

POSADAS®



Operating & Financial Results: First Quarter 2022



Grupo Posadas, S.A.B. de C.V. & Subsidiaries Mexico City, April 28th, 2021.

Information presented with respect to the same quarter of previous year under IFRS accounting standards (figures in MXN):

- 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.
- 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.

Million pesos as of March 31, 2022.	1Q22		Var. YY %
	\$	%	
Total Revenues	2,001.0	100	44.2
EBIT	112.3	5.6	na
EBITDA	326.7	16.3	831.4

Relevant Events:

During 2021, with estimated figures by the world tourism organization, Mexico was the second most visited country by foreign business and leisure travelers with 31.9 million, 29.2% less than in 2019.

COVID-19 continued to impact the company's operations in the first half of the quarter due to the change in most epidemiological traffic lights from yellow and orange to red following an increase in Omicron cases after the December 2021 holiday period.

Despite this, the month of March performed better than expected, which allowed the Company to offset lower Ebitda in the first half of the quarter. It is important to note that the center of the country, mainly Mexico City, achieved a recovery for this same period.

As of the date of issuance of this report, based on the epidemiological traffic light system that we have been monitoring since the start of the pandemic, all the states of the Mexican Republic are green.

Coastal destinations had a positive performance, especially in Quintana Roo. System-wide hotel occupancies were 55% with an

average available rate of \$1,854 resulting in a RevPAR (revenues per available room) of \$1,018. This compares very favorably with the previous year and represents a 76% increase, although it is 4% below the 2019 figure.

By segment, Resort hotels recorded an occupancy of 76% with an available daily rate (ADR) of \$7,406, resulting in a RevPAR of \$5,606, 86% higher than the previous year and 30% higher than 2019.

Upscale & Luxury Hotels (urban) recorded an occupancy of 51% with an ADR of \$2,116 resulting in a RevPAR of \$1,080, 109% higher than the previous year, 12% lower than 2019.

Midscale & Economy hotels (city) recorded an occupancy of 54% with an ADR of \$1,025 resulting in a RevPAR of \$552, 59% higher than the previous year, 18% lower than 2019.

The Loyalty segment (vacation properties) recorded an increase in net sales of 11% QoQ. The balance of vacation club receivables, as of March 31, 2022, was \$6,353 million, representing an increase of 6% compared to the previous year.

As disclosed in the evento relevante published on March 31, 2022, a payment of \$174 million was made to the tax authorities ("SAT"), corresponding to the 2006 trial. On this same date, the payment for \$387 million of the ninth of tenth annuity of the agreement with the Mexican tax authorities signed in 2017 was made.

By advertising our existing brands and developing new ones, we generate investor confidence in Posadas. This is the case of IOH, which opened the IOH MID Center Hotel in Mérida on April 4, 2022. IOH is a new concept of freestyle hotels that encompasses different lodging experiences in one place. In synergy with leaders in high-end furniture, technology, personal care and entertainment, IOH offers interactive spaces and rooms with first class amenities to provide multipurpose stays, where our guests have the freedom to work, rest or have fun in order to create their own experiences. Our priority is to make a genuine connection with each other.

> Hotel Development

As of March 31, 2022, the Company continues its development plan that include agreements, with varying degrees of commitment, to operate 21 new hotels with 4,018 rooms. Of the total investment for these projects worth \$17,226 million (US\$861 million), Posadas will contribute with 2% of the resources and 98% is being made by other investors. This will represent an increase in room supply of 14%.

Hotel openings will begin during the second quarter of 2022, and according to the commitments assumed by the owners of these properties, we expect most of them will be in operation by 2023. The average life of these operating contracts is more than 15 years old.

Additionally, 28 units will be developed in Acapulco Diamante, which are expected to be operational in the next two years.

It is important to note that the following hotels are in our pipeline: Live Aqua Playa Mujeres, Dayforia Puerto Vallarta, Live Aqua Valle de Guadalupe and Funeeq Punta Cana.

New Hotels by Brand	México		Caribbean		Total		%
	Hotels	Rooms	Hotels	Rooms	Hotels	Rooms	
Live Aqua	4	958			4	958	23.8
Live Aqua Residence Club	1	29			1	29	0.7
Grand Fiesta Americana	1	600			1	600	14.9
Fiesta Americana	1	170			1	170	4.2
Curamoria Collection	1	9			1	9	0.2
Fiesta Inn	2	180			2	180	4.5
Fiesta Inn Loft/Express							
Gamma	6	528			6	528	13.1
One	3	342			3	342	8.5
IOH							
Others	1	704	1	498	2	1,202	29.9
Total	20	3,520	1	498	21	4,018	100

We ended the quarter with a total of 185 hotels and 28,776 rooms, in more than 60 destinations.

