

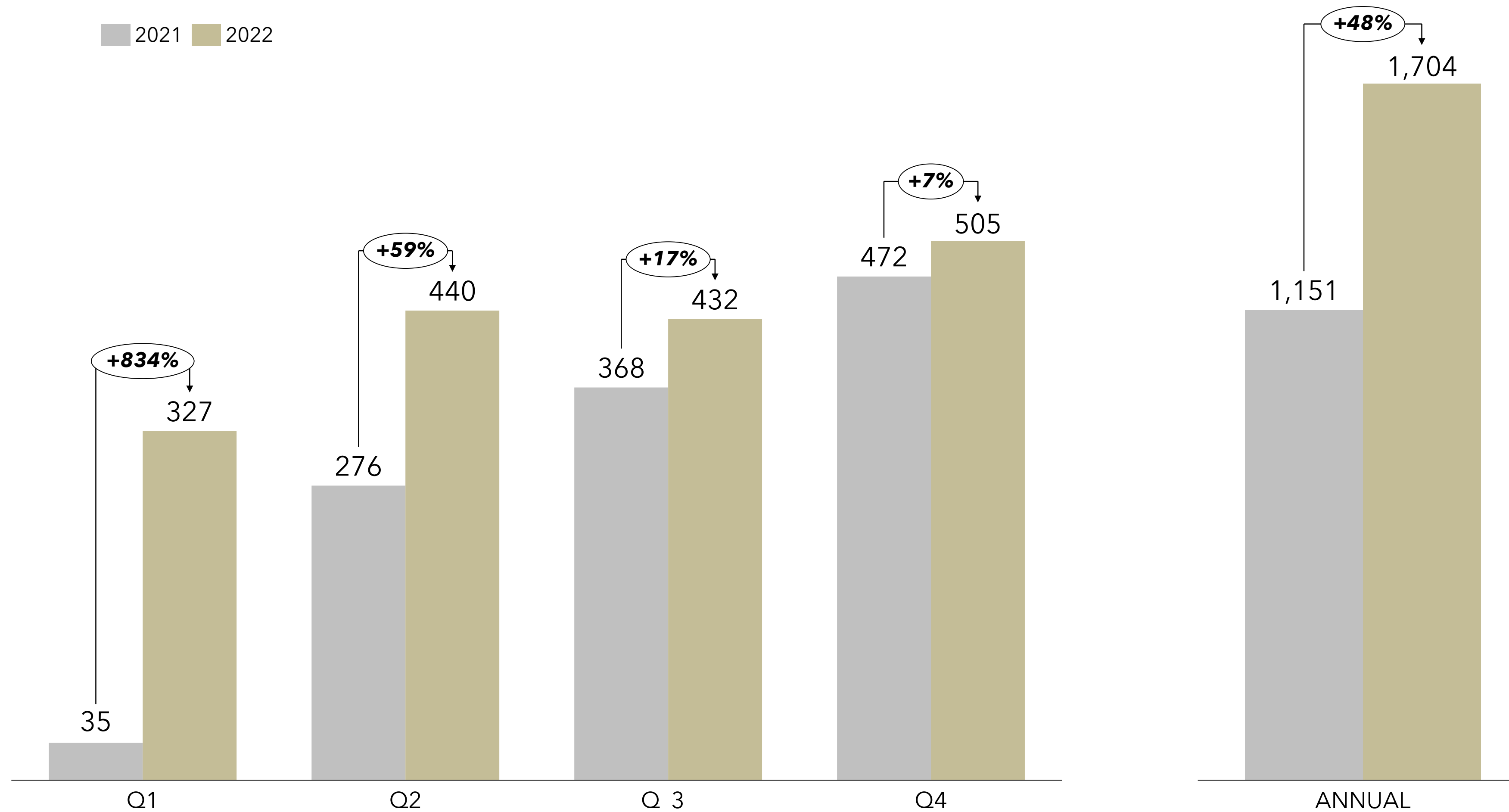
The logo for Posadas, featuring the word "POSADAS" in a serif font. The letter "O" is replaced by a stylized circular emblem consisting of multiple concentric, slightly offset rings, creating a sense of depth and movement. A registered trademark symbol (®) is located at the end of the word.

