

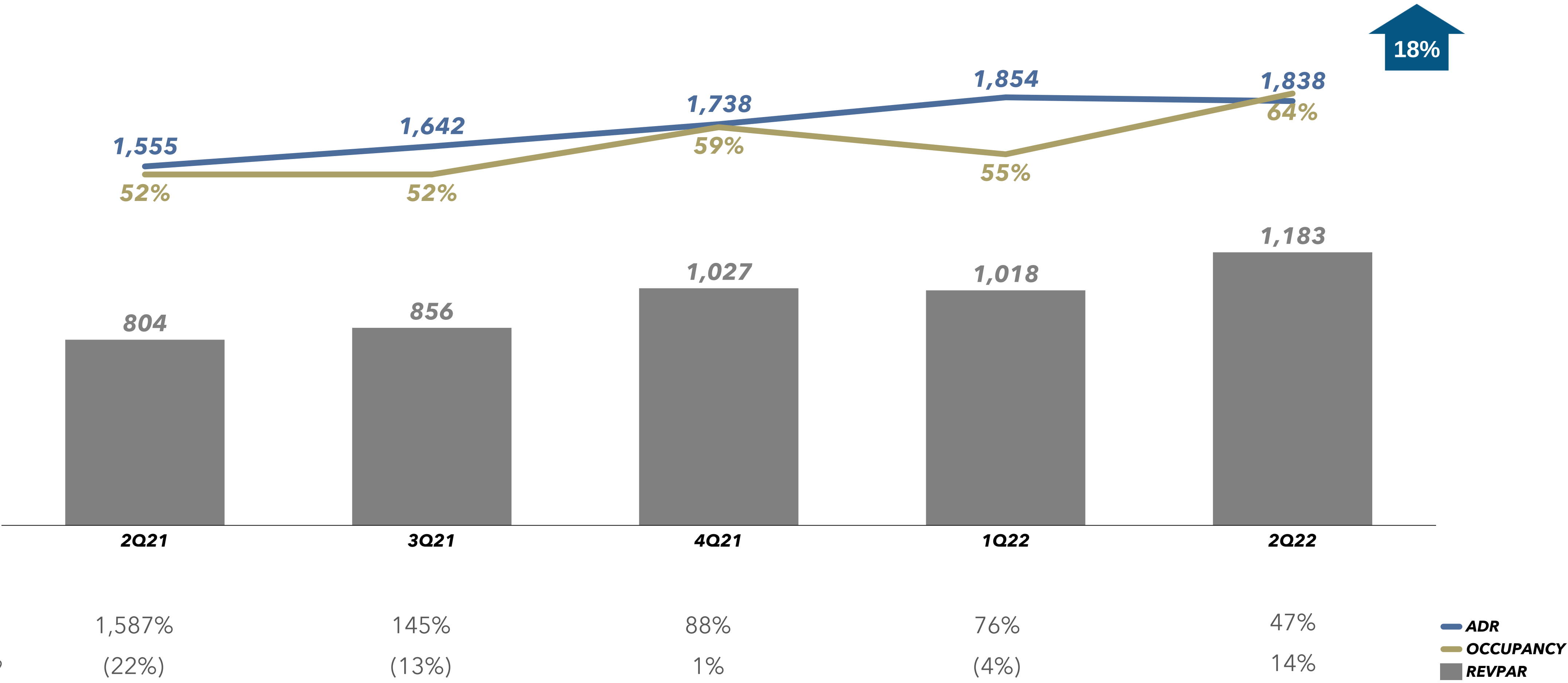
The logo for Posadas, featuring the word "POSADAS" in a serif font. The letter "O" is replaced by a stylized circular emblem consisting of multiple concentric, slightly offset rings, creating a sense of depth and movement. A registered trademark symbol (®) is located at the end of the word.

