

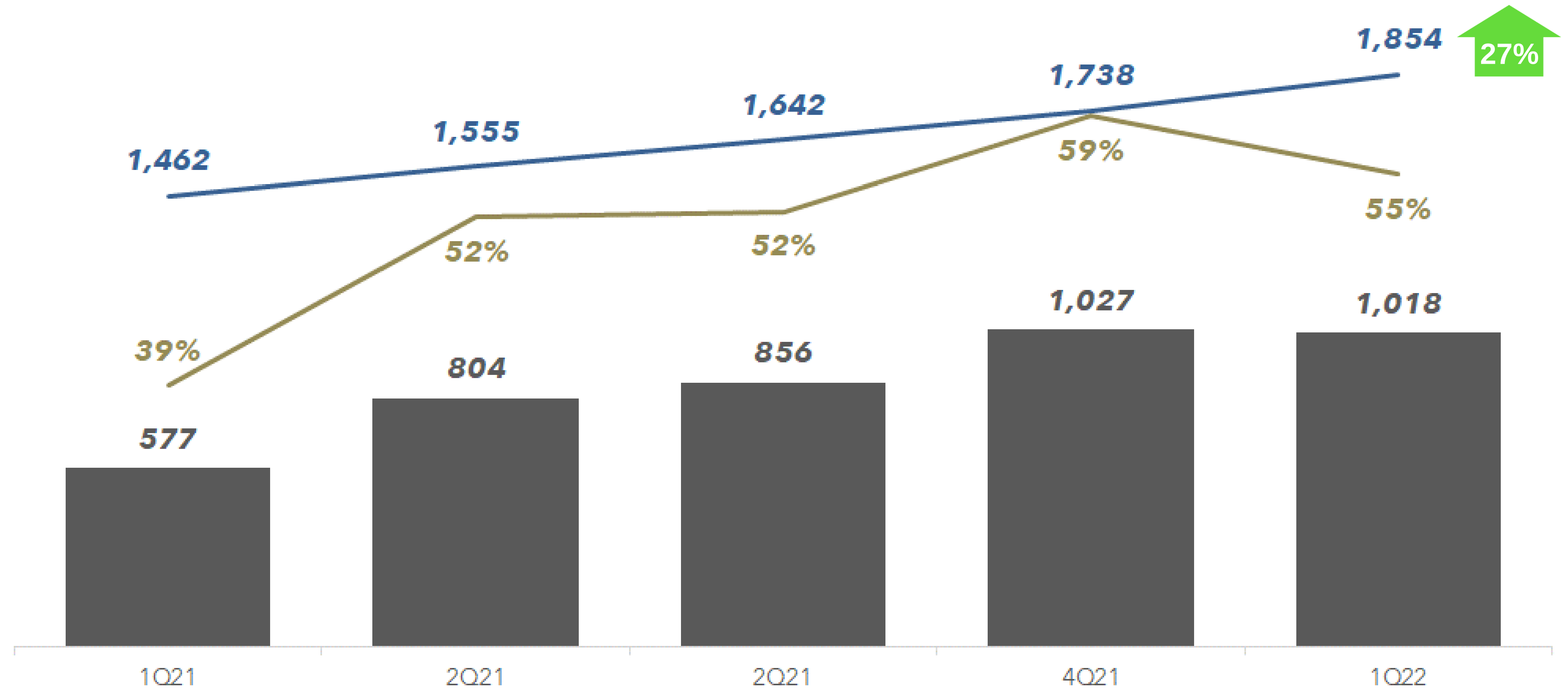


PO^SSADAS[®]

1Q22 EARNINGS CONFERENCE CALL
4 / 28 / 2022

KPI'S (MXN)

