



4Q25

EARNINGS CONFERENCE CALL
02/26/2026

POSADAS®

Devosion By Live Aqua
Playa del Carmen

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POSADAS

KPI'S POSADAS (MXN)



Excludes hotel openings

RESORTS

LIVE
AQUA
RESORTS & RESIDENCES

DEVOSSION
BY LIVE AQUA
CELEBRATION RESORT & SPA

Grand
Fiesta Americana
HOTELS & RESORTS

CURAMORIA
COLLECTION

Fiesta
Americana
HOTELS & RESORTS

Fiesta Americana
Funeeq
RESORT & ENTERTAINMENT

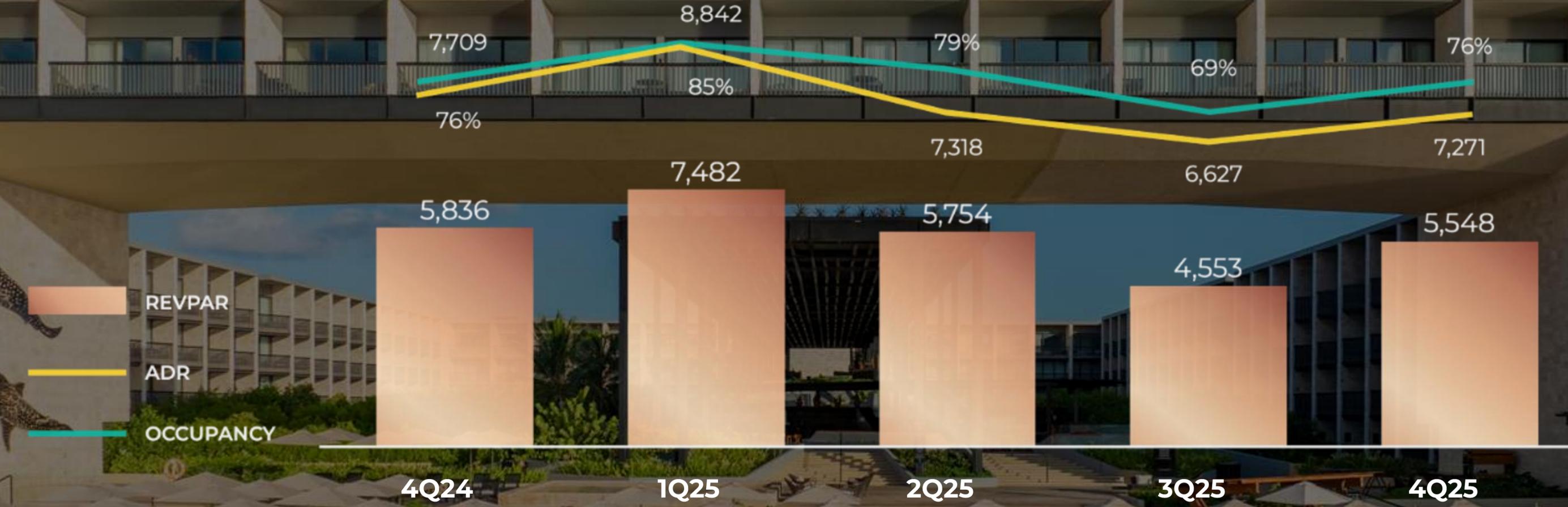
THE
EXPLOREAN
DISCOVERY RESORTS

SUNVIVIA
BY FIESTA AMERICANA
RESORT & SPA

POSADAS

Grand Fiesta Americana
Los Cabos All Inclusive Golf & Spa

KPI'S RESORTS (MXN)



