

POSADAS®

Operative & Financial Results - 3Q18

10/25/2018

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3Q18 - Highlights

- In 3Q18 revenues reached \$2,091 million.
- EBITDA for the 3Q18 of \$276 million.
- Six hotel openings during the quarter with 912 rooms (+3.5%). Including the Fiesta Americana Satellite hotel and the first Fiesta Inn Express hotel.
- 18 hotel openings with 2,393 rooms (9% of total room inventory) in the trailing twelve months.
- The pipeline considers 48 hotels (a 34% increase over current number of rooms) to be opened during the next four years.
- Cash available as of September 30, 2018 of \$2,702 million (equivalent to US\$144 million) considering US\$94 million denominated in USD.
- Net debt to EBITDA ratio of 2.0x and Net interest coverage ratio of 4.8x.

Income Statement

(million pesos)

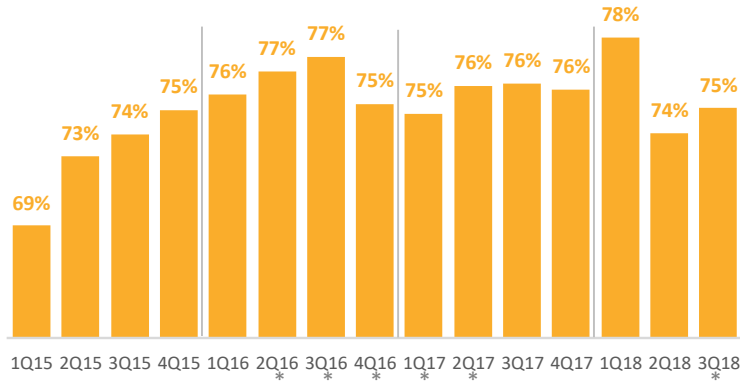
3Q18	%	QoQ		2018	%	YoY
2,091	100	(2%)	Total revenues	7,734	100	18%
1,816	87	0%	Expenses	5,796	75	9%
			EBITDA Excl. FACC	952	12	(21%)
276	13	(12%)	EBITDA	1,938	25	60%
13%		(1.5pp)	Margin	25%		6.6pp
(252)		na	Exchange (gain)	(324)		(63%)
195	9	200%	Net Income	1,007	13	na

Hotel Performance

(MXN)

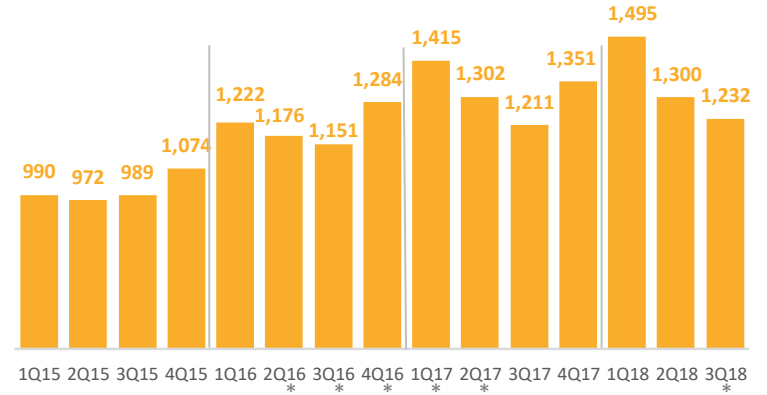
OWNED AND LEASED HOTELS

% Occupancy



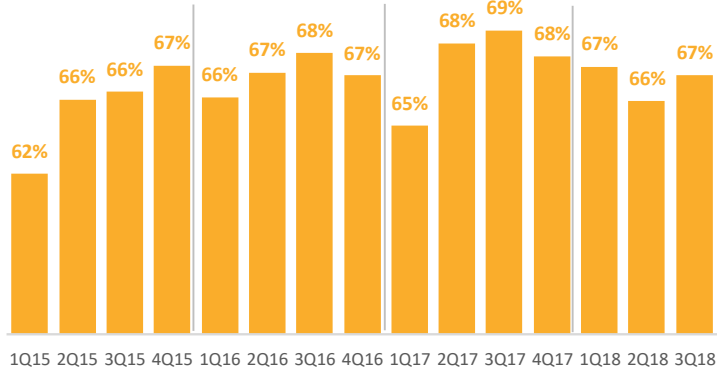
(1 pp)

