



2024

POSADAS.

EARNINGS

CONFERENCE CALL
07/25/2024



Live Aqua San Miguel de Allende



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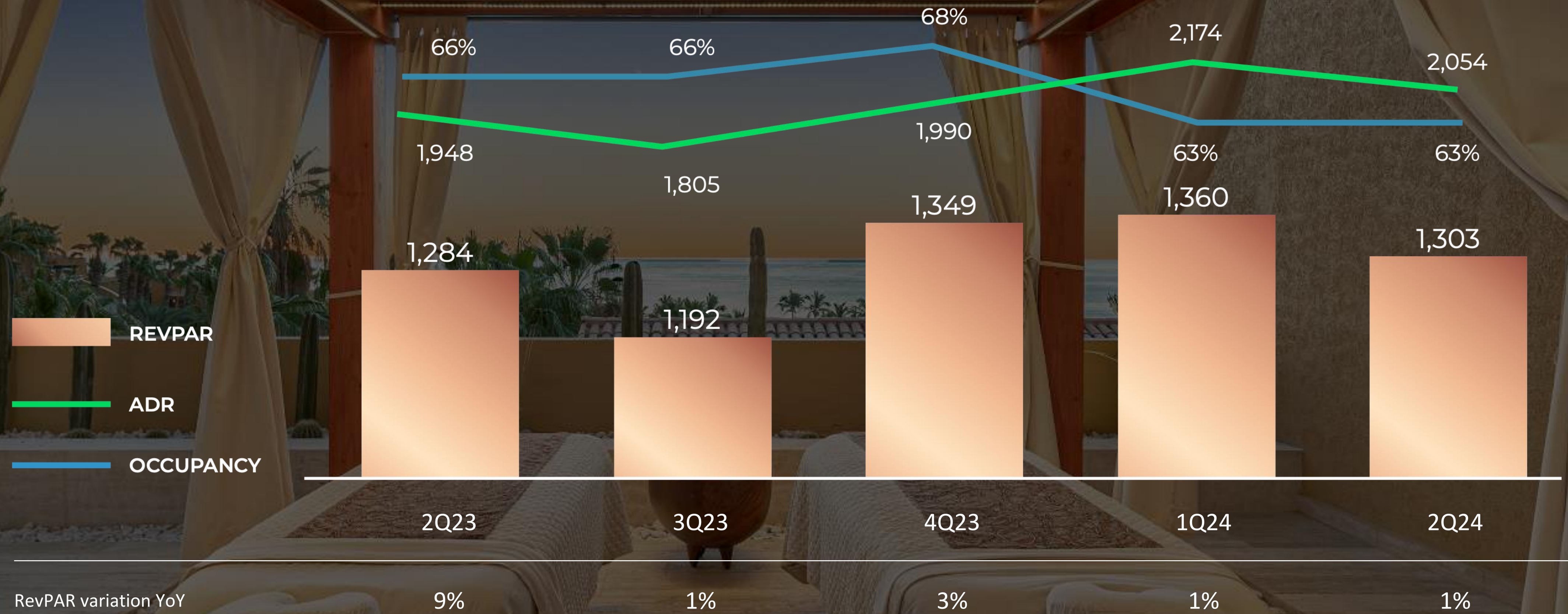
supply and demand changes for hotel rooms and vacation club memberships in our markets; the financial condition of the airline industry and its impact on the lodging industry; the impact of government regulations and resolutions, including land use, tax, health, safety and environmental laws; capital 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.



POSADAS



KPI'S POSADAS (MXN)