POSADAS®

2Q22 EARNINGS CONFERENCE CALL
7/28/2022

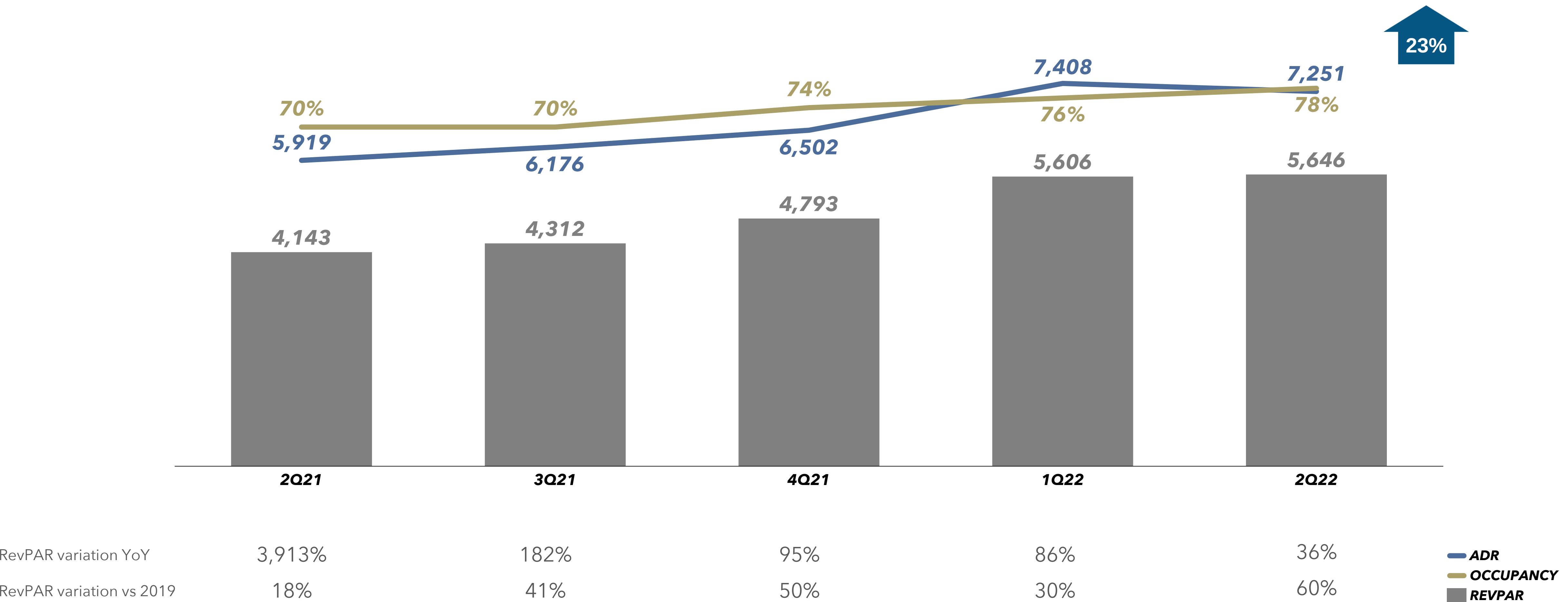


KPI'S (M X N)



RESORTS

KPI'S (MXN)



UPSCALE &
LUXURY

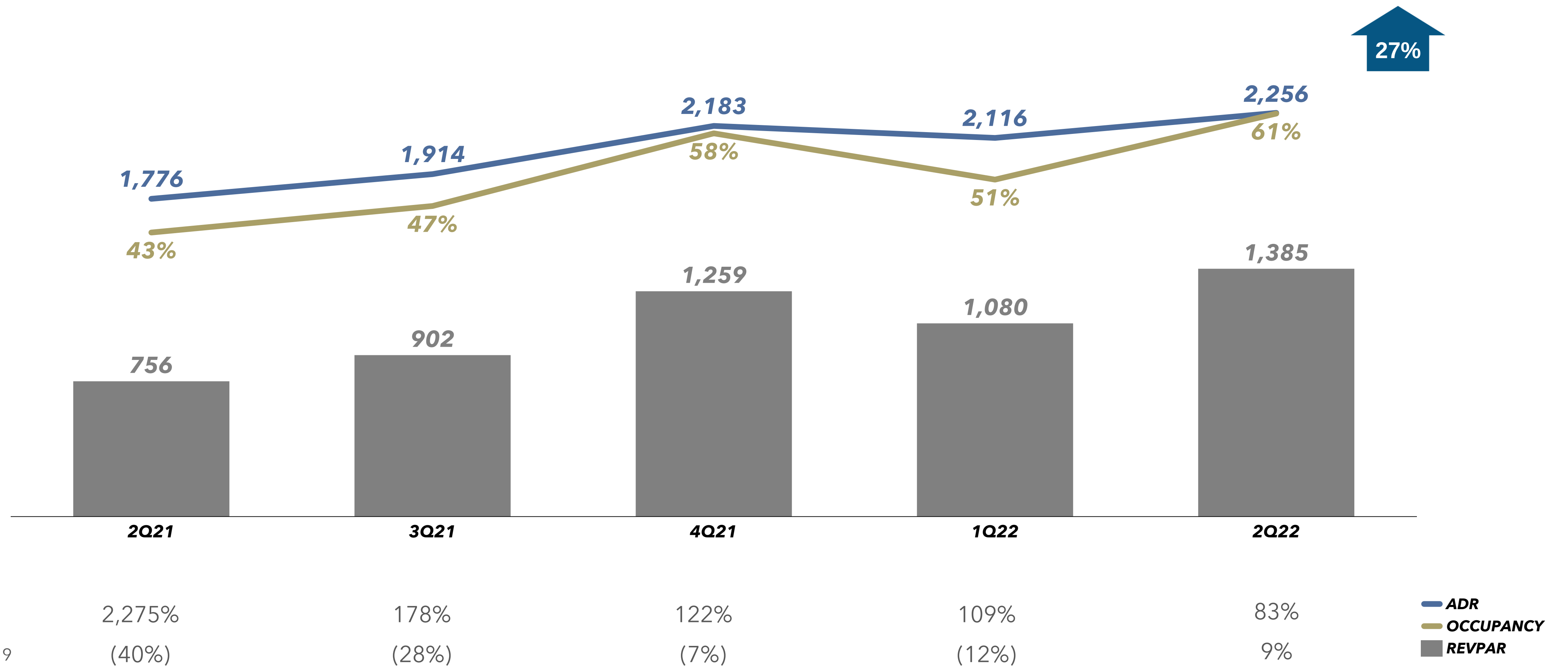
LIVE
AQUA[®]
RESORTS & RESIDENCE CLUB

f Grand
Fiesta Americana[®]
HOTELS & RESORTS

f Fiesta
Americana[®]
HOTELS & RESORTS

POSADAS.

