



1Q25

EARNINGS

CONFERENCE CALL
04/30/2025

POSADAS®



LIVE
AQUA.
RESORTS & RESIDENCES

POSADAS | 1Q25 EARNINGS CONFERENCE CALL

LIVE AQUA



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This Presentation contains information that may be deemed to be “forward looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements include, but are not limited to, statements about our future financial position and results of operations, our strategy, plans, objectives, goals and targets, future developments in the markets where we participate or are seeking to participate and other statements contained in this offering memorandum that are not historical facts. Forward looking statements use the words “anticipate,” “believe,” “could,” “estimate,” “except,” “intend,” “may,” “plan,” “predict,” “project,” “will,” “would” and similar terms and phrases. Forward-looking statements are not guarantees of future performance and are subject to risks and uncertainties that could cause actual results, developments and business decisions to differ materially from those contemplated in these forward looking statements. These statements are based on assumptions and assessments made by our management in light of their experience and their perception of historical trends, current conditions, expected future developments and other factors they believe to be appropriate. Although we believe the assumptions upon which these forward-looking statements are based are reasonable, any of these assumptions could prove to be inaccurate and the forward-looking

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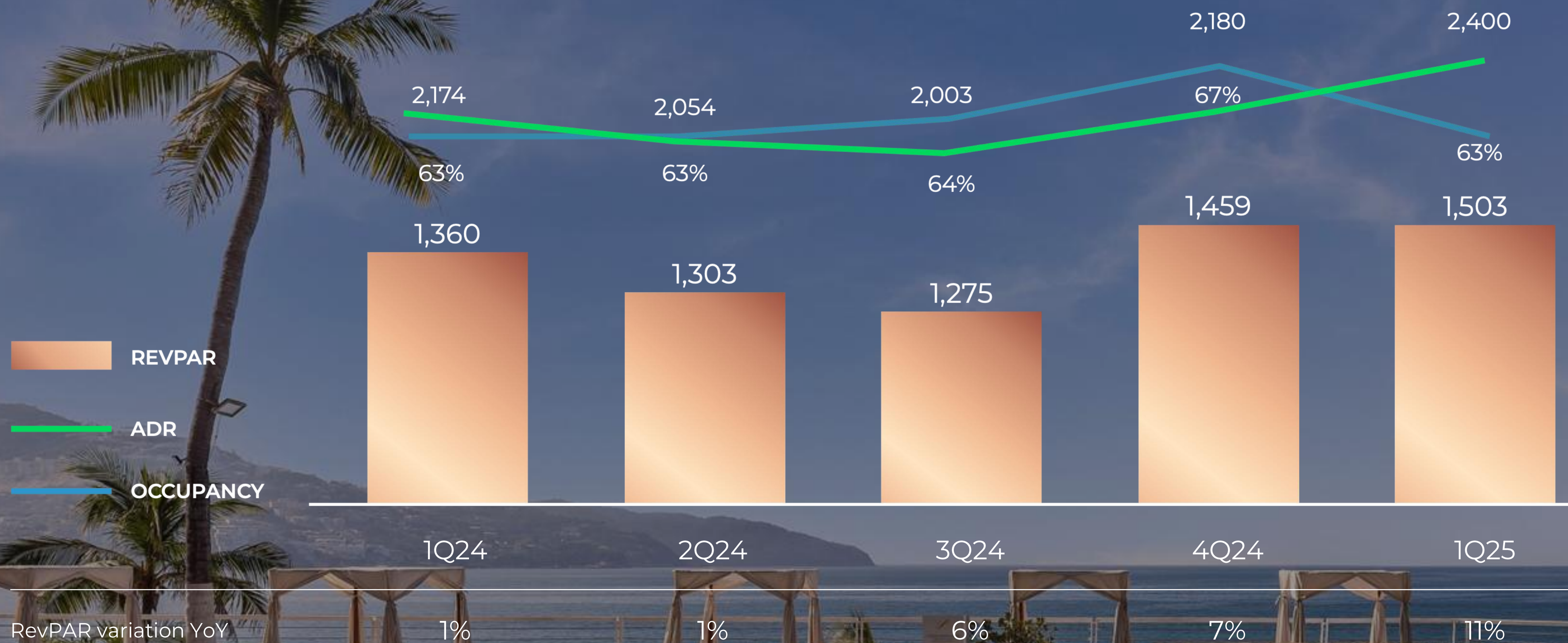


 Fiesta
Americana.

