



4Q23

EARNINGS

CONFERENCE CALL
02/27/2024

POSADAS®





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among other factors: political and economic factors in Mexico and the United States; supply and demand changes for hotel rooms and vacation club memberships in our markets; the financial condition of the airline industry and its impact on the lodging industry; the impact of government regulations and resolutions, including land use, tax, health, safety and environmental laws; capital market volatility; risks related to our business, our strategy, our expectations about growth in demand for our services, our expectations as to our ability to increase the number of hotels and hotel rooms we manage and our business operations, financial condition and results of operations; statements of our plans, objectives or goals, including our ability to implement our strategy; the availability of funds to finance growth; currency fluctuations and inflation in the countries in which we operate; the impact of natural events, such as earthquakes, hurricanes and floods; and health pandemics, such as the 2009 H1N1 influenza outbreak and COVID 19. Readers are cautioned not to place undue reliance on these forward looking statements, which speak only as of the date of this Presentation. The Company undertakes no obligation (and expressly disclaims any such obligation) to update any forward looking statements to reflect events or circumstances after the date of this Presentation.



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Grand Fiesta Americana
Coral Beach Cancún All Inclusive Spa Resort

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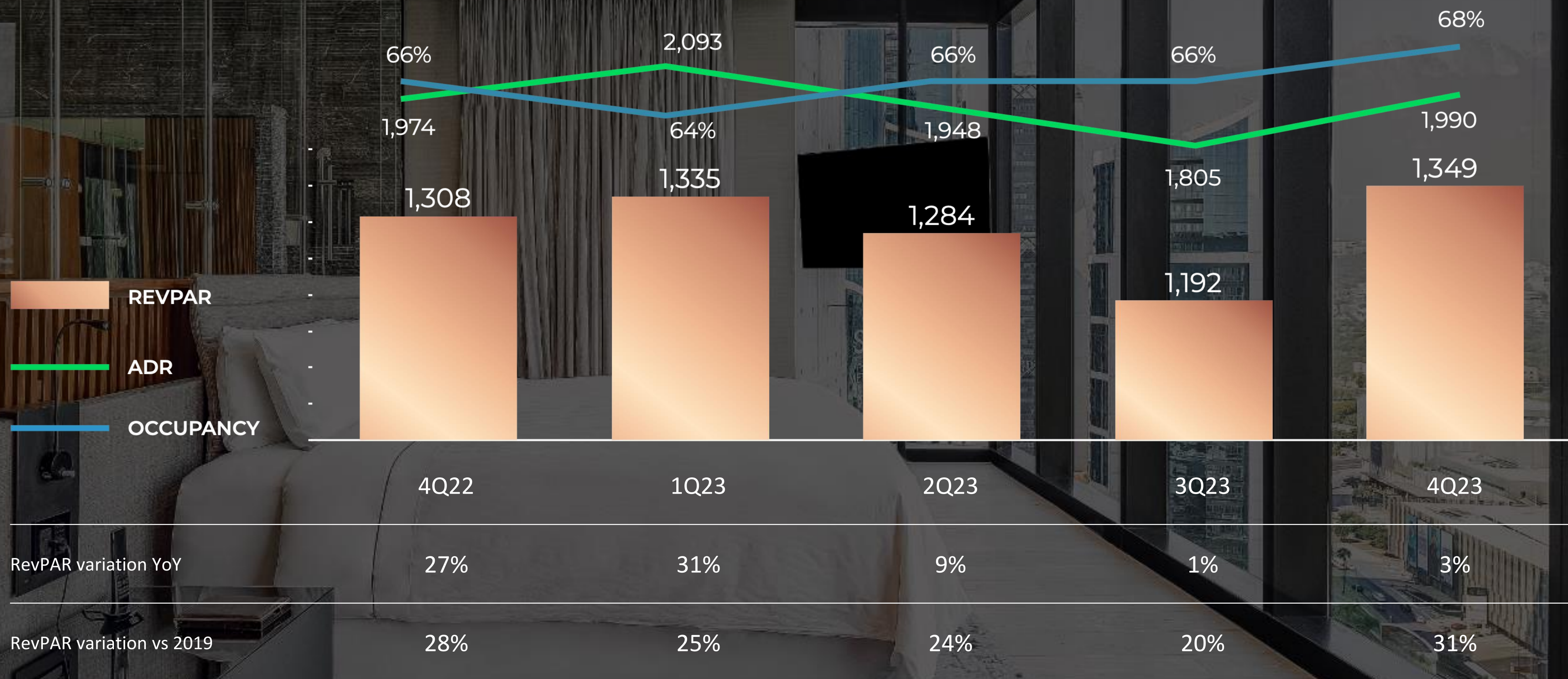


POSADAS

Fiesta Americana Condessa Cancún All Inclusive



KPI'S POSADAS (MXN)





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LIVE
AQUA[®]
RESORTS & RESIDENCES

F Grand
Fiesta Americana[®]
HOTELS & RESORTS

 CURAMORIA[®]
COLLECTION

F Fiesta
Americana[®]
HOTELS & RESORTS

THE
EXPLOREAN[®]
DISCOVERY RESORTS

RESORTS

Live Aqua Punta Cana

POSADAS[®]



