



3Q24

POSADAS

EARNINGS

CONFERENCE CALL
10/24/2024





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supply and demand changes for hotel rooms and vacation club memberships in our markets; the financial condition of the airline industry and its impact on the lodging industry; the impact of government regulations and resolutions, including land use, tax, health, safety and environmental laws; capital market volatility; risks related to our business, our strategy, our expectations about growth in demand for our services, our expectations as to our ability to increase the number of hotels and hotel rooms we manage and our business operations, financial condition and results of operations; statements of our plans, objectives or goals, including our ability to implement our strategy; the availability of funds to finance growth; currency fluctuations and inflation in the countries in which we operate; the impact of natural events, such as earthquakes, hurricanes and floods; and health pandemics, such as the 2009 H1N1 influenza outbreak and COVID 19. Readers are cautioned not to place undue reliance on these forward looking statements, which speak only as of the date of this Presentation. The Company undertakes no obligation (and expressly disclaims any such obligation) to update any forward looking statements to reflect events or circumstances after the date of this Presentation.



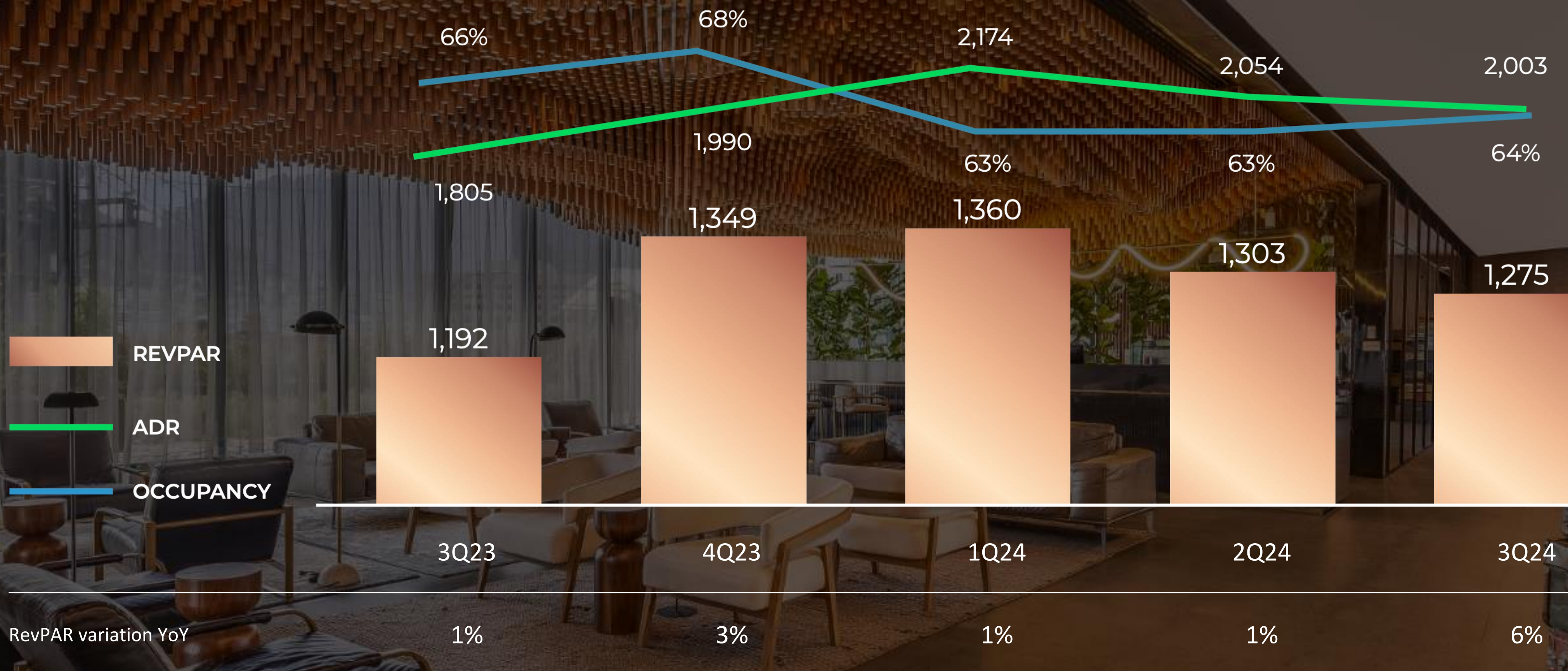
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Live Aqua Punta Cana

POSADAS



KPI'S POSADAS (MXN)



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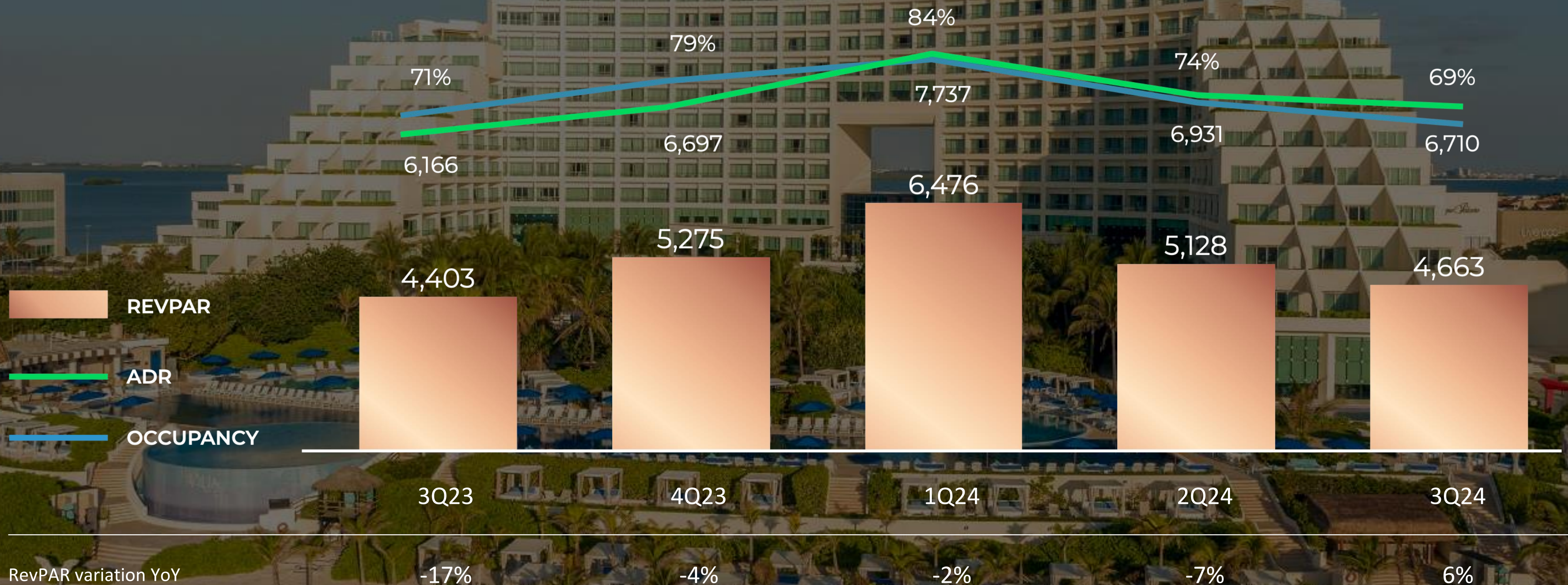


