

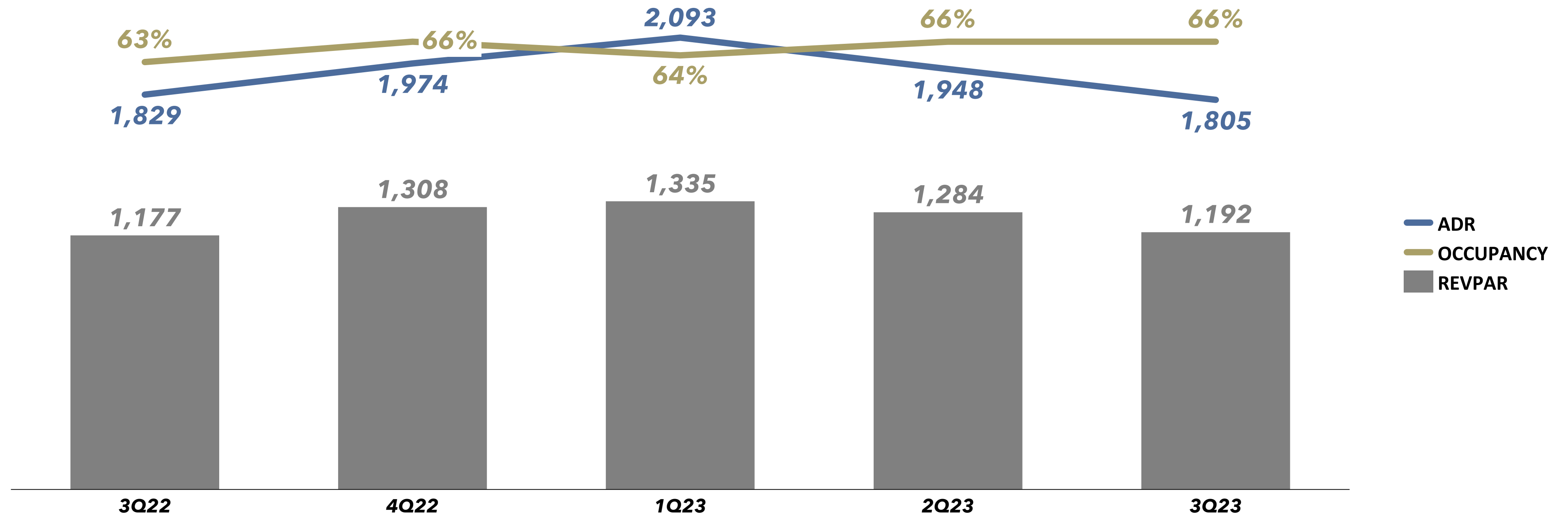
An aerial photograph of a large, modern resort building with a distinctive stepped, tiered design. The building is white with many windows and balconies. In the foreground, there is a large swimming pool with blue lounge chairs and umbrellas. The resort is surrounded by lush greenery and palm trees. The sky is clear and blue.