Openings LTM	No. of rooms	Type of Contract
Dos Patios Querétaro Curamoria	20	Franchised
One Coatzacoalcos Fórum	126	Managed
One Saltillo Aeropuerto	139	Managed
One Chihuahua Norte	126	Managed
Pug Seal Curamoria collection	26	Franchised
Gamma Ciudad de México Santa Fe	198	Managed
Huayacán Cuernavaca Curamoria Collection	40	Franchised
Total	625	

We closed two hotels: One León Antares and Pug Seal Curamoria Collection.

> EBITDA

EBITDA in the first quarter was \$327 million, while in the same quarter of the previous year it was \$35 million.

> Comprehensive Financial Results

At the end of the quarter (LTM), the net coverage ratio was 8.5x, considering the effect of IFRS 16.

The foreign exchange gain in the 1Q22 was \$224 million (including leases), as a result of the MXN / USD appreciation of 2.9%.

Concept	1Q22	1Q21
Interest Income	(8,348)	(3,359)
Accrued interest	89,408	184,799
Exchange (gain) loss, net	(169,334)	262,521
Exchange (gain) loss, from lease payments	(54,478)	60,534
Accrued interest from lease payments	75,918	96,446
Other financial costs (products)	26,896	17,517
Other financial expenses	2,645	2,385
Total	(37,295)	620,843

Figures in thousands of pesos

> Net Majority Income

As a result of the above, net income in the quarter was \$17 million, while in the previous year it was \$659 million loss due to the depreciation of the MXN/USD.

> Indebtedness

Concept (Figures in millions)	1Q22		1Q21	
	US\$	MXN	US\$	MXN
FX eop:		19,9942		20,6047
EBITDA LTM		931		(1,215)
Cash		1,600		655
Indebtedness:				
Interests		101		867
Senior Notes 2027	399	7,969	393	8,090
Secured Loan			22	450
Subsidiary	8	159	8	159
Issuance expenses (IFRS)		(313)		(101)
Total	407	7,916	422	9,465
Net Debt to EBITDA		6.8		na
Lease liabilities		3,314		4,074
Leases LTM		713		849
Adjusted Net Debt to EBITDA		5.9		na

The outstanding balance of the "Senior Notes Due 2027" is USD \$399 million. Said liability is presented as long term. During March, the legal proceedings in the United States of America related to this restructuring were terminated.

The corporate rating assigned by the S&P Global agency is "B-"

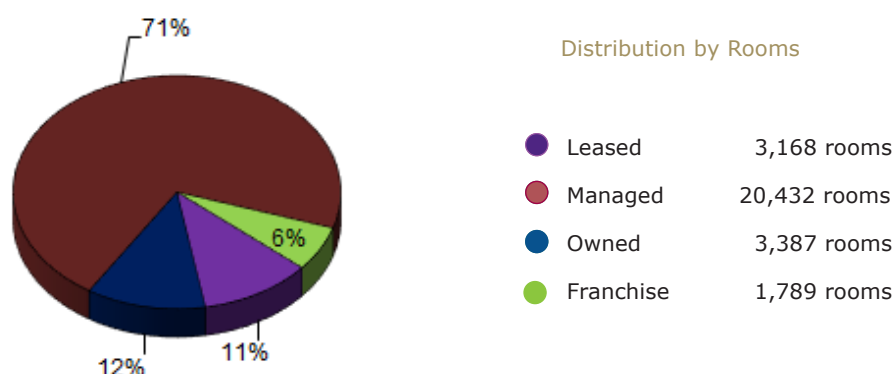
In compliance with Article 4.033.02 Section VIII of the Mexican Stock Exchange rules, Grupo Posadas coverage is provided by:

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> Grupo Posadas as of March 31st, 2022.

Posadas is the leading hotel operator in Mexico that owns, leases, franchises and manages 185 hotels and 28,776 rooms in the most important and visited urban and coastal destinations in Mexico. Urban hotels represent 87% of total rooms and coastal hotels represent 13%. Posadas operates the following brands: Live Aqua Beach Resort, Live Aqua Urban Resort, Live Aqua Boutique Resort, Live Aqua Residence Club, Curamoria Collection, Grand Fiesta Americana, Fiesta Americana, Fiesta Americana Vacation Club, The Exploreal, IOH, Fiesta Inn, Fiesta Inn LOFT, Fiesta Inn Express, Gamma y One Hoteles.

Posadas has been trading on the Mexican Stock Exchange since 1992.



