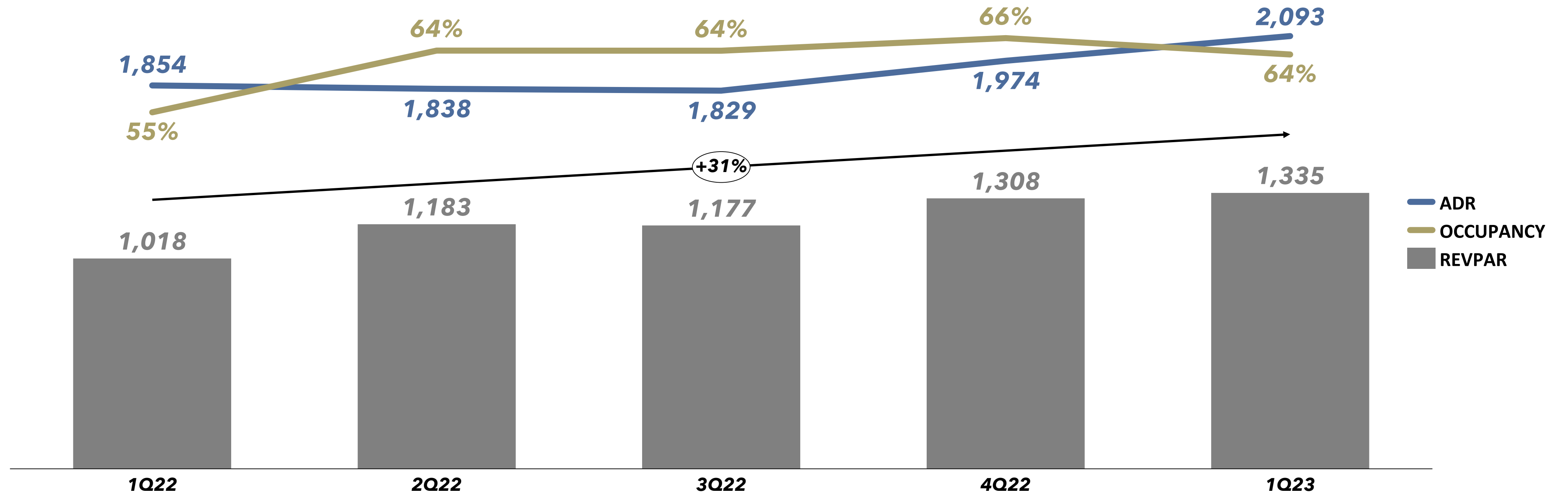




POSADAS[®]

1Q23 EARNINGS CONFERENCE CALL
04/27/2023

KPI'S (MXN)



