



# 4Q24

## EARNINGS

CONFERENCE CALL  
02/27/2025

POSADAS®

Fiesta Americana Acapulco Villas









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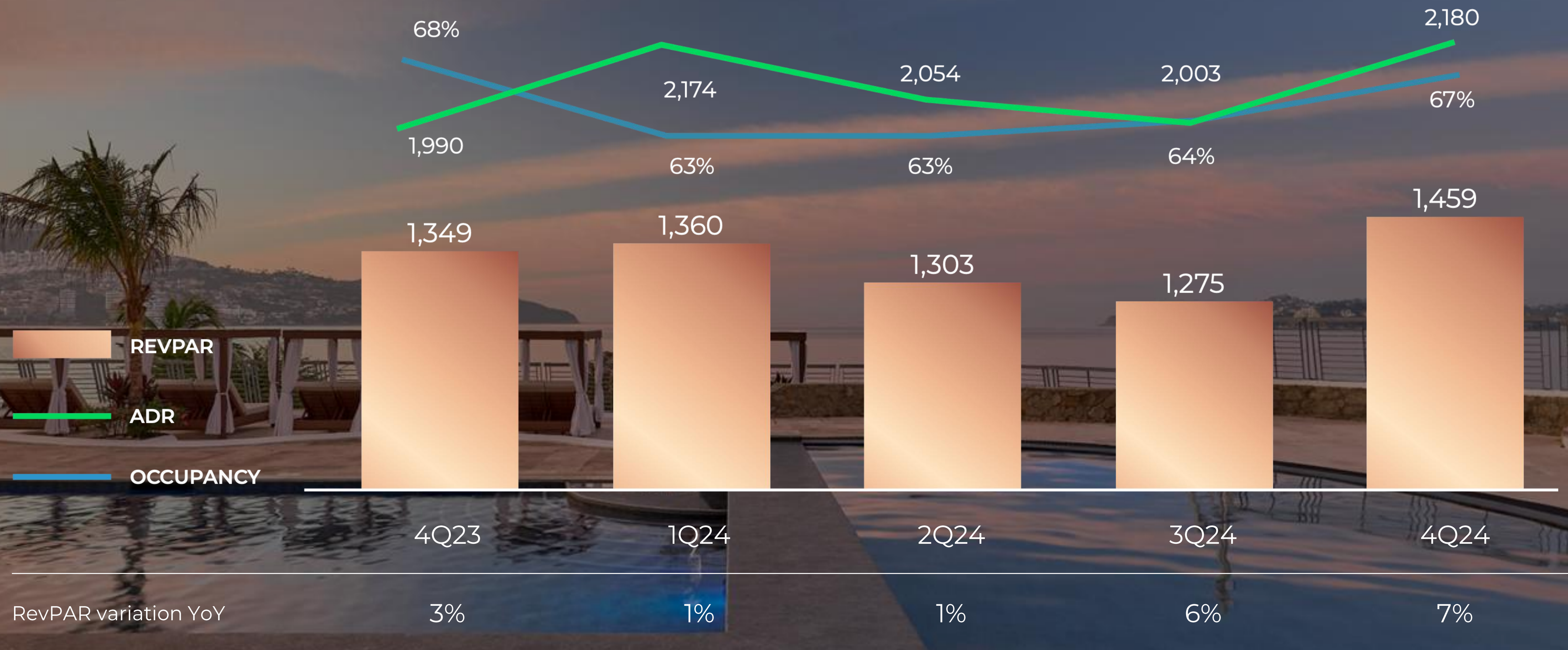


