

3Q26

EARNINGS CONFERENCE CALL
10/22/2026

POSADAS®

Grand Fiesta Americana Riviera Cancún

DISCLAIMER

This Presentation has been produced by Grupo Posadas, S.A.B. de C.V. (the "Company" or "Posadas"). This presentation is strictly confidential and may not be reproduced or delivered, in whole or in part, to any other person.

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 statements based on these assumptions could be incorrect. In addition, our business and operations involve numerous risks and uncertainties, many of which are beyond our control, which could result in our expectations not being realized or otherwise materially affect our financial conditions, results of operations and cash flows. These risks and uncertainties include, among other factors: political and economic factors in Mexico and the United States; 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.

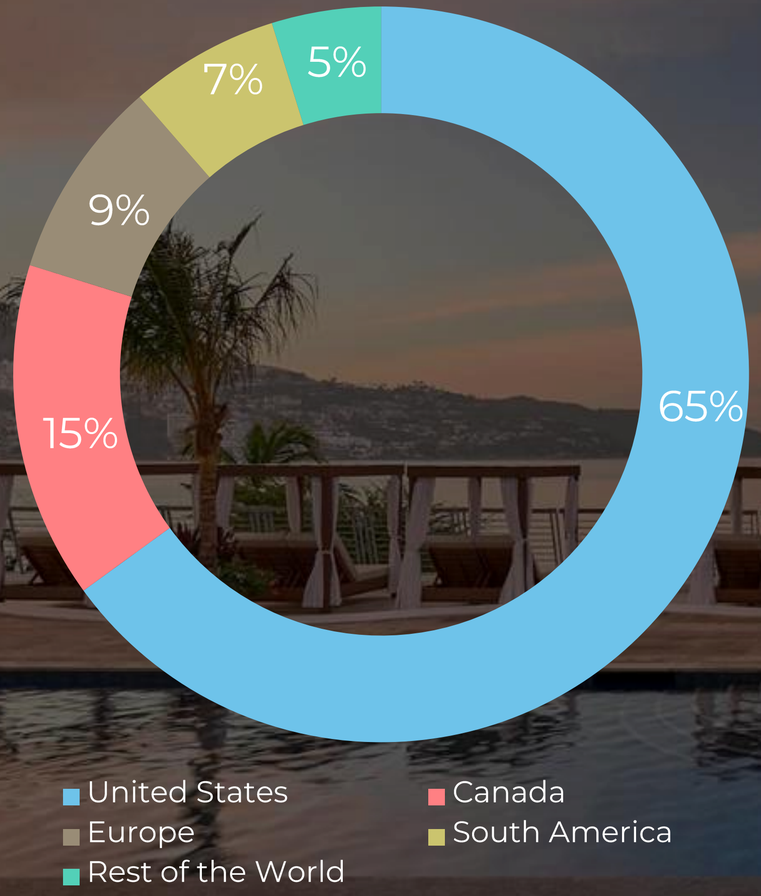


POSADAS

Live Aqua San Miguel de Allende

THE INBOUND U.S. MARKET WEAKENS IN 2026

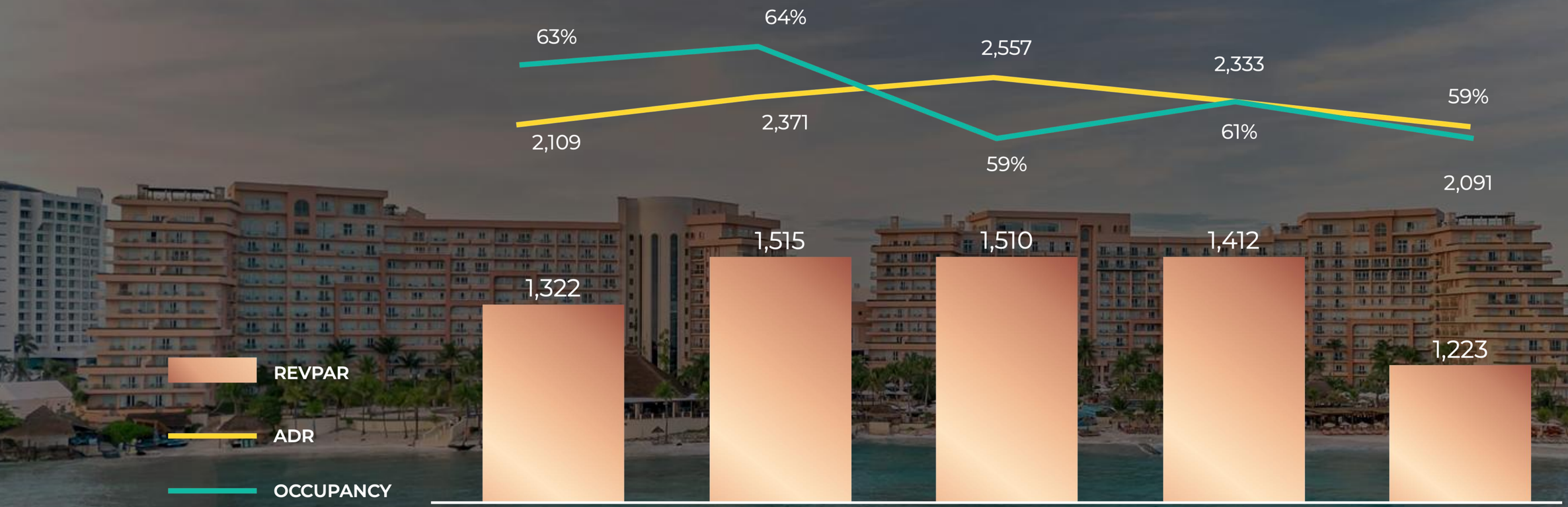
Inbound Air Travelers (Jan–Aug 2026)



