

HOTEL

2Q24 Webcast

July 26th, 2024

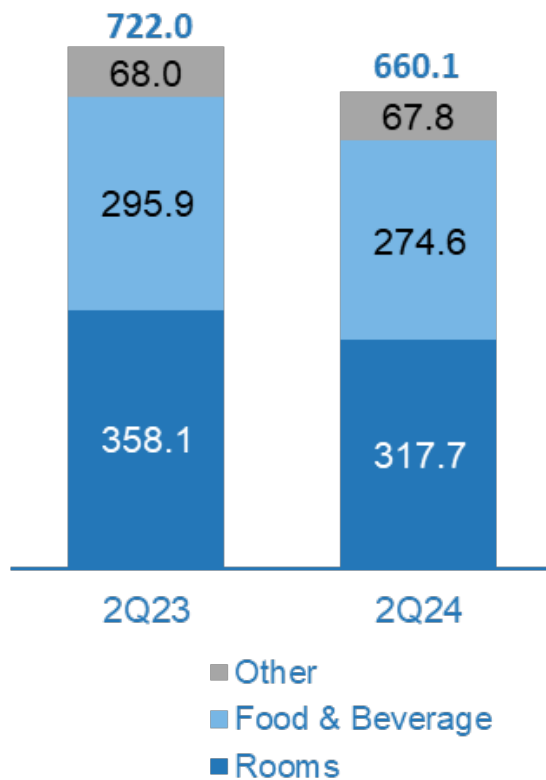


Revenue Growth

Revenues (\$)

Millions of Mexican pesos

Δ: (-8.6%)



- **Total Revenue** was Ps. 660 million in the quarter, a decrease of 9% compared to 2Q23.
- **Room revenue** was Ps. 318 million in the quarter, a decrease of 11% compared to 2Q23
- **F&B revenue** was Ps. 275 million in the quarter, a decrease of 7% compared to 2Q23
- **Other revenue** was Ps. 68 million in the quarter, in line with 2Q23.



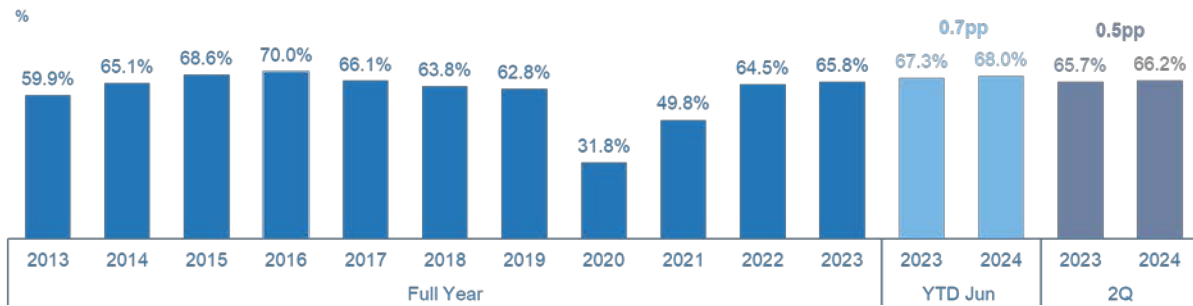
Hilton Garden Inn Monterrey Aeropuerto



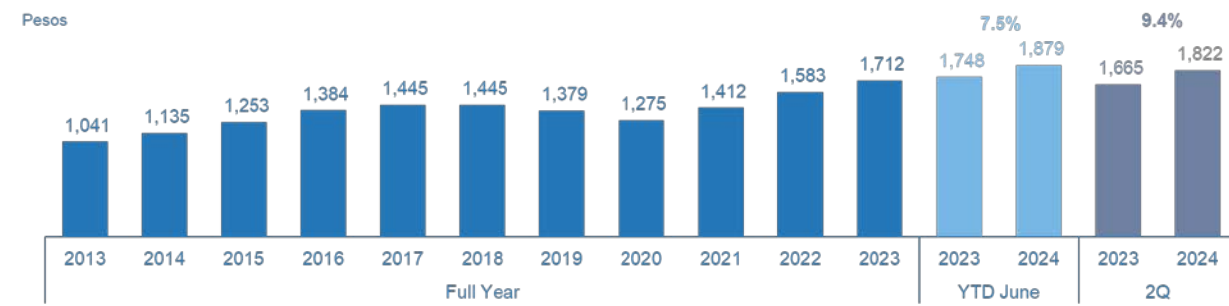
Krystal Urban Guadalajara

Operational KPIs (Total Hotels in Operation)