POSADAS®

3Q23 EARNINGS CONFERENCE CALL

10/26/2023

# KPI'S (MXN)



RevPAR variation YoY

38%

27%

31%

9%

1%

RevPAR variation vs 2019

19%

28%

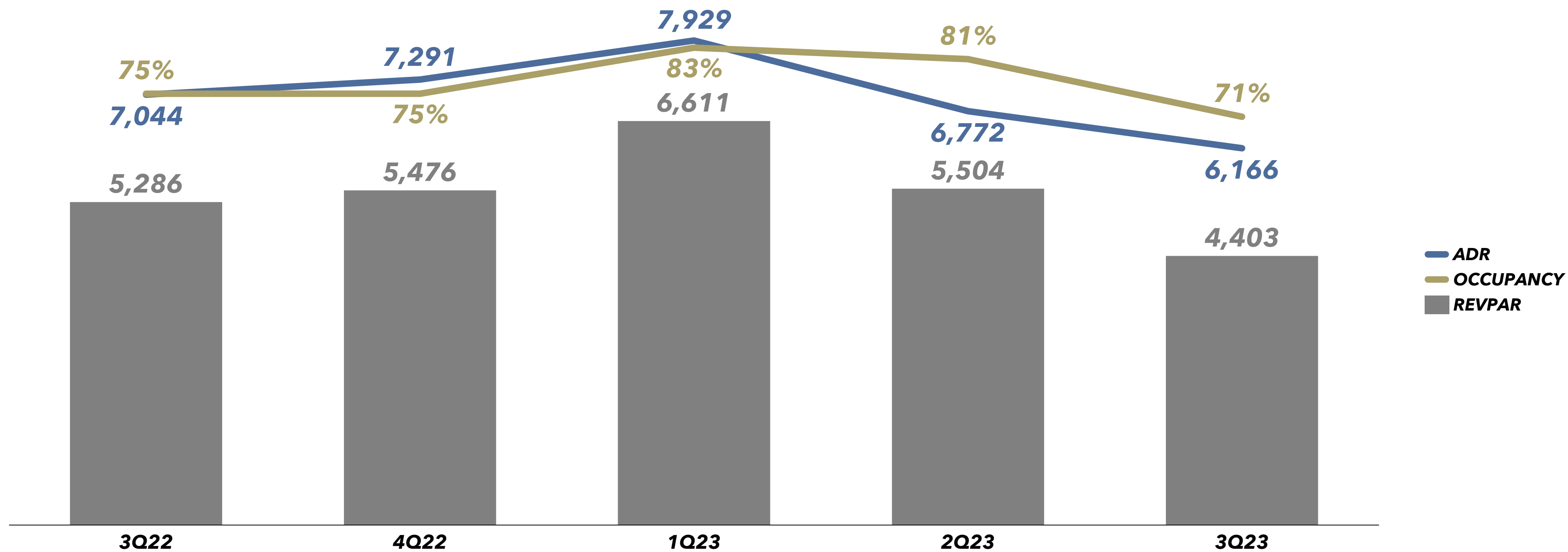
25%

24%

20%

# RESORTS

# KPI'S (MXN)



RevPAR variation YoY

23%

14%

18%

-3%

-17%

RevPAR variation vs 2019

73%

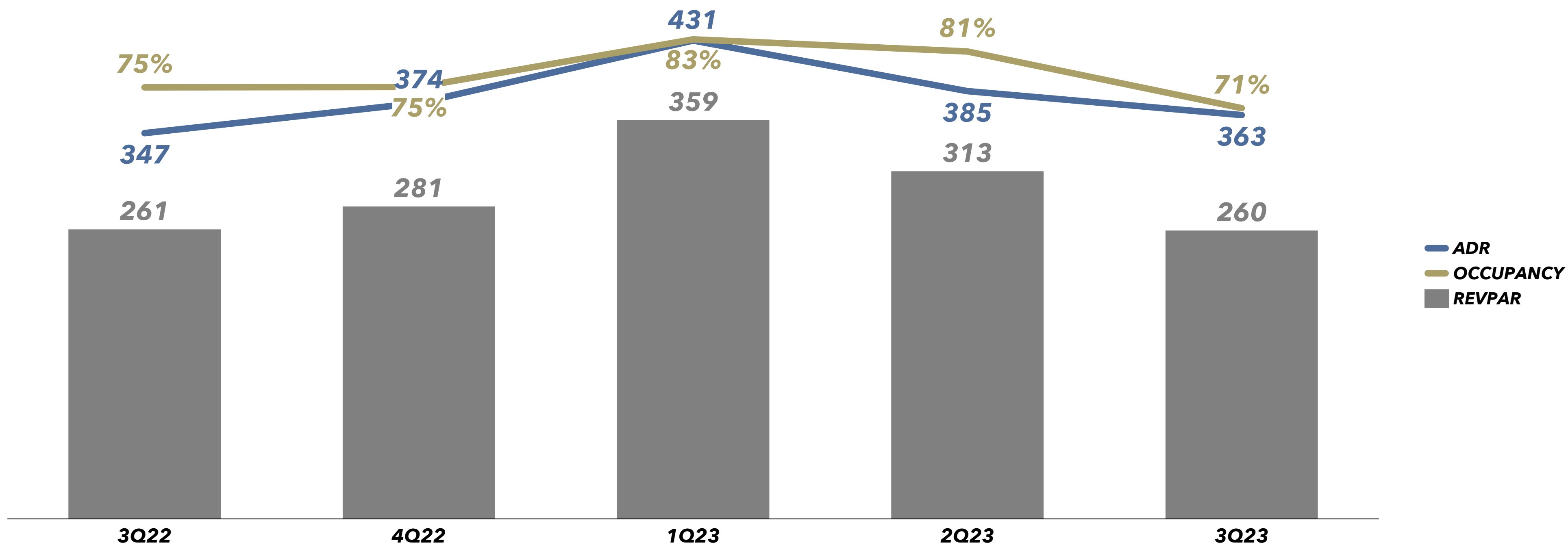
72%

54%

56%

44%

# KPI'S (USD)



RevPAR variation YoY

22%

22%

31%

11%

-0%

RevPAR variation vs 2019

67%

69%

60%

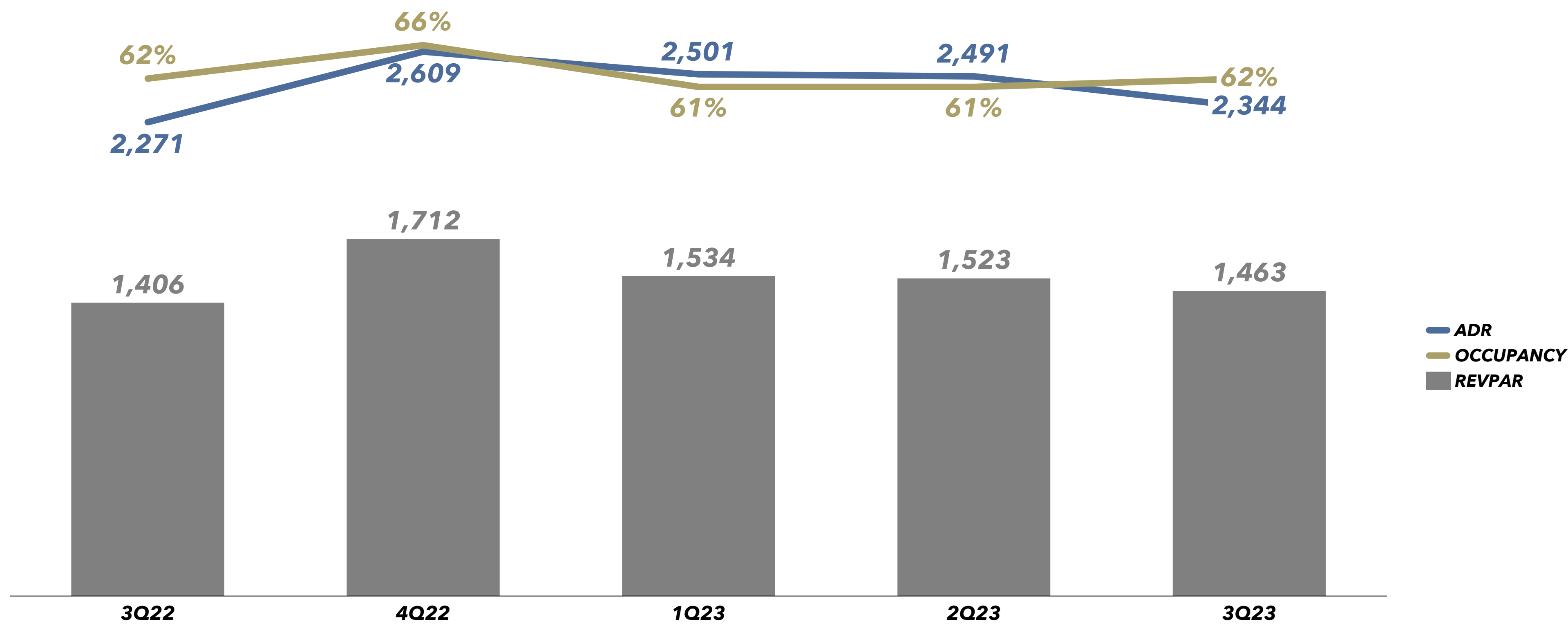