RESORTS

Live Aqua Cancún

LIVE
AQUA
RESORTS & RESIDENCES

Grand
Fiesta Americana
HOTELS & RESORTS

CURAMORIA
COLLECTION

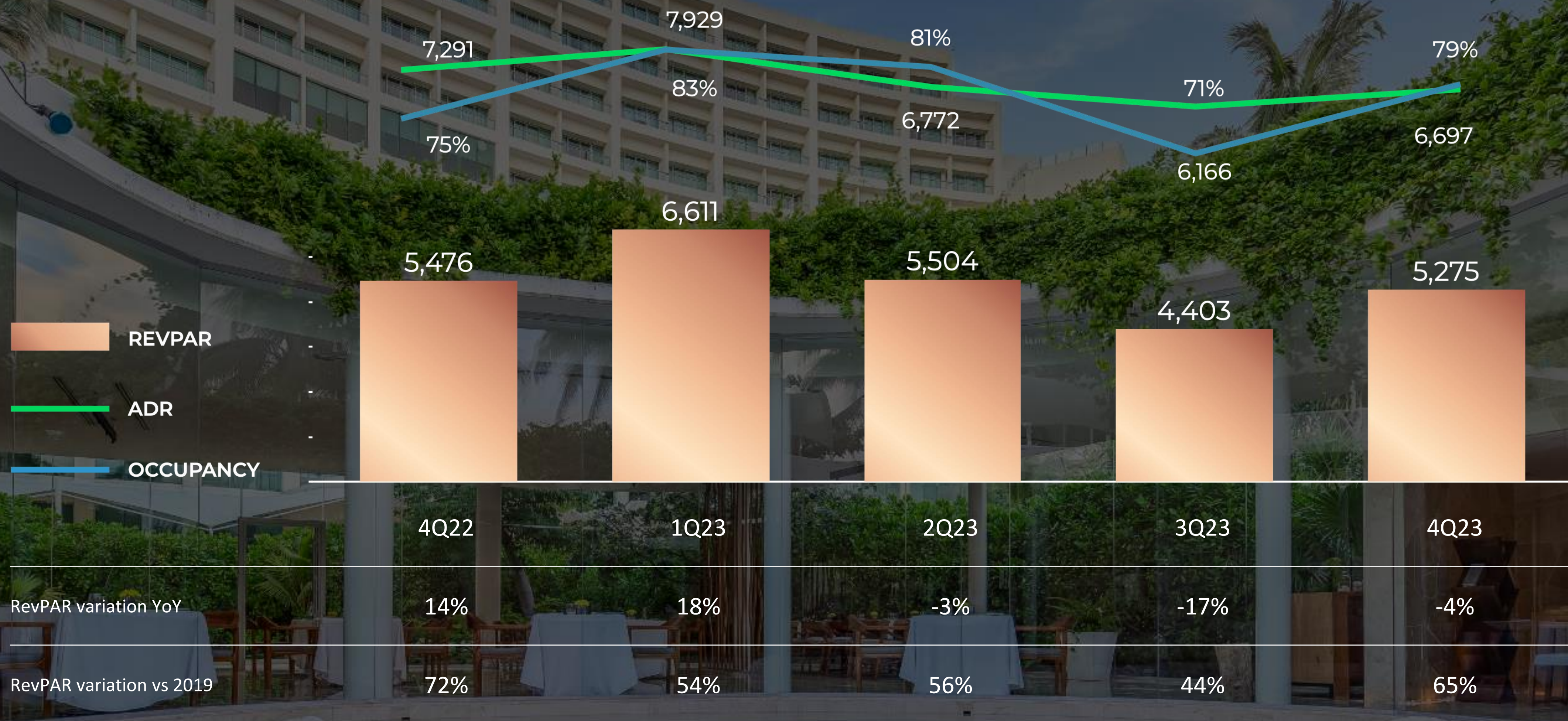
Fiesta
Americana
HOTELS & RESORTS

THE
EXPLOREAN
DISCOVERY RESORTS

POSADAS



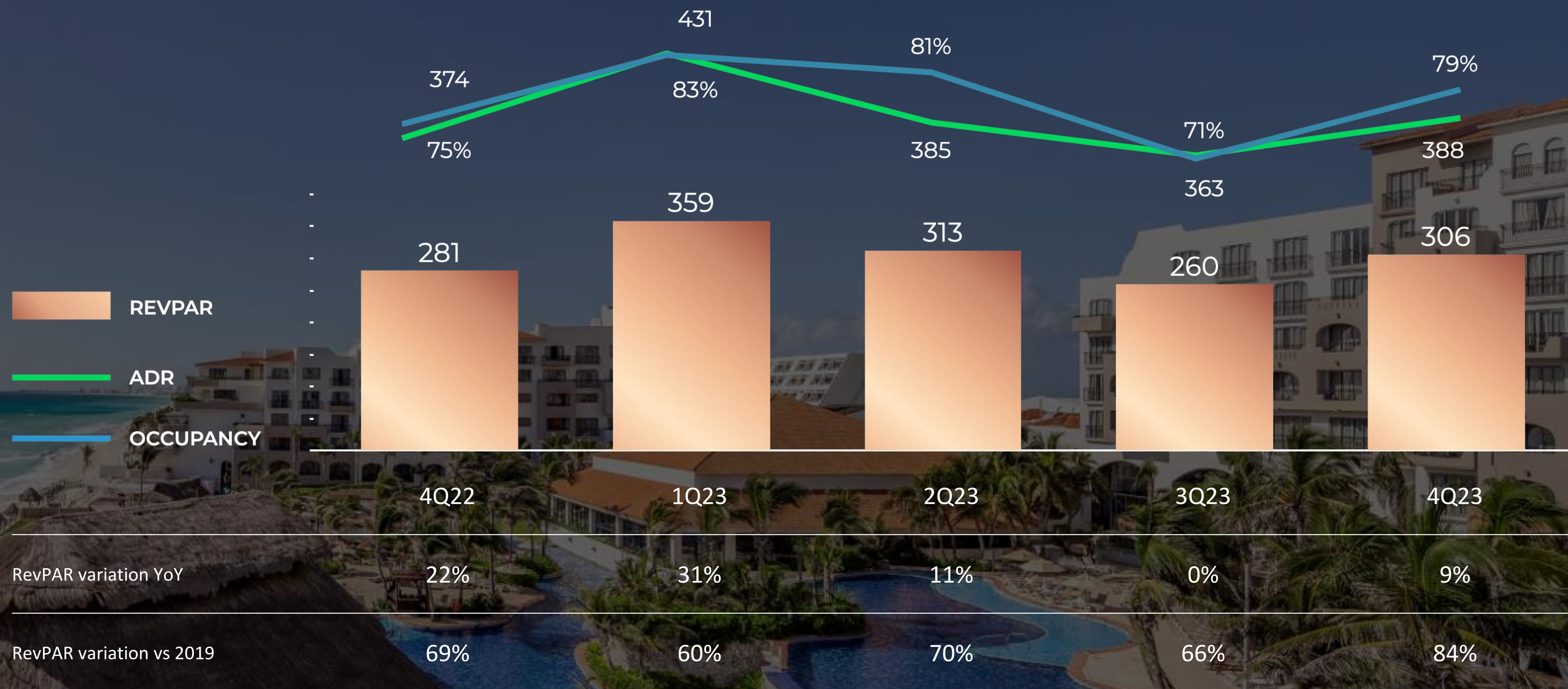
KPI'S RESORTS (MXN)



