
Santa Fe
grupo | hotelero

HOTEL 2Q23 Webcast

July 21, 2023

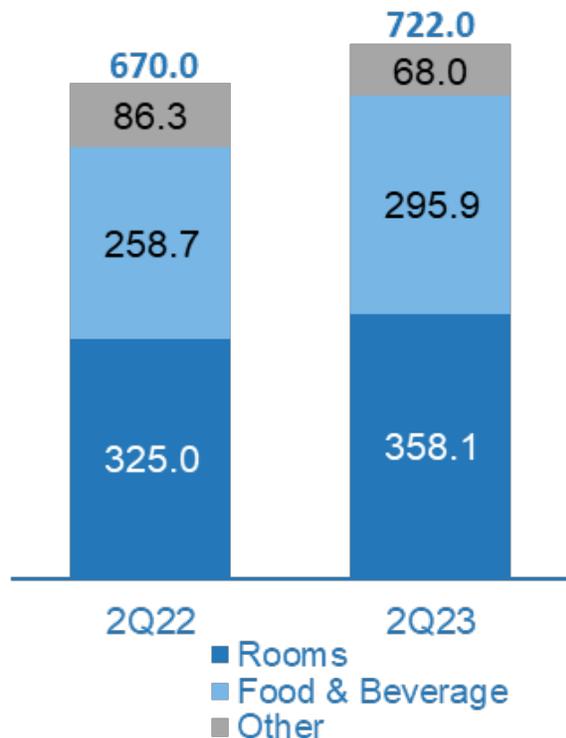


Revenue Growth

Revenues (\$)

Millions of Mexican pesos

Δ: 7.8%



- **Total Revenue** was Ps. 722 million in the quarter, an increase of 8% compared to 2Q22
- **Room revenue** was Ps. 358 million in the quarter, an increase of 10% compared to 2Q22
- **F&B revenue** was Ps. 296 million in the quarter, an increase of 14% compared to 2Q22
- **Other revenue** was Ps. 68 million in the quarter, a 21% decrease compared to 2Q22.



Hilton Garden Inn Monterrey Aeropuerto

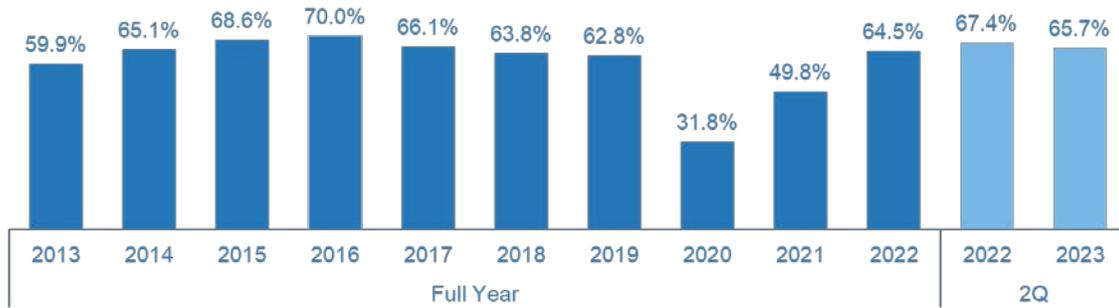


Krystal Urban Guadalajara

Operational Performance

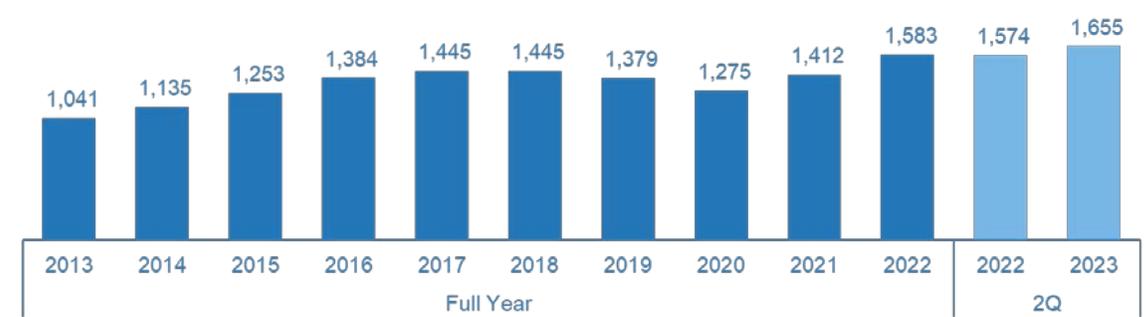
Occupancy (%)

