

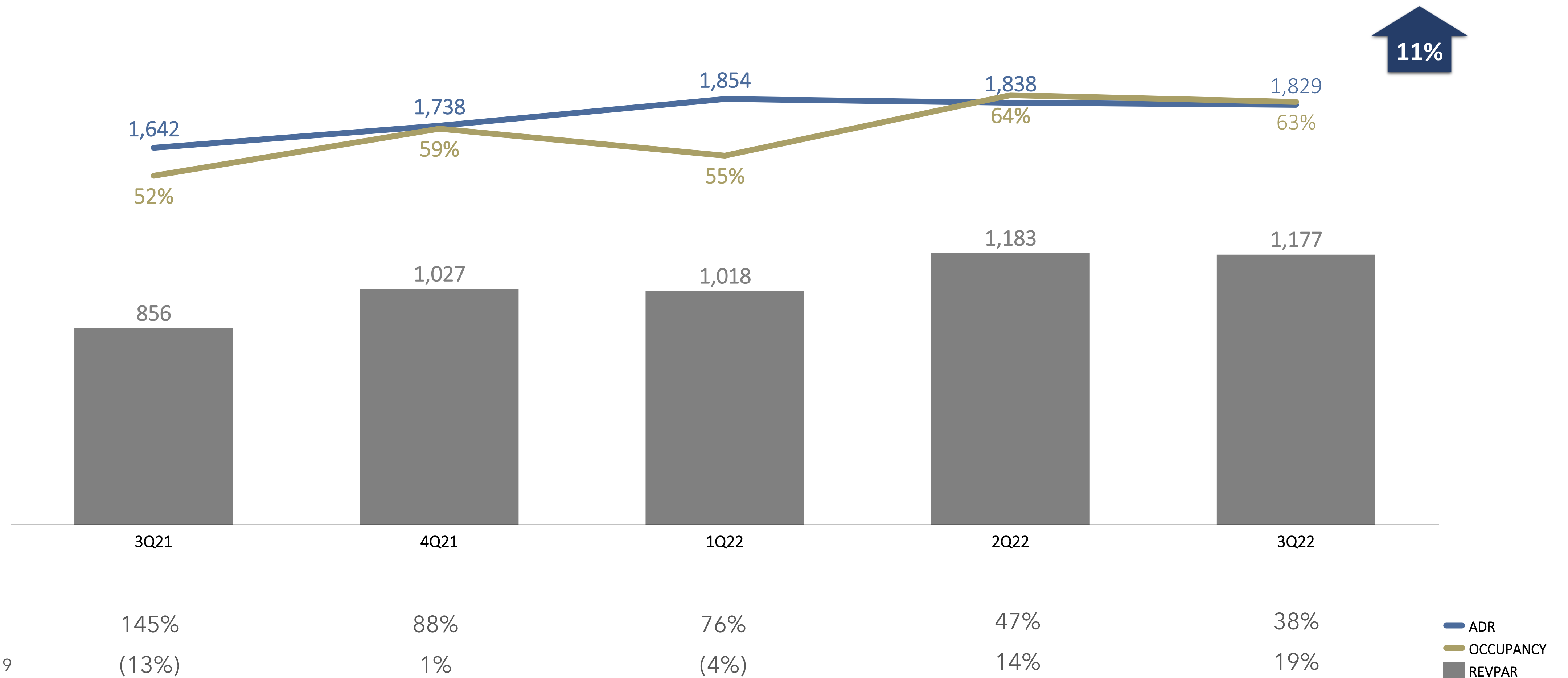


PO^SSADAS[®]

3Q22 EARNINGS CONFERENCE CALL
10/27/2022

KPI'S (M X N)

