

HOTEL 1Q25 Webcast

Santa Fe
grupo | hotelero

April 25th, 2025



Empresa Socialmente Responsable

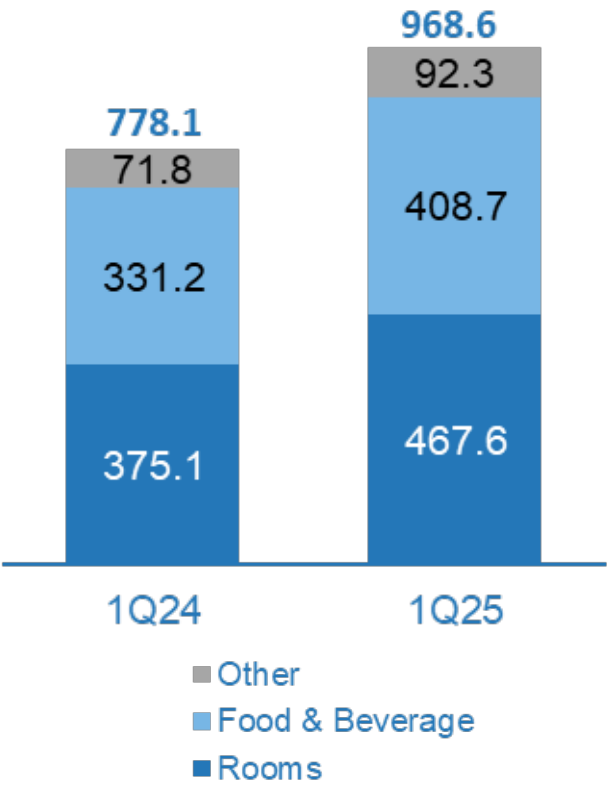


Revenue Growth

Revenues (\$)

Millions of Mexican pesos

Δ: 24.5%



- **Total Revenue** was Ps. 968 million in the quarter, an increase of 25% compared to 1Q24.
- **Room revenue** was Ps. 468 million in the quarter, an increase of 20% compared to 1Q24.
- **F&B revenue** was Ps. 409 million in the quarter, an increase of 24% compared to 1Q24.
- **Other revenue** was Ps. 92 million in the quarter, a 30% increase compared to 1Q24.



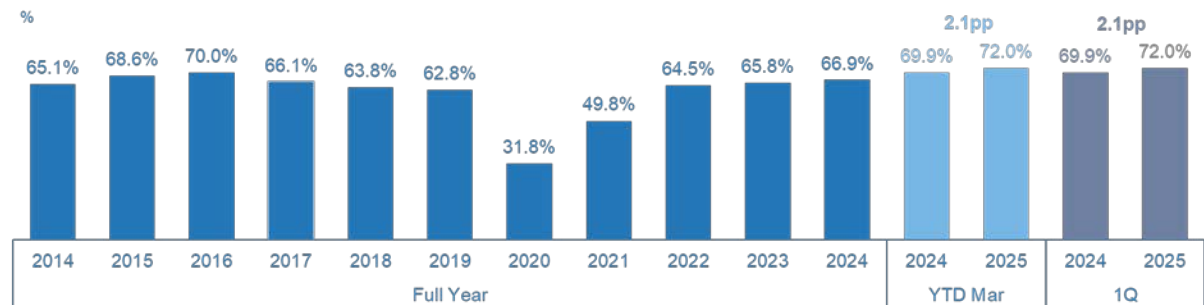
Hilton Garden Inn Monterrey Aeropuerto



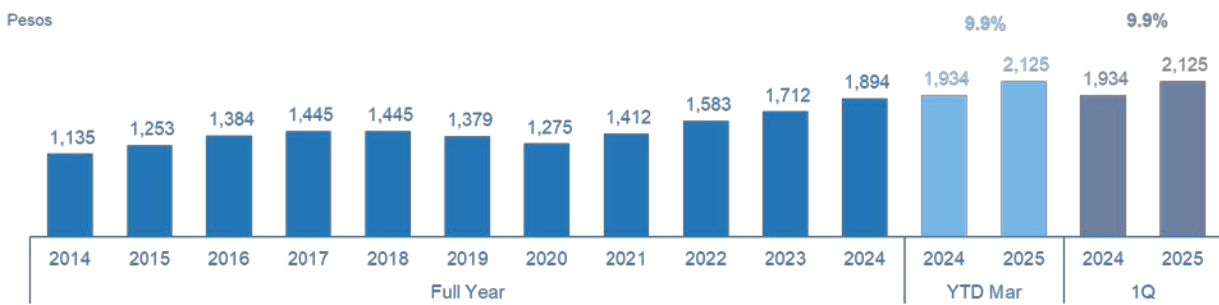
Krystal Urban Guadalajara

Operational KPIs (Total Hotels in Operation)

