
Santa Fe
grupo | hotelero

HOTEL 4Q22 Webcast

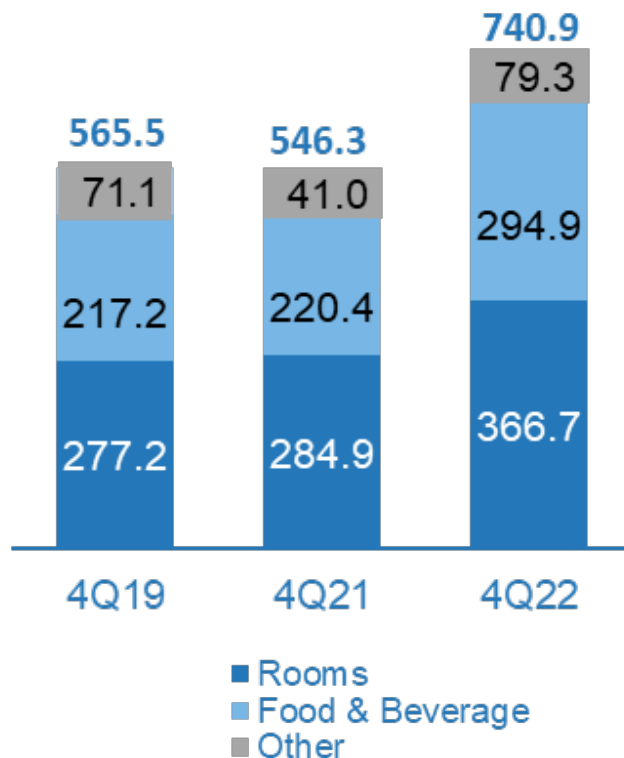
FEBRUARY 17, 2023



Revenue Growth

Revenues (\$)

Millions of Mexican pesos



- **Total Revenue** was Ps. 741 million in the quarter, an increase of 35.6% compared to 4Q21
- **Room revenue** was Ps. 367 million in the quarter, an increase of 28.7% compared to 4Q21
- **F&B revenue** was Ps. 295 million in the quarter, an increase of 33.8% compared to 4Q21
- **Other revenue** was Ps. 79 million in the quarter, an increase of 93% compared to 4Q21.



Hilton Garden Inn Monterrey Aeropuerto

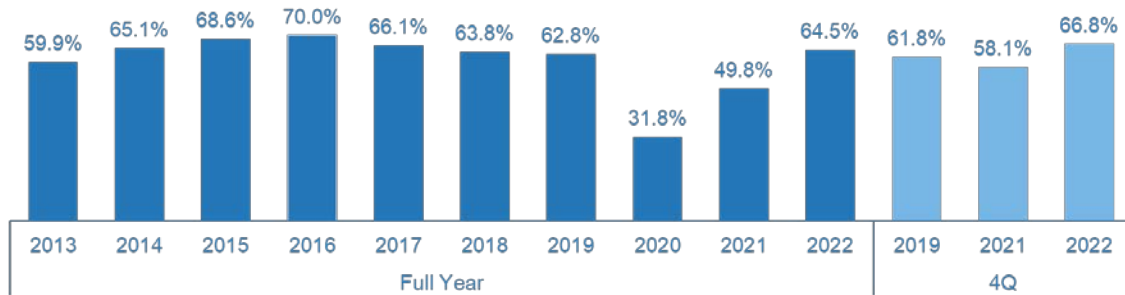


Krystal Urban Guadalajara

Operational Performance

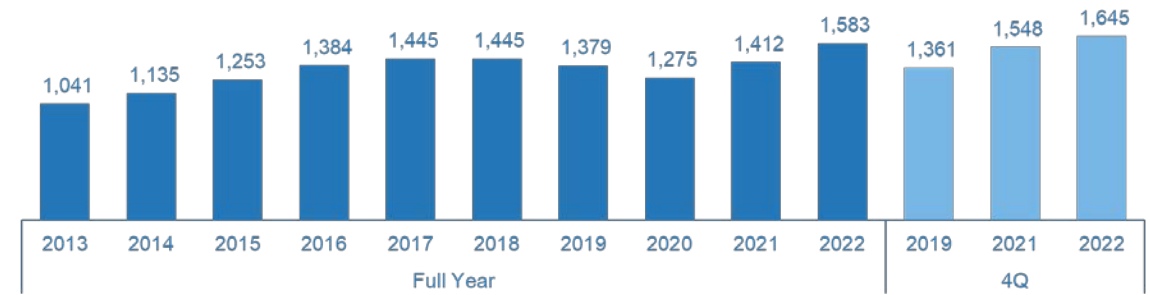
Occupancy (%)

