

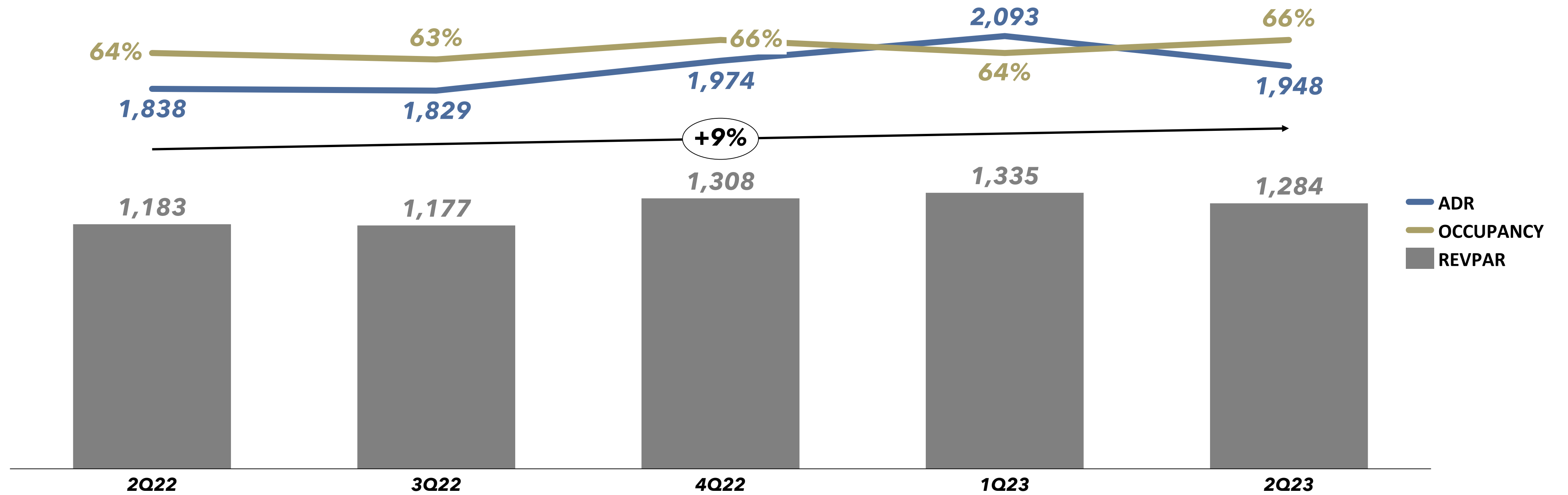
An aerial photograph of a large, modern resort building with a distinctive stepped, tiered design. The building is white with many windows and balconies. In the foreground, there is a large swimming pool with blue lounge chairs and umbrellas around it. The resort is surrounded by lush greenery, including many palm trees. In the background, there is a body of water and a clear blue sky with some light clouds. The overall scene is bright and sunny, suggesting a tropical or coastal location.

POSADAS®

2Q23 EARNINGS CONFERENCE CALL

07/26/2023

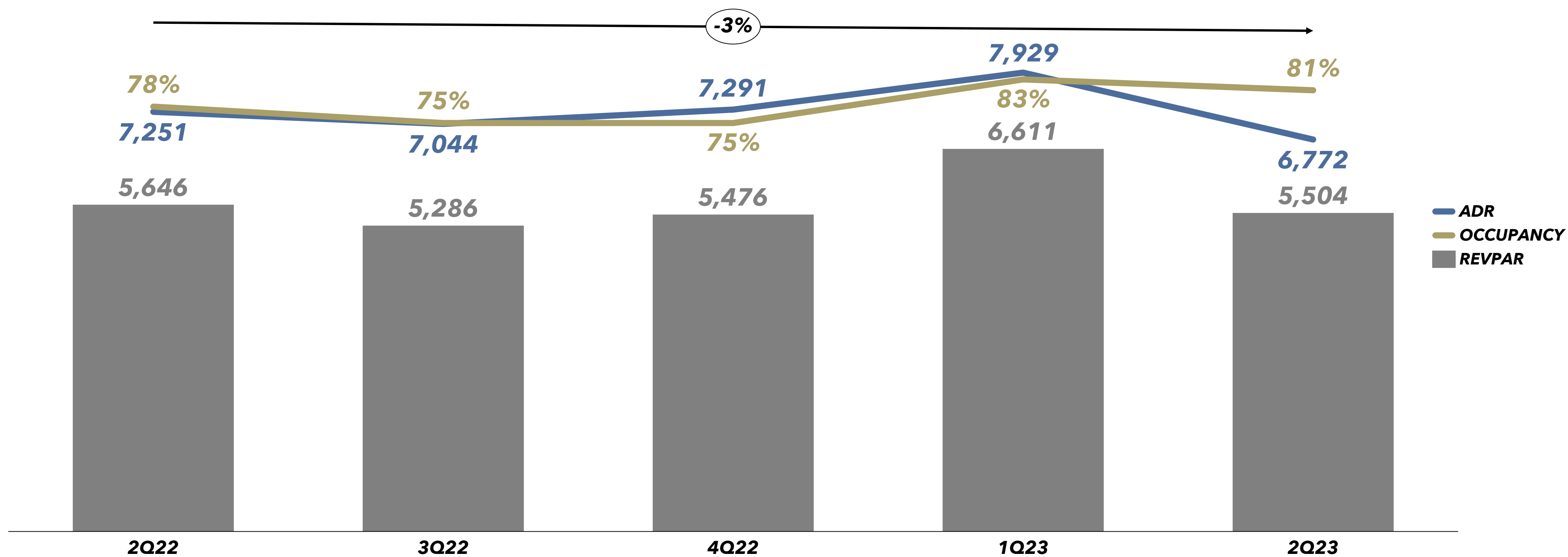
KPI'S (MXN)



