POSADAS®

4Q21 EARNINGS CONFERENCE CALL

02/24/2022

FOUR PILLARS DURING 2021

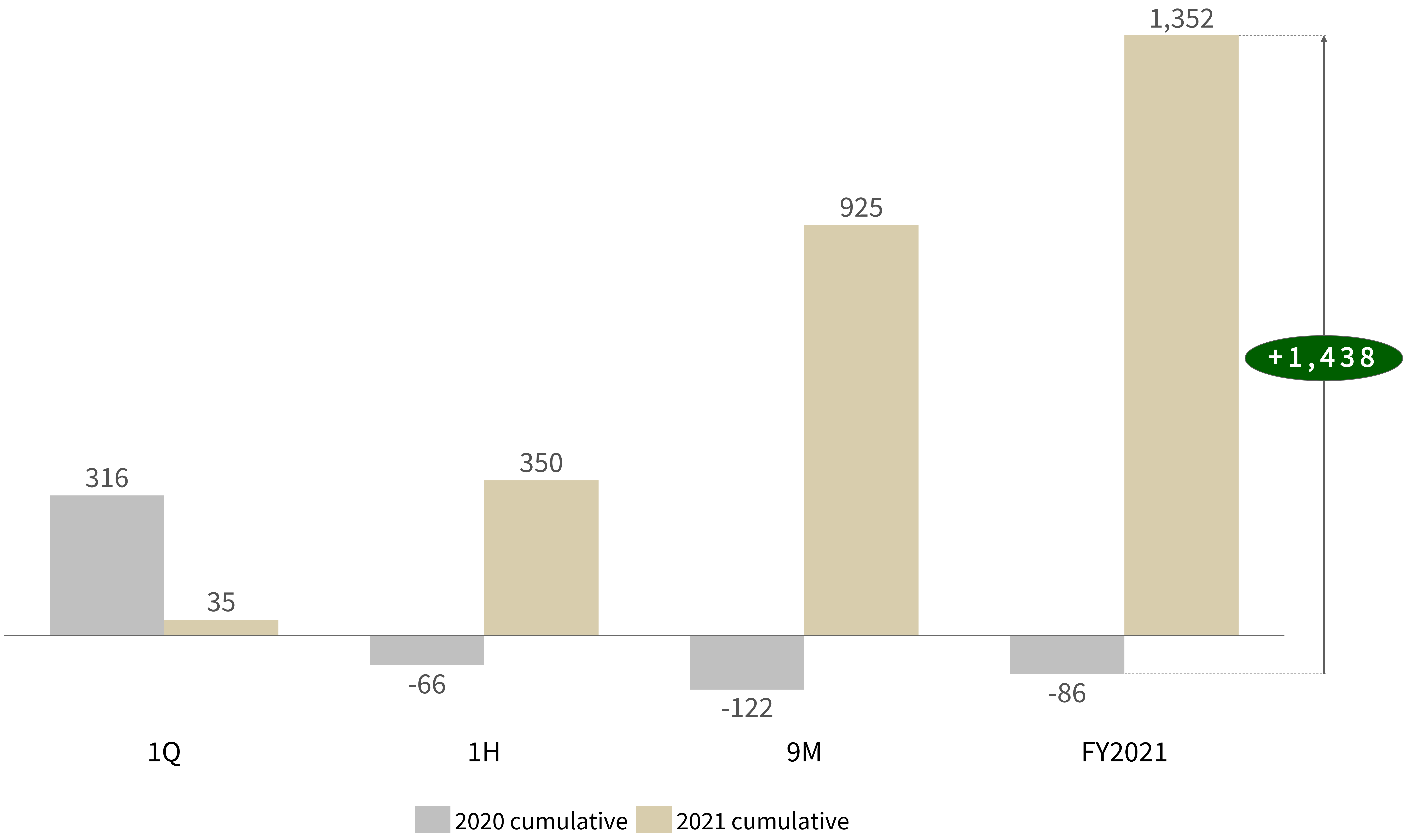
Preserve cash and strengthen our financial position