POSADAS®

4Q22 EARNINGS CONFERENCE CALL
2 / 23 / 2023

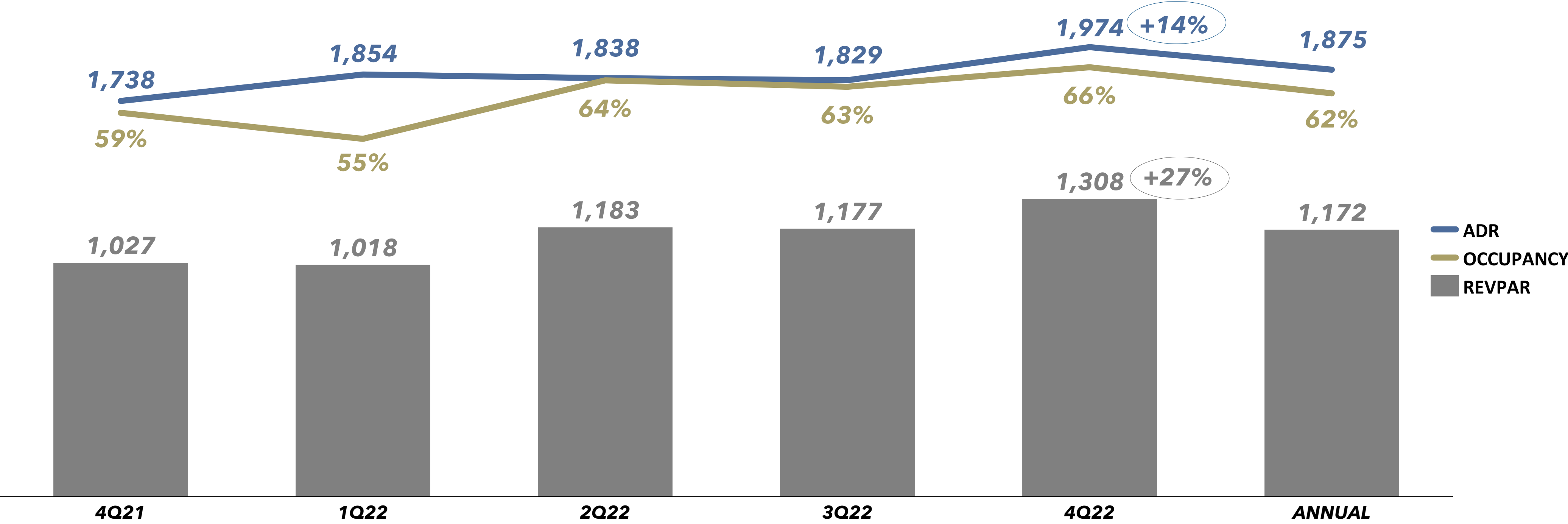
POSADAS' EBITDA COMPARABLE

(MXN millions)



*Excluding extraordinary events

KPI'S (M X N)

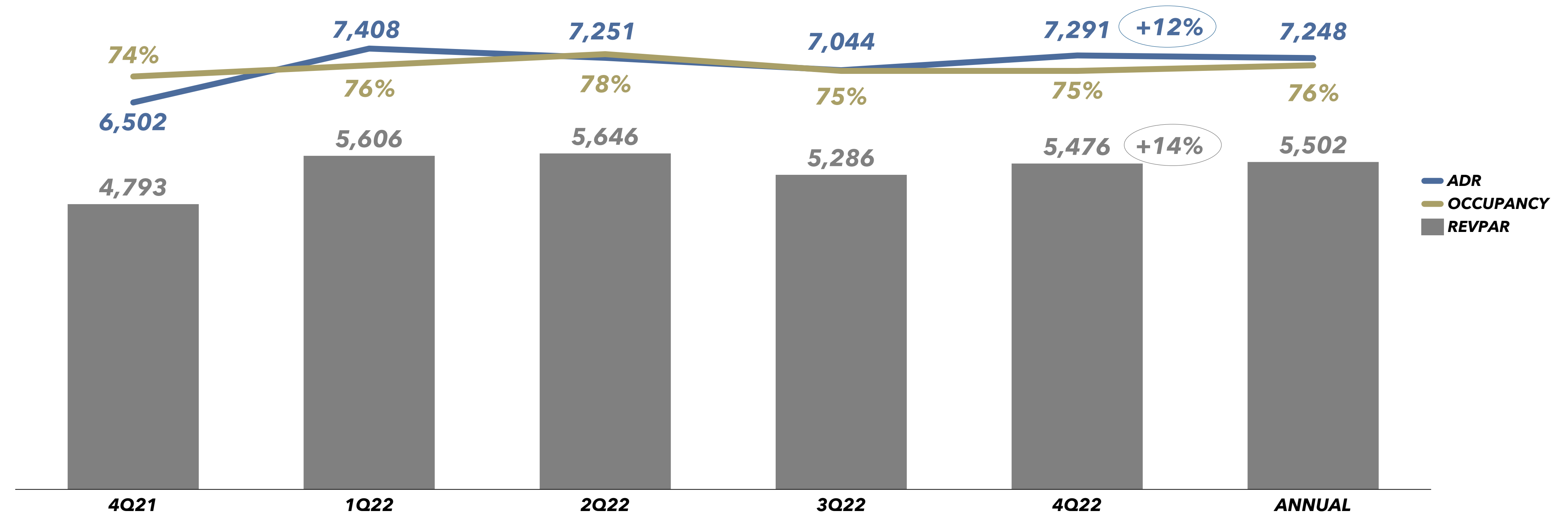


RevPAR variation YoY	88%	76%	47%	38%	27%	43%
RevPAR variation vs 2019	1%	(4%)	14%	19%	28%	14%

RESORTS

POSADAS.

KPI'S (MXN)



RevPAR variation YoY	95%	86%	36%	23%	14%	35%
RevPAR variation vs 2019	50%	30%	60%	73%	72%	57%

