

# POSADAS®



## Operating & Financial Results: Fourth Quarter 2023



## Grupo Posadas, S.A.B. de C.V. & Subsidiaries Mexico City, February 26, 2024.

Information presented with respect to the same quarter of previous year under IFRS accounting standards (figures in MXN):

- Hotel occupancy rate was 68%, 2 pp higher year-over-year.
- RevPAR (revenue per available room) increased by 3% despite the appreciation of the MXN vs. USD of 13% QoQ.
- Q4 revenue was \$2,484<sup>1</sup> million, 11% lower QoQ, which includes \$307 million from advertising and marketing recoverable revenue. \$10,468 million in 2023, increasing 1.5% year-over-year.
- 4Q EBITDA was \$420 million, 15% higher QoQ and \$1,786 million in 2023, 14% higher.
- 4Q net income was \$368 million, including a foreign exchange gain of \$232 million. 2023 net income was \$1,006 million, including a foreign exchange gain of \$832 million.
- Four hotels were opened in Q4, with 457 rooms.
- Pipeline includes 18 new hotels with 3,428 rooms, 11% growth.
- Cash available as of December 31, 2023 was \$1,841 million (65% denominated in USD).

Million pesos as of December 31, 2023	4Q23		Var. YY %	2023		Var. AA %
	\$	%		\$	%	
<b>Total Revenues</b>	2,484.4	100	(11.3)	10,467.8	100	1.5
<b>EBIT</b>	347.3	14.0	29.4	1,074.9	10	30.1
<b>EBITDA</b>	420.3	16.9	15.5	1,785.8	17	14.3

### Relevant Events

The purpose of all of us at Posadas is to make the world a better place to travel; Travel touches people's lives and contributes to the evolution of our culture.

To achieve this, we are focused on 4 strategic pillars: growth, adaptability with agility, profitability with productivity, as well as talent and a collaborative culture.

In 2023, social, cultural and economic changes were not the only challenges we had to face. The course that economic policy has taken in Mexico resulted in an appreciation of the peso near 13%, which forced us to adjust our planning, particularly in 2Q and 3Q. Our response to this and other changes in recent years, combined with our 2023 results, demonstrate that Posadas is capable of adapting and adjusting to any challenge to accelerate the pace of growth.

Between January and December 2023, 42 million international tourists arrived in Mexico, representing

10% more than in the same period in 2022. Of the international visitors by plane, 73% were from the United States of America and Canada<sup>2</sup>.

As a result, our hotels had a 10% increase in RevPAR (Revenue Per Available Room) compared to the previous year. During the year, demand in Mexico showed growth vs. 2022 in almost all areas, which enabled us to achieve better results.

Throughout Posadas's hotels, we had an average occupancy of 66% and a growth in RevPar of 10% YoY. Furthermore, within our distribution channels, we achieved the best performance in groups and individuals with a growth of 15% and 17%, respectively. Together, these two channels represent 34% of room revenue in the year.

1: Includes \$353.5 million from advertising, marketing, commissions and centralized services recoverable revenue.

2: Source: Secretaria de turismo (SECTUR).

## Resorts

We continued to see good performance in this segment. Occupancy increased almost 3pp, reaching an average occupancy for the year of 79% and maintaining the same RevPAR in pesos that we achieved the previous year. However, in US dollar terms, we obtained a 13% growth in RevPAR vs 2022.

The “public group” and “individual” segment showed significant growth compared to the previous year, with 28% and 16%, respectively. Together, these two channels represented 34% of the segment’s room revenue for the year.

## Upscale & Luxury Hotels

We generated 76% of room nights through our own channels in this segment in 2023. Additionally, the “individual business” and “group” segments improved and operated above 2022 levels with 15% and 14% growth respectively.

The average annual occupancy increased by almost 3pp, reaching 63%. The RevPAR improved 12% in the same period. Operating margins improved due to strict expense control, an increase in room rates and increased food and beverage revenues.

## Midscale & Economy Hotels

This segment obtained extraordinary results: an average occupancy of 65%, an increase in RevPAR of 17% and an accumulated revenue generation per room in our channels of 78% in 2023. In addition, our operating margins increased by 0.4 pp compared to 2022.

## Loyalty

In 2023, our loyalty products generated 36% of the hotel occupancy for the entire Posadas hotels system, which represents approximately 2.2 million room nights. A new commercial strategy to bring the different loyalty products closer to our guests in a clearer, faster and more accessible allowed us to increase global sales by 3% compared to the previous year (adjusting for November and December sales impacted by hurricane OTIS).

Fiesta Rewards Loyalty Program continued its growth, closing the year with more than 460,000 active members in the last twelve months. Renewing the alliance with Banco Santander – with very clear objectives to

increase the membership base and increase credit card penetration – enabled us to achieve the desired trust and participation levels in our loyalty program. Fiesta Rewards Invita gave our members access to great benefits such as concerts, sporting and cultural events, and trips, among many others.