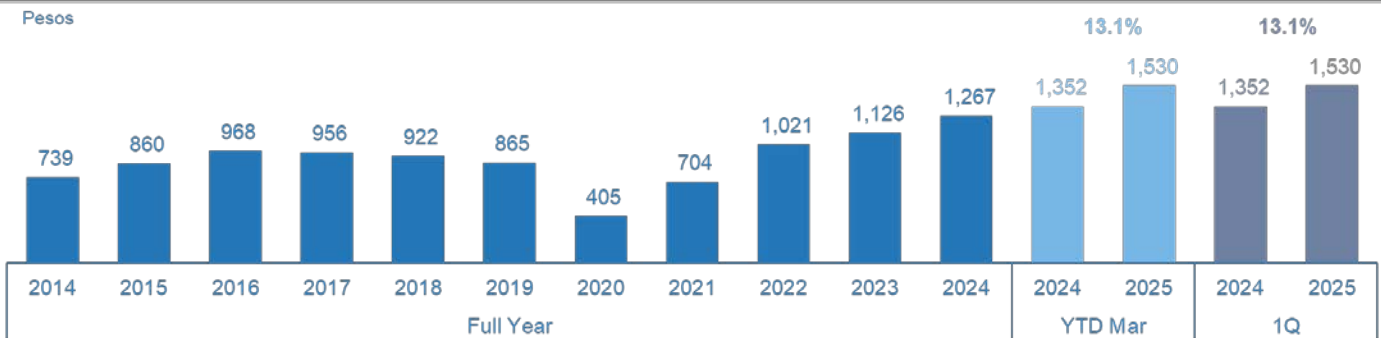
Occupancy (%)



ADR (\$)



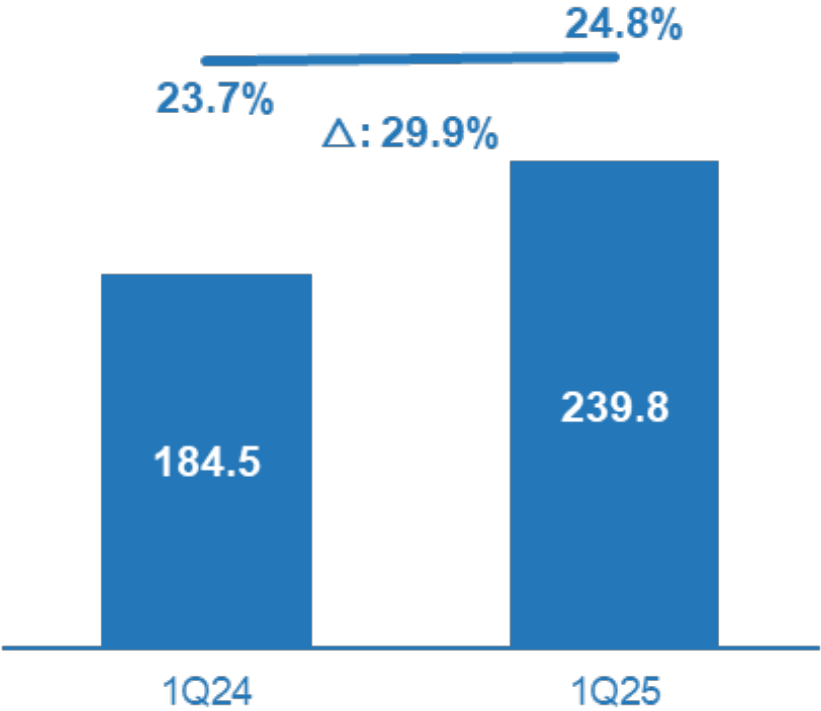
RevPAR (\$)