+8.7pp vs 4Q21



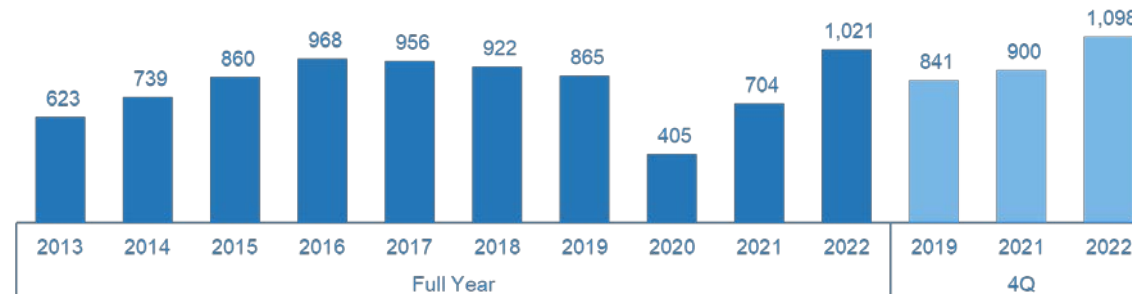
ADR (\$)

+6.3% vs 4Q21



RevPAR (\$)

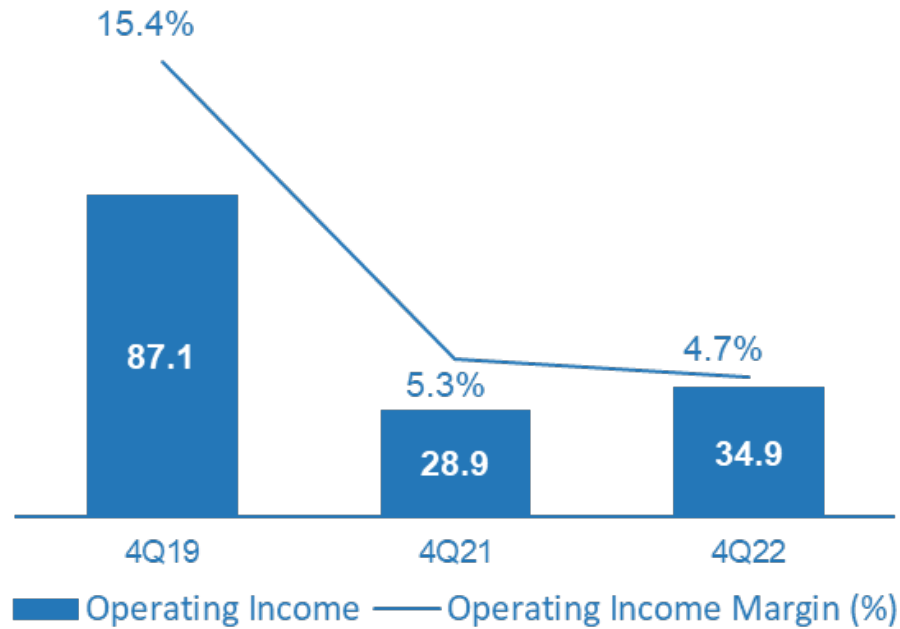
+22.0% vs 4Q21



Bottom Line Performance

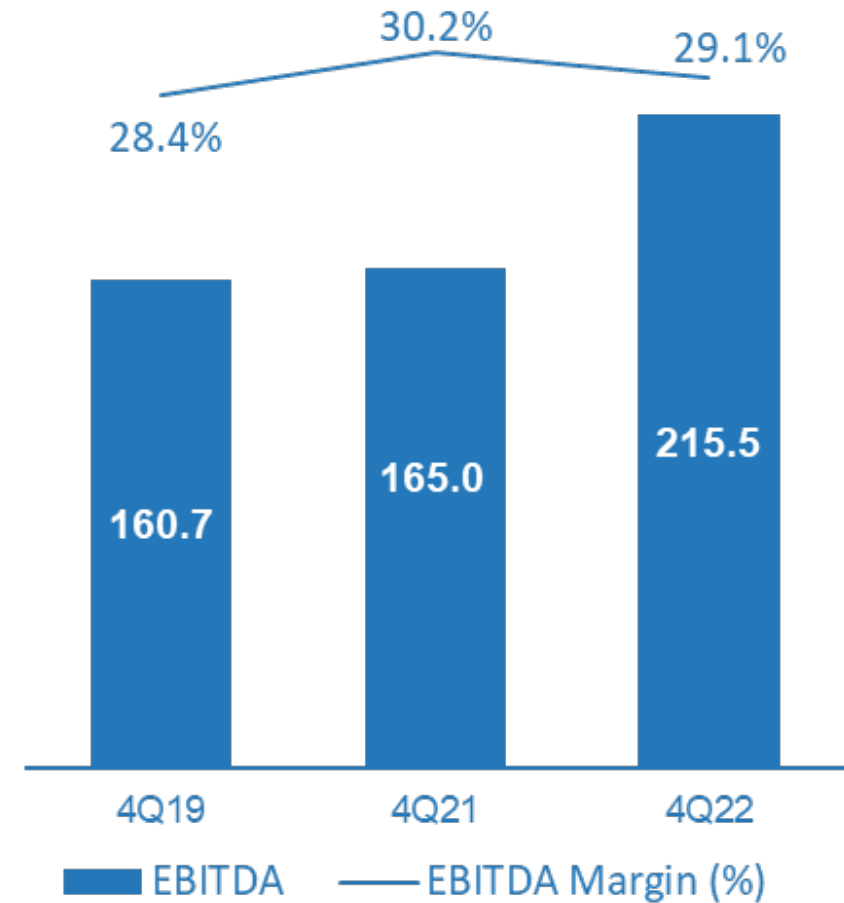
Operating Income(\$)