TOTAL
POSADAS



27%

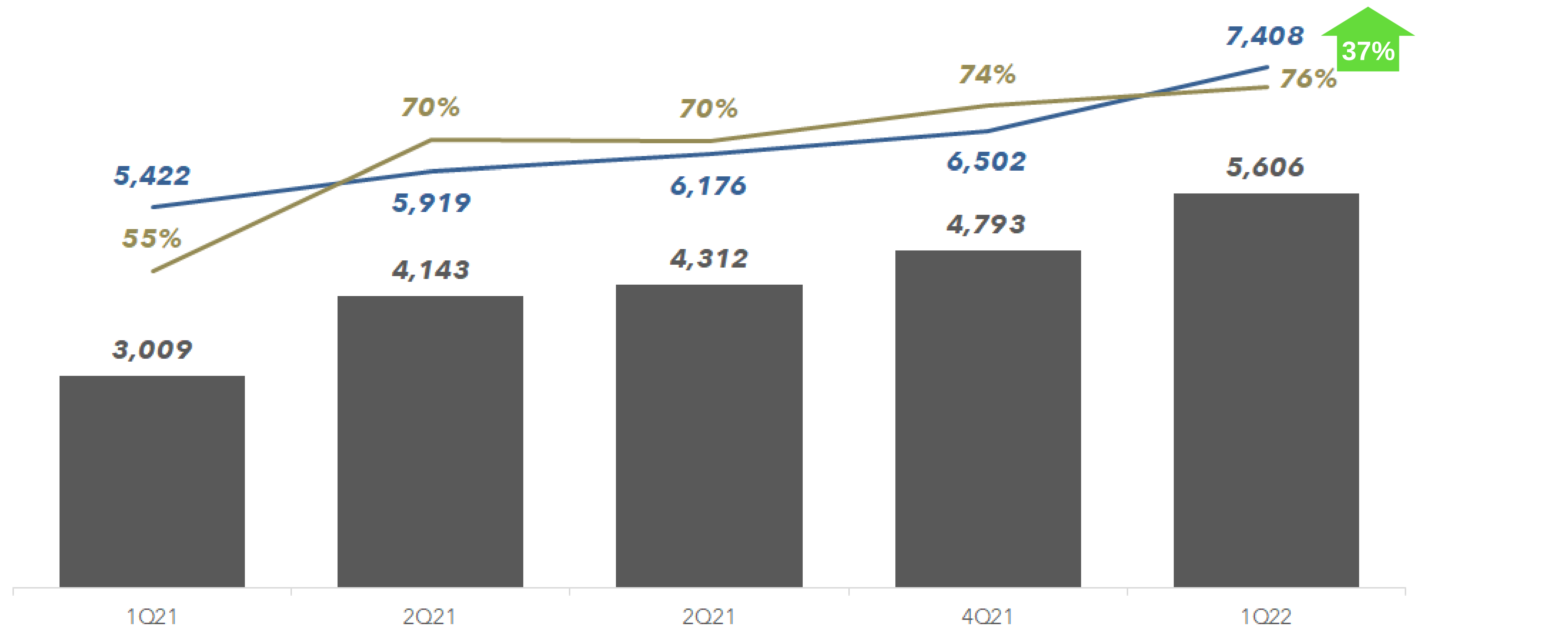
RevPAR variation YoY
RevPAR variation vs 2019

(34%)	1,587%	145%	88%	76%
(46%)	(22%)	(13%)	1%	(4%)

RESORTS

POSADAS

KPI'S (MXN)



