



# 1Q24

## EARNINGS

CONFERENCE CALL  
04/25/2024

POSADAS.



ArcelorMittal

Le Grand Fiesta Americana



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Grand Fiesta Americana  
Coral Beach Cancún All Inclusive Spa Resort

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# POSADAS



# KPI'S POSADAS (MXN)



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# RESORTS

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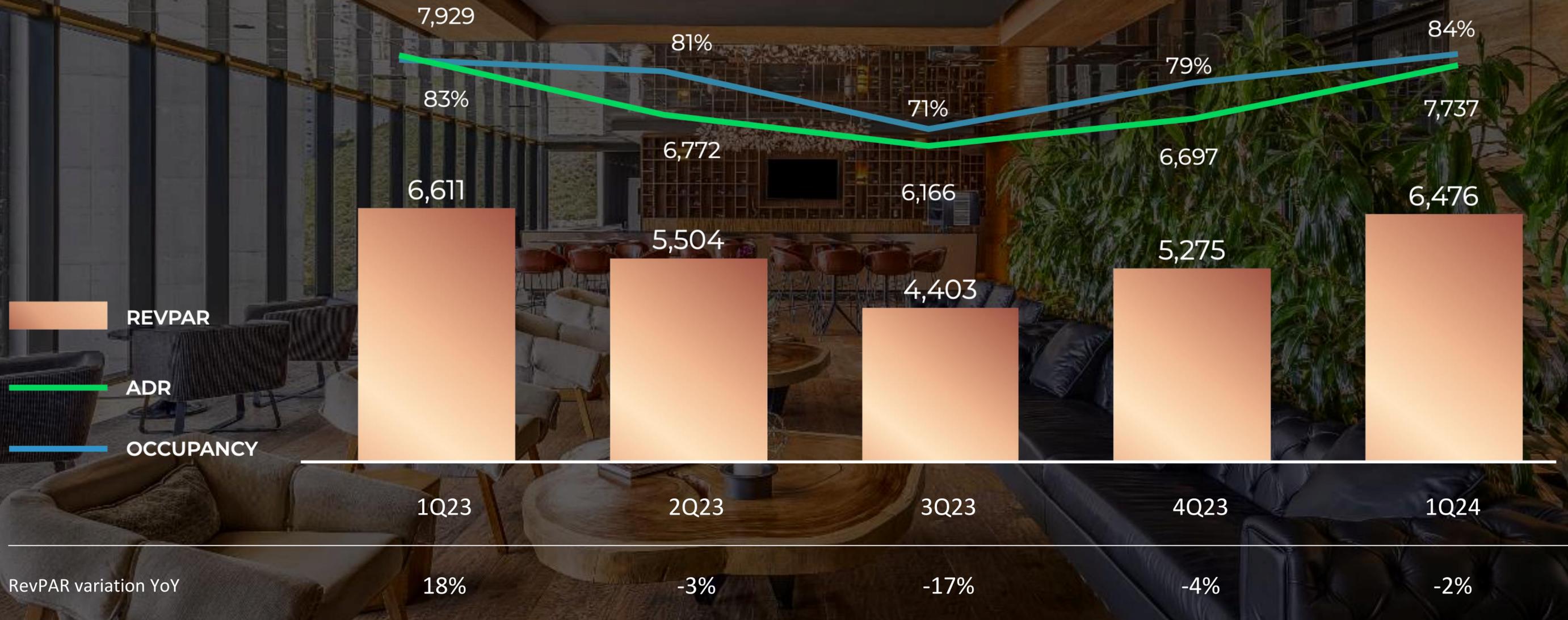
# RESORTS