RESORTS





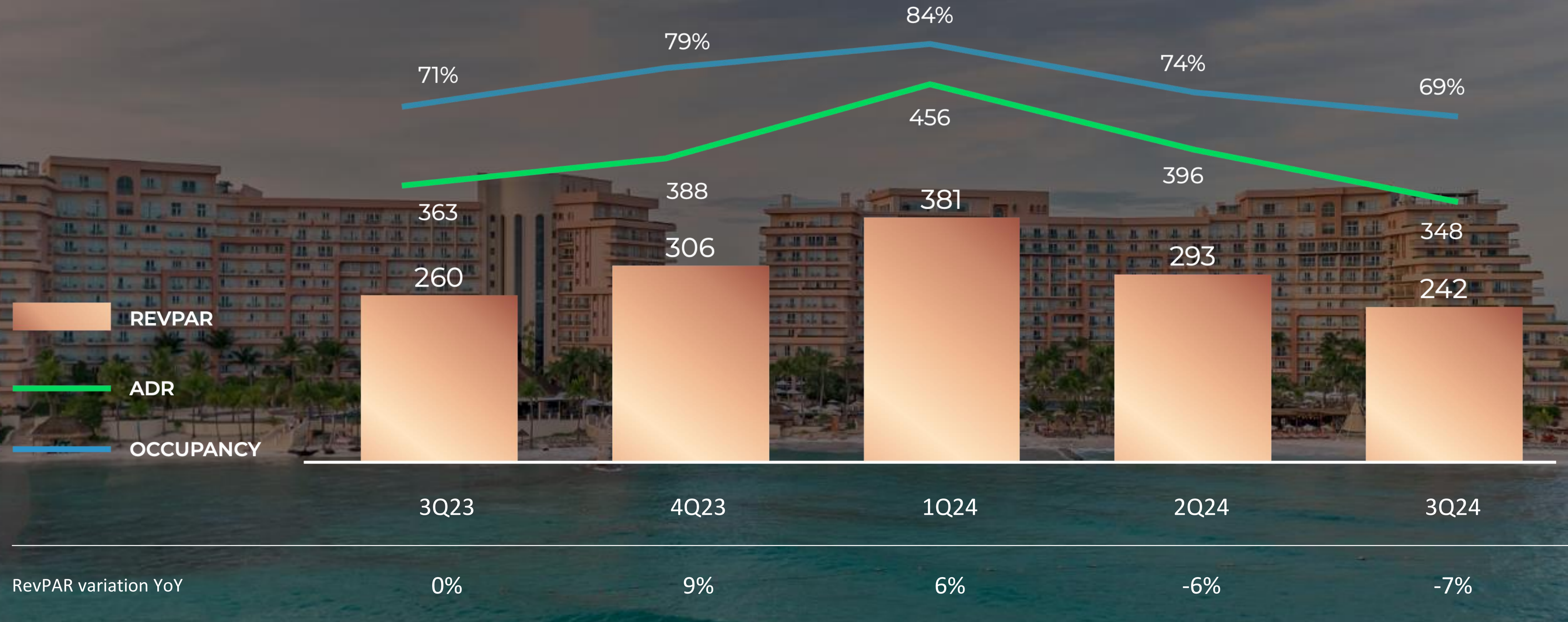
KPI'S RESORTS (MXN)



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KPI'S RESORTS (USD)



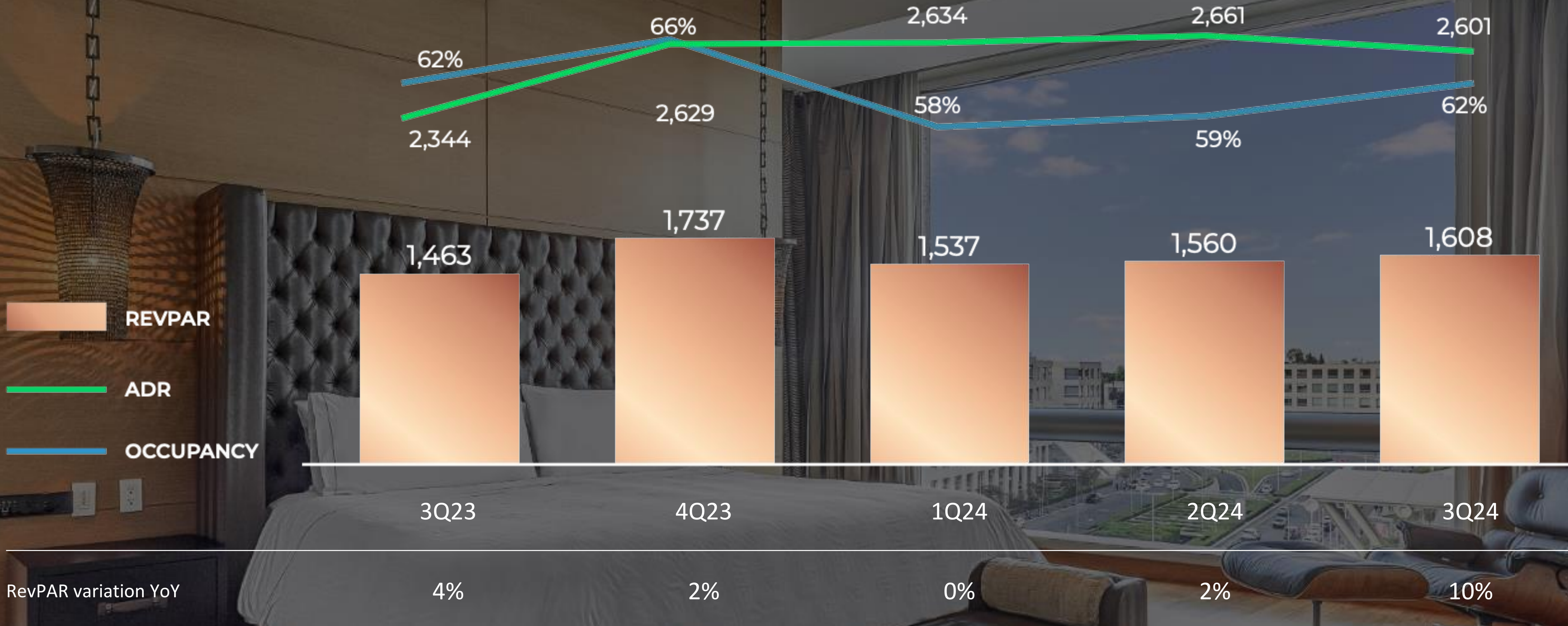
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UPSCALE & LUXURY CIUDAD



