SÚPER EMPRESAS EXPANSIÓN 2015

APOYAMOS EL PACTO GLOBAL

HOTEL

ESR EMPRESA SOCIALMENTE RESPONSABLE

Santa Fe grupo | hotelero

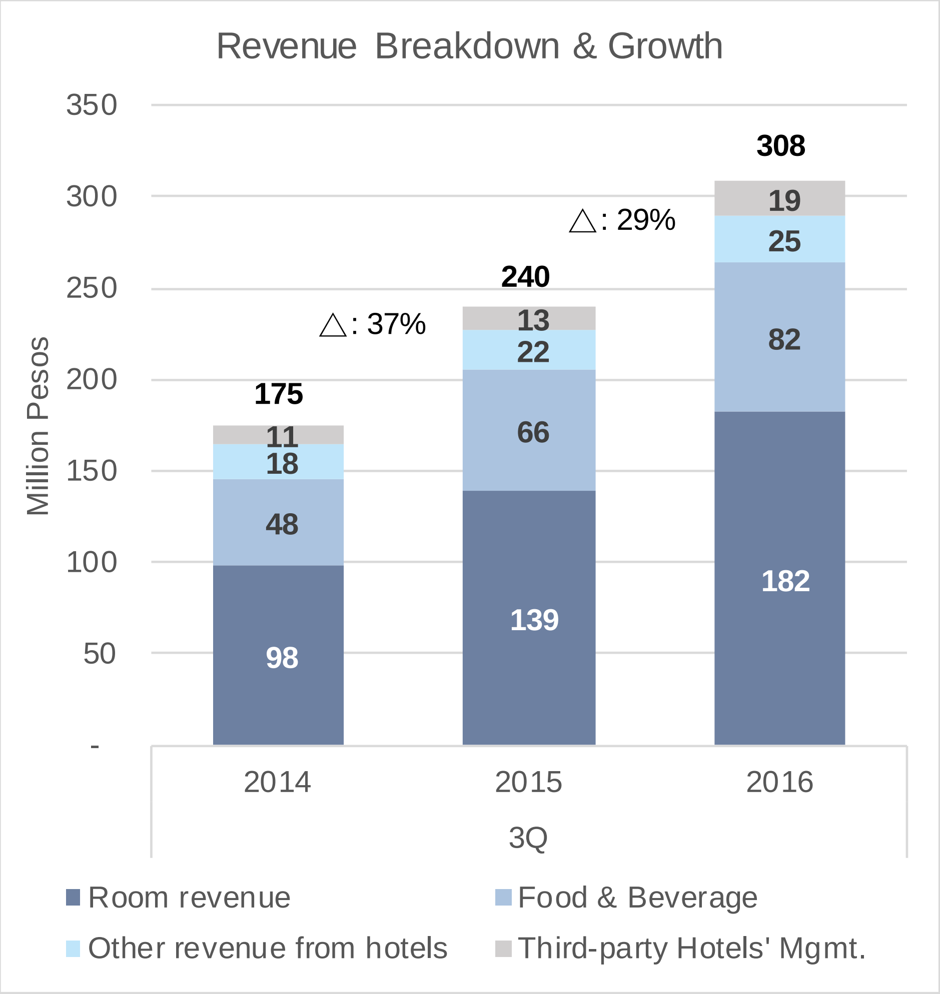
Grupo Hotelero Santa Fe reports its earnings results of 3Q16

KRYSTAL GRAND Hotels & Resorts | KRYSTAL hotels & resorts | KRYSTAL BEACH | KRYSTAL URBANHOTELS | Hilton HOTELS & RESORTS | Hilton Garden Inn | Hampton Inn & Suites

Consistent Revenue & EBITDA Growth

Santa Fe grupo | hotelero

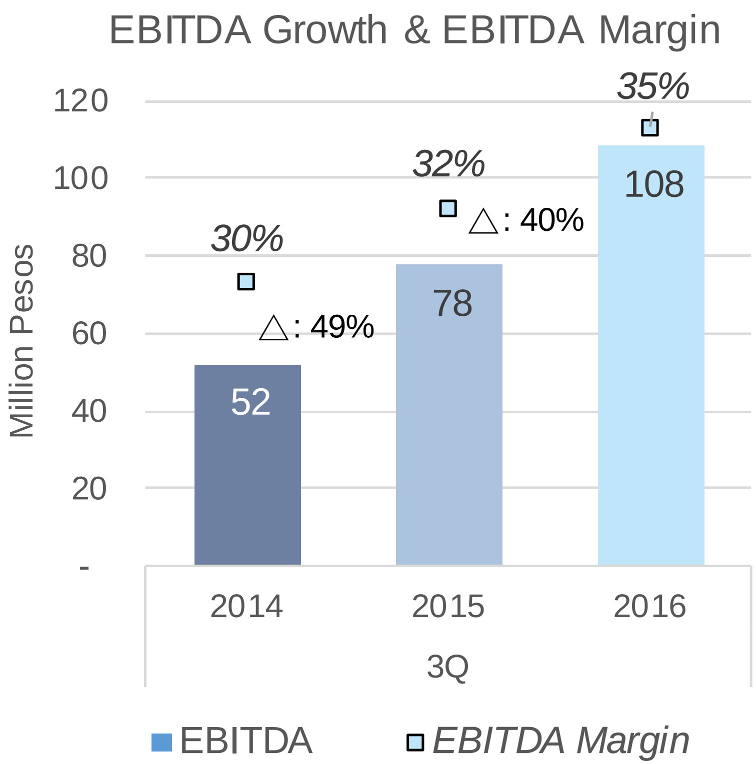
HOTEL



Revenue growth drivers:

- Steady growth on all sources of revenues in 3Q16.
- Room revenue increased **31%**; F&B revenue **25%** and Other revenue from hotels **16%.**
- Owned hotels RevPAR increased **21.4%** with a balanced growth between ADR with 9.3% and Occupancy 11.0%.
- **50%** increase in fees from third party hotels under management.