37%

RevPAR variation YoY
RevPAR variation vs 2019

(19%)	3,913%	182%	95%	86%
(30%)	18%	41%	50%	30%

UPSCALE &
LUXURY

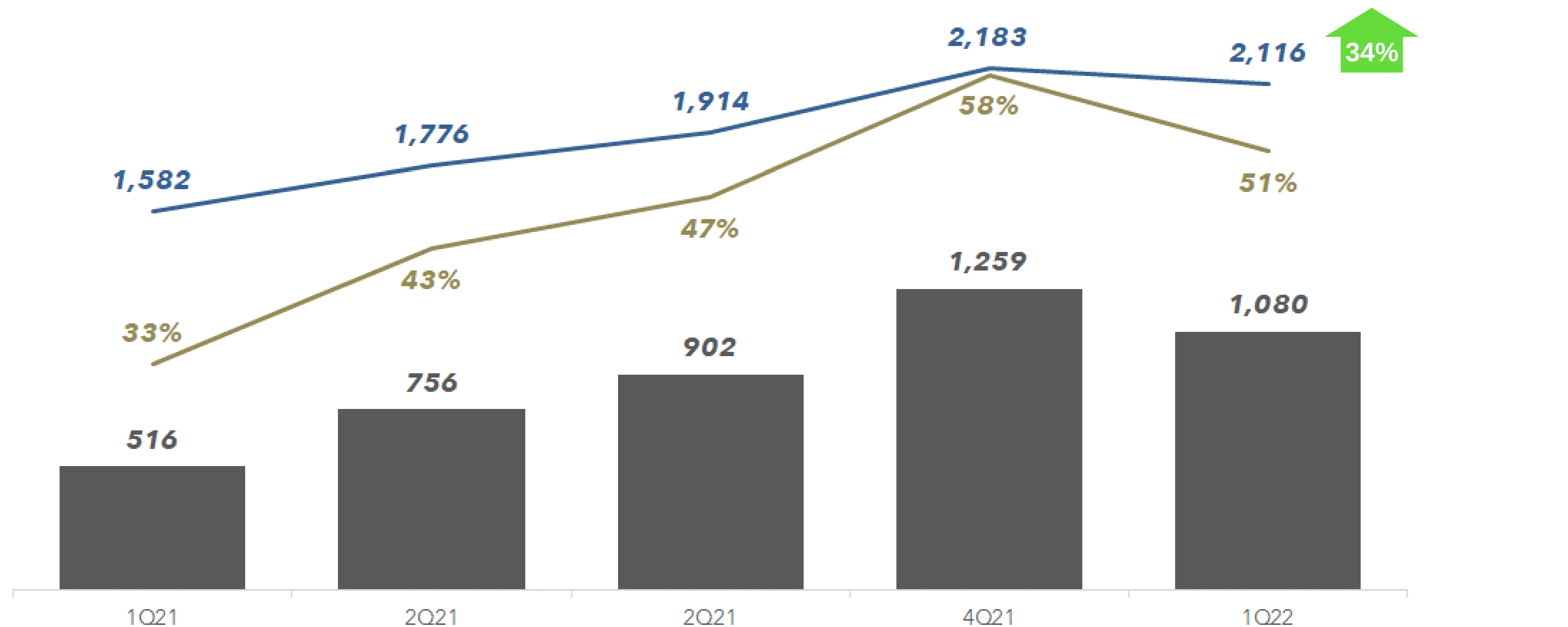
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f Grand
Fiesta Americana[®]
HOTELS & RESORTS

f Fiesta
Americana[®]
HOTELS & RESORTS

POSADAS.

KPI'S (MXN)



34%

RevPAR variation YoY	(47%)	2,275%	178%	122%	109%
RevPAR variation vs 2019	(58%)	(40%)	(28%)	(7%)	(12%)

MIDSCALE & ECONOMY

IOH[®]
FREESTYLE HOTELS

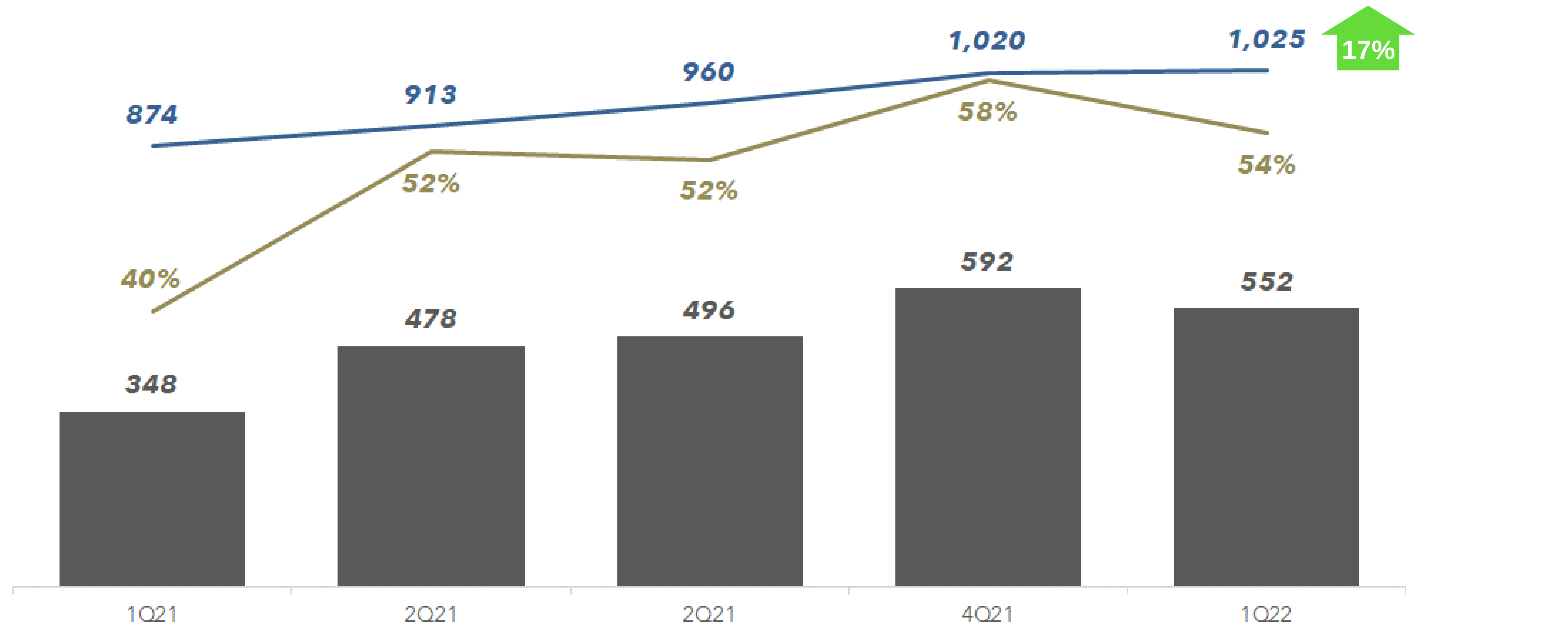
F FIESTA INN[®]