Destination	U.S. Arrivals (millions)	U.S. Chg. vs 2025	Canada Arrivals (millions)	Canada Chg. vs 2025
Cancun	3.51	-11.3%	1.21	+9.4%
Mexico City	1.32	+1.7%	0.14	+4.3%
Los Cabos	1.27	-11.0%	0.13	+6.2%
Puerto Vallarta	0.63	-28.2%	0.31	-3.1%
Guadalajara	0.84	-4.1%	0.01	+33.3%
Monterrey	0.19	-12.4%	0.01	+42.0%

Source: UPMRIP (2012–2026), inbound air travelers database, SEGOB.
Cumulative figures for January–August 2026 and change vs. January–August 2025.

KPI'S POSADAS (MXN)



	3Q25	4Q25	1Q26	2Q26	3Q26
RevPAR variation YoY	4%	4%	(6%)	(3%)	(7%)

POSADAS

Grand Fiesta Americana Coral Beach
Cancún All Inclusive Spa Resort

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

Devossion By Live Aqua Isla Mujeres

KPI'S RESORTS (USD)

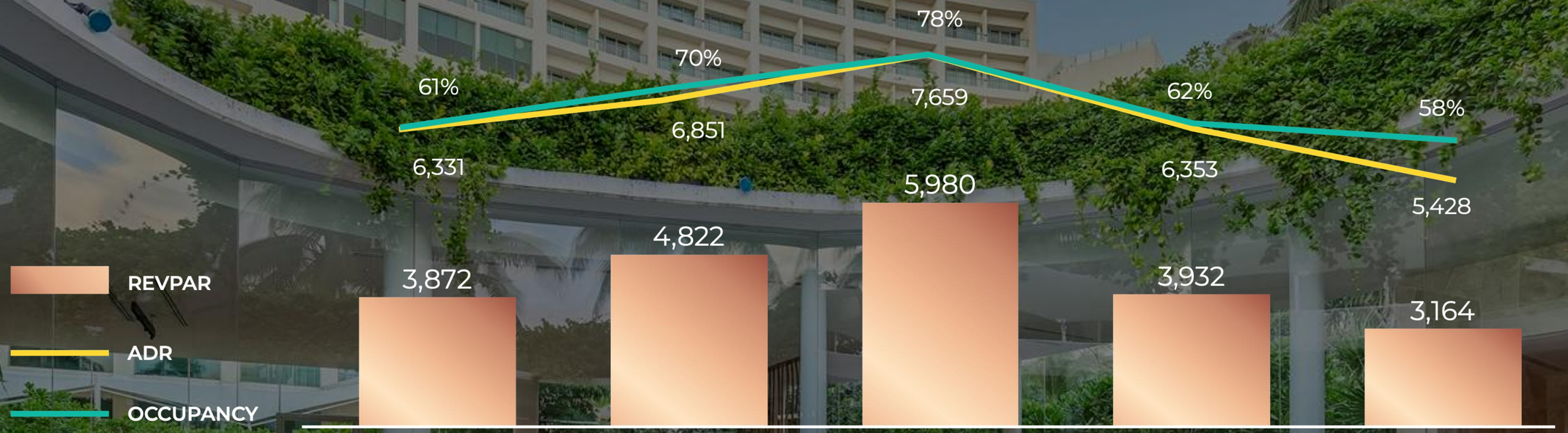


	3Q25	4Q25	1Q26	2Q26	3Q26
RevPAR variation YoY	(14%)	(8%)	(8%)	(22%)	(13%)

POSADAS

Fiesta Americana
Condesa Cancún All Inclusive

KPI'S RESORTS (MXN)



	3Q25	4Q25	1Q26	2Q26	3Q26
RevPAR variation YoY	(17%)	(17%)	(21%)	(30%)	(18%)