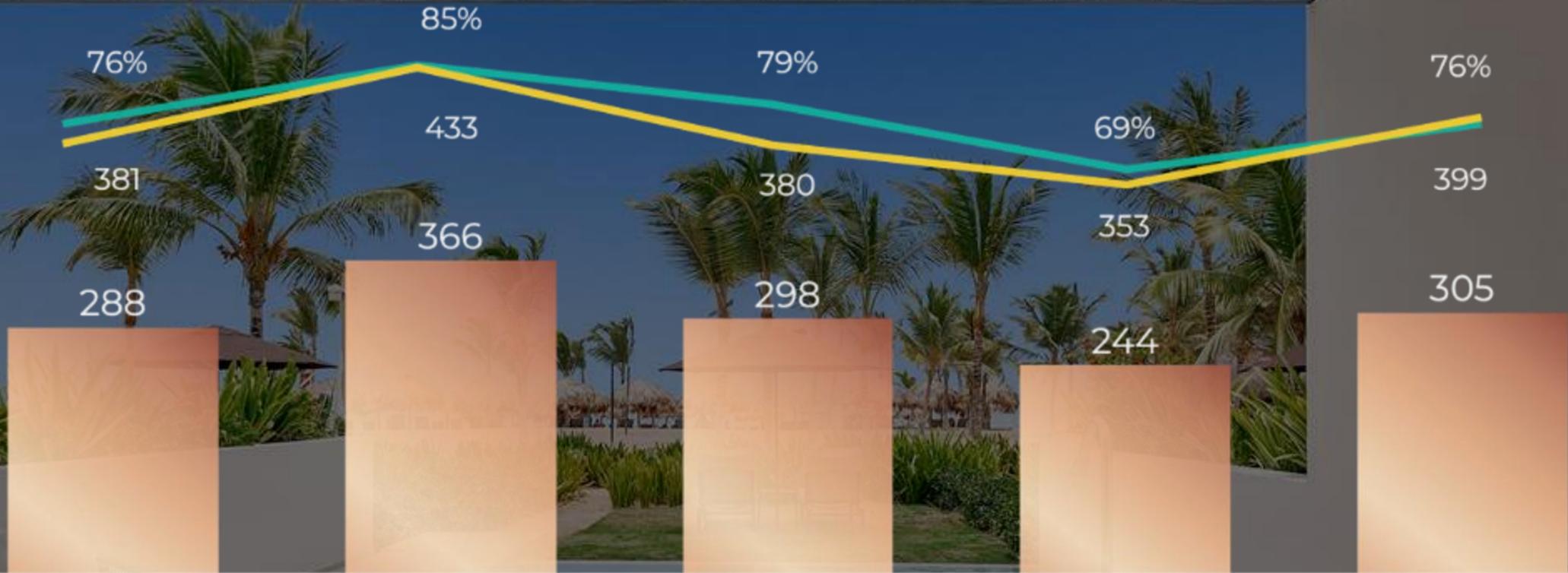
RevPAR variation YoY

11% 16% 12% -2% -5%

Excludes hotel openings

KPI'S RESORTS (USD)

█ REVPAR
— ADR
— OCCUPANCY



4Q24

1Q25

2Q25

3Q25

4Q25

