

# HOTEL 3Q25 Webcast

Santa Fe  
grupo | hotelero

October 24th, 2025

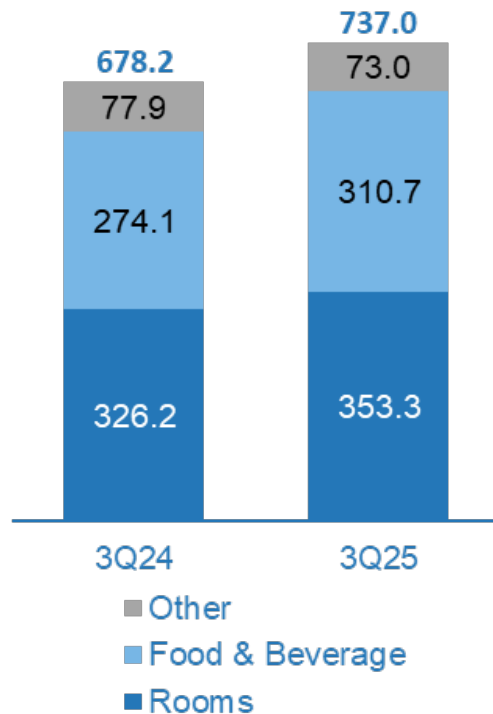


# Revenue Growth

## Revenues (\$)

Millions of Mexican pesos

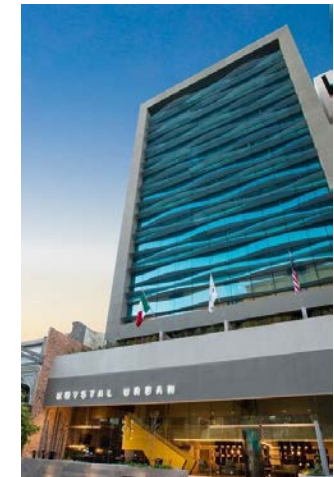
Δ: 8.7%



- **Total Revenue** was Ps. 737 million in the quarter, a 9% increase compared to 3Q24
- **Room revenue** was Ps. 353 million in the quarter, an 8% increase compared to 3Q24
- **F&B revenue** was Ps. 311 million in the quarter, a 13% increase compared to 3Q24
- **Other revenue** was Ps. 73 million in the quarter; a 6% decrease compared to 3Q24.