POSADAS

Live Aqua Cancún



UPSCALE & LUXURY CIUDAD

LIVE AQUA RESORTS & RESIDENCES

Grand Fiesta Americana HOTELS & RESORTS

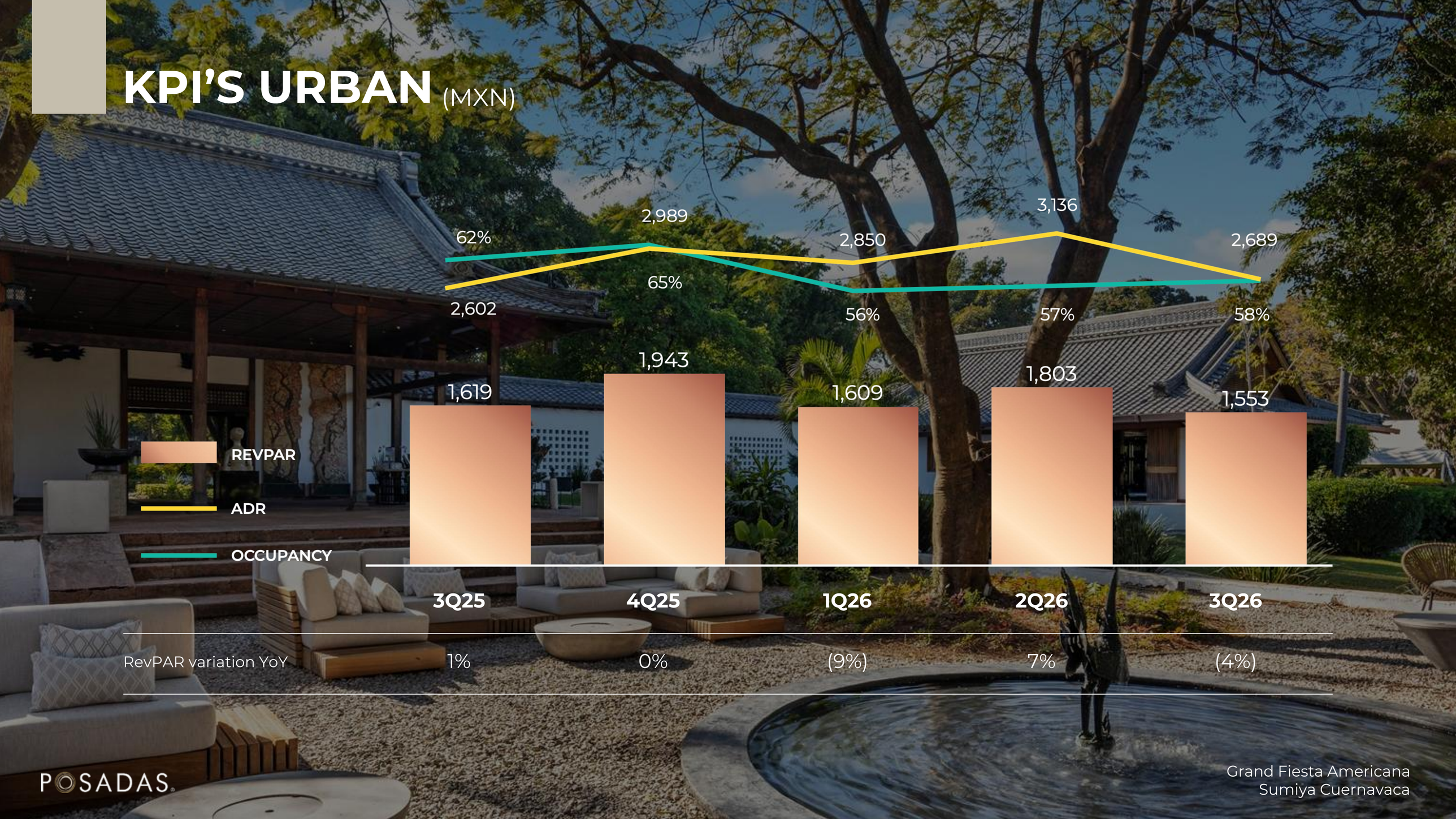
CURAMORIA COLLECTION

Fiesta Americana HOTELS & RESORTS

POSADAS

Live Aqua San Miguel de Allende

KPI'S URBAN (MXN)



	3Q25	4Q25	1Q26	2Q26	3Q26
RevPAR variation YoY	1%	0%	(9%)	7%	(4%)