UPSCALE &
LUXURY

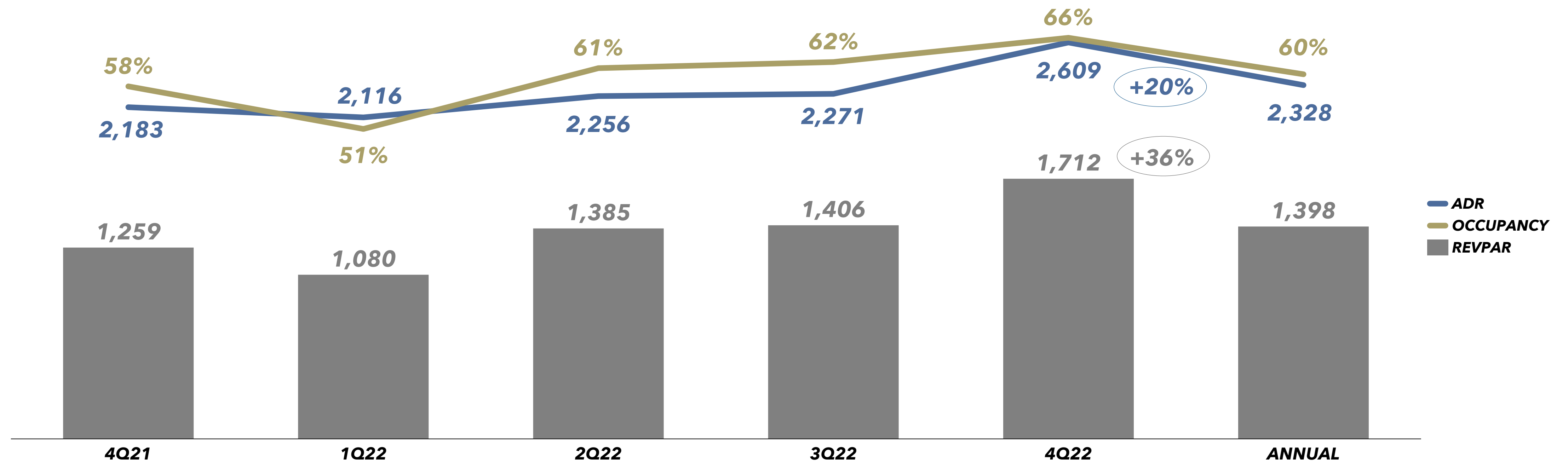
LIVE
AQUA[®]
RESORTS & RESIDENCE CLUB

f Grand
Fiesta Americana[®]
HOTELS & RESORTS

f Fiesta
Americana[®]
HOTELS & RESORTS

POSADAS.

KPI'S (MXN)



RevPAR variation YoY	122%	109%	83%	56%	36%	62%
RevPAR variation vs 2019	(7%)	(12%)	9%	12%	27%	10%

MIDSCALE & ECONOMY

IOH[®]
FREESTYLE HOTELS

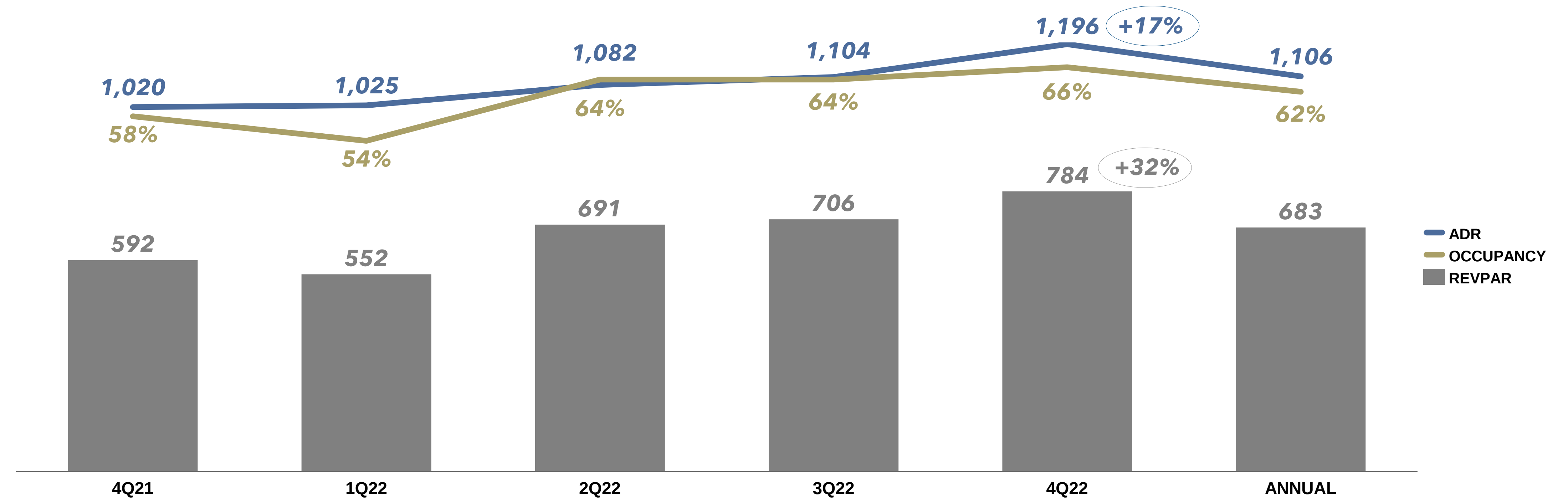
F FIESTA INN[®]

gamma[®]
HOTELES

one[®]
hoteles

POSADAS[®]

KPI'S (MXN)



RevPAR variation YoY	71%	59%	45%	42%	33%	42%
RevPAR variation vs 2019	(16%)	(18%)	(2%)	1%	11%	(2%)

