



Santa Fe
grupo hotelero

HOTEL reports financial and operational results for 1Q20

Mexico City, April 23, 2020 – Grupo Hotelero Santa Fe S.A.B. de C.V. (BMV: HOTEL) (“HOTEL” or the “Company”), announced its consolidated results for the first quarter (“1Q20”) ended March 31, 2020. Figures are expressed in Mexican pesos, are unaudited and are in accordance with International Financial Reporting Standards (“IFRS”) and may vary due to rounding.

Highlights

- Operationally and financially, our results for January, February and the first two weeks of March were in line with our expectations. However, our results were affected by the COVID-19 pandemic beginning in the second half of March.
- 1Q20 Total Revenue was Ps. 585.5 million, a 6.0% decrease compared to 1Q19, driven by an 11.0% decrease in Room Revenue and a 6.0% decrease in Food and Beverages Revenue, which were partially offset by a 15.3% increase in Other Hotel Revenue and a 9.9% increase in Third-Party Hotels Management Fees.
- 1Q20 EBITDA¹ was Ps. 156.4 million, a 26.0% decrease compared to 1Q19, due to lower revenues combined with higher costs and expenses. 1Q20 EBITDA margin decreased to 26.7%.
- In 1Q20, we posted a Net Loss of Ps. 605.7 million, compared to a Net Income of Ps. 106.4 million in 1Q19. The loss was attributed to the FX loss generated by the effect of the mark-to-market valuation of a higher USD/MXN exchange rate applied to our dollar-denominated debt. During 1Q20, the Mexican peso depreciated 28.7%, from Ps. 18.8727 as of December 31, 2019 to Ps. 24.2853 as of March 31, 2020.
- 1Q20 Net Operating Cash Flow was Ps. 160.0 million, a decrease of 3.5% compared to the Ps. 165.7 million reported in 1Q19, derived from an increase in working capital.
- Net Debt/EBITDA (LTM) ratio was 5.2x at the end of 1Q20, which was affected by a lower EBITDA. Operating cash flow in dollars represented 100% of total operating cash flow, thereby providing a natural hedge of the dollarized financial debt.
- HOTEL’s total portfolio at the end of 1Q20 was 6,379 rooms in operation, a 7.8% increase compared to 5,916 rooms at end of 1Q19.
- RevPAR² for the Company-owned hotels decreased by 12.0% in 1Q20 compared to 1Q19, due to a 5.4 percentage point decrease in occupancy, combined with a 4.2% decrease in ADR², caused by the COVID-19 pandemic.

<i>Figures in thousands of Mexican pesos</i>	First Quarter				3 months ended March 31			
	2020	2019	Var.	% Var.	2020	2019	Var.	% Var.
Total Revenue	585,504	622,590	(-37,087)	(6.0)	585,504	622,590	(-37,087)	(6.0)
EBITDA	156,366	211,213	(54,847)	(26.0)	156,366	211,213	(54,847)	(26.0)
EBITDA Margin	26.7%	33.9%	(7.2 pt)	(7.2 pt)	26.7%	33.9%	(7.2 pt)	(7.2 pt)
Operating Income	86,218	151,414	(65,195)	(43.1)	86,218	151,414	(65,195)	(43.1)
Net Income	(605,750)	106,362	(712,112)	NA	(605,750)	106,362	(712,112)	NA
Net Income Margin	(103.5%)	17.1%	NA	NA	(103.5%)	17.1%	NA	NA
Operating Cash Flow	159,972	165,741	(5,769)	(3.5)	159,972	165,741	(5,769)	(3.5)
Occupancy	59.5%	64.9%	(5.4 pt)	(5.4 pt)	59.5%	64.9%	(5.4 pt)	(5.4 pt)
ADR	1,327	1,385	(57)	(4.2)	1,327	1,385	(57)	(4.2)
RevPAR	790	899	(108)	(12.1)	790	899	(108)	(12.1)

Note: operating figures include hotels with 50%+ ownership.

¹EBITDA is calculated by adding together Operating Income, Depreciation and Total Non-recurring expenses.

²Revenue per Available Room (“RevPAR”) and Average Daily Rate (“ADR”).



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Comments from the Executive Vice President

Mr. Francisco Zinser, stated:

In the first quarter up to the second week of March, results for the Company were aligned with internal expectations. For the remainder of March, however, the industry and world economy started to show significant slowdown due to the COVID-19 pandemic. Impacts were first apparent at urban hotels, where demand decreased significantly in an exceptionally short period of time. Resorts behaved a bit differently, showing signs of slowdown afterwards, and declining at a slower pace but eventually reaching the same very low occupancies as urban destinations. Within this environment it was difficult to have a clear view of what was happening to bookings, which were characterized by a sluggish booking pace.

As of today's date, we have five properties in our portfolio (*Krystal Urban Ciudad Juarez*, *Krystal Urban Guadalajara* and *Krystal Satelite María Barbara*, which are 100% owned, and *Hampton Inn Suites Paraíso Tabasco* and *Krystal Urban Aeropuerto Mexico City*, which are third party owned) open and in operation, representing 11% of rooms, all in urban destinations. Although these hotels have exceptionally low occupancies, they are generating enough revenue to reach our breakeven point at an operational level. The rest of the hotels in our portfolio are temporarily closed. In some cases, as in Mexico City, the local government has instructed companies to close hotels under certain conditions, which in our case has not affected open properties from our portfolio in this city. We continue to take all the necessary measures in our hotels to prevent the risk of infection of our employees and customers through strict sanitation protocols.

As of today, we have no clarity as to when the federal and local governments or general conditions will allow us to resume operations in the temporarily closed properties, though we expect to do so as soon as we have the authorization and conditions allow. On the bright side, we are ready to open our properties with short notice in order to respond as quickly as possible. We are also working on a complete reopening plan for our hotels that will include marketing, operations, new disinfection protocols and determining new tourism trends and adapting to them as rapidly as possible. We hope that recovery starts in 3Q20 and that we can gradually build occupancy and rates, and thus reach our breakeven point of between 20% and 30% occupancy with current ADR, depending on the property and market.

Financially, we have implemented a variety of initiatives in order to preserve our working capital and lower our monthly operating expenses. The measures we have implemented in a bid to avoid laying off team members and to reduce the Company's expenses, among other purposes, include: (i) the reduction of non-priority expenses; (ii) wage reductions at all levels in both corporate and operational structures, averaging approximately 50%; (iii) lowering operational costs and expenses at properties that remain open; and, (iv) deferring all non-essential CAPEX. We have been in close contact with our financial creditors, negotiating to obtain a period with no interest and amortization payments in order to protect our cash position. As soon as we receive conditions regarding these deferrals, which we expect shortly, we will inform the market. Taking everything I just mentioned into account, we are in a good financial position for the coming months.

Moving on to our quarterly results, revenue totaled Ps. 585.5 million, down 6.0% compared to 1Q19. EBITDA was Ps. 156.4 million in the quarter, down 26.0% compared to 1Q19. Regarding company-owned hotels, RevPAR decreased by 12.0%, due to a 4.2% decrease in ADR and a 5.4 percentage point decrease in occupancy.

Lastly, allow me to provide a quick update on the *Hyatt Regency Mexico City Insurgentes*. Early in 2019 we mentioned that the construction process was temporarily suspended. Today, we are pleased to announce that we are finalizing the administrative procedure to resume construction as soon as conditions allow.

I would like to highlight and express my gratitude to the more than 3,700 associates who have supported the Company unconditionally, not only with their economic contribution but with their tremendous attitude that goes beyond the call of duty. Among other employee initiatives, the *Krystal Beach Acapulco* is giving out 250 free lunches four times a week to the local arts and crafts vendors, among others, who have lost any possibility of generating revenue due to the lockdown at that destination.