POSADAS

Grand Fiesta Americana
Sumiya Cuernavaca

MIDSCALE & ECONOMY

FIESTA INN HOTELES

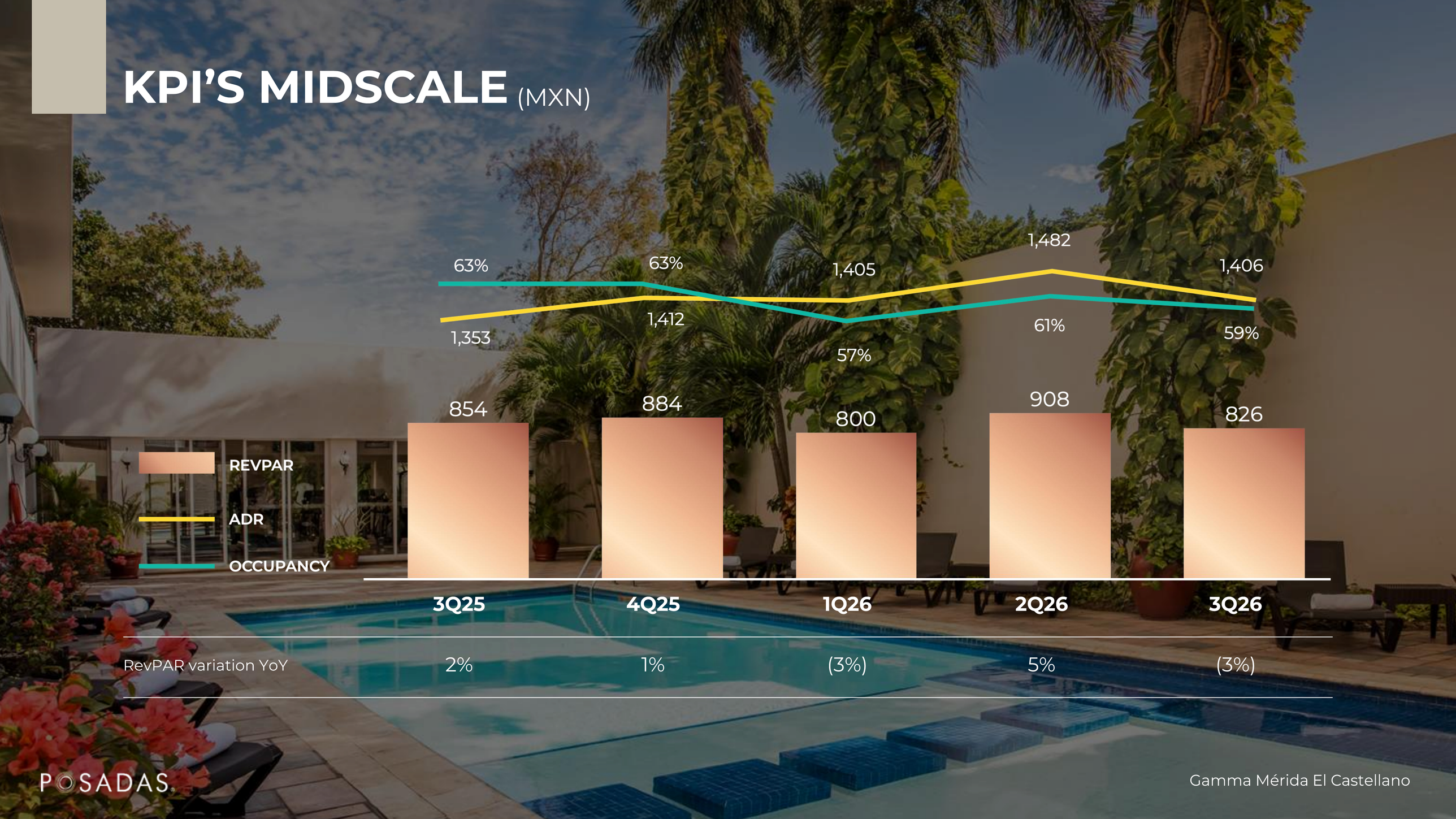
GAMMA HOTELES

one hoteles

POSADAS

Fiesta Inn Querétaro Centro Sur

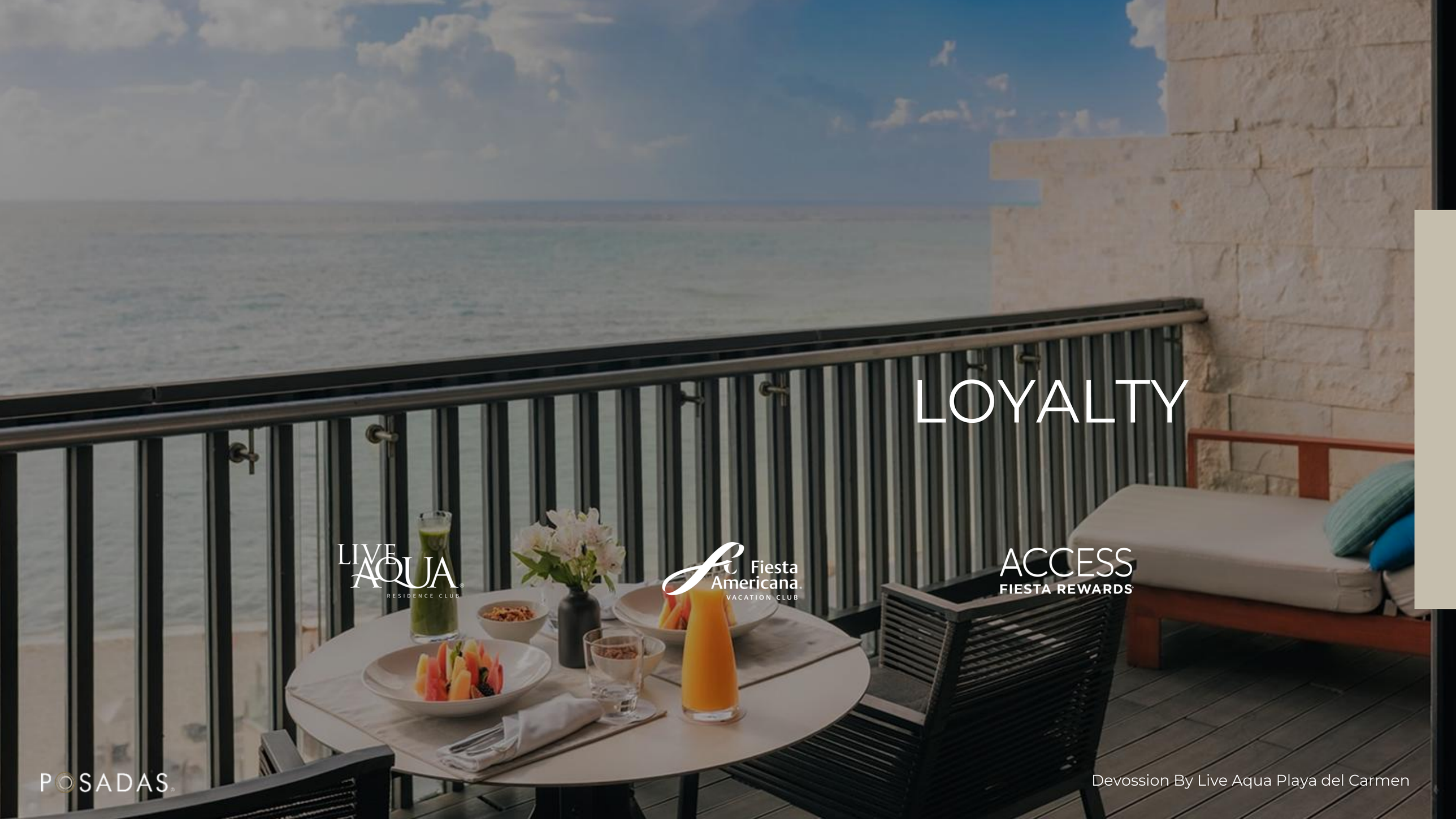
KPI'S MIDSCALE (MXN)



	3Q25	4Q25	1Q26	2Q26	3Q26
RevPAR variation YoY	2%	1%	(3%)	5%	(3%)

POSADAS

Gamma Mérida El Castellano