## Innovation and Technology

In 2023, we launched our new Fiesta Americana Travelty platform where our guests can find all of our hotels and brands, as well as packages, transportation and other services in one place, allowing them to plan and book their entire trip with a personalized experience improved, underpinned by a new architecture and new technological attributes. We closed the year with a 30% growth in our reservations through digital channels, which allowed 70% of all reservations in 2023 to be generated through our own channels.

Konexo, our contact center and telephone solution, received recognition and certification of the IMT (Mexican Institute of Teleservices) as the organization with the best score at the national level for the seventh time. We maintained high conversion standards of over 60% of the calls received, and an average NPS (Net Promoter Score) of 93% in our operations.

Medallia, a global specialist in customer and employee experience management, recognized us as the hotel company that achieved the highest customer satisfaction score (NPS) with 59.5, 19.9 points above the hotel industry average worldwide (39.6) and 26.5 above the average in the American region (33.0). Furthermore, the NPS trend for Posadas has been positive; at the end of 2023 we obtained two points more than in 2022, and in the September 2023 measurement we reached the highest NPS in the history of Posadas with a result of 65 points. The customer experience improvement strategies implemented during the year were reflected in an increase of two points in the Upscale & Luxury segment and three points in the Midscale & Economy segment compared to the score obtained in 2022.

In terms of digitalization, our guests and members have the experience of Digital Concierge, through WhatsApp or iMessage as an ally throughout their stay. Our Digital Concierge has artificial intelligence that allows us to send the guest recommendations for activities or offers both within the hotel and in the destination they are traveling to, as well as personalized experiences.

Travelers who choose to leverage this experience rate us an average of 6 points higher in the NPS (Net Promoter Score) compared to those who do not have interaction with it. The Digital Concierge also serves as a communication channel for promotions, experiences and complementary services, and is a proven revenue generator for us. In 2023, we sold more than 17,700 complementary service experiences (romantic dinners, celebration packages, etc.) through this platform.

### Hurricane Otis

Hurricane OTIS (October 25), which hit the coast of Acapulco, Guerrero, represented a challenge for the company. Thanks to our strict adherence to all the necessary protocols, all of our guests and collaborators remained healthy and safe during this phenomenon.

In Acapulco, we manage three hotels with 683 rooms, and we own a timeshare hotel with 560 rooms. All hotels have insurance coverage for both property damage and business interruption. The damages these hotels sustained are as follows:

- Hotel One Acapulco Diamante with 126 rooms: The hotel did not sustain major damage and is currently in operation.
- Hotel One Acapulco Costera with 126 rooms: The hotel did not sustain major damage, however, its reconditioning and remodeling work is still underway. We expect the hotel to reopen on March 31.
- Gamma Acapulco Copacabana with 431 rooms: The hotel sustained significant damages such that operations could not be restored. As a result, the administration contract has been concluded.
- Hotel Fiesta Americana Condesa Acapulco with 560 rooms: The hotel suffered significant damage, the value of which we are in the process of estimating. We are also in negotiations with the insurance company to begin the necessary repairs. In November, we received a \$100 million advance payment as part of the insurance coverage, of which we have applied \$52 million for business interruption coverage. We expect that the hotel can reopen partial operations during the fourth quarter of 2024.

### Financial Information

Revenues at the end of the year were \$9,209 million pesos (\$10,468<sup>3</sup> million), the figure reported to the Mexican Stock Exchange), generating EBITDA of \$1,786

million pesos and an IFRS net profit of \$1,006 million pesos.

The cash balance as of December 31, 2023 was \$1,841 million pesos (US\$109 million), \$104 million, more than the previous year on a comparable basis after adjustment for the repurchase US\$7.5 million of Senior Notes, the appreciation of MXN against the USD of 12.7% (since 65% of the cash is invested in USD and the balance of the advance payment by OTIS). Total assets amounted to \$18,250 million pesos.

With the generation of cash flow, the following expenditures were made:

1. Payments to the SAT (Tax Administration Service) for \$416 million corresponding to the tenth and last year of the conclusive agreement with the tax authorities of Mexico reached in 2017.
2. Investments in capital expenditures for \$339 million pesos.
3. Debt service of \$338 million pesos corresponding to the interest on the Senior Notes.
4. Interest on the Inmobiliaria del Sudeste loan of \$11 million pesos and amortization of \$34 million of principal.
5. Repurchase of US\$7.5 million of Senior Notes on the market with a cash implication of US\$6.6 million. After canceling these Notes, the outstanding amount of Notes is US\$385.7 million.