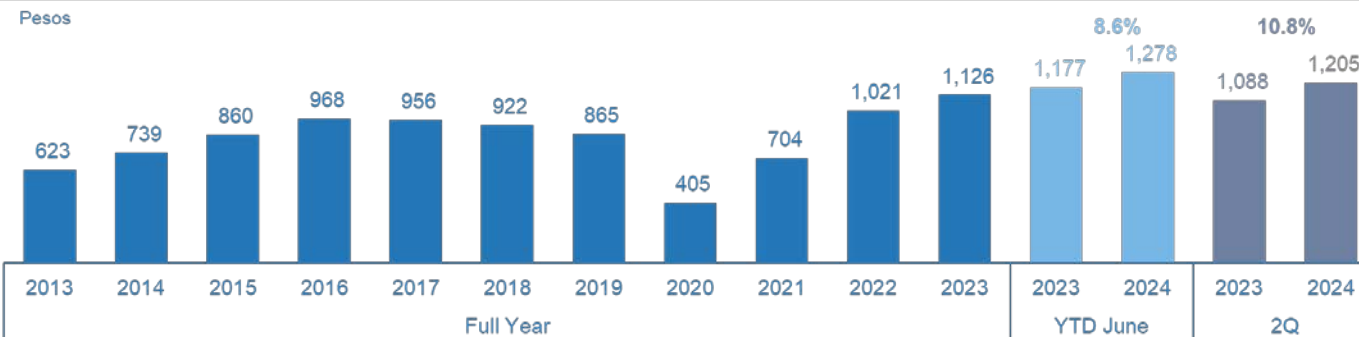
Occupancy (%)



ADR (\$)



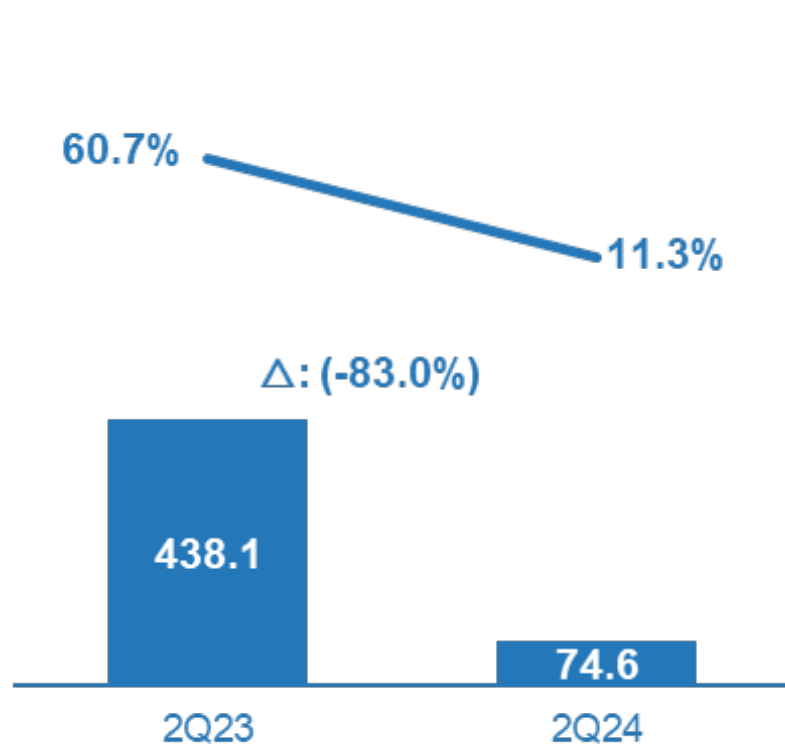
RevPAR (\$)