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KPI'S RESORTS (USD)





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HOTELS & RESORTS

UPSCALE & LUXURY

Live Aqua Ciudad de México
Bosques de las Lomas

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UPSCALE & LUXURY

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Live Aqua San Miguel de Allende

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KPI'S URBAN (MXN)

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MIDSCALE & ECONOMY

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FREESTYLE HOTELS

F FIESTA INN.
HOTELES

gamma[®]
HOTELES

one
hoteles[®]



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FREESTYLE HOTELS

FIESTA INN[®]
HOTELES

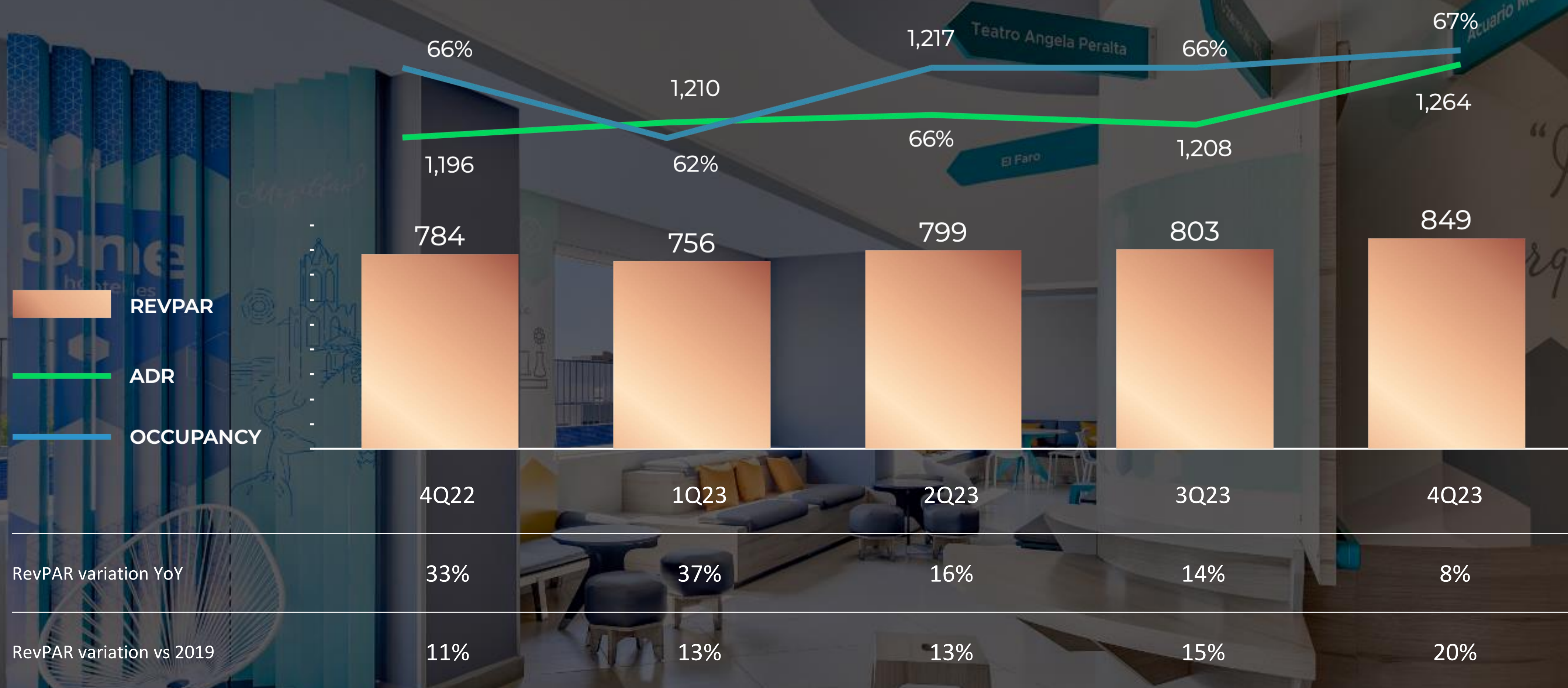
gamma[®]
HOTELES

one[®]
hoteles

MIDSCALE & ECONOMY



KPI'S MIDSCALE (MXN)





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RESIDENCE CLUB

F Fiesta
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VACATION CLUB

ACCESS[®]
FIESTA REWARDS[®]

