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Santa Fe  
grupo | hotelero

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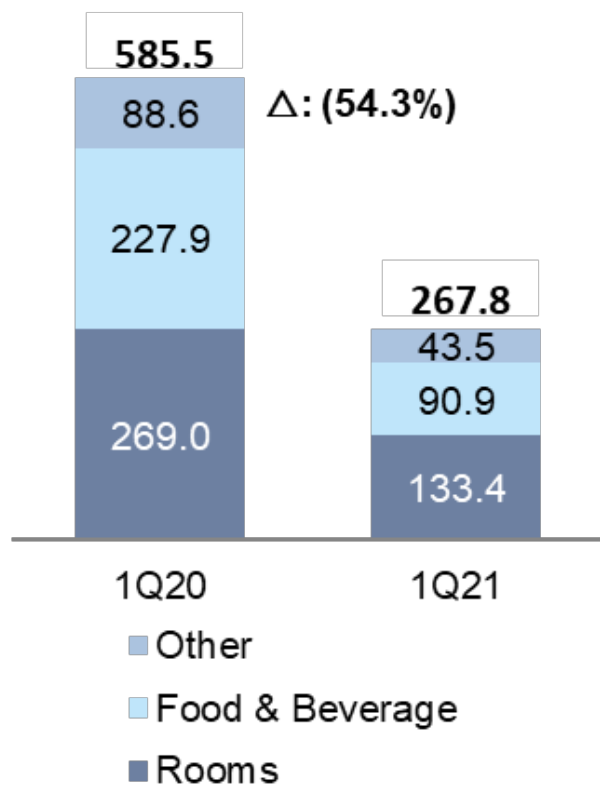
# HOTEL 1Q21 Webcast

April 23, 2021

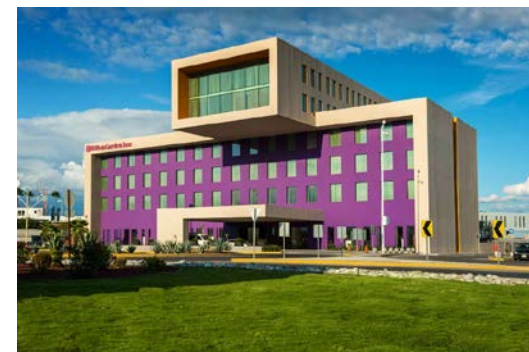
**10 YEARS  
OF CONFIDENT  
STEPS FORWARD**



millions of Mexican pesos



- **54%** Revenue decrease in the quarter.
- Room revenue decreased **50%** in the quarter
- F&B revenue decreased **60%** in the quarter
- Other revenue decreased **51%** in the quarter



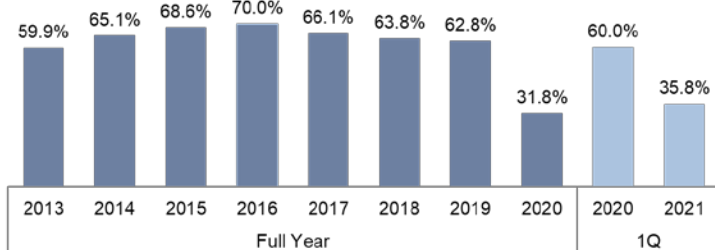
Hilton Garden Inn Monterrey Aeropuerto



Krystal Urban Guadalajara

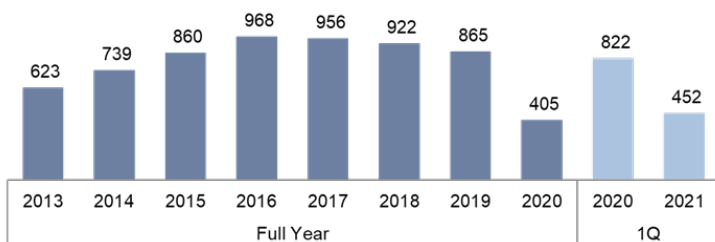
# Operational Performance (Full Portfolio)