RevPAR variation YoY

-6%

-4%

2%

0%

6%

Excludes hotel openings

UPSCALE & LUXURY

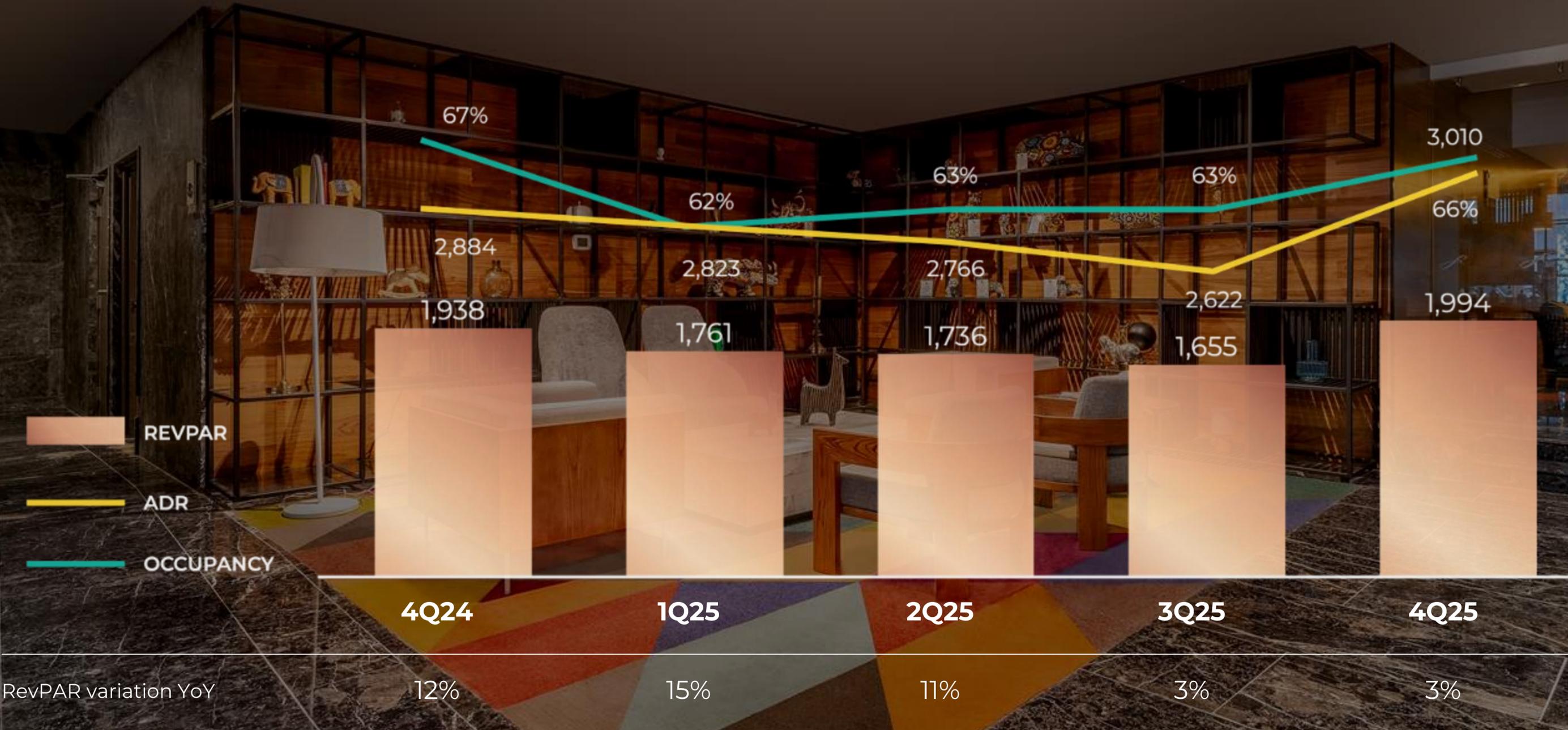
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AQUA
RESORTS & RESIDENCES

