

POSADAS®



Operating & Financial Results: Third Quarter 2024



Grupo Posadas, S.A.B. de C.V. & Subsidiaries Mexico City, October 24, 2024.

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

- Hotel available daily rate increased 11% year-over-year and occupancy rate was 64%.
- RevPAR (revenue per available room) increased by 6%.
- Q3 revenue was \$2,444 million, 2% lower QoQ.
- 3Q EBITDA was \$285 million, 8% lower QoQ.
- Pipeline includes 29 new hotels with 4,470 rooms, 15% growth.
- Cash available as of September 30, 2024 was \$2,182 million (85% denominated in USD), 33% higher than in 3Q23.

Million pesos as of September 30, 2024	3Q24		Var. YY %
	\$	%	
Total Revenues	2,444.5	100	(1.9)
EBIT	93.9	3.8	(1.9)
EBITDA	284.7	11.6	(8.1)

Relevant Events

The occupancy rate was 64%, with an ADR (average daily rate) of \$2,003, which was 11% higher quarter-over-quarter (QoQ). This resulted in RevPAR of \$1,275, which was 6% higher than in 3Q23.

Coastal hotels (Resorts) had an occupancy rate of 69% (down 2pp QoQ) and an available daily rate of \$6,710. This yielded a RevPAR of \$4,663, 6% higher than 3Q23. The average quarter-on-quarter exchange rate depreciation of approximately 11% delivered a benefit in RevPAR in pesos.

During Q3, we saw less corporate activity (individuals, businesses and groups), mainly due to the post-electoral process that took place on June 2.

In the Upscale & Luxury segment, occupancy was 62%, and the available daily rate was \$2,601. This resulted in a RevPAR of \$1,608, 10% higher than in 3Q23.

Midscale & Economy urban hotels had occupancy and available daily rate of 64% and \$1,316, respectively, resulting in a RevPAR of \$836. This compares favorably with the previous year, 4% higher than the same quarter of 2023.

The net sales for the Loyalty segment, Access Fiesta Rewards, increased sales by 6.0% QoQ, which represents

46% of current operating sales, reaching \$343 million, excluding the sales of the Fiesta Americana Condesa Acapulco hotel that is under refurbishment.

Operating sales of FAVC (Fiesta Americana Vacation Club) and LARC (Live Aqua Residence Club) represented 54% of the net sales of our loyalty products in 3Q24, increasing 5.3% compared to the same period of the previous year.

The outstanding balance of vacation club receivable was \$7,375 million as of September 30, 2024, representing an increase of 7.9% compared to the previous year. It should be noted that 35% of the portfolio is denominated in dollars (USD\$134 million).

Hotel Fiesta Americana Condesa Acapulco sustained significant damage from OTIS, with 560 rooms impacted. The cost to remodel is expected to be \$577 million, with 11% financed by Posadas and the remaining 89% reimbursed by insurance. We expect the hotel to partially reopen during the second half of November of 2024, with 10 out of 19 floors and the remaining rooms expected to be operational by the end of 1Q25. As of September 30, 2024, Posadas has funded \$202 million for the reconstruction of the hotel, an amount that will be reimbursed by insurers.

1: Includes \$291 million from advertising, marketing, commissions and centralized services recoverable revenue.

> Hotel Development

As of September 30, 2024, the Company continues its development plan comprised of agreements to operate 29 new hotels with 4,470 rooms. Of the total investment for these projects worth \$16,693 million (US\$850 million), Posadas will contribute 2% of the resources, with 98% contributed by other investors. This will increase the supply of rooms by 15%. Notably, 61% of these rooms will be developed in coastal destinations.

These hotel openings will begin in the fourth quarter 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.

New Hotels by Brand	Mexico		Caribbean		Total		%
	Hotels	Rooms	Hotels	Rooms	Hotels	Rooms	
Live Aqua	6	1,207			6	1,207	26.4
Live Aqua Residence Club	1	33			1	33	0.7
Grand Fiesta Americana	1	600			1	600	13.1
Fiesta Americana	3	524			3	524	11.4
Curamoria Collection	2	59			2	59	1.3
Fiesta Inn	1	40			1	40	0.9
Fiesta Inn Loft/Express							
Gamma	4	274			4	274	6.0
One	10	1,168			10	1,168	25.5
IOH							
Others	1	177	1	496	2	673	14.7
Total	29	4,082	1	496	30	4,578	100

We end the quarter with a total of 198 hotels and 29,906 rooms, in more than 60 destinations.