KPI'S URBAN (MXN)



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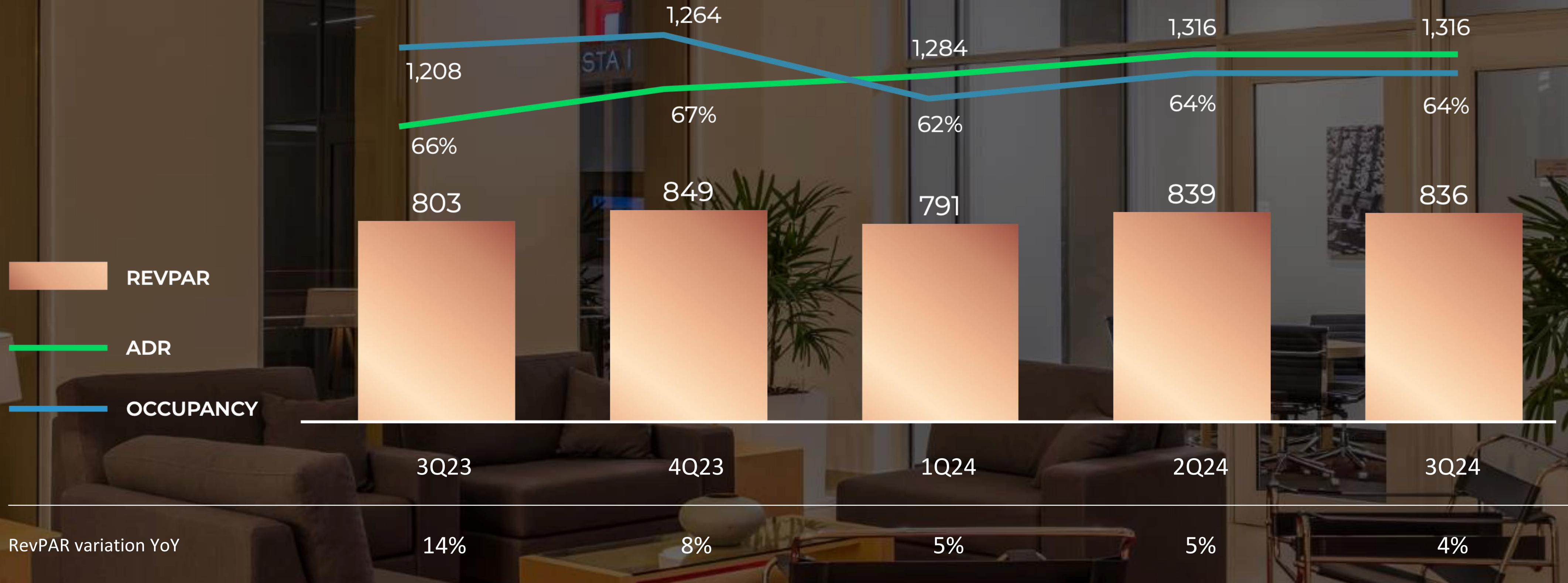
MIDSCALE & ECONOMY





KPI'S MIDSCALE (MXN)