Millions of Mexican pesos



EBITDA (\$)

Millions of Mexican pesos



Financial Debt

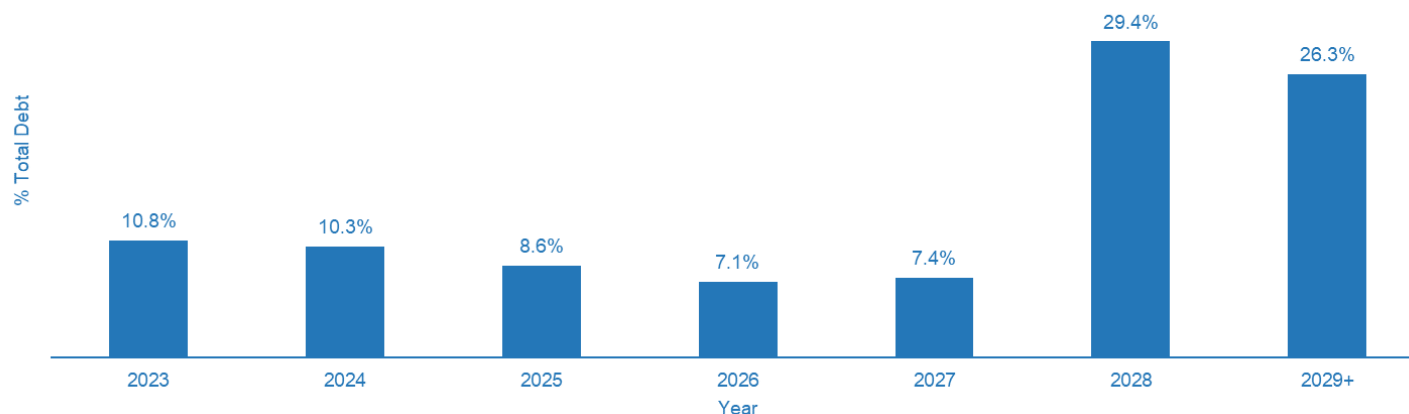
Figures in thousands of Mexican pesos	Denominated in (currency):		
	Pesos	Dollars	Total
Debt*			
Short Term	3,085	402,210	405,295
Long Term	755,526	2,575,100	3,330,627
Total	758,611	2,977,311	3,735,922
% Total	20.3%	79.7%	100.0%
<i>Average rate of financial liabilities</i>	14.03%	7.84%	9.09%
Cash and cash equivalents	252,952	191,271	444,223
Restricted cash	51,704	104,057	155,761
Cash and cash equivalents**	304,656	295,328	599,984
Net Debt	453,955	2,681,982	3,135,938
Net Debt / LTM EBITDA (as of December 31, 2022)			4.2x

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

**Includes restricted cash related to bank debt.

- During 4Q22, the Mexican peso appreciated 4.1% against the U.S. dollar, from Ps. 20.1927 on September 30, 2022, to Ps. 19.3615 on December 31, 2022, positively impacting the Company's financial costs. The Company's short U.S. dollar position by the end of 4Q22 was US\$ 120.6 million, equal to Ps. 2,682.0 million.
- Net Debt for 4Q22 was Ps. 3,136 million, which represents Net Debt/ LTM EBITDA of 4.2x.

Debt Maturity Profile of Grupo Hotelero Santa Fe
as of December 31, 2022



Enrique Martínez Guerrero
CFO
emartinez@gsf-hotels.com



Krystal Grand Los Cabos

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



Krystal Grand Nuevo Vallarta

Visit our website:
www.gsf-hotels.com



Hyatt Regency Mexico City Insurgentes