gamma[®]
HOTELES

one[®]
hoteles

POSADAS[®]

KPI'S (MXN)



17%

RevPAR variation YoY
RevPAR variation vs 2019

(37%)	930%	112%	71%	59%
(48%)	(32%)	(29%)	(16%)	(18%)

A wide-angle photograph of a modern hotel lobby. The space is characterized by large, arched windows on the left side, offering a view of a tropical landscape with palm trees. The ceiling features exposed wooden beams and several large, round, orange pendant lights. The furniture includes a large, light-colored sectional sofa, two wooden armchairs with white cushions, and a low, tufted ottoman. In the background, a reception desk with a dark, patterned wall is visible. The floor is made of large, light-colored tiles.

LOYALTY

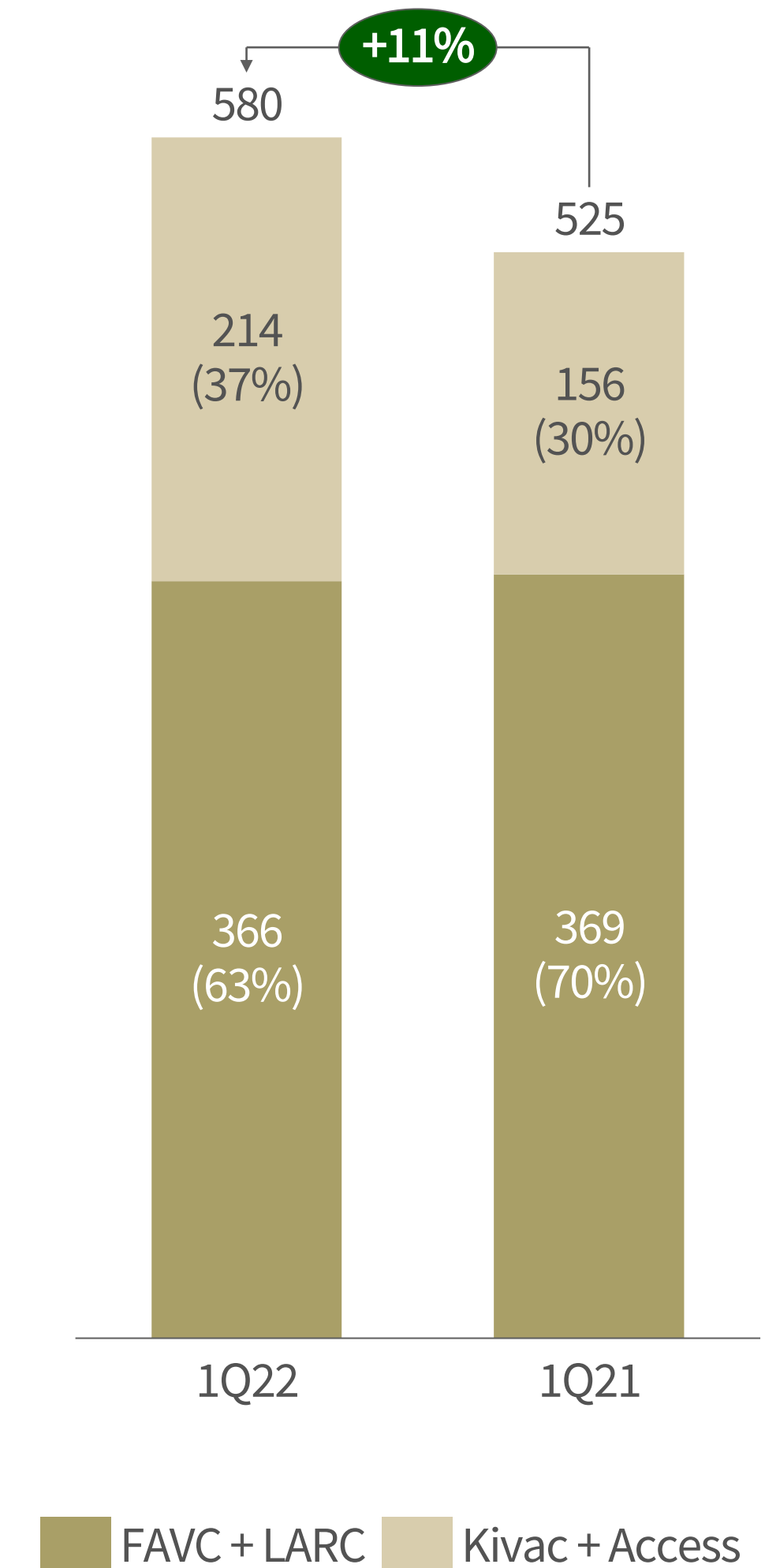
LOYALTY NET SALES

MEMBERSHIP NET SALES +11% YEAR OVER YEAR

Net Sales by product \$MXN millions



Total Net Sales \$MXN millions

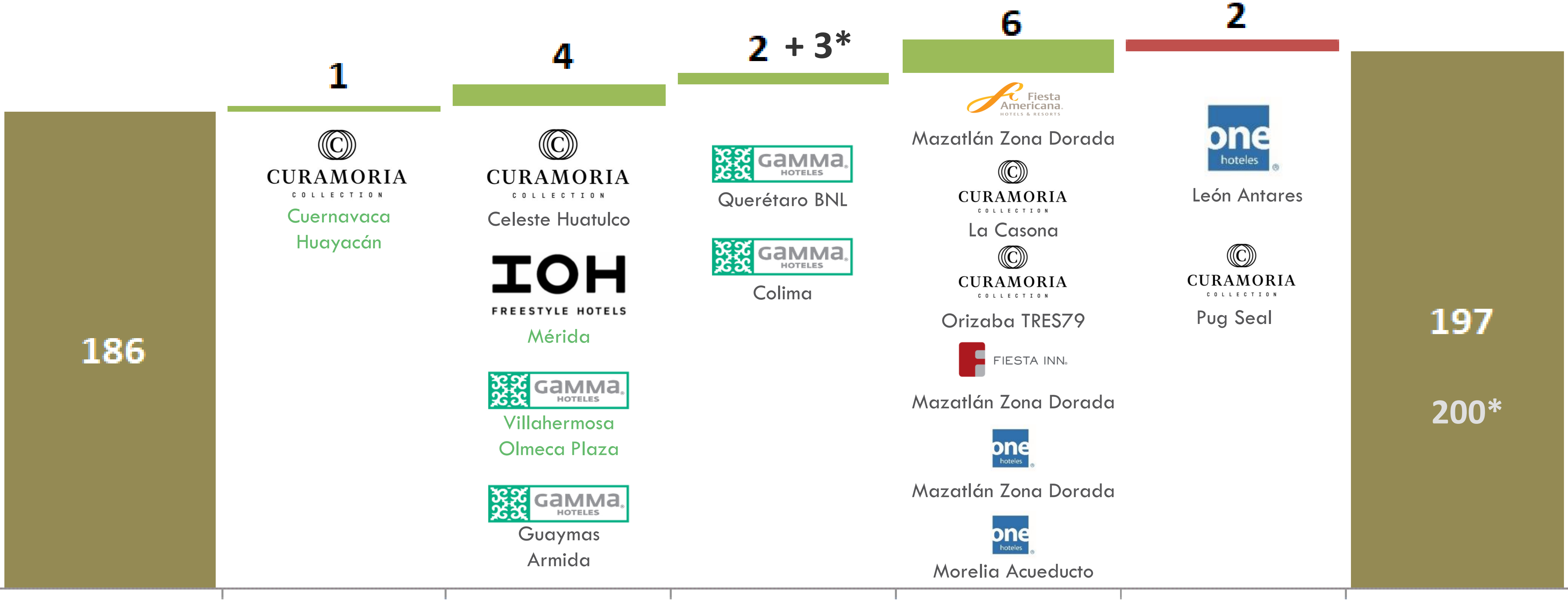


A serene beach scene at sunset. Two wooden lounge chairs with light-colored cushions are positioned on the sand, facing the ocean. A large, light-colored patio umbrella stands between them. A palm tree's fronds hang down from the top of the frame. The sky is a mix of soft orange and blue, and the ocean is visible in the distance.

