

HOTEL 3Q24 Webcast

October 25th, 2024

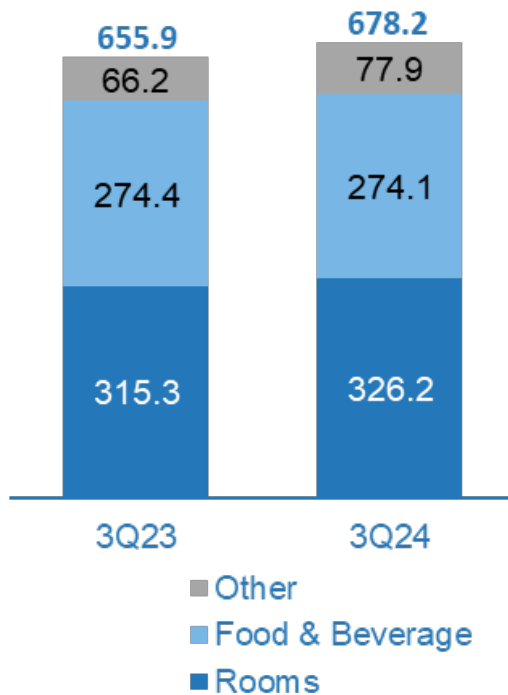


Revenue Growth

Revenues (\$)

Millions of Mexican pesos

△: 3.4%



- **Total Revenue** was Ps. 678 million in the quarter, an increase of 3.4% compared to 3Q23
- **Room revenue** was Ps. 326 million in the quarter, an increase of 3.5% compared to 3Q23
- **F&B revenue** was Ps. 274 million in the quarter, a decrease of 0.1% compared to 3Q23
- **Other revenue** was Ps. 78 million in the quarter, an 18% increase compared to 3Q23.