Kívac[®]
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LOYALTY



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LOYALTY

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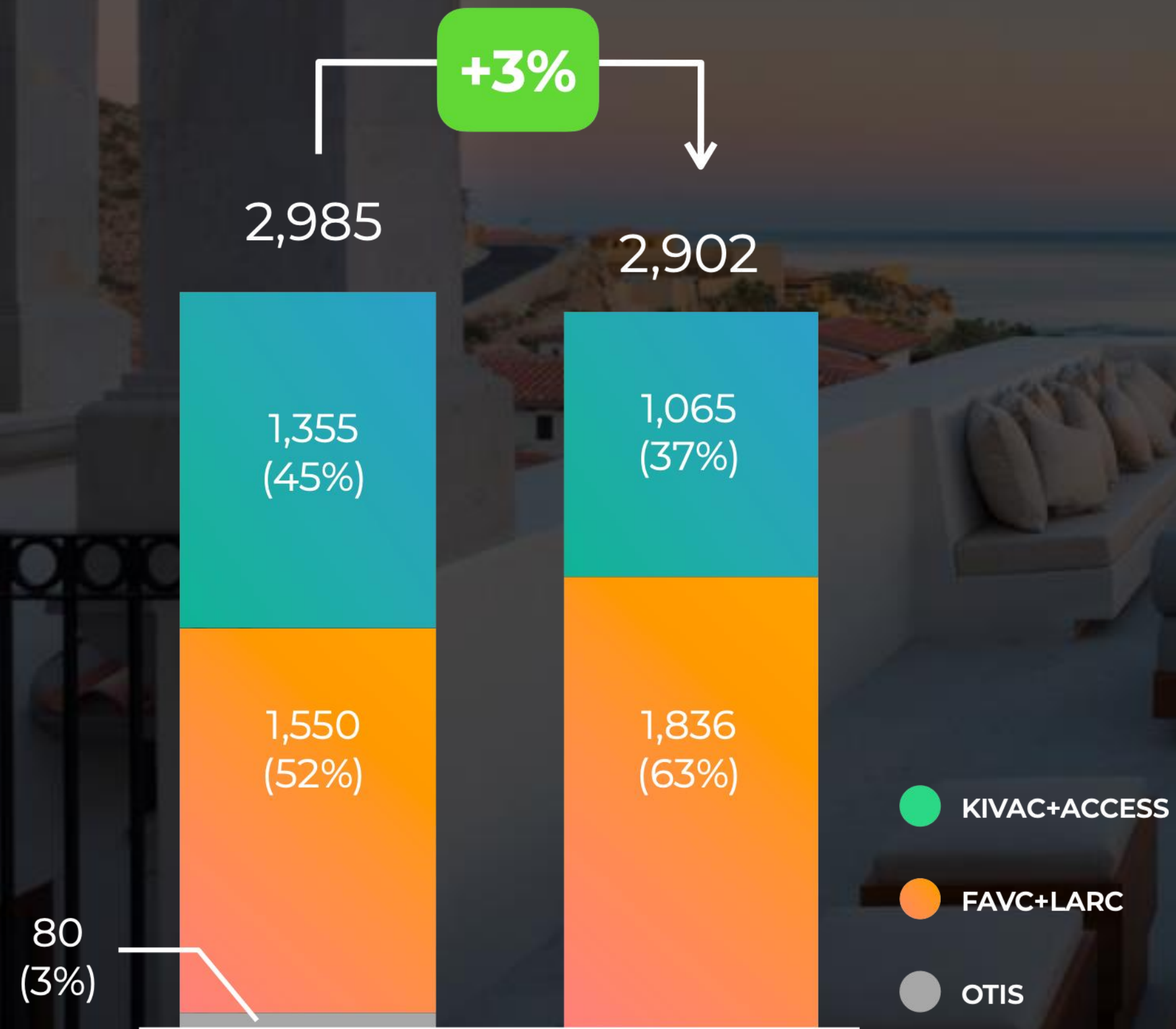
Live Aqua Private Residences Los Cabos

POSADAS[®]