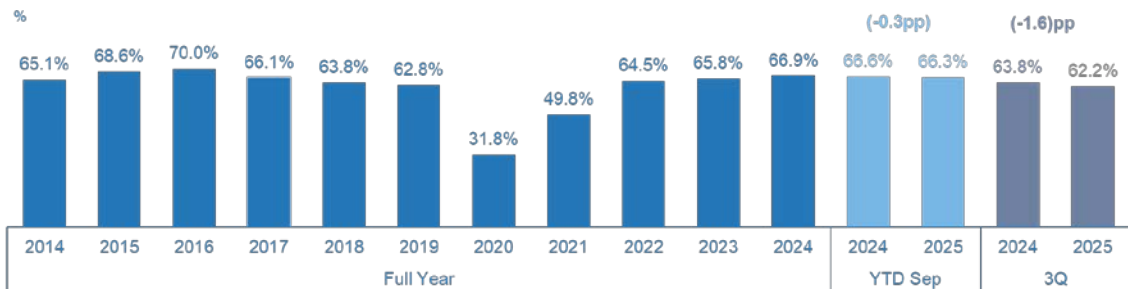
Hilton Garden Inn Monterrey Aeropuerto



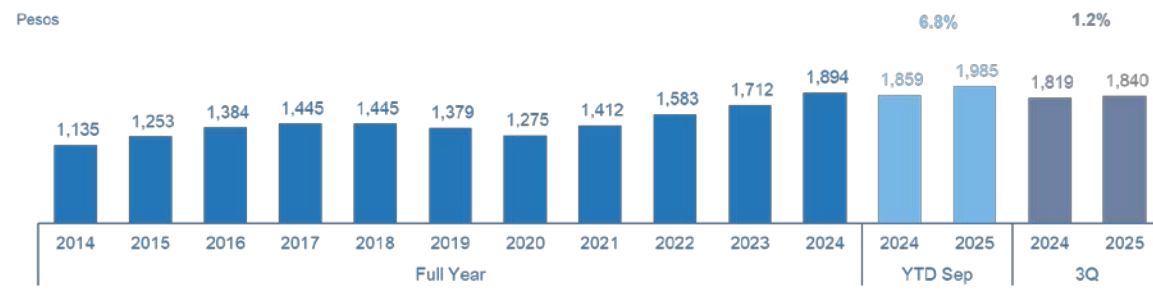
Krystal Urban Guadalajara

# 5.1 Operational KPIs (Total Hotels in Operation)

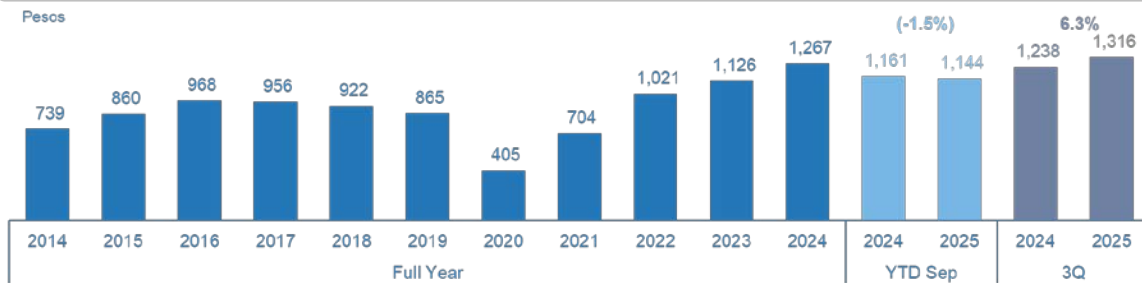
## Occupancy (%)



## ADR (\$)



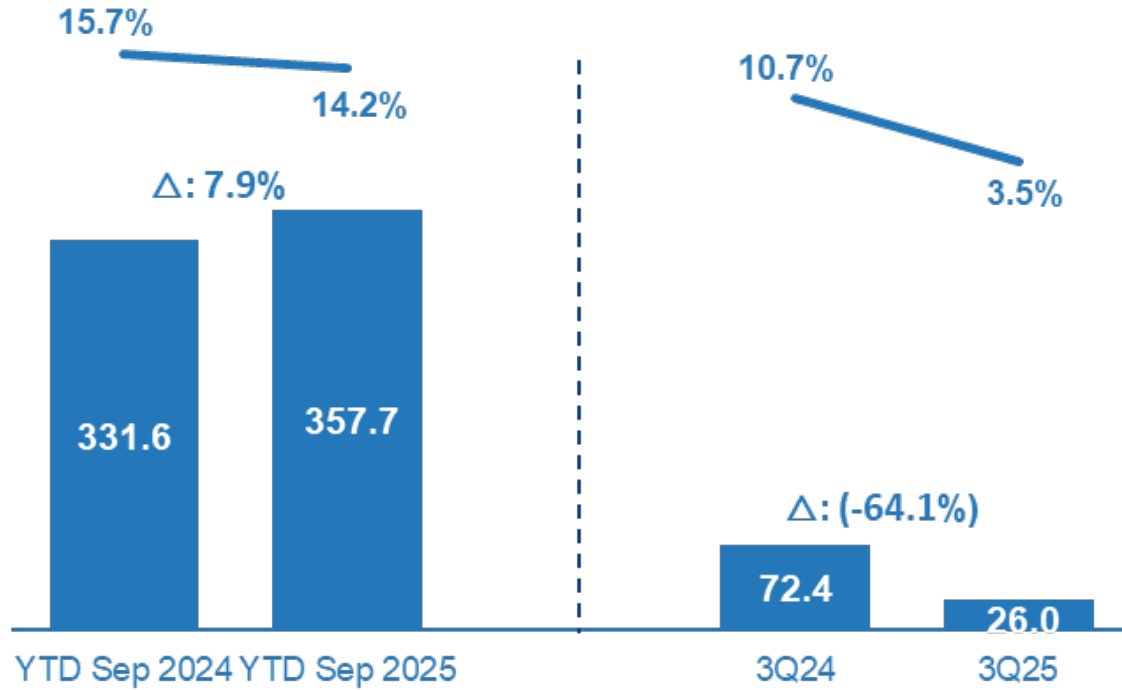
## RevPAR (\$)



