

HOTEL 4Q23 Webcast

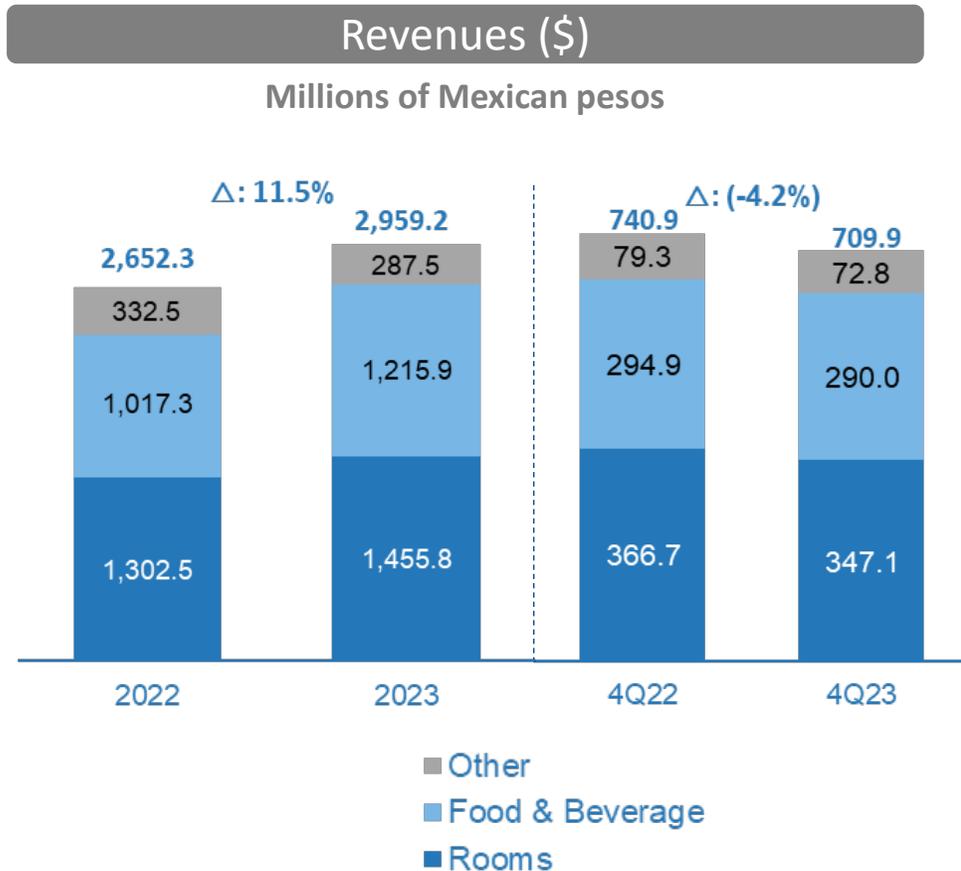
Santa Fe
grupo | hotelero

February 23rd, 2024



Empresa Socialmente Responsable

Revenue Growth



- **Total Revenue** was Ps. 710 million in the quarter, a decrease of 4.2% compared to 4Q22
- **Room revenue** was Ps. 347 million in the quarter, a decrease of 5% compared to 4Q22
- **F&B revenue** was Ps. 290 million in the quarter, a decrease of 2% compared to 4Q22
- **Other revenue** was Ps. 73 million in the quarter, an 8% decrease compared to 4Q22.