As always, we are especially thankful for the trust and support of our shareholders in these times, and again to all of our tremendously professional and cooperative teams.

Portfolio of Properties

No.	Property	Total Rooms	Ownership	Type	Category	Months in Operation	Stabilized	City	State
1	Hilton Guadalajara	450	100%	Urban	Grand Tourism	>36	Yes	Guadalajara	Jalisco
2	Krystal Urban Monterrey	150	100%	Urban	4 stars	>36	Yes	Monterrey	Nuevo Leon
3	Krystal Urban Cd. Juarez	120	100%	Urban	4 stars	>36	Yes	Ciudad Juarez	Chihuahua
4	Krystal Urban Cancun	246	100%	Urban	4 stars	>36	Yes	Cancun	Quintana Roo
5	Krystal Satellite Maria Barbara	215	100%	Urban	5 stars	>36	Yes	Estado de Mexico	Estado de Mexico
6	Hilton Garden Inn Monterrey Aeropuerto	134	15%	Urban	4 stars	>36	Yes	Monterrey	Nuevo Leon
7	Hampton Inn & Suites Paraiso Tabasco	117	-	Urban	4 stars	>36	Yes	Paraiso	Tabasco
8	Krystal Urban Aeropuerto Mexico City	96	-	Urban	4 stars	>36	Yes	Mexico City	Mexico City
9	Krystal Urban Guadalajara	140	100%	Urban	4 stars	>36	Yes	Guadalajara	Jalisco
10	Krystal Monterrey	207	-	Urban	5 stars	>36	Yes	Monterrey	Nuevo Leon
11	Ibis Irapuato	140	-	Urban	3 stars	34	In Process	Irapuato	Guanajuato
12	Krystal Grand Suites Insurgentes	150	50%	Urban	Grand Tourism	29	In Process	Mexico City	Mexico City
13	Hyatt Centric Campestre Leon	140	50%	Urban	Grand Tourism	19	In Process	Leon	Guanajuato
14	Hyatt Place Aguascalientes	144	-	Urban	4 stars	13	In Process	Aguascalientes	Aguascalientes
15	DoubleTree by Hilton Toluca	142	-	Urban	4 stars	10	In Process	Toluca	Estado de Mexico
16	AC Hotel by Marriott Santa Fe	168	-	Urban	4 stars	8	In Process	Mexico City	Mexico City
17	Courtyard by Marriott Puebla	150	-	Urban	4 stars	8	In Process	Puebla	Puebla
Subtotal Urban		2,909							
18	Krystal Resort Cancun	502	-	Resort	5 stars	>36	Yes	Cancun	Quintana Roo
19	Krystal Resort Ixtapa	255	-	Resort	5 stars	>36	Yes	Ixtapa	Guerrero
20	Krystal Resort Puerto Vallarta	530	-	Resort	5 stars	>36	Yes	Puerto Vallarta	Jalisco
21	Hilton Puerto Vallarta Resort	451	100%	Resort	Grand Tourism	>36	Yes	Puerto Vallarta	Jalisco
22	Krystal Beach Acapulco	400	100%	Resort	4 stars	>36	Yes	Acapulco	Guerrero
23	Reflect Krystal Grand Punta Cancun	398	100%	Resort	Grand Tourism	>36	Yes	Cancun	Quintana Roo
24	Reflect Krystal Grand Los Cabos	454	50%	Resort	Grand Tourism	34	In Process	Los Cabos	Baja California Sur
25	Reflect Krystal Grand Nuevo Vallarta	480	50%	Resort	Grand Tourism	29	In Process	Nuevo Vallarta	Nayarit
Subtotal Resort		3,470							
Total in Operation		6,379							
26	Hyatt Regency Insurgentes Mexico City	250	50%	Urban	Grand Tourism			Mexico City	Mexico City
27	AC by Marriott Distrito Armida	168	-	Urban	4 stars			Monterrey	Nuevo Leon
28	Curio Collection Zacatecas	32	-	Urban	Boutique			Zacatecas	Zacatecas
29	Breathless Tulum Resort & Spa	300	-	Resort	Grand Tourism			Tulum	Quintana Roo
Total in Construction		750							
Total		7,129							

At the end of 1Q20, HOTEL recorded a total of 25 properties in operation, of which 13 are Company-owned,³ and the remaining 12 are third-party owned.⁴ This represents three additional properties compared to the 22 hotels under operation at the end of 1Q19.

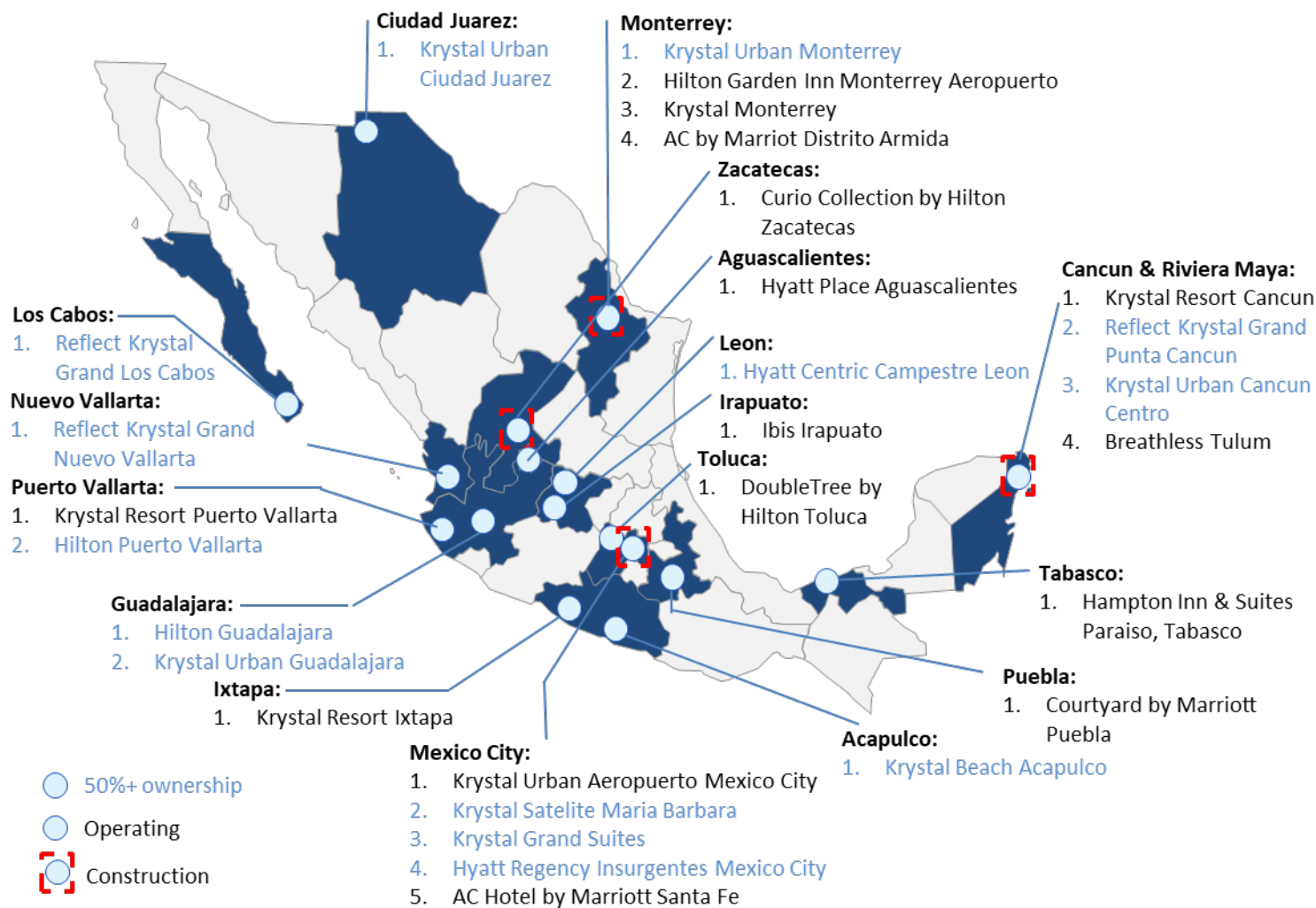
The total number of rooms in operation at the end of 1Q20 was 6,379, a 7.8% increase compared to the 5,916 under operation for the same period last year. Of the 463 additional rooms, 142 rooms are at the *DoubleTree by Hilton Toluca*, 168 rooms are at the *AC Hotel by Marriott Santa Fe*, 150 rooms at the *Krystal Courtyard by Marriott Puebla* and three rooms are from the expansion of the *Reflect Krystal Grand Punta Cancun*.