Grand
Fiesta Americana
HOTELS & RESORTS

CURAMORIA
COLLECTION

Fiesta
Americana
HOTELS & RESORTS

KPI'S URBAN (MXN)

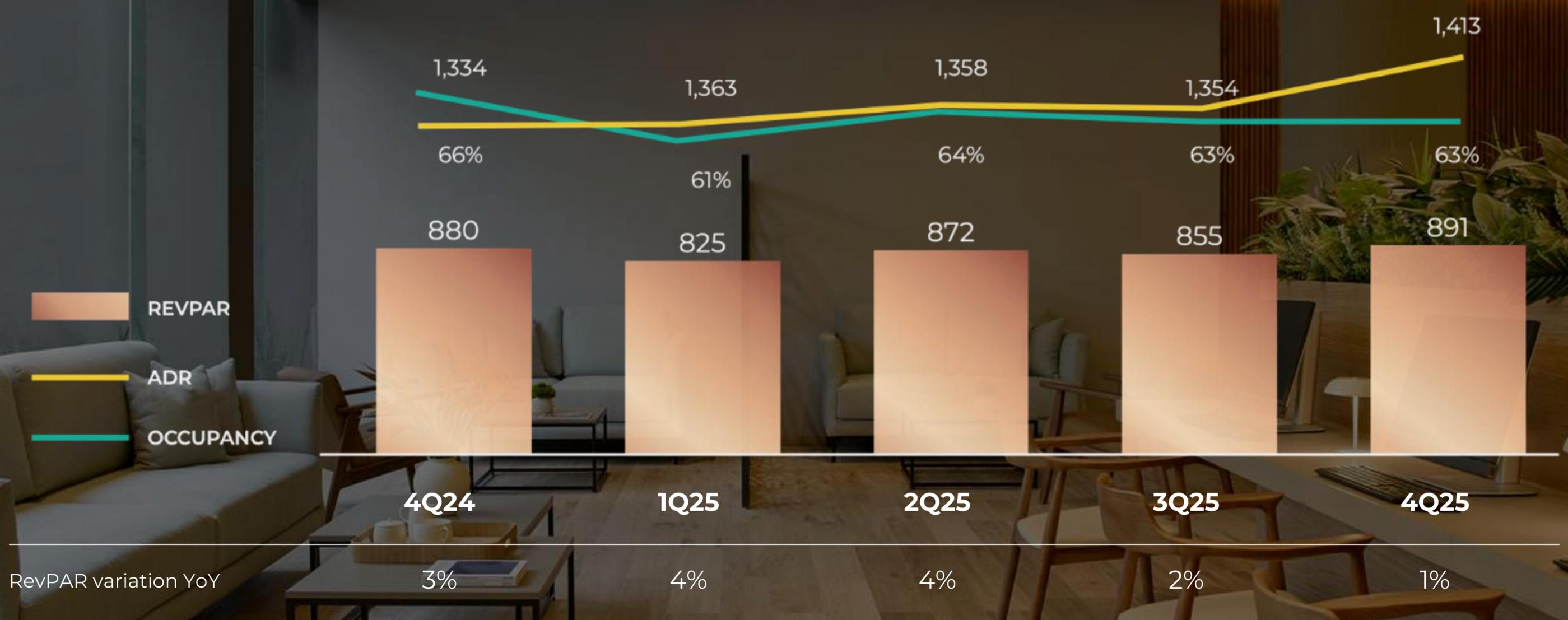


Excludes hotel openings

MIDSCALE & ECONOMY



KPI'S MIDSCALE (MXN)



No incluye Aperturas

LOYALTY

LIVE
AQUA[®]
RESIDENCE CLUB

F Fiesta
Americana[®]
VACATION CLUB

ACCESS
FIESTA REWARDS[®]