KPI'S (MXN)



MIDSCALE & ECONOMY

IOH®
FREESTYLE HOTELS

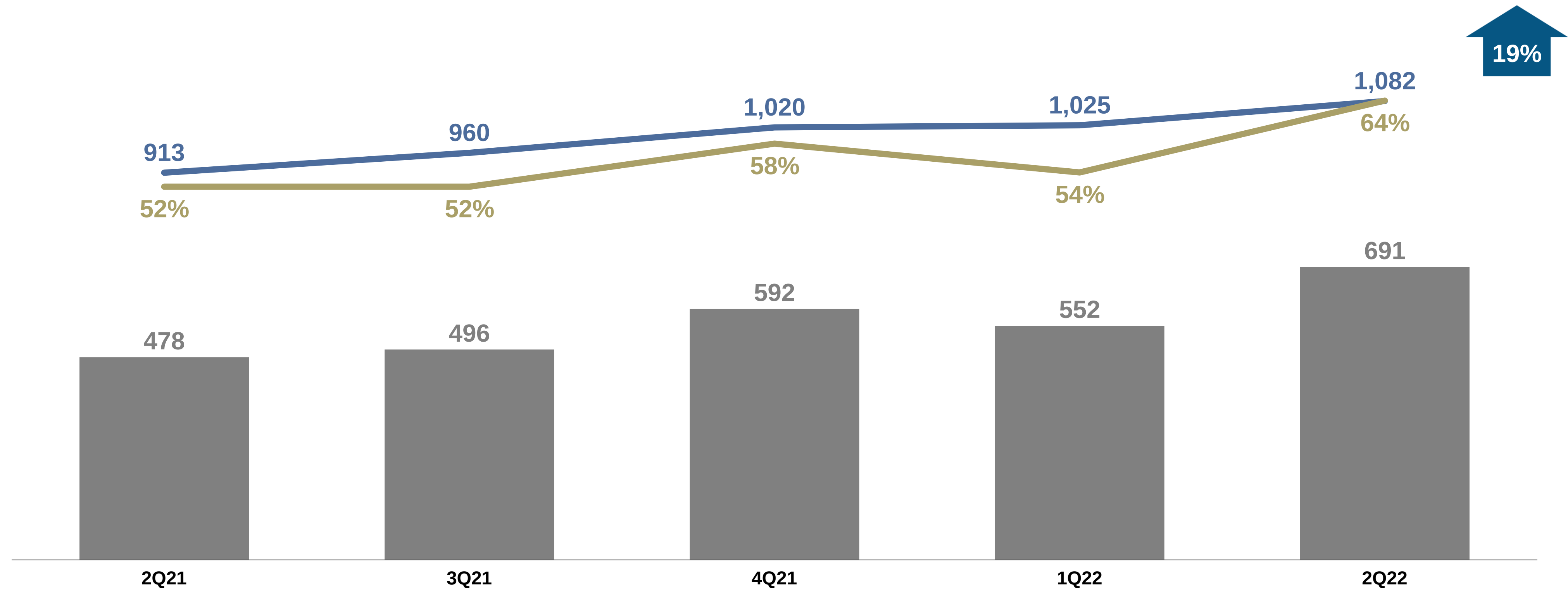
F FIESTA INN®

gamma®
HOTELES

one®
hoteles

POSADAS®

KPI'S (M X N)



ADR
OCCUPANCY
REVPAR

RevPAR variation YoY

930%

112%

71%

59%

45%

RevPAR variation vs 2019

(32%)

(29%)

(16%)

(18%)

(2%)

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. The floor is made of polished stone tiles. In the background, a reception desk with a dark wood and stone facade is visible.

