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Santa Fe  
grupo | hotelero

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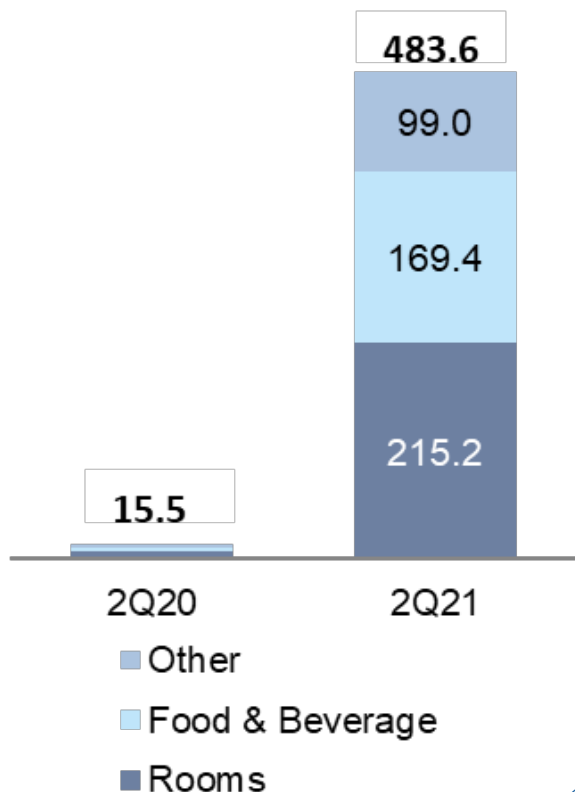
# HOTEL 2Q21 Webcast

July 23, 2021

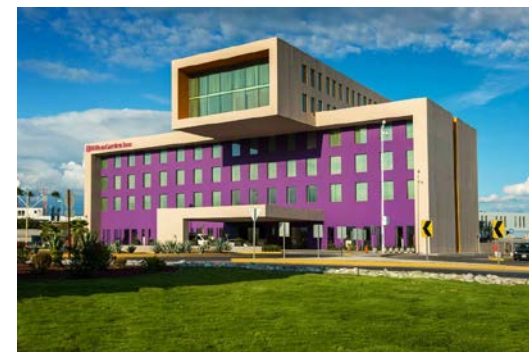
**10 YEARS  
OF CONFIDENT  
STEPS FORWARD**



millions of Mexican pesos



- **Total Revenue** was Ps. 484 million in the quarter.
- **Room revenue** was Ps. 215 million in the quarter
- **F&B revenue** was Ps. 269 million in the quarter
- **Other revenue** was Ps. 99 million in the quarter



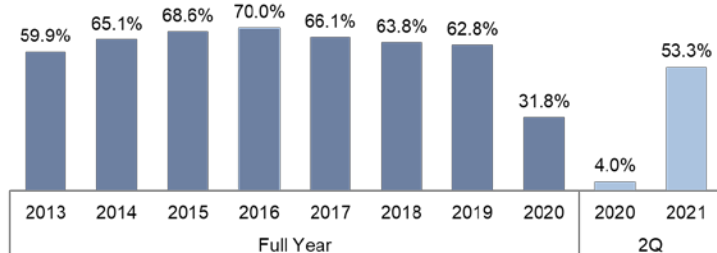
Hilton Garden Inn Monterrey Aeropuerto



Krystal Urban Guadalajara

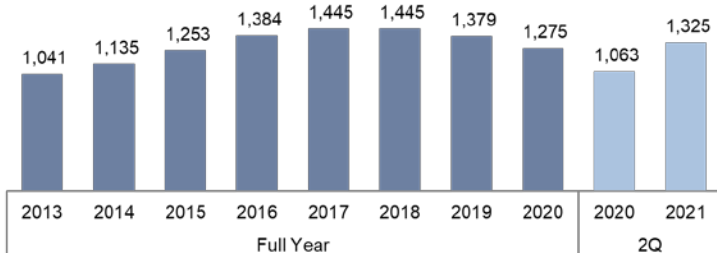
# Operational Performance (Full Portfolio)