POSADAS



KPI'S POSADAS (MXN)





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RESORTS

LIVE
AQUA
RESORTS & RESIDENCES

Grand
Fiesta Americana
HOTELS & RESORTS

CURAMORIA
COLLECTION

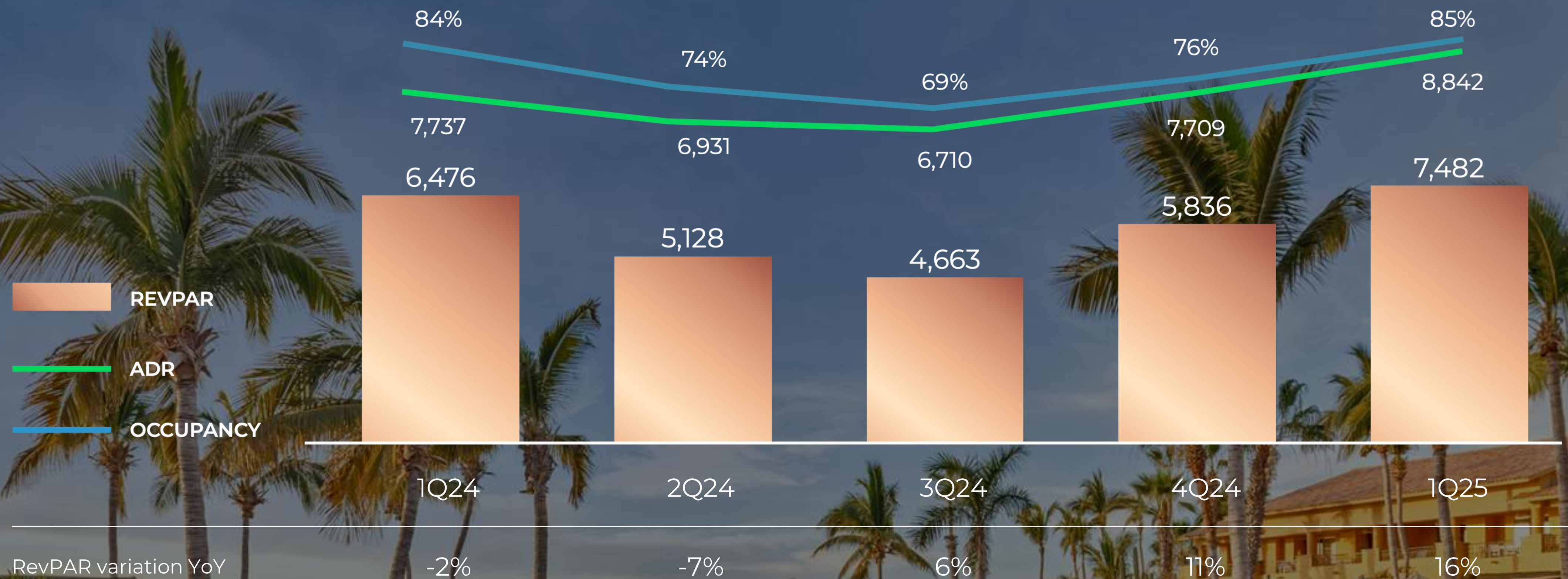
Fiesta
Americana
HOTELS & RESORTS

THE
EXPIOREAN
DISCOVERY RESORTS

Fiesta Americana Puerto Vallarta All Inclusive & Spa



KPI'S RESORTS (MXN)



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Grand Fiesta Americana Los Cabos All Inclusive Golf & Spa



KPI'S RESORTS (USD)



