

The image features a wide-angle view of a modern resort complex at dusk. The resort consists of several long, white, multi-story buildings with large glass windows and balconies, arranged around a central courtyard. The courtyard is lush with tropical vegetation, including palm trees and various shrubs. In the center of the courtyard, there are two rectangular swimming pools with lounge chairs and umbrellas. A long, straight path leads from the foreground towards the background, flanked by greenery. The sky is a deep blue with scattered clouds, and the sun is setting, creating a warm, golden glow over the scene. The overall atmosphere is serene and luxurious.

POSADAS®

4Q21 EARNINGS CONFERENCE CALL

02/24/2022

FOUR PILLARS DURING 2021

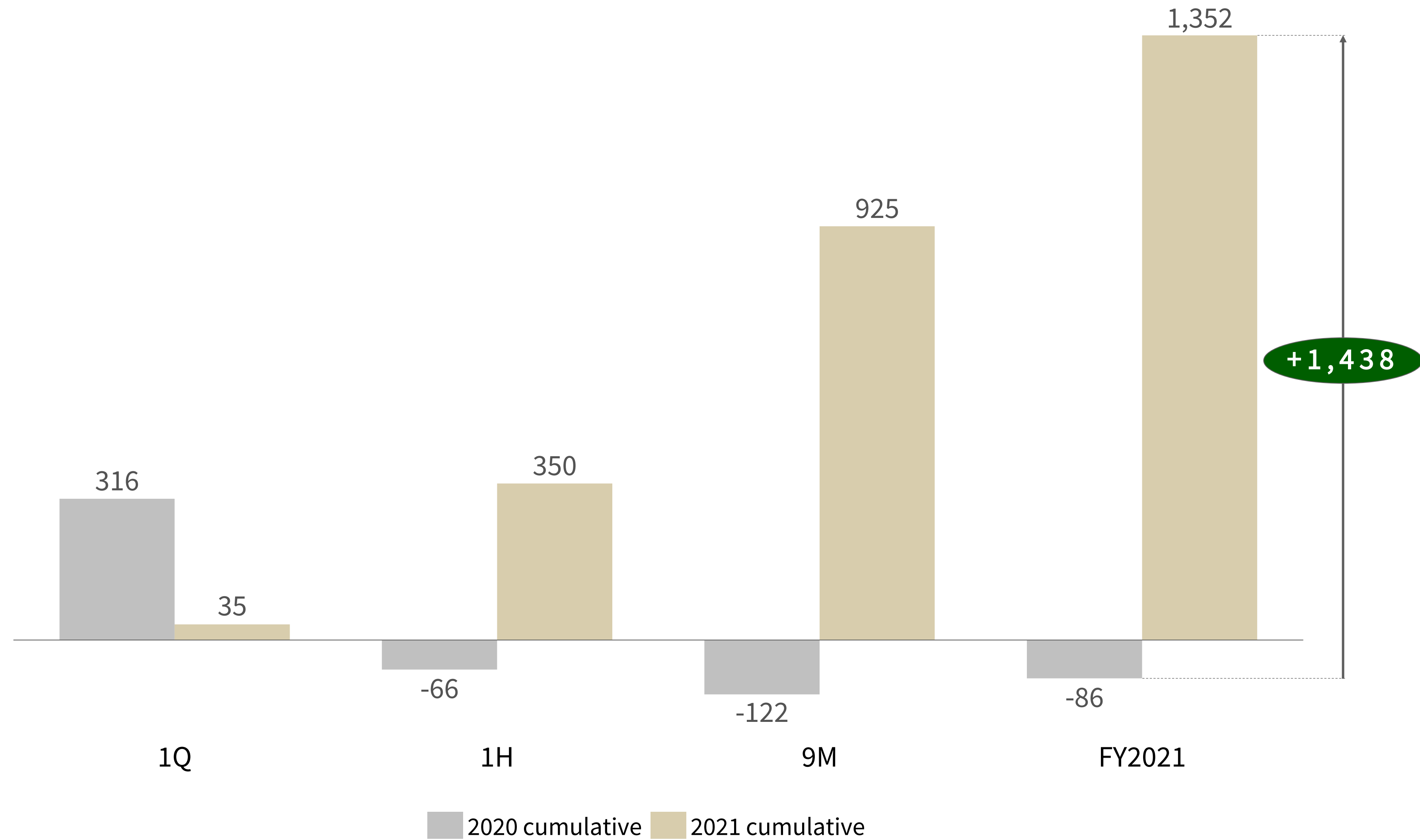
Preserve cash and strengthen our financial position