LOYALTY

LIVE AQUA RESIDENCE CLUB

Fiesta Americana VACATION CLUB

ACCESS FIESTA REWARDS

POSADAS

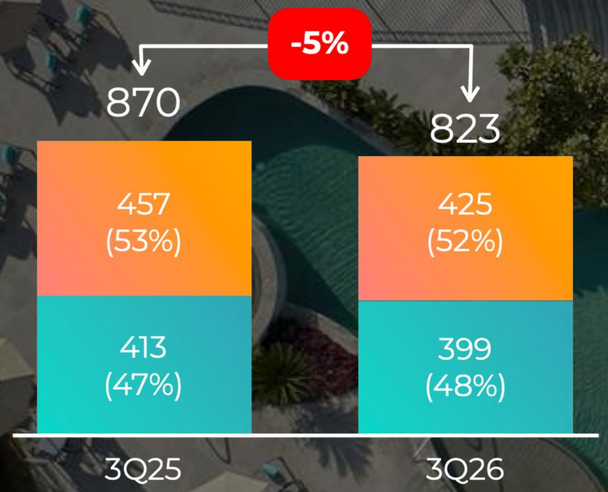
Devossion By Live Aqua Playa del Carmen

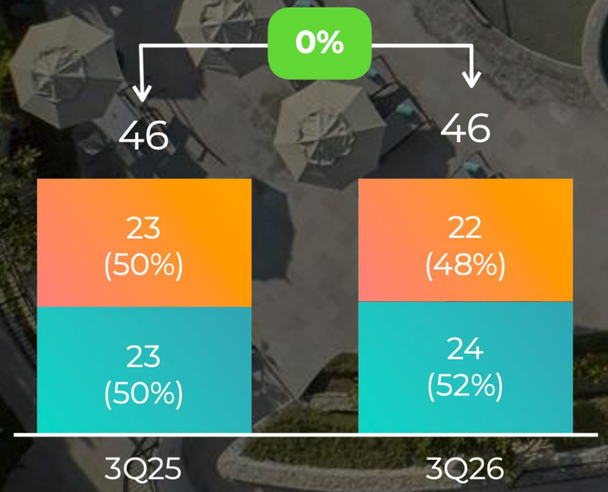
LOYALTY NET SALES

3Q MEMBERSHIP NET SALES -5% YEAR OVER YEAR IN MXN

3Q TOTAL NET SALES

$MXN MILLIONS (ABOVE) AND $USD DOLLARS (BELOW)