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LOYALTY

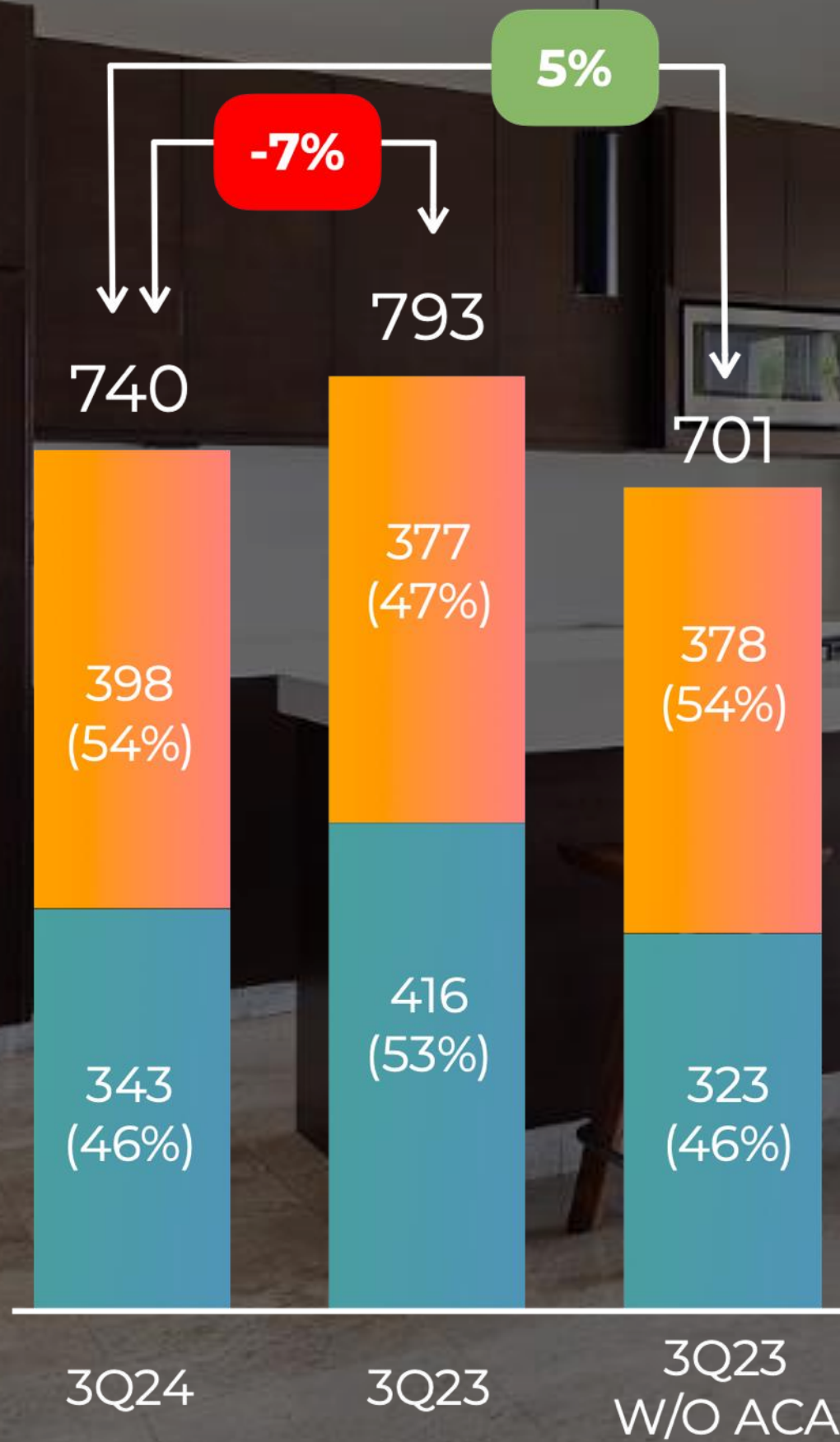




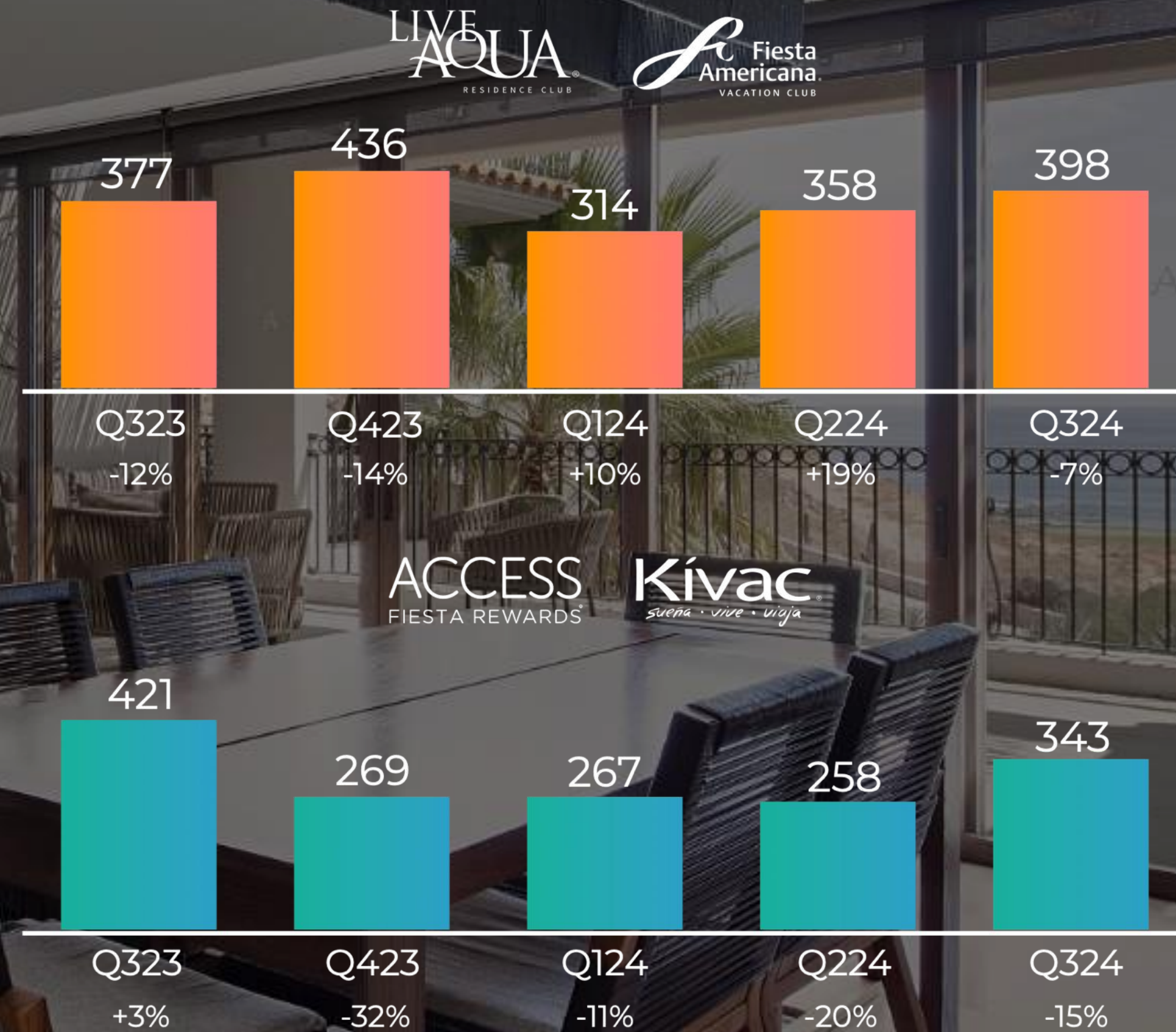
LOYALTY NET SALES

MEMBERSHIP NET SALES +5% YEAR OVER YEAR WITHOUT ACAPULCO EFFECT

TOTAL NET SALES (\$MXN MILLIONS)



NET SALES BY PRODUCT (\$MXN MILLIONS)



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DEVELOPMENT



DEVELOPMENT

FUNEEQ
UMERO ALTO



PIPELINE - 3Q 2024

4 HOTEL EXITS/ -792 ROOMS

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2023	1Q	2Q	3Q	4Q	Exits	2024
ROOMS	0	155	139	107	792	30,055

* one Puerto Vallarta, additional rooms.

* Gamma Mazatlán, conversion from franchise to management, no additional rooms.