RevPAR variation YoY	47%	38%	27%	31%	9%
RevPAR variation vs 2019	14%	19%	28%	25%	24%

RESORTS

KPI'S (MXN)

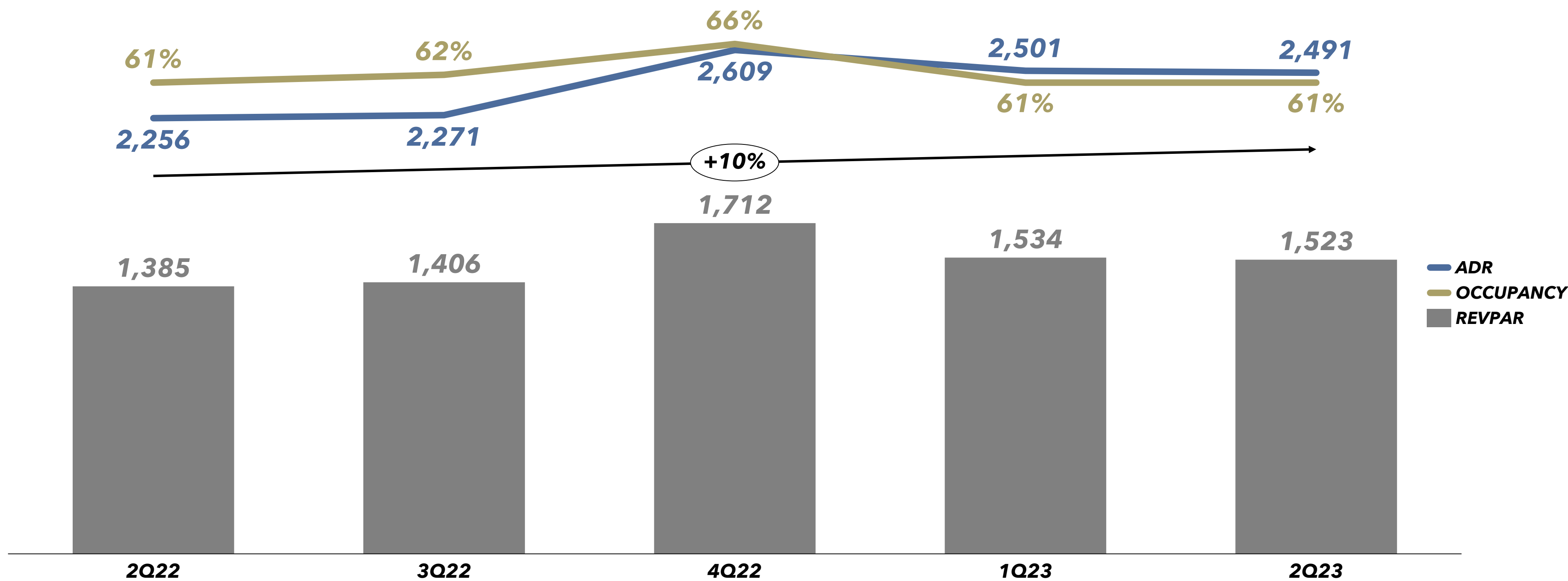


RevPAR variation YoY	36%	23%	14%	18%	(3%)
RevPAR variation vs 2019	60%	73%	72%	54%	56%

UPSCALE & LUXURY CIUDAD

LIVE
AQUA

KPI'S (MXN)



RevPAR variation YoY	83%	56%	36%	42%	10%
RevPAR variation vs 2019	9%	12%	27%	25%	20%

MIDSCALE & ECONOMY

IOH[®]
FREESTYLE HOTELS

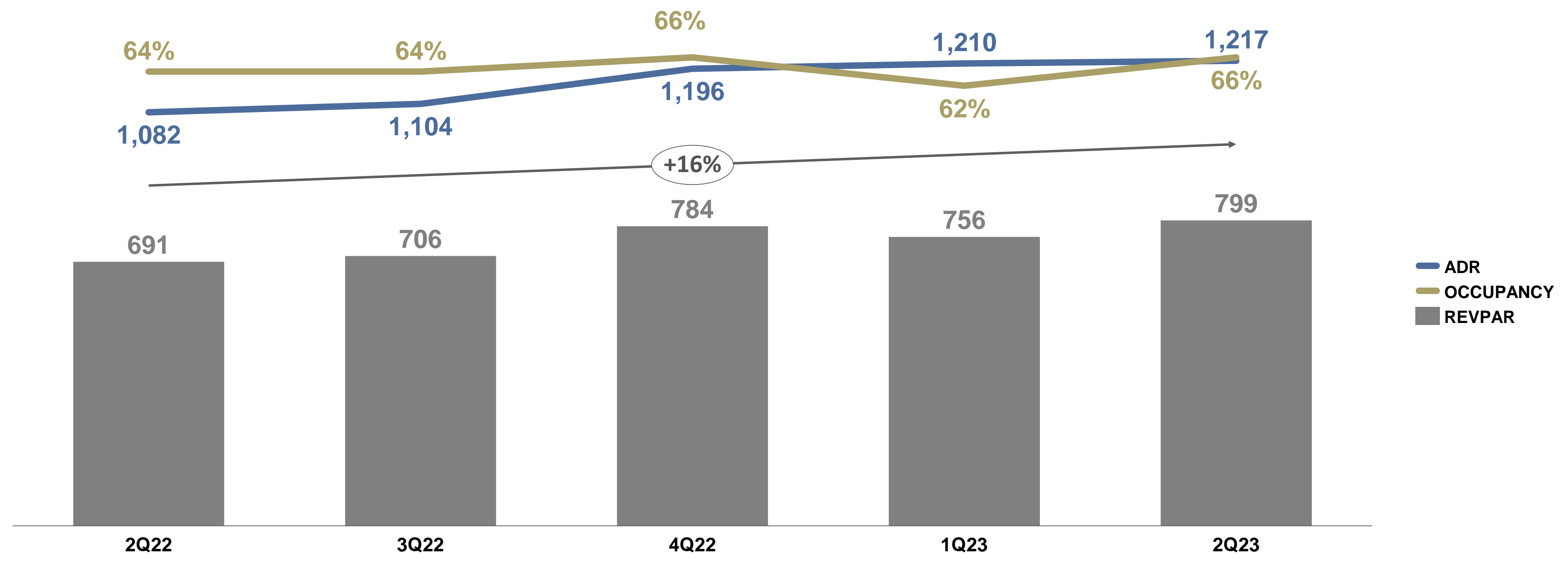
F FIESTA INN[®]