Take care of the **health** and **safety** of our guests and employees

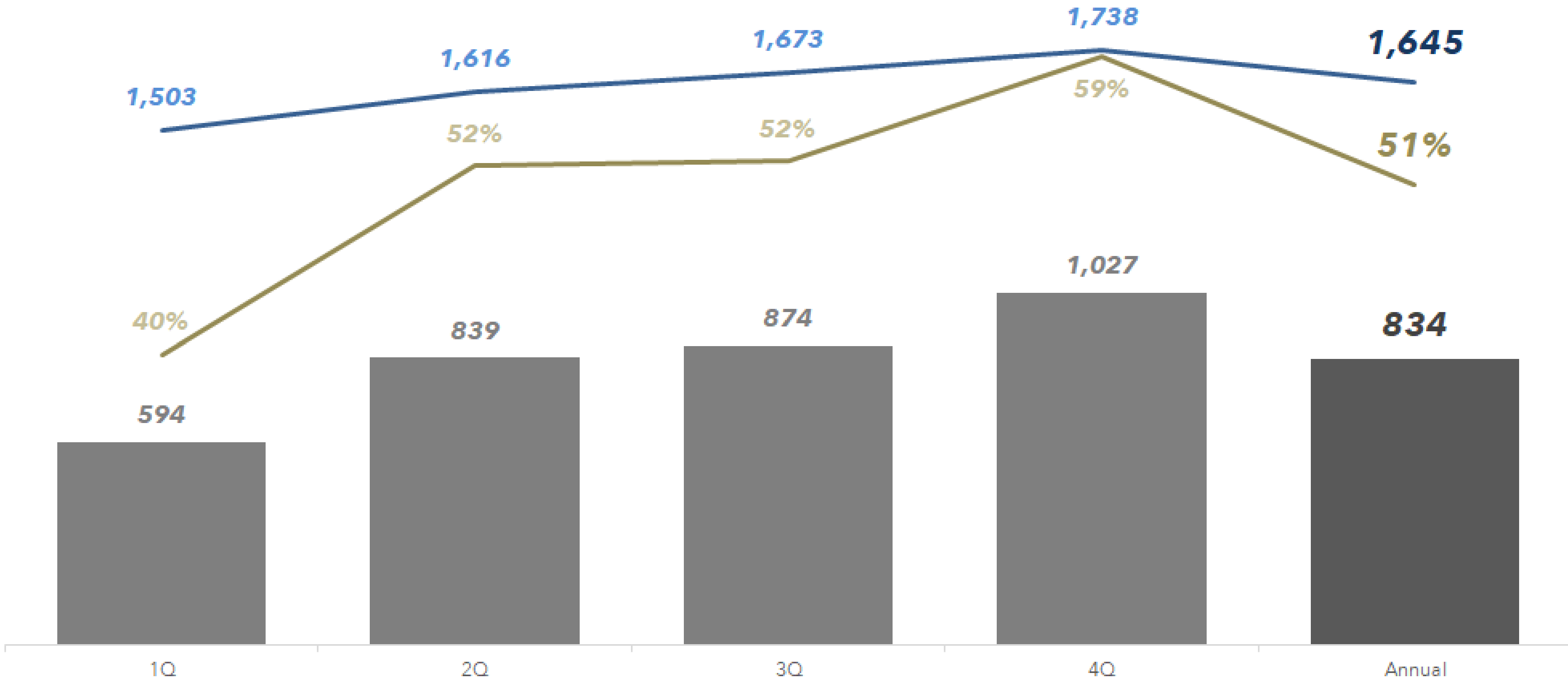
Maintain our **commitment** to **society** and to Mexico

Consolidate our **leadership** through our operating **business model** and **brand** portfolio

EBITDA 2021



KPI'S (MXN)



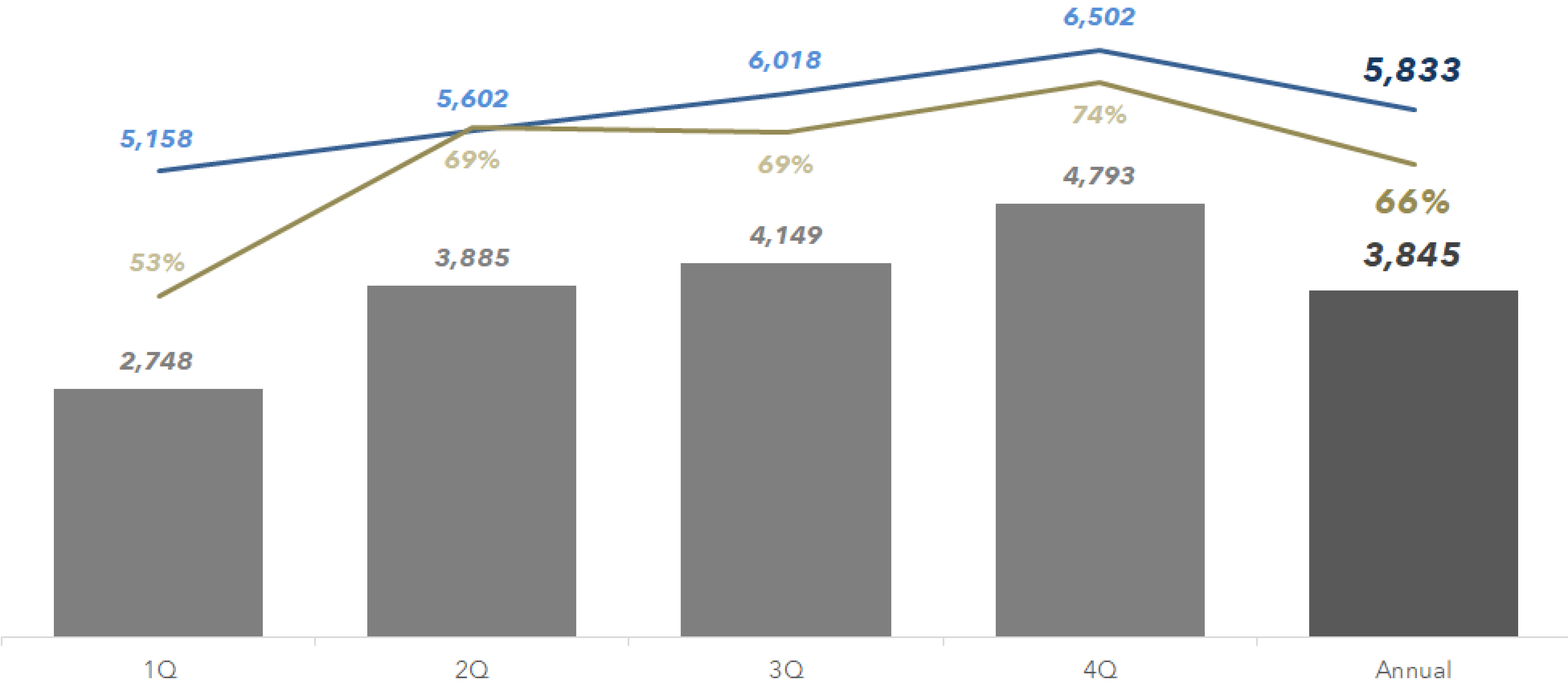
RevPAR variation YoY

(35%) 1,668% 144% 81% **77%**

RevPAR variation vs 2019

(46%) (20%) (12%) (2%) **(20%)**

RESORTS



RevPAR variation YoY	(25%)	3,972%	190%	104%	105%
RevPAR variation vs 2019	(32%)	22%	47%	54%	17%