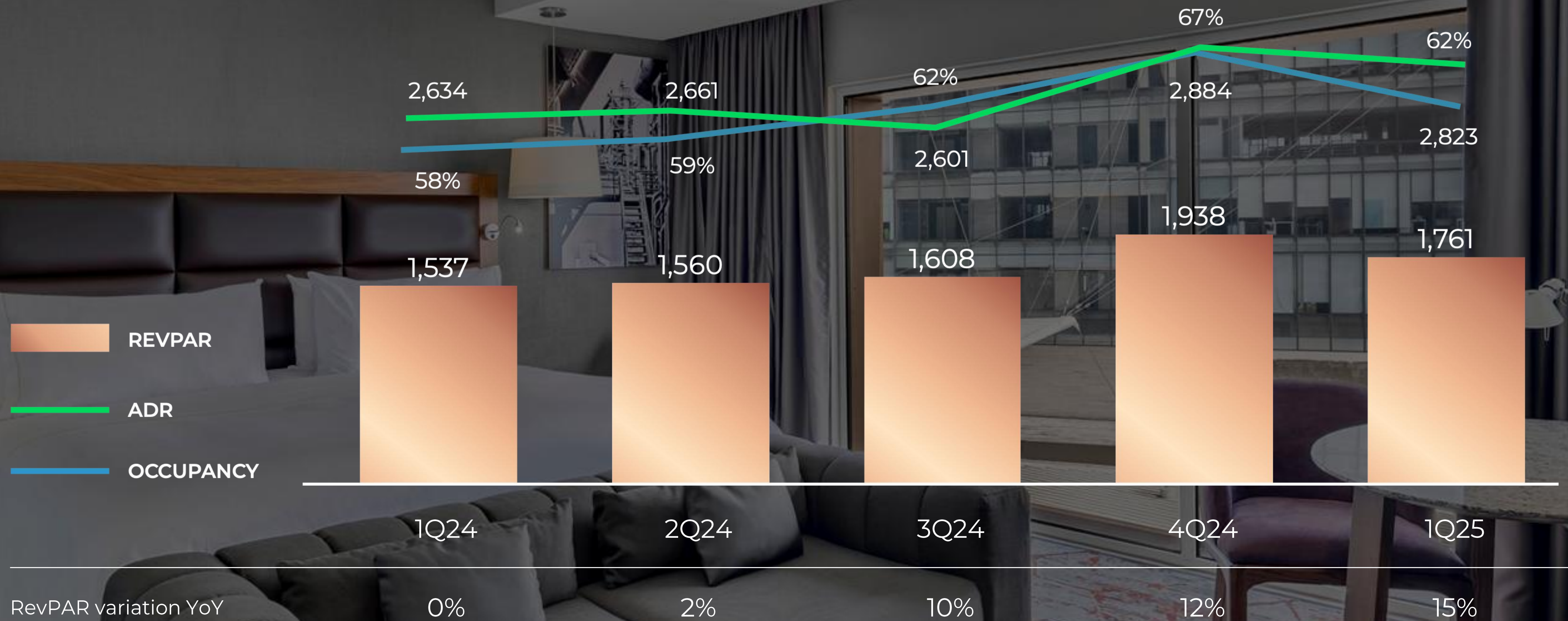


UPSCALE & LUXURY CIUDAD





KPI'S URBAN (MXN)





MIDSCALE & ECONOMY





KPI'S MIDSCALE (MXN)





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LOYALTY

LIVE
AQUA[®]
RESIDENCE CLUB

F Fiesta
Americana.
VACATION CLUB

ACCESS
FIESTA REWARDS[®]