Fiesta Americana Puerto Vallarta All Inclusive & Spa



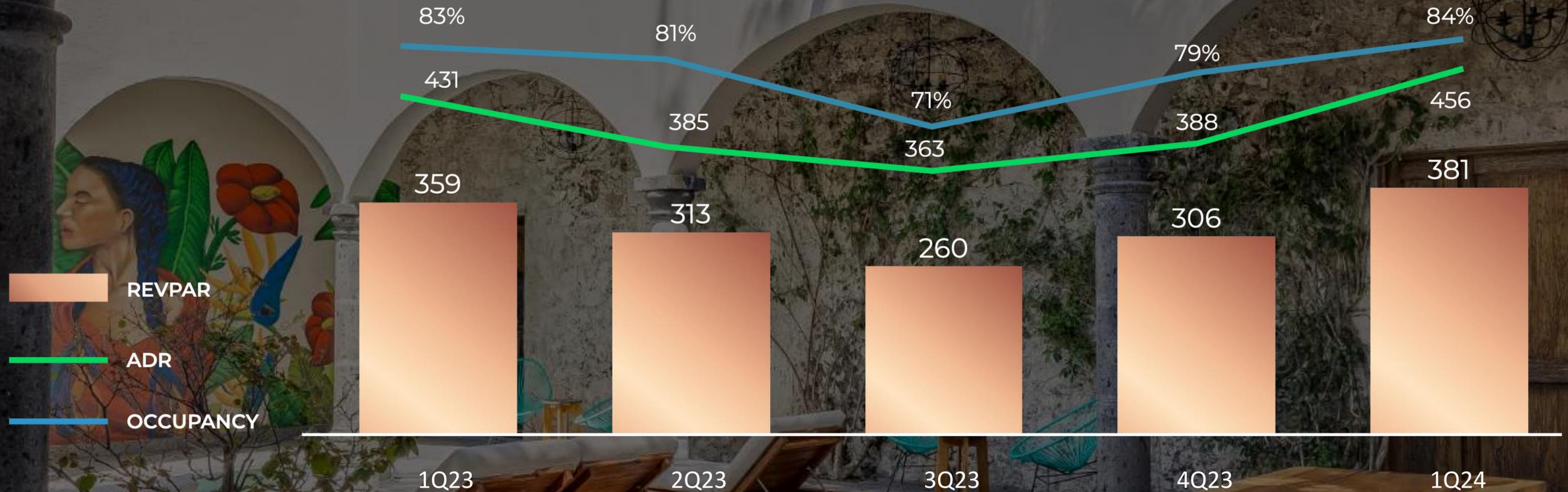
# KPI'S RESORTS (MXN)



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# KPI'S RESORTS (USD)



RevPAR variation YoY

1Q23	2Q23	3Q23	4Q23	1Q24
31%	11%	0%	9%	6%



# UPSCALE & LUXURY CIUDAD

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# UPSCALE & LUXURY CIUDAD

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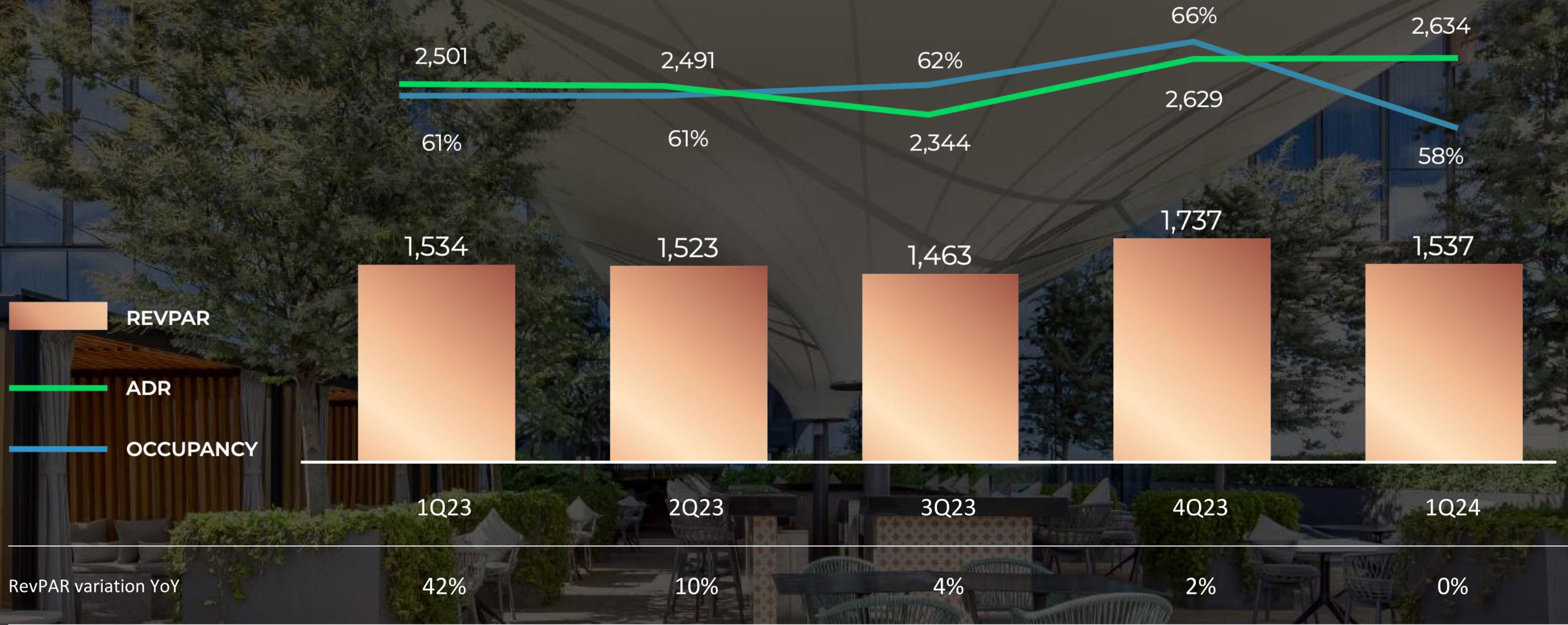
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# KPI'S URBAN (MXN)