POSADAS

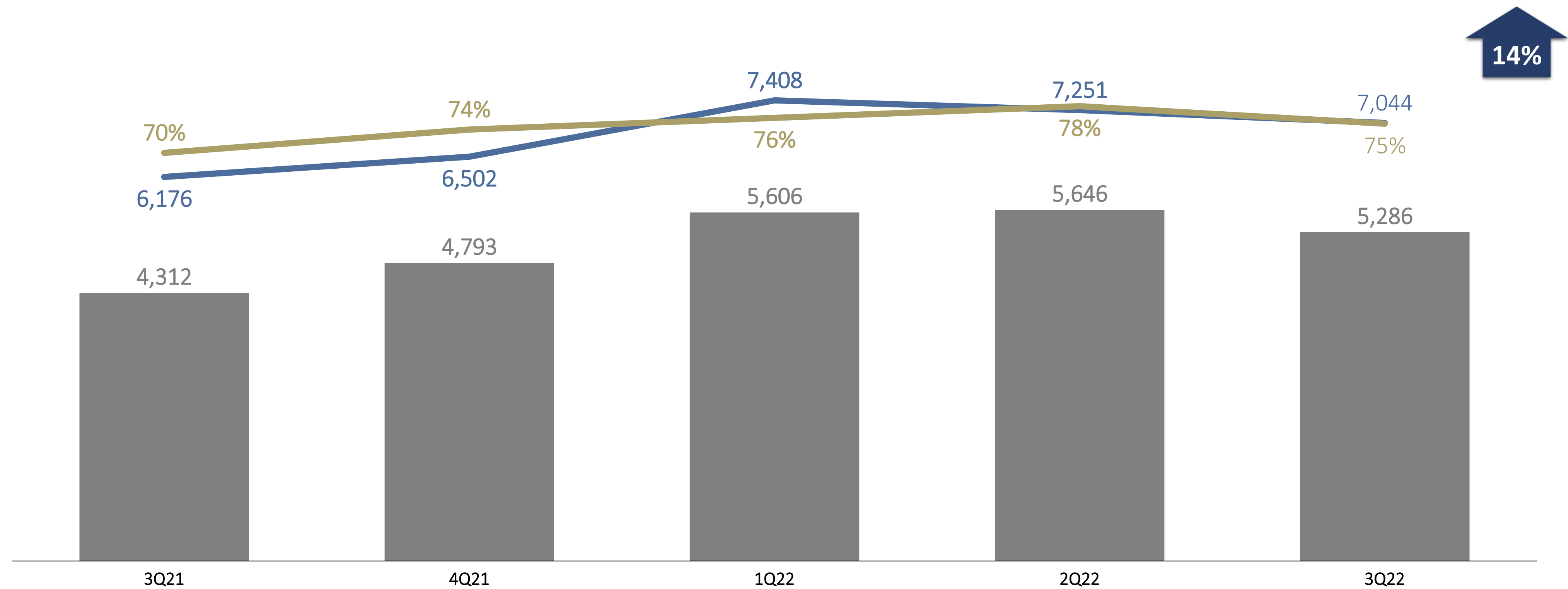


A wide-angle photograph of a tropical beach resort. In the foreground, a white lounge chair with a blue towel is positioned under a dark metal frame. The chair is on a sandy beach. In the background, there are several other similar lounge chairs, palm trees, and a clear blue ocean with white waves. The sky is blue with some clouds. The word "RESORTS" is written in white capital letters on the left side of the image.

RESORTS

POSADAS.

KPI'S (MXN)



14%

ADR
OCCUPANCY
RevPAR

RevPAR variation YoY

182% 95% 86% 36% 23%

RevPAR variation vs 2019

41% 50% 30% 60% 73%

UPSCALE &
LUXURY

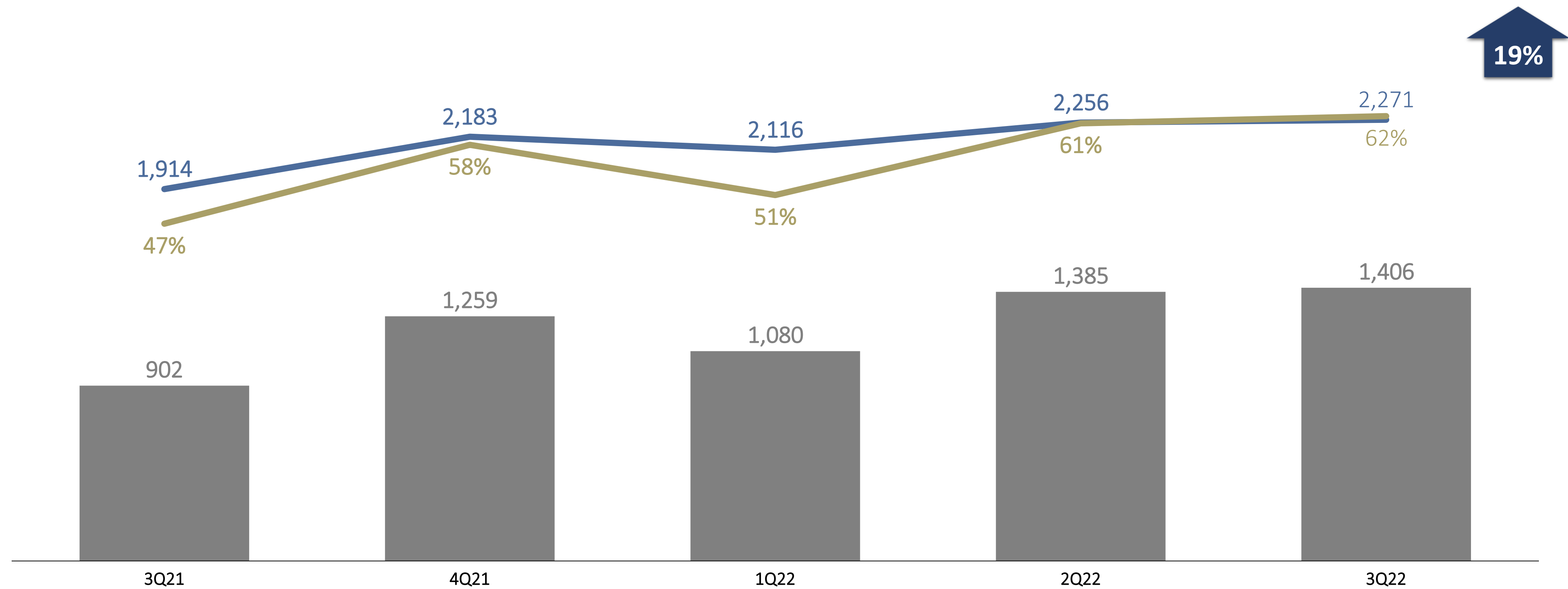
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RESORTS & RESIDENCE CLUB

f Grand
Fiesta Americana[®]
HOTELS & RESORTS

f Fiesta
Americana[®]
HOTELS & RESORTS

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KPI'S (MXN)



19%

ADR

OCCUPANCY

REVPAR

RevPAR variation YoY

178%

122%

109%

83%

56%

RevPAR variation vs 2019

(28%)

(7%)

(12%)