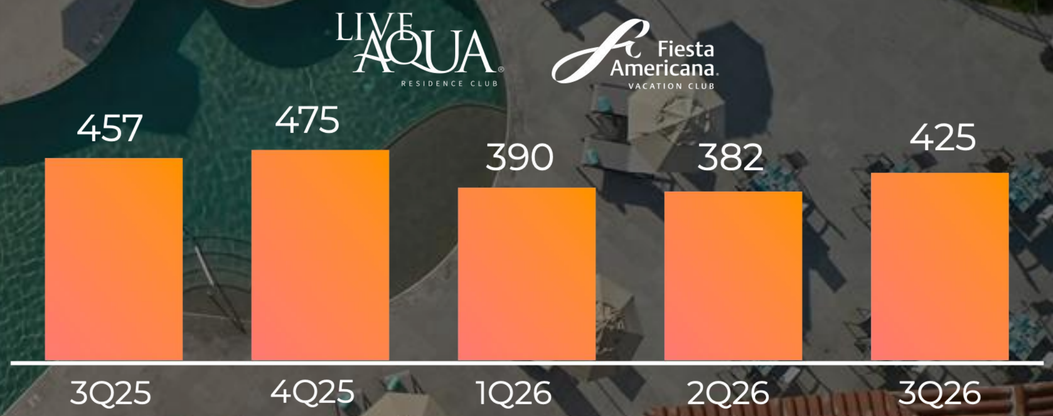


FAVC+LARC

ACCESS

NET SALES BY PRODUCT

($MXN MILLIONS)





POSADAS

Live Aqua Private Residences Los Cabos



DEVELOPMENT

POSADAS

Fiesta Americana Collection Mazatlán

PIPELINE - 3Q 2026

NO OPENINGS DURING Q3. APPROXIMATELY 780 ROOMS ARE EXPECTED TO BE ADDED IN Q4.

2025	1Q	2Q	3Q	4Q	Exits	2026
	1	1	-	3	1	
200	SUNVIVIA MAZATLÁN	IZLA HOTEL BY FIESTA AMERICANA		GFA RIVIERA CANCÚN FIESTA INN QUERÉTARO AEROPUERTO ONE CIUDAD JUÁREZ CONSULADO	FIESTA INN CIUDAD DEL CARMEN PUENTE EL ZACATAL	204
ROOMS 30,457	**192**	**122**	**0**	**780**	**253**	**31,298**

*15 INCREMENTAL ROOMS FROM HILTON GARDEN INN (GAMMA TIJUANA)

POSADAS.

Sunvivia by Fiesta Americana Resort & Spa

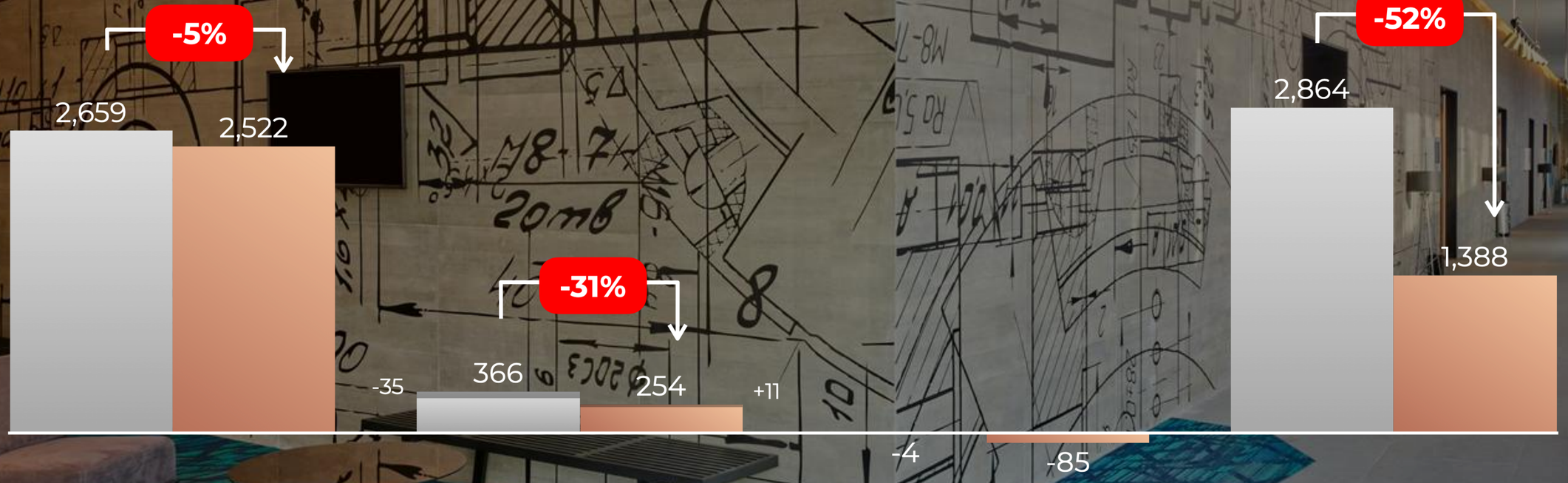


FINANCIAL PERFORMANCE

POSADAS

Sunvivia by Fiesta Americana Resort & Spa

P&L- (QoQ) $MXN MILLIONS



POSADAS

Fiesta Americana México Satélite

P&L- (YoY) $MXN MILLIONS



POSADAS

Fiesta Inn Express Cancún Cumbres

FREE CASH FLOW, INTERNAL REPORTING
(MILLION PESOS)