(-1.7pp) vs 2Q22



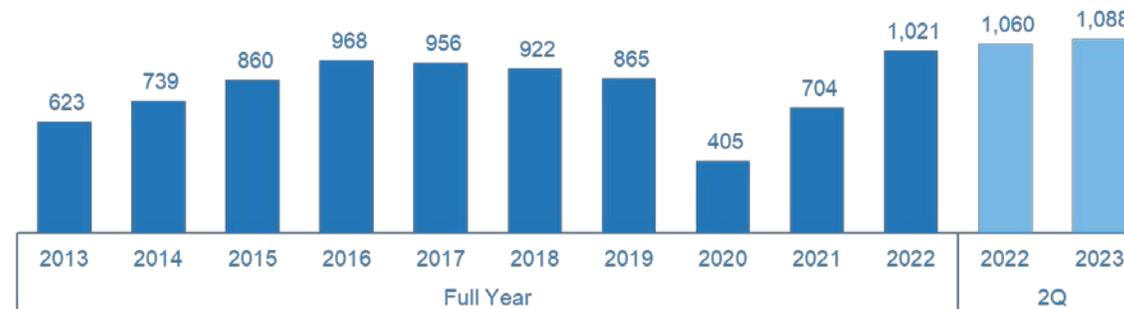
ADR (\$)

+5.2% vs 2Q22



RevPAR (\$)

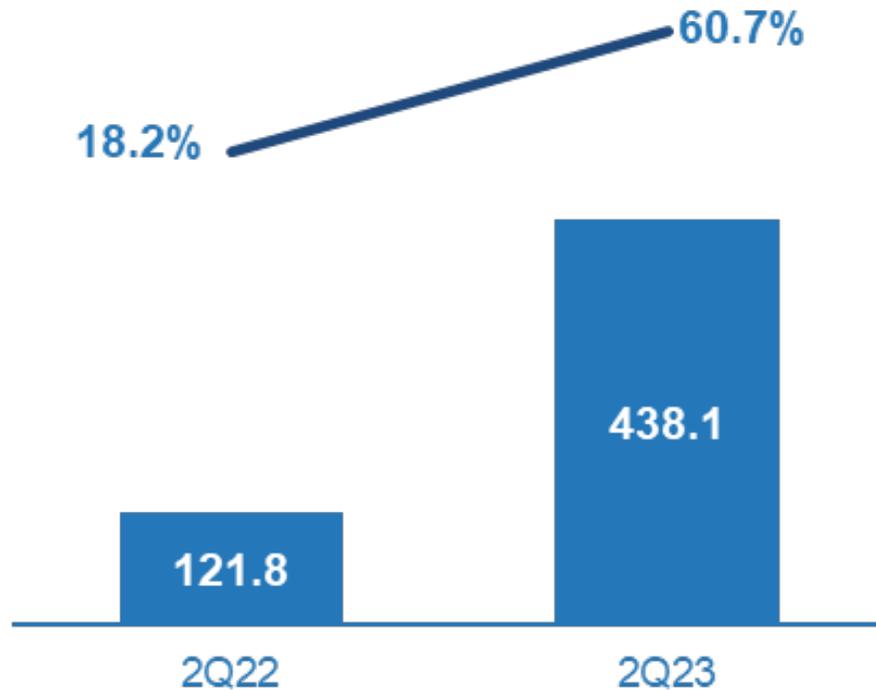
+2.7% vs 2Q22



Bottom Line Performance

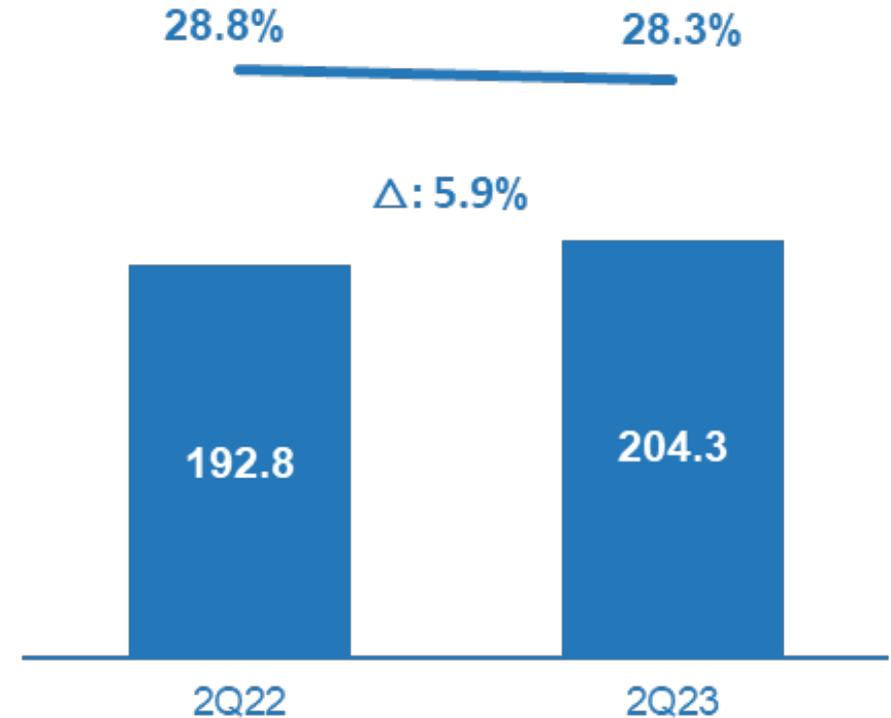
Operating Income(\$)