## Occupancy (%)



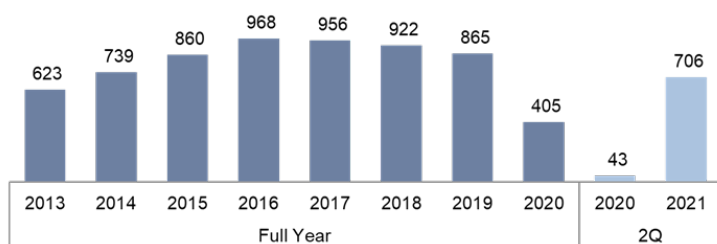
2Q21 vs 2Q20:  
44.7 pp decrease

## RevPar (\$)



2Q21 vs 2Q20:  
24.7% increase

## ADR (\$)



2Q21 ADR was  
Ps. 706



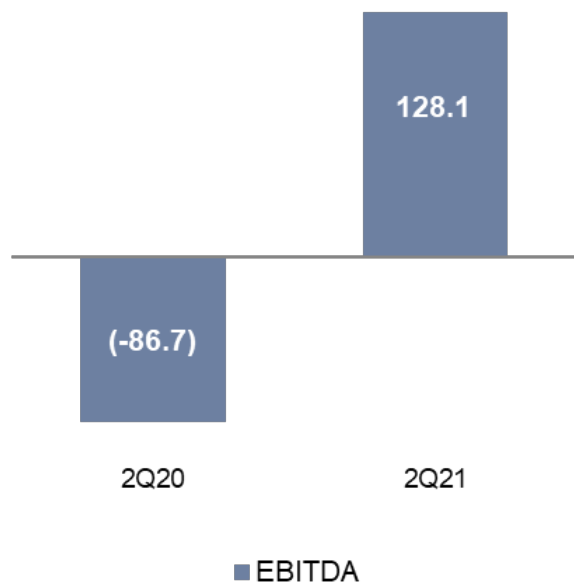
Krystal Grand Suites



Hyatt Regency Mexico City Insurgentes

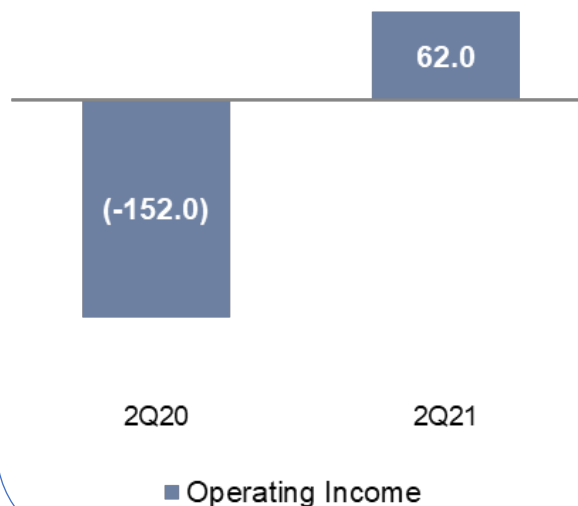
## EBITDA

millions of Mexican pesos



## Operating Income

millions of Mexican pesos



Krystal Grand Los Cabos



Krystal Grand Nuevo Vallarta

Figures in thousands of Mexican pesos

Debt*	Denominated in (currency):		
	Pesos	Dollars	Total
Short Term	30,730	177,773	208,503
Long Term	375,100	2,499,170	2,874,270
<b>Total</b>	<b>405,830</b>	<b>2,676,943</b>	<b>3,082,773</b>
% Total	13.2%	86.8%	100.0%
Average rate of financial liabilities	7.61%	3.25%	3.82%
Cash and cash equivalents	628,654	98,357	727,011
Restricted cash	5,150	91,580	96,730
<b>Cash and cash equivalents**</b>	<b>633,804</b>	<b>189,937</b>	<b>823,741</b>
<b>Net Debt</b>	<b>(227,974)</b>	<b>2,487,006</b>	<b>2,259,032</b>
Net Debt / LTM EBITDA (as of June 30, 2021)			20.6x

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

\*\*Includes restricted cash related to bank debt.

- During 2Q21 the Mexican peso appreciated 4.0% and had a positive impact in Net financing cost; short in US dollars is approximately **US\$126 million** or **Ps. 2,487 million**.
- Net Debt for 2Q21 was Ps. **2,259 million**, which represents Net Debt/ LTM EBITDA of **20.6x**.



Hilton Guadalajara

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Krystal Urban Aeropuerto Ciudad de Mexico



Krystal Resort Cancun