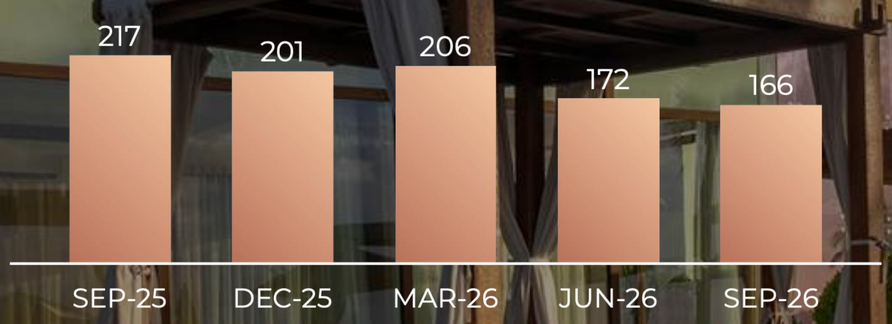
ACCUM. 2026	
Cash 2025	**2,980**
EBITDA IFRS	1,061
Leases	-581
EBITDA BAU	480
Working capital & Other	-77
Profit Sharing	-111
Interests, net	-228
Taxes	-6
Cash flow before Capex	**59**
CAPEX BAU	-158
Cash BAU	**-99**
Net Cash flow Asset Sale	534
Key Money	-154
Issuance expenses	-116
Senior Notes payment	-6,353
Credit and Guaranty Agreement	4,670
Exchange rate fluctuation	-74
Extraordinary Cash	**-2,027**
Cash	**-1,592**
Cash 2026	**1,388**

POSADAS

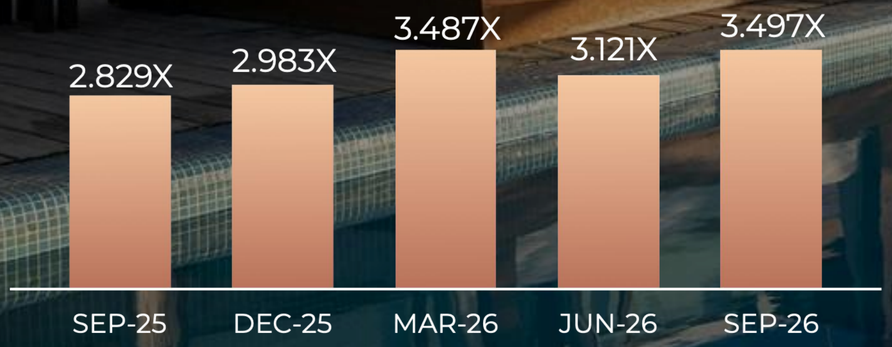
Grand Fiesta Americana
Los Cabos All Inclusive
Golf & Spa

FINANCIAL HEALTH-3Q26

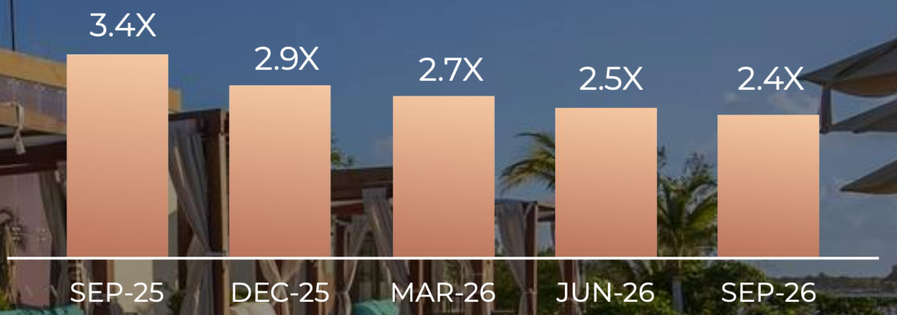
NET DEBT
(US$M)



NET DEBT / EBITDA



NET INTEREST COVERAGE



	Sep-25	Dec-25	Mar-26	Jun-26	Sep-26
Total Debt	6,733	6,589	4,737	4,316	4,358
Debt+Interest	**6,858**	**6,589**	**4,737**	**4,316**	**4,358**
Cash	2,864	2,980	1,021	1,319	1,388
Net Debt	**3,994**	**3,609**	**3,716**	**2,997**	**2,970**
EBITDA LTM	**1,412**	**1,210**	**1,066**	**960**	**849**
ND / EBITDA	**2.829x**	**2.983x**	**3.487x**	**3.121x**	**3.497x**
Exchange Rate	18.38	17.97	18.07	17.47	17.84
Leases Liabilities	2,894	2,743	2,754	2,720	2,646
Leases LTM	787	785	775	772	771
ND/ EBITDA IFRS16	**3.132x**	**3.184x**	**3.515x**	**3.300x**	**3.467x**

