



POSADAS®

Operating & Financial Results - 2Q19

July 18, 2019

Live Aqua San Miguel de Allende

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Summary – 2Q19 Highlights

- In 2Q19 revenues reached \$2,125 million, 12% increase, QoQ.
- 2Q19 EBITDA of \$437 million excluding \$176 million of lease payments according to IFRS 16 standard that went into effect on January 1st, 2019. Comparable EBITDA of \$261 million.
- Net income of \$32 million in 2Q19.
- Four hotel openings in the 2Q19 with 450 rooms.
- 16 hotel openings with 3,344 rooms (11% of total room inventory) in the trailing twelve months.
- The pipeline considers 45 hotels (27% increase over current number of rooms) to be opened over the next 3.5 years.
- Sixteen hotel openings scheduled in 2H19.
- Cash available as of June 30, 2019 of \$1,783 million (equivalent to US\$93 million) considers US\$59 million denominated in USD.

Income Statement (million pesos)

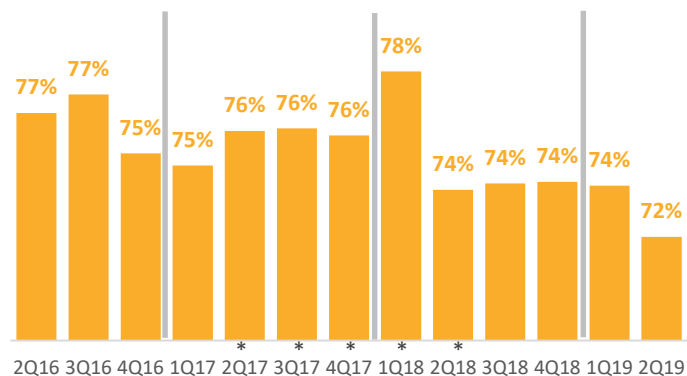
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IFRS 16		BAU				IFRS 16		BAU		
2Q19	Leases	2Q19	2Q18	QoQ		1H19	Leases	1H19	2H18	YoY
2,125		2,125	1,900	12%	Total revenues	4,044		4,044	3,910	3%
1,687	176	1,864	1,607	16%	Expenses	3,262	324	3,586	3,244	11%
					EBITDA Incl. Asset Sale	458		458	691	(34%)
437	(176)	261	294	(11%)	EBITDA	782	(324)	458	1,663	(72%)
21%		12%	15%	(3pp)	Margin	19%		11%	43%	
192	95	97	93	4%	Depreciation	383	193	576	176	227%
(63)	15	(48)	364	na	Exchange (gain)	(215)	79	(136)	(72)	na
120	(120)	0			Leases	206	(206)	0		
32	23	56	(264)	na	Net Income	45	3	49	(264)	na

Hotel Performance

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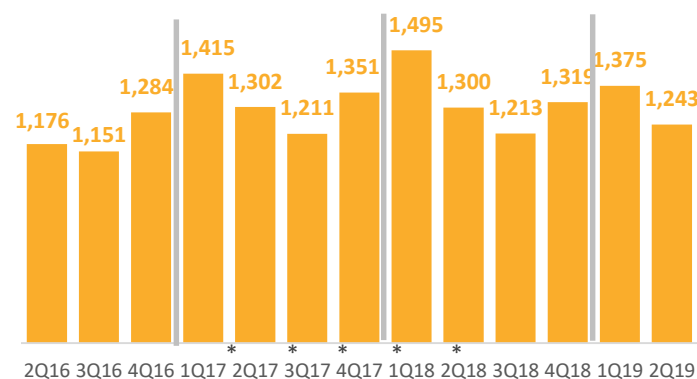
% Occupancy



OWNED AND LEASED HOTELS

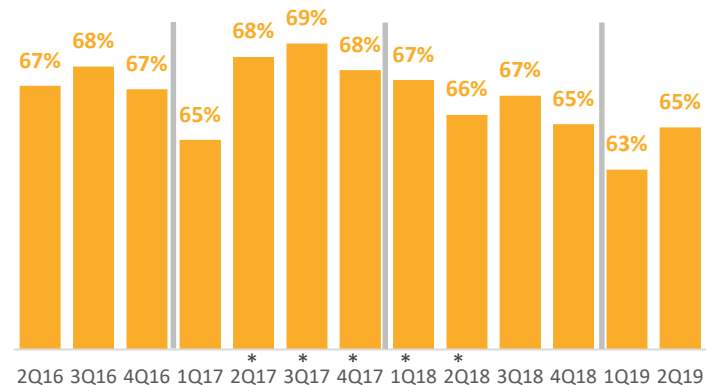
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RevPar