gamma[®]
HOTELES

one[®]
hoteles

POSADAS[®]

KPI'S (MXN)



RevPAR variation YoY
 RevPAR variation vs 2019

45%	42%	33%	37%	16%
(2%)	1%	11%	13%	13%

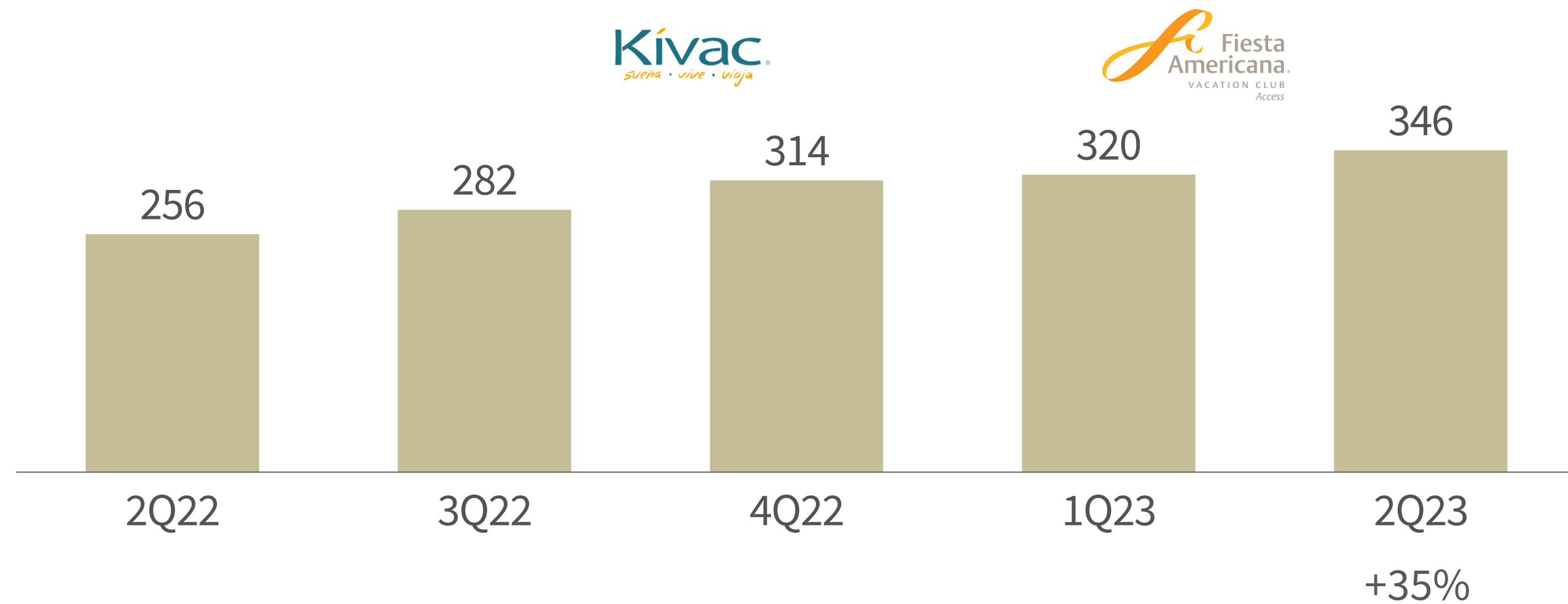
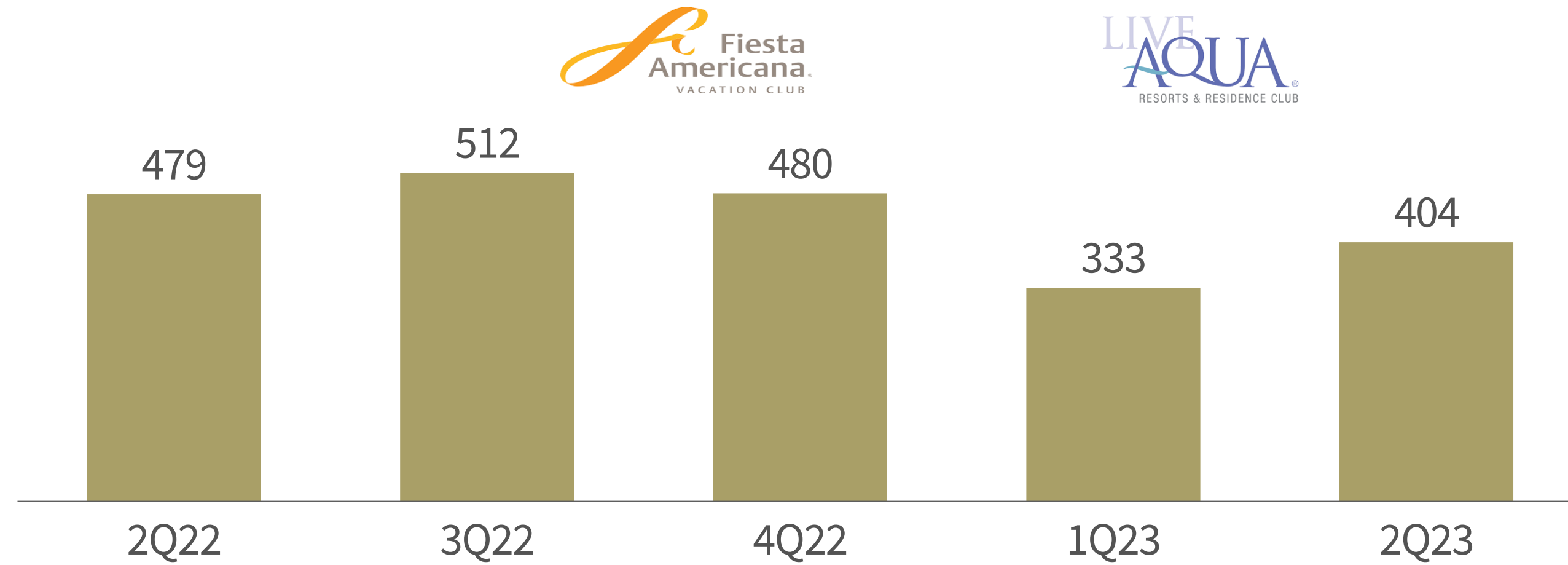
LOYALTY