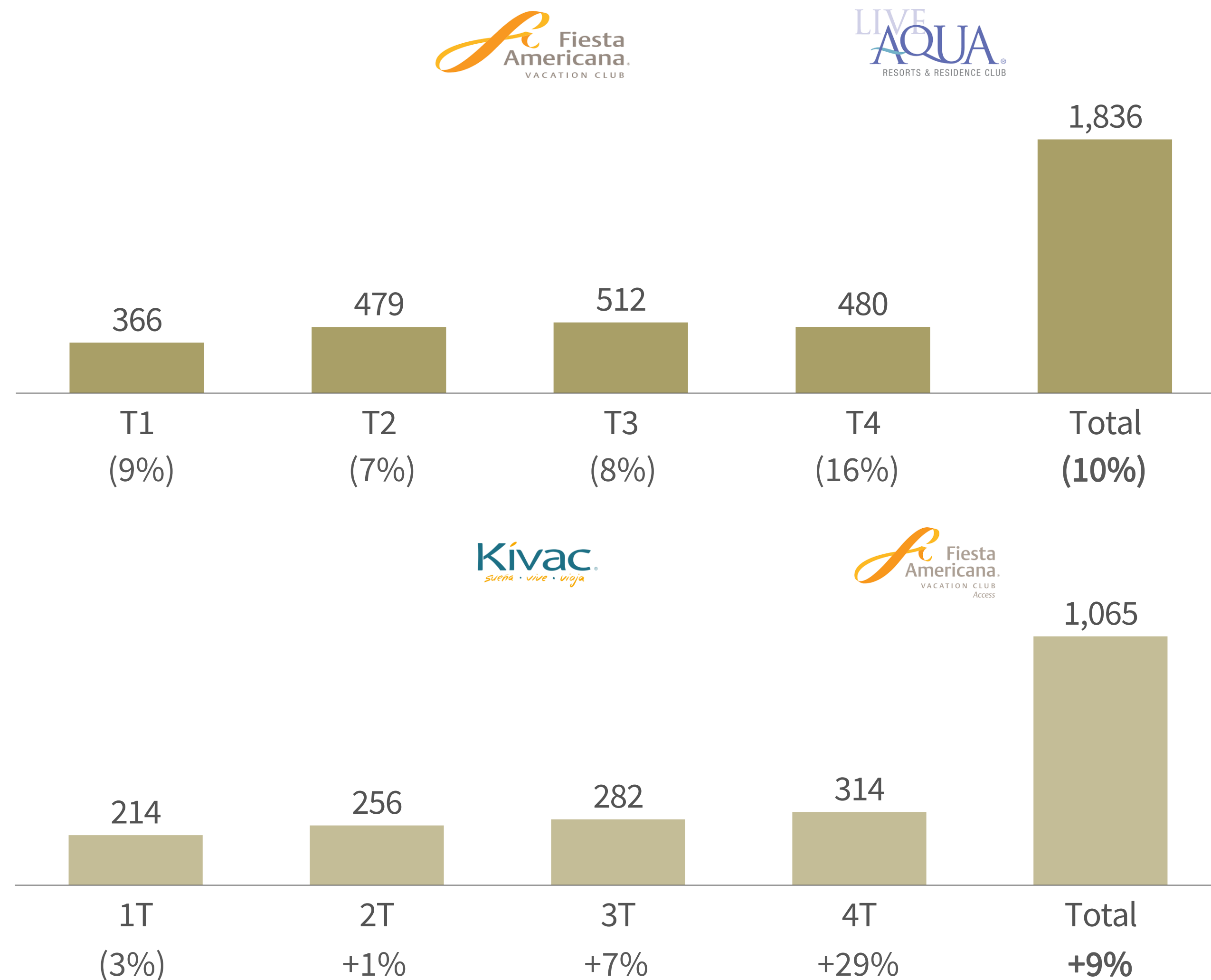
A wide-angle photograph of a modern hotel lobby. The space is characterized by large, arched windows on the left side, offering a view of a tropical outdoor area with palm trees. The ceiling features exposed wooden beams and several large, round, orange pendant lights. The furniture includes a large, light-colored sectional sofa, two wooden armchairs with white cushions, and a low wooden coffee table. The floor is made of polished stone tiles. In the background, a reception desk with a dark wood and stone facade is visible.