# POSADAS





# KPI'S POSADAS (MXN)







# RESORTS

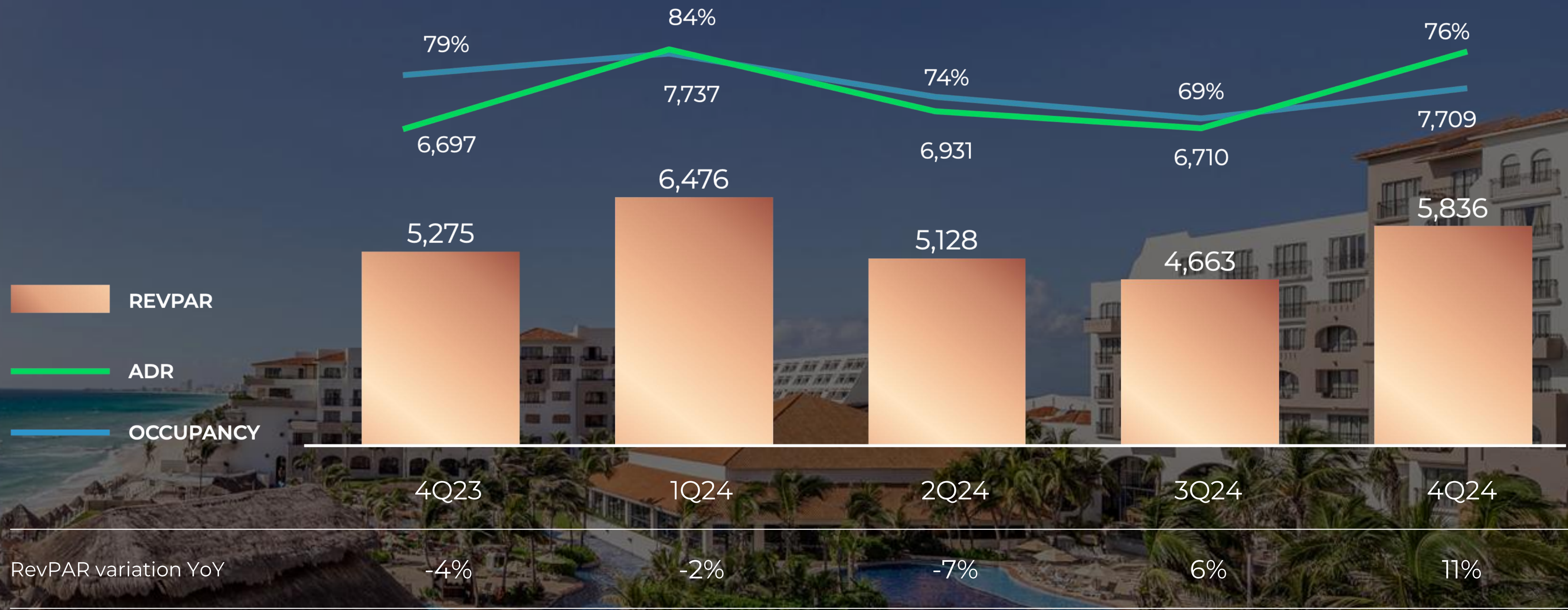






# KPI'S RESORTS (MXN)

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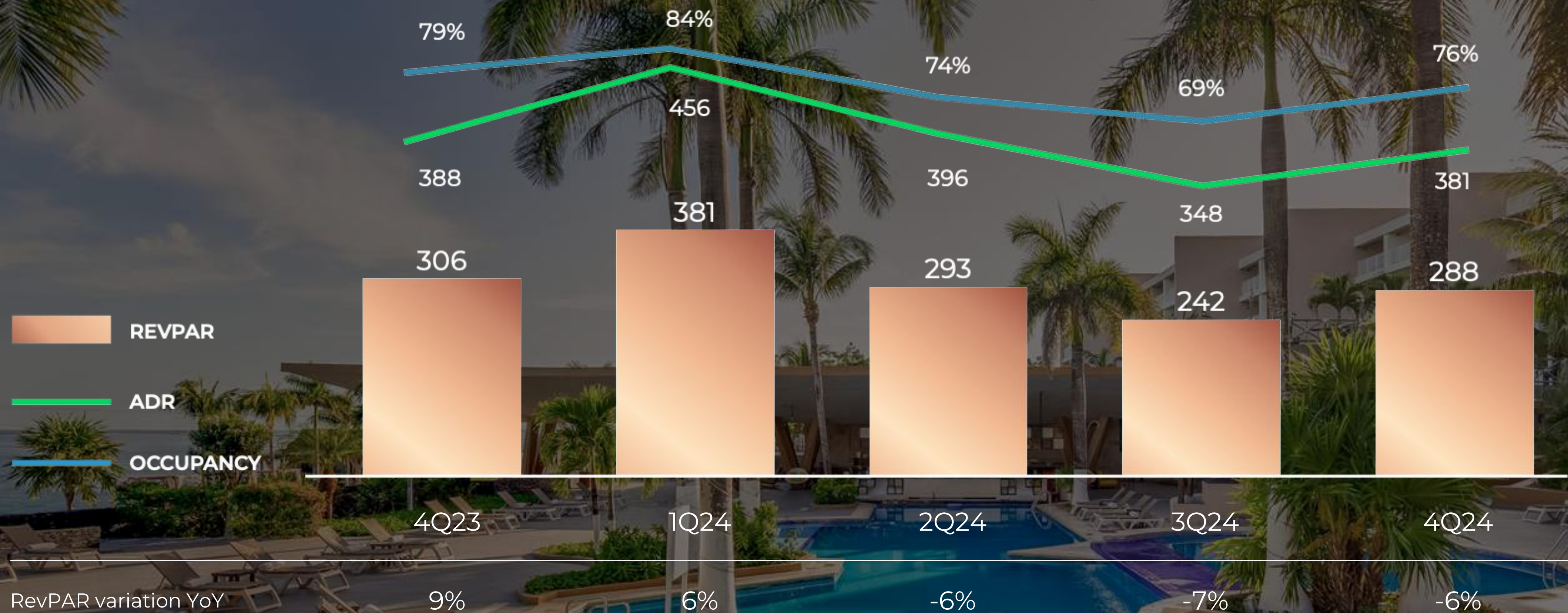