Kivac[®]
sueña • vive • viaja

Live Aqua Private Residences Marina Vallarta

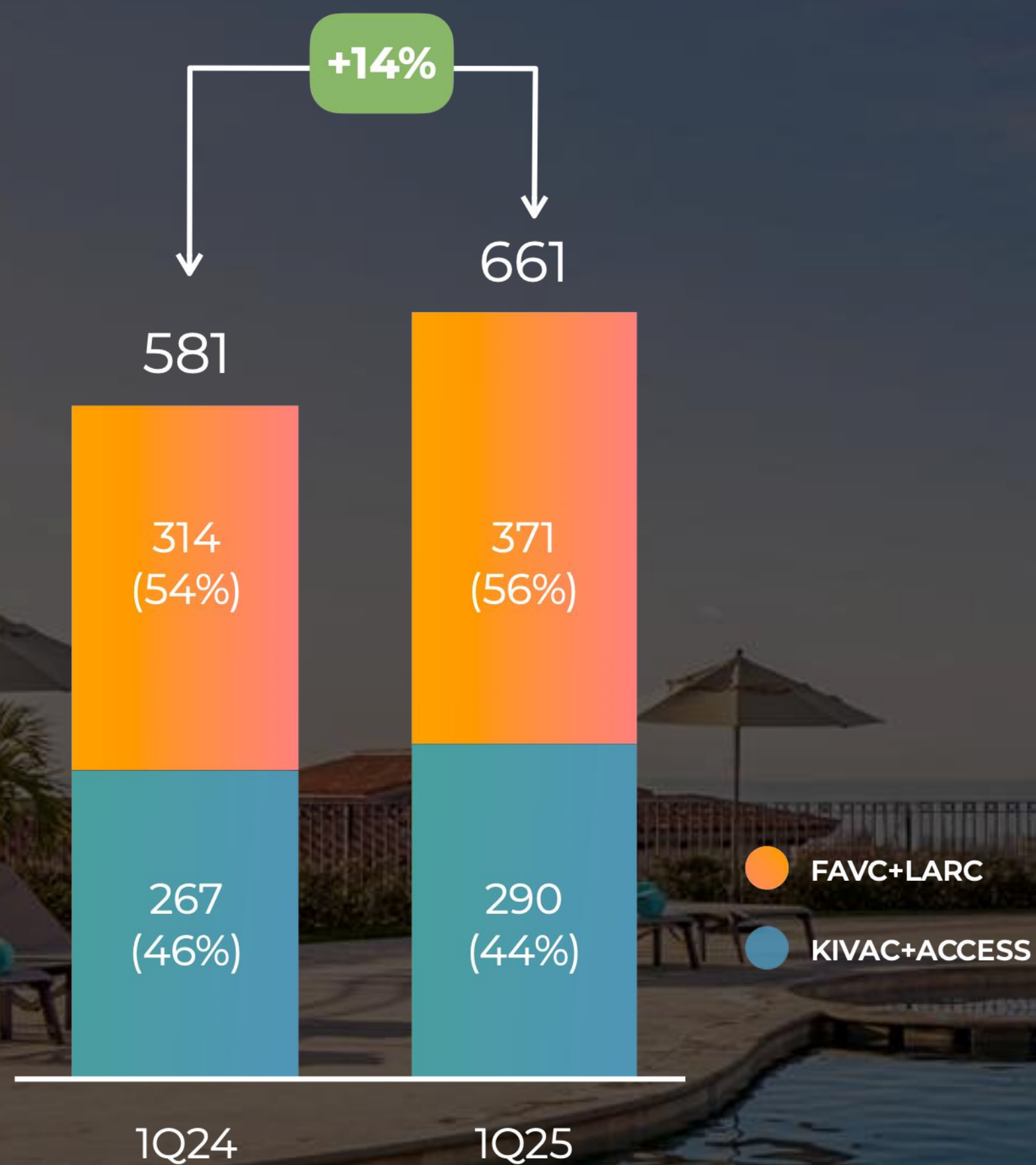


LOYALTY NET SALES