Openings LTM	No. of rooms	Type of Contract
Kempinski Cancún	363	Franquicia
Fiesta Inn Mazatlán Zona Dorada	138	Administrado
One Irapuato	126	Franquicia
Gamma Puebla Hotel Señorial	78	Franquicia
One Morelia Acueducto	90	Franquicia
Grand Fiesta Americana Sumiya Cuernavaca	163	Administrado
Gamma Durango Plaza Vizcaya	113	Franquicia
Fiesta Inn Suites Silao Aeropuerto	139	Administrado
Total	1,210	

In the third quarter of 2024, we opened the Fiesta Inn Silao Aeropuerto hotel with 139 rooms.

> EBITDA

BITDA IFRS-16 in the quarter was \$285 million, while in the same quarter of the previous year it was \$310 million on a comparable basis.

> Comprehensive Financial Results

At the end of the quarter, the net coverage ratio was 2.7 times on an LTM basis. LTM Net Debt to EBITDA was 5.1x. Previous year were 4.0x and 4.7x, respectively.

The exchange loss in 3Q24 was \$333 million (including leases) due to a 6.8% depreciation of the MXN/USD compared to the previous quarter. Compared to the same period of the previous year (September 30, 2024 v. September 30, 2023), the end of period exchange rate depreciated 10.7%. For the 9M24, the foreign exchange loss was \$1,328 million.

Concept	3Q24	3Q23	2024	2023
Interest Income	(30,149)	(22,750)	(97,805)	(81,686)
Accrued interest	138,537	89,990	386,572	282,018
Exchange (gain) loss, net	214,422	123,989	483,670	(428,476)
Exchange (gain) loss, from lease payments	118,165	43,724	261,709	(153,800)
Accrued interest from lease payments	77,663	70,078	231,664	207,918
Other financial costs (products)	0	(6,086)	(6,230)	(10,018)
Other financial expenses	16,008	16,454	47,113	51,291
Total	534,645	315,399	1,306,693	(132,753)

Figures in thousands of pesos

> Capital Expenses

In 2024, capital expenditures were \$428 million (including \$202 million for the refurbishment of the Fiesta Americana Condesa Acapulco hotel), comprised of investments in hotels, vacation properties and in corporate.

> Net Majority Income

As a result of the above, net loss in the quarter was \$373 million and \$36 million for the 3Q23.

> Indebtednes

Concept (Figures in millions)	3Q24		3Q23	
	US\$	MXN	US\$	MXN
FX eop:		19,6290		17,6195
EBITDA LTM		956		1,034
Asset Sale				
EBITDA with sales		956		1,034
Cash		2,182		1,645
Indebtedness:				
Interests		138		90
Senior Notes 2027	381	7,473	389	6,858
Secured Loan				
Subsidiary	4	84	6	111
Issuance expenses (IFRS)		(185)		(232)
Total	385	7,509	395	6,827
Net Debt to EBITDA		5.6		5.0
Lease liabilities		3,321		3,012
Leases LTM		725		696
Adjusted Net Debt to EBITDA		5.1		4.7

As of September 30, 2024, the outstanding balance of the "Senior Notes Due 2027" was US\$380.7 million. This liability is recorded as long-term.

The \$90.0 million secured bank loan drawn in May 2024 in our subsidiary that holds the Fiesta Americana Mérida hotel has an outstanding balance of \$84.0 million after amortizing \$4.5 million in the quarter. Of the outstanding balance, \$18 million is recorded as a short-term liability.