RevPAR

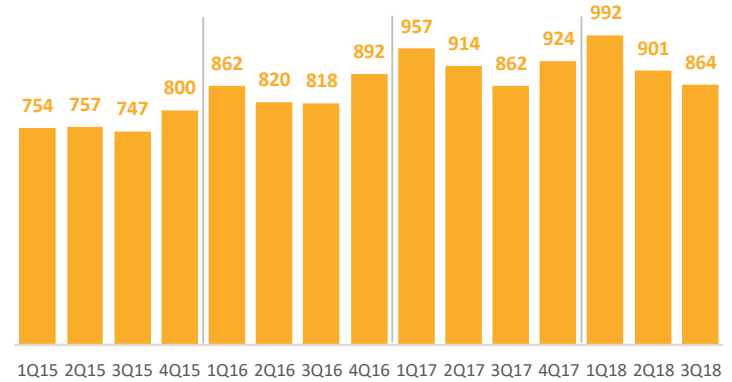


2%

SYSTEM WIDE HOTELS



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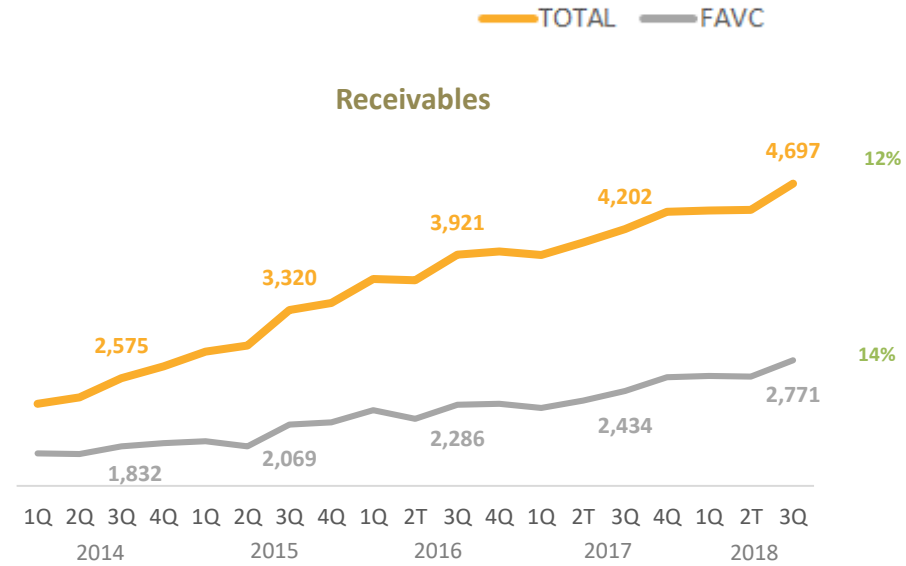
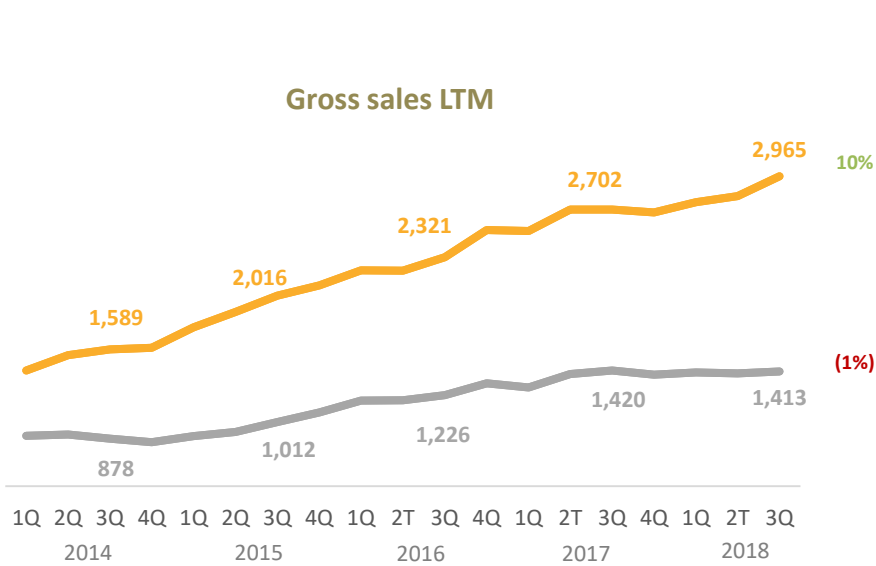