Development

PIPELINE

FOUR OPENINGS OF 341 ROOMS DURING THE SECOND QUARTER



Rooms	28,888	40	341	200+353*	586	152	29,903
Total				553			30,256

* Reincorporation of 353 rooms into the system during 2022FI Tampico 124 rooms

❖ FI Poza Rica 107 rooms

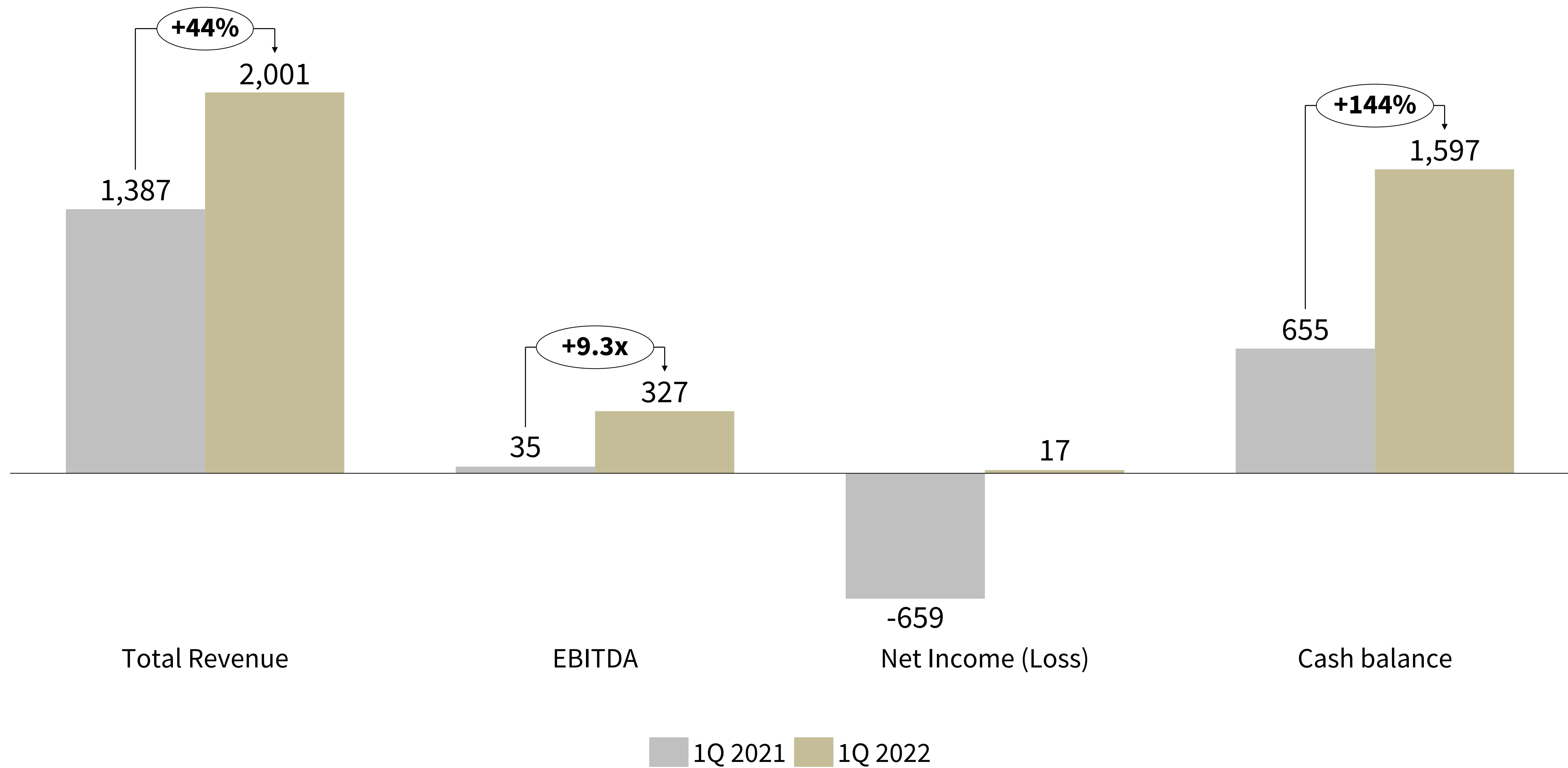
❖ FI Coatzacoalcos 122 rooms

A wide-angle photograph of a modern, multi-level resort building. The building features a prominent upper level with a large, open-air lounge area furnished with white sofas and chairs. Below this, a second level also contains lounge furniture. The building is situated over a large, clear blue swimming pool. In the foreground, there are several