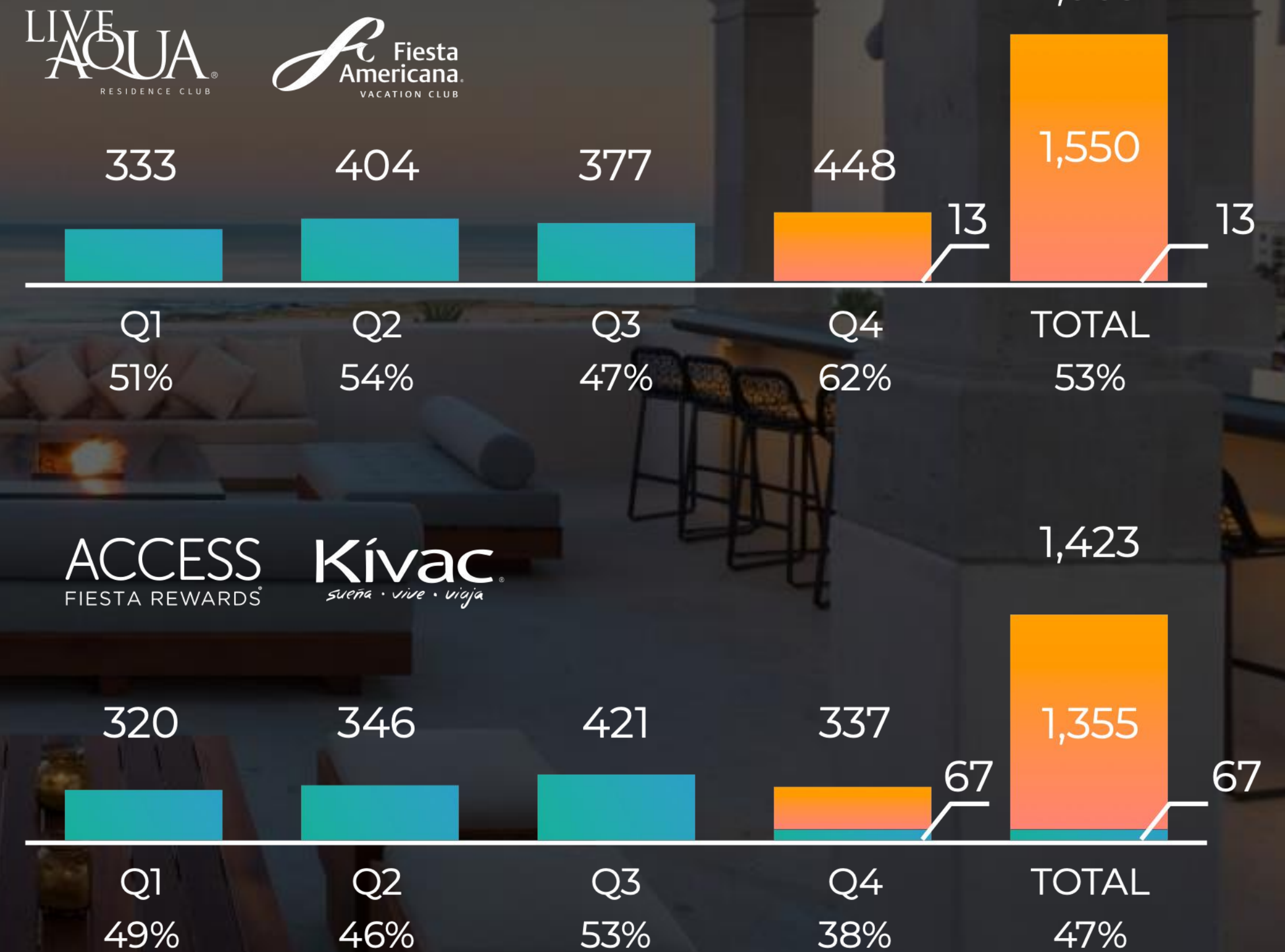
LOYALTY NET SALES

TOTAL NET SALES 2023
(MXN MILLIONS)



Live Aqua Private Residences Los Cabos

NET SALES BY PRODUCT
(MXN MILLIONS)



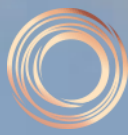


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DEVELOPMENT

Grand Fiesta Americana Riviera Cancún
All Inclusive Resort & Spa

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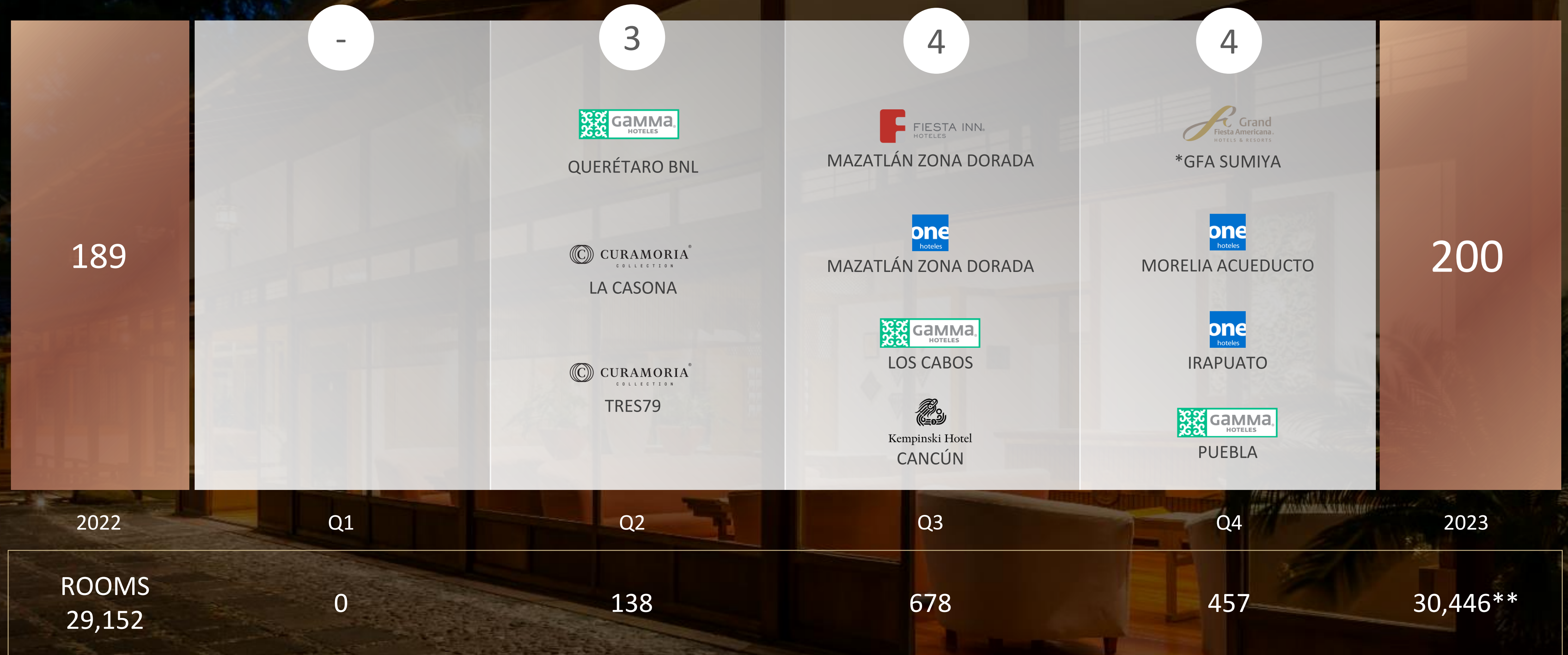