9%

12%

MIDSCALE & ECONOMY

IOH®
FREESTYLE HOTELS

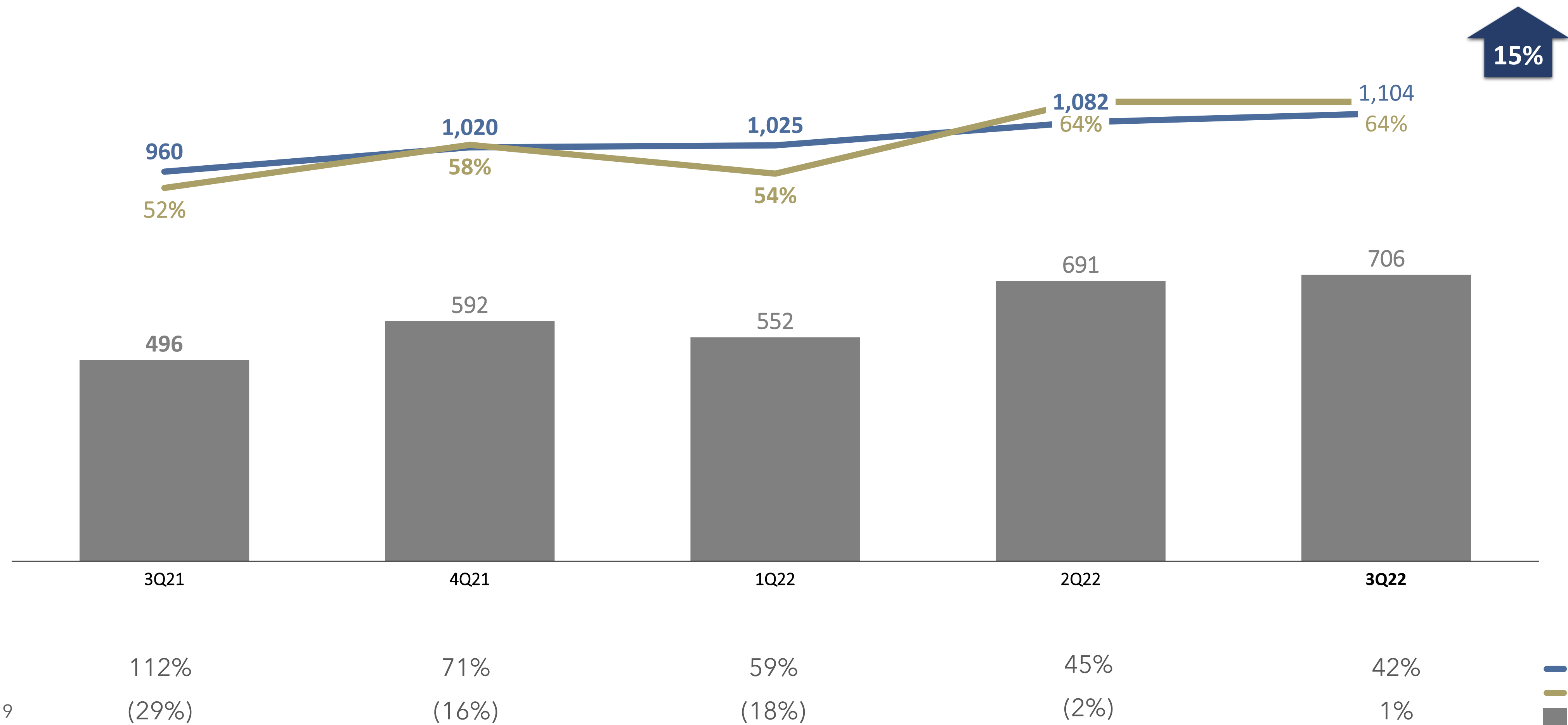
F FIESTA INN®

gamma®
HOTELES

one®
hoteles

POSADAS®

KPI'S (M X N)



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 outdoor area 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 light-colored stone tiles.