Fiesta Americana Condesa Cancún All Inclusive





# KPI'S RESORTS (USD)







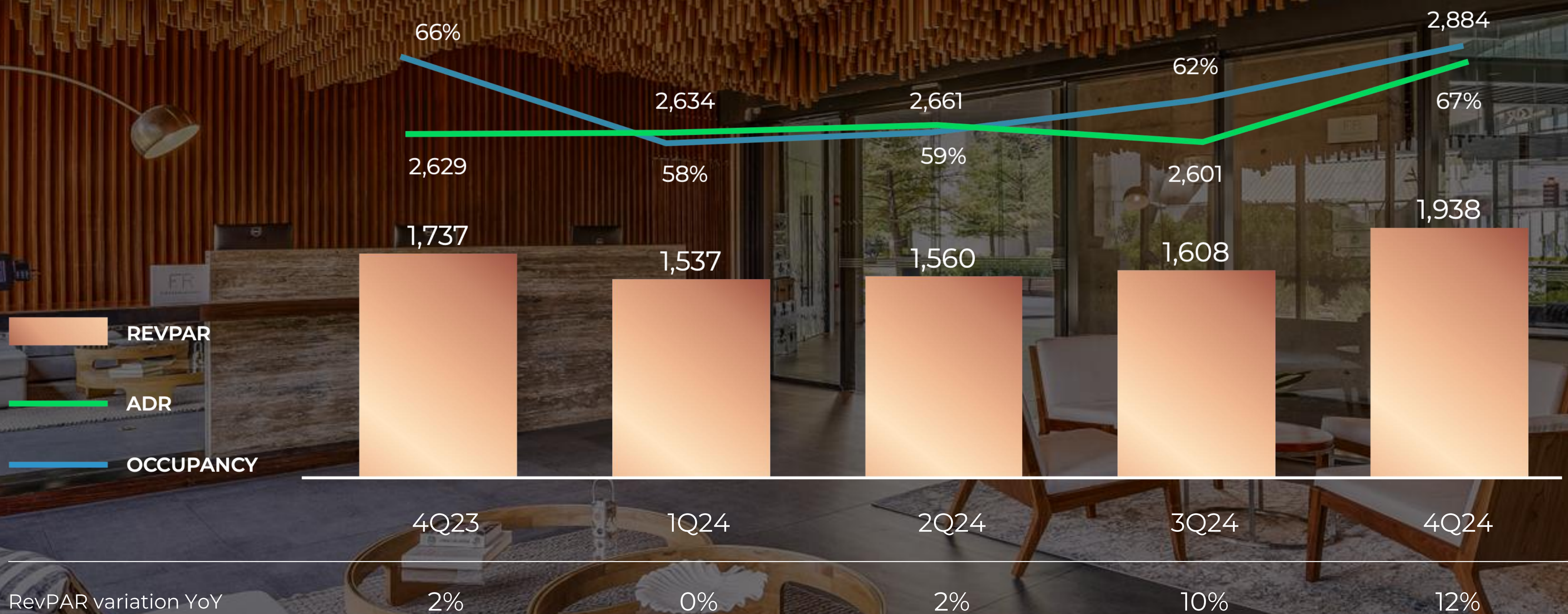
# UPSCALE & LUXURY CIUDAD







# KPI'S URBAN (MXN)







# one MIDSCALE & ECONOMY



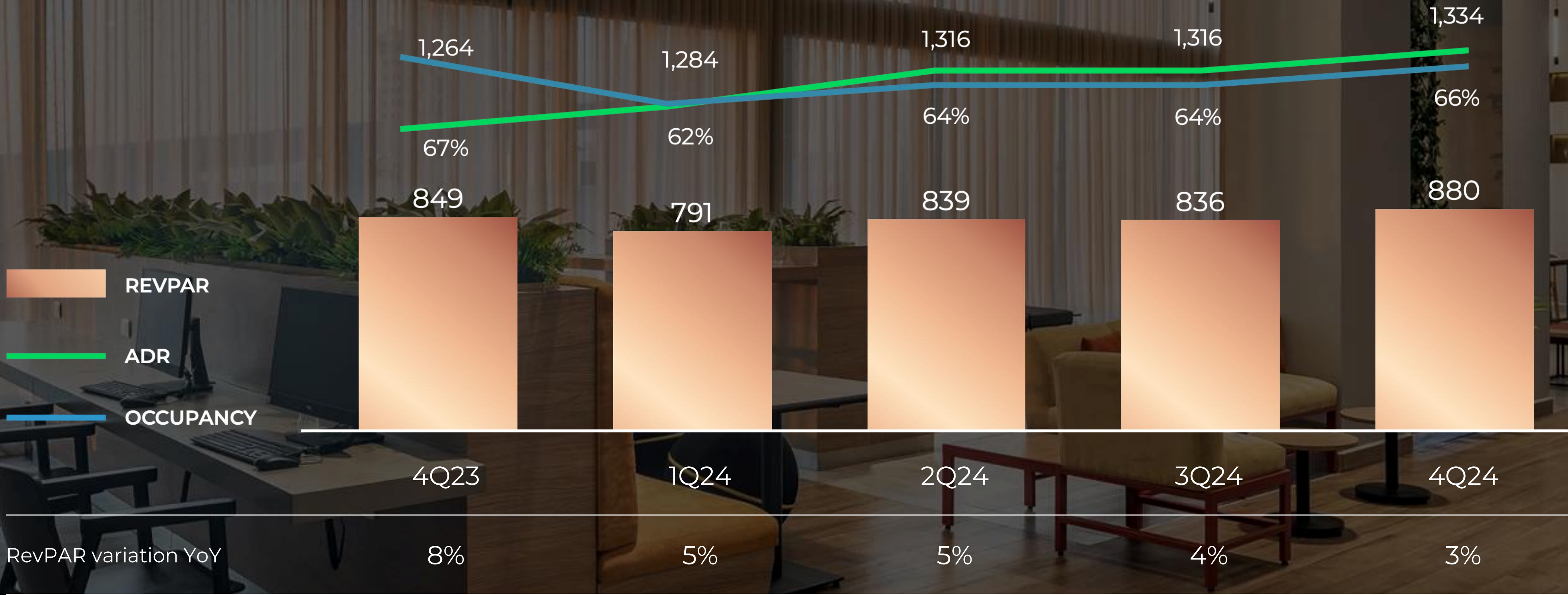
one Tapachula





# KPI'S MIDSCALE (MXN)

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# LOYALTY

LIVE  
AQUA<sup>®</sup>  
RESIDENCE CLUB

*F* Fiesta  
Americana<sup>®</sup>  
VACATION CLUB

ACCESS  
FIESTA REWARDS<sup>®</sup>

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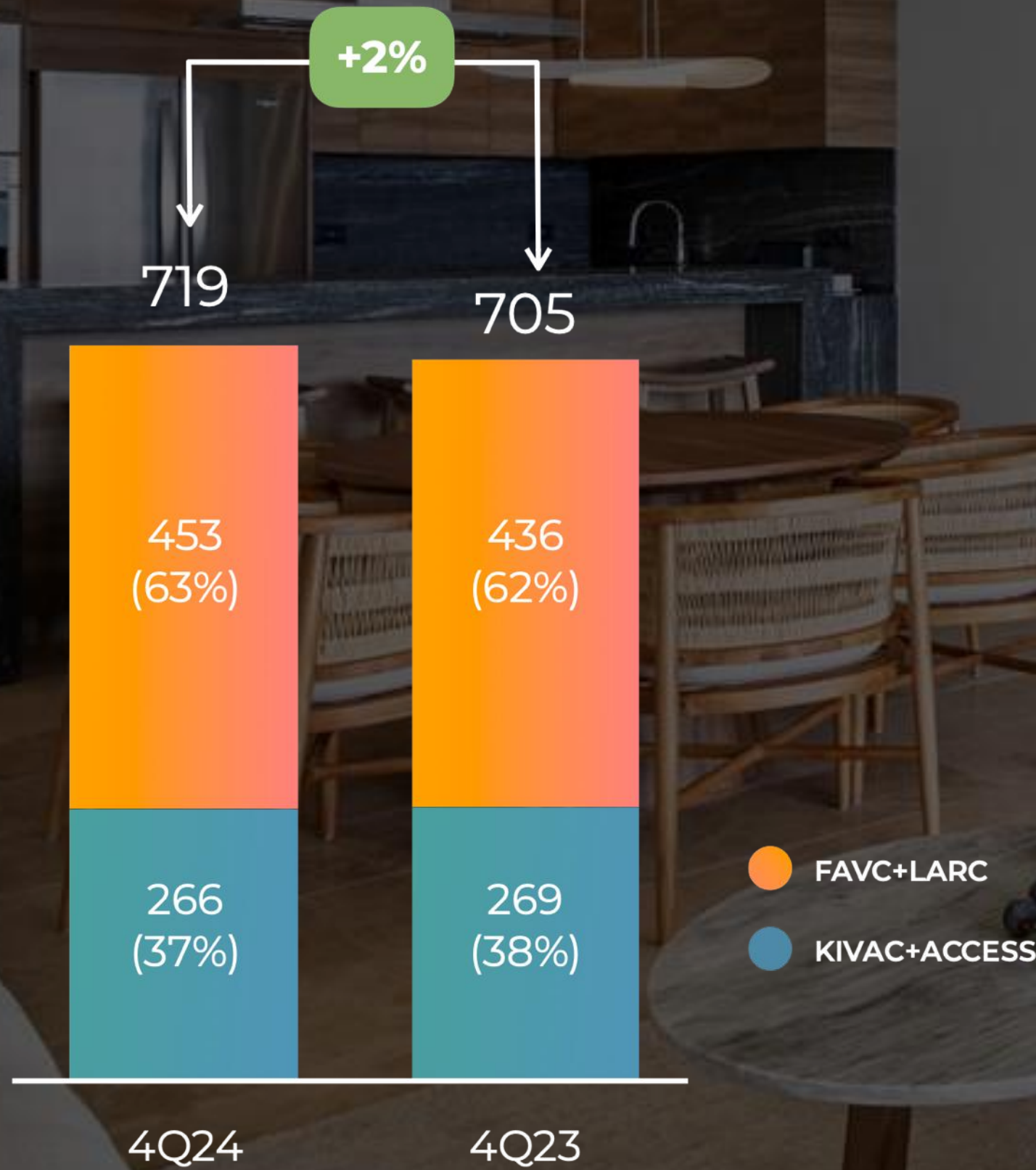
Live Aqua Private Residences La Paz