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

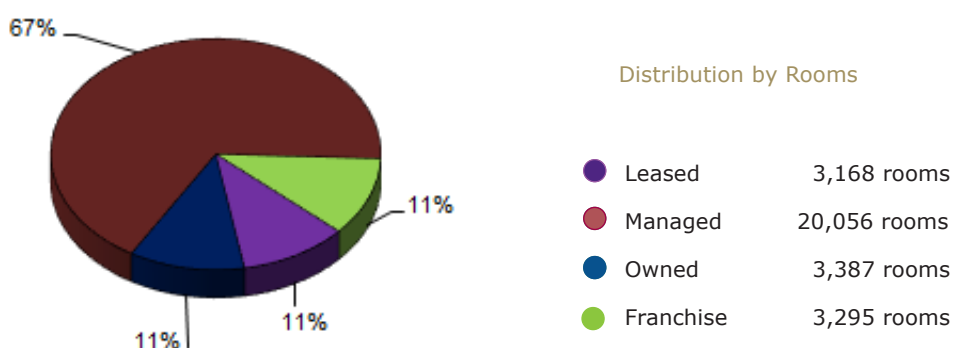
In compliance with Article 4.033.02 Section VIII of the Mexican Stock Exchange rules, Grupo Posadas coverage is provided by:

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> Grupo Posadas as of September 30, 2024.

Posadas is the leading hotel operator in Mexico that owns, leases, franchises and manages 198 hotels and 29,906 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 Explorean, 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	6	126			6	126
Fiesta Americana	14	3,951			14	3,951
The Explorean	2	96			2	96
FAVC	5	1,774			5	1,774
Fiesta Inn	72	10,455			72	10,455
Fiesta Inn Loft	4	388			4	388
Fiesta Inn Express	3	378			3	378
Gamma	24	2,689			24	2,771
One	51	6,380			51	6,380
Kempinski	1	363			1	363
Total	197	29,559	1	347	198	29,906
%		99%		1%		100%

> Income Statement IFRS (million pesos)

Concepto	3Q24		3Q23		Var %	2024		2023		Var %
	\$	%	\$	%		\$	%	\$	%	
Total Revenues	2,444.5	100.0	2,492.1	100.0	(1.9)	7,746.6	100.0	7,987.0	100.0	(3.0)
Owned & Leased Hotels										
Revenues	1,144.9	100.0	1,066.2	100.0	7.4	3,596.8	100.0	3,537.3	100.0	1.7
Direct cost	991.6	86.6	910.3	85.4	8.9	2,960.4	82.3	2,862.8	80.9	3.4
<i>Business Contribution</i>	153.2	13.4	155.9	14.6	(1.7)	636.4	17.7	674.5	19.1	(5.6)
Managed										
Revenues (1)	600.2	67.3	610.0	67.5	(1.6)	1,978.7	68.6	1,963.9	68.5	0.8
Advertising and marketing revenues	65.1	7.3	78.0	8.6	(16.5)	219.2	7.6	221.8	7.7	(1.1)
Centralized services revenues	225.9	25.3	215.8	23.9	4.7	686.6	23.8	683.3	23.8	0.5
<i>Total revenues managed</i>	891.2	100.0	903.8	100.0	(1.4)	2,884.6	100.0	2,868.9	100.0	0.5
Direct cost (1)	382.8	43.0	412.0	45.6	(7.1)	1,193.9	41.4	1,203.8	42.0	(0.8)
Advertising and marketing cost	65.1	7.3	78.0	8.6	(16.5)	219.2	7.6	221.8	7.7	(1.1)
Centralized services cost	226.5	25.4	215.8	23.9	5.0	685.0	23.7	682.8	23.8	0.3
<i>Total cost managed</i>	674.4	75.7	705.8	78.1	(4.4)	2,098.1	72.7	2,108.3	73.5	(0.5)
<i>Business Contribution IFRS managed</i>	216.8	24.3	198.0	21.9	9.5	786.4	27.3	760.6	26.5	3.4
<i>Business Contribution IFRS non recoverable expenses</i>	217.4	36.2	198.0	32.5	9.8	784.8	39.7	760.2	38.7	3.2
Vacation Properties										
Revenues	386.3	100.0	501.7	100.0	(23.0)	1,198.0	100.0	1,519.1	100.0	(21.1)
Direct cost	321.6	83.2	442.3	88.2	(27.3)	979.0	81.7	1,261.8	83.1	(22.4)
<i>Business Contribution</i>	64.7	16.8	59.4	11.8	9.1	218.9	18.3	257.3	16.9	(14.9)
Other Businesses (1)										
Revenues	22.0	100.0	20.5	100.0	7.5	67.3	100.0	61.6	100.0	9.4
Direct cost	9.6	43.7	7.8	38.2	23.0	27.4	40.7	24.2	39.3	13.3
<i>Business Contribution</i>	12.4	56.3	12.7	61.8	(2.1)	39.9	59.3	37.4	60.7	6.8
Corporate Expenses	132.6	5.4	105.7	4.2	25.5	377.0	4.9	335.8	4.2	12.3
Depreciation/Amortization and asset impairment	215.8	8.8	224.2	9.0	(3.7)	649.4	8.4	667.8	8.4	(2.8)
Other expenses (revenue)	4.8	0.2	0.3	0.0	1,562.8	(31.4)	(0.4)	(1.5)	(0.0)	2,018.0
Other	0.0	0.0	0.0	0.0	na	0.0	0.0	0.0	0.0	na
Operating Profit	93.9	3.8	95.7	3.8	(1.9)	686.6	8.9	727.7	9.1	(5.6)
EBITDA	309.7	12.7	319.9	12.8	(3.2)	1,336.0	17.2	1,395.5	17.5	(4.3)
Special operations	(25.0)	(1.0)	(10.0)	(0.4)	150.0	(75.0)	(1.0)	(30.0)	(0.4)	150.0
EBITDA IFRS	284.7	11.6	309.9	12.4	(8.1)	1,261.0	16.3	1,365.5	17.1	(7.6)
Comprehensive financing cost	534.6	21.9	315.4	12.7	69.5	1,306.7	16.9	(132.8)	(1.7)	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
Profit Before Taxes	(465.8)	(19.1)	(229.7)	(9.2)	(102.8)	(695.1)	(9.0)	830.4	10.4	na
Discontinued Operations	0.0	0.0	0.0	0.0	na	0.0	0.0	0.0	0.0	na
Income taxes	0.7	0.0	0.0	0.0	na	3.7	0.0	8.5	0.1	(56.6)
Deferred taxes	(93.3)	(3.8)	(196.1)	(7.9)	(52.4)	(144.5)	(1.9)	177.6	2.2	na
Net Income before Minority	(373.1)	(15.3)	(33.5)	(1.3)	(1,012.2)	(554.2)	(7.2)	644.3	8.1	na
Minority Interest	(0.4)	(0.0)	2.0	0.1	na	(1.2)	(0.0)	6.4	0.1	na
Net Majority Income	(372.8)	(15.2)	(35.5)	(1.4)	(949.7)	(553.0)	(7.1)	638.0	8.0	na