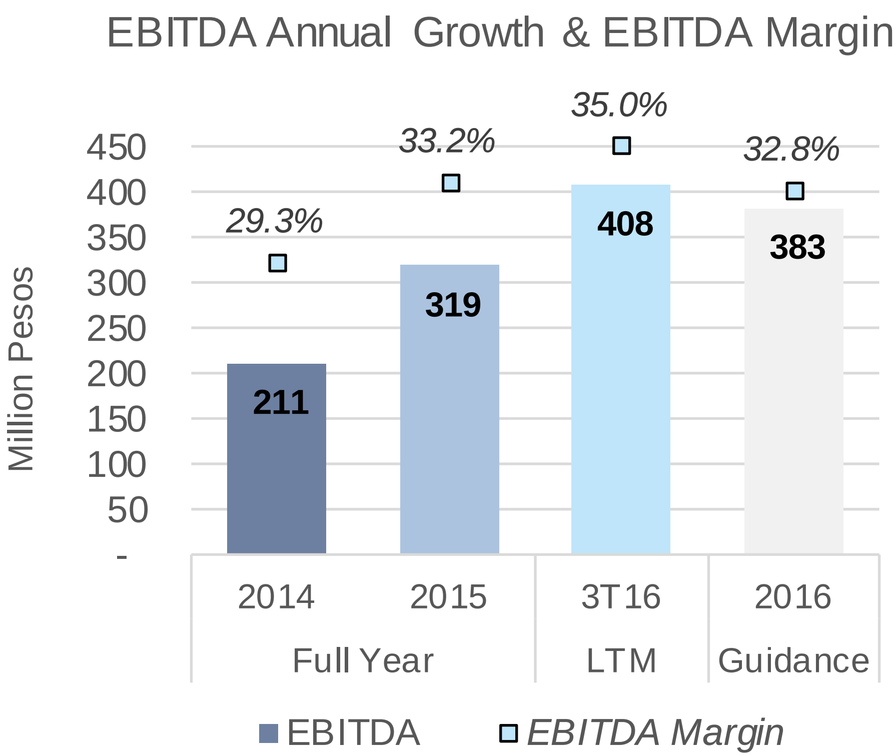
Consistent Revenue & EBITDA Growth



EBITDA growth drivers:

- Solid performance of hotel portfolio in 3Q16 with **6** stabilized properties and **3** in stabilization stage.
- The 9.3% ADR growth has a high flow through to EBITDA.
- Margin expansion was driven by increased revenues and higher direct channel penetration in ADR build-up.

2015 EBITDA Exceeded Guidance



Guidance:

- LTM EBITDA of Ps 408 million is ***6.7% greater*** than the Guidance's average.
- EBITDA margin of 35.0% is ***2.2 pts higher*** than 2016 expected margin of 32.8%.

Key Financial Highlights – Financial Debt

Santa Fe grupo hotelero

HOTEL

Debt*	Pesos	Dollars	Total
Short Term	14,449	97,809	112,258
Long Term	199,090	948,695	1,147,784
Total	**213,538**	**1,046,504**	**1,260,043**
% Total	*16.9%*	*83.1%*	*100.0%*
Average rate of financial liabilities	*8.22%*	*3.95%*	*4.67%*
Cash and equivalents**	**863,292**	**1,129,987**	**1,993,278**
Net Debt	**(649,753)**	**(83,483)**	**(733,236)**
Net Debt / LTM EBITDA (as of 30 June 2016)			-1.8x

**Includes accrued interests and effect of financial instruments related to financial debt.*

***Includes restricted cash related to bank debt.*

- Increased US dollar position to completely hedge dollar-denominated financial liabilities.
- Peso depreciation in 3Q16 was of 4.8% and it had no negative impact in Net financing cost; long position in US dollars is approximately **US 4.3** million or **Ps. 83.4** million.
- Net Debt for 3Q16 was negative Ps. **(733.2)** million, which represents Net Debt/ LTM EBITDA **-1.8x**.

Final Remarks

- We expect to deploy the Follow On proceeds within the next 18 to 24 months.
- 3Q16 has shown our ability to continue with a solid pace in both efficiencies and revenues as in growth, taking in consideration that one third of our hotels remain in stabilization stage.
- Our 3 hotels under development are in line with our expected completion timeline.
- We will continue to strengthen the presence of our Krystal brand which is key in our model to generate better results due to its penetration in the market.
- We have a unique position to continue taking advantage of the growing hotel industry and its strong fundamentals in order to become the leading hotel Company in Mexico.

Q&A Session