UPSCALE &
LUXURY

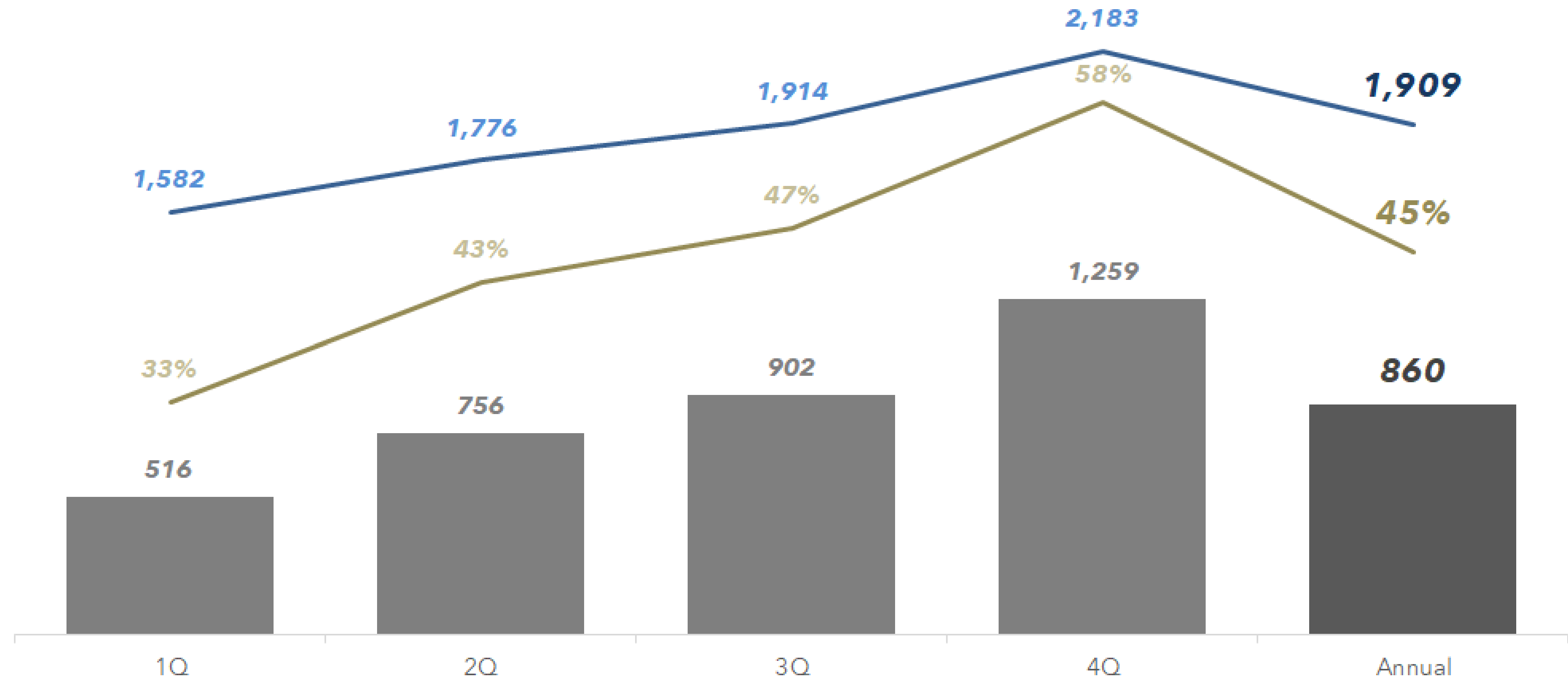
LIVE
AQUA[®]
RESORTS & RESIDENCE CLUB

f Grand
Fiesta Americana[®]
HOTELS & RESORTS

f Fiesta
Americana[®]
HOTELS & RESORTS

POSADAS.

KPI'S (MXN)



RevPAR variation YoY

(47%)

2,275%

178%

122%

81%

RevPAR variation vs 2019

(58%)

(40%)

(28%)

(7%)

(33%)