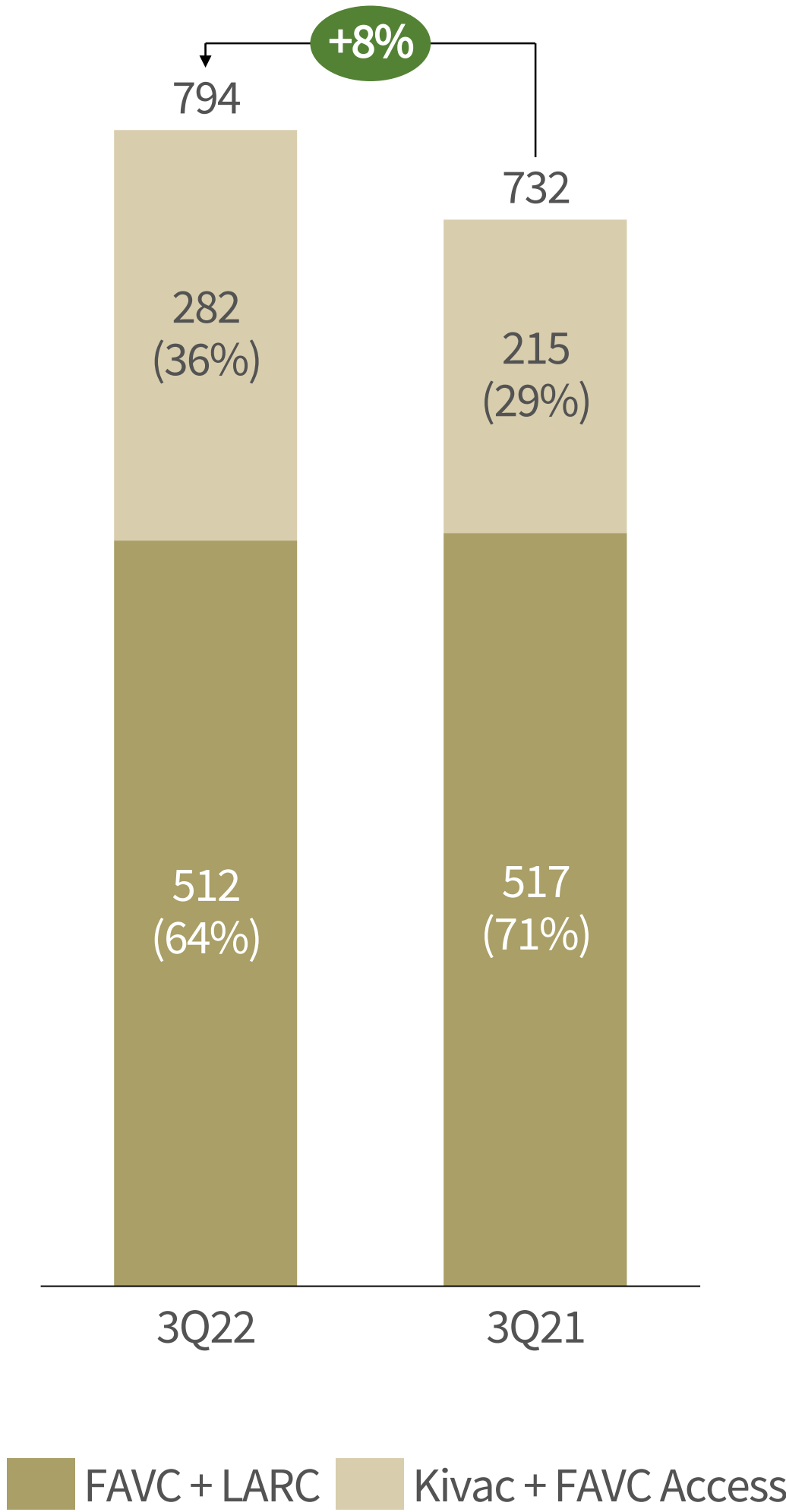
LOYALTY

LOYALTY NET SALES

Net Sales by product \$MXN millions



Total Net Sales \$MXN millions

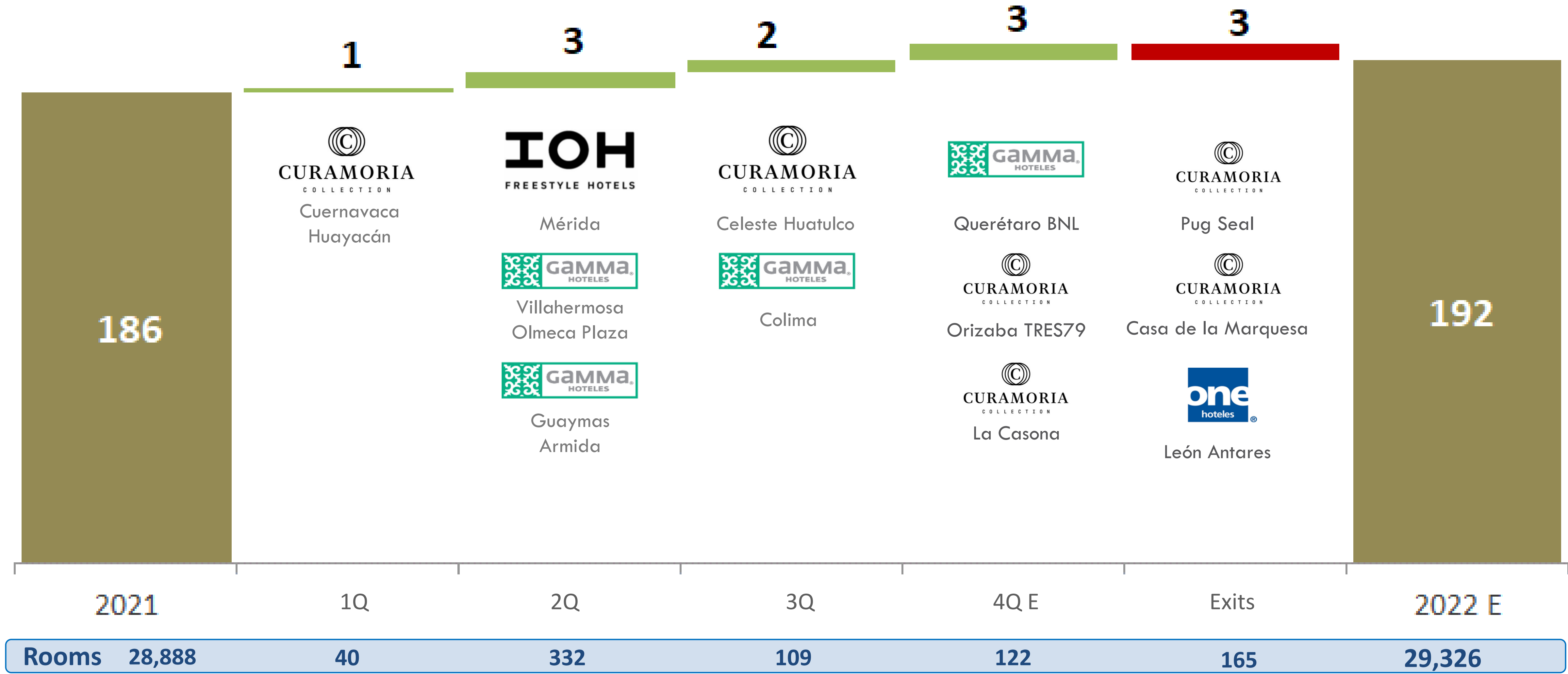


A serene tropical beach scene at sunset. Two wooden lounge chairs with light-colored cushions are positioned on the sandy shore, facing the ocean. A large, light-colored patio umbrella stands between the chairs. A palm tree's fronds hang down from the top of the frame, partially obscuring the sky. The ocean is calm, and the sky is a mix of soft pinks, oranges, and blues. The word "Development" is written in a dark, sans-serif font over the left side of the image.