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



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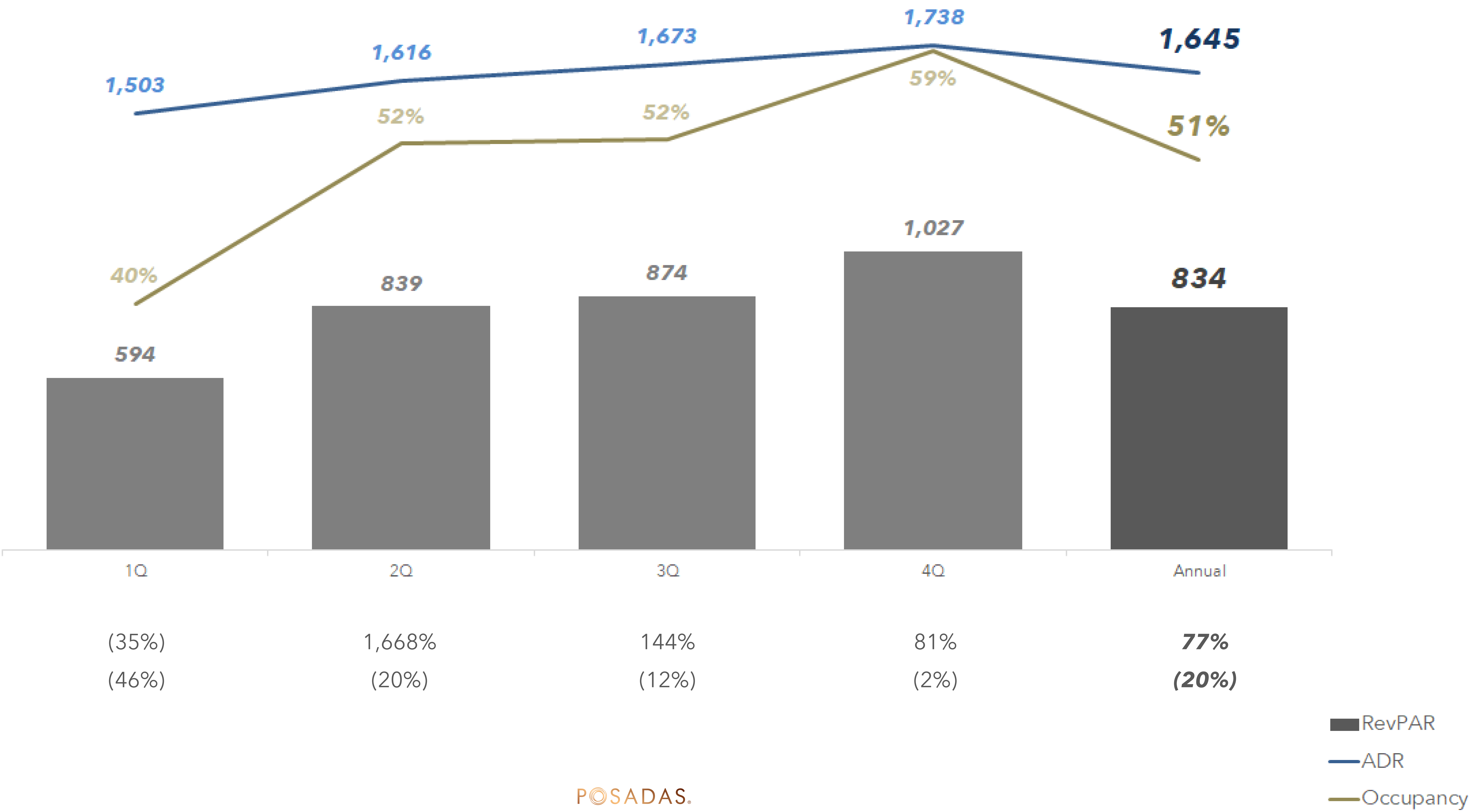
KPI'S (MXN)