MEMBERSHIP NET SALES +14% YEAR OVER YEAR

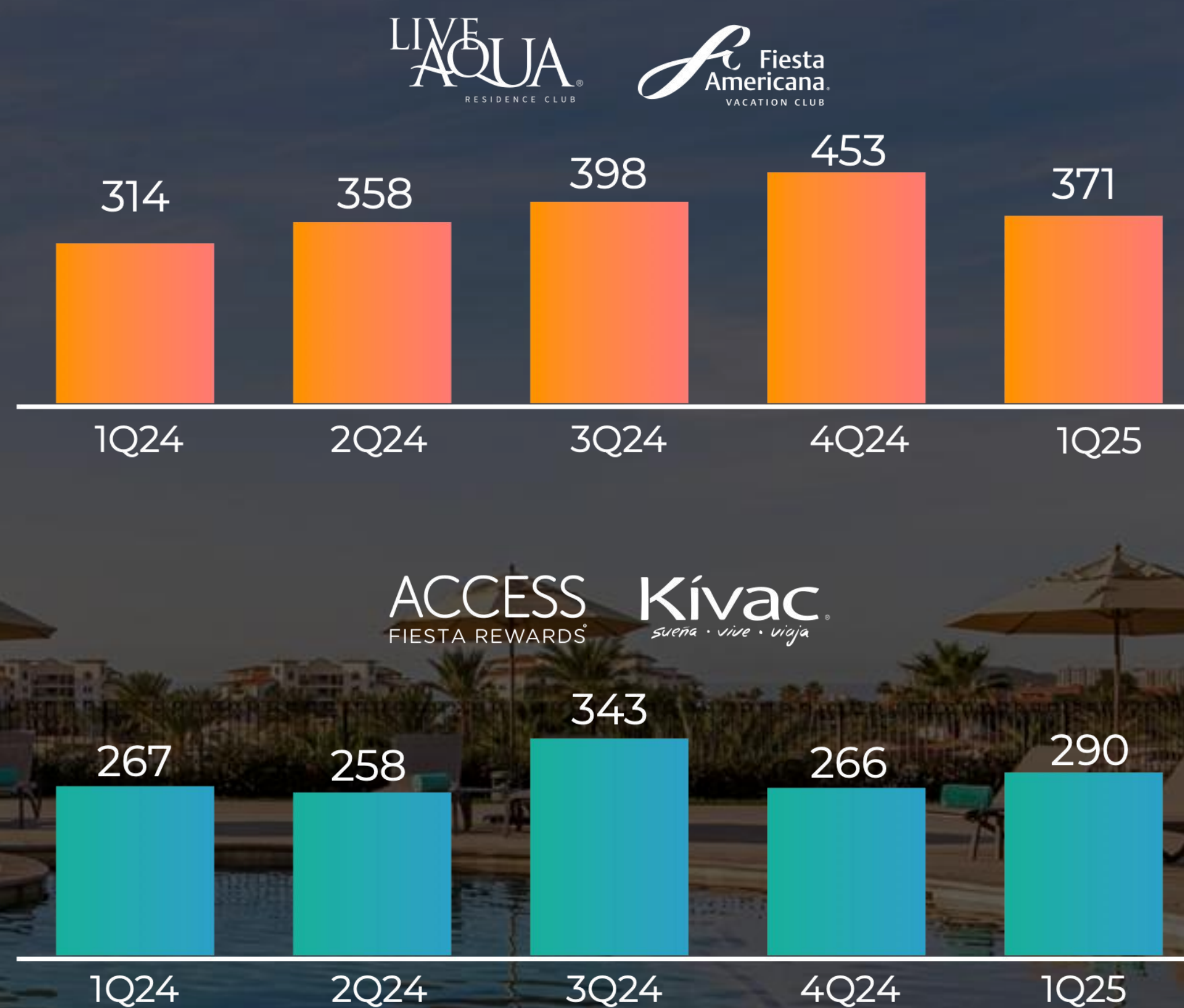
TOTAL NET SALES

(\$MXN MILLIONS)



NET SALES BY PRODUCT

(\$MXN MILLIONS)