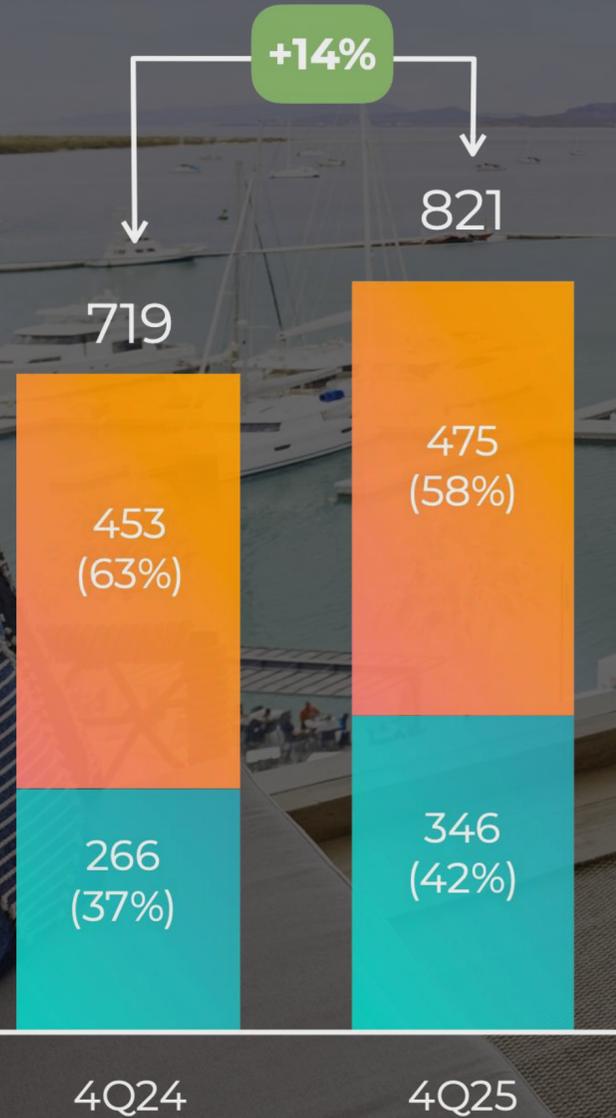
Kivac[®]
sueña • vive • viaja

LOYALTY NET SALES

MEMBERSHIP NET SALES +18% YEAR OVER YEAR

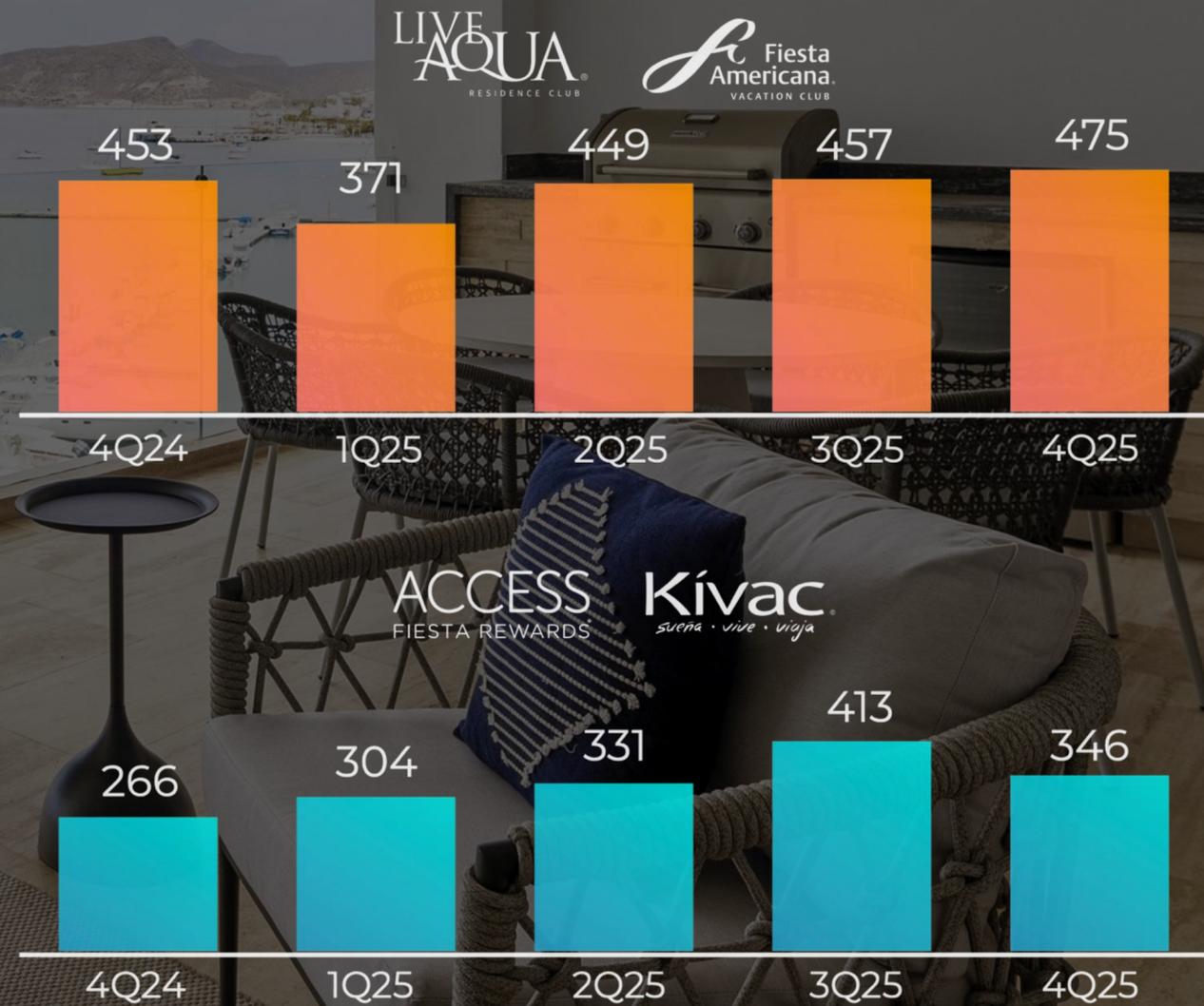
TOTAL NET SALES

(\$MXN MILLIONS)



NET SALES BY PRODUCT

(\$MXN MILLIONS)