POSADAS.

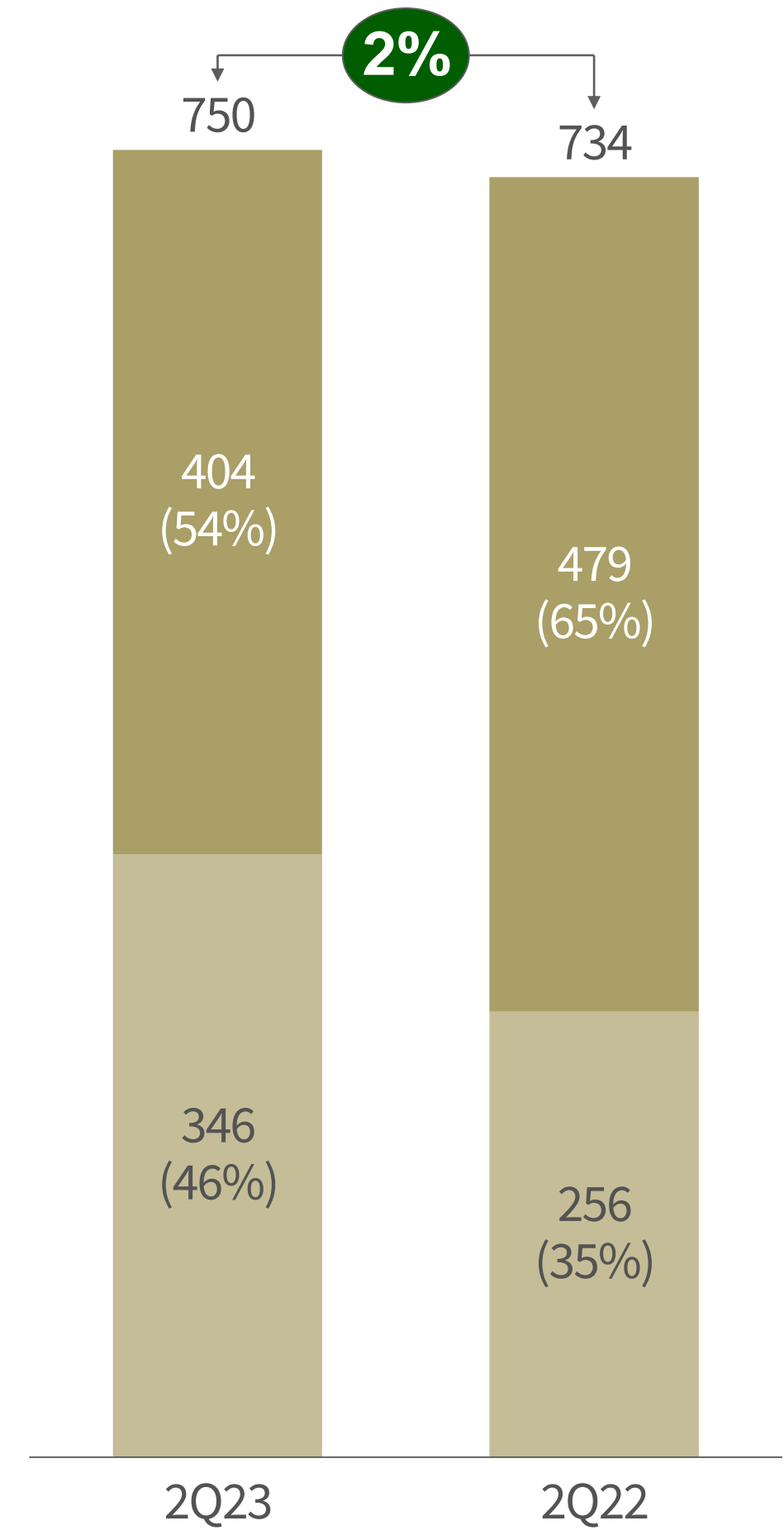
LOYALTY NET SALES

MEMBERSHIP NET SALES +2% YEAR OVER YEAR

Net Sales by product \$MXN millions



Total Net Sales \$MXN millions