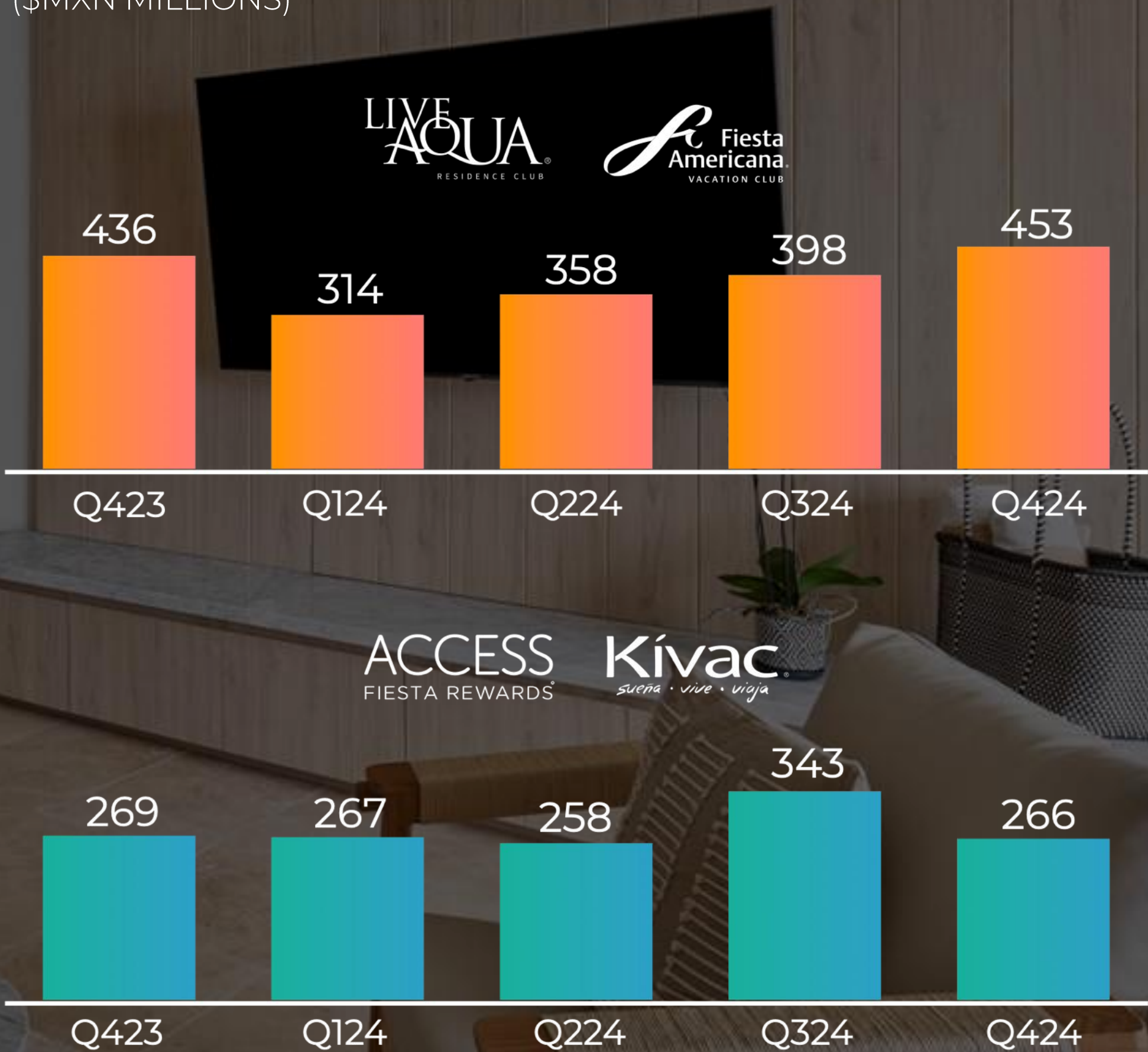
# LOYALTY NET SALES

MEMBERSHIP NET SALES +2% YEAR OVER YEAR

## TOTAL NET SALES (\$MXN MILLIONS)



## NET SALES BY PRODUCT (\$MXN MILLIONS)







# DEVELOPMENT

Fiesta Americana Funeeq Punta Cana





# DEVELOPMENT

Fiesta Americana Funeeq Punta Cana



# PIPELINE - 4Q 2024

## 4 HOTEL EXITS/ -792 ROOMS



2023	1Q	2Q	3Q	4Q	Exits	2024
ROOMS 30,446	0	136	139	105	792	30,011

\* one Puerto Vallarta, additional rooms.  
\* Gamma Mazatlán, conversion from franchise to management, no additional romos.