On September 21, 2023, S&P Ratings upgraded Grupo Posadas to 'B' from 'B-' on continued improvement in operating and financial performance.

### 4Q23:

We recorded good occupancies in all segments during the fourth quarter. As a result of the fact that the MXN/USD exchange rate appreciated by 13% QoQ, the results in MXN of dollar denominated hotels were impacted by the appreciation of the U.S. dollar. This was mainly in Resorts located in Quintana Roo (Cancun area) and Baja California Sur (Los Cabos).

The occupancy rate was 68%, with an ADR (available daily rate) of \$1,990. This resulted in RevPAR of \$1,349, which was 3% higher than in 2022.

Coastal hotels (Resorts) had an occupancy rate of 79% (+4pp vs 4Q22) and an available daily rate of \$6,697. This yielded a RevPAR of \$5,275, 4% lower than 4Q22.

3: As of 2023, we have added the revenue and costs related to advertising and marketing, centralized services (payroll of the executive committees of the hotels and other recoverable expenses, among others) that were previously presented net, in the profit and loss statement. This change has enabled revenue from the Management segment to be more appropriately sized.

The variation is mainly due to the strength of the peso (MXN) against the USD (11% vs. 4Q22 average exchange rate). When we compare the performance of these hotels in USD, the same occupancy with the ADR of US\$388 (+3% QoQ), resulted in a RevPAR of US\$306, which is 9% higher than in 2022.

In the Upscale & Luxury segment, occupancy was 66%, and the available daily rate was \$2,629. This resulted in a RevPAR of \$1,737, an increase of 2% vs. 2022.

Midscale & Economy urban hotels had an occupancy and available daily rate of 67% and \$1,264, respectively, resulting in a RevPAR of \$849. This compares favorably with the previous year, 8% higher than the same quarter of 2022.

The Loyalty segment (vacation properties) saw a decrease in net sales of 1% QO, comparable including the impact of Hurricane OTIS.

Fiesta Americana Vacation Club Access net sales decreased 14% QoQ, representing 34% of current sales, decreasing from \$314 million to \$269 million over the same period. Notably, this product is not recorded as timeshare.

FAVC (Fiesta Americana Vacation Club) and LARC (Live Aqua Residence Club) sales represented 56% of net sales in 4Q23, a decrease of 9%. The balance has been accounted to the hotel operations affected by OTIS.

The outstanding balance of vacation club receivables was \$6,824 million, as of December 31, 2023, representing an increase of 5% compared to the previous year.

To celebrate the 25th anniversary of our Vacation Club, Posadas issued a special membership during the month of April 2023 called FAVC 25th Edition, which has been very well received in the market. 3,585 memberships were sold in the period from April to December 2023. Income recognition for FAVC 25th Edition memberships occurs at two points in time based on the two components of the membership:

- At the time of signing the contract, 3/4 of the value of the membership is recognized since the Entity considers that upon signing the contract, once the term of the membership begins, the client is granted the right to the points supported by the vacation property and the performance obligation is fulfilled. This recognition is the same as that used for traditional FAVC membership.

- The remaining 25% is recognized when the member uses the gift Edition Points or their right to use them expires, that is, once the hosting service is provided or when the period agreed in the contract with the client for their accrual elapses.

The above triggers a reclassification of income and expenses for \$255 million pesos that is reflected in the deferred liability and in the deferred asset (including a cancellation of expense provision) for the year.

For the Fiesta Americana Vacation Access product, according to the fiscal rule, the tax payment occurs at the time of signing the contract and issuance of the invoice, unlike the accounting treatment that is deferred for five years. The benefit of the advance payment was reflected in the deferred tax.

## > Hotel Development

As of December 31, 2023, the Company continues its development plan that includes agreements to operate 18 new hotels with 3,428 rooms. Of the total investment for these projects worth \$14,332 million (US\$848 million), Posadas will contribute 2% of the resources, with 98% contributed by other investors. This will increase the supply of rooms by 11%.

These hotel openings will begin during the second half of 2024, and according to the commitments assumed by the owners of these properties, we estimate that all of them will be in operation by 2026. The average life of these operating contracts is more than 15 years.

During the quarter we opened the following four hotels with a total of 457 rooms: Grand Fiesta Americana Sumiya Cuernavaca, Gamma Puebla Hotel Señorial, One Irapuato and One Morelia Acueducto.