LOYALTY

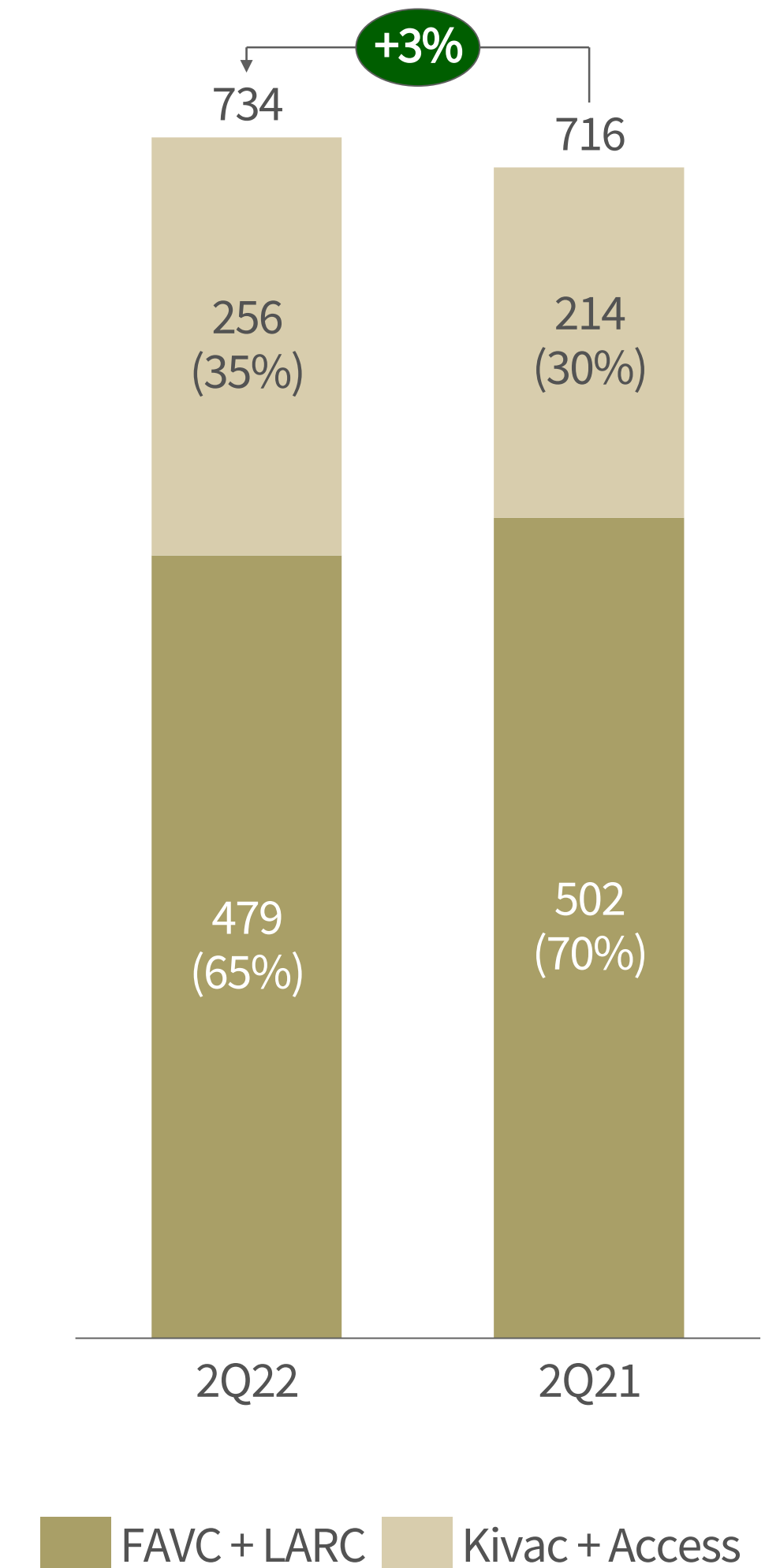
LOYALTY NET SALES

MEMBERSHIP NET SALES +3% YEAR OVER YEAR

Net Sales by product \$MXN millions



Total Net Sales \$MXN millions

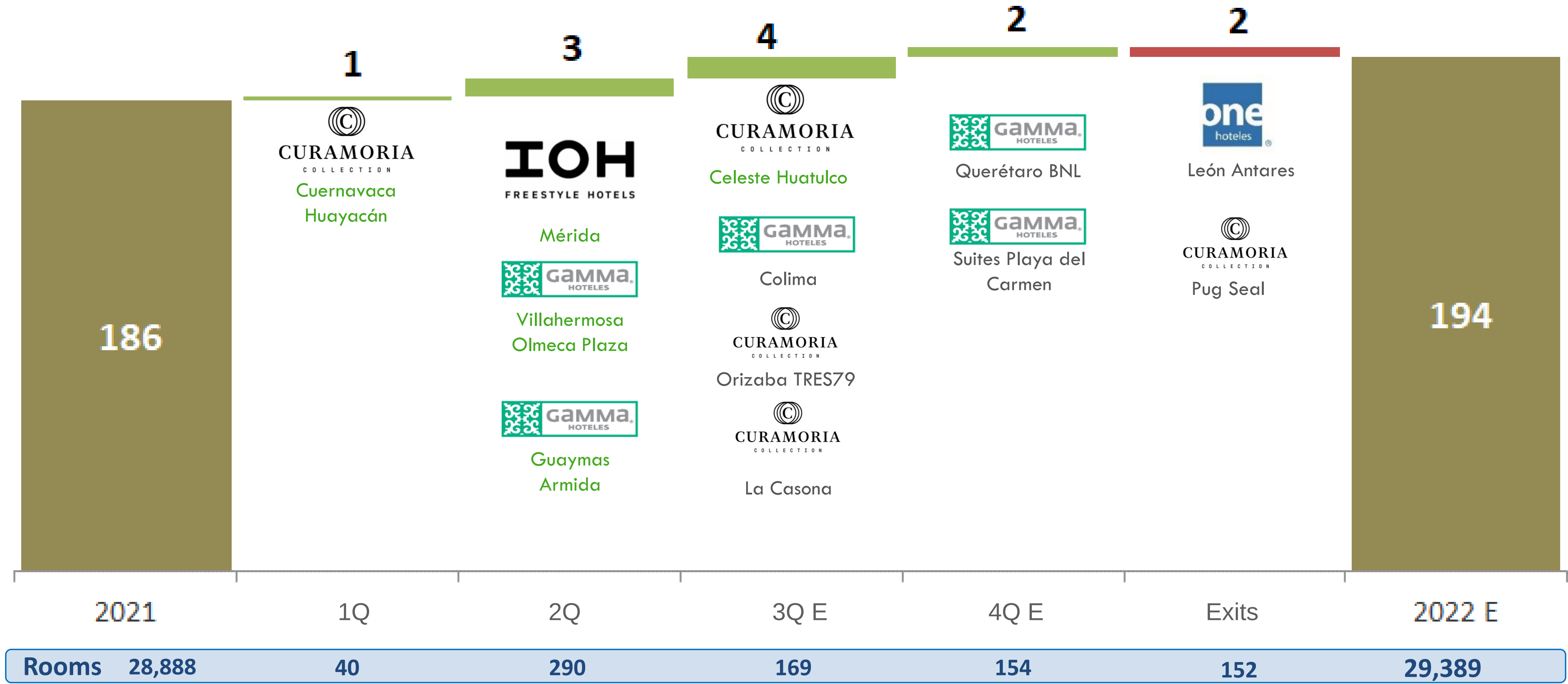


A serene beach scene at sunset. In the foreground, two wooden lounge chairs with light-colored cushions are positioned on the sand. A large, light-colored patio umbrella stands between them. A palm tree's fronds hang down from the top right corner. The ocean is visible in the background under a soft,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