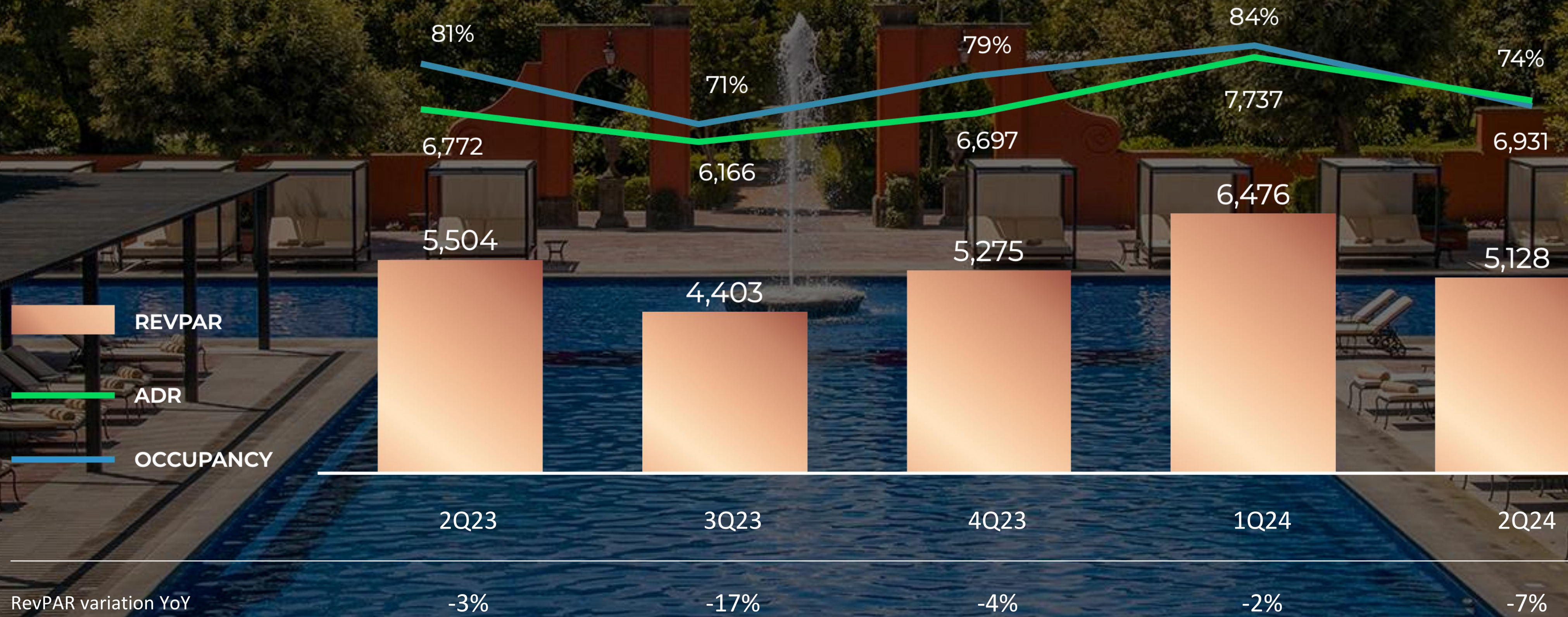


RESORTS





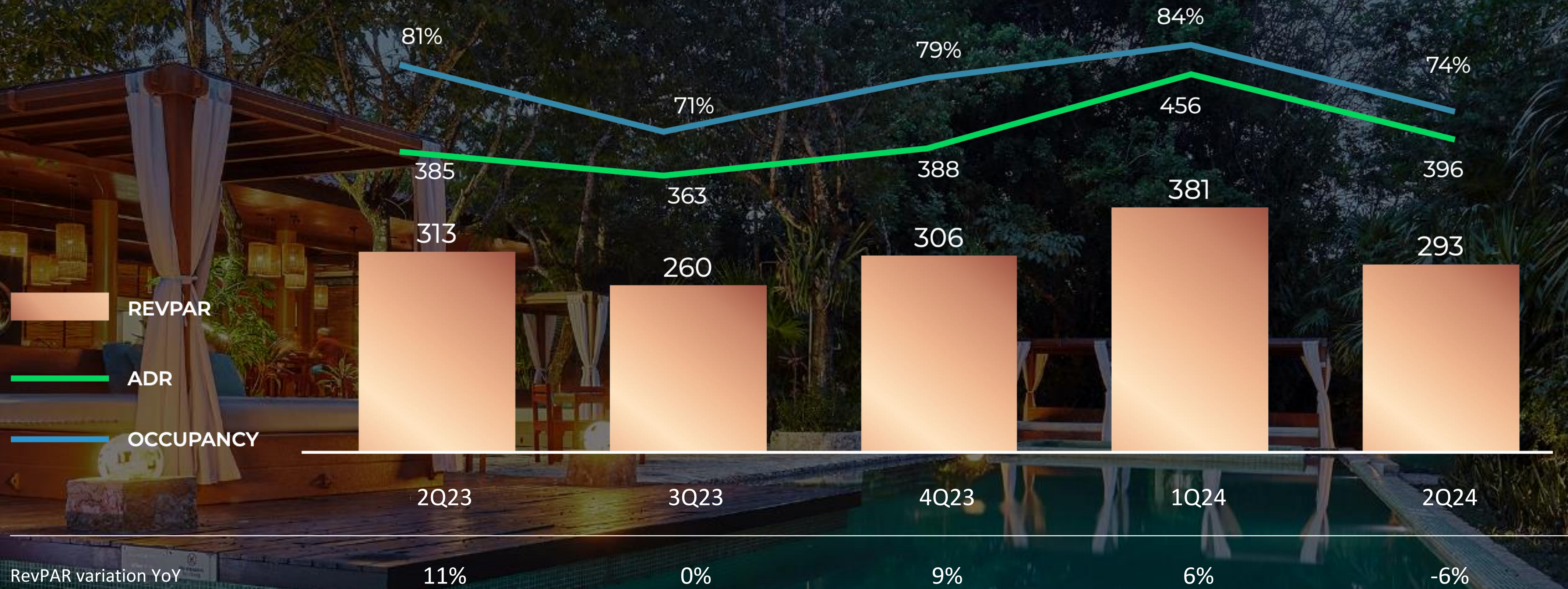
KPI'S RESORTS (MXN)



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KPI'S RESORTS (USD)





UPSCALE & LUXURY CIUDAD

LIVE
AQUA[®]
RESORTS & RESIDENCES

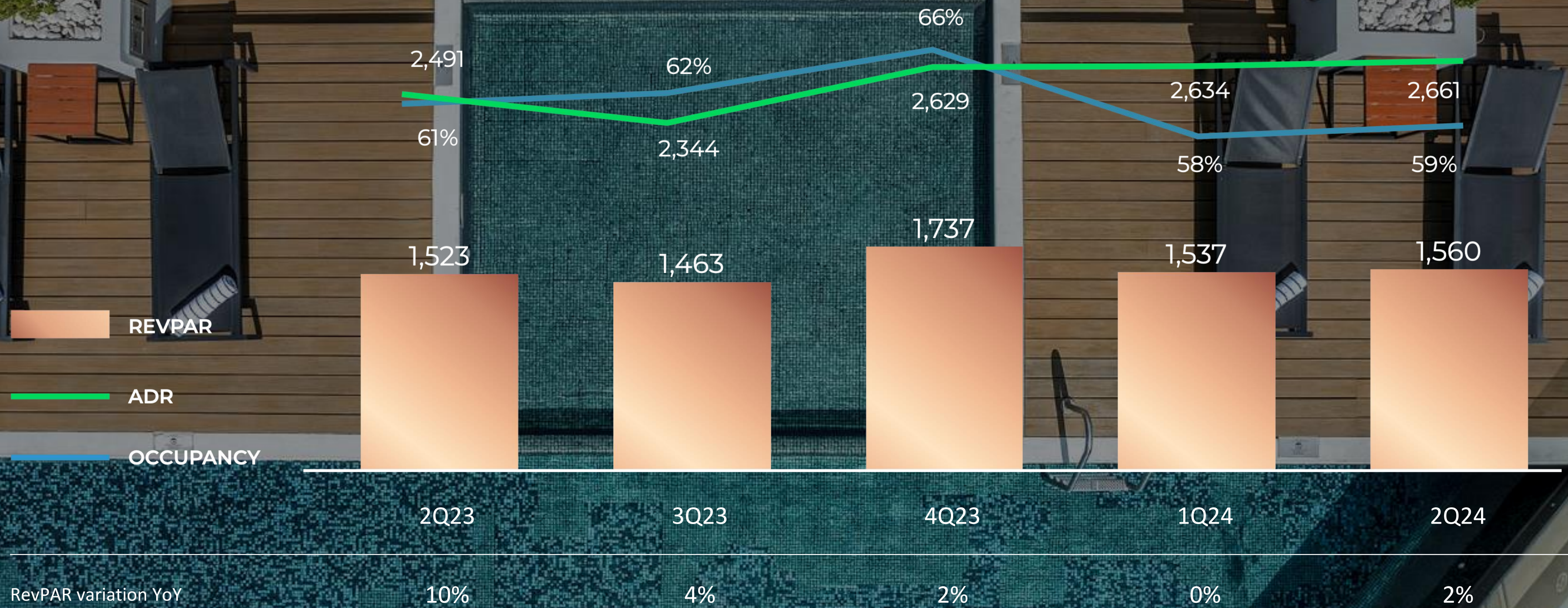
F Grand
Fiesta Americana[®]
HOTELS & RESORTS