# Bottom Line Performance

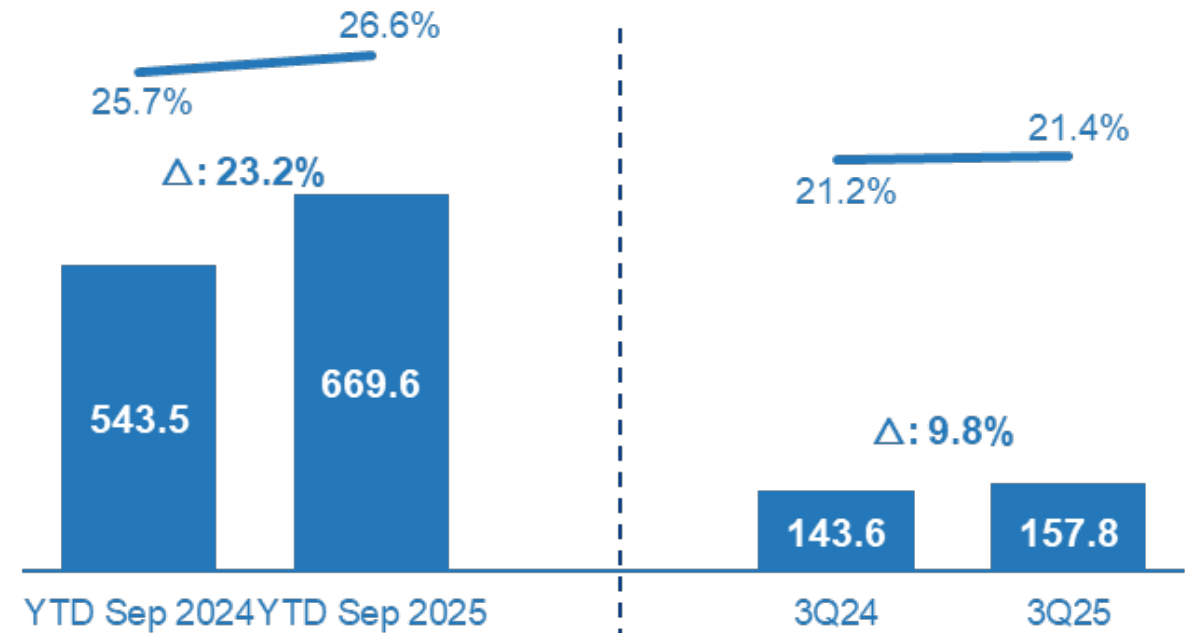
## Operating Income(\$)

Millions of Mexican pesos



## EBITDA (\$)

Millions of Mexican pesos



# Financial Debt

Figures in thousands of Mexican pesos

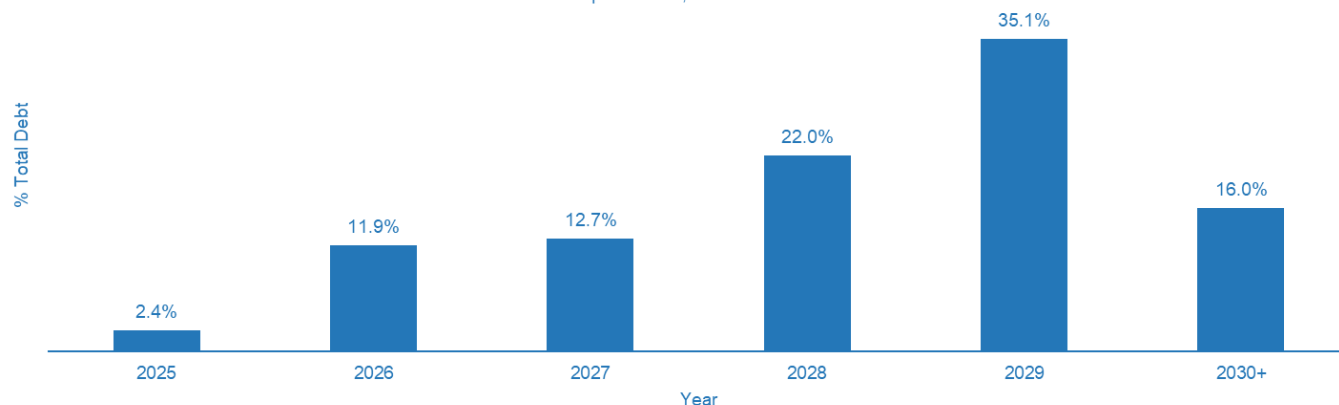
Debt*	Denominated in (currency):		
	Pesos	Dollars	Total
Short Term	-	284,727	284,727
Long Term	-	2,239,532	2,239,532
<b>Total</b>	-	<b>2,524,260</b>	<b>2,524,260</b>
% Total	-	100.0%	100.0%
<i>Average rate of financial liabilities</i>			
		7.37%	7.37%
Cash and cash equivalents	242,157	191,660	433,817
Restricted cash	59	107,434	107,493
<b>Cash and cash equivalents**</b>	<b>242,215</b>	<b>299,094</b>	<b>541,310</b>
<b>Net Debt</b>	<b>(242,215)</b>	<b>2,225,165</b>	<b>1,982,950</b>

Net Debt / LTM EBITDA (as of September 30, 2025) 2.1x

\*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, 2025



- During 3Q25, the Mexican peso appreciated 2.6% against the US dollar, from Ps. 18.8483 on June 30, 2025, to Ps. 18.3507 on September 30, 2025, positively impacting the Company's financial costs. The Company's short US dollar position by the end of 3Q25 was US\$121.3 million, equal to Ps. 2,225.2 million.
- Net Debt was Ps. 2,524 million at the end of 3Q24, which represented a Net Debt/LTM EBITDA ratio of 2.1x.

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