Development

PIPELINE

THREE OPENINGS OF 290 ROOMS DURING THE SECOND QUARTER

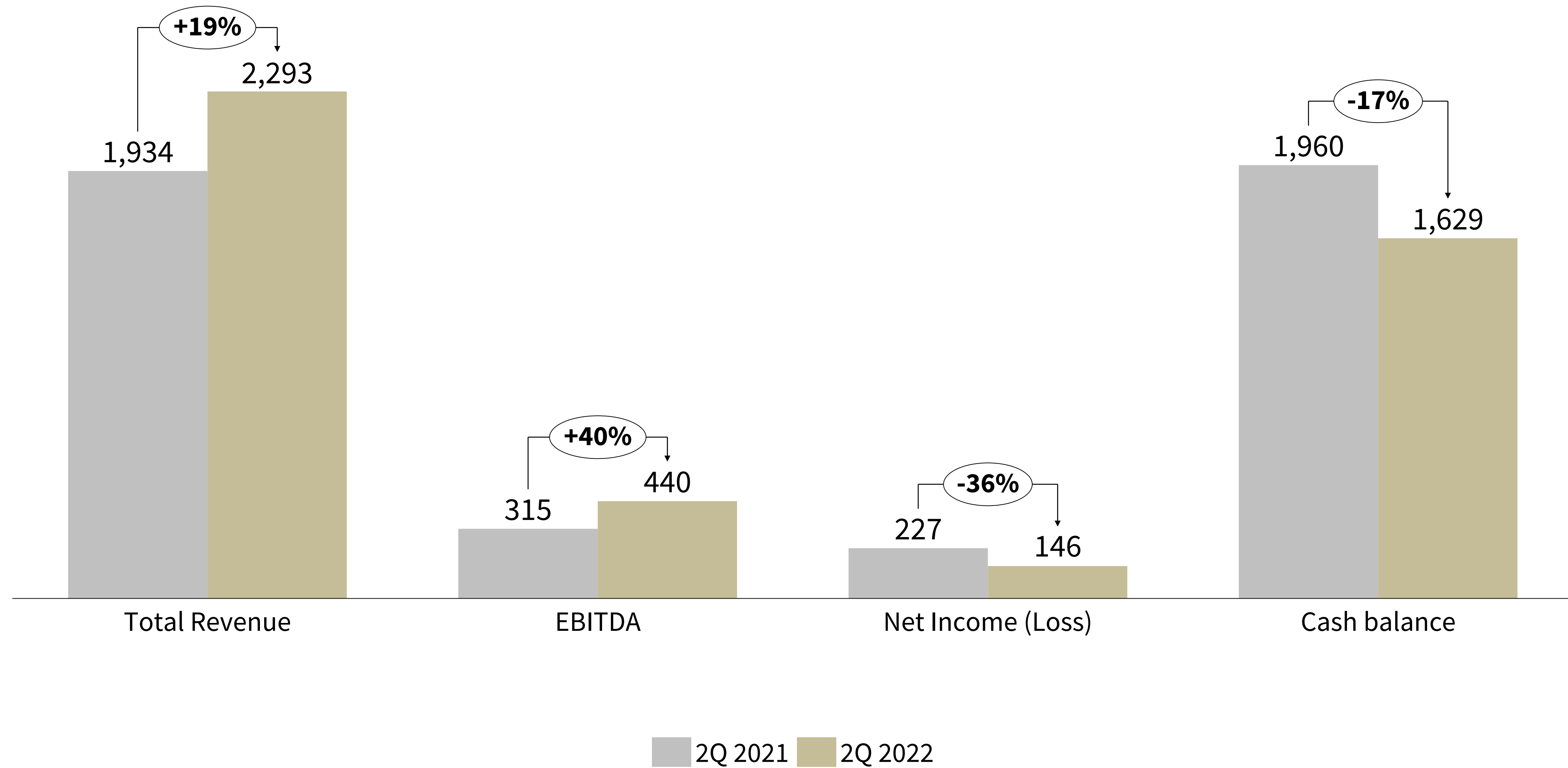


A wide-angle photograph of a modern resort building with multiple levels. The building features large glass windows and balconies with outdoor seating. In the foreground, there is a large, clear blue swimming pool with a tiled edge. Several lounge chairs and tables are arranged on a platform near the pool. Palm trees and other tropical plants are scattered throughout the scene. The sky is bright blue with some white clouds.