0.2%

*Excluding rooms under remodeling of the following hotels: FACC, FAGC and AQC

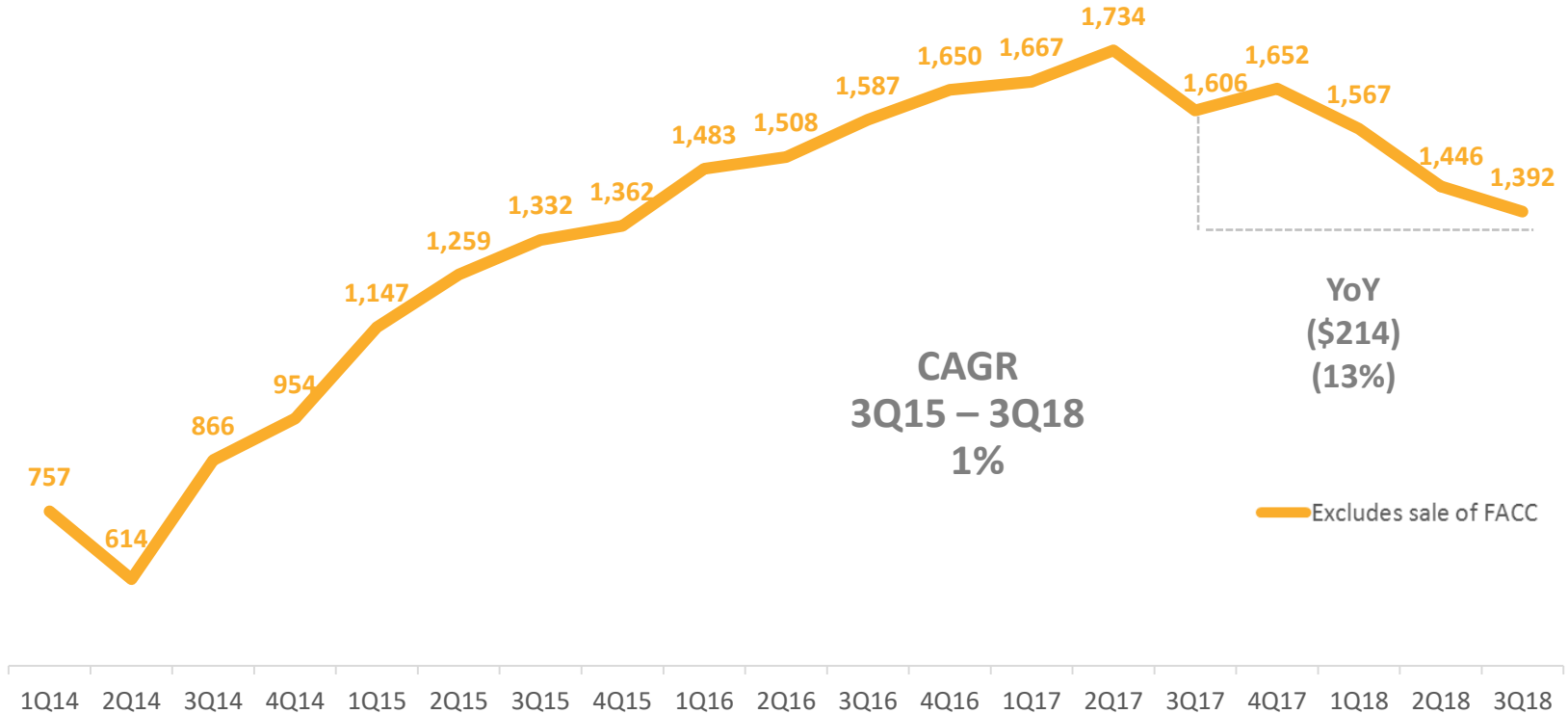
Vacation Properties

(million pesos)