Additionally, HOTEL has 750 rooms under construction (owned and third-party), including 250 from *Hyatt Regency Insurgentes Mexico City*, 168 rooms from the *AC by Marriott Distrito Armida*, 32 rooms from the *Curio Collection Zacatecas* and 300 from the *Breathless Tulum Resort & Spa*, for a total portfolio of 29 hotels and 7,129 rooms.

³ The Company operates *Reflect Krystal Grand Los Cabos*, *Reflect Krystal Grand Nuevo Vallarta*, *Krystal Grand Suites Insurgentes* and *Hyatt Centric Campestre Leon*, in which it also has a 50% ownership position. According to IFRS, the results of these properties are consolidated in the Company's financial statements

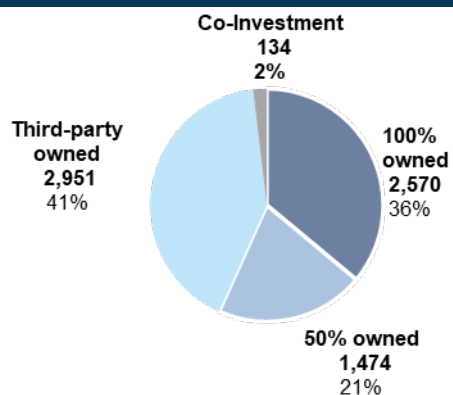
⁴ The Company operates *Hilton Garden Inn Monterrey Aeropuerto* hotel, in which it has a 15% ownership position. According to IFRS, although the results of this property are not consolidated in the Company's financial statements, third-party hotel management fees are included as "Other Revenues," given that the property is considered a third-party hotel under management.

The hotel portfolio is geographically distributed as follows:

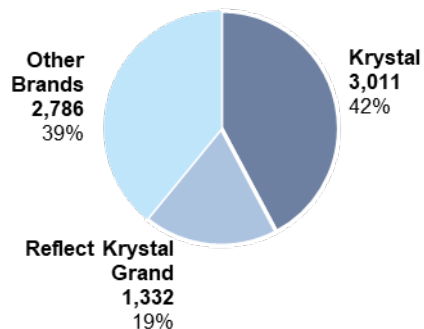


In terms of rooms under operation and rooms under development (including rooms under construction and conversion), at 1Q20 the hotel portfolio was as follows:

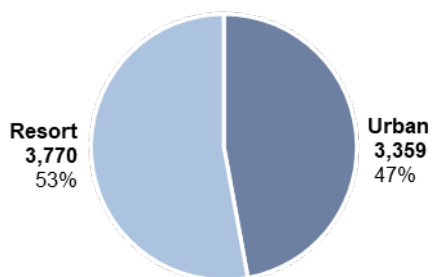
Ownership (number of rooms)



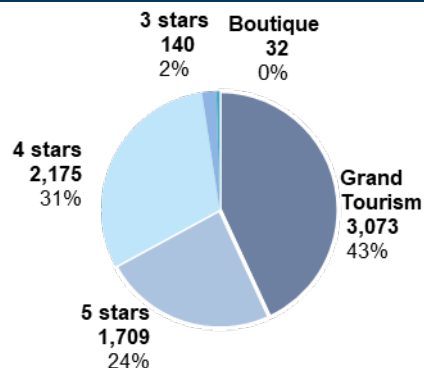
Brand (number of rooms)



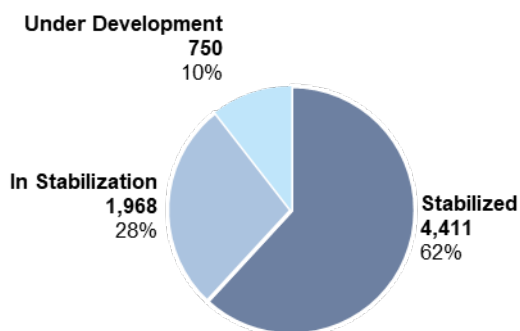
Segment (number of rooms)



Category (number of rooms)



Stabilization Stage (number of rooms)



Hotel Classification

For comparison purposes, the hotel portfolio is classified between (i) company-owned hotels and (ii) those owned by third parties that are managed by HOTEL. The rationale for this classification is that most of the revenue is supported by Company-owned hotels. While commercially important and relevant for the hotel platform, hotels under management only generate management fees for the Company, which are shown in the profit and loss statement under Third-Party Hotels' Management Fees.

Company-owned hotels are classified according to the stage in the stabilization cycle for each hotel. As a result of this classification, hotels that have been in operation for at least 36 months are considered mature or stabilized, while hotels that have been in operation for less than 36 months are considered in their stabilization stage or in their maturing period. At the end of 1Q20, HOTEL had 13 company-owned hotels and 12 third-party owned hotels under management. ⁽³⁾

Of a total of 6,379 hotel rooms under operation, the operating indicators for 1Q20 include 6,116 rooms. The 263 rooms corresponding to the vacation club are excluded from this analysis and are detailed at the end of this report in Appendix 1. The following table is a summary of the main 1Q20 operating indicators compared to the same period of last year, based on that classification. The methodology used to determine the number of rooms considers the total number of available rooms divided by the corresponding number of days in each period.

Figures in Mexican pesos

Hotel Classification	First Quarter				3 months ended March 31			
	2020	2019	Var.	% Var.	2020	2019	Var.	% Var.
Total Hotels in Operation	25	22	3	13.6	25	22	3	13.6
Number of rooms	6,116	5,549	567	10.2	6,116	5,549	567	10.2
Occupancy	60.0%	67.7%	(7.7 pt)	(7.7 pt)	60.0%	67.7%	(7.7 pt)	(7.7 pt)
ADR	1,370	1,449	(79)	(5.4)	1,370	1,449	(79)	(5.4)
RevPAR	822	981	(159)	(16.3)	822	981	(159)	(16.3)
1 Total Owned Hotels (50%+ ownership)	13	13	-	0.0	13	13	-	0.0
Number of rooms	3,741	3,738	3	0.1	3,741	3,738	3	0.1
Occupancy	59.5%	64.9%	(5.4 pt)	(5.4 pt)	59.5%	64.9%	(5.4 pt)	(5.4 pt)
ADR	1,327	1,385	(58)	(4.2)	1,327	1,385	(58)	(4.2)
RevPAR	790	899	(109)	(12.1)	790	899	(109)	(12.1)
1.1 Stabilized Owned Hotels⁽¹⁾	9	9	-	0.0	9	9	-	0.0
Number of rooms	2,517	2,514	3	0.1	2,517	2,514	3	0.1
Occupancy	61.0%	66.5%	(5.5 pt)	(5.5 pt)	61.0%	66.5%	(5.5 pt)	(5.5 pt)
ADR	1,304	1,413	(109)	(7.7)	1,304	1,413	(109)	(7.7)
RevPAR	795	939	(144)	(15.3)	795	939	(144)	(15.3)
1.2 Owned Hotels in Stabilization Stage	4	4	-	0.0	4	4	-	0.0
Number of rooms	1,224	1,224	-	0.0	1,224	1,224	-	0.0
Occupancy	56.6%	61.6%	(5.0 pt)	(5.0 pt)	56.6%	61.6%	(5.0 pt)	(5.0 pt)
ADR	1,378	1,323	55	4.1	1,378	1,323	55	4.1
RevPAR	780	816	(36)	(4.5)	780	816	(36)	(4.5)
2 Third-party Hotels Under Management⁽²⁾	12	9	3	33.3	12	9	3	33.3
Number of rooms	2,375	1,811	564	31.1	2,375	1,811	564	31.1
Occupancy	60.6%	73.6%	(13.0 pt)	(13.0 pt)	60.6%	73.6%	(13.0 pt)	(13.0 pt)
ADR	1,436	1,565	(129)	(8.2)	1,436	1,565	(129)	(8.2)
RevPAR	871	1,152	(281)	(24.4)	871	1,152	(281)	(24.4)