Financial Performance

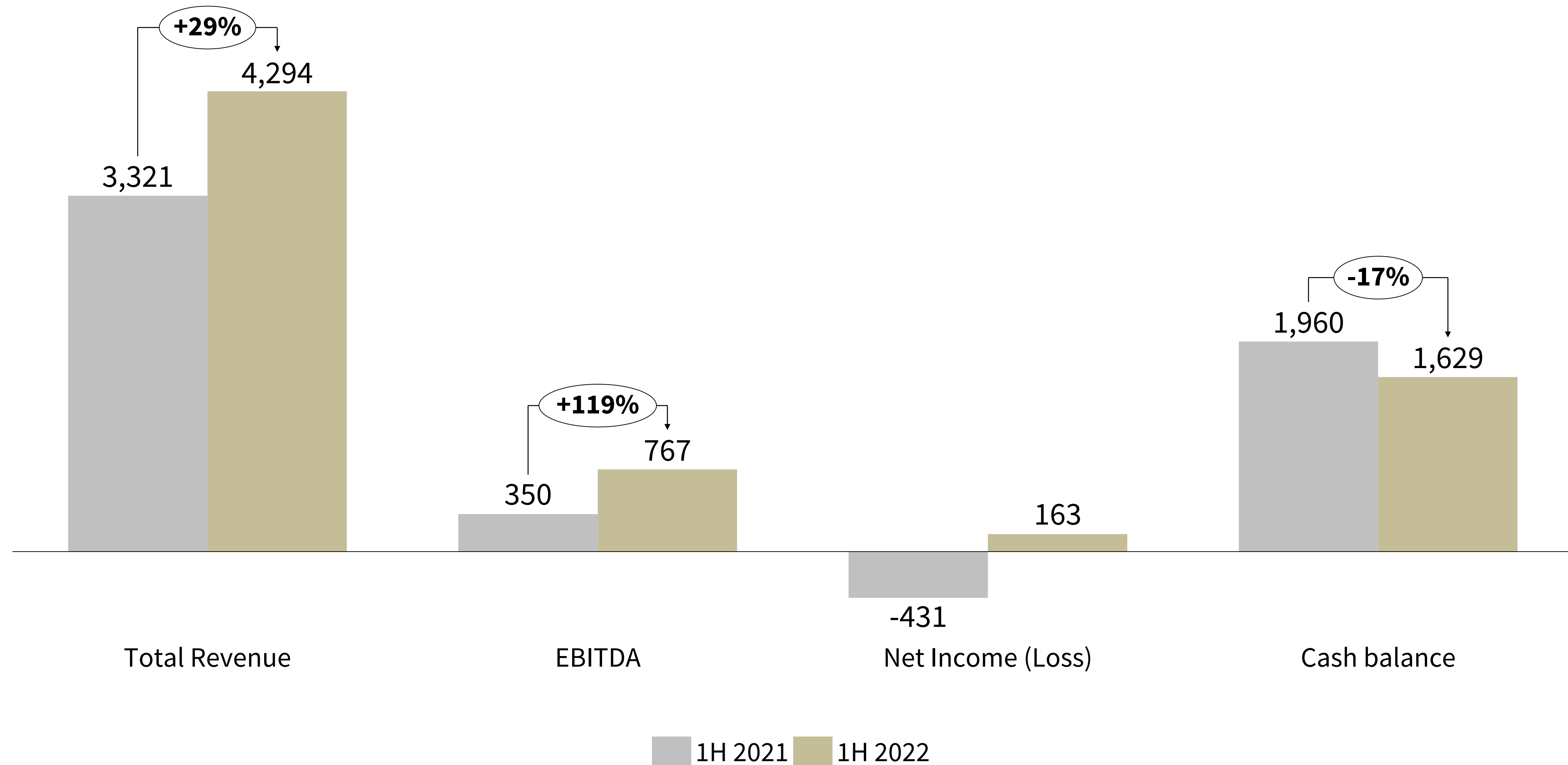
P & L - (Y o Y)

\$ 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)

Accum. June 2022	
Cash eop 2021	1,960
EBITDA	767
Leases	(349)
Working capital & other	29
Interests, net	(151)
Financings	0
Taxes	(557)
Cash before capex	(261)
CAPEX BAU	(70)
FCF	(331)
Cash eop 2022	1,629