70%

66%

# UPSCALE & LUXURY CIUDAD

LIVE  
AQUA

# KPI'S (MXN)



RevPAR variation YoY

56%

36%

42%

10%

4%

RevPAR variation vs 2019

12%

27%

25%

20%

16%

# MIDSCALE & ECONOMY

**IOH**<sup>®</sup>  
FREESTYLE HOTELS

**F** FIESTA INN<sup>®</sup>

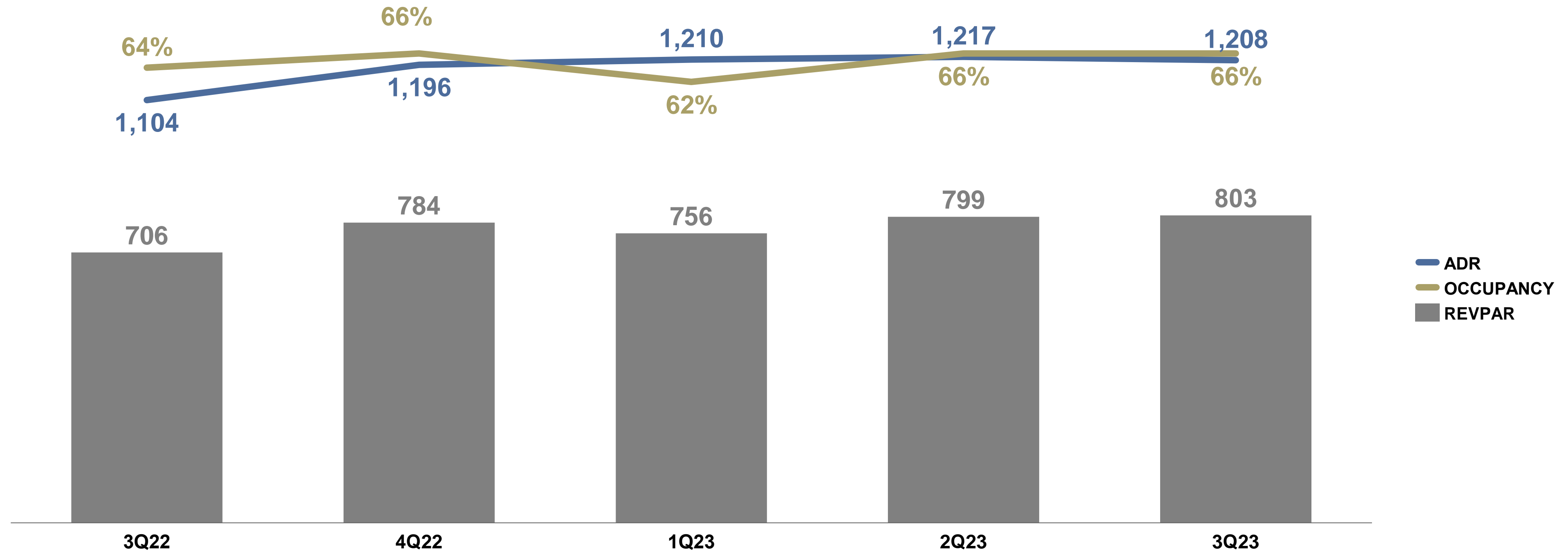
**Gamma**<sup>®</sup>  
HOTELES

**one**<sup>®</sup>  
hoteles

POSADAS<sup>®</sup>



# KPI'S (MXN)



RevPAR variation YoY	42%	33%	37%	16%	14%
RevPAR variation vs 2019	1%	11%	13%	13%	15%

LOYALTY

POSADAS.