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# MIDSCALE & ECONOMY





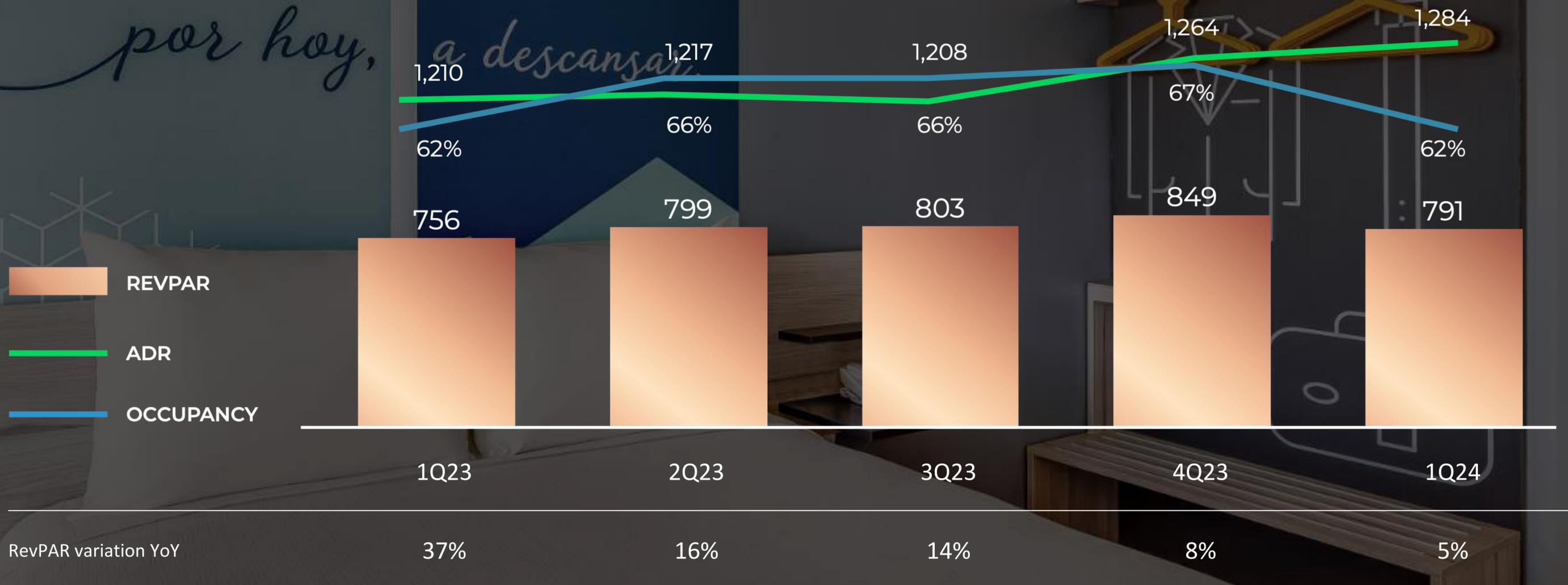
# MIDSCALE & ECONOMY



one Mazatlán



# KPI'S MIDSCALE (MXN)



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# LOYALTY

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FIESTA REWARDS<sup>®</sup>