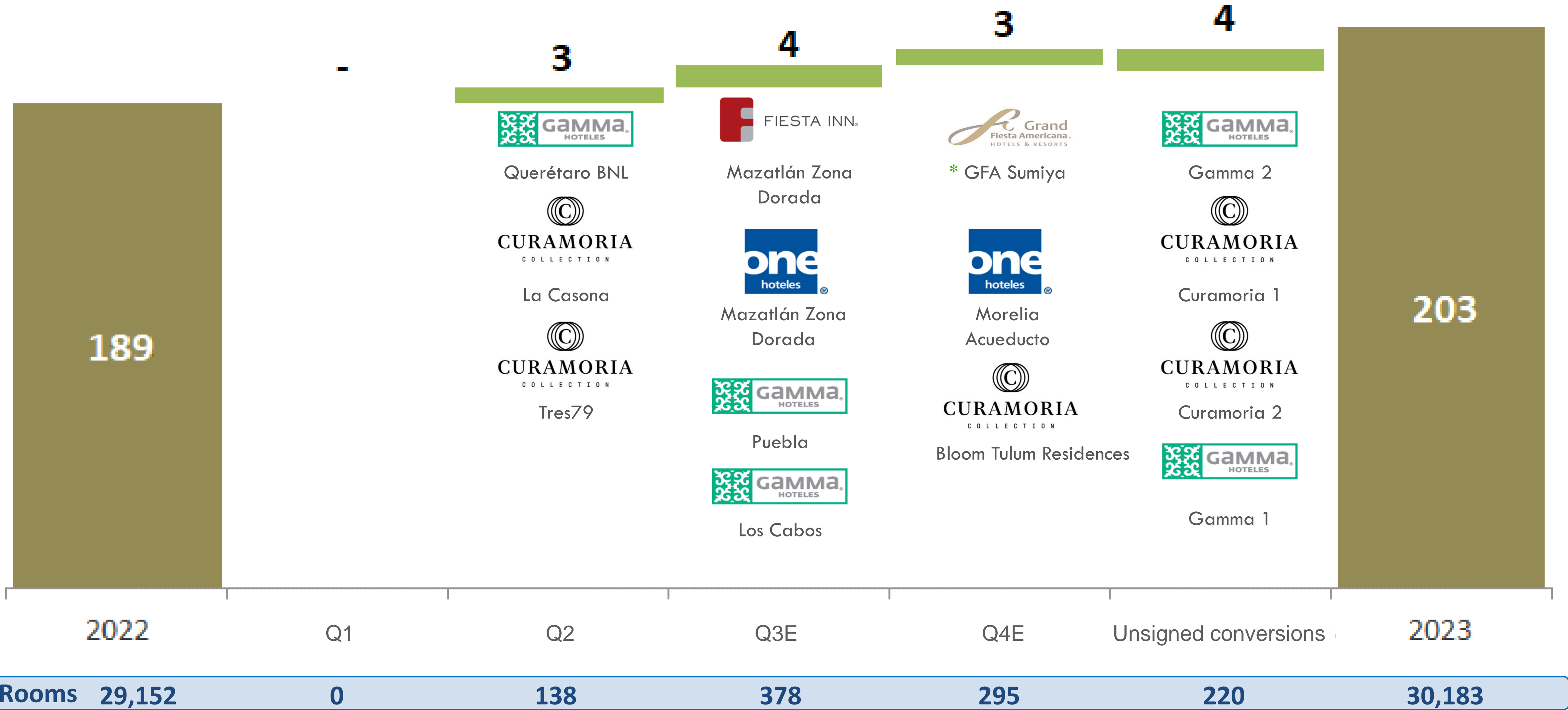
FAVC + LARC
Kivac + Access



DEVELOPMENT

PIPELINE

THREE OPENINGS/138 ROOMS

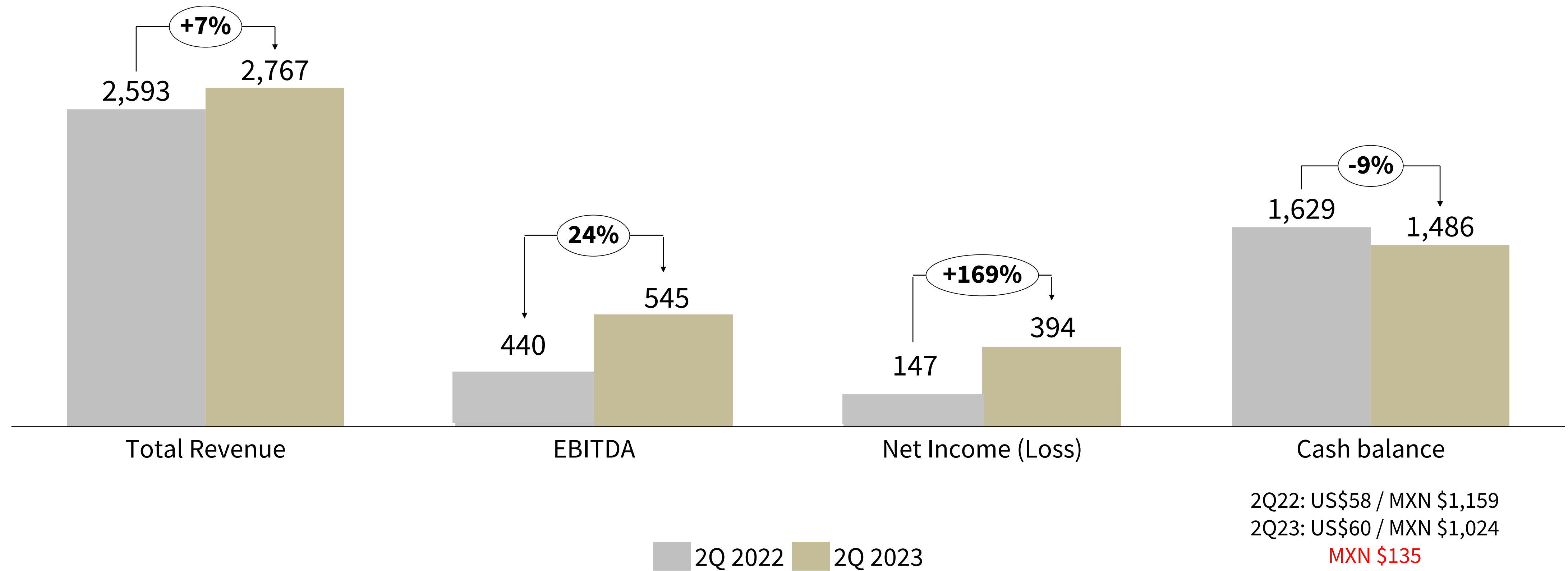