MIDSCALE & ECONOMY

IOH[®]
FREESTYLE HOTELS

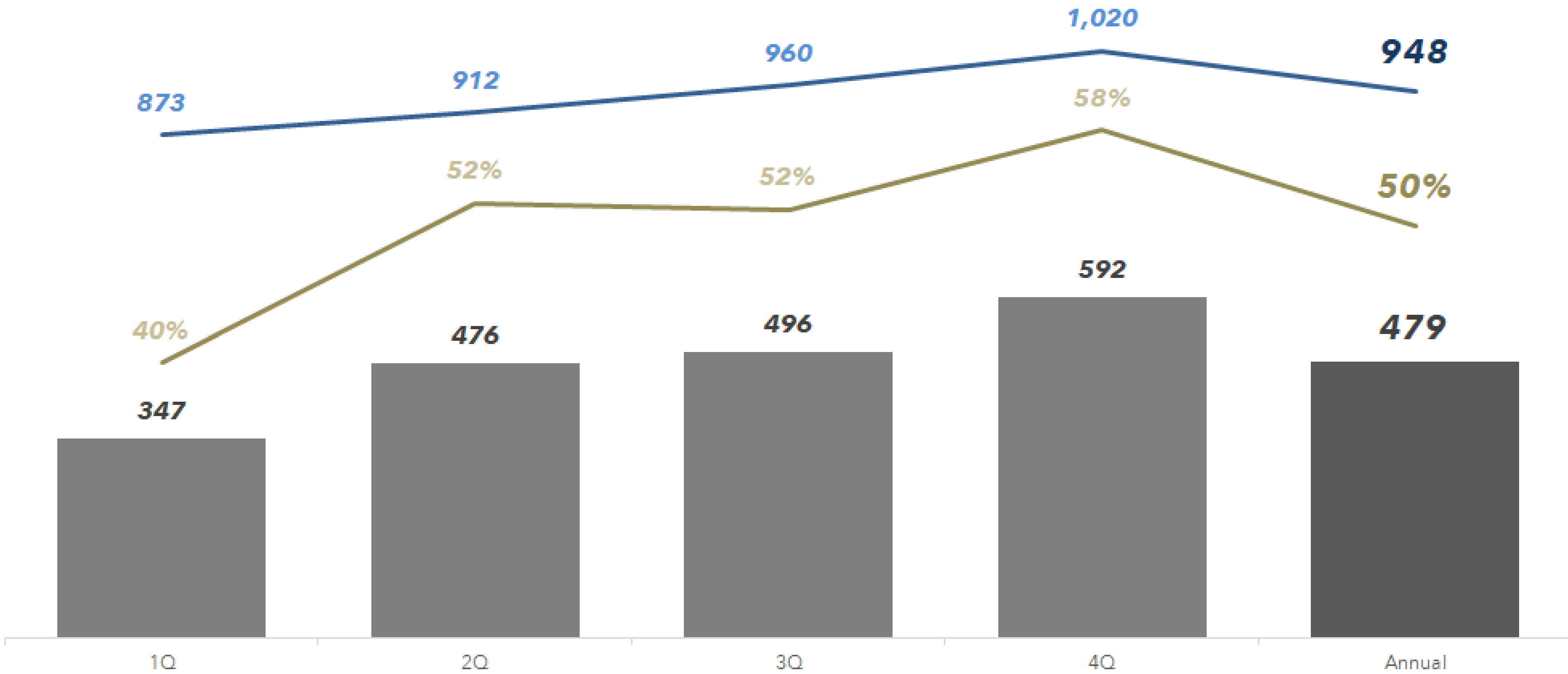
F FIESTA INN[®]

gamma[®]
HOTELES

one[®]
hoteles

POSADAS[®]

KPI'S (MXN)