EBITDA LTM

(million pesos)












Free Cash Flow, Internal Reporting

(million pesos)










Concept	BAU	FACC	9M18
Cash eop 2017	1,384		1,384
Sale FACC		2,892	
Taxes	682	(682)	
Provisions		(227)	
Investments in a trust		(37)	
EBITDA	952	1,946	2,897
Provisions	(133)		(133)
Working capital & Other	(133)		(133)
Dividends	(198)		(198)
Interests, net	(287)	70	(216)
Financings	(16)		(16)
Taxes	(321)		(321)
Cash before CAPEX	(137)	2,016	3,263
CAPEX & Other	(332)	(841)	(1,173)
Key money	(70)		(70)
Cash after CAPEX	(539)	1,175	2,020
FCF	143	1,175	
Cash eop	1,527	1,175	2,702



Number of hotels by brand

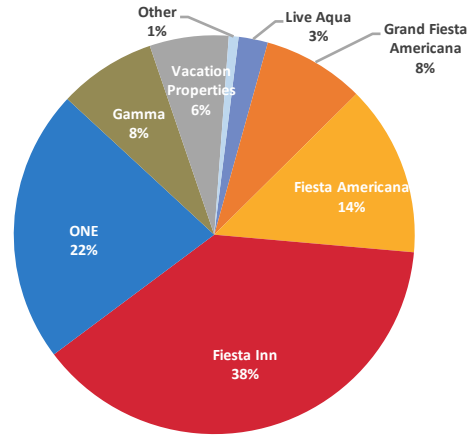
	Luxury		Upper		Middle Economy				Vacation Club	Other	Total
										Other	
2017	4	8	12	2	66	5	12	45	6	2	162
1Q18					2		1				3
2Q18					1		2	1			4
3Q18			1			1	1	3			6
Exits								(1)		(1)	(2)
2018	4	8	13	2	69	6	16	48	6	1	173

Number of rooms by brand

	Luxury		Upper		Middle Economy				Vacation Club	Other	Total
										Other	
2017	640	2,226	3,530	96	9,505	299	1,653	5,620	1,626	413	25,608
1Q18					288		136				424
2Q18					163		146	126			435
3Q18			223			117	197	375			912
Exits								(126)		(200)	(326)
2018	640	2,226	3,753	96	9,956	416	2,132	5,995	1,626	213	27,053

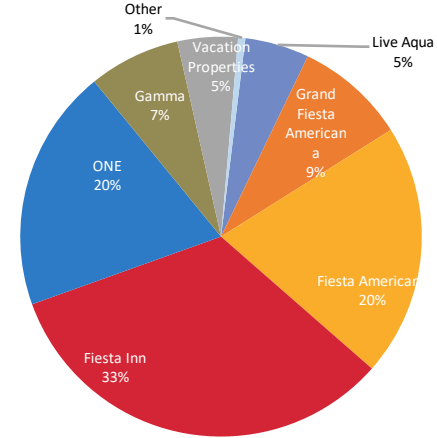
Development Plan

As of September 30, 2018 (27,053 rooms)