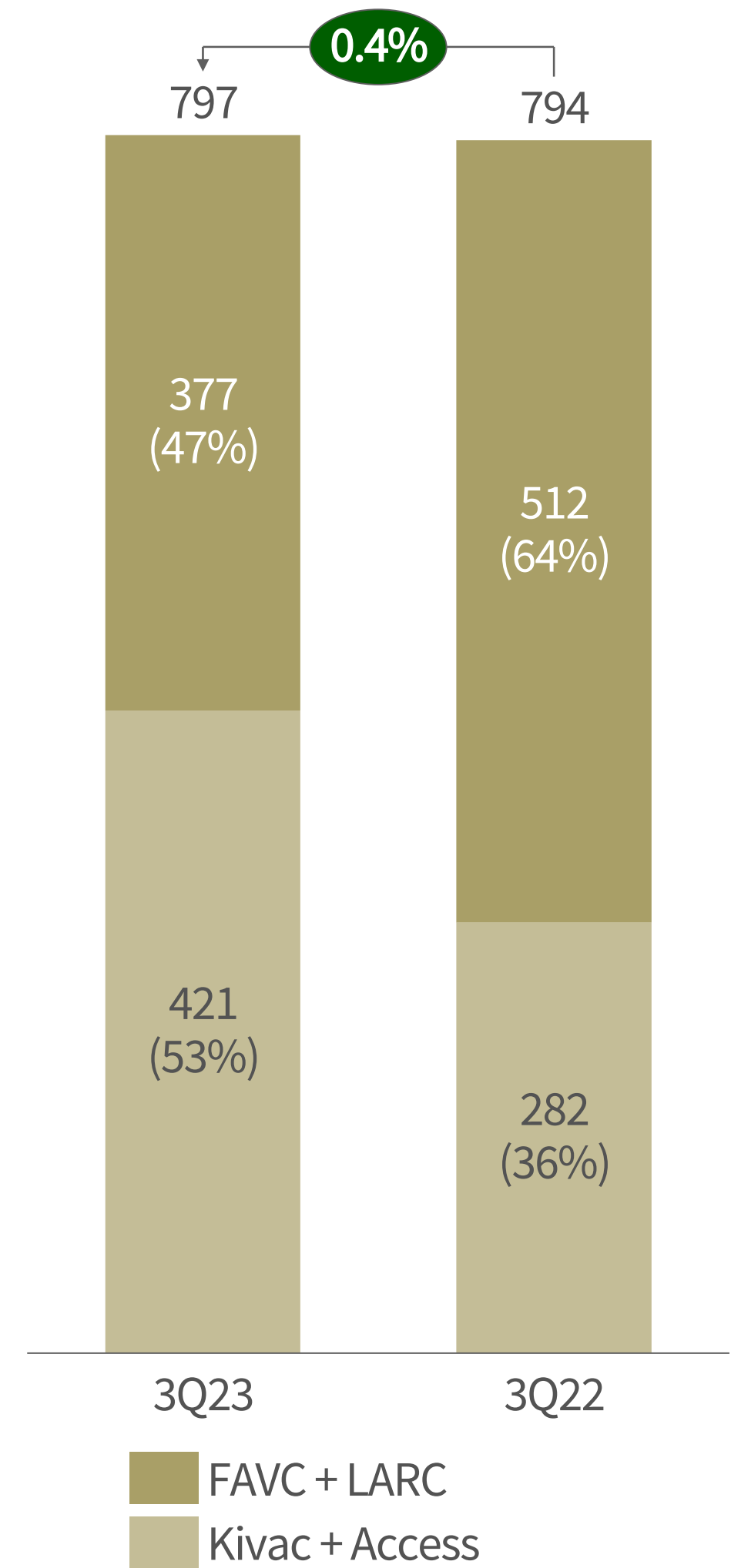
# LOYALTY NET SALES

MEMBERSHIP NET SALES +0.4% YEAR OVER YEAR

Net Sales by product \$MXN millions



Total Net Sales \$MXN millions

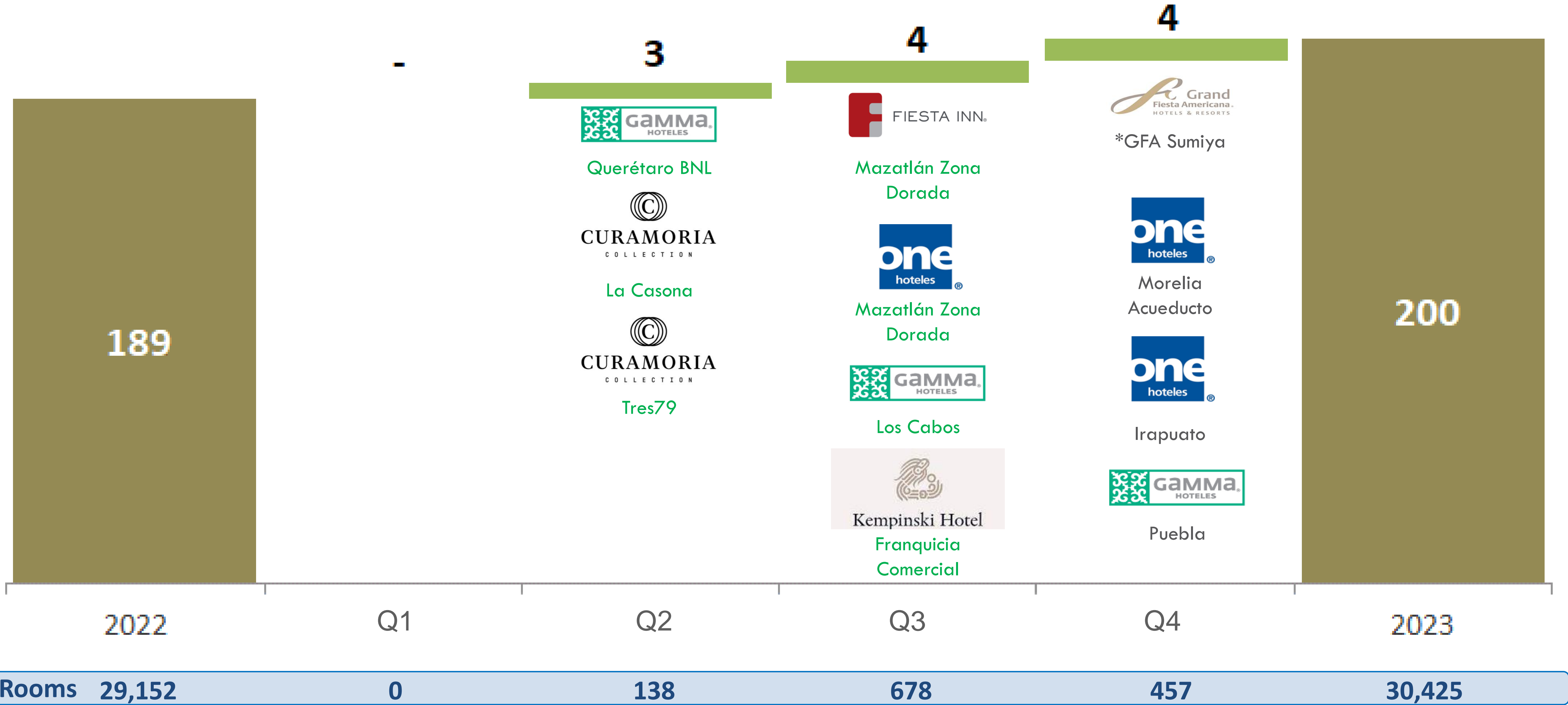




