

EVOLUTION  
WITH VISION



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Santa Fe  
grupo | hotelero

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## HOTEL 2Q20 Webcast

July 24, 2020



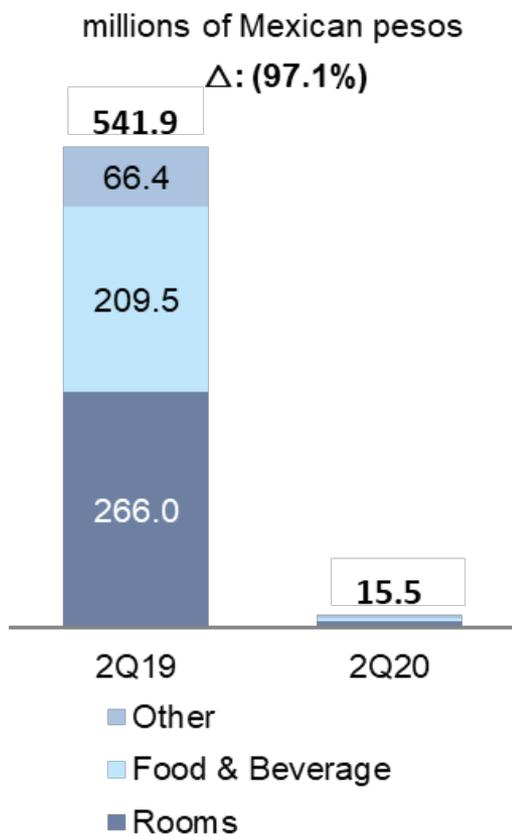
- We have 22 out of 24 properties in operation
- Currently most of our hotels are limited to 30% occupancy due to government regulation
- We have seen week-over-week improvements in line with our expectations
- We have implemented a variety of initiatives to preserve our working capital and lower our operating expenses
- We have also reprofiled our cash flow thanks to the support of the banks we work with, assuring adequate working capital levels.



Krystal Satellite Maria Barbara



Krystal Urban Monterrey



- **97%** Revenue decrease in the quarter.
- Room revenue decreased **97%** in the quarter
- F&B revenue decreased **98%** in the quarter
- Other revenue increased **94%** in the quarter

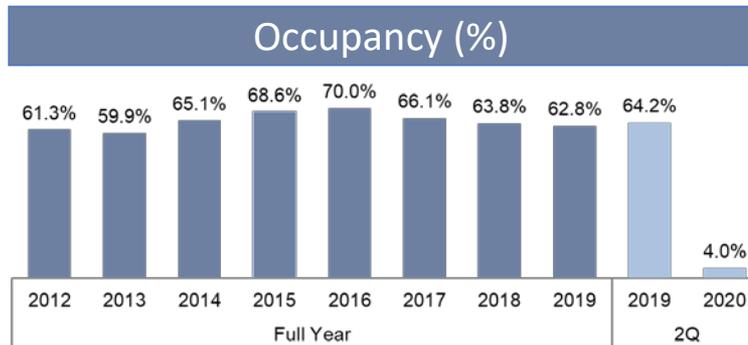


Hilton Garden Inn Monterrey Aeropuerto

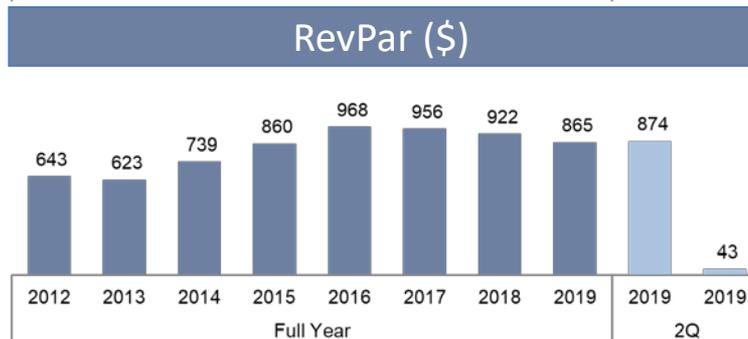


Krystal Urban Guadalajara

# Operational Performance (Full Portfolio)



2Q20 vs 2Q19:  
60.2 pp decrease



2Q20 vs 2Q19:  
(95.1%) decrease



2Q20 vs 2Q19:  
(21.9%) decrease



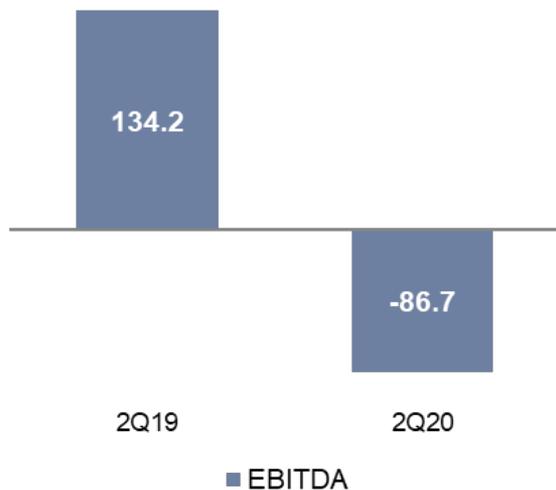
Krystal Grand Suites



Hyatt Regency Mexico City Insurgentes

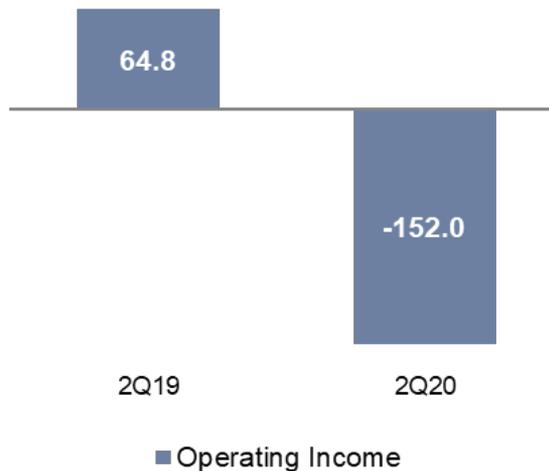
## EBITDA

millions of Mexican pesos



## Operating Income

millions of Mexican pesos



Reflect Krystal Grand Los Cabos



Reflect Krystal Grand Nuevo Vallarta

Debt*	Denominated in (currency):		
	Pesos	Dollars	Total
Short Term	19,532	150,549	170,081
Long Term	134,449	3,023,603	3,158,052
<b>Total</b>	<b>153,981</b>	<b>3,174,152</b>	<b>3,328,133</b>
% Total	4.6%	95.4%	100.0%
Average rate of financial liabilities	8.27%	3.40%	3.63%
Cash and equivalents	29,034	117,355	146,389
Restricted cash	5,577	139,574	145,152
<b>Cash and cash equivalents**</b>	<b>34,611</b>	<b>256,930</b>	<b>291,541</b>
<b>Net Debt</b>	<b>119,370</b>	<b>2,917,222</b>	<b>3,036,592</b>
Net Debt / LTM EBITDA (as of June 30, 2020)			8.2x

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

\*\*Includes restricted cash related to bank debt.

- The peso appreciated in 2Q20 by 1% and had a positive impact in Net financing cost; short in US dollars is approximately **US\$126 million** or **Ps. 2,917 million**.
- Net Debt for 2Q20 was Ps. **3,036 million**, which represents Net Debt/ LTM EBITDA of **8.2x**.



Hilton Guadalajara

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**Krystal Beach Acapulco**



**Krystal Urban Mexico City Airport**



**Krystal Resort Cancun**