RevPAR variation YoY

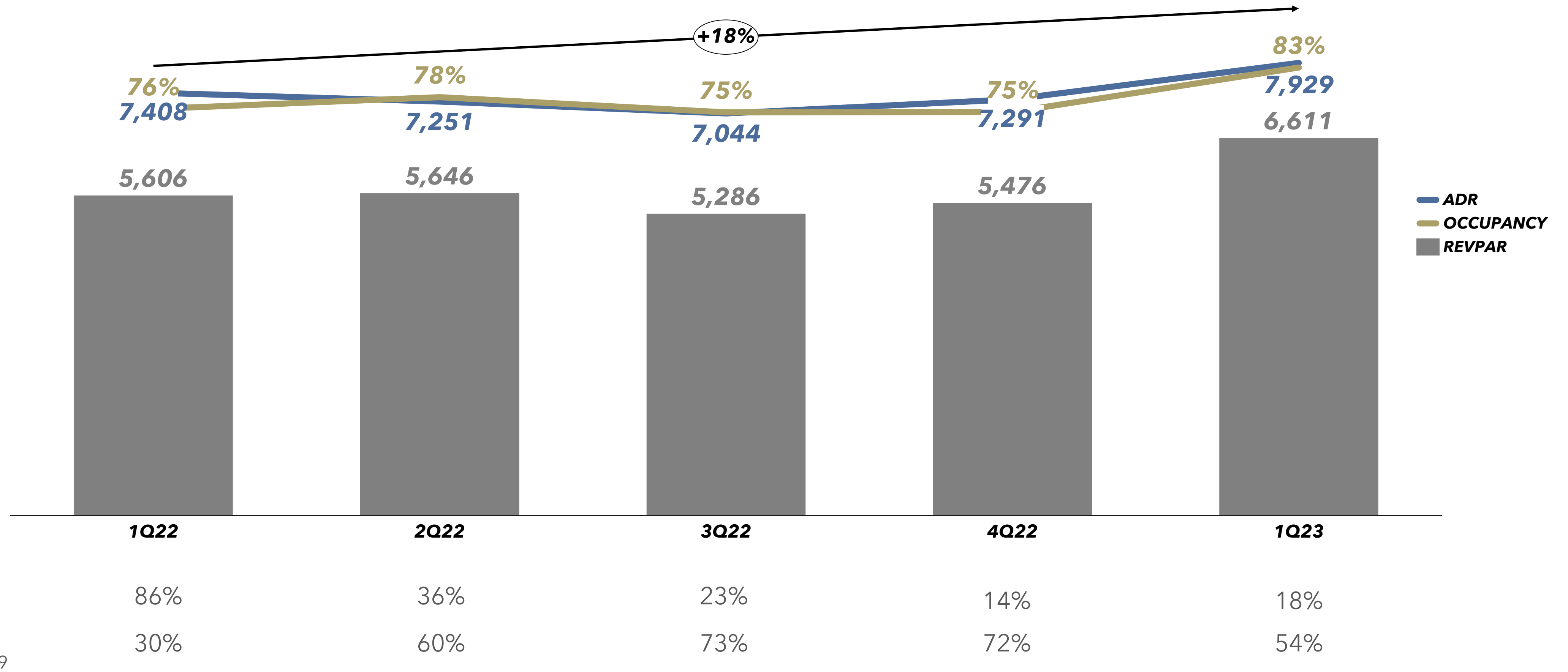
76% 47% 38% 27% 31%

RevPAR variation vs 2019

(-4%) 14% 19% 29% 26%

RESORTS

KPI'S (MXN)



UPSCALE &
LUXURY

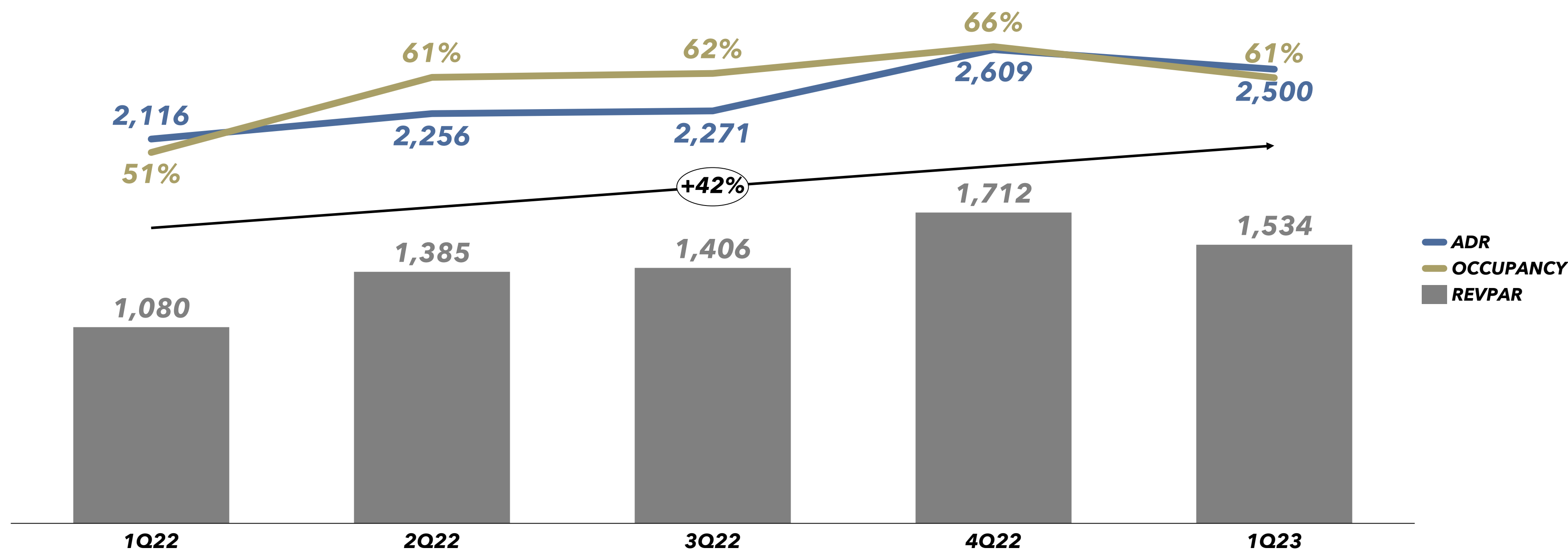
LIVE
AQUA[®]
RESORTS & RESIDENCE CLUB

FA Grand
Fiesta Americana[®]
HOTELS & RESORTS

FA Fiesta
Americana[®]
HOTELS & RESORTS

POSADAS.