RevPAR variation YoY

(37%) 943% 115% 72% **64%**

RevPAR variation vs 2019

(48%) (32%) (28%) (15%) **(31%)**

RevPAR

ADR

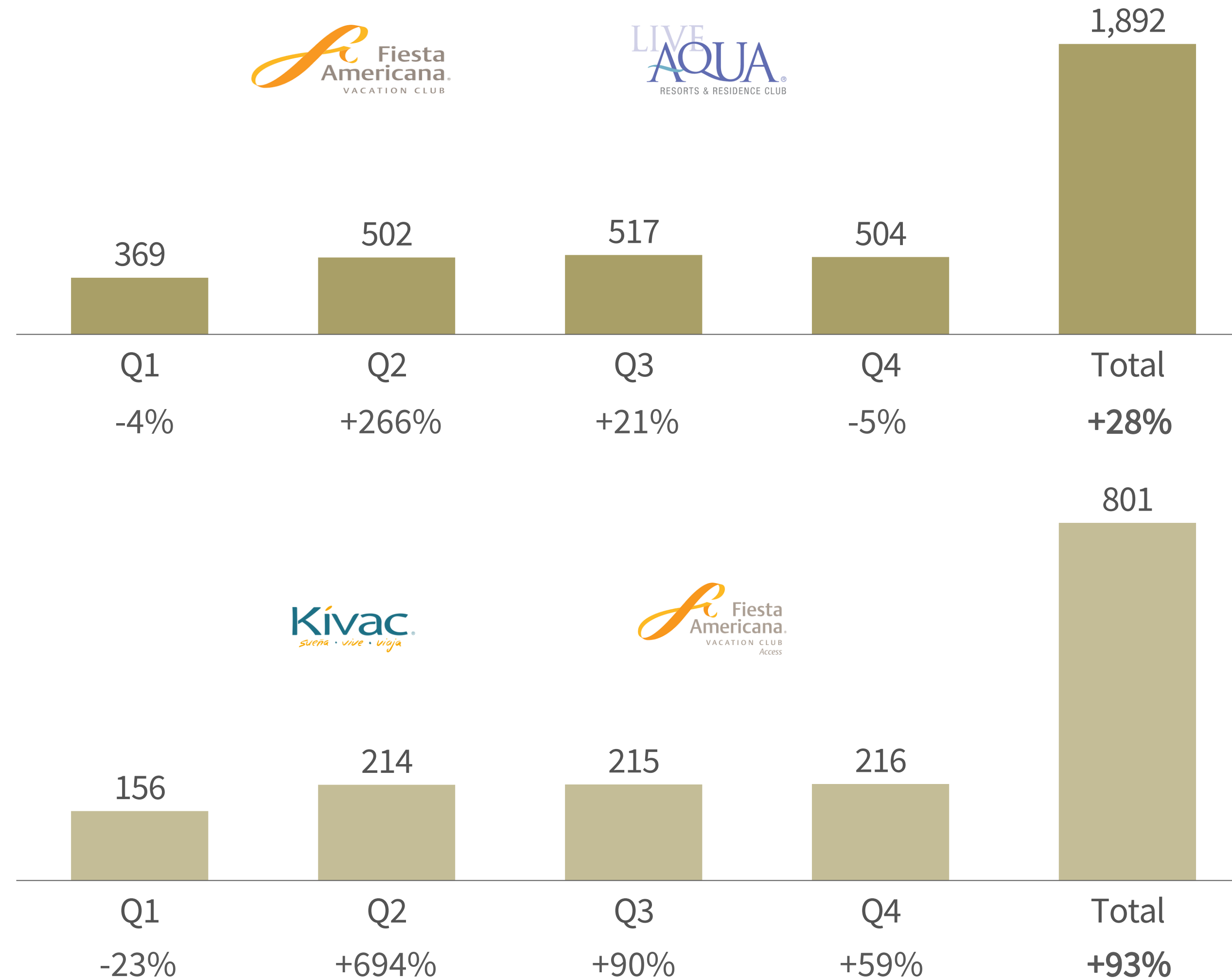
Occupancy

LOYALTY

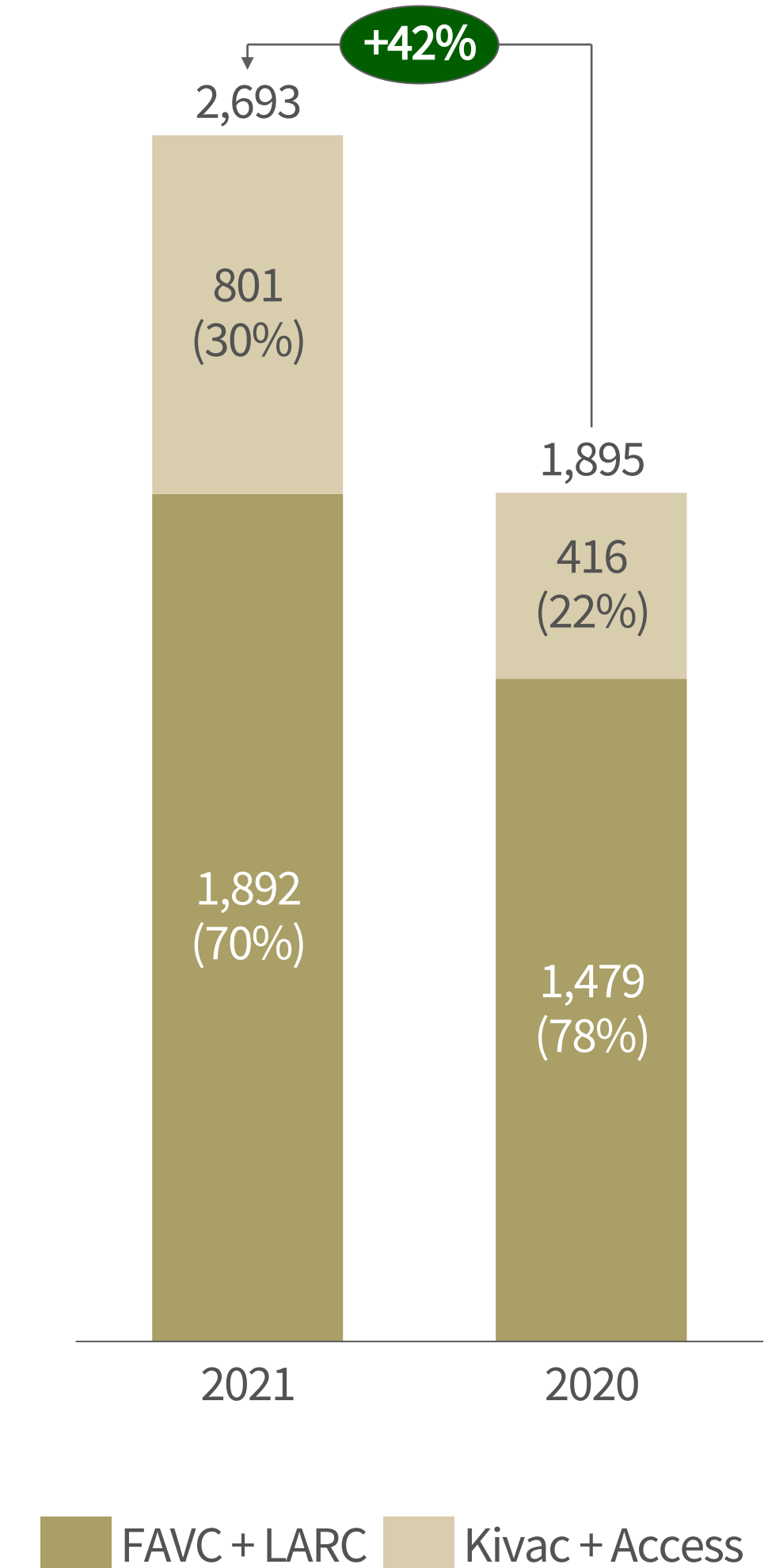
LOYALTY NET SALES

MEMBERSHIP NET SALES +42% YEAR OVER YEAR

Net Sales by product \$MXN millions



Total Net Sales \$MXN millions