LOYALTY

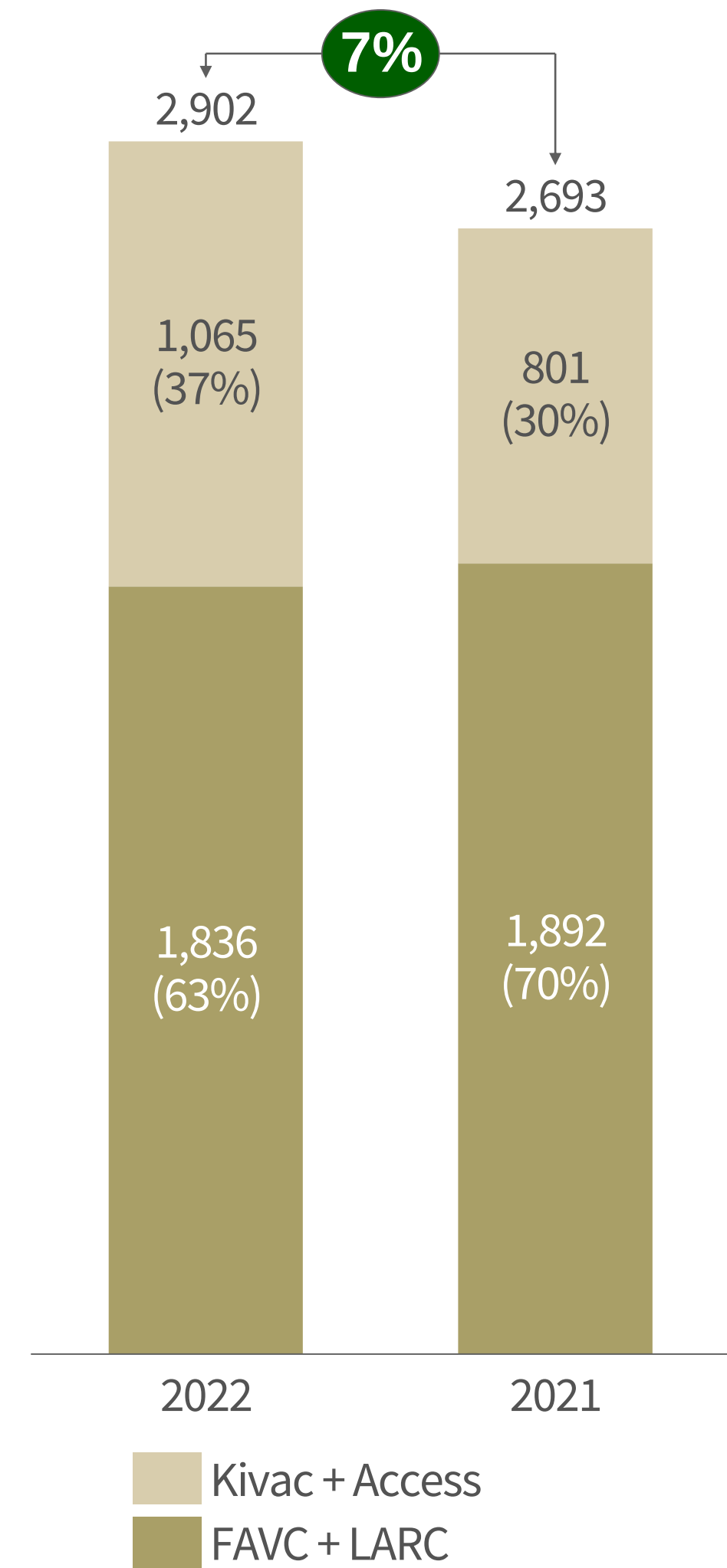
LOYALTY NET SALES

MEMBERSHIP NET SALES +7% YEAR OVER YEAR

Net Sales by product \$MXN millions



Total Net Sales \$MXN millions

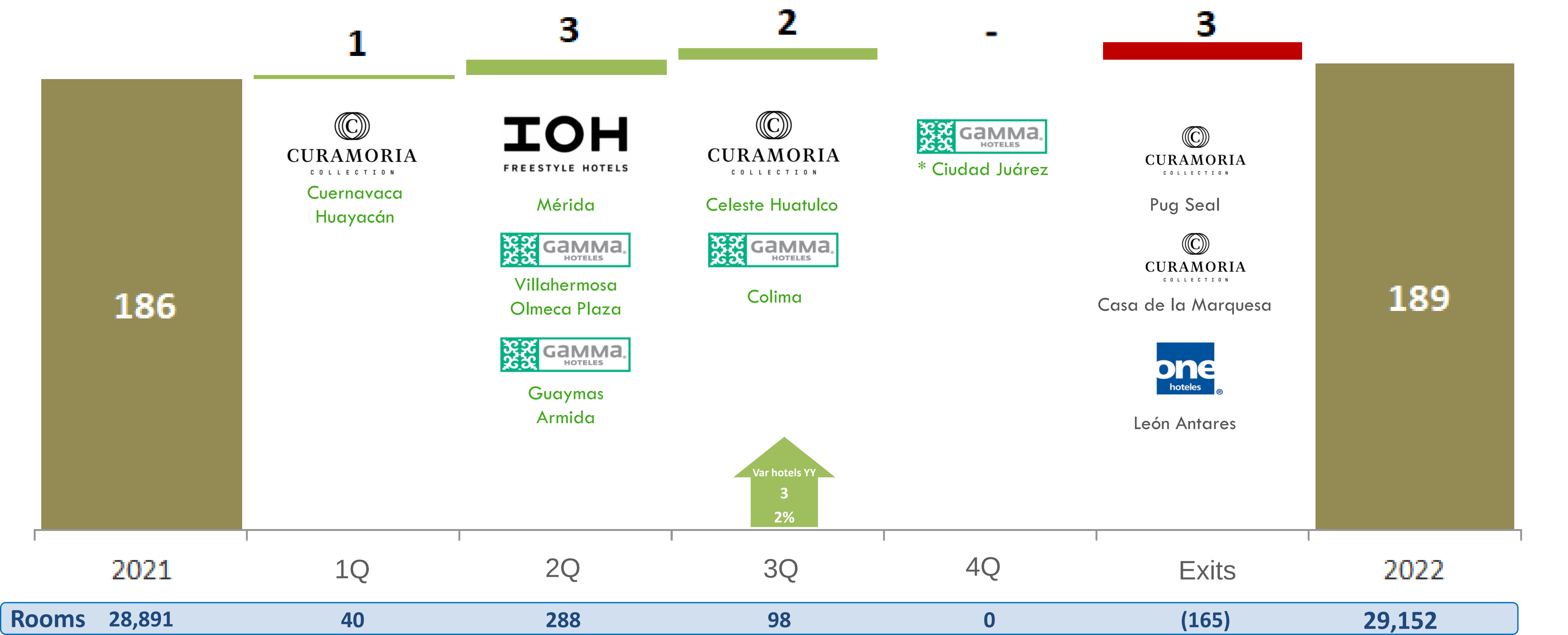


A serene beach scene at sunset. In the foreground, two wooden lounge chairs with light-colored cushions are positioned on the sand. A large, light-colored patio umbrella stands between them. To the right, a palm tree's fronds hang down from the top of the frame. The background shows a calm ocean meeting a sky with soft, warm colors from the setting sun. The word "Development" is written in white text on the left side of the image.