DEVELOPMENT

FUNEEQ
LIVERO ALTO

Fiesta Americana Funeeq Punta Cana



DEVELOPMENT

Fiesta Americana Funeeq Punta Cana

PIPELINE - 1Q 2025

4 EXITS, REPRESENTING A NET DECREASE OF 89 ROOMS





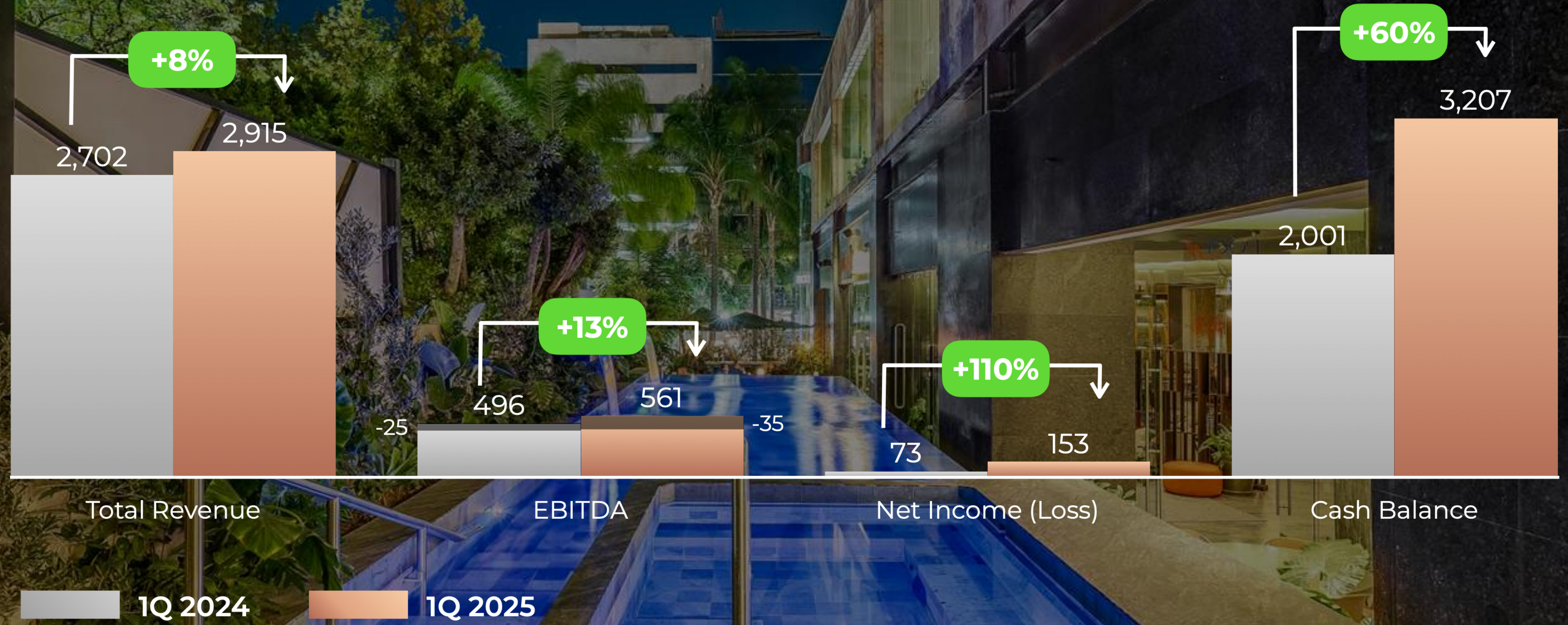
FINANCIAL PERFORMANCE



P&L- (YoY)

\$MXN MILLIONS

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FREE CASH FLOW, INTERNAL REPORTING

(MILLION PESOS)