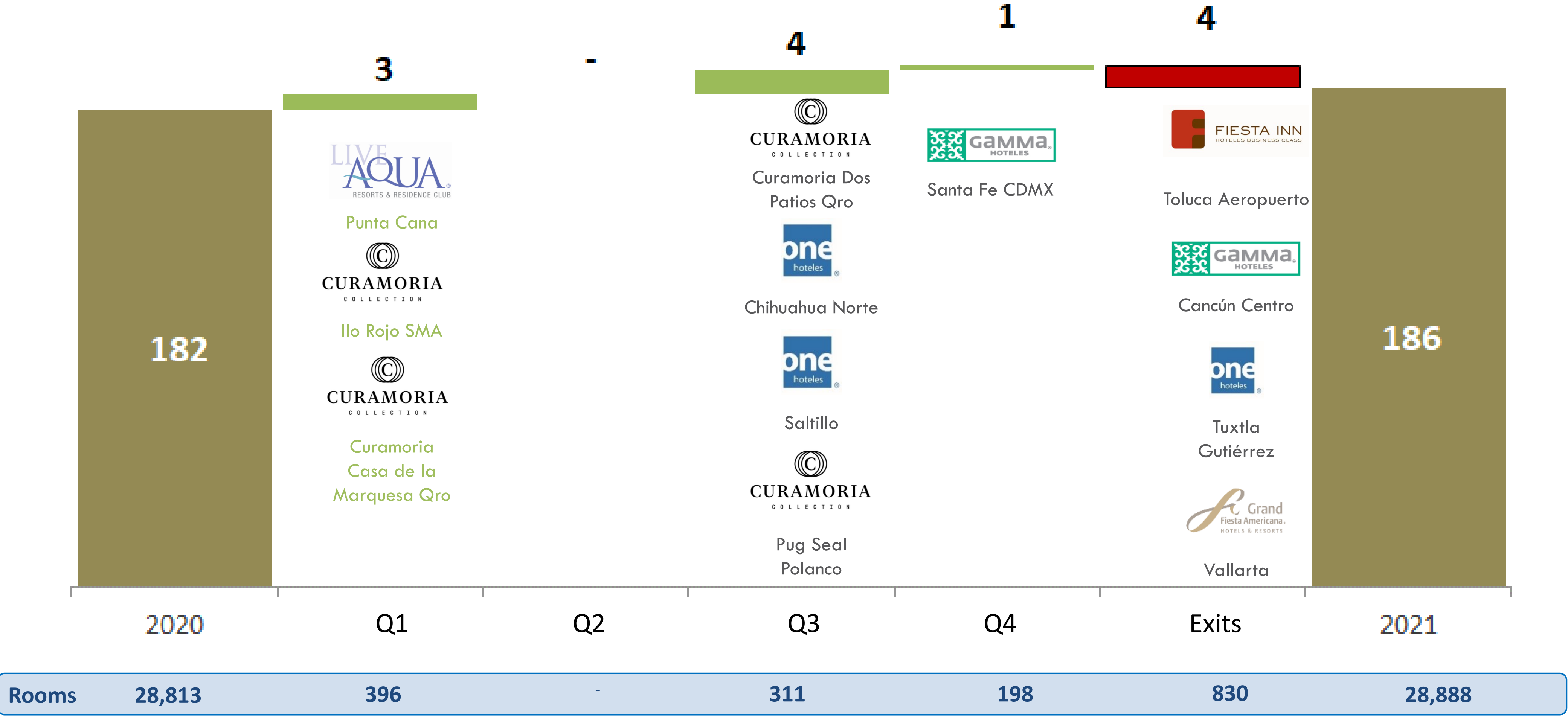


A serene beach scene at sunset. In the foreground, two wooden lounge chairs with light-colored cushions are positioned on the sand. A large, light-colored patio umbrella stands between them. A palm tree's fronds hang down from the top of the frame. The ocean is visible in the background under a soft, orange-hued sky.