KPI'S (MXN)



RevPAR variation YoY	109%	83%	56%	36%	42%
RevPAR variation vs 2019	(12%)	9%	12%	27%	25%

MIDSCALE & ECONOMY

IOH[®]
FREESTYLE HOTELS

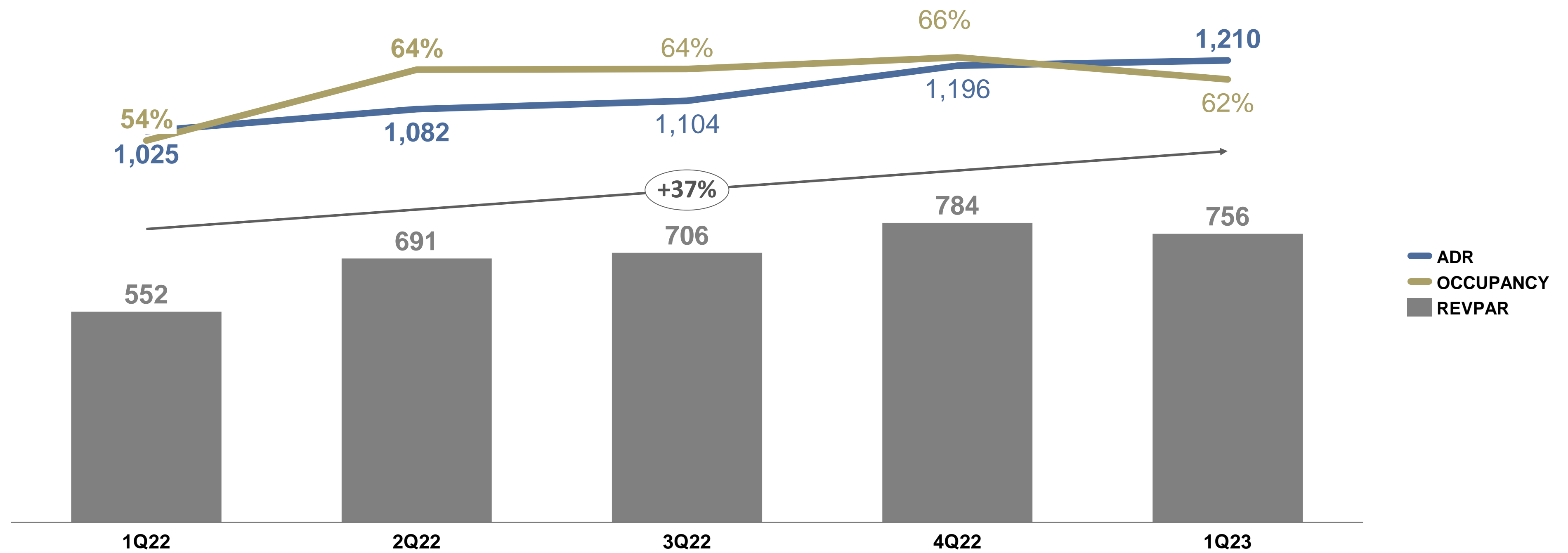
F FIESTA INN[®]

Gamma[®]
HOTELS

one[®]
hoteles

POSADAS[®]

KPI'S (MXN)