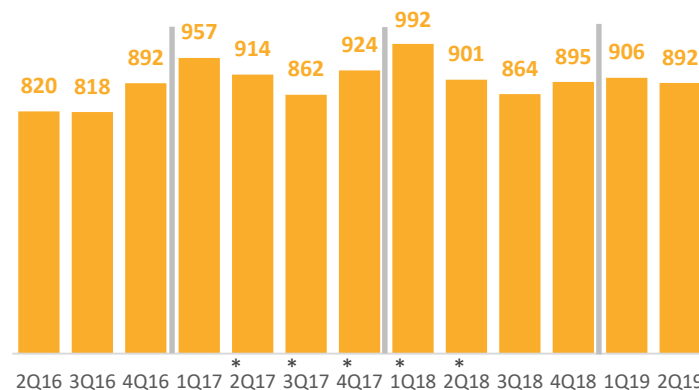


(4%)

SYSTEM WIDE HOTELS



(1pp)



(1%)

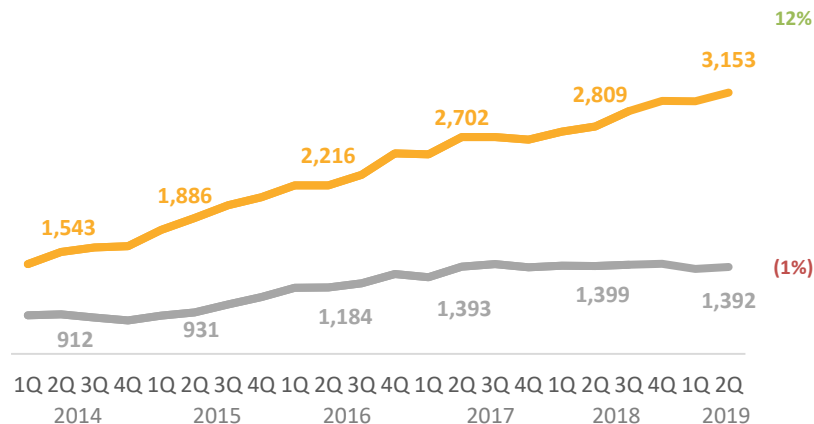
(*) Excludes remodeling rooms of FACC and FAGD

Vacation Properties (million pesos)

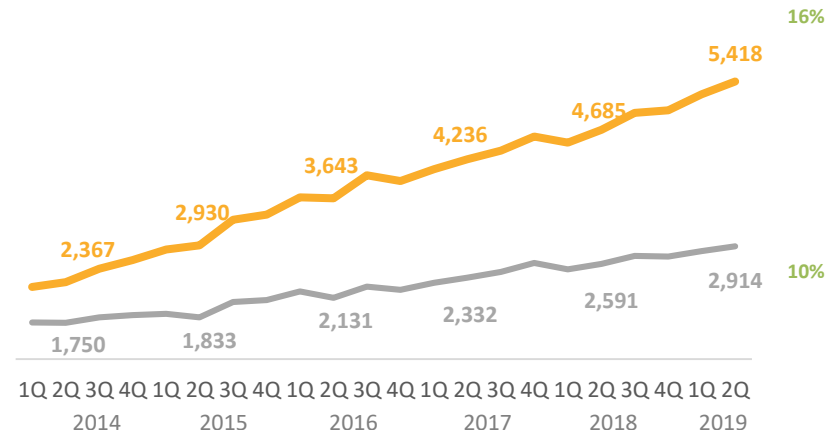
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— TOTAL — FA Vacation Club