## Occupancy (%)



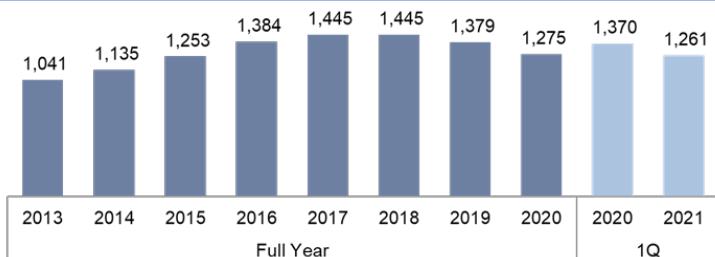
1Q21 vs 1Q20:  
24.2 pp decrease

## RevPar (\$)



1Q21 vs 1Q20:  
(45.0%) decrease

## ADR (\$)



1Q21 vs 1Q20:  
(8.0%) decrease



Krystal Grand Suites

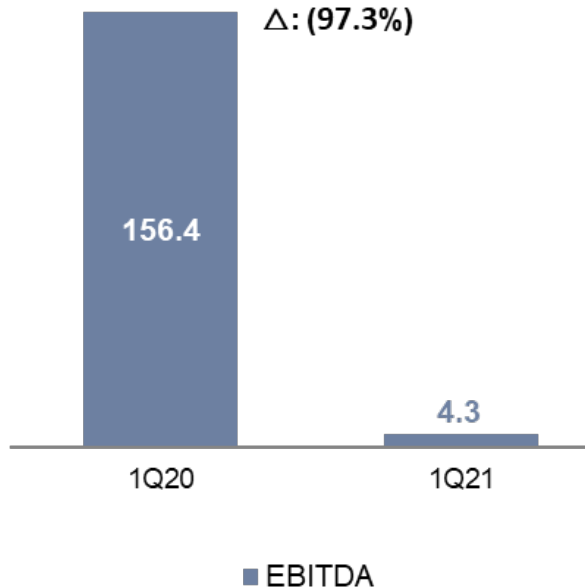


Hyatt Regency Mexico City Insurgentes

## EBITDA

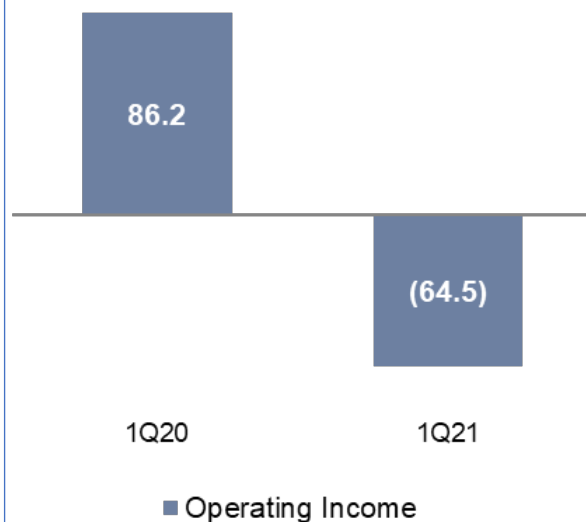
millions of Mexican pesos

Δ: (97.3%)



## Operating Income

millions of Mexican pesos



Krystal Grand Los Cabos



Krystal Grand Nuevo Vallarta

Figures in thousands of Mexican pesos	Denominated in (currency):		
	Pesos	Dollars	Total
<b>Debt*</b>			
Short Term	23,835	256,002	279,837
Long Term	128,346	2,564,715	2,693,062
<b>Total</b>	<b>152,181</b>	<b>2,820,718</b>	<b>2,972,899</b>
% Total	5.1%	94.9%	100.0%
Average rate of financial liabilities	7.28%	3.35%	3.55%
Cash and cash equivalents	430,374	51,624	481,998
Restricted cash	4,689	95,216	99,905
<b>Cash and cash equivalents**</b>	<b>435,063</b>	<b>146,840</b>	<b>581,903</b>
<b>Net Debt</b>	<b>(282,882)</b>	<b>2,673,877</b>	<b>2,390,996</b>
Net Debt / LTM EBITDA (as of March 31, 2021)			-22.7x

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

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

- During 1Q21 the Mexican peso appreciated 15.2% and had a positive impact in Net financing cost; short in US dollars is approximately **US\$130** million or **Ps. 2,674** million.
- Net Debt for 1Q21 was Ps. **2,391** million, which represents Net Debt/ LTM EBITDA of **-22.7x**.



Hilton Guadalajara

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Krystal Urban Aeropuerto Ciudad de Mexico



Krystal Resort Cancun