New Hotels by Brand	Mexico		Caribbean		Total		%
	Hotels	Rooms	Hotels	Rooms	Hotels	Rooms	
<b>Live Aqua</b>	5	1,183			5	1,183	34.5
<b>Live Aqua Residence Club</b>	1	33			1	33	1.0
<b>Grand Fiesta Americana</b>	1	600			1	600	17.5
<b>Fiesta Americana</b>	1	184			1	184	5.4
<b>Curamoria Collection</b>							
<b>Fiesta Inn</b>	1	40			1	40	1.2
<b>Fiesta Inn Loft/Express</b>							
<b>Gamma</b>	2	222			2	222	6.5
<b>One</b>	6	668			6	668	19.5
<b>IOH</b>							
<b>Others</b>			1	498	1	498	14.5
<b>Total</b>	<b>17</b>	<b>2,930</b>	<b>1</b>	<b>498</b>	<b>18</b>	<b>3,428</b>	<b>100</b>

We end the quarter with a total of 196 hotels and 29,966 rooms, in more than 60 destinations.

Openings LTM	No. of rooms	Type of Contract
<b>Gamma Querétaro</b>	116	Franchised
<b>Tres79</b>	14	Franchised
<b>El Hotel Casona142</b>	8	Franchised
<b>One Mazatlán Zona Dorada</b>	144	Managed
<b>Gamma Los Cabos</b>	33	Franchised
<b>Kempinski Cancún</b>	363	Franchised
<b>Fiesta Inn Mazatlán Zona Dorada</b>	138	Managed
<b>One Irapuato</b>	126	Franchised
<b>Gamma Puebla Hotel Señorial</b>	78	Franchised
<b>One Morelia Acueducto</b>	90	Franchised
<b>Grand Fiesta Americana Sumiya Cuernavaca</b>	163	Managed
<b>Total</b>	<b>1,273</b>	

In the first quarter of 2024, we will not continue managing two hotels: IOH Mérida MID Center and Gamma Acapulco Copacabana.

## > EBITDA

EBITDA IFRS-16 in the quarter was \$420 million, while in the same quarter of the previous year it was \$364 million on a comparable basis, a 15% increase.

## > Comprehensive Financial Results

At the end of the quarter (LTM), the net coverage ratio was 4.1 times, 1.0x higher than in 4Q22. Net Debt to EBITDA was 4.2x, 1.3 times lower than in 4Q22.

The exchange loss in 4Q23 was \$250 million (including leases) as a result of a 4.7% appreciation of the MXN/USD compared to the previous quarter. For 2023, the foreign exchange gain was \$832 million. Compared to the same period of the previous year (December 31, 2023 v. December 31, 2022), the end of period exchange rate appreciated 12.7%, MXN\$2.47.

Concept	4Q23	4Q22	2023	2022
<b>Interest Income</b>	(31,146)	(27,080)	(112,832)	(59,783)
<b>Accrued interest</b>	97,377	87,187	379,394	337,949
<b>Exchange (gain) loss, net</b>	(193,586)	(239,650)	(622,062)	(319,404)
<b>Exchange (gain) loss, from lease payments</b>	(56,530)	(80,091)	(210,330)	(107,199)
<b>Accrued interest from lease payments</b>	71,762	70,595	279,680	293,402
<b>Other financial costs (products)</b>	(9,324)	0	(19,342)	(107,972)
<b>Other financial expenses</b>	17,714	17,005	69,006	94,904
<b>Total</b>	<b>(103,734)</b>	<b>(172,034)</b>	<b>(236,487)</b>	<b>131,897</b>

Figures in thousands of pesos

## > Capital Expenses

In 2023, capital expenditures were \$339 million, comprised of investments in hotels, vacation properties and in corporate.

## > Net Majority Income

As a result of the above, net income in the quarter was \$368 million versus \$127 million for the prior year. For 2023, net income reached \$1,006 million, while in 2022 it was \$217 million.

> Indebtednes

Concept (Figures in millions)	4Q23		4Q22	
	US\$	MXN	US\$	MXN
<b>FX eop:</b>		16.8935		19.3615
<b>EBITDA LTM</b>		1,087		865
<b>Asset Sale</b>				
<b>EBITDA with sales</b>		1,087		865
<b>Cash</b>		1,841		1,939
<b>Indebtedness:</b>				
<b>Interests</b>		0		0
<b>Senior Notes 2027</b>	386	6,516	393	7,614
<b>Secured Loan</b>				
<b>Subsidiary</b>	6	102	7	136
<b>Issuance expenses (IFRS)</b>		(219)		(272)
<b>Total</b>	392	6,398	400	7,478
<b>Net Debt to EBITDA</b>		4.2		6.4
<b>Lease liabilities</b>		2,865		3,018
<b>Leases LTM</b>		698		698
<b>Adjusted Net Debt to EBITDA</b>		4.2		5.5

As of December 31, 2023, the outstanding balance of the “Senior Notes Due 2027” was US\$385,700,000 million after having repurchased US\$3,523,128 on the market (OMR) during the quarter; US\$7,535,022 for 2023. This liability is recorded as long-term.