Gross Sales LTM

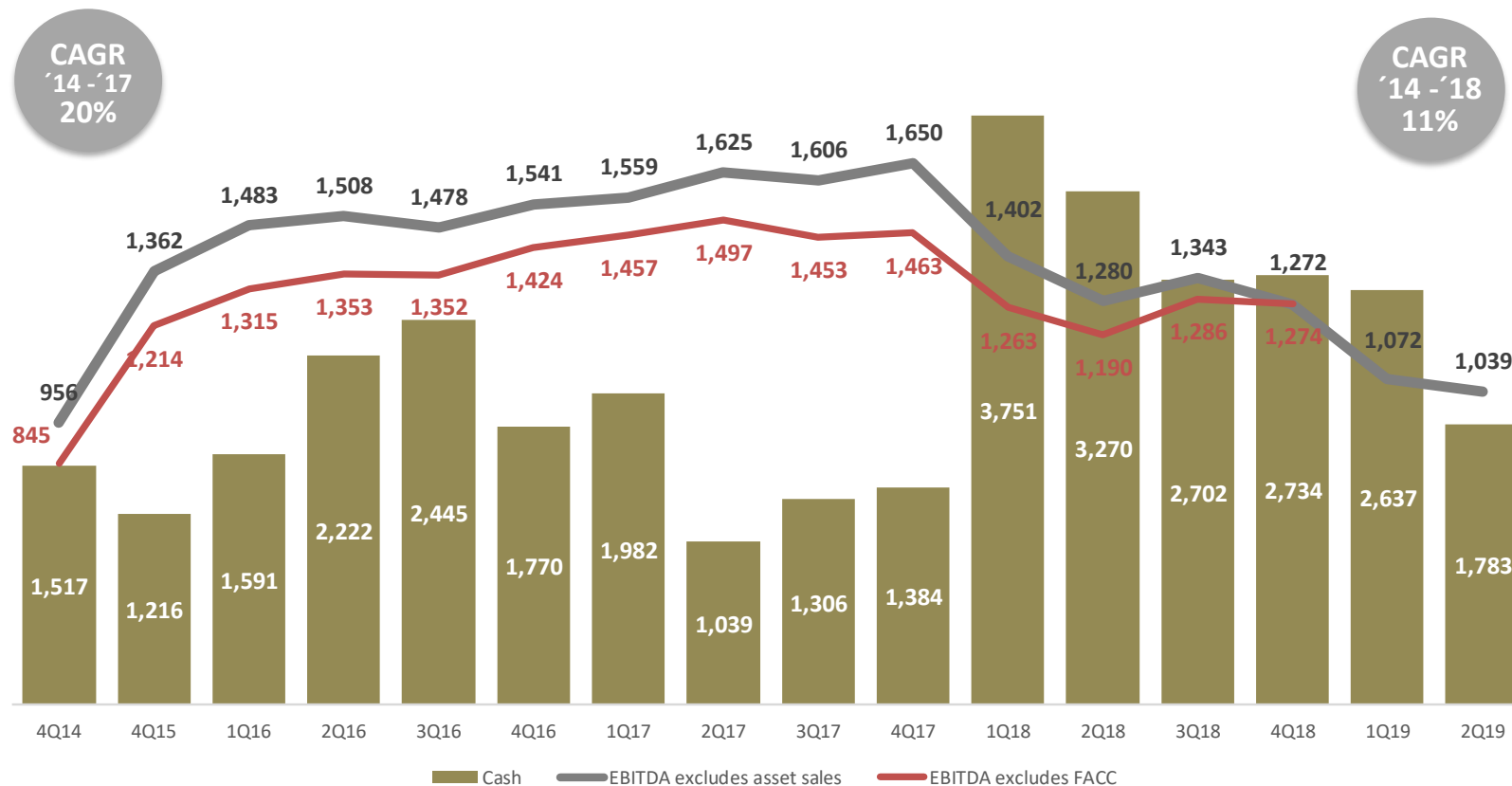


Receivables



EBITDA LTM (million pesos)

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Hotels

	Luxury					Upper					Middle Economy				Vacation Club	Other	Total
	New Brand	LIVE AQUA	Grand	Fiesta Americana	EXPLOREAN	New Brand	FIESTA INN	FIESTA INN	GAMMA	one	Fiesta Americana	Other					
2Q19		5	9	14	2		71	6	18	48	6	1	180				
2H19			1	2	1	1	3	1	4	3			16				
2020		1					1		3	7			12				
2021	1	2	2	4	1		1	2				1	14				
2022		1		2									3				
Total		9	12	22	4		76	9	25	58	6	2	225				