Note: The variation in number of rooms in the portfolio due to renovations, acquisitions or recent openings in each period.

(1) The increase in number of rooms is due to the expansion of 3 rooms at the Reflect Krystal Grand Cancún

(2) The increase in number of rooms is due to the incorporation of the DoubleTree by Hilton Toluca, AC Hotel by Marriott Santa Fe and the Courtyard by Marriott Puebla

Consolidated Financial Results

Figures in thousands of Mexican pesos

Income Statement	First Quarter				3 months ended March 31			
	2020	2019	Var.	% Var.	2020	2019	Var.	% Var.
Room Revenue	269,020	302,360	(33,340)	(11.0)	269,020	302,360	(33,340)	(11.0)
Food and Beverage Revenue	227,844	242,512	(14,668)	(6.0)	227,844	242,512	(14,668)	(6.0)
Other Revenue from Hotels	69,245	60,074	9,171	15.3	69,245	60,074	9,171	15.3
Third-Party Hotels' Management Fees	19,395	17,645	1,750	9.9	19,395	17,645	1,750	9.9
Total Revenue	585,504	622,590	(37,087)	(6.0)	585,504	622,590	(37,087)	(6.0)
Cost and Operating Expenses	265,896	262,532	3,364	1.3	265,896	262,532	3,364	1.3
Sales and Administrative	153,525	140,355	13,170	9.4	153,525	140,355	13,170	9.4
Other Expenses	9,718	8,491	1,227	14.4	9,718	8,491	1,227	14.4
Depreciation	60,669	52,139	8,530	16.4	60,669	52,139	8,530	16.4
Total Costs and Expenses	489,807	463,517	26,290	5.7	489,807	463,517	26,290	5.7
Total Non Recurring Expenses	9,479	7,660	1,819	23.7	9,479	7,660	1,819	23.7
EBITDA	156,366	211,213	(54,847)	(26.0)	156,366	211,213	(54,847)	(26.0)
EBITDA Margin(%)	26.7%	33.9%	(7.2 pt)	(7.2 pt)	26.7%	33.9%	(7.2 pt)	(7.2 pt)
Operating Income	86,218	151,414	(65,195)	(43.1)	86,218	151,414	(65,195)	(43.1)
Operating Income Margin (%)	14.7%	24.3%	(9.6 pt)	(9.6 pt)	14.7%	24.3%	(9.6 pt)	(9.6 pt)
Net Financing Result	(692,429)	(15,924)	(676,505)	NA	(692,429)	(15,924)	(676,505)	NA
Total income taxes	0	30,000	(29,999)	(100.0)	0	30,000	(29,999)	(100.0)
Net Income	(605,750)	106,362	(712,112)	NA	(605,750)	106,362	(712,112)	NA
Net Income Margin (%)	(103.5%)	17.1%	(120.5 pt)	(120.5 pt)	(103.5%)	17.1%	(120.5 pt)	(120.5 pt)
Income attributable to:								
Controlling Interest	(399,125)	90,929	(490,054)	NA	(399,125)	90,929	(490,054)	NA
Non-controlling Interest	(206,625)	15,433	(222,058)	NA	(206,625)	15,433	(222,058)	NA

Total Revenue

During 1Q20, Total Revenue fell 6.0%, from Ps. 622.6 million in 1Q19 to Ps. 585.5 million, due to an 11.0% decrease in Room Revenue and a 6.0% decline in Food and Beverages Revenue, which were partially offset by a 15.3% increase in Other Hotel Revenue and a 9.9% rise in Third-Party Hotel Management Fees.

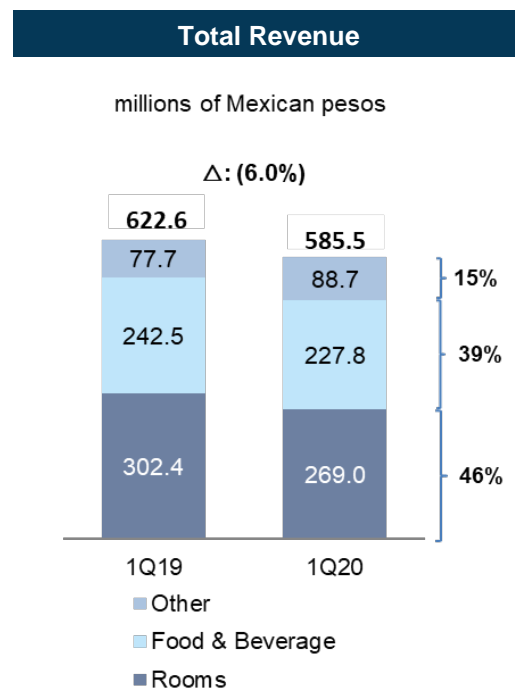
The decline in Room Revenue was due to lower occupancies, combined with generally lower ADRs across the board resulting from the COVID-19 pandemic.

During 1Q20, Room Revenue decreased 6.0% compared to 1Q19, due to the 12.1% decrease in RevPAR, comprised of a 4.2 percentage point decline in occupancy and a 5.4% decrease in ADR.

The portfolio of stabilized Company-owned hotels posted a 15.3% decrease in RevPAR during 1Q20, explained by a 5.5 percentage points decrease in Occupancy, coupled with a 7.7% decline in ADR.

Company-owned hotels in the stabilization stage recorded a 4.5% decrease in RevPAR, attributed to a 5.0 percentage point contraction in occupancy, which was partially offset by a 4.1% increase in ADR.

Food and Beverage revenue decreased 6.0%, from Ps. 242.5 million in 1Q19 to Ps. 227.8 million in 1Q20, as a result of the COVID-19 pandemic.



Other Hotel Revenue, which includes, among other items, event room rentals, parking, laundry, telephone, and leasing of commercial spaces, increased 15.3%, from Ps. 60.1 million in 1Q19 to Ps. 69.2 million in 1Q20, attributed to the growth in the *Reflect Krystal Grand Nuevo Vallarta* and *Reflect Krystal Grand Los Cabos*.

Management Fees related to third-party owned hotels increased by 9.9% compared to 1Q19, due to a 31.1% increase in the number of rooms under operation during the period, which more than offset the lower RevPAR. The 24.4% decrease in RevPAR was explained by the 13.3 percentage point contraction in occupancy, combined with an 8.2% decrease in ADR. The Company sees an opportunity to continue its expansion plans by means of third-party operating contracts, without significantly impacting the operating structure.

Costs and Expenses

Operating Costs and Expenses increased 1.3%, from Ps. 262.5 million in 1Q19 to Ps. 265.9 million in 1Q20. This increase was mainly due to higher costs and expenses in the *Reflect Krystal Grand* hotels. This new brand has higher operating costs, which have not yet been matched by revenue growth.