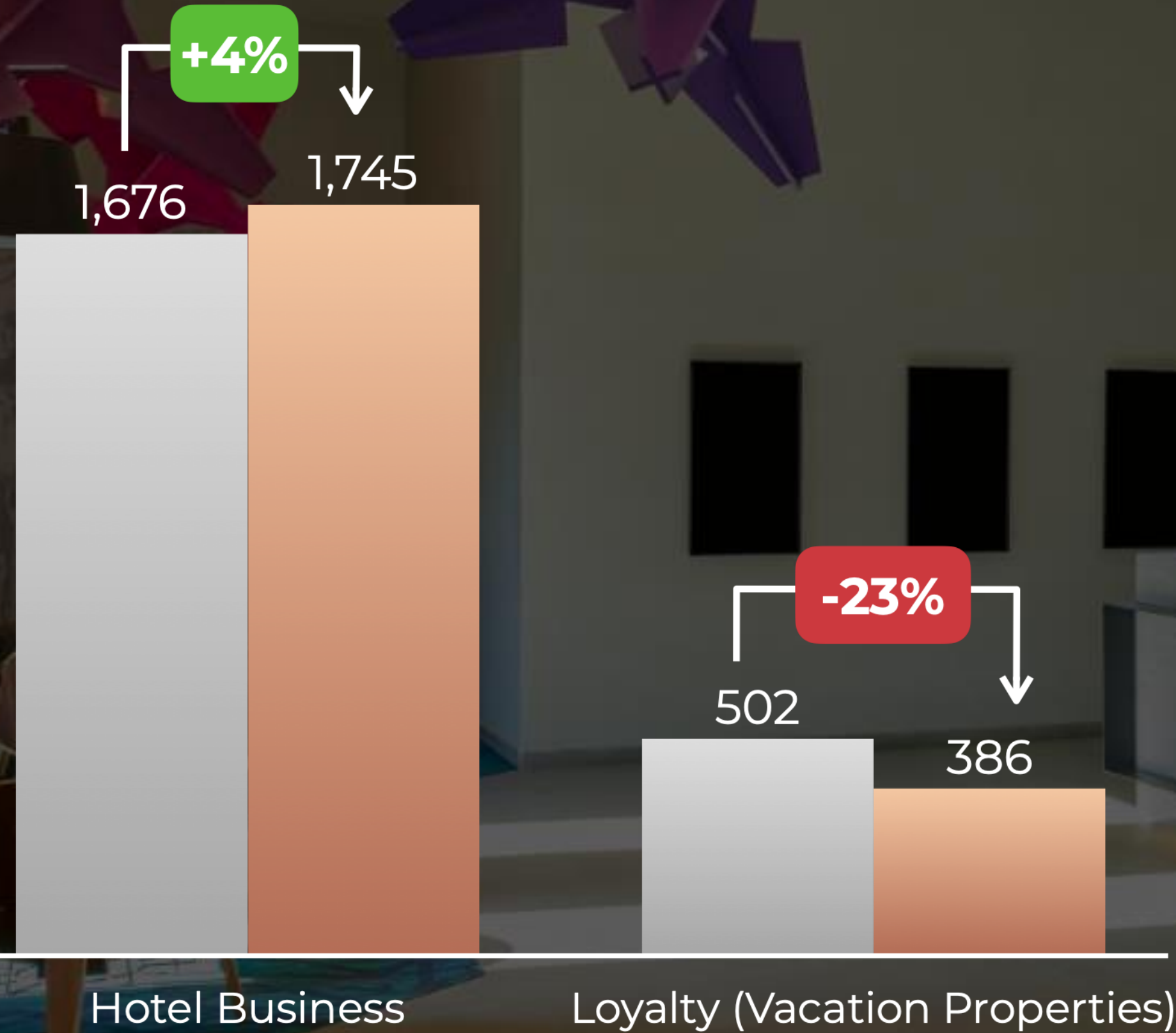


FINANCIAL PERFORMANCE



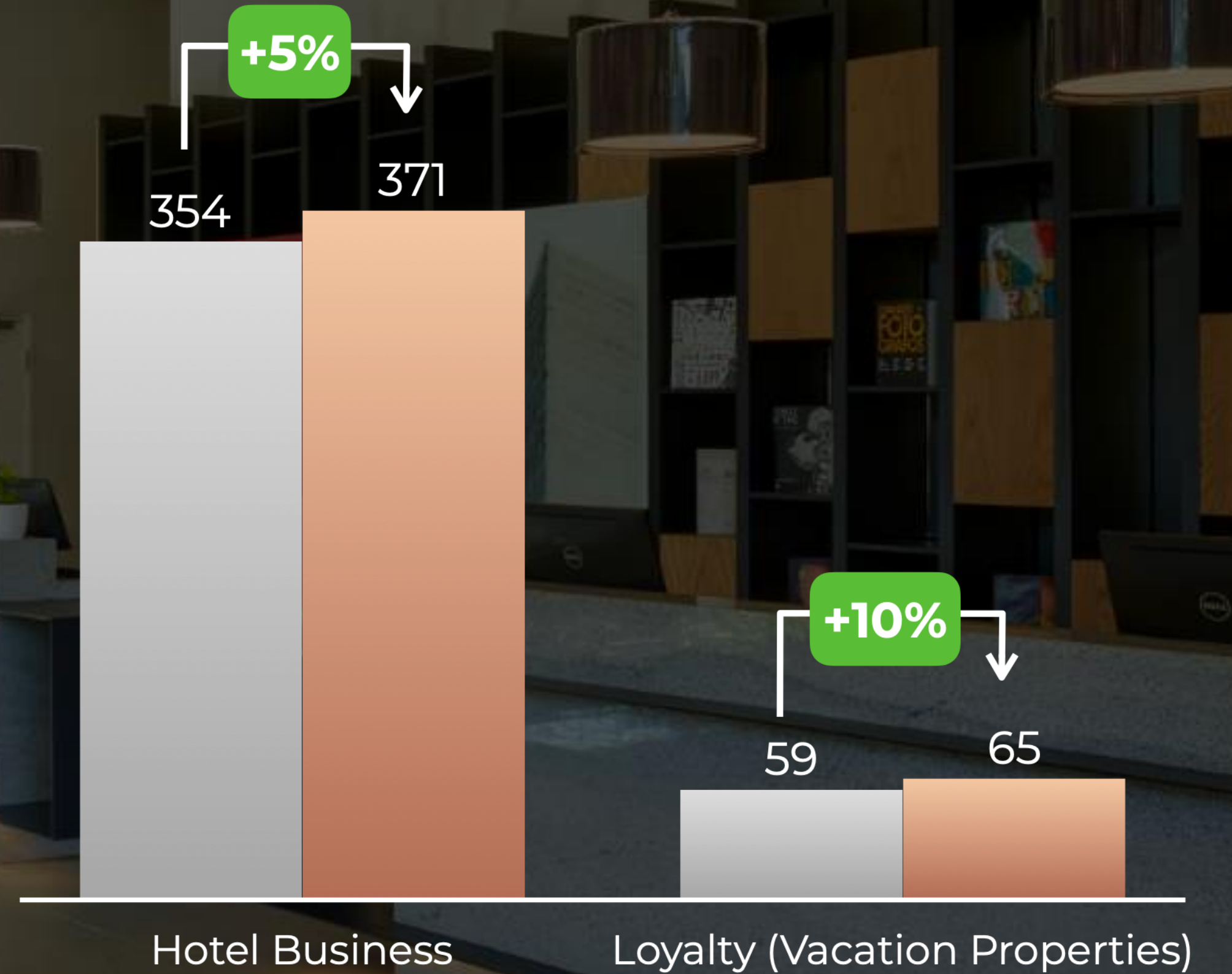
REVENUE - (QoQ)