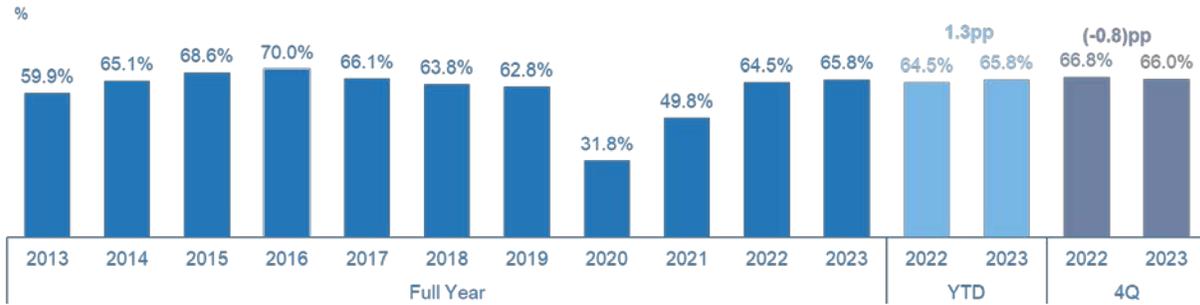
Hilton Garden Inn Monterrey Aeropuerto



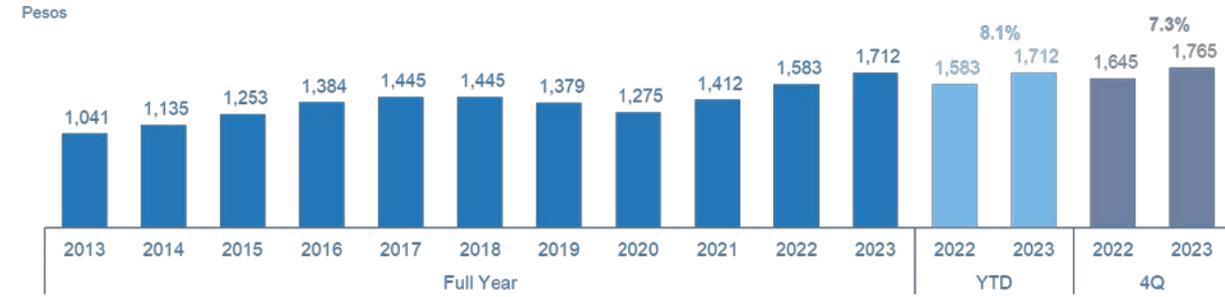
Krystal Urban Guadalajara

5.1 Operational KPIs (Total Hotels in Operation)

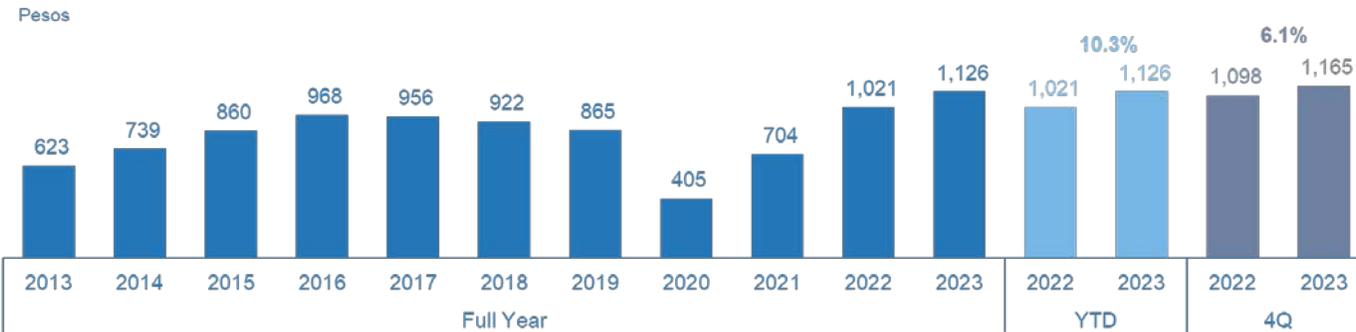
Occupancy (%)



ADR (\$)



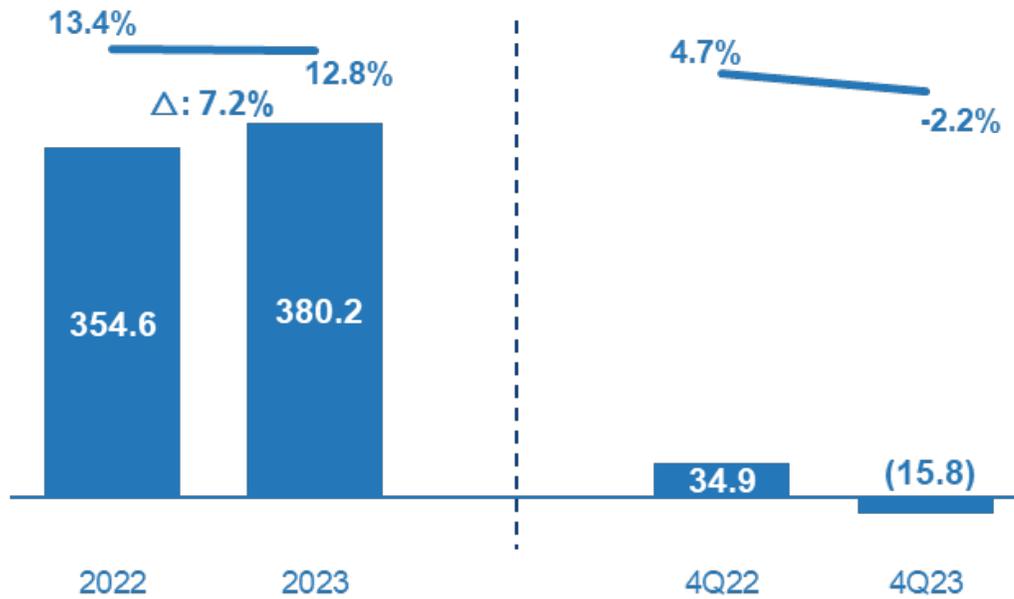
RevPAR (\$)