Bottom Line Performance

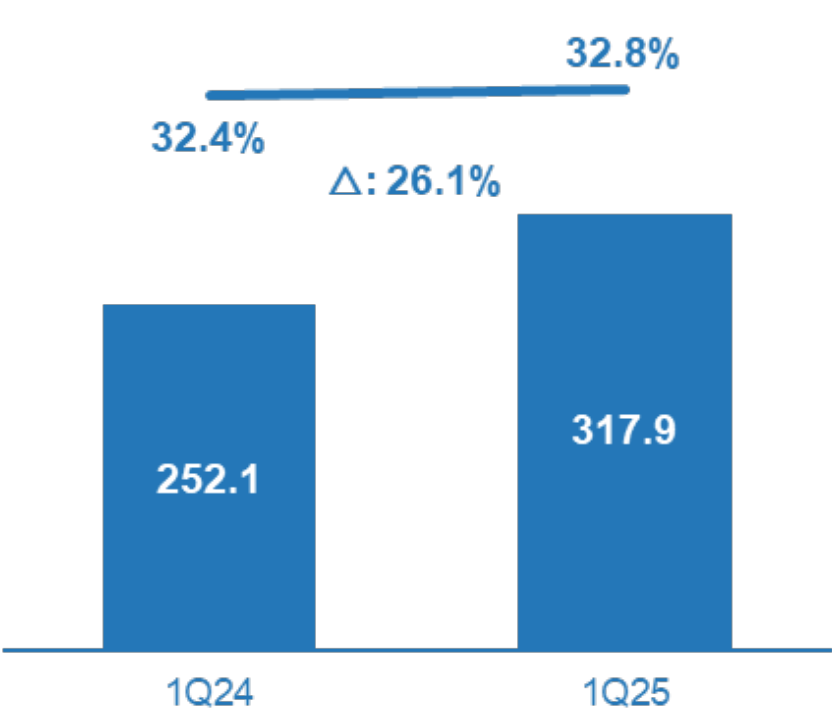
Operating Income(\$)

Millions of Mexican pesos



EBITDA (\$)

Millions of Mexican pesos



Financial Debt

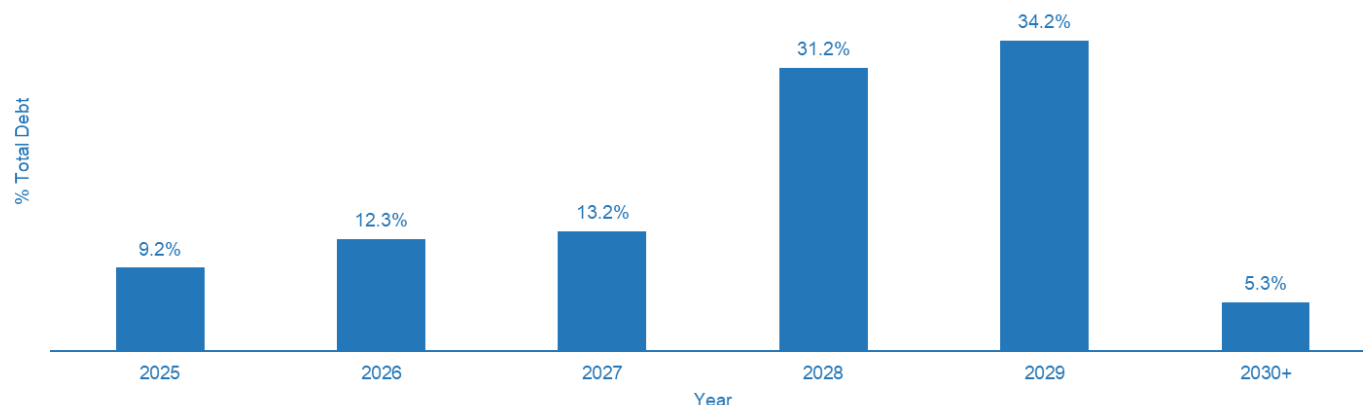
Figures in thousands of Mexican pesos	Denominated in (currency):		
Debt*	Pesos	Dollars	Total
Short Term	-	336,028	336,028
Long Term	-	2,567,868	2,567,868
Total	-	2,903,896	2,903,896
% Total	0.0%	100.0%	100.0%
Average rate of financial liabilities	-	7.45%	7.45%
Cash and cash equivalents	224,064	157,877	381,940
Restricted cash	-	130,611	130,611
Cash and cash equivalents**	224,064	288,488	512,551
Net Debt	(224,064)	2,615,408	2,391,344

Net Debt / LTM EBITDA (as of March 31, 2025) 2.7x

*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, 2025



- During 1Q25, the Mexican peso appreciated 0.5%, from Ps. 20.5103 on December 31, 2024, to Ps. 20.4003 as of March 31, 2025, positively impacting the Company's financial cost. The Company's short US dollar position at the end of 1Q25 was US\$128.2 million, equal to Ps. 2,615.4 million
- Net Debt for 1Q25 was Ps. **2,391** million, which represents Net Debt/ LTM EBITDA of **2.7x**.

Q&A Session

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Secrets Tulum Resort



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