DEVELOPMENT

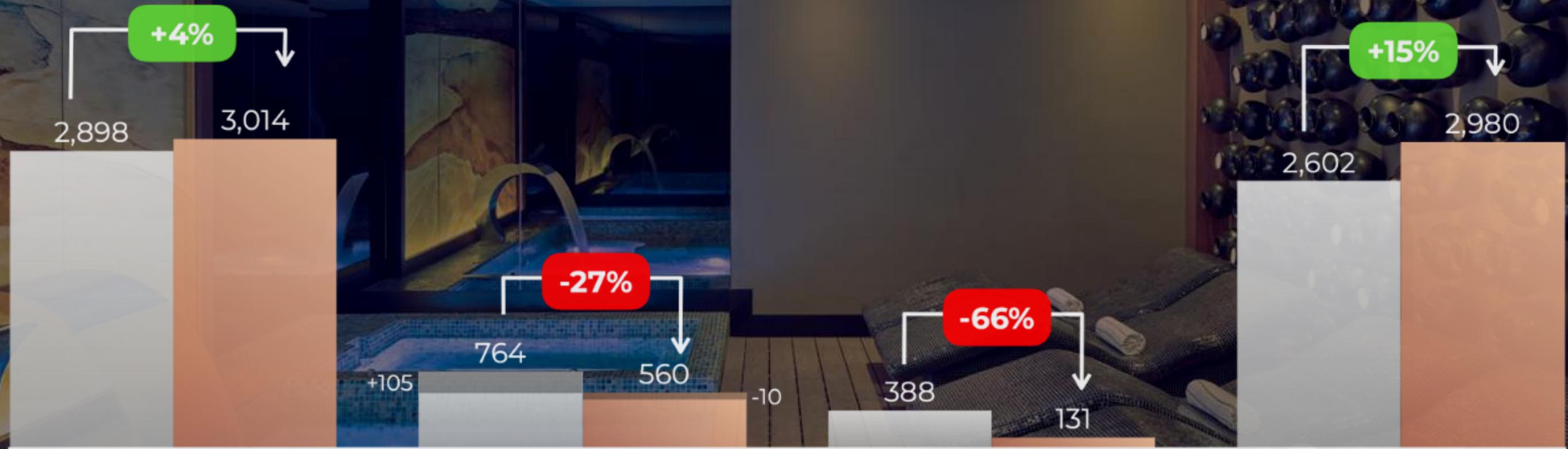
PIPELINE - 4Q 2025



INCREMENTAL ROOMS IN
FA VILLAS LOS CABOS

FINANCIAL PERFORMANCE

P&L- (QoQ) \$MXN MILLIONS



Total Revenue

EBITDA

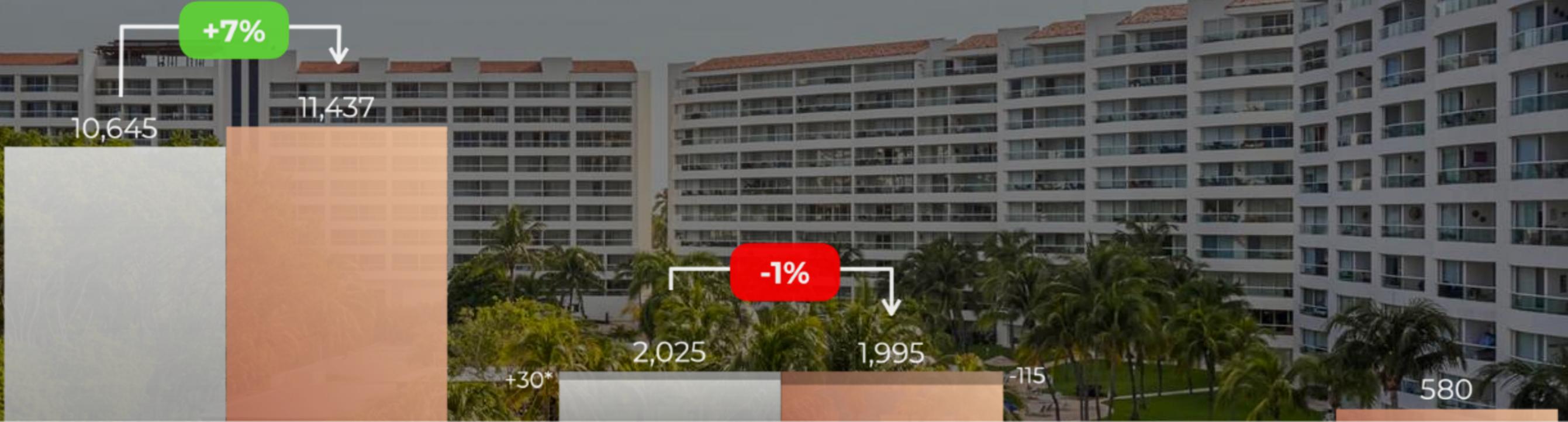
Net Income (Loss)

Cash Balance

4Q 2024

4Q 2025

P&L- (YoY) \$MXN MILLIONS



Total Revenue

EBITDA

Net Income (Loss)

