
Santa Fe
grupo | hotelero

HOTEL

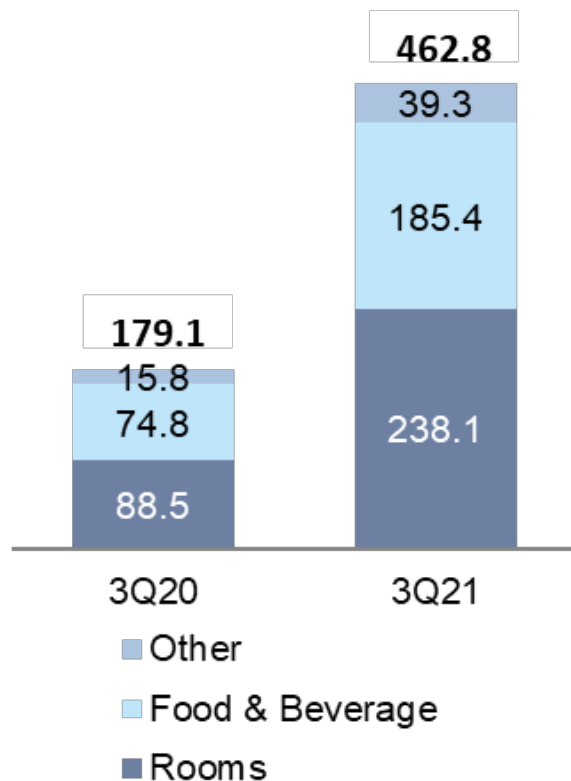
3Q21 Webcast

October 22, 2021

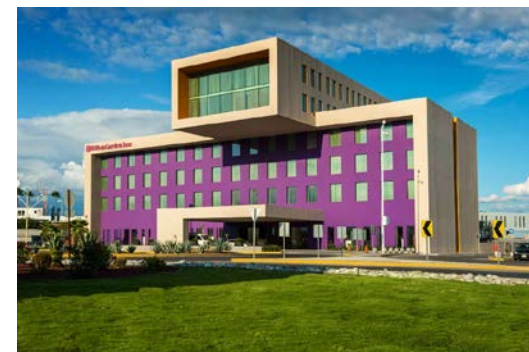
10 YEARS
OF CONFIDENT
STEPS FORWARD



millions of Mexican pesos



- **Total Revenue** was Ps. 463 million in the quarter.
- **Room revenue** was Ps. 238 million in the quarter
- **F&B revenue** was Ps. 185 million in the quarter
- **Other revenue** was Ps. 39 million in the quarter



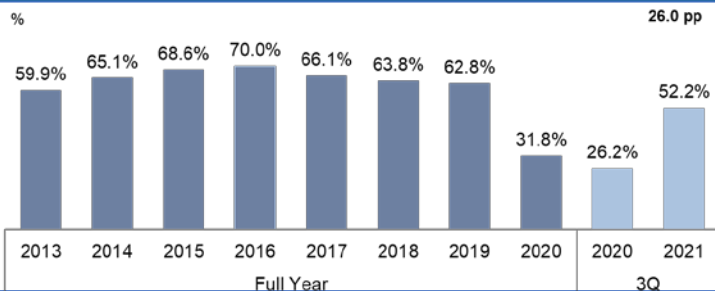
Hilton Garden Inn Monterrey Aeropuerto



Krystal Urban Guadalajara

Operational Performance (Full Portfolio)

Occupancy (%)



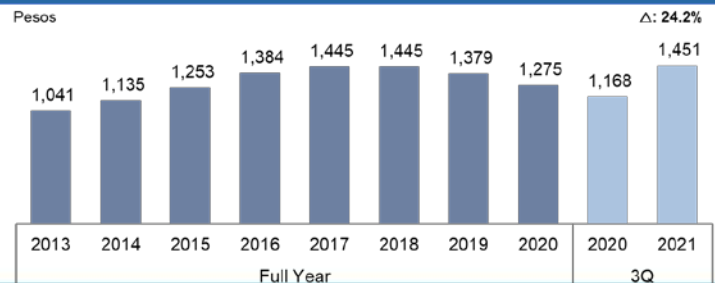
3Q21 vs 3Q20:
36.0 pp increase

RevPar (\$)



3Q21 RevPAR
was 757

ADR (\$)



3Q21 vs 3Q20:
24.2% increase



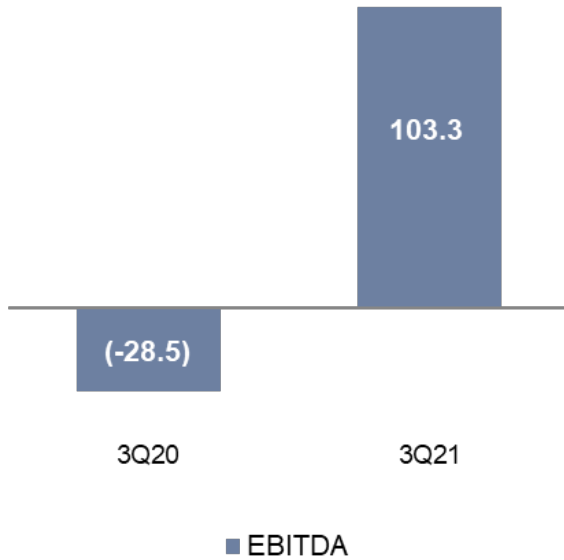
Krystal Grand Suites



Hyatt Regency Mexico City Insurgentes

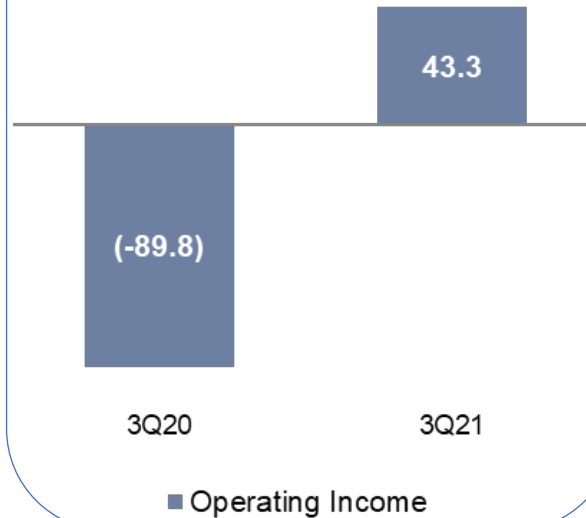
EBITDA

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	29,328	205,919	235,247
Long Term	372,812	2,525,447	2,898,259
Total	402,139	2,731,366	3,133,506
% Total	12.8%	87.2%	100.0%
Average rate of financial liabilities	7.84%	3.23%	3.82%
Cash and cash equivalents	417,101	114,804	531,905
Restricted cash	5,611	94,731	100,342
Cash and cash equivalents**	422,712	209,535	632,247
Net Debt	(20,573)	2,521,831	2,501,258
Net Debt / LTM EBITDA (as of September 30, 2021)	10.4x		

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

**Includes restricted cash related to bank debt.

- During 3Q21 the Mexican peso depreciated 3.3% and had a negative impact in Net financing cost; short in US dollars is approximately **US\$126 million** or **Ps. 2,521 million**.
- Net Debt for 3Q21 was Ps. **3,133 million**, which represents Net Debt/ LTM EBITDA of **10.4x**.



Hilton Guadalajara

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Krystal Urban Aeropuerto Ciudad de Mexico



Krystal Resort Cancun