Financial Performance

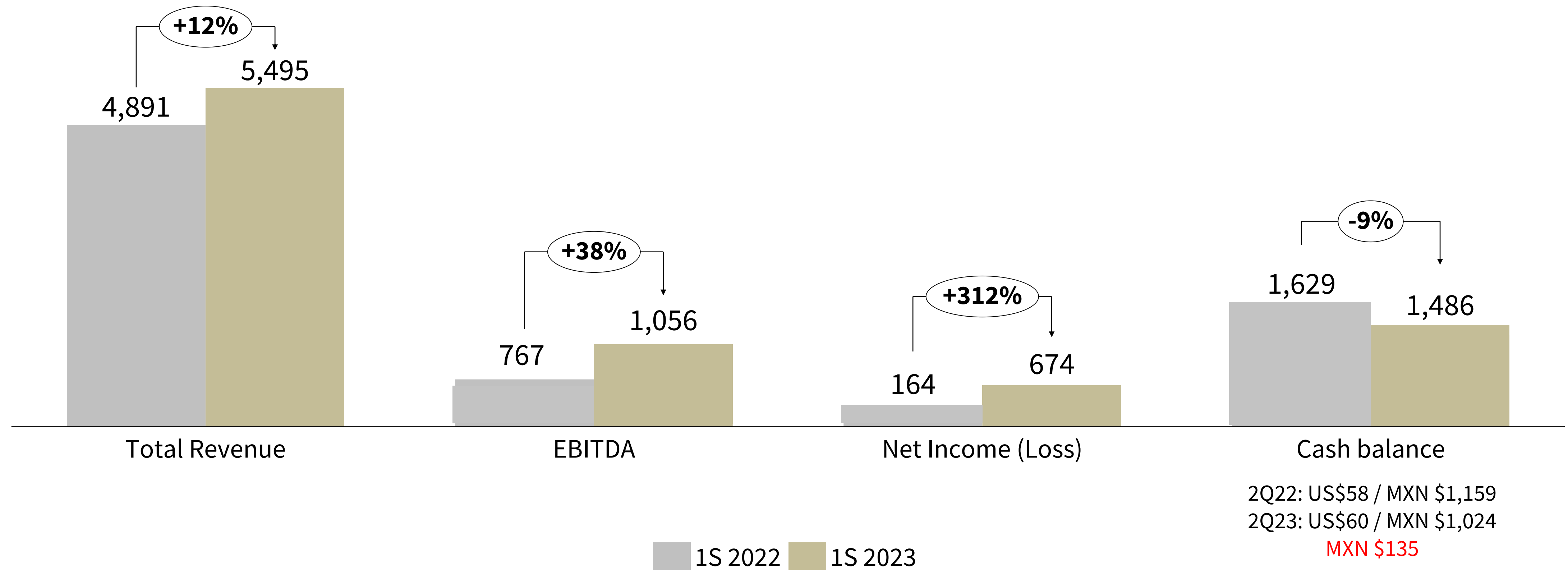
P & L - (Y o Y)

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



P & L - (Y o Y)

