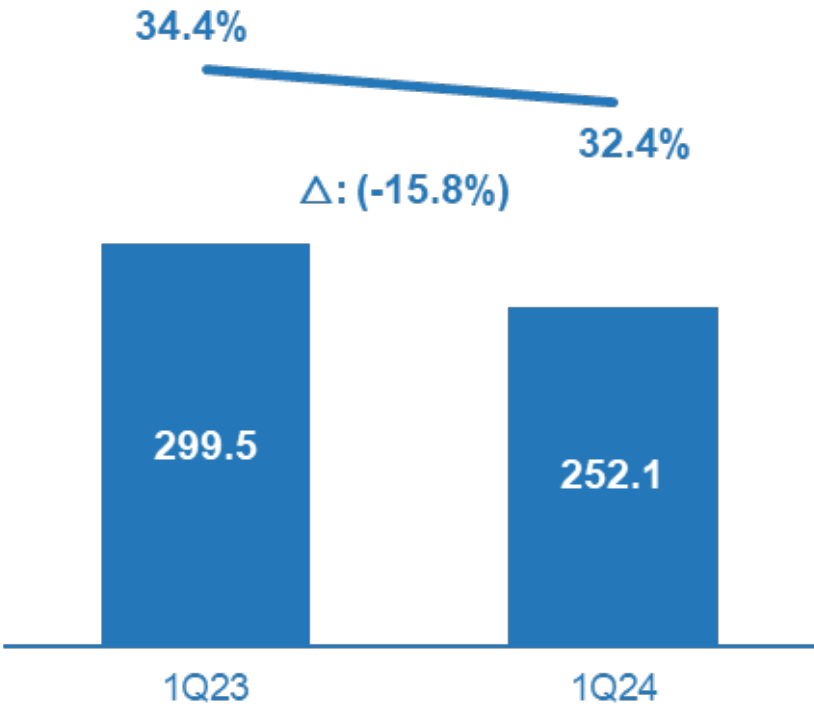
Operating Income(\$)

Millions of Mexican pesos



EBITDA (\$)

Millions of Mexican pesos



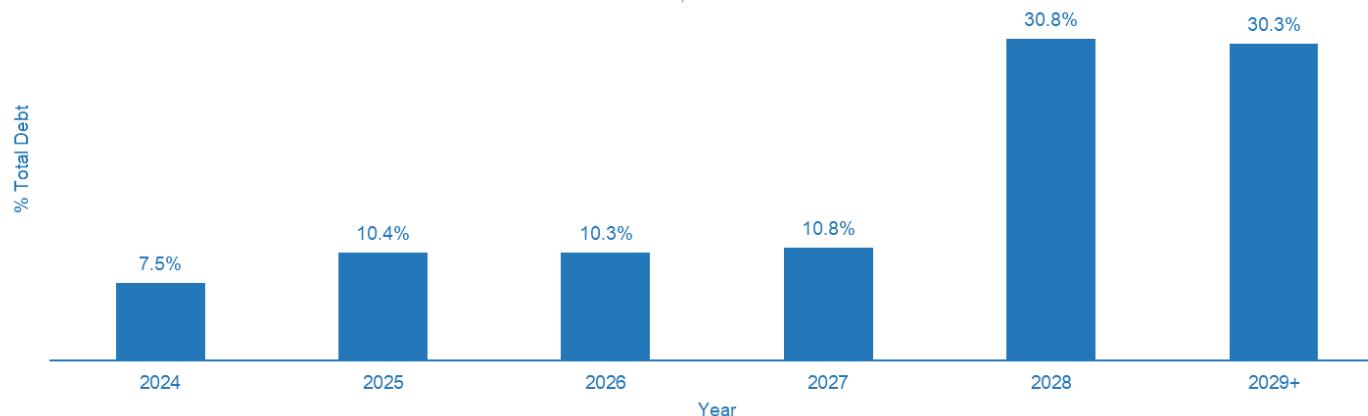
Financial Debt

Figures in thousands of Mexican pesos	Denominated in (currency):		
Debt*	Pesos	Dollars	Total
Short Term	32,725	227,833	260,557
Long Term	488,857	1,895,272	2,384,129
Total	521,582	2,123,105	2,644,686
% Total	19.7%	80.3%	100.0%
Average rate of financial liabilities	14.66%	8.45%	9.67%
Cash and cash equivalents	73,470	137,671	211,142
Restricted cash	29,343	108,594	137,937
Cash and cash equivalents**	102,813	246,265	349,078
Net Debt	418,768	1,876,839	2,295,608
Net Debt / LTM EBITDA (as of March 31, 2024)			2.9x

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

**Includes restricted cash related to bank debt.

Debt Maturity Profile of Grupo Hotelero Santa Fe
as of March 31, 2024



- During 1Q24, the Mexican peso appreciated **1.3%**, from Ps. 16.8935 on December 31, 2023, to Ps. 16.6780 as of March 31, 2024, positively impacting the Company's financial cost. **The Company's short US dollar position at the end of 1Q24 was US\$112 million, equal to Ps. 1,877 million**
- Net Debt was Ps. **2,296** million at the end of 1Q24, which represented a Net Debt/LTM EBITDA ratio of **2.9x**.

Q&A Session

Santa Fe
grupo hotelero

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Secrets Tulum Resort



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