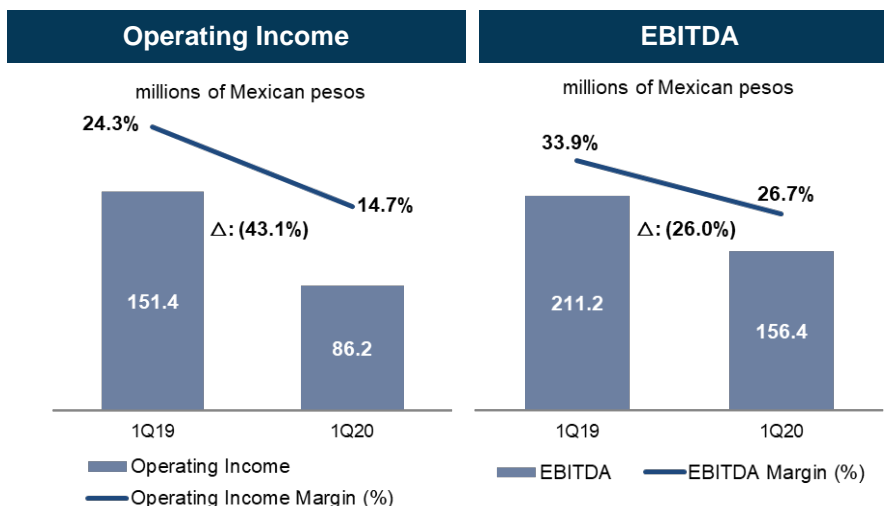
Administrative and Sales Expenses rose 9.4%, from Ps. 140.4 million in 1Q19 to Ps. 153.5 million in 1Q20, due to higher costs and expenses at the *Reflect Krystal Grand* hotels, due to the above-mentioned effects.

Operating Income

During 1Q20, operating income decreased 43.1%, from Ps. 151.4 million in 1Q19 to Ps. 86.2 million. This result was due to lower revenue combined with higher costs and expenses at the *Reflect Krystal Grand* hotels, as explained earlier.

EBITDA

1Q20 EBITDA was Ps. 156.4 million, compared to Ps. 211.2 million in 1Q19, a decrease of 26.0%. 1Q20 EBITDA margin decreased by 7.2 percentage points, from 33.9% in 1Q19 to 26.7% in 1Q20, reflecting the already-mentioned negative effects caused by the COVID-19 pandemic.



(Figures in thousands of pesos)	1Q20	1Q19	% Var.	YTD 2020	YTD 2019	% Var.
Operating Income	86,218	151,414	(43.1)	86,218	151,414	(43.1)
(+) Depreciation	60,669	52,139	16.4	60,669	52,139	16.4
(+) Development and hotel opening expenses ⁵	2,641	5,814	(54.6)	2,641	5,814	(54.6)
(+) Other non-recurring expenses ⁶	6,838	1,846	NA	6,838	1,846	NA
EBITDA	156,366	211,213	(26.0)	156,366	211,213	(26.0)
EBITDA Margin	26.7%	33.9%	(7.2 pt)	26.7%	33.9%	(7.2 pt)

Net Financing Result

For 1Q20, Net Financing Result went from a Ps. 15.9 million loss in 1Q19 to a Ps. 692.4 million loss. This result was mainly attributed to the FX loss generated by the impact of the mark-to-market valuation of a higher USD/MXN exchange rate applied to our US dollar-denominated debt.

Net Income

In 1Q20 we posted a Net Loss of Ps. 605.7 million, compared to Net Income of Ps. 106.4 million in 1Q19. The loss was attributed to the FX loss explained above. During 1Q20, the Mexican peso depreciated 28.7%, from Ps. 18.8727 as of December 31, 2019 to Ps. 24.2853 as of March 31, 2020.

⁵ Expenses incurred in hotel expansions and openings, including new developments, and are related to the acquisition and research of acquisition opportunities.

⁶ Other non-recurring expenses, including settlement expenses and consulting fees related to the takeover of hotels acquired.

Cash Flow Summary

Figures in thousands of Mexican pesos

Cash Flow Statement	First Quarter				3 months ended March 31			
	2020	2019	Var.	% Var.	2020	2019	Var.	% Var.
Cashflow from operating activities								
Net income	(605,750)	106,362	(712,112)	NA	(605,750)	106,362	(712,112)	NA
Depreciation and amortization	60,669	52,139	8,530	16.4	60,669	52,139	8,530	16.4
Income taxes	0	30,000	(30,000)	(100.0)	0	30,000	(30,000)	(100.0)
Unrealized FX loss (gain)	696,159	(50,408)	746,567	NA	696,159	(50,408)	746,567	NA
Net interest expense	36,711	41,762	(5,050)	(12.1)	36,711	41,762	(5,050)	(12.1)
Other financial costs	1,223	2,515	(1,293)	(51.4)	1,223	2,515	(1,293)	(51.4)
Minority interest	(462)	(872)	411	(47.1)	(462)	(872)	411	(47.1)
Income from sale of shares	-	-	-	NA	-	-	-	NA
Cashflow before working capital variations	188,551	181,498	7,053	3.9	188,551	181,498	7,053	3.9
Working Capital	(28,579)	(15,757)	(12,822)	81.4	(28,579)	(15,757)	(12,822)	81.4
Net operating cashflow	159,972	165,741	(5,769)	(3.5)	159,972	165,741	(5,769)	(3.5)
Non-recurring items	15,588	(55,946)	71,535	NA	15,588	(55,946)	71,535	NA
Cashflow net from non-recurring items	175,560	109,795	65,765	59.9	175,560	109,795	65,765	59.9
Investment activities	(29,547)	(104,440)	74,893	(71.7)	(29,547)	(104,440)	74,893	(71.7)
Financing activities	(98,771)	35,197	(133,968)	NA	(98,771)	35,197	(133,968)	NA
Net (decrease) increase in cash and cash equivalents	47,242	40,552	6,690	16.5	47,242	40,552	6,690	16.5
Cash and cash equivalents at the beginning of the period	179,884	102,804	77,080	75.0	179,884	102,804	77,080	75.0
Cash and cash equivalents at the end of the period	227,127	143,356	83,771	58.4	227,127	143,356	83,771	58.4
Cash in business acquisition	-	-	-	NA	-	-	-	NA
Revaluation of US Dollar Denominated Cash Position	31,568	-	31,568	NA	31,568	-	31,568	NA
Total Cash at the end of the period	258,694	143,356	115,338	80.5	258,694	143,356	115,338	80.5

By the end of 1Q20, operating cash flow was Ps. 159.9 million, compared to Ps. 165.7 million reported in 1Q19, a 3.5% decrease, mainly driven by higher working capital.

Balance Sheet Summary

Figures in thousands of Mexican pesos

Balance Sheet Summary	Mar-20	Mar-19	Var.	Var %
Cash and cash equivalents	258,694	143,356	115,338	80.5%
Accounts receivables and other current assets	385,475	342,708	42,767	12.5%
Creditable taxes	347,822	400,383	(52,561)	(13.1%)
Total current assets	991,992	886,448	105,544	11.9%
Restricted cash	170,225	133,190	37,035	27.8%
Property, furniture and equipment	8,028,476	8,164,849	(136,373)	(1.7%)
Non-productive fixed assets (under development)□	625,619	565,358	60,260	10.7%
Other fixed assets	553,946	624,122	(70,176)	(11.2%)
Total non-current assets	9,378,265	9,487,519	(109,253)	(1.2%)
Total Assets	10,370,257	10,373,966	(3,709)	(0.0%)
Current installments of long-term debt	308,603	272,550	36,053	13.2%
Other current liabilities	586,878	490,929	95,949	19.5%
Total current liabilities	895,482	763,479	132,002	17.3%
Long-term debt	3,184,107	2,775,786	408,321	14.7%
Other non-current liabilities	882,439	878,035	4,404	0.5%
Total non-current liabilities	4,066,546	3,653,820	412,726	11.3%
Total Equity	5,408,229	5,956,666	(548,437)	(9.2%)
Total Liabilities and Equity	10,370,257	10,373,966	(3,709)	(0.0%)

Cash and Cash Equivalents

By the end of 1Q20, the Company's cash and cash equivalents were Ps. 258.7 million. Of this figure, Ps. 79.4 million are peso-denominated and Ps. 179.3 million are US dollar-denominated.

