

EVOLUTION
WITH VISION



Santa Fe
grupo | hotelero

HOTEL

3Q20 Webcast

October 23, 2020



- Increase of the variable portion of the capital stock of GHSF on the amount of Ps. 500 million through the issuance of 125 million ordinary shares with full voting rights
- At a subscription price of Ps. 4.00 per share
- The period to exercise the right of first offering to subscribe and pay for the New Shares began on October 21 and will end on November 4, 2020
- The subscription factor will be at a rate of 1 New Share for every 3.90519464 outstanding shares held by each of the current shareholders
- The ex-rights date (fecha ex-derecho) was on October 22, 2020



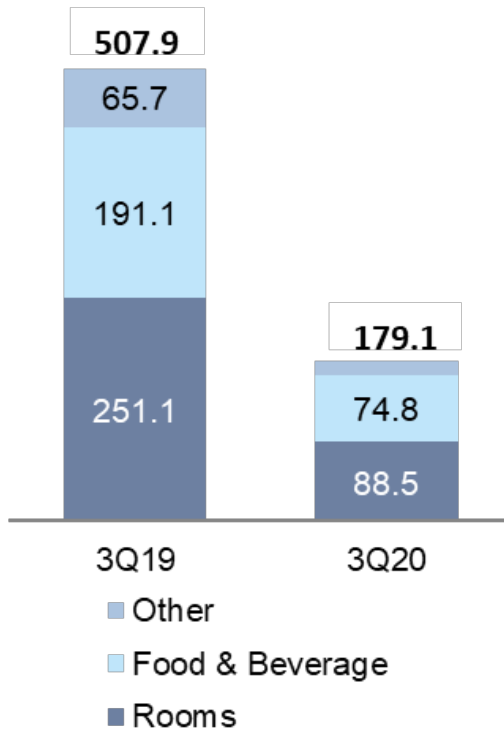
Krystal Satellite Maria Barbara



Krystal Urban Monterrey

millions of Mexican pesos

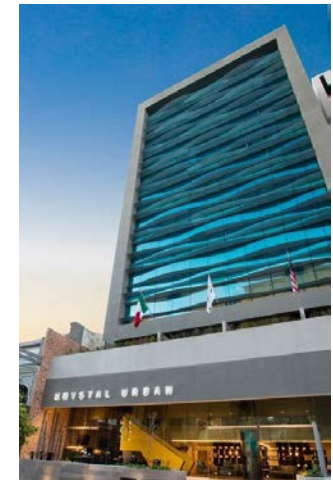
Δ: (64.7%)



- **65%** Revenue decrease in the quarter.
- Room revenue decreased **65%** in the quarter
- F&B revenue decreased **61%** in the quarter
- Other revenue decreased **76%** in the quarter



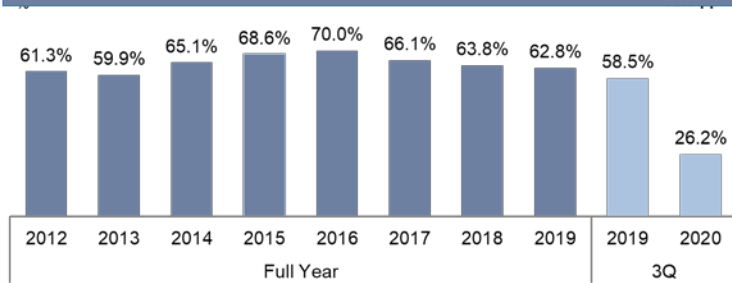
Hilton Garden Inn Monterrey Aeropuerto



Krystal Urban Guadalajara

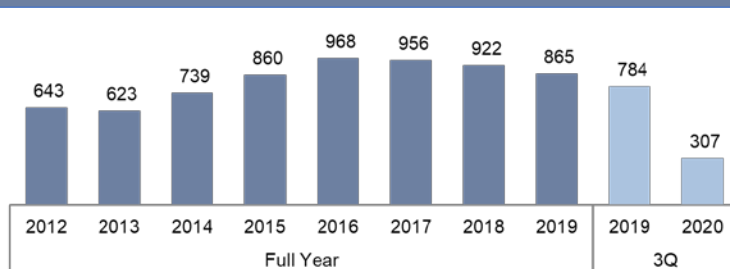
Operational Performance (Full Portfolio)

Occupancy (%)