# DEVELOPMENT

# PIPELINE - 2023

4 OPENINGS IN THE 3RD QUARTER ADDING 678 KEYS TO OUR INVENTORY

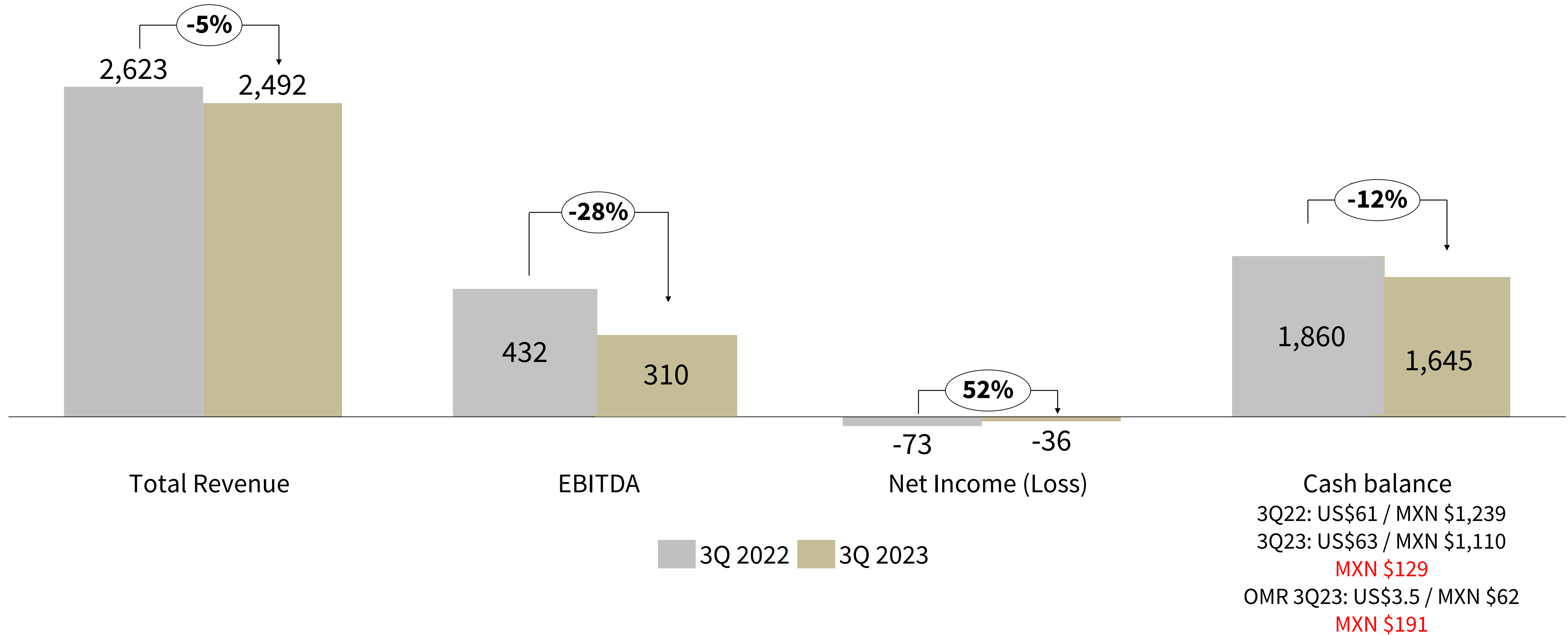




# Financial Performance

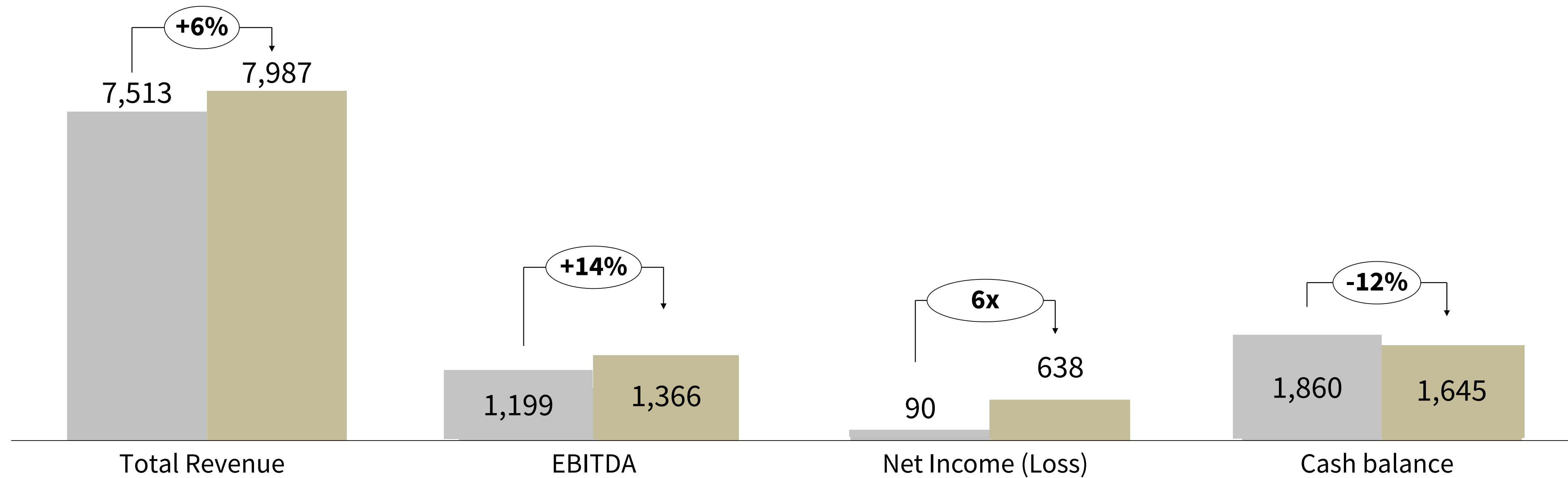