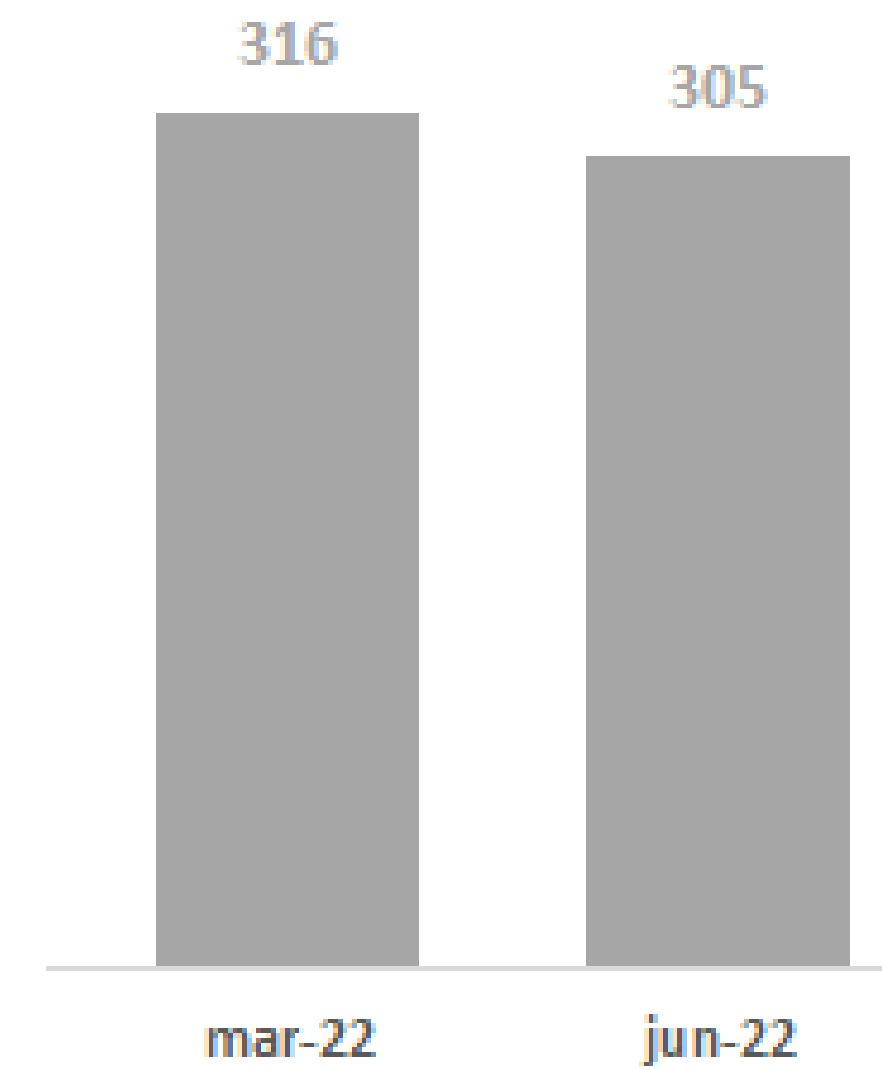
SENIOR NOTES DUE 2027

(U S D)

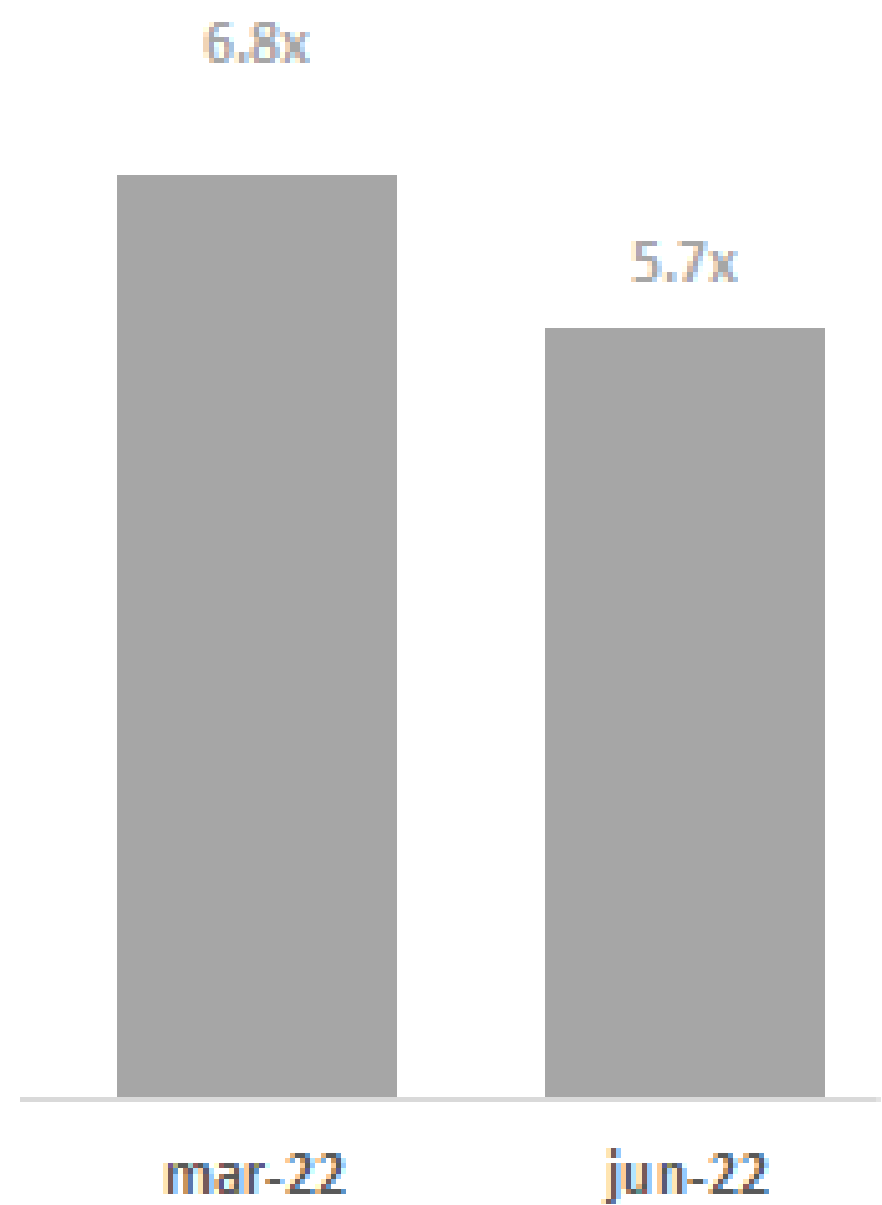
Notes issued to Qualified Holders on Effective Date	Notes issued to Qualified Holders on Post-Effective Date through DTC	Notes issued to Non- Qualified Holders on Post-Effective Date (TO BE SOLD)	Notes issued but not distributed due to "No Action" taken by holders (DISCHARGED)	TOTAL ISSUANCE BASED ON INDENTURE AS OF EFFECTIVE DATE	TOTAL ISSUANCE AS OF 06/30/22
\$366,384,452	\$20,251,632	\$6,598,938	\$5,346,298	\$398,581,320	\$393,235,022