(C) CURAMORIA[®]
COLLECTION

F Fiesta
Americana[®]
HOTELS & RESORTS

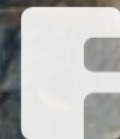


KPI'S URBAN (MXN)





MIDSCALE & ECONOMY



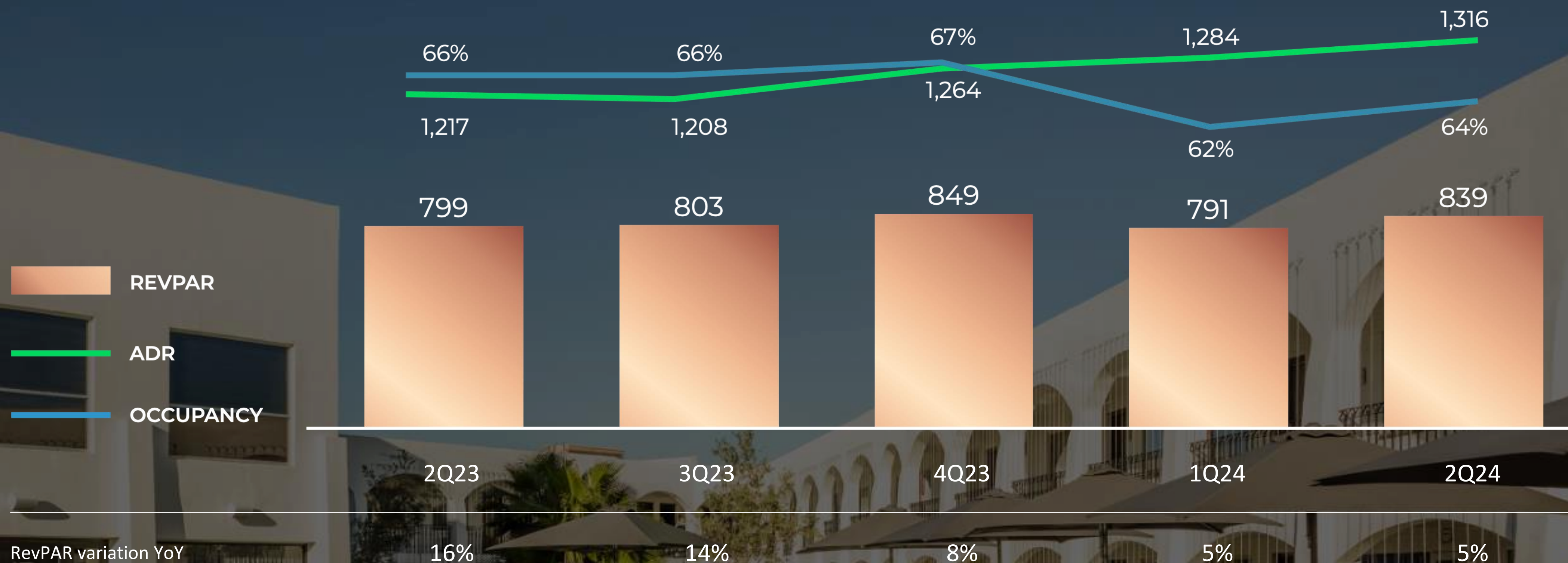
FIESTA INN.
HOTELES





KPI'S MIDSCALE (MXN)

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LOYALTY

LIVE
AQUA[®]
RESIDENCE CLUB

F Fiesta
Americana[®]
VACATION CLUB

ACCESS
FIESTA REWARDS[®]