# P & L - (Q o Q)

## \$ MXN MILLIONS



# P & L - (Y o Y)

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



■ YTD 2022  
■ YTD 2023



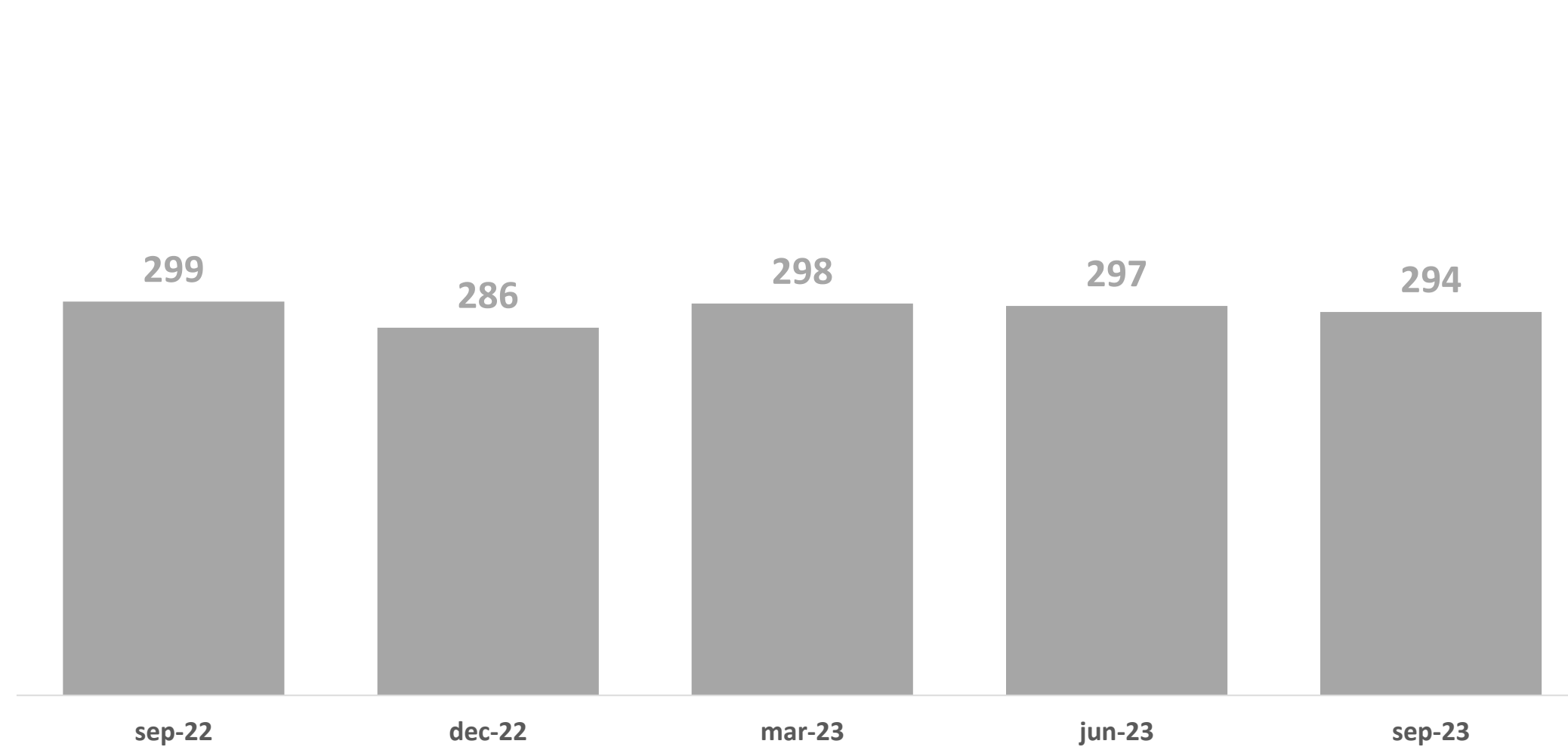
# FREE CASH FLOW, INTERNAL REPORTING

( MILLION PESOS )