Development

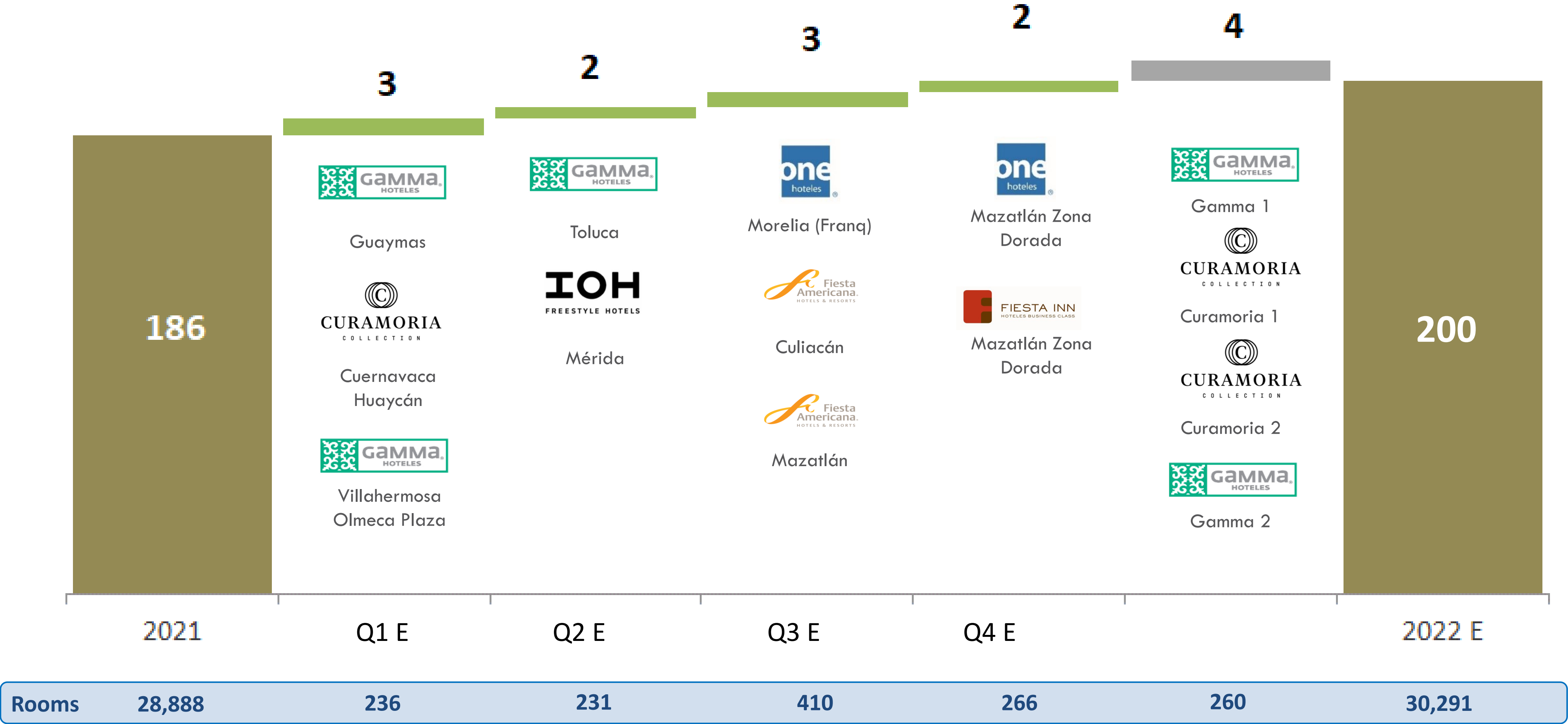
OPENINGS 2021

EIGHT OPENINGS WITH A TOTAL OF 900 ROOMS DURING THE YEAR



PIPELINE

FOURTEEN OPENINGS WITH A TOTAL OF 1,403 ROOMS FOR 2022

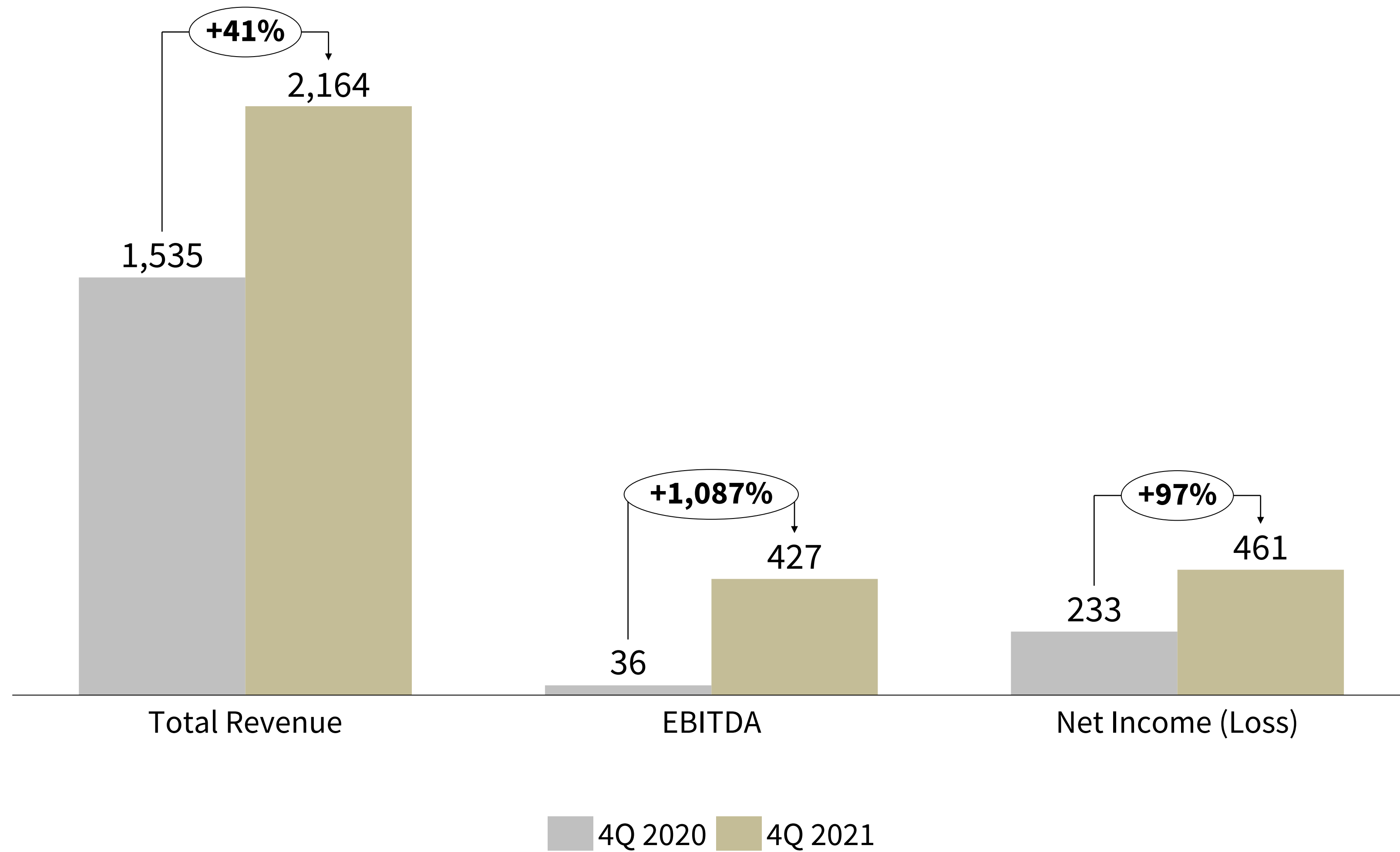


A wide-angle photograph of a modern resort building with multiple levels. The building features large glass windows and balconies with outdoor seating. In the foreground, there is a large, clear blue swimming pool with a tiled edge. Several lounge chairs and tables are arranged on a platform near the pool. The sky is bright blue with scattered white clouds. The overall scene is a high-quality architectural rendering of a luxury resort.