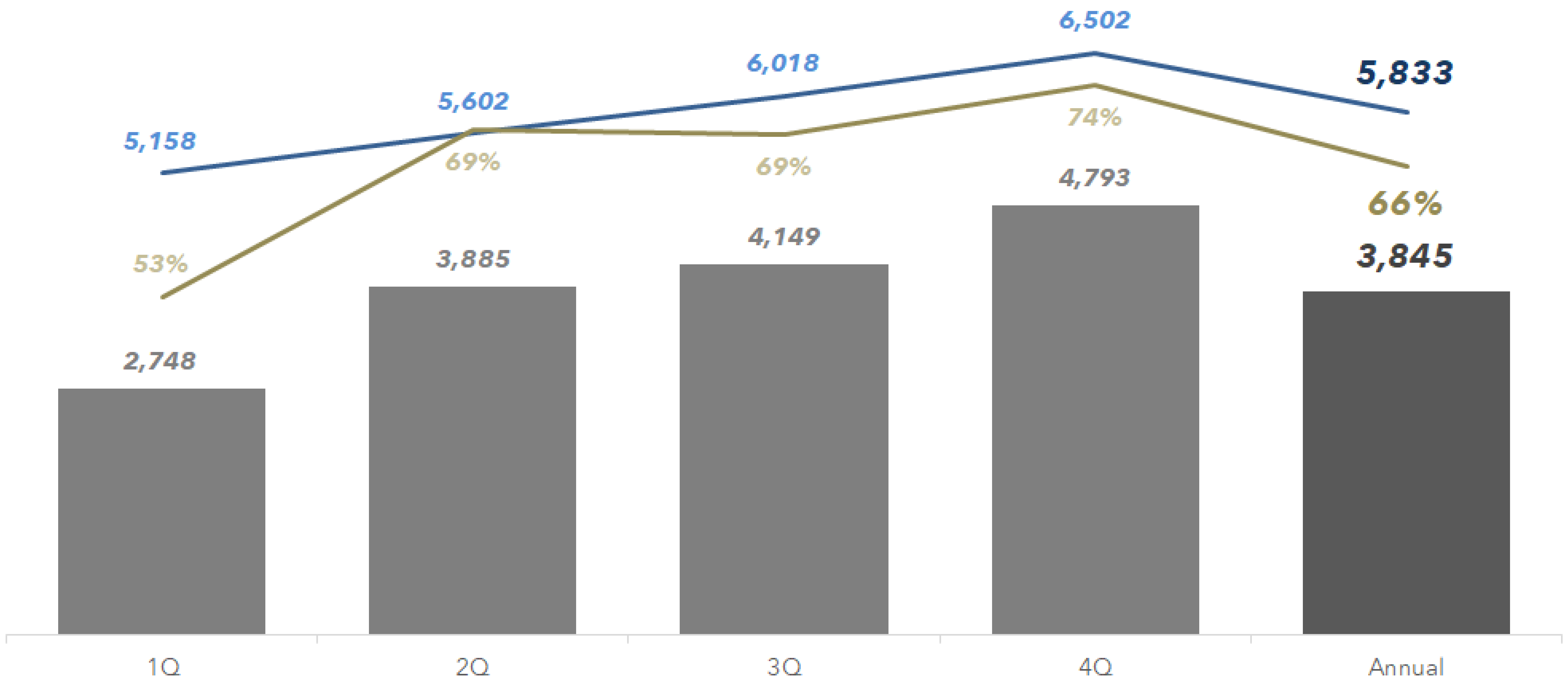


	1Q	2Q	3Q	4Q	Annual
RevPAR variation YoY	(35%)	1,668%	144%	81%	***77%***
RevPAR variation vs 2019	(46%)	(20%)	(12%)	(2%)	***(20%)***

RESORTS

POSADAS

KPI'S (MXN)

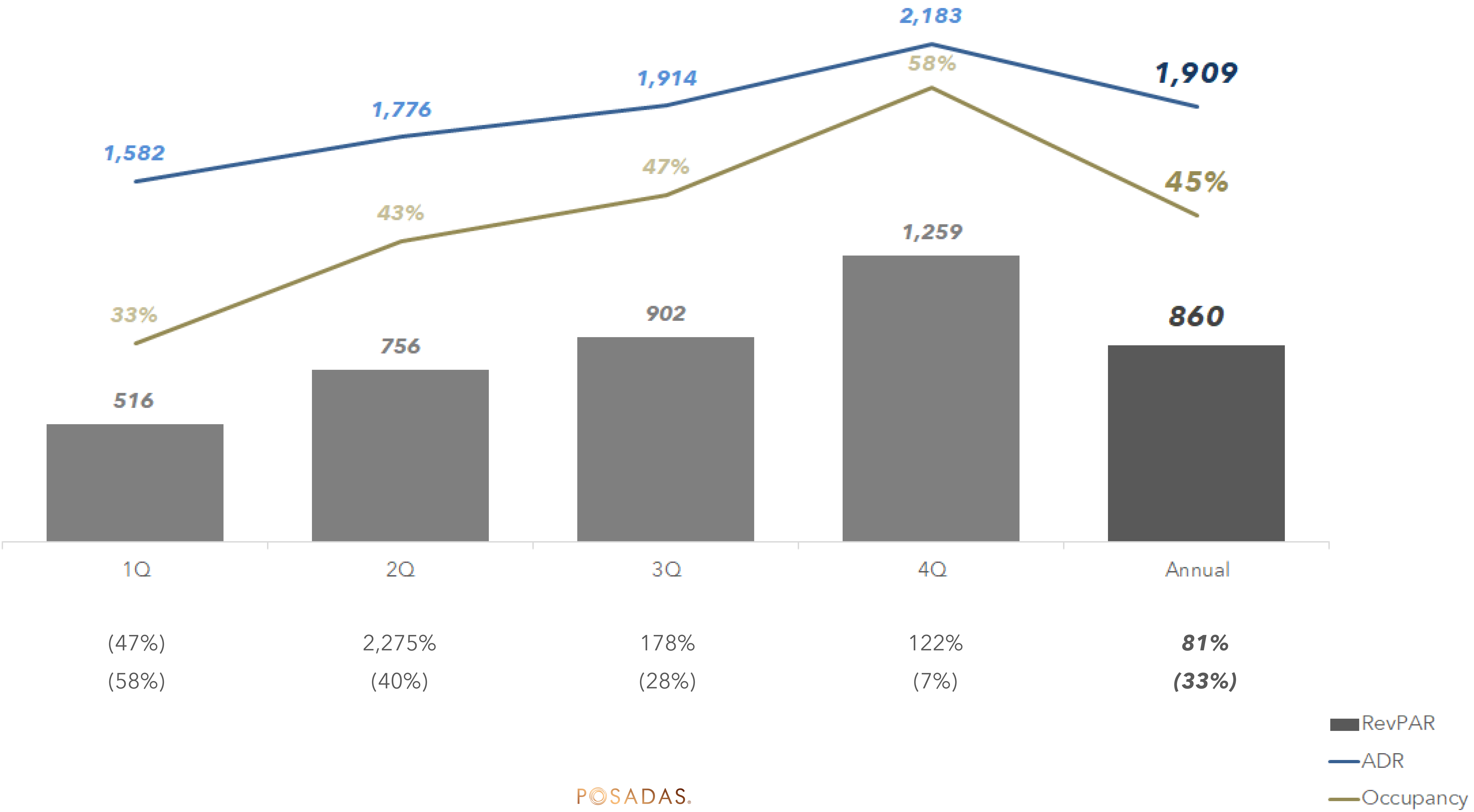


	1Q	2Q	3Q	4Q	Annual
RevPAR variation YoY	(25%)	3,972%	190%	104%	***105%***
RevPAR variation vs 2019	(32%)	22%	47%	54%	***17%***