Grand Fiesta Americana Sumiya Cuernavaca

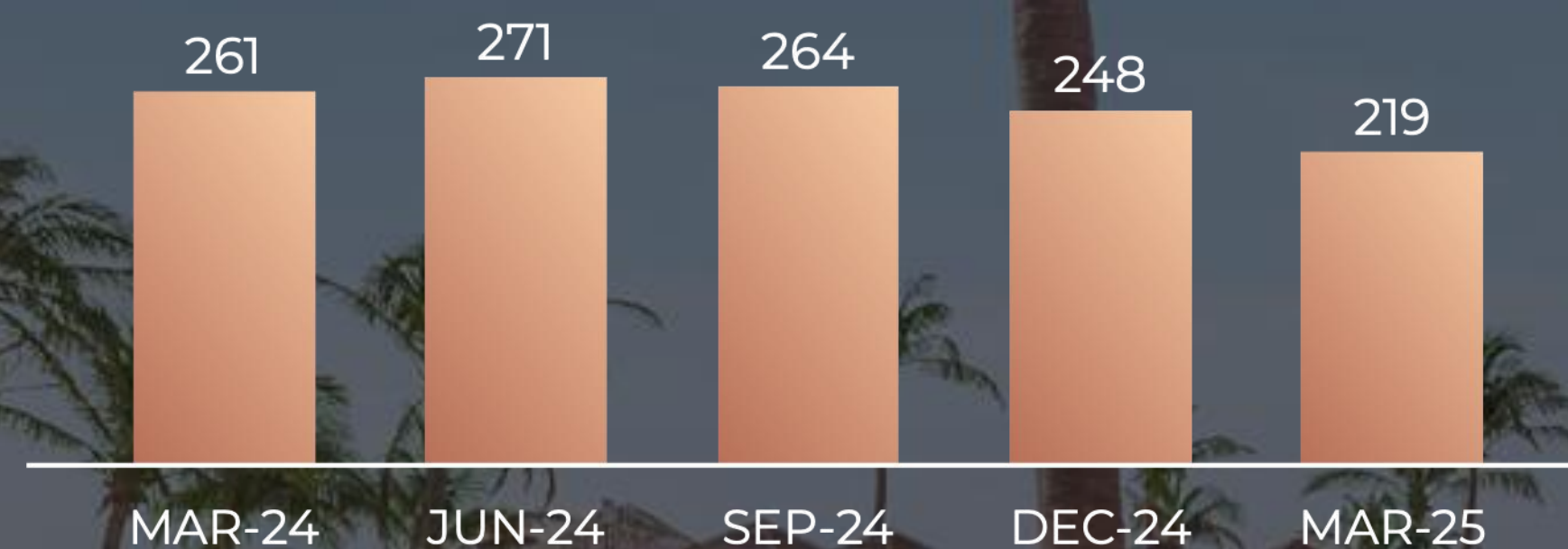
ACCUM. 2025

Cash 2024	2,602
EBITDA IFRS	561
Leases	-210
EBITDA BAU	351
Special operations	35
Working capital & Other	36
Profit Sharing	0
Interests, net	38
Taxes	0
Cash flow before Capex	460
CAPEX BAU	-69
Cash BAU	391
Hurricane OTIS advance payment	293
OTIS CAPEX	-86
Open market repurchase	0
Exchange rate fluctuation	7
Extraordinary Cash	214
Cash	605
Cash 1Q2025	3,207