ACUM 2024

ACUM 2025

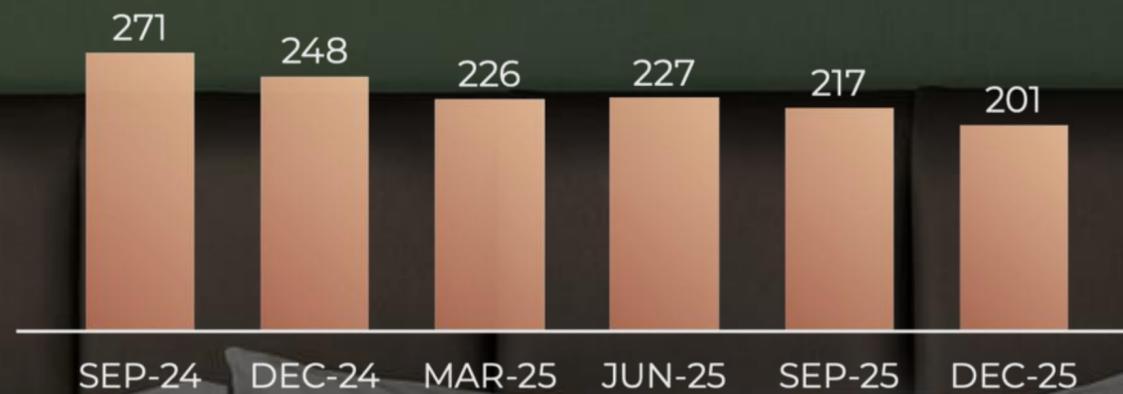
FREE CASH FLOW, INTERNAL REPORTING (MILLION PESOS)

ACCUM. 2025

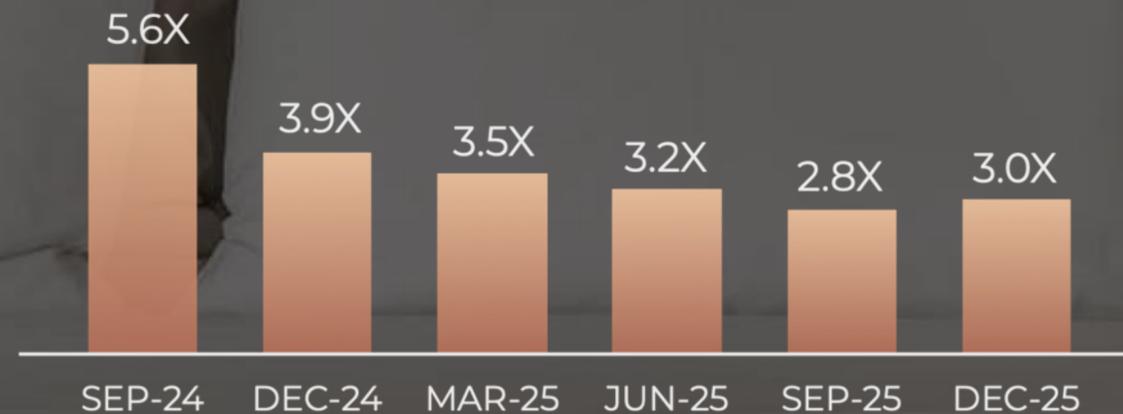
Cash 2024	2,602
EBITDA IFRS	1,995
Leases	-785
EBITDA BAU	1,210
Working capital & Other	77
Profit Sharing	-87
Interests, net	-348
Taxes	0
Cash flow before Capex	967
CAPEX BAU	-264
Cash BAU	703
Hurricane OTIS advance payment	293
OTIS CAPEX	-204
Open market repurchase	-198
Exchange rate fluctuation	-217
Extraordinary Cash	-326
Cash	378
Cash 2025	2,980

FINANCIAL HEALTH-4Q25

NET DEBT (US\$M)



NET DEBT / EBITDA



NET INTEREST COVERAGE



	Sep-24	Dec-24	Mar-25	Jun-25	Sep-25	Dec-25
Total Debt	7,371	7,620	7,648	6,913	6,733	6,589
Interest	138	0	143	0	125	0
Debt+Interest	7,509	7,620	7,790	6,913	6,858	6,589
Cash	2,182	2,602	3,207	2,623	2,864	2,980
Net Debt	5,327	5,018	4,583	4,290	3,994	3,609
EBITDA LTM	956	1,283	1,325	1,336	1,412	1,210
ND / EBITDA	5.6x	3.9x	3.5x	3.2x	2.8x	3.0x
Exchange Rate	19.63	20.27	20.32	18.89	18.38	17.97
Leases Liabilities	3,321	3,274	3,272	3,033	2,894	2,743
Leases LTM	725	742	765	782	787	785
ND/ EBITDA IFRS16	5.1x	4.1x	3.8x	3.5x	3.1x	3.2x

An aerial photograph of a resort complex. In the center is a large, irregularly shaped swimming pool with a blue interior. To the left of the pool is a sandy beach with numerous lounge chairs and thatched umbrellas. The resort buildings are multi-story, with white facades and terracotta roofs. In the background, a taller, modern building is visible. The ocean is on the left, and the sky is clear.