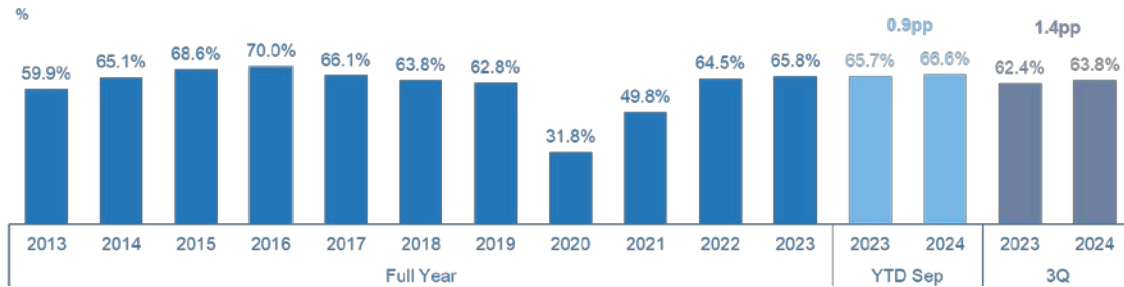
Hilton Garden Inn Monterrey Aeropuerto



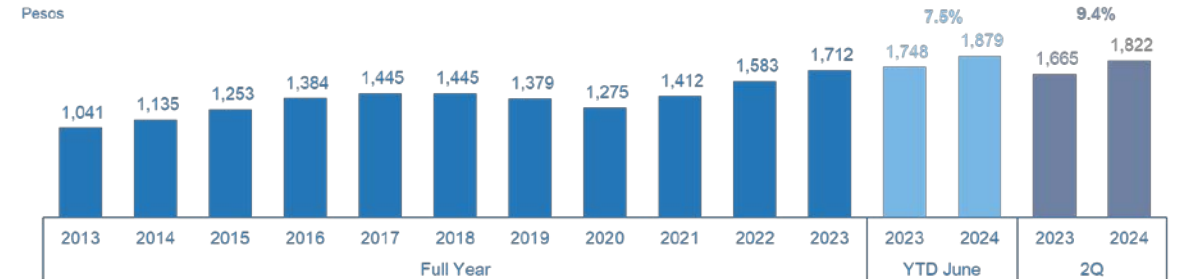
Krystal Urban Guadalajara

5.1 Operational KPIs (Total Hotels in Operation)

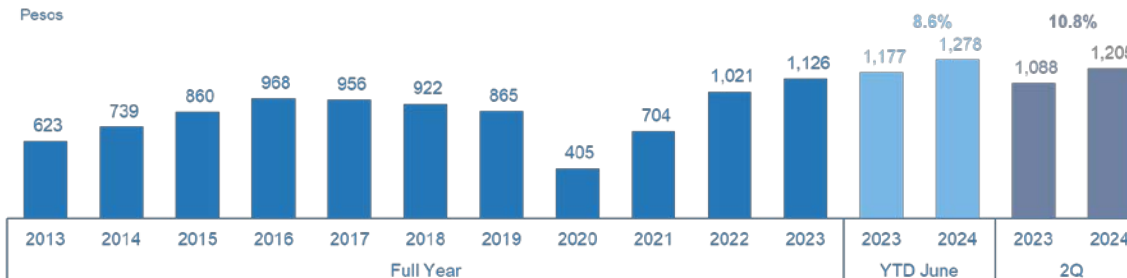
Occupancy (%)



ADR (\$)



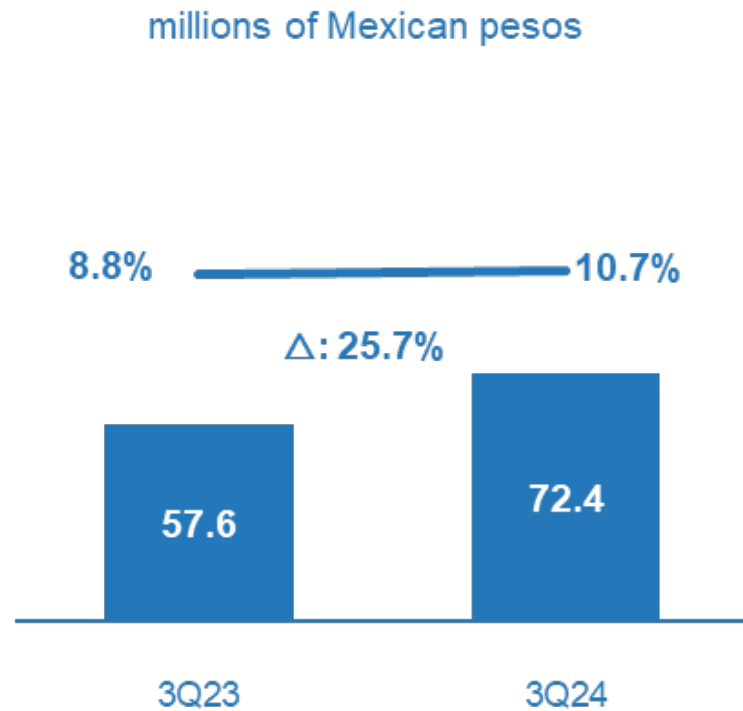
RevPAR (\$)



Bottom Line Performance

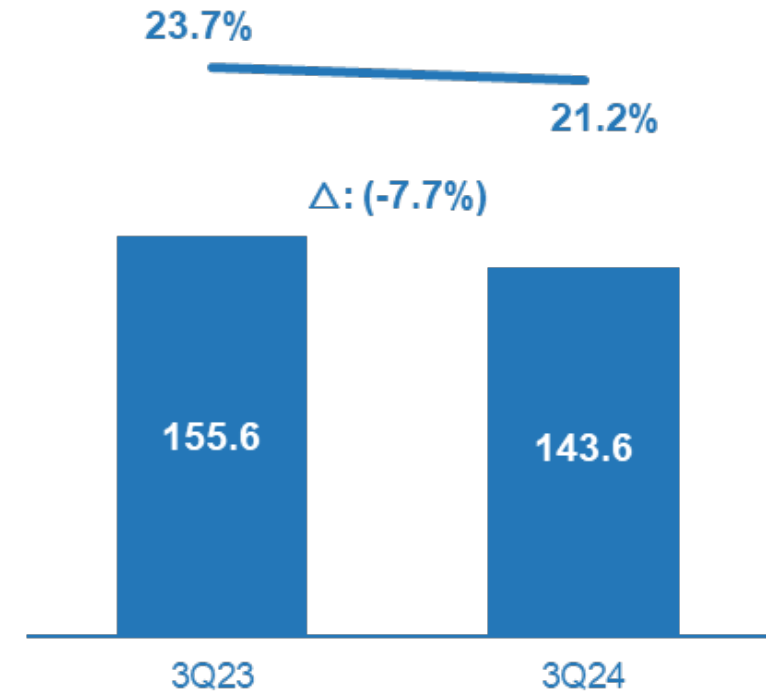
Operating Income(\$)