45
25%

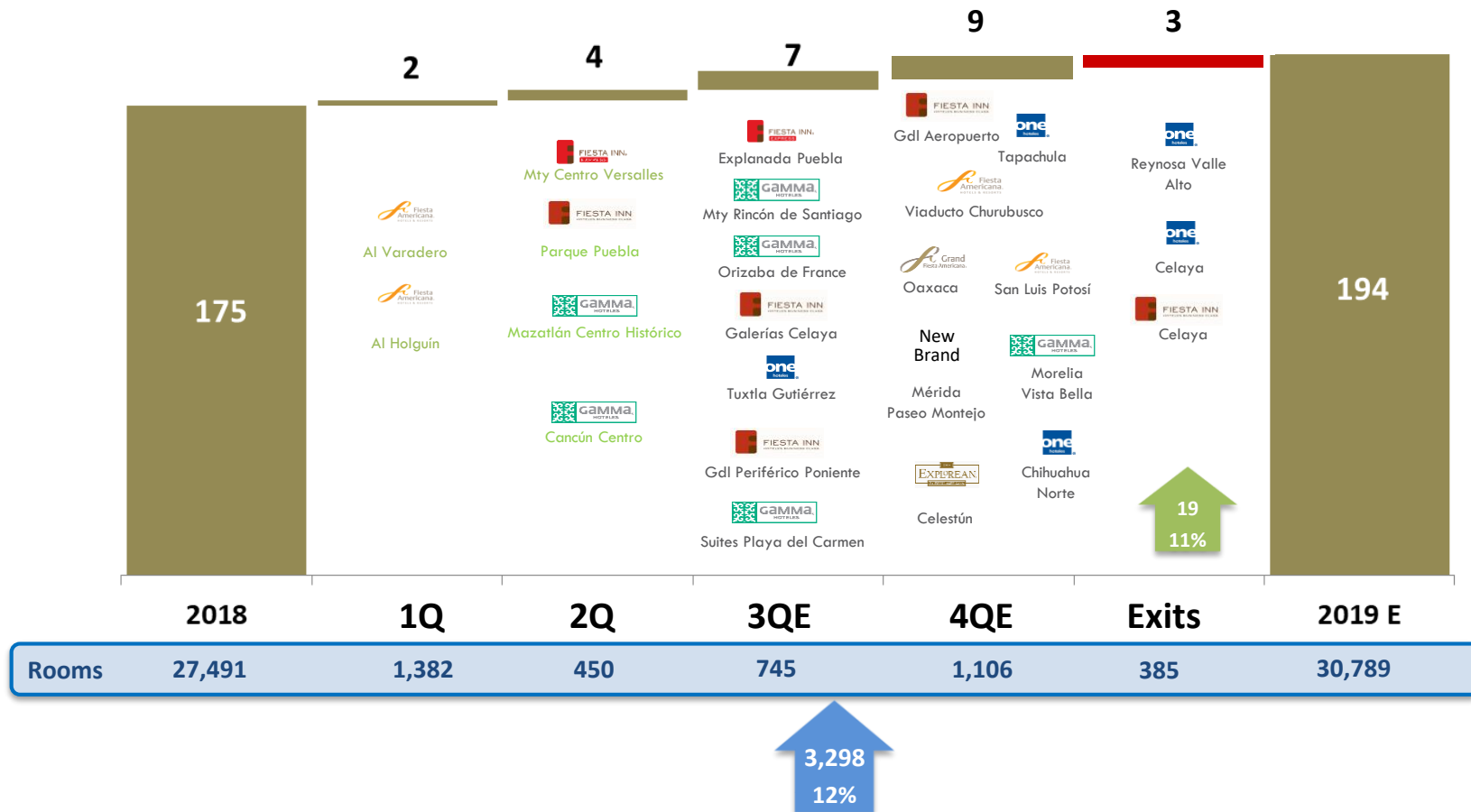
Rooms

	Luxury					Upper					Middle Economy				Vacation Club	Other	Total
	New Brand	LIVE AQUA	Grand	Fiesta Americana	EXPLOREAN	New Brand	FIESTA INN	FIESTA INN	GAMMA	one	Fiesta Americana	Other					
2Q19		793	2,459	4,902	96		10,242	489	2,382	5,986	1,626	213	29,188				
2H19			145	397	32	140	375	137	247	378			1,851				
2020		340					140		241	910			1,631				
2021	703	76	845	1,070	90		140	274				45	3,243				
2022		423		706									1,129				
Total		1,632	3,449	7,075	218		10,897	900	2,870	7,274	1,626	258	37,042				