ADR
 OCCUPANCY
 REVPAR

RevPAR variation YoY

59% 45% 42% 33% 37%

RevPAR variation vs 2019

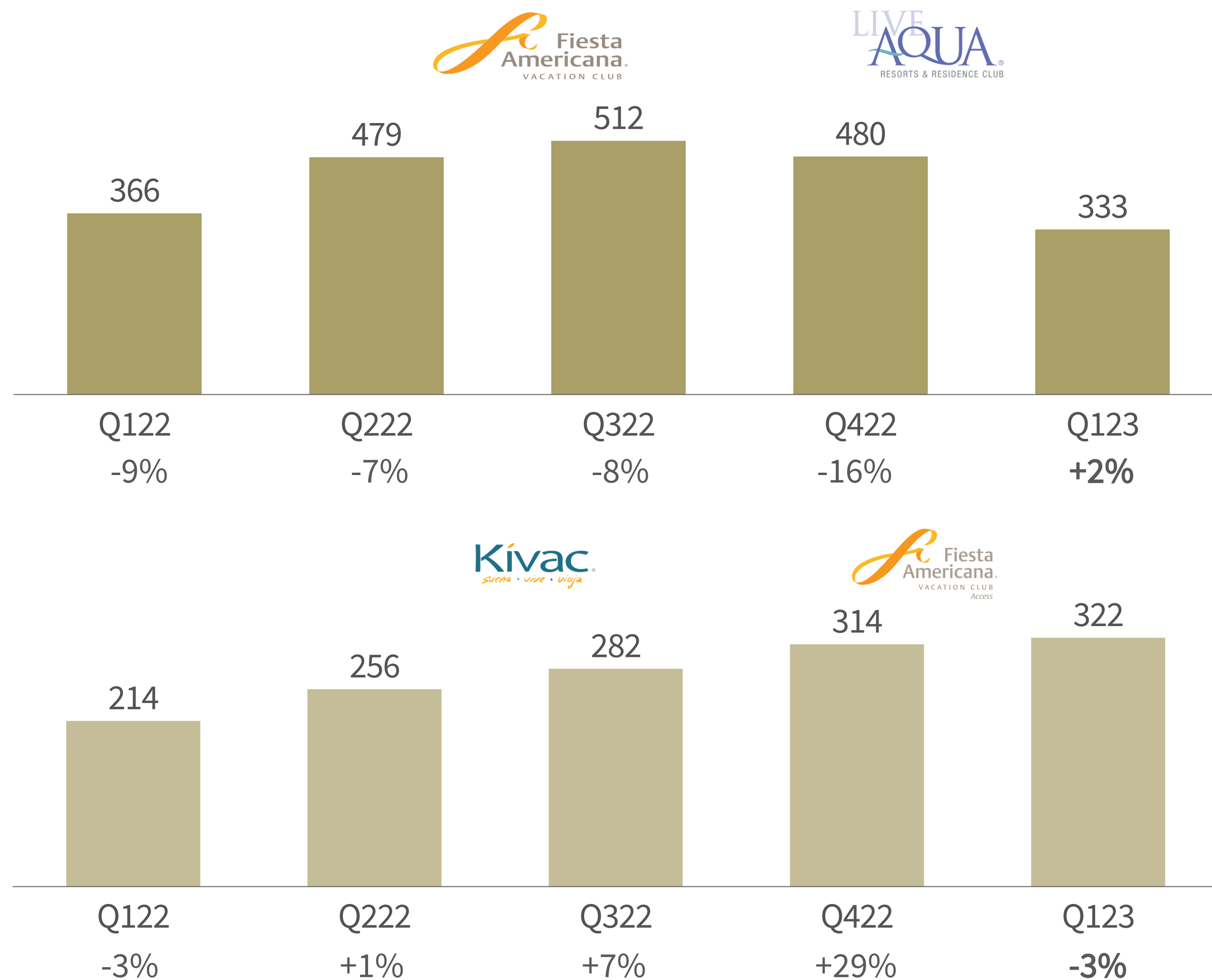
(18%) -2% 1% 11% 13%

LOYALTY

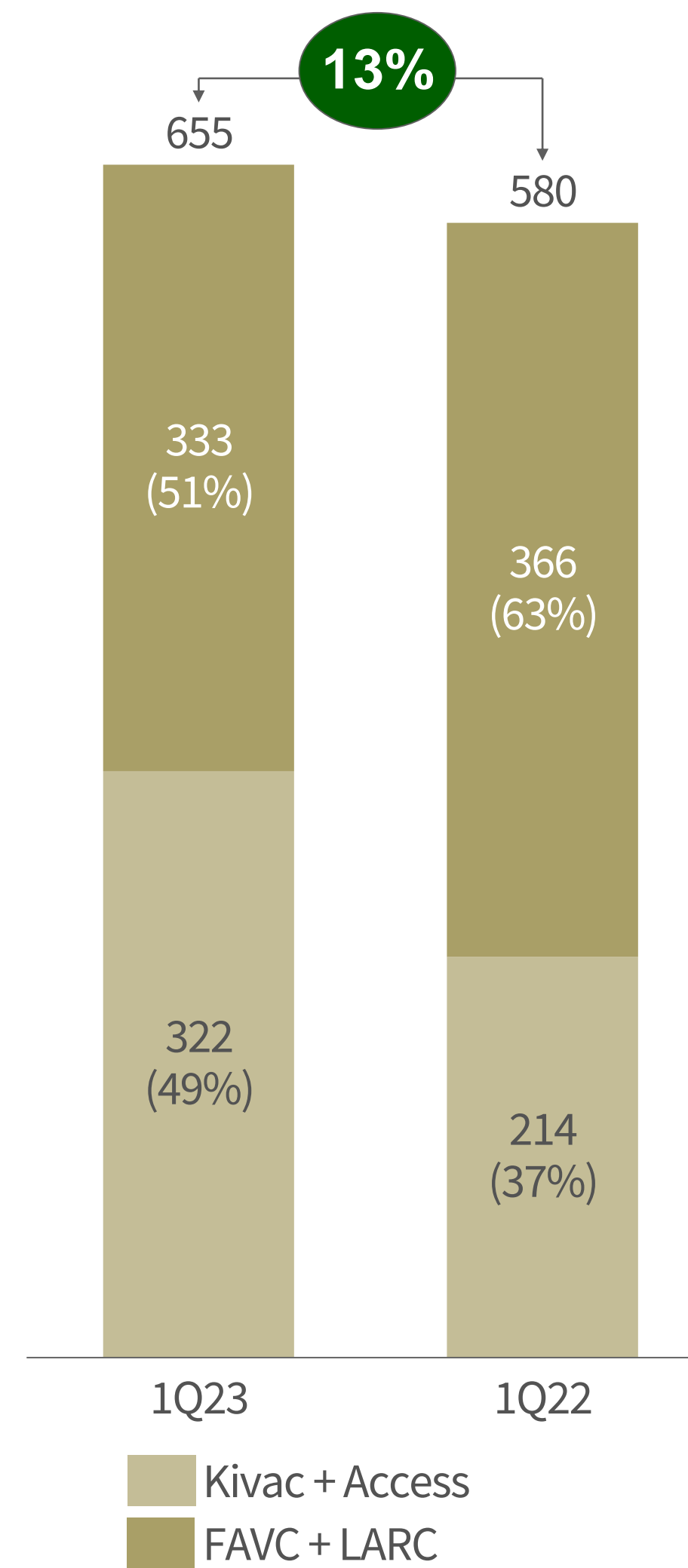
LOYALTY NET SALES

MEMBERSHIP NET SALES +13% YEAR OVER YEAR

Net Sales by product \$MXN millions



Total Net Sales \$MXN millions

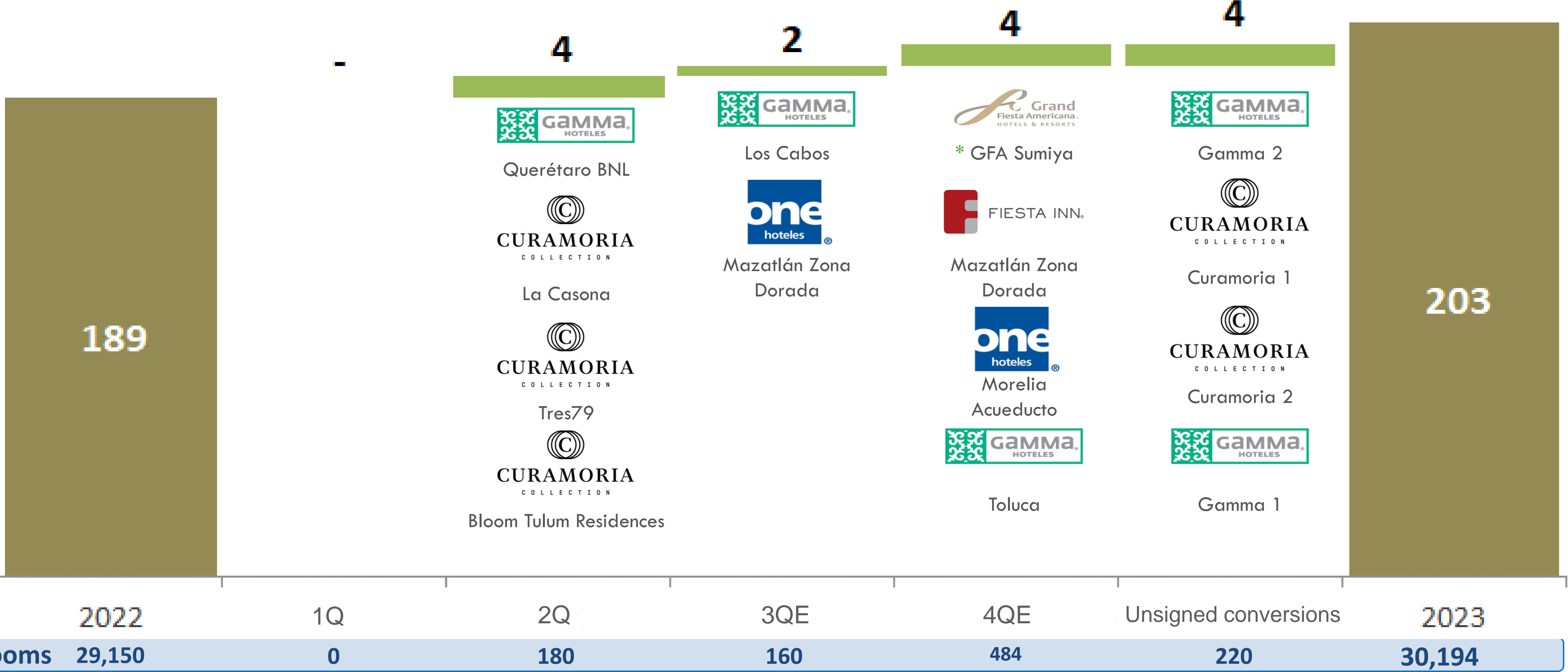


A serene tropical beach scene at sunset. In the foreground, two wooden lounge chairs with light-colored cushions are positioned on the sand. A large, light-colored patio umbrella stands between them. A large palm frond hangs down from the top right corner, partially obscuring the sky. The ocean is visible in the background under a soft, orange and blue sky. The word "Development" is written in white text across the middle of the image.