lounge chairs and tables on a tiled deck. The pool has a checkered tile pattern at the bottom. A palm tree stands in the middle of the pool. The sky is bright blue with scattered white clouds. The overall atmosphere is one of a luxurious, tropical vacation spot.

Financial Performance

P & L - (Y o Y)

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



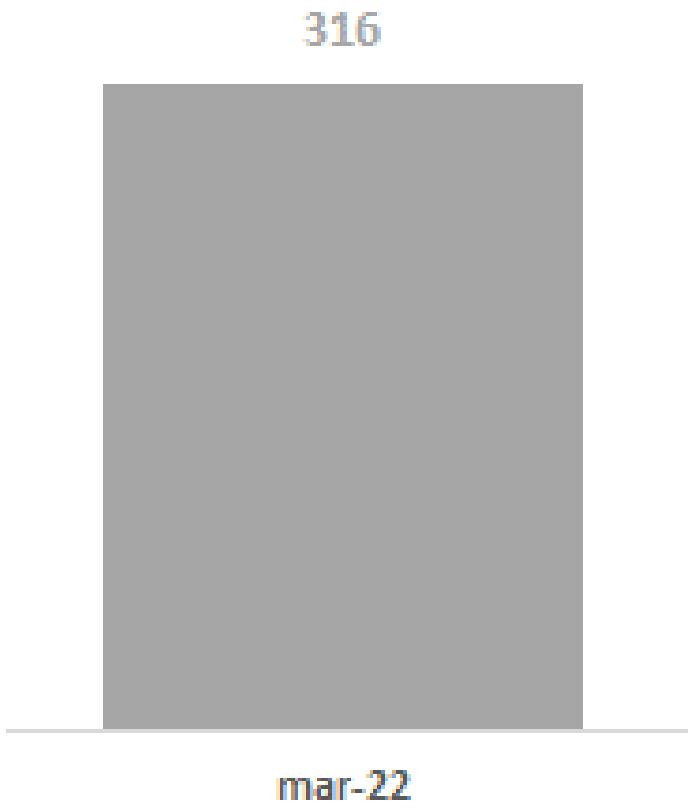
FREE CASH FLOW, INTERNAL REPORTING

(MILLION PESOS)

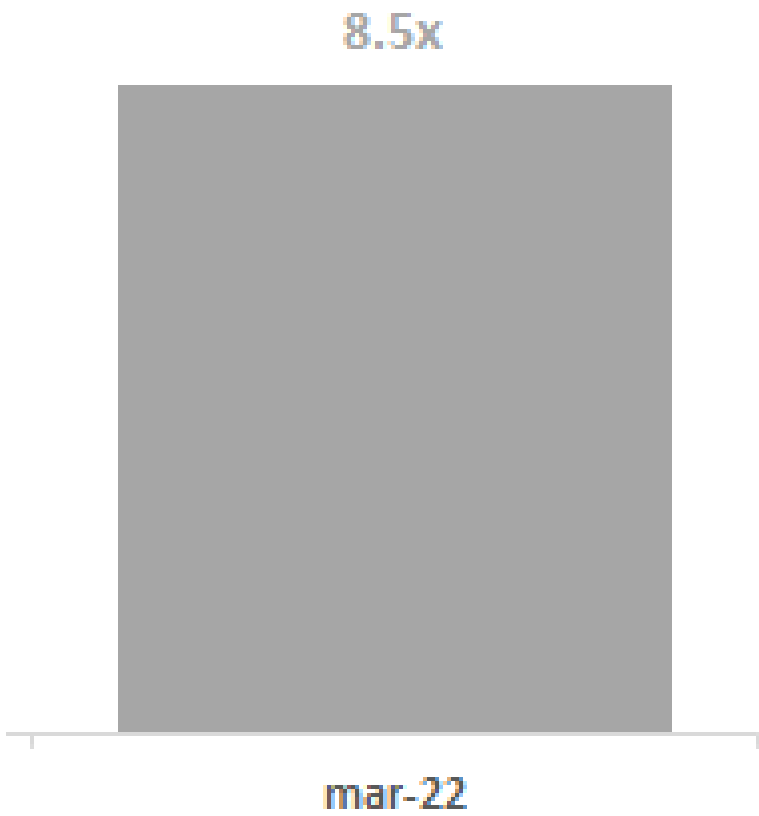
Concept	1Q22
Cash 2021	1,960
EBITDA	151
Working capital & Other	87
Interests, net	5
Financings	0
Taxes	(557)
Cash before CAPEX	(314)
CAPEX BAU	(46)
FCF	(360)
Cash 2022	1,600