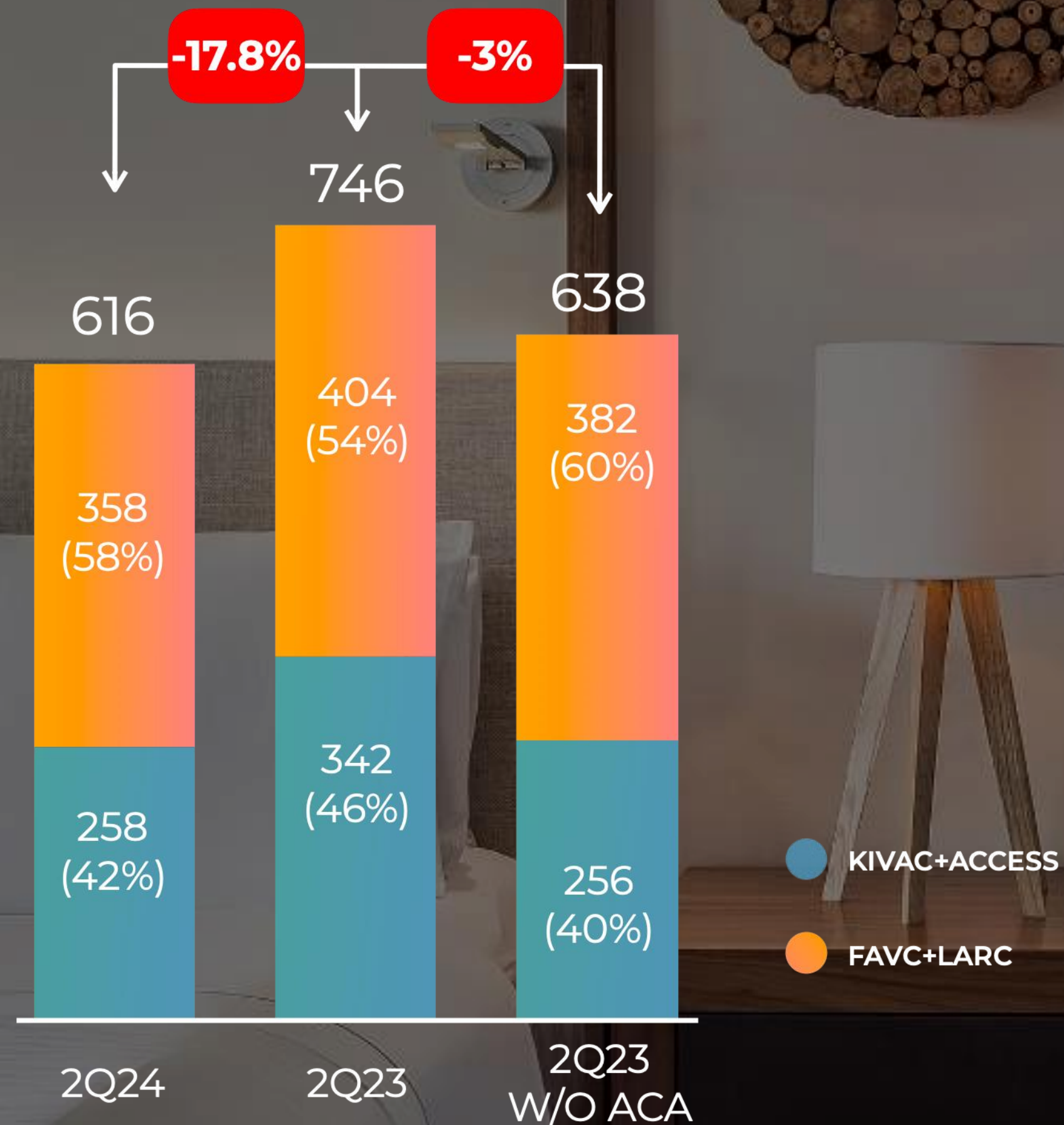
Kivac[®]
sueña • vive • viaja



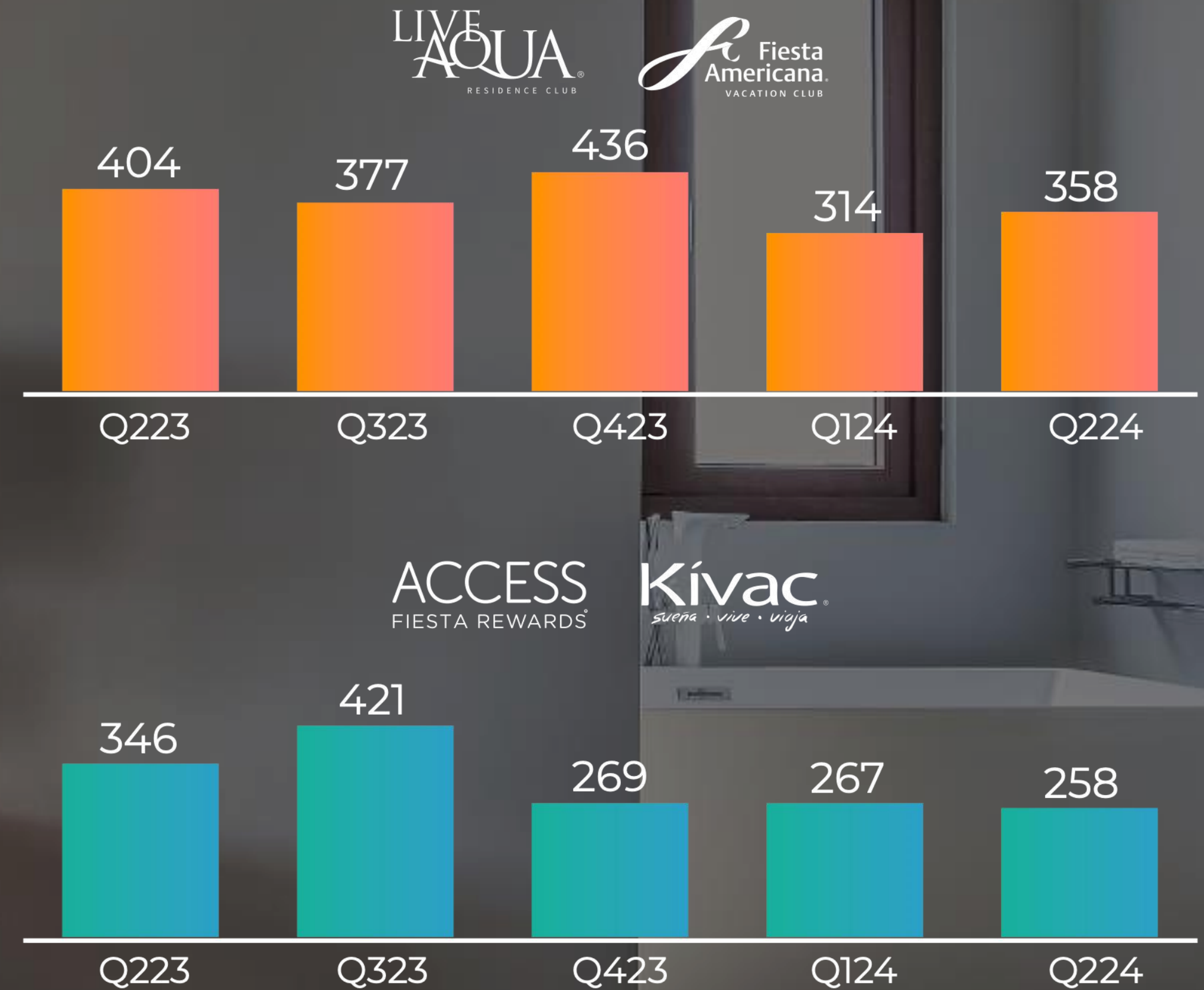
LOYALTY NET SALES

MEMBERSHIP NET SALES +3% YEAR OVER YEAR WITHOUT ACAPULCO EFFECT

TOTAL NET SALES
(\$MXN MILLIONS)



NET SALES BY PRODUCT
(\$MXN MILLIONS)





DEVELOPMENT