DEVELOPMENT



PIPELINE - 2023

4 OPENINGS IN THE 4TH QUARTER - 457 KEYS



*Grand Fiesta Americana Sumiya: Opening without branding

**One Puerto Vallarta +23 rooms/ Fiesta Americana Monterrey Pabellón -2 rooms



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FINANCIAL PERFORMANCE

Live Aqua San Miguel de Allende

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FINANCIAL PERFORMANCE

Fiesta Americana Condesa Cancún All Inclusive

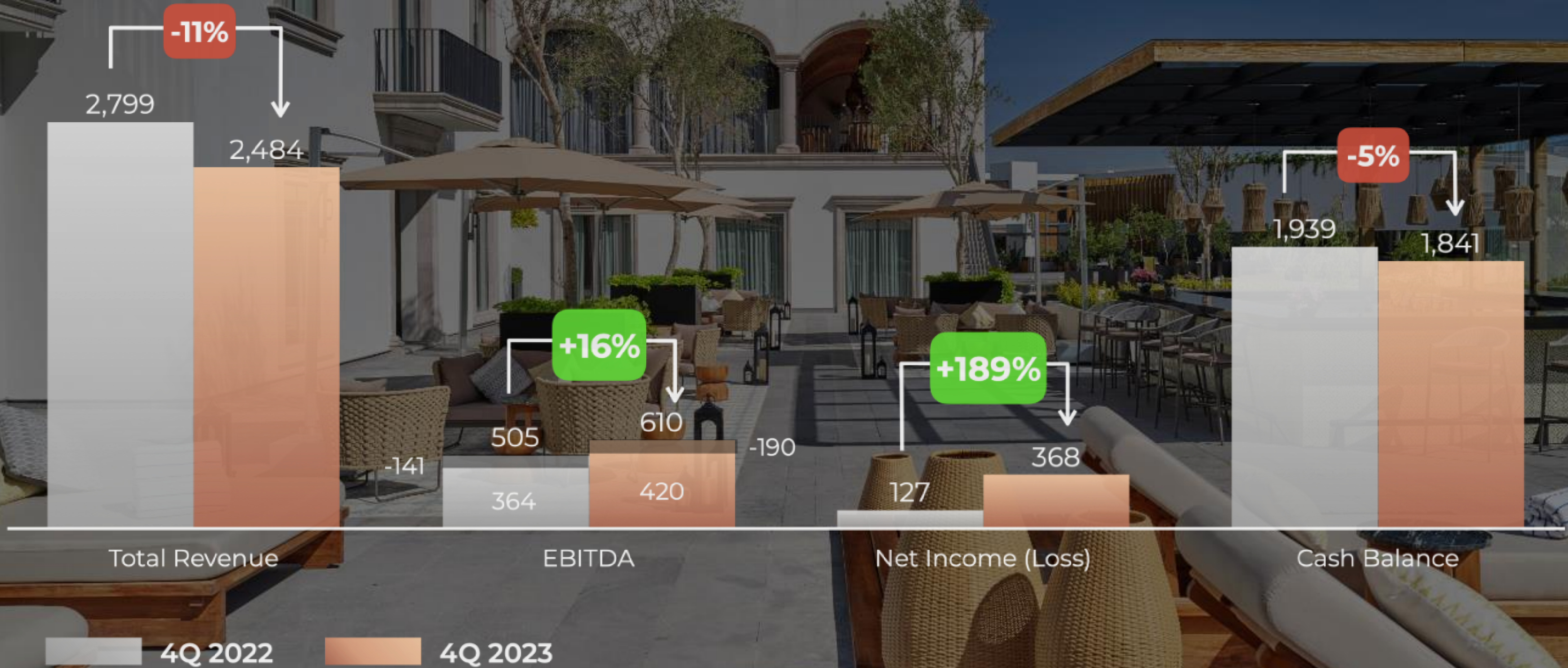
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P&L- (QOQ)

\$MXN MILLIONS

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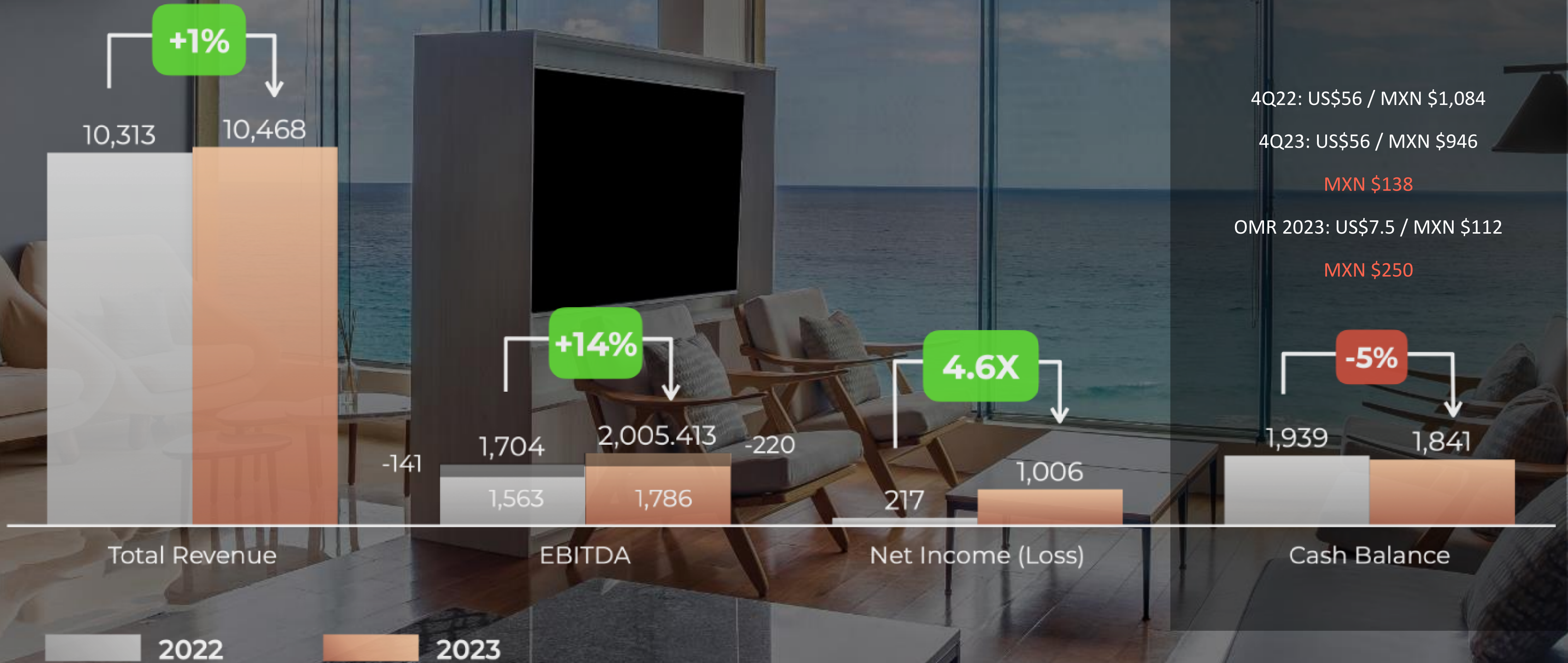




P&L- (YOY)

\$MXN MILLIONS

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FREE CASH FLOW, INTERNAL REPORTING

(MILLION PESOS)