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

> Consolidated Balance Sheet as of September 30, 2024 and December 31st, 2023 IFRS (million pesos)

CONCEPT	SEP-24	%	DEC-23	%	VAR. %
ASSETS					
Current Assets					
Cash and cash equivalents	2,181.9	11.0	1,841.2	10.1	18.5
Trade and other current receivables	3,201.6	16.2	2,877.0	15.8	11.3
Current tax assets, current	-	0.0	-	-	-
Other current financial assets	-	0.0	-	-	-
Current inventories	339.8	1.7	304.2	1.7	11.7
Other current non-financial assets	184.4	0.9	177.7	1.0	3.8
Total	5,907.7	29.8	5,200.1	28.5	13.6
Assets held for sale	-	0.0	-	-	-
Total current assets	5,907.7	29.8	5,200.1	28.5	13.6
Non current assets					
Trade and other non-current receivables	5,004.8	25.3	4,696.1	25.7	6.6
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	3,946.0	19.9	3,761.4	20.6	4.9
Right-of-use assets that do not meet definition of investment property	2,787.9	14.1	2,646.3	14.5	5.4
Intangible assets other than goodwill	871.7	4.4	803.1	4.4	8.5
Deferred tax assets	1,158.4	5.8	1,013.9	5.6	14.3
Other non-current non-financial assets	-	0.0	-	-	-
Total non-current assets	13,898.0	70.2	13,049.8	71.5	6.5
Total assets	19,805.6	100.0	18,249.9	100.0	8.5
LIABILITIES					
Current Liabilities					
Trade and other current payables	2,444.4	12.3	2,326.2	12.7	5.1
Current tax liabilities, current	1.4	0.0	0.0	0.0	-
Other current financial liabilities	18.0	0.1	100.5	0.6	(82.1)
Current lease liabilities	473.1	2.4	419.9	2.3	12.7
Other current non-financial liabilities	1,400.7	7.1	1,407.9	7.7	(0.5)
Current provisions for employee benefits	279.6	1.4	204.2	1.1	36.9
Total current liabilities other than liabilities included in disposal groups classified as held for sale	4,617.2	23.3	4,458.7	24.4	3.6
Liabilities included in disposal groups classified as held for sale	-	0.0	-	0.0	-
Total current liabilities	4,617.2	23.3	4,458.7	24.4	3.6
Non Current Liabilities					
Trade and other non-current payables	2,185.0	11.0	1,774.8	9.7	23.1
Non-current lease liabilities	2,847.8	14.4	2,444.9	13.4	16.5
Stock market loans	7,353.3	37.1	6,297.6	34.5	16.8
Other non-current financial liabilities	7,353.3	37.1	6,297.6	34.5	16.8
Non-current provisions for employee benefits	365.0	1.8	321.6	1.8	13.5
Other non-current provisions	-	0.0	-	-	-
Total non-current provisions	365.0	1.8	321.6	1.8	13.5
Deferred tax liabilities	723.1	3.7	684.9	3.8	5.6
Total non-current liabilities	13,474.2	68.0	11,523.8	63.1	16.9
Total liabilities	18,091.4	91.3	15,982.5	87.6	13.2
EQUITY					
Total equity attributable to owners of parent	1,524.7	7.7	2,076.7	11.4	(26.6)
Non-controlling interests	189.5	1.0	190.7	1.0	(0.6)
Total equity	1,714.2	8.7	2,267.4	12.4	(24.4)
Total equity and liabilities	19,805.6	100.0	18,249.9	100.0	8.5