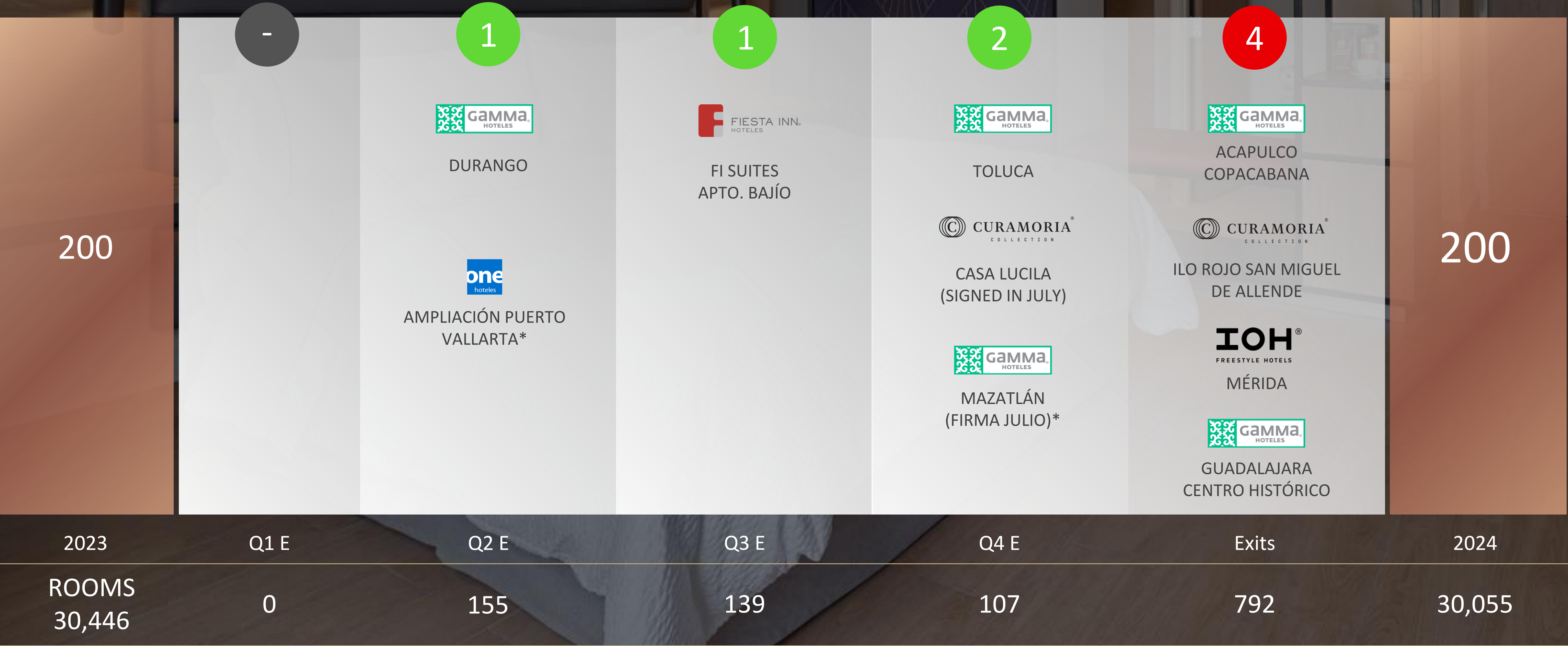
Grand Fiesta Americana Riviera Cancún
All Inclusive Resort & Spa



DEVELOPMENT

PIPELINE - 2Q 2024

4 HOTEL EXITS/ -792 ROOMS



* one Puerto Vallarta, additional rooms.
* Gamma Mazatlán, conversion from franchise to management contract.

