

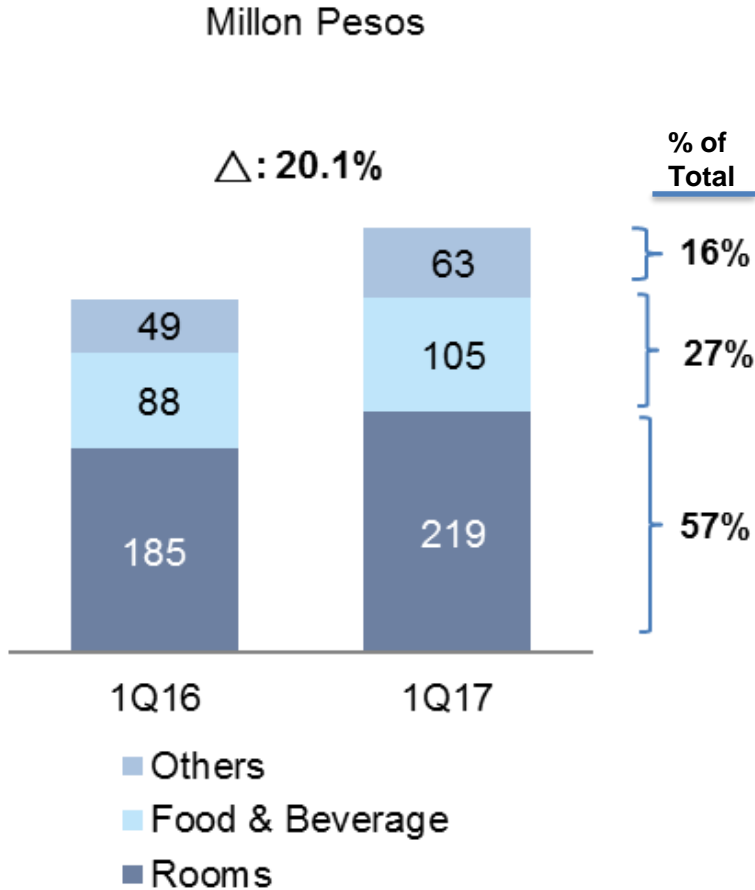


EMPRESA SOCIALMENTE RESPONSABLE

Santa Fe grupo hotelero

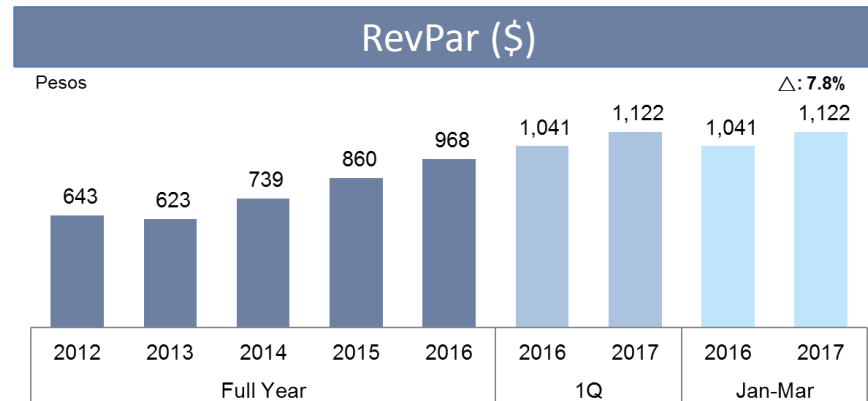
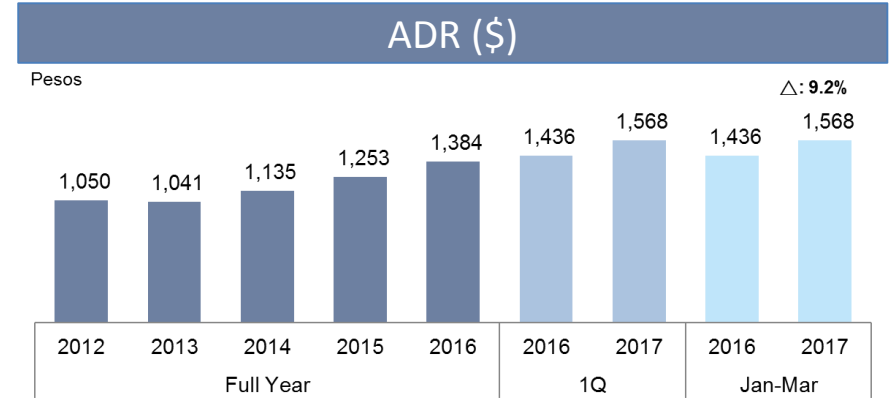
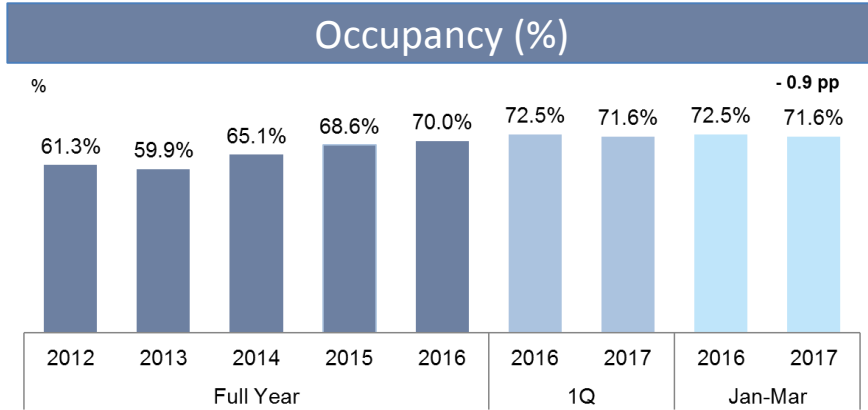
HOTEL 1Q17 WEBCAST