Development

PIPELINE

FOURTEEN OPENINGS OF 1,044 ROOMS DURING 2023



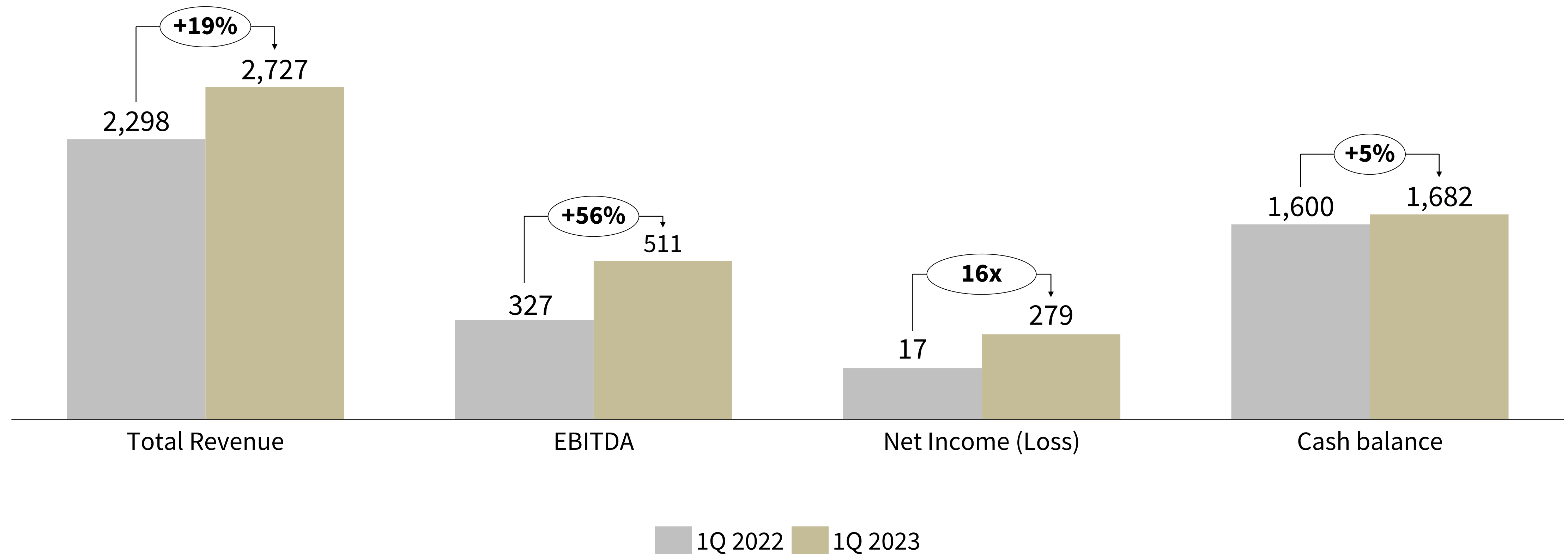
*Gamma Ciudad Juárez: Reopening due to remodeling



Financial Performance

P & L - (Y o Y)

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



BALANCE SHEET, INTERNAL REPORTING

(MILLION PESOS)

Concept	mar-23	December 2022	Var \$	Concept	mar-23	December 2022	Var \$
Assets				Liabilities			
Cash and cash equivalents	1,682	1,939	(257)	Short term debt	35	34	1
Trade and other current receivables	738	753	(15)	Suppliers	654	775	(121)
Vacation Club receivables	2,348	2,235	113	Current tax liabilities, current	515	950	(436)
Current inventories	143	161	(18)	Current lease liabilities	421	425	(4)
Other current non-financial assets	193	88	105	Other current non-financial liabilities	1,515	1,452	64
Non-current assets held for sale	0	0	0	Debt interests	94	0	94
Non-current assets	5,103	5,176	(72)	Deferred revenues Vacation Club	2,426	2,079	347
Vacation Club receivables	4,237	4,253	(16)	Total Current liabilities	5,660	5,715	(55)
Investments in shares	129	129	0	Deferred taxes	951	952	(1)
Deferred tax assets	831	1,078	(247)	IRS taxed	0	0	0
Property, plant and equipment, net	3,865	3,904	(39)	Non-current lease liabilities	2,576	2,593	(17)
Right-of-use assets	2,738	2,666	72	Non-current liabilities	6,953	7,444	(491)
Intangible assets other than goodwill	773	752	21	Total liabilities	16,139	16,703	(564)
Total Assets	17,677	17,958	(281)	Equity	1,538	1,255	283
				Total equity and liabilities	17,677	17,958	(281)