Bottom Line Performance

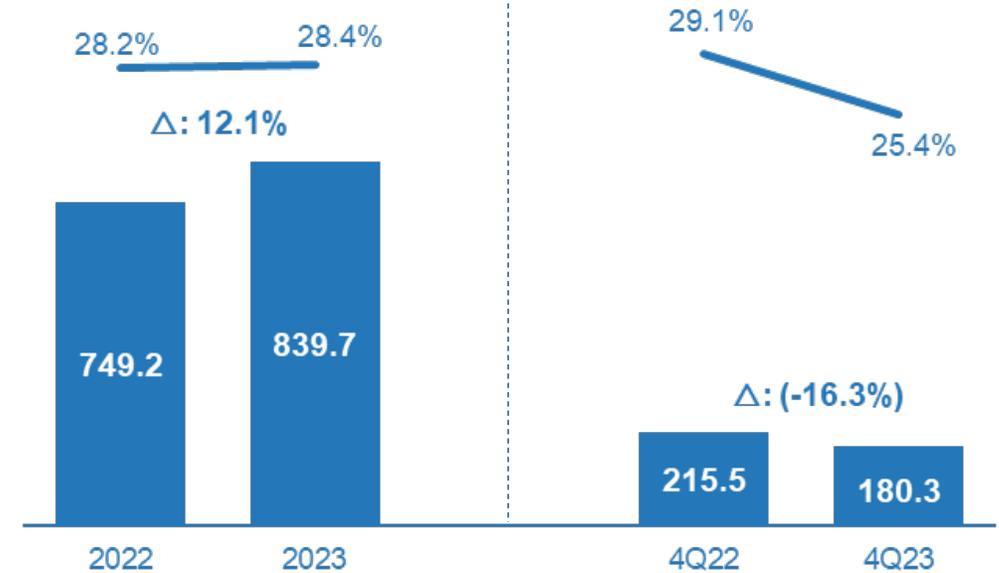
Operating Income(\$)

Millions of Mexican pesos



EBITDA (\$)

Millions of Mexican pesos



Financial Debt

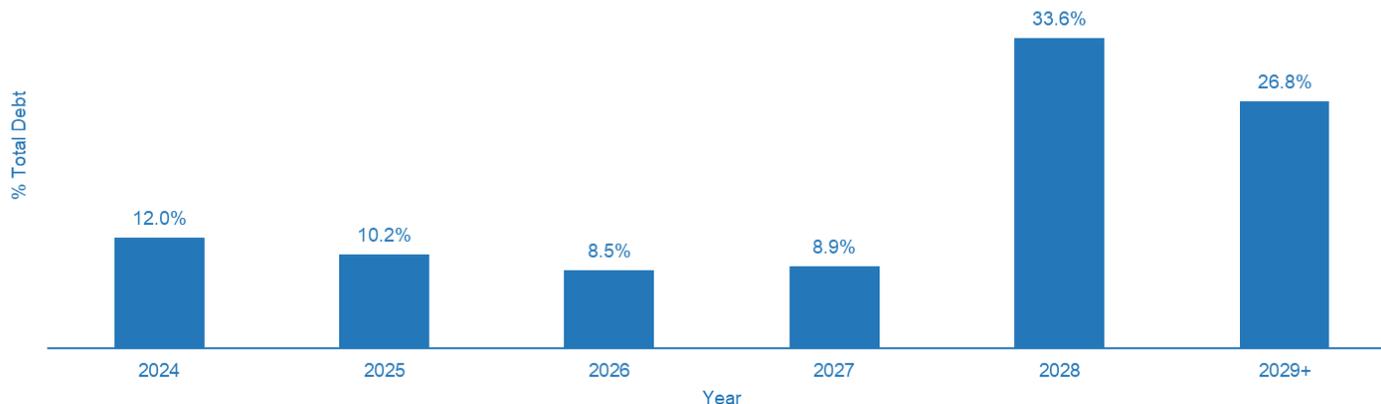
Debt*	Denominated in (currency):		
	Pesos	Dollars	Total
Short Term	29,785	328,000	357,785
Long Term	662,600	1,879,723	2,542,323
Total	692,384	2,207,723	2,900,108
% Total	23.9%	76.1%	100.0%
Average rate of financial liabilities	14.52%	8.46%	9.90%
Cash and cash equivalents	190,954	80,880	271,834
Restricted cash	27,842	109,860	137,702
Cash and cash equivalents**	218,796	190,740	409,536
Net Debt	473,588	2,016,983	2,490,572

Net Debt / LTM EBITDA (as of December 31, 2023) **3.0x**

*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 December 31, 2022



- During 4Q23, the Mexican peso appreciated 4.1% against the US dollar, from Ps. 17.6195 on September 30, 2023, to Ps. 16.8935 on December 31, 2023, positively impacting the Company's financial costs. The Company's **short US dollar position** by the end of 4Q23 was **US\$119.4 million**, equal to **Ps. 2,017.0 million**.
- Net Debt for 4Q23 was Ps. **2,490.6 million**, which represents Net Debt/ LTM EBITDA of **3.0x**.

Enrique Martínez Guerrero
CFO
emartinez@gsf-hotels.com

Maximilian Zimmermann
Investor Relations & Sustainability Director
mzimmermann@gsf-hotels.com
+52 (55) 5261-0800

Visit our website:
www.gsf-hotels.com



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