Development

PIPELINE

SEVEN OPENINGS OF 426 ROOMS DURING 2022



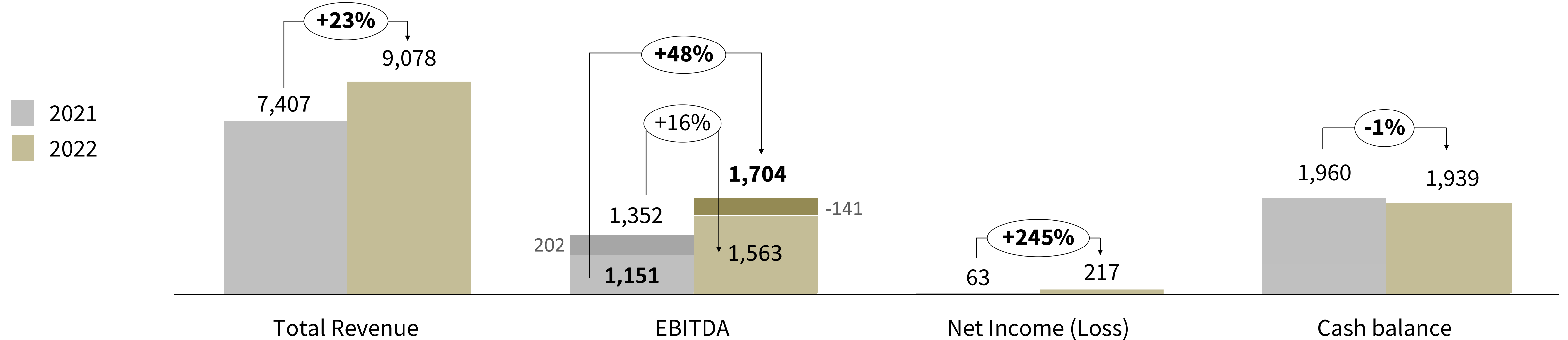
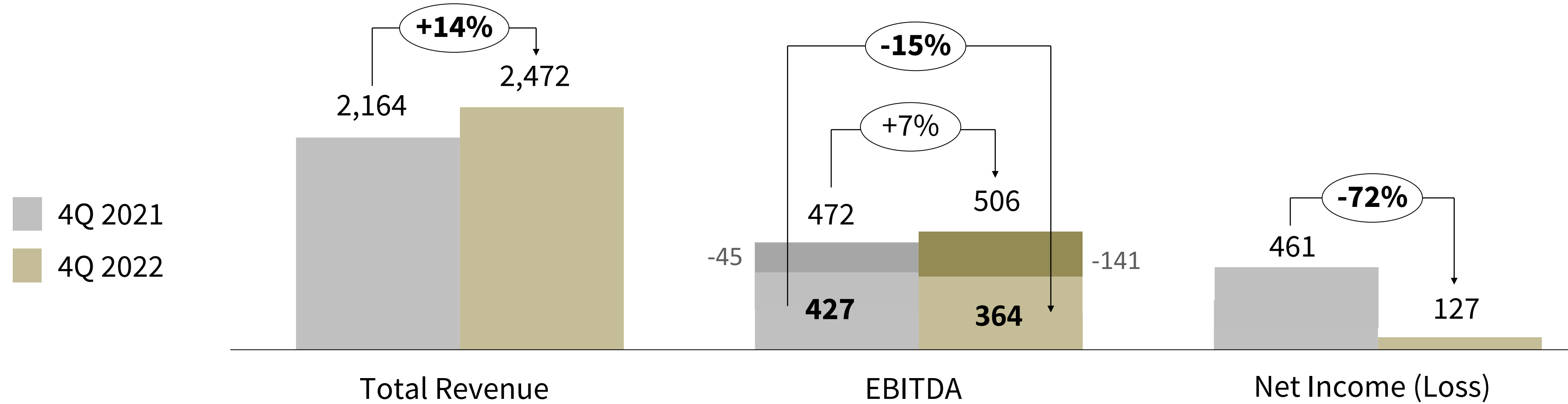
*Gamma Ciudad Juárez: Reopening due to remodeling

A wide-angle photograph of a modern, multi-level resort building. The building features a prominent upper level with a large, open-air lounge area furnished with white sofas and chairs. Below this, a second level also serves as a lounge, with a glass railing overlooking a large, rectangular swimming pool. The pool is filled with clear blue water and has a tiled bottom. Several palm trees are planted in circular planters within the pool area. In the foreground, there are lounge chairs and tables on a paved deck. The sky is bright blue with scattered white clouds. The overall atmosphere is one of a luxurious, tropical vacation destination.

Financial Performance

P & L - (Y o Y)