RevPAR
ADR
Occupancy


UPSCALE &
LUXURY
LIVE AQUA®
RESORTS & RESIDENCE CLUB
Grand
Fiesta Americana®
HOTELS & RESORTS
Fiesta
Americana®
HOTELS & RESORTS
POSADAS

KPI'S (MXN)



	1Q	2Q	3Q	4Q	Annual
RevPAR variation YoY	(47%)	2,275%	178%	122%	***81%***
RevPAR variation vs 2019	(58%)	(40%)	(28%)	(7%)	***(33%)***

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MIDSCALE & ECONOMY

IOH® FREESTYLE HOTELS

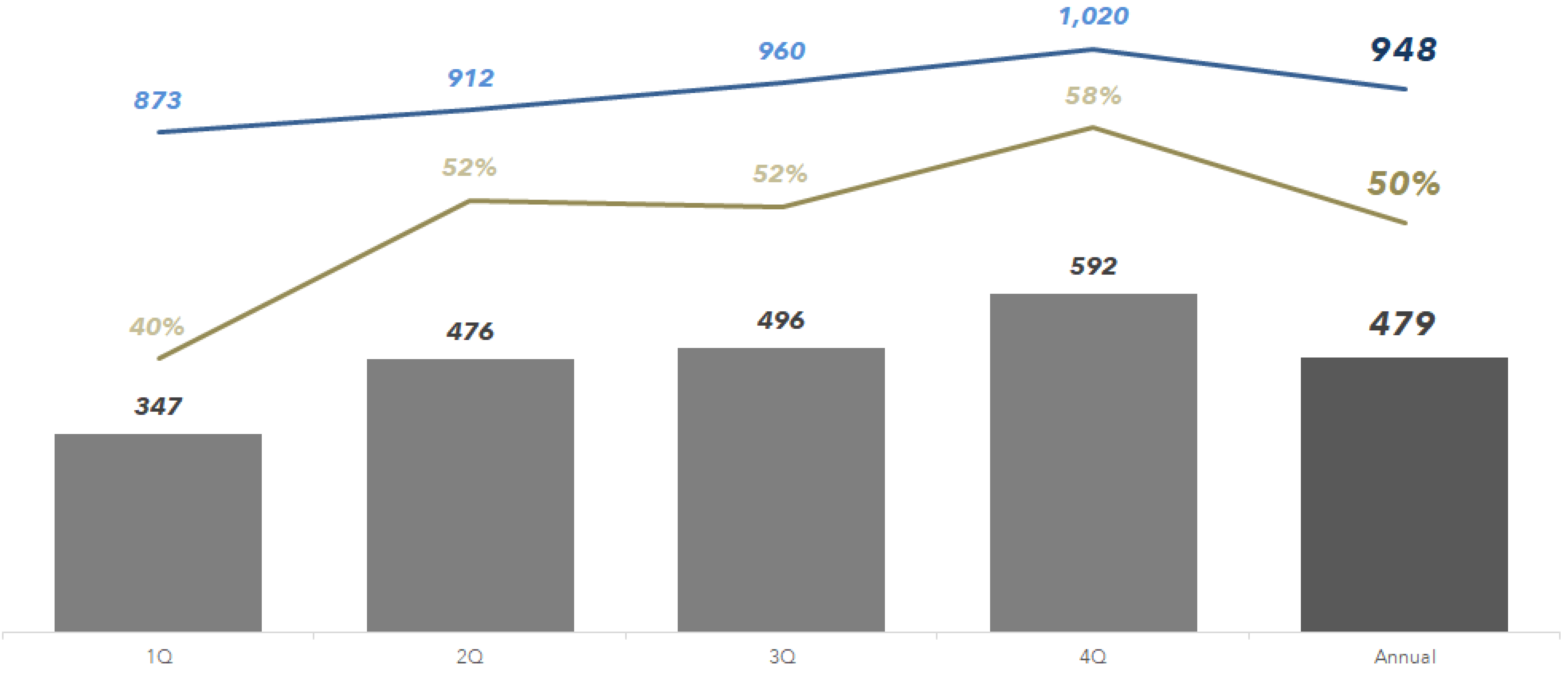
FIESTA INN®

GAMMA® HOTELES

one hoteles®

POSADAS®

KPI'S (MXN)