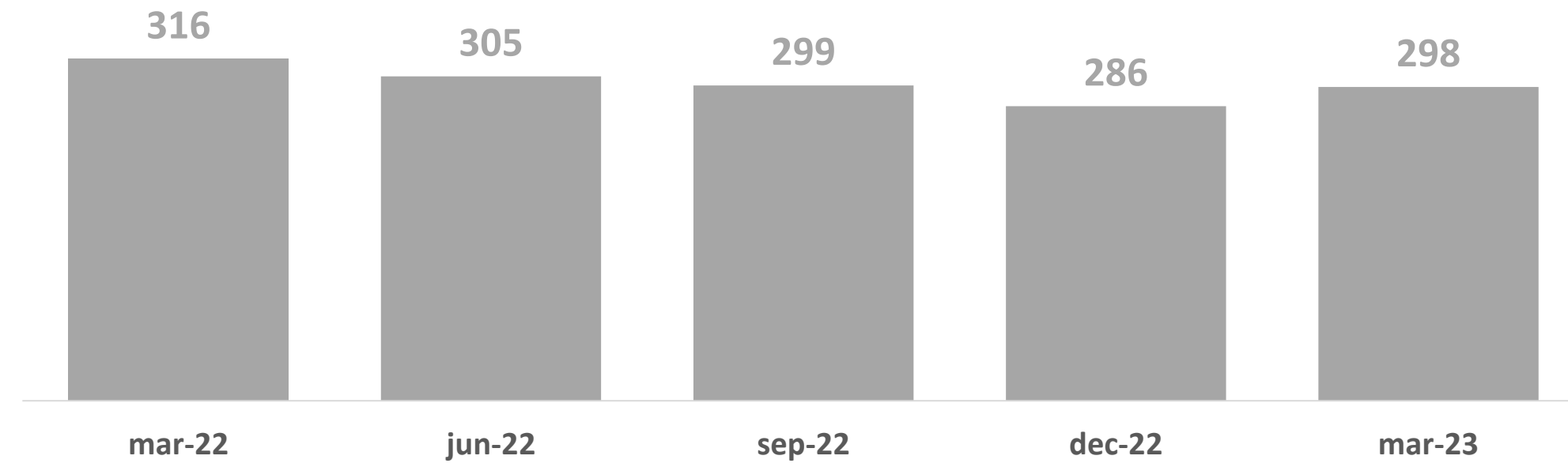
FREE CASH FLOW, INTERNAL REPORTING

(MILLION PESOS)

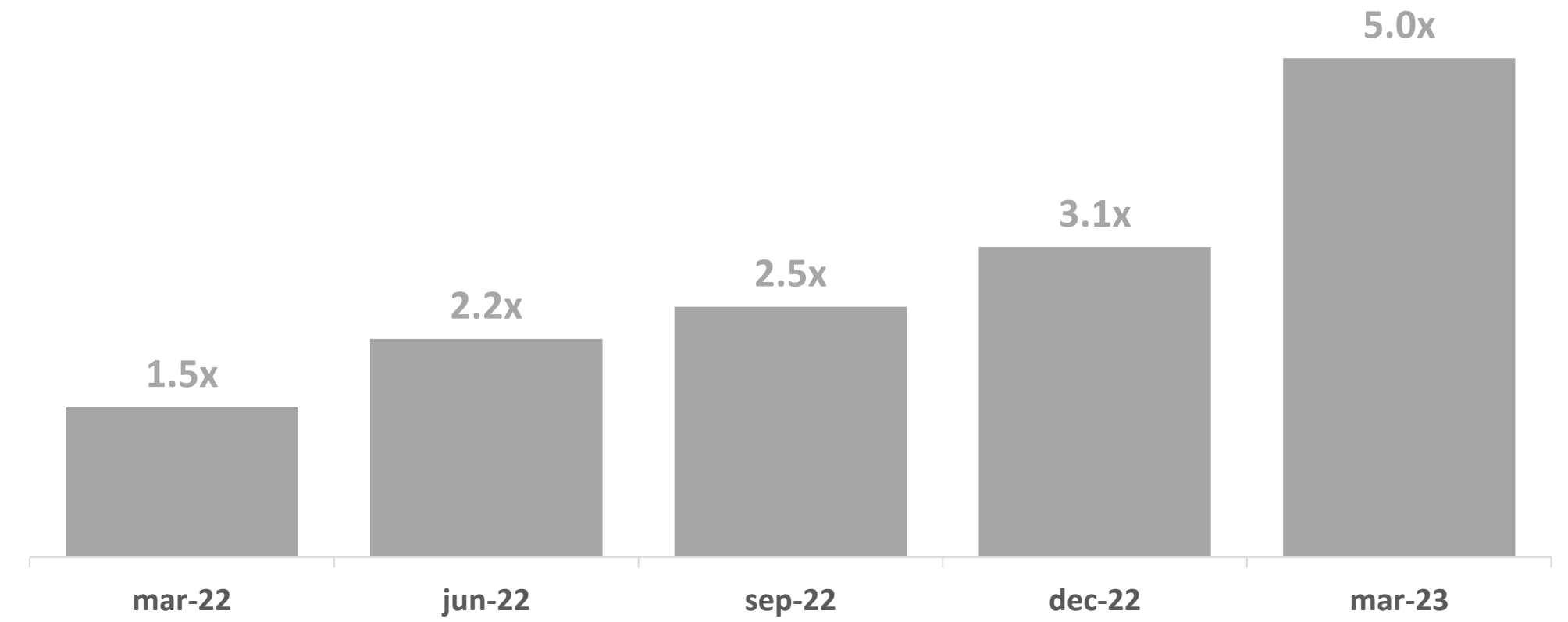
Accum. As of March 2023	
Cash 2022	1,939
EBITDA	333
Special operations	10
Working capital & Other	(166)
Interests, net	29
Taxes	(415)
Cash flow before Capex	(208)
CAPEX BAU	(49)
Cash BAU	(257)
Cash 2023	1,682