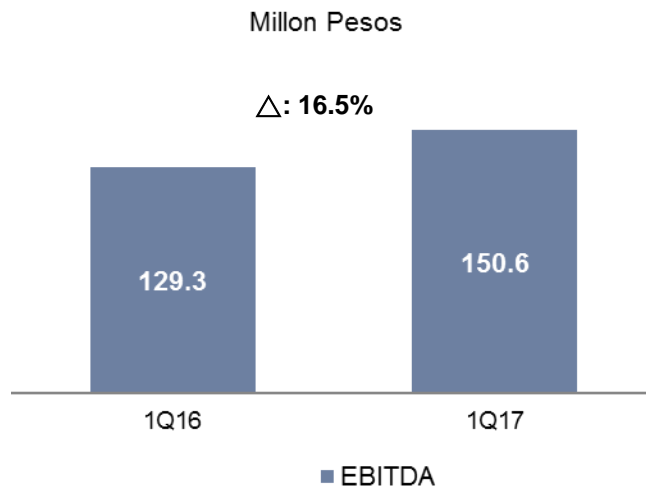




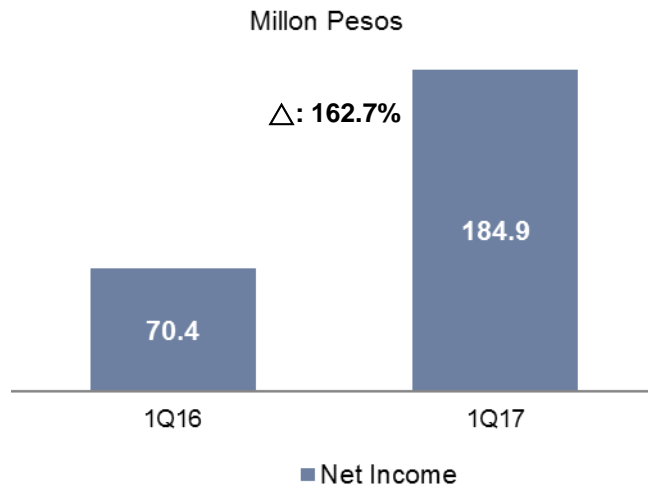
Revenue growth drivers:

- Steady growth on all sources of revenues in 1Q17.
- 20% Revenue growth in the quarter.
- Room revenue increased **18%**; F&B revenue **19%** and Other revenue from hotels **30%**.





- 16.5% EBITDA growth in the quarter
- EBITDA growth driven by
 - Top line growth
 - The inclusion of the Krystal Monterrey and Krystal Pachuca as a third-party hotel operated hotels.



- 162.7% Net Income growth in the quarter
- Net Income growth driven by
 - FX gain driven by the effect of the mark-to-market valuation effect of a lower USD/MXN exchange rate applied to our Dollar Denominated Debt.
 - higher income from operations

Key Financial Highlights – Financial Debt

Figures in thousand Mexican Pesos	Denominated in (currency):		
	Pesos	Dollars	Total
Debt*			
Short Term	29,436	97,186	126,622
Long Term	261,744	1,144,131	1,405,874
Total	291,179	1,241,317	1,532,496
<i>% Total</i>	<i>19.0%</i>	<i>81.0%</i>	<i>100.0%</i>
<i>Average rate of financial liabilities</i>	<i>9.14%</i>	<i>4.10%</i>	<i>5.06%</i>
Cash and equivalents	533,971	509,095	1,043,065
Restricted cash	9,179	58,251	67,429
Cash and equivalents**	543,149	567,345	1,110,495
Net Debt	(251,970)	673,971	422,001
Net Debt / LTM EBITDA (as of 31 March 2017)			0.9x

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

**Includes restricted cash related to bank debt.

- Peso appreciation in 1Q17 was of 9.5% and had a positive impact in Net financing cost; short in US dollars is approximately **US 36** million or **Ps. 674.0** million.
- Net Debt for 1Q17 was Ps. **422.0** million, which represents Net Debt/ LTM EBITDA of **0.9x**.

Management Contracts

- *Krystal Pachuca* – Began operations in February 2017
- *AC by Marriot Distrito Armida* – In development, to open in 2Q19

Expansions

- *Krystal Grand Punta Cancun*
 - New tower with 100 Suites (+34% room inventory)
 - Opens 3Q17
- Hilton Puerto Vallarta
 - 192 additional Suites (+74% room inventory)
 - Opens 4Q17

- Announced on February 15th, Closed on February 21st
- Acquisition of two hotels, one which we have already converted into a Krystal Grand® hotel and another which will be rebranded later this year.
- 933 rooms under the All-Inclusive model
- Los Cabos and Vallarta, strategic locations for Hotel
- We will grow 16% in number of operated rooms and 37% in owned rooms.
- The total value of the assets is US\$119.8 million, 50% ownership



K R Y S T A L
G R A N D

- On a consolidated basis, we have fixed assets of Ps. 3.1 billion which include the development of:

- Krystal Grand Suites
- Krystal Grand Insurgentes
- Krystal Grand Los Cabos
- Krystal Grand Nuevo Vallarta

And the expansions of:

- Krystal Grand Punta Cancun
 - Hilton Puerto Vallarta
- This number represents 51% of our Property, Furniture and equipment which have not generated EBITDA for the last twelve months. (except one month of *Krystal Grand Los Cabos* and *Krystal Grand Nuevo Vallarta* which operated for one month)
 - These fixed assets will begin generating returns later this year, and next year for the *Krystal Grand Insurgentes*.



Q&A Session