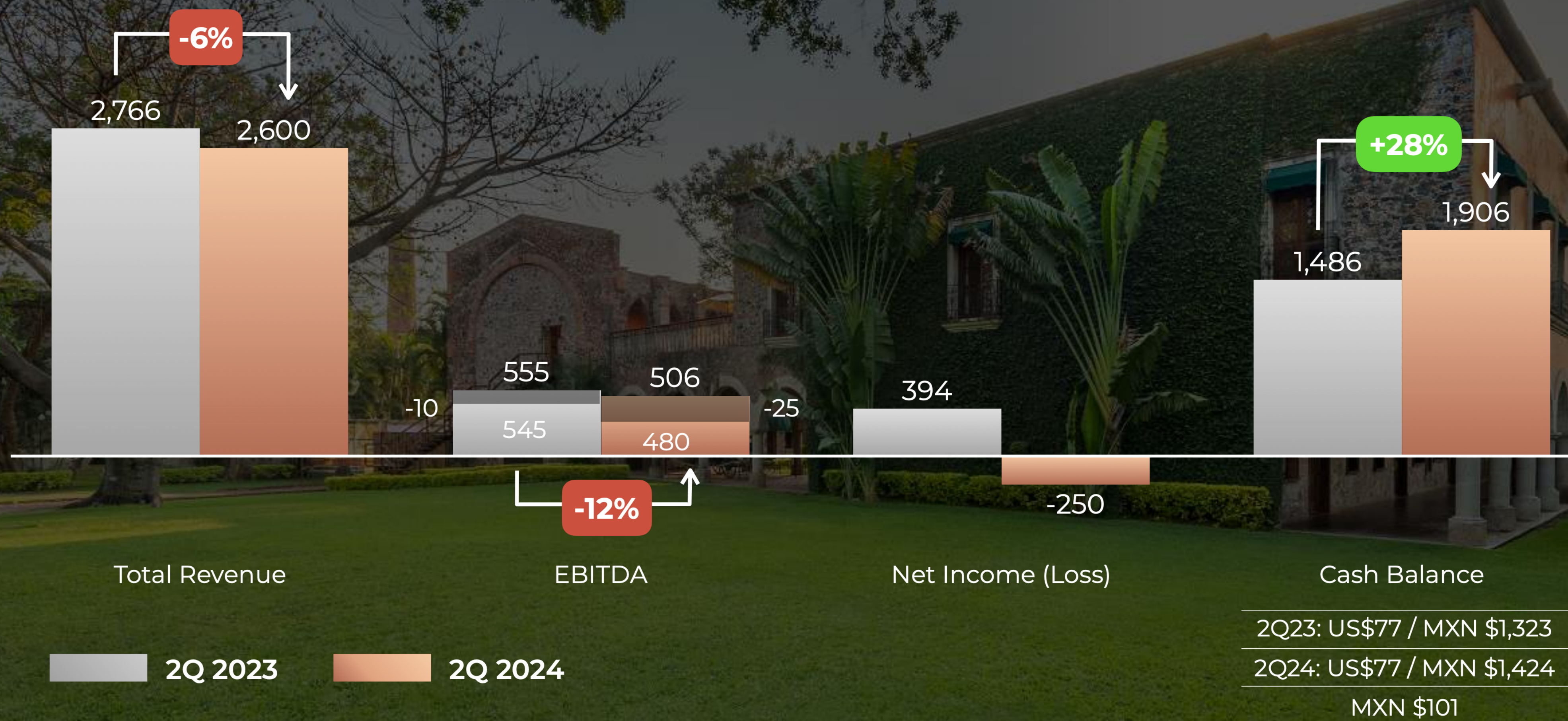


FINANCIAL PERFORMANCE



P&L- (YOY)

\$MXN MILLIONS

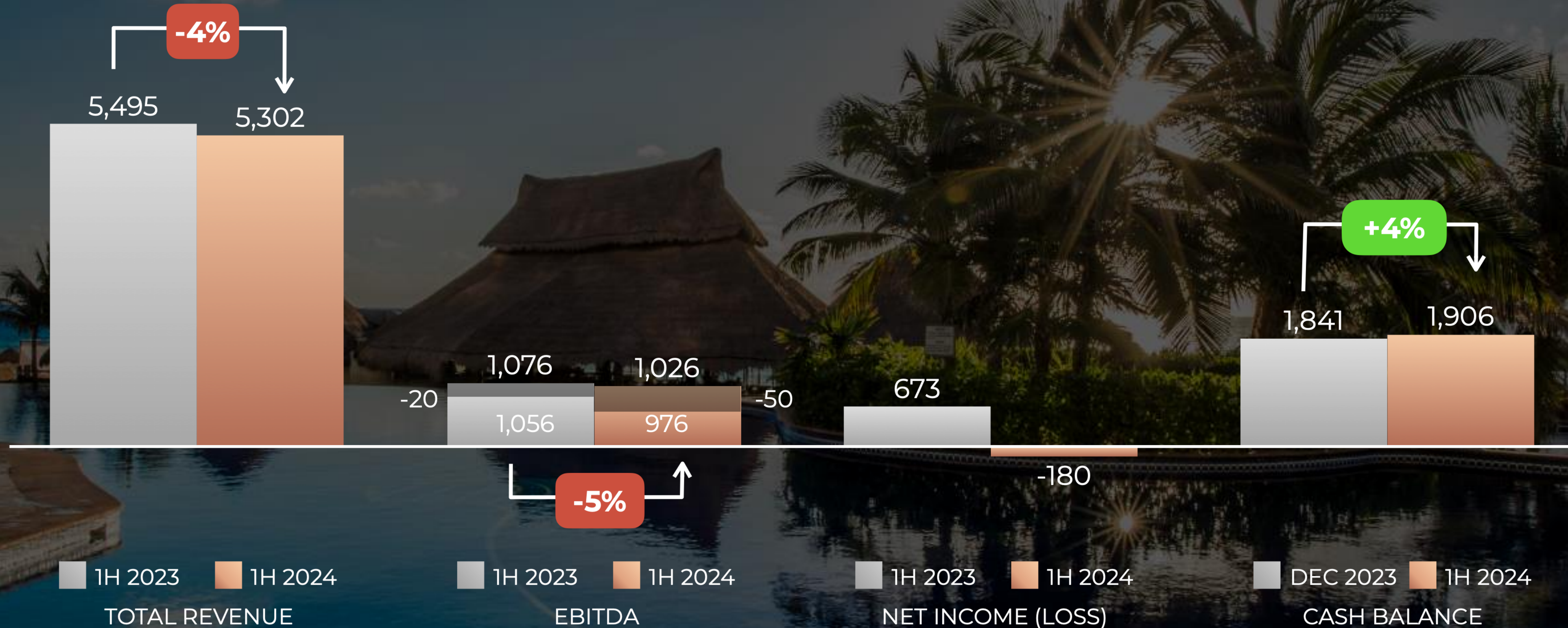




P&L- (YOY)