Kivac<sup>®</sup>  
*Sueña • vive • Viaja*

Live Aqua Private Residences Marina Vallarta

POSADAS<sup>®</sup>



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# LOYALTY



Fiesta Americana Cancún Villas

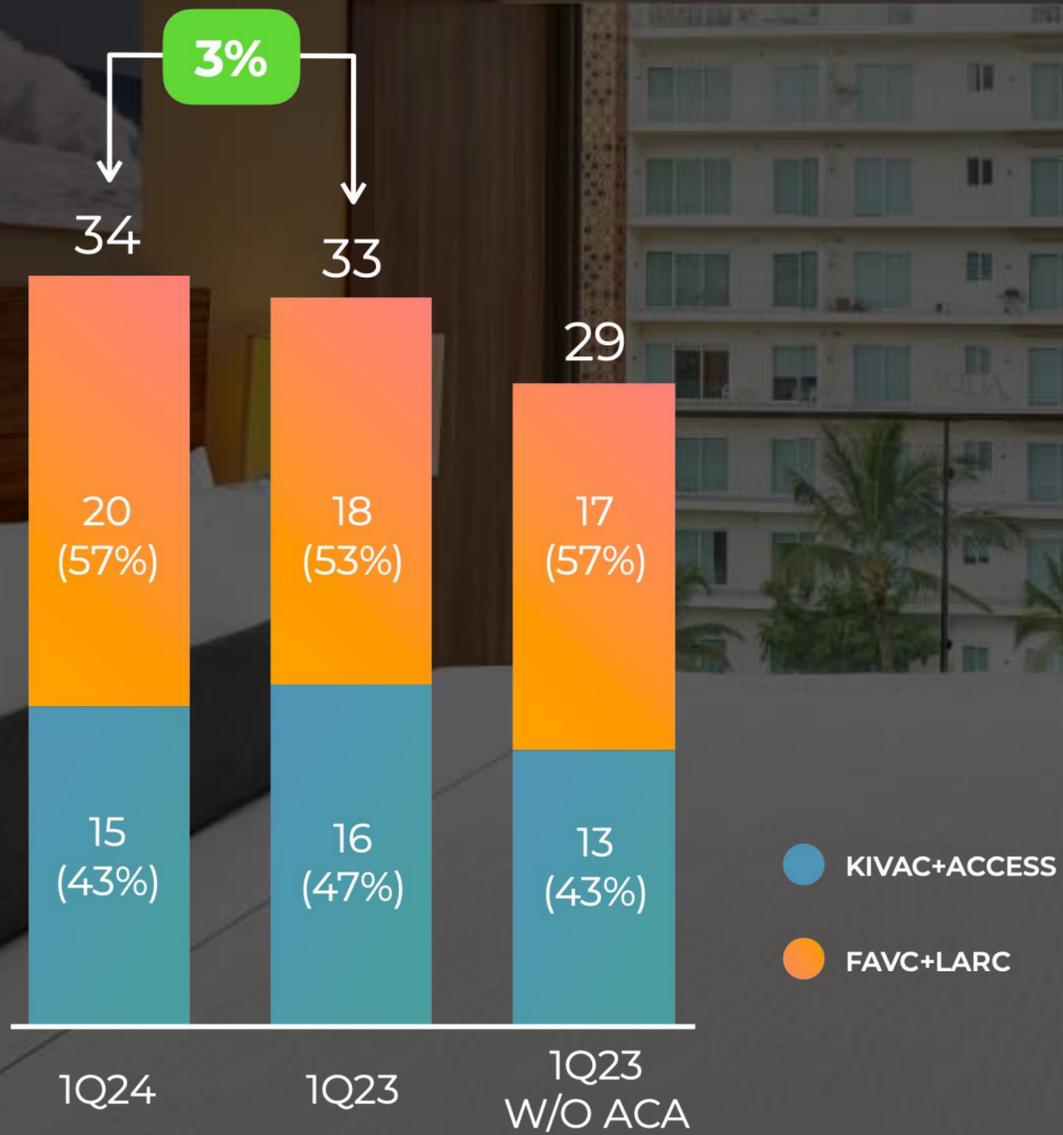
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# LOYALTY NET SALES