The \$210 million secured bank loan drawn in June 2017 in our subsidiary that holds the Fiesta Americana Mérida hotel has an outstanding balance of \$102 million after amortizing \$8 million in the quarter. The outstanding balance is recorded as a short-term liability since the loan matures in June 2024.

The corporate rating assigned by the S&P Global agency is “B”.

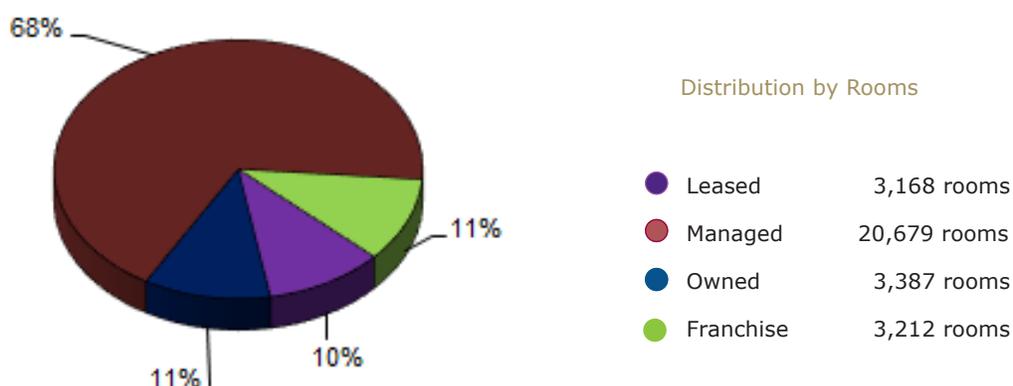
In compliance with Article 4.033.02 Section VIII of the Mexican Stock Exchange rules, Grupo Posadas coverage is provided by:

- BBank of America Merrill Lynch, analyst: Anne Milne [anne.milne@bofa.com](mailto:anne.milne@bofa.com) (1-646) 855-4096
- BCP Securities, LLC, analyst: Ben Hough [bhough@bcpscurities.com](mailto:bhough@bcpscurities.com) (1-203) 629 2181

> Grupo Posadas as of December 31, 2023.

Posadas is the leading hotel operator in Mexico that owns, leases, franchises and manages 200 hotels and 30,446 rooms in the most important and visited urban and coastal destinations in Mexico. Urban hotels represent 86% of total rooms and coastal hotels represent 14%. Posadas operates the following brands: Live Aqua Beach Resort, Live Aqua Urban Resort, Live Aqua Boutique Resort, Live Aqua Residence Club, Curamoria Collection, Grand Fiesta Americana, Fiesta Americana, Fiesta Americana Vacation Club, The Exploreal, Fiesta Inn, Fiesta Inn LOFT, Fiesta Inn Express, Gamma y One Hoteles.

Posadas has been trading on the Mexican Stock Exchange since 1992.



Brand	Mexico		Caribbean		Total	
	Hotels	Rooms	Hotels	Rooms	Hotels	Rooms
Live Aqua	4	726	1	347	5	1,073
Live Aqua Residence Club	2	160			2	160
Grand Fiesta Americana	9	2,073			9	2,073
Curamoria	7	156			7	156
Fiesta Americana	14	3,951			14	3,951
The Exploreal	2	96			2	96
FAVC	5	1,774			5	1,774
IOH	1	136			1	136
Fiesta Inn	71	10,316			71	10,316
Fiesta Inn Loft	4	388			4	388
Fiesta Inn Express	3	378			3	378
Gamma	25	3,202			25	3,202
One	51	6,380			51	6,380
Kempinski	1	363			1	363
<b>Total</b>	<b>199</b>	<b>30,099</b>	<b>1</b>	<b>347</b>	<b>200</b>	<b>30,446</b>
%		99%		1%		100%