Development

PIPELINE

TWO OPENINGS OF 109 ROOMS DURING THE THIRD QUARTER

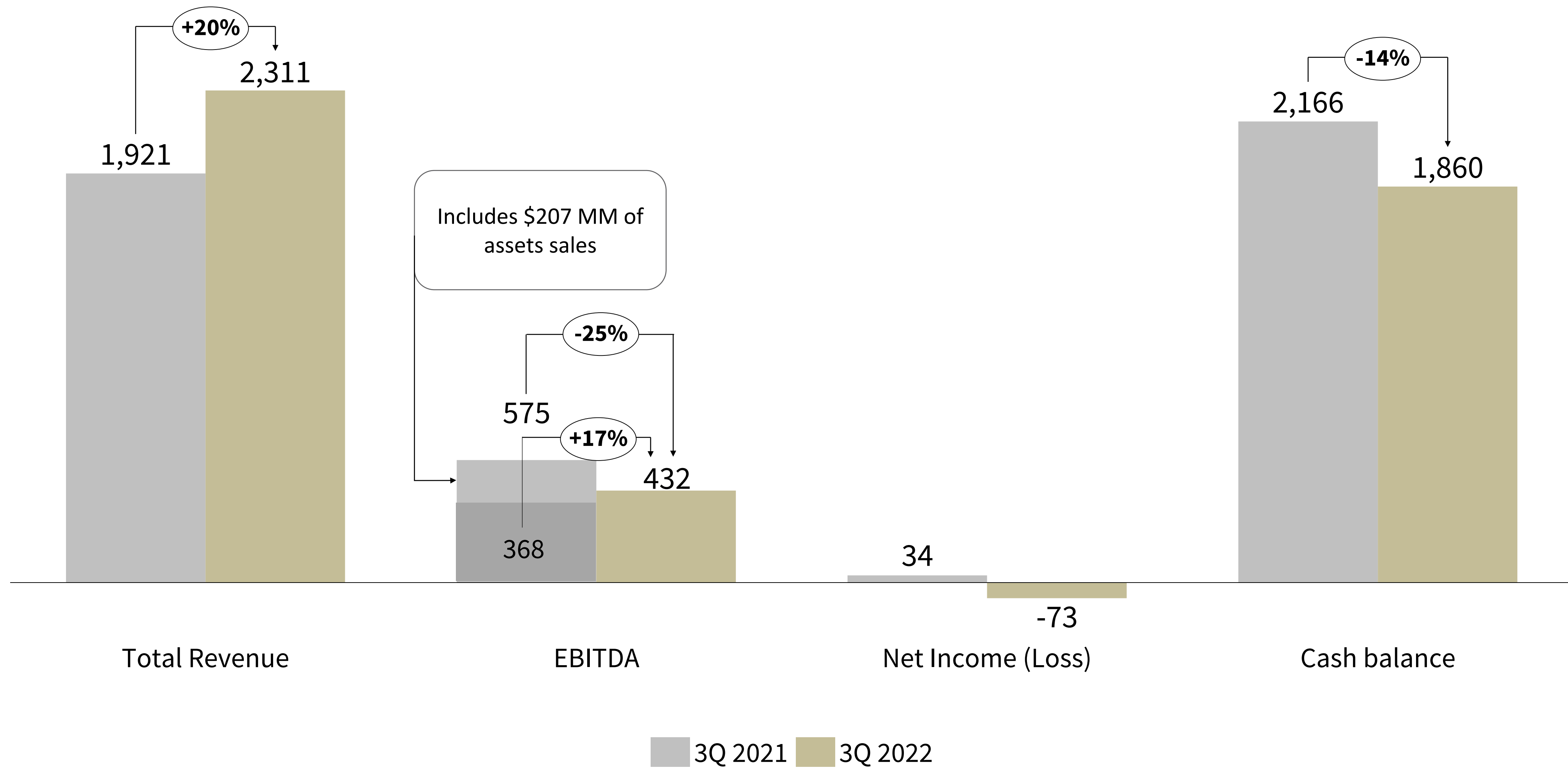


A wide-angle photograph of a modern resort building with multiple levels. The building features large glass windows and balconies with outdoor seating. In the foreground, there is a large, clear blue swimming pool with a tiled edge. Several lounge chairs and tables are arranged on a platform near the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