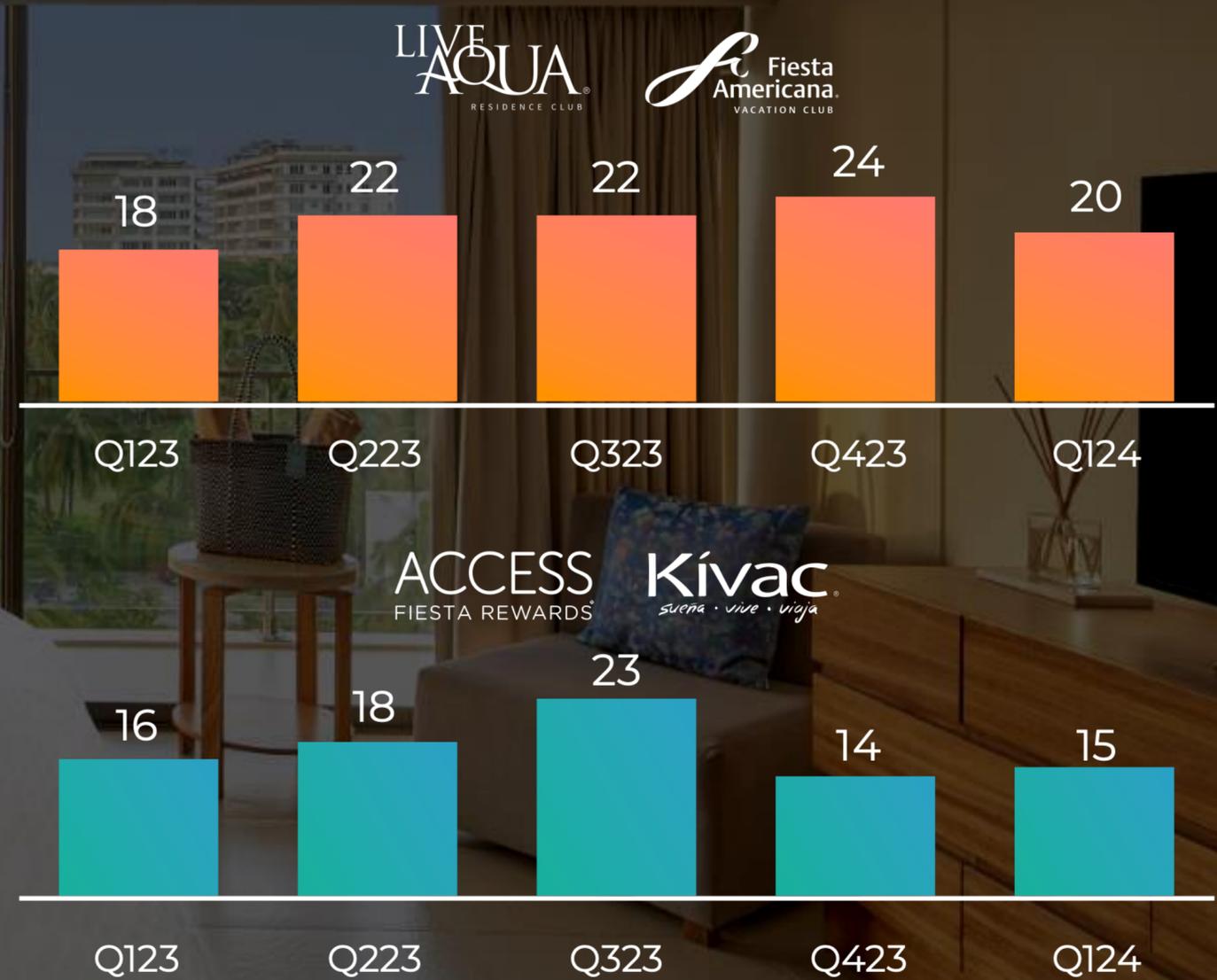
MEMBERSHIP NET SALES +3% YEAR OVER YEAR

## TOTAL NET SALES (USD MILLIONS)



Live Aqua Private Residences Marina Vallarta

## NET SALES BY PRODUCT (USD MILLIONS)





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# DEVELOPMENT