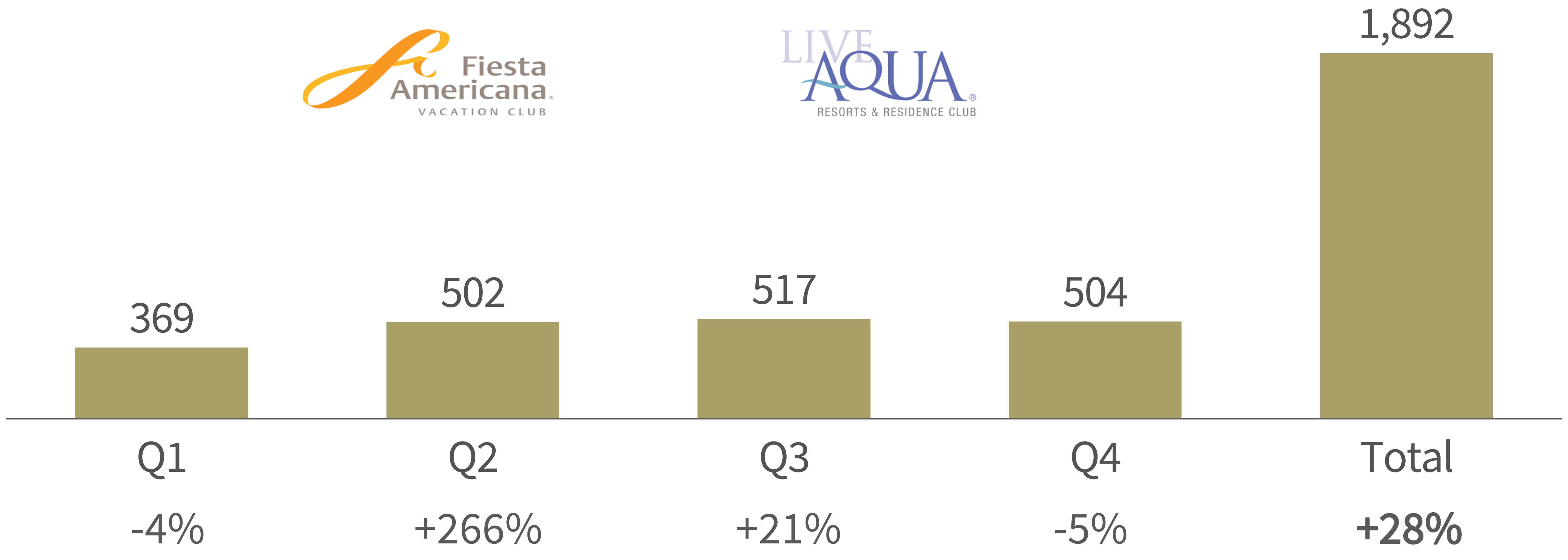
	1Q	2Q	3Q	4Q	Annual
RevPAR variation YoY	(37%)	943%	115%	72%	***64%***
RevPAR variation vs 2019	(48%)	(32%)	(28%)	(15%)	***(31%)***