Financial Performance

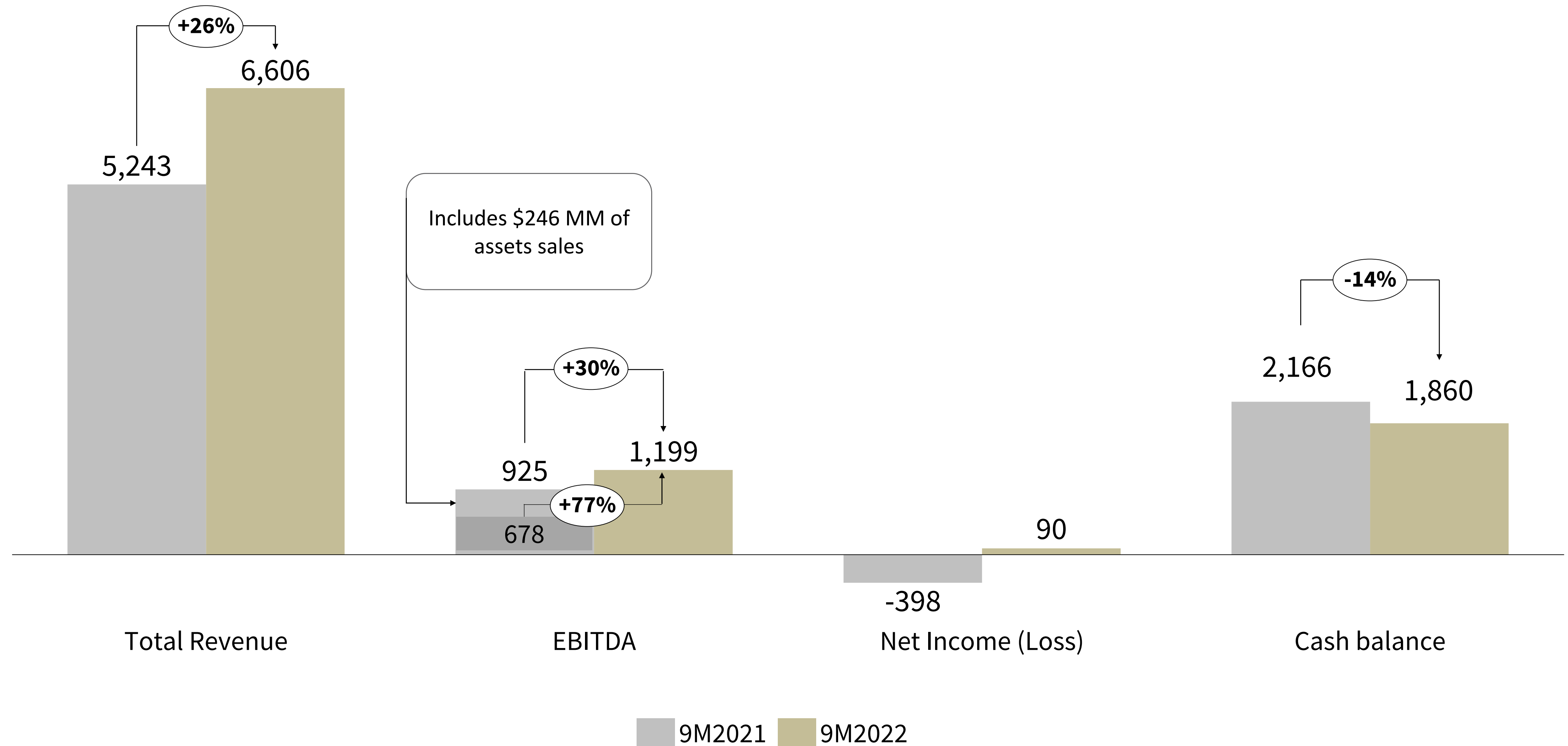
P & L - (Y o Y)

\$ 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

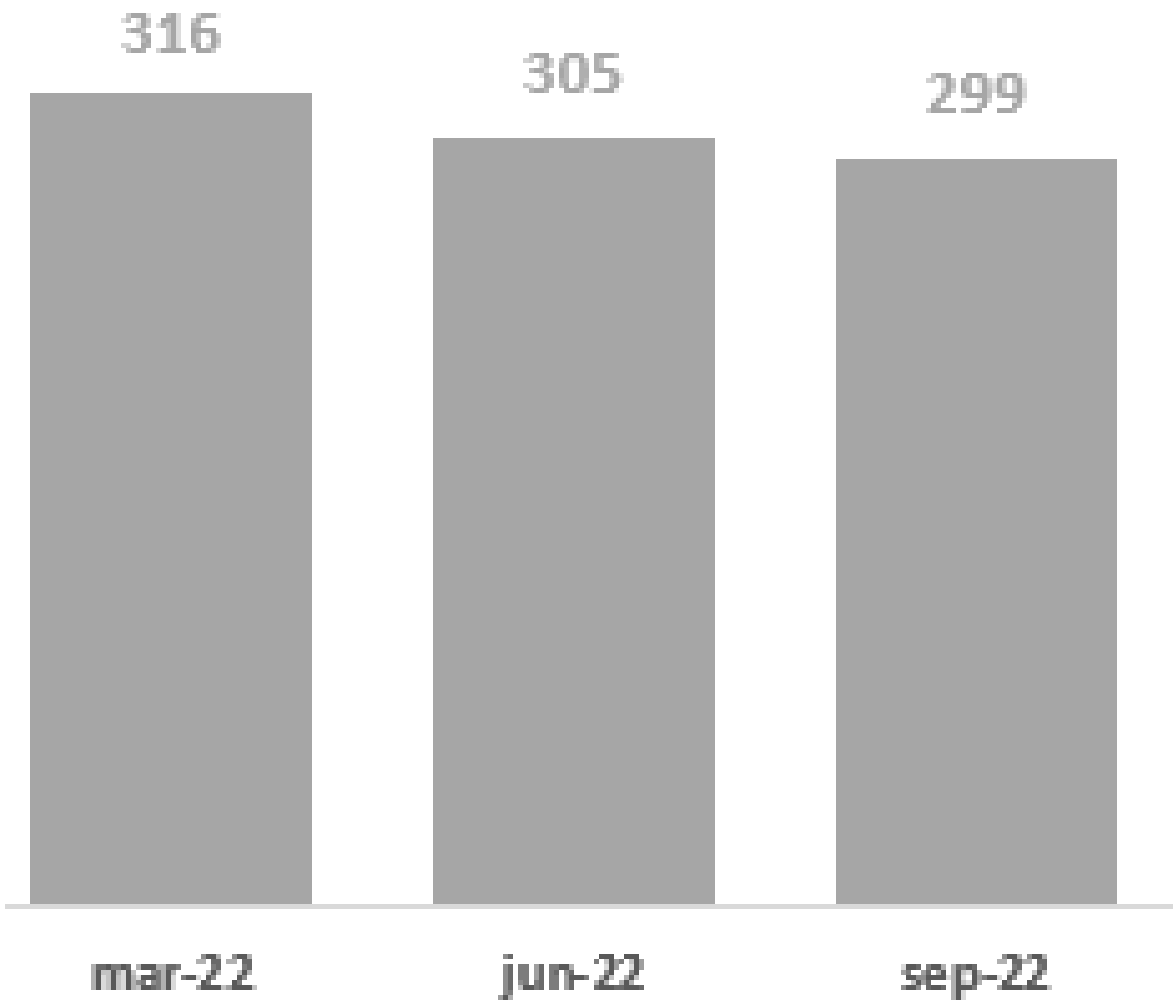
(MILLION PESOS)