\$MXN MILLIONS

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4Q23: US\$74 / MXN \$1,257
2Q24: US\$74 / MXN \$1,367
MXN \$110



FREE CASH FLOW, INTERNAL REPORTING

(MILLION PESOS)

Grand Fiesta Americana Monterrey Valle

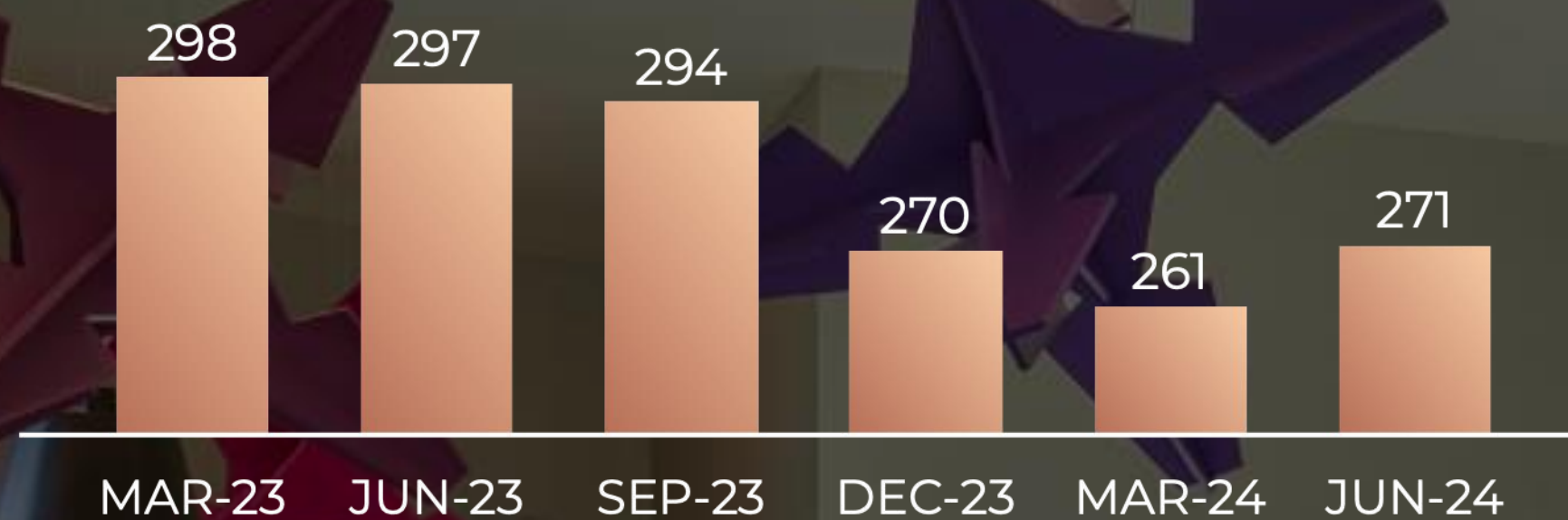
ACCUM. 2024

Cash 2023	1,841
EBITDA IFRS	976
Leases	(363)
EBITDA BAU	613
Special operations	50
OTIS'advanced payments	80
Working capital & Other	(102)
Profit Sharing	(203)
Interests, net	(183)
Taxes	0
Cash flow before Capex	255
CAPEX BAU	(134)
OTIS'advanced payments	(88)
Open market repurchase	(78)
Exchange rate fluctuation	110
Cash BAU	65
Cash 2024	1,906