Financial Performance

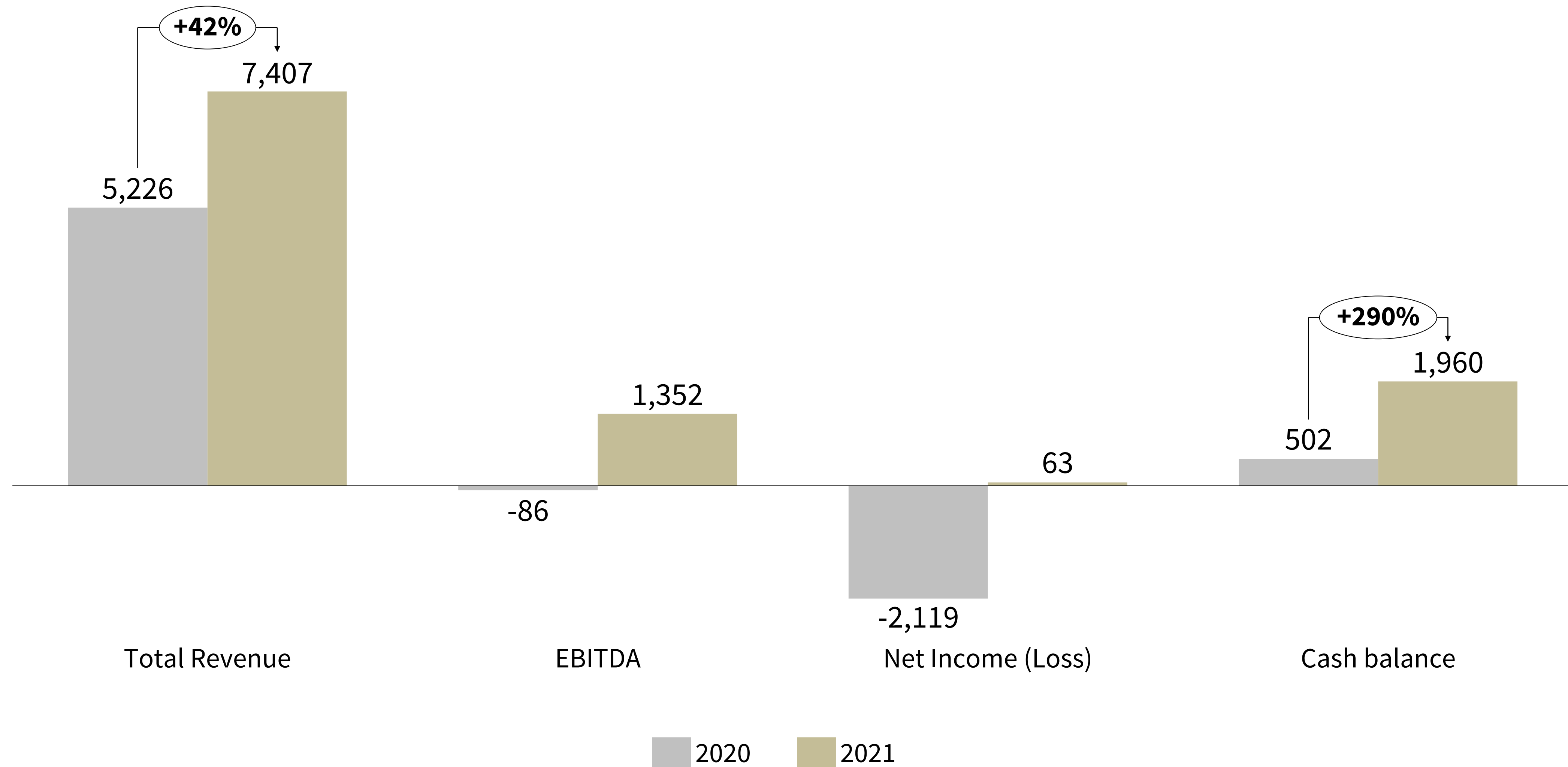
P & L - 4 Q 2021 (Q o Q)

\$ M X N M I L L I O N S



P & L - (Y o Y)

\$ M X N M I L L I O N S



FREE CASH FLOW, INTERNAL REPORTING

(MILLION PESOS)

Concept	2021
Cash 2020	502
EBITDA without asset sales	371
Working capital & Other	107
Interests, net	(74)
Taxes	(359)
Cash before CAPEX	45
CAPEX	197
FCF	(152)
FA Hacienda Galindo	156
Riviera Maya project	1,454
Cash eop	1,960

SENIOR NOTES DUE 2027

Amount	US\$398,581,321. US\$392,605,000 principal / US\$5,976,321 PIK (August 1st to December 15, 2021) US\$360,891,000 (92%) voted in favor and were cancelled. The balance of US\$31,714,000 will be cancelled no later than June 15, 2022.
Issuer	Grupo Posadas, S.A.B. de C.V.
Guarantors	Operadora del Golfo de México, S.A. de C.V. and 10 subsidiaries
Maturity	December 30, 2027
Interest payment dates	June 30 and December 30 of each year
Interest rate	•Fixed annual rate of 4.0% for year 1; up to 50% of interests PIK at 6% •Fixed annual rate of 5.0% for year 2; up to 50% of interests PIK at 7% •Fixed annual rate of 7.0% for years 3 and 4 •Fixed annual rate of 8.0% for years 5 and 6
Collateral	1. Fiesta Americana Reforma Hotel 2. Fiesta Americana Guadalajara Hotel 3. Vacation Club properties (seven) 4. Accounts Receivables of the Company's Vacation Club products
Prepayment	At any time.

FINANCIAL HIGHLIGHTS

- The COVID-19 pandemic has required hotels to be operated in accordance with the provisions of federal and state epidemiological traffic lights, with limited services per the capacity restrictions determined by health authorities.
- In 4Q21, revenues reached \$2,164 million (41% increase QoQ) and \$7,407 million in 2021 (42% increase YoY).
- 4Q21 EBITDA was \$427 million and \$1,352 million in FY 2021 reflecting the application of IFRS 16.
- Debt restructuring of Posadas Senior Notes 2022 was successfully concluded on December 15, by issuing new notes for USD\$398,581,321 maturing 2027.
- Pipeline with 18 new hotels / 3,585 rooms.
- Cash available of \$1,960 million (equivalent to US\$95 million), as of December 31, 2021.

POSADAS®

LIVE
AQUA
RESORTS & RESIDENCE CLUB

Grand
Fiesta Americana.
HOTELS & RESORTS

Fiesta
Americana.
HOTELS & RESORTS

EXPLOREAN
HOTELS

FIESTA INN.
HOTELS BUSINESS CLASS

GAMMA
HOTELS

one
hotels

LIVE
AQUA
RESIDENCE CLUB

Fiesta
Americana.
VACATION CLUB

Kivac
play • live • enjoy

Fiesta
Americana.
VACATION CLUB
Access

FR
FIESTAREWARDS

APRECIARE
CLUB DE RECOMPENSAS

motiva