Live Aqua Punta Cana

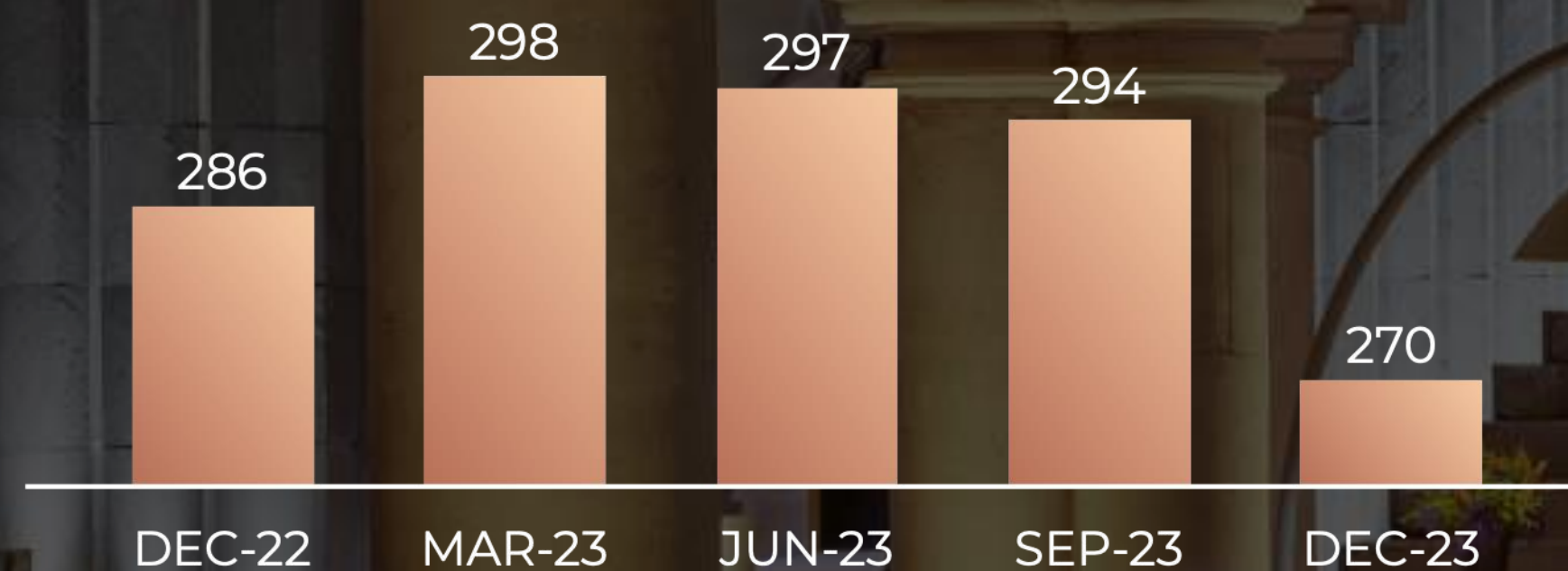
ACCUM. AS OF DECEMBER 2023

Cash 2022	1,939
EBITDA IFRS	1,786
Leases	(699)
EBITDA BAU	1,087
OTIS'advanced payments	48
Special operations	220
Working capital & Other	(78)
Profit Sharing	(135)
Interests, net	(236)
Taxes	(415)
Cash flow before Capex	491
CAPEX BAU	(339)
Open market repurchase	(112)
Exchange rate fluctuation	(138)
Cash BAU	(98)
Cash 2023	1,841