\$ M X N M I L L I O N S



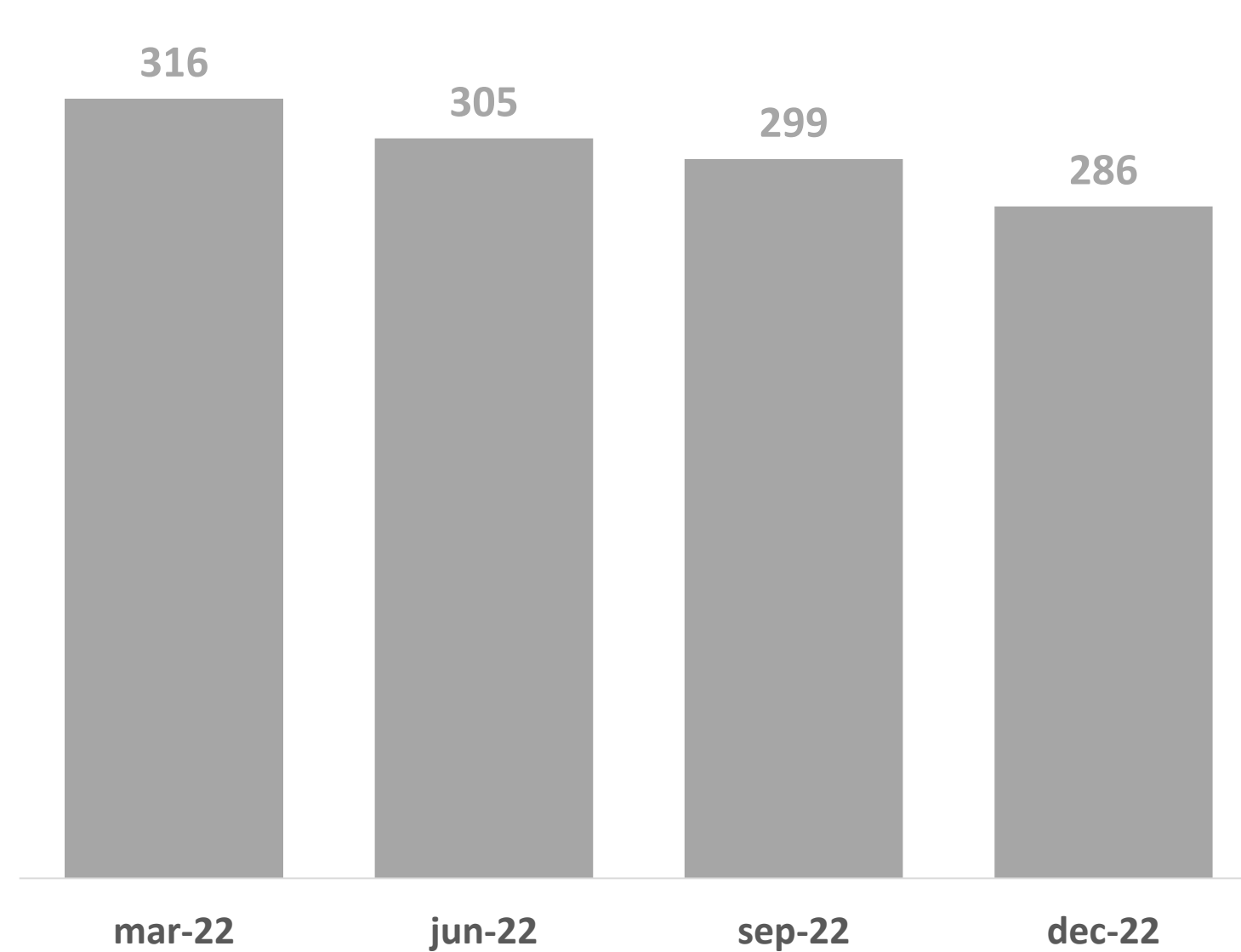
FREE CASH FLOW, INTERNAL REPORTING

(MILLION PESOS)

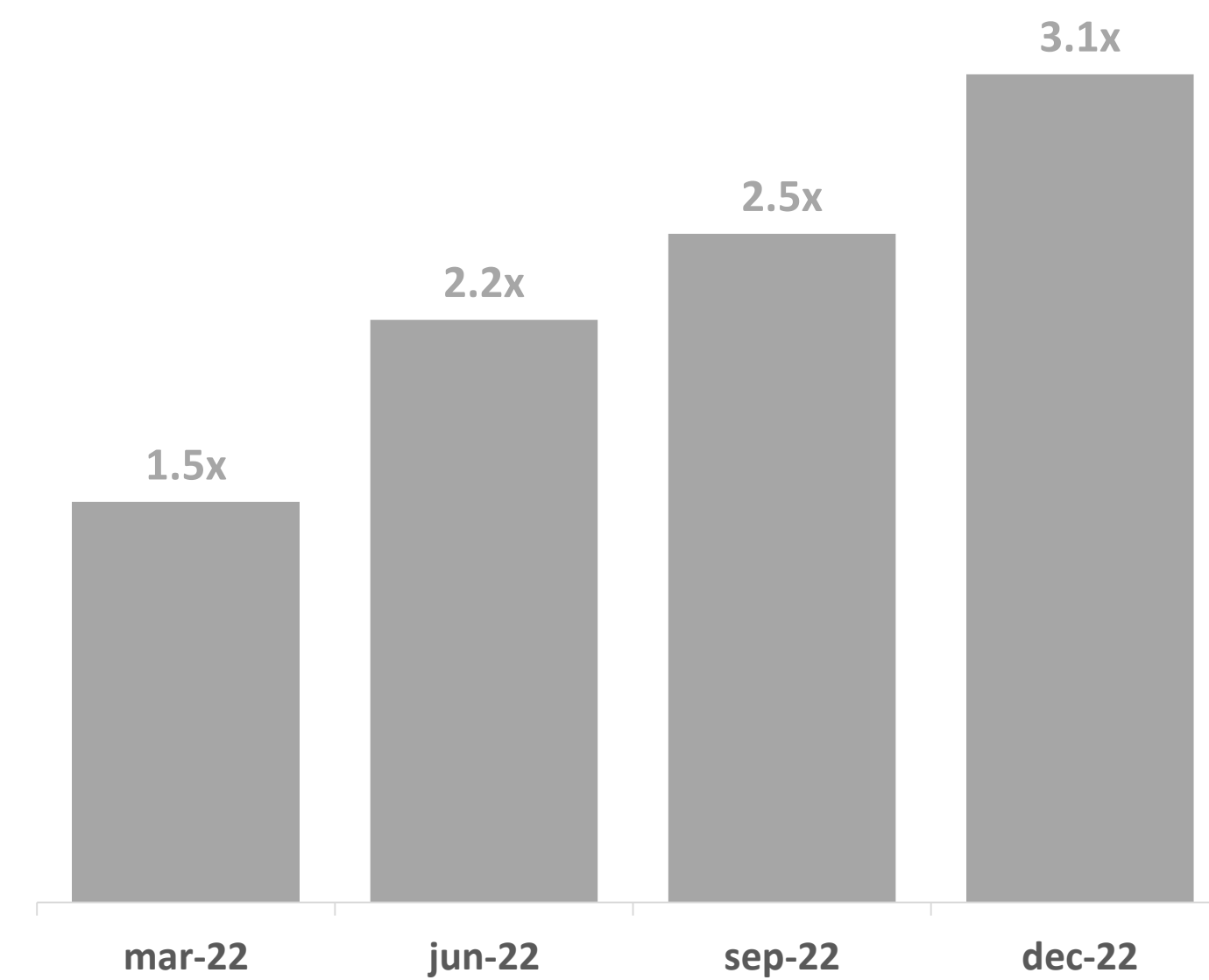
	2022
Cash 2021	1,960
EBITDA	1,563
Leases	(698)
Reserve	143
Working capital & Other	23
Net interests	(271)
Financings	0
Taxes	(558)
Cash before capex	202
CAPEX BAU	(223)
Free cash flow BAU	(21)
Cash end of period 2022	1,939