Grand Fiesta Americana Riviera Cancún  
All Inclusive Resort & Spa



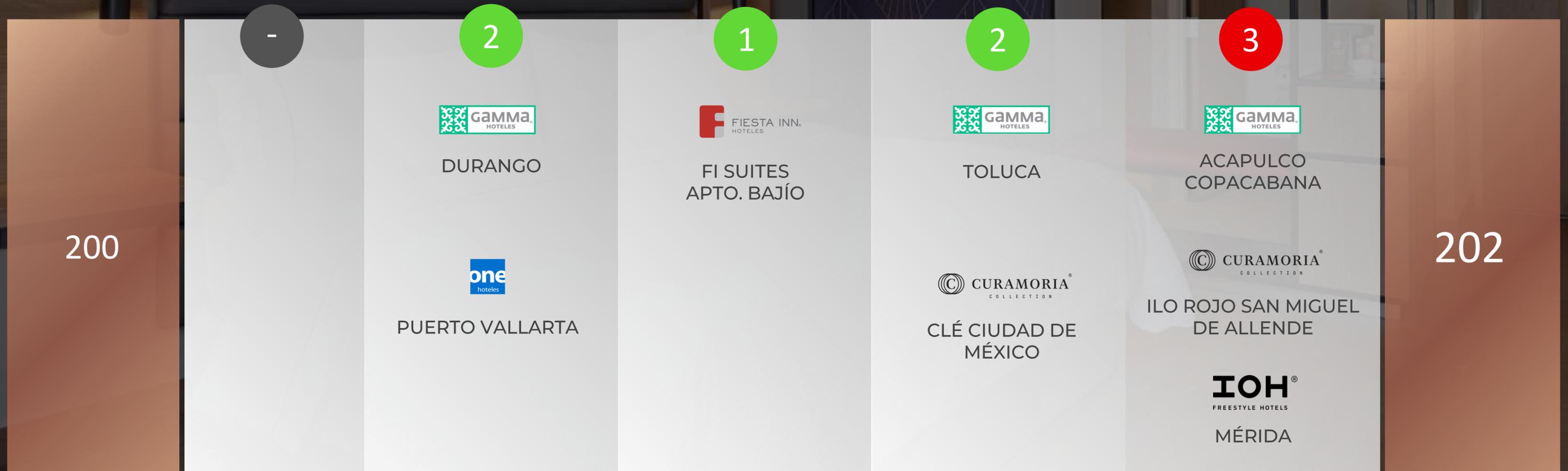
# DEVELOPMENT



# PIPELINE - 1Q 2024

## 3 HOTEL EXITS/ -597 ROOMS

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	2023	Q1 E	Q2 E	Q3 E	Q4 E	Exits	2024
ROOMS	30,446	0	154	139	141	597	30,283