Accum. September 2022

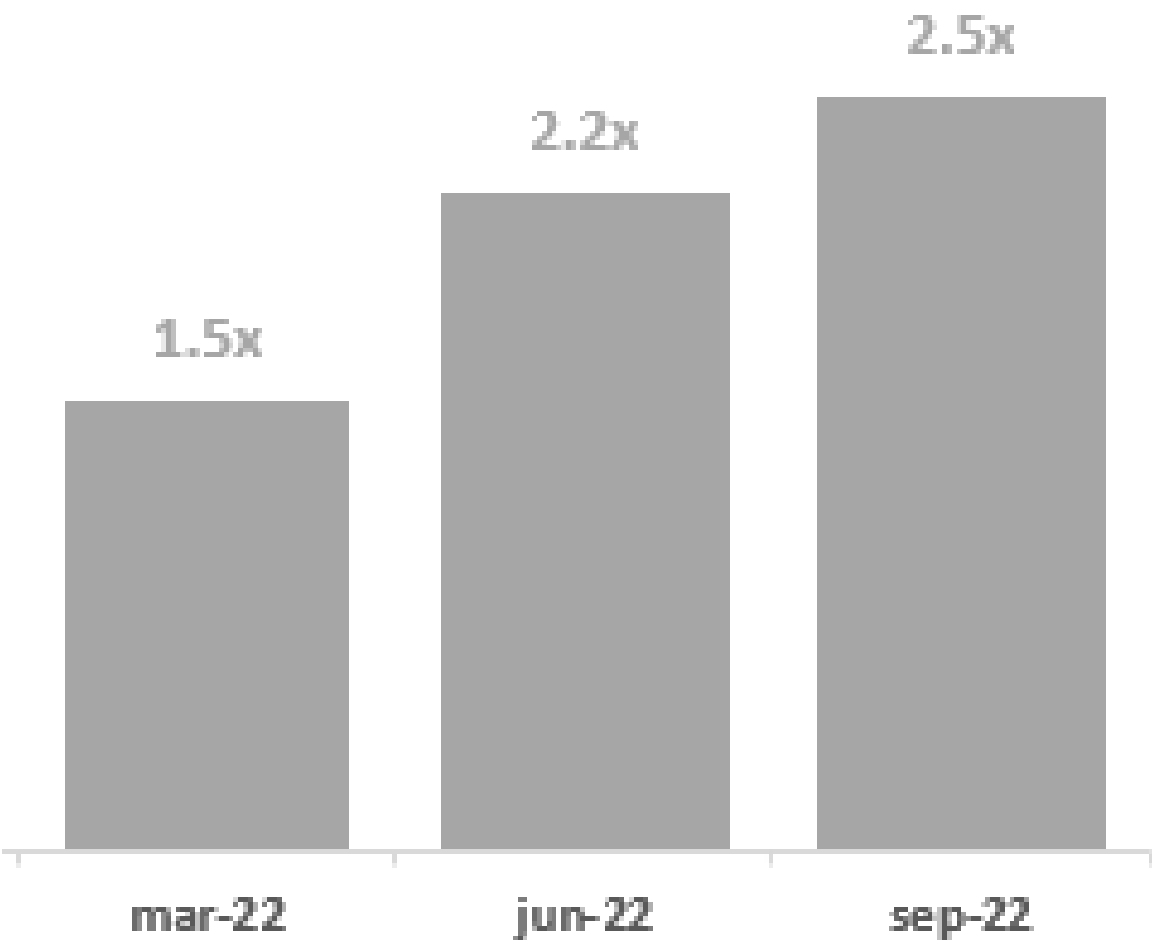
Cash 2021	1,960
EBITDA BAU	1,199
Leases	(524)
Working capital & other	44
Net interest	(139)
Financings	0
Taxes	(558)
Cash before capex	22
CAPEX BAU	(122)
Free cash flow	(100)
Cash end of period 2022	1,860