# FINANCIAL PERFORMANCE

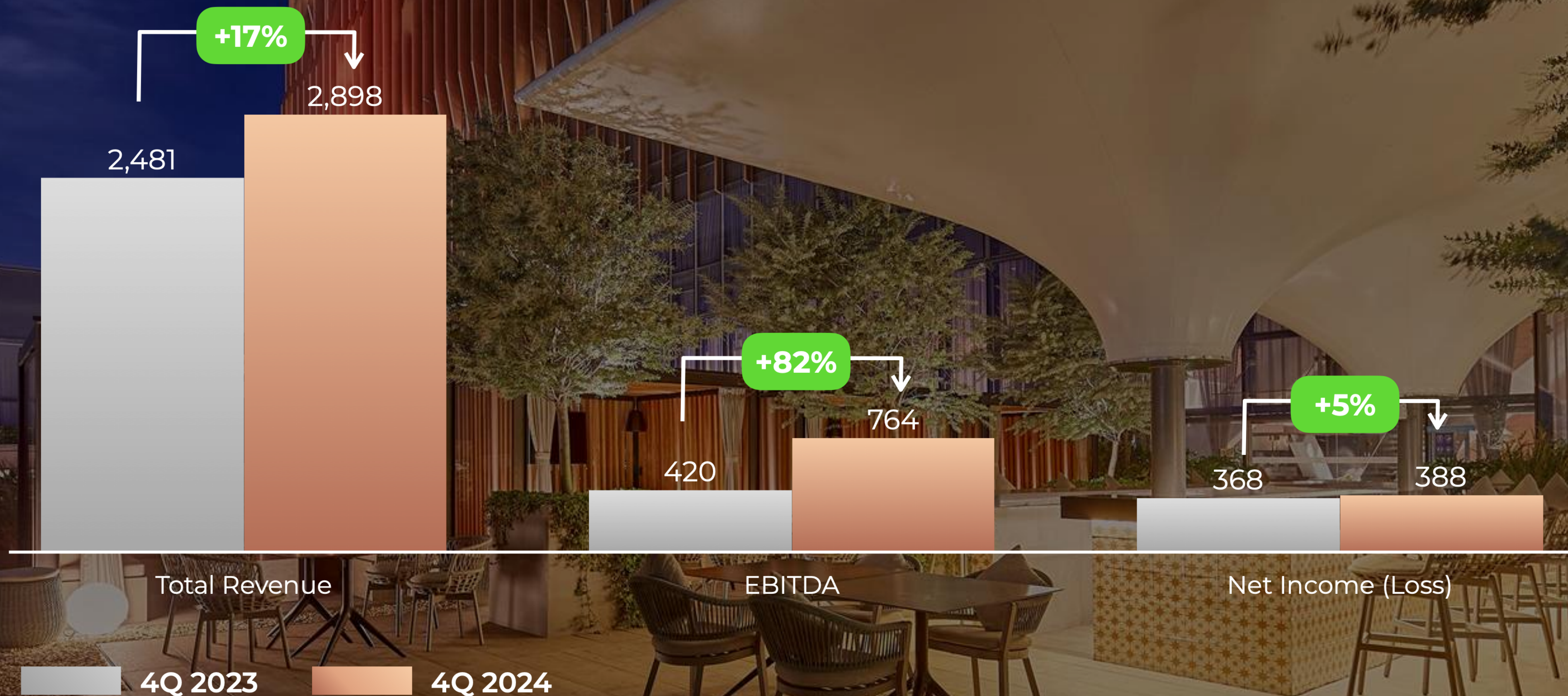




# P&L - (QoQ)

\$MXN MILLIONS

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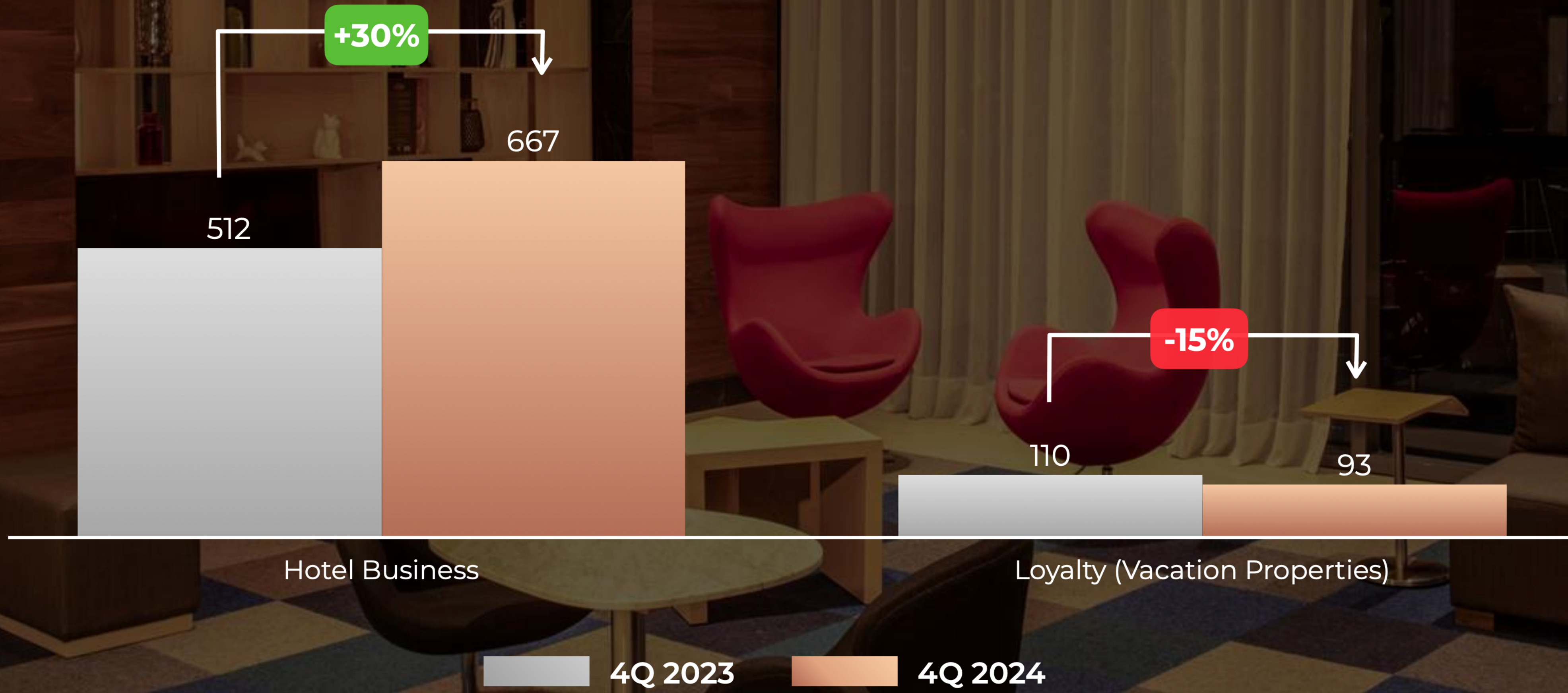