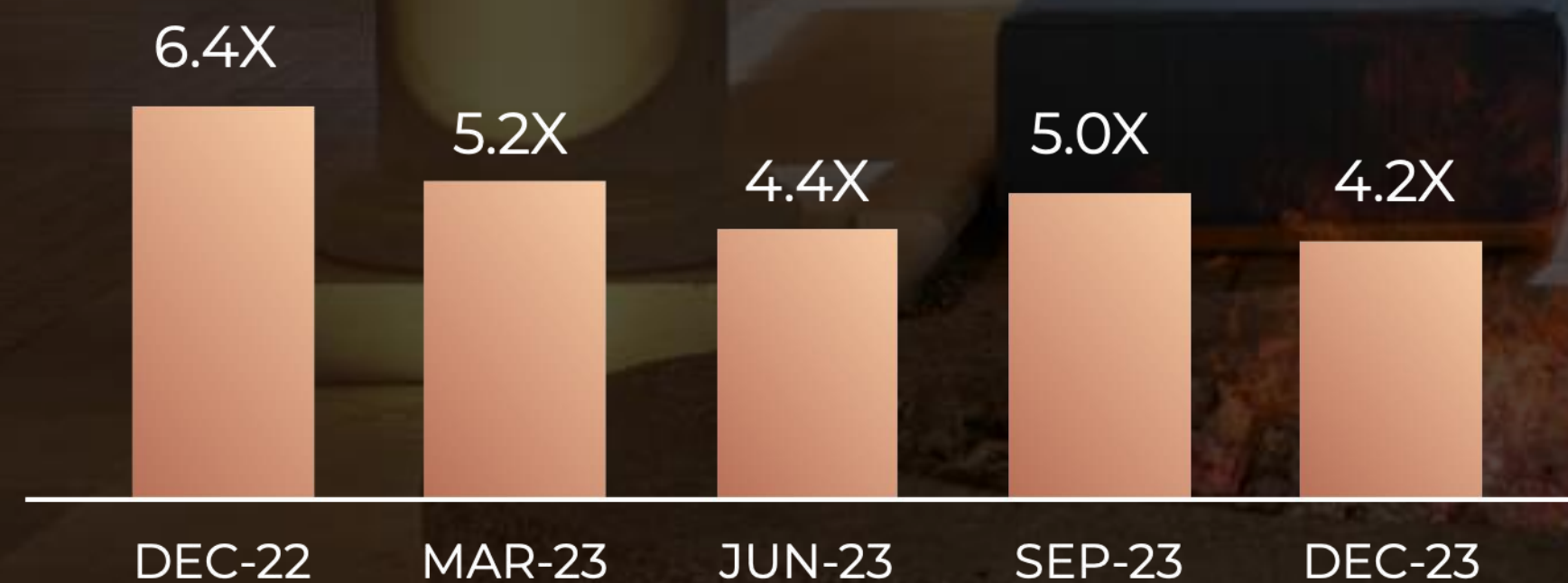


FINANCIAL HEALTH-4Q23

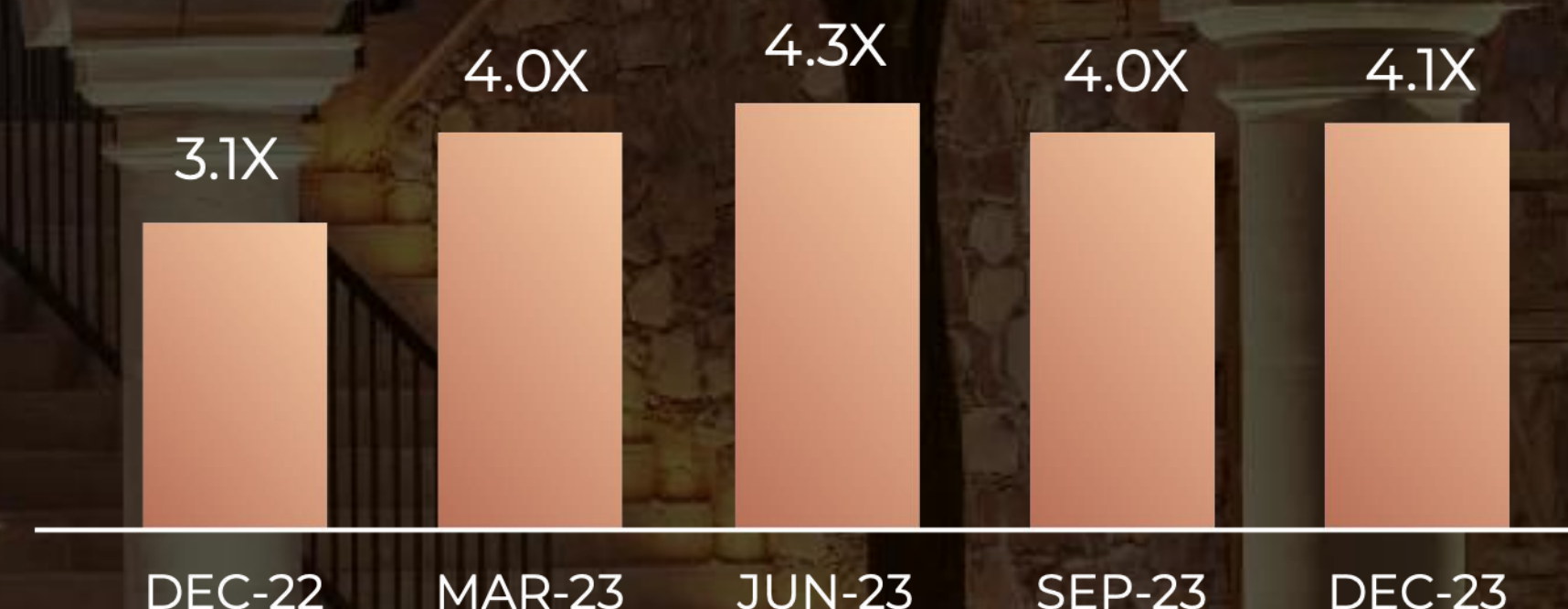
NET DEBT
(US\$M)



NET DEBT / EBITDA



NET INTEREST COVERAGE



	Dec-22	Mar-23	Jun-23	Sep-23	Dec-23
Total Debt	7,477	6,987	6,557	6,736	6,398
Interest	0	94	0	90	0
Debt+Interest	7,478	7,081	6,557	6,826	6,398
Cash	1,939	1,682	1,486	1,645	1,841
Net Debt	5,539	5,399	5,071	5,181	4,557
EBITDA LTM	865	1,047	1,152	1,034	1,087
ND / EBITDA	6.4x	5.2x	4.4x	5.0x	4.2x
Exchange Rate	19.36	18.11	17.07	17.62	16.89
Leases Liabilities	3,018	2,997	2,817	3,012	2,865
Leases LTM	698	700	700	696	699
ND/ EBITDA IFRS16	5.5x	4.8x	4.3x	4.7x	4.2x



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HIGHLIGHTS

Live Aqua San Miguel de Allende

POSADAS®



LIVE
AQUA.

HIGHLIGHTS



Live Aqua
Private Residences
Los Cabos

HIGHLIGHTS

- Hotel occupancy rate was 68%, 2 pp higher year-over-year.
- RevPAR (revenue per available room) increased by 3% despite the appreciation of the MXN vs. USD of 13% QoQ.



HIGHLIGHTS

- Q4 revenue was \$2,484 million, 11% lower QoQ, which includes \$307 million from advertising and marketing recoverable revenue. \$10,468 million in 2023, increasing 2% year-over-year.
- 4Q EBITDA was \$420 million, 15% higher QoQ and \$1,786 million in 2023, 14% higher.



HIGHLIGHTS

- Year to date net income was \$1,006 million. Including a foreign exchange gain of \$832 mm in 2023.
- Four hotel openings with 457 rooms in 4Q.



HIGHLIGHTS

- Pipeline with 18 new hotels / 3,428 rooms, 11% growth.
- Cash available as of December 31, 2023 was \$1,841 million (65% denominated in USD).

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EXPLOREAN
DISCOVERY RESORTS

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FREESTYLE HOTELS

FIESTA INN.
HOTELES

GAMMA.
HOTELES

one
hoteles

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RESIDENCE CLUB

Fiesta
Americana
VACATION CLUB

ACCESS
FIESTA REWARDS

VIAJAPLUS

FR
FIESTAREWARDS

FR
FIESTAREWARDS
MOTIVA

FR
FIESTAREWARDS
APRECIARE