FINANCIAL HEALTH - 1Q23

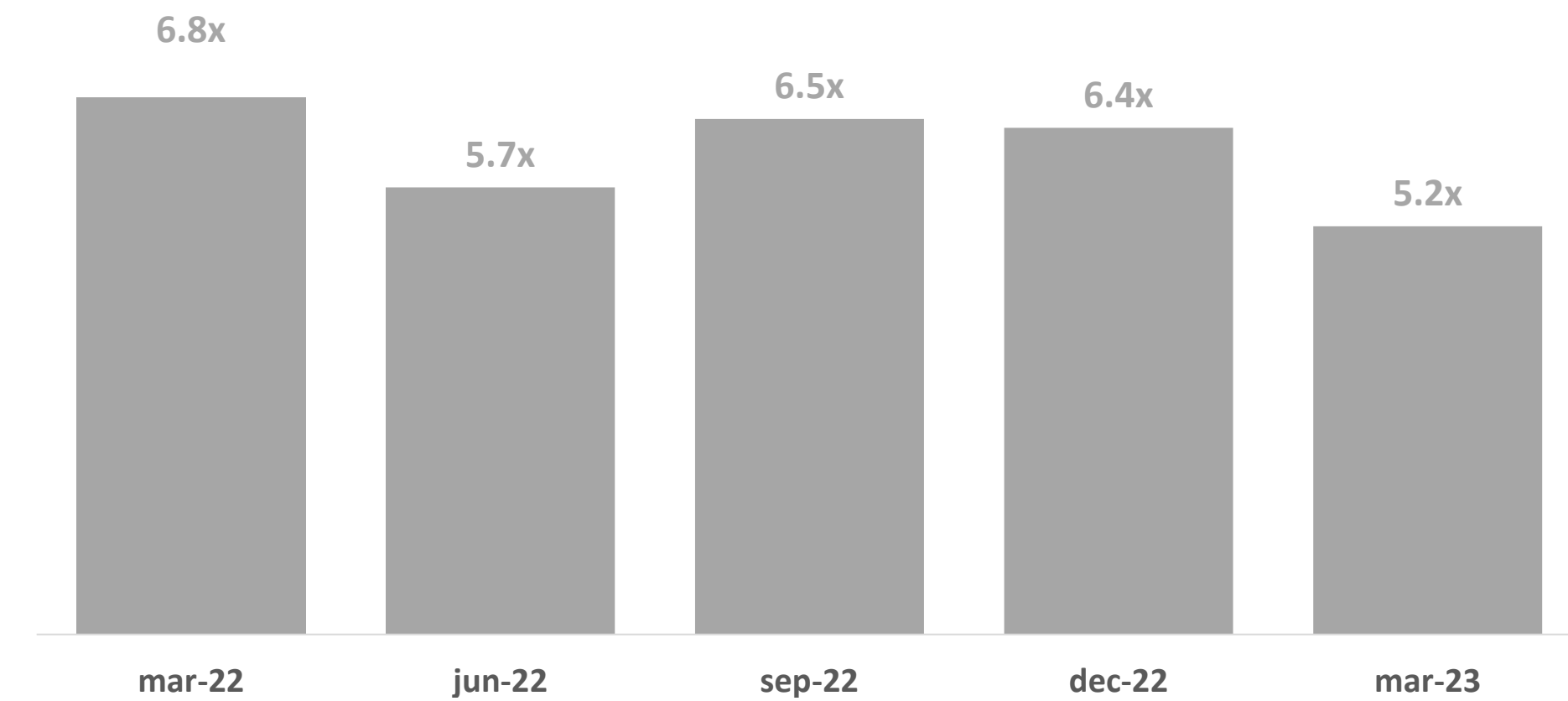
Net Debt (US\$M)



Net Interest Coverage



Net Debt / EBITDA



	Mar-22	Jun-22	Sep-22	Dec-22	Mar-23
Total Debt	7,816	7,723	7,852	7,477	6,987
Interest	101	0	84	0	94
Debt+Interest	7,916	7,724	7,936	7,478	7,081
Cash	1,600	1,629	1,860	1,939	1,682
Net Debt	6,316	6,094	6,076	5,539	5,399
EBITDA LTM	931	1,079	933	865	1,047
ND / EBITDA	6.8x	5.7x	6.5x	6.4x	5.2x
Exchange Rate	19.99	19.98	20.31	19.36	18.11
Leases Liabilities	3,314	3,214	3,198	3,018	2,997
Leases LTM	713	690	693	698	700
ND/ EBITDA IFRS16	5.9x	5.3x	5.7x	5.5x	4.8x

HIGHLIGHTS

- Hotel RevPAR (revenue per available room) increased 31% year-over-year, 25% higher than 2019.
- Q1 revenue was \$2,727 million, a 19% increase QoQ.
- 1QEBITDA was \$510 million, 56% higher YoY.
- Net income was \$279 million.
- Pipeline with 22 new hotels with 3,711 rooms, 13% growth.
- The 10th and last payment for \$415 million of the agreement signed with the SAT (Mexico's tax authorities) in 2017 was made.
- Cash available as of March 31, 2023 was \$1,682 million (80% denominated in USD).