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



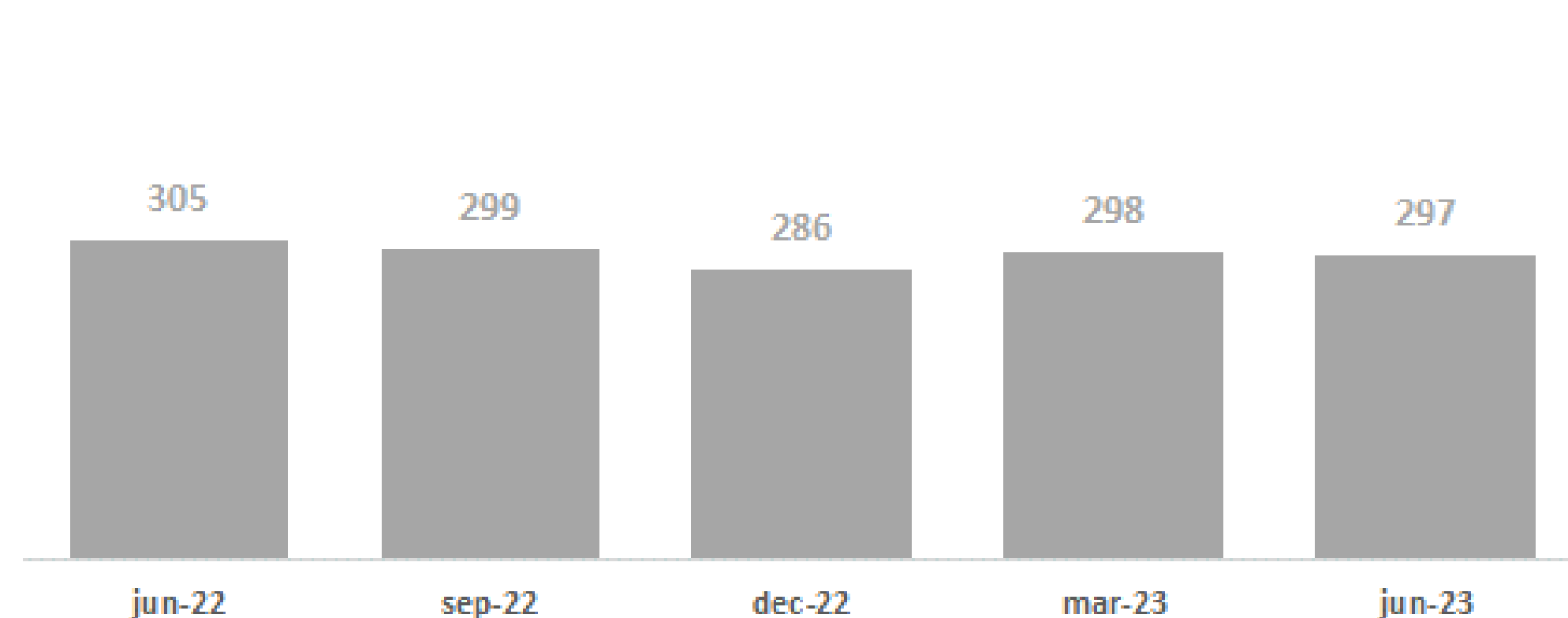
FREE CASH FLOW, INTERNAL REPORTING

(MILLION PESOS)

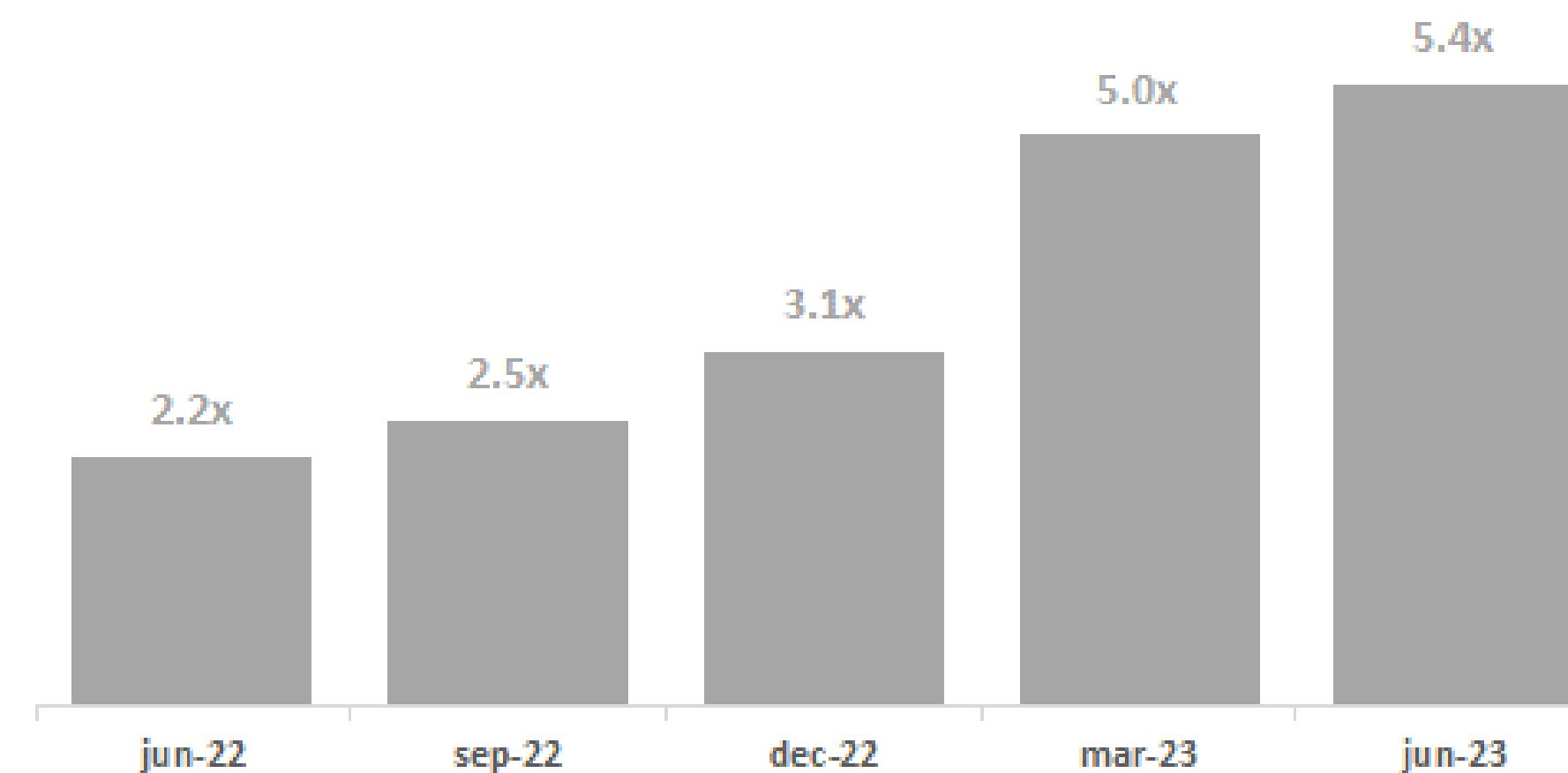
Accum. As of June 2023	
Cash 2022	1,939
EBITDA IFRS	1,056
Leases	(350)
EBITDA BAU	705
Special operations	20
Working capital & Other	(380)
Profit Sharing	(130)
Interests, net	(109)
Taxes	(415)
Cash flow before Capex	(309)
CAPEX BAU	(117)
Open market repurchase	(27)
Cash BAU	(453)
Cash 2023	1,486