Accounts Receivable and Other Current Assets

This line item increased 12.5%, from Ps. 342.7 million in 1Q19 to Ps. 347.8 million in 1Q20.

Property, Furniture & Equipment

This line item was equal to Ps. 8,028.5 million at the end of 1Q20, a 1.7% decrease compared to Ps. 8,164.8 million at the end of 1Q19. CAPEX in 1Q20 was Ps. 29.2 million pesos, compared to Ps.100.4 million in 1Q19, which represents a 70.8% decrease.

Figures in thousands of Mexican pesos

	1Q20		YTD March 2020	
CAPEX for the period	% Total		% Total	
Hotels in development	7,733	26.4%	7,733	26.4%
Improvements in owned hotels	5,424	18.5%	5,424	18.5%
Ordinary capex	16,132	55.1%	16,132	55.1%
Total CAPEX	29,290	100.0%	29,290	100.0%

Net Debt and Maturity

Net Debt was Ps. 3,063.8 million at the end of 1Q20, which represented a Net Debt/LTM EBITDA ratio equal to 5.2x, which was affected by a lower EBITDA linked to the COVID-19 pandemic. 95.6% of Total Debt is US dollar-denominated and has an average cost of 4.6%. The remaining 4.4% is peso-denominated, with an average weighted cost of 9.62%. In addition, 91.6% of debt maturities are long term.

During 1Q20, the Mexican peso depreciated 29%, from Ps. 18.8727 as of December 31, 2019 to Ps. 24.2853 as of March 31, 2020, negatively impacting the Company's financial cost. The short US dollar position of the Company by the end of 1Q20 was US\$123.4 million, equal to Ps. 2,997.3 million.

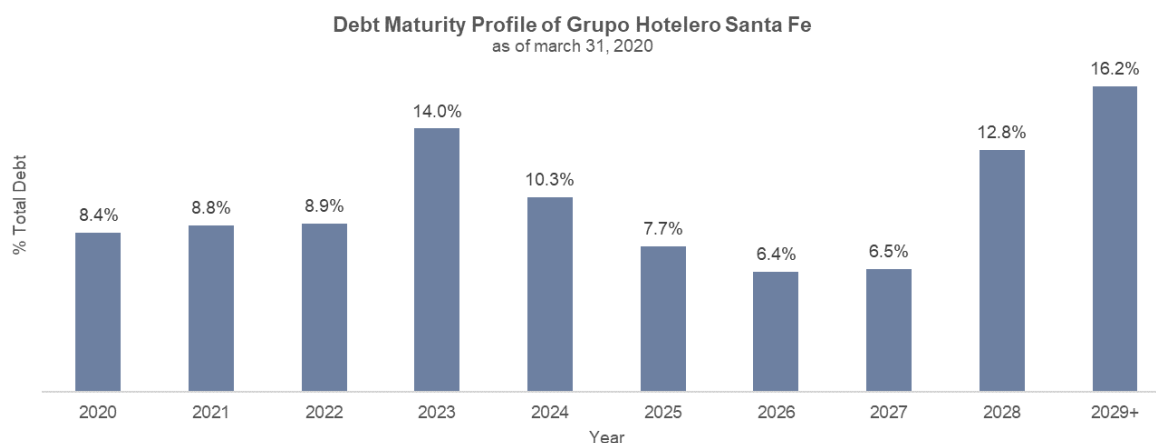
The following graphs show the Company's debt and cash position, as well as the debt maturity profile.

Figures in thousands of Mexican pesos	Denominated in (currency):		
	Pesos	Dollars	Total
Debt*			
Short Term	13,266	295,337	308,603
Long Term	139,050	3,045,057	3,184,107
Total	152,316	3,340,394	3,492,710
% Total	4.4%	95.6%	100.0%
Average rate of financial liabilities	9.62%	4.55%	4.77%
Cash and equivalents	79,372	179,322	258,694
Restricted cash	6,477	163,748	170,225
Cash and cash equivalents**	85,849	343,070	428,919
Net Debt	66,467	2,997,324	3,063,791

Net Debt / LTM EBITDA (as of March 31, 2020) 5.2x

*Includes accrued interest and effect of financial instruments related to financial debt.

**Includes restricted cash related to bank debt.



To continue with its growth plans, the Company will continue to balance its debt between pesos and dollars. Both peso- and dollar-denominated debt are hedged over reference rates (TIIE and LIBOR), with a strike price at 8.5% and 4.5%, respectively.

According to IFRS, the exchange rate used was Ps. 24.2853/US\$ as of March 31, 2020, as published in Mexico's *Official Federal Gazette*.

Currency Hedging Analysis

Figures in thousands of Mexican pesos

Currency Hedging Analysis	First Quarter 2020			YTD March 31, 2020		
	Denominated in Pesos	Denominated in USD	Total in Pesos	Denominated in Pesos	Denominated in USD	Total in Pesos
Total Revenue	322,842	262,662	585,504	322,842	262,662	585,504
% of Total Revenue	55.1%	44.9%	100.0%	55.1%	44.9%	100.0%
(-) Total Costs and Expenses	447,458	42,349	489,807	447,458	42,349	489,807
(-) Non-recurring Expenses	9,479	-	9,479	9,479	-	9,479
Operating Income	(134,095)	220,313	86,218	(134,095)	220,313	86,218
(+) Depreciation	60,669	-	60,669	60,669	-	60,669
Operating Cash Flow	(73,426)	220,313	146,887	(73,426)	220,313	146,887
% of Operating Cash Flow	(50.0%)	150.0%	100.0%	(50.0%)	150.0%	100.0%
Interest	4,142	33,749	37,891	4,142	33,749	37,891
Principal	2,288	59,577	61,865	2,288	59,577	61,865
Total Debt Service	6,430	93,326	99,756	6,430	93,326	99,756
Interest Coverage Ratio 1	(17.7x)	6.5x	3.9x	(17.7x)	6.5x	3.9x
Debt Service Coverage Ratio 2	(11.4x)	2.4x	1.5x	(11.4x)	2.4x	1.5x

1) Operating Cash Flow / Interest; 2) Operating Cash Flow / Total Debt Service

In 1Q20, approximately 44.9% of revenue and 100% of operating cash flow were denominated in dollars. Dollar-denominated operating cash flow was enough to cover financial debt, both interest and principal, with a ratio of 2.4x for 1Q20.

At the end of 1Q20, the Company's debt coverage ratio was 1.5x. In addition, HOTEL has a dollar-denominated cash balance of Ps. 179.3 million at the close of 1Q20.