FINANCIAL HEALTH - 1Q22

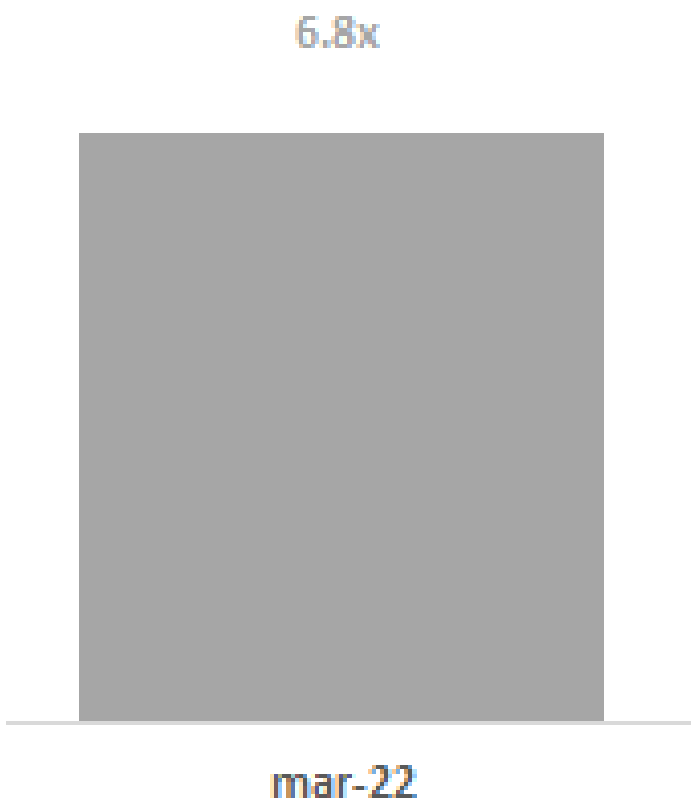
Net Debt (US\$M)



Net Interest Coverage



Net Debt / EBITDA



	1Q22
Total Debt	7,816
Interests	101
Debt + Interests	7,916
Cash	1,600
Net Debt	6,316
EBITDA LTM	931
Net Debt / EBITDA	6.8x
Exchange rate	19.99
Lease Liabilities	3,314
Leases LTM	713
Net Debt/ EBITDA IFRS 16	5.9x

HIGHLIGHTS

- In 1Q22, revenues reached \$2,001.1 million, representing a 44% increase QoQ.
- 1Q22 EBITDA was \$327 million, 9.3 times higher QoQ.
- Pipeline with 21 new hotels with 4,018 rooms.
- Ninth of ten payments were made to the Tax Administration Service (SAT).
- Cash available as of March 31, 2022 of \$1,600 million (equivalent to US\$80 million).
- The COVID-19 pandemic has required us to continue operating our hotels in accordance with the provisions of federal and state epidemiological traffic lights, with limited services in accordance with the capacity restrictions determined by health authorities.

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HOTELS BUSINESS CLASS

GAMMA
HOTELES

one
hoteles

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Americana.
VACATION CLUB

Kivac
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Fiesta
Americana.
VACATION CLUB
Access

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FIESTAREWARDS

APRECIARE
CLUB DE RECOMPENSAS

motiva