## > Income Statement IFRS (million pesos)

Concepto	4Q23		4Q22		Var %	2023		2022		Var %
	\$	%	\$	%		\$	%	\$	%	
Total Revenues	2,484.4	100.0	2,799.4	100.0	(11.3)	10,467.8	100.0	10,313.1	100.0	1.5
<b>Owned &amp; Leased Hotels</b>										
Revenues	1,245.3	100.0	1,238.5	100.0	0.6	4,782.6	100.0	4,429.9	100.0	8.0
Direct cost	996.0	80.0	948.5	76.6	5.0	3,858.8	80.7	3,473.7	78.4	11.1
<i>Business Contribution</i>	249.4	20.0	290.0	23.4	(14.0)	923.9	19.3	956.2	21.6	(3.4)
<b>Managed</b>										
Revenues (1)	580.7	62.2	627.7	62.2	(7.5)	2,541.1	66.9	2,361.9	65.7	7.6
Advertising and marketing revenues	88.1	9.4	101.6	10.1	(13.3)	309.9	8.2	293.4	8.2	5.6
Centralized services revenues	265.4	28.4	279.6	27.7	(5.1)	948.7	25.0	941.8	26.2	0.7
<i>Total revenues managed</i>	934.2	100.0	1,008.9	100.0	(7.4)	3,799.6	100.0	3,597.0	100.0	5.6
Direct cost (1)	318.4	34.1	336.6	33.4	(5.4)	1,518.6	40.0	1,572.8	43.7	(3.4)
Advertising and marketing cost	88.1	9.4	101.6	10.1	(13.3)	309.9	8.2	293.4	8.2	5.6
Centralized services cost	265.3	28.4	279.4	27.7	(5.0)	948.1	25.0	938.7	26.1	1.0
Total cost managed	671.8	71.9	717.6	71.1	(6.4)	2,776.6	73.1	2,804.9	78.0	(1.0)
<i>Business Contribution IFRS managed</i>	262.4	28.1	291.3	28.9	(9.9)	1,023.1	26.9	792.1	22.0	29.2
<i>Business Contribution IFRS non recoverable expenses</i>	262.4	45.2	291.1	46.4	(9.9)	1,022.6	40.2	789.1	33.4	29.6
<b>Vacation Properties 25th edition (2)</b>										
Revenues	538.1	100.0	533.0	100.0	1.0	2,057.3	100.0	2,208.7	100.0	(6.9)
Direct Cost	346.5	64.4	443.7	83.2	(21.9)	1,608.3	78.2	1,816.2	82.2	(11.4)
<i>Business Contribution IFRS</i>	191.6	35.6	89.3	16.8	114.5	448.9	21.8	392.5	17.8	14.4
<b>Vacation Properties</b>										
Revenues	283.6	100.0	533.0	100.0	(46.8)	1,802.8	100.0	2,208.7	100.0	(18.4)
Direct cost	92.0	32.4	443.7	83.2	(79.3)	1,353.9	75.1	1,816.2	82.2	(25.5)
<i>Business Contribution</i>	191.6	67.6	89.3	16.8	114.5	448.9	24.9	392.5	17.8	14.4
<b>Other Businesses (3)</b>										
Revenues	20.5	100.0	19.0	100.0	11.2	82.7	100.0	77.6	100.0	6.6
Direct cost	7.8	38.2	5.7	30.1	(4.3)	29.7	35.9	27.2	35.1	9.0
<i>Business Contribution</i>	12.7	61.8	13.3	69.9	17.9	53.0	64.1	50.3	64.9	5.3
Corporate Expenses	117.7	4.7	193.2	6.9	(39.1)	453.5	4.3	507.5	4.9	(10.6)
Depreciation/Amortization and asset impairment	262.7	10.6	236.8	8.5	11.0	930.5	8.9	878.3	8.5	5.9
Other expenses (revenue)	(8.6)	(0.3)	(14.5)	(0.5)	(40.8)	(10.0)	(0.1)	(20.6)	(0.2)	(51.2)
Other	0.0	0.0	0.0	0.0	na	0.0	0.0	0.0	0.0	na
Operating Profit	347.3	14.0	268.4	9.6	29.4	1,074.9	10.3	825.9	8.0	30.1
<b>EBITDA</b>	<b>610.0</b>	<b>24.6</b>	<b>505.2</b>	<b>18.0</b>	<b>20.7</b>	<b>2,005.4</b>	<b>19.2</b>	<b>1,704.2</b>	<b>16.5</b>	<b>17.7</b>
Special operations	(189.7)	(7.6)	(141.2)	(5.0)	34.3	(219.6)	(2.1)	(141.2)	(1.4)	55.5
<b>EBITDA IFRS</b>	<b>420.3</b>	<b>16.9</b>	<b>364.0</b>	<b>13.0</b>	<b>15.5</b>	<b>1,785.8</b>	<b>17.1</b>	<b>1,563.0</b>	<b>15.2</b>	<b>14.3</b>
Comprehensive financing cost	(103.7)	(4.2)	(172.0)	(6.1)	(39.7)	(236.5)	(2.3)	131.9	1.3	na
Other	0.0	0.0	0.0	0.0	na	0.0	0.0	0.0	0.0	na
Part. in results of Associated Companies	0.0	0.0	0.0	0.0	na	0.0	0.0	0.0	0.0	na
<b>Profit Before Taxes</b>	<b>261.3</b>	<b>10.5</b>	<b>299.3</b>	<b>10.7</b>	<b>(12.7)</b>	<b>1,091.8</b>	<b>10.4</b>	<b>552.8</b>	<b>5.4</b>	<b>97.5</b>
Discontinued Operations	0.0	0.0	0.0	0.0	na	0.0	0.0	0.0	0.0	na
Income taxes	0.0	0.0	10.3	0.4	na	8.5	0.1	37.9	0.4	(77.6)
Deferred taxes	(112.2)	(4.5)	157.2	5.6	na	65.4	0.6	292.2	2.8	(77.6)
<b>Net Income before Minority</b>	<b>373.6</b>	<b>15.0</b>	<b>131.8</b>	<b>4.7</b>	<b>183.5</b>	<b>1,017.9</b>	<b>9.7</b>	<b>222.7</b>	<b>2.2</b>	<b>357.0</b>
<b>Minority Interest</b>	<b>5.3</b>	<b>0.2</b>	<b>4.4</b>	<b>0.2</b>	<b>20.3</b>	<b>11.7</b>	<b>0.1</b>	<b>5.4</b>	<b>0.1</b>	<b>118.3</b>
<b>Net Majority Income</b>	<b>368.2</b>	<b>14.8</b>	<b>127.3</b>	<b>4.5</b>	<b>189.2</b>	<b>1,006.2</b>	<b>9.6</b>	<b>217.4</b>	<b>2.1</b>	<b>362.9</b>