# CONTRIBUTION - (QoQ)

\$MXN MILLIONS

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# P&L- (YoY)

\$MXN MILLIONS

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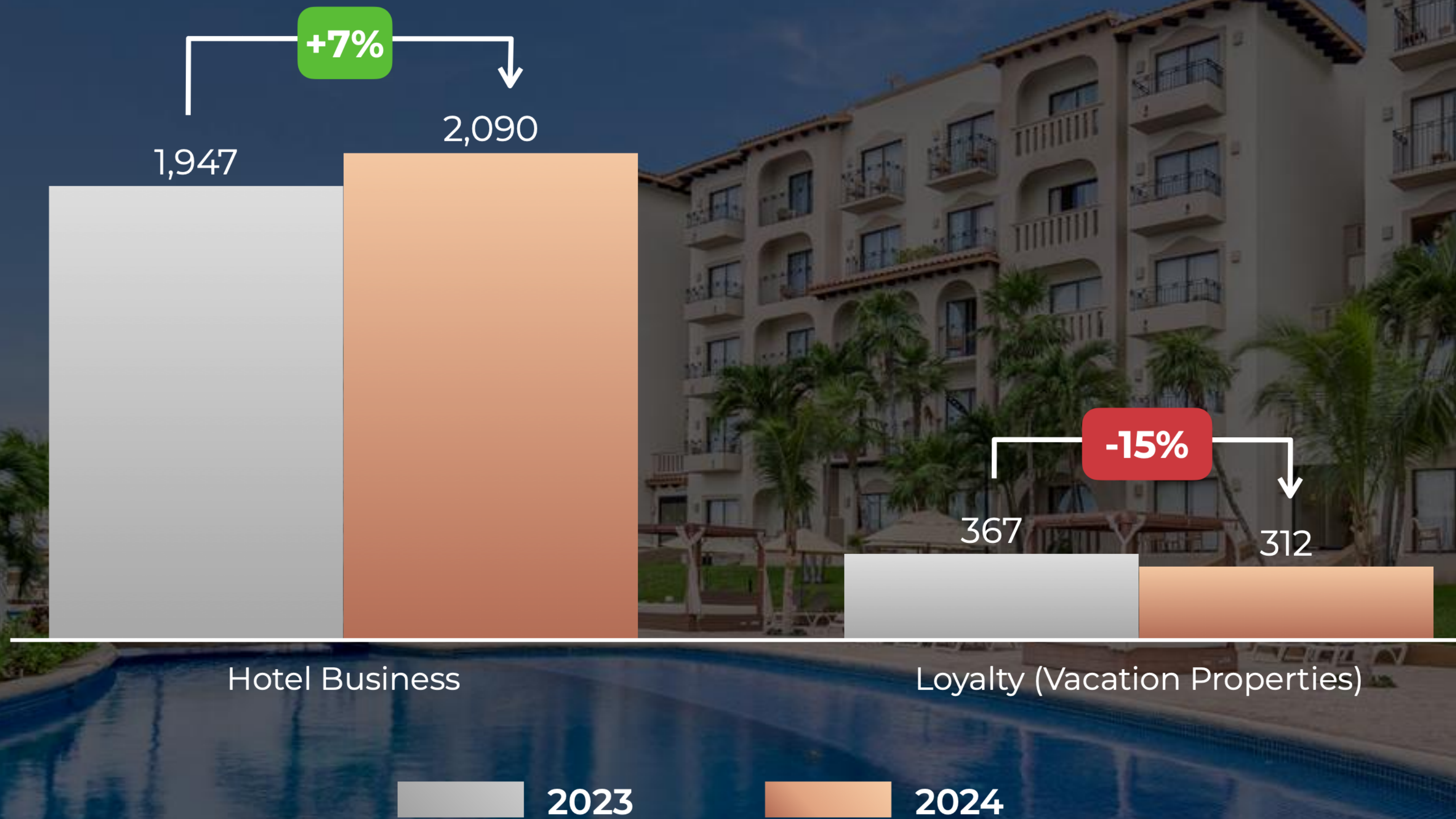