Bottom Line Performance

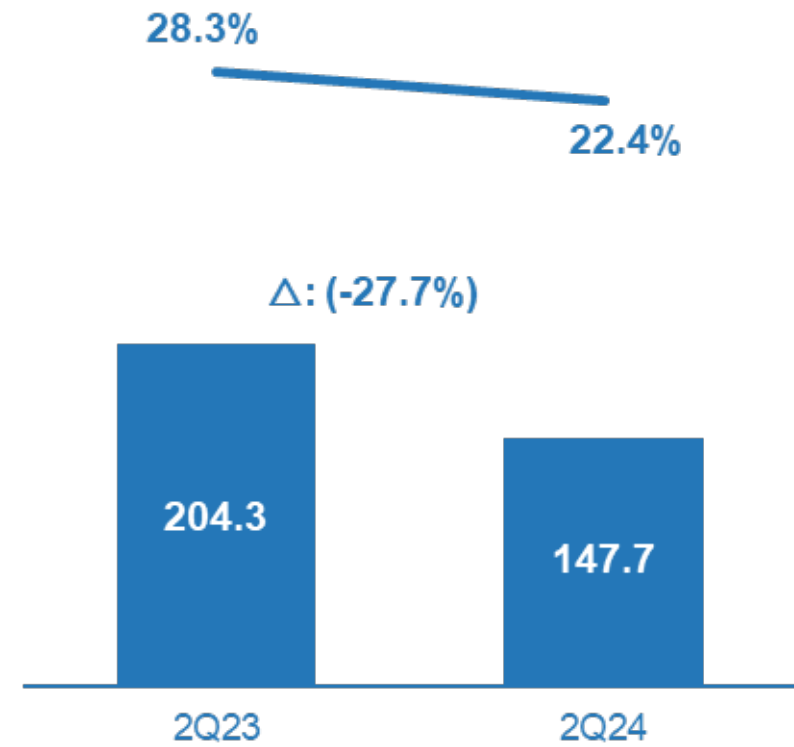
Operating Income(\$)

Millions of Mexican pesos



EBITDA (\$)

Millions of Mexican pesos



Financial Debt

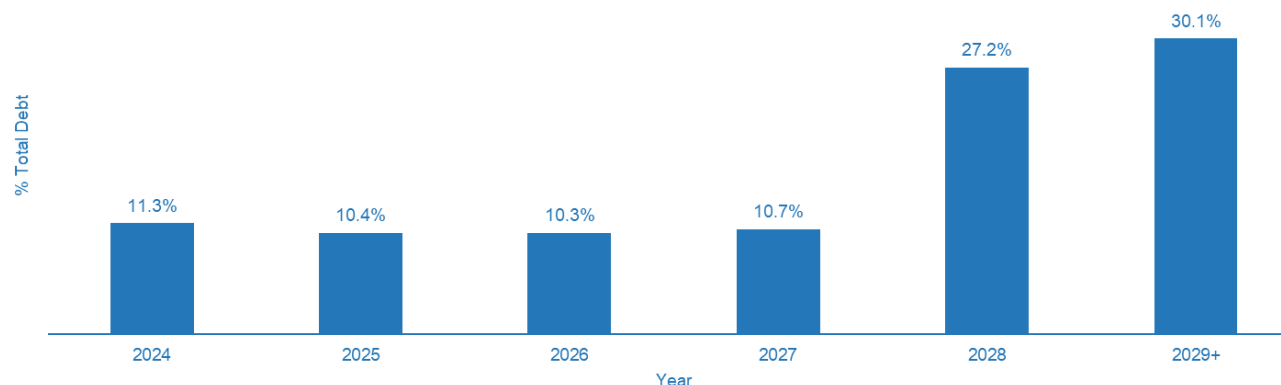
Debt*	Denominated in (currency):		
	Pesos	Dollars	Total
Short Term	29,199	441,714	470,913
Long Term	332,255	2,008,623	2,340,878
Total	361,455	2,450,336	2,811,791
% Total	12.9%	87.1%	100.0%
Average rate of financial liabilities	14.90%	8.45%	9.28%
Cash and cash equivalents	78,295	102,787	181,082
Restricted cash	29,679	113,186	142,866
Cash and cash equivalents**	107,974	215,973	323,947
Net Debt	253,481	2,234,363	2,487,844

Net Debt / LTM EBITDA (as of June 30, 2024) 3.4x

*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 June 30, 2024



- During 2Q24, the **Mexican peso depreciated 10.2%** against the US dollar, **from Ps. 16.6780** on March 31, 2024, **to Ps. 18.3773** on June 30, 2024, negatively impacting the Company's financial costs. **The Company's short US dollar position by the end of 2Q24 was US\$121.6 million**, equal to Ps. 2,234.4 million.
- Net Debt was Ps. 2,487.8 million** at the end of 2Q24, which represented a Net Debt / LTM EBITDA ratio equal to **3.4x**.



Q&A Session

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