Brand	Mexico		Caribbean		Total	
	Hotels	Rooms	Hotels	Rooms	Hotels	Rooms
Live Aqua	4	729	1	347	5	1,076
Live Aqua Residence Club	2	160			2	160
Grand Fiesta Americana	8	1,910			8	1,910
Curamoria	5	139			5	139
Fiesta Americana	14	3,952			14	3,952
The Exploreal	2	96			2	96
FAVC	5	1,774			5	1,774
Fiesta Inn	70	10,178			70	10,178
Fiesta Inn Loft	4	388			4	388
Fiesta Inn Express	3	378			3	378
Gamma	19	2,728			19	2,728
One	48	5,997			48	5,997
Total	184	28,429	1	347	185	28,776
%		99%		1%		100%

> Income Statement IFRS (million pesos)

Concept	1Q22		1Q21		Var %
	\$	%	\$	%	
Total Revenues	2,001.1	100.0	1,387.5	100.0	44.2
Owned & Leased Hotels					
Revenues	988.3	100.0	632.8	100.0	56.2
Direct cost	784.2	79.3	566.9	89.6	38.3
<i>Business Contribution</i>	204.1	20.7	65.9	10.4	209.7
Managed					
Revenues	301.9	100.0	172.7	100.0	74.8
Direct cost	155.2	51.4	199.6	115.6	(22.2)
<i>Business Contribution</i>	146.7	48.6	(26.9)	(15.6)	na
Vacation Properties					
Revenues	691.3	100.0	557.4	100.0	24.0
Direct cost	598.6	86.6	457.4	82.1	30.9
<i>Business Contribution</i>	92.7	13.4	100.0	17.9	(7.4)
Other Businesses (1)					
Revenues	19.7	100.0	24.5	100.0	(19.8)
Direct cost	7.6	38.6	13.8	56.4	(45.2)
<i>Business Contribution</i>	12.1	61.4	10.7	43.6	13.0
Corporate Expenses					
Corporate Expenses	140.0	7.0	148.3	10.7	(5.6)
Depreciation/Amortization and asset impairment	214.4	10.7	251.9	18.2	(14.9)
Other expenses (revenue) (3)	(11.2)	(0.6)	(33.6)	(2.4)	(66.8)
Other	0.0	0.0	0.0	0.0	na
Operating Profit	112.3	5.6	(216.8)	(15.6)	na
EBITDA	326.7	16.3	35.1	2.5	831.4
Comprehensive financing cost	(37.3)	(1.9)	620.8	44.7	na
Other	0.0	0.0	0.0	0.0	na
Part. in results of Associated Companies	0.0	0.0	0.0	0.0	na
Profit Before Taxes	149.6	7.5	(837.7)	(60.4)	na
Discontinued Operations	0.0	0.0	0.0	0.0	na
Income taxes	14.6	0.7	21.2	1.5	(30.9)
Deferred taxes	117.8	5.9	(196.9)	(14.2)	na
Net Income before Minority	17.1	0.9	(662.0)	(47.7)	na
Minority Interest	0.1	0.0	(3.1)	(0.2)	na
Net Majority Income	17.0	0.8	(658.9)	(47.5)	na

(1) Includes third parties operations for Conectum, Konexo.

> Consolidated Balance Sheet as of March 31, 2022 and December 31st, 2021 IFRS (million pesos)

CONCEPT	MAR-22	%	DEC-21	%	VAR. %
ASSETS					
Current Assets					
Cash and cash equivalents	1,599.9	8.9	1,960.1	10.7	(18.4)
Trade and other current receivables	3,126.1	17.4	2,741.2	15.0	14.0
Current tax assets, current	-	0.0	-	0.0	-
Other current financial assets	-	0.0	-	0.0	-
Current inventories	166.6	0.9	192.2	1.1	(13.3)
Other current non-financial assets	92.7	0.5	97.5	0.5	(5.0)
Total	4,985.2	27.7	4,991.0	27.4	(0.1)
Assets held for sale	-	0.0	-	0.0	-
Total current assets	4,985.2	27.7	4,991.0	27.4	(0.1)
Non current assets					
Trade and other non-current receivables	4,004.7	22.2	4,062.4	22.3	(1.4)
Non-current inventories	-	0.0	-	0.0	-
Other non-current financial assets	7.7	0.0	6.3	0.0	22.8
Investments in subsidiaries, joint ventures and associates	1.1	0.0	1.1	0.0	0.0
Property, plant and equipment	4,135.6	23.0	4,187.6	23.0	(1.2)
Right-of-use assets that do not meet definition of investment property	2,957.6	16.4	2,866.6	15.7	3.2
Intangible assets other than goodwill	660.2	3.7	759.4	4.2	(13.1)
Deferred tax assets	1,252.2	7.0	1,370.1	7.5	(8.6)
Other non-current non-financial assets	-	0.0	-	-	-
Total non-current assets	13,019.2	72.3	13,253.5	72.6	(1.8)
Total assets	18,004.4	100.0	18,244.5	100.0	(1.3)
LIABILITIES					
Current Liabilities					
Trade and other current payables	2,438.2	13.5	2,009.3	11.0	21.3
Current tax liabilities, current	389.8	2.2	553.5	3.0	(29.6)
Other current financial liabilities	31.6	0.2	23.5	0.1	34.3
Current lease liabilities	420.7	2.3	398.5	2.2	5.6
Other current non-financial liabilities	1,284.9	7.1	1,065.0	5.8	20.7
Current provisions for employee benefits	120.7	0.7	176.4	1.0	(31.6)
Total current liabilities other than liabilities included in disposal groups classified as held for sale	4,685.9	26.0	4,226.2	23.2	10.9
Liabilities included in disposal groups classified as held for sale	-	0.0	-	-	-
Total current liabilities	4,685.9	26.0	4,226.2	23.2	10.9
Non Current Liabilities					
Trade and other non-current payables	738.4	4.1	807.2	4.4	(8.5)
Non-current lease liabilities	2,893.8	16.1	2,861.4	15.7	1.1
Bank loans	125.3	0.7	133.2	0.7	(6.0)
Stock market loans	7,658.6	42.5	7,951.9	43.6	(3.7)
Other non-current financial liabilities	7,783.9	43.2	8,085.1	44.3	(3.7)
Non-current provisions for employee benefits	273.2	1.5	262.2	1.4	4.2
Other non-current provisions	-	0.0	-	-	-
Total non-current provisions	273.2	1.5	262.2	1.4	4.2
Deferred tax liabilities	599.1	3.3	990.0	5.4	(39.5)
Total non-current liabilities	12,288.3	68.3	13,006.0	71.3	(5.5)
Total liabilities	16,974.2	94.3	17,232.2	94.5	(1.5)
EQUITY					
Total equity attributable to owners of parent	856.8	4.8	839.1	4.6	2.1
Non-controlling interests	173.3	1.0	173.2	0.9	0.1
Total equity	1,030.2	5.7	1,012.3	5.5	1.8
Total equity and liabilities	18,004.4	100.0	18,244.5	100.0	(1.3)