# CONTRIBUTION (YoY)

\$MXN MILLIONS







# FREE CASH FLOW, INTERNAL REPORTING (MILLION PESOS)

Fiesta Americana Mérida

## ACCUM. 2024

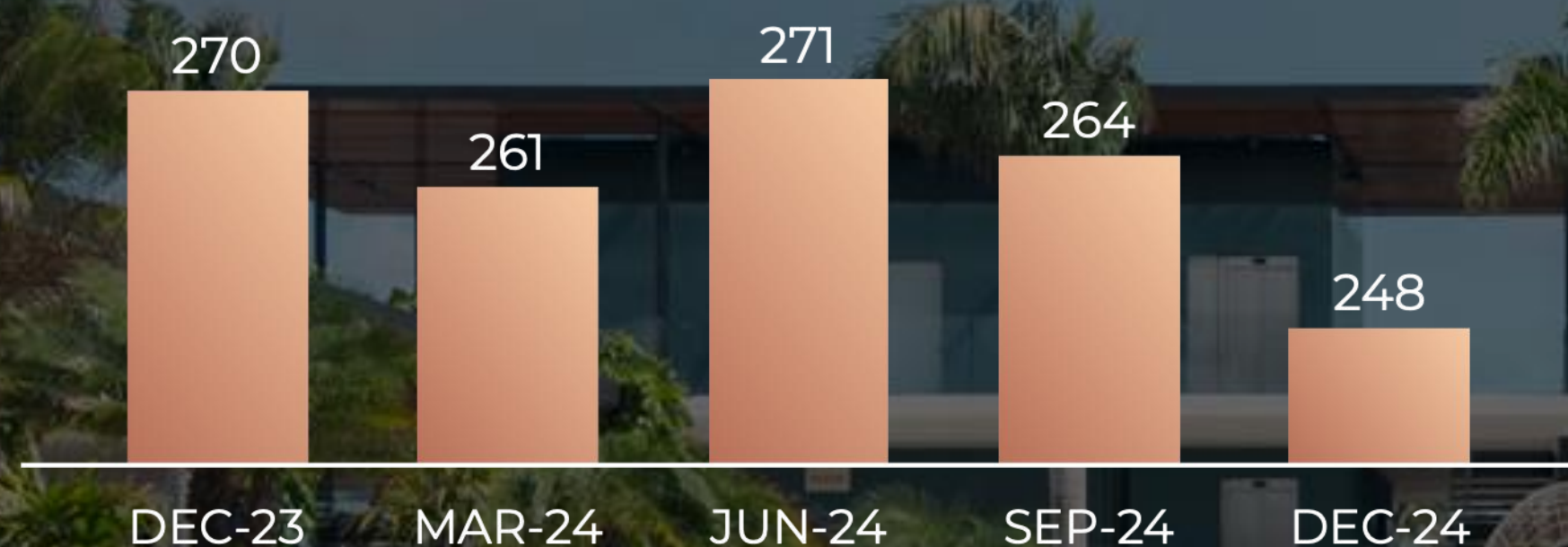
Cash 2023	1,841
EBITDA IFRS	2,025
Leases	-742
EBITDA BAU	1,283
Special operations	75
Working capital & Other	-130
Profit Sharing	-215
Interests, net	-398
Taxes	0
Cash flow before Capex	615
CAPEX BAU	-323
Cash BAU	292
OTIS advanced payments	330
OTIS receivables	293
OTIS CAPEX	-346
Open market repurchase	-78
Exchange rate fluctuation	270
Extraordinary Cash	469
Cash	761
Cash 2024	2,602