\$MXN MILLIONS



CONTRIBUTION - (QoQ)

\$MXN MILLIONS



3Q 2023 3Q 2024

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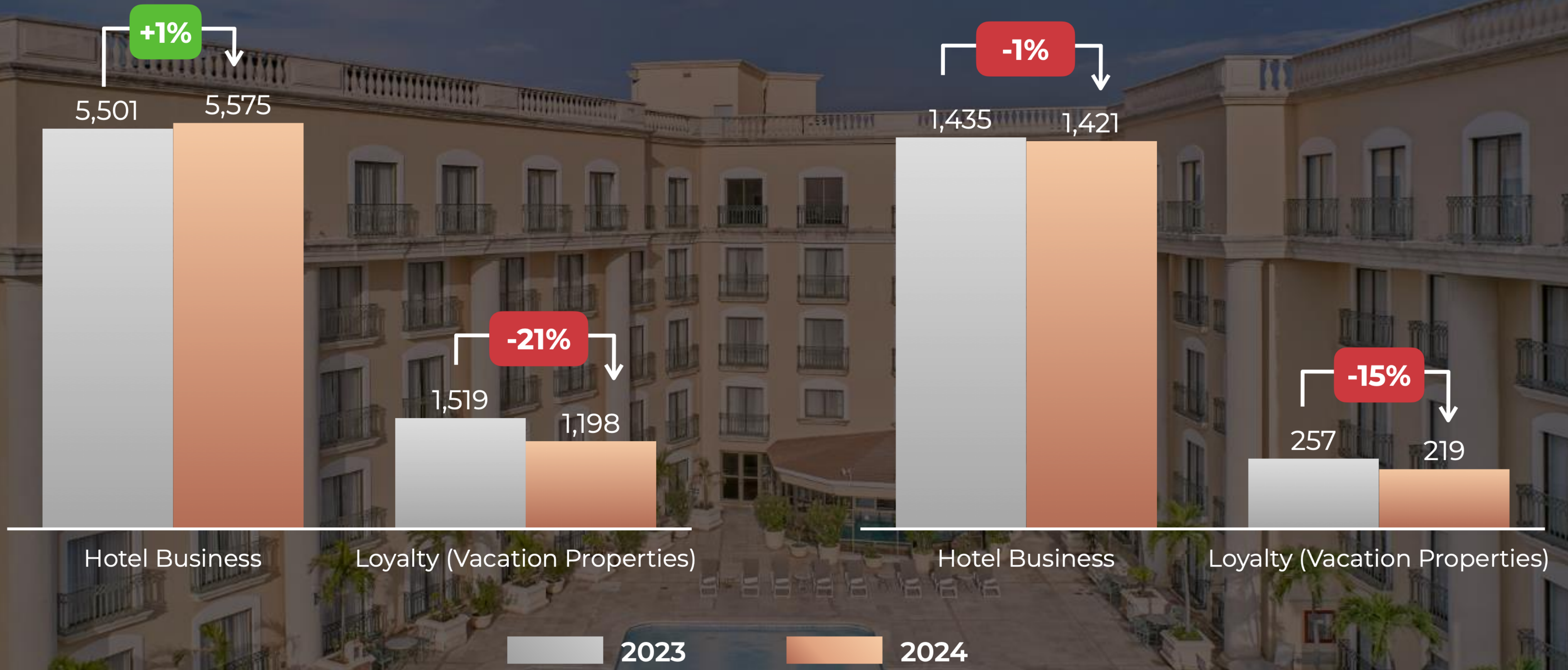


REVENUE

\$MXN MILLIONS

CONTRIBUTION

\$MXN MILLIONS



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P&L- (YOY)