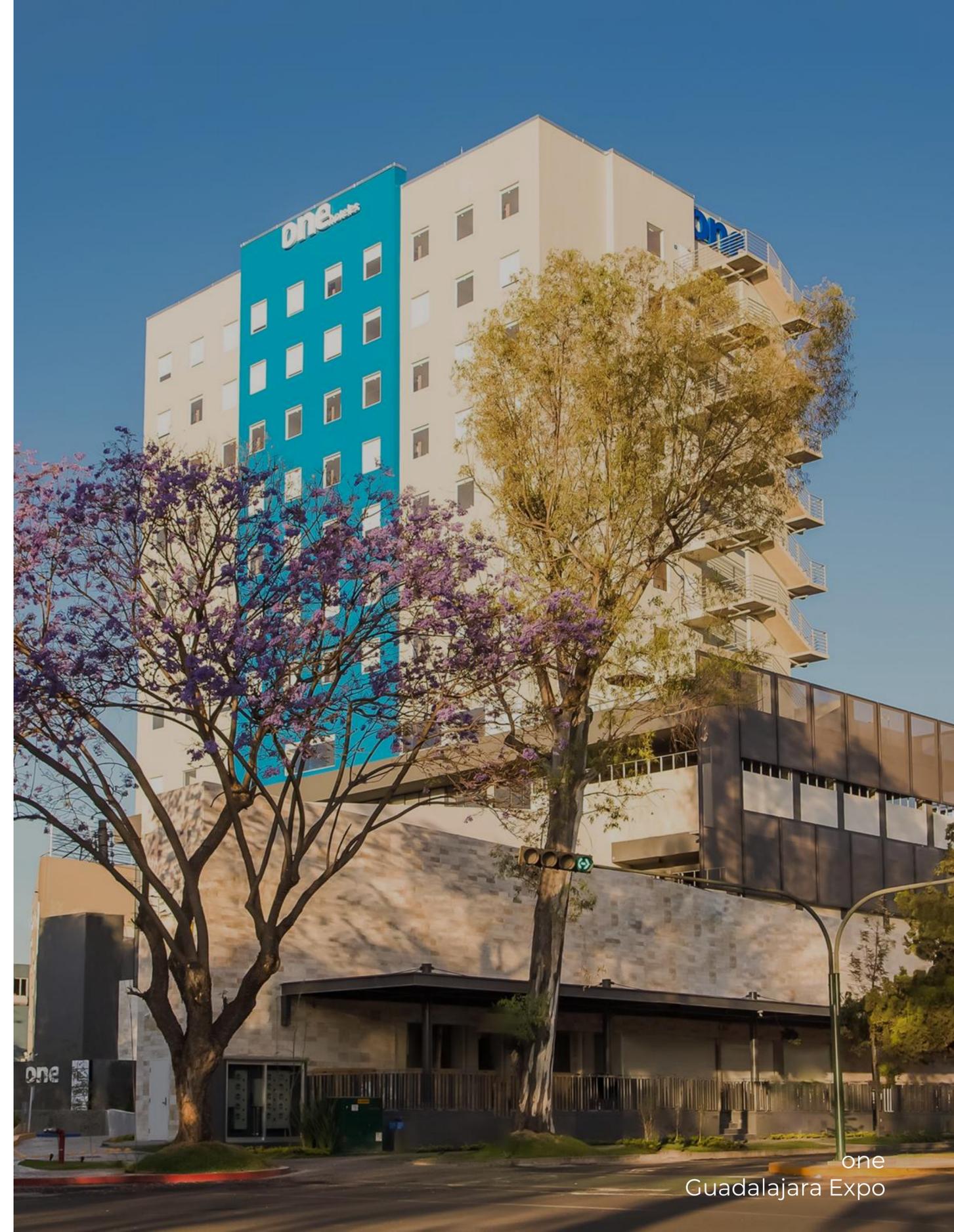
HIGHLIGHTS

HIGHLIGHTS

- ADR (available daily rate) increased by 4% with an occupancy rate of 65%.
- Q4 revenue was \$3,014 million, 4% higher QoQ.
- 4Q EBITDA was \$560 million, FY EBITDA \$1,995 million.
- 2025 net income was \$580 million.
- Pipeline includes 34 new hotels with 4,824 rooms, 16% growth.
- Cash available as of December 31, 2025 was \$2,980 million (80% denominated in USD), 15% higher QoQ.

Recent Events

- Execution of a secured syndicated loan agreement for US\$270 million in MXN and USD with a weighted average life of 4.6 years.
- Prepayment of the Senior Notes Due 2027 with a value date of February 27, 2026.



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