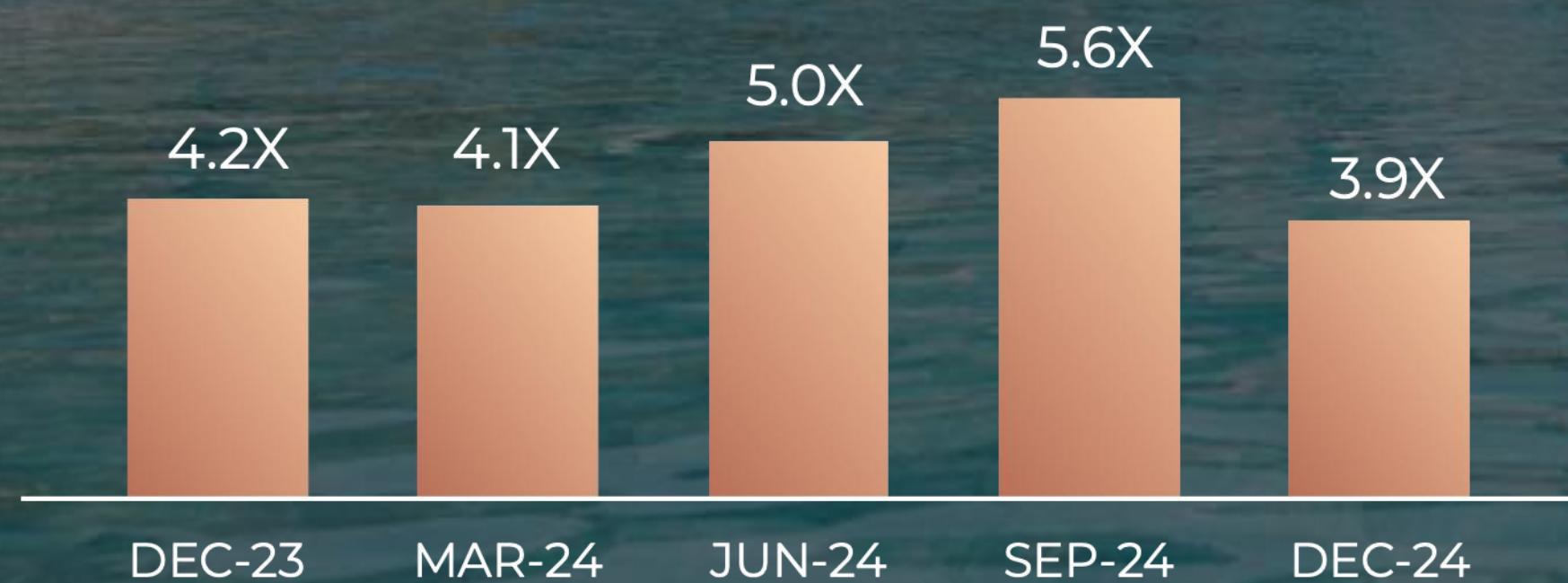


# FINANCIAL HEALTH-4Q24

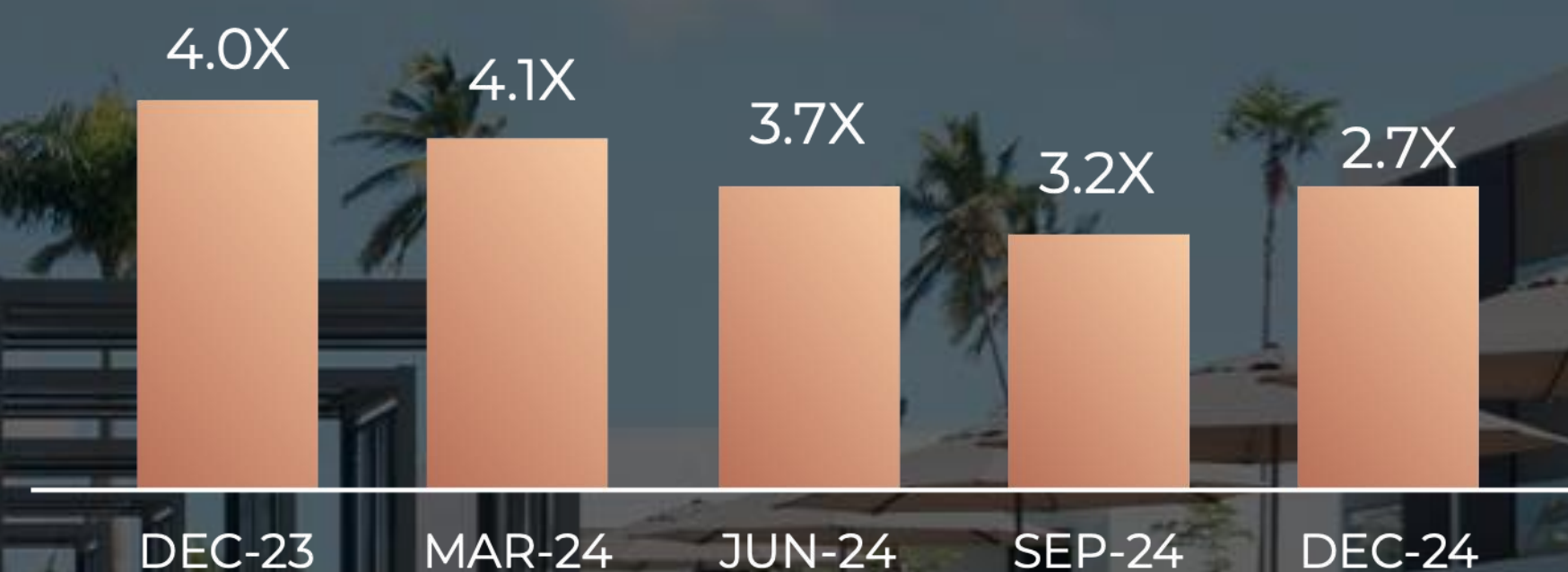
## NET DEBT (US\$M)



## NET DEBT / EBITDA



## NET INTEREST COVERAGE



	Dec-23	Mar-24	Jun-24	Sep-24	Dec-24
Total Debt	6,398	6,234	6,887	7,371	7,620
Interest	0	117	0	138	0
Debt+Interest	6,398	6,351	6,887	7,509	7,620
Cash	1,841	2,001	1,906	2,182	2,602
Net Debt	4,557	4,350	4,981	5,327	5,018
EBITDA LTM	1,087	1,063	995	956	1,283
ND / EBITDA	4.2x	4.1x	5.0x	5.6x	3.9x
Exchange Rate	16.89	17.16	18.38	19.63	20.27
Leases Liabilities	2,865	3,226	3,279	3,321	3,274
Leases LTM	699	709	711	725	742
ND/ EBITDA IFRS16	4.2x	4.3x	4.8x	5.1x	4.1x





# HIGHLIGHTS





# HIGHLIGHTS

- RevPAR (revenue per available room) increased by 7%.
- Hotel occupancy rate was 67%, 1 pp lower year-over-year.
- Q4 revenue was \$2,898 million, 17% higher QoQ, \$10,645 million in 2024, increasing 2% year-over-year.
- 4Q EBITDA was \$764 million, 82% higher QoQ and \$2,025 million in 2024, 13% higher.





Grand Fiesta Americana Los Cabos All Inclusive Golf & Spa

## HIGHLIGHTS

- 4Q net income was \$388 million, including a foreign exchange loss of \$165 million. 2024 net loss was \$165 million, including a foreign exchange loss of \$911 million.
- Pipeline includes 30 new hotels with 4,760 rooms, 16% growth.
- Cash available as of December 31, 2024 was \$2,602 million (85% denominated in USD), 41% higher QoQ.



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AQUA  
RESORTS & RESIDENCES

Grand  
Fiesta Americana  
HOTELS & RESORTS

CURAMORIA  
COLLECTION

Fiesta  
Americana  
HOTELS & RESORTS

EXPLOREAN  
EXCLUSIVELY

FIESTA INN.  
HOTELS

GAMMA  
HOTELS

one  
hoteles

LIVE  
AQUA  
RESIDENCE CLUB

Fiesta  
Americana  
VACATION CLUB

ACCESS  
FIESTA REWARDS

VIAJAPLUS

FR  
FIESTAREWARDS

FR  
FIESTAREWARDS  
MOTIVA

FR  
FIESTAREWARDS  
APRECIARE