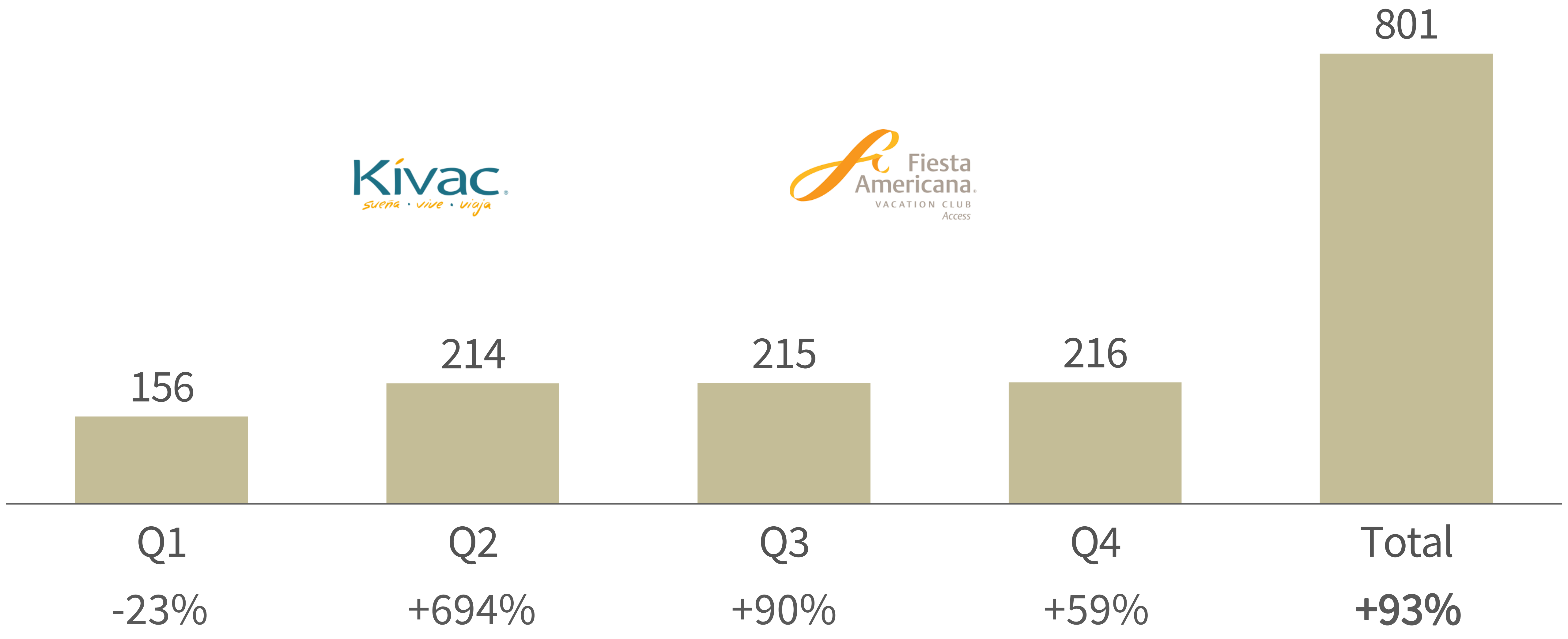

LOYALTY

LOYALTY NET SALES

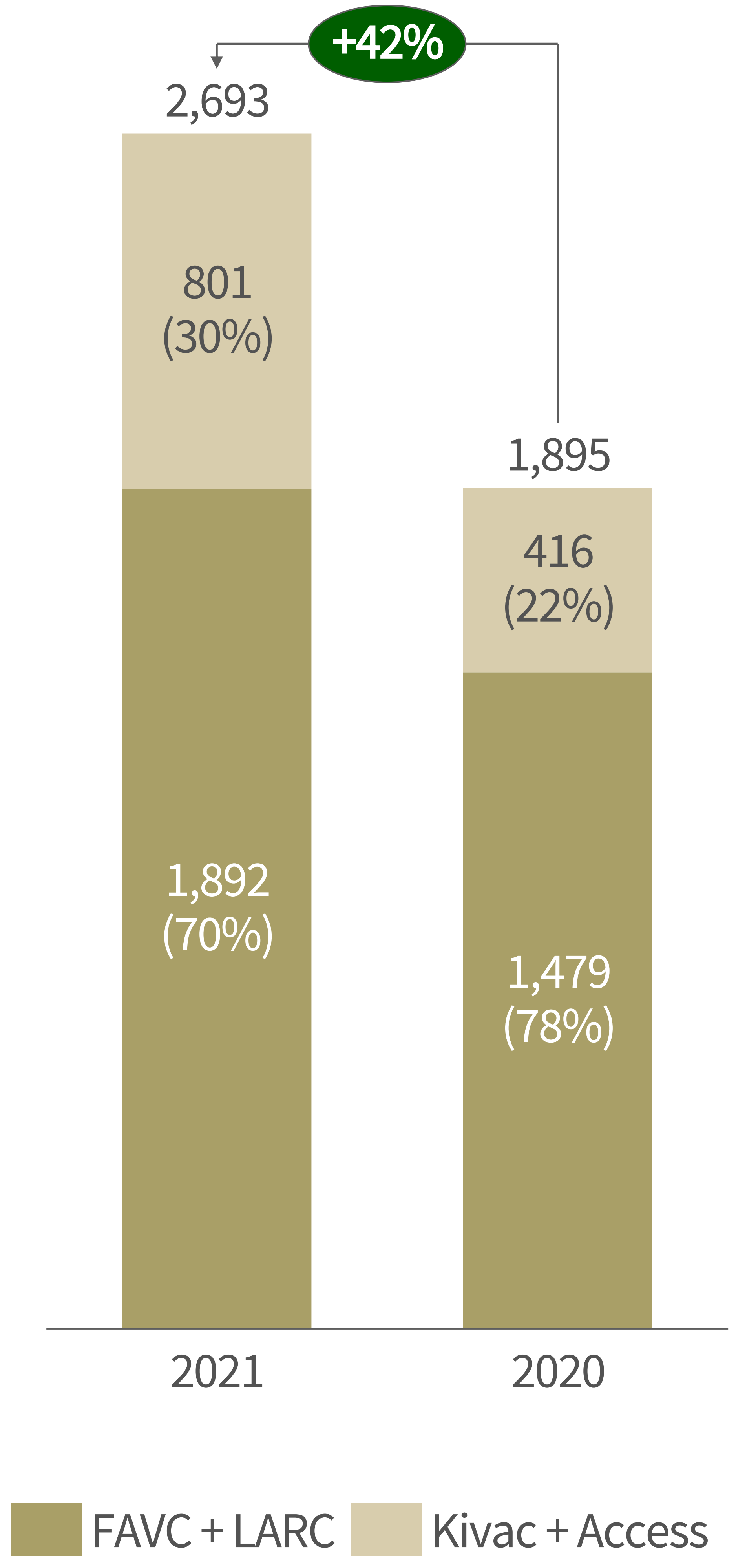
MEMBERSHIP NET SALES +42% YEAR OVER YEAR