FINANCIAL HEALTH - 2Q23

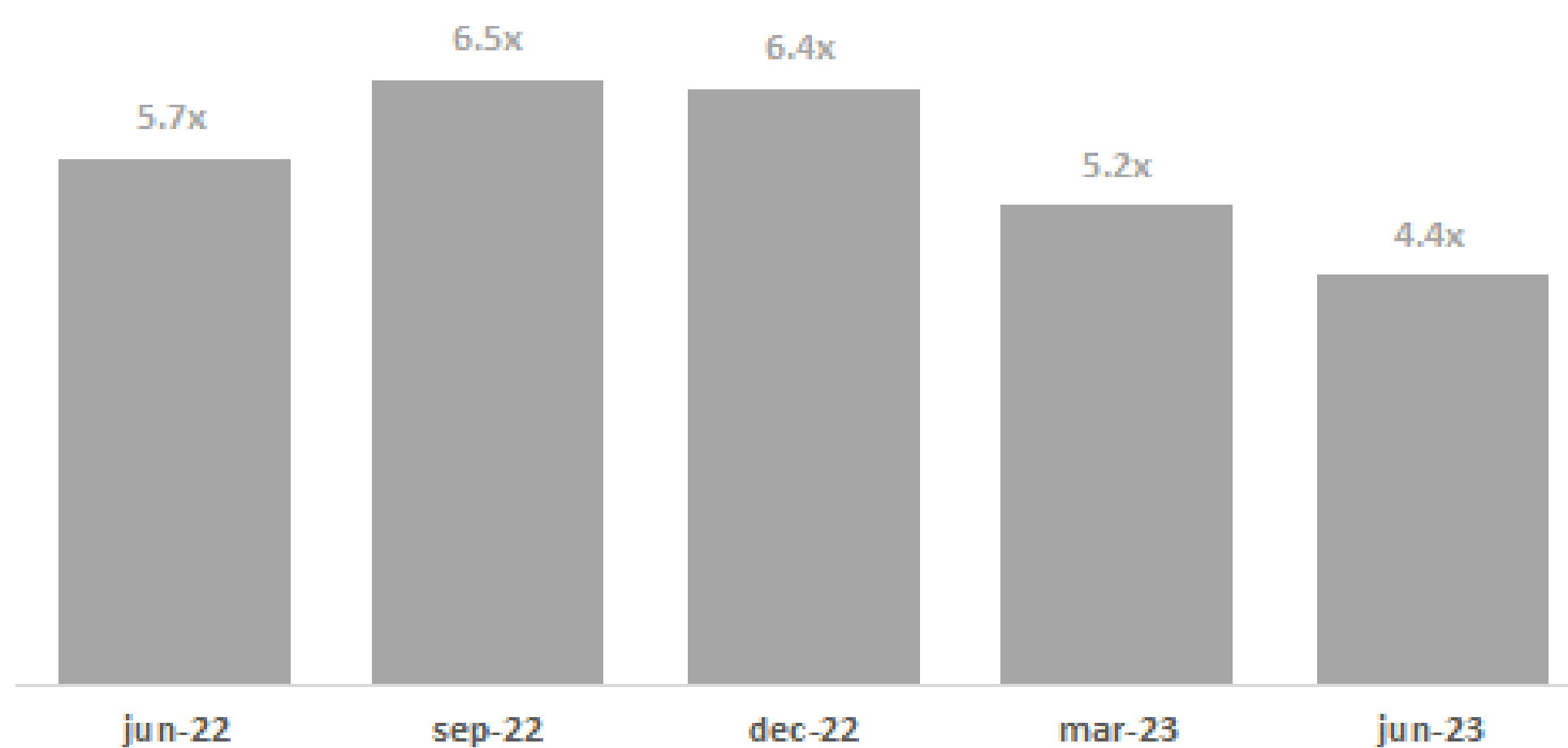
Net Debt (US\$M)



Net Interest Coverage



Net Debt / EBITDA



	Jun-22	Sep-22	Dec-22	Mar-23	Jun-23
Total Debt	7,723	7,852	7,477	6,987	6,557
Interest	0	84	0	94	0
Debt+Interest	7,724	7,936	7,478	7,081	6,557
Cash	1,629	1,860	1,939	1,682	1,486
Net Debt	6,094	6,076	5,539	5,399	5,071
EBITDA LTM	1,079	933	865	1,047	1,152
ND / EBITDA	5.7x	6.5x	6.4x	5.2x	4.4x
Exchange Rate	19.98	20.31	19.36	18.11	17.07
Leases Liabilities	3,214	3,198	3,018	2,997	2,817
Leases LTM	690	693	698	700	700
ND/ EBITDA IFRS16	5.3x	5.7x	5.5x	4.8x	4.3x

HIGHLIGHTS

- Hotel RevPAR (revenue per available room) increased 9% year-over-year, 24% higher than 2019.
- Q2 revenue was \$2,767 million, a 6.7% increase QoQ.
- 2QEBITDA was \$545 million, 24% higher YoY.
- Net income was \$394 million.
- Fiesta Americana Travelty: new brand and improved booking platform.
- Pipeline with 17 new hotels with 3,430 rooms, 12% growth.
- Cash available as of June 30, 2023 was \$1,486 million (75% denominated in USD).

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RESORTS & RESIDENCE CLUB

Grand
Fiesta Americana.
HOTELS & RESORTS

Fiesta
Americana.
HOTELS & RESORTS

EXPLORAN
HOTELS & RESORTS

FIESTA INN.
HOTELS & RESORTS

GAMMA
HOTELS

one
hotels

LIVE
AQUA
RESIDENCE CLUB

Fiesta
Americana.
VACATION CLUB

Kivac
play • live • enjoy

Fiesta
Americana.
VACATION CLUB
ACCESS

FR
FIESTAREWARDS

APRECIARE
CLUB DE RECOMPENSAS

motiva