\$MXN MILLIONS

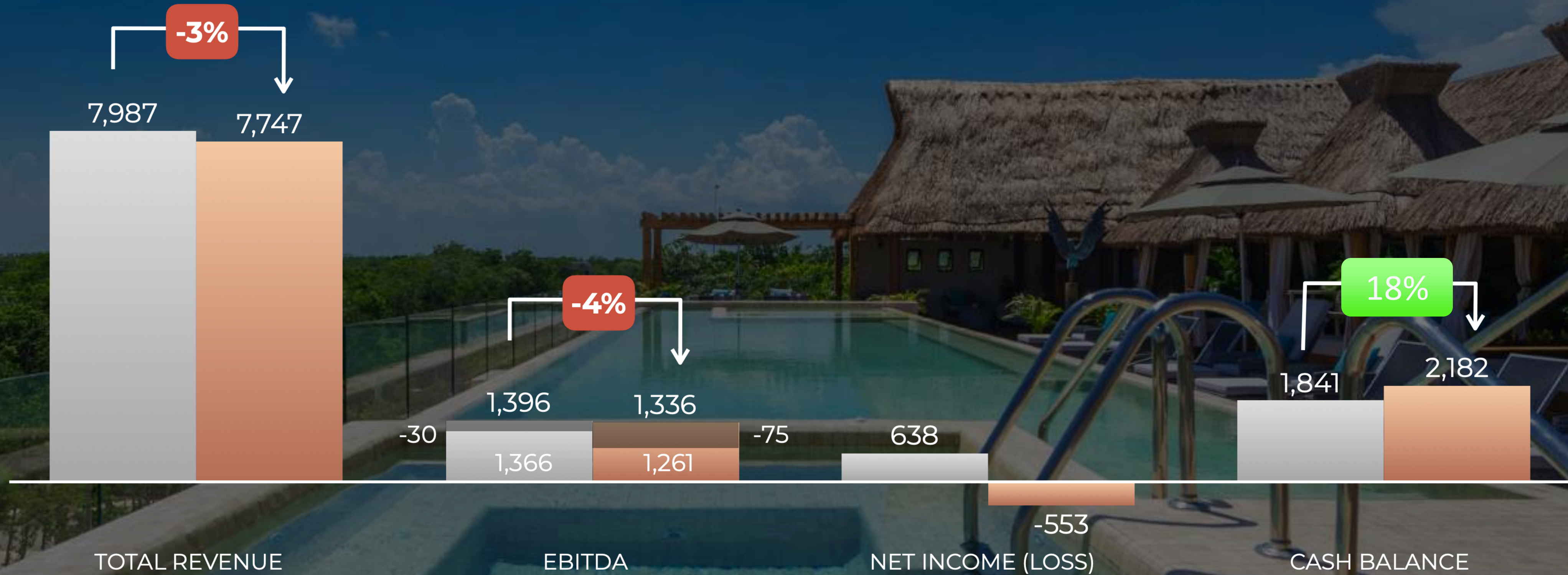


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P&L- (YOY)

\$MXN MILLIONS



■ ACUM 2023 ■ ACUM 2024

■ DEC 2023 ■ 9M 2024

4Q23: US\$74 / MXN \$1,250

3Q24: US\$75 / MXN \$1,479

MXN \$229

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FREE CASH FLOW, INTERNAL REPORTING

(MILLION PESOS)

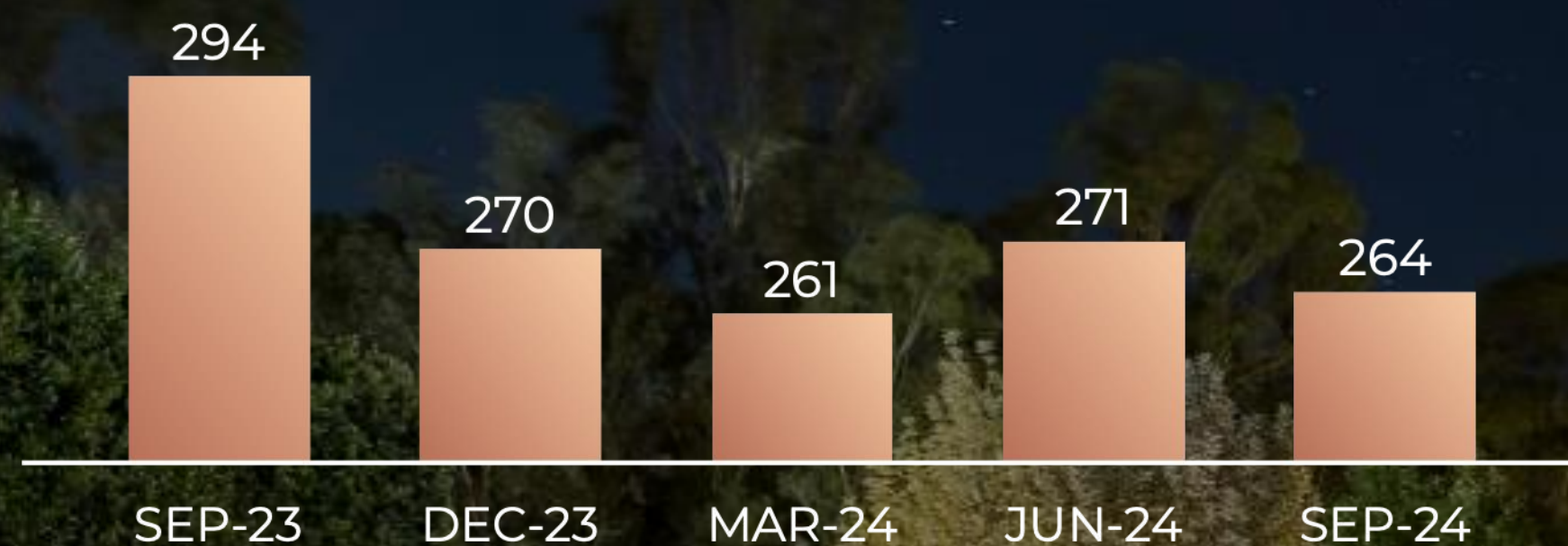
ACCUM. 2024

Cash 2023	1,841
EBITDA IFRS	1,261
Leases	-549
EBITDA BAU	712
Special operations	75
OTIS' advanced payments	80
Working capital & Other	120
Profit Sharing	-215
Interests, net	-156
Taxes	0
Cash flow before Capex	615
CAPEX BAU	-223
OTIS' advanced payments	-202
Open market repurchase	-78
Exchange rate fluctuation	229
Cash BAU	341
Cash 2024	2,182