Net Sales by product $MXN millions





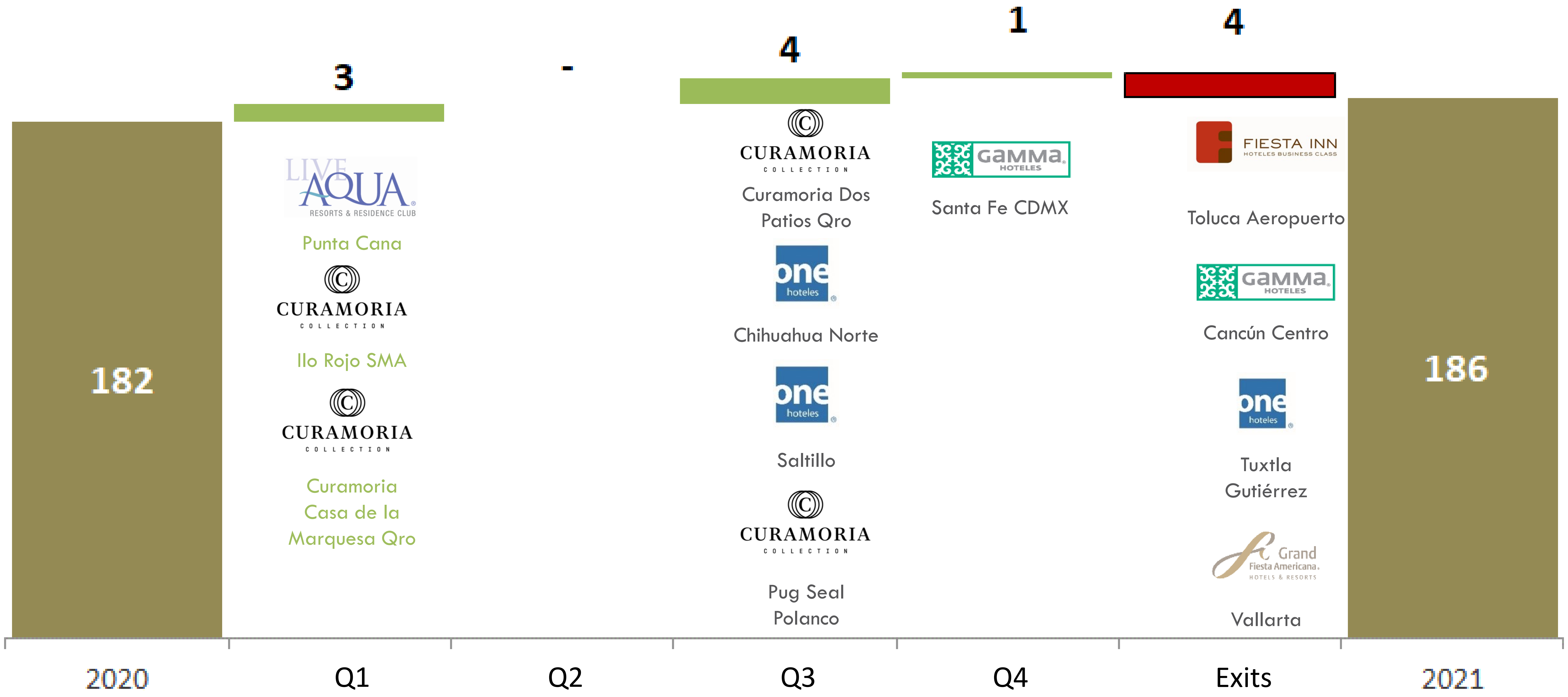
Total Net Sales $MXN millions



Development

OPENINGS 2021

EIGHT OPENINGS WITH A TOTAL OF 900 ROOMS DURING THE YEAR



Rooms	28,813	396	-	311	198	830	28,888

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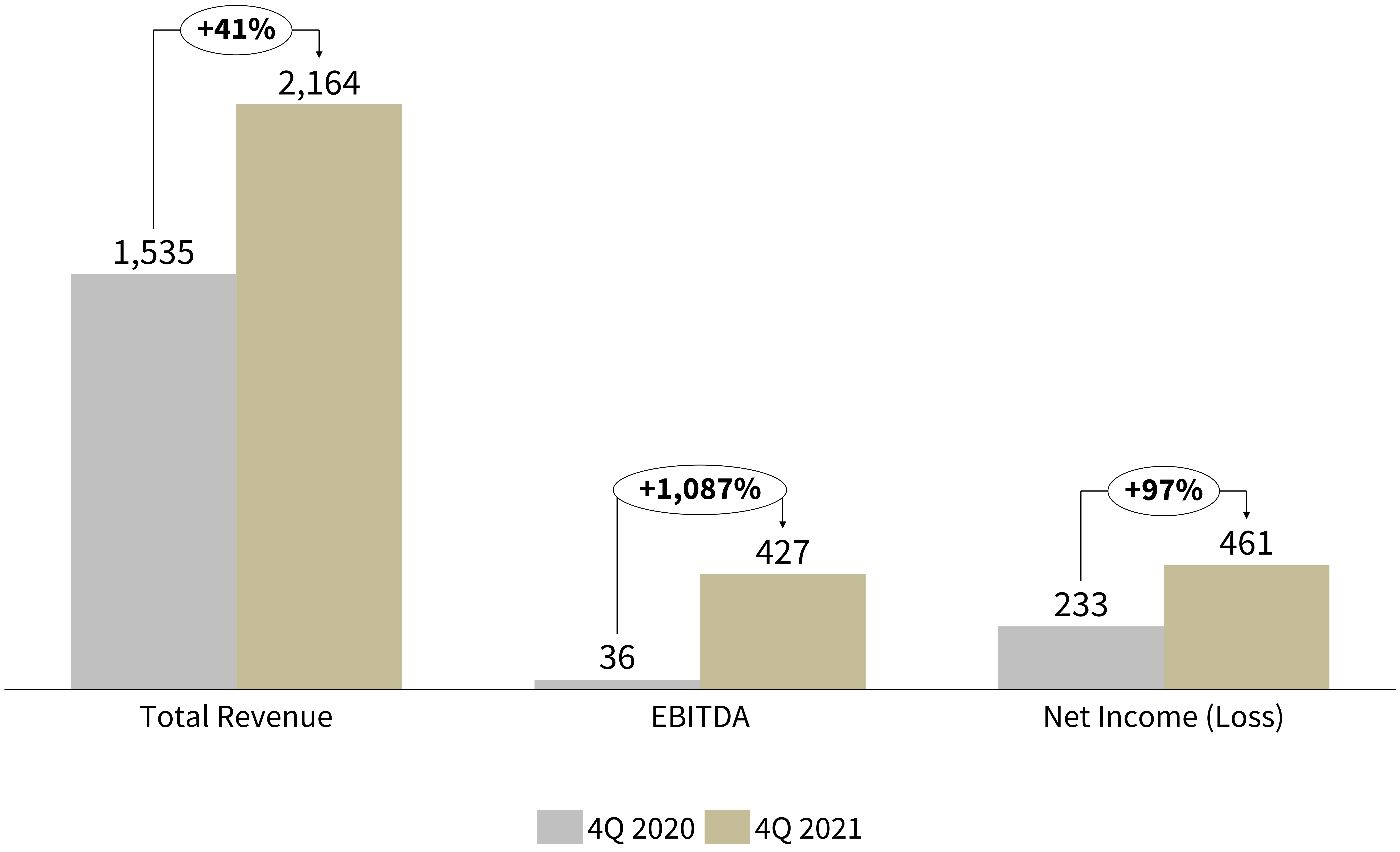
PIPELINE