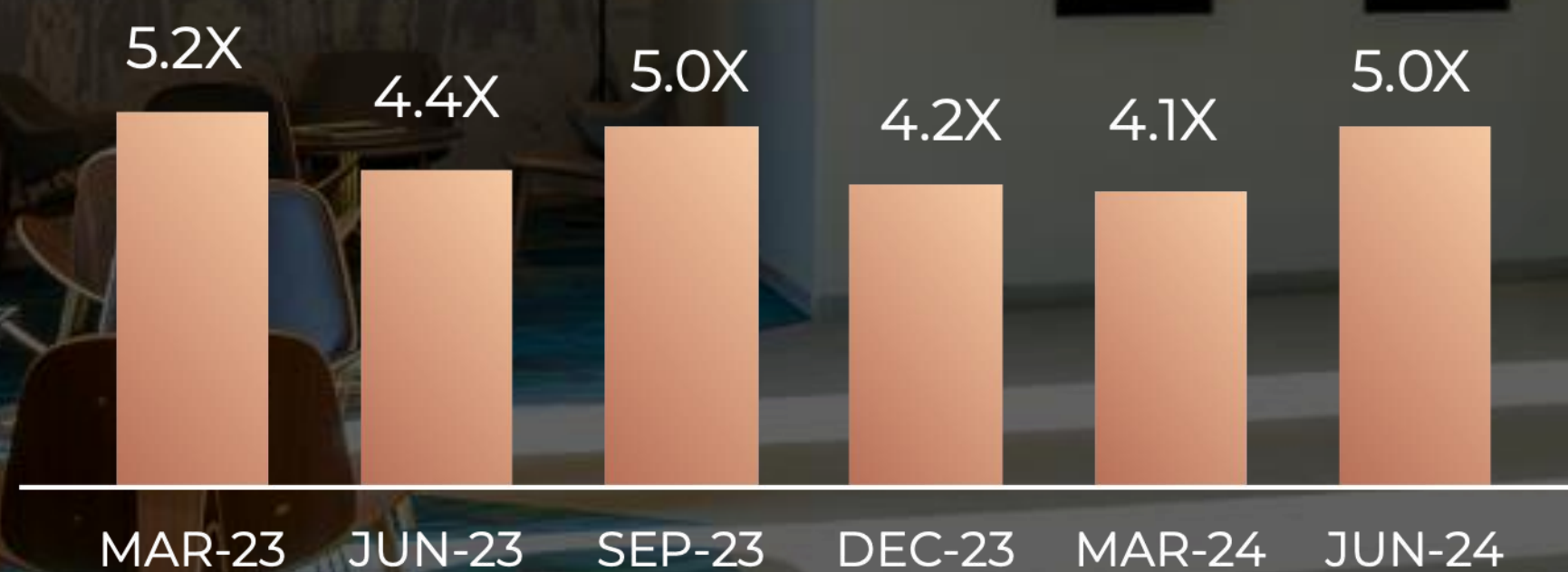


FINANCIAL HEALTH-2Q24

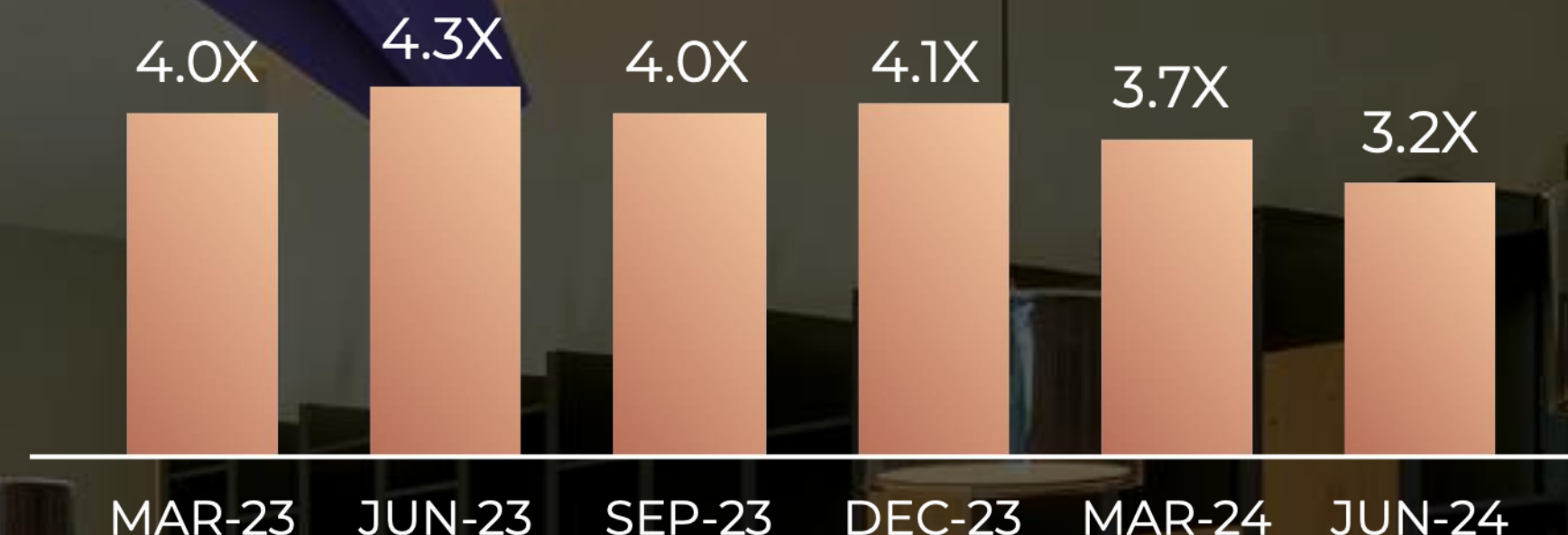
NET DEBT
(US\$M)



NET DEBT / EBITDA



NET INTEREST COVERAGE



	Mar-23	Jun-23	Sep-23	Dec-23	Mar-24	Jun-24
Total Debt	6,987	6,557	6,736	6,398	6,234	6,887
Interest	94	0	90	0	117	0
Debt+Interest	7,081	6,557	6,826	6,398	6,351	6,887
Cash	1,682	1,486	1,645	1,841	2,001	1,906
Net Debt	5,399	5,071	5,181	4,557	4,350	4,981
EBITDA LTM	1,047	1,152	1,034	1,087	1,063	995
ND / EBITDA	5.2x	4.4x	5.0x	4.2x	4.1x	5.0x
Exchange Rate	18.11	17.07	17.62	16.89	17.16	18.38
Leases Liabilities	2,997	2,817	3,012	2,865	3,226	3,279
Leases LTM	700	700	696	699	709	711
ND/ EBITDA IFRS16	4.8x	4.3x	4.7x	4.2x	4.3x	4.8x



HIGHLIGHTS



HIGHLIGHTS

- Hotel available daily rate increased 5% year-over-year and occupancy rate was 63%.
- RevPAR (revenue per available room) increased by 1%.
- Q2 revenue was \$2,600 million, 6% lower QoQ.



Fiesta Americana Cozumel All Inclusive

HIGHLIGHTS

- 2Q EBITDA was \$480 million, 12% lower QoQ.
- Pipeline includes 24 new hotels with 4,098 rooms, 14% growth.
- Cash available as of June 30, 2024 was \$1,906 million (75% denominated in USD), 28% higher than in 2Q23.

POSADAS®

LIVE
AQUA
LUXURY RESORTS

Grand
Fiesta Americana
HOTELS & RESORTS

CURAMORIA
COLLECTION

Fiesta
Americana
HOTELS & RESORTS

EXPLOREAN
EXCLUSIVE RESORTS

FIESTA INN.
HOTELS

GAMMA
HOTELS

one
hoteles

LIVE
AQUA
RESORTS CLUB

Fiesta
Americana
VACATION CLUB

ACCESS
FIESTA REWARDS

VIAJAPLUS

FR
FIESTAREWARDS

FR
FIESTAREWARDS
MOTIVA

FR
FIESTAREWARDS
APPRECIARE