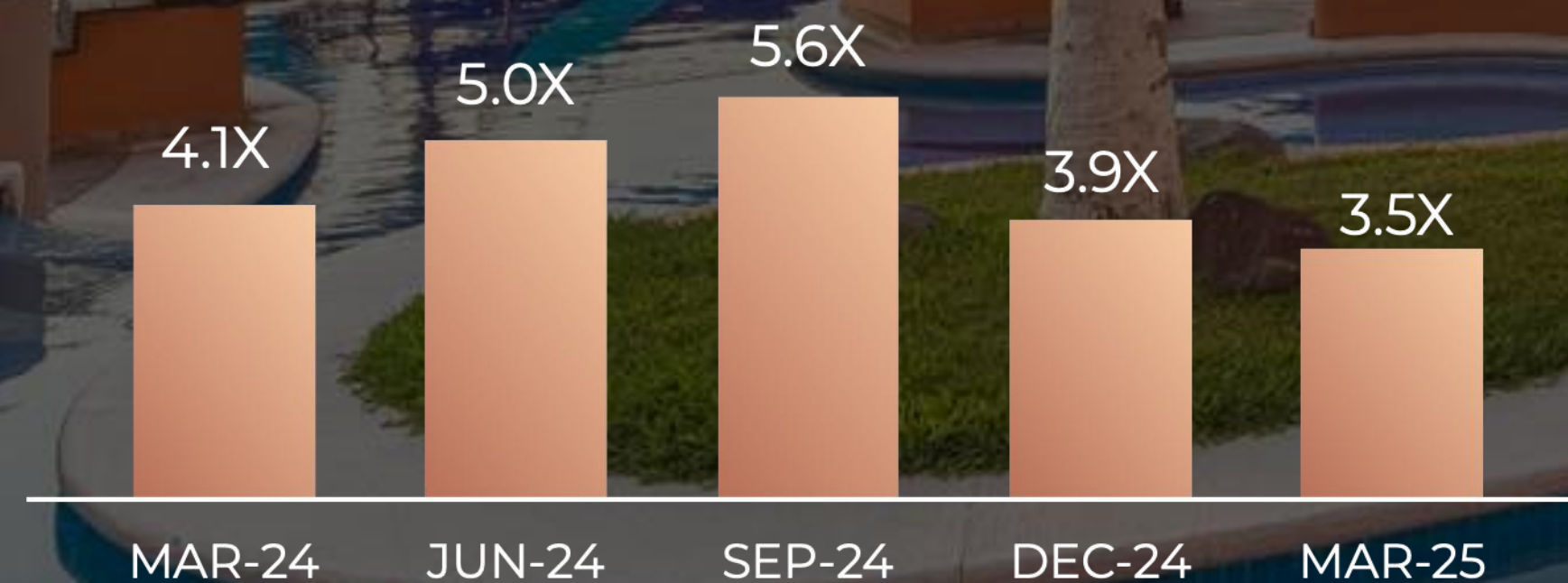


FINANCIAL HEALTH-1Q25

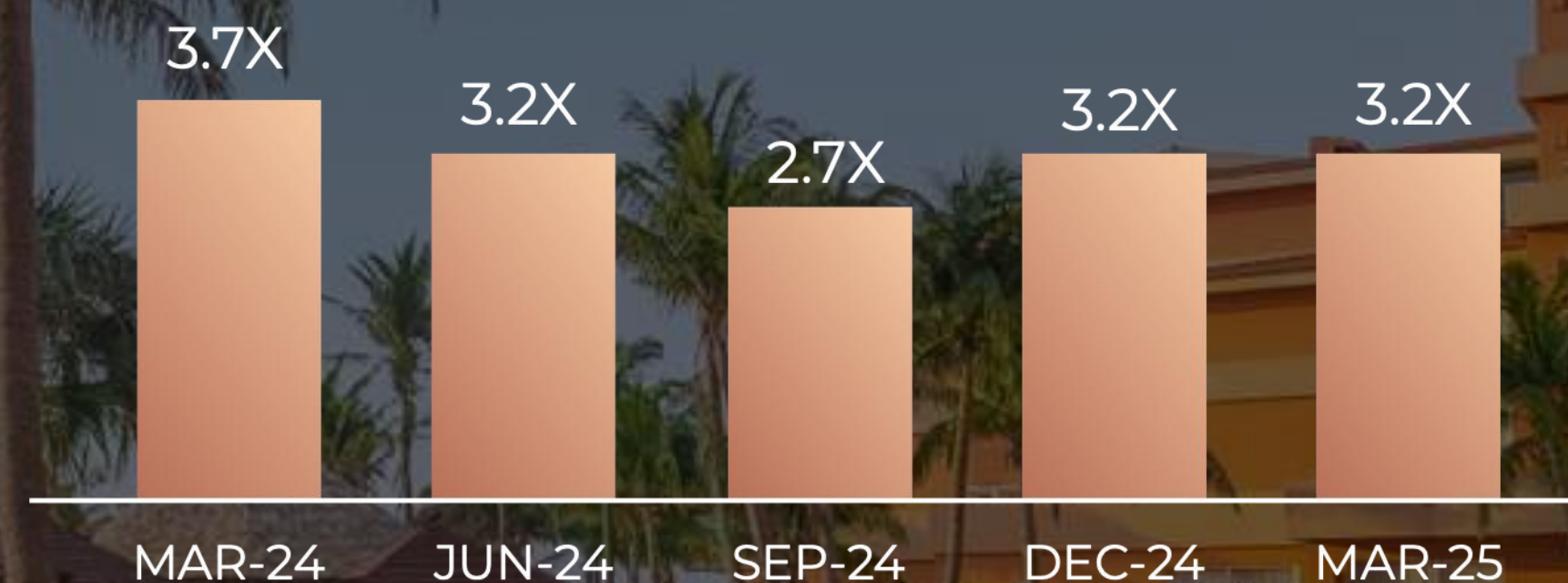
NET DEBT (US\$M)



NET DEBT / EBITDA



NET INTEREST COVERAGE



	Mar-24	Jun-24	Sep-24	Dec-24	Mar-25
Total Debt	6,234	6,887	7,371	7,620	7,648
Interest	117	0	138	0	143
Debt+Interest	6,351	6,887	7,509	7,620	7,790
Cash	2,001	1,906	2,182	2,602	3,207
Net Debt	4,350	4,981	5,327	5,018	4,583
EBITDA LTM	1,063	995	956	1,283	1,325
ND / EBITDA	4.1x	5.0x	5.6x	3.9x	3.5x
Exchange Rate	17.16	18.38	19.63	20.27	20.32
Leases Liabilities	3,226	3,279	3,321	3,274	3,272
Leases LTM	709	711	725	742	765
ND/ EBITDA IFRS16	4.3x	4.8x	5.1x	4.1x	3.8x



HIGHLIGHTS



Grand Fiesta Americana Sumiya
Cuernavaca

HIGHLIGHTS

- RevPAR (revenue per available room) increased by 11%.
- Hotel occupancy rate was 63%.
- Q1 revenue was \$2,914 million, 8% higher QoQ.
- 1Q EBITDA was \$561 million, 13% higher QoQ.
- 1Q net income was \$153 million.
- Pipeline includes 32 new hotels with 5,076 rooms, 17% growth.
- Cash available as of March 31, 2025 was \$3,207 million (75% denominated in USD), 60% higher QoQ.

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EXPLOREAN
DISCOVER YOUR TRAVEL

FIESTA INN
HOTELS

GAMMA
HOTELES

one
hoteles

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Fiesta
Americana
VACATION CLUB

ACCESS
FIESTA REWARDS

VIAJAPLUS

FR
FIESTAREWARDS

FR
FIESTAREWARDS
MOTIVA

FR
FIESTAREWARDS
APRECIARE