Recent Events

During 1Q20, and as of the date of this report, HOTEL's recent developments included:

- On March 3, 2020 we announced that we received a request from Jorge M. Perez and his family via his Declaration of Trust, to acquire more than 5% and up to a maximum of 10% of the outstanding shares of the Company. Jorge M. Perez is the Chairman and Chief Executive Officer of the Related Group. The Board of Directors was informed that Jorge M. Perez invests in a variety of sectors, that he is not a competitor of HOTEL, already owns shares of the Company, does not intend to acquire control of the Company, and that any investment by said investor will be defined at his sole discretion based on the conditions of price, volume and availability of shares according to his internal investment criteria, through an act or succession of acts, at a market value and with its own resources. In response to this request and in accordance with Article Nine of the Company bylaws, the Board of Directors of HOTEL has granted authorization to said investor to acquire more than 5% and up to a maximum of 10% of the outstanding shares of the Company.
- On March 25, 2020, we announced that we have been seriously impacted by the COVID-19 pandemic, just as all other companies in the sector. However, we believe we are taking the appropriate measures to get through the crisis. As we are a hotel operator for national brands under the Krystal Brand and international brands such as Hilton, Hyatt, Marriott, Accor and AM Resorts, we have been economically impacted by the health measures implemented by governments due to COVID-19. These measures include travel restrictions, border closures, and the cancellation of tourist activities (restaurants, entertainment centers and meeting venues). As we are in phase 2 of the contingency plan, this has resulted in the cancellation of thousands of international and domestic flights. During January and February, results were in line with our expectations, but starting in March occupancies in our portfolio have decreased significantly, particularly in urban hotels. We are taking all the necessary measures in our hotels to prevent the risk of infection of our employees and customers. Additionally, we have decided to reduce non-priority expenses to mitigate financial impacts, but more extreme measures are not off the table if this health crisis is prolonged. One of our priorities, to the extent possible, is to care for and maintain our most important asset: our more than 3,700 employees, including those working at third-party operated hotels. We are closely monitoring the current situation so that we can implement the necessary operational measures, including the possible temporary closure or partial closure of hotels. We have been in constant communication with our suppliers and commercial partners to preserve our working capital, while exploring alternatives. Additionally, we are sure that we will be able to count on the support of our financial creditors, as our credit standing is excellent.
- On April 1, 2020 the third-party owned *Doubletree by Hilton Toluca* exited our portfolio.

1Q20 Conference Call Details:

HOTEL will host its earnings webcast (audio + presentation) to discuss results:

Date: Friday, April 24, 2020

Time: 12:00 p.m. Mexico City Time
1:00 p.m. New York Time

To participate in the conference call and Q&A session please dial:

Telephone: U.S.: 1 877 271 1828
International: +1 334 323 9871
Mexico: 01 800 847 7666

Conference password: 67419109#

Webcast: The webcast will be in English. To follow the Power Point presentation and the audio of the call, please visit our website www.gsf-hotels.com/investors

About Grupo Hotelero Santa Fe

HOTEL is a leading company in the Mexican hotel industry, centered on acquiring, converting, developing and operating its own hotels as well as third party-owned hotels. The Company focuses on strategic hotel location and quality, a unique hotel management model, strict expense control and the proprietary Krystal® brand as well as other international brands. As of year-end 2019, the Company employed over 3,700 people and generated revenues of Ps. 2,238 million. For more information, please visit www.gsf-hotels.com

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Legal Note on Forward-Looking Statements:

The information provided in this report contains certain forward-looking statements and information related to Grupo Hotelero Santa Fe, S.A.B. de C.V. and its subsidiaries (jointly "Grupo Hotelero Santa Fe", "HOTEL", or the "Company") which are based in the understanding of its managers, as well as in assumptions and information currently available for the Company. Such statements reflect the current view of Grupo Hotelero Santa Fe in regard to future events subject to a number of risks, uncertainties and assumptions. Several features may cause that the results, performance or current achievements of the Company may differ materially with respect to future results, performance or attainments of Grupo Hotelero Santa Fe that may be included, expressly or implied within such statements in regard to the future, including among others, alterations in the economic general conditions and/or politics, governmental and commercial changes globally or within the countries in which the Company has any business interests, changes in the interests rates and inflation, exchange rates volatility, changes in the demand and regulations of the products marketed by the Company, changes in the price of raw materials and other goods, changes in the business strategies and several other features. If one or more these of risks or uncertainties are materialized, or if the assumptions used result to be incorrect, the real results may materially differ from those described herein as anticipated, believed, expected or envisioned. Grupo Hotelero Santa Fe undertakes no obligation to update or revise any forward-looking statements.

Income Statement

GRUPO HOTELERO SANTA FE, S.A.B. de C.V.

Consolidated Income Statement

For the three-month periods ended March 31, 2020 and 2019

(Figures in thousands of Mexican pesos)

	First Quarter				3 months ended March 31			
	2020	2019	Var.	%Var.	2020	2019	Var.	%Var.
Revenue								
Room Revenue	269,020	302,360	(33,340)	(11.0)	269,020	302,360	(33,340)	(11.0)
Food and Beverage Revenue	227,844	242,512	(14,668)	(6.0)	227,844	242,512	(14,668)	(6.0)
Other Revenue from Hotels	69,245	60,074	9,171	15.3	69,245	60,074	9,171	15.3
Third-party Hotels' Management Fees	19,395	17,645	1,750	9.9	19,395	17,645	1,750	9.9
TOTAL REVENUE	585,504	622,590	(37,087)	(6.0)	585,504	622,590	(37,087)	(6.0)
COSTS AND EXPENSES								
Operating Costs and Expenses	265,896	262,532	3,364	1.3	265,896	262,532	3,364	1.3
Sales and Administration	153,525	140,355	13,170	9.4	153,525	140,355	13,170	9.4
Property Expenses	9,718	8,491	1,227	14.4	9,718	8,491	1,227	14.4
Depreciation and Amortization	60,669	52,139	8,530	16.4	60,669	52,139	8,530	16.4
TOTAL COSTS AND EXPENSES	489,807	463,517	26,290	5.7	489,807	463,517	26,290	5.7
Development and hotel opening expenses	2,641	5,814	(3,173)	(54.6)	2,641	5,814	(3,173)	(54.6)
Other non-recurring expenses	6,838	1,846	4,992	NA	6,838	1,846	4,992	NA
ADJUSTED EBITDA	156,366	211,213	(54,847)	(26.0)	156,366	211,213	(54,847)	(26.0)
ADJUSTED EBITDA Margin (%)	26.7%	33.9%	(7.2 pt)	(7.2 pt)	26.7%	33.9%	(7.2 pt)	(7.2 pt)
OPERATING INCOME	86,218	151,414	(65,195)	(43.1)	86,218	151,414	(65,195)	(43.1)
Operating Income Margin (%)	14.7%	24.3%	(9.6 pt)	(9.6 pt)	14.7%	24.3%	(9.6 pt)	(9.6 pt)
Net interest expenses	(36,711)	(41,762)	5,050	(12.1)	(36,711)	(41,762)	5,050	(12.1)
Net foreign currency exchange loss	(654,495)	28,353	(682,848)	NA	(654,495)	28,353	(682,848)	NA
Other financial costs	(1,223)	(2,515)	1,293	(51.4)	(1,223)	(2,515)	1,293	(51.4)
Net Financing Result	(692,429)	(15,924)	(676,505)	NA	(692,429)	(15,924)	(676,505)	NA
Undistributed income from subsidiaries, net	462	872	(411)	(47.1)	462	872	(411)	(47.1)
Income before taxes	(605,750)	136,362	(742,111)	NA	(605,750)	136,362	(742,111)	NA
Total income taxes	0	30,000	(29,999)	(100.0)	0	30,000	(29,999)	(100.0)
Net Income	(605,750)	106,362	(712,112)	NA	(605,750)	106,362	(712,112)	NA
Net Income Margin (%)	-103.5%	17.1%	(120.5 pt)	(120.5 pt)	-103.5%	17.1%	(120.5 pt)	(120.5 pt)
Income attributable to:								
Controlling Interest	(399,125)	90,929	(490,054)	NA	(399,125)	90,929	(490,054)	NA
Non-controlling Interest	(206,625)	15,433	(222,058)	NA	(206,625)	15,433	(222,058)	NA

Balance Sheet

Grupo Hotelero Santa Fe, S.A.B. de C.V.