Millions of Mexican pesos



EBITDA (\$)

Millions of Mexican pesos



Financial Debt

Figures in thousands of Mexican pesos

Debt*	Denominated in (currency):		
	Pesos	Dollars	Total
Short Term	10,006	318,757	328,763
Long Term	670,747	2,010,519	2,681,265
Total	680,753	2,329,275	3,010,028
% Total	22.6%	77.4%	100.0%
Average rate of financial liabilities	14.55%	8.65%	9.98%
Cash and cash equivalents	167,845	143,892	311,737
Restricted cash	26,723	110,842	137,565
Cash and cash equivalents**	194,567	254,734	449,302
Net Debt	486,185	2,074,541	2,560,726

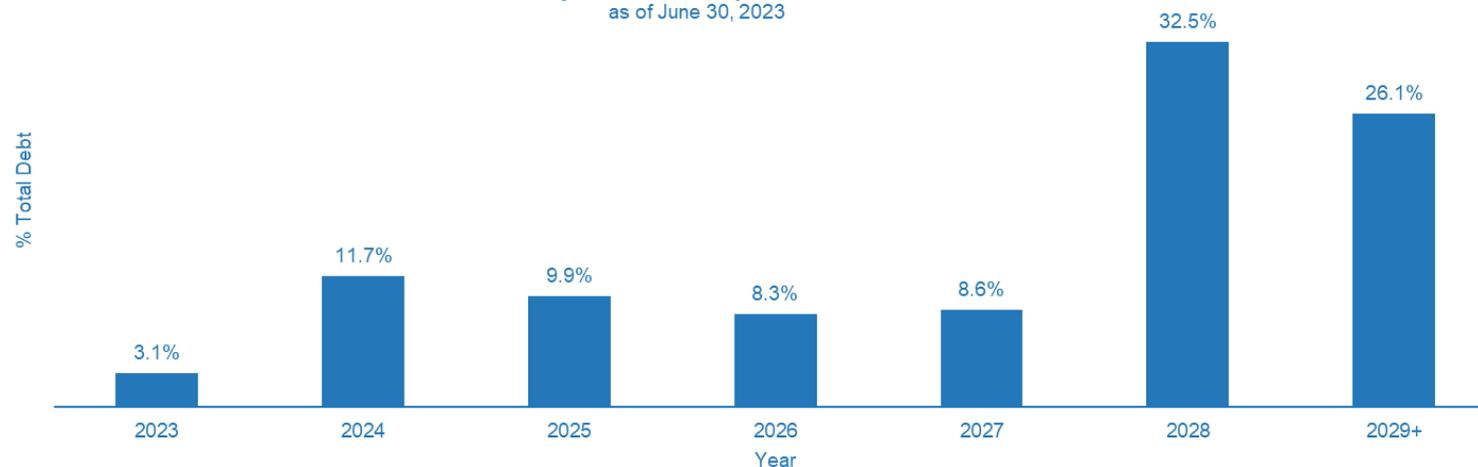
Net Debt / LTM EBITDA (as of June 30, 2023) 2.9x

*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 1.4% against the U.S. dollar, from Ps. 18.0932 on March 31, 2023, to Ps. 17.1187 on June 30, 2023, positively impacting the Company's financial costs. The Company's short U.S. dollar position by the end of 2Q23 was **US\$ 121.2 million**, equal to **Ps. 2,074.5 million**.
- Net Debt for 2Q23 was Ps. **2,561 million**, which represents Net Debt/ LTM EBITDA of **2.9x**.

Debt Maturity Profile of Grupo Hotelero Santa Fe
as of June 30, 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