POSADAS

Fiesta Americana Cozumel All Inclusive

HIGHLIGHTS



POSADAS

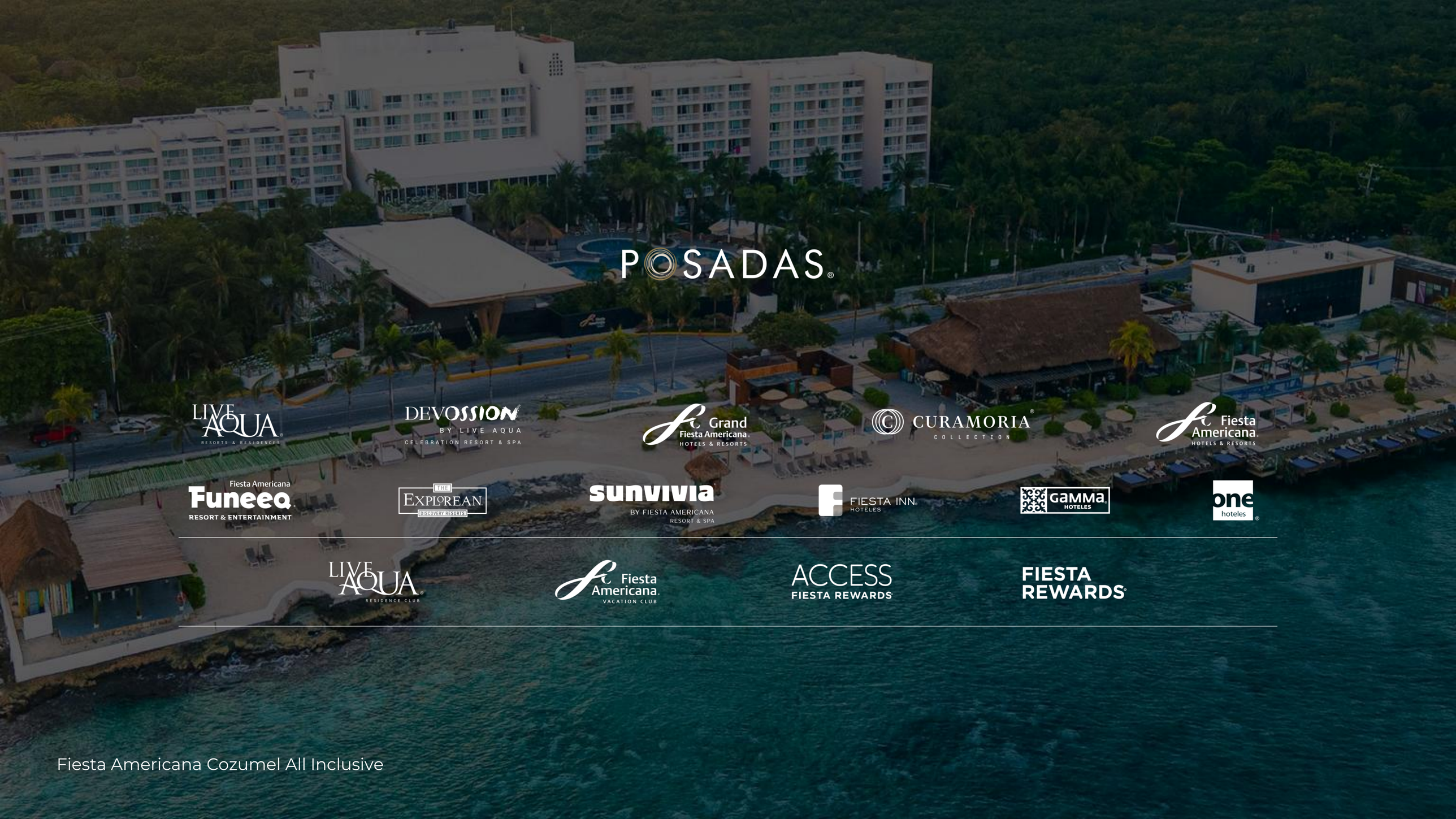
one Ciudad de México Alameda

HIGHLIGHTS

- RevPAR (revenue per available room) decreased by 7% with an occupancy rate of 59%.
- Q3 revenue was $2,522 million, 5% lower QoQ.
- 3Q EBITDA was $254 million, 31% lower QoQ.
- Pipeline includes 36 new hotels with 4,790 rooms, 16% growth.
- Cash available as of September 30, 2026, was $1.4 billion (35% denominated in USD).
- All financial covenants are in compliance. Net Leverage ratio (3.497x), Debt Service Coverage Ratio, Net Worth and Minimum Liquidity.



Live Aqua Punta Cana



Fiesta Americana Cozumel All Inclusive