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

Rooms	**28,888**	**236**	**231**	**410**	**266**	**260**	**30,291**

Financial Performance

P&L- 4Q 2021 (QoQ)
$MXN MILLIONS



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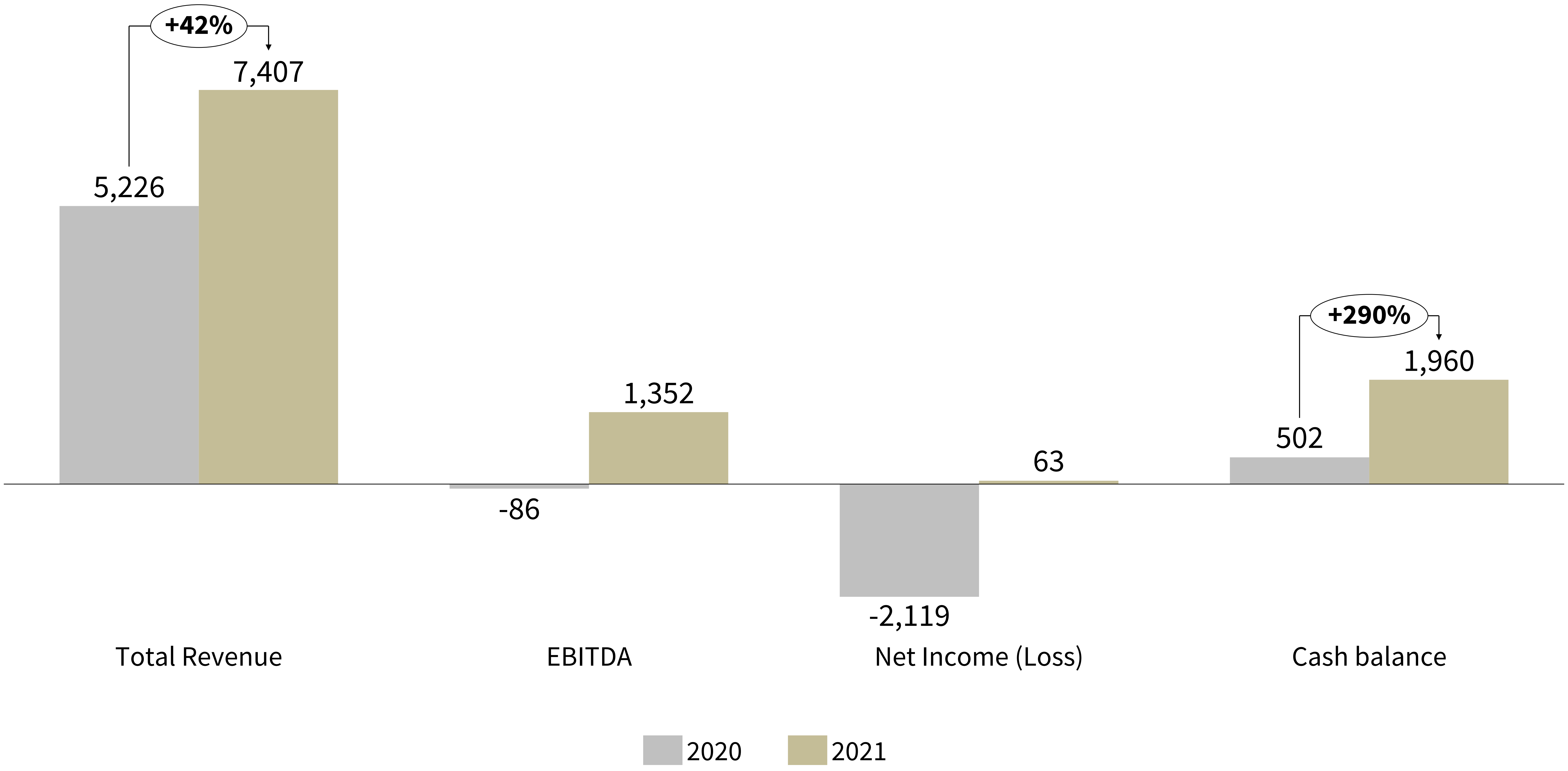
P&L- (YoY)
$MXN MILLIONS



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
Grand Fiesta Americana
Fiesta Americana
EXPLOREAN
FIESTA INN
GAMMA
one hoteles
LIVE AQUA
Fiesta Americana VACATION CLUB
Kívac
Fiesta Americana VACATION CLUB
FIESTAREWARDS
APRECIARE CLUB DE RECOMPENSAS
motiva