FINANCIAL HEALTH - 3 Q 2 2

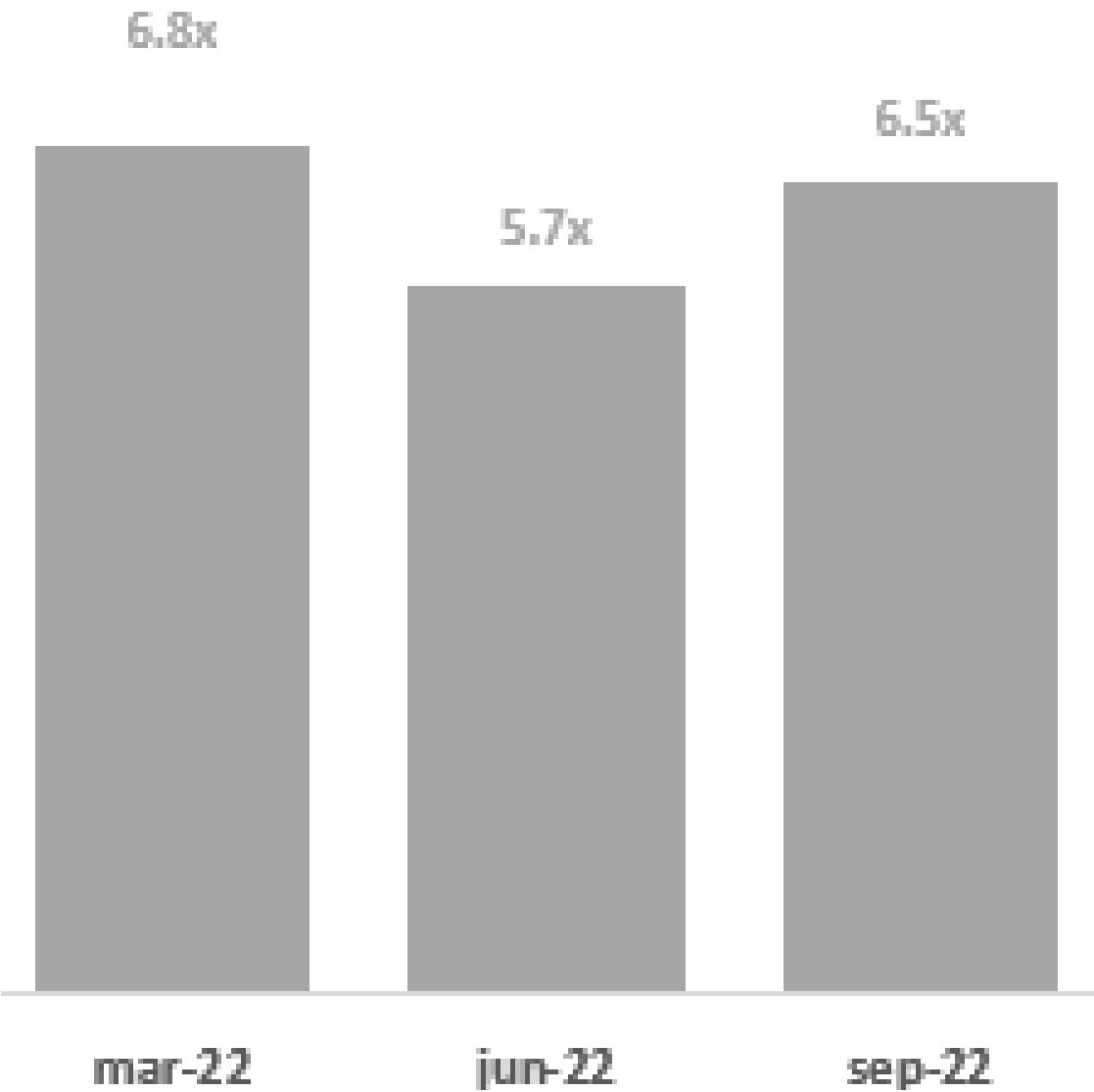
Net Debt (US\$M)



Net Interest Coverage



Net Debt / EBITDA



(Figures in millions)	3Q22		3Q21	
	US\$ Notional	IFRS MXN	US\$ Notional	IFRS MXN
FX eop:		20.3058		20.3060
EBITDA LTM		933		(68)
EBITDA Asset Sale		0		246
EBITDA with Asset Sale		933		178
Cash		1,860		2,166
Indebtedness:				
Interests		84		1,214
Senior Notes 2027	393	7,985	393	7,972
Secured Loan		22	22	450
Secured Subsidiary Loan	7	144	8	159
Issuance expenses (IFRS)		(277)		(67)
Total	400	7,936	423	9,728
Net Debt to EBITDA		6.5		42.5
Lease liabilities		3,198		3,272
Leases LTM		693		784
Net Debt to EBITDA IFRS-16		5.7		11.3

HIGHLIGHTS

- Hotel RevPAR (revenues per available room) increased 38% year-over-year, 19% higher than 2019.
- Q3 revenue was \$2,311.3 million, a 20.3% increase QoQ.
- 3QEBITDA was \$432.2 million, 17.4% higher QoQ.
- Net income was \$90 million for the first nine months of 2022.
- Robust pipeline with 20 hotels with 3,919 rooms, with 50% of rooms in Resorts.
- Cash available as of September 30, 2022 was \$1,860 million (US\$92 million), \$231 million more than in Q2.

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SUSTAINABLE HOTELS

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HOTELS BUSINESS CLASS

GAMMA
HOTELS

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hoteles

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Kivac
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Fiesta
Americana.
VACATION CLUB
Access

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FIESTAREWARDS

APRECIARE
CLUB DE RECOMPENSAS

motiva