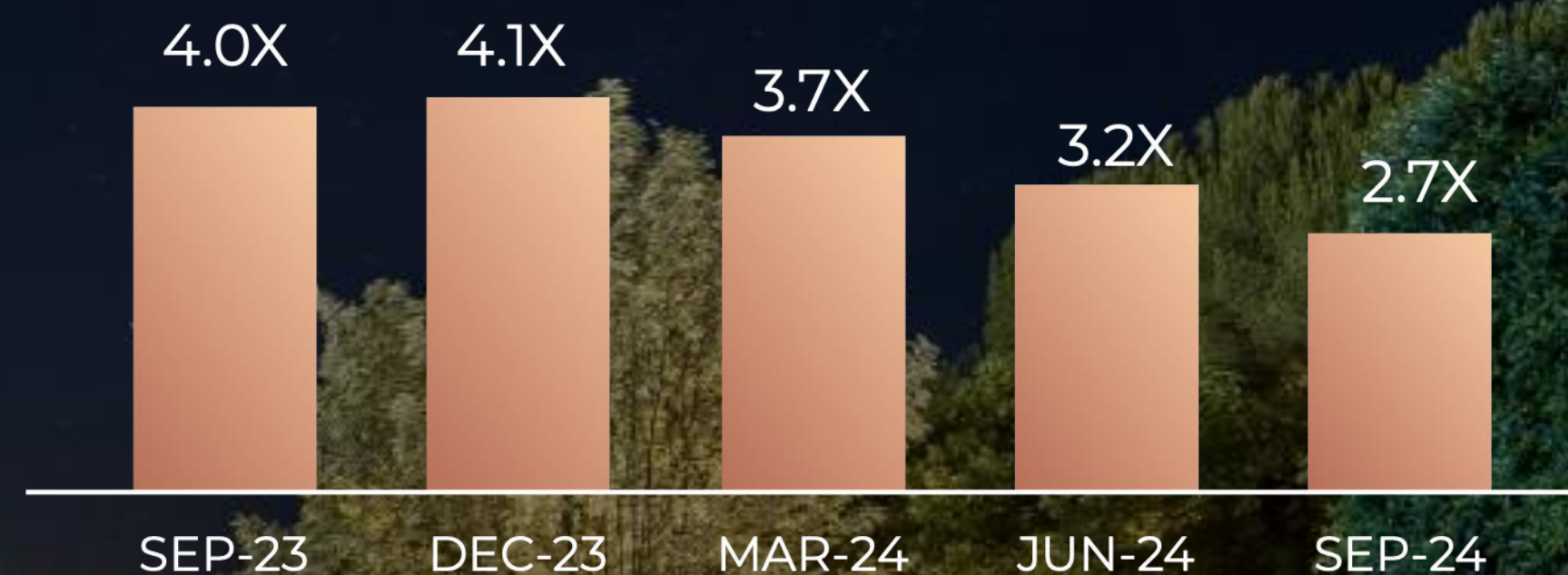


FINANCIAL HEALTH-3Q24

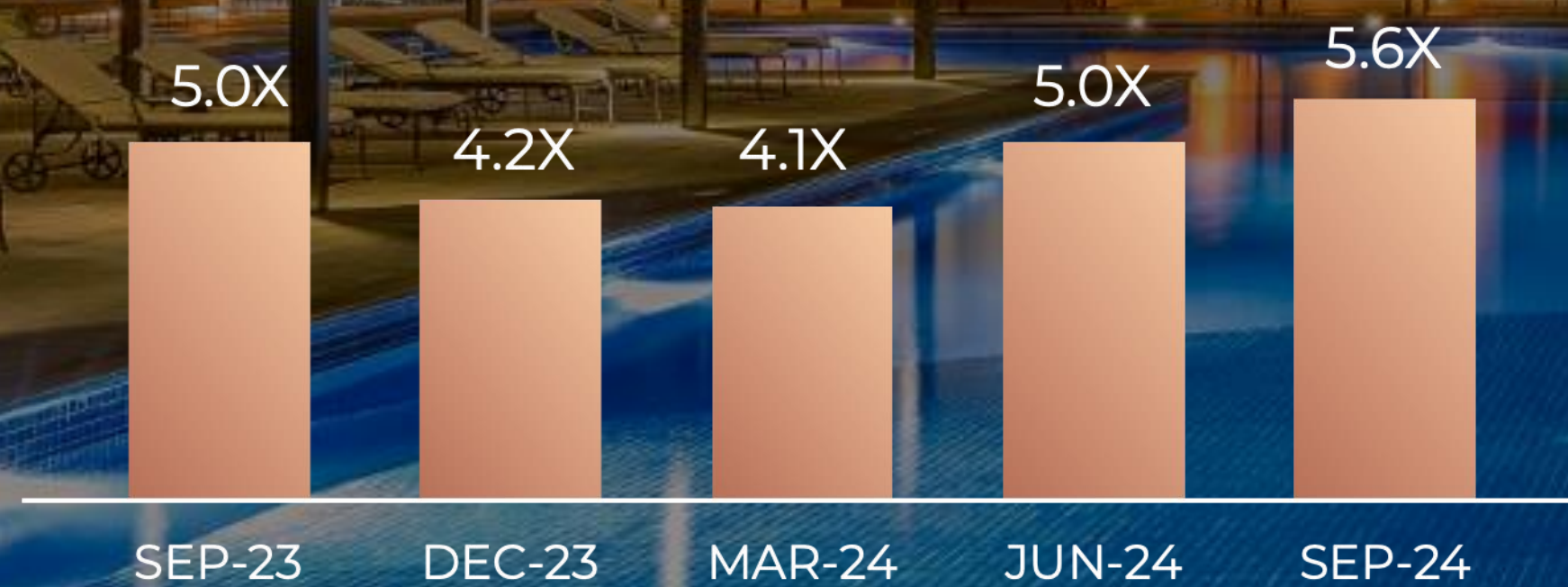
NET DEBT
(US\$M)



NET INTEREST COVERAGE



NET DEBT / EBITDA



	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24
Total Debt	6,736	6,398	6,234	6,887	7,371
Interest	90	0	117	0	138
Debt+Interest	6,826	6,398	6,351	6,887	7,509
Cash	1,645	1,841	2,001	1,906	2,182
Net Debt	5,181	4,557	4,350	4,981	5,327
EBITDA LTM	1,034	1,087	1,063	995	956
ND / EBITDA	5.0x	4.2x	4.1x	5.0x	5.6x
Exchange Rate	17.62	16.89	17.16	18.38	19.63
Leases Liabilities	3,012	2,865	3,226	3,279	3,321
Leases LTM	696	699	709	711	725
ND/ EBITDA IFRS16	4.7x	4.2x	4.3x	4.8x	5.1x

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HIGHLIGHTS



HIGHLIGHTS

- 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.



HIGHLIGHTS

- 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.

POSADAS®

LIVE
AQUA
RESORTS & RESIDENCES

Grand
Fiesta Americana
HOTELS & RESORTS

CURAMORIA
COLLECTION

Fiesta
Americana
HOTELS & RESORTS

EXPLOREAN
RESORTS & RESORTS

FIESTA INN.
HOTELS

GAMMA
HOTELS

one
hotels

LIVE
AQUA
RESIDENCE CLUB

Fiesta
Americana
VACATION CLUB

ACCESS
FIESTA REWARDS

VIAJAPLUS

FR
FIESTAREWARDS

FR
FIESTAREWARDS
MOTIVA

FR
FIESTAREWARDS
APRECIARE