\*Aumento en inventario de Puerto Vallarta



# FINANCIAL PERFORMANCE

Live Aqua Cancún



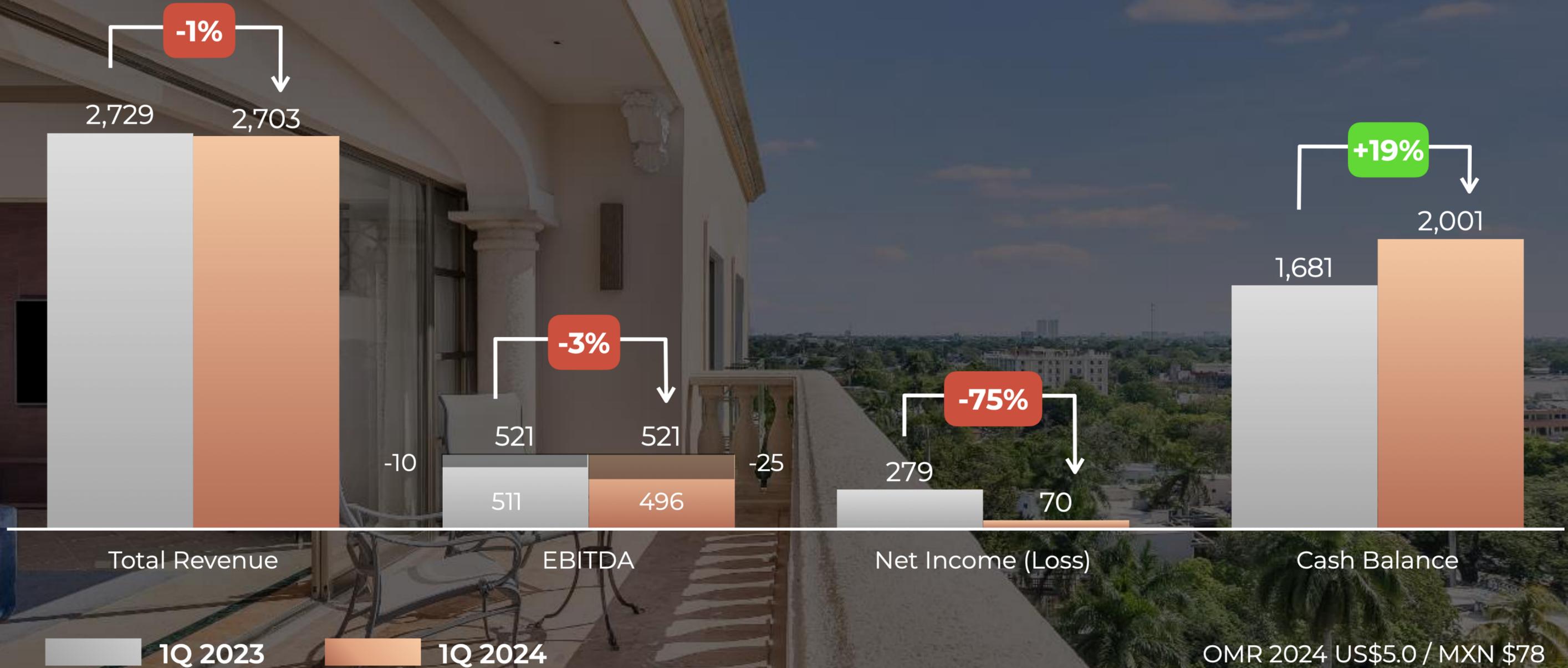
# FINANCIAL PERFORMANCE



# P&L- (YOY)

\$MXN MILLIONS

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Fiesta Americana Mérida

OMR 2024 US\$5.0 / MXN \$78



# FREE CASH FLOW, INTERNAL REPORTING

(MILLION PESOS)

Grand Fiesta Americana Oaxaca

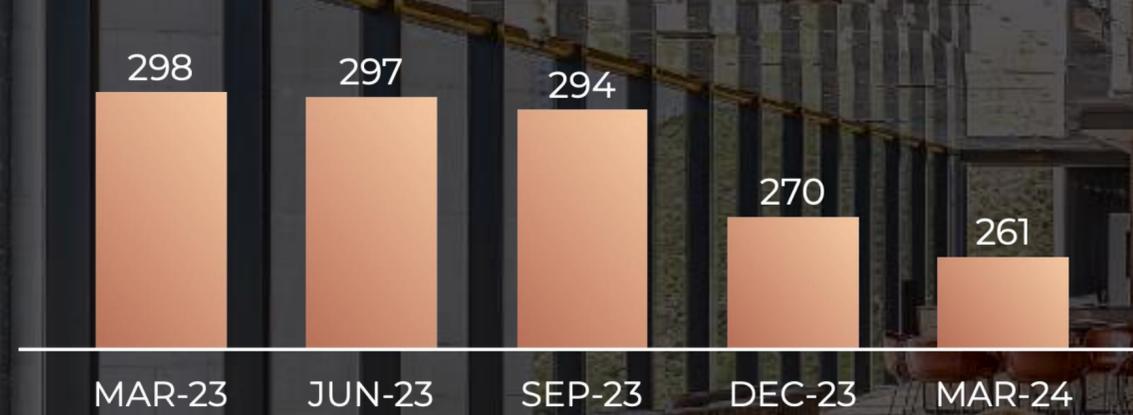
## ACCUM. 2024

<b>Cash 2023</b>	<b>1,841</b>
EBITDA IFRS	496
Leases	(187)
EBITDA BAU	309
Special operations	25
Working capital & Other	(15)
Profit Sharing	0
Interests, net	(3)
Taxes	0
<b>Cash flow before Capex</b>	<b>317</b>
CAPEX BAU	(58)
OTIS' advanced payments	(8)
Open market repurchase	(78)
Exchange rate fluctuation	(13)
<b>Cash BAU</b>	<b>160</b>
<b>Cash 2024</b>	<b>2,001</b>