(1) Includes products not recorded as timeshare.

(2) For information purposes only.

(3) Includes third parties operations for Conectum, Konexo.

> Consolidated Balance Sheet as of December 31<sup>st</sup>, 2023 and December 31<sup>st</sup>, 2022 IFRS (million pesos)

CONCEPT	DEC-23	%	DEC-22	%	VAR. %
<b>ASSETS</b>					
<b>Current Assets</b>					
Cash and cash equivalents	1,841.2	10.1	1,938.9	10.8	(5.0)
Trade and other current receivables	2,877.0	15.8	2,852.7	15.9	0.9
Current tax assets, current	-	0.0	-	-	-
Other current financial assets	-	0.0	-	-	-
Current inventories	304.2	1.7	200.5	1.1	51.7
Other current non-financial assets	177.7	1.0	213.1	1.2	(16.6)
<b>Total</b>	<b>5,200.1</b>	<b>28.5</b>	<b>5,205.3</b>	<b>29.0</b>	<b>(0.1)</b>
Assets held for sale	-	0.0	-	-	-
<b>Total current assets</b>	<b>5,200.1</b>	<b>28.5</b>	<b>5,205.3</b>	<b>29.0</b>	<b>(0.1)</b>
<b>Non current assets</b>					
Trade and other non-current receivables	4,696.1	25.7	4,427.8	24.7	6.1
Non-current inventories	-	0.0	-	0.0	-
Other non-current financial assets	-	0.0	-	-	-
Investments in subsidiaries, joint ventures and associates	129.1	0.7	129.1	0.7	(0.0)
Property, plant and equipment	3,761.4	20.6	3,904.4	21.8	(3.7)
Right-of-use assets that do not meet definition of investment property	2,646.3	14.5	2,666.0	14.9	(0.7)
Intangible assets other than goodwill	803.1	4.4	538.4	3.0	49.2
Deferred tax assets	1,013.9	5.6	1,077.9	6.0	(5.9)
Other non-current non-financial assets	-	0.0	-	-	-
<b>Total non-current assets</b>	<b>13,049.8</b>	<b>71.5</b>	<b>12,743.6</b>	<b>71.0</b>	<b>2.4</b>
<b>Total assets</b>	<b>18,249.9</b>	<b>100.0</b>	<b>17,948.9</b>	<b>100.0</b>	<b>1.7</b>
<b>LIABILITIES</b>					
<b>Current Liabilities</b>					
Trade and other current payables	2,326.2	12.7	2,667.8	14.9	(12.8)
Current tax liabilities, current	0.0	0.0	412.1	2.3	(100.0)
Other current financial liabilities	100.5	0.6	33.8	0.2	197.4
Current lease liabilities	419.9	2.3	424.5	2.4	(1.1)
Other current non-financial liabilities	1,407.9	7.7	1,263.3	7.0	11.4
Current provisions for employee benefits	204.2	1.1	188.3	1.0	8.5
<b>Total current liabilities other than liabilities included in disposal groups classified as held for sale</b>	<b>4,458.7</b>	<b>24.4</b>	<b>4,989.8</b>	<b>27.8</b>	<b>(10.6)</b>
Liabilities included in disposal groups classified as held for sale	-	0.0	-	0.0	-
<b>Total current liabilities</b>	<b>4,458.7</b>	<b>24.4</b>	<b>4,989.8</b>	<b>27.8</b>	<b>(10.6)</b>
<b>Non Current Liabilities</b>					
Trade and other non-current payables	1,774.8	9.7	715.7	4.0	148.0
Non-current lease liabilities	2,444.9	13.4	2,593.0	14.4	(5.7)
Bank loans		0.0	100.0	0.6	(100.0)
Stock market loans	6,297.6	34.5	7,343.6	40.9	(14.2)
<b>Other non-current financial liabilities</b>	<b>6,297.6</b>	<b>34.5</b>	<b>7,443.6</b>	<b>41.5</b>	<b>(15.4)</b>
Non-current provisions for employee benefits	321.6	1.8	297.0	1.7	8.3
Other non-current provisions	-	0.0	-	-	-
<b>Total non-current provisions</b>	<b>321.6</b>	<b>1.8</b>	<b>297.0</b>	<b>1.7</b>	<b>8.3</b>
Deferred tax liabilities	684.9	3.8	654.7	3.6	4.6
<b>Total non-current liabilities</b>	<b>11,523.8</b>	<b>63.1</b>	<b>11,704.0</b>	<b>65.2</b>	<b>(1.5)</b>
<b>Total liabilities</b>	<b>15,982.5</b>	<b>87.6</b>	<b>16,693.8</b>	<b>93.0</b>	<b>(4.3)</b>
<b>EQUITY</b>					
Total equity attributable to owners of parent	2,076.7	11.4	1,076.2	6.0	93.0
Non-controlling interests	190.7	1.0	178.8	1.0	6.7
<b>Total equity</b>	<b>2,267.4</b>	<b>12.4</b>	<b>1,255.0</b>	<b>7.0</b>	<b>80.7</b>
<b>Total equity and liabilities</b>	<b>18,249.9</b>	<b>100.0</b>	<b>17,948.8</b>	<b>100.0</b>	<b>1.7</b>