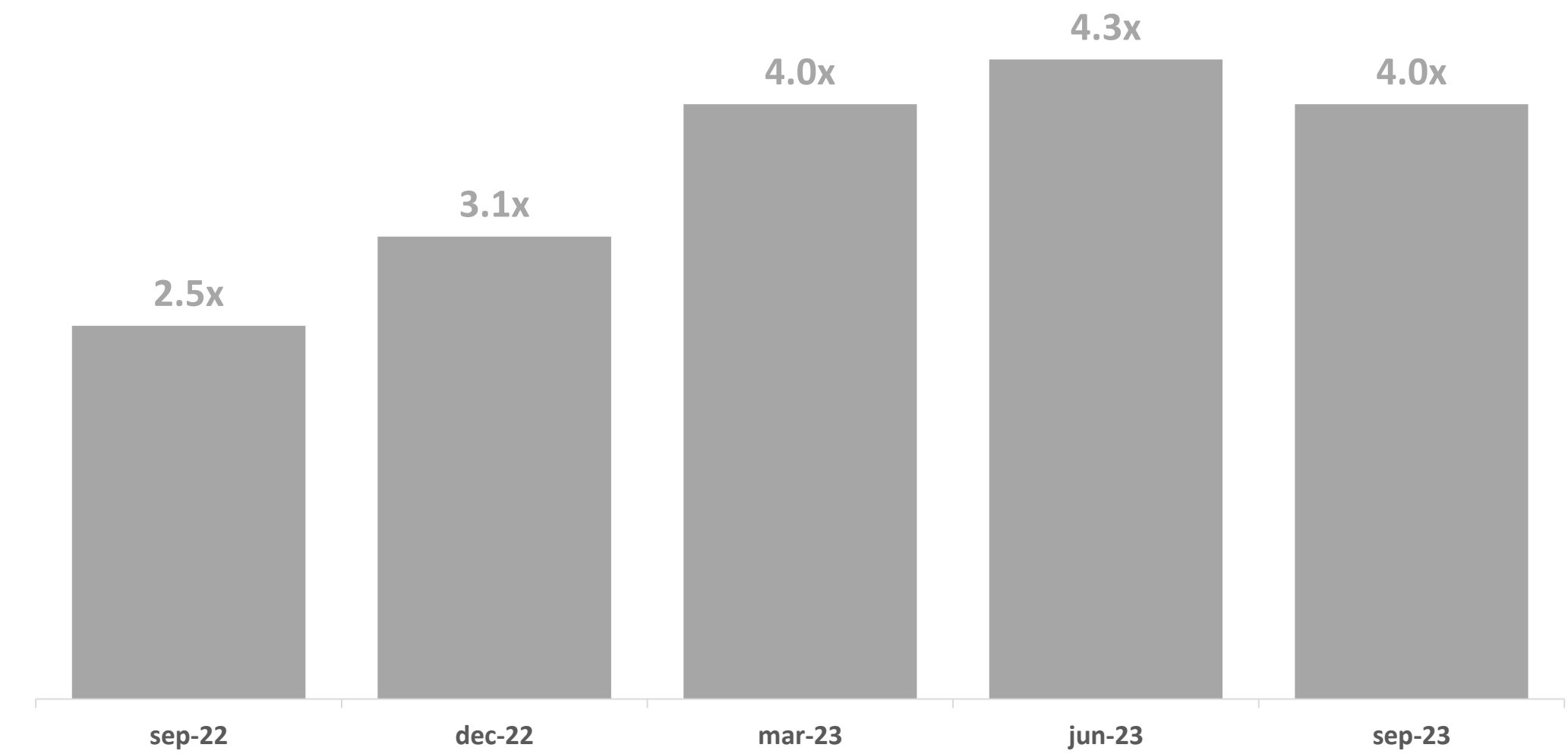
Accum. As of September 2023	
Cash 2022	1,939
EBITDA IFRS	1,365
Leases	(522)
EBITDA BAU	843
Special operations	30
Working capital & Other	(228)
Profit Sharing	(135)
Interests, net	(95)
Taxes	(415)
<b>Cash flow before Capex</b>	<b>0</b>
CAPEX BAU	(233)
Open market repurchase	(61)
<b>Cash BAU</b>	<b>(294)</b>
<b>Cash 2023</b>	<b>1,645</b>