FINANCIAL HEALTH - 2Q22

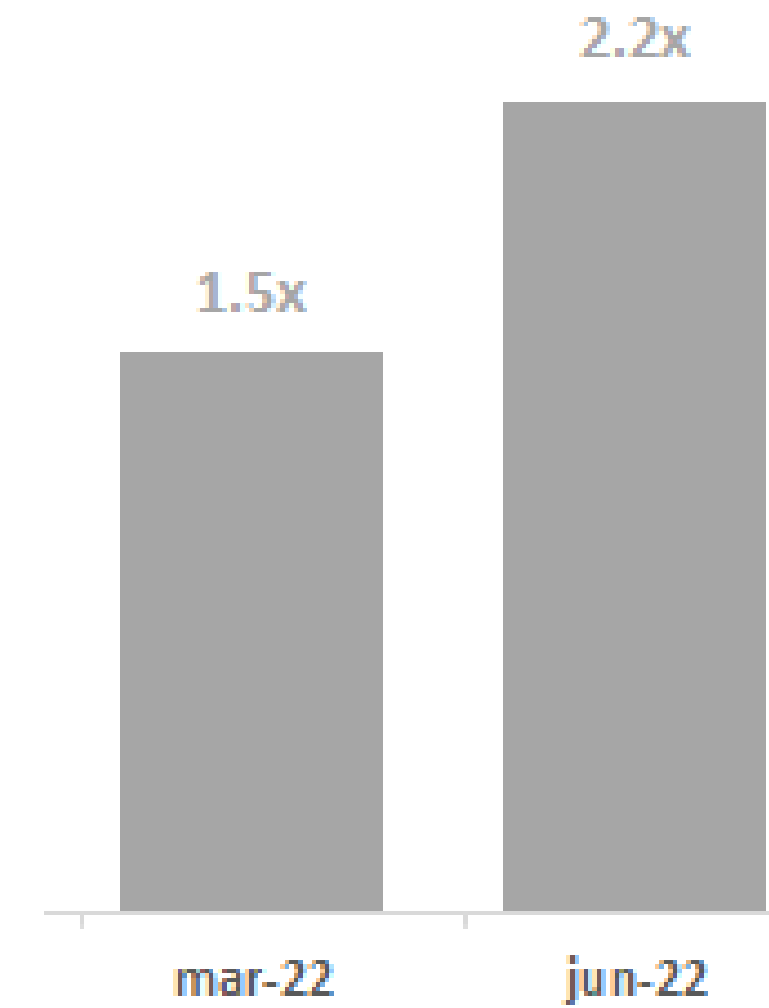
Net Debt (US\$M)



Net Debt / EBITDA



Net Interest Coverage



	1Q22	2Q22
Total Debt	7,816	7,723
Interests	101	0
Debt + Interests	7,916	7,724
Cash	1,600	1,629
Net Debt	6,316	6,094
EBITDA LTM	931	1,079
Net Debt / EBITDA	6.8x	5.7x
Exchange rate	19.99	19.98
Lease Liabilities	3,314	3,214
Leases LTM	713	690
Net Debt/EBITDA IFRS 16	5.9x	5.3x

HIGHLIGHTS

- Hotel RevPAR (revenues per available room) increased 47% year-over-year and 14% higher than 2019.
- Q2 revenue was \$2,293.3 million, a 19% increase QoQ.
- 2QEBITDA was \$440.1 million, 40% higher QoQ.
- Net income was \$146 million, and \$163 million in 1H22.
- Robust pipeline with 21 new hotels with 3,913 rooms.
- Acapulco Diamante project agreement with 29 units in a trust was reached.
- US\$8 million interest payment for the Senior Notes due 2027 was made on June 30.
- Cash available as of June 30, 2022 was \$1,629 million pesos (US\$82 million).

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Grand
Fiesta Americana.
HOTELS & RESORTS

Fiesta
Americana.
HOTELS & RESORTS

EXPLOREAN
SUSTAINABLE HOTELS

FIESTA INN.
HOTELS BUSINESS CLASS

GAMMA
HOTELES

one
hoteles

LIVE
AQUA
RESIDENCE CLUB

Fiesta
Americana.
VACATION CLUB

Kivac
play • live • enjoy

Fiesta
Americana.
VACATION CLUB
Access

FR
FIESTAREWARDS

APRECIARE
CLUB DE RECOMPENSAS

motiva