Consolidated Balance Sheet

As of March 31, 2020 and 2019

(Figures in thousands of Mexican pesos)

(Figures in thousands of Mexican pesos)	2020	2019	Var \$	Var %
ASSETS				
Current Assets				
Cash and cash equivalents	258,694	143,356	115,338	80.5%
Restricted cash	-	-	-	NA
Accounts receivables from clients	277,020	218,478	58,543	26.8%
Accounts receivables from related parties	12,602	11,644	957	8.2%
Creditable taxes	347,822	400,383	(52,561)	(13.1%)
Other current assets	95,853	112,586	(16,733)	(14.9%)
Escrow deposit for hotel acquisition	-	-	-	0.0%
Total current assets	991,992	886,448	105,544	11.9%
Non-current Assets				
Restricted cash	170,225	133,190	37,035	27.8%
Property, furniture and equipment	8,028,476	8,164,849	(136,373)	(1.7%)
Non-productive fixed assets (under development) □	625,619	565,358	60,260	10.7%
Other assets	28,529	32,745	(4,215)	(12.9%)
Investment in subsidiaries	39,100	118,733	(79,633)	(67.1%)
Deferred income taxes	131,502	117,829	13,673	11.6%
Goodwill	354,815	354,815	-	0.0%
Total non-current assets	9,378,265	9,487,519	(109,253)	(1.2%)
Total assets	10,370,257	10,373,966	(3,709)	(0.0%)
LIABILITIES AND SHAREHOLDERS EQUITY				
Current liabilities				
Current installments of long-term debt	308,603	272,550	36,053	13.2%
Suppliers	226,951	162,571	64,381	39.6%
Accrued liabilities	116,326	125,523	(9,197)	(7.3%)
Accounts payable to related parties	10,716	9,345	1,371	14.7%
Payable taxes	154,945	131,718	23,228	17.6%
Client advanced payments	77,939	61,773	16,166	26.2%
Total current liabilities	895,482	763,479	132,002	17.3%
Non-current liabilities				
Long-term debt	3,184,107	2,775,786	408,321	14.7%
Other non-current liabilities	10,496	5,833	4,663	79.9%
Deferred income taxes	871,943	872,202	(259)	(0.0%)
Total non-current liabilities	4,066,546	3,653,820	412,726	11.3%
Total liabilities	4,962,028	4,417,300	544,728	12.3%
Equity				
Capital stock	3,420,580	3,414,018	6,562	0.2%
Legal reserve	190,493	190,493	-	0.0%
Premium on subscription of shares	80,000	80,000	-	0.0%
Net income	-399,125	90,929	(490,054)	NA
Retained earnings	1,044,267	864,902	179,364	20.7%
Shareholder's Equity	4,336,215	4,640,343	(304,128)	(6.6%)
Non-controlling interest	1,072,014	1,316,324	(244,310)	(18.6%)
Total Equity	5,408,229	5,956,666	(548,437)	(9.2%)
Total liabilities and equity	10,370,257	10,373,966	(3,709)	(0.0%)

Cash Flow Statement

Grupo Hotelero Santa Fe, S.A.B. de C. V.
Consolidated Cash Flow
For the three months periods ended March 31, 2020 and 2019

Figures in thousands of Mexican pesos

Cash Flow Statement	First Quarter		3 months ended March 31	
	2020	2019	2020	2019
Cashflow from operating activities				
Net income	(605,750)	106,362	(605,750)	106,362
Depreciation and amortization	60,669	52,139	60,669	52,139
Income taxes	0	30,000	0	30,000
Unrealized FX loss (gain)	696,159	(50,408)	696,159	(50,408)
Net interest expense	36,711	41,762	36,711	41,762
Other financial costs	1,223	2,515	1,223	2,515
Minority interest	(462)	(872)	(462)	(872)
Income from sale of shares	-	0	-	-
Cashflow before working capital variations	188,551	181,498	188,551	181,498
Accounts receivable from clients	(35,204)	(47,595)	(35,204)	(47,595)
Accounts receivable from related parties	(5,963)	(1,389)	(5,963)	(1,389)
Other current assets	(28,395)	(20,410)	(28,395)	(20,410)
Creditable taxes	(24,071)	21,173	(24,071)	21,173
Suppliers	53,057	334	53,057	334
Accrued liabilities	9,738	28,200	9,738	28,200
Accounts payable to related parties	(186)	(1,197)	(186)	(1,197)
Downpayments from clients	16,867	17,427	16,867	17,427
Payable taxes	(14,423)	(12,299)	(14,423)	(12,299)
Net operating cashflow	159,972	165,741	159,972	165,741
Non-recurring items				
Accrued liabilities	-	(24,227)	-	(24,227)
Payment for hotel operation	-	(12,000)	-	(12,000)
Receivable and Payable taxes	15,588	(19,720)	15,588	(19,720)
Income in acquisition of Dollars	-	-	-	-
Cashflow net from non-recurring items	175,560	109,795	175,560	109,795
Investment activities				
Change in restricted cash	(2,932)	1,564	(2,932)	1,564
Acquisition of property, furniture and equipment	(29,290)	(99,880)	(29,290)	(99,880)
Acquisition of ongoing business	-	-	-	-
Escrow deposit for hotel acquisition	-	-	-	-
Sale of shares of subsidiaries	3,000	-	3,000	-
Investment in subsidiary	101	2,463	101	2,463
Distribution effect of capitalized premium	-	-	-	-
Other net assets and liabilities	(425)	(791)	(425)	(791)
Interest gained	-	(7,797)	-	(7,797)
Cashflow from investment activities	(29,547)	(104,440)	(29,547)	(104,440)
Cashflow from financing activities				
Receivable Greenshoe	-	-	-	-
Net increase in paid-in capital from non-controlling company	(14,000)	8,008	(14,000)	8,008
Payment of Liabilities SITRA Group's subsidiaries	-	-	-	-
Repurchase of shares	(1,288)	678	(1,288)	678
Obtained loans	-	132,901	-	132,901
Loan to shareholder of non-controlling company	16,272	(39,146)	16,272	(39,146)
Payment of interest and loan amortization	(99,756)	(67,245)	(99,756)	(67,245)
Loans obtained from shareholders	-	-	-	-
Effect from non-controlling interest merger	-	-	-	-
Cashflow from financing activities	(98,771)	35,197	(98,771)	35,197
Net (decrease) increase in cash and cash equivalents	47,242	40,552	47,242	40,552
Cash and cash equivalents at the beginning of the period	179,884	102,804	179,884	102,804
Cash and cash equivalents at the end of the period	227,127	143,356	227,127	143,356
Cash in business acquisition	-	-	-	-
Revaluation of US Dollar Denominated Cash Position	31,568	-	31,568	-
Total Cash at the end of the period	258,694	143,356	258,694	143,356

Appendix 1: Summary of Rooms in Operation

Operating indicators for 1Q20 show 6,116 hotel rooms in operation out of 6,379. The integration of 263 rooms excluded is detailed as follows:

- i) 263 rooms that are part of the Vacation Club⁷

The following table summarizes the total number of rooms of the Company's portfolio:

Rooms 1Q20	Owned Hotels	Third-Party Owned Hotels	Total Rooms
In Operation	3,741	2,375	6,116
Vacation Club	53	210	263
Unavailable	-	-	-
Total Rooms	3,794	2,585	6,379

⁷ 263 rooms are part of Vacation Club, of which 53 rooms are Company-owned, and 210 rooms are third-party owned under the Company's management. Vacation Club revenue is included in the P&L under Other Income, and is, therefore, excluded from this analysis.