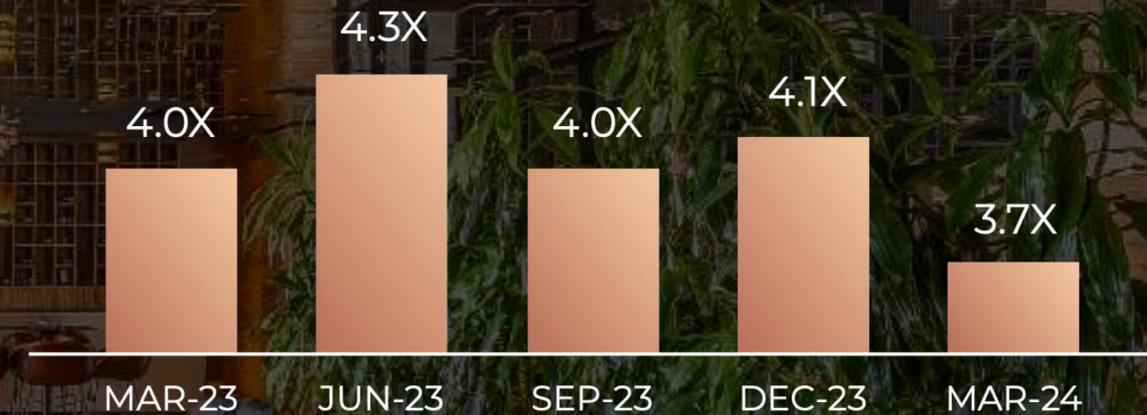


# FINANCIAL HEALTH-4Q23

## NET DEBT (US\$M)



## NET INTEREST COVERAGE



## NET DEBT / EBITDA



	Mar-23	Jun-23	Sep-23	Dec-23	Mar-24
Total Debt	6,987	6,557	6,736	6,398	6,234
Interest	94	0	90	0	117
<b>Debt+Interest</b>	<b>7,081</b>	<b>6,557</b>	<b>6,826</b>	<b>6,398</b>	<b>6,351</b>
Cash	1,682	1,486	1,645	1,841	2,001
<b>Net Debt</b>	<b>5,399</b>	<b>5,071</b>	<b>5,181</b>	<b>4,557</b>	<b>4,350</b>
<b>EBITDA LTM</b>	<b>1,047</b>	<b>1,152</b>	<b>1,034</b>	<b>1,087</b>	<b>1,063</b>
<b>ND / EBITDA</b>	<b>5.2x</b>	<b>4.4x</b>	<b>5.0x</b>	<b>4.2x</b>	<b>4.1x</b>
Exchange Rate	18.11	17.07	17.62	16.89	16.68
Leases Liabilities	2,997	2,817	3,012	2,865	3,211
Leases LTM	700	700	696	699	708
<b>ND/ EBITDA IFRS16</b>	<b>4.8x</b>	<b>4.3x</b>	<b>4.7x</b>	<b>4.2x</b>	<b>4.3x</b>



# HIGHLIGHTS

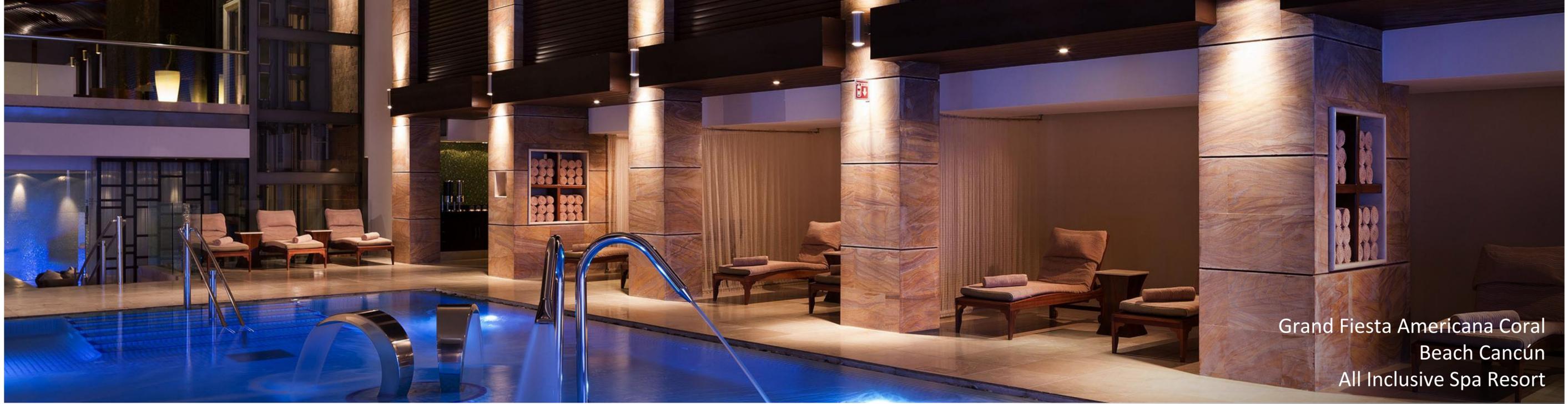


# HIGHLIGHTS



## HIGHLIGHTS

- Hotel occupancy rate was 63%, 1 pp lower year-over-year.
- RevPAR (revenue per available room) increased by 1% despite the appreciation of the MXN vs. USD of 8% QoQ.



Grand Fiesta Americana Coral  
Beach Cancún  
All Inclusive Spa Resort

## HIGHLIGHTS

- Q1 revenue was \$2,702 million, 1% lower QoQ, which includes \$327 million from advertising and marketing recoverable revenue.
- 1Q EBITDA was \$496 million, 3% lower QoQ.



Fiesta Americana Cozumel All Inclusive

## HIGHLIGHTS

- Year to date net income was \$70 million. Including a foreign exchange gain of \$66 million.



## HIGHLIGHTS

- Pipeline with 21 new hotels / 3,719 rooms, 12% growth.
- Cash available as of March 31, 2024 was \$2,001 million (73% denominated in USD), 19% higher than 1Q23.

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