FINANCIAL HEALTH - 4Q 22

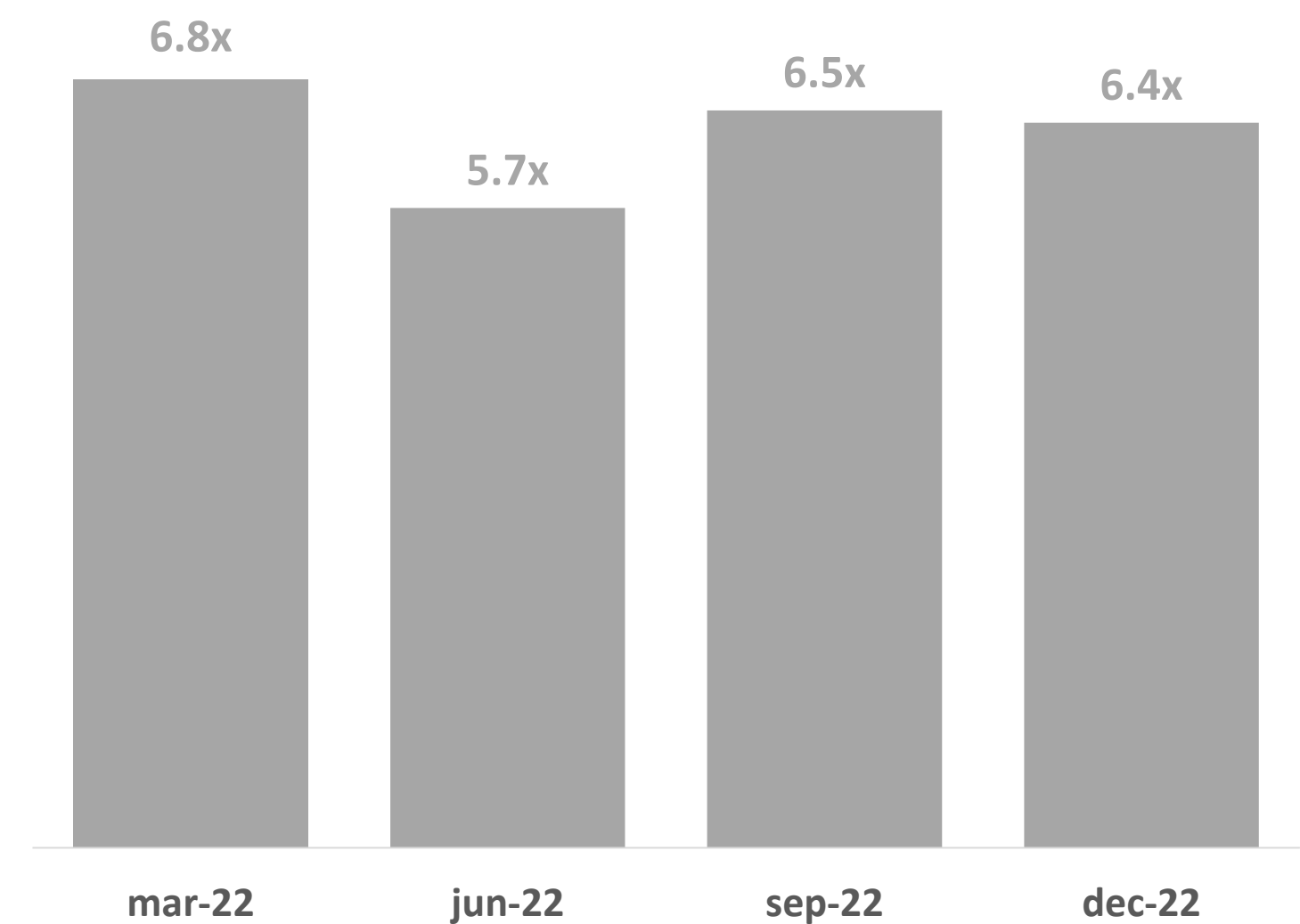
Net Debt (US\$M)



Net Interest Coverage



Net Debt / EBITDA



	Mar-22	Jun-22	Sep-22	Dec-22
Total Debt	7,816	7,723	7,852	7,477
Interest	101	0	84	0
Debt+Interest	7,916	7,724	7,936	7,478
Cash	1,600	1,629	1,860	1,939
Net Debt	6,316	6,094	6,076	5,539
EBITDA LTM	931	1,079	933	865
ND / EBITDA	6.8x	5.7x	6.5x	6.4x
Exchange Rate	19.99	19.98	20.31	19.36
Leases Liabilities	3,314	3,214	3,198	3,018
Leases LTM	713	690	693	698
ND/ EBITDA IFRS16	5.9x	5.3x	5.7x	5.5x

HIGHLIGHTS

- Hotel RevPAR (revenues per available room) increased 43% year-over-year, 14% higher than 2019.
- Q4 revenue was \$2,472 million, a 14% increase QoQ. 2022 Revenue was \$9,078 million, a 23% increase YoY.
- 4QEBITDA was \$364 million and in 2022 \$1,563 million.
- Net income was \$217 million for 2022.
- Pipeline with 19 new hotels with 3,219 rooms.
- Cash available as of December 31, 2022 was \$1,939 million (US\$100 million).

POSADAS®

LIVE
AQUA
RESORTS & RESIDENCE CLUB

Grand
Fiesta Americana.
HOTELS & RESORTS

Fiesta
Americana.
HOTELS & RESORTS

EXPLOREAN
SUSTAINABLE HOTELS

FIESTA INN.
HOTELS BUSINESS CLASS

GAMMA
HOTELS

one
hoteles

LIVE
AQUA
RESIDENCE CLUB

Fiesta
Americana.
VACATION CLUB

Kivac
play • live • enjoy

Fiesta
Americana.
VACATION CLUB
Access

FR
FIESTAREWARDS

APRECIARE
CLUB DE RECOMPENSAS

motiva