# FINANCIAL HEALTH - 3Q23

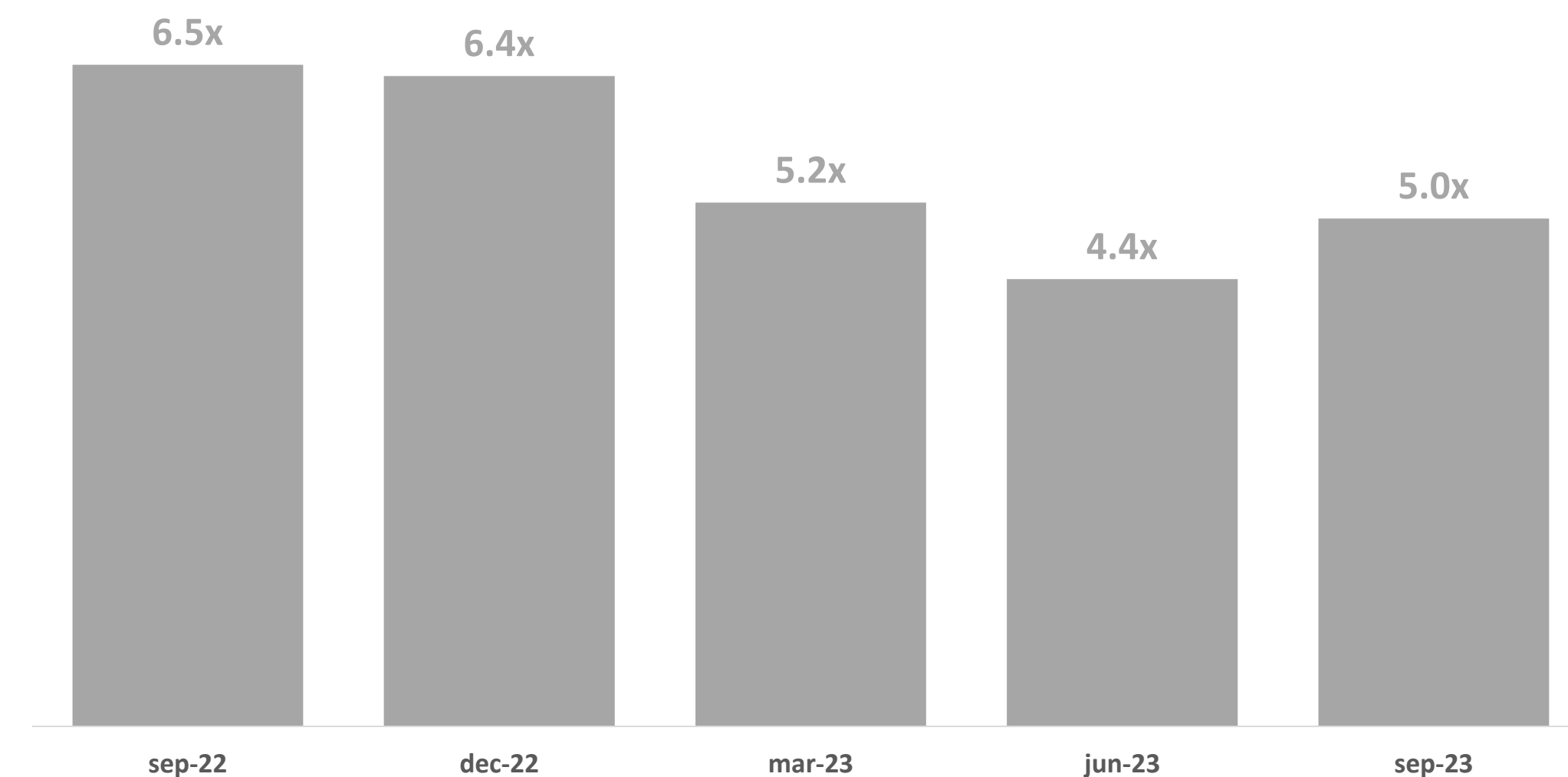
## Net Debt (US\$M)



## Net Interest Coverage



## Net Debt / EBITDA



	Sep-22	Dec-22	Mar-23	Jun-23	Sep-23
Total Debt	7,852	7,477	6,987	6,557	6,736
Interest	84	0	94	0	90
<b>Debt+Interest</b>	<b>7,936</b>	<b>7,478</b>	<b>7,081</b>	<b>6,557</b>	<b>6,826</b>
Cash	1,860	1,939	1,682	1,486	1,645
<b>Net Debt</b>	<b>6,076</b>	<b>5,539</b>	<b>5,399</b>	<b>5,071</b>	<b>5,181</b>
<b>EBITDA LTM</b>	<b>933</b>	<b>865</b>	<b>1,047</b>	<b>1,152</b>	<b>1,034</b>
<b>ND / EBITDA</b>	<b>6.5x</b>	<b>6.4x</b>	<b>5.2x</b>	<b>4.4x</b>	<b>5.0x</b>
Exchange Rate	20.31	19.36	18.11	17.07	17.62
Leases Liabilities	3,198	3,018	2,997	2,817	3,012
Leases LTM	693	698	700	700	696
<b>ND/ EBITDA IFRS16</b>	<b>5.7x</b>	<b>5.5x</b>	<b>4.8x</b>	<b>4.3x</b>	<b>4.7x</b>

# HIGHLIGHTS

- Hotel occupancy rate was 66%, 3 pp higher year-over-year.
- RevPAR (revenue per available room) increased by 1 pp despite the appreciation of the MXN vs. USD of 16% QoQ.
- Q3 revenue was \$2,492 million, 5.0% lower QoQ, which includes \$294 million from advertising and marketing recoverable revenue. \$7,987 million in the first three quarters of 2023, increasing 6.3% year-over-year.
- 3Q EBITDA was \$310 million, 26% lower QoQ and \$1,365 million in the first three quarters of 2023, 14% higher.
- Year to date net income was \$638 million. Including a foreign exchange gain of \$582 mm in the first three quarters of 2023.
- Grupo Posadas was upgraded to 'B' from 'B-' by S&P Ratings on continued improvement in operating and financial performance.
- Four hotel openings with 678 rooms in 3Q.
- Pipeline with 21 new hotels with 3,820 rooms, 13% growth.
- Cash available as of September 30, 2023 was \$1,645 million (73% denominated in USD).

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# POSADAS.

LIVE  
AQUA  
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