> Consolidated Cash Flow Statement - IFRS

(Million pesos from January 1st to December 31, 2021 & 2020)

STATEMENT OF CASH FLOWS		
	1Q22	1Q21
Cash flows from (used in) operating activities		
Profit (loss)	17.1	(662.0)
Adjustments to reconcile profit (loss)		
Discontinued operations	0.0	0.0
Adjustments for income tax expense	132.5	(175.7)
Adjustments for finance costs	98.7	284.5
Adjustments for depreciation and amortisation expense	214.4	251.9
Adjustments for unrealised foreign exchange losses (gains)	(289.4)	318.2
Adjustments for fair value losses (gains)	0.0	0.0
Adjustments for losses (gains) on disposal of non-current assets	(0.3)	(37.9)
Participation in associates and joint ventures	0.0	0.0
Adjustments for decrease (increase) in inventories	25.6	8.2
Adjustments for decrease (increase) in trade accounts receivable	(226.4)	(188.0)
Adjustments for decrease (increase) in other operating receivables	94.6	(57.8)
Adjustments for increase (decrease) in trade accounts payable	30.2	125.2
Adjustments for increase (decrease) in other operating payables	399.6	375.2
Other adjustments for which cash effects are investing or financing cash flow	0.0	0.0
Other adjustments to reconcile profit (loss)	(2.6)	(53.4)
Total adjustments to reconcile profit (loss)	476.8	850.6
Cash flows from (used in) operations	493.9	188.6
Income taxes paid (refund), classified as operating activities	559.5	358.5
Cash flows from (used in) operating activities	(65.7)	(169.9)
Other cash payments to acquire interests in joint ventures, classified as investing activities	0.0	1.0
Proceeds from sales of property, plant and equipment, classified as investing activities	0.6	157.0
Purchase of property, plant and equipment, classified as investing activities	28.2	69.7
Purchase of intangible assets, classified as investing activities	97.8	14.0
Interest received, classified as investing activities	8.3	3.4
Other inflows (outflows) of cash, classified as investing activities	0.0	0.0
Cash flows from (used in) investing activities	(117.1)	75.7
Proceeds from borrowings, classified as financing activities	0.0	450.0
Repayments of borrowings, classified as financing activities	0.0	0.0
Payments of lease liabilities	173.7	187.5
Dividends paid, classified as financing activities	0.0	0.0
Interest paid, classified as financing activities	3.7	14.8
Income taxes paid (refund), classified as financing activities	0.0	0.0
Other inflows (outflows) of cash, classified as financing activities	0.0	0.0
Cash flows from (used in) financing activities	(177.5)	247.7
Increase (decrease) in cash and cash equivalents before effect of exchange rate changes	(360.2)	153.5
Effect of exchange rate changes on cash and cash equivalents	0.0	0.0
Increase (decrease) in cash and cash equivalents	(360.2)	153.5
Cash and cash equivalents at beginning of period	1,960.1	501.7
Cash and cash equivalents at end of period	1,599.9	655.2