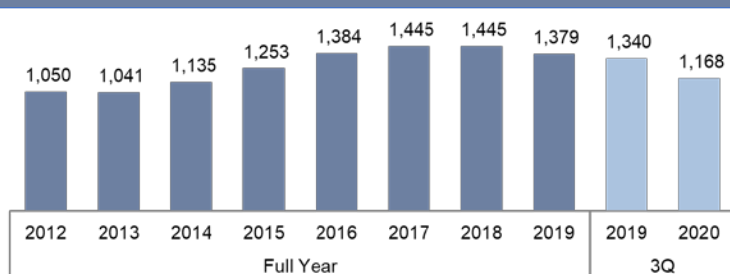
3Q20 vs 3Q19:
32.3 pp decrease

RevPar (\$)



3Q20 vs 3Q19:
(60.8%) decrease

ADR (\$)



3Q20 vs 3Q19:
(12.8%) decrease



Krystal Grand Suites

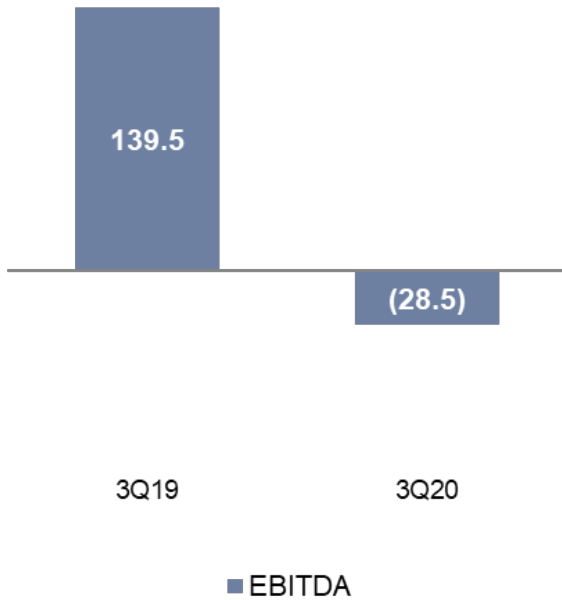


Hyatt Regency Mexico City Insurgentes

Bottom Line Performance

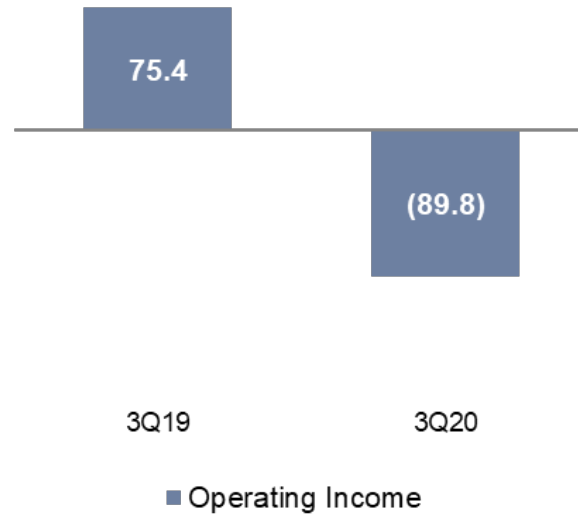
EBITDA

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	40,736	214,431	255,167
Long Term	132,923	2,853,694	2,986,617
Total	173,660	3,068,125	3,241,784
% Total	5.4%	94.6%	100.0%
Average rate of financial liabilities	7.59%	3.33%	3.56%
Cash and cash equivalents	39,612	90,992	130,603
Restricted cash	4,419	122,370	126,790
Cash and cash equivalents**	44,031	213,362	257,393
Net Debt	129,629	2,854,763	2,984,392

Net Debt / LTM EBITDA (as of September 30, 2020) 14.8x

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

**Includes restricted cash related to bank debt.

- The peso appreciated in 3Q20 by 3% and had a positive impact in Net financing cost; short in US dollars is approximately **US\$128 million** or **Ps. 2,855 million**.
- Net Debt for 3Q20 was Ps. **2,984 million**, which represents Net Debt/ LTM EBITDA of **14.8x**.



Hilton Guadalajara

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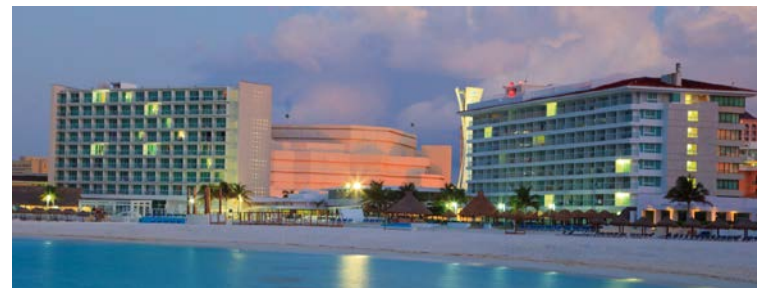
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Krystal Beach Acapulco



Krystal Urban Mexico City Airport



Krystal Resort Cancun