7,854
27%

Openings 2019

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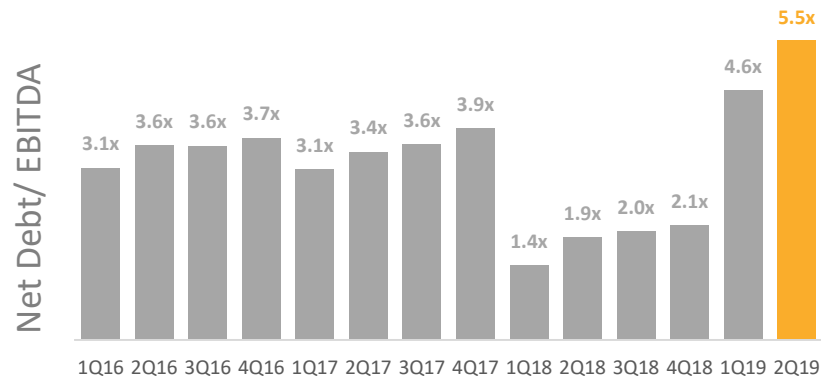
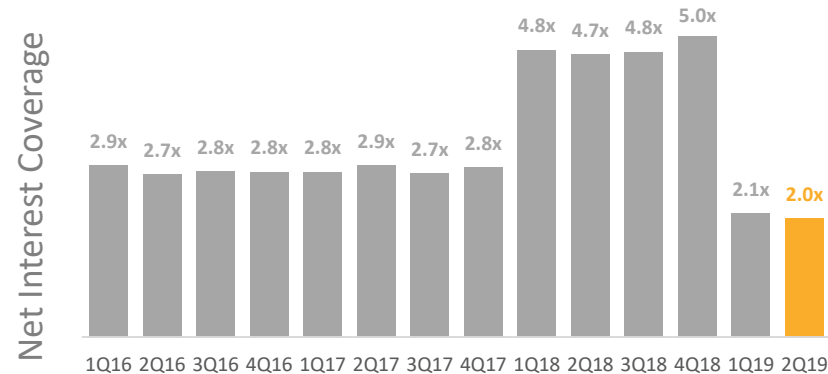
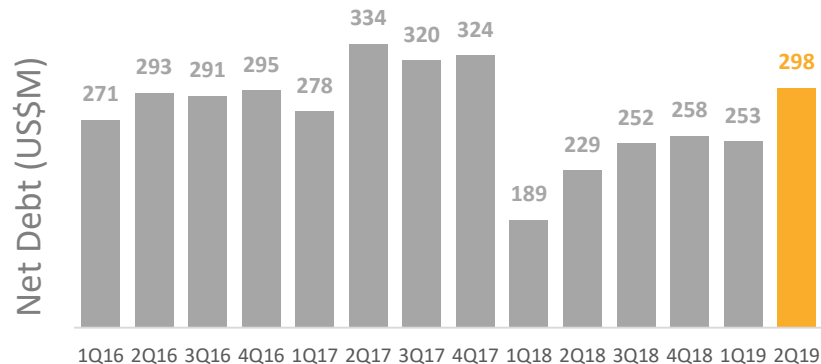
Free Cash Flow, Internal Reporting (million pesos)

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Concept	BAU	Asset Sale	2Q19
Cash eop 2018	2,197	537	2,734
EBITDA	458		458
Working capital & Other	(269)		(269)
Interests, net	(262)		(262)
Financings	(8)	(143)	(151)
Taxes	(339)		(339)
Statutory employee profit sharing		(176)	(176)
Cash before CAPEX	(419)	(319)	(738)
CAPEX & Other	(153)	(60)	(212)
FCF	(572)	(379)	(950)
Cash eop	1,625	159	1,783

Financial Health (Fx eop 19.1442)

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	2Q19		2Q18	
(Figures in millions)	US\$ Notional	IFRS MXN	US\$ Notional	IFRS MXN
FX eop:	19.1442		19.6912	
EBITDA LTM	1,039		2,417	
Cash	1,783		3,270	
Indebtedness:				
Senior Notes 2022	393	7,516	400	7,876
Subsidiary	9	178	10	200
Issuance expenses (IFRS)		(213)		(289)
Total	402	7,480	410	7,787
Net Debt to EBITDA	5.5		1.9	

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Kivac.
LA LLAVE DE TUS VACACIONES