Millions of Mexican pesos



EBITDA (\$)

Millions of Mexican pesos



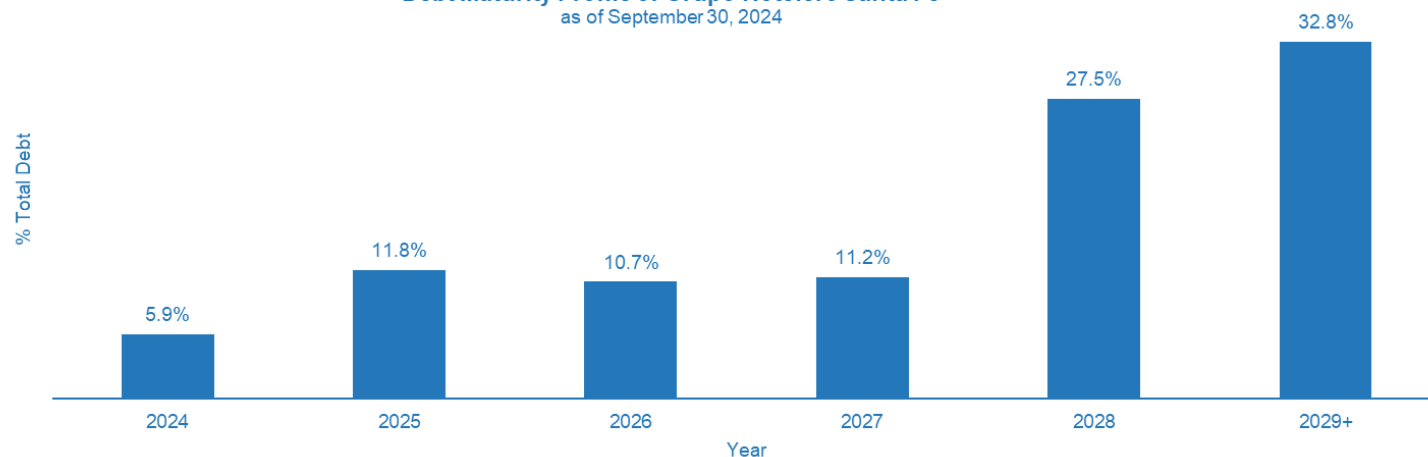
Financial Debt

Figures in thousands of Mexican pesos	Denominated in (currency):		
Debt*	Pesos	Dollars	Total
Short Term	22,110	422,954	445,064
Long Term	326,411	2,162,897	2,489,308
Total	348,521	2,585,851	2,934,372
% Total	11.9%	88.1%	100.0%
Average rate of financial liabilities	14.40%	8.41%	9.12%
Cash and cash equivalents	133,700	48,851	182,551
Restricted cash	26,176	121,240	147,416
Cash and cash equivalents**	159,876	170,091	329,967
Net Debt	188,645	2,415,760	2,604,405
Net Debt / LTM EBITDA (as of September 30, 2024)			3.6x

*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 September 30, 2024



- During 3Q24, the Mexican peso depreciated 7.0% against the US dollar, from Ps. 18.3773 on June 30, 2024, to Ps. 19.6697 on September 30, 2024, negatively impacting the Company's financial costs. The Company's short US dollar position by the end of 3Q24 was US\$122.8 million, equal to Ps. 2,415.8 million.
- Net Debt was Ps. **2,604** million at the end of 3Q24, which represented a Net Debt/LTM EBITDA ratio of **3.6x**.



Q&A Session

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