## > Consolidated Cash Flow Statement - IFRS

(Million pesos from January 1<sup>st</sup> to December 31, 2023 & 2022)

<b>STATEMENT OF CASH FLOWS</b>		
	<b>4Q23</b>	<b>4Q22</b>
Cash flows from (used in) operating activities		
Profit (loss)	1,017.9	222.7
Adjustments to reconcile profit (loss)		
Discontinued operations	0.0	0.0
Adjustments for income tax expense	73.9	330.1
Adjustments for finance costs	581.5	446.5
Adjustments for depreciation and amortisation expense	958.6	878.3
Adjustments for unrealised foreign exchange losses (gains)	(1,176.9)	(590.9)
Adjustments for fair value losses (gains)	0.0	0.0
Adjustments for losses (gains) on disposal of non-current assets	(2.1)	(1.7)
Participation in associates and joint ventures	0.0	0.0
Adjustments for decrease (increase) in inventories	(103.7)	(8.3)
Adjustments for decrease (increase) in trade accounts receivable	(313.2)	(463.0)
Adjustments for decrease (increase) in other operating receivables	(251.4)	142.5
Adjustments for increase (decrease) in trade accounts payable	(141.1)	173.0
Adjustments for increase (decrease) in other operating payables	1,047.2	632.6
Other adjustments for which cash effects are investing or financing cash flow	0.0	0.0
Other adjustments to reconcile profit (loss)	0.0	(6.4)
Total adjustments to reconcile profit (loss)	672.8	1,532.6
Cash flows from (used in) operations	1,690.7	1,755.4
Income taxes paid (refund), classified as operating activities	416.9	557.8
Cash flows from (used in) operating activities	1,273.8	1,197.6
Other cash payments to acquire interests in joint ventures, classified as investing activities	0.0	0.0
Proceeds from sales of property, plant and equipment, classified as investing activities	5.1	4.6
Purchase of property, plant and equipment, classified as investing activities	293.0	189.6
Purchase of intangible assets, classified as investing activities	46.2	46.3
Interest received, classified as investing activities	112.8	59.8
Other inflows (outflows) of cash, classified as investing activities	42.8	0.0
Cash flows from (used in) investing activities	(178.5)	(171.5)
Proceeds from borrowings, classified as financing activities	0.0	0.0
Repayments of borrowings, classified as financing activities	145.7	23.5
Payments of lease liabilities	698.3	692.7
Dividends paid, classified as financing activities	0.0	0.0
Interest paid, classified as financing activities	348.9	331.1
Income taxes paid (refund), classified as financing activities	0.0	0.0
Other inflows (outflows) of cash, classified as financing activities	0.0	0.0
Cash flows from (used in) financing activities	(1,193.0)	(1,047.3)
Increase (decrease) in cash and cash equivalents before effect of exchange rate changes	(97.7)	(21.2)
Effect of exchange rate changes on cash and cash equivalents	0.0	0.0
Increase (decrease) in cash and cash equivalents	(97.7)	(21.2)
Cash and cash equivalents at beginning of period	1,938.9	1,960.1
Cash and cash equivalents at end of period	1,841.2	1,938.9