> Consolidated Cash Flow Statement - IFRS

(Million pesos from January 1st to September 30, 2024 & 2023)

STATEMENT OF CASH FLOWS		
	3Q24	3Q23
Cash flows from (used in) operating activities		
Profit (loss)	(554.2)	644.3
Adjustments to reconcile profit (loss)		
Discontinued operations	0.0	0.0
Adjustments for income tax expense	(140.8)	186.1
Adjustments for finance costs	548.2	436.8
Adjustments for depreciation and amortisation expense	649.4	667.8
Adjustments for unrealised foreign exchange losses (gains)	1,302.5	(839.8)
Adjustments for fair value losses (gains)	0.0	0.0
Adjustments for losses (gains) on disposal of non-current assets	(1.2)	(0.9)
Participation in associates and joint ventures	0.0	0.0
Adjustments for decrease (increase) in inventories	(35.6)	(15.4)
Adjustments for decrease (increase) in trade accounts receivable	(562.7)	(231.4)
Adjustments for decrease (increase) in other operating receivables	(175.3)	(229.8)
Adjustments for increase (decrease) in trade accounts payable	7.1	(89.4)
Adjustments for increase (decrease) in other operating payables	530.1	526.8
Other adjustments for which cash effects are investing or financing cash flow	0.0	0.0
Other adjustments to reconcile profit (loss)	0.0	0.0
Total adjustments to reconcile profit (loss)	2,121.7	410.8
Cash flows from (used in) operations	1,567.5	1,055.1
Income taxes paid (refund), classified as operating activities	1.0	416.6
Cash flows from (used in) operating activities	1,566.5	638.5
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	2.0	2.9
Purchase of property, plant and equipment, classified as investing activities	387.0	199.3
Purchase of intangible assets, classified as investing activities	38.8	33.4
Interest received, classified as investing activities	97.8	81.7
Other inflows (outflows) of cash, classified as investing activities	0.0	0.0
Cash flows from (used in) investing activities	(326.0)	(148.1)
Proceeds from borrowings, classified as financing activities	90.0	0.0
Repayments of borrowings, classified as financing activities	185.4	84.6
Payments of lease liabilities	550.6	522.3
Dividends paid, classified as financing activities	0.0	0.0
Interest paid, classified as financing activities	253.8	176.9
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	(899.7)	(783.9)
Increase (decrease) in cash and cash equivalents before effect of exchange rate changes	340.7	(293.5)
Effect of exchange rate changes on cash and cash equivalents	0.0	0.0
Increase (decrease) in cash and cash equivalents	340.7	(293.5)
Cash and cash equivalents at beginning of period	1,841.2	1,938.9
Cash and cash equivalents at end of period	2,181.9	1,645.4