\$30,177 mm 95% Managed

Estimated portfolio October 2022 (36,373 rooms) +34%



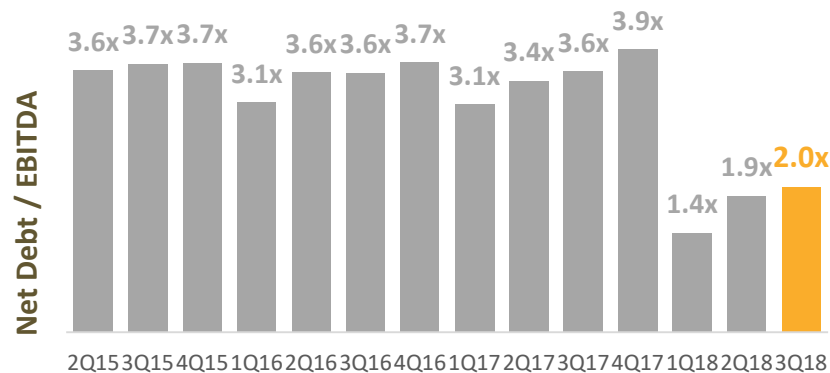
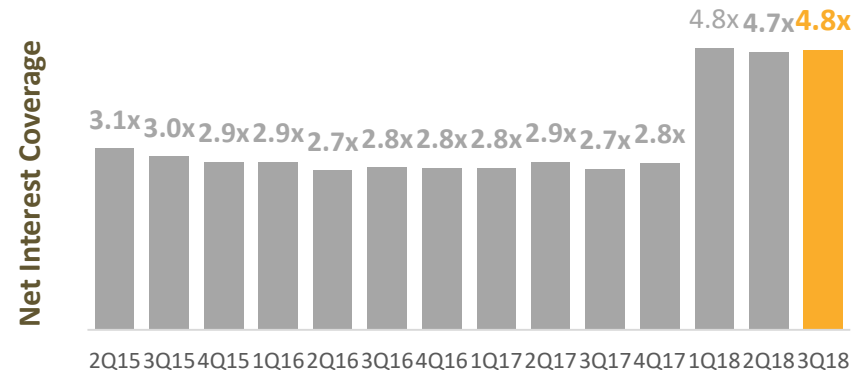
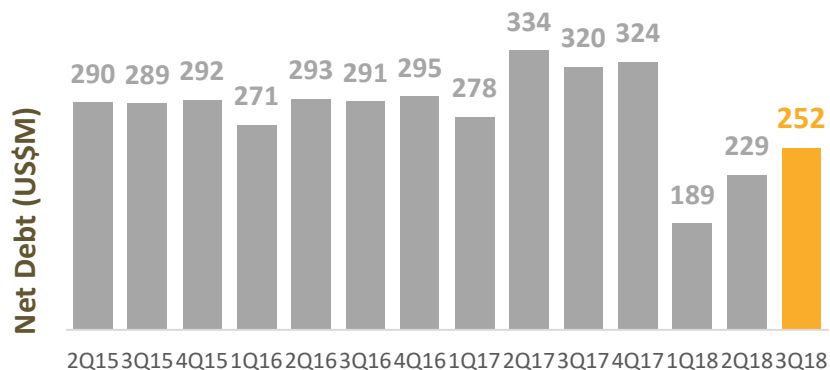
Hotels	4Q18	2019	2020+	TOTAL
Live Aqua	1		4	5
Grand Fiesta Americana		1	2	3
Fiesta Americana	2	2	6	10
Fiesta Inn	1	5	1	7
Fiesta Inn		2	3	5
ONE	1	6	2	9
The Explorean		1	1	2
Gamma	3	3		6
Live Aqua Residence Club*		1		1
TOTAL	8	21	19	48

Rooms	4Q18	2019	2020+	TOTAL
Live Aqua	151		1,089	1,240
Grand Fiesta Americana		145	877	1,022
Fiesta Americana	1,382	397	1,776	3,555
Fiesta Inn	125	674	160	959
Fiesta Inn		267	418	685
ONE	120	770	252	1,142
The Explorean		32	90	122
Gamma	326	224		550
Live Aqua Residence Club*		45		45
TOTAL	2,104	2,554	4,662	9,320

(*) Vacation Properties (OWNED)

Financial Health

(Fx eop 3Q18: 18.7231)



Concept (Figures in millions)	3Q18		3Q17	
	US\$ Notional	IFRS MXN	US\$ Notional	IFRS MXN
FX eop:		18.7231		17.9500
EBITDA LTM		2,379		1,606
Cash		2,702		1,306
Indebtedness:				
Senior Notes 2022	400	7,489	400	7,180
Subsidiary	10	194	12	210
Issuance expenses (IFRS)		(271)		(342)
Total	410	7,413	412	7,048
Net Debt to EBITDA		2.0		3.6

POSADAS®

LIVE
AQUA

Grand
Fiesta Americana
HOTELS & RESORTS

Fiesta
Americana
HOTELS & RESORTS

F FIESTA PHIL
HOTELS & RESORTS

GAMMA
HOTELS & RESORTS

one
HOTELS

EXPLOREAN
HOTELS

FIESTA
REWARDS

THE
FRONT
DOOR

